



CapitaLand China Trust

1Q 2023

Business Updates

25 April 2023

CapitaMall Xizhimen, Beijing, China

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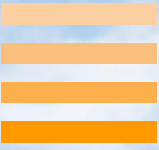
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# Key Highlights



Singapore-Hangzhou Science & Technology Park Phase I

# Future-Ready and Resilient Portfolio

First and Largest China-Focused S-REIT

## Portfolio

**11** Retail Malls

**5** Business Parks

**4** Logistics Parks



Located in

**12 cities**



Gross Floor Area

**~2 mil sq m**



Total Assets

**S\$5.2 billion<sup>1</sup>**



Market Cap

**S\$1.9 billion**



Occupancy

● Retail: **96.4%**

● Business Park: **89.8%**

● Logistics Park: **95.6%**



Distribution Yield

**6.6%<sup>2</sup>**

### Notes:

1. As at 31 December 2022.

2. Distribution yield of 6.6% based on 2022 DPU of 7.50 S cents and unit price of S\$1.14 as at 24 April 2023.

# 1Q 2023 – Improving Business Environment

## Retail Operation Leading Indicators Showing Recovery, AEs Underway to Further Strengthen Portfolio



Retail occupancy increased to **96.4%** in 1Q 2023 (Dec 2022: 95.4%)



Traffic: **+10.6% year-on-year (YoY)** (sequential month-on-month improvement) in 1Q 2023



Sales: **+15.4% YoY** with 1Q 2023 sales nearly reaching pre-COVID levels



Secured leasing of 31,862 sq m of retail space, representing **30% of FY 2023 expiring NLA**



Gross Revenue and NPI performance in 1Q 2023 attributable to the effects of CapitaMall Qibao winding down; downtime from assets undergoing AEs/Unit reconfiguration as well as lag time from committed occupancy handovers

## New Economy to Capture New Demand as Business Activities Increase



Targeting new demand and tenant space expansion in **engineering, electronics, biomedical trade sectors**

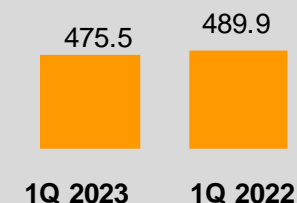


Slower leasing take up in Jan-Feb 2023, with **leasing activities picking up in Mar 2023**

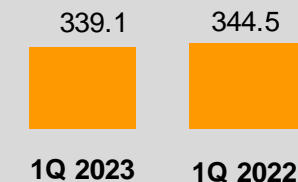


Completed the leasing of 46,712 sq m of space, representing **20% of FY 2023 expiring NLA in business parks**; in advanced negotiations with logistics park tenants

**-2.9%**  
Gross Revenue  
(RMB million)



**-1.6%**  
Net Property Income  
(RMB million)



# Operations and Capital Management Updates



## Recovery in Operations and Value Creation in Progress

Geographical and asset diversification of portfolio enables CLCT to ride through market cycles

- ✓ Quarter-on-quarter (QoQ) improvement in retail occupancy observed across most malls in 1Q 2023

### Extracting Value through Well-Staggered Asset Enhancement Initiatives:

#### Completed in 1Q 2023:

- ✓ CapitaMall Grand Canyon - Recovered 1,700 sq m of fashion space and brought in diversified trade mix
- ✓ CapitaMall Yuhuating AEI - Took back 8,900 sq m and rejuvenated space, which contributed towards 1Q 2023 rental reversion of +3.1%. Revenue from AEI is expected to contribute from next quarter onwards

#### Ongoing (to be completed by end 2023):

- Revitalising 9,200 sq m of CapitaMall Grand Canyon basement anchor space with trending options that cater to shoppers' of today
- Reducing anchor tenant space at basement of Rock Square and transforming 2,310 sq m to introduce a variety of specialty offerings
- Unit reconfiguration at Level 3 of Rock Square

Note:

1. Exclude RMB denominated loans and Money Market Line (MML).



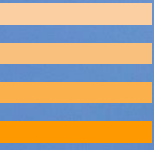
## Prudent Capital Management

- ✓ Successfully refinanced **S\$200.0 million loan** due in 1Q 2023 and secured all refinancing requirements for FY 2023
- ✓ Extended average term to maturity from 3.4 years to **3.7 years**
- ✓ **Increased Sustainability/Green Loans** from 13% in 4Q 2022 to 26% in 1Q 2023
- ✓ **ICR** of 3.6x is **well above** the regulatory requirements of 2.5x
- ✓ **Prudent hedging of interest rate at 75%<sup>1</sup> fixed**



**Strong support from onshore and offshore banks with diversified funding sources**

# Capital Management



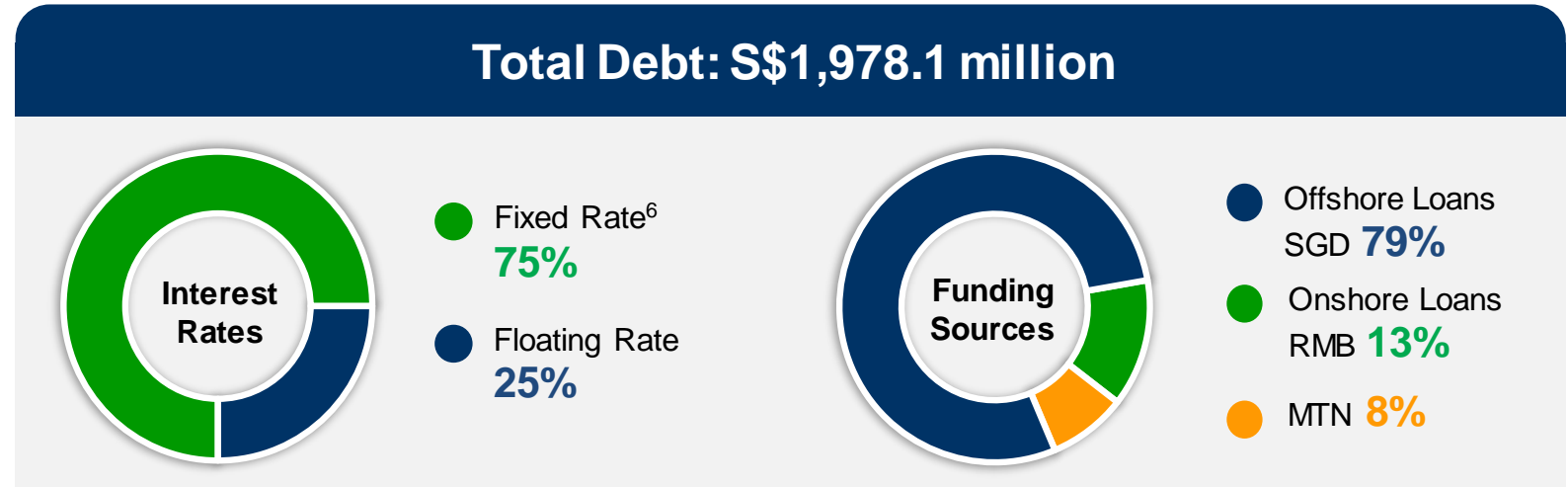
Shanghai Fengxian Logistics Park, Shanghai, China

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China Trust



# Healthy Financial Position<sup>1</sup>

	31 Mar 2023	31 Dec 2022
<b>Gearing<sup>2</sup></b>	40.0%	39.6%
<b>Average Cost of Debt<sup>3</sup></b>	3.48%	2.97%
<b>Interest Coverage Ratio (ICR)<sup>4</sup></b>	3.6x	3.8x
<b>Adjusted ICR<sup>5</sup></b>	3.4x	3.6x
<b>Average Term to Maturity (years)</b>	3.7	3.4



## Impact of Interest Rate on Distributions

Change in Variable Rate	Distribution Impact (p.a) / (S\$ million) <sup>7</sup>	DPU Impact (S cents) <sup>8</sup>	DPU Impact (%) <sup>9</sup>
-/+ 50 bps	+/-2.3	+/- 0.14	+/- 1.8

## Impact of Interest Rates on ICR

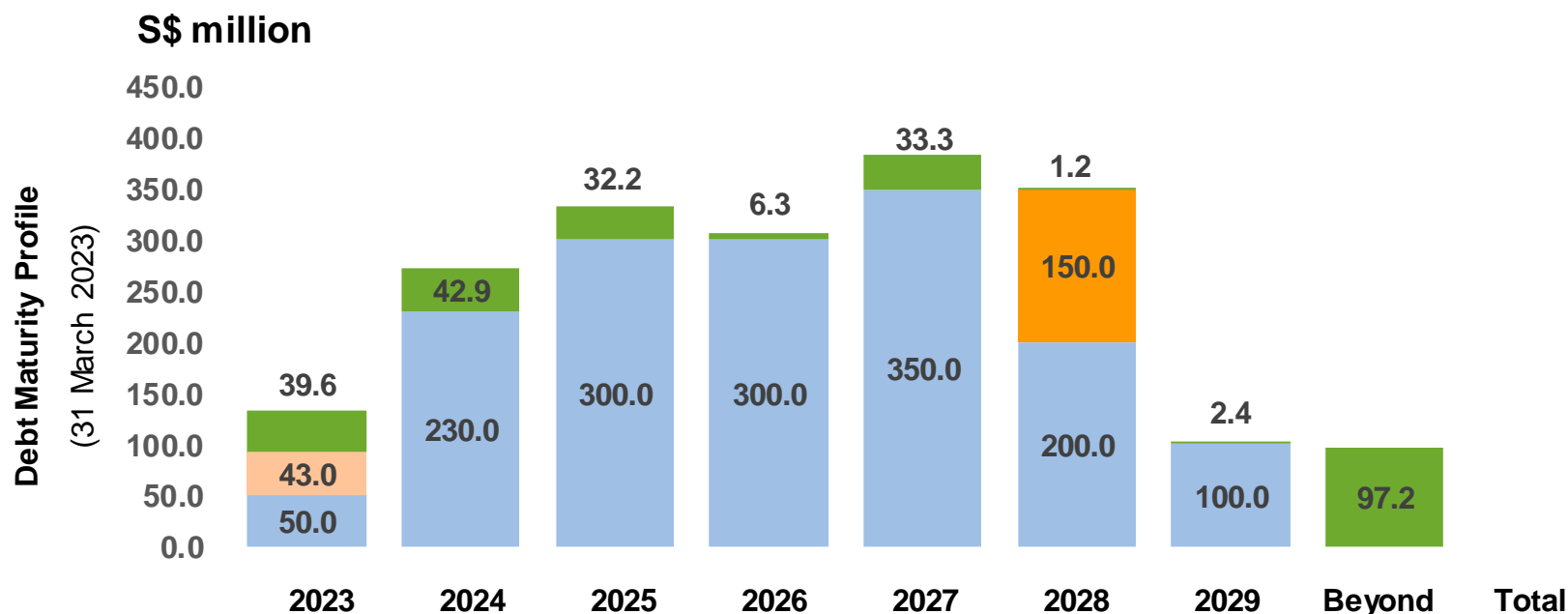
Change in Variable Rate	ICR (x)
+50 bps	2.9

### Notes:

- All key financial indicators exclude the effect of FRS 116 Leases.
- In accordance with the Property Funds Appendix, the aggregate leverage is calculated based on the proportionate share of total borrowings over deposited properties. Due to a temporary draw down of MML to fund the 2H 2022 distribution due to some timing lag from the repatriation from China. Excluding this draw down, the gearing would have been 39.1%.
- Ratio of the consolidated interest expense for the respective financial year reflected over weighted average borrowings on balance sheet for that financial year.
- Ratio is calculated by dividing the trailing 12 months EBITDA over the trailing 12 months interest expense (exclude finance lease interest expenses under FRS 116) in accordance with MAS guidelines.
- The adjusted interest coverage includes the trailing 12 months perpetual securities distributions.
- CLCT's interest rate hedging policy is to hedge at least 60% of total debt (exclude RMB denominated and MML loans) into fixed interest rates.
- Impact on the interest expense is based on floating rate loans (inclusive of MML)
- Based on 1,675 million units and on unhedged borrowings as at 31 March 2023.
- Based on FY 2022 DPU of 7.50 S cents.

# Well-Staggered Maturity Profile

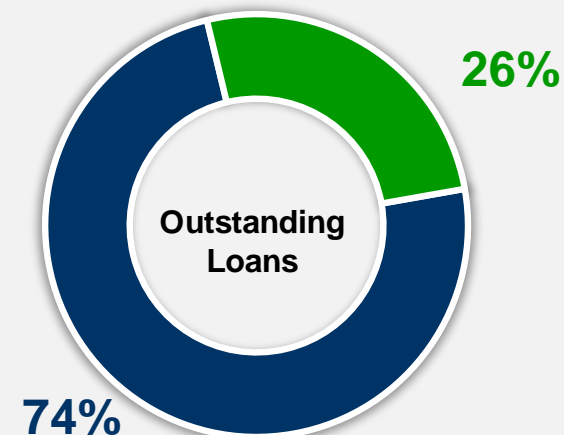
Successfully Refinanced S\$200 million Loan Due In 1Q 2023 And Secured Facilities For the Remaining 2023 Loans



	2023	2024	2025	2026	2027	2028	2029	Beyond	Total
<b>Total Debt (S\$ million)</b>	132.6	272.9	332.2	306.3	383.3	351.2	102.4	97.2	1,978.1
<b>% of Total Debt maturing by end FY</b>	6.60%	13.80%	16.80%	15.50%	19.40%	17.80%	5.20%	4.90%	100.0%

- Unsecured Offshore Term Loan
- Secured Onshore RMB Loan
- Notes under MTN Programme
- Unsecured Offshore Money Market Line

Increased Sustainability-Linked Loans to **26%** of Total Debt



- ◆ Sustainability/Green Status
- ◆ Other Loans

# Portfolio Overview



Kunshan Bacheng Logistics Park, Kunshan, China

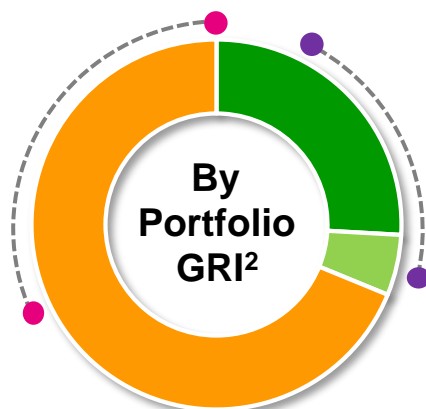
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China Trust

# Strength in Portfolio Diversification and Quality

Well-Diversified Exposure with More than Half of the Tenants from Essential and High Growth Sectors<sup>1</sup>

## Essential Sectors<sup>1</sup>

Benefit from prioritised spending on essential purchases



## High Growth Sectors<sup>1</sup>

Benefit from China's development in technology and innovation

## Retail 68.8%

<b>Food &amp; Beverages</b>	● 23.1%
Fashion	13.0%
Beauty & Healthcare	4.3%
<b>Supermarket</b>	● 4.1%
<b>Services</b>	● 4.0%
Leisure & Entertainment	3.1%
Jewellery/Watches/Pens	2.9%
Sporting Goods & Apparel	2.7%
Education	2.3%
Information & Technology	2.2%
Houseware & Furnishings	1.7%
Shoes & Bags	1.7%
Other Retail and Product Trades	3.7%

## Business Park 25.9%

<b>Electronics</b>	● 5.7%
<b>Engineering</b>	● 3.6%
Professional Services	2.9%
<b>Information &amp; Communications Technology</b>	● 2.4%
<b>Biomedical Sciences</b>	● 2.3%
<b>E-Commerce</b>	● 1.4%
<b>Finance Services</b>	● 1.2%
<b>Logistics &amp; Supply Chain</b>	● 0.4%
Other Business Park Trades	6.0%

## Logistics Park 5.3%

<b>Logistics &amp; Warehouse</b>	● 4.0%
<b>E-Commerce</b>	● 0.7%
Distributors & Trading Company	0.3%
<b>Pharmaceuticals</b>	● 0.1%
Other Logistics Park Trades	0.2%



**F&B** increased from 22.0%<sup>3</sup> to 23.1% with specialty F&B tenants introduced to attract footfall



**Supermarket** declined from 4.9%<sup>3</sup> to 4.1% to transform anchor spaces into higher yielding area



**Electronics** increased from 5.3%<sup>3</sup> to 5.7%, in line with China's push for technology independence



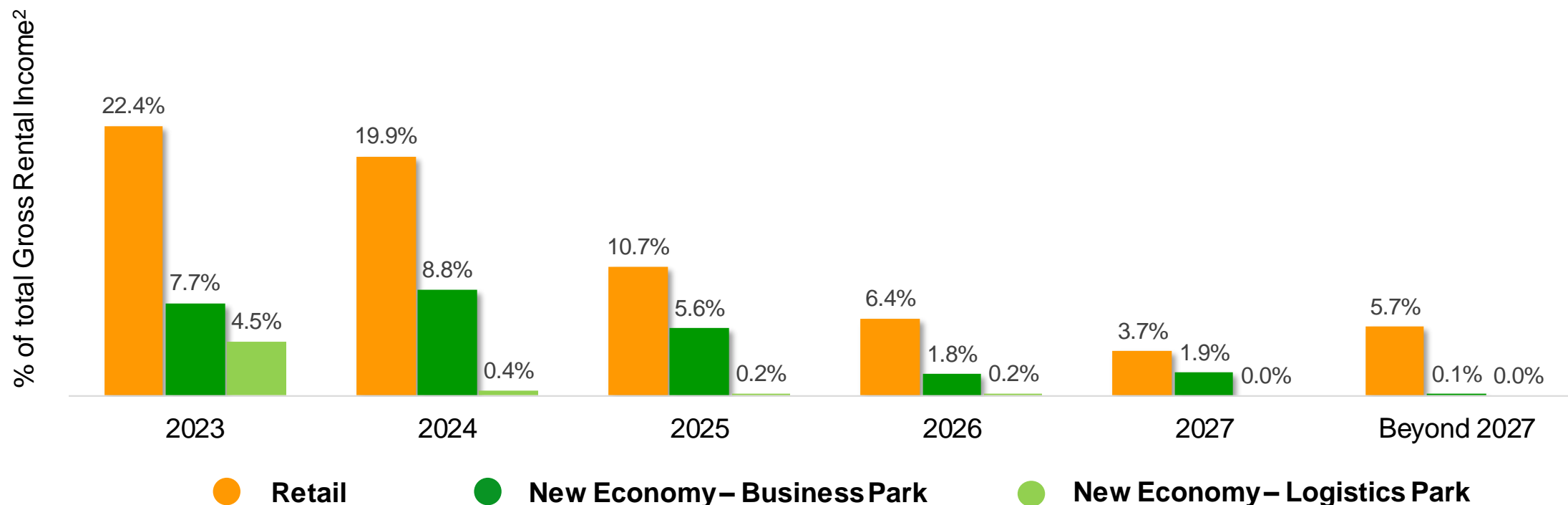
**E-commerce (BP)** declined from 1.7%<sup>3</sup> to 1.4% to rationalise exposure to smaller e-commerce tenants

### Notes:

- Essential Sectors are defined as Supermarket, F&B and Services - trade categories from the retail sector. Growth Sectors are defined as Electronics, Engineering, E-commerce, ICT, Financial Services, Biomedical Sciences, Pharmaceuticals and Logistics & Supply Chain Management - trade categories from the new economy sector.
- Current portfolio includes retail (Excluding CapitalMall Qibao) and new economy portfolio as at 31 March 2023 on a 100% basis. Excludes CapitalMall Qibao as the Manager is ceasing operations at the mall ahead of the master lease expiration in January 2024.
- As at 31 December 2022

# Portfolio Lease Expiry Profile<sup>1</sup>

WALE (years)	Retail	Business Park	Logistics Park	Portfolio
By Gross Rental Income <sup>2</sup>	2.0	1.6	0.9	1.8
By Net Lettable Area	3.1	1.7	0.9	2.0



Notes:

1. Based on committed leases as at 31 March 2023, excludes CapitaMall Qibao as the Manager is ceasing operations at the mall ahead of the master lease expiration in January 2024.
2. Excludes gross turnover rent.

# Retail Portfolio

西堤牛排  
全球优质牛排 产地直选  
AMERICA NEW ZEALAND CANADA AUSTRALIA  
普罗旺斯法香牛排



不在重庆  
遇见小面

小 遇见小面

B2

UNI  
QLO

LifeWear  
服适人生

UNI  
QLO

COSTA COFFEE

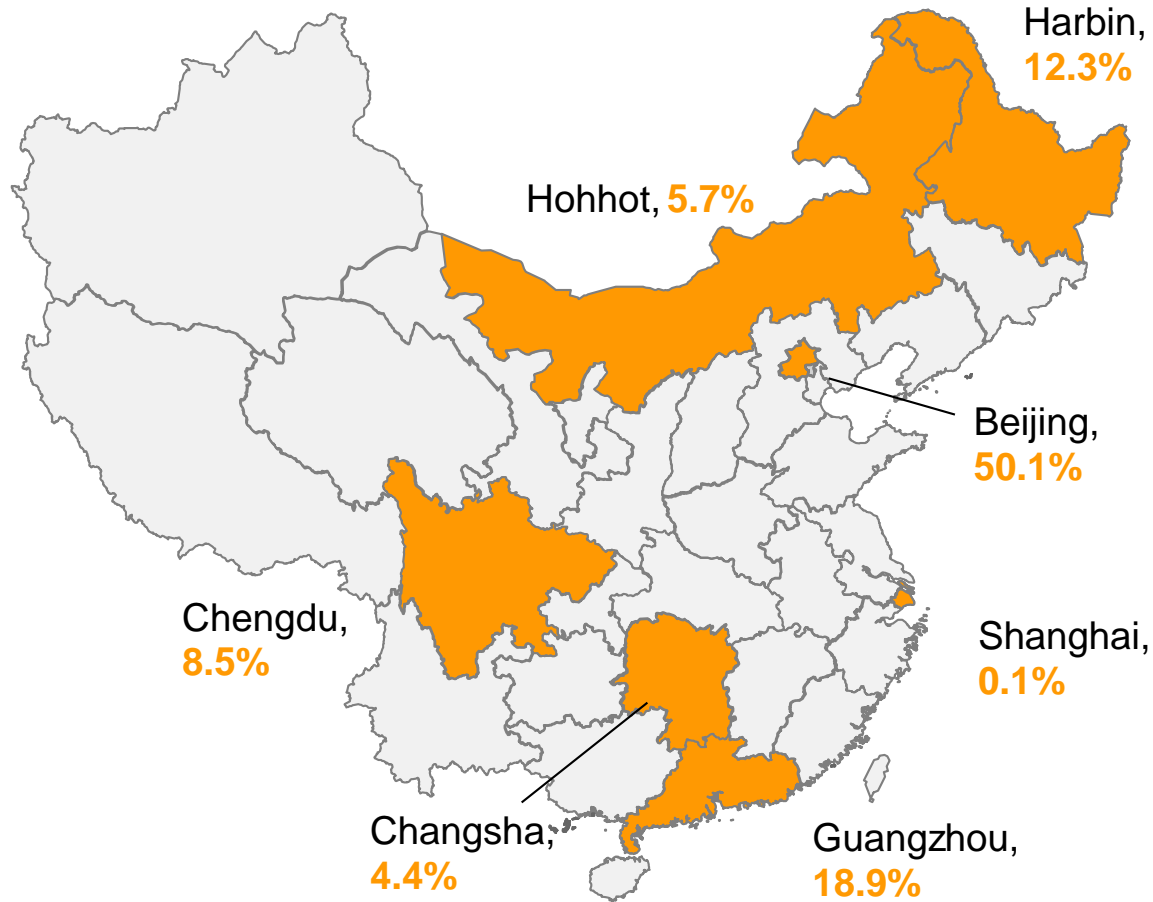
SIXTY  
SIGHT

LECHA · 柒柒茶

Rock Square, Guangzhou, China

CapitaLand  
China Trust

# Retail Portfolio Overview



**Total Valuation** RMB 18.0 billion<sup>1</sup>

**No. of Assets** 11

**Located in** 7 cities across 5 core city clusters



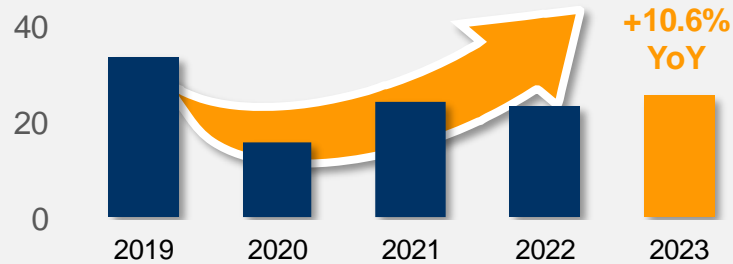
Note:

1. Based on valuation on a 100% basis at 31 December 2022.

# Continuous Traffic Recovery while 1Q 2023 Sales Reached pre-COVID Levels

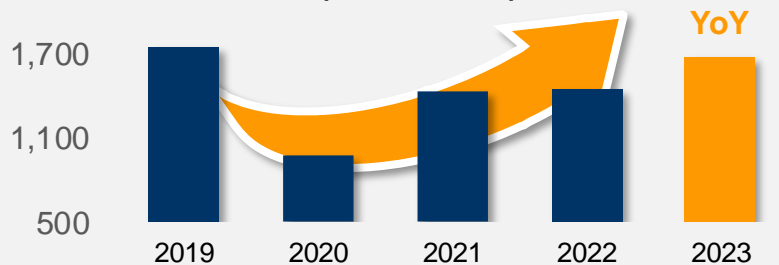
## Portfolio Traffic and Tenant Sales<sup>1</sup>

1Q YoY Traffic (million)



1Q Tenant Sales Reached ~95% of pre-COVID levels, with selected malls already exceeding

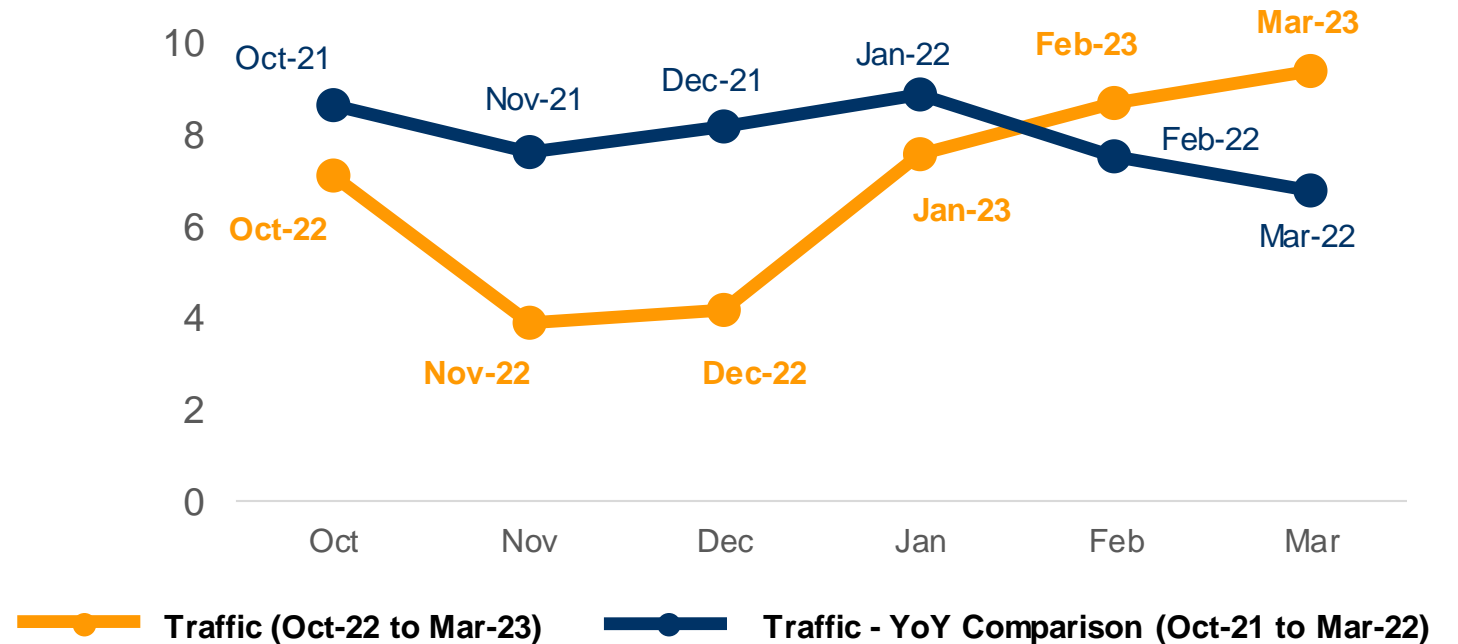
1Q YoY Tenant Sales (RMB million)



## Consecutive Improvement in Traffic Observed since Dec 22

millions

Expect Positive Retail Trajectory in 2023



Note:

1. Shopper Traffic and Tenant Sales excludes CapitaMall Qibao as the Manager is reviewing the mall's operations leading up to the expiration of the master lease in January 2024.



# Sales Pick Up for Key Trade Categories

CLCT 1Q 2023 sales increased 15.4% YoY<sup>1</sup>



**Food &  
Beverages**

**+18.2%**

23.1% of Total  
Portfolio by GRI

Increased range of F&B offerings with popular names seeing good sales performance



**Beauty &  
Health**

**+10.3%**

4.3% of Total  
Portfolio by GRI

Growth mainly from cosmetic and beauty product retailers by both international and domestic brands



**Services**

**+101.3%**

4.0% of Total  
Portfolio by GRI

Led by surge in popular Electric Vehicles brands (e.g NIO 蔚来, 极氪, 智己汽车)



**Leisure &  
Entertainment**

**+26.3%**

3.1% of Total  
Portfolio by GRI

Higher cinema sales with more box office movies released and lifting of restrictive measures

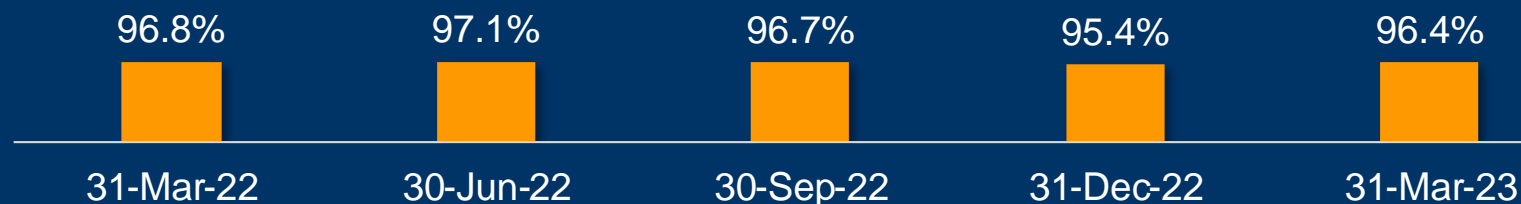
Note:

1. China's sales increase of 5.8% YOY includes automobile sales. Excluding automobile sales, CLCT's portfolio's sales increased 12.2% YoY (~90% of 2019 levels) vs China's sales increase of 6.8% YoY.

# Improving Retail Occupancy of 96.4%<sup>1</sup>

Investment Property	31-Mar-22	30-Jun-22	30-Sep-22	31-Dec-22	31-Mar-23
CapitaMall Xizhimen	100.0%	99.8%	99.2%	98.7%	97.9%
Rock Square	96.3%	97.1%	97.6%	93.9%	96.4% <sup>2</sup>
CapitaMall Wangjing	94.0% <sup>2</sup>	97.2% <sup>2</sup>	96.1%	93.4%	95.0%
CapitaMall Grand Canyon	94.9%	97.3%	94.6%	93.4%	94.1% <sup>2</sup>
CapitaMall Xuefu	98.7%	98.3%	98.3%	98.2%	98.2%
CapitaMall Xinnan	88.8%	89.7%	86.5%	86.2%	90.8%
CapitaMall Nuohemule	99.7%	99.3%	98.9%	98.6%	99.2%
CapitaMall Yuhuating	96.8%	95.5%	97.4% <sup>2</sup>	95.0% <sup>2</sup>	93.6%
CapitaMall Aidemengdun	94.9%	93.8%	94.6%	91.6%	95.0%
CapitaMall Shuangjing	100.0%	100.0%	100.0%	100.0%	100.0%

## Occupancy of Retail Portfolio<sup>3</sup>



Notes:

1. Based on committed leases as at 31 March 2023.
2. Excludes area undergoing AEI.
3. Retail Portfolio occupancy excludes CapitaMall Qibao as the Manager is ceasing operations at the mall ahead of the master lease expiration in January 2024.

# Retail Portfolio Lease Expiry Profile

## Lease Expiry Profile for 2023<sup>1</sup>

Investment Property	No. of Leases	% of Total Gross Rental Income <sup>2,3</sup>	% of Total Net Lettable Area <sup>4</sup>
CapitaMall Xizhimen	119	34.0%	21.5%
Rock Square	78	25.0%	15.8%
CapitaMall Wangjing	93	27.0%	14.6%
CapitaMall Grand Canyon	64	27.0%	18.1%
CapitaMall Xuefu	267	48.8%	40.7%
CapitaMall Xinnan	85	34.3%	28.7%
CapitaMall Nuohemule	106	45.8%	29.2%
CapitaMall Yuhuating	81	29.6%	20.3%
CapitaMall Aidemengdun	107	50.0%	37.7%
CapitaMall Shuangjing	1	3.0%	0.3%

Notes:

1. Based on committed leases as at 31 March 2023. Excludes CapitaMall Qibao as the Manager is ceasing operations at the mall ahead of the master lease expiration in January 2024.
2. Excludes gross turnover rent.
3. As a percentage of each respective mall's contractual monthly gross rental income as at 31 March 2023.
4. As a percentage of each respective mall's committed net lettable area as at 31 March 2023.

# Retail Portfolio Lease Expiry Profile

## Lease Expiry Profile by Year<sup>1</sup>

Year	No. of Leases	% of Total Gross Rental Income <sup>2,3</sup>	% of Total Net Lettable Area <sup>4</sup>
2023	1,001	32.6%	22.5%
2024	614	29.0%	27.4%
2025	275	15.6%	12.8%
2026	135	9.2%	10.4%
2027	66	5.4%	6.9%
Beyond 2027	73	8.2%	20.0%

### Weighted Average Lease Expiry (years)

**2.0**

By Gross Rental Income<sup>2</sup>

**3.1**

By Net Lettable Area

#### Notes:

1. Based on committed leases as at 31 March 2023. Excludes CapitaMall Qibao as the Manager is ceasing operations at the mall ahead of the master lease expiration in January 2024.
2. Excludes gross turnover rent.
3. As a percentage of monthly contractual gross rental income as at 31 March 2023.
4. As a percentage of monthly committed net lettable area as at 31 March 2023.

# Creating Interactive Shopping Experiences



Organised competitive basketball matches in **CapitaMall Nuohemule**, with NBA gallery and photo-taking spots to attract young shoppers



Hosted trending 'Honor of Kings' mobile game competitions in **CapitaMall Xuefu and CapitaMall Aidemengdun**, creating interactive experiences that drew in participants from all walks of life



Created meaningful brand experiences by collaborating with F&B tenant (Sushiro) at **Rock Square** to organise various fun and games



Partnered with gym tenant (CTC) in **CapitaMall Wangjing** to organise boxing matches, enhancing shopper interaction while promoting health and wellness

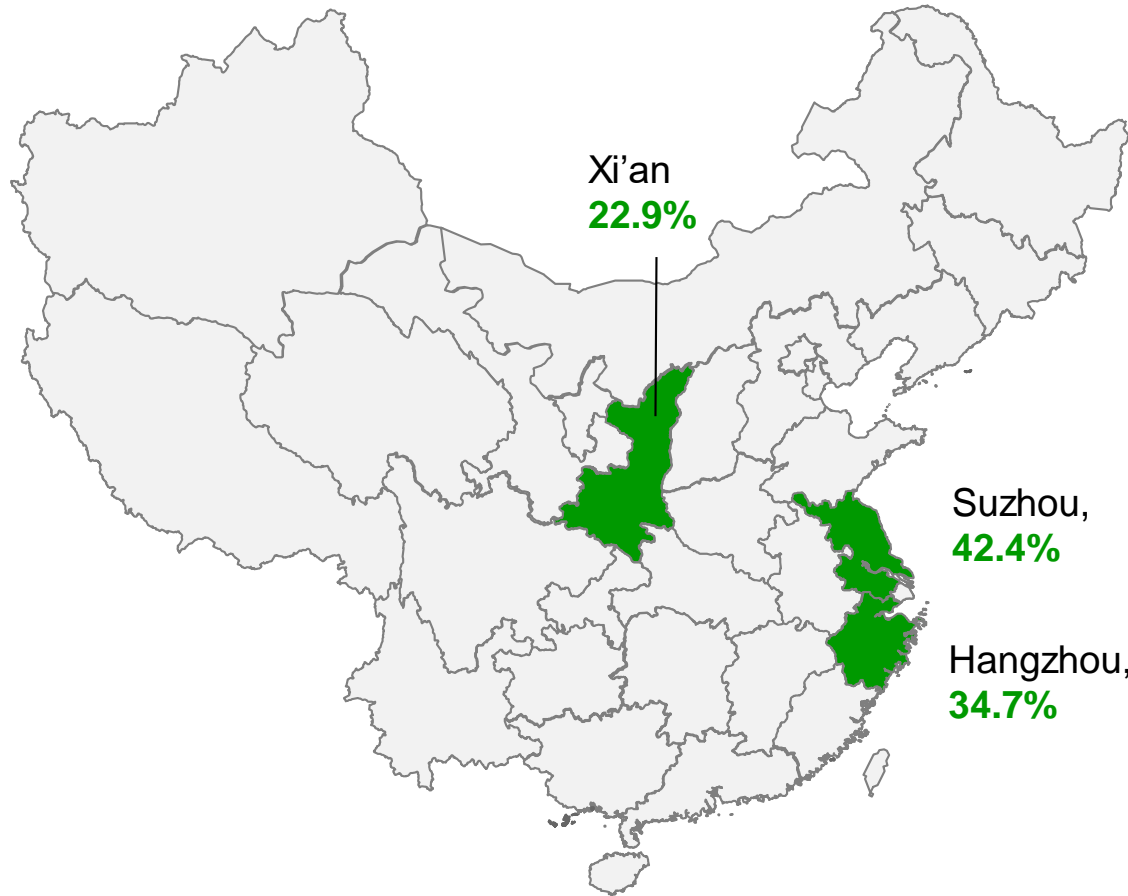
# New Economy Portfolio



Ascendas Xinsu Portfolio, Suzhou, China

CapitaLand  
China Trust

# Business Park Portfolio Overview



Note:

1. Based on valuation on a 100% basis as at 31 December 2022.

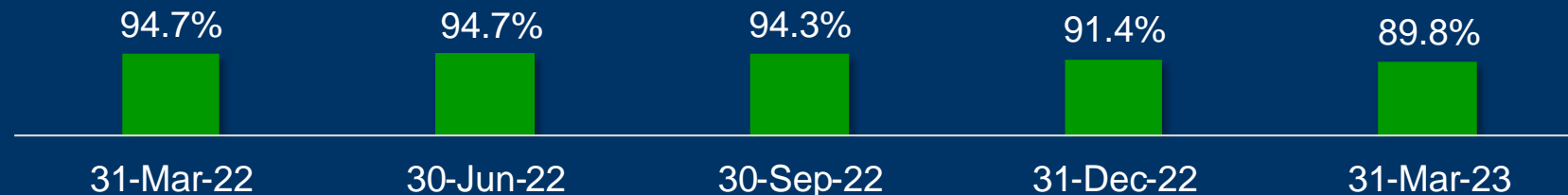
Total Valuation	RMB 5.5 billion <sup>1</sup>
No. of Assets	5
Located in	3 cities



# Business Park Occupancy of 89.8%<sup>1</sup>

Investment Property	31-Mar-22	30-Jun-22	30-Sep-22	31-Dec-22	31-Mar-23
Ascendas Xinsu Portfolio	96.2%	97.8%	97.7%	96.6%	96.5%
Ascendas Innovation Towers	97.5%	93.6%	90.1%	87.8%	89.5%
Ascendas Innovation Hub	93.6%	91.8%	94.3%	95.1%	90.2%
Singapore-Hangzhou Science Technology Park Phase I	89.9%	85.9%	85.7%	78.5%	72.0%
Singapore-Hangzhou Science Technology Park Phase II	92.8%	95.0%	95.1%	89.1%	85.5%

## Occupancy of Business Park Portfolio



Note:

1. Based on committed leases as at 31 March 2023.



# Proactive Business Park Leasing Strategies

Amidst New Supply, to Focus on Building Tenant Community and Expanding Existing Tenant Network

## Further **diversifying** tenant sector in **business park portfolio**

- Smaller e-commerce enterprises impacted during COVID-19 disruptions, with business confidence weakening
- Seeking to capture demand from more resilient sectors like Biomedical Sciences, Engineering and Electronics to gradually ramp up occupancy



## **Balancing** between Occupancy, Tenant Quality and Rentals

- Continue balancing between occupancy and quality tenants with the gradual improvement in business sentiments



## Focus on **securing renewals** and **expanding existing tenants** who have additional requirements, while continuing to source for **new pipeline**

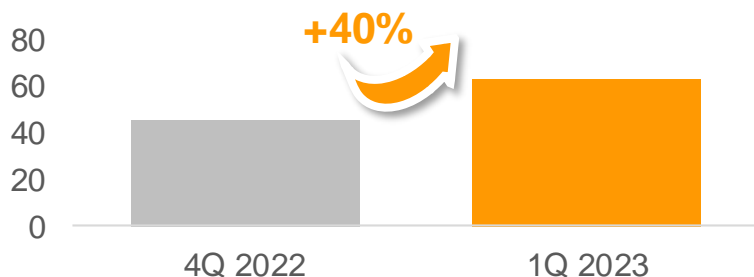
- Collaborating with local government bodies, seeking to capture new space demand post COVID-19



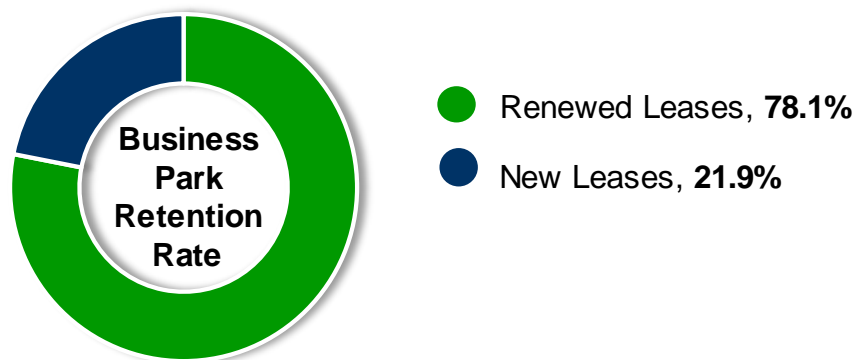
# Business Park Leasing Updates

More Business Park Leases Signed and Secured QoQ with Improving Business Sentiments

Total Number of New and Renewed Leases Secured

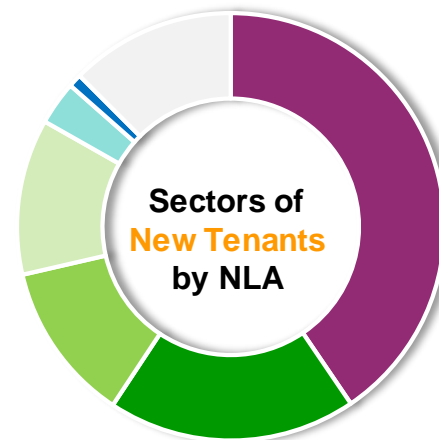


Retention Rate by NLA (sq m)



Increased Exposure in Targeted Sectors that are in Alignment with China Economic Policies

New Tenants



- Professional Services, 40.5%
- Electronics, 18.8%
- E-Commerce, 12.1%
- Engineering, 11.8%
- Biomedical Science, 3.3%
- ICT, 1.0%
- Others, 12.5%

# Business Park Portfolio Lease Expiry Profile

## Lease Expiry Profile By Year<sup>1</sup>

Year	No. of Leases	% of Total Gross Rental Income <sup>2</sup>	% of Total Net Lettable Area <sup>3</sup>
2023	261	29.8%	28.2%
2024	209	34.0%	34.3%
2025	128	21.5%	21.0%
2026	37	6.9%	7.5%
2027	9	7.3%	8.7%
Beyond 2027	5	0.5%	0.3%

### Weighted Average Lease Expiry (years)

**1.6**

By Gross Rental Income<sup>2</sup>

**1.7**

By Net Lettable Area

Notes:

1. Based on committed leases as at 31 March 2023.
2. As a percentage of monthly effective gross rental income as at 31 March 2023.
3. As a percentage of monthly committed net lettable area as at 31 March 2023.

# Engaging our Business Park Community



## Festive Celebrations

Celebrated Chinese New Year and Lantern festival with our tenants



Lion dance performance at Ascendas Xinsu Portfolio



Lion dance, bazaar and games at AIH/AIT



## Women's Day

Commemorated Women's Day to show appreciation for our female tenants



Distributing fresh and balloon flowers to ladies in Ascendas Xinsu Portfolio



Game booths in SHSTP I/II



## Valentines' Day

Delighting tenants on Valentines' Day

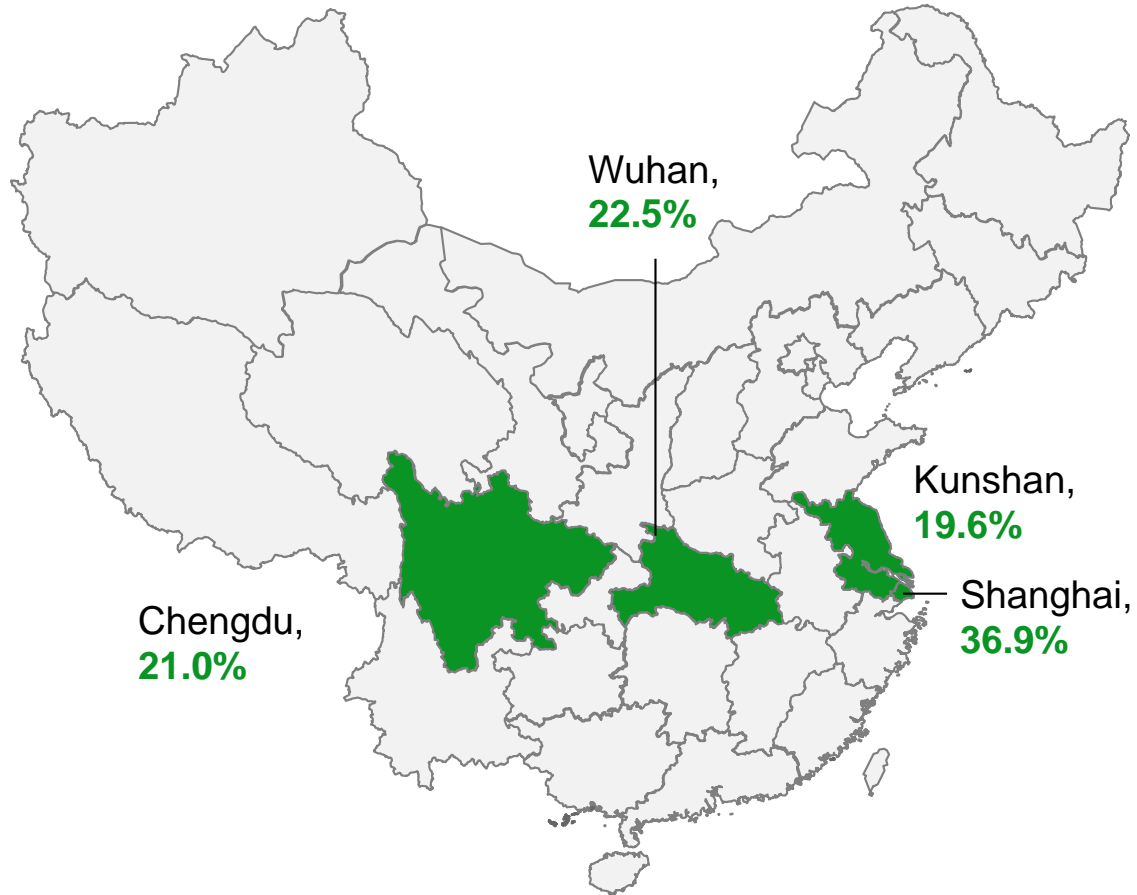


Distributing roses at AIH



Distributing roses at AIT

# Logistics Park Portfolio Overview



**Total Valuation** ○ RMB1.7 billion<sup>1</sup>

**No. of Assets** ○ 4

**Located in** ○ 4 cities

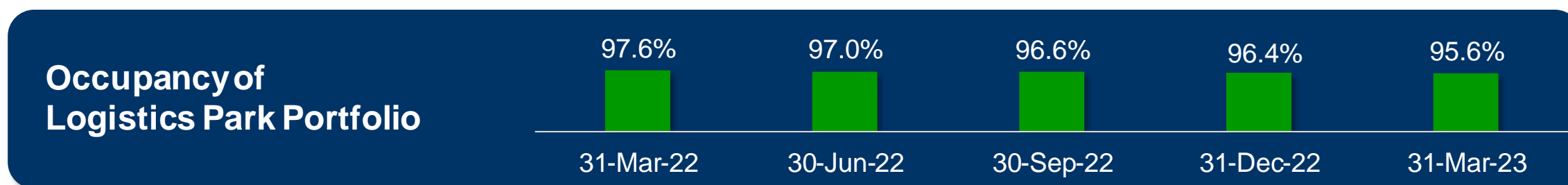


Note:

1. Based on valuation on a 100% basis at 31 December 2022.

# Logistics Park Occupancy of 95.6%<sup>1</sup>

Investment Property	31-Mar-22	30-Jun-22	30-Sep-22	31-Dec-22	31-Mar-23
Shanghai Fengxian Logistics Park	98.6%	98.6%	98.6%	98.6%	98.6%
Kunshan Bacheng Logistics Park	99.4%	99.4%	99.2%	99.2%	99.2%
Wuhan Yangluo Logistics Park	99.7%	99.7%	99.7%	99.7%	99.7%
Chengdu Shuangliu Logistics Park	92.6%	90.4%	88.8%	88.1%	84.8%



Note:

1. Based on committed leases as at 31 March 2023.

# Logistics Park Portfolio Lease Expiry Profile

## Lease Expiry Profile By Year<sup>1</sup>

Year	No. of Leases	% of Total Gross Rental Income <sup>2</sup>	% of Total Net Lettable Area <sup>3</sup>
2023	25	85.3%	84.4%
2024	10	6.9%	7.2%
2025	7	3.0%	3.3%
2026	1	4.8%	5.1%
2027	0	0.0%	0.00%
Beyond 2027	0	0.0%	0.00%

### Weighted Average Lease Expiry (years)

**0.9**

By Gross Rental Income<sup>2</sup>

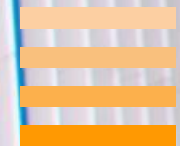
**0.9**

By Net Lettable Area

Notes:

1. Based on committed leases as at 31 March 2023.
2. As a percentage of monthly effective gross rental income as at 31 March 2023.
3. As a percentage of monthly committed net lettable area as at 31 March 2023.

# Looking Ahead

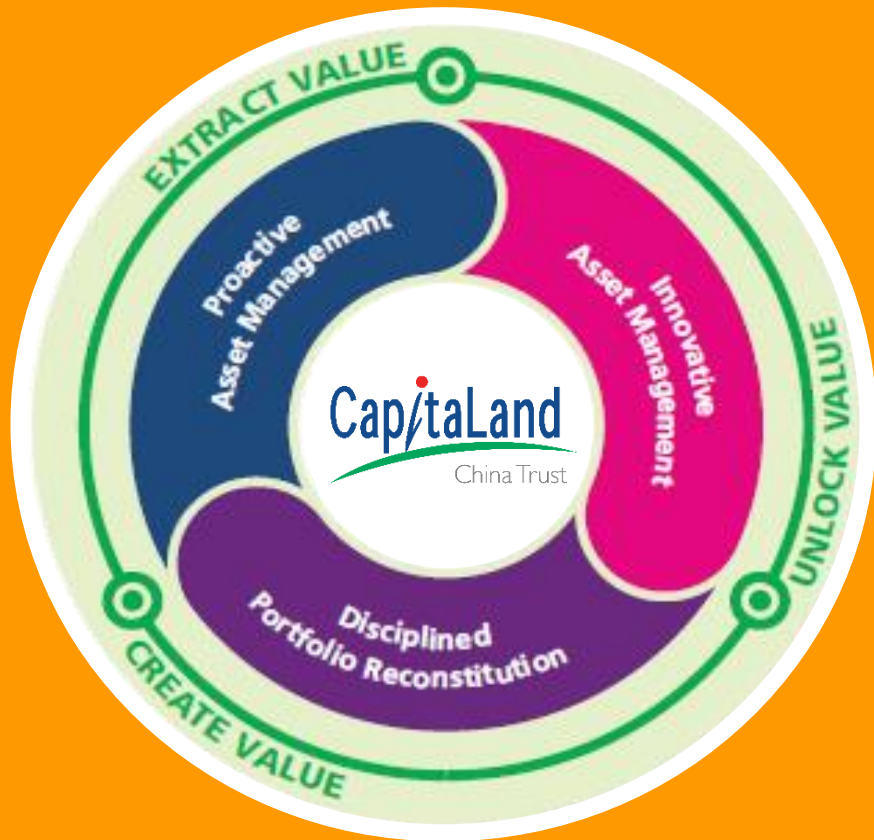


CapitaMall Wangjing, Beijing, China

CapitaLand  
China Trust



# CLCT Focus in 2023



## Proactive Management to Ride on China's Reopening and Pro-Growth Policies with Worst of China's COVID-19 Situation Behind Us

- Guided by our Create, Unlock and Extract Strategy:
  - ✓ **Create:** Increase diversification and resilience of revenue streams and seeking yield accretive acquisition
  - ✓ **Unlock:** Monetise older assets and acquire newer assets with higher growth potential and decrease exposure to lower growth and non-core assets
  - ✓ **Extract:** Retail portfolio to shift into a positive trajectory in 2023, on well-timed AEs and unit reconfigurations
- Maintain strong balance sheet through disciplined capital management and use of appropriate hedging instruments

# Continuing Our Journey Towards a Sector-Diversified Portfolio

Focus on New Economy Assets in the Near-Term with the Long-Term Goal to Expand into Commercial / Integrated Developments

## Long-Term Growth Roadmap



30%

Retail



30%

New Economy



40%

Commercial /  
Integrated  
Developments

## Near-Term Acquisition Target



Assets that enhance portfolio quality



Diversify presence into strategic Tier 1 and Tier 2 cities



Capture China's economic growth plans by increasing exposure in asset classes associated with consumption-driven, higher-value, service-led economy sectors



Leverage Sponsor's extensive pipeline and opportunities from third-party vendors

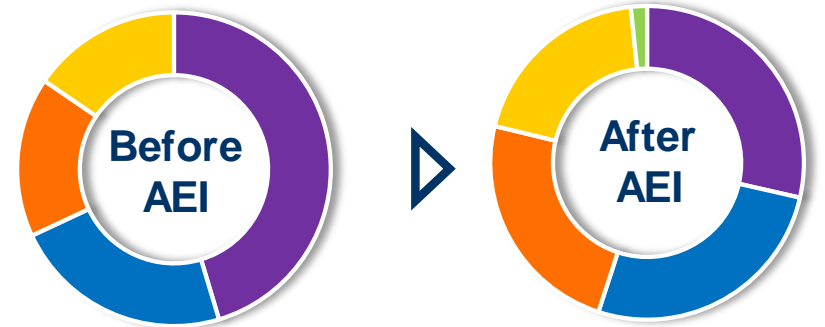


# Value Extracted

## AEI Completed in 1Q 2023 – CapitaMall Yuhuating

Recovered ~8,900 sq m of anchor supermarket space to create specialty tenant space, injecting **more lifestyle offerings and experiences**

- ✓ Replaced anchor supermarket with improved range of offerings including F&B, LSET, Education, improving overall NLA mix to service today's catchment needs
- ✓ Benefit from CapitaMall Yuhuating's AEI is expected to contribute from 2Q 2023 onwards
- ✓ Achieved rental reversion of **+112%**



Sectors (by % of NLA)	Before	After	Change
Supermarket	44%	28%	-16% ▼
Retail <sup>1</sup>	22%	26%	+4% ▲
Food & Beverages (F&B)	16%	23%	+7% ▲
Leisure & Entertainment (LSET)	15%	19%	+4% ▲
Education	0%	2%	+2% ▲

Note:  
 1. Retail trade category includes Fashion & Accessories, Beauty & Health, Sporting Goods & Apparels, Jewellery, Shoe & Bag, IT, Houseware & Furnishing setc.



# Value Extracted

Reconfiguration Completed in 1Q 2023 – CapitaMall Grand Canyon

Recovered ~1,700 sq m of Fashion space and brought in diversified trade mix ranging from **Electric Vehicle to F&B, Beauty and Furniture tenants**

- ✓ 100% of AEI area leased out and commenced operation by March 2023
- ✓ Post-reconfiguration rental increase as a % of the mall's FY 2022 revenue: 7.4%



# Optimising Portfolio to Enhance Returns



## Ongoing AEI: CapitaMall Grand Canyon

Reposition the mall with 9,200 sq m of experiential retail, which includes **~3,700 sq m supermarket 7Fresh** and **5,500 sq m specialty stores that features F&B, retail and service tenants**

- ✓ Post AEI, NLA of anchor tenants' (incl. supermarket and cinema) is expected to reduce from 41% to 20%<sup>1</sup>
- ✓ AEI commenced: Mar 2023
- ✓ >10% ROI expected



7Fresh is a new retail concept supermarket under JD.com, which uses big-data analytics to integrate online offline sales and tailor its product offerings for the shoppers. 7Fresh Grand Canyon will be the first 7Fresh outlet in CapitaLand malls.



### Leasing Progress:

**50% of NLA secured; Additional 9% under advanced negotiations**

(as at 31 Mar 2023)



### Expected Opening:

**Progressive opening from 3Q – 4Q 2023**

#### Note:

1. Based on tenancy schedule as of Dec 2022 and AEI asset plan.

# Optimising Portfolio to Enhance Returns



## Ongoing AEI: Rock Square

Rejuvenating the mall with high-quality retail space to enhance shopping experience

### 1. B2: Recovery of partial AEON space

- 2,310 sq m of AEON area will be reconfigured into ~20 units featuring F&B, Beauty and Fashion stores to target young shoppers and Gen Z
- AEI commenced: Mar 2023
- >13% ROI expected



Leasing Progress:

**B2: >50% NLA secured**

**L3: >30% NLA secured**

(as at 31 Mar 2023)

### 2. Level 3: Reconfiguration of F&B area

- 1,700 sq m of area originally occupied by 2 tenants will be reconfigured to introduce 6 units, bringing more F&B varieties to attract stronger footfall
- AEI commenced: Apr 2023
- >18% ROI expected



Expected Opening:

**B2 & L3: 3Q 2023**

# Integrating Sustainability in Our Operations



## ECO GREEN Campaign

Organised ECO GREEN campaign across the malls in support of the Earth Hour Movement, to encourage communities to go beyond the hour and promote environmental awareness.

Activities include a pop-up exhibition featuring outdoor brands - Deuter and Muchbike to spread awareness on sustainable living, and DIY planter workshops to encourage shoppers to get creative and paint their sustainable planters.



CapitaMall Wangjing



CapitaMall Xinnan



CapitaMall Nuohemule

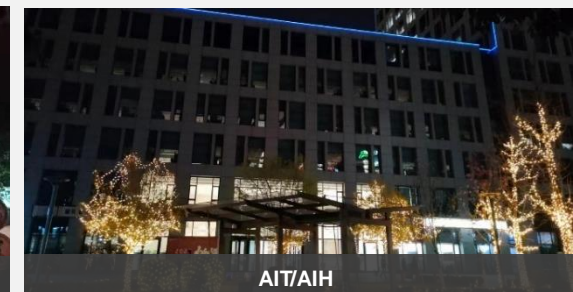


## Earth Hour

Several retail and business parks properties participated in the Earth Hour campaign in March, by switching off non-essential lights for an hour.



Ascendas Xinsu Portfolio



AIT/AIH

# Business Outlook

- China 1Q 2023 GDP beat expectations, led mainly by consumption and services sectors on frontloading of reopening impulse and policy support<sup>1</sup>.
- PBOC at its 1Q monetary policy committee meeting on 7 April re-emphasised its pro-growth stance and continued support for the economy<sup>2</sup>.



## Retail

- ✓ At the recent Two Sessions, the Chinese Government placed recovery and expansion of consumption as a priority and pledged to encourage spending<sup>3</sup>
- ✓ Well-positioned to ride recovery of domestic consumption with completed AELs across multiple assets



## Business Park

- ✓ Poised to benefit from structural upgrading of economy towards technology development, and innovation-driven growth
- ✓ Portfolio's top tenant sectors – Electronics and Engineering are aligned with China's policy priorities and strategic policy directions



## Logistics Park

- ✓ Domestic activity to drive a rebound in the reopening, and more policy loosening is expected to support recovery momentum. However, growth might be hampered by subdued global demand<sup>4</sup>

### Notes:

1. Goldman Sach - China: 1Q GDP beat expectations amid mixed March activity data 18 April 2023
2. Goldman Sach - PBOC also reiterated a pro-growth stance and called for continued support for the economy 14 April 2023
3. Jing Daily - Boosting Consumption, Economic Stabilization Among Top Agendas At China's 'Two Sessions', 17 March 2023
4. JLL Logistics and Industrial Research Asia Pacific – Selective Opportunities amidst Gathering Headwinds 4Q 2022





# Thank you

For enquiries, please contact: Ms Nicole Chen, Investor Relations  
Direct: (65) 6713 1648, Email: [nicole.chen@capitaland.com](mailto:nicole.chen@capitaland.com)  
**CapitaLand China Trust Management Limited (<https://www.clct.com.sg>)**  
168 Robinson Road, #30-01 Capital Tower, Singapore 068912  
Tel: (65) 6713 2888, Fax: (65) 6713 2999

# Portfolio at a Glance<sup>1</sup>

	CapitaMall Xizhimen 凯德MALL·西直门	Rock Square 乐峰广场	CapitaMall Wangjing 凯德MALL·望京	CapitaMall Grand Canyon 凯德MALL·大峡谷
<b>Location</b>	Beijing	Guangzhou	Beijing	Beijing
<b>GFA (sq m)</b>	83,075	88,279	83,768	92,918
<b>GRA (sq m)</b>	83,075	83,591	68,010	69,967
<b>NLA (sq m)</b>	50,684	50,937	45,391	30,297
<b>Land Use Right Expiry</b>	23 Aug 2044 23 Aug 2054	17 Oct 2045	15 May 2043 15 May 2053	29 Aug 2044 29 Aug 2054
<b>Valuation (RMB mil)<sup>2</sup></b>	3,638	3,410	2,884	1,901
<b>Committed Occupancy</b>	97.9%	96.4% <sup>3</sup>	95.0%	94.1% <sup>3</sup>
<b>Stake</b>	100.0%	100.0%	100.0%	100.0%

Notes:

1. As at 31 March 2023.
2. Based on valuation on a 100% basis as at 31 December 2022.
3. Excludes area undergoing AEI

# Portfolio at a Glance<sup>1</sup>

	CapitaMall Xuefu 凯德广场·学府	CapitaMall Xinnan 凯德广场·新南	CapitaMall Nuohe 凯德广场·诺和木勒	CapitaMall Yuhuating 凯德广场·雨花亭
<b>Location</b>	Harbin	Chengdu	Hohhot	Changsha
<b>GFA (sq m)</b>	123,811	91,816	100,047	75,431
<b>GRA (sq m)</b>	104,294	53,619	76,309	62,080
<b>NLA (sq m)</b>	64,217	36,881	44,018	44,257
<b>Land Use Right Expiry</b>	15 Dec 2045	17 Oct 2047	26 Jul 2049	03 Mar 2044
<b>Valuation (RMB mil)<sup>2</sup></b>	1,789	1,538	1,030	800
<b>Committed Occupancy</b>	98.2%	90.8%	99.2%	93.6%
<b>Stake</b>	100.0%	100.0%	100.0%	100.0%

Notes:

1. As at 31 March 2023.
2. Based on valuation on a 100% basis as at 31 December 2022.

# Portfolio at a Glance<sup>1</sup>

	CapitaMall Aidemengdun 凯德广场·埃德蒙顿	CapitaMall Shuangjing 凯德MALL·双井	CapitaMall Qibao 凯德七宝购物广场
<b>Location</b>	Harbin	Beijing	Shanghai
<b>GFA (sq m)</b>	49,040	49,463	83,986
<b>GRA (sq m)</b>	43,394	49,463	72,729
<b>NLA (sq m)</b>	28,130	49,568	50,642
<b>Land Use Right Expiry</b>	7 Sep 2042	10 Jul 2042	10 Mar 2043 <sup>3</sup>
<b>Valuation (RMB mil)<sup>2</sup></b>	424	616	29 <sup>3</sup>
<b>Committed Occupancy</b>	95.0%	100%	N.M
<b>Stake</b>	100.0%	100.0%	100.0%

Notes:

1. As at 31 March 2023.

2. Based on valuation on a 100% basis as at 31 December 2022.

3. CapitaMall Qibao is indirectly held by CLCT under a master lease with Shanghai Jin Qiu (Group) Co Ltd, the legal owner of Qibao Mall. Accordingly, the land use right is owned by the legal owner. CapitaMall Qibao's valuation is RMB 29 mil as at 31 Dec 2022. The valuation is done on the basis that CLCT will not renew the master lease, which expires in January 2024.

# Portfolio at a Glance<sup>1</sup>

	Ascendas Xinsu Portfolio 腾飞新苏	Ascendas Innovation Towers 新加坡腾飞科汇城	Ascendas Innovation Hub 腾飞创新中心	Singapore-Hangzhou Science Technology Park Phase I 新加坡杭州科技园一期	Singapore-Hangzhou Science Technology Park Phase II 新加坡杭州科技园二期
<b>Location</b>	Suzhou	Xi'an	Xi'an	Hangzhou	Hangzhou
<b>GFA (sq m)</b>	373,334	118,495	40,547	101,811	130,261
<b>NLA (sq m)</b>	348,898	95,843	36,288	101,450	130,261
<b>Land Use Right Expiry</b>	31 Dec 2046 to 30 May 2057 <sup>3</sup>	19 Feb 2064	23 May 2051	4 Sep 2056	6 Jul 2060
<b>Valuation (RMB mil)<sup>2</sup></b>	2,320	902	353	848	1,055
<b>Committed Occupancy</b>	96.5%	89.5%	90.2%	72.0%	85.5%
<b>Stake</b>	51.0%	100.0%	80.0%	80.0%	80.0%

Notes:

1. As at 31 March 2023.
2. Based on valuation on a 100% basis as at 31 December 2022.
3. Ascendas Xinsu Portfolio consists of multiple plots of land with varying land use right expiry.

# Portfolio at a Glance<sup>1</sup>

	Shanghai Fengxian Logistics Park 上海奉贤物流园	Kunshan Bacheng Logistics Park 昆山巴城物流园	Wuhan Yangluo Logistics Park 武汉阳逻物流园	Chengdu Shuangliu Logistics Park 成都双流物流园
<b>Location</b>	Shanghai	Kunshan	Wuhan	Chengdu
<b>GFA (sq m)</b>	62,785	86,973	71,556	43,945
<b>Land Use Right Expiry</b>	20 July 2059	16 June 2064	14 July 2064	25 April 2062
<b>Valuation (RMB mil)<sup>2</sup></b>	629	334	384	357
<b>Committed Occupancy</b>	98.6%	99.2%	99.7%	84.8%
<b>Stake</b>	100.0%	100.0%	100.0%	100.0%

Notes:

1. As at 31 March 2023.
2. Based on valuation on a 100% basis as at 31 December 2022.