

















CAPITALAND RETAIL CHINA TRUST

Extraordinary General Meeting on 22 December 2020

Proposed Acquisition of Five Business Park Properties and Balance 49% Interest in Rock Square

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- What the Proposed Acquisition Offers
- Acquisition Outlay and Funding Structure
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A Transformational Acquisition Towards Long-Term Resilience and Diversification

> Tan Tze Wooi CEO

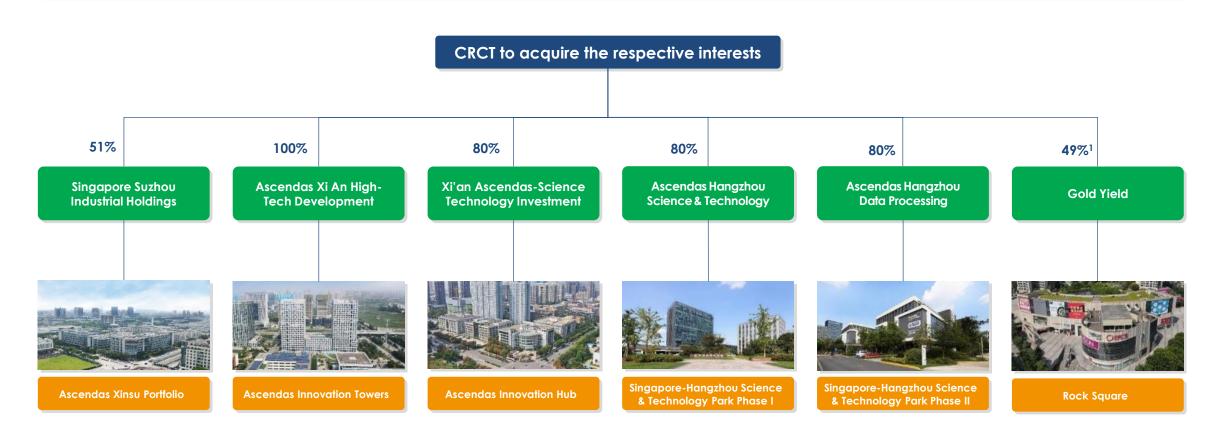
CapitaLand Retail China Trust Management Limited



Unitholders' Approval Sought



For the proposed acquisition of the respective interests in the companies which hold the Ascendas Xinsu Portfolio, Ascendas Innovation Towers, Ascendas Innovation Hub, Singapore-Hangzhou Science & Technology Park Phase I and Phase II and Rock Square, as an interested person transaction



Note:

^{1.} CRCT acquired 51% stake in Rock Square in 2018.

Transaction Summary



Proposed Acquisition

- Respective shares in the Target Companies, from the Vendors¹, which hold the Properties:
 - Ascendas Xinsu Portfolio in Suzhou (51%²)
 - o Ascendas Innovation Towers in Xi'an (100%²)
 - Ascendas Innovation Hub in Xi'an (80%²)
 - o Singapore-Hangzhou Science & Technology Park Phase I in Hangzhou (80%2)
 - o Singapore-Hangzhou Science & Technology Park Phase II in Hangzhou (80%²)
 - o Rock Square in Guangzhou (balance 49%²)

Aggregate Appraised Value³

- CBRE RMB8,234mm (approximately \$\$1,674mm)
- JLL RMB8,243mm (approximately \$\$1,676mm)

Aggregate Agreed Value

- RMB8,130mm (approximately \$\$1,653mm, based on 100% stake)
- RMB4,945mm (approximately S\$1,006mm, based on effective stake)
- Agreed Value represents c.1.3% discount and c.1.4% discount to the independent valuations of CBRE and JLL, respectively
- Implied Net Property Income ("NPI") yield of 5.8%⁴

Total Acquisition Cost

- Approximately \$\$822.4mm, comprising of:
 - o Purchase consideration of \$\$799.9mm⁵
 - Acquisition fee payable to the Manager of \$\$10.0mm
 - Estimated professional and other fees and expenses of \$\$12.5mm

Method of Financing

Notes: SGD/RMB of 4.9179 used.

• Combination of equity fund raising, perpetual securities, debt financing and internal cash resources

- 1. Vendors are either a subsidiary or are held by a fund (being Ascendas China Business Parks Fund 4) managed by a subsidiary of CapitaLand Limited ("CapitaLand").
- 2. Represents proposed percentage of shares to be acquired in the Target Companies.
- 3. Appraised valuation based on 100% basis.
- 4. Computed using aggregate annualised 1H2020 NPI of the Properties divided by the aggregate Agreed Value of the Properties on effective stake basis. Excluding the one-off rental rebate given to Rock Square's tenants in relation to COVID-19, the NPI yield would have been 6.0%.
- . Includes the provision of \$\$30.1mm entrustment loan to the company holding the Ascendas Xinsu Portfolio.



Business Park



Retail



Overview of the Properties



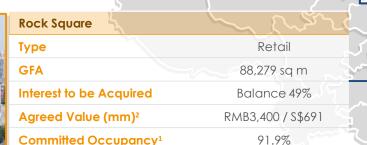
Comprises a total of 6 properties with an aggregate GFA of 852,727 sq m and committed occupancy of $91.6\%^1$.



Ascendas Innovation Towers ("AIT")		
Туре	Business Parks	
GFA	118,495 sq m	
Interest to be Acquired	100%	
Agreed Value (mm) ²	RMB759 / S\$154	
Committed Occupancy ¹	91.4%	



Ascendas Innovation Hub ("AIH")	
Туре	Business Parks
GFA	40,547 sq m
Interest to be Acquired	80%
Agreed Value (mm) ²	RMB298 / S\$61
Committed Occupancy ¹	93.1%



Ascendas Xinsu Portfolio ("Xinsu Portfolio")	
Туре	Business Parks / Industrial
GFA	373,334 sq m
Interest to be Acquired	51%
Agreed Value (mm) ²	RMB2,265 / S\$461
Committed Occupancy ¹	90.3%



Singapore-Hangzhou Science & Technology Park Phase I ("SHSTP Phase I")

Type Business Parks

GFA³ 101,811 sq m

Interest to be Acquired 80%

Agreed Value (mm)² RMB641 / \$\$130

Committed Occupancy¹ 93.0%



NPI Yield

Properties: 5.8%⁴
Business Parks: 6.8%⁵
Rock Square: 4.4%⁵

II ("SHSTP Phase II")	
Туре	Business Parks
GFA ³	130,261 sq m

Singapore-Hangzhou Science & Technology Park Phase

Interest to be Acquired 80%

Agreed Value (mm)² RMB767 / \$\$156

Committed Occupancy¹ 93.7%

Notes: SGD/RMB of 4.9179 used.

- . Committed occupancy as at 30 September 2020.
- 2. Agreed Value on 100% basis.
- 3. Excluding underground GFA.
- 4. NPI Yield for the Properties is computed based on the annualised 1H 2020 NPI and the Agreed Value of the Properties on effective stake basis.
- 5. NPI yield for Business Park Properties is computed based on the annualised 1H 2020 NPI and the Agreed Value on an effective stake basis. For Rock Square, the NPI yield excludes the one-off rental rebate in relation to COVID-19. Based on the annualised 1H 2020 NPI and Agreed Value, the NPI yield for Rock Square would be 3.9%.

Guangzhou

Xi'an

Suzhou







- 1 Strategic Addition of Highly Resilient Business Park Assets
- 2 Establishing Foothold in High-Growth Economic Zones
- 3 High Quality Business Parks Supporting the New Economy
- 4 100% Ownership in Rock Square Proven Track Record with Resilient Performance
- 5 Attractive Entry Valuation That Delivers Accretion
- 6 Significantly Enhance Portfolio's Scale, Diversification and Resilience
- 7 Leveraging on Sponsor's Strong Support, Network and Operational Expertise





Strategic Addition of Highly Resilient Business Park Assets



Business Parks – Thematically Supported By China's Economic Growth Initiatives



- Government introduced policies aimed at small and medium enterprises in business parks
- ✓ Prioritise domestic demand under 14th 5-year plan to transform towards self-sufficient economy



- Committed to investing in strategic industries that tend to be key tenants in China's business parks
- ✓ Technology and innovation is of top priority in 14th 5-year plan



- Large-scale building of transport infrastructure in Tier 2 cities have improved connectivity to major cities
- ✓ Encouraged ongoing decentralisation of economic activities to Tier 2 cities
- ✓ Global enterprises have been relocating to business parks in Tier 2 cities

Business Parks – Growing Demand Supported By Robust Industry Drivers

High-growth, innovation-based industries

Key industry drivers









Consolidating multiple functions in a single location







Provides impetus for sustained

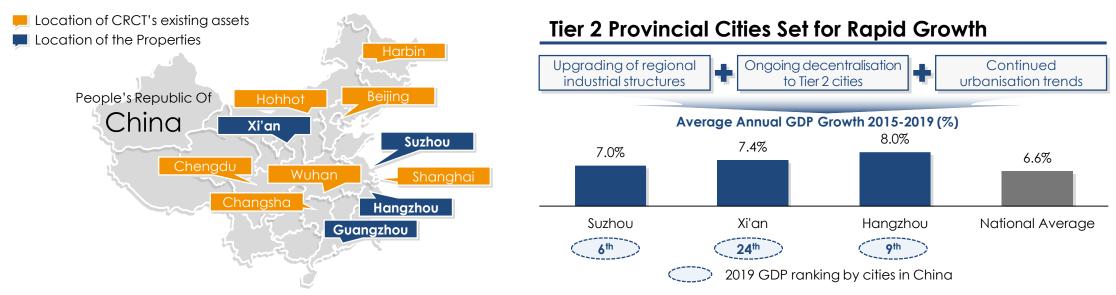
and long-term growth of

business parks



Establishing Foothold in High-Growth Economic Zones





Tier 2 Tech-Driven Provincial Cities Are Supported By Strong Economic Fundamentals

Business Park Market

Suzhou HQs for Fortune 500 Giants Suzhou Industrial Park ("SIP")

Ranked first amongst economic development zones for past four consecutive years

Xi'an

China's Silicon Valley

Xi'an High Tech Industries Development Zone

Largest business park market in terms of economic scale in Northwestern China

Hangzhou

E-Commerce Capital

Hangzhou Economic and Technological Development Area

Ranked among top ten national development zones for past three consecutive years



High Quality Business Parks Supporting the New Economy



Well-located Assets with Close Proximity to Key Transport Nodes (Minutes by Driving)

50 60 Suzhou City Centre (1km distance) Xinsu Portfolio SIP Hi-speed Railway Station X Shanghai Hongqiao International Airport Xi'an Xianyang International Airport **Ascendas** Xi'an City Centre **Innovation Towers** Xi'an Railway Station Xi'an City Centre Ascendas Xi'an Railway Station **Innovation Hub** Xi'an Xianyang International Airport Yunshui Metro Station (1km distance) Singapore-Hangzhou Science & Technology Park KHangzhou Xiaoshan International Airport Phase I & Phase II Hangzhou City Centre

Campus-style Workplace Designed For High-growth, Innovation-based Industries







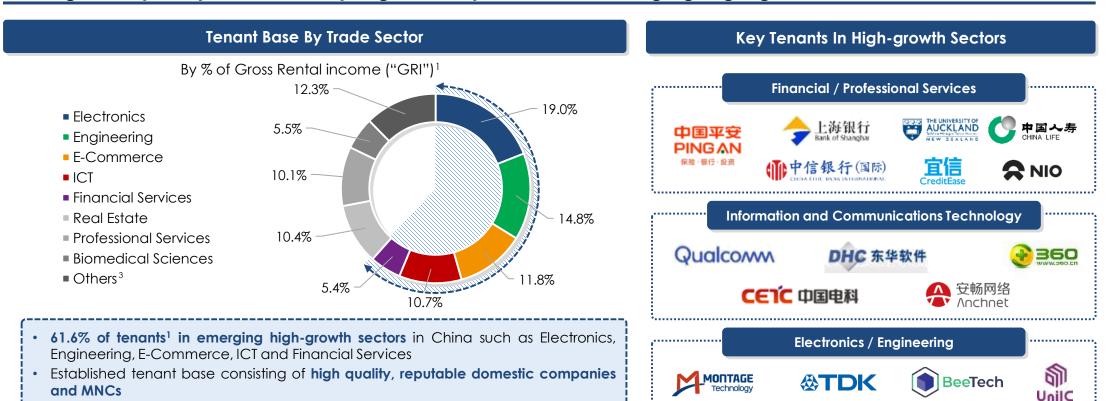




High Quality Business Parks Supporting the New Economy (Cont'd)



Strong Occupancy Anchored by High Quality Tenants in Emerging High-growth Sectors



Notes

1. Based on GRI for the month ended 31 August 2020 and on a 100% basis for Business Parks / Industrial assets of the Properties (subject to rounding difference).

Strong committed occupancy rate of 91.5%², above the market average

2. Committed occupancy of Business Park and Industrial assets as at 30 September 2020.

Strong rental rates with continuous growth

3. Others include food and beverages, logistics and supply chain management, distribution and trading, education, data centres, energy and utilities, textiles and garments, leisure and entertainment, chemical, fast-moving consumer goods, media, natural resources, government and hospitality sectors.



100% Ownership in Rock Square – Proven Track Record with Resilient Performance

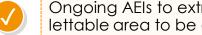


100% Ownership Will Allow CRCT To Capture the Full Upside from Asset Enhancement Initiatives ("AEIs") and Reconfiguration



- One of the largest shopping malls in the well-established Jiangnanxi retail cluster in Haizhu District of Guanazhou
- Double-digit positive rental reversions since acquisition: 26.8% in 2018, 23.0% in 2019 and 12.8% YTD September 2020
- Track record of strong performance since CRCT's 51% acquisition in 2018 and continues to demonstrate resilience post COVID-19 lockdown

AEIs:



Ongoing AEIs to extract value with >1,000 sq m of net lettable area to be added over the next 2-3 years

Expected ROI of 15% for the ongoing AEIs

Efficient reconfiguration to make way for higher yielding F&B tenants

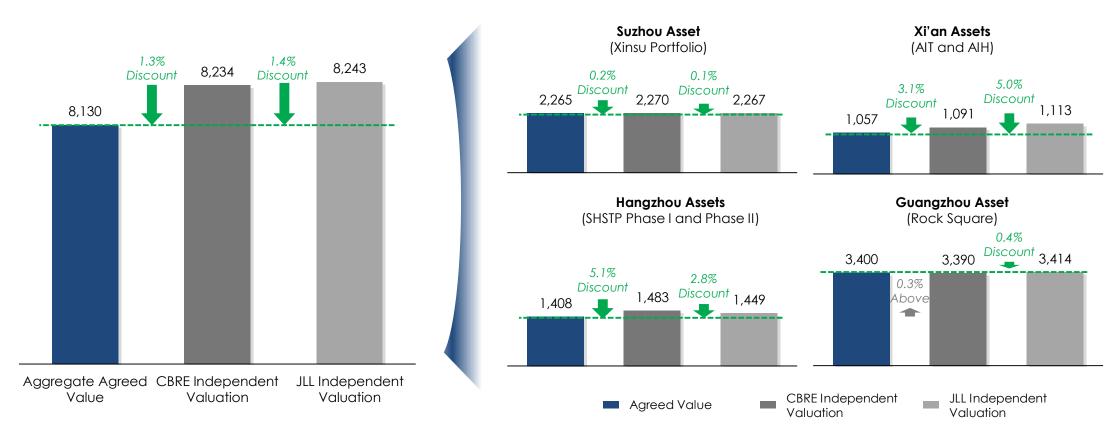
- Improve shopper circulation and area efficiency
- Enhance overall building facade



Attractive Entry Valuation That Delivers Accretion



Agreed Value Relative to Independent Valuations¹ (RMB mm)



Source: Independent Valuers.

Note:

^{1.} Agreed Value and appraised valuation on 100% basis.



Attractive Entry Valuation That **Delivers Accretion (Cont'd)**



Positive Impact On Portfolio with 4.8% Pro Forma Distribution Per Unit ("DPU") Accretion



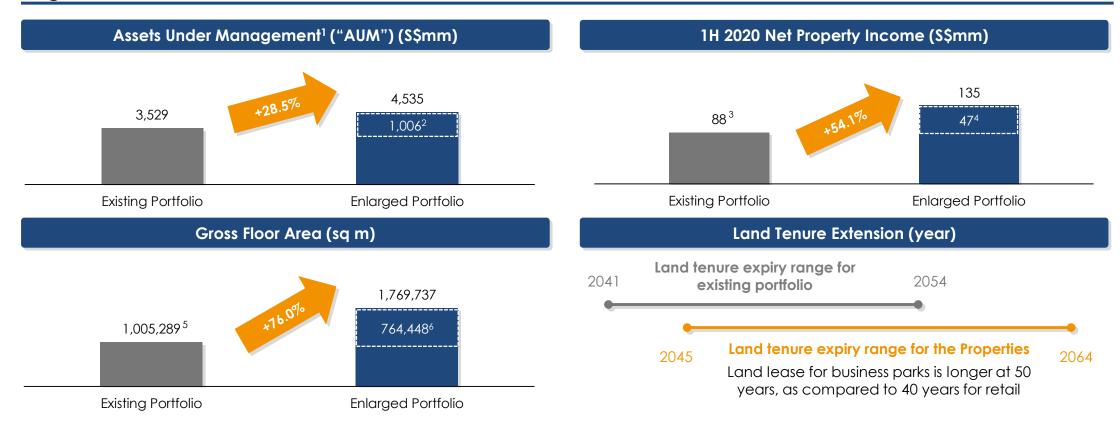
- 1. NPI yield is computed based on the annualised 1H 2020 NPI and the property valuation as at 1 November 2020 (except for 51% stake in Rock Square where the Agreed Value is used). Excludes CapitaMall Ergi as the mall was divested on 28 May 2020. FRS116 adjustments are excluded in the NPI for CapitaMall Qibao and CapitaMall Minzhongleyuan.
- 2. NPI yield is computed based on the annualised 1H 2020 NPI and the Agreed Value of the Properties on effective stake basis. Excluding the one-off rental rebate given to Rock Square's tenants in relation to COVID-19, the NPI vield would have been 6.0%.
- 3. Computed based on the illustrative average unit price of \$\$1.189.
- On a normalised basis excluding one-off rental rebate of \$\$17.9mm (net of fees and property tax savings) provided to tenants, pre-termination compensation of \$\$3.5mm received by CapitaMall Ergi and retained distributable income of \$\$1.8mm. If using the actual CRCT 1H 2020 reported numbers: (i) DPU before acquisition was 3.02 Singapore cents (ii) DPU after acquisition would be 3.43 Singapore cents (iii) DPU accretion 1/6 would be 13.6%.



Significantly Enhance Portfolio's Scale, Diversification and Resilience



Significant Increase in Size



Notes:

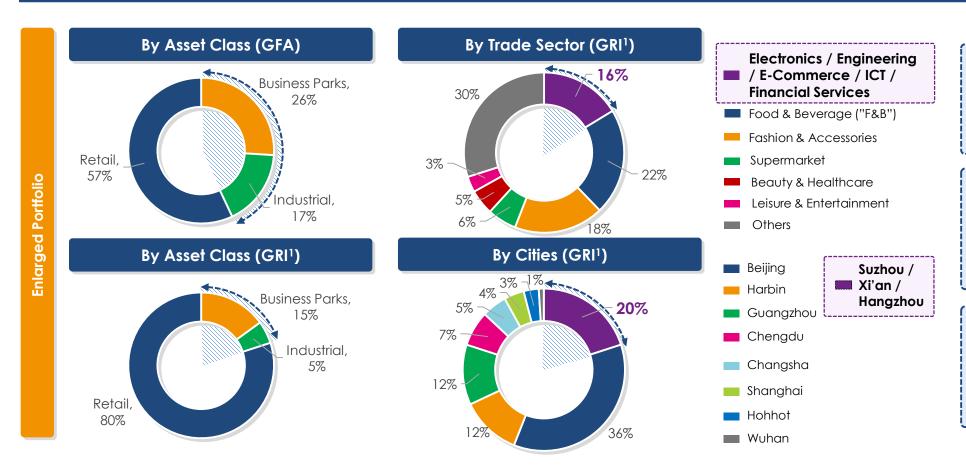
- 1. AUM for Existing Portfolio is based on the valuation as at 1 November 2020 and Agreed Price of Rock Square. AUM for the Properties are based on Agreed Value. All AUM are stated on effective stake basis.
- 2. Contribution from Business Parks, Industrials and balance 49% interest in Rock Square.
- 3. Based on the normalised 1H 2020 NPI (excluding one-off rental rebate net of fees and property tax savings) on a 100% consolidated basis.
- . Contribution from Business Parks, Industrials and Rock Square (excluding one-off rental rebate net of fees and property tax savings) on a 100% consolidated basis.
- 5. Includes 100% of Rock Square's GFA.
- 6. Contribution from Business Parks and Industrial assets.



Significantly Enhance Portfolio's Scale, Diversification and Resilience (Cont'd)



Enhanced Diversification and Exposure Offers Greater Stability Through Market Cycles and Access to Tech-Driven Business Park Cities



GRI contribution from F&B and Fashion & Accessories reduced to 40% (from 54%)

Reduced
exposure to retail,
with >40% of GFA
dedicated to
Business Parks and
Industrial assets

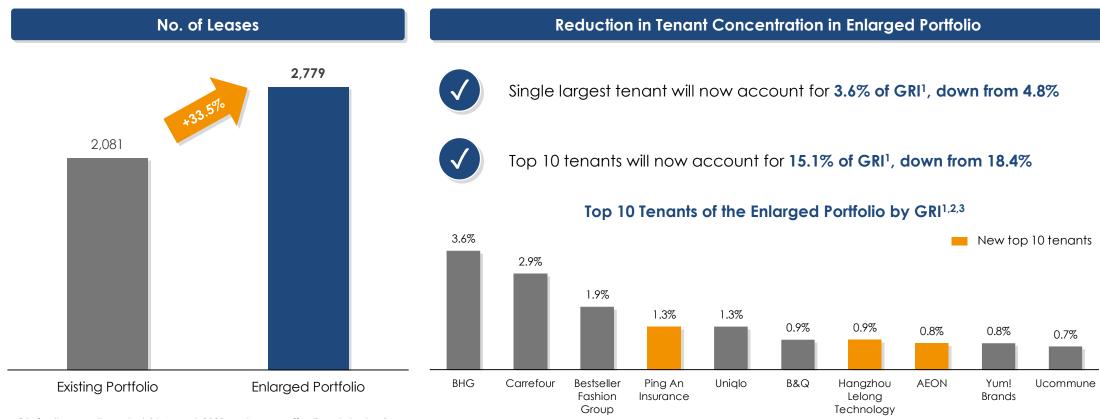
Tech-driven
Suzhou, Hangzhou
and Xi'an business
park cities
accounting for
20% of GRI¹



Significantly Enhance Portfolio's Scale, Diversification and Resilience (Cont'd)



Enlarge and Diversify CRCT's Tenant Base and Reduces Exposure to Top 10 Tenants and Single Tenant Concentration Risk



Note:

- 1. Based on GRI for the month ended 31 August 2020 and on an effective stake basis.
- 2. Includes both GRI and the gross turnover rent ("GTO") components to account for pure GTO leases.
- 3. Based on CRCT's effective interest in each property, including CRCT's 100% stake in Rock Square, 80% stake in Ascendas Innovation Hub, 80% interest in SHSTP Phase I and Phase II, and 51% stake in Ascendas Xinsu Portfolio.



Leveraging on Sponsor's Strong Support, Network and Operational Expertise



Strong Sponsor Supporting CRCT's Growth and Diversification

CapitaLand – One of Asia's Largest Diversified Real Estate Groups



- ✓ In-depth local market knowledge across China
- ✓ Professional and Efficient Property Management
- ✓ Full spectrum of real estate capabilities and resources
- CRCT to tap on the strength and depth of CapitaLand's expertise and network to enter into new asset classes
- ✓ CapitaLand's Best-in-Class Property Management Toolkit
- Community-building Initiatives To Enhance Tenant Stickiness

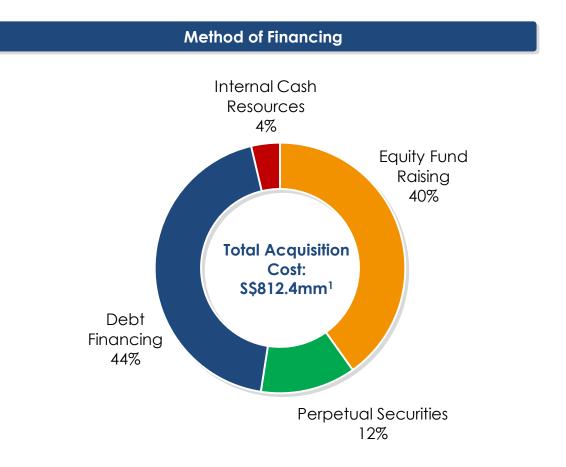
CRCT is the dedicated Singapore listed REIT for CapitaLand Group's non-lodging China Business with acquisition pipeline access to CapitaLand's China's assets



Total Acquisition Cost and Method of Financing







Note:

1. Excludes S\$10.0mm Acquisition Fee payable in units.



Recommendation by the Independent Financial Adviser ("IFA")



- Ernst & Young Corporate Finance Pte Ltd was appointed as the IFA for the Proposed Acquisition.
- The IFA is of the opinion that the <u>Acquisition is on normal commercial terms and is</u>
 not prejudicial to the interests of CRCT and its minority Unitholders.
- The IFA advises the Independent Directors and the Audit Committee to recommend Unitholders to vote in favour of the Acquisition at the EGM.



Recommendation by the Independent Directors and the Audit Committee



- Based on the opinion of the IFA, the Independent Directors and the Audit Committee¹ believe that the <u>Acquisition is on normal commercial terms and would not be prejudicial to the interests of CRCT and its minority Unitholders.</u>
- Accordingly, the Independent Directors and the Audit Committee¹ recommend
 that Unitholders vote at the EGM in favour of resolution to approve the Acquisition.



Note:

^{1.} Excluding Mr Lim Cho Pin Andrew Geoffrey who has abstained as he is concurrently an officer of CapitaLand.



CRCT Growing From Strength To Strength



Future Growth Phase

Multi-asset China-focused REIT Platform







5 High Quality Business Parks

CRCT's first foray into Business Parks in Suzhou, Xi'an and Hangzhou









Acquisition of balance 49% interest in Rock Square

Fully capture core asset's

Divestment of CapitaMall Ergi

Non-core master-leased mall

2018

Acquisition of 51% of Rock Square CRCT's first retail mall in Guangzhou



2019



Divestment of CapitaMall Anzhen Mature master-leased mall



















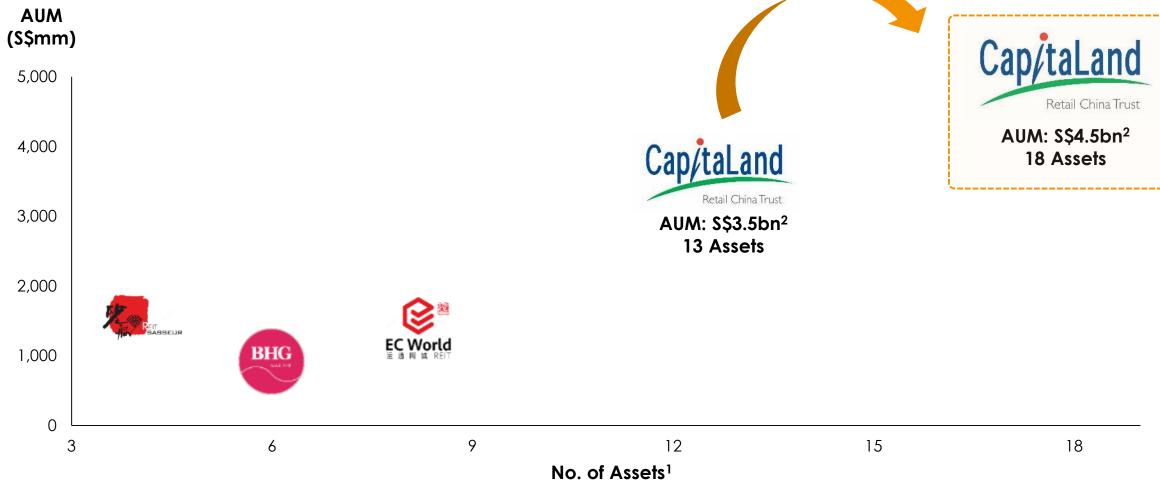
Acquisition of CapitaMall Xuefu, CapitaMall Aidemengdun and CapitaMall Yuhuating CRCT's first retail assets in Changsha and Harbin

Bundle deal to divest CapitaMall Saihan and acquire Yuquan Mall Strategic mall to capture growing market in **Hohhot**

Divestment of CapitaMall Wuhu Non-core mall

Previous Acquisitions / Divestments **Proposed Acquisitions Future Growth Phase** Strengthening Position As The Largest China Focused S-REIT





Source: Company filings.

^{1.} As at 30 September 2020 unless otherwise stated.

^{2.} AUM for Existing Portfolio is based on the valuation as at 1 November 2020 and Agreed Price of Rock Square, and AUM for the Properties are based on Agreed Value. All AUM are stated on effective stake basis.

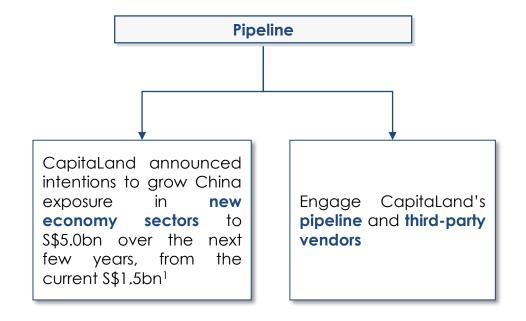
Future Growth Phase



Singapore's Largest China-focused REIT

CRCT plans to reinforce its leading position as **Singapore's largest China-focused REIT** with a long-term target portfolio mix of **40%** in integrated developments, **30%** in retail and **30%** in new economy sectors (business parks, logistics and data centres etc)

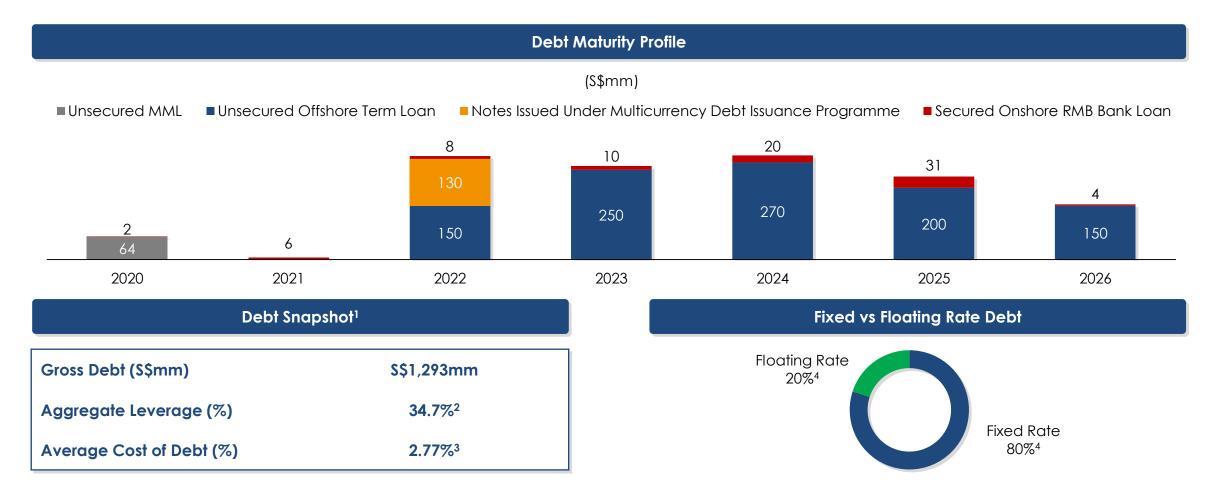
Asset Classes Retail Integrated Developments Commercial Logistics Industrial **Business Park New Economy Data Centres**





Well Distributed Debt Maturity Profile with Proactive Capital Management





Notes: As at 30 September 2020.

- 1. All key financial indicators exclude the effect of FRS 116 Leases.
- .. Based on total borrowings over the deposited properties in accordance to Property Funds Appendix (includes CRCT's proportionate share of its Joint Venture's borrowing and deposited property).
- 3. Ratio of the consolidated YTD 2020 interest expense reflected over weighted average borrowings on balance sheet.
- 4. Excludes MML which were intended to be short term as well as RMB denominated loan.

Overview of Xinsu Portfolio





Source: Independent Market Research Report. Notes:

- 1. As at 30 September 2020.
- 2. As at 31 August 2020.

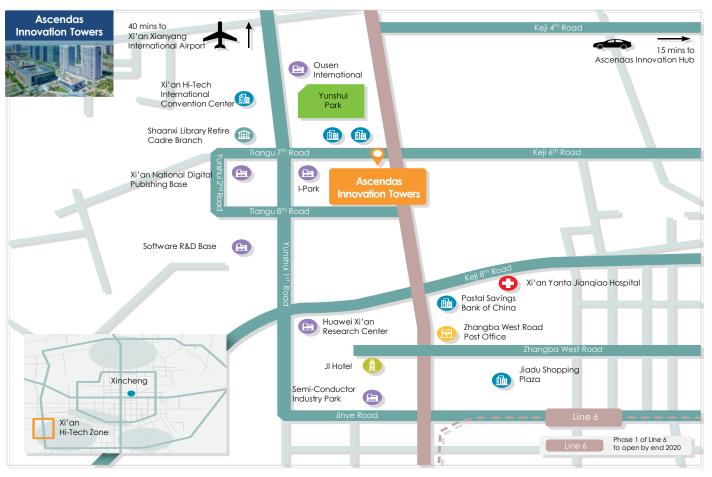
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Cap/taLand

Overview of Ascendas Innovation Towers



Ascendas Innovation Tower



Source: Independent Market Research Report. Notes:

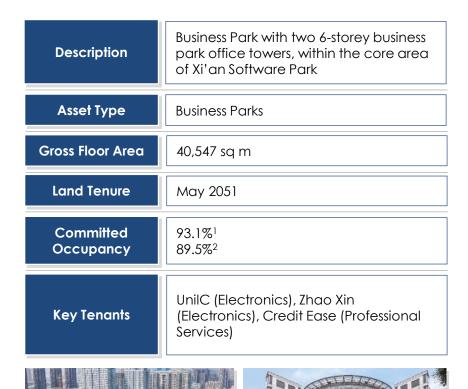
- 1. As at 30 September 2020.
- 2. As at 31 August 2020.

Ascendas Innovation Towers

Overview of Ascendas Innovation Hub



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Source: Independent Market Research Report.

- As at 30 September 2020.

Overview of Singapore-Hangzhou Science & Technology Park Phase I and Phase II











Source: Independent Market Research Report. Notes:

- 1. As at 30 September 2020.
- 2. As at 31 August 2020.

Overview of Rock Square



Description

One of the largest mall in Jiangnanxi, an established retail cluster located in Guangzhou's Haizhu District

Retail

Gross Floor Area

88,279 sq m

Land Tenure

October 2045

Committed Occupancy

91.9%¹
93.8%²

AEON (Supermarket), 广州华影企业形象

& Entertainment)





策划有限公司 (Leisure & Entertainment),

深圳市乐的文化有限公司广州分店 (Leisure



Source: Independent Market Research Report. Notes:

- 1. As at 30 September 2020.
- 2. As at 31 August 2020.

Key Tenants



Thank you

