















# **CAPITALAND MALL TRUST**

Extraordinary General Meeting 29 September 2020

## Important notice



NOT FOR RELEASE, PUBLICATION OR DISTRIBUTION, IN WHOLE OR IN PART, IN, INTO OR FROM ANY JURISDICTION WHERE TO DO SO WOULD CONSTITUTE A VIOLATION OF THE RELEVANT LAWS OF THAT JURISDICTION.

THIS PRESENTATION SHALL NOT CONSTITUTE AN OFFER TO SELL OR A SOLICITATION OF AN OFFER TO BUY SECURITIES IN ANY JURISDICTION, INCLUDING IN THE UNITED STATES OR ELSEWHERE.

This presentation is qualified in its entirety by, and should be read in conjunction with, the full text of the circular issued by CapitaLand Mall Trust ("CMT") to its unitholders on 4 September 2020 (the "Circular"). A copy of the Circular is available on CMT's website at https://cmt.listedcompany.com/agm\_egm.html and is also available on the SGX website at https://www.sgx.com/securities/company-announcements. In the event of any inconsistency or conflict between the Circular and the information contained in this presentation, the Circular shall prevail. All capitalised terms not defined in this presentation shall have the meanings ascribed to them in the Circular.

This presentation is for information purposes only and does not have regard to your specific investment objectives, financial situation or your particular needs. Any information in this presentation is not to be construed as investment or financial advice and does not constitute an invitation, offer or solicitation of any offer to acquire, purchase or subscribe for units in CMT ("CMT Units"). The value of CMT Units and the income derived from them, if any, may fall or rise. The CMT Units are not obligations of, deposits in, or guaranteed by, CapitaLand Mall Trust Management Limited (the manager of CMT) (the "CMT Manager"), HSBC Institutional Trust Services (Singapore) Limited (as trustee of CMT) (the "CMT Trustee") or any of their respective related corporations or affiliates. An investment in the CMT Units is subject to investment risks, including the possible loss of the principal amount invested.

The past performance of CMT and the CMT Manager is not necessarily indicative of the future performance of CMT and the CMT Manager.

Certain statements in this presentation may constitute "forward-looking statements", including forward-looking financial information. Such forward-looking statements and financial information involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of CMT or the CMT 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 are based on numerous assumptions regarding the CMT Manager's present and future business strategies and the environment in which CMT or the CMT Manager will operate in the future. Actual future performance, outcomes and results may differ materially from these forward-looking statements and financial information. Because these statements and financial information reflect the CMT Manager's current views concerning future events, these statements and financial information necessarily involve risks, uncertainties and assumptions. These forward-looking statements speak only as at the date of this presentation. No assurance can be given that future events will occur, that projections will be achieved, or that assumptions are correct.

Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from similar developments, shifts in expected levels of property rental income, changes in operating expenses (including employee wages, benefits and training costs), property expenses and governmental and public policy changes. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the CMT Manager's current view of future events. None of CMT, the CMT Trustee, the CMT Manager and the financial advisers of the CMT Manager undertakes any obligation to update publicly or revise any forward-looking statements.

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, publically 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 CMT Manager has taken reasonable steps to ensure that the information is extracted accurately and in its proper context, the CMT Manager has not independently verified any of the data from third party sources or ascertained the underlying economic assumptions relied upon therein.

Investors have no right to request the CMT Manager to redeem or purchase their CMT Units for so long as the CMT Units are listed on Singapore Exchange Securities Trading Limited ("SGX-ST"). It is intended that holders of CMT Units may only deal in their CMT Units through trading on SGX-ST. Listing of the CMT Units on SGX-ST does not guarantee a liquid market for the CMT Units.

The information and opinions contained in this presentation are subject to change without notice.

The directors of the CMT Manager<sup>(1)</sup> (including those who may have delegated detailed supervision of this presentation) have taken all reasonable care to ensure that the facts stated and opinions expressed in this presentation which relate to CMT and/or the CMT Manager (excluding those relating to CCT and/or CapitaLand Commercial Trust Management Limited, the manager of CCT (the "CCT Manager")) are fair and accurate and that there are no other material facts not contained in this presentation the omission of which would make any statement in this presentation misleading. The directors of the CMT Manager jointly and severally accept responsibility accordingly.

Where any information has been extracted or reproduced from published or otherwise publicly available sources or obtained from CCT and/or the CCT Manager, the sole responsibility of the directors of the CMT Manager has been to ensure through reasonable enquiries that such information is accurately extracted from such sources or, as the case may be, reflected or reproduced in this presentation. The directors of the CMT Manager do not accept any responsibility for any information relating to CCT and/or the CCT Manager.

This presentation has not been reviewed by the Monetary Authority of Singapore.

Note:

For the purposes of the responsibility statement on this slide, all references to the directors of the CMT Manager shall exclude Mr Gay Chee Cheong, who is currently on a leave of absence.

### Contents



- Transaction overview
- COVID-19 impact assessment
- Key benefits of the Merger
- Indicative timetable



### A Merger of equals: A proactive response to the changing Cap/taland Singapore real estate landscape









The Merger rationale remains valid and has been reinforced by the impact of COVID-19



Singapore retail and office sectors

continue to evolve and

remain relevant



Trend towards decentralisation, mixed-use precincts and integrated developments

expected to accelerate post-COVID-19

### CapitaLand Integrated Commercial Trust



Creation of one of the largest REITs in Asia Pacific

24 Properties<sup>(1)</sup>

~3.300 **Tenants** 

10.4 million sq ft Net Lettable Area<sup>(2)</sup>

S\$1.0 billion Net Property Income<sup>(3)</sup>

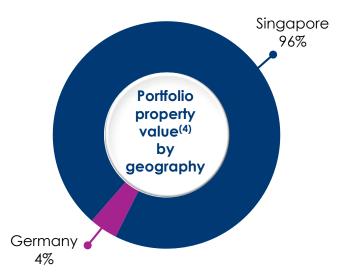
S\$22.4 billion Portfolio Property Value<sup>(4)</sup>

96.3% Committed Occupancy<sup>(5)</sup>

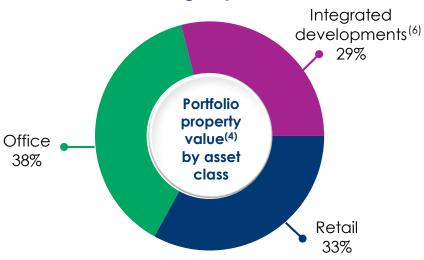
Largest proxy for Singapore's commercial real estate market with strategically-located prime assets

Value creation underpinned by leadership, resilience and growth Leverage synergies and capitalise on growth potential post-COVID-19

#### **Predominantly Singapore focused**



#### Balanced portfolio, offering greater stability through cycles



#### Notes:

- The Merged Entity will own 100.0% of Raffles City Singapore.
  - Based on total the NLA (100.0% interest) including retail, office and warehouse; and excluding hotels & convention centre and CapitaSpring as at 30 June 2020.
- (2) (3) Based on the combined NPI of the CMT Group and the CCT Group for LTM June 2020, including pro rata contribution from joint ventures, and Bugis Village up to 31 March 2020 (which was the expiry date of CCT's one-year lease with the State to manage Bugis Village).
- (4) S\$22.4 billion portfolio property value based on desktop valuation, including proportionate interests of joint ventures, as at 30 June 2020. The conversion rate used for the 30 June 2020 valuations was EUR 1 = S\$1.544.
- Based on the combined committed NLA of the CMT Group (retail only), the CCT Group and proportionate interests of joint ventures as at 30 June 2020.
- Integrated developments include Raffles City Singapore, Plaza Singapura, The Atrium@Orchard, Funan and CapitaSpring.

### Investment focus and structure of the Merged Entity

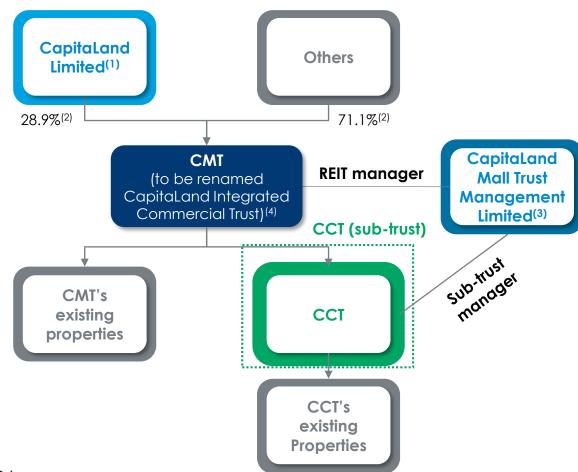


#### Investment focus

Income producing assets



### **Structure of the Merged Entity**



Notes: Simplified group structure for illustration only. Assuming completion of the Merger and the Trust Scheme.

- (1) Through its wholly owned subsidiaries including CMTML and CCTML.
- (2) Illustrative pro forma unitholding structure based on latest available information as at the Latest Practicable Date.
- (3) Wholly owned subsidiary of CapitaLand Limited.
  - As mentioned in paragraph 10.1.4 of the CMT Circular, it is intended that CCT shall transfer to CMT all the units held by CCT in Glory Office Trust (which holds CCT's 45.0% interest in CapitaSpring), MSO Trust (which holds CCT's 100.0% interest in CapitaGreen) and RCS Trust (which holds CCT's 60.0% interest in Raffles City Singapore), such that the units of each of these trusts previously held by CCT would be directly held by CMT. Please refer to Schedule 1, Part 2 of the CMT Circular for further details on the CCT Properties.





### Singapore retail and office remain relevant and essential

Singapore

retail and

office

landscape

SHOP

• OPEN

Singapore retail real estate remains essential amidst evolving customer preferences

Singapore office is here to stay as workspace solutions evolve

Singapore shopping mall culture will continue to remain deeply entrenched

Decentralising commercial activities to promote the work-live-play lifestyle in identified growth clusters

**Steady recovery** in shopper traffic and retail sales

Singapore CBD will continue to play a central role in future of office

Companies may adopt a hybrid of alternative workspace solutions

Critical to provide differentiation in services, amenities, technology and offerings



## A transformative merger of equals creating a larger, more CapitaLand diversified REIT

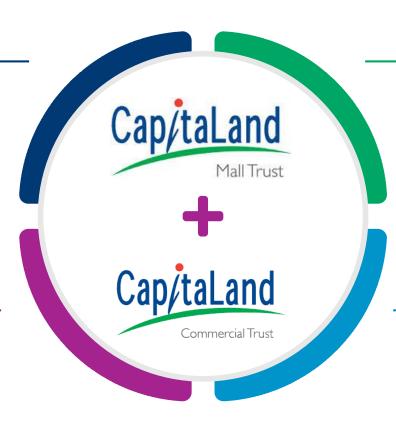


### Leadership

Best-in-class portfolio supported by a stronger and more efficient platform

Growth

Greater optionality for growth with broader focus and larger capacity for investment



Resilience

Enhanced resilience and stability through market cycles

Accretion

DPU and NAV per unit accretive to CMT Unitholders(1)

### CapitaLand Integrated Commercial Trust



Largest proxy for Singapore commercial real estate





#### **Organic Growth**

Capitalising on rental market cycles and opportunities across the combined platform



### **AEIs** and Redevelopment

Unlocking value through larger scale AEIs and redevelopment





commitment

#### **Acquisition**

Capitalising on combined domain expertise and a resilient portfolio



#### **Portfolio Reconstitution**

Building on established track record of value creation through portfolio reconstitution



#### **Prudent Cost and Capital Management**

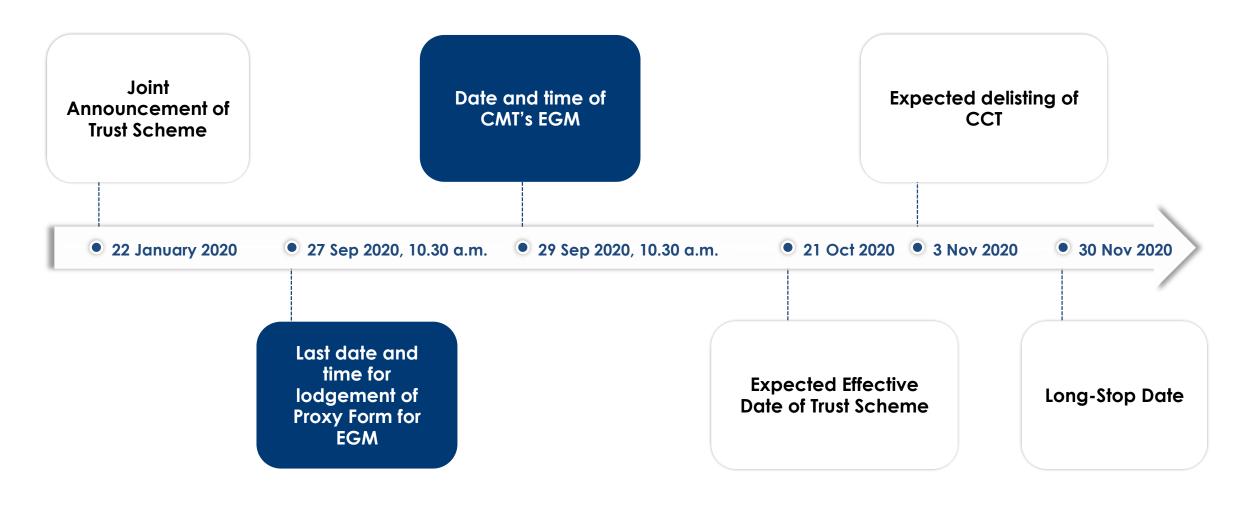
**Employing disciplined** cost, capital financing and hedging strategies

Note: (1)



### Indicative timetable





The timeline above is indicative only and subject to change. For the events listed above which are described as "expected", please refer to future SGXNET announcement(s) by the CMT Manager for the exact dates of these events.

Note:

















This presentation is qualified in its entirety by, and should be read in conjunction with, the full text of the circular issued by CapitaLand Mall Trust to its unitholders on 4 September 2020.

# Thank you

For enquiries, please contact: Ms Lo Mun Wah, Vice President, Investor Relations Direct: (65) 6713 3667 Email: lo.munwah@capitaland.com

CapitaLand Mall Trust Management Limited (www.cmt.com.sg)

168 Robinson Road, #30-01 Capital Tower, Singapore 068912

Tel: (65) 6713 2888 Fax: (65) 6713 2999

or

J.P. Morgan (S.E.A) Limited, Investment Banking, Direct: (65) 6882 8139