



SASSEUR REIT

First Listed Outlet REIT in Asia

Financial Results for 3Q 2020

13 Nov 2020

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Contents



Section 1	Key Highlights
Section 2	Financial Results
Section 3	Capital Management
Section 4	Portfolio Update
Section 5	Investment Merits

Key Highlights

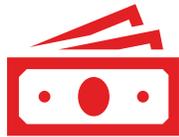


SASSEUR (KUNMING) OUTLETS

3Q 2020 Key Highlights



DPU yield 8.0%¹ based on closing price of \$0.770 as at 30 Sep 2020



EMA Rental
Income²

S\$30.3
million

↓ 1.0% y-o-y⁴



EMA Fixed
Component

+2.5%
vs 3Q 2019

EMA Variable
Component

-10.4%
vs 3Q 2019



Distributable
Income

S\$21.2
million

↑ 8.5% y-o-y⁴



Distribution
Per Unit³

1.764
SG Cents

↑ 7.6% y-o-y⁴

1. Annualised year-to-date DPU yield
2. Excluding straight-line accounting adjustments
3. For 3Q 2020, Sasseur REIT continues to distribute 100% of the distributable income to Unitholders
4. Y-o-Y comparison refers to 3Q 2020 vs 3Q 2019

3Q 2020 Key Highlights



 <p>NAV Per Unit</p>	 <p>Sales</p> <p>RMB 1110.6 million 2Q 2020: RMB 835.7 million</p>	 <p>Aggregate Leverage</p> <p>27.8% 2Q 2020: 28.1%</p>
<p>92.18 SG Cents</p> <p>↑ 15.2% vs IPO</p>	 <p>Weighted Average Lease Expiry¹</p> <p>2.8 years</p>	 <p>Occupancy</p> <p>93.1% 2Q 2020: 93.6%</p>

1. Weighted average lease expiry by net lettable area.

Financial Results



SASSEUR (CHONGQING) OUTLETS

3Q 2020 EMA Rental Income Increased 8.2% vs 2Q 2020



	3Q 2020	2Q 2020	Change %	3Q 2019	Change %	YTD 2020	YTD 2019	Change %
Fixed Component (RMB mil)	102.4	102.4	-	99.8	+2.5	307.2	296.9	+3.4
Variable Component (RMB mil)	50.2	38.5	+30.3	56.0	-10.4	113.5	158.2	-28.3
EMA Rental Income ¹ (RMB mil)	152.6	140.9	+8.3	155.8	-2.1	420.7	455.1	-7.6
EMA Rental Income ^{1, 2} (S\$ mil)	30.3	28.0	+8.2	30.6	-1.0	83.5	90.6	-7.8
Distributable Income (S\$ mil)	21.2	18.2	+16.9	19.6	+8.5	55.4	58.4	-5.2
DPU (SG cents)	1.764	1.512	+16.7	1.640	+7.6	4.610	4.904	-6.0

1. Excluding straight-line accounting adjustments.

2. Using the average SGD:RMB rate for the period 3Q 2020 5.0396, 2Q 2020 5.0381, 3Q 2019 5.0967, YTD 2020 5.0372 and YTD 2019 5.0242.

Healthy Balance Sheet



S\$ mil	30 Sep 2020	31 Dec 2019
Investment properties	1,652.3	1,587.2
Cash and short-term deposits	186.4	154.7
Other assets	23.4	28.5
Total Assets	1,862.1	1,770.4
Loans and borrowings	499.5	478.6
Other liabilities	250.4	222.6
Total Liabilities	749.9	701.2
Net Assets	1,112.2	1,069.2
NAV per unit (cents) ¹	92.18	89.20
Aggregate Leverage	27.8%	27.8%

1. Based on units in issue and issuable of 1,206,538,293 and 1,198,678,588 as at 30 September 2020 and 31 December 2019 respectively.

Distribution Details



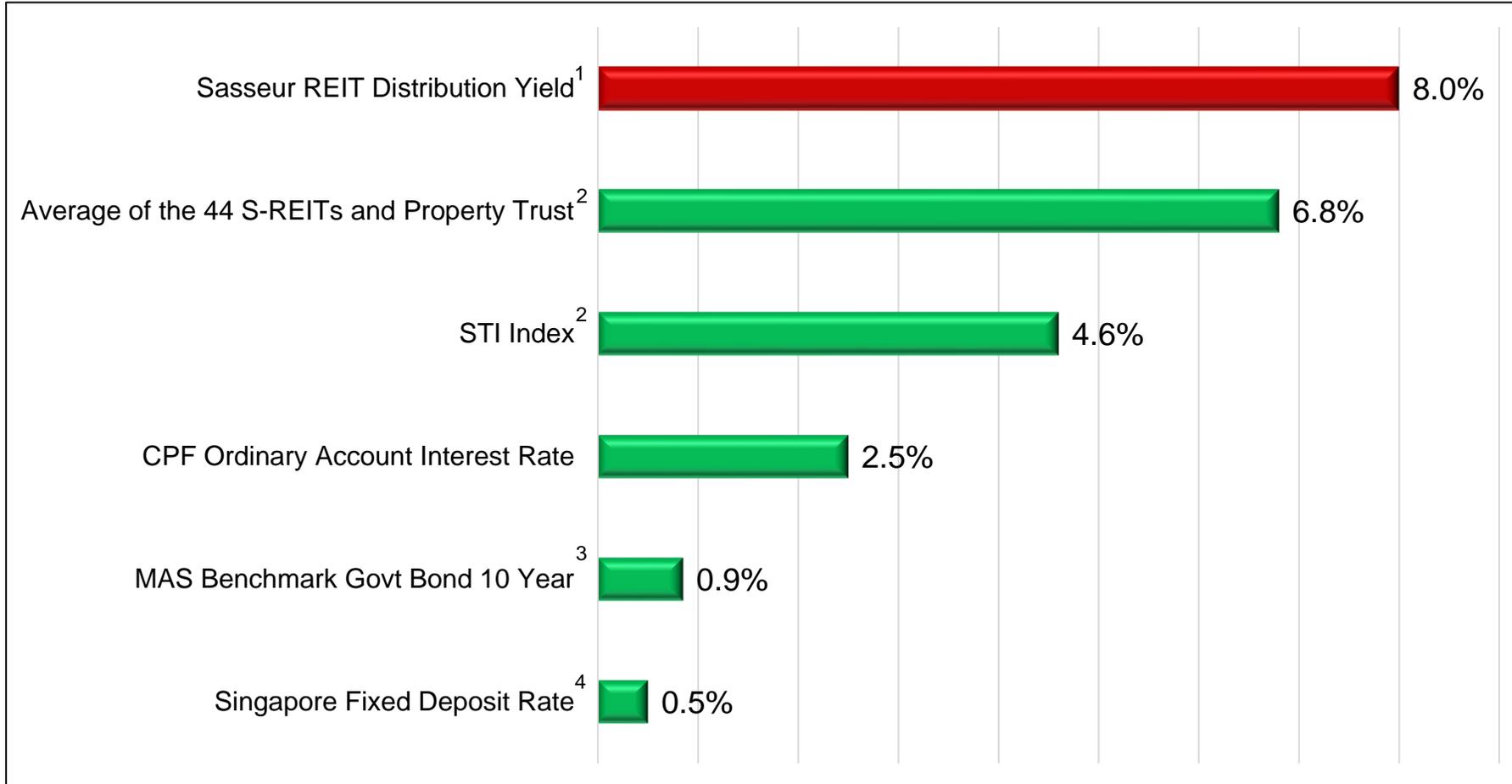
Distribution Period
Distribution Per Unit¹

1 July to 30 September 2020
1.764 Singapore cents

1. Based on 100% distribution pay-out ratio

Distribution Timetable	
Notice of Books Closure Date	13 November 2020
Ex-dividend Date	11 December 2020
Books Closure Date	14 December 2020
Distribution Payment Date	28 December 2020

Sasseur REIT Yield vs Other Asset Classes



Notes:

- 1. Distribution yield based on annualised DPU and closing price of S\$0.770 as at 30 September 2020
- 2. Based on 12M Average Dividend Yield
- 3. Based on 10 Year Yield
- 4. 12M Bank fixed deposit rates from MAS as of 30 September 2020

Source: Bloomberg, SGX, Central Provident Fund (CPF) Board, data as of 30 September 2020

Capital Management



SASSEUR (HEFEI) OUTLETS

Prudent Capital Management



**Completion of refinancing exercise in September 2020
Improve Sasseur REIT's loan portfolio and optimise financing costs**

	 Aggregate Leverage	 Average Debt Maturity	 Interest Coverage Ratio	 Weighted Average Cost of Debt
3Q 2020	27.8%	2.49 years	5.3 times	4.11% p.a.
4Q 2019	27.8%	2.73 years	4.8 times	4.41% p.a.

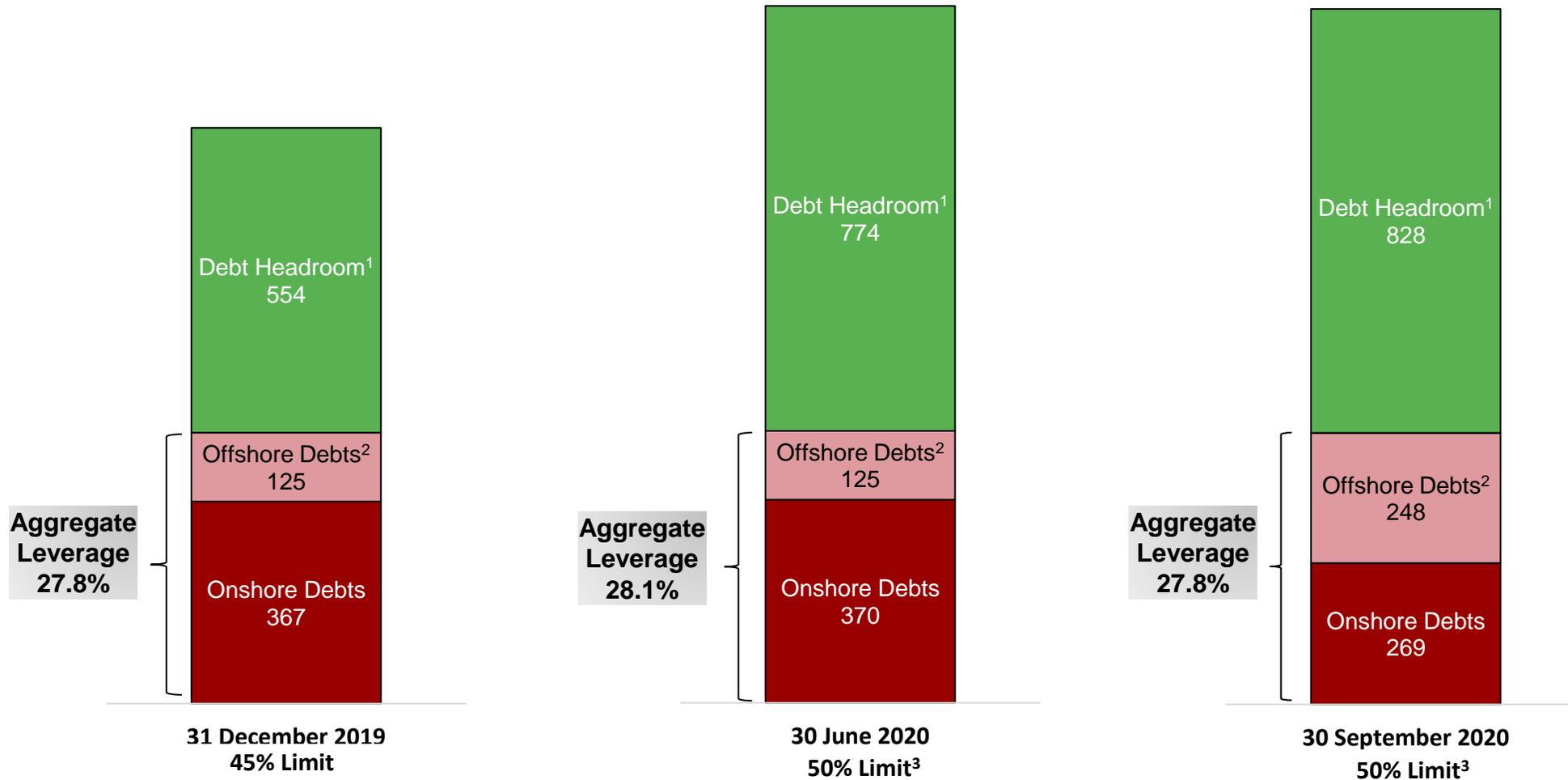
Loan Facilities	Onshore		Offshore
Currency	RMB	SGD	USD
Outstanding Quantum¹	~SGD 269 million (RMB 1.34 billion)	SGD 221 million (~RMB 1.10 billion)	USD 20 million (~RMB 0.14 billion)
Maturity	March 2023	March 2023	March 2023
Floating Rate	PBOC benchmark 1-5 years lending rate	Singapore SOR	USD LIBOR

1. Based on SGD to RMB exchange rate of 4.9769 as at 30 Sep 2020

Prudent Capital Management



Debt Facilities (SGD million)

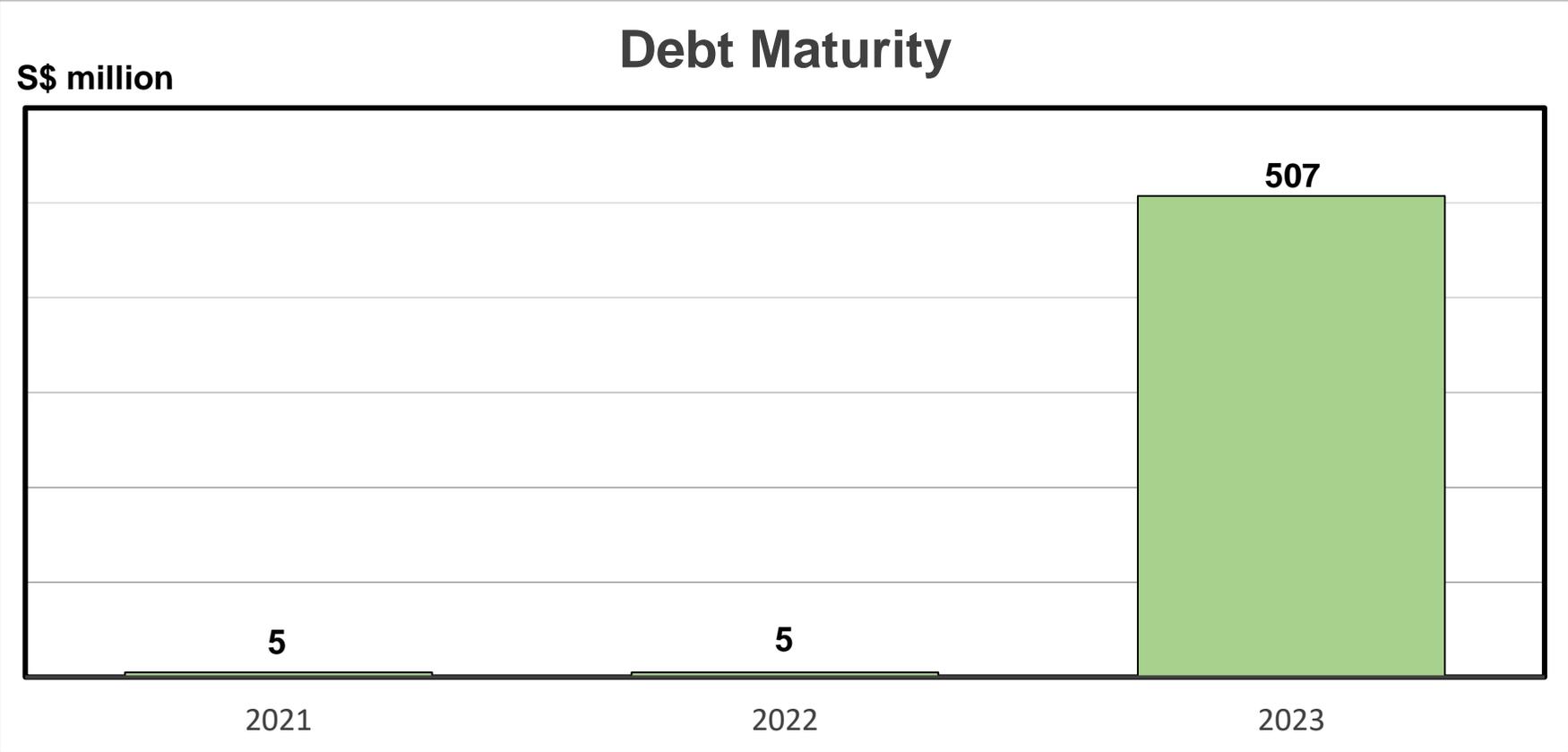


1. Debt headroom is computed based on total assets and assuming a corresponding increase in total assets with new debts raised.
2. 50% leverage limit is based on MAS's revised leverage limit with effect from 16 April 2020.
3. Debt amounts are translated using exchange rates as at each period end.

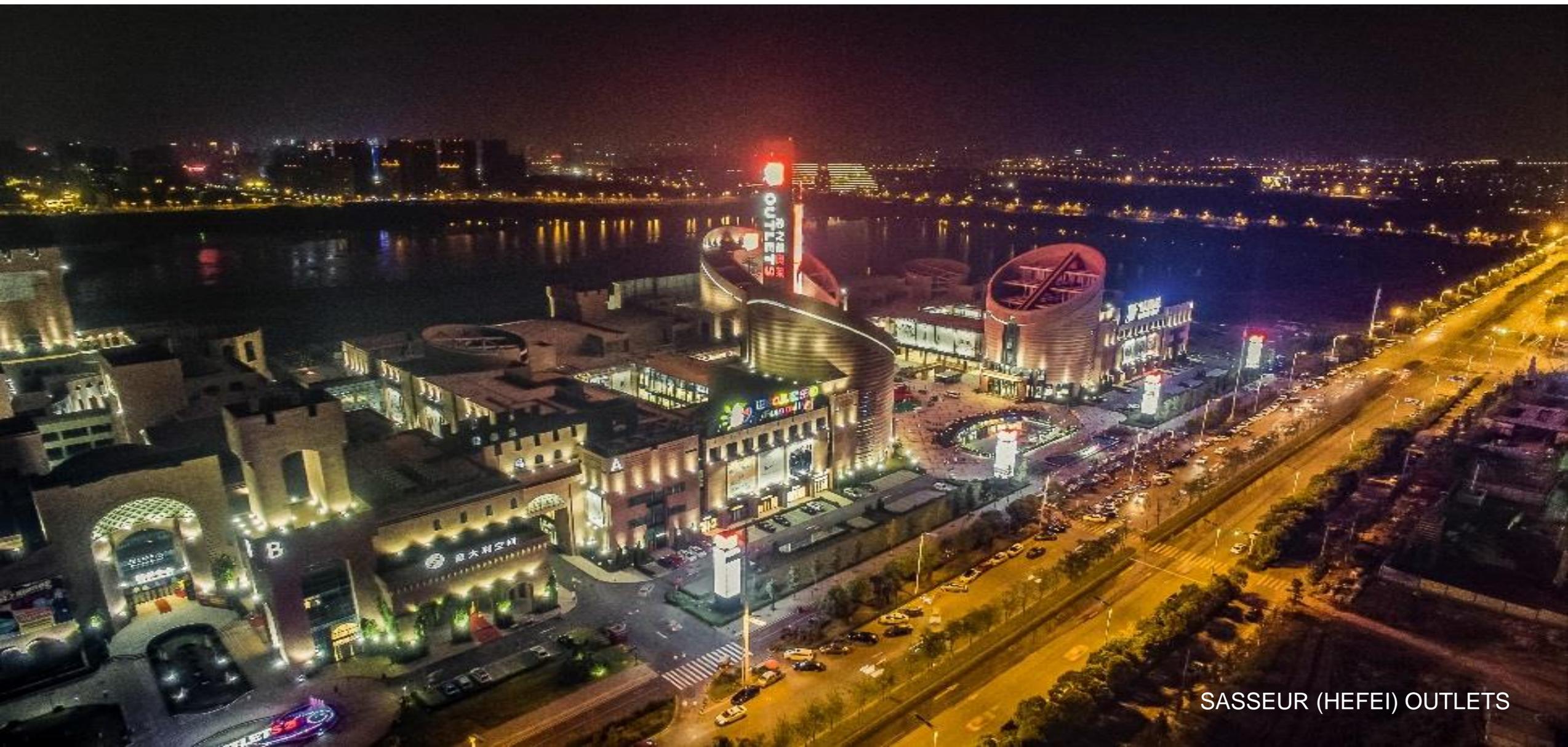
Debt Maturity Profile



Weighted average debt maturity is 2.49 years



Portfolio Update



SASSEUR (HEFEI) OUTLETS

Portfolio Summary

Portfolio

Valuation* : 8,212 mil

NLA : 312,844 sqm

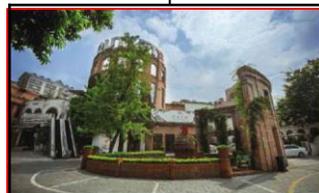
Occupancy ^ : 93.1%

**Based on independent valuation as at 31 Dec 19 by JLL (RMB million).*

^Occupancy for 3Q 2020



Hefei Outlet Mall
Valuation : 2,795 mil
NLA : 144,583 sqm
Occupancy : 93.3%



Bishan Outlet Mall
Valuation : 824 mil
NLA : 47,308 sqm
Occupancy : 81.5%



Kunming Outlet Mall
Valuation : 1,620 mil
NLA : 70,067 sqm
Occupancy : 96.5%



Chongqing Outlet Mall
Valuation : 2,973 mil
NLA : 50,885 sqm
Occupancy : 100%

3Q 2020 Outlet Sales Summary

Significant sales improvement 32.9% as compared to 2Q 2020

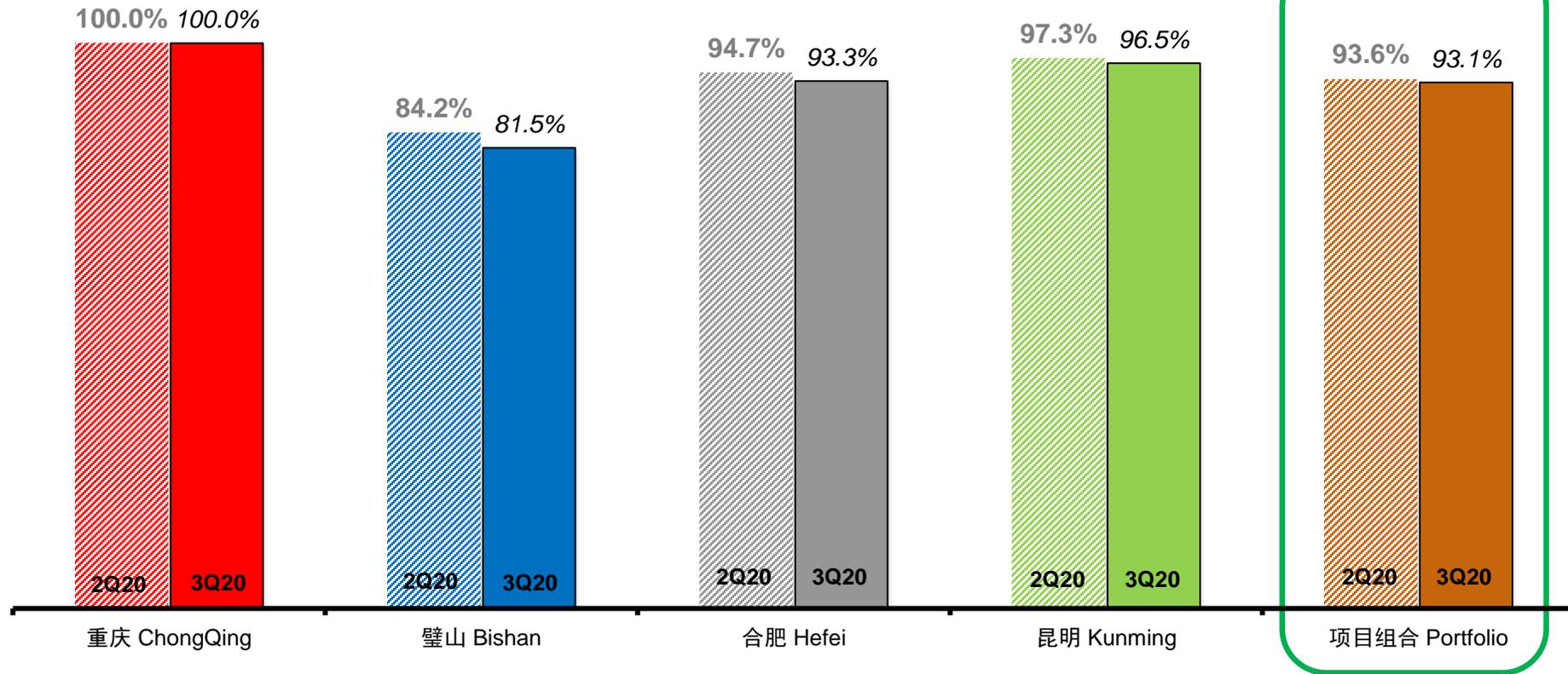
Outlets	3Q 2020 Sales (RMB'mil)	3Q 2020 vs 2Q 2020 (%)	3Q 2020 vs 3Q 2019 (%)	YTD 2020 Sales (RMB'mil)	YTD 2020 vs YTD 2019 (%)
Chongqing	593.5	+49.9	+2.4	1,221.9	-26.8
Bishan	106.2	+35.2	-7.0	236.7	-28.8
Hefei	223.2	+2.5	-22.1	569.3	-29.1
Kunming	187.7	+30.9	-21.1	452.9	-30.0
Portfolio	1,110.6	+32.9	-8.8	2,480.8	-28.1

1. 3Q 2019: 01 Jul 2019 – 30 Sep 2019
2. 2Q 2020: 01 Apr 2020 - 30 Jun 2020
3. 3Q 2020: 01 Jul 2020 - 30 Sep 2020
4. YTD 2019: 01 Jan 2019 - 30 Sep 2019
5. YTD 2020: 01 Jan 2020 - 30 Sep 2020

Portfolio Occupancy



4 Outlets enjoy stable occupancy

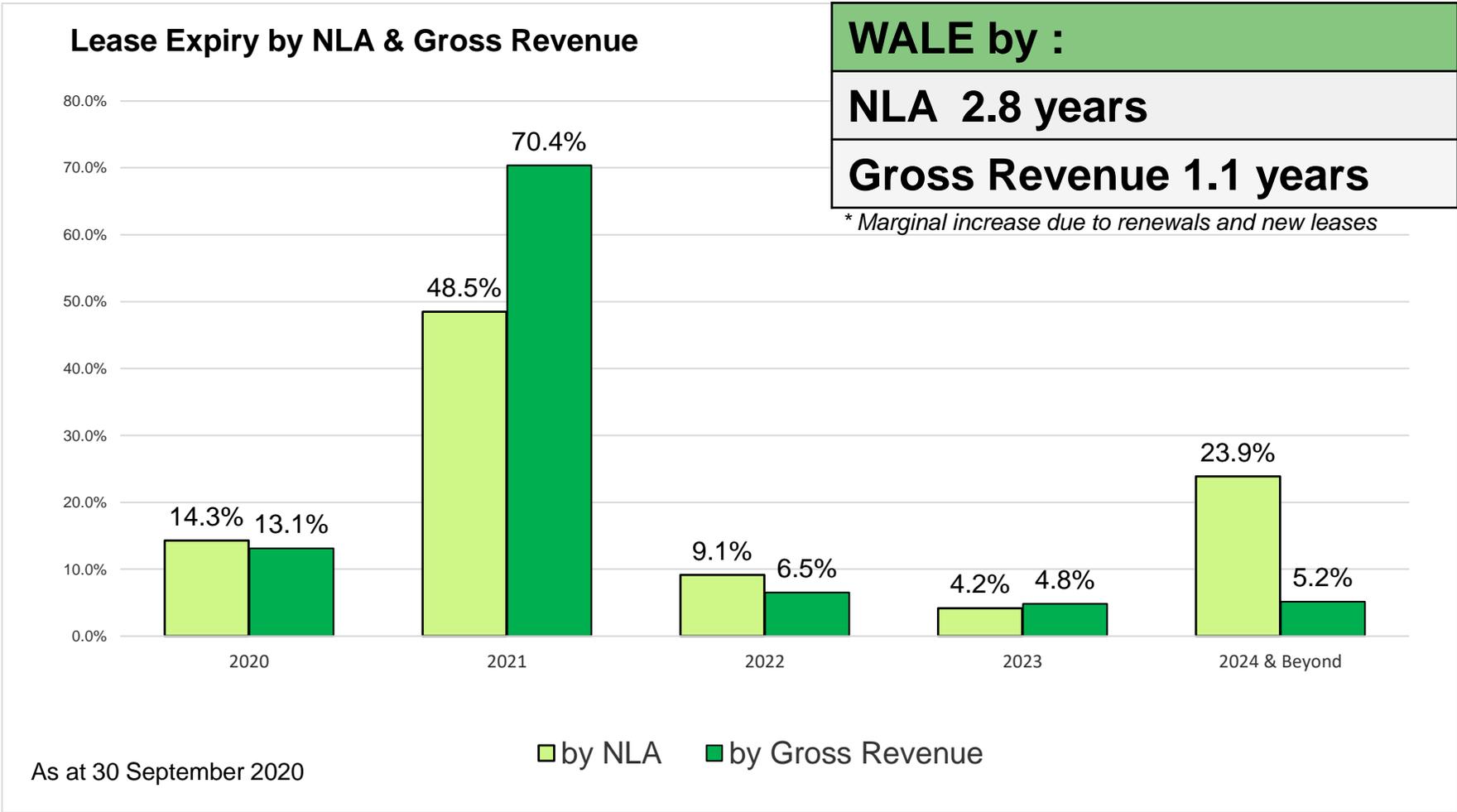


3Q 2020 vs 2Q 2020

Weighted Average Lease Expiry (WALE)



Deliberate short lease to optimise tenant mix

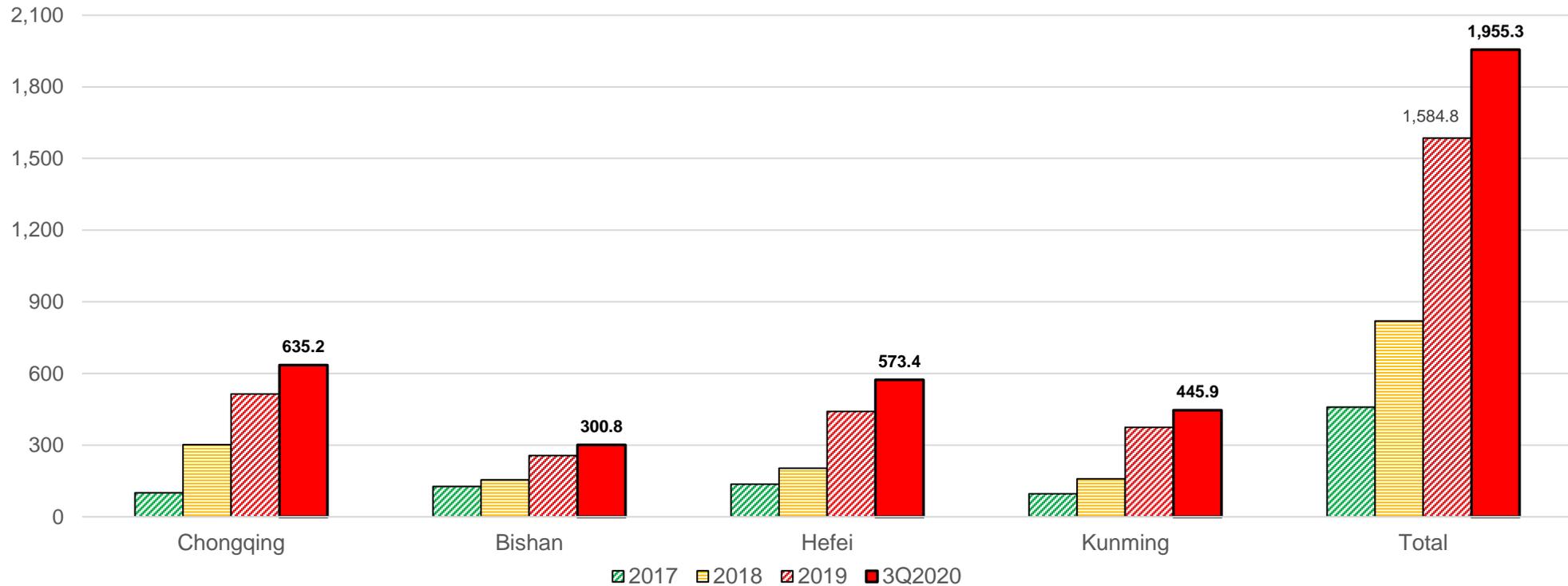


VIP Members - Growth by Outlets



Total VIP members increased 23.4% from end 2019 to reach 1.96 million

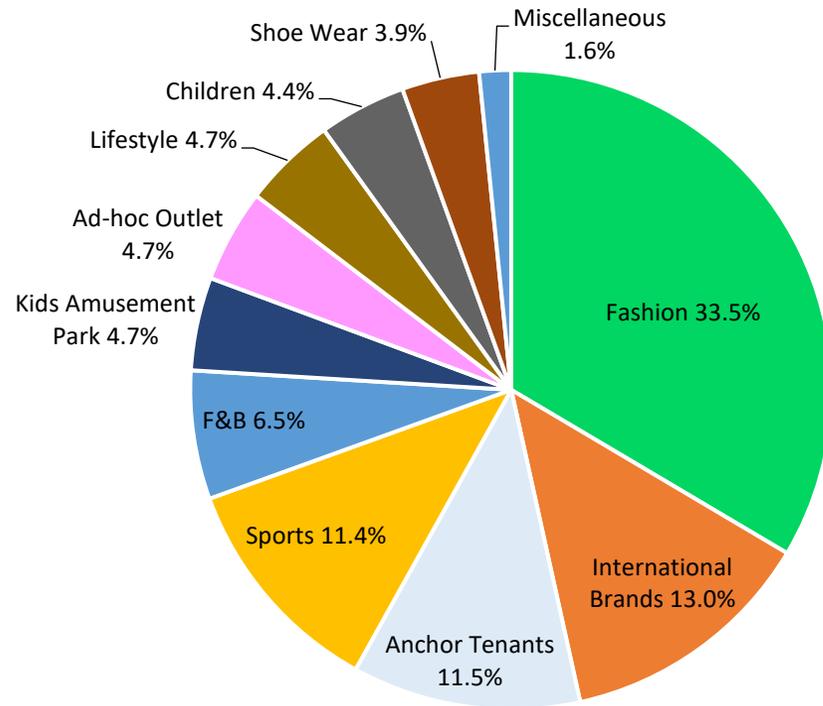
Members in '000



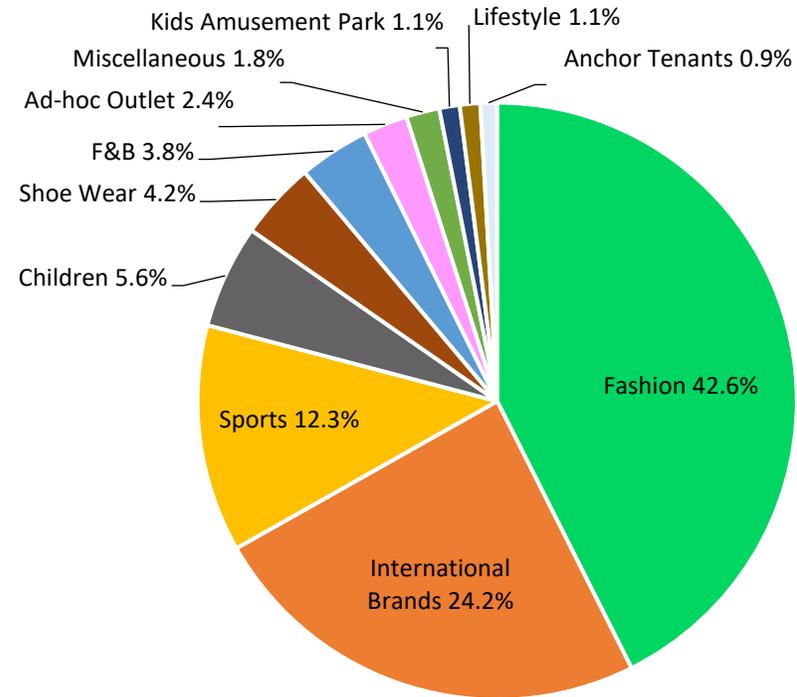
Well Diversified Trade Mix



Breakdown of NLA¹ by Trade Mix



Breakdown of Revenue² by Trade Sector



Fashion, Sports and International Brands

57.9%

79.1%

1. As percentage of the portfolio's net lettable areas as at 30 Sep 2020

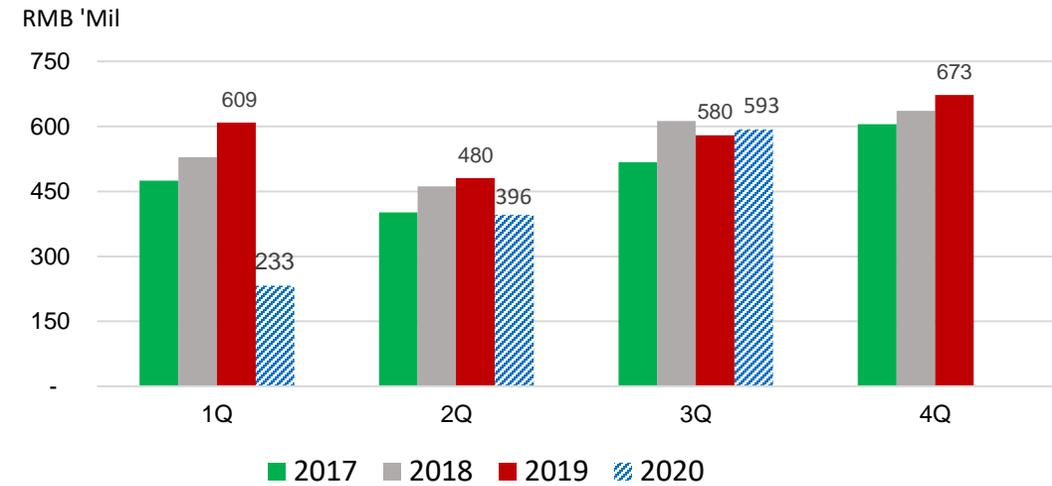
2. As percentage of the portfolio's gross revenue as at 30 Sep 2020

Chongqing Outlets

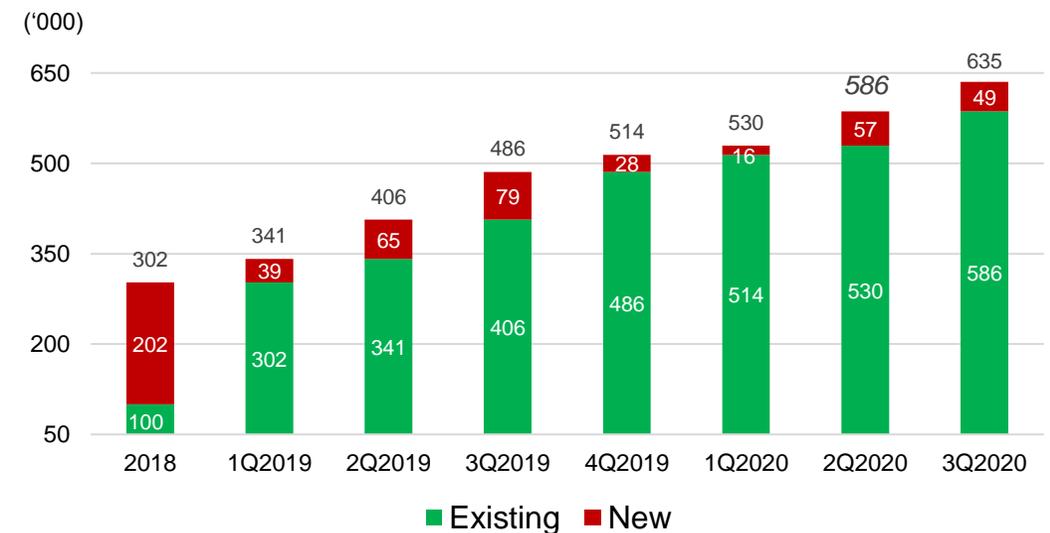


Year Commenced Operations	Sep 2008
GFA (sqm)	73,373
NLA (sqm)	50,885
Occupancy Rate (% , 30 Sep 20)	100
No. of Tenants (30 Sep 20)	408
Top Brands/Tenants	Fila, Adidas, +39 Space, Coach, Miss Sixty
Car Park Lots	500
Valuation (RMB mil, 31 Dec 19)	2,973

Sales



Outlet Members

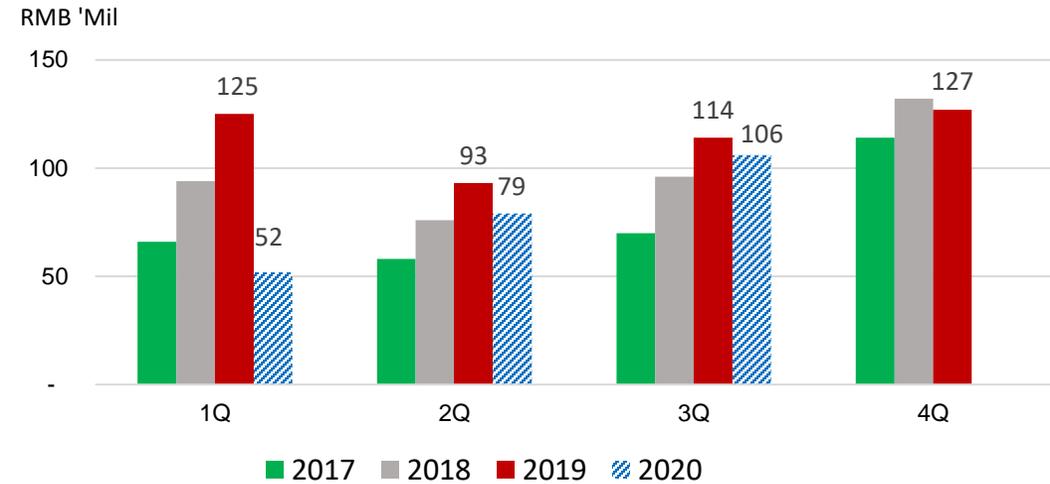


Bishan Outlets

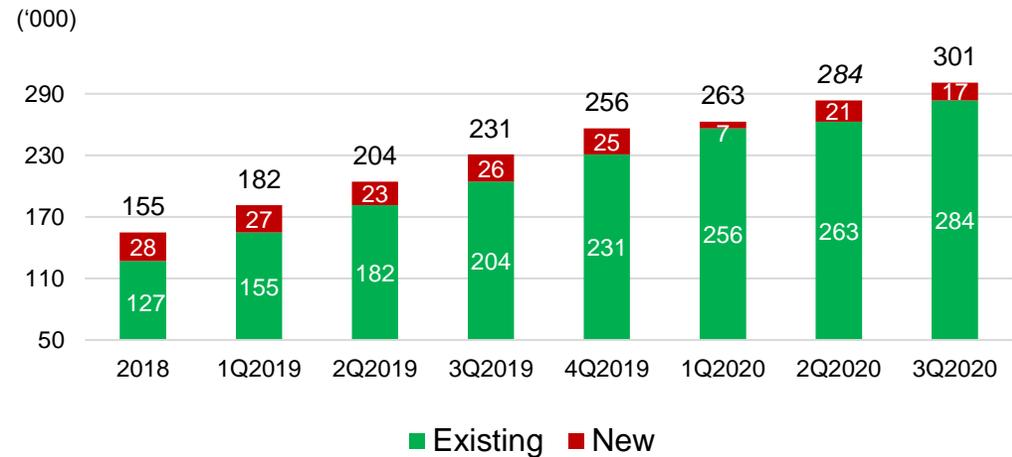


Year Commenced Operations	Oct 2014
GFA (sqm)	68,791
NLA (sqm)	47,308
Occupancy Rate (% , 30 Sep 20)	81.5
No. of Tenants (30 Sep 20)	197
Top Brands/Tenants	Adidas, Nike, Fila, +39 Space, 361°
Car Park Lots	400
Valuation (RMB mil, 31 Dec 19)	824

Sales



Outlet Members

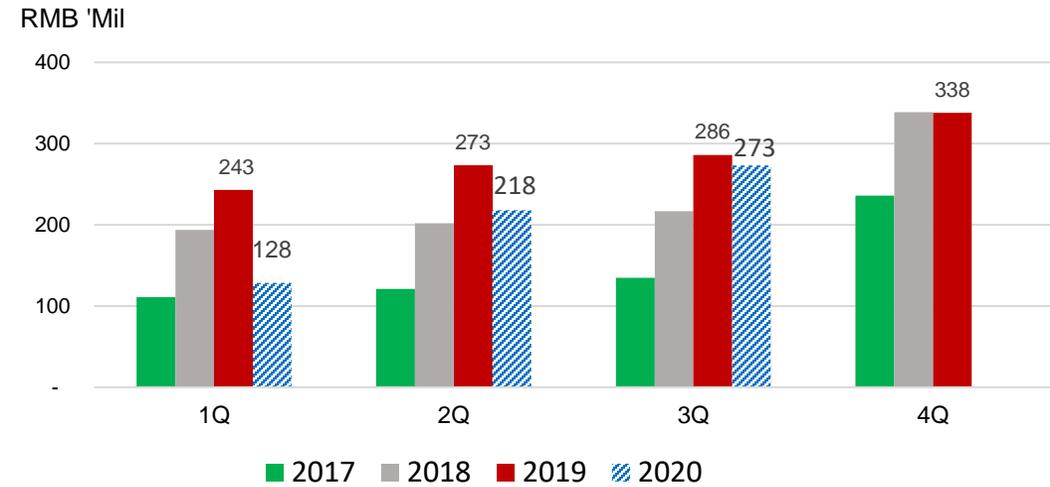


Hefei Outlets

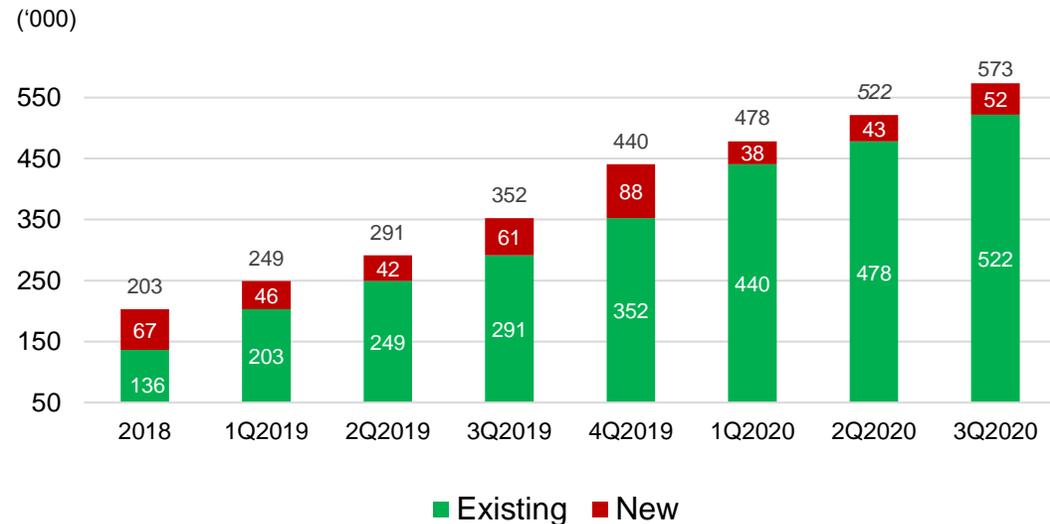


Year Commenced Operations	May 2016
GFA (sqm)	147,316
NLA (sqm)	144,583
Occupancy Rate (% , 30 Sep 20)	93.3
No. of Tenants (30 Sep 20)	340
Top Brands/Tenants	Adidas, Coach, Nike, Fila, Michael Kors
Car Park Lots	1,566
Valuation (RMB mil, 31 Dec 19)	2,795

Sales



Outlet Members

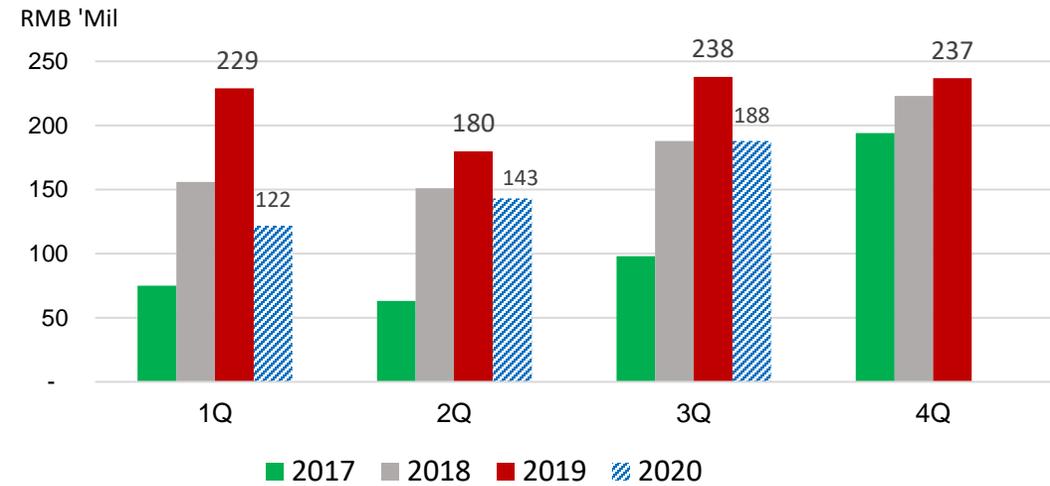


Kunming Outlets

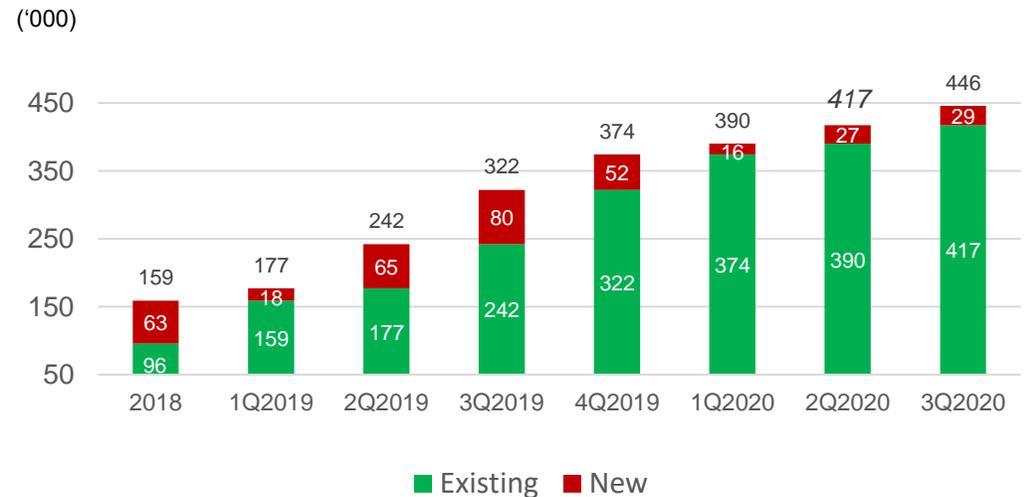


Year Commenced Operations	Dec 2016
GFA (sqm)	88,257
NLA (sqm)	70,067
Occupancy Rate (% , 30 Sep 20)	96.5
No. of Tenants (30 Sep 20)	277
Top Brands/Tenants	Nike, Adidas, +39 Space, FILA, Li-Ning
Car Park Lots	2,000
Valuation (RMB mil, 31 Dec 19)	1,620

Sales



Outlet Members



Exciting Events to Drive Sales

Events and promotions at Sasseur REIT outlets during September 2020 anniversary sales



Proactive Lease Management : Optimising Tenant Mix

Expanding young & trendy kids apparel in Chongqing and Bishan outlets



Potential Pipelines



- All acquisitions must be yield accretive
- Reduce concentration risk, explore other parts of the World
- Pipeline Properties increased from 3 to 9



ROFR Properties

	Xi'an	Guiyang
Opening Date	Sep 2017	Dec 2017
GFA (sqm)	141,708	193,520
Car Park Lots	c.2,000	c.1,000

Pipeline Properties

	Nanjing	Hangzhou	Changchun	Changsha	Lanzhou	Yangzhou	Xiamen	Shanghai	Shenzhen
Opening Date	May 2015	Jun 2011	Sep 2017	Dec 2018	Dec 2019	Sep 2020	Nov 2020	~3Q2021	~2022
GFA (sqm)	149,875	45,873	172,128	210,600	~100,000	114,650	74,987	~109,000	~150,000
Car Park Lots	c.8,000	c.5,000	c.4,000	c.2,084	c.2,500	c.1,200	c.1,500	c.2,500	c.2,200

Opening Soon

Investment Merits



SASSEUR (KUNMING) OUTLETS

Key Milestone and Awards



FTSE EPRA NAREIT Global Emerging Market Index Inclusion¹

1

**Best IPO in Singapore
2018**

By: The Asset Asian (Triple A) Awards
2018

2

**Most Promising REIT in
Asia**

By: Fortune Times REITs Pinnacle
Awards 2018

3

Best Retail REIT (Platinum)

Best CEO (Platinum)

Best Investor Relations (Gold)
By: 6th Asia Pacific REITs Awards 2019

4

**Best REIT Deal in
Southeast Asia 2018**

By: Alpha Southeast Asia 12th Annual
Best Deal & Solution Awards 2018

5

**REIT Company of The
Year – Singapore 2019**

By: International Investor Magazine

6

Best Retail REIT (Platinum)

Best CEO (Platinum)

Best Investor Relations (Platinum)
By: 7th Asia Pacific REITs Awards 2020

1. Since 23 December 2019.

Investment Merits



1

Market Leadership: Sasseur Group is one of the largest operator of outlet malls in China, with 13 malls and over 12 years of operating experience

2

Unique Art-Commerce business model : Full alignment of interests of tenants, REIT unitholders, the REIT and entrusted managers, with the potential for sharing upsides

3

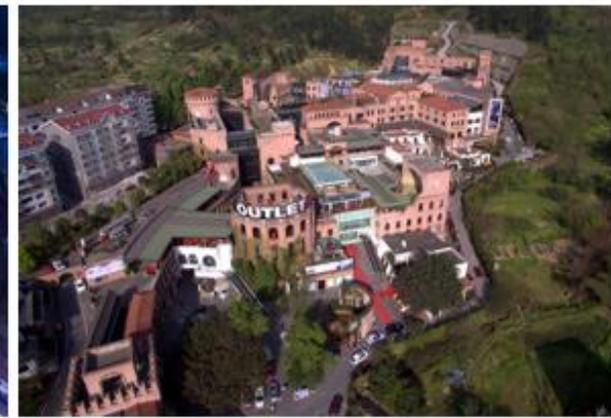
Proactive Asset Management Strategy : Focus on asset enhancement and organic growth and yield accretive acquisitions.

4

Resilient Retail segment : High growth sector offering attractive value-for-money branded products that cater to the rising aspirations and demand of the expanding Chinese middle class

5

Strong Partnerships: Longstanding and strong business relationships with leading premium international and local retail brands



Thank You



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