



# **SASSEUR REIT**

First Listed Outlet REIT in Asia

## Financial Results for 3Q 2021

12 November 2021

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A S S E U



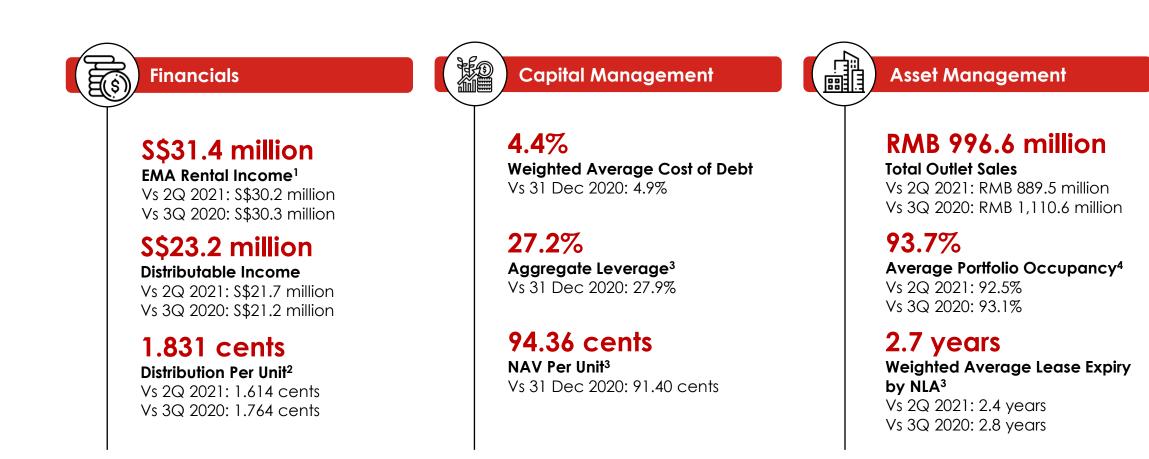
# **Key Highlights**

Sasseur (Kunming) Outlets

# **3Q 2021 Key Performance Highlights**



Highest 3Q 1.831 cents DPU, robust balance sheet and higher portfolio occupancy



<sup>1</sup> Excluding straight-line accounting adjustments

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<sup>2</sup> Represent Distribution Per Unit (after retention for asset enhancement initiatives and working capital)

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<sup>3</sup> As at 30 September 2021

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<sup>4</sup> Occupancy is calculated based on average of the last day of each month in the quarter

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# 9M 2021 Key Financial Highlights

Outlet Sales, EMA Rental Income and Distributable Income recorded double-digit growth Y-o-Y



Strong set of results for first 9 months of 2021 despite partial retention of \$\$5.5 million to fund AEI and working capital requirements 

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Distributable income surpassed pre-pandemic 9M 2019 by 17.4% 

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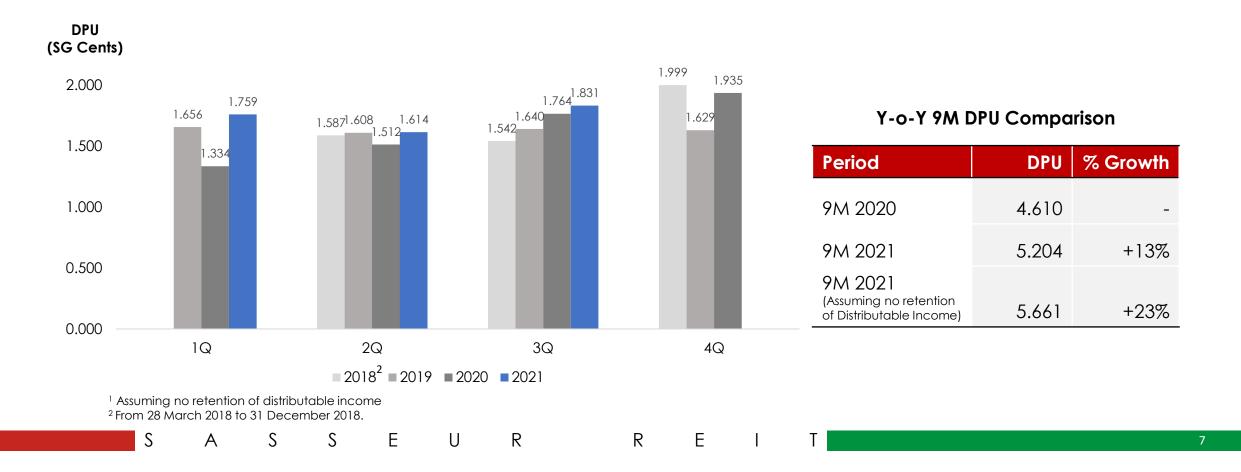


# **Growing DPU Profile**

#### DPU in 2021 were the highest for each quarter since IPO



- 9M 2021 DPU reached a new level of 5.204 cents, almost 13% higher than same period in 2020
- On a like-for-like basis<sup>1</sup>, 9M 2021 DPU would be higher at 5.661 cents, 23% than corresponding period in 2020



# Fortifying Portfolio Resilience

Unlocking value by increasing revenue generating capacities and higher occupancy rates

Strategic Asset Enhancement Initiatives (AEI)

#### Hefei

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- $\checkmark$  Converted Block B to sports theme with renowned brands Nike & Adidas.
- $\checkmark$  Improved occupancy from c. 92% to 95%

#### Chongqing Liangjiang

- ✓ Converted office to income generating retail space
- $\checkmark$  Facade enhancement with LED advertisement billboards

#### **Chongqing Bishan**

- ✓ Space re-configuration to improve shoppers' experience
- $\checkmark$  Introduced 25 new brands into the outlet to boost product diversity

#### Festive-Themed Events & Promotions

Summer Sale (10 – 25 Jul)

Chinese Valentine's Day (14 Jul)

Anniversary Sale (10 – 26 Sep)













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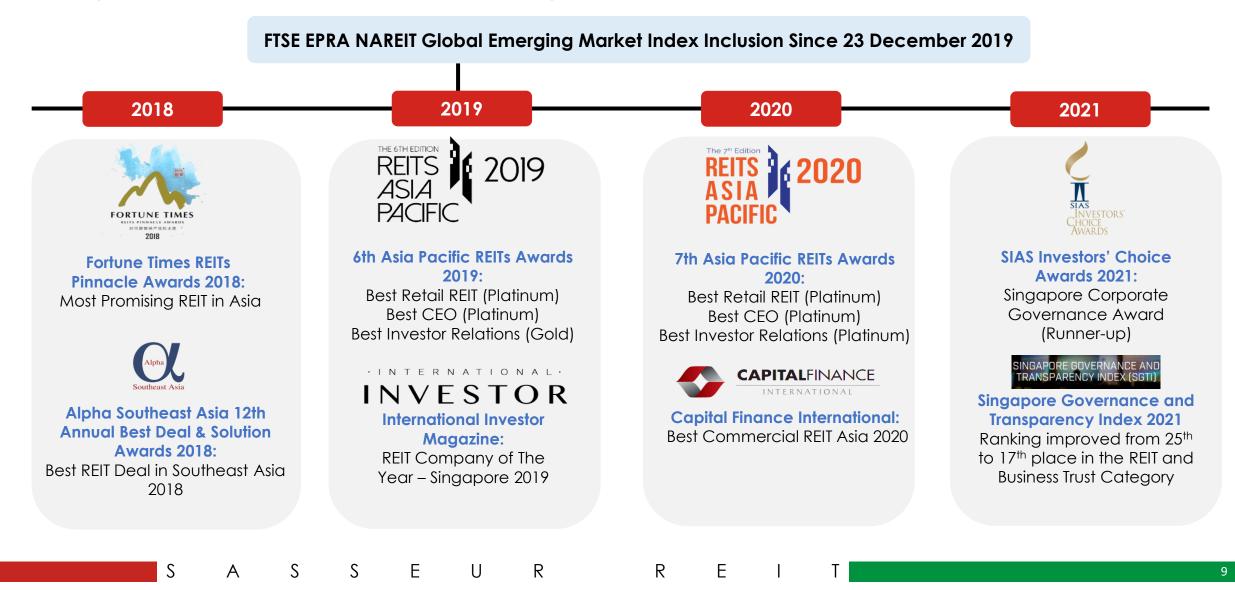
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# Key Awards & Milestones Since IPO



Recognised for excellence in corporate governance & transparency





# **Financial Performance**

Sasseur (Hefei) Outlets

# 3Q and 9M 2021 Key Financial Highlights

#### 9M 2021 key metrics outperformed corresponding period in 2020

- EIT SASSELR
- 3Q 2021 results outperformed 2Q 2021 with 13.4% higher DPU over 2Q 2021, lifted by 11.2% increase in variable component of EMA Rental Income in line with 12% higher sales of RMB 996.6 million
- Compared to 3Q 2020, 3Q 2021 recorded marginally lower EMA Rental Income by 1.4% due to 10.5% lower variable component income resulting from relatively dampened consumer sentiment amid the large scale COVID-19 outbreak from Nanjing in July 2021, and slower sales of winter clothing due to warmer-than-usual weather in China during 3Q 2021

	3Q 2021	3Q 2020	Change %	2Q 2021	Change %	9M 2021	9M 2020	Change %
Sales (RMB mil)	996.6	1,110.6	(10.3)	889.5	12.0	3,022.7	2,480.8	21.8
Fixed component (RMB mil)	105.5	102.4	3.0	105.5	0.0	316.4	307.2	3.0
Variable component (RMB mil)	44.9	50.2	(10.5)	40.3	11.2	137.2	113.5	20.9
EMA rental income (RMB mil) <sup>1</sup>	150.4	152.6	(1.4)	145.8	3.1	453.6	420.7	7.8
EMA rental income (S\$ mil) <sup>1</sup>	31.4	30.3	3.9	30.2	4.1	93.9	83.5	12.5
Income available for distribution to Unitholders (\$\$ mil)	23.2	21.2	9.4	21.7	6.9	68.6	55.4	23.9
DPU (SG Cents) <sup>2</sup>	1.831	1.764	3.8	1.614	13.4	5.204	4.610	12.9
<sup>1</sup> Exclude straight-line accounting adjustments. <sup>2</sup> After retention.								
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# 3Q and 9M 2021 Distributable Income

9M 2021 distributable income higher by 23.9% over 2020



#### **Key Contributing Factors**

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- Higher EMA rental income attributable to fixed component of unique EMA model and RMB appreciation against SGD by 5.1% Y-o-Y
- Lower trust expenses due to absence of professional fees incurred for refinancing in Sep 2020

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- Lower finance costs due to lower average interest rates after refinancing in Sep 2020
- Lower tax expenses in tandem with lower sales

	S\$ million	3Q 2021	3Q 2020	Change %	9M 2021	9M 2020	Change %
Distributable Income (S\$ mil)	EMA rental income	31.4	30.3	3.9	93.9	83.5	12.5
	Trust expenses	(0.5)	(0.7)	33.5	(1.6)	(1.9)	13.7
<b>+9.4%</b> 23.2	Finance income	-	-	-	0.1	0.1	-
21.2	Finance costs	(4.5)	(5.1)	11.2	(13.3)	(16.0)	17.1
	Exchange differences	0.1	0.2	(67.4)	(0.2)	(0.5)	59.1
	Tax expenses	(3.3)	(3.5)	3.9	(10.3)	(9.8)	(4.9)
	Income available for distribution to Unitholders	23.2	21.2	9.4	68.6	55.4	23.9
	Less: Amount retained	(1.0)	-	n.m.	(5.5)	-	n.m.
3Q 2020 3Q 2021	Amount to be distributed to Unitholders	22.2	21.2	4.7	63.1	55.4	13.9

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# Robust Balance Sheet

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#### NAV remains stable, supported by capex and stronger RMB

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 Investment properties are higher by 3.8% as at 30 Sep 2021, contributed by RMB appreciation against SGD by 3.4% and capitalisation of capital expenditure of \$\$3.6 million undertaken in 9M 2021

S\$ million	As at 30 Sep 2021	As at 31 Dec 2020
Investment properties	1,713.0	1,651.1
Cash and short-term deposits	161.3	155.9
Total assets	1,899.0	1,858.2
Loans and borrowings	506.4	504.3
Total liabilities	750.5	752.8
Net assets	1,148.5	1,105.4
NAV per Unit (SG cents) <sup>1</sup>	94.36	91.40

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<sup>1</sup> Based on units in issue and to be issued of 1,217,119,076 and 1,209,412,000 as at 30 September 2021 and 31 December 2020 respectively.

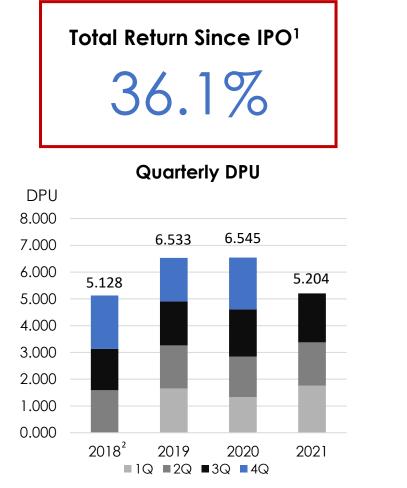
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# Sasseur REIT Total Returns & Trading Volume

Growing from strength to strength

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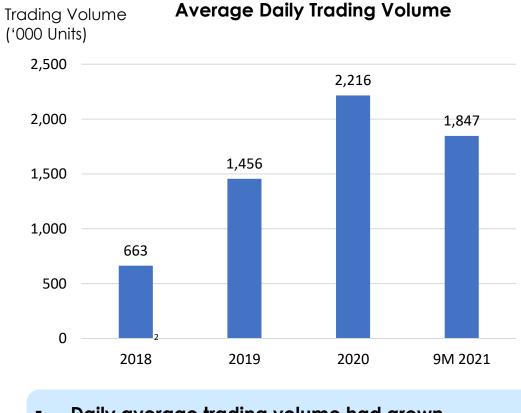
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 Daily average trading volume had grown approximately 3 times since IPO in 2018

<sup>1</sup> Total return calculated based on IPO price of 80.0 cents and all distributions (including 3Q 2021) with closing unit price of 85.5 cents as at 30 September 2021. <sup>2</sup> From 28 March 2018 to 31 December 2018.

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# Distribution Details



Books closure date in mid December, with payout before end of year

Distribution Period	1 July to 30 September 2021		
Distribution Per Unit	\$1.831 <sup>1</sup>		
Distribution Timetable			
Notice of Books Closure Date	12 November 2021		
Ex-dividend Date	10 December 2021		
Books Closure Date	13 December 2021		
Distribution Payment Date	28 December 2021		

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<sup>1</sup> Distribution Per Unit after retention of S\$1.0 million.

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# **Capital Management**

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Sasseur (Chongqing Liangjiang) Outlets

# Well-balanced Debt Profile

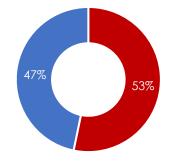
Equal mix of onshore and offshore loans

profile by staggering debt maturity and amount

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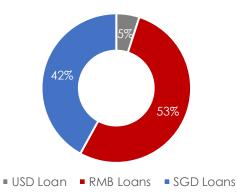
Funding Sources



Onshore Loans
 Offshore Loans



USD



# Onshore LoansOffshore LoansCurrencyRMBSGD

Outstanding Quantum1RMB 1.31 billionSGD 214 millionUSD 20 millionMaturityAarch 2023n.a.~SGD 27 millionFloating Rate5-year LPRSORUSD LIBOR

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Actively exploring refinancing opportunities with a view to de-risk the current debt

<sup>1</sup> Based on SGD:RMB and USD:SGD exchange rates of 4.7632 and 1.3616 as at 30 September 2021 respectively.

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# **Prudent Capital Management**



#### Low gearing with considerable debt headroom, strong interest coverage

	30 Sep 2021	31 Dec 2020
Gross borrowings	\$\$516.2 mil	\$\$518.5 mil
Aggregate leverage	27.2%	27.9%
Average debt maturity	1.5 years	2.2 years
Debt headroom <sup>1,2</sup>	\$\$867 mil	\$\$823 mil
Available undrawn facilities	\$\$8 mil	S\$1 mil
Weighted average cost of debt <sup>3</sup>	4.4%	4.9%
Interest coverage ratio <sup>4</sup>	4.8 times	4.0 times

<sup>1</sup> Debt headroom is computed based on total assets and assuming a corresponding increase in total assets with new debts raised.

 $^{2}$  Based on MAS prescribed leverage limit of 50%.

<sup>3</sup> Included borrowing-related fees.

<sup>4</sup> Based on dividing the trailing 12 months EBITDA (excluding the effects of any fair value changes of financial derivatives and investment properties, and foreign exchange translation) by the trailing 12 months interest expense and borrowing-related fees as set out in the CIS Code.

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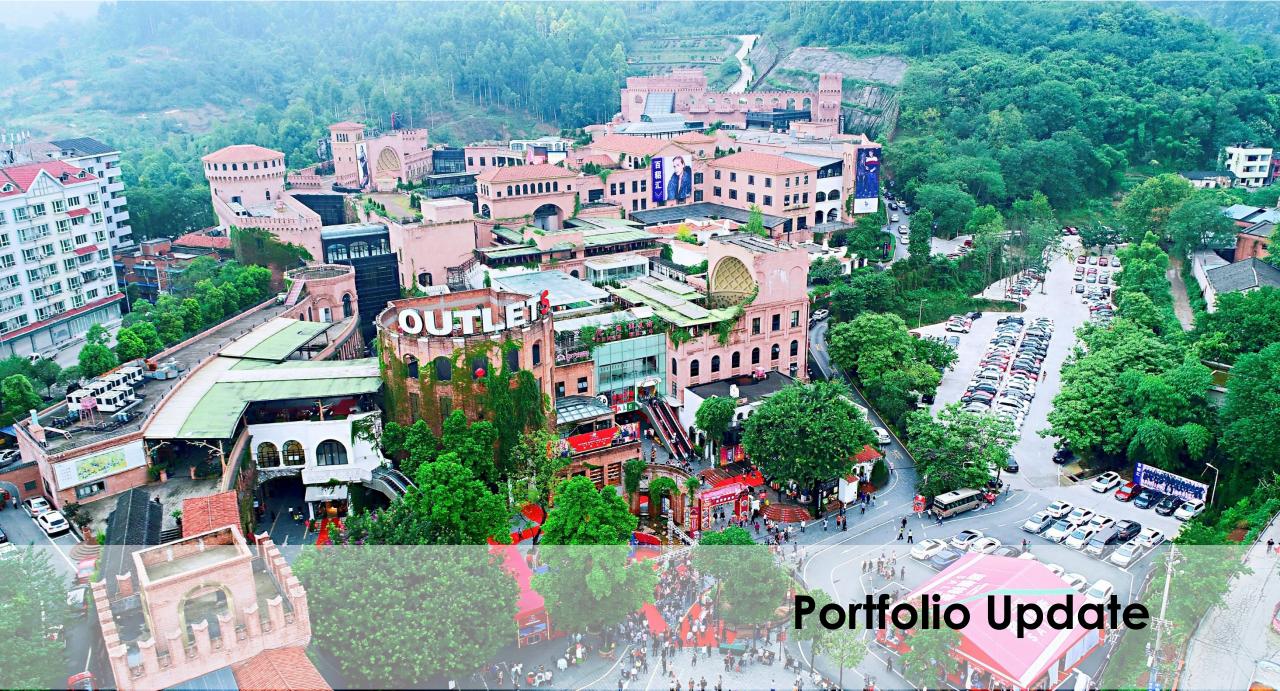
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- Aggregate leverage is low at 27.2% with \$\$867 million debt headroom
- Available undrawn revolving credit facility of \$\$8 million provides liquidity buffer
- Adopt appropriate interest rate and foreign currency hedging strategies depending on the outlook of interest rate and foreign currency movement

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Sasseur (Chongqing Bishan) Outlets

# **Portfolio Summary**

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Quality properties in high growth cities with large population base

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#### Portfolio of four outlets

NLA : 312,784 sqm



# 3Q and 9M 2021 Outlet Sales Summary



All four outlets recorded double-digit growth for 9M 2021 vs 9M 2020

Outlet Sales	3Q 2021 (RMB mil)	3Q 2020 (RMB mil)	3Q 2021 vs 3Q 2020 (%)	2Q 2021 (RMB mil)	3Q 2021 vs 2Q 2021 (%)	9M 2021 (RMB mil)	9M 2020 (RMB mil)	9M 2021 vs 9M 2020 (%)
Chongqing Liangjiang	544.9	593.4	-8.2%	470.9	15.7%	1,576.3	1,221.9	29.0%
Chongqing Bishan	82.2	106.3	-22.6%	77.6	6.0%	271.1	236.7	14.6%
Hefei	188.6	223.2	-15.5%	199.1	-5.3%	631.8	569.3	11.0%
Kunming	180.9	187.7	-3.6%	141.9	27.4%	543.4	452.9	20.0%
Portfolio	996.6	1,110.6	-10.3%	889.5	12.0%	3,022.7	2,480.8	21.8%

Lower 3rd quarter y-o-y sales due to:

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• Sporadic outbreaks of Covid-19 cases in different cities which affected inter-city traveling

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• Unusually warm weather during the anniversary sales in September 2021 affected sales of winter fashion

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Weaker consumer sentiments

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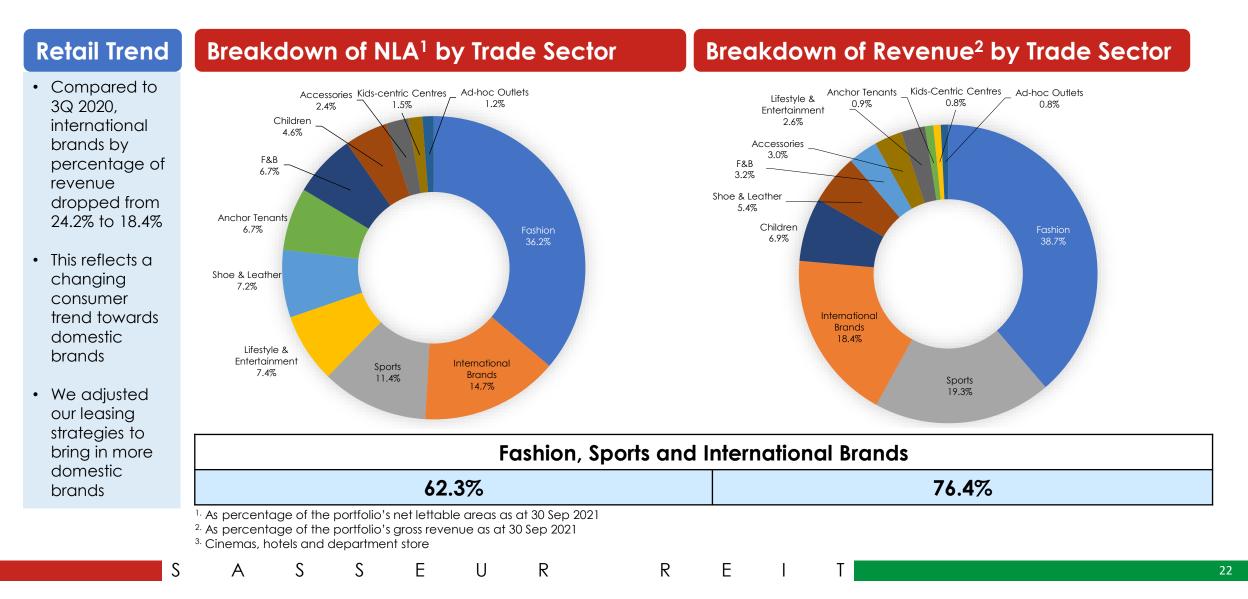
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# Diversified Trade Mix

Wide variety of carefully curated trade sectors



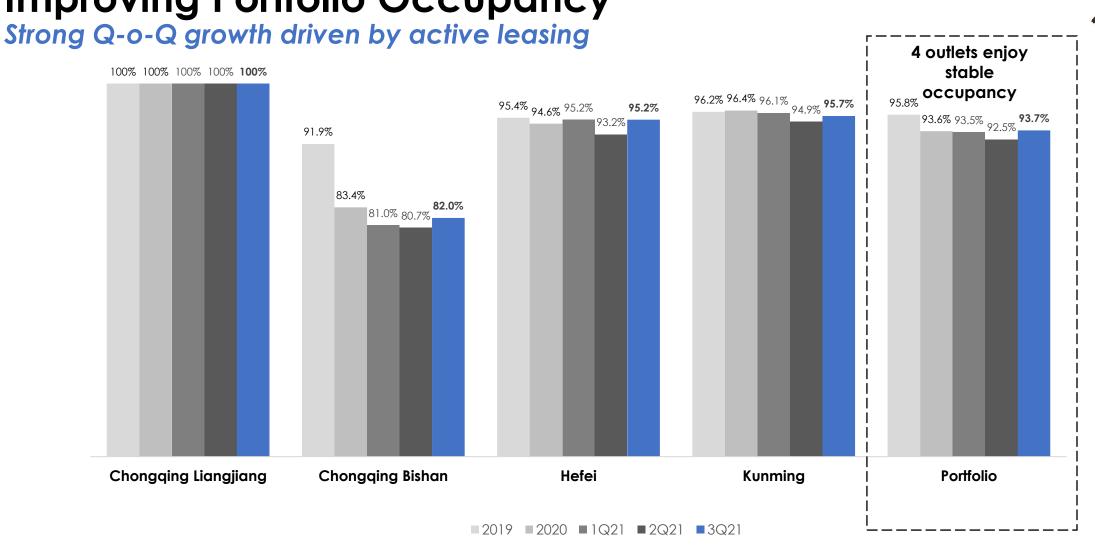


# **Exciting New Brands**



Good mix of international and popular domestic brands

Chongqing Liangjiang	雅戈尔 YOUNGOR A TUE S A N d r O 男裤专家 PARIS
Chongqing Bishan	LIUJO MISS U.S. POLO ASSN. SINCE 1890
Hefei	波司登 <sup>我・的・法・式・生・活</sup> 留伽健員
Kunming	前 你 HALEBOSS Camicissima
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# Improving Portfolio Occupancy



\*Occupancy is calculated based on average of the last day of the 3 months.

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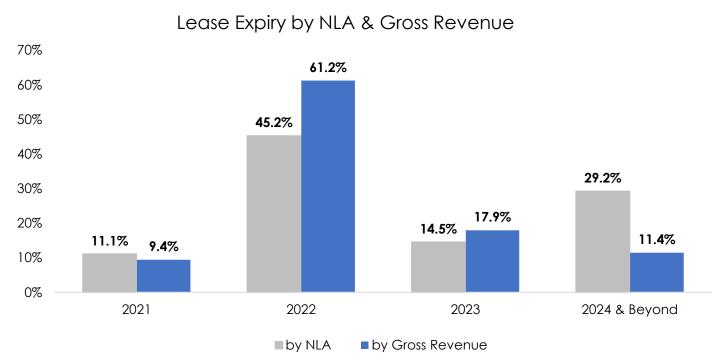
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# Weighted Average Lease Expiry (WALE)

Deliberate short lease to optimise tenant mix

Short lease strategy to adjust trade mix swiftly to adapt to fast-changing consumer preferences in China



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2Q 2021 WALE by Gross Rental Income 0.9 years and NLA 2.4 years

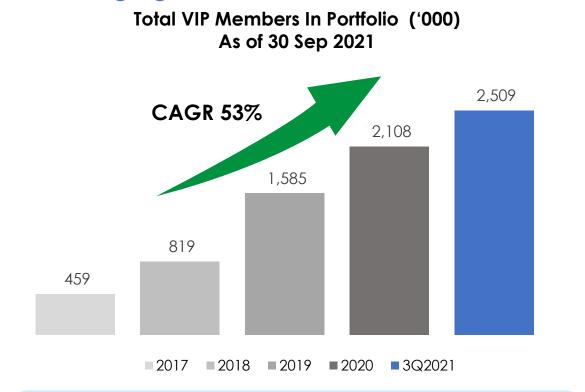
As at 30 Sep 2021

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VIP Members - Growth by Outlets

#### • Total VIP Members as of 30 Sep 2021 is 2.509 million

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• Q-o-Q increase of 6% from 2Q 2021 to 3Q 2021

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Y-o-Y increase of 28%

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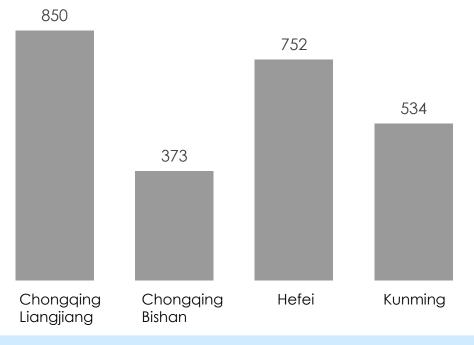
**Double digit growth Y-o-Y** 

VIP Members' sales contribution circa >60%

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VIP Members by Outlets ('000) As of 30 Sep 2021



- Chongqing Liangjiang Outlets account for 34% of total portfolio members
- Y-o-Y growth +34% for Chongqing Liangjiang
- Y-o-Y growth +31% for Hefei

# **Extract Value through Asset Enhancements Initiatives**



Well executed AEIs have successfully improved outlets' positioning

Value Created

#### **Unlocking Value**







#### Hefei Outlets

Capex : ~ RMB 15 million

Commenced in April 2019

Completed in Dec 2020

AEI and re-configuration of Block B to sports theme with renowned brands Nike & Adidas. Improved occupancy from circa 92% to 95% **Chongqing Liangjiang Outlets** 

Capex : ~ RMB 45 million

Commenced in April 2020

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Expected completion in Dec 2021

Converted level 5 from office to income generating retail space. Attracted higher quality brands across all trade sectors Chongqing Bishan Outlets

Budget : RMB 10 million

Commenced in August 2021

Expected Completion in 1Q 2022

AEI and re-configuration aim to improve shoppers circulation, improve occupancy and introduce factory outlets such as Nike and Adidas

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# Asset Enhancement Initiatives – Hefei Outlets

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Improved inter-connectivity between Blocks A & B





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In 2019, we embarked on AEI:

- To re-direct the vehicular flow
- Converted Block B to a sportscentric section
- Shopper traffic and sales had improved since AEI completed in Dec 2020.





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# Asset Enhancement Initiatives – Chongqing Liangjiang

Enhancing attractiveness and creating more retail space

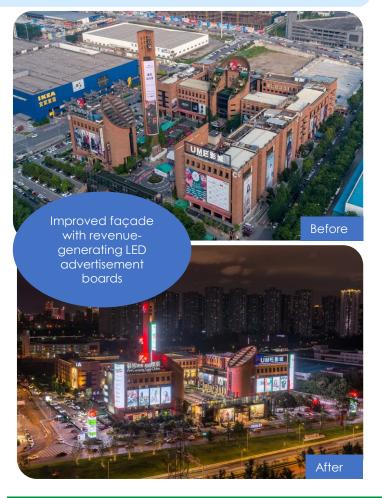
- In 2020, we embarked on a major AEI to reposition the 13-year old outlet mall to enhance its attractiveness and unlock value through conversion of management office space to revenue-generating retail spaces.





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# Asset Enhancement Initiatives – Chongqing Bishan

Improving main entrance visibility and shop frontage

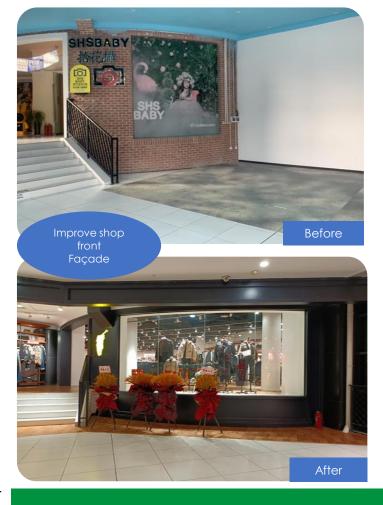
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Maximizing returns through improving shop front appeal and attracting high-yielding tenants







# **3Q 2021 Promotional Activities**

Drawing shoppers through thematic promotional events



#### Summer Sale (10 – 25 Jul)



Exciting promotional events were planned during summer holidays in Mid-July





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#### Chinese Valentine's Day (14 Jul)



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Chinese Valentine's Day falls on the 7<sup>th</sup> July in the Lunar calendar, it is widely celebrated amongst the younger generation.





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#### Anniversary Sale (10 – 26 Sep)



<u>Kunming (left)</u> Crowds at open plaza

Chongqing Liangjiang (below) Large crowds still seen past midnight



# **Extending Consumer Reach Digitally**

Expanding online presence via omnichannels





#### **Omnichannel Retail**

Livestream programs to complement anniversary sales and attract shoppers to Sasseur Outlets.

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Platform	Key Function	Objective
	<ul> <li>Official online shopping mall</li> <li>Allows live-streaming</li> </ul>	Extend outreach of promotional items both to the offline and online consumers
企业微信	<ul> <li>Members chat and after-sales services</li> </ul>	<ul> <li>Develop a consumers' stickiness to our outlets</li> <li>Encourage repeated visits to our outlets</li> </ul>
₩数号	Quick video blasts of promotional details	<ul> <li>Proven to be highly effective</li> <li>More than 90% of China's population use we-chat</li> </ul>
	Sharing platforms for products     details and discounts	<ul> <li>Targeting the younger generation</li> <li>Attracts shoppers to the mall</li> </ul>
6	Online information counter	<ul> <li>Establish an internet presence</li> <li>Alternative e-platform for consumers</li> </ul>
<b>し</b> 料音	<ul> <li>Short video clips</li> <li>Product details</li> <li>Discounts and Promotions</li> </ul>	<ul> <li>Cater to the younger generation of consumers</li> <li>To attract them to shop in our outlet malls</li> </ul>

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# **Key Focus & Priorities**

Sasseur (Kunming) Outlets

# Management Focus & Priorities

Building resilience and preparing for next growth phase





Proactive Asset Management



- ✓ Seek opportunities to consolidate higher ownership of Sasseur Hefei Outlets
- ✓ Sharpen appeal of outlets to take advantage of strong domestic consumption



Prudent Capital

Management

✓ De-risk current debt profile through staggered debt maturity at next refinancing opportunity

 $\checkmark$  Maintain robust balance sheet and acceptable gearing level

Maintain prudent cost management practices

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✓ Priority to acquire Sponsor's ROFR and/or Pipeline properties

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 $\checkmark$  Target cities in China with large population base and attractive growth potential

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✓ Target income-producing properties with attractive fundamentals and long-term growth potential

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# **ESG Efforts**

#### Every small step counts toward building a better and more sustainable future



- Reducing power consumption through the use of auto switches to adjust lighting, using energy-efficient lightbulbs
- ✓ Improving the load factor of transformers to **optimise electrical** usage efficiency
- Monitoring water consumption level and recycling of water from air conditioning for horticulture purpose
- Adopting waste segregation and recycling practices at outlet malls

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- Prioritise the health and safety of employees, tenants, customers over short term economic benefits
- ✓ Cultivate conducive work environment and promotes values of trust, respect, integrity and fairness in the workplace
- ✓ Sponsor SGX Cares Bull Charge Virtual Charity Run 2021 and inviting 100 participants including investors and working partners

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- ✓ Compliance with rules and regulations by upholding high standards of corporate governance
- Adopt fair and ethical business practices and takes a strong stand against unethical conduct
- Conduct regular training to ensure all employees uphold the highest standards of compliance and code of conduct



### Sponsor ROFR Assets – Xi'an Outlets Large-scale outlet malls with good long-term growth potential



#### Right Of First Refusal Properties



#### Sasseur Xi'an Outlets

Opening	g Date	Se	o 2017		
GFA (s	qm)	14	1,708		
Car Par	k Lots		c.	2,000	
Xi'an Pop	ulation		~13	million	
	Xi'an G	DP (RME	3 Billion)		
	CAG	R 12.5%			
626	747	835	940	1,002	
2016	2017	2018	2019	2020	
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#### **Good Accessibility**

- Directly connected to Metro Line 3
- Located next to intersections of major roads and highways
- ~20 kilometers, 40-minute drive, from city center

#### **Leisure Destination**

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- Located in Chanba District, the only national ecological district in Xi'an
  - Immediately next to World Expo Park, the largest park in Xi'an



# Sponsor ROFR Assets – Guiyang Outlets



Large-scale outlet malls with good long-term growth potential

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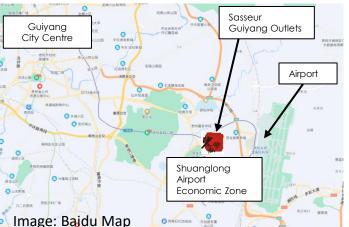
#### **Right Of First Refusal Properties**



#### Sasseur Guiyang Outlets

Opening	g Date	Dec 2017			
GFA (s	sqm)	193,520			
Car Par	k Lots		c	:.5,000	
Guiyang P	opulatio	on	~6	5 million	
G	Juiyang	GDP (R	MB Billio	on)	
	CAG	<b>R 8</b> .1%		101	
316	354	380	404	431	
2016	2017	2018	2019	2020	

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#### Good Accessibility

- 10-min drive from downtown centre
- Located at Shuanglong Airport Economic Zone, a core business area

#### **Shopping Destination**

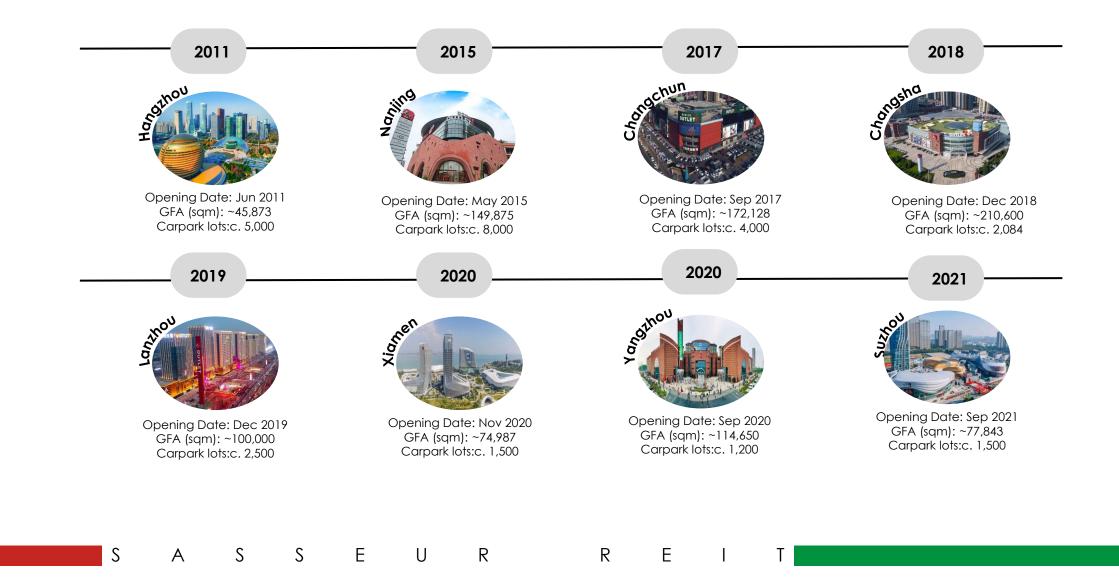
Wide array of amenities including cinema, restaurants and other lifestyle and entertainment facilities



# **Potential Pipeline of Opportunities**



Extending the growth prospects for Sasseur REIT



# Sponsor's Growing Footprint in China

Enlarging presence, expanding Sasseur Outlets branding

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- Pipeline properties are 3<sup>rd</sup> party owned assets which Sasseur Group has ROFR over it
- Sasseur REIT will be granted ROFR automatically if Sasseur Group exercises its ROFR

	Nanjing II	Fuzhou	Shijiazhuang	Shanghai	Shenzhen
Opening Date (Tentative)	Apr 2022	May 2022	Sep 2022	~ 2022	~ 2022
GFA (sqm)	~100,000	~190,000	~83,000	~109,000	~150,000
Car Park Lots	c. 1,100	c.2,800	c.3,500	c.2,500	c.2,200



REIT

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# Appendix

Sasseur (Chongqing Liangjiang) Outlets

# **Chongqing Liangjiang**



Year Commenced Operations	Sep 2008
GFA (sqm)	73,373
NLA (sqm)	50,885
Occupancy Rate (%, 30 Sep 21)	100
No. of Tenants (30 Sep 21)	388
Top Brands/Tenants	Nike, +39 Space, Coach, Adidas
Car Park Lots	500
Valuation (RMB mil, 31 Dec 20)	2,982

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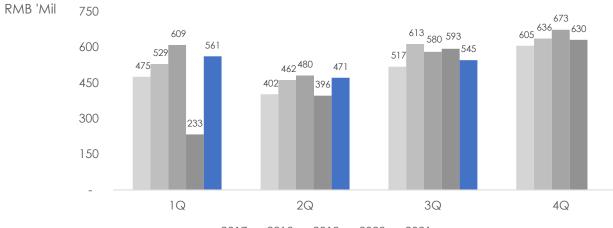
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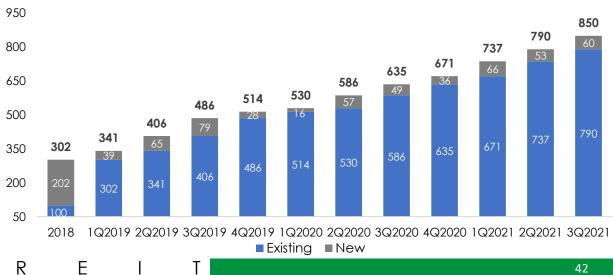
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<u>Sales</u>



2017 2018 2019 2020 2021







# **Chongqing Bishan**

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Year Commenced Operations	Oct 2014
GFA (sqm)	68,791
NLA (sqm)	47,249
Occupancy Rate (%, 30 Sep 21)	82.0
No. of Tenants (30 Sep 21)	207
Top Brands/Tenants	Nike, +39 Space, Adidas, 361, FILA
Car Park Lots	400
Valuation (RMB mil, 31 Dec 20)	809

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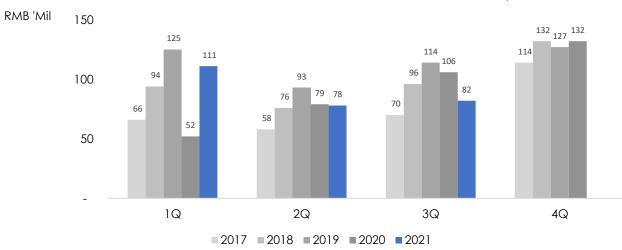
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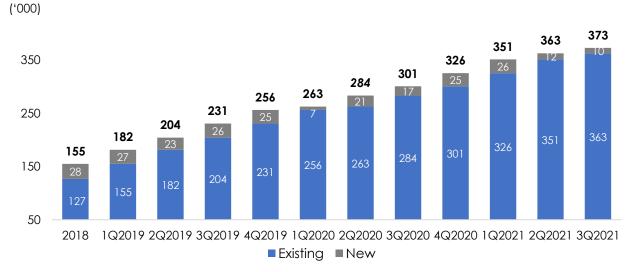
<u>Sales</u>



Outlet Members

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Hefei



Year Commenced Operations	May 2016
GFA (sqm)	147,316
NLA (sqm)	144,583
Occupancy Rate (%, 30 Sep 21)	95.2
No. of Tenants (30 Sep 21)	343
Top Brands/Tenants	Nike, Adidas, +39 Space, Coach, FILA
Car Park Lots	1,566
Valuation (RMB mil, 31 Dec 20)	2,758

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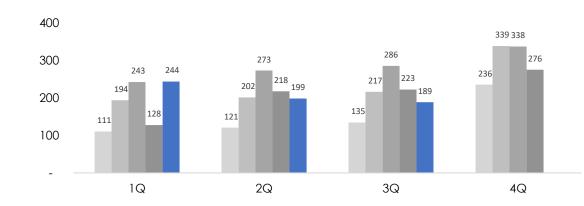
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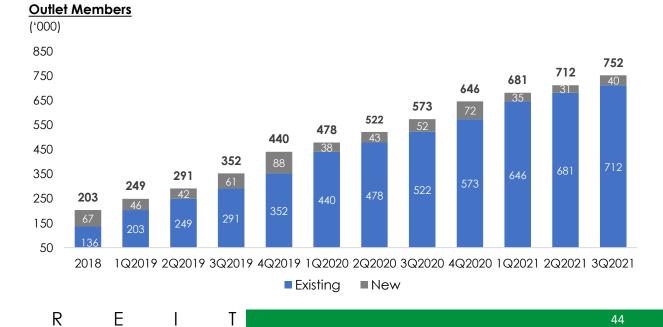
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#### <u>Sales</u> RMB 'Mil





2017 2018 2019 2020 2021



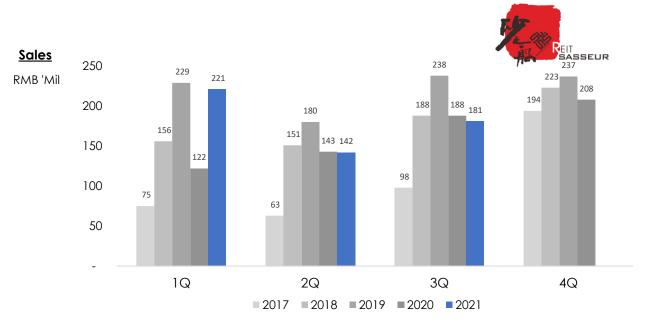
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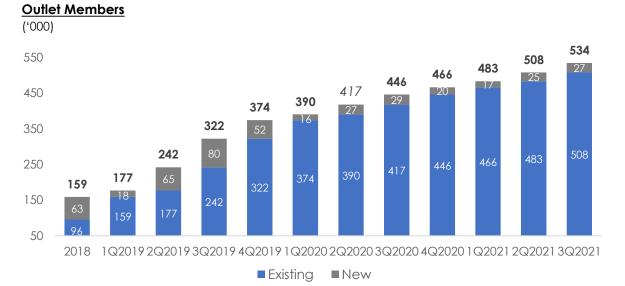
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# Kunming



Year Commenced Operations	Dec 2016
GFA (sqm)	88,257
NLA (sqm)	70,067
Occupancy Rate (%, 30 Sep 21)	95.7
No. of Tenants (30 Sep 21)	254
Top Brands/Tenants	Nike, Adidas, +39 Space, Li- Ning, Chow Tai Fook
Car Park Lots	2,000
Valuation (RMB mil, 31 Dec 20)	1,593





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