



DASIN RETAIL TRUST  
大信商用信托

Press Release

## Dasin Retail Trust Acquires Shiqi Metro Mall for RMB 1,224 million

- Mall is centrally located in the Shiqi District
- Strong occupancy of 99.9%

**Singapore, June 16, 2017** – Dasin Retail Trust Management Pte. Ltd., the Trustee- Manager of Dasin Retail Trust, is pleased to announce that pursuant to the Shiqi Framework Agreement as disclosed in the prospectus of Dasin Retail Trust dated 13 January 2017, Dasin Retail Trust (through its wholly-owned subsidiary, Singapore Dasin Commercial Holdings Pte. Ltd.) has entered into a sale and purchase agreement to acquire Shiqi Metro Mall and Shiqi Rental Management Company (the "**Proposed Acquisition**") for a Purchase Consideration of RMB 1,224.0 million (approximately S\$248.2 million <sup>(1)</sup>) (the "**Purchase Consideration**").



*Night view of Shiqi Metro Mall*

The Purchase Consideration of RMB 1,224.0 million represents a discount of approximately 57.8% to the average appraised value of Shiqi Metro Mall as at 31 March 2017 of the two valuations <sup>2</sup> conducted by the independent valuers, Savills Valuation and Professional Services Limited and Colliers International (Hong Kong) Ltd and was agreed upon between

<sup>1</sup> Based on CNY/SGD rate of CNY4.8795 to 1SGD

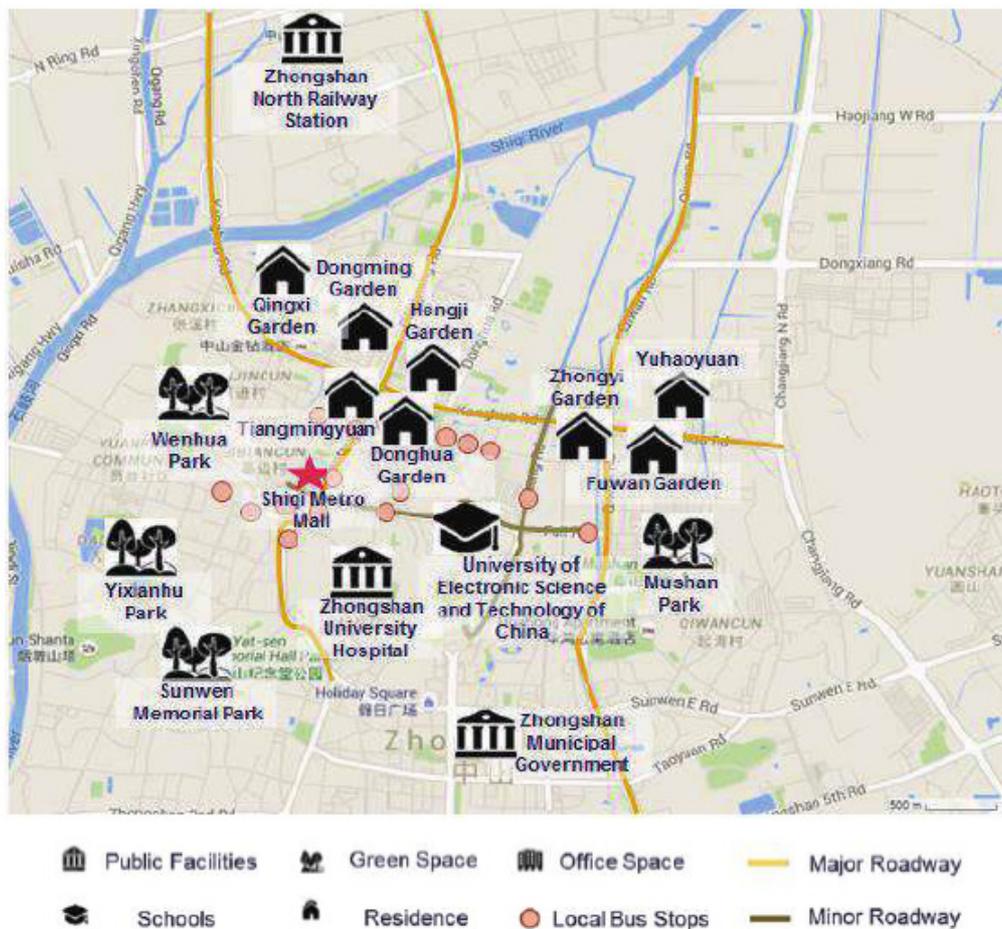
<sup>2</sup> Savills Valuation and Professional Services Limited valued Shiqi Metro Mall for RMB 2,822 million while Colliers International (Hong Kong) Ltd valued Shiqi Metro Mall for RMB 2,978 million

Dasin Retail Trust and the seller after arm's length negotiation and arrived at on a willing buyer-willing seller basis.

Mr. Li Wen, Chief Executive Officer (Designate) of the Trustee-Manager of Dasin Retail Trust, said, "We are pleased to acquire Shiqi Metro Mall, a quality asset with strong occupancy as disclosed in our prospectus. This is in line with our growth strategy of acquiring quality income-producing real estate properties in Greater China that provide attractive cash flows and yields. We will continue on our proactive asset management strategy and disciplined investment approach to provide stable and growing distributions to generate value for our unitholders."

### About Shiqi Metro Mall

Centrally located in the Shiqi District, within the core urban area of Zhongshan, Shiqi Metro Mall is well served by the various numerous local public bus routes. It is a mid-end positioned regional mall with a broad ranging trade mix primarily targeting mid-income household in the Zhongshan core urban area.



Location map of Shiqi Metro Mall

With a gross floor area of 119,681.95 sqm spread across seven floors (including two basement floors), it has a strong occupancy rate of 99.9% as at 31 March 2017.

Assuming Dasin Retail Trust had completed the Proposed Acquisition on 1 January 2017 and held and operated Shiqi Metro Mall through to 31 March 2017, the pro forma financial effects for the period commencing on 1 January 2017 and ended on 31 March 2017 will be as follows:

	<b>Effects of the Proposed Acquisition</b>	
	<b>Before the Proposed Acquisition</b>	<b>After the Proposed Acquisition</b>
Net profit before tax (S\$'000)	1,195	2,019
Distributable income (S\$'000)	3,687	4,893
Issued and issuable Units ('000)	550,291 <sup>3</sup>	550,681
DPU (cents)		
- With Distribution Waiver	1.49	1.97
- Without Distribution Waiver	0.67	0.89
Aggregate Leverage	24.7%	30.8%

The Trustee-Manager will fund the Proposed Acquisition by debt. Upon completion of the Proposed Acquisition, Dasin Retail Trust pro-forma aggregate leverage will be approximately 30.8%, while its portfolio will comprise four retail malls valued at approximately S\$1.5 billion<sup>(1)</sup> spread across gross floor area of 434,567 sqm.

	<b>Dasin Retail Trust Portfolio</b>	
	<b>Before the Proposed Acquisition</b>	<b>After the Proposed Acquisition</b>
GFA / NLA (sqm)	314,885 / 157,280	434,567 / 243,632
Valuations <sup>(4)</sup>	RMB 4,563m (S\$925.3m) <sup>(1)</sup>	RMB 7,463m (S\$1,529.5m) <sup>(1)</sup>
Implied Acquisition Price	RMB 3,080m (S\$624.5m) <sup>(1)</sup>	RMB 4,304m (S\$882.1m) <sup>(1)</sup>
Portfolio occupancy	99.8%	99.9%

- End -

<sup>3</sup> Number of issued and issuable Units as at 31 March 2017 as stated in the DRT Unaudited Financial Statements

<sup>4</sup> Based on the average of the valuations of Savills and Colliers, where applicable

## **ABOUT DASIN RETAIL TRUST**

Dasin Retail Trust is the only China retail property trust providing direct exposure to the fast-growing Pearl River Delta region listed on the Main Board of the Singapore Exchange Securities Trading Limited (the “SGX-ST”) on 20 January 2017. Dasin Retail Trust’s principal investment mandate is to invest in, own or develop land, uncompleted developments and income-producing real estate in Greater China (comprising People’s Republic of China (“PRC”), Hong Kong and Macau), used primarily for retail purposes, as well as real estate-related assets, with an initial focus on retail malls. With the Proposed Acquisition, the portfolio of Dasin Retail Trust will comprise four retail malls strategically located in Zhongshan City in PRC.

Dasin Retail Trust is managed by Dasin Retail Trust Management Pte. Ltd. The Trustee-Manager’s key objectives are to provide unitholders of Dasin Retail Trust with an attractive rate of return on their investment through regular and stable distributions to Unitholders and to achieve long-term sustainable growth in DPU and net asset value per Unit, while maintaining an appropriate capital structure for Dasin Retail Trust.

## **ABOUT THE SPONSOR – ZHONGSHAN DASIN REAL ESTATE CO., LTD.**

Zhongshan Dasin Real Estate Co. Ltd. (中山市大信置业有限公司) (the “Sponsor”) was established on 13 July 2001 in Zhongshan City, Guangdong Province, PRC. The Sponsor Group’s<sup>5</sup> principal business is focused on the development and management of real estate, including the development and operation of retail malls, hotels, educational facilities and residential properties.

The Sponsor Group has mainly been involved in the construction and development of various real estate projects in the Pearl River Delta region. Over the past 16 years, the Sponsor has established itself as one of the leading developers in Zhongshan, winning a number of national-level industry awards. The Sponsor has been ranked among the “China’s Top 10 Commercial Real Estate Development Companies” for the last five consecutive years.

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For further information and enquiries, please contact:

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<sup>5</sup> “Sponsor Group” refers to the Sponsor, its existing or future subsidiaries, as well as its affiliates, being Zhongshan Dasin Management and Investment Co., Ltd. and Zhongshan Dasin Metro-Mall Merchant Investment Co., Ltd.

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### **IMPORTANT NOTICE**

This press release is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for units in Dasin Retail Trust (the “Units”). A potential investor should read the Prospectus and make their own assessment of the future performance of Dasin Retail Trust before deciding whether to subscribe for or purchase the Units.

Unitholders of Dasin Retail Trust and potential investors are advised to exercise caution in trading the Units in Dasin Retail Trust as there is no certainty or assurance as at the date of this press release that the Proposed Acquisition will be completed.

The value of the Units and the income derived from them may fall as well as rise. Units are not obligations of, deposits in, or guaranteed by, the Trustee-Manager, Zhongshan Dasin Real Estate Co., Ltd., as the sponsor to the Offering, DBS Bank Ltd., as the sole financial adviser, global coordinator and issue manager, and a joint bookrunner and underwriter, Bank of China Limited, Singapore Branch, as a joint bookrunner and underwriter, Haitong International Securities (Singapore) Pte. Ltd., as a joint bookrunner and underwriter, or any of its respective affiliates. An investment in the Units is subject to investment risks, including the possible loss of the principal amount invested. Investors have no right to request that the Trustee-Manager redeem or purchase their Units while the Units are listed. It is intended that holders of Units may only deal in their Units through trading on the SGX-ST. Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.

This press release may contain forward-looking statements that involve risks and uncertainties. Such forward-looking statements and/or financial information involve a number of factors, risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, the present and future business strategies, the environment in which Dasin Retail Trust will operate in the future, 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, property expenses and governmental and public policy changes, and the continued availability of financing. The actual results, performance or achievements of Dasin Retail Trust or the Trustee-Manager, or industry results, may be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements and/or financial information, as these statements and financial information reflect the Manager’s current views concerning future events and necessarily involve risks, uncertainties and assumptions. Prospective investors and Unitholders are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of the Trustee-Manager on future events.