

CapitaRetail China Trust

CapitaLand Debt Investors' Day 2014

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11 August 2014

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Overview



CapitaMall Xizhimen, Beijing, China

First and Only China Shopping Mall S-REIT

Geographically diversified portfolio of 10 income-producing shopping malls

One-stop family-oriented shopping, dining and entertainment destinations



6 Cities

605,246 sq m Total GRA[1]

RMB10.4 billion Valuation[1]

73.3 million Shopper Traffic[2]

S$1.4 billion Market Capitalisation[3]

1. Total Gross Rentable Area and Valuation as at 30 June 2014.
2. Shopper traffic for FY 2013 does not include 3 master-leased malls (CapitaMall Anzhen, CapitaMall Erqi and CapitaMall Shuangjing), CapitaMall Grand Canyon (acquisition completed on 30 Dec 2013) and CapitaMall Minzhongleyuan (temporarily closed from Jul 2013 to April 2014 for major asset enhancement works)
3. Market capitalisation based on closing unit price on 31 July 2014 of S$1.705.

Business Model



CapitaMall Xizhimen, Beijing, China

Balanced Property Portfolio

7 multi-tenanted malls drive *GROWTH*
(78% of portfolio NPI*)


CapitaMall Xizhimen, Beijing



CapitaMall Wangjing, Beijing


CapitaMall Grand Canyon, Beijing


CapitaMall Qibao, Shanghai


CapitaMall Minzhongleyuan, Wuhan


CapitaMall Saihan, Huhhot


CapitaMall Wuhu, Wuhu (51% Stake)

* *Based on 1H 2014 NPI*

Balanced Property Portfolio

3 master-leased malls provide *STABILITY*

(22% of portfolio NPI*)



CapitaMall Anzhen, Beijing



CapitaMall Shuangjing, Beijing

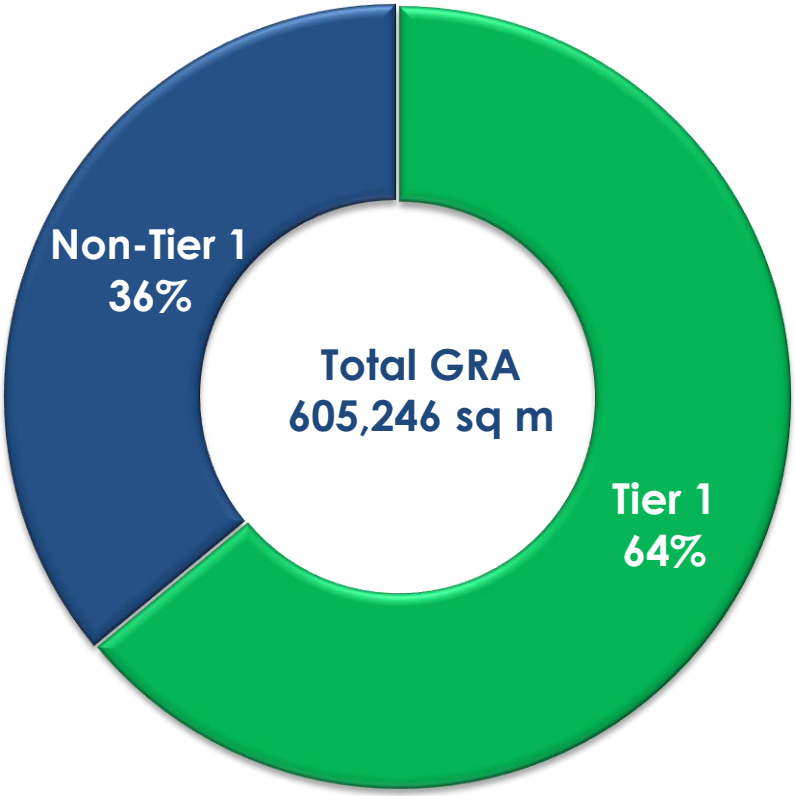

CapitaMall Erqi, Zhengzhou

* *Based on 1H 2014 NPI.*

Tapping into Different Tier Cities Growth

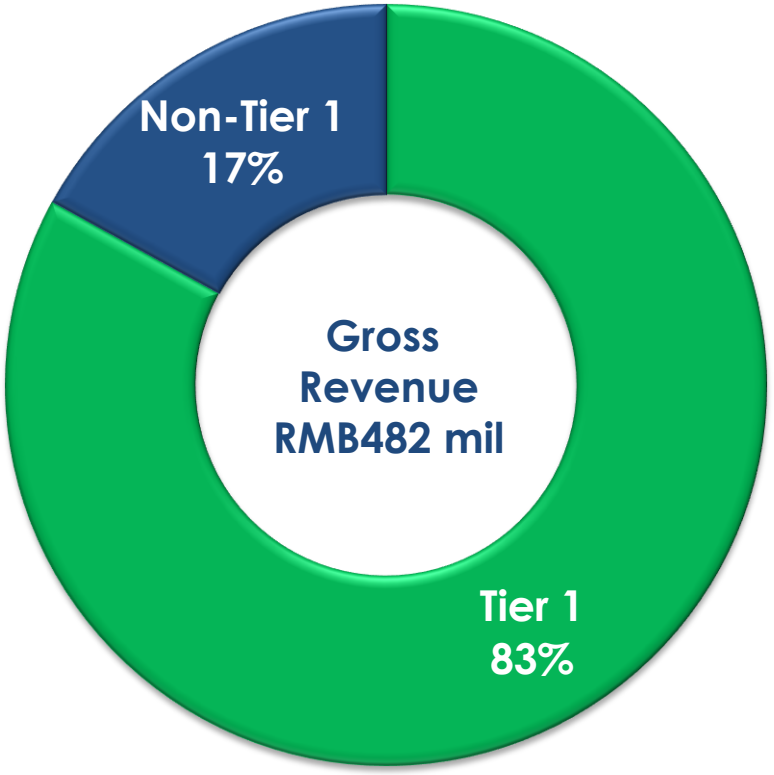
CRCT's Portfolio Gross Rentable Area

(Gross Rentable Area as at 30 Jun 2014)



CRCT's Portfolio Gross Revenue

(Based on 1H 2014 Gross Revenue)



Growth Strategy: Boosting Yield Potential

1 Generate Organic Growth

Proactive Asset Management: Enhancing tenant mix, Exciting marketing activities, Grow tenants' sales and etc

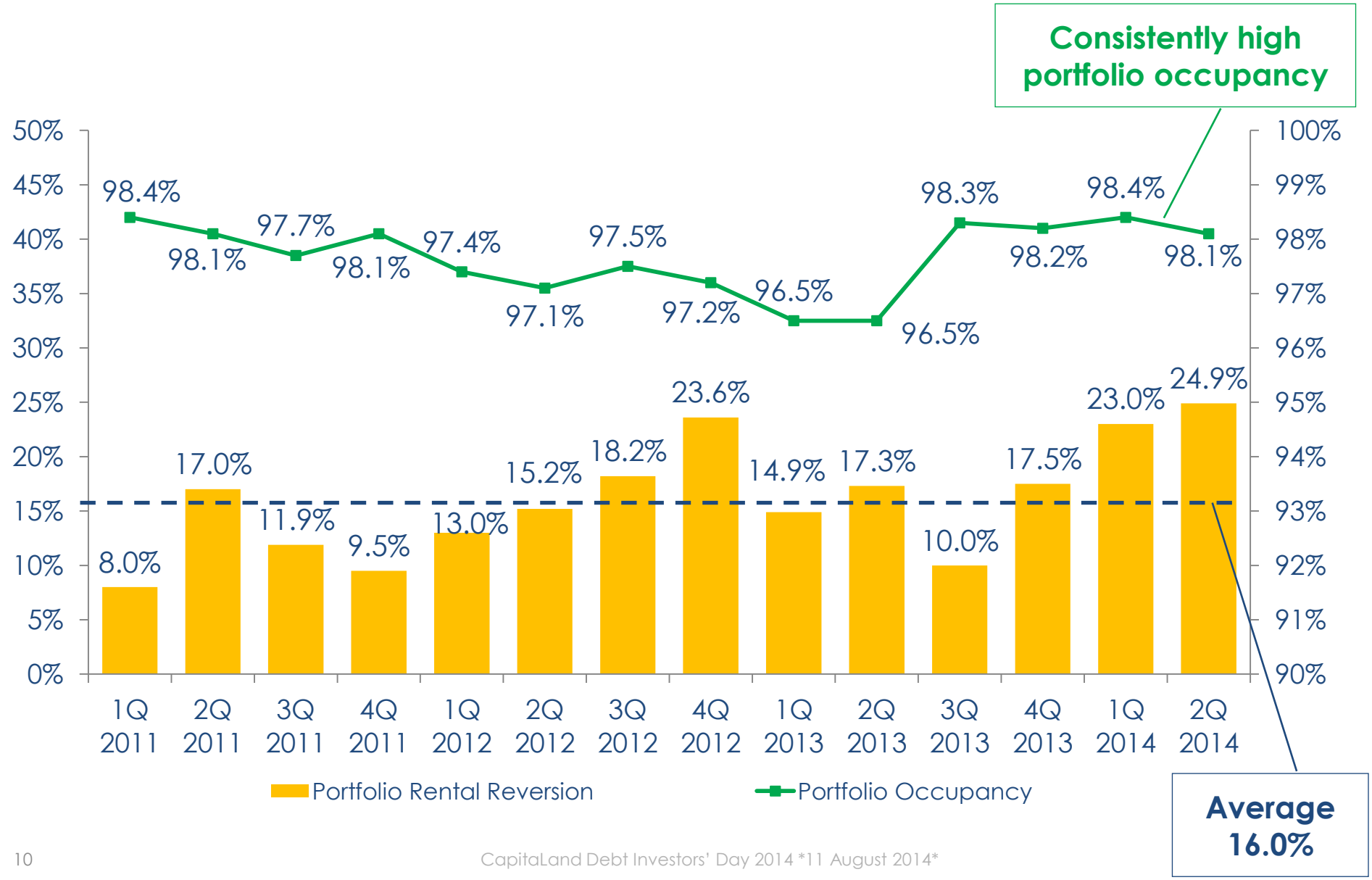
2 Create New Value

Innovative Asset Enhancement: Reconfiguration/ conversion of space, Refurbishments of properties and Create new retail areas

3 Yield-Accretive Acquisitions

Selective Acquisition: Active pursue of third-party opportunities and Right of first refusal to sponsor's (CMA) pipeline

Strong Rental Reversion & Occupancy Driven by Proactive Asset Management



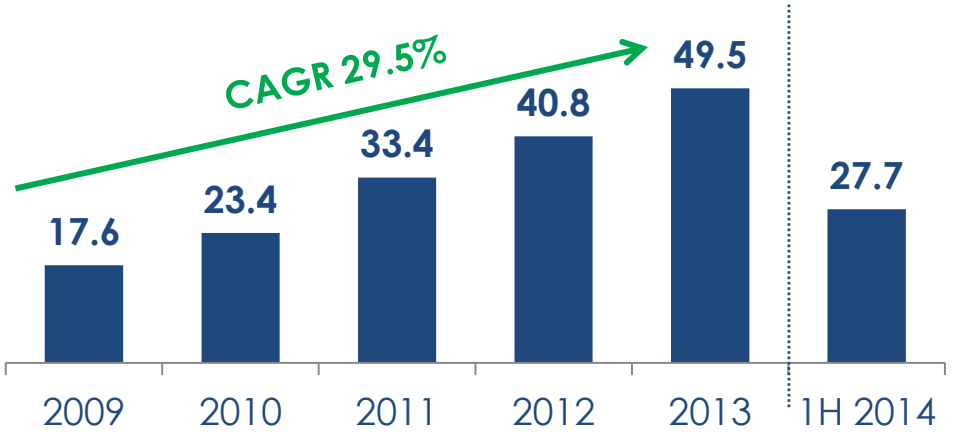
Creating Value through Innovative Asset Enhancement Initiative – CapitaMall Saihan

Successfully transformed CapitaMall Saihan from a master-leased mall to a one-stop shopping, dinning and entertainment destination

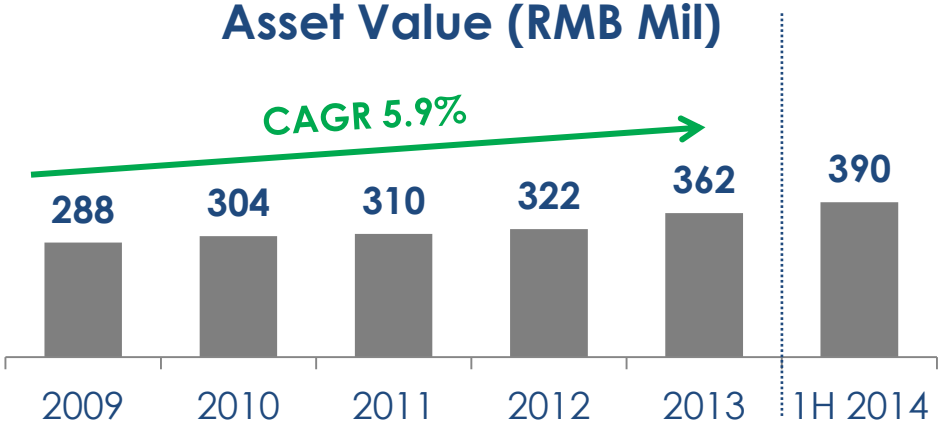




Gross Revenue (RMB Mil)



Asset Value (RMB Mil)



Strengthening Competitive Advantage – Newly Revamped CapitaMall Minzhongleyuan

- Temporary closed in July 2013 for major enhancement works and reopened on 1 May 2014
- Well received by both retailers and shoppers
- Enhanced shopping environment, increased power capacity to house more F&B tenants and strengthened building structure



Selective Expansion & Active Portfolio Management



Converted CapitaMall Saihan, Huhhot to a multi-tenanted mall

2009



Acquired our 10th mall, CapitaMall Grand Canyon, Beijing

2011

Acquired CapitaMall Minzhongleyuan, Wuhan

2013

2014

Upgraded CapitaMall Minzhongleyuan





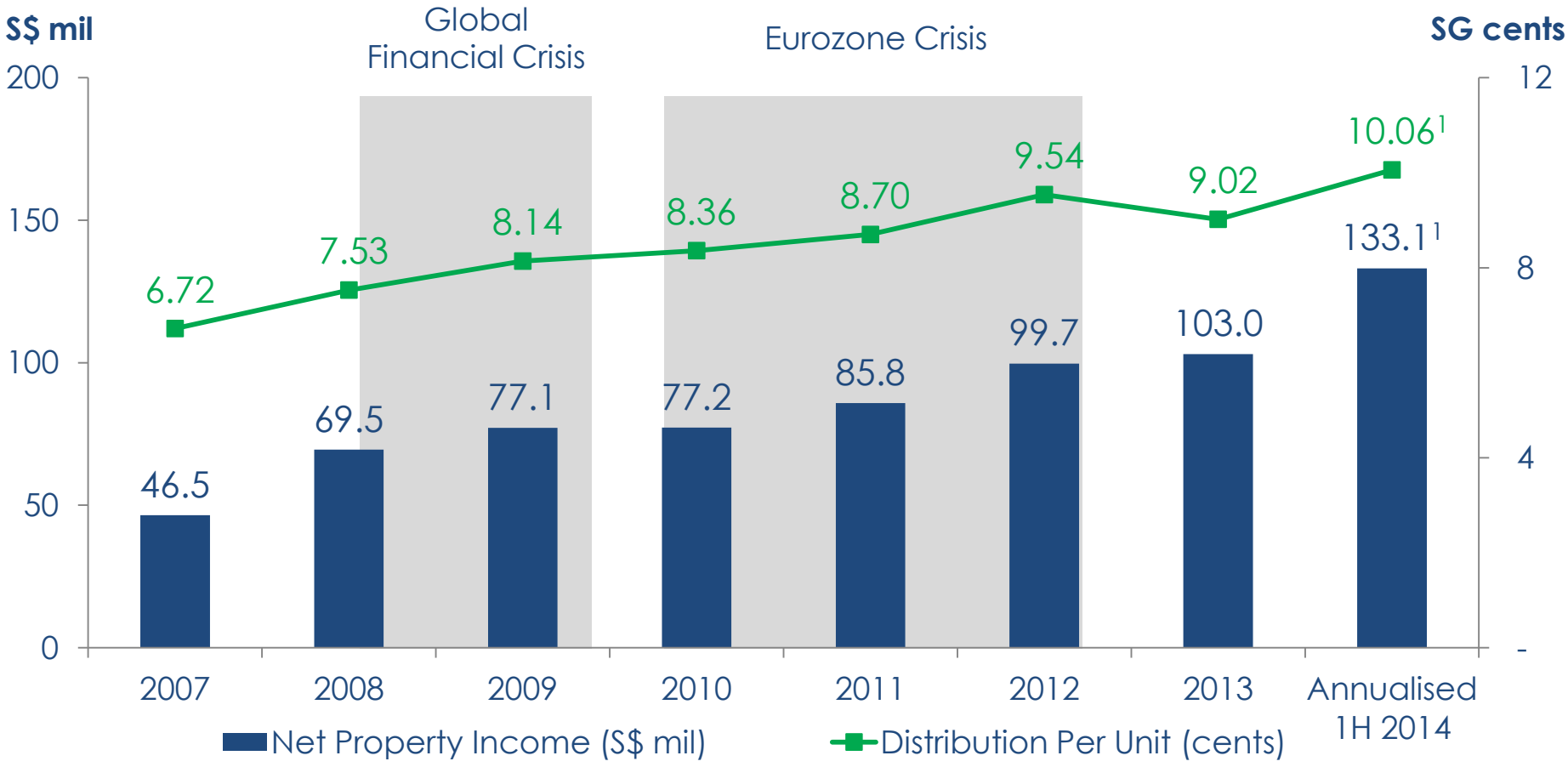
2007

Acquired our largest asset, CapitaMall Xizhimen, Beijing



Resilient and Sustainable Performance

Since IPO, NPI increased >180% and Distributable Income increased >155% in 1H 2014 (annualised); Year-to-Date Total Return of ~100%



1. Annualised 1H 2014 Net Property Income and annualised 1H 2014 Distribution Per Unit.

Financial Highlights



CapitaMall Xizhimen, Beijing, China

Financial Highlights

NPI (in SGD) grew 29.5% and Distributable Income grew 18.7% y-o-y

- **Strong contributions from CapitaMall Grand Canyon and the reopened CapitaMall Minzhongleyuan:**
  - ✓ CapitaMall Grand Canyon contribute ~12.7% to portfolio NPI
  - ✓ Gross revenue and NPI in RMB ▲24.9% and 26.9% y-o-y respectively
  - ✓ 2Q 2014 DPU ▲8.8% y-o-y; 1H 2014 DPU ▲6.4% y-o-y to 4.99 cents
- **CapitaMall Xizhimen and CapitaMall Wangjing recorded robust NPI growth of 10.9% and 14.8%**
- **Healthy gearing of 29.8% and interest coverage of 5.5 times**
- **Portfolio valuation ▲3.7% to RMB10.4 bil**
- **Shopper traffic ▲5.5%[1] and tenants' sales ▲13.6%[1] y-o-y**
- **Consistent portfolio occupancy of 98.1% and solid rental reversion of 24.9%**

1. Exclude CapitaMall Minzhongleyuan which reopened on 1 May 2014 after completion of asset enhancement works and CapitaMall Grand Canyon as acquisition was completed on 30 December 2013.

2Q 2014 Distributable Income Grew 18.7%

	2Q 2014[1] Actual	2Q 2013 Actual	Change
Gross Revenue (RMB'000)	249,888	200,036	24.9%
NPI (RMB'000)	167,595	132,096	26.9%
NPI (S$'000)	34,214	26,413	29.5%
Distributable Income (S$'000)	21,253	17,902	18.7%
DPU (Singapore cents)	2.59	2.38	8.8%
Annualised Distribution Yield (Based on unit price of S$1.48 on 30 Jun 2014)	7.0%		
Annualised Distribution Yield (Based on unit price of S$1.58 on 23 Jul 2014)	6.6%		

1. Includes CapitaMall Grand Canyon which was acquired on 30 December 2013.

1H 2014 Distributable Income Grew 16.0%

	1H 2014[1] Actual	1H 2013 Actual	Change
Gross Revenue (RMB'000)	481,584	400,697	20.2%
NPI (RMB'000)	323,230	264,074	22.4%
NPI (S$'000)	66,553	52,281	27.3%
Distributable Income (S$'000)	40,889	35,242	16.0%
DPU (Singapore cents)	4.99	4.69	6.4%
Annualised Distribution Yield (Based on unit price of S$1.48 on 30 Jun 2014)	6.8%		
Annualised Distribution Yield (Based on unit price of S$1.58 on 23 Jul 2014)	6.4%		

1. Includes CapitaMall Grand Canyon which was acquired on 30 December 2013.

Healthy Balance Sheet

As at 30 Jun 2014	S$'000
Investment Properties	2,120,109
Other Assets	19,069
Financial Derivatives Assets	5,922
Cash & Cash Equivalents	60,977
Total Assets	**2,206,077**
Interest-bearing Borrowings	658,918
Deferred Tax Liabilities	180,192
Financial Derivatives Liabilities	1,411
Other Liabilities	85,375
Total Liabilities	**925,896**
Non-controlling Interest	**26,730**

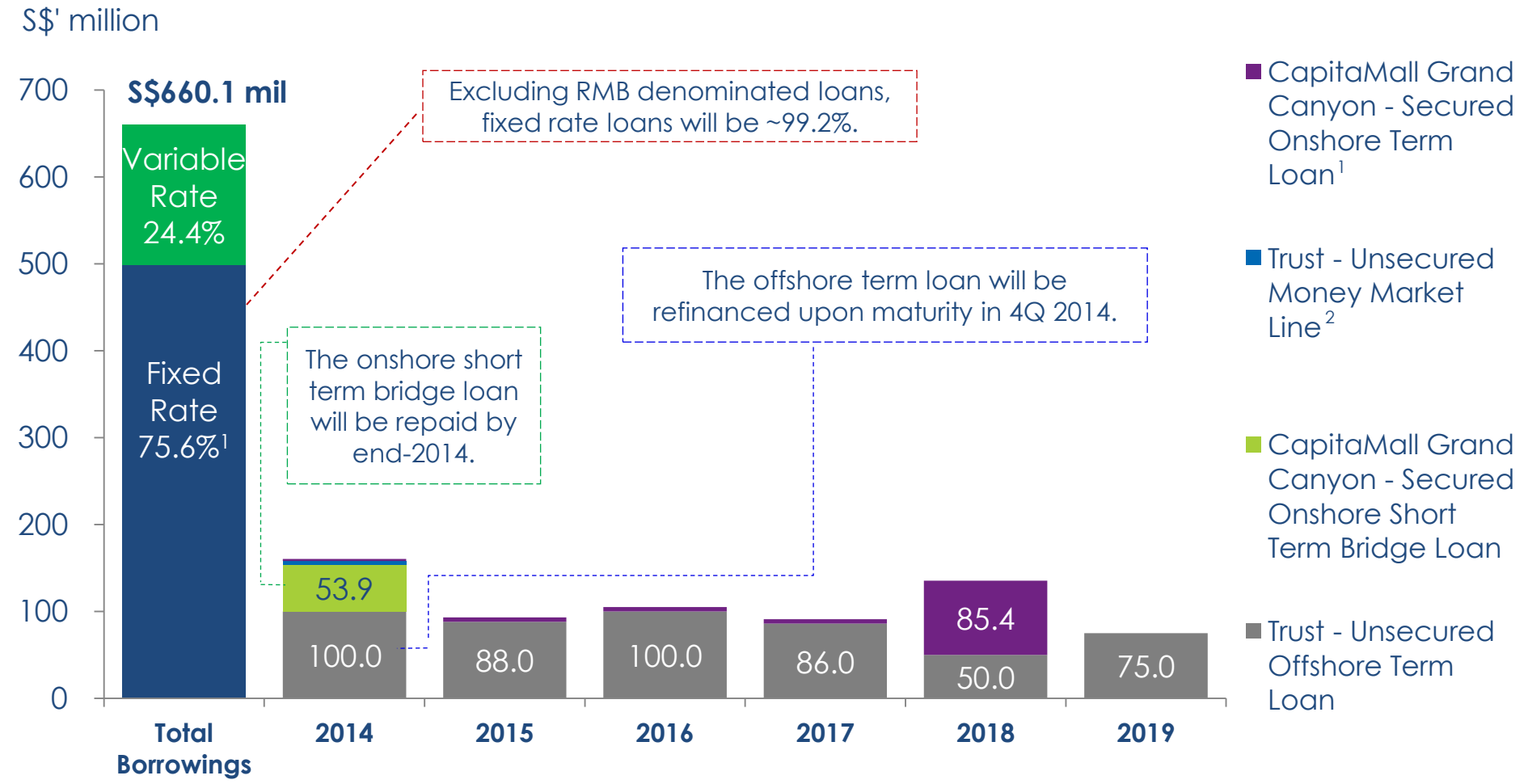
Net assets attributable to unitholders (S$'000)	1,253,451
Units In Issue ('000 units)	818,890
Net Asset Value (NAV) per unit	1.53
Adjusted NAV per unit (net of distribution)	1.48

Capital Management



CapitaMall Qibao, Shanghai, China

Debt Maturity Profile (30 Jun 2014)



1. Amortisation repayment is S$5.1 million annually from 2014 to 2017, which will be repaid in Jun and Dec each year.
2. Unsecured Money Market Line of S$4.0 million as at 30 Jun 2014.

Key Financial Indicators

	2Q 2014	1Q 2014
Unencumbered Assets as % of Total Assets	92.9%	92.2%
Gearing[1]	29.8%	31.8%
Net Debt / EBITDA (Times)	5.2	5.7
Interest Coverage (Times)	5.5	5.3
Average Term to Maturity (Years)	2.32	2.46
Average Cost of Debt	3.60%	3.64%

1. The lower gearing for 2Q 2014 was mainly due to lower debt and higher assets as compared to 1Q 2014.

Outlook



CapitaMall Grand Canyon, Beijing, China

Outlook

- **China's economy expanded by 7.5%* y-o-y in 2Q 2014**
- **1H 2014 retail sales up 12.1%* y-o-y to RMB12.4 trillion***
- **Introduced series of stimulus to pursue stable growth:**
  - Accelerate government spending and invest in infrastructure projects
  - Reduce reserve ratios for rural commercial and cooperative banks and revising of loan ratio calculation to improve liquidity
  - Liberalisation of RMB (boosting trades and investments)
  - Selected six state-owned enterprises for pilot programme to attract private investment and improve corporate governance
  - Relaxation of local housing policies
- **Further strengthening of the fundamentals are expected to build a sustainable economy**
- **Remains positive on China's long-term outlook and its underlying consumption growth**

* Source: National Bureau of Statistics of China

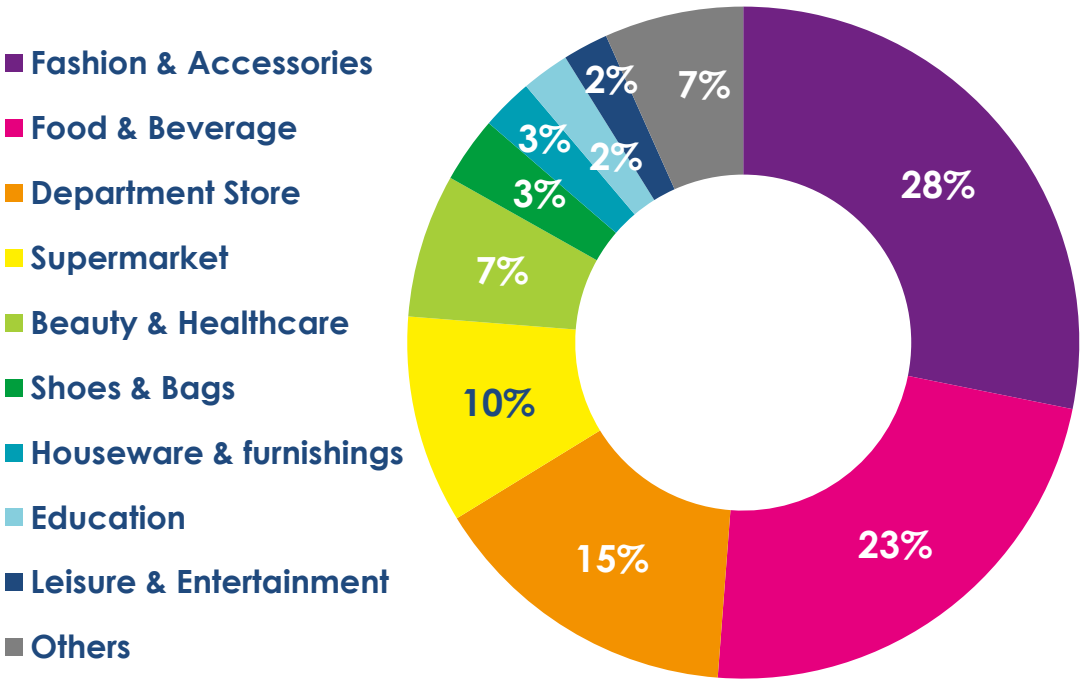
Appendix



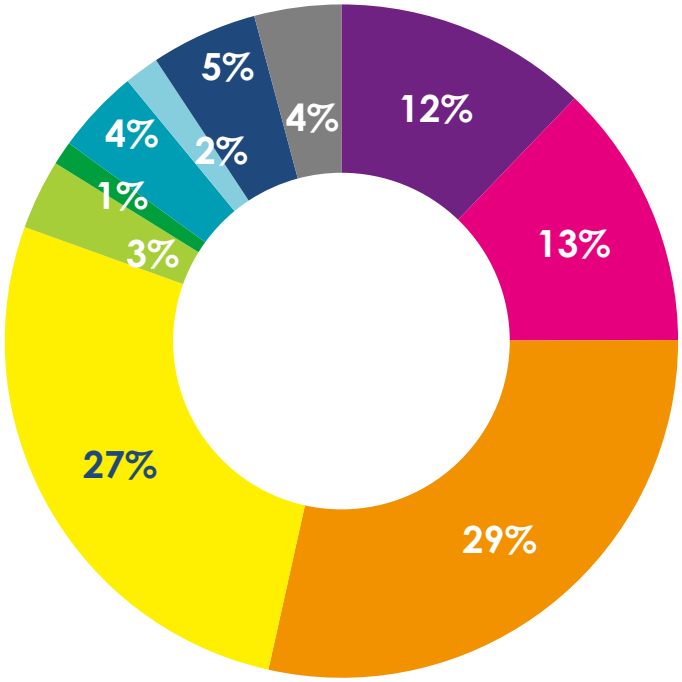
CapitaMall Wangjing, Beijing, China

Diversified Trade Mix

By Committed Gross Rent[1,3]



By Net Lettable Area[2,3]



1. For the month of Jun 2014.
2. Percentage of committed NLA as at 30 Jun 2014.
3. Include CapitaMall Grand Canyon and CapitaMall Minzhongleyuan.

Portfolio at a Glance

	CapitaMall Xizhimen 凯德MALL• 西直门	CapitaMall Wangjing 凯德MALL• 望京	CapitaMall Grand Canyon 凯德MALL• 大峡谷	CapitaMall Minzhong leyuan 新民众乐园	CapitaMall Qibao 凯德七宝购物广场	CapitaMall Saihan 凯德MALL• 赛罕	CapitaMall Wuhu[1] 凯德广场• 芜湖	CapitaMall Anzhen 凯德MALL• 安贞	CapitaMall Erqi 凯德广场• 二七	CapitaMall Shuangjing 凯德MALL• 双井
Location	Beijing	Beijing	Beijing	Wuhan	Shanghai	Huhhot	Wuhu	Beijing	Zhengzhou	Beijing
GFA[2] (sq m)	83,075	83,768	96,821	41,717	83,986	41,938	59,624	43,443	92,356	49,463
GRA[2] (sq m)	83,075	68,010	69,967	38,631	72,729	41,938	45,634	43,443	92,356	49,463
Land Use Right Expiry	23 Aug 2044 23 Aug 2054	15 May 2043 15 May 2053	29-Aug-44	30 Jun 2044[6] 15 Sep 2045	10 Mar 2043[7]	11 Mar 2041 20 Mar 2041	29 May 2044	7 Oct 2034 5 Mar 2042 3 Jun 2042	31 May 2042	10 Jul 2042
Valuation[2] (RMB million)	2,710	2,014	1,900	561	481	390	258	963	595	553
NPI Yield on Valuation[3]	6.9%	7.0%	4.3%	5.9%[4]	9.1%	8.2%	6.2%	7.0%	7.0%	6.7%
Number of Leases[2]	246	233	203	277	166	184	144	2	2	10
Committed Occ[2]	96.1%	99.4%	99.6%	91.2%	98.5%	99.8%	89.3%[8]	100.0%	100.0%	100.0%
Shopper Traffic for 1H 2014 (million)	17.3	5.0	4.7	1.3[5]	6.4	4.5	3.6	-	-	-

1. CRCT has a 51.0% interest in CapitaMall Wuhu.
2. As at 30 Jun 2014.
3. NPI yield is based on annualised NPI for 1H 2014 (1 Jan 2014 – 30 Jun 2014) and valuation as at 30 Jun 2014.
4. The NPI yield for MZLY is based on annualised NPI from 1 May 2014 – 30 Jun 2014 as the mall reopened on 1 May 2014 after completion of asset enhancement works.
5. CapitaMall Minzhongleyuan's shopper traffic is for 1 May 2014 – 30 Jun 2014 as the mall reopened 1 May 2014 after completion of asset enhancement works.
6. The conserved building is under a lease from the Wuhan Cultural Bureau.
7. CapitaMall Qibao is indirectly held by CRCT under a master lease which expires in Jan 2024, with the right to renew for a further term of 19 years and 2 months.
8. Tenancy adjustment at Level 1 and 2 of CapitaMall Wuhu.

Portfolio Valuation

	Current Valuation (30 Jun 2014) RMB million	Previous Valuation (31 Dec 2013) RMB million	Variance (%)	NPI Yield[1] (%)	Current Valuation (psm of GRA) RMB
Multi-tenanted Malls					
CapitaMall Xizhimen	2,710	2,600	4.2	6.9	32,621
CapitaMall Wangjing	2,014	1,900	6.0	7.0	29,613
CapitaMall Grand Canyon	1,900	1,882[2]	1.0	4.3	27,156
CapitaMall Minzhongleyuan	561	504	11.3	5.9[3]	14,522
CapitaMall Qibao	481	472	1.9	9.1	6,614
CapitaMall Saihan	390	362	7.7	8.2	9,299
CapitaMall Wuhu	258	251	2.8	6.2	5,654
Master-leased Malls					
CapitaMall Anzhen	963	949	1.5	7.0	22,167
CapitaMall Erqi	595	590	0.8	7.0	6,442
CapitaMall Shuangjing	553	543	1.8	6.7	11,180
Total	10,425	10,053	3.7	6.5	N.M.

1. NPI yield is based on annualised NPI for 1H 2014 (1 Jan 2014 – 30 Jun 2014) and valuation as at 30 Jun 2014.
2. Based on management valuation as the acquisition of CapitaMall Grand Canyon was completed on 30 Dec 2013.
3. The NPI yield for CapitaMall Minzhongleyuan is based on annualised NPI from 1 May 2014 to 30 Jun 2014. The mall was closed temporary on 1 July 2013 for asset enhancement works and reopened on 1 May 2014.

N.M. Not Meaningful















CapitaRetail China Trust

Thank You

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