



CapitaLand Retail China Trust

Singapore's First Listed China Shopping Mall REIT

Annual General Meeting
11 April 2019



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FY-2018 Year in Review





FY 2018: Delivering Resilient Financial Performance

From Active Portfolio Management

Gross Revenue¹
(S\$ million)

S\$239.9
million

▲ **4.7% y-o-y**

Net Property Income¹
(S\$ million)

S\$159.3
million

▲ **6.8% y-o-y**

Distributable Income¹
(S\$ million)

S\$99.7
million

▲ **9.4% y-o-y**

Distribution Per Unit²
(S cents)

10.22
cents

▲ **1.2% y-o-y**

▲ **7.6% y-o-y**

Adjusted FY 2017 DPU
of 9.50³ cents



7.5%

Distribution Yield⁴



97.5%

Portfolio Occupancy⁵



+10.9%

Positive Rental Reversion⁶
Based on 663 new leases/renewals



RMB 4,603.7 million

Portfolio Tenants' Sales^{7,8}



>114 million

Annual
Shopper Traffic⁷



+17.8%

Portfolio Property
Valuation YoY¹

Notes:

1. Includes 51% interest in Rock Square.
2. FY 2018 DPU was based on 969.9 million Units from 1 Jan 2018 to 30 Jun 2018 and 980.5 million Units from 1 Jul 2018 to 31 Dec 2018.
3. Adjusted DPU for FY 2017 of 9.50 cents was based on 953.1 million Units from 1 Jan 2017 to 30 Jun 2017 and 966.2 million Units from 1 Jul 2017 to 31 Dec 2017.
4. Based on FY 2018 DPU of 10.22¢ and the closing unit price of S\$1.36 as 31 Dec 2018.
5. Based on all committed leases. Excludes CapitaMall Wuhu as the mall is closed following the market exit of its anchor tenant.
6. Based on all committed leases as of 31 Dec 2018.
7. Includes only multi-tenanted malls based on 100% ownership.
8. Excludes tenant sales from supermarket and department store.



Continuing Steady Growth

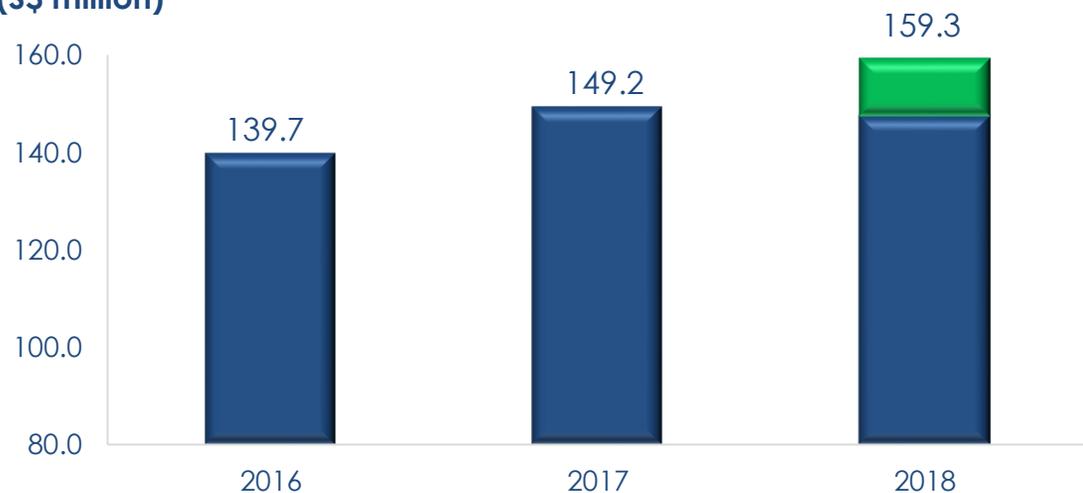
Total Assets Increased More Than Fourfold Since IPO

Total Assets (\$\$ billion)



Sustainable Returns From Growth In NPI and Distributable Income

Net Property Income (\$\$ million)



■ Multi-Tenanted ■ Joint Venture

Distributable Income (\$\$ million)



■ Distributable Income (\$\$ mil) ◆ DPU (\$\$ Cents)



Retail China Trust



Financial & Capital Management

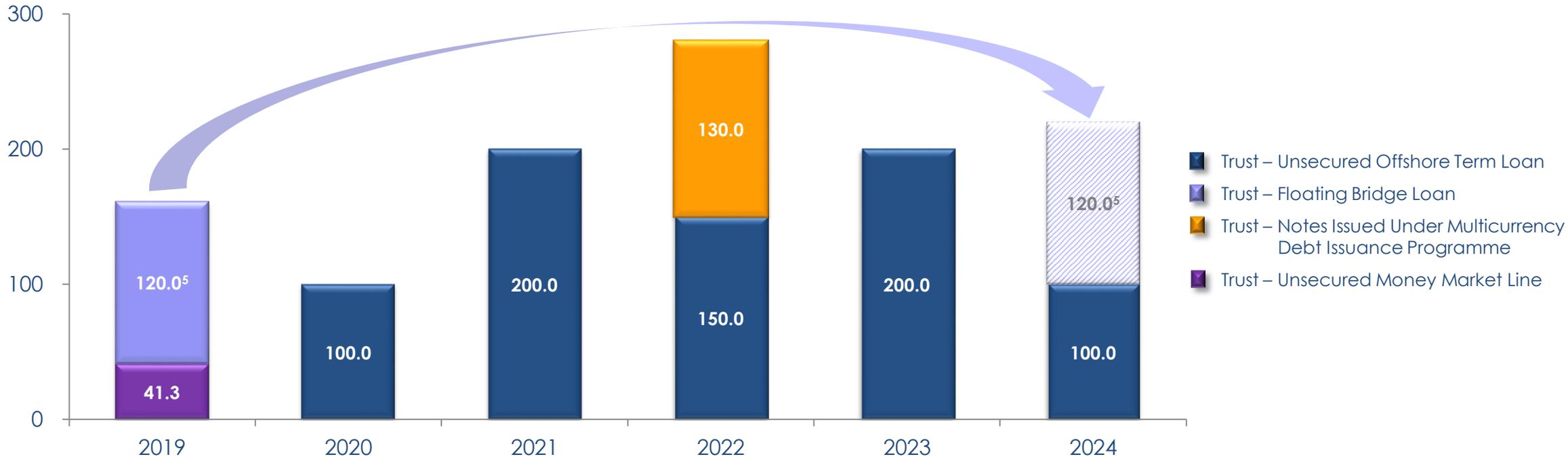


Well-Distributed Debt Maturity Profile

Early Completion of Term Loan Refinancing in 2019

35.4%¹ Gearing	2.73%² Average Cost of Debt	3.47 years³ Average Term To Maturity	100%⁴ Unencumbered Properties	7.2x Net Debt / EBITA	5.3x Interest Coverage
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Debt Maturity Profile (31 December 2018)



Note:

1. 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).
2. Ratio of the consolidated FY 2018 interest expense reflected over weighted average borrowings on balance sheet.
3. Taking into account that the S\$120 million bridge loan has been refinanced and maturity extended to 2024.
4. Excludes CRCT's proportionate share of its Joint Venture assets.
5. S\$120 million bridge loan in Jan 2019 has been refinanced and extended to 2024.



Prudent Financial Management

Diversify Sources of Funding

Maiden Issuance of MTN in July 2018

S\$130 million due 2022

Fixed at competitive rate of 3.25% per annum

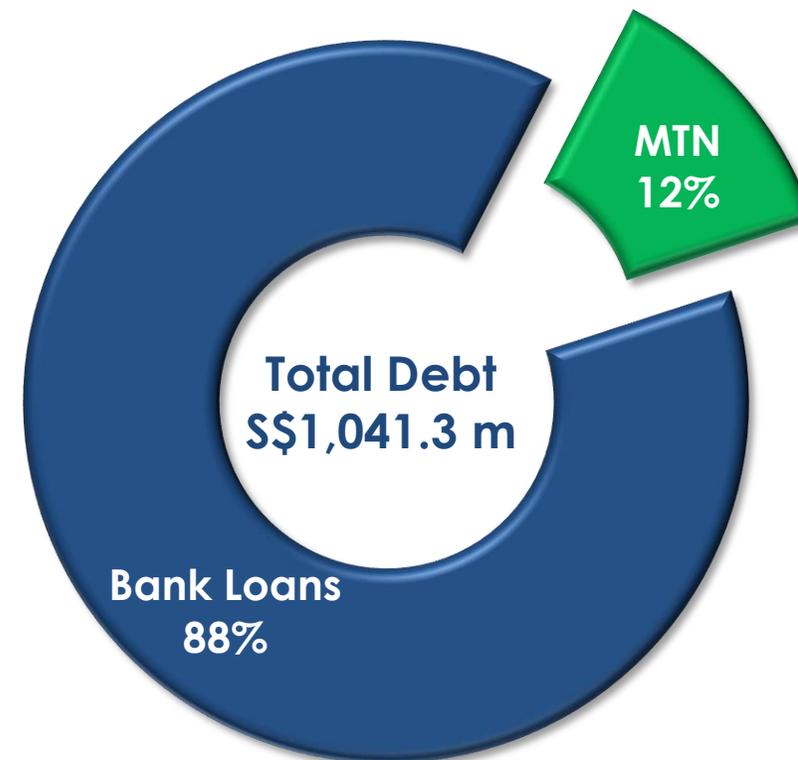
Interest Rate Management

80%
% of Debt with Fixed Interest Cost¹

Loans well-balanced between core banks

Based on 80% fixed rate borrowings:

Pro forma impact on:	Assuming +0.1% p.a. increase in interest rate ²
Interest Expense	+0.2 million p.a.
Impact to FY 2018 DPU of 10.22 cents	0.02 cents (0.2%)



Forex Management

% of Distributable Income hedged into SGD ~80%

Notes:

As at 31 Dec 2018.

1. Excludes MML.

2. Includes MML.

Portfolio Highlights & Enhancements





Portfolio to Benefit from Rising Consumption

11 Well-Located Malls with Strong Presence in Core City Clusters

8 cities

Geographically Diversified Portfolio

US\$3.0 billion

Total Assets¹

 Core city clusters with scale and competitive edge

Sizeable population catchment

Accessible via major transportation nodes

Necessity spending, focused on family & lifestyle experience

H. Hohhot



CapitaMall Saihan

G. Zhengzhou



CapitaMall Erqi

F. Chengdu



CapitaMall Xinnan

E. Wuhan



CapitaMall Minzhongleyuan

A. Beijing



CapitaMall Xizhimen CapitaMall Wangjing CapitaMall Grand Canyon CapitaMall Shuangjing

B. Shanghai



CapitaMall Qibao

C. Wuhu



CapitaMall Wuhu

D. Guangzhou



Rock Square



Note:
1. As at 31 Dec 2018.

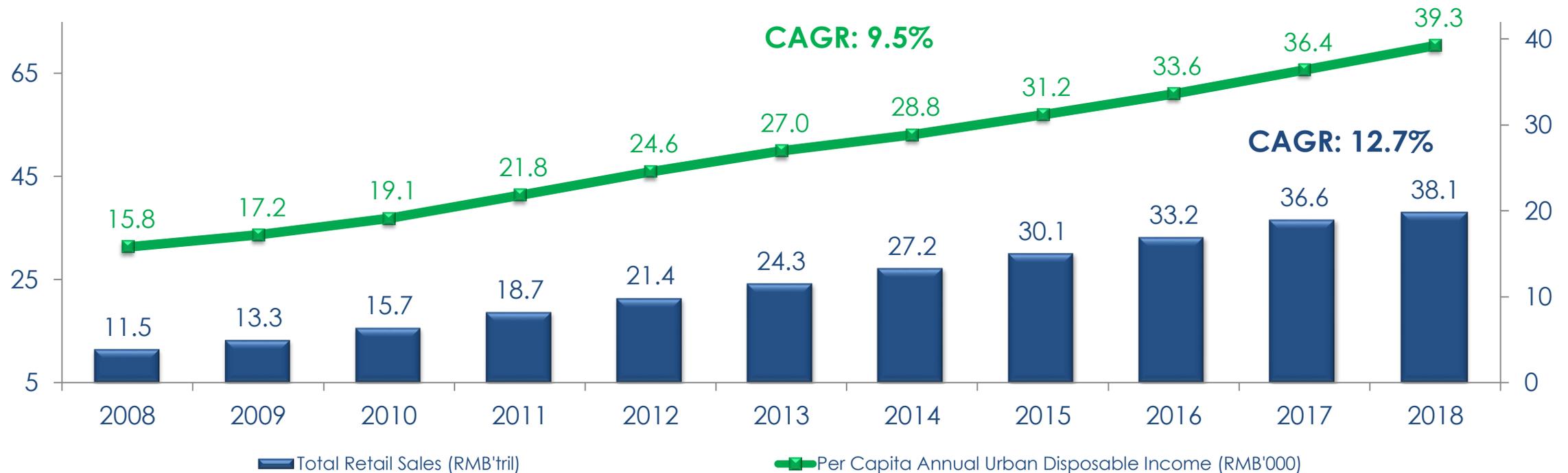


China's Macro Indicators Continue on Positive Trajectory

Significant Sector Strengths remain to be tapped

RMB' trillion
(Total Retail Sales)

RMB'000
(Per Capita Annual Urban Disposable Income)



- Second largest economy in the world
- Growing base of consumers seeking improved quality of life
- Long-term outlook for retail sector remains positive

+6.6%
China's FY 2018 GDP
Growth

+7.8%
Growth in FY 2018
Urban Disposable Income

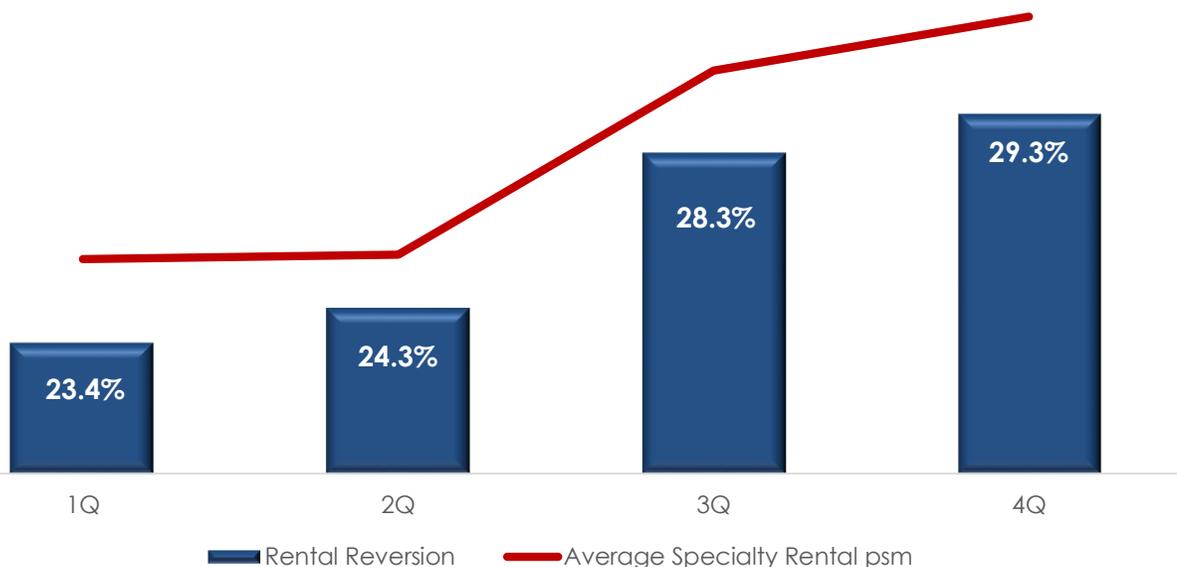
+9.0%
China's FY 2018 Retail
Sales Growth



Rock Square: Solid Growth Post-Acquisition

Attractive Trade Mix and Brand Upgrades to Appeal to Catchment Residents

Rental Reversion and Average Rental Growth in FY 2018



Creating New Leasable Space

Reconfigured and added >500sqm of NLA by converting unutilised space into new kiosks



Driving Rental and Sales Potential

Achieved four consecutive quarters of >20% reversion and tenant sales improvement

Leveraging on Strong Leasing Network

Introduced 25 new-to-market international and domestic brands in Haizhu District



CapitaMall Xinnan: Innovative Value Enhancement

Proactive Asset Management to Boost Offerings and Rental Income

1

Expanding Leasable Area

Created new NLA of 201 sqm through AEI to allocate more space for a well-performing tenant

2

Improving NLA Efficiency

Reconfigured food court to house two higher income-producing specialty tenants

3

Optimising New Offerings

Units with better frontage and visibility allocated to popular tenants to inject new appeal and experiences



37.0%

B1 Area Reconfigured

28.6%

Increase in Gross Rental Income of B1 YoY

17.9%

Rental Reversion in FY 2018

CapitaMall Wangjing: Successful Rejuvenation

L4 AEI and Expansion of Ucommune



- ✓ Injected diversified mix of lifestyle and specialty F&B tenants at L4 AEI zone, bringing in 19 new concept stores
- ✓ Interesting marcom events held in conjunction with Sisyphus Bookstore and YID Cooking Studio etc. to boost footfall and increase shoppers' dwell time at the mall



15.7%
Rental Reversion
in FY 2018

- ✓ Ucommune expanded to Level 8 following the success and growing demand on Level 9
- ✓ Transformed common area, adding approximately 500 sqm of income-producing leasable area



50.0%
Increase in Gross
Rental Income for L8



Dynamic Chinese Retail Industry: Capturing Opportunities & Trends

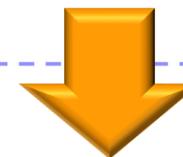
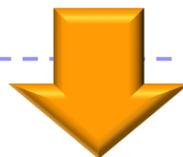
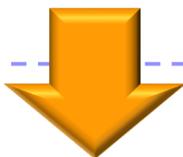
Providing Engaging Experiences that are Synergistic with Lifestyle of Today's Consumers

China Retail Trends

Quality-seeking consumers

Growing demand for novel and experiential retail concepts

Expect value, convenience and uniqueness



CRCT's Proactive Management

Active tenant remixing, providing refreshed content catering to lifestyle needs

Proactive leasing strategy to collaborate and partner new-to-market retailers & brands

Improve shopper engagement: Analyse shopper data, conduct targeted sales and promotions to drive repeat spending (eg. CapitaStar reward program)



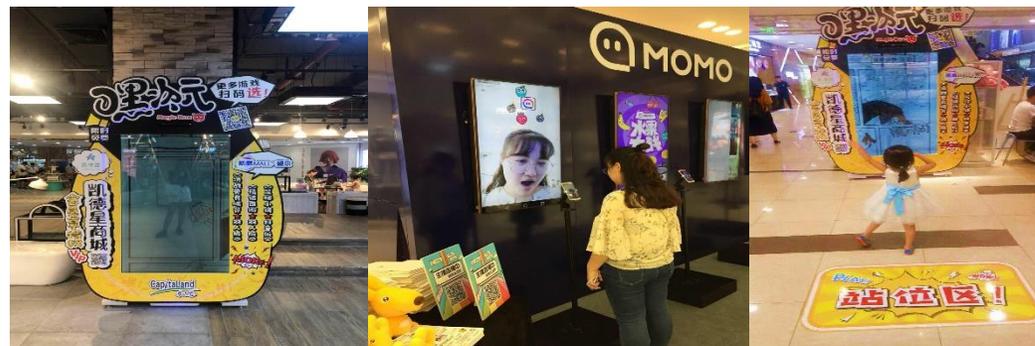
Engaging Shopping Experience

Experiential Concepts



New Concepts Combining Education and Entertainment

Social Media Outreach



Collaborative Promotional Activities with Popular Social Media Platforms such as Tik Tok and Momo

Thematic Marcom Activities



Digital Innovations



CapitaStar Loyalty Programme

60%

YoY
Membership
Growth

36%

Increase in
Active Rate

100%

Tenants Onboard
Current Platform

Note:
As at 31 Dec 2018.



Shaping Portfolio Over the Years

IPO with
7 seed
assets

2006

Xizhimen,
Beijing

2008

Minzhongleyuan,
Wuhan

2011

Grand Canyon,
Beijing

2013



Laying foundation for growth



*Reconstituting and developing
new growth catalysts*

Xinnan,
Chengdu

2016

Divested
Anzhen in
Beijing

2017

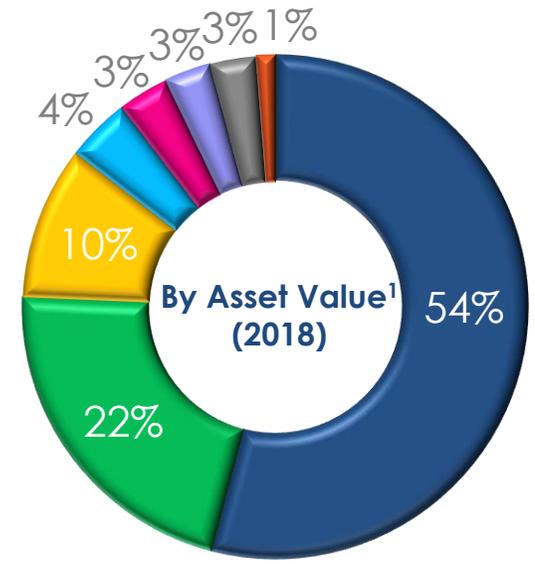
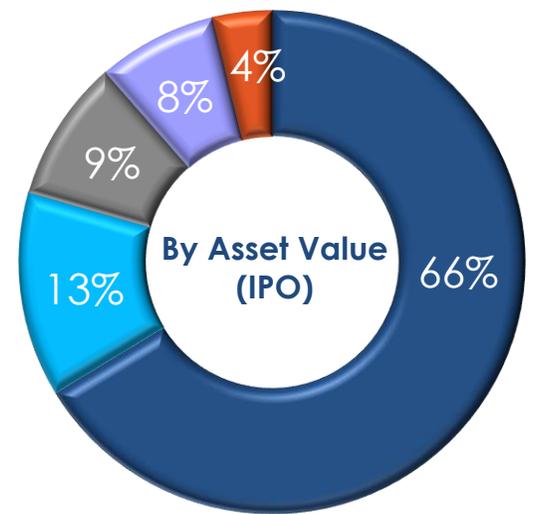
Rock Square,
Guangzhou

2018

Bundle Deal to Divest
Saihan and Acquire
Yuquan Mall

2019

Divestment
of Wuhu



■ Beijing ■ Guangzhou ■ Chengdu ■ Zhengzhou ■ Wuhan ■ Shanghai ■ Hohhot ■ Wuhu

Note:
1. Based on the valuation of the investment properties as at 31 Dec 2018 at 100% interest.



Portfolio Optimisation

Continuous Efforts to Rejuvenate and Strengthen Portfolio

Swap Deal to Monetise Mature Mall and Redeploy Capital to New Quality Asset to Capture Growth

Yuquan Mall

- Acquired at RMB 808.3 million (RMB 8,079 psm GFA)
- Larger asset with higher quality specifications
- Strategically located with excellent connectivity and accessibility
- Opportunity to broaden target offerings and introduce new concepts
- Extended land tenure ensuring long-term growth of the portfolio

CapitaMall Saihan

- Divested at RMB460.0 million (RMB 10,969 psm GFA)
- Monetised aging asset with lower growth potential

CapitaMall Wuhu: Divestment of Non-Core Assets

CapitaMall Wuhu

- Divested at RMB210.0 million (8.8% above latest valuation)
- Enable Manager to refocus on core portfolio



CapitaMall Saihan



Yuquan Mall

Artistic's Impression



Striving For
Excellence

凯德 ECO-GREEN
绿享新生活

凯德 GREEN

STARBUCKS COFFEE

凯德 GREEN市集

凯德 GREEN市集

凯德 GREEN市集

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Commitment to the Community & Sustainability Efforts



Recycling Bin Decoration Competition organised at CapitaMall Qibao



Cycling Event rolled out across nine CapitaMalls including three CRCT malls



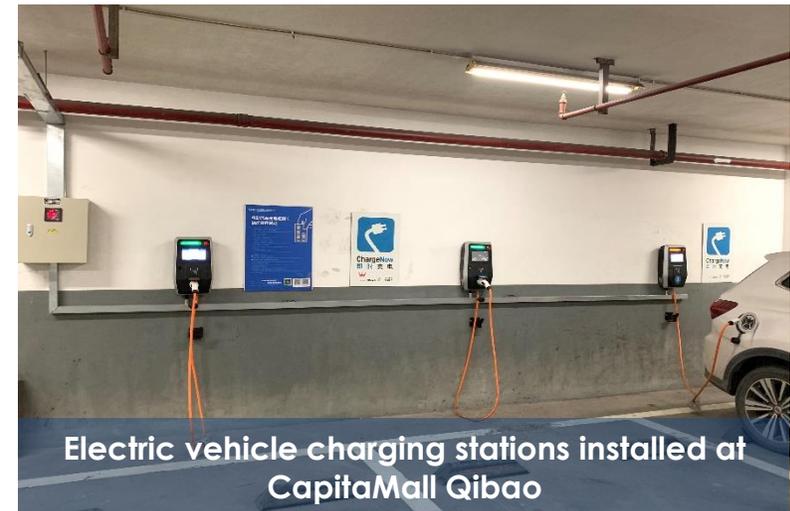
Earth Hour environmental protection awareness activities held at CapitaMall Xizhimen



"Happy Farm" Event to raise environmental awareness at CapitaMall Grand Canyon



Public Run organised to promote healthy living at CapitaMall Xinnan



Electric vehicle charging stations installed at CapitaMall Qibao



Awards and Recognitions



SIAS 19th Investors' Choice Awards 2018

REITs and Business Trusts category

- CRCT: Shareholder Communication Excellence Award (Winner)



2018 CCFA Golden Lily Award

CapitaMall Wangjing

- Best Asset Enhancement Award



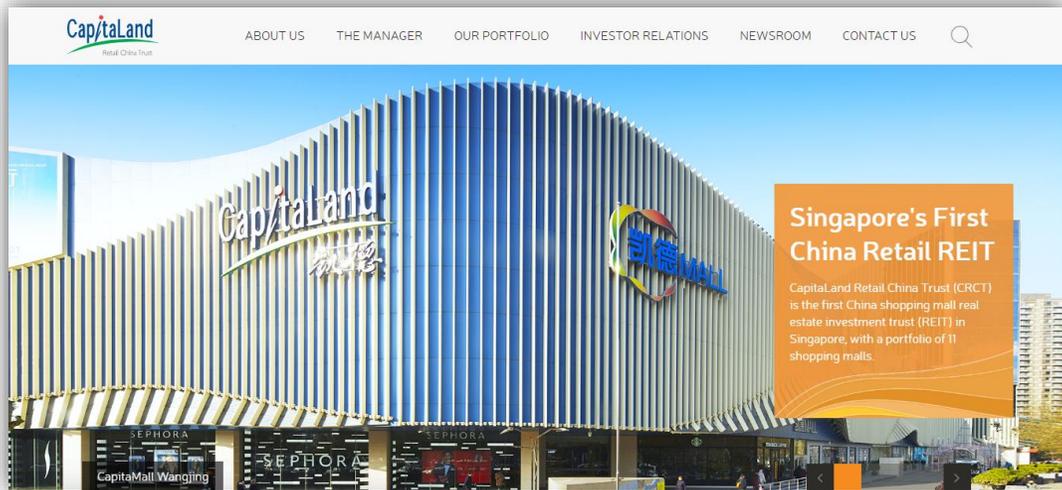
7th Annual Chengdu Retail Awards

CapitaMall Xinnan

- Commercial District Advancement Award

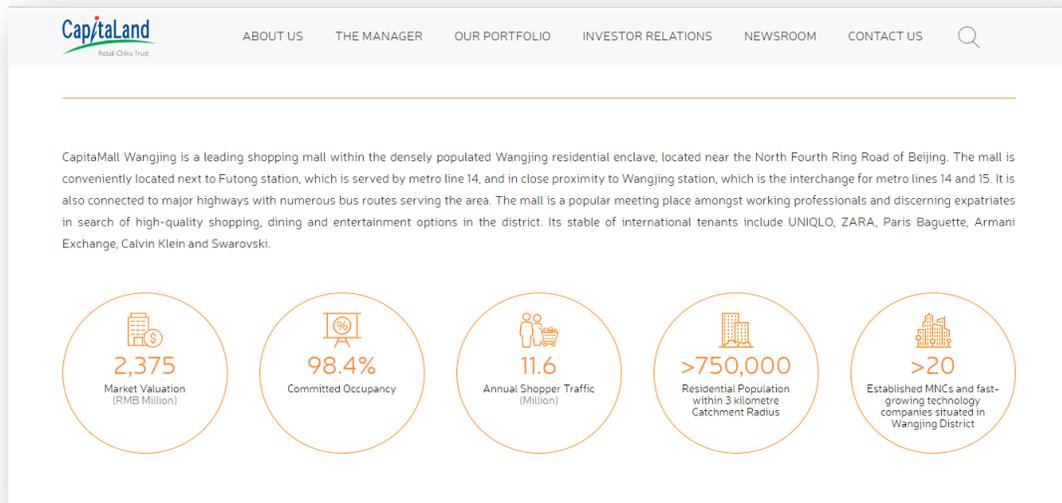


Launch of CRCT's New Corporate Website



Refreshed Homepage

- ✓ Enhance unitholder engagement and communication
- ✓ Transform and enhance branding and corporate image of CRCT
- ✓ Improve ease of navigation and access to information
- ✓ Use of icons and illustrations to improve visuals



Informative Portfolio Summary

- ✓ Overview of statistics give stakeholders a quick understanding of CRCT portfolio
- ✓ Key performance metrics displayed to demonstrate operational excellence
- ✓ Detailed asset information available but classified in collapsible format to reduce clutter



Forging Ahead



CRCT: Growth-Focused Strategy

Well-Positioned Portfolio

- Mall of choice: Best-in-class operating performance
- Curate retail experience and mix by continuously engaging both retailers and shoppers
- Targeted marketing initiatives coupled with loyalty programmes to capture repeat spending

Proactive Asset Management

- Seeking new growth and stronger returns through innovative AEs
- Embark on value-adding enhancements which optimise space productivity and boost revenue.

Prudent Capital Management

- Strong financial metrics
- Diversified funding resources and financial flexibility
- S\$1 billion MTN Programme
- Distribution Reinvestment Plan

Strengthen Portfolio Quality

- Actively pursue value-enhancing acquisitions
- Unlock value through portfolio reconstitution
- Actively engage Sponsor's pipeline and third-party vendors





Thank You