

1Q FY2023 Key Business and Operational Updates

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PARAGON REIT

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1Q FY2023 Key Highlights

1Q FY2023 Key highlights

Gross revenue

- 1Q FY2023 portfolio gross revenue was S\$72.0 million representing an increase of 0.6% yoy; Singapore assets gross revenue grew 0.7%^a yoy & Australia assets gross revenue increased 8.1%^a yoy

Proactive management of a strategic and diversified portfolio

- Near full occupancy rate across the diversified portfolio
- Portfolio WALE continues to be healthy at 5.3 years by NLA and 3.0 years by GRI

Capital management

- Prudent debt structure; fixed debt at 84% with an average cost of debt of 3.71%
- Debt is well staggered; weighted average term to maturity at 2.5 years

Singapore

- Tenant sales and footfall for 1Q FY2023 increased 12% and 37% yoy, mainly due to pandemic restrictions that were still in place during 1Q FY2022

Australia

- Similarly due to pandemic restrictions in 1Q FY2022, tenant sales and footfall in 1Q FY2023 increased by 21% and 6% yoy

Note

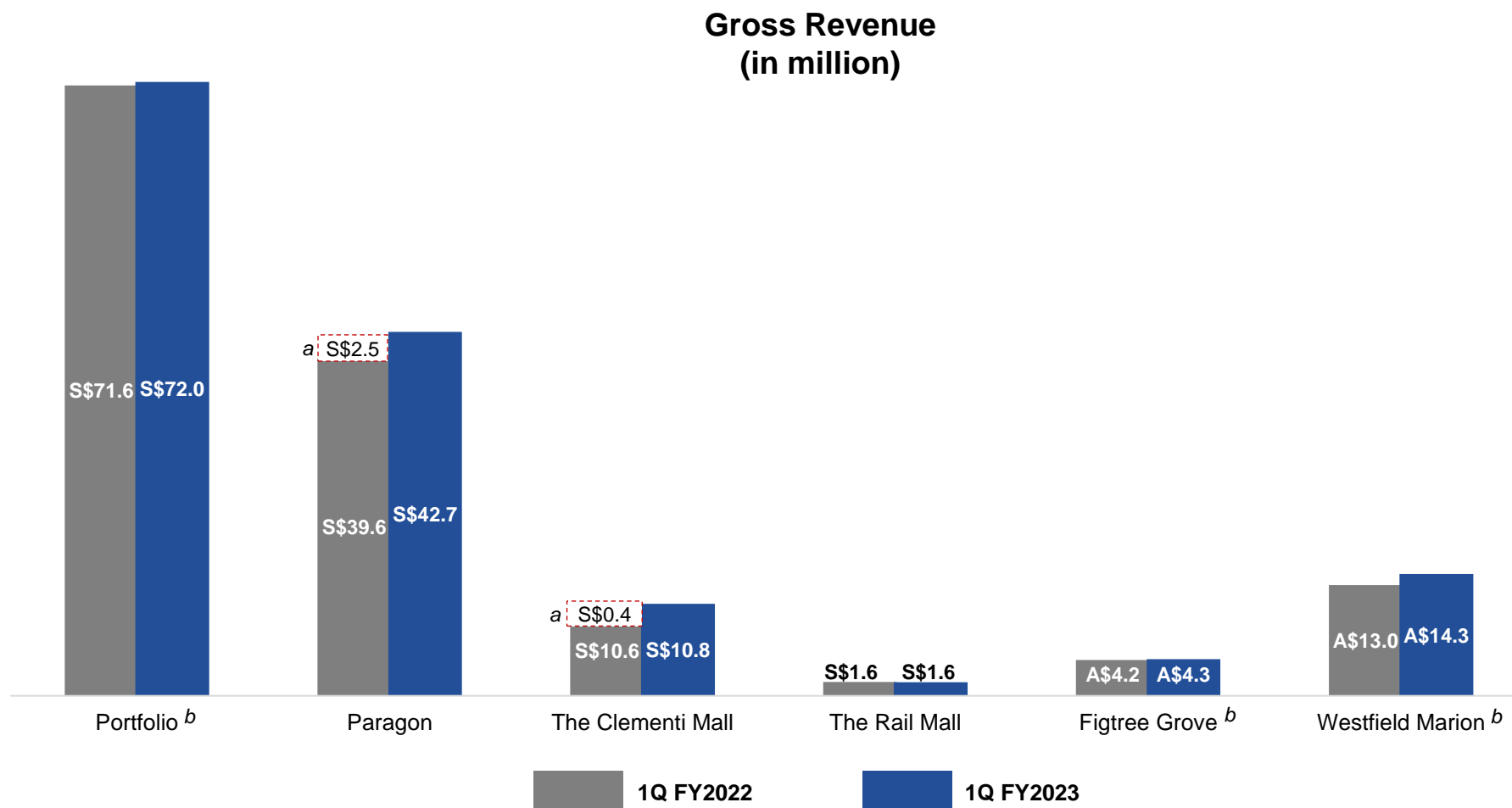
a. In local currency terms



1Q FY2023

Gross Revenue

Improved portfolio gross revenue



Notes

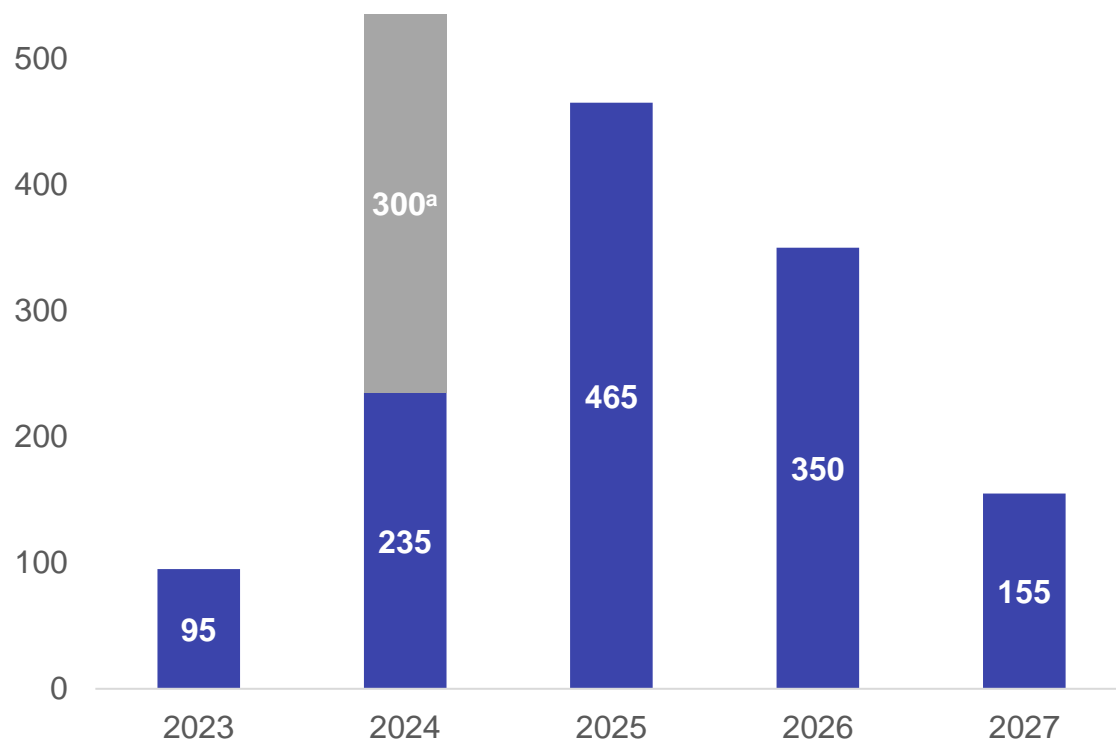
- a. Adjusted for rental relief write-back in 1Q FY2022 to reflect like-for-like comparison against 1Q FY2023
- b. Portfolio numbers are consolidated in Singapore dollar based on the AUD/SGD rate range of
 - i. 1Q FY2023: 0.89 – 0.92
 - ii. 1Q FY2022: 0.97 – 1.00



Capital Management

Prudent capital management

Debt Maturity Profile (S\$ million)
Approx. S\$1.3 billion debt (excl perpetual securities)
as at 31 March 2023



Average Cost of Debt for 1QFY2023	3.71%
Weighted Average Term to Maturity	2.5 years
Floating rate	16%
Fixed rate	84%
Available Facilities	S\$225m

Table above excludes perpetual securities

Note

a. S\$300m of fixed rate perpetual securities issued on 30 August 2019



Portfolio Updates

Resilient portfolio

97.7%

Portfolio occupancy

2.7m

Net Lettable Area ("NLA") sf

5.3 years

WALE by NLA

3.0 years

WALE by Gross Rental Income

Singapore



Paragon



The Clementi Mall



The Rail Mall

Australia



Westfield Marion
SA



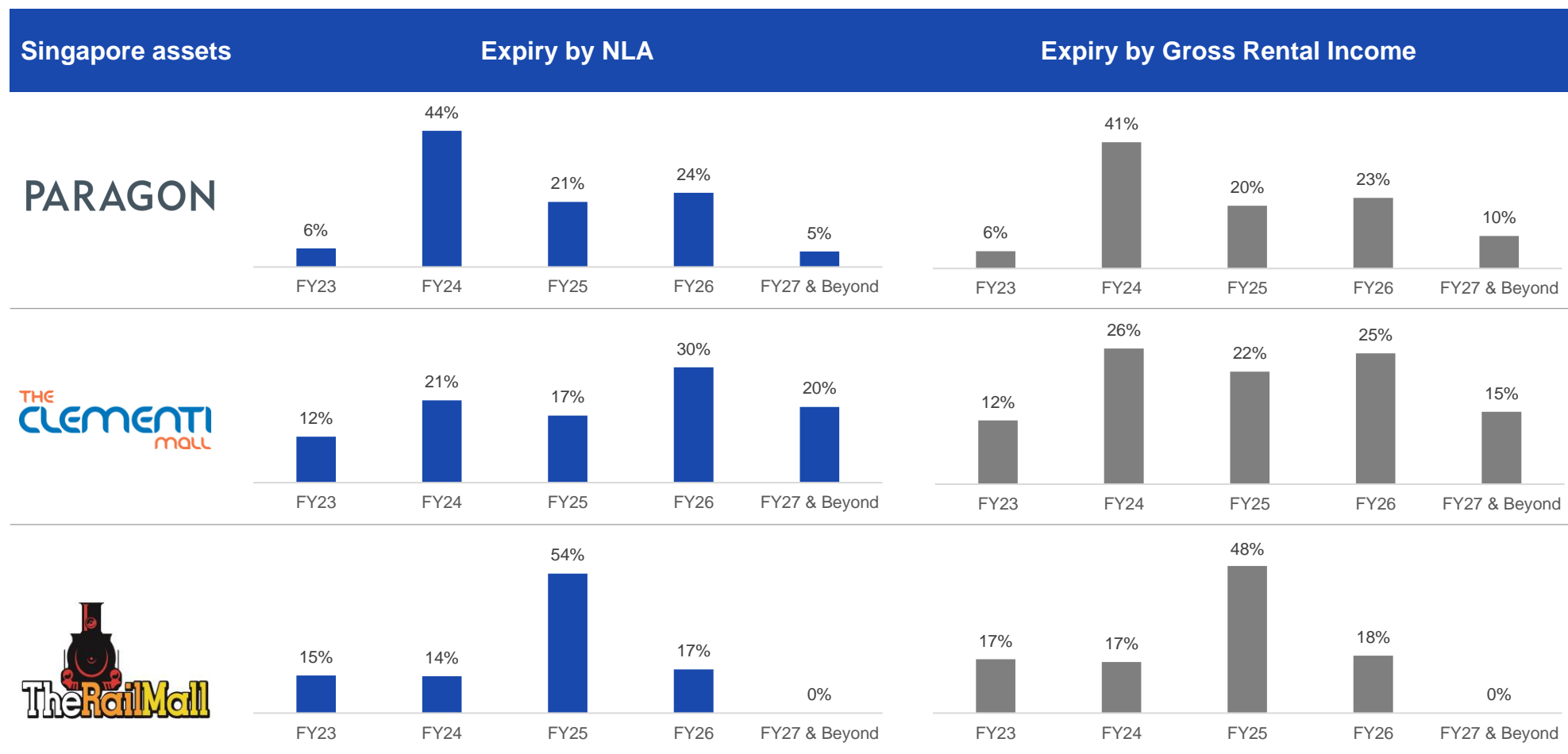
Figtree Grove
NSW

As at 31 March 2023	Singapore			Australia	
	Paragon	The Clementi Mall	The Rail Mall	Westfield Marion	Figtree Grove
NLA ('000 sqft)	718	196	50	1,474	237
Occupancy rate	100.0%	100.0%	100.0%	96.0%	99.6%

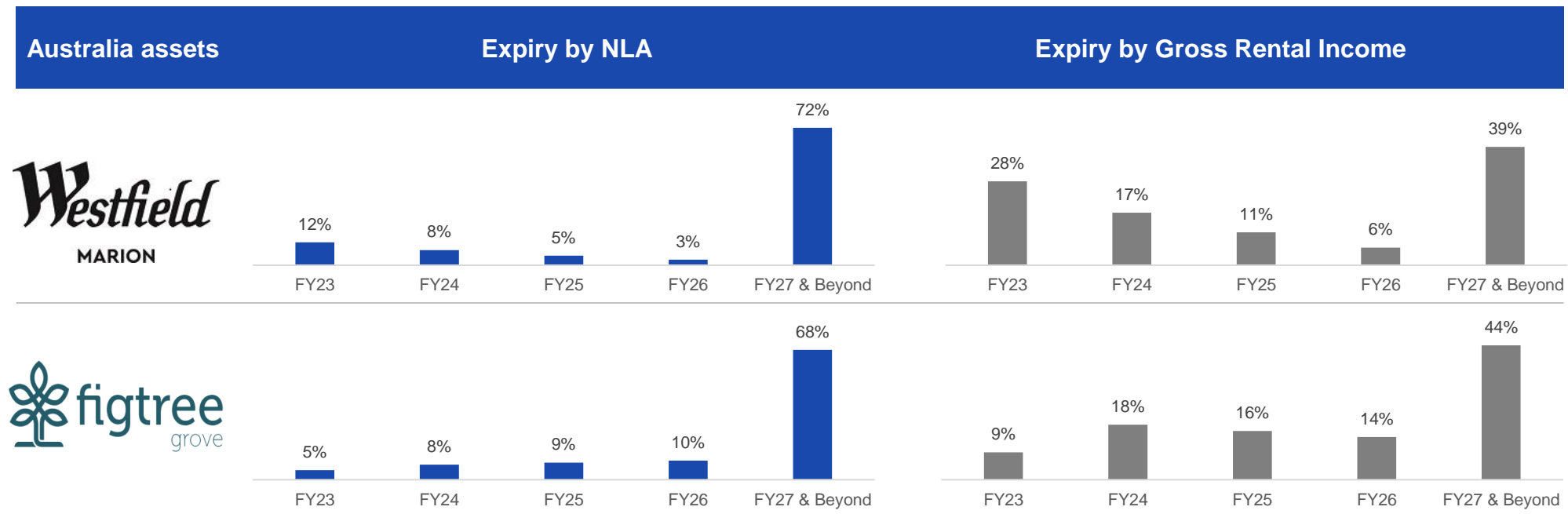
Well staggered lease expiry profile

Lease expiry as at 31 March 2023	FY2023	FY2024	FY2025	FY2026	FY2027 & beyond
PARAGON REIT Portfolio					
Expiries as a % of total NLA	10%	19%	12%	12%	47%
Expiries as a % of Gross rental income	14%	30%	18%	17%	21%
Singapore assets					
Expiries as a % of total NLA	8%	38%	22%	25%	7%
Expiries as a % of Gross rental income	7%	37%	21%	23%	12%
Australia assets					
Expiries as a % of total NLA	11%	8%	6%	4%	71%
Expiries as a % of Gross rental income	25%	17%	11%	7%	40%

Proactive management of lease expiry



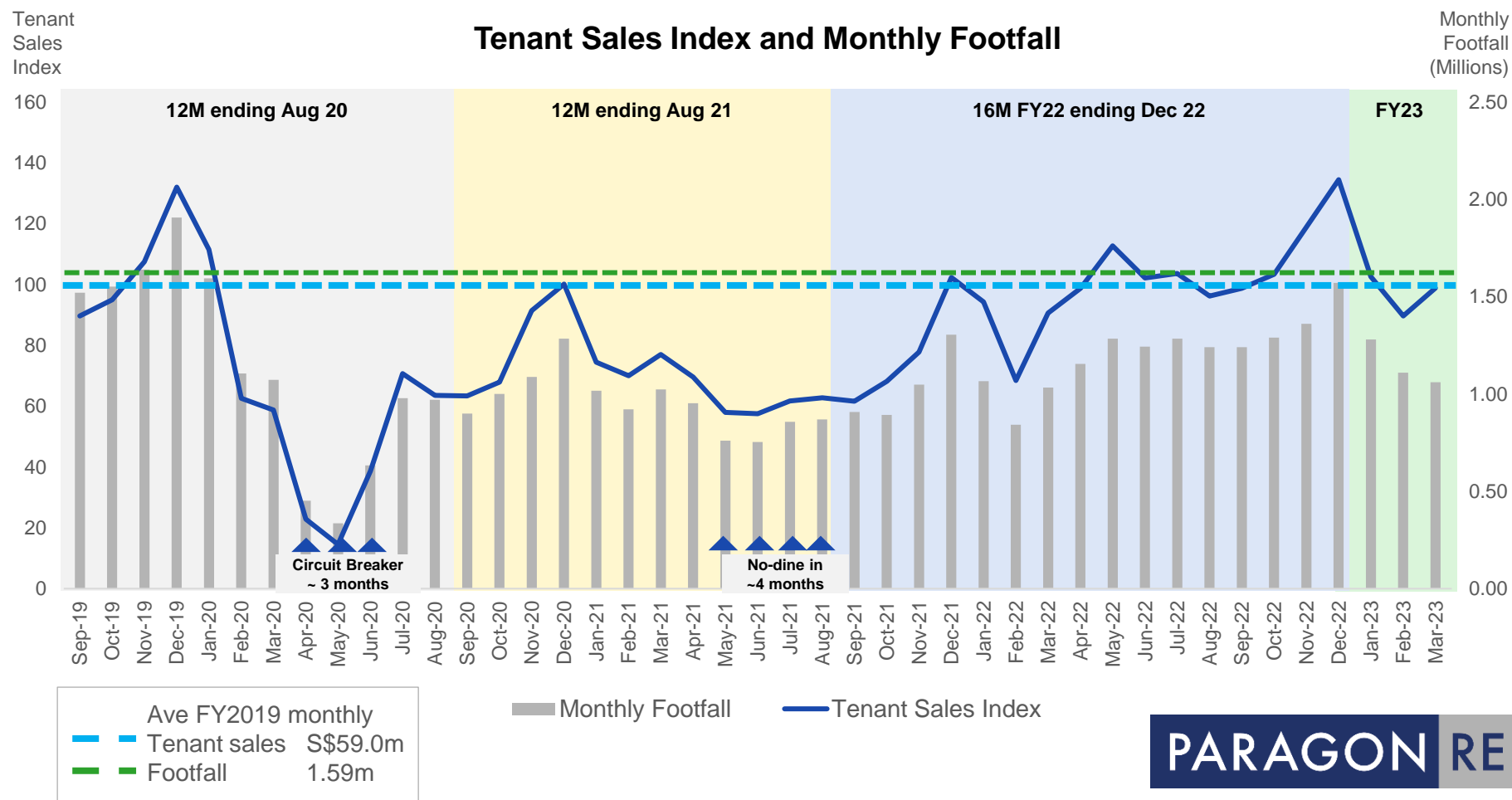
Stable lease expiry profile



SG: Steady tenant sales recovery

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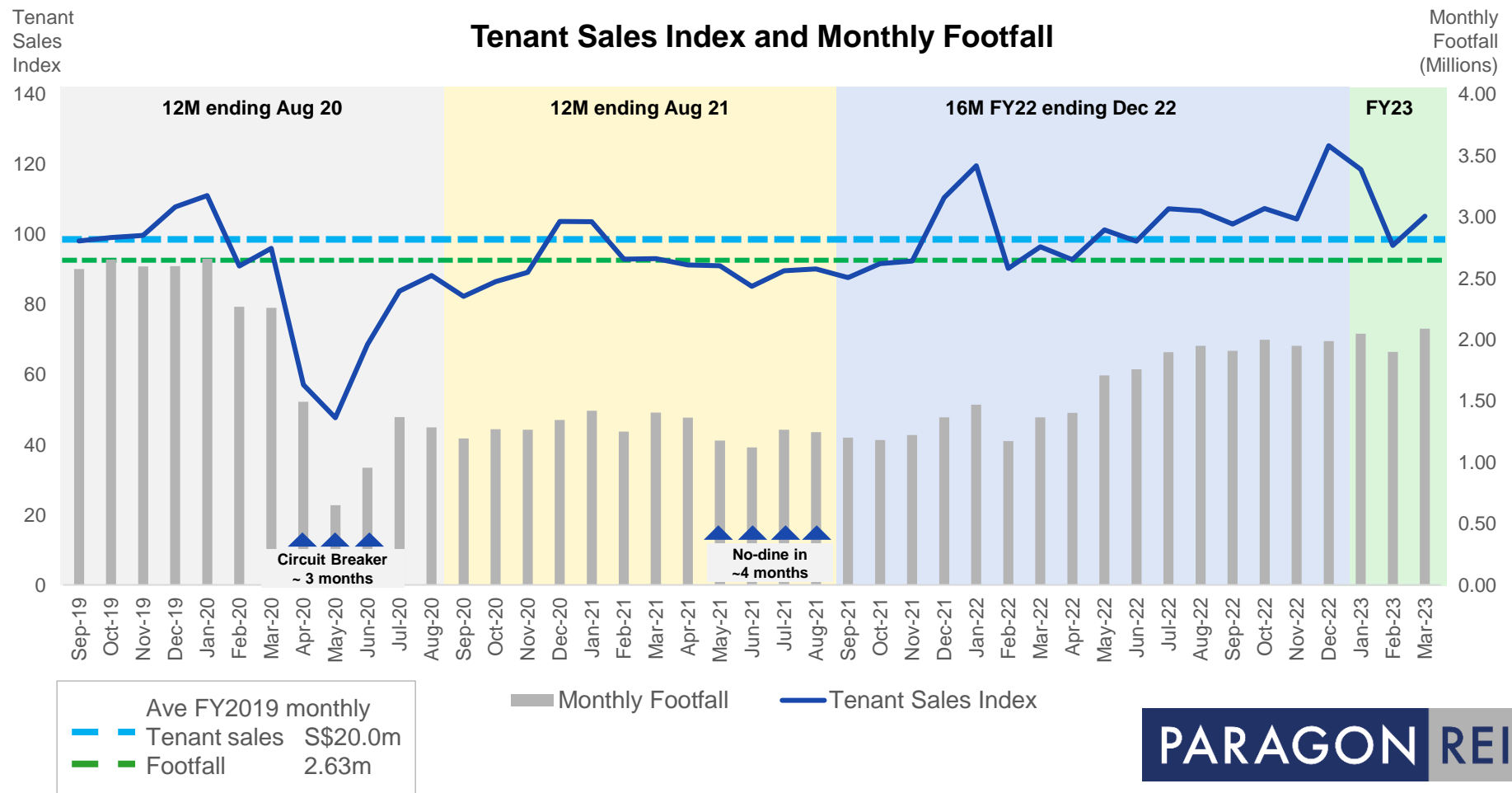
- Tenant sales increased 16% vs 1Q FY2022
- Footfall increased 17% vs 1Q FY2022



SG: Strategic suburban locations remain resilient



- Tenant sales increased by 5% vs 1Q FY2022
- Footfall increased by 50% vs 1Q FY2022 as there were still workplace restrictions in 1Q FY2022

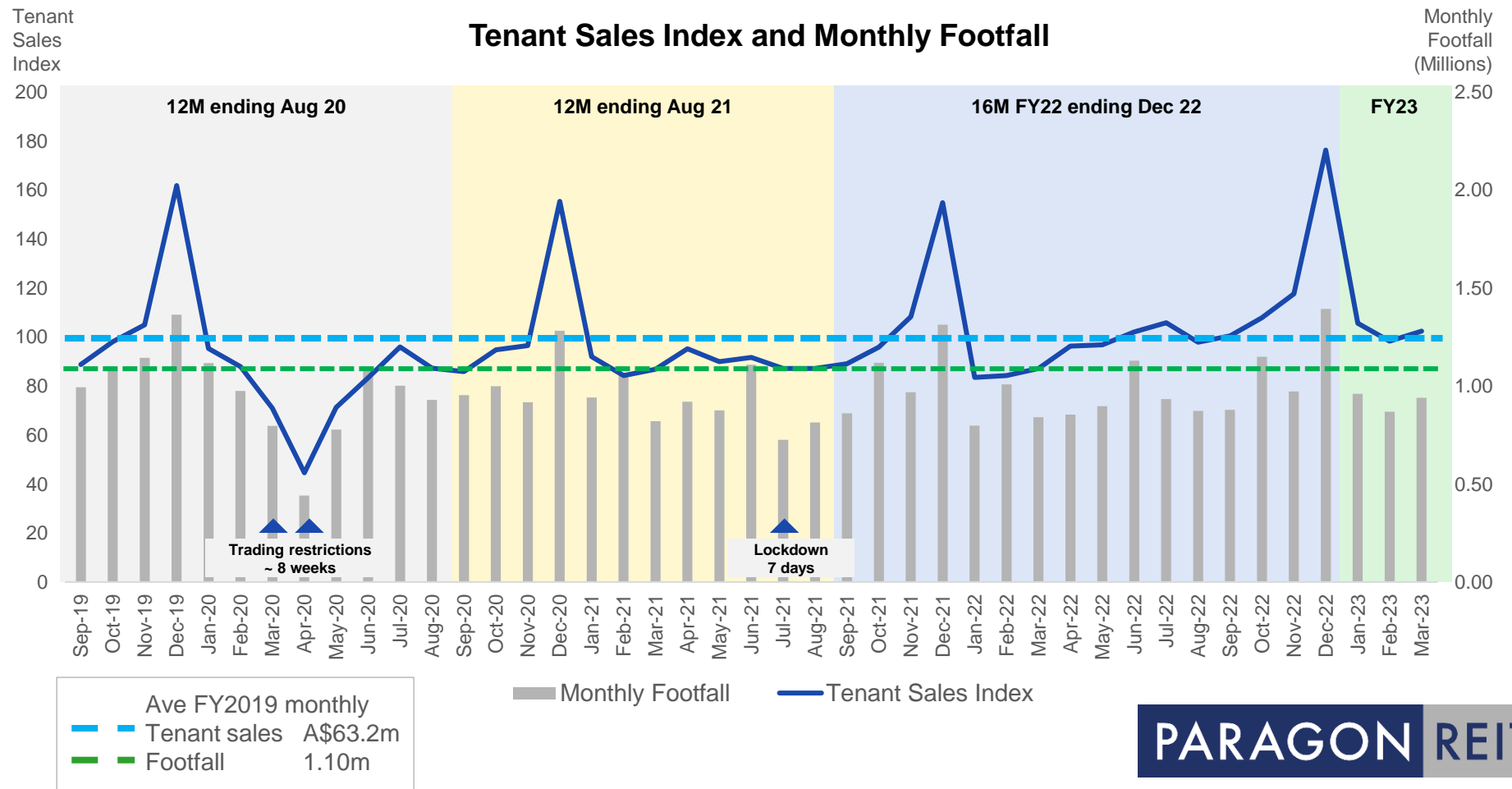


AU: Tenant sales trend above 2019 levels



MARION

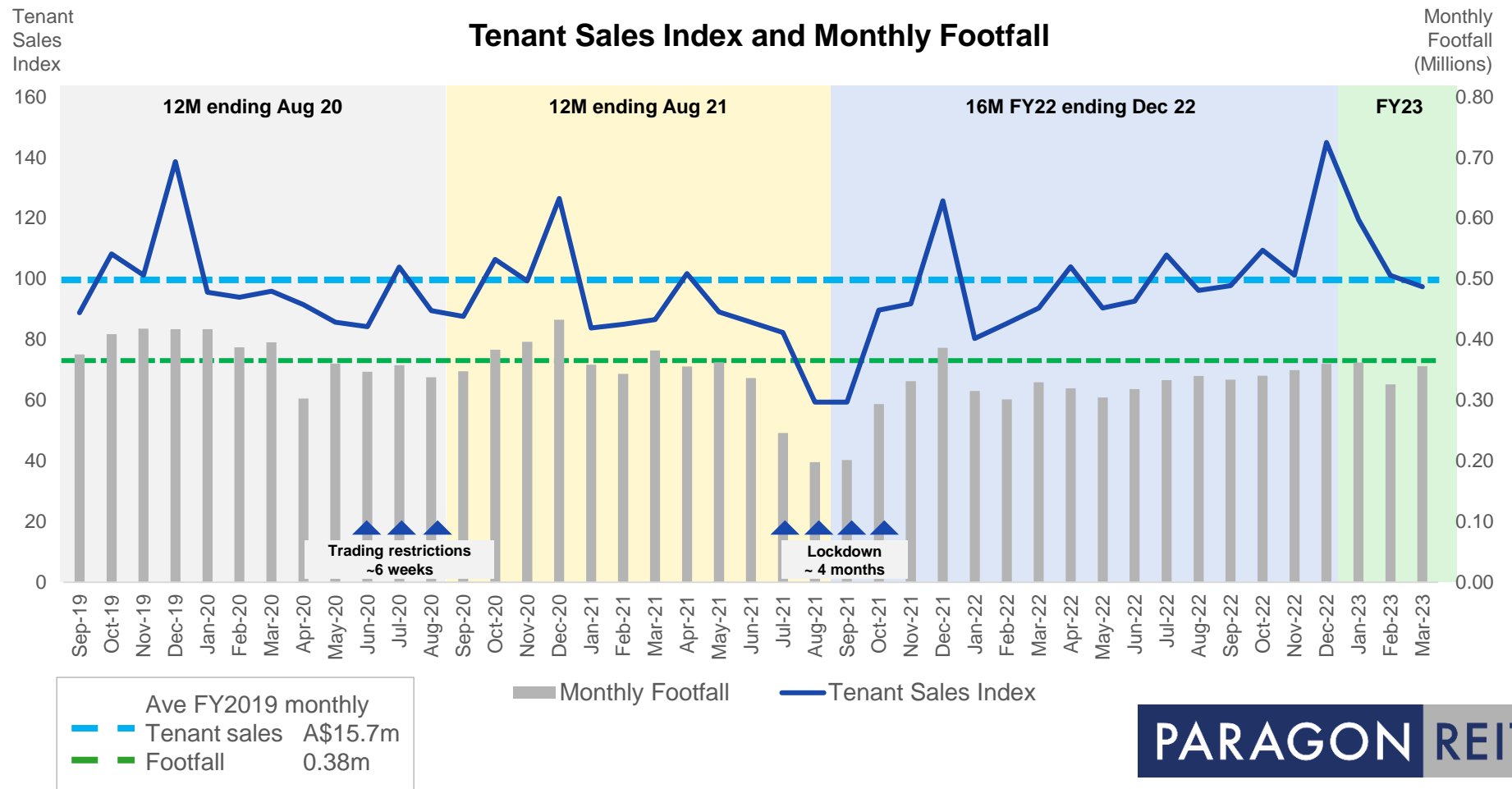
- Tenant sales increased 20% vs 1Q FY2022
- Footfall increased 5% vs 1Q FY2022



AU: Tenant sales recovered to pre-covid levels



- Tenant sales increased 24% vs 1Q FY2022
- Footfall increased 10% vs 1Q FY2022





Growth Strategy

Multi-pronged strategy to ensure growth

Proactive asset management and asset enhancement strategy

- Ensure that interests of all stakeholders, including tenants, shoppers and unitholders are protected while keeping its properties at the forefront of evolving retail mall trends and relevant to changing demands of consumers
- Continually optimise tenant mix of its properties
- Deliver high quality service to tenants and become the landlord of choice in the retail real estate space
- Implement asset enhancement initiatives and pro-active marketing plans

Investments and acquisition growth strategy

- ROFR on the Sponsor's future income-producing properties used primarily^a for retail purposes in Asia Pacific
 - Two applicable ROFR properties; The Seletar Mall which opened in 2014 has maintained high occupancy; the second ROFR, The Woodleigh Mall, has announced TOP has been obtained and will open on 9 May 2023
 - Explore acquisition opportunities that will add value to PARAGON REIT's portfolio and improve returns to unitholders

Note:

- a. 'primarily' means more than 50.0% of net lettable area or (in the case of a property where the concept of net lettable area is not applicable) gross floor area.



Thank You

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