# Frasers Centrepoint Trust

Financial Results Presentation for 1st Quarter FY2017 ended 31 December 2016

20 January 2017



Causeway Point





Changi City Point



Bedok Point



YewTee Point



Anchorpoint



#### Important notice

Certain statements in this Presentation constitute "forward-looking statements", including forward-looking financial information. Such forward-looking statement and financial information involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of FCT or the Manager, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements and financial information. Such forward-looking statements and financial information are based on numerous assumptions regarding the Manager's present and future business strategies and the environment in which FCT or the Manager will operate in the future. Because these statements and financial information reflect the Manager's current views concerning future events, these statements and financial information necessarily involve risks, uncertainties and assumptions. Actual future performance could differ materially from these forward-looking statements and financial information.

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This Presentation contains certain information with respect to the trade sectors of FCT's tenants. The Manager has determined the trade sectors in which FCT's tenants are primarily involved based on the Manager's general understanding of the business activities conducted by such tenants. The Manager's knowledge of the business activities of FCT's tenants is necessarily limited and such tenants may conduct business activities that are in addition to, or different from, those shown herein.

This Presentation includes market and industry data and forecast that have been obtained from internal survey, reports and studies, where appropriate, as well as market research, publicly available information and industry publications. Industry publications, surveys and forecasts generally state that the information they contain has been obtained from sources believed to be reliable, but there can be no assurance as to the accuracy or completeness of such included information. While the Manager has taken reasonable steps to ensure that the information is extracted accurately and in its proper context, the Manager has not independently verified any of the data from third party sources or ascertained the underlying economic assumptions relied upon therein.



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## **Results Highlights**

#### **Financial performance**

- 1Q17 DPU of 2.89 cents, 0.7% higher year-on-year (1Q16 DPU: 2.87 cents)
- 1Q17 Gross Revenue of \$44.1 million, 6.4% lower year-on-year
- 1Q17 Net Property Income of \$31.6 million, 5.7% lower year-on-year
- NAV per Unit of \$1.93 as at 31 December 2016
- Gearing level at 29.7% as at 31 December 2016 (31 December 2015: 28.3%)

#### **Operational performance**

- 91.3% portfolio occupancy as at 31 December 2016
- 1Q17 portfolio average rental reversion at +6.9%
- 1Q17 shopper traffic up 2.7% year-on-year, up 7.5% quarter-on-quarter

#### Other Update(a)

 Acquired 10 strata-titled retail units at Yishun 10 Cinema Complex ("Yishun 10 Retail Podium") on 16 November 2016 for \$\$39 million. The purchase consideration and associated acquisition costs were financed by bank borrowings



# 1Q17 DPU of 2.89 cents, 0.7% higher year-on-year

\$'000	<b>1Q17</b> <sup>(a)</sup> Oct 16 to Dec 16	<b>1Q16</b> Oct 15 to Dec 15	Y-o-Y change
Gross Revenue	44,075	47,075	<b>▼</b> 6.4% <b>▼</b>
Property Expenses	(12,440)	(13,531)	▼ 8.1%
Net Property Income	31,635	33,544	▼ 5.7%
Income Available for Distribution	27,650	27,711	▼ 0.2%
Distribution to Unitholders	26,621	26,335	▲ 1.1%
Distribution per Unit (DPU)	2.89¢	2.87¢	▲ 0.7%

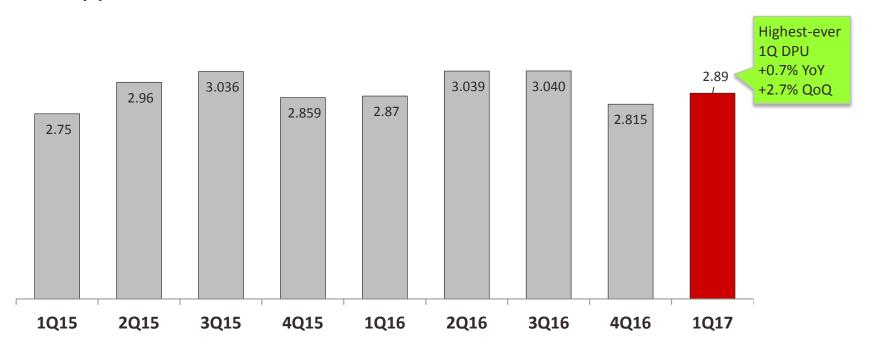
Mainly due to lower contribution from Northpoint which is undergoing Asset Enhancement Initiative (AEI) works

(a) Included the results of Yishun 10 Retail Podium which was acquired on 16 November 2016.



# **FCT** delivers steady quarterly **DPU**

#### DPU (¢)

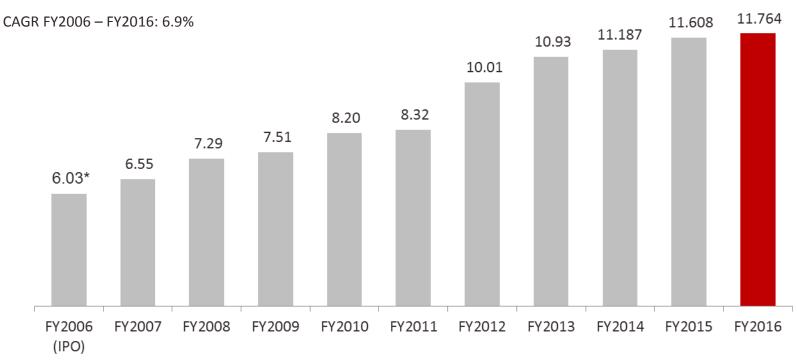


# Ten consecutive years of steady DPU growth

Maintains 100% payout ratio on an annual basis

#### **FCT Annual DPU**

(cents)



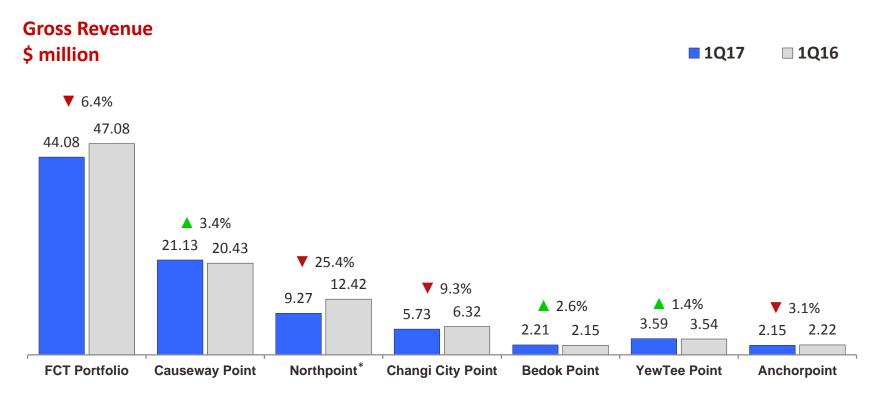
<sup>\*</sup> Annualised DPU for the period 5 Jul 06 (IPO) to 30 September 2006. CAGR: compound annual growth rate.



#### Results – Performance by properties

## 1Q17 Revenue 6.4% lower year-on-year

Due mainly to lower contribution from Northpoint, which is undergoing AEI



<sup>\*</sup> Revenue for Northpoint includes contribution of \$0.25 million from Yishun 10 Retail Podium which was acquired on 16 November 2016.



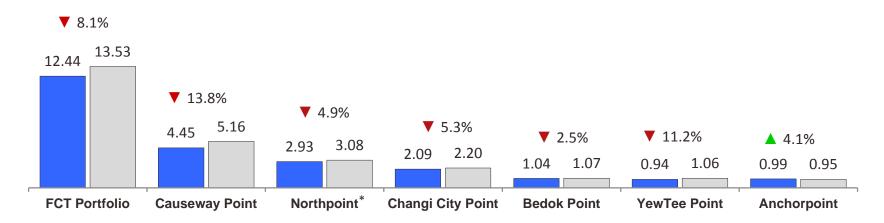
#### Results – Performance by properties

## 1Q17 Property Expenses 8.1% lower year-on-year

 Lower expenses attributed mainly to write back of property tax provisions in previous years which were not utilized







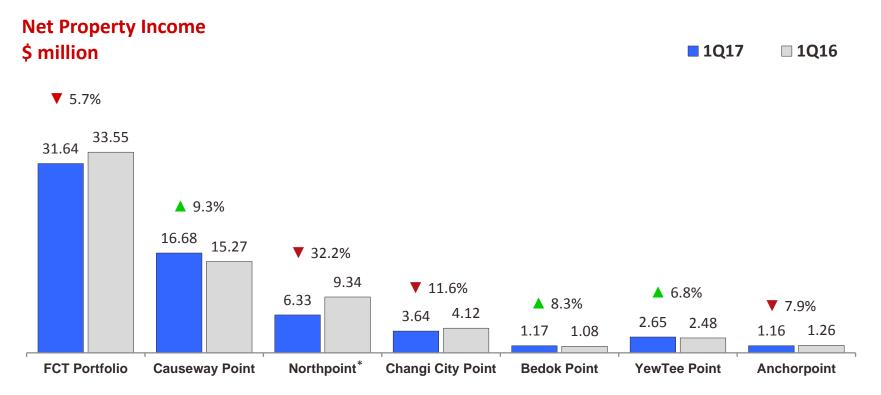
<sup>\*</sup> Expenses for Northpoint includes that of Yishun 10 Retail Podium which was acquired on 16 November 2016.



#### Results – Performance by properties

# **1Q17 Net Property Income 5.7% lower year-on-year**

Lower NPI contribution from Northpoint due to ongoing AEI



<sup>\*</sup> Net property income for Northpoint includes contribution of \$0.2 million from Yishun 10 Retail Podium which was acquired on 16 November 2016.

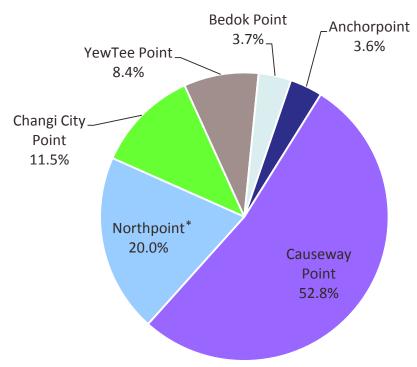


#### Results – NPI contribution by properties

## Bigger malls to continue to drive portfolio growth

Causeway Point, Northpoint and Changi City Point account for 84% of portfolio NPI

# Percentage of Net Property Income contribution by mall in 1Q17



<sup>\*</sup> Net property income for Northpoint includes contribution of \$0.2 million from Yishun 10 Retail Podium which was acquired on 16 November 2016.







#### Balance sheet

# **Strong financial position with gearing level at 29.7%**

As at	31 December 16	30 September 16
Gearing ratio <sup>1</sup>	29.7%	28.3%
Interest cover for the quarter <sup>2</sup>	7.29 times	7.43 times
Total borrowings	\$785 million	\$734 million
% of borrowing on fixed rates or hedged via interest rate swaps	56%	59%
Average cost of borrowings (all-in)	2.1% 2.1%	
Corporate credit rating	S&P: BBB- Moody's: Ba	•

Increase of \$51
million of
borrowings,
comprising short
term unsecured
loans and
borrowings to
finance the
acquisition of
Yishun 10 retail
podium

- 1. Calculated as the ratio of total outstanding borrowings over total assets as at stated balance sheet date.
- 2. Calculated as earnings before interest and tax (EBIT) divided by interest expense.

#### Balance sheet

# NAV per unit maintained at \$1.93

As at	31 Dec 2016 S\$'000	30 Sep 2016 S\$'000
Non-current assets	2,614,966	2,568,969
Current assets	30,424	25,508
Total assets	2,645,390	2,594,477
Current liabilities	(319,974)	(278,800)
Non-current liabilities	(546,931)	(540,032)
Total liabilities	(866,905)	(818,832)
Net assets	1,778,485	1,775,645
Net Asset Value per Unit	\$1.93 <sup>(a)</sup>	\$1.93 <sup>(b)</sup>

Increase due mainly to acquisition of Yishun 10 retail podium

<sup>(</sup>b) Computed based on 920,198,330 units, comprising (i) 919,369,341 units in issue as at 30 September 2016; and (ii) 828,989 units issuable to the Manager in October 2016 at an issue price of \$\$2.1316 per unit, in satisfaction of 50% of the management fee payable to the Manager for the quarter ended 30 September 2016.



<sup>(</sup>a) Computed based on 921,710,837 units, comprising (i) 920,387,961 units in issue as at 31 December 2016; and (ii) 738,767 units issuable to the Manager in January 2017 at an issue price of \$1.8956 per unit and 584,109 units issuable after year ending 30 September 2017, in satisfaction of 70% of the base and performance management fee payable to the Manager for the quarter ended 31 December 2016 respectively.

#### Balance sheet

# Weighted average debt maturity @ 31 Dec 2016: 2.6 years

Type of borrowings

Unsecured bank borrowings: \$\$229 million (29.2%)

Medium Term Note: \$\$270 million (34.4%)

Secured bank borrowings: \$\$286 million (36.4%)

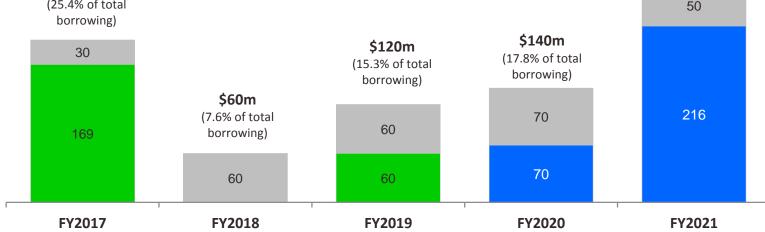
Total Borrowings: \$\$785 million (100.0%)

\$266m
(33.9% of total borrowing)

\$199m
(25.4% of total borrowing)

50

\$140m



BPT: Bedok Point, NPT: Northpoint, ACP: Anchorpoint



# Overall portfolio occupancy improved to 91.3%

Mall Occupancy	31 Dec 15	31 Mar 16	30 Jun 16	30 Sep 16	31 Dec 16
Causeway Point	99.2%	98.8%	99.0%	99.8%	99.7%
Northpoint	96.2%	81.7%	81.3%	70.9%	81.9%*
Changi City Point	88.6%	89.3%	81.3%	81.1%	85.9%
Bedok Point	76.8%	86.1%	90.0%	95.0%	82.9%
YewTee Point	96.8%	97.2%	97.7%	98.7%	96.2%
Anchorpoint	97.0%	96.4%	96.5%	96.7%	95.3%
FCT Portfolio	94.5%	92.0%	90.8%	89.4%	91.3%

<sup>\*</sup> Includes Yishun 10 Retail Podium which was acquired on 16 November 2016. Excluding Yishun 10, occupancy at Northpoint is 81.1%



# **1Q17** average rental reversion at +6.9%

1Q17 (1 Oct – 31 Dec 2016)	No. of renewals	NLA (sq ft) Renewed	As % Mall's NLA	Change compared to preceding rental rates <sup>1</sup>
Causeway Point	15	71,648	17.2%	+10.6%
Northpoint*	13	13,390	5.7%	+5.5%
Changi City Point	16	25,371	12.2%	+12.2%
Bedok Point	6	7,503	9.1%	-10.1%
YewTee Point	8	6,651	9.0%	+0.9%
Anchorpoint	8	11,706	16.5%	-3.2%
FCT Portfolio	66	136,269	12.4%	+6.9%

<sup>1.</sup> Change between the average rental rates between the new lease and the preceding lease contracted typically 3 years ago

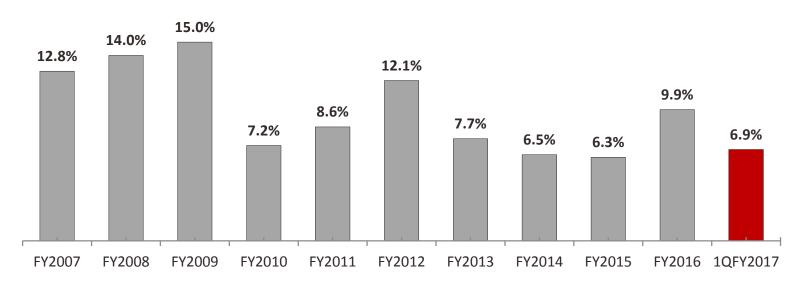


<sup>\*</sup> Includes Yishun 10 Retail Podium which was acquired on 16 November 2016, there was no lease renewal at Yishun 10 retail podium during 1Q17

# Maintaining positive rental reversions through economic cycles

FCT rental reversions<sup>1</sup> (FY2007 – 1QFY2017)



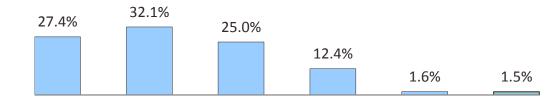


1. Change between the average rental rates between the new lease and the preceding lease contracted typically 3 years ago

# Portfolio Lease Expiry as at 31 December 2016

# Weighted Average Lease Expiry (WALE) By NLA 1.62 years (4Q16: 1.38 years) By Gross Rent 1.50 years (4Q16: 1.36 years)

#### Expiry profile as % of total gross rental income



Lease expiry <sup>1</sup> as at 31 Dec 2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022
Number of leases expiring	184	256	148	56	6	4
NLA (sq ft) expiring	243,319	309,547	239,392	165,962	24,959	18,320
Expiries as % of total NLA	24.3%	30.9%	23.9%	16.6%	2.5%	1.8%
Expiries as % of Gross rental	27.4%	32.1%	25.0%	12.4%	1.6%	1.5%



<sup>1.</sup> Calculations exclude vacant floor area.

# The 3 larger malls account for 74% of the NLA to be renewed

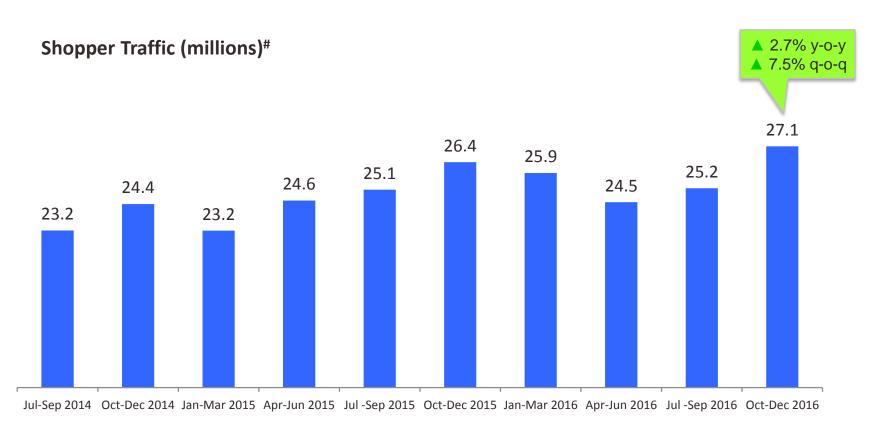
Remaining 9 months of FY2017 as at 31 December 2016	Number of Leases Expiring	Nett Lettable Area (NLA) Expiring (sq ft)	as % of leased area of Mall	as % of total gross rent of Mall
Causeway Point	73	90,704	21.9%	29.8%
Northpoint <sup>1</sup>	46	55,647	27.6%	24.9%
Changi City Point	13	33,540	18.8%	16.5%
Bedok Point	17	29,344	42.8%	46.9%
YewTee Point	19	19,731	27.8%	27.4%
Anchorpoint	16	14,353	21.2%	27.4%
Total FCT	184	243,319	*24.3%	#27.4%

<sup>1</sup> Includes Yishun 10 Retail Podium which was acquired on 16 November 2016.

<sup>\*</sup> as % of leased area of FCT Portfolio

<sup>#</sup> as % of total gross rent of FCT Portfolio

# 1Q17 shopper traffic up 2.7% y-o-y, up 7.5% q-o-q



# based on the records by electronic traffic counters installed at the respective malls: Causeway Point, Northpoint, Changi City Point, Bedok Point, YewTee Point and Anchorpoint. Excludes Yishun 10 retail podium, which was acquired on 16 November 2016.





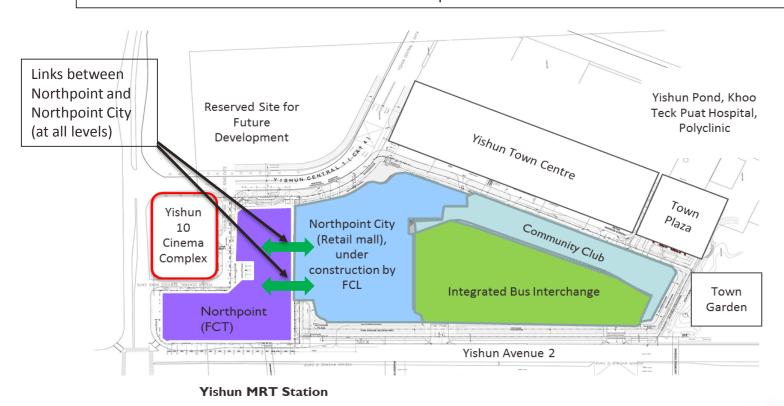


## **Northpoint AEI background information**

- The AEI at Northpoint is part of the overall strategy to periodically upgrade our malls to provide sustainable income growth for FCT
- 18-month AEI commenced in March 2016, expected completion is in September 2017
- Mall to remain open for business during course of AEI
- AEI Capex budgeted at \$60 million, to be funded by borrowings and internal resources
- The net lettable area of Northpoint is projected to be reduced by about 4% due to reconfiguration of the mall
- FCAM aims to improve the average gross rental rate of Northpoint by approximately 9% upon the completion of the AEI

# Plan view of Northpoint and upcoming retail component of Northpoint City by Frasers Centrepoint Limited

Plan view of Northpoint Shopping Centre and the mixed-commercial and residential\* development by Frasers Centrepoint Limited





<sup>\*</sup> North Park Residences, the residential component of the mixed-use development Northpoint City, comprises 12 blocks of total 920 units.

# **AEI** works progressing on schedule

The AEI works have been phased to minimise income disruption, but Northpoint's rental revenue will be impacted.

#### PHASE 1 (March 2016 to January 2017) - Completed

- Reconfiguration of retail space
- Relocation of Food court at Basement level 2
- Relocation of through block link escalators
- Upgrading of passenger lift, toilets, ceiling and floor at common area

#### PHASE 2 (February to September 2017) — Commencing Mid-February

- Integration with Northpoint City (at all levels B2-L3, Roof)
- Upgrading of ceiling and floor at common area
- Upgrading of Play area at rooftop

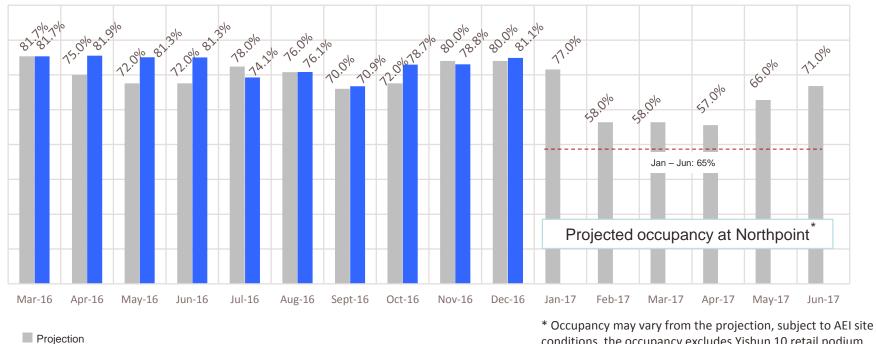


Actual occupancy

# **AEI** works progressing on schedule

 Occupancy of Northpoint is expected to reach a trough of around 57-58%, following which, it will increase progressively as AEI approaches completion

#### Occupancy at Northpoint (Projected versus Actual)



conditions, the occupancy excludes Yishun 10 retail podium.







## FCT's malls are expected to remain resilient

- Singapore's economy grew by 1.8% in 2016 and conditions in 2017 will remain uncertain and challenging.
- The asset enhancement works at Northpoint are proceeding on schedule and are expected to complete by September 2017. Retailers have shown keen interest by pre-committing their leases.
- Despite continuing headwinds and challenges in the retail sector, FCT's well-located suburban malls are expected to remain resilient.

# Thank you

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# Appendix: Distribution details

# **Distribution details**

Distribution period	1 October 2016 to 31 December 2016
Distribution per unit	2.89 cents
Ex-date	26 January 2016 (Thursday)
Books closure date	31 January 2017 (Tuesday) at 5.00 pm
Payment date	28 February 2017 (Tuesday)

## Appendix: Year-on-year and quarter-on-quarter comparison

# 1Q17 year-on-year and quarter-on-quarter comparison

	1017	-		Quarter-on-Quarter Comparison	
\$'000 (unless otherwise indicated)	1Q17	1Q16	Change Inc/(Dec)	4Q16	Change Inc/(Dec)
Gross Revenue	44,075	47,075	(6.4%)	44,619	(1.2%)
Property Expenses	(12,440)	(13,531)	(8.1%)	(13,173)	(5.6%)
Net Property Income	31,635	33,544	(5.7%)	31,466	0.5%
Income available for distribution	27,650	27,711	(0.2%)	25,612	8.0%
Distribution to Unitholders	26,621	26,335	1.1%	25,904	2.8%
Distribution per Unit	2.89¢	2.87¢	0.7%	2.815¢	2.7%

#### Appendix: Portfolio Information as at 31 December 2016

#### **Debt Information**

Average cost of Borrowings (all-in)	2.1%	Annualised based on rates fixed @ 31 December 2016
Moody's rating	Baa1	
S&P rating	BBB+	
Interest cover (EBIT/Sinterest) (times)	7.29	For the quarter 1 Oct - 31 Dec 2016
Gearing	29.7%	as at 31 Dec 2016

Description	Amount (\$m)	% of Total	Expiry	Credit Rating
		Debt		
Secured Bank Borrowing	136.0	17.3%	Jul 2021	N.A.
Secured Bank Borrowing	80.0	10.2%	Mar 2021	N.A.
Unsecured Bank Borrowing	90.0	11.5%	Jun 2017	N.A.
Unsecured Bank Borrowing	60.0	7.7%	Jun 2019	N.A.
Secured Bank Borrowing	70.0	8.9%	Dec 2019	N.A.
ST Bank Borrowings (multiple)	79.0	10.1%	Revolving in nature	N.A.
2.85% MTN Series 6 due 2017	30.0	3.8%	Jun 2017	BBB+ (S&P)
3.00% MTN Series 7 due 2020	70.0	8.9%	Jan 2020	BBB+ (S&P)
2.535% MTN Series 8 due 2017	60.0	7.6%	Dec 2017	BBB+ (S&P)
2.90% MTN Series 9 due 2019	60.0	7.6%	Apr 2019	BBB+ (S&P)
2.76% MTN Series 10 due 2021	50.0	6.4%	Jun 2021	BBB+ (S&P)
Total debt	785.0	100.0%		

ST: Short-term (less than 1 year)

MTN: Medium Term Notes under FCT's \$1B multi-currency MTN

## Appendix: Portfolio Lease expiry profile as at 31 December 2016

as at 31 December 2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	TOTAL
Causeway Point							
Number of Leases expiring	73	75	68	10	1	-	227
Expiries as % of Total NLA	21.9%	25.7%	36.1%	16.1%	0.3%	0.0%	100.0%
NLA (sq ft) expiring	90,704	106,385	149,598	66,759	1,292	-	414,738
Expiries as % of Total Gross Rental Income	29.8%	26.6%	33.7%	9.6%	0.2%	0.0%	100.0%
Northpoint (includes Yishun 10 Retail Podium)							
Number of Leases expiring	46	56	26	13	3	2	146
Expiries as % of Total NLA	27.6%	38.4%	11.2%	13.0%	7.0%	2.7%	100.0%
NLA (sq ft) expiring	55,647	77,459	22,481	26,295	14,188	5,543	201,613
Expiries as % of Total Gross Rental Income	24.9%	34.3%	17.6%	14.7%	4.4%	4.1%	100.0%
Changi City Point							
Number of Leases expiring	13	55	19	26		1	114
Expiries as % of Total NLA	18.8%	29.8%	10.2%	36.7%	0.0%	4.5%	100.0%
NLA (sq ft) expiring	33,540	53,049	18,126	65,302	0.070	8,073	178,091
Expiries as % of Total Gross Rental Income	16.5%	38.0%	13.5%	29.6%	0.0%	2.4%	100.0%
Expires do 70 or Total Cross Herital Informe	20.574	30.070	20.074	25.070	0.074	2,	200.070
Bedok Point							
Number of Leases expiring	17	19	4	1	1	-	42
Expiries as % of Total NLA	42.8%	34.2%	9.9%	1.9%	11.2%	0.0%	100.0%
NLA (sq ft) expiring	29,344	23,478	6,779	1,296	7,660	-	68,557
Expiries as % of Total Gross Rental Income	46.9%	36.4%	7.8%	2.5%	6.5%	0.0%	100.0%
YewTee Point							
Number of Leases expiring	19	37	13	1	-	-	70
Expiries as % of Total NLA	27.8%	55.4%	14.5%	2.2%	0.0%	0.0%	100.0%
NLA (sq ft) expiring	19,731	39,268	10,288	1,593	-	-	70,880
Expiries as % of Total Gross Rental Income	27.4%	56.2%	14.5%	1.9%	0.0%	0.0%	100.0%
Anchorpoint							
Number of Leases expiring	16	14	18	5	1	1	55
Expiries as % of Total NLA	21.2%	14.7%	47.5%	7.0%	2.7%	7.0%	100.0%
NLA (sq ft) expiring	14,353	9,908	32,120	4,717	1,819	4,704	67,621
Expiries as % of Total Gross Rental Income	27.4%	15.7%	41.1%	7.8%	3.2%	4.8%	100.0%
FCT Portfolio							
Number of Leases expiring	184	256	148	56	6	4	654
				29	٩	71	UU-T
Expiries as % of Total NLA			23.9%	16.6%	2.5%	1.8%	100.0%
Expiries as % of Total NLA NLA (sq ft) expiring	24.3%	30.9% 309,547	23.9%	16.6% 165,962	2.5% 24,959	1.8% 18,320	100.0% 1,001,499





# Appendix: Trade mix as at 31 December 2016

	Trade Classifications (in descending order of % rent)	As % of total NLA	As % of total Gross Rental Income
1	Food & Restaurants	29.5%	35.4%
2	Fashion	14.3%	20.4%
3	Services/Education	9.5%	9.7%
4	Beauty, Hair, Cosmetics, Personal Care	5.2%	7.8%
5	Household	8.3%	7.5%
6	Supermarket/Hypermarket	7.7%	4.5%
7	Healthcare	2.2%	3.8%
8	Department Store	5.7%	3.6%
9	Sports Apparels & Equipment	3.0%	3.0%
10	Books, Music, Art & Craft, Hobbies	3.3%	2.9%
11	Leisure/Entertainment	3.5%	1.3%
12	Vacant	7.8%	0.0%
	Total	100.0%	100.0%

#### Appendix: Top 10 tenants by gross rental as at 31 December 2016

No.	Tenant	As % of total NLA	As % of total Gross Rental Income
1	Cold Storage Singapore (1983) Pte Ltd <sup>1</sup>	5.7%	4.2%
2	Copitiam Pte Ltd <sup>2</sup>	3.7%	3.7%
3	Metro (Private) Limited <sup>3</sup>	5.5%	3.6%
4	Courts (Singapore) Limited	3.2%	2.9%
5	Koufu Pte Ltd	2.8%	2.0%
6	NTUC Fairprice Co-operative <sup>4</sup>	3.0%	1.9%
7	Food Republic Pte Ltd	1.6%	1.8%
8	Watson's Personal Care Stores Pte Ltd	1.0%	1.6%
9	McDonald's Restaurants Pte Ltd	0.9%	1.5%
10	Uniqlo (Singapore)	1.9%	1.5%
	Total for Top 10	29.3%	24.7%



<sup>1.</sup> Includes leases for Cold Storage supermarkets, Guardian Pharmacy & 7-Eleven

<sup>2.</sup> Operator of Kopitiam food courts, includes Kopitiam, Bagus, Cantine, Dorakeiki

<sup>3.</sup> Includes leases for Metro Department Store & Clinique Service Centre

<sup>4.</sup> NTUC: Include NTUC Fairprice, NTUC Healthcare (Unity) and NTUC Club

#### Appendix: Historical portfolio information by quarter

#### **Occupancy by Properties**

Note: Yellow cells means property is undergoing AEI

Property (Occupancy rate as at end of each quarter)	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16	1Q17
Causeway Point	99.5%	99.6%	99.2%	99.5%	99.2%	98.8%	99.0%	99.8%	99.7%
Northpoint	96.3%	99.1%	99.0%	98.2%	96.2%	81.7%	81.3%	70.9%	81.9%
Anchorpoint	98.8%	98.8%	98.1%	96.9%	97.0%	96.4%	96.5%	96.7%	95.3%
YewTee Point	96.7%	97.6%	95.6%	94.8%	96.8%	97.2%	97.7%	98.7%	96.2%
Bedok Point	90.8%	94.2%	84.9%	84.2%	76.8%	86.1%	90.0%	95.0%	82.9%
Changi City Point	91.7%	90.1%	92.4%	91.1%	88.6%	89.3%	81.3%	81.1%	85.9%
FCT Portfolio	96.4%	97.1%	96.5%	96.0%	94.5%	92.0%	90.8%	89.4%	91.3%

#### **Rental reversion by Properties**

Change between the average rental rates between the new lease and the preceding lease contracted typically 3 years ago

Property	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16	1Q17
Causeway Point	9.1%	3.0%	1.0%	7.2%	12.5%	8.7%	9.4%	3.9%	10.6%
Northpoint	6.1%	4.8%	7.7%	2.0%	26.3%	1.7%	10.3%	2.7%	5.5%
Anchorpoint	6.5%	8.5%	-5.1%	14.7%	5.1%	-	4.1%	3.1%	-3.2%
YewTee Point	8.8%	7.4%	9.0%	8.4%	3.3%	3.1%	6.8%	6.6%	0.9%
Bedok Point	-1.3%	-31.4%	6.3%	-	-38.2%	-26.9%	-0.3%	-	-10.1%
Changi City Point	10.7%	5.8%	6.6%	-	15.4%	17.4%	9.3%	14.1%	12.2%
FCT Portfolio	7.7%	3.8%	5.3%	7.1%	13.7%	5.6%	8.3%	4.6%	6.9%

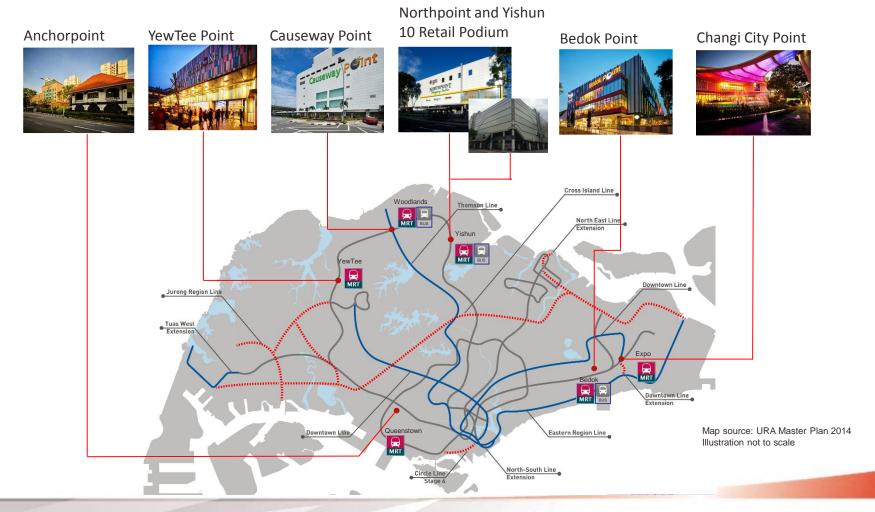
<sup>\*</sup> Includes Yishun 10 Retail Podium which was acquired on 16 November 2016. Excluding Yishun 10, occupancy at Northpoint is 81.1%



#### Appendix: Location of FCT's Properties

# Singapore-centric, suburban-focused retail property portfolio

Properties are located next to or near to MRT stations / Bus Interchanges



## Appendix: Portfolio Information

# Summary of FCT's portfolio of properties

FCT Portfolio as at 31 Dec	Causeway Point	Northpoint	Yishun 10 Retail Podium	Changi City Point	Bedok Point	YewTee Point	Anchorpoint
2016	Causeway	Age of the second secon					
Net Lettable Area (sq ft)	415,792	225,032	10,413	207,244	82,713	73,670	70,989
Title	99 years leasehold commencing 30/10/95 (78 yrs remaining)	99 years leasehold commencing 1/4/90 (73 yrs remaining)		60 years leasehold commencing 30/4/09 (53 yrs remaining)	99 years leasehold commencing 15/3/78 (60 yrs remaining)	99 years leasehold commencing 3/1/06 (88 yrs remaining)	Freehold
Appraised Value*	S\$1,143 million	S\$672 million	S\$40 million	S\$311 million	S\$108 million	S\$172 million	S\$103 million
Occupancy rate @ 31 Dec 2016	99.7%	81.9%		85.9%	82.9%	96.2%	95.3%
Connectivity	Woodlands MRT station & bus interchange	Yishun MRT station	& bus interchange	Expo MRT station	Bedok MRT station & bus interchange	YewTee MRT station & bus stop	Near Queenstown MRT station & bus stop

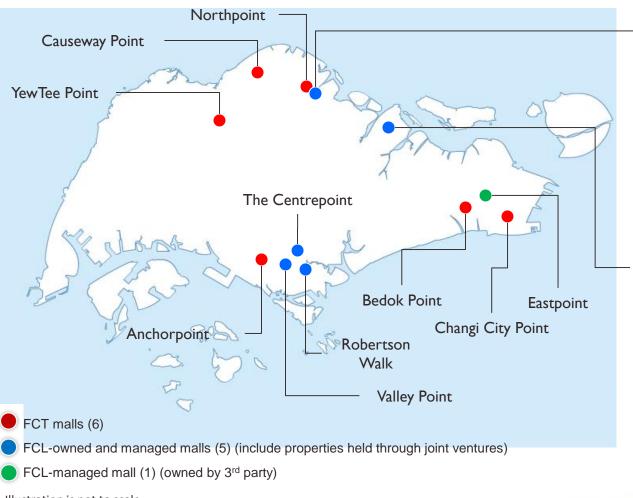
Aggregate NLA of the seven properties: 1,0858,853 square feet



<sup>\*</sup> All appraised values are as at 30 September 2016

#### Appendix: Sponsor's retail assets

# Sponsor's retail assets in Singapore



Retail Component of Northpoint City <sup>(2)</sup> (under development)



Artist's impression

Waterway Point (1)
Opened Jan 2016



Illustration is not to scale

- (1): FCL owns 1/3 proportionate share of Waterway Point, the commercial component of a mixed development in Punggol.
- (2): FCL is developing a mixed commercial and residential site under the Government Land Sale programme, of which the commercial component can be developed into a retail mall

