

General Announcement for PLC (v12)

SUBMITTED

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PM

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|-----------------------------|----------------------------------------------------------------------------------------------|--|--|
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| Company Name | CAPITAMALLS MALAYSIA TRUST | | |
| Stock Name | CMMT | | |
| Stock Code | 5180 | | |
| Board | Main Market | | |
| | | | |

| CONTACT DETAIL | | | |
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| MAIN | | | | | | | |
|--------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|-----------|------|---|--------------------------------------------------------|-------|
| Type | Announcement | | | | | | |
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| Shareholder Approval | No | | | | | | |
| Announcement Details/Table Section | | | | | | | |
| The announcement is dated 16 October 2015. | | | | | | | |
| Attachment | <table border="1"> <thead> <tr> <th>No</th> <th>File Name</th> <th>Size</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>CMMT_3Q2015_ResultsSlides_20151016.pdf</td> <td>1.0MB</td> </tr> </tbody> </table> | No | File Name | Size | 1 | CMMT_3Q2015_ResultsSlides_20151016.pdf | 1.0MB |
| No | File Name | Size | | | | | |
| 1 | CMMT_3Q2015_ResultsSlides_20151016.pdf | 1.0MB | | | | | |



CapitaLand Malaysia Mall Trust

3Q 2015 Financial Results

16 October 2015



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Key Highlights



Gurney Plaza, Penang, Malaysia



3Q 2015 Highlights

- **Net Property Income (“NPI”)**

- 3Q 2015: RM59.8 million (3Q 2014: RM50.6 million), up 18.0% y-o-y
- YTD 2015: RM165.8 million (YTD 2014: RM154.3 million), up 7.4% y-o-y
- NPI growth was mainly driven by contribution from Tropicana City Mall and Tropicana City Office Tower (collectively known as Tropicana City Property) upon the completion of its acquisition on 10 July 2015.
- Higher contribution from East Coast Mall following the completion of its two-year asset enhancement works, registered NPI growth of 40.8% for the quarter (YTD: 28.0%).
- Gurney Plaza registered NPI growth of 13.0% (YTD: 8.4%).

- **Distribution Per Unit (“DPU”)**

- 3Q 2015: 2.08 sen^{1,2} (3Q 2014: 2.12 sen), down 1.9% y-o-y
- YTD 2015: 6.51 sen^{1,2} (YTD 2014: 6.65 sen), down 2.1% y-o-y

- **Revaluation of Tropicana City Property (“TCP”) to RM560.0 million**

- CMMT registered a fair value gain of RM12.7 million in 3Q 2015 from TCP upon its acquisition.

- Effective from 12 October 2015, CapitaMalls Malaysia Trust has changed its name to CapitaLand Malaysia Mall Trust.

1. Included the advance DPU for the quarter of 0.18 sen for the period 1 July to 8 July 2015 (YTD: 4.61 sen for the period 1 January to 8 July 2015) which was paid on 7 August 2015.
2. Derived from a 13.8% increase in unitholding base to 2,024,799,200 units following the successful private placement for the acquisition of TCP and the issuance of units for Manager’s management fees.



3Q 2015 DPU at 2.08 sen

| | 3Q 2015 Actual (Unaudited) | 3Q 2014 Actual (Unaudited) | Change % | YTD 2015 Actual (Unaudited) | YTD 2014 Actual (Unaudited) | Change % |
|-------------------------------------------------------------------------------------------------------------------------|----------------------------------|----------------------------------|-------------|-----------------------------------|-----------------------------------|-------------|
| Distributable Income (RM'000) | 41,673 | 37,714 | 10.5 | 120,482 | 118,170 | 2.0 |
| DPU (sen) | 2.08 | 2.12 | (1.9) | 6.51 | 6.65 | (2.1) |
| DPU (sen) - annualised | 8.25 | 8.41 | (1.9) | 8.70 | 8.89 | (2.1) |
| Distribution yield (%) (Based on market price of RM1.41 on 30 September 2015 and RM1.43 on 30 September 2014) | 5.85 | 5.88 | N.M. | 6.17 | 6.22 | N.M. |
| Distribution yield (%) (Based on market price of RM1.40 on 15 October 2015 and RM1.43 on 20 October 2014) | 5.89 | 5.88 | N.M. | 6.21 | 6.22 | N.M. |

N.M. – Not meaningful

Financial Results



Sungei Wang Plaza, Kuala Lumpur, Malaysia



Distribution Statement – 2015 vs 2014

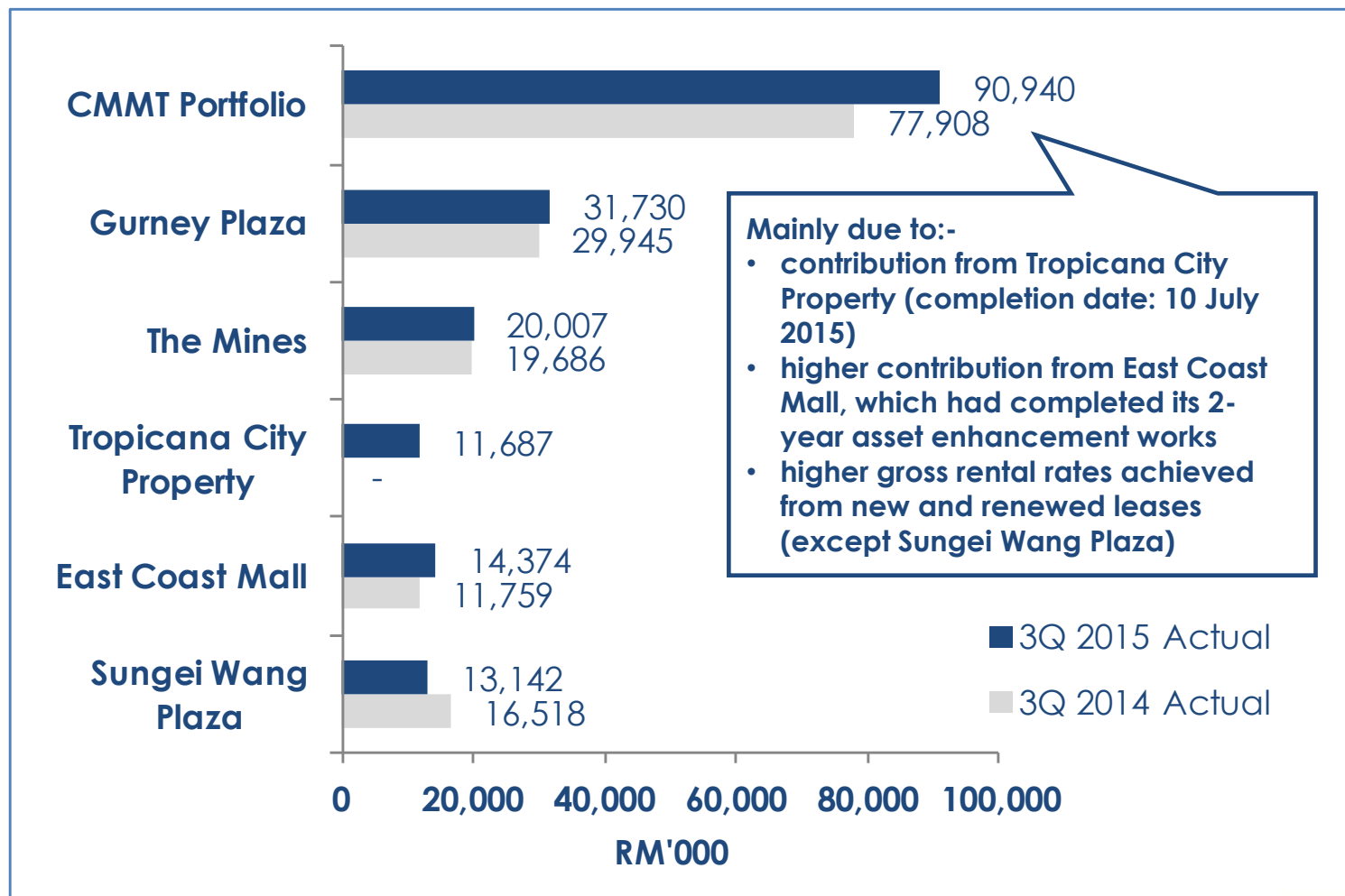
| RM'000 | 3Q 2015 Actual (Unaudited) | 3Q 2014 Actual (Unaudited) | Change % | YTD 2015 Actual (Unaudited) | YTD 2014 Actual (Unaudited) | Change % |
|------------------------------------------|----------------------------------|----------------------------------|-------------|-----------------------------------|-----------------------------------|-------------|
| Gross revenue | 90,940 | 77,908 | 16.7 | 251,539 | 235,103 | 7.0 |
| Less: Property operating expenses | (31,174) | (27,271) | 14.3 | (85,732) | (80,755) | 6.2 |
| Net property income | 59,766 | 50,637 | 18.0 | 165,807 | 154,348 | 7.4 |
| Interest income | 1,151 | 1,152 | (0.1) | 3,319 | 3,476 | (4.5) |
| Fair value gain of investment properties | 12,679 | - | 100.0 | 64,782 | 68,206 | (5.0) |
| Net investment income | 73,596 | 51,789 | 42.1 | 233,908 | 226,030 | 3.5 |
| Manager's management fee | (5,800) | (5,124) | 13.2 | (16,120) | (15,355) | 5.0 |
| Trust and other expenses | (761) | (444) | 71.4 | (1,831) | (1,313) | 39.5 |
| Finance costs | (14,568) | (10,511) | 38.6 | (36,616) | (30,582) | 19.7 |
| Profit before taxation | 52,467 | 35,710 | 46.9 | 179,341 | 178,780 | 0.3 |
| Taxation | - | - | - | - | - | - |
| Profit for the period | 52,467 | 35,710 | 46.9 | 179,341 | 178,780 | 0.3 |
| Distribution adjustments | (10,861) | 1,950 | (>100.0) | (58,754) | (60,588) | (3.0) |
| Income available for distribution | 41,606 | 37,660 | 10.5 | 120,587 | 118,192 | 2.0 |
| Distributable income¹ | 41,673 | 37,714 | 10.5 | 120,482 | 118,170 | 2.0 |

1. The difference between distributable income and income available for distribution is due to rollover adjustment for rounding effect of DPU.



3Q 2015 Gross Revenue

- Increased by 16.7% vs 2014



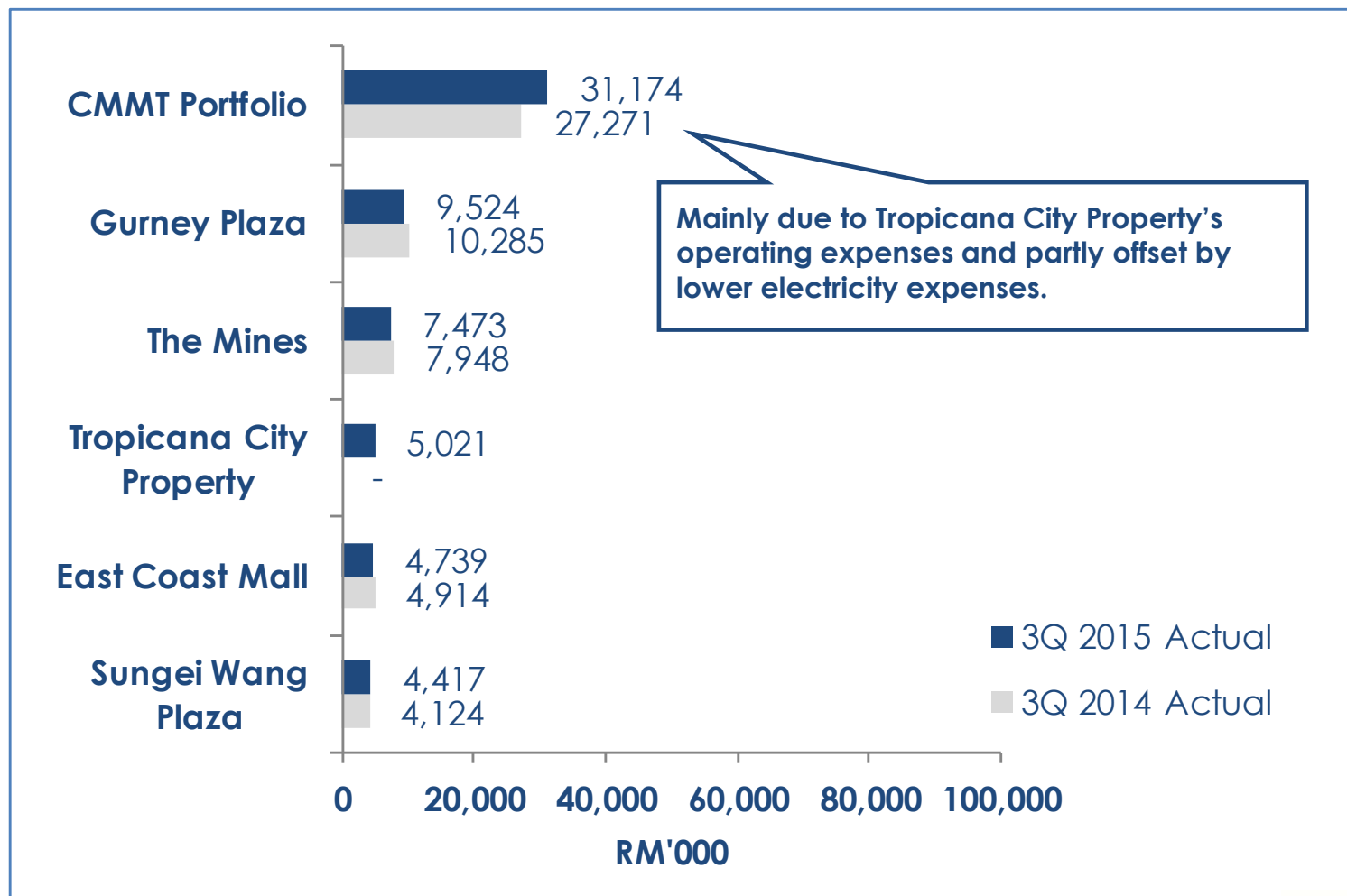
Notes:

1. Tropicana City Property consists of Tropicana City Mall and Tropicana City Office Tower



3Q 2015 Property Operating Expenses

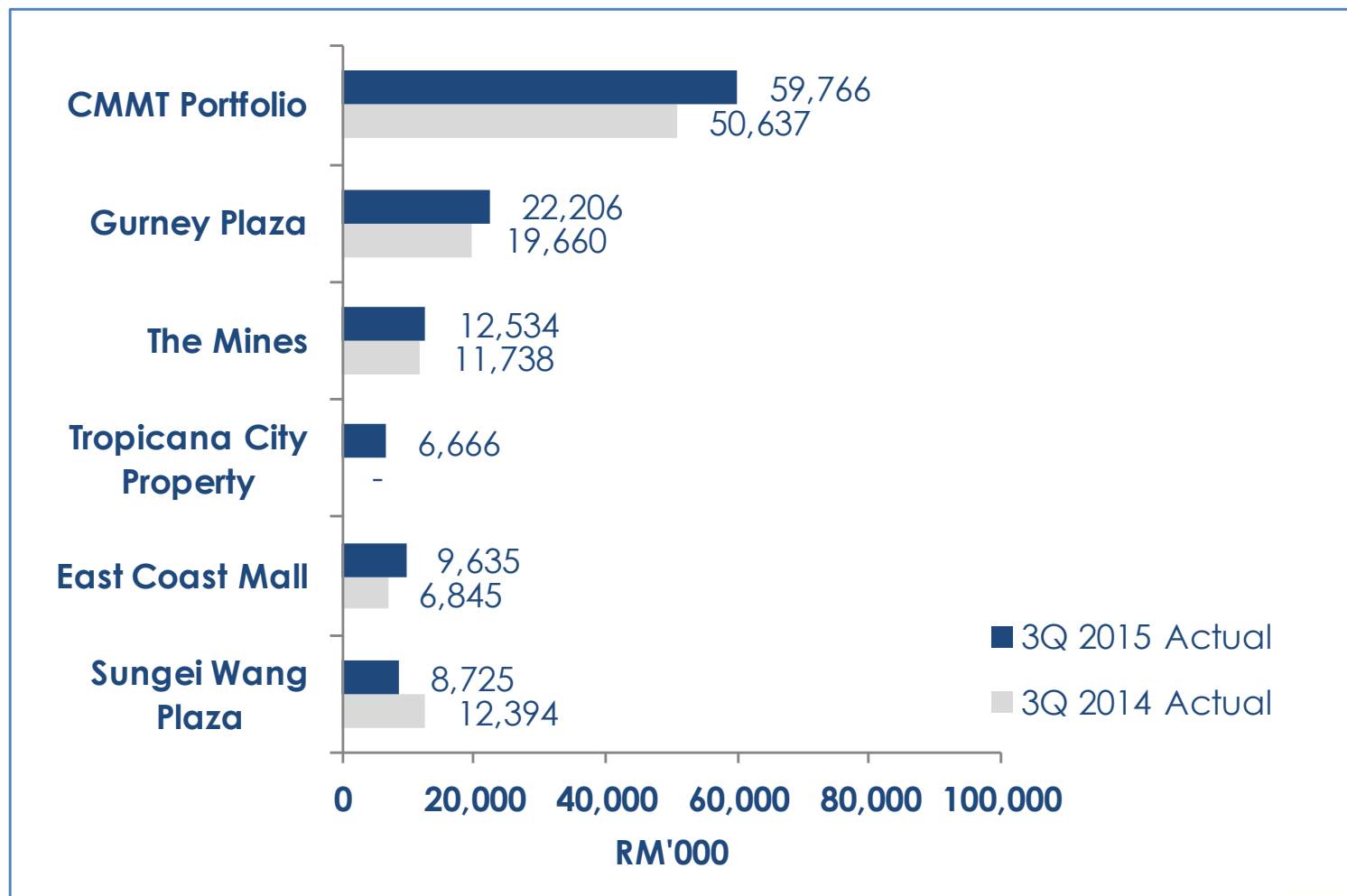
- Increased by 14.3% vs 2014





3Q 2015 Net Property Income

- Increased by 18.0% vs 2014

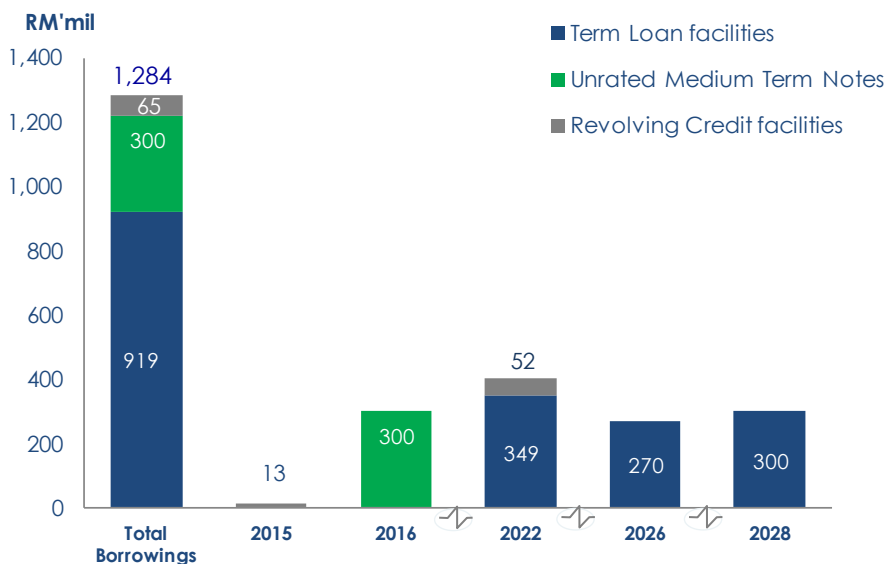




Debt Profile (As at 30 September 2015)

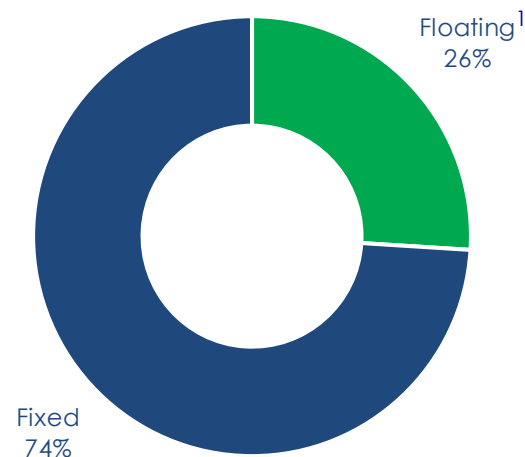
Well-Spread Debt Maturity Profile

Debt Maturity Profile



Prudent Interest Rate Risk Management

Interest Rate Profile



1. Includes short and long term revolving credit facilities of RM65 million



Key Financial Indicators

| | 3Q 2015 | 2Q 2015 |
|------------------------------------------|---------|---------|
| Unencumbered assets as % of total assets | 34.7% | 40.2% |
| Gearing ratio | 32.0% | 30.3% |
| Net debt / EBITDA (times) | 6.1 | 5.5 |
| Interest coverage (times) | 3.8 | 4.1 |
| Average term to maturity (years) | 7.5 | 7.4 |
| Average cost of debt | 4.48% | 4.49% |



Balance Sheet

| As at 30 September 2015 | RM'mil |
|----------------------------------------------------------|--------------|
| Non-current Assets | 3,864 |
| Current Assets | 190 |
| Total Assets | 4,054 |
| Current Liabilities | 99 |
| Non-current Liabilities | 1,327 |
| Total Liabilities | 1,426 |
| Net Assets | 2,628 |
| Total Unitholders' Funds | 2,628 |
| Number of Units in Circulation (in million units) | 2,025 |

| | |
|------------------------------|-------|
| NAV (RM'mil) | |
| - before income distribution | 2,628 |
| - after income distribution | 2,590 |
| NAV per unit (RM) | |
| - before income distribution | 1.30 |
| - after income distribution | 1.28 |

Portfolio Update





Positive Rental Reversion

| From 1 January 2015 to 30 September 2015 ¹ | No. of new leases/renewals | Var. over preceding rental ^{2, 3, 4} (%) |
|----------------------------------------------------------|-------------------------------|------------------------------------------------------|
| Gurney Plaza | 77 | +7.3 |
| The Mines | 132 | +9.2 |
| East Coast Mall | 29 | +5.6 |
| Tropicana City Mall | 49 | +4.9 |
| Sungei Wang Plaza | 58 | -28.2 |
| CMMT Portfolio | 345 | +2.3^{5, 6} |

1. Excluding newly created and reconfigured units.
2. Excluding gross turnover rent component.
3. Majority of leases have rental escalation clause.
4. The % is computed based on the increase in the 1st year rental of the renewed term over last year rental of the preceding term.
5. Rental reversion of CMMT portfolio remains the same at +2.3% including Tropicana City Office Tower ("TCOT") due to no lease expiry for TCOT in 2015.
6. Rental reversion of CMMT portfolio (excluding Sungei Wang Plaza) is 7.7%.



Portfolio Lease Expiry (By Year)

| As at 30 September 2015 | CMMT (Retail) | | |
|----------------------------|---------------------------|-------------------------------|------------------------------------------------|
| | No of Leases ¹ | Gross Rental Income RM'000 | % of Total Gross Rental Income ² |
| 2015 | 93 | 1,207 | 5.0% |
| 2016 | 478 | 7,716 | 31.7% |
| 2017 | 527 | 10,351 | 42.5% |
| Beyond 2017 | 269 | 5,070 | 20.8% |

| As at 30 September 2015 | CMMT (Office) | | |
|----------------------------|---------------------------|-------------------------------|------------------------------------------------|
| | No of Leases ¹ | Gross Rental Income RM'000 | % of Total Gross Rental Income ² |
| 2015 | 0 | N/A | N/A |
| 2016 | 3 | 135 | 24.5% |
| 2017 | 1 | 200 | 36.3% |
| Beyond 2017 | 1 | 216 | 39.2% |

1. Based on all committed leases as at 30 September 2015.

2. For the month of September 2015.



Portfolio Lease Expiry Profile for 2015

| As at 30 September 2015 | No. of Leases ¹ | Net Lettable Area ("NLA") | | Gross Rental Income ("GRI") | |
|-----------------------------------|----------------------------|------------------------------|--------------------------------|--------------------------------|--------------------------------|
| | | Sq ft | % of Total NLA ¹ | RM'000 | % of Total GRI ¹ |
| Gurney Plaza | 19 | 31,412 | 1.1% | 440 | 1.8% |
| The Mines | 20 | 43,719 | 1.5% | 302 | 1.3% |
| East Coast Mall | 5 | 5,696 | 0.2% | 67 | 0.3% |
| Tropicana City Mall | 9 | 14,150 | 0.5% | 98 | 0.4% |
| Sungei Wang Plaza | 40 | 21,833 | 0.8% | 300 | 1.2% |
| CMMT Portfolio² | 93 | 116,810 | 4.1% | 1,207 | 5.0% |

1. Committed as at 30 September 2015.

2. No lease expiry for Tropicana City Office Tower in 2015.



Occupancy Rate Remains Stable

| | 1Q 2015 31 March 15 ¹ | 2Q 2015 30 June 15 ¹ | 3Q 2015 30 September 15 ¹ |
|------------------------------------------------|-------------------------------------|------------------------------------|-----------------------------------------|
| Gurney Plaza | 97.5% | 97.3% | 97.4% |
| The Mines | 97.5% | 96.4% | 97.0% |
| East Coast Mall | 99.7% | 99.5% | 99.3% |
| Tropicana City Mall² | N/A ³ | N/A ³ | 90.4% |
| Sungei Wang Plaza | 95.0% | 94.7% | 91.9% |
| CMMT (Retail) | 97.5% | 97.0% | 95.7% |
| Tropicana City Office Tower² | N/A ³ | N/A ³ | 100.0% |
| CMMT Portfolio (Retail & Office) | 97.5% | 97.0% | 95.9% |

1. Based on committed leases.

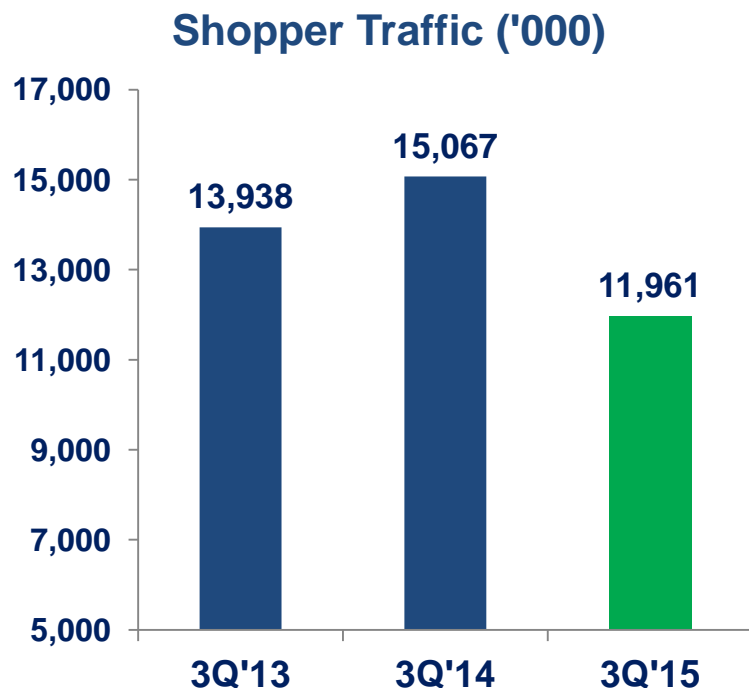
2. The occupancy of Tropicana City Property is 92.2% as at 30 September 2015.

3. Not applicable as the acquisition of Tropicana City Property was completed on 10 July 2015.



Shopper Traffic¹

Shopper Traffic²
20.6% lower than 3Q 2014
14.2% lower than 3Q 2013



Shopper Traffic³
16.4% lower than YTD 2014
12.7% lower than YTD 2013



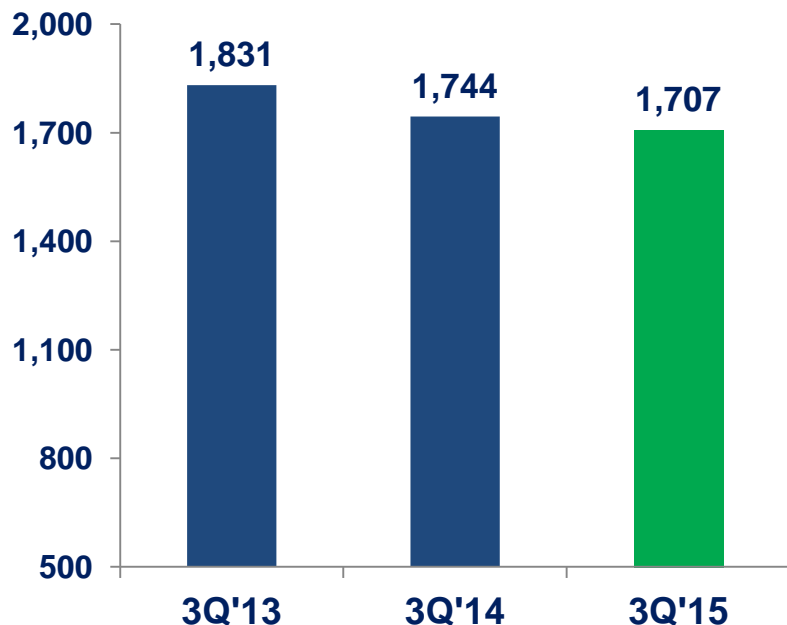
1. Shopper traffic statistics exclude Tropicana City Property.
2. Shopper traffic excluding Sungei Wang Plaza was 2.3% marginally lower than 3Q 2014 and 0.5% marginally higher than 3Q 2013.
3. Shopper traffic excluding Sungei Wang Plaza was 1.3% marginally lower than YTD 2014 and 0.4% marginally lower than YTD 2013.



Vehicular Traffic¹

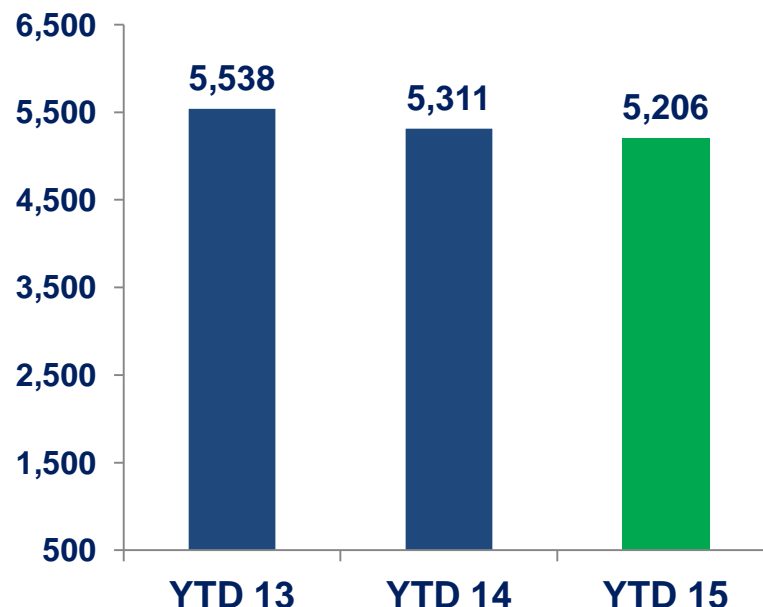
Vehicular Traffic²
2.1% lower than 3Q 2014
6.8% lower than 3Q 2013

Vehicular Traffic ('000)



Vehicular Traffic³
2.0% lower than YTD 2014
6.0% lower than YTD 2013

Vehicular Traffic ('000)



1. Vehicular traffic statistics exclude Tropicana City Property.
2. Vehicular traffic excluding Sungei Wang Plaza was 1.6% marginally higher than 3Q 2014 and 2.4% marginally lower than 3Q 2013.
3. Vehicular traffic excluding Sungei Wang Plaza was 0.04% marginally lower than YTD 2014 and 3.4% marginally lower than YTD 2013.

Improvement Works & New Initiatives



East Coast Mall, Kuantan, Malaysia

Upgrading of Car Park Directional Signages

- Improved the directional signages at car park for shoppers' convenience

BEFORE



AFTER





Gurney Plaza

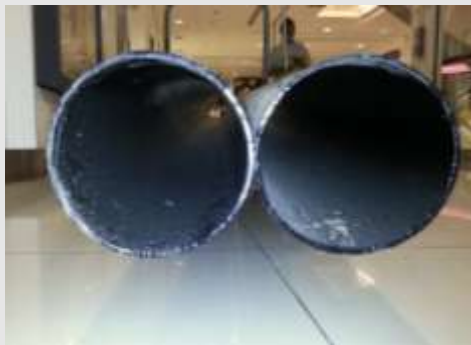
Upgrading of Cast Iron Waste Water Pipes for F&B Outlets

- To improve waste water flow for F&B tenants



BEFORE

AFTER



Upgrading of Lifts

- Replacement of main sheave and main hoist rope

BEFORE



AFTER



New LED Digital Advertising Panels

- Installation of new LED digital advertising panels at Concourse Floor and Level 6

BEFORE



AFTER



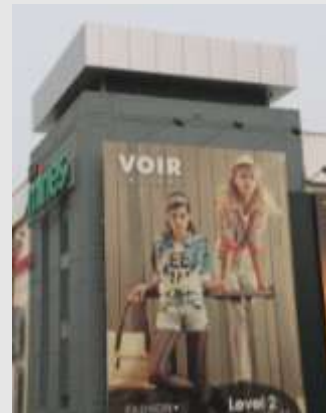
Refurbishment of Building Facade

- Removal of 7 units of pagoda structure to modernise the building facade

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East Coast Mall

Energy-efficient Down Lights

- Installation of energy-efficient down lights at Ground Floor

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Upgrading of Facilities at Prayer Rooms

- Installation of air conditioners at male and female prayer rooms

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East Coast Mall

New Light Boxes

- Installation of light boxes on the walls alongside the travelators

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New Tenants

Gurney Plaza



MIDO



ADIDAS ORIGINALS



JAYACOM SIGNATURE

East Coast Mall



CHARLES & KEITH

AKEMIUCHI





New Tenants

Tropicana City Mall



S.WINE



TBM

Sungei Wang Plaza



MR D.I.Y.

The Mines



SEPIRING



DUBUYO



BOUNDLEZZ

2015 Biz+ Seminar

“Letting Social Media Listening, Analytics & Content Drive Footfall”

- 2015 Biz+ Seminar titled “Letting Social Media Listening, Analytics & Content Drive Footfall” was held on 18 August 2015 by Hootsuite
- Attended by 180 tenants and 60 staff





Launch of Shopper Loyalty Programme

- CAPITASTAR, a multi-mall, multi-store card-less rewards programme by CapitaLand is now available in Gurney Plaza in Penang
- The rewards programme will be rolled out to the rest of CMMT malls in the Klang Valley and Kuantan in 2016



SIGN UP PROMOTION | 9 Oct. - 8 Dec. 2015

2X STAR\$

Get double STAR\$ for every RM1 spent

EXCLUSIVE REDEMPTION
Accumulate 2,000 STAR\$ and redeem a "1/2 Octane Azamachology travel kit" worth RM50.
While stocks last and for a limited time only.

HOW TO BE REWARDED

- 1 SHOP**
SIGN UP & SCAN YOUR SHOPPING RECEIPTS
- 2 EARN**
STAR\$ WHEN YOU SHOP WITH US
- 3 REDEEM**
EXCLUSIVE GIFTS WITH STAR\$



Achievement and Recognition

East Coast Mall – BCA Green Mark Award (GOLD)

- East Coast Mall received the Green Mark's Gold certification from Singapore's Building and Construction Authority ("BCA") on 25 June 2015
- BCA Green Mark is a green building rating system to evaluate a building for its environmental design and performance





Thank You

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