

# 2023 Annual General Meeting

19 April 2023, 2.30 p.m.

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# FY 2022 Highlights

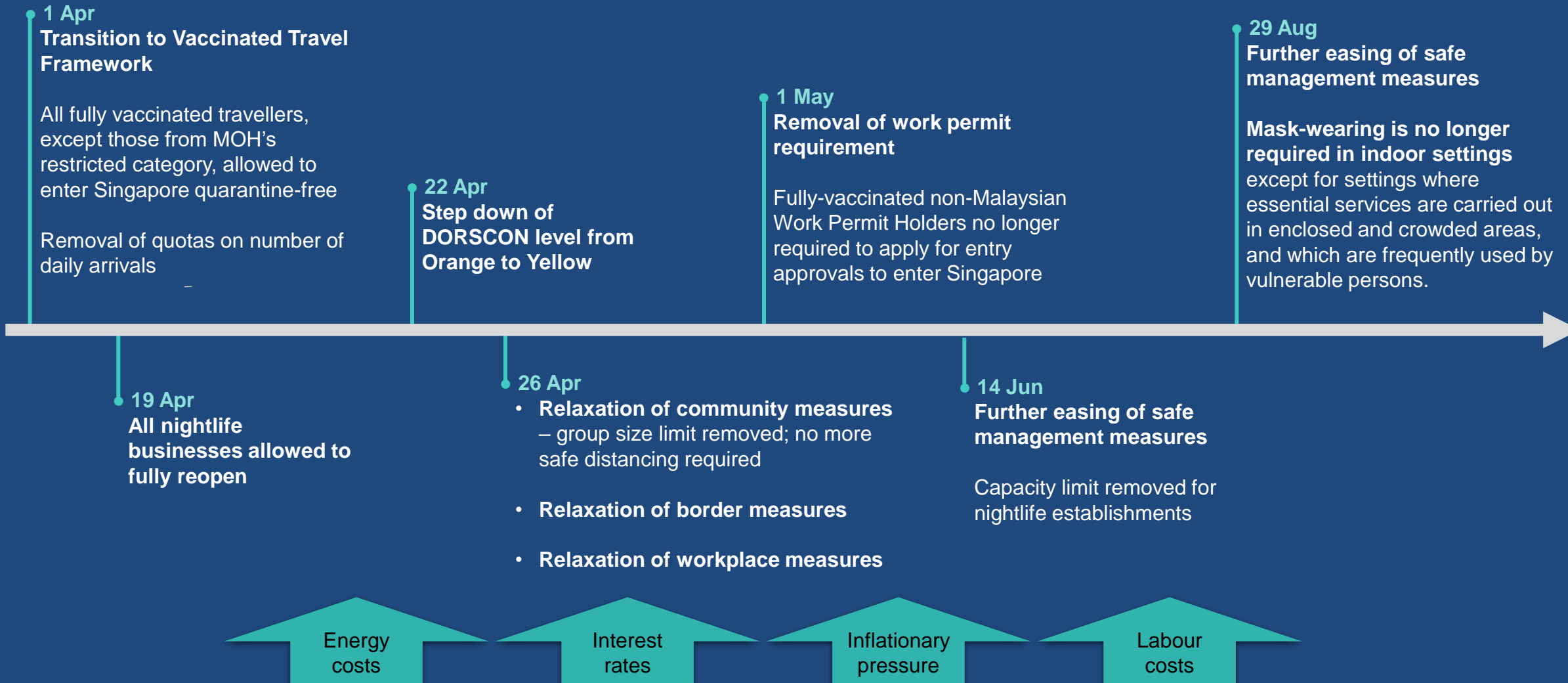
# CICT 2022 Milestones



## PORTFOLIO RECONSTITUTION

Note: The divestments and acquisitions are based on their respective completion dates.

# Singapore's Easing Safe Management Measures from April 2022



Source: CBRE Research and Ministry of Health, Singapore

# Higher Year-on-Year Financial Results for FY 2022

Contributions from completed acquisitions, higher gross rental income and gross turnover boosted NPI, partially offset by higher operating expenses largely from the completed acquisitions and utilities

Gross Revenue

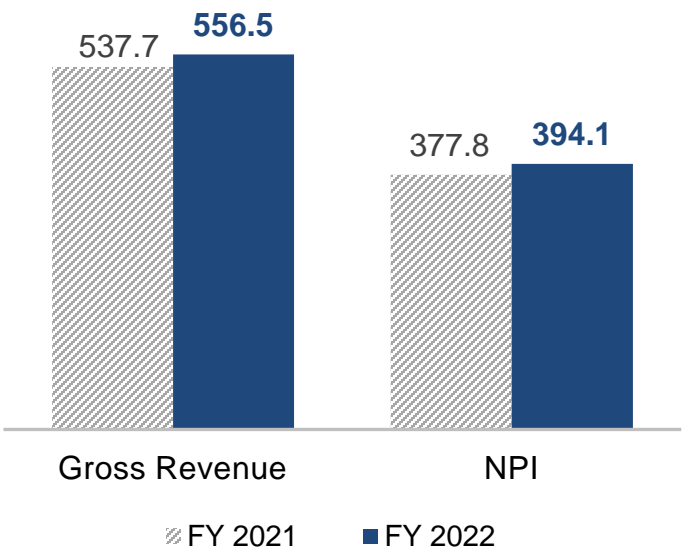
FY 2022  
**S\$1,441.7M** ▲ Y-o-Y  
**10.5%**

Net Property Income

FY 2022  
**S\$1,043.3M** ▲ Y-o-Y  
**9.7%**

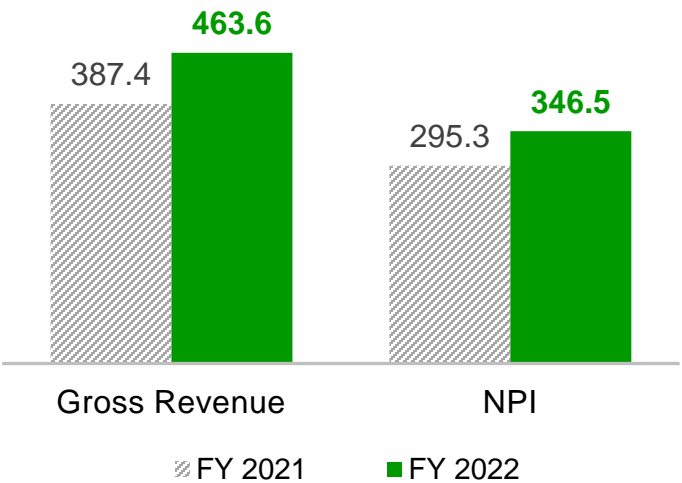
## Retail Portfolio

(S\$ m)



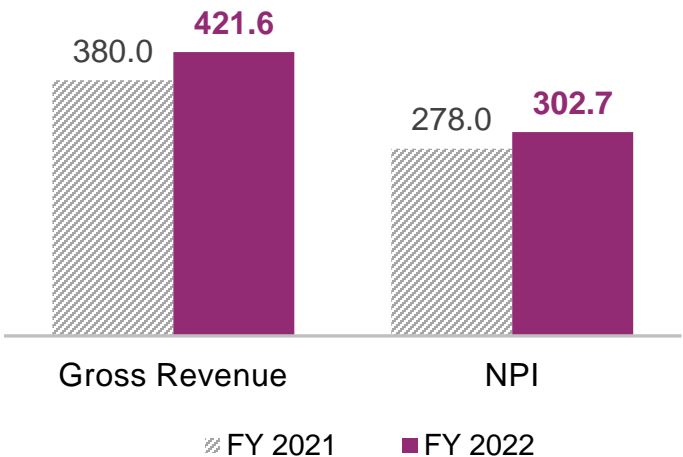
## Office Portfolio

(S\$ m)



## Integrated Development Portfolio

(S\$ m)

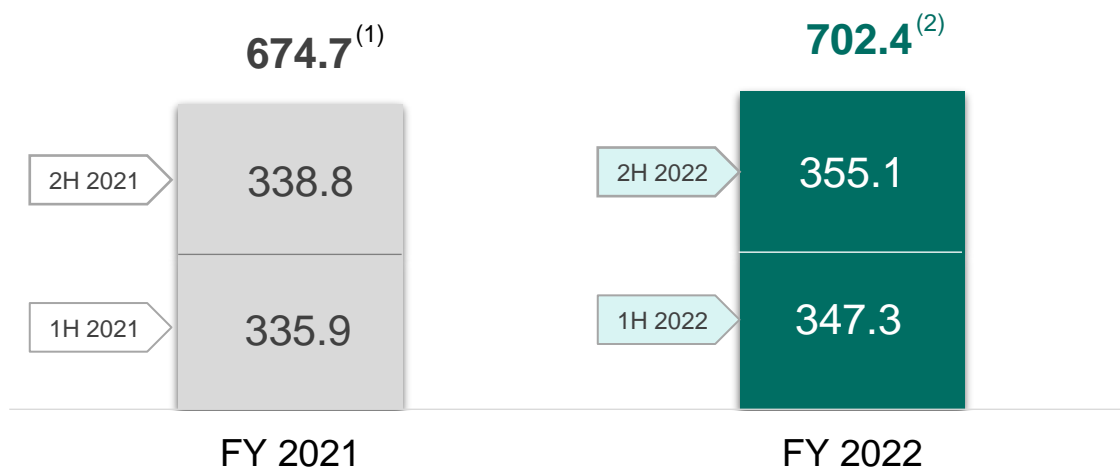


# Delivered Stable Distribution for FY 2022

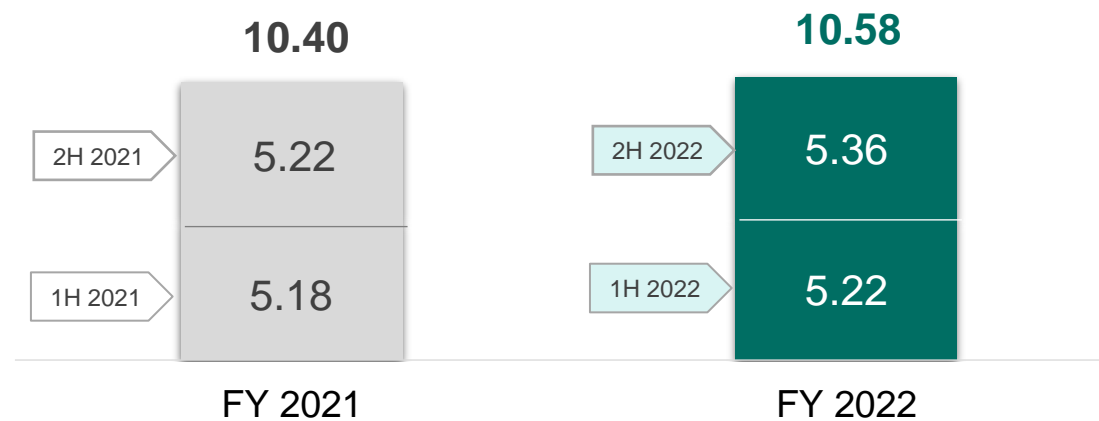
<b>Distributable Income</b>	<b>FY 2022</b> <b>S\$702.4M</b>	<b>Y-o-Y</b> <b>▲ 4.1%</b>
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<b>Distribution per Unit</b>	<b>FY 2022</b> <b>10.58 cents</b>	<b>Y-o-Y</b> <b>▲ 1.7%</b>
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**Distributable Income (S\$ million)**



**DPU (cents)**

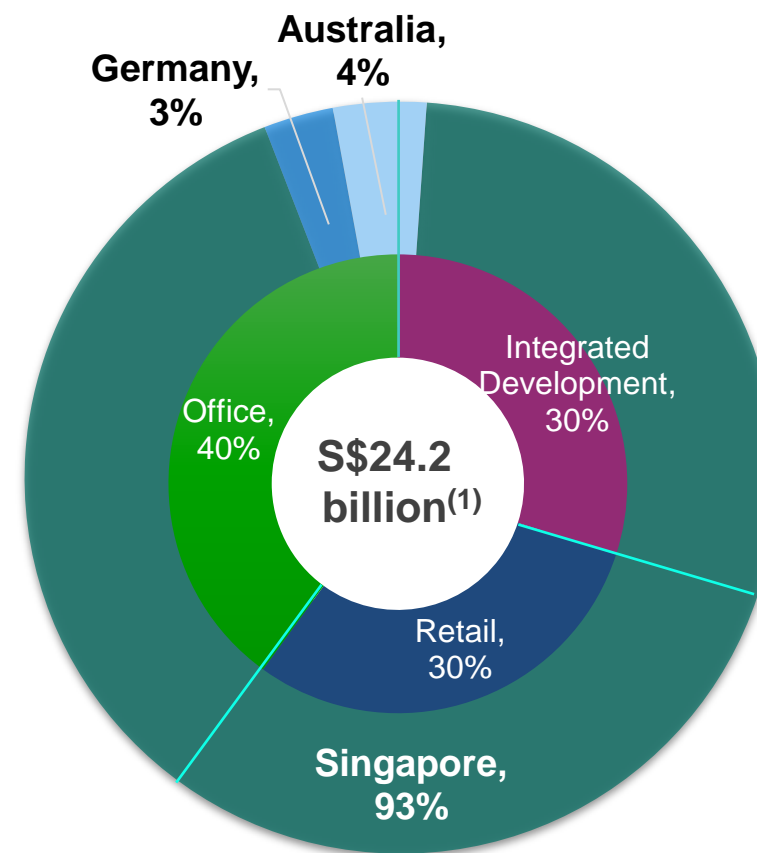
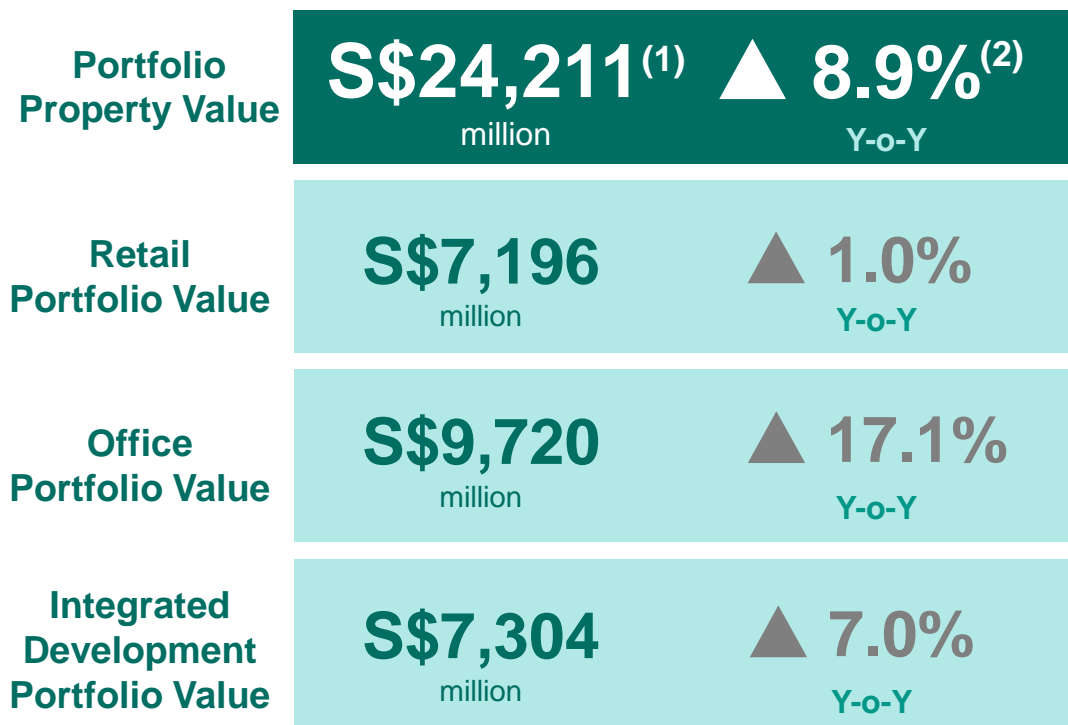


**Notes:**

- (1) For FY 2021, S\$12.7 million comprising S\$10.0 million and S\$2.7 million received from CLCT and Sentral REIT respectively were retained for general corporate and working capital purposes. For 1H 2021, S\$2.2 million was retained comprising S\$0.8 million from CLCT and S\$1.4 million from Sentral REIT. For 2H 2021, S\$10.5 million comprising S\$9.2 million and S\$1.3 million received from CLCT and Sentral REIT respectively were retained for general corporate and working capital purposes.
- (2) For FY 2022, S\$10.6 million comprising S\$7.9 million and S\$2.7 million received from CapitaLand China Trust (CLCT) and Sentral REIT respectively were retained for general corporate and working capital purposes. For 1H 2022, S\$3.9 million was retained comprising S\$2.4 million from CLCT and S\$1.5 million from Sentral REIT. For 2H 2022, S\$6.7 million was retained comprising S\$5.5 million from CLCT and S\$1.2 million from Sentral REIT.



# 31 Dec 2022 Valuation Driven by Improving Market Condition and Addition of Completed Acquisitions in FY 2022



On a like-for-like basis<sup>(3)</sup>, CICT's portfolio valuation held steady, reporting a variance of +0.5%

## Notes:

- (1) Excludes JCube which was divested on 10 March 2022. Includes CICT's proportionate interest in Galileo and Main Airport Center (94.9% respectively), CapitaSpring (45.0%); 66 Goulburn Street (completed on 24 March 2022), 100 Arthur Street (completed on 24 March 2022), 101-103 Miller Street & Greenwood Plaza (50.0%) (completed on 21 June 2022) and CapitaSky (70.0%) (completed on 27 April 2022) (collectively as "New Acquisitions").
- (2) After taking into account acquisition costs and capital expenditure, the portfolio recorded a net fair value loss due to overseas portfolio, partially mitigated by gains from Singapore portfolio.
- (3) Excluding the acquisitions and divestment completed in FY 2022.

# Proactive Capital Management for Financial Stability and Growth Support

	As at 31 December 2022	As at 30 September 2022
Aggregate Leverage <sup>(1)</sup>	40.4%	41.2%
Total Borrowings (S\$ billion)	9.6	9.9
% of Borrowings on Fixed Interest Rate	81%	80%
% of Total Assets that are Unencumbered	93.5%	93.1%
Interest Coverage <sup>(2)</sup>	3.7x	3.9x
Average Term to Maturity (years)	3.9	4.1
Average Cost of Debt <sup>(3)</sup>	2.7%	2.5%
CICT's Issuer Rating	A3' by Moody's 'A-' by S&P	A3' by Moody's 'A-' by S&P

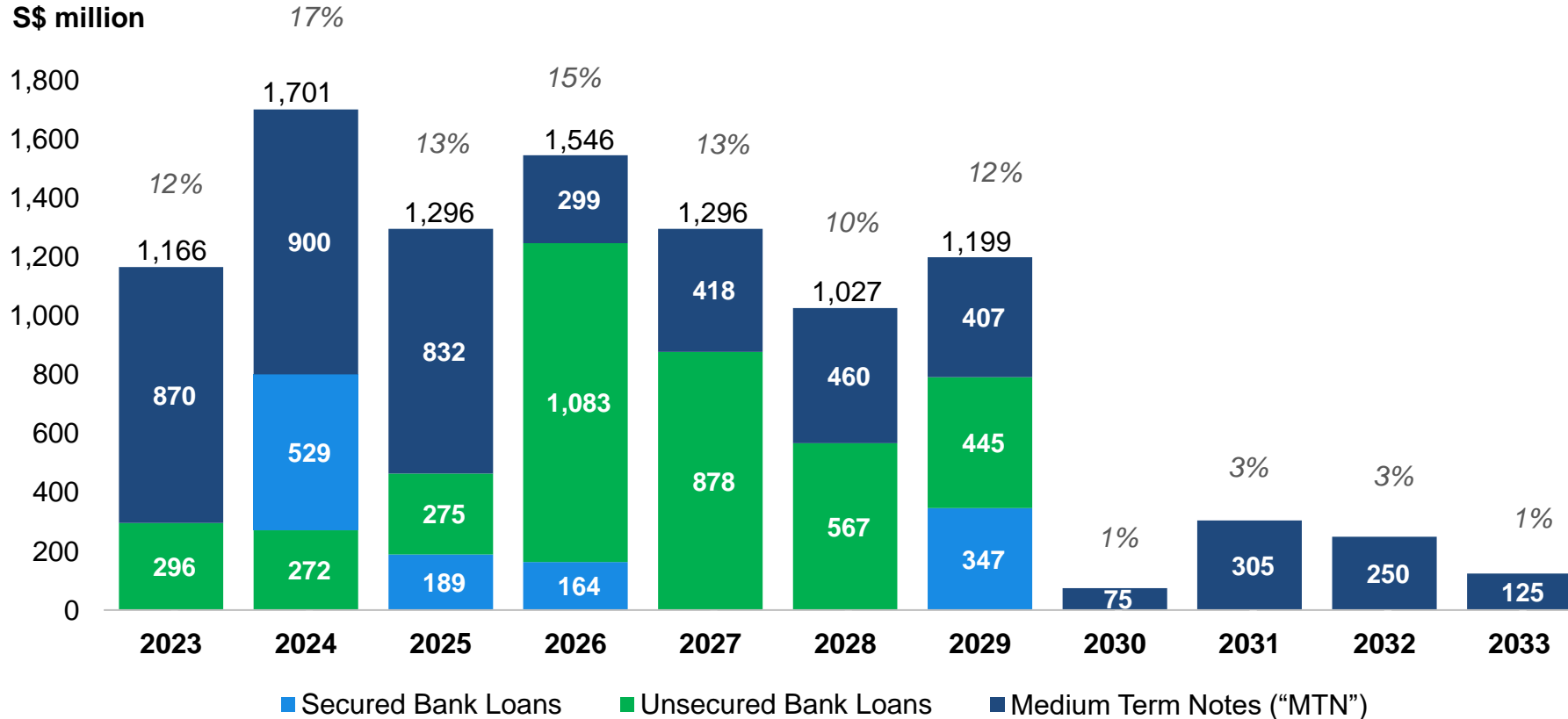
(1) In accordance with Property Funds Appendix, the aggregate leverage ratio includes proportionate share of borrowings as well as deposited property values of joint ventures. As at 31 December 2022 and 30 September 2022, the total borrowings including CICT's proportionate share of its joint ventures is S\$10.0 billion and S\$10.2 billion respectively. The ratio of total gross borrowings to total net assets as at 31 December 2022 is 70.1%.

(2) Ratio of earnings of CICT Group, before interest, tax, depreciation and amortisation (excluding effects of any fair value changes of derivatives and investment properties, foreign exchange translation, non-operational gain/loss as well as share of results of joint ventures) and distribution income from joint ventures, over interest expense and borrowing-related costs, on a trailing 12-month basis.

(3) Ratio of interest expense over weighted average borrowings.

# Average Term to Maturity at 3.9 Years from Diversified Funding Sources

Debt Maturity Profile<sup>(1)</sup>



Notes:

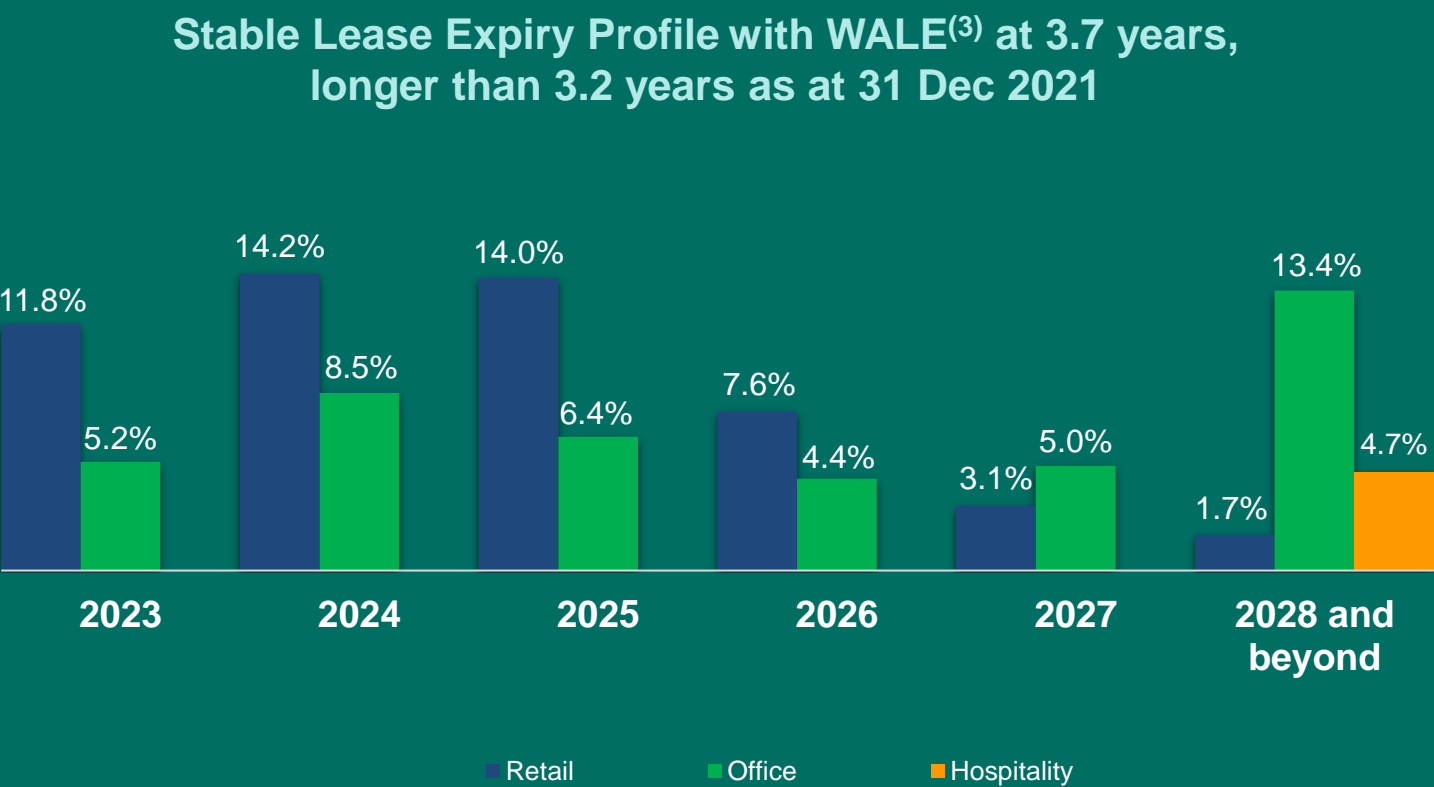
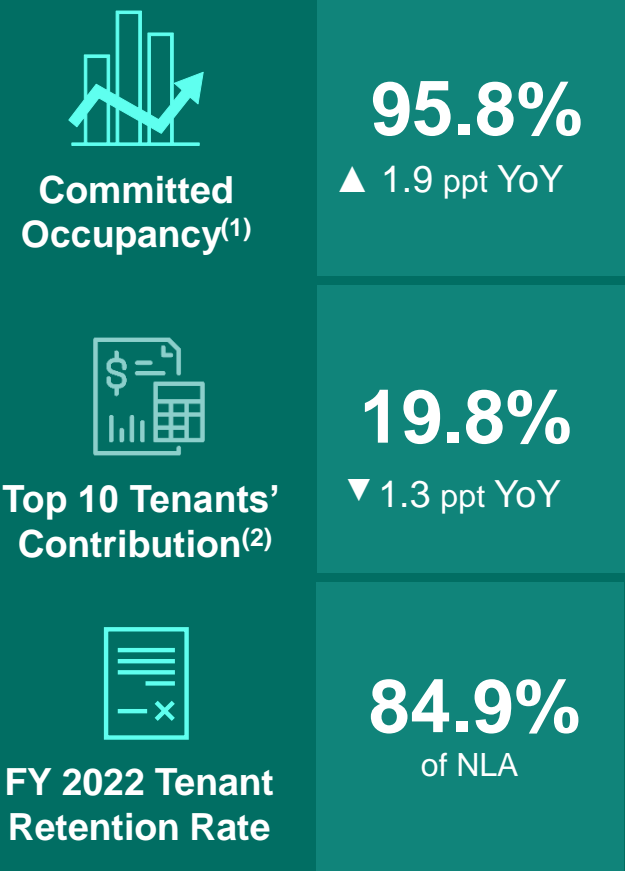
- (1) Based on CICT Group's borrowings, including proportionate share of borrowings in joint ventures as at 31 December 2022.  
 (2) Computed on full year basis on floating rate borrowings of CICT Group (excluding proportionate share of borrowings in joint ventures) as at 31 December 2022.  
 (3) Based on the number of units in issue as at 31 December 2022.

Please visit [CICT's website](#) for details of the respective MTN notes.

Exclude share of joint ventures' borrowings	
Funding sources as at 31 Dec 2022	
MTN	52%
Unsecured Bank Loans	40%
Secured Bank Loans	8%
Green Finance: Sustainability-linked/green loan facilities and green bond issuance as at 31 Dec 2022	
Outstanding	S\$3.1 billion
As % of total borrowings	30.0%
Proforma impact assuming +1.0% p.a. increase in interest rate	
Estimated additional annual interest expenses	+S\$18.77 million p.a. <sup>(2)</sup>
Estimated DPU	-0.28 cents <sup>(3)</sup>

# Improving Portfolio Operational Performance

## PORTFOLIO



Notes:  
(1) Based on committed occupancy as at 31 December 2022.  
(2) Based on the gross rental income for December 2022 and excludes gross turnover rent.  
(3) Lease expiry profile and WALE are based on gross rental income of committed leases as at 31 December 2022.

# Reopening Bolstered Retail Operational Performance

## RETAIL PORTFOLIO

31 Dec 2021 / FY 2021		31 Dec 2022 / FY 2022	
<b>Committed Occupancy<sup>(1)</sup></b>	96.8%	<b>98.3%</b>	
<b>WALE<sup>(2)</sup></b>	1.9 years	<b>2.2 years</b>	
<b>Tenant Retention<sup>(3)</sup></b>	82.3%	<b>89.1%</b>	
<b>Occupancy Cost</b>	18.3%	<b>16.6%</b>	
<b>% of Gross Turnover Rents<sup>(4)</sup></b>	4% to 10%	<b>5% to 14%</b>	
<b>Rent Reversion<sup>(5)</sup></b>	<b>YTD Mar 2022</b>	<b>YTD Jun 2022</b>	<b>YTD Sep 2022</b>
	<b>▼ 1.3%</b>	<b>▼ 0.5%</b>	<b>▲ 0.6%</b>
			<b>FY 2022</b>
			<b>▲ 1.2%</b>

Notes: Information comprises retail only properties and the retail component within integrated developments (except Greenwood Plaza which is a small retail component).

(1) Based on gross rental income of committed leases in retail properties and retail components in Integrated Development (except Greenwood Plaza which is a small retail component).

(2) Based on gross rental income of committed leases.

(3) Based on NLA of renewed vs expiring leases.

(4) Based on the respective mall's retail gross rental income for the financial year.

(5) Based on average incoming committed rents versus average outgoing rents. Excludes newly created and reconfigured units, as well as Greenwood Plaza in North Sydney, Australia, which is a small retail component.

# Tenants' Sales (psf) Above 2019 Levels While Shopper Traffic on Recovery Momentum

## RETAIL PORTFOLIO

	vs FY 2019 <sup>(1)</sup>	vs 2021 <sup>(2)</sup>
<b>FY 2022 Shopper Traffic</b>		
<b>Portfolio</b>	▼ 25.6%	▲ 25.0%
<b>Suburban</b>	▼ 21.3%	▲ 20.0%
<b>Downtown</b>	▼ 30.4%	▲ 31.2%
<b>FY 2022 Tenants' Sales psf</b>		
<b>Portfolio</b>	▲ 7.2%	▲ 22.5%
<b>Suburban</b>	▲ 7.5%	▲ 11.5%
<b>Downtown</b>	▲ 4.4%	▲ 38.1%

Notes:

(1) FY 2019 shopper traffic and tenants' sales psf comparison with FY 2022 excludes Funan as it was undergoing redevelopment until end-June 2019.

(2) FY 2021 shopper traffic and tenants' sales psf comparison with FY 2022 excludes JCube as it was divested in March 2022

# Strong Demand for Singapore Office Underpins Operational Performance

## OVERALL OFFICE PORTFOLIO

	31 Dec 2021 / FY 2021	31 Dec 2022 / FY 2022
<b>Overall Office Portfolio</b>		
<b>Committed Occupancy<sup>(1)</sup></b>	91.5%	94.4%
<b>Singapore</b>	90.4%	96.2%
<b>Germany</b>	95.8%	95.1%
<b>Australia</b>	-	82.2%
<b>WALE<sup>(2)</sup></b>	3.2 years	3.8 years
<b>Total New and Renewed Leases</b>	0.8 million sq ft	1.5 million sq ft
<b>% of New Leases</b>	35%	25% <sup>(3)</sup>
<b>Singapore Portfolio</b>		
<b>Average SG Office Rent<sup>(4)</sup></b>	S\$10.33 psf	S\$10.53 psf
<b>Rent Reversion<sup>(5)</sup></b>	▼ 5.0% <sup>(6)</sup>	▲ 7.6
<b>Tenant Retention Rate<sup>(7)</sup></b>	69.3%	81.1%

Notes: Information comprises office only properties and the office component in integrated developments.

(1) Based on committed occupancy.

(2) Based on gross rental income of committed leases.

(3) The three largest sectors of demand were 1) Financial Services, 2) IT, Media and Telecommunications and 3) Manufacturing and Distribution.

(4) Excludes Funan and The Atrium@Orchard.

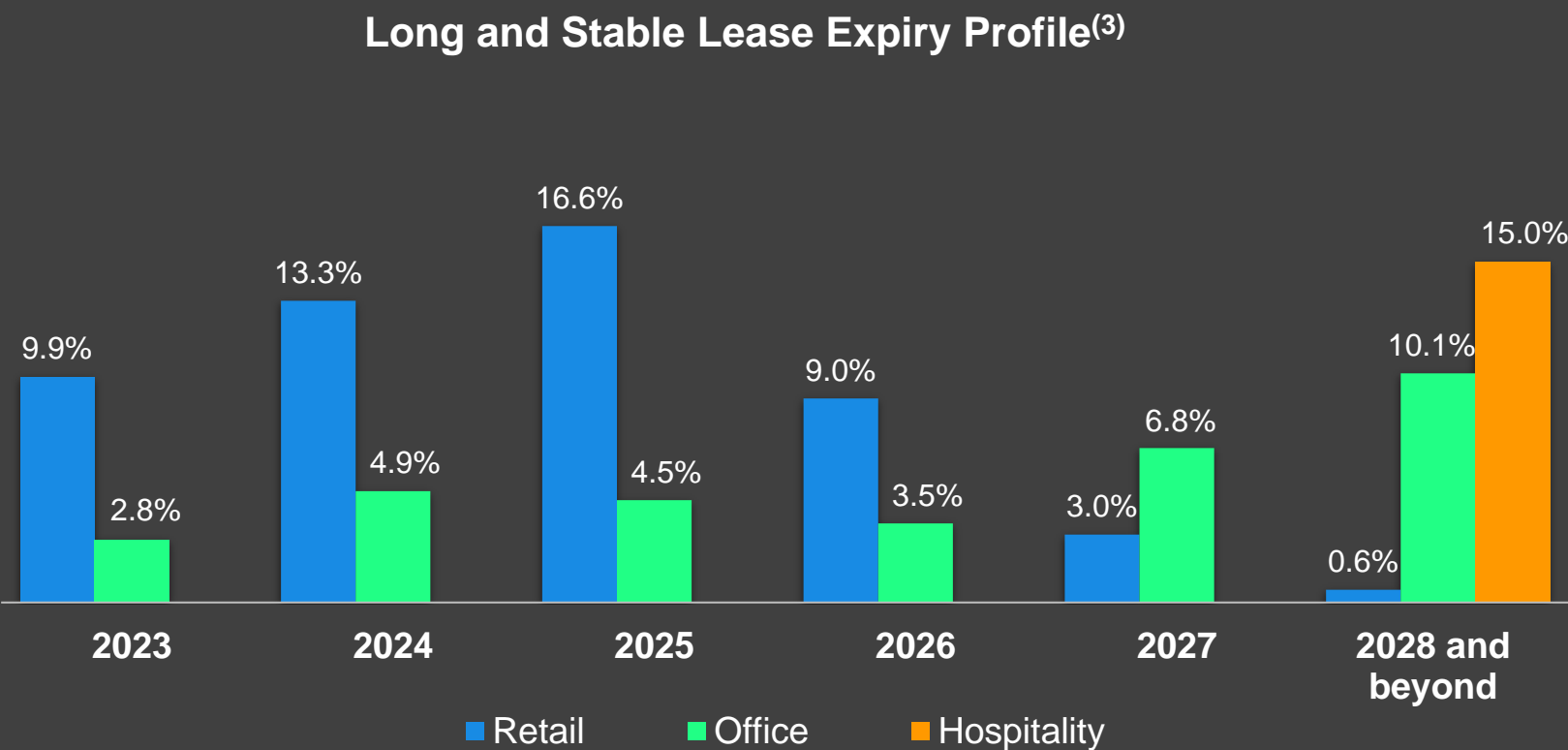
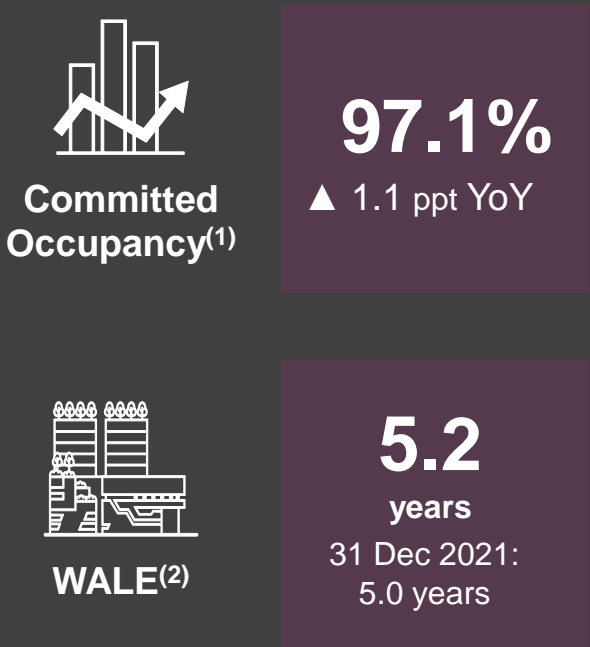
(5) Based on average incoming committed rents versus average outgoing rents.

(6) Excludes One George Street.

(7) Based on NLA of renewed vs expiring leases.

# Shift Towards Live-Work-Play Environment Contributed to Demand for Integrated Developments

## INTEGRATED DEVELOPMENT PORTFOLIO



Notes: Information comprises the retail and office components within the integrated developments.

(1) Based on committed occupancy as at 31 December 2022.

(2) Based on gross rental income of committed leases in office properties and office components in Integrated Development as at 31 December 2022.

(3) Based on gross rental income as at 31 December 2022, including CapitaSpring and excludes turnover rents



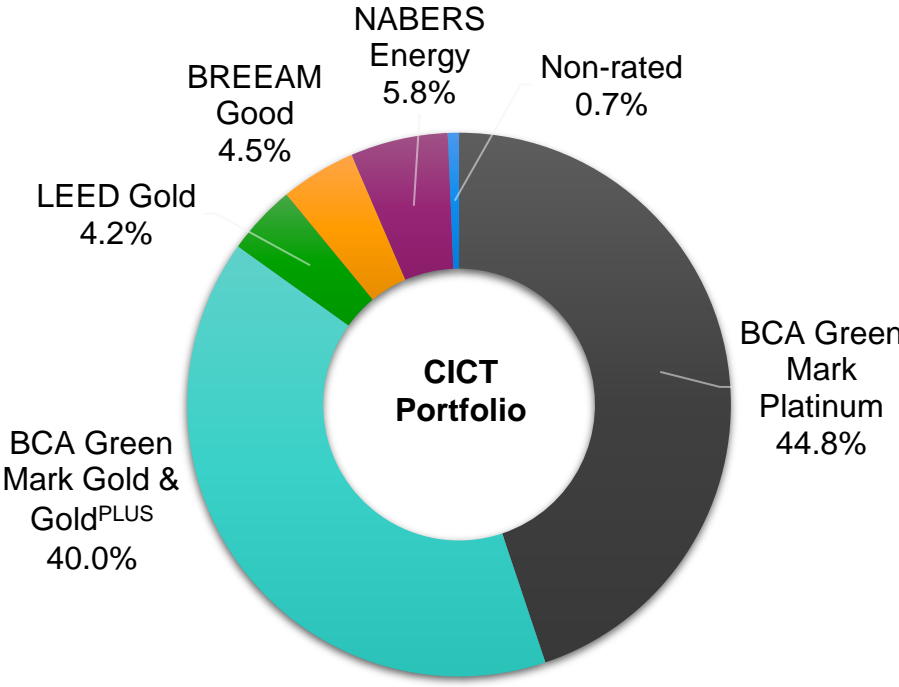
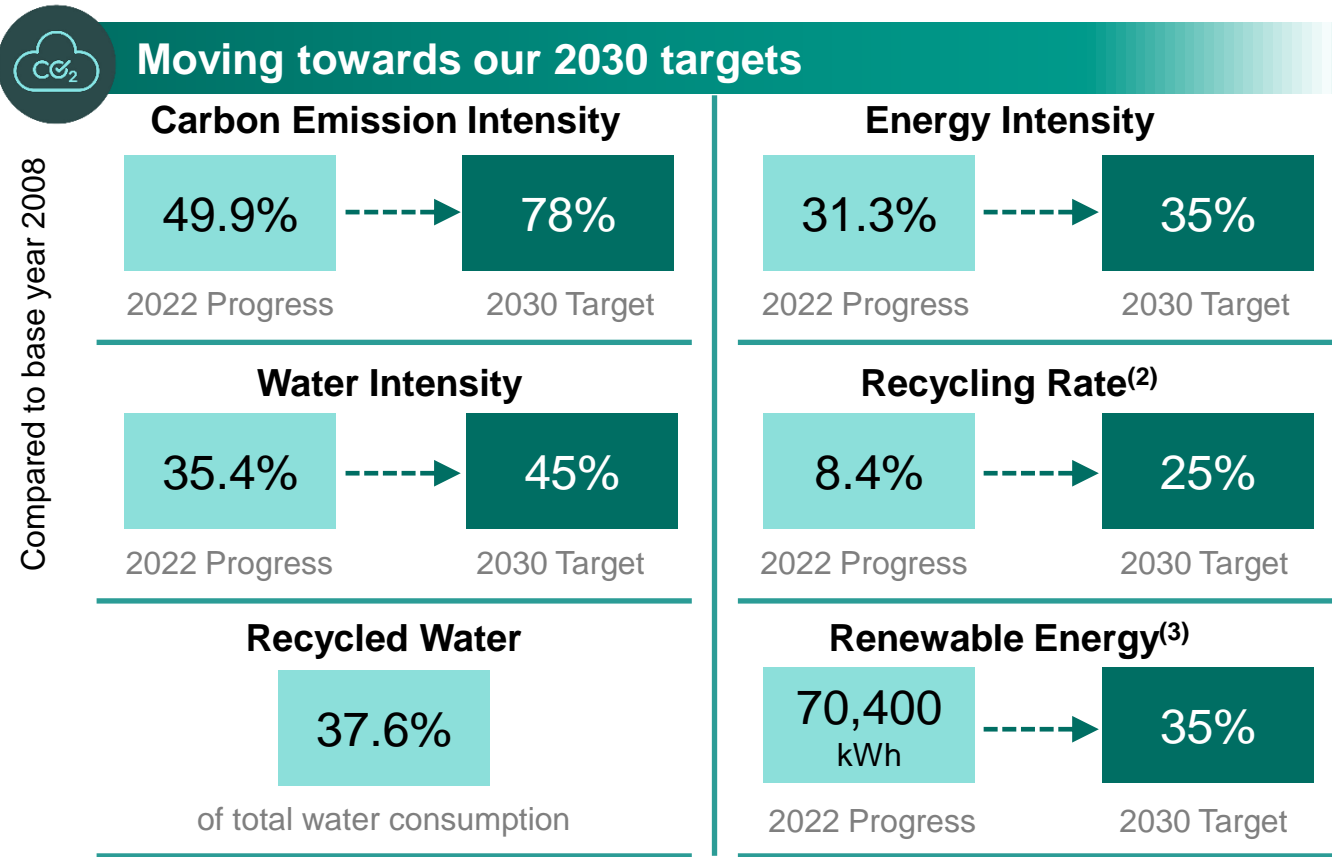


# ESG Highlights



# Increasing Focus of Investors and Tenants on ESG

Aligned with CapitaLand's commitment to Net Zero by 2050 and elevate carbon emissions reduction target to 1.5°C scenario<sup>(1)</sup>



Notes:

(1) To operationalise its SBTi approved carbon emissions reduction target for scope 1 and 2 emissions, CLI is reviewing its carbon emissions intensity reduction targets and other environment targets, including changing reference to 2019 as the baseline year instead of 2008. The targets are being reviewed as part of the scheduled review of CapitaLand's 2030 Sustainability Master Plan in 2022 and will be published before end May 2023.

(2) Recycling rate from day-to-day operations.

(3) As percentage of total electricity consumption from renewable sources.

(4) Based on the gross floor area of CICT's 26 properties in Singapore, Germany and Australia as at 31 December 2022. 103 Miller Street and Greenwood Plaza are not rated. CICT intends to review the requirements to attain their green rating.



# Explore Renewable Sources of Energy and Continue Contributing to the Communities We Operate In

Striving towards our commitment to Net Zero and doing socially good



## ESG Highlights in 2022



Solar panels installed at IMM Building's rooftop for Phase 1.

- Installed 3,633 solar panels (11,960 sq m) at the rooftop of IMM Building in December 2022 as Phase 1 of 2
- For Phase 2, another 672 solar panels (1,760 sq m) will be installed in 1H 2023.
- Together, the estimated annual renewable energy to be generated is approximately 2.9 GWh

- Project Green is a sustainability initiative by Raffles City Singapore aimed to galvanise the community to adopt a greener lifestyle via a series of recycling programmes, educational content and upcycling workshops
- Over 75 tenants and partners participated and attracted more than 28,800 visitors, workshop attendees and shoppers



Project Green's sustainability-centric showcase at Raffles City Singapore in 3Q 2022



Over 60 participants took part in Power Up! Workout at CQ @ Clarke Quay, a special workout activity exclusively created for Live It Up!

- The Live It Up! event encompassed 27 unique physical and mental wellness activities such as after-work exercise sessions and lunchtime art therapy classes in June 2022
- Held across 29 CapitaLand properties, of which 12 are CICT properties, for the first time with 66 featured partners, 705 participants
- Achieved an overall average satisfaction score of 4.34/5

# Recognition for Sustainability Efforts



## GRESB 2022

*Asia, Diversified – Office / Retail,  
Listed category*

**Maintained 5-Star Rating**  
with a score of **88 points**  
(+1 point year-on-year) &  
'A' for **Public Disclosure**

## SIAS Investors Choice Awards 2022

*REITs and Business Trusts  
category*

**Winner**  
**Singapore Corporate  
Governance Award (SCGA)  
2022**

## Singapore Corporate Awards 2022

*REITs and Business Trusts  
category*

**Gold**  
**Best Annual Report**

## Singapore Governance and Transparency Index 2022

*REITs and Business Trusts  
category*

Ranked **4th** with a score  
**107.2**

## Governance Index For Trusts (GIFT) 2022

Ranked **4th** with a score **80.5**

## 2021 ASEAN Corporate Governance Scorecard (ACGS) by the ASEAN Capital Markets Forum

*Recognises corporates for excellence in  
corporate governance*

**Included in ASEAN Asset Class list**

## Green Ratings

### Upgrade

CQ @ Clarke Quay  
BCA Green Mark  
Gold<sup>PLUS</sup>

### Renewals

Westgate  
BCA Green  
Mark Platinum

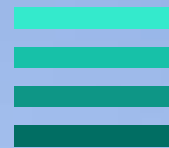
Tampines Mall  
BCA Green  
Mark Gold

Funan  
BCA Green  
Mark Gold<sup>PLUS</sup>

IMM Building  
BCA Green  
Mark Gold<sup>PLUS</sup>



# FY 2023 Focus & Outlook



# Committed to Value Creation in Delivering Sustainable Value While Managing Macro Uncertainties with Agility

1



- Drive higher occupancy, renew leases at optimal rental rate
- Active marketing and leasing of workspace for Germany and Australia properties

2



- Complete ongoing AEI at CQ @ Clarke Quay
- Progressive upgrading of lifts at 66 Goulburn St
- Evaluate options and execute plans for Gallileo

3



Remain agile and proactive in managing costs, including interest cost

- ✓ Explore renewable energy options
- ✓ Exercise agility in managing debt cost and debt term to maturity

4



Regularly evaluate asset enhancement initiative and explore growth opportunities



# Thank You, Unitholders

For enquiries, please contact:  
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