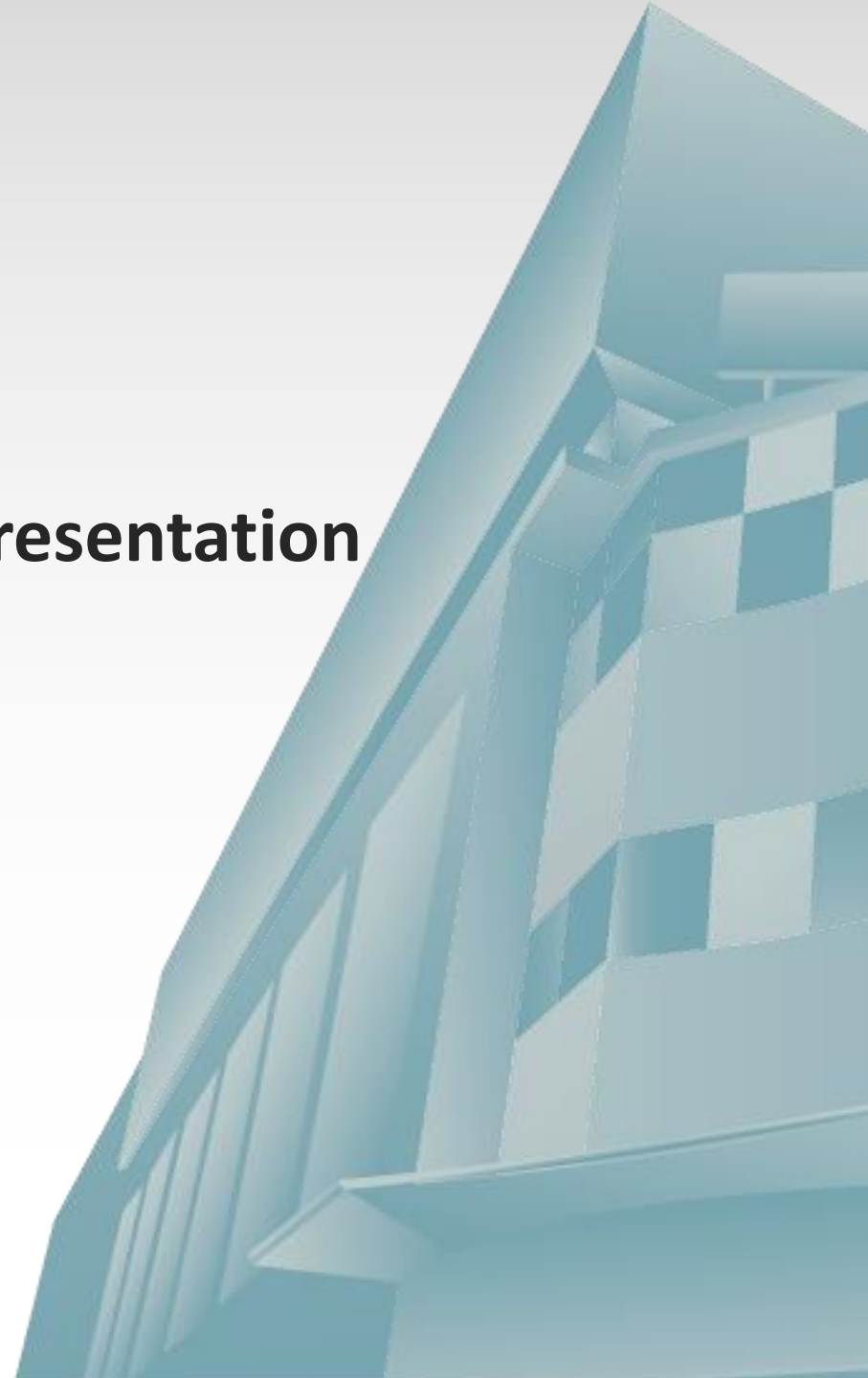




DASIN RETAIL TRUST  
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# Dasin Retail Trust Investor Presentation

November 2018





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# China's Economy



1

China's economy and prospects in 2017 and 9M 2018

2

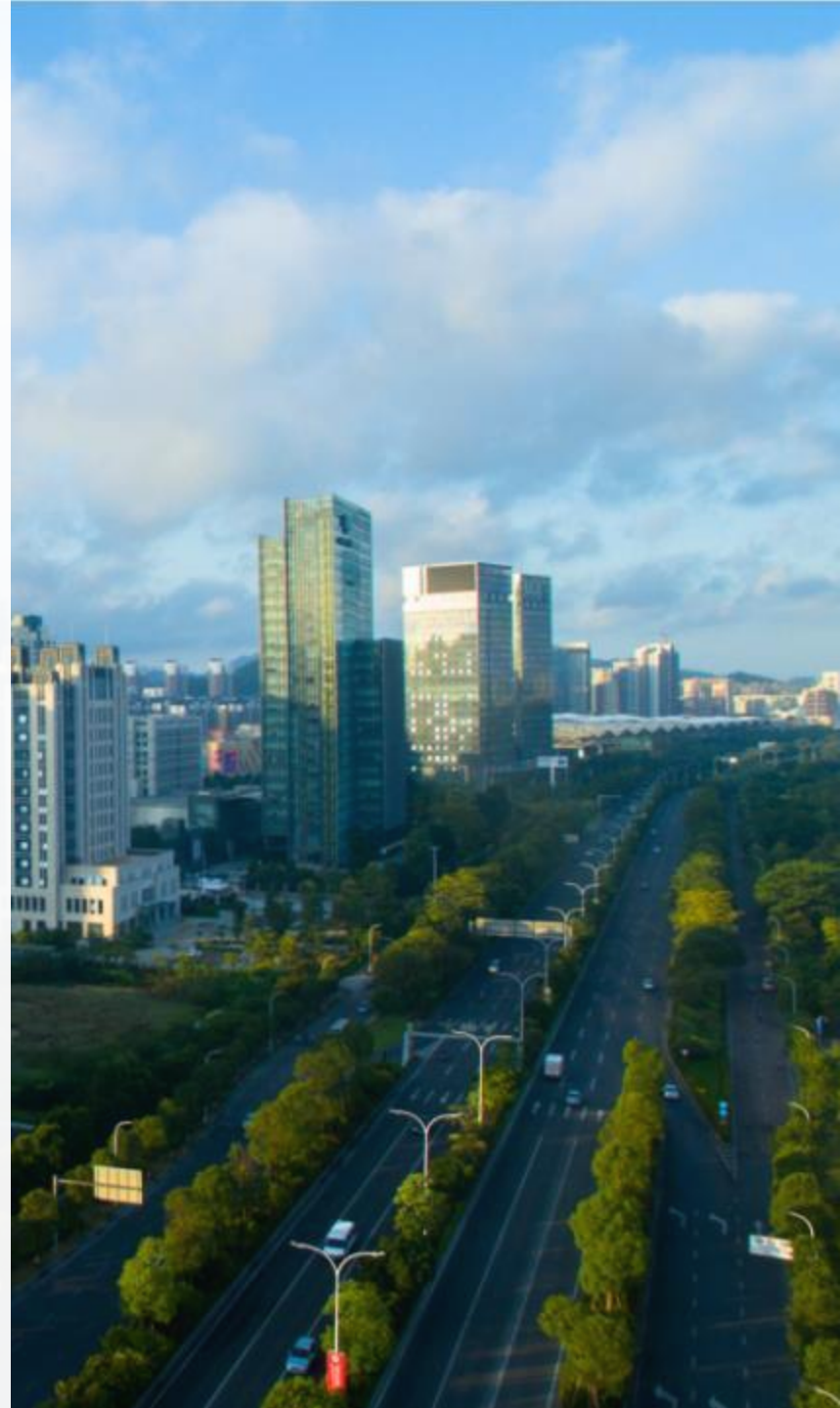
Overview of China's three economic circles

3

Economic circle of Guangdong-Hong Kong-Macau Greater Bay Area

4

Economic overview of Zhongshan in 2017 and 9M 2018



# China's Economy Profile in 2017



**GDP<sup>[1]</sup>**  
**RMB 82.7 trillions**



**Growth rate<sup>[1]</sup>**  
**6.9%**



**Ranked in the world<sup>[2]</sup>**  
**second**



**Stable Politics and Economy**



**Complete industrial structure**



**Rapid economy development**

Sources: Bureau of land statistics

[1][http://www.stats.gov.cn/tjsj/zxfb/201802/t20180228\\_1585631.html](http://www.stats.gov.cn/tjsj/zxfb/201802/t20180228_1585631.html)

[2][http://www.stats.gov.cn/tjsj/sjld/201802/t20180228\\_1585649.html](http://www.stats.gov.cn/tjsj/sjld/201802/t20180228_1585649.html)

[3] Pictures from the Beijing municipal government website



# China's Economy Profile in 9M 2018

## China National Economy in 9M 2018 Stable Economy



### Optimisation and upgrading of demand structure:

With year-on-year growth of 9.3%, amount of retail sales of consumer goods reached RMB 27.4 trillion.



### Continuous improvement of trade structure:

Imports and exports totaled RMB22.3 trillion with year-on-year growth of 9.9%.



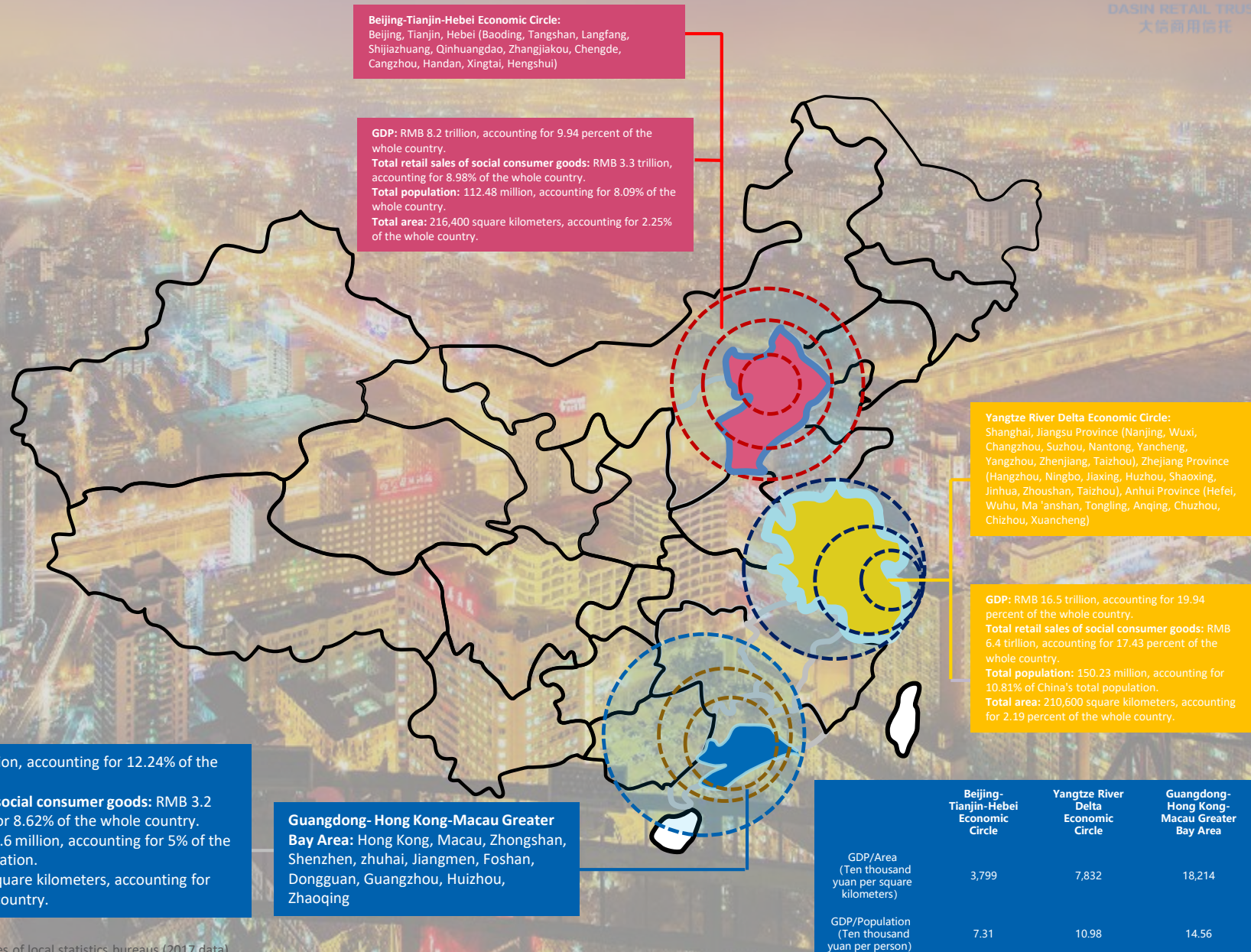
### Urban and rural disposable income growth:

China's per capital disposable income in 9m 2018 grew 8.8% year-on-year to RMB 21,035.

# Chinese Three Major Economic Circles



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# Economic Circle of Guangdong-Hong Kong-Macau Greater Bay Area

**Guangdong- Hong Kong-Macau Greater Bay Area** refers to the urban agglomeration consisting of Hong Kong and Macau Special Administrative Regions as well as other nine cities of Guangzhou province including Guangzhou, Shenzhen, Zhuhai, Foshan, Zhongshan, Dongguan, Zhaoqing, Jiangmen, Huizhou. It is the most active and densely populated area among the three economic circles in China.



GDP accounting for  
**12.2%** of the whole country



Total Retail Sales of Social  
Consumer Goods  
**RMB 3.2 trillion**



Gross Domestic Product Per Capita  
**RMB 145,600**



Total Population accounting for  
**5%** of the whole country.



Accounting for **0.6%** of total area  
of the whole country

# Economic Circle of Guangdong-Hong Kong-Macau Greater Bay Area

Guangdong- Hong Kong-Macau Greater Bay Area, one of the four major bay areas in the world, is an important development for China to build a world-class metropolis, together with New York Bay Area, San Francisco Bay Area in America and Tokyo Bay Area in Japan.



## Launch of strategic development plan of China bay area:

The planning of Guangdong-Hong Kong-Macau Greater Bay Area, being prepared by the Chinese Government, will be issued and implemented within the year <sup>[2]</sup>.

## Data Index of the World's four largest Bay Areas in 2016<sup>[3]</sup>

	Guangdong-Hong Kong-Macau Greater Bay Area	New York Bay Area	San Francisco Bay Area	Tokyo Bay
<b>GDP (USD Trillion)</b>	1.34	1.4	0.8	1.3
<b>GDP of National Proportion</b>	12.57%	8%	4.3%	26.4%
<b>Population (Ten thousand)</b>	6,800	2,340	760	3,500
<b>Area (Square kilometer)</b>	56,500	21,500	17,900	13,556
<b>Number of cities</b>	11	25	12	10
<b>GDP per capita (USD/person)</b>	20,084	59,800	105,263	371,428
<b>GDP per Square kilometer (USD/Square kilometer)</b>	2,407	6,512	4,469	9,590
<b>GDP Growth</b>	7.9%	3.5%	2.7%	3.6%

- ✓ In 2016, the economic growth of Guangdong- Hong Kong-Macau Greater Bay Area was **2.26** times, **2.19** times and **2.93** times of New York Bay Area, Tokyo Bay Area and San Francisco Bay Area respectively<sup>[1]</sup>.
- ✓ Total GDP and GDP per capita reached as high as US\$1.34 trillion and US\$20,084 respectively<sup>[3]</sup>.
- ✓ The import and export volume of Guangdong- Hong Kong-Macau Greater Bay Area was more than three times that of Tokyo Bay Area, and container throughput of regional ports was about **4.5** times that of the world's three major bay areas<sup>[4]</sup>.

Sources :

[1] Website of China People's Government([http://www.gov.cn/xinwen/2018-07/03/content\\_5303202.htm](http://www.gov.cn/xinwen/2018-07/03/content_5303202.htm))

[2] <http://baijiahao.baidu.com/s?id=1600676259154737954&wfr=spider&for=pc>

[3] Construction Report of Guangdong-Hong Kong-Macau Greater Bay Area (2018) issued by Guangdong Academy of Social Sciences ([https://mp.weixin.qq.com/s/XNQksyW31\\_mMiurgC2vvOQ](https://mp.weixin.qq.com/s/XNQksyW31_mMiurgC2vvOQ))

[4] Shenzhen Dream Comprehensive Nanfang Daily, CCTV "Brilliant China" ([http://www.sohu.com/a/218293747\\_331838](http://www.sohu.com/a/218293747_331838))

# Economic overview of Zhongshan in 2017 and 9M 2018

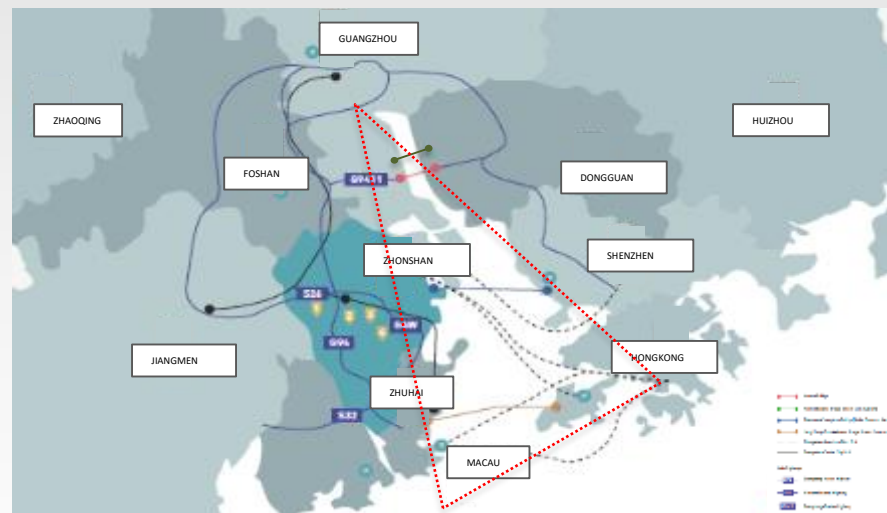


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Remarks: Zhongshan will become the central city of the bay area

According to the official document "Comprehensive Development Plan of Guangdong Coastal Economic Belt (2017-2030)" issued by the People's Government of Guangdong province: Zhongshan will become a hub that connects Greater Bay Area and Guangdong Coastal Economic Belt<sup>[1]</sup>.



Remarks: traffic layout of Guangdong- Hong Kong-Macau Greater Bay Area

According to the "Outline of the 13th Five-Year Plan for National Economic and Social Development of Guangdong Province", Zhongshan is positioned to be developed into a "regional comprehensive transportation system on the west bank of the pearl river".

## Economic index of Zhongshan in 2017<sup>[2]</sup>

GDP	RMB 345.0 billion	Year-on-year growth of 6.6%
Added value of tertiary industry	RMB 164.9 billion	Growth of 9.1%
Fixed asset investment	RMB 124.8 billion	Year-on-year growth of 8.7%
Total retail sales of consumer goods	RMB 131.0 billion	Year-on-year growth of 8.6%
Total value of imports and exports	RMB 258.2 billion	Year-on-year growth of 15.4%
Number of foreign direct investment projects	271	Year-on-year growth of 103.8%
Actual utilisation of foreign capital	US\$ 0.509 billion	Growth of 7.4%

Sources:

[1] Guangdong provincial people's government ([http://zwgk.gd.gov.cn/006939748/201712/t20171205\\_733883.html](http://zwgk.gd.gov.cn/006939748/201712/t20171205_733883.html))

[2] Zhongshan statistics bureau

[3] Southern daily ([http://www.sohu.com/a/73338857\\_222493](http://www.sohu.com/a/73338857_222493))

[4] Zhongshan statistics bureau [http://www.zsstats.gov.cn/tjzl/tjfx/201807/t20180730\\_403502.html](http://www.zsstats.gov.cn/tjzl/tjfx/201807/t20180730_403502.html)

## Economic index for 9M 2018 In Zhongshan<sup>[4]</sup>

Zhongshan is located in the center of Guangdong- Hong Kong-Macau Greater Bay Area. With strong market vitality, it is also an important city that connects the east and west sides of the Pearl River estuary. With the rapid development of infrastructure projects in Guangdong- Hong Kong-Macau Greater Bay Area, Zhongshan is well positioned to benefit from the development of the bay area.

In 9M 2018, Zhongshan City's GDP grew **5.9%** year-on-year to RMB 275.6 billion. The added value of the tertiary industry was RMB 127.5 billion, an increase of **7.2%** year-on-year. Retail sales of consumer goods totaled RMB 112.2 billion, an increase of **5.4%** year-on-year. Number of foreign direct investment projects grew **171.4%** year-on-year to 475.



# About Dasin Retail Trust



Listed on the Mainboard of Singapore Exchange Securities Trading Limited ("SGX-ST") on 20 January 2017, Dasin Retail Trust (the "Trust") is the only China retail property trust listed on SGX-ST providing direct exposure to the Pearl River Delta region.

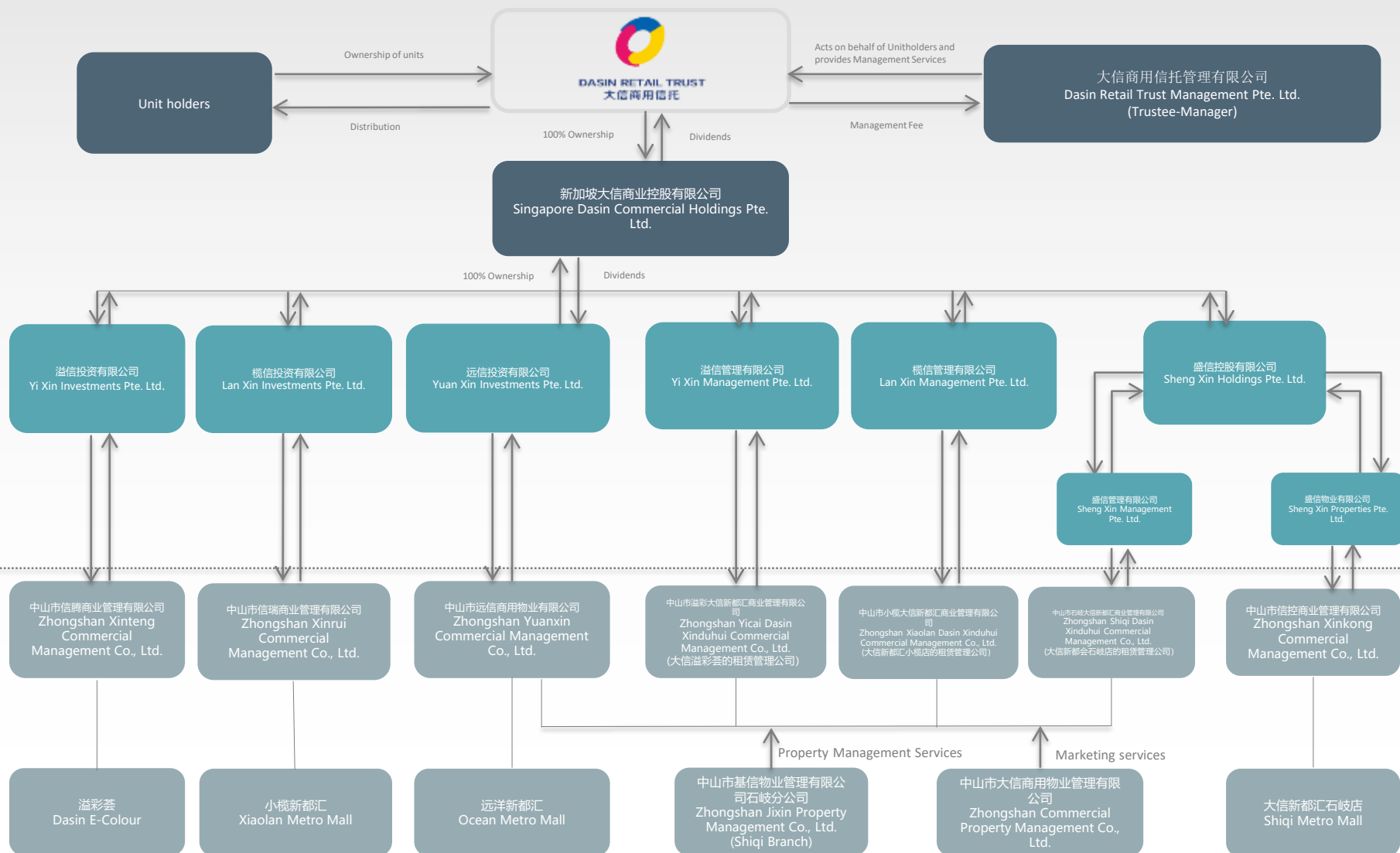
The Trust's mandate is to invest in, own or develop land, uncompleted developments and income-producing real estate in Greater China (comprising PRC, Hong Kong and Macau), used primarily for retail purposes, as well as real estate-related assets, with an initial focus on retail malls. As at 30 September 2018, the Trust's portfolio comprise four retail malls located in Zhongshan City in Guangdong, PRC, valued at approximately RMB7.4 billion (S\$1.5 billion).



## Dasin Retail Trust Management Pte. Ltd.

Dasin Retail Trust is managed by Dasin Retail Trust Management Pte. Ltd. in its capacity as the Trustee Manager ("Trustee-Manager"). The Trustee-Manager strives to provide unitholders of Dasin Retail Trust ("Unitholders") with an attractive rate of return on their investment through regular and stable distributions and to achieve long-term sustainable growth in distribution per unit. The Sponsor of Dasin Retail Trust is Zhongshan Dasin Real Estate Co., Ltd. (the "Sponsor") with strong track record as a retail mall developer and operator.

# Trust Structure of Dasin Retail Trust





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## Investment Highlights

Dasin Retail Trust distribution yield for 2017 was 8.95% based on its IPO price of S\$0.80.

As at 30 September 2018, 9M 2018 DPU was 5.98 Singapore cents. Based on an annualised 9M 2018 DPU and DRT's offering price of S\$0.80, DRT's distribution yield is 9.0%.

- 1 Strategically located assets in Guangdong- Hong Kong- Macau Greater Bay Area
- 2 Strong market performance
- 3 Quality portfolio and strong operational capability
- 4 Extensive ROFR Pipeline
- 5 Major shareholders' commitment and confidence in the growth of Dasin Retail Trust





# The only China retail property trust listed on SGX-ST providing direct exposure to the fast-growing Pearl River Delta region

## Strategically located assets in Guangdong- Hong Kong-Macau Greater Bay Area

Dasin Retail Trust is the only commercial trust listed on the main board of the Singapore Stock Exchange that invests directly in the Guangdong- Hong Kong-Macau Greater Bay Area. Based on its strong foundation and experienced management team, Dasin Retail Trust has delivered results that have met expectations since its listing on 20 January 2017.





# Strong Market Performance



## Financial performance exceeded expectations

- Revenue in 2017 reached S\$58 million, an increase of **16%** compared to forecast.
- For 9M 2018, revenue increased **37%** <sup>[1]</sup> year-on-year to S\$55.1 million.



## Healthy capital structure

- As at 30 September 2018, gearing stood at **32.5%**. The average all-in cost of borrowing for onshore debt was 5.3% with weighted average term to maturity of 2.8 years. The average all-in cost of borrowing for offshore debt was 5.2% with weighted average term to maturity of 1.0 year.



## High rate of return and distribution

- The distribution yield in 2017 was **8.95%** based on IPO price of S\$0.80.
- As at 30 September 2018, distribution per unit was S\$0.0538. Based on an annualised 9M 2018 DPU and DRT's offering price of S\$0.80, DRT's distribution yield is 9.0%.

Note:

[1] Revenue increased largely due to contribution from Shiqi Metro Mall



# Quality Portfolio and Strong Operational Capability

*Shiqi Metro Mall*



*Dasin E-Colour*



## Professional and Experienced Capital Management

As at 30 September 2018, portfolio occupancy remained strong at 97.6% with weighted average lease term of 6.2 years by net lettable area and 3.9 years by gross rental income, providing stability and sustainability of portfolio and distribution income to unitholders.

## Positive Capital Upgrading Plan

The Trustee Manager works closely with its commercial and property managers to optimise the tenant mix of its malls to enhance shopper traffic. The Trustee Manager also works closely with existing tenants to enhance their image and shoppers' experience. Such works include the upgrading of IMAX theatre at Ocean Metro Mall to improve viewing experience. Upon completion of its AEI, Xiaolan Metro Mall will welcome Hai Di Lao and other well-known tenants.

*Ocean Metro Mall*



*Xiaolan Metro Mall*

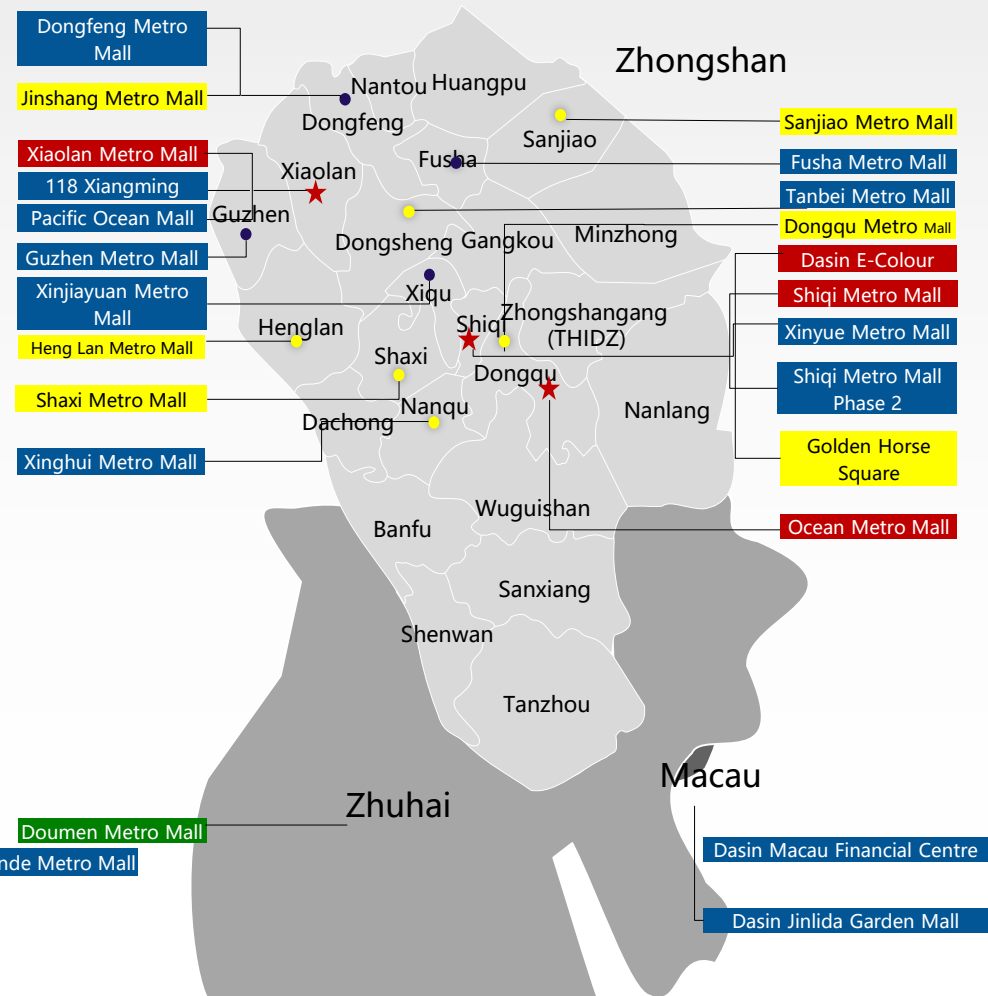
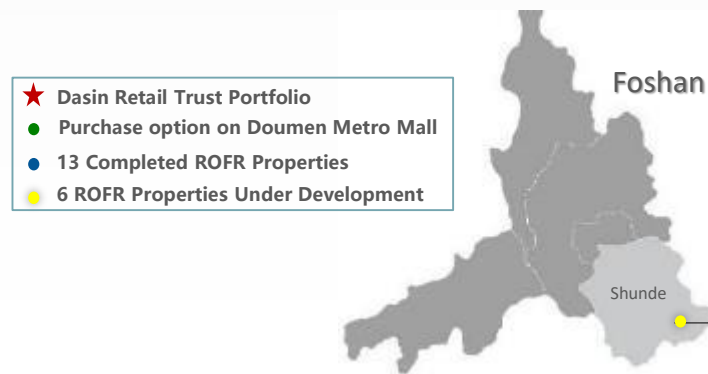
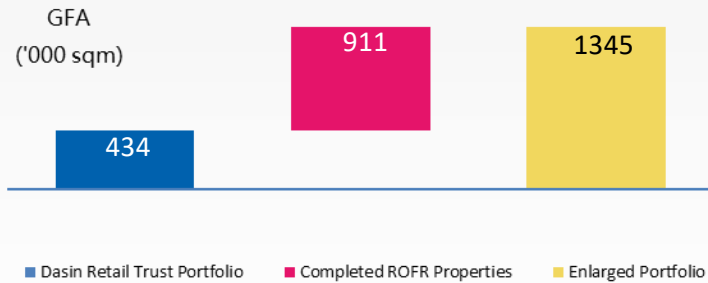




# Extensive ROFR Pipeline Spanning Across Four Cities

**20 ROFR properties across four cities. Scale may increase 3.1 times if all ROFR projects are injected into the Trust:**

Through the sponsor's right of first refusal ("ROFR"), Dasin Retail Trust can acquire high quality properties at the right time. At the time of listing, the trust had 15 ROFR assets (including the purchase option for Doumen Metro Mall), and as at 30 September 2018, the number of ROFR properties owned by the trust had increased to **20** (including the purchase option for Doumen Metro Mall). In order to improve investment returns, we will continue to adopt strict investment methods.



# Major shareholders' commitment and confidence in the growth of Dasin Retail Trust

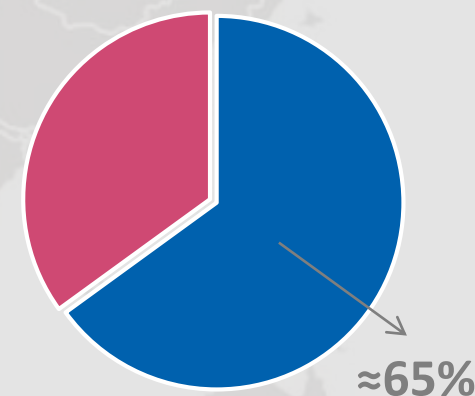
Dasin Holding is a diversified group with commercial real estate development and operation as its core business, covering a range of businesses including housing, architecture, technology, finance, hotel, catering, retailing, education, culture, medicine, etc. Dasin Holding has been awarded "Comprehensive Top Ten Enterprises in China Real Estate Development" for seven years from 2011 to 2017, and is recognised for its business operation capability.

Awards in 2018 include:

- ✓ Operational Top Ten Enterprises in China Commercial Real Estate Development
- ✓ Top 200 Enterprises in China Real Estate Development
- ✓ Typical Commercial Project in China Real Estate Development- Dasin Metro Mall



**Major Unitholders'** own approximately 65% of the issued units, which is a sign of confidence on Dasin Retail Trust.



■ Major Unitholders ■ Other investors

Description: Dasin Retail Trust equity structure



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# Financial Performance

The Trustee-Manager adopts a prudent capital management strategy to sustain a healthy and stable capital structure for the Trust.

1

Financial Performance in 2017

2

Financial Performance in 9M 2018

3

Distribution Policy

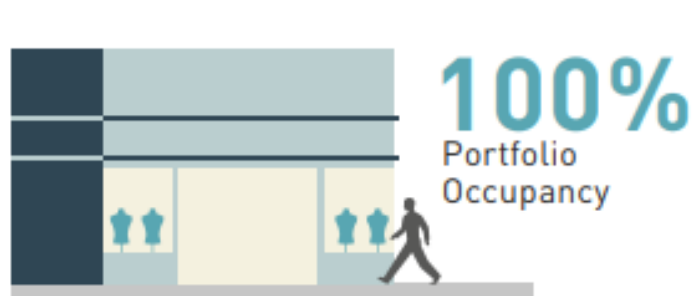
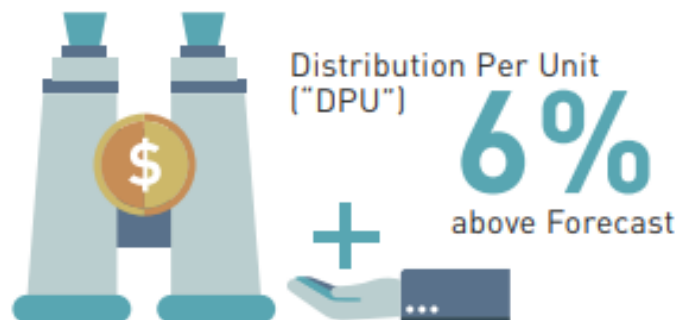
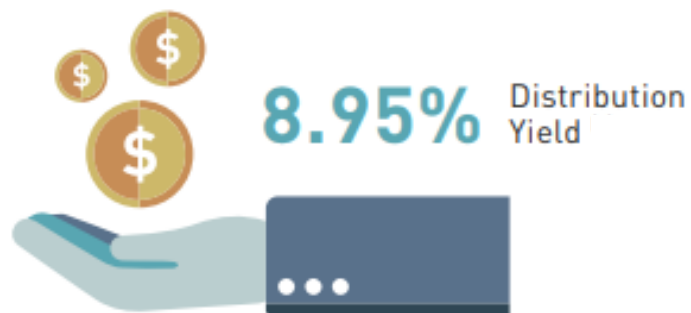
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Comparative Yield





# Financial Performance in 2017



# Financial Performance in 9M 2018<sup>(1)</sup>

For the period	3Q 2018			9M 2018		
S\$'000	Actual	Forecast	Change (%)	Actual	Forecast	Change (%)
Revenue	18,065	17,676	2.2	55,129	52,866	4.3
Net Property Income	14,507	14,610	(0.7)	45,698	43,697	4.6
<b>Amount available for distribution</b>	<b>5,316</b>	<b>5,341</b>	<b>(0.5)</b>	<b>15,821</b>	<b>15,977</b>	<b>(1.0)</b>
DPU (cents) (With Distribution Waiver)	1.81	1.83	(1.1)	5.38	5.47	(1.6)
DPU (cents) (Without Distribution Waiver)	0.95	0.96	(0.8)	2.84	2.88	(1.3)
<b>Annualised DPU yield (%) Based on Offering Price of S\$0.80 and with Distribution Waiver</b>	<b>8.97</b>	<b>9.08</b>	<b>(1.1)</b>	<b>9.00<sup>(2)</sup></b>	<b>9.15</b>	<b>(1.6)</b>

- 9M 2018 NPI was 4.3% higher than forecast mainly due to contribution from Shiqi Metro Mall

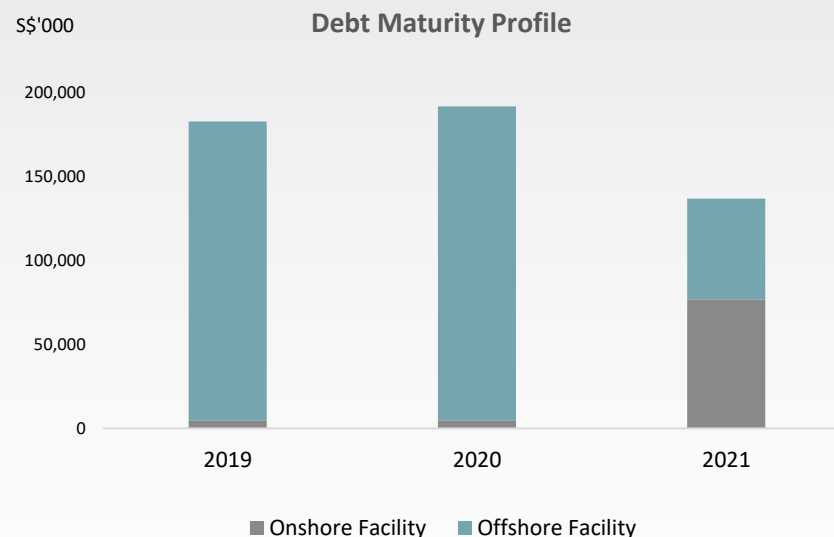
Note:

(1) The actual results of the Trust's foreign operations are translated using the average RMB/SGD rate of 4.8657 for the nine months ended 30 September 2018.

(2) Based on annualised 9M 2018 distribution per unit of 5.38c (with distribution waiver) and the offering price of S\$0.80 as at IPO.

# Balance Sheet and Capital Management as at 30 September 2018

Key balance sheet items (as at 30 Sep 2018)	
(S\$'000)	
Investment Properties	1,480,764
Cash and cash equivalents	43,138
Other assets	50,626
<b>Total Assets</b>	<b>1,574,528</b>
Loans & borrowings	498,487
<b>Total Liabilities</b>	<b>796,135</b>
No. of issued and issuable units ('000)	557,649
NAV per Unit (S\$)	1.40



Gearing<sup>[1]</sup> 32.5%

## Average all-in cost of borrowings

Onshore facility	5.3%
Offshore facility	5.2%

## Weighted average term to maturity (Years)

Onshore facility	2.8
Offshore facility	1.0

Note:

[1] Gearing is computed based on total gross borrowings divided by total assets.



# Distribution Policy

- Half yearly distribution;
- 100% of Distributable Income to Unitholders for Year 2018
- At least 90% of Distributable Income to Unitholders for Financial Year 2019 onwards

- Major unitholders (Aqua Wealth Holdings Limited and Bounty Way Investments Limited) will waive a portion of their entitlement to distributions from Dasin Retail Trust for the benefit of other unitholders
- Expression of major unitholders' confidence in long-term income growth with a strong alignment of interest with other unitholder.

- Ties in with rental growth assumptions for the two growth assets of Ocean Metro Mall and Dasin E-Colour
- The total amount of the waived distribution will be distributed to the rest of the Unitholders
- For avoidance of doubt, such waived distribution will also be distributed to each of the major unitholder in relation to their Units that are not subject to the Distribution Waiver in any particular year

1

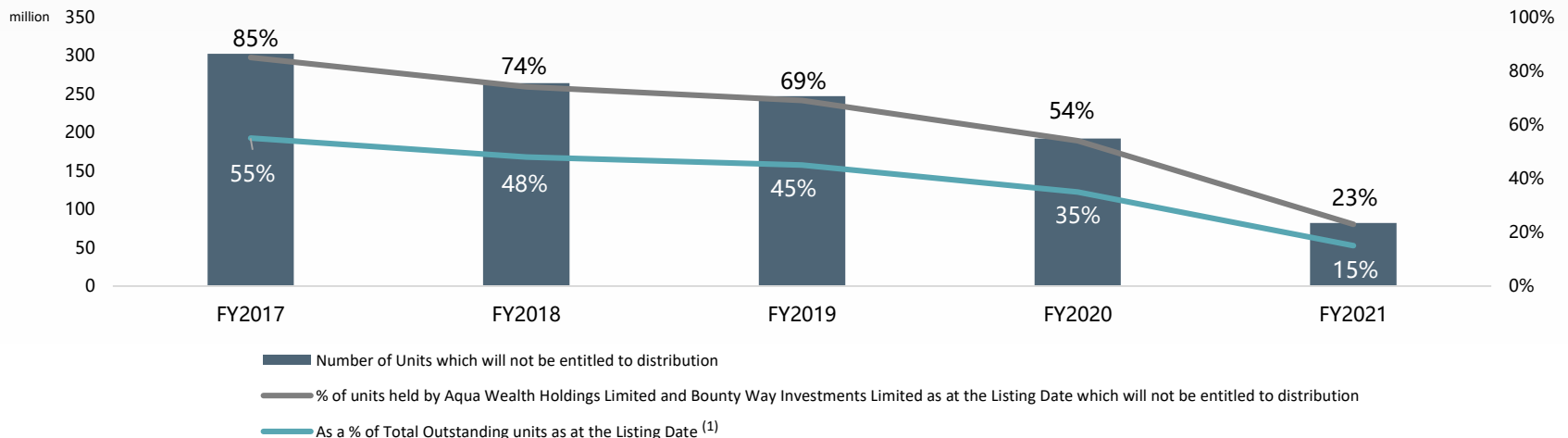
## Dividend Policy

2

## Distribution Waiver Arrangement

3

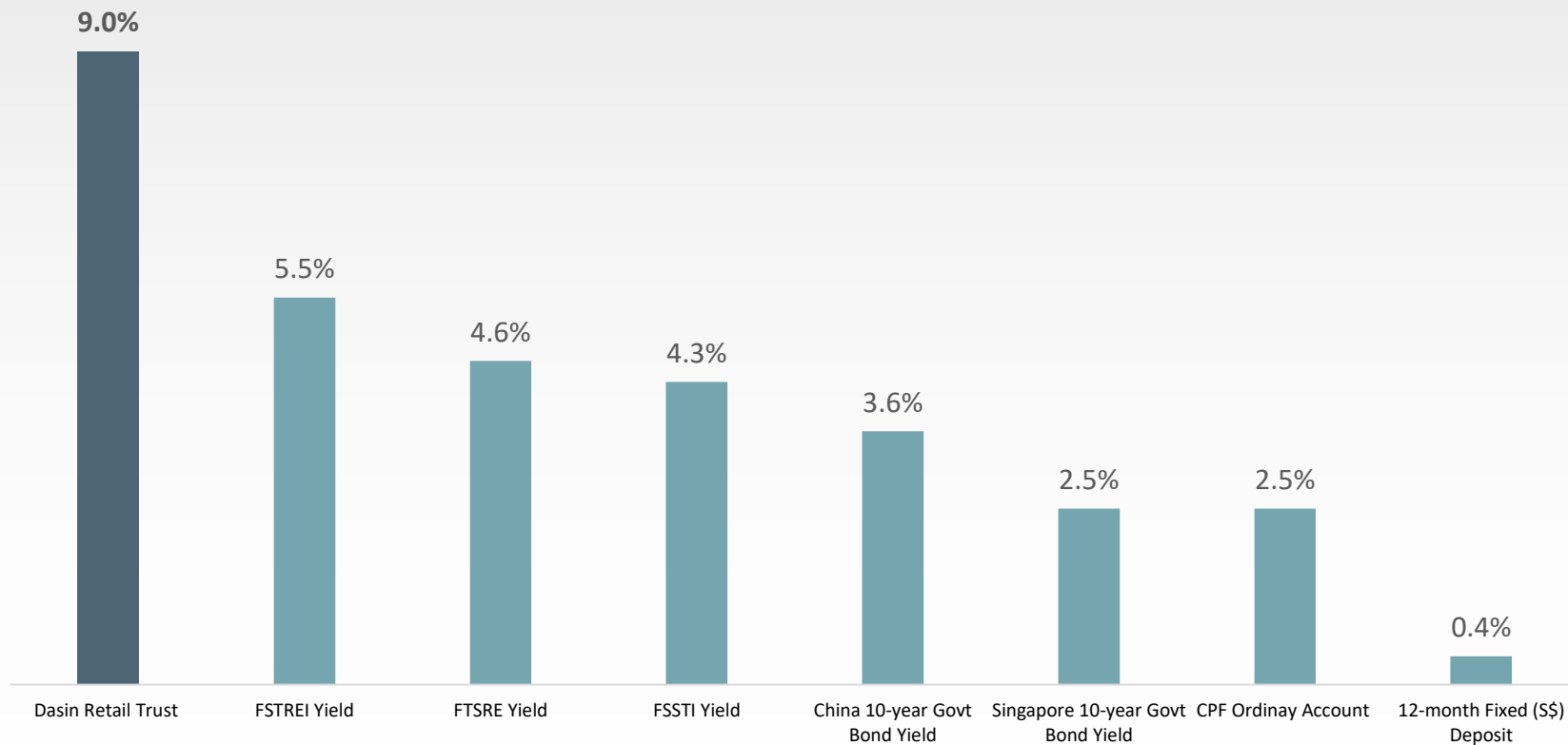
## Other Conditions



Note:

(1) The total outstanding units was 549,606,331 as at Listing Date on 20 January 2017.

# Comparative Yield



Notes: (1) Based on annualised 3Q FY2018 distribution per unit of 1.81¢ (with distribution waiver) and the offering price of S\$0.80 as at IPO.

(2) Average 12-month gross dividend yield of Straits Times REIT Index as at 30 September 2018.

(3) Average 12-month gross dividend yield of Straits Times Real Estate Index as at 30 September 2018.

(4) Average 12-month gross dividend yield of Straits Times Index stocks as at 30 September 2018.

(5) China Government 10-year bond and Singapore Government 10-year yields as at 30 September 2018.

(6) Prevailing CPF-Ordinary Account savings rate.

(7) Average 12-month S\$ fixed deposit savings rate as at 30 September 2018.



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# Portfolio Review

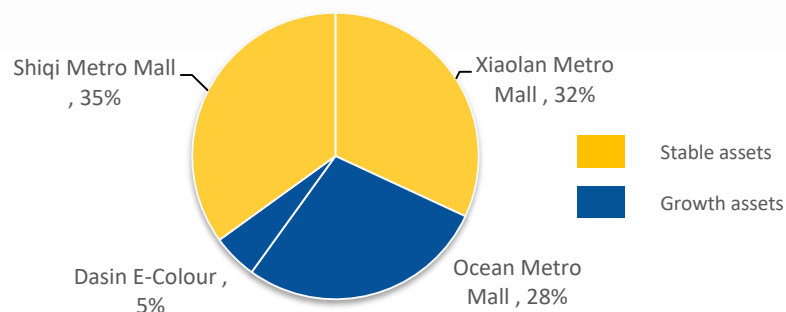
- 1 Portfolio Details as at 3Q 2018
- 2 Weighted Average Lease to Expiry
- 3 Performance of individual assets



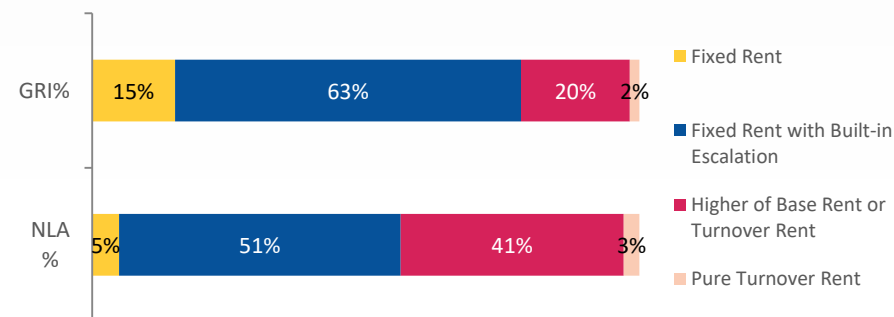
# Portfolio Details (As at 30 September 2018)

	Shiqi Metro Mall	Xiaolan Metro Mall	Ocean Metro Mall	Dasin E-Colour	Dasin Retail Trust
<b>GFA (sqm)</b>	119,682	108,690	180,338	25,857	434,567
<b>NLA (sqm)</b>	85,902	78,414	68,899	12,507	245,722
<b>Valuations<sup>(1)</sup></b>	RMB2,980m (S\$593.3m) <sup>(2)</sup>	RMB2,312.5m (S\$460.0m) <sup>(2)</sup>	RMB1,825m (S\$363.2m) <sup>(2)</sup>	RMB322m (S\$64.3m) <sup>(2)</sup>	RMB7,439.5m (S\$1,480.8m) <sup>(2)</sup>
<b>Car Park Lots</b>	545	626	1,991	-	3,162
<b>Commencement of Operations</b>	May 2004	Sep 2005	Dec 2014	May 2015	-
<b>Occupancy Rate</b>	98.7%	94.0%	99.9%	99.5%	97.6%
<b>WALE (Years) NLA /GRI</b>	4.1/2.9	6.1/4.5	9.5/5.1	3.1/2.1	6.2/3.9

**NLA by Retail Area**



**Lease Structure by NLA**



Notes:

(1) Based on independent valuations by Colliers International (Hong Kong) Limited ("Colliers") as at 30 June 2018.

(2) Based on closing RMB/SGD rate of 5.0245 as at 30 September 2018.



# Portfolio with High Occupancy and Well diversified trade mix

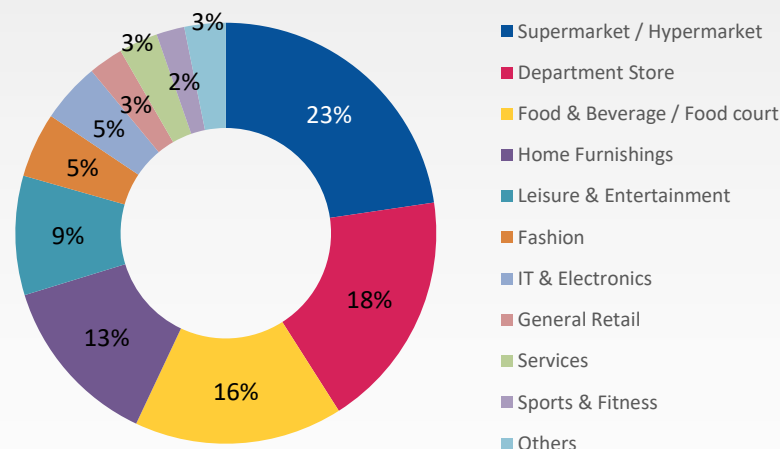


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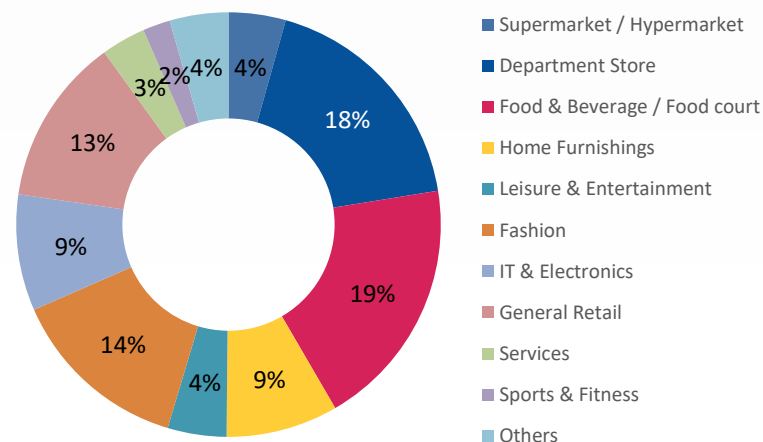


**Diversified trade mix with no trade sector accounting for more than 25% of Portfolio NLA & GRI**

**Trade Sector (By NLA)**

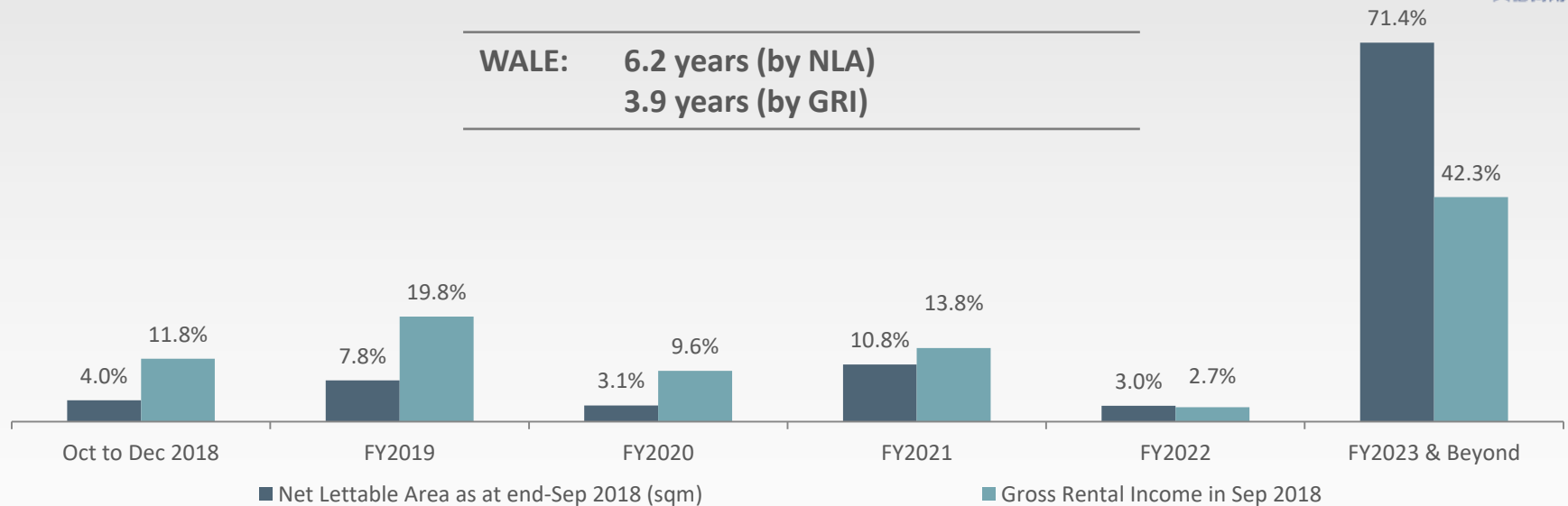


**Trade Sector (By GRI)**



# Well-spread weighted average lease to expiry (WALE)

WALE: 6.2 years (by NLA)  
3.9 years (by GRI)



As at 30 September 2018	No. of leases	Gross Rental Income	
		RMB'000	% of total
Oct to Dec 2018	131	3,050	11.8%
FY2019	185	5,103	19.8%
FY2020	80	2,470	9.6%
FY2021	49	3,569	13.8%
FY2022	12	694	2.7%
FY2023 & Beyond	66	10,906	42.3%

# Ongoing Asset Enhancement Initiative at Xiaolan Metro Mall

- Ongoing works to reconfigure ~5,967.6 sqm of space
- At Level 4, reconfigured ~1,249 sqm of space previously leased to a leisure & entertainment tenant into five new F&B offerings
- Upon completion of AEI, the mall will welcome Hai Di Lao and other well-known tenants, offering shoppers a more diverse mix of retail options

## Reconfiguration of Space to Enhance F&B Offerings



# Shiqi Metro Mall



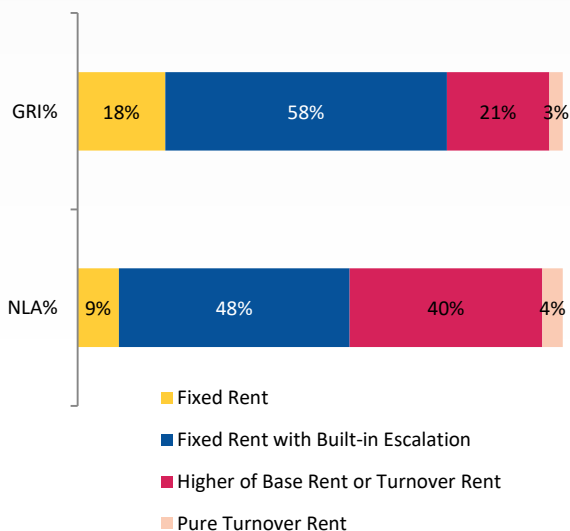
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## Property Information (As at 30 September 2018)

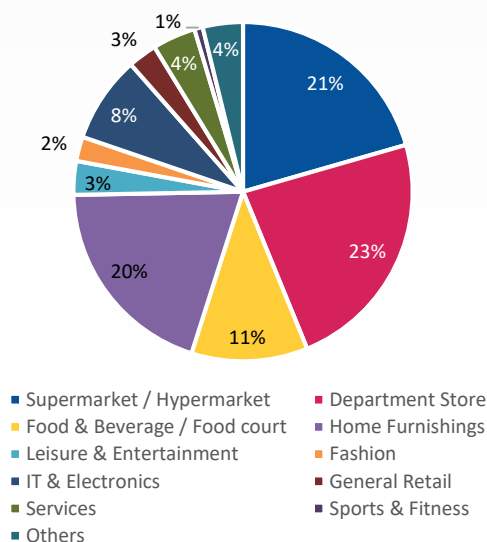
GFA (sqm)	119,682
NLA (sqm)	85,902
Valuation (\$m)	593.3
Occupancy	98.7%
WALE (NLA/GRI)	4.1/2.9 (years)
Land Lease Tenure	27 July 2041



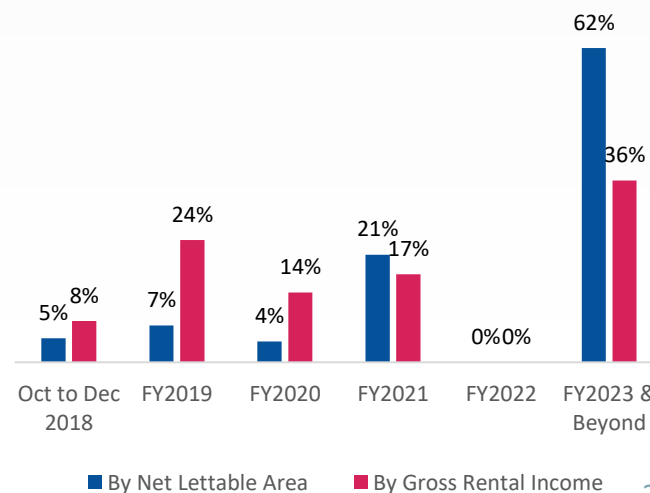
Lease Structure



Trade Mix (By NLA)



Lease Expiry Profile





# Xiaolan Metro Mall



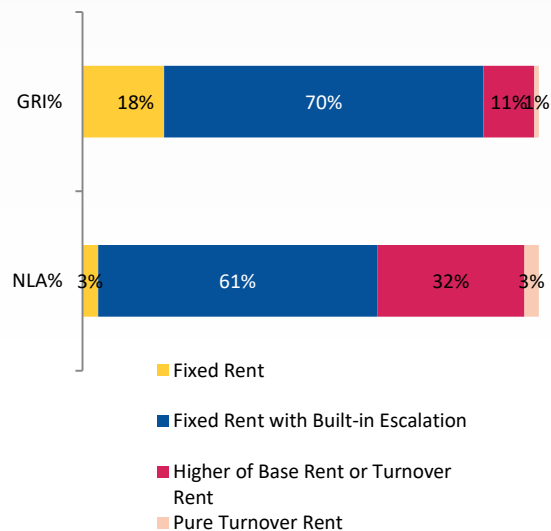
DASIN RETAIL TRUST  
大信商用信托

## Property Information (As at 30 September 2018)

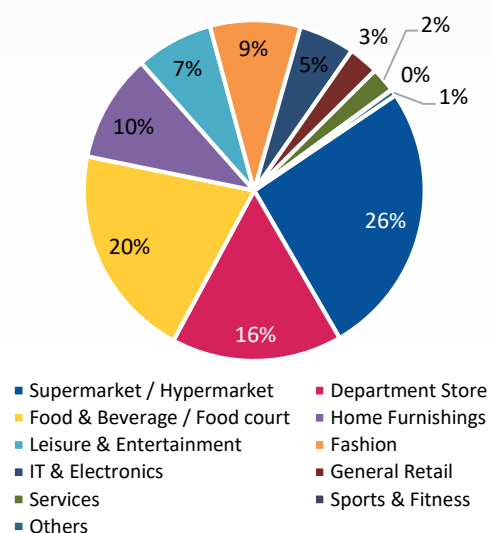
GFA (sqm)	108,690
NLA (sqm)	78,414
Valuation (\$m)	460.0
Occupancy	94.0%
WALE (NLA/GRI)	6.1/4.5 (years)
Land Lease Tenure	1 April 2043



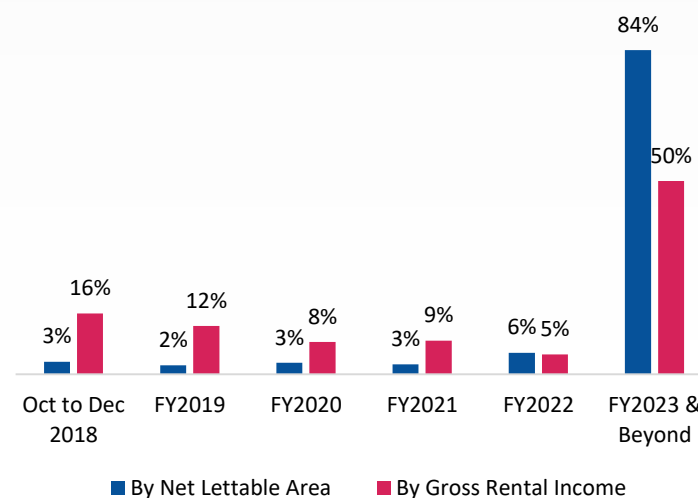
### Lease Structure



### Trade Mix (By NLA)



### Lease Expiry Profile



# Ocean Metro Mall



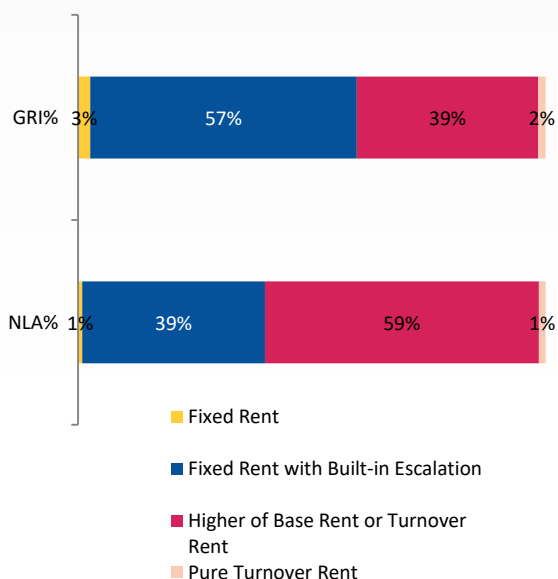
DASIN RETAIL TRUST  
大信商用信托

## Property Information (As at 30 September 2018)

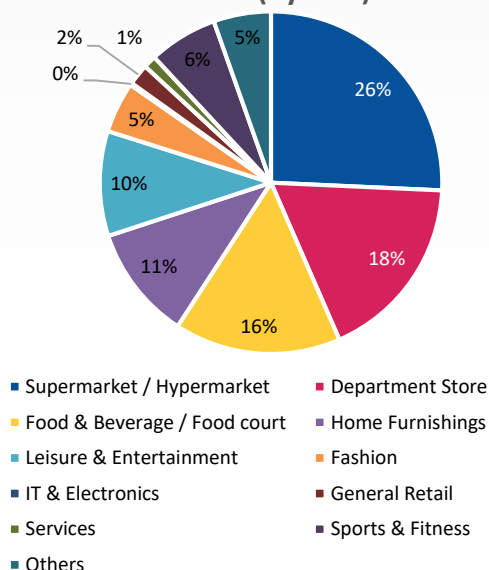
GFA (sqm)	180,338
NLA (sqm)	68,899
Valuation (\$m)	363.2
Occupancy	99.9%
WALE (NLA/GRI)	9.5/5.1 (years)
Land Lease Tenure	21 February 2046



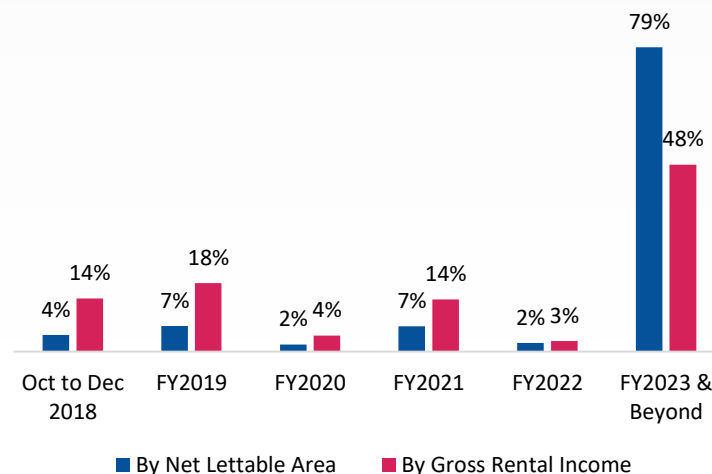
Lease Structure



Trade Mix (By NLA)



Lease Expiry Profile



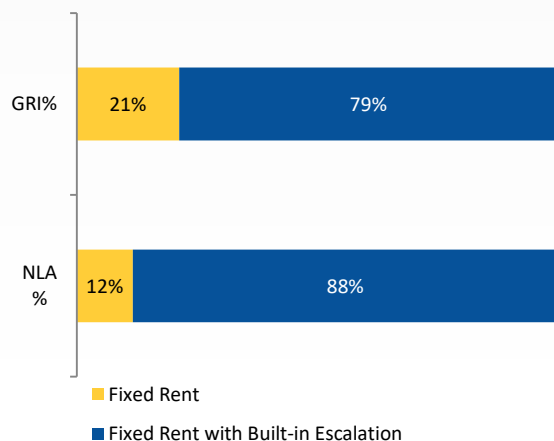
# Dasin E-Colour

## Property Information (As at 30 September 2018)

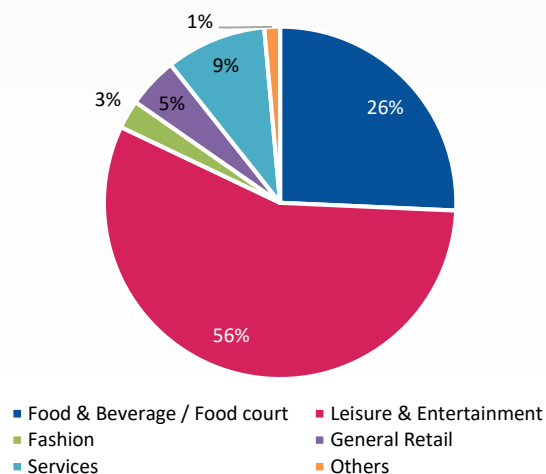
GFA (sqm)	25,857
NLA (sqm)	12,507
Valuation (S\$m)	64.3
Occupancy	99.5%
WALE (NLA/GRI)	3.1/2.1 (years)
Land Lease Tenure	28 July 2045



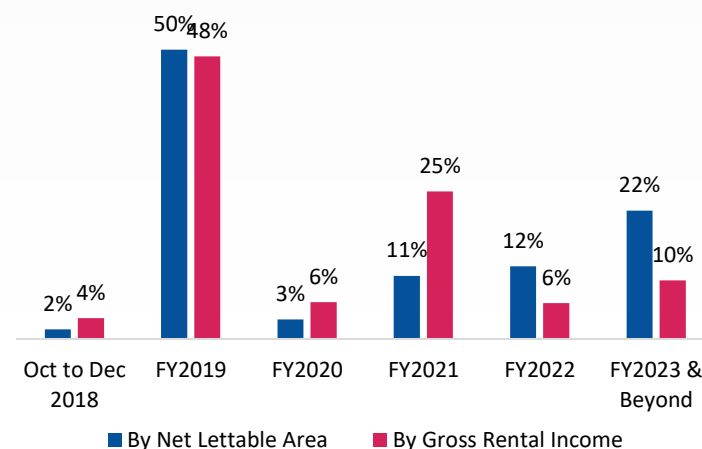
Lease Structure



Trade Mix (By NLA)



Lease Expiry Profile





# Thank you

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