



CapitaRetail
China Trust

CapitaLand Debt Investors' Day 2014

Presentation by Mr Tony Tan,
CEO, CapitaRetail China Trust Management Limited

11 August 2014



Disclaimer

This presentation may contain forward-looking statements that involve assumptions, risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from other developments or companies, shifts in expected levels of occupancy rate, property rental income, charge out collections, changes in operating expenses (including employee wages, benefits and training costs), governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of management on future events.

The information contained in this presentation has not been independently verified. No representation or warranty expressed or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Neither CapitaRetail China Trust Management Limited (the “Manager”) or any of its affiliates, advisers or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising, whether directly or indirectly, from any use, reliance or distribution of this presentation or its contents or otherwise arising in connection with this presentation.

The past performance of CapitaRetail China Trust (“CRCT”) is not indicative of the future performance of CRCT. Similarly, the past performance of the Manager is not indicative of the future performance of the Manager.

The value of units in CRCT (“Units”) and the income derived from them may fall as well as rise. Units are not obligations of, deposits in, or guaranteed by, the Manager or any of its affiliates. An investment in Units is subject to investment risks, including the possible loss of the principal amount invested.

Investors should note that they will have no right to request that the Manager redeem or purchase their Units for as long as the Units are listed on the Singapore Exchange Securities Trading Limited (“SGX-ST”). It is intended that holders of Units (Unitholders) 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 presentation is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for Units.

Contents

- Overview
- Business Model
- Financial Highlights
- Capital Management
- Outlook



Overview





First and Only China Shopping Mall S-REIT

Geographically diversified portfolio of 10 income-producing shopping malls
One-stop family-oriented shopping, dining and entertainment destinations

6 Cities

605,246 sq m Total GRA¹

RMB10.4 billion Valuation¹

73.3 million Shopper Traffic²

\$S1.4 billion Market Capitalisation³



1. Total Gross Rentable Area and Valuation as at 30 June 2014.

2. Shopper traffic for FY 2013 does not include 3 master-leased malls (CapitaMall Anzhen, CapitaMall Erqi and CapitaMall Shuangjing), CapitaMall Grand Canyon (acquisition completed on 30 Dec 2013) and CapitaMall Minzhongleyuan (temporarily closed from Jul 2013 to April 2014 for major asset enhancement works)

3. Market capitalisation based on closing unit price on 31 July 2014 of \$S1.705.

Business Model



CapitaMall Xizhimen, Beijing, China

Balanced Property Portfolio

7 multi-tenanted malls drive GROWTH
(78% of portfolio NPI*)



CapitaMall Xizhimen, Beijing



CapitaMall Wangjing, Beijing



CapitaMall Grand Canyon, Beijing



CapitaMall Qibao, Shanghai



CapitaMall Minzhongleyuan, Wuhan



CapitaMall Saihan, Huhhot



CapitaMall Wuhu, Wuhu (51% Stake)

* Based on 1H 2014 NPI

Balanced Property Portfolio

3 master-leased malls provide *STABILITY*
(22% of portfolio NPI*)

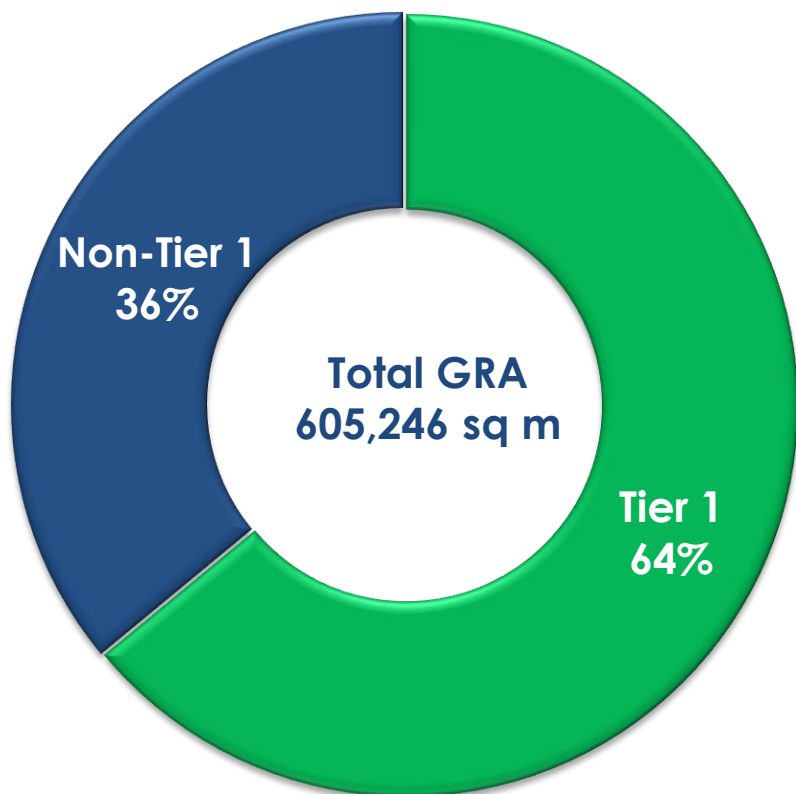


* Based on 1H 2014 NPI.

Tapping into Different Tier Cities Growth

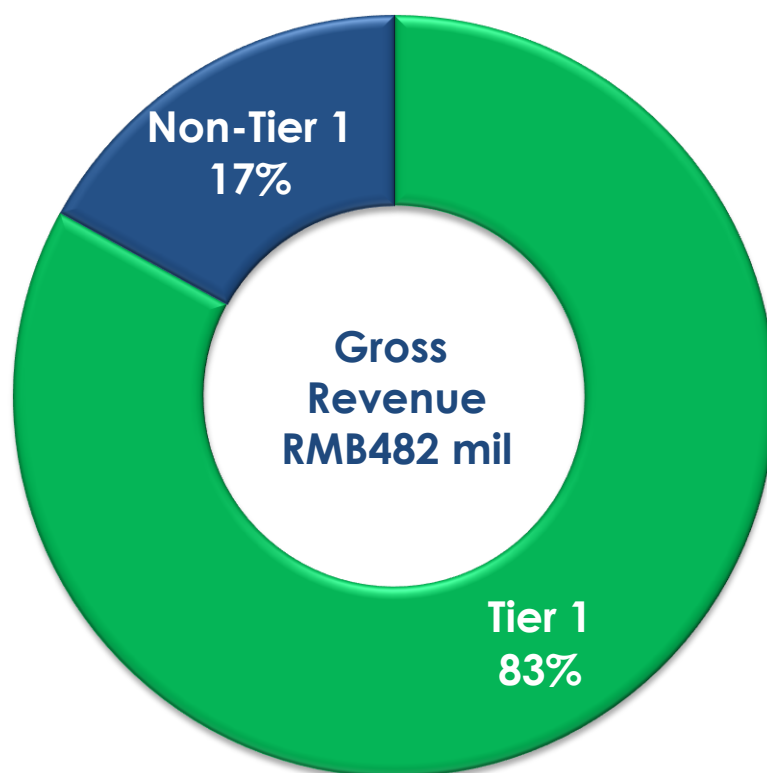
CRCT's Portfolio Gross Rentable Area

(Gross Rentable Area as at 30 Jun 2014)



CRCT's Portfolio Gross Revenue

(Based on 1H 2014 Gross Revenue)





Growth Strategy: Boosting Yield Potential

1

Generate Organic Growth

Proactive Asset Management:

Enhancing tenant mix,
Exciting marketing activities,
Grow tenants' sales and etc

2

Create New Value

Innovative Asset Enhancement:

Reconfiguration/
conversion of space,
Refurbishments of properties and
Create new retail areas

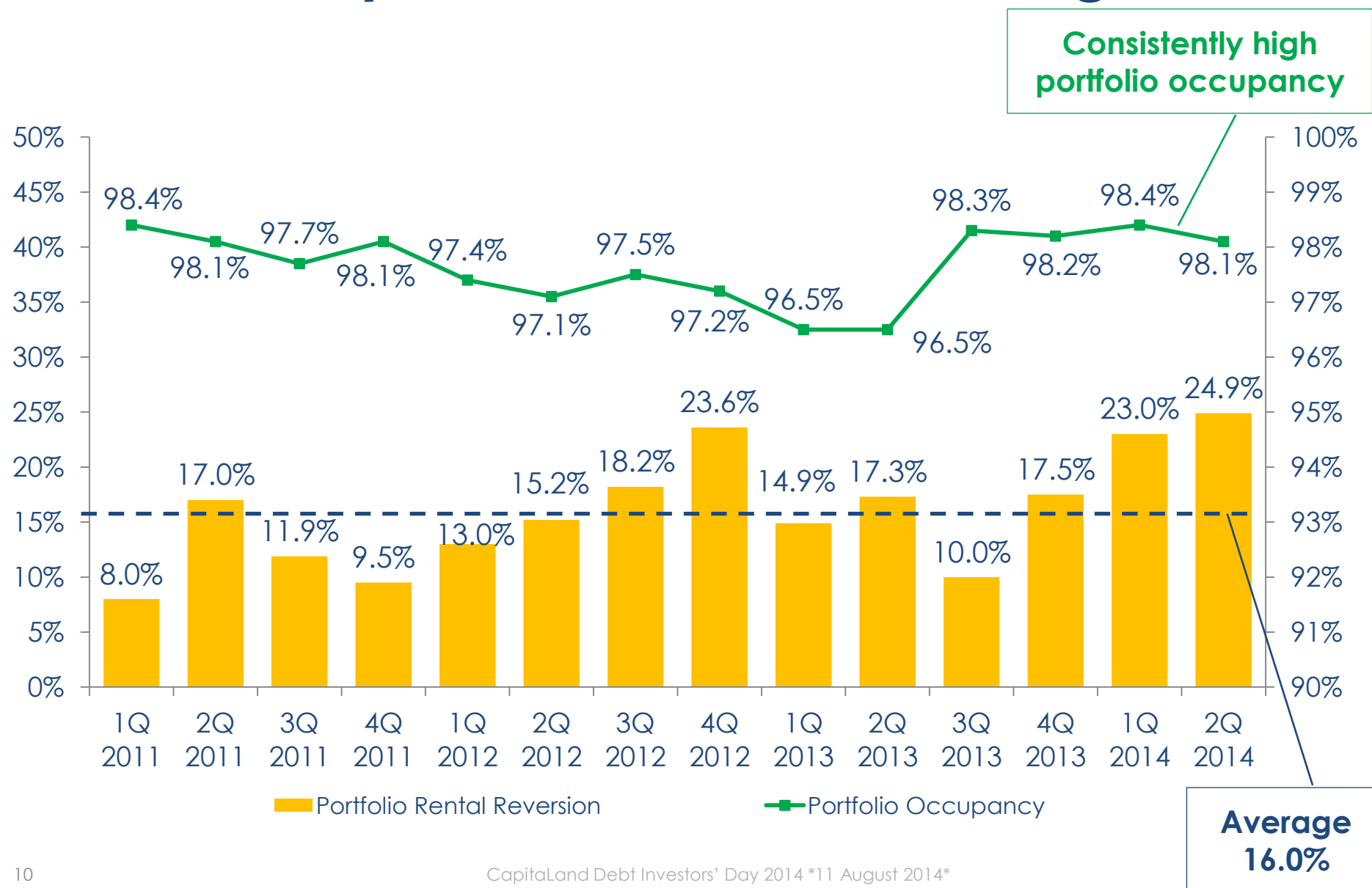
3

Yield-Accretive Acquisitions

Selective Acquisition:

Active pursue of third-party opportunities and
Right of first refusal to sponsor's (CMA) pipeline

Strong Rental Reversion & Occupancy Driven by Proactive Asset Management



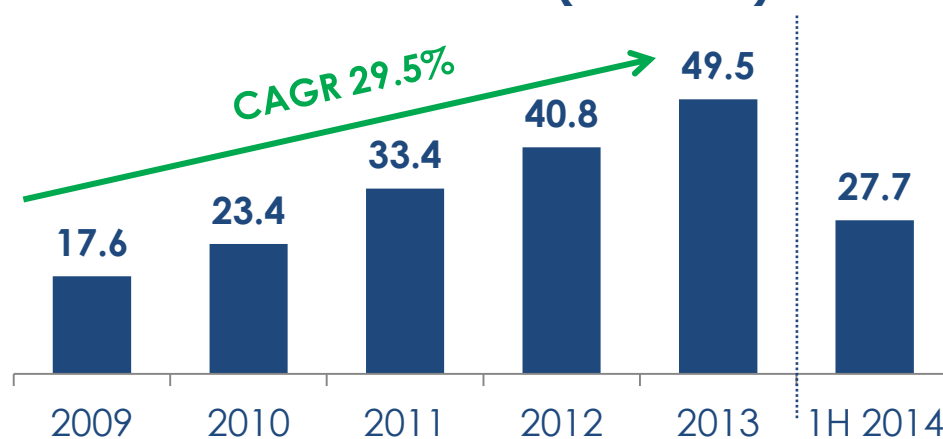


Creating Value through Innovative Asset Enhancement Initiative – CapitaMall Saihan

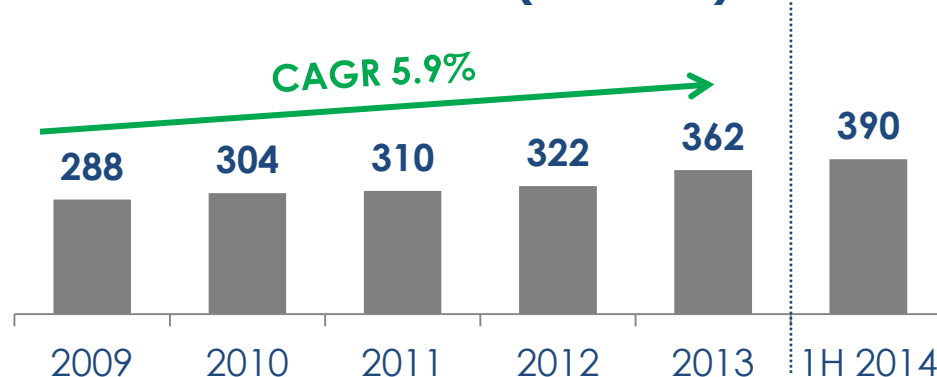
Successfully transformed CapitaMall Saihan from a master-leased mall to a one-stop shopping, dining and entertainment destination



Gross Revenue (RMB Mil)



Asset Value (RMB Mil)



Strengthening Competitive Advantage – Newly Revamped CapitaMall Minzhongleyuan

- Temporary closed in July 2013 for major enhancement works and reopened on 1 May 2014
- Well received by both retailers and shoppers
- Enhanced shopping environment, increased power capacity to house more F&B tenants and strengthened building structure





Selective Expansion & Active Portfolio Management



Converted
CapitaMall
Saihan,
Huhhot to a
multi-
tenanted mall

2009

2007

Acquired
our largest
asset,
CapitaMall
Xizhimen,
Beijing



Acquired our
10th mall,
CapitaMall
Grand Canyon,
Beijing

2013

2011

Acquired
CapitaMall
Minzhongleyuan,
Wuhan



2014

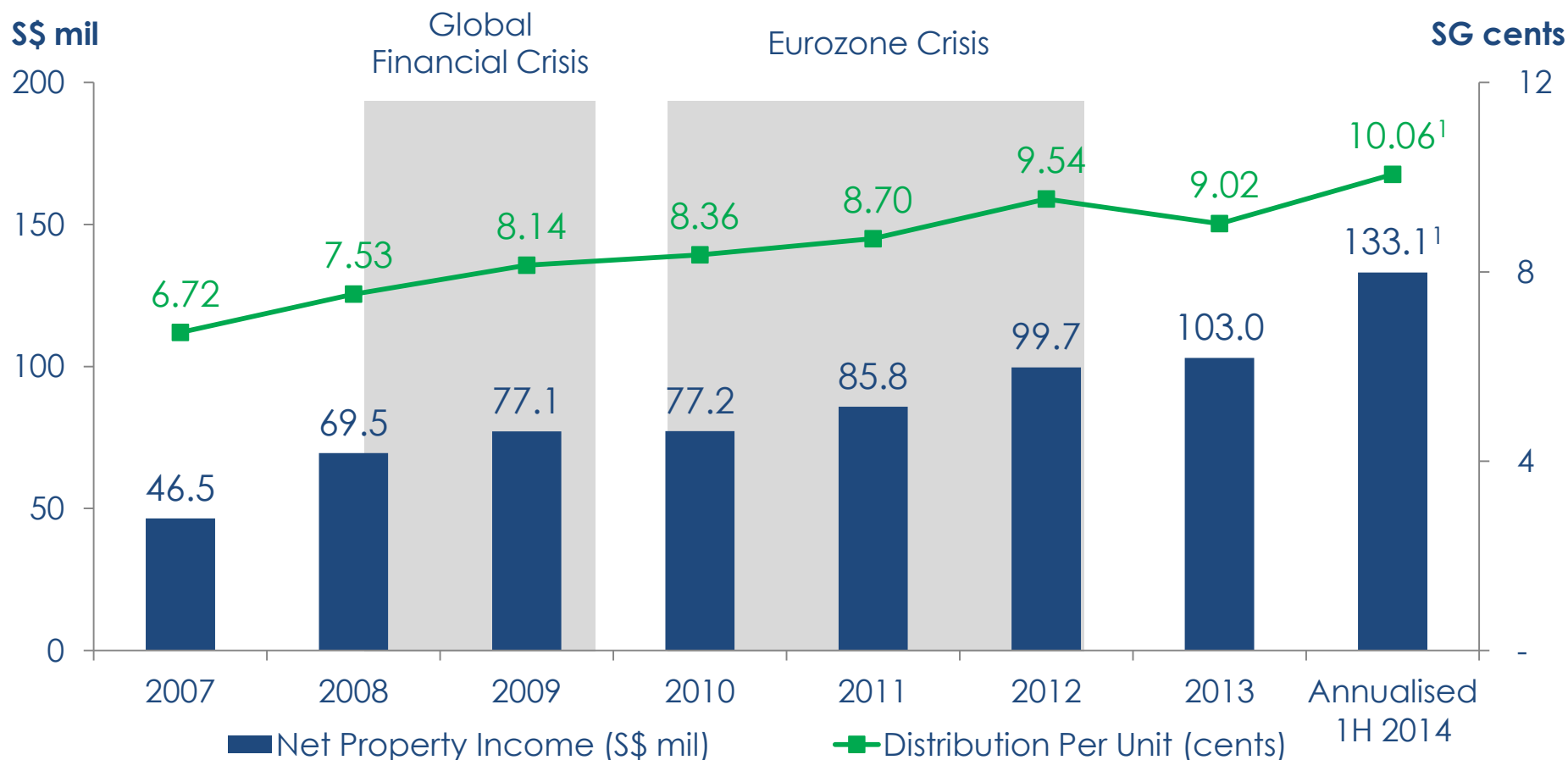
Upgraded
CapitaMall
Minzhongleyuan





Resilient and Sustainable Performance

Since IPO, NPI increased >180% and Distributable Income increased >155% in 1H 2014 (annualised); Year-to-Date Total Return of ~100%



1. Annualised 1H 2014 Net Property Income and annualised 1H 2014 Distribution Per Unit.

Financial Highlights





Financial Highlights

NPI (in SGD) grew 29.5% and Distributable Income grew 18.7% y-o-y

- **Strong contributions from CapitaMall Grand Canyon and the reopened CapitaMall Minzhongleyuan:**
 - ✓ CapitaMall Grand Canyon contribute ~12.7% to portfolio NPI
 - ✓ Gross revenue and NPI in RMB ▲ 24.9% and 26.9% y-o-y respectively
 - ✓ 2Q 2014 DPU ▲ 8.8% y-o-y; 1H 2014 DPU ▲ 6.4% y-o-y to 4.99 cents
- **CapitaMall Xizhimen and CapitaMall Wangjing recorded robust NPI growth of 10.9% and 14.8%**
- **Healthy gearing of 29.8% and interest coverage of 5.5 times**
- **Portfolio valuation ▲ 3.7% to RMB10.4 bil**
- **Shopper traffic ▲ 5.5%¹ and tenants' sales ▲ 13.6%¹ y-o-y**
- **Consistent portfolio occupancy of 98.1% and solid rental reversion of 24.9%**

1. Exclude CapitaMall Minzhongleyuan which reopened on 1 May 2014 after completion of asset enhancement works and CapitaMall Grand Canyon as acquisition was completed on 30 December 2013.



2Q 2014 Distributable Income Grew 18.7%

	2Q 2014 ¹ Actual	2Q 2013 Actual	Change
Gross Revenue (RMB'000)	249,888	200,036	24.9%
NPI (RMB'000)	167,595	132,096	26.9%
NPI (S\$'000)	34,214	26,413	29.5%
Distributable Income (S\$'000)	21,253	17,902	18.7%
DPU (Singapore cents)	2.59	2.38	8.8%
Annualised Distribution Yield (Based on unit price of S\$1.48 on 30 Jun 2014)	7.0%		
Annualised Distribution Yield (Based on unit price of S\$1.58 on 23 Jul 2014)	6.6%		

1. Includes CapitaMall Grand Canyon which was acquired on 30 December 2013.



1H 2014 Distributable Income Grew 16.0%

	1H 2014 ¹ Actual	1H 2013 Actual	Change
Gross Revenue (RMB'000)	481,584	400,697	20.2%
NPI (RMB'000)	323,230	264,074	22.4%
NPI (S\$'000)	66,553	52,281	27.3%
Distributable Income (S\$'000)	40,889	35,242	16.0%
DPU (Singapore cents)	4.99	4.69	6.4%
Annualised Distribution Yield (Based on unit price of S\$1.48 on 30 Jun 2014)	6.8%		
Annualised Distribution Yield (Based on unit price of S\$1.58 on 23 Jul 2014)	6.4%		

1. Includes CapitaMall Grand Canyon which was acquired on 30 December 2013.



Healthy Balance Sheet

As at 30 Jun 2014	S\$'000		
Investment Properties	2,120,109	Net assets attributable to unitholders (S\$'000)	1,253,451
Other Assets	19,069		
Financial Derivatives Assets	5,922		
Cash & Cash Equivalents	60,977	Units In Issue ('000 units)	818,890
Total Assets	2,206,077		
Interest-bearing Borrowings	658,918	Net Asset Value (NAV) per unit	1.53
Deferred Tax Liabilities	180,192		
Financial Derivatives Liabilities	1,411	Adjusted NAV per unit (net of distribution)	1.48
Other Liabilities	85,375		
Total Liabilities	925,896		
Non-controlling Interest	26,730		

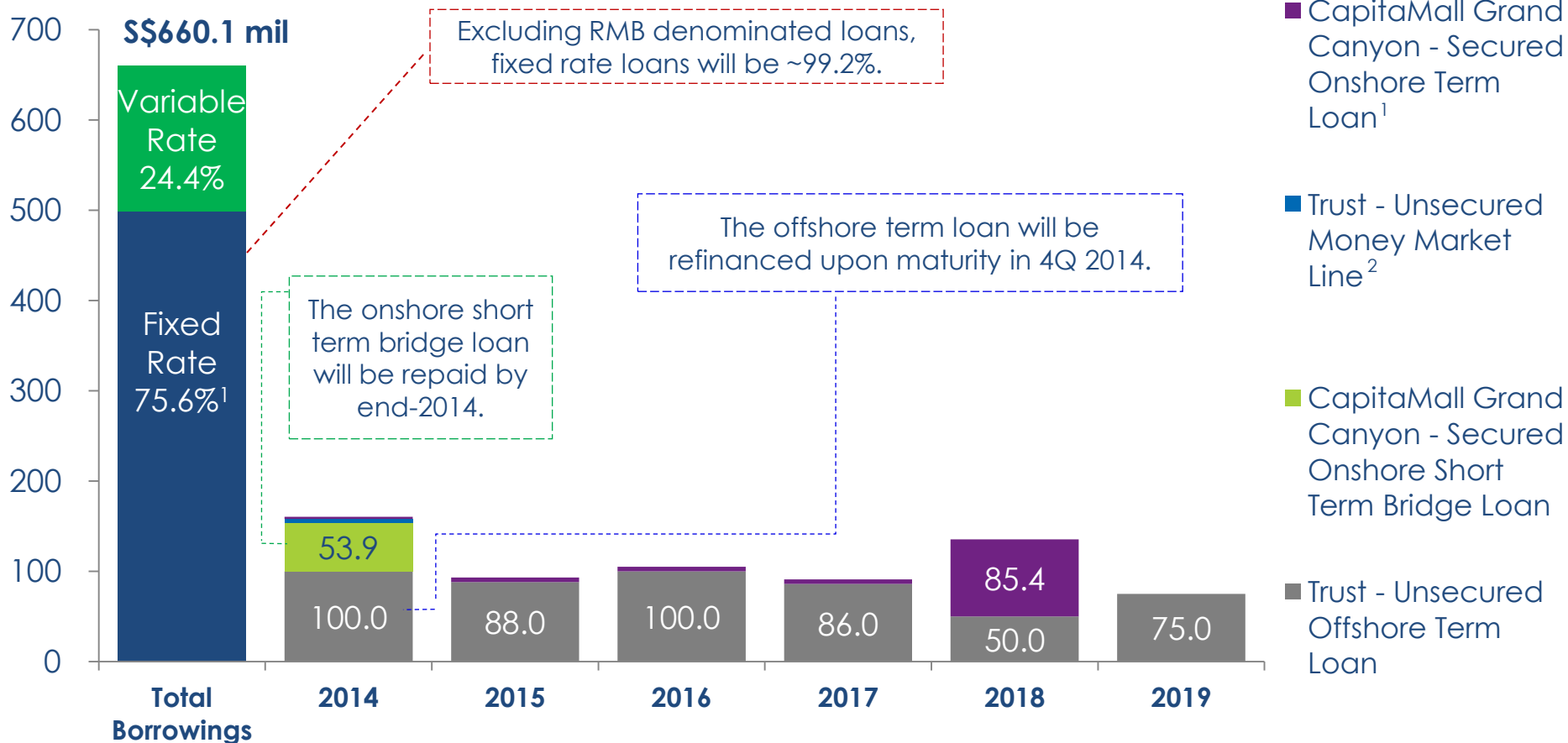
Capital Management





Debt Maturity Profile (30 Jun 2014)

S\$' million



1. Amortisation repayment is S\$5.1 million annually from 2014 to 2017, which will be repaid in Jun and Dec each year.
2. Unsecured Money Market Line of S\$4.0 million as at 30 Jun 2014.



Key Financial Indicators

	2Q 2014	1Q 2014
Unencumbered Assets as % of Total Assets	92.9%	92.2%
Gearing ¹	29.8%	31.8%
Net Debt / EBITDA (Times)	5.2	5.7
Interest Coverage (Times)	5.5	5.3
Average Term to Maturity (Years)	2.32	2.46
Average Cost of Debt	3.60%	3.64%

1. The lower gearing for 2Q 2014 was mainly due to lower debt and higher assets as compared to 1Q 2014.

Outlook



CapitaMall Grand Canyon, Beijing, China



Outlook

- **China's economy expanded by 7.5%* y-o-y in 2Q 2014**
- **1H 2014 retail sales up 12.1%* y-o-y to RMB12.4 trillion***
- **Introduced series of stimulus to pursue stable growth:**
 - Accelerate government spending and invest in infrastructure projects
 - Reduce reserve ratios for rural commercial and cooperative banks and revising of loan ratio calculation to improve liquidity
 - Liberalisation of RMB (boosting trades and investments)
 - Selected six state-owned enterprises for pilot programme to attract private investment and improve corporate governance
 - Relaxation of local housing policies
- **Further strengthening of the fundamentals are expected to build a sustainable economy**
- **Remains positive on China's long-term outlook and its underlying consumption growth**

* Source: National Bureau of Statistics of China

Appendix



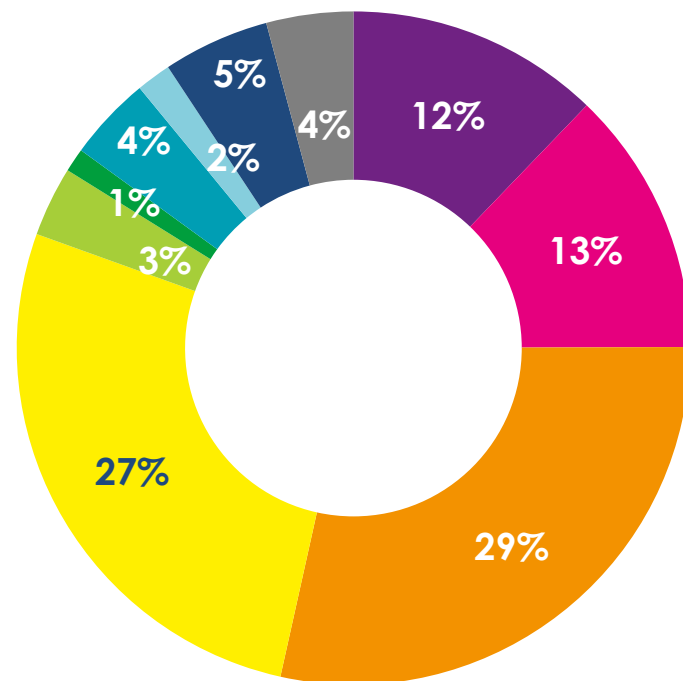
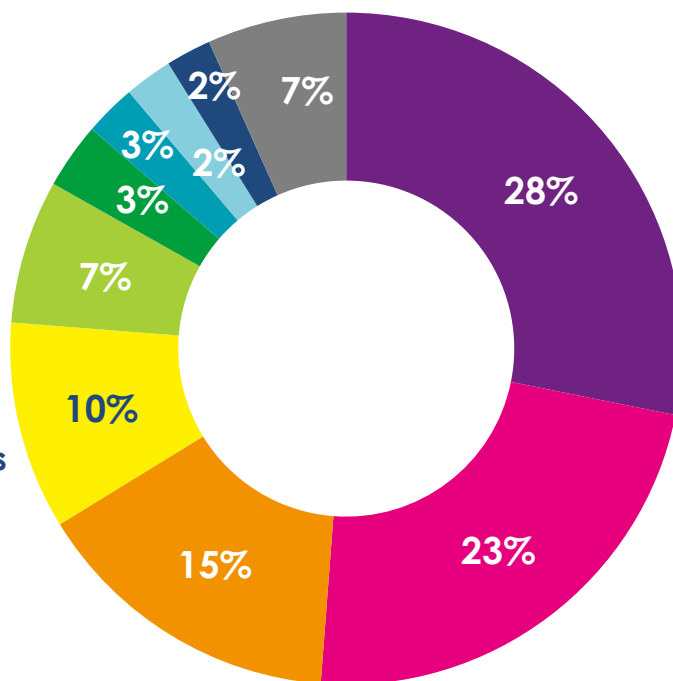
CapitaMall Wangjing, Beijing, China

Diversified Trade Mix

By Committed Gross Rent^{1,3}

By Net Lettable Area^{2,3}

- Fashion & Accessories
- Food & Beverage
- Department Store
- Supermarket
- Beauty & Healthcare
- Shoes & Bags
- Houseware & furnishings
- Education
- Leisure & Entertainment
- Others



1. For the month of Jun 2014.
2. Percentage of committed NLA as at 30 Jun 2014.
3. Include CapitaMall Grand Canyon and CapitaMall Minzhongleyuan.



Portfolio at a Glance

	CapitaMall Xizhimen 凯德MALL· 西直门	CapitaMall Wangjing 凯德MALL· 望京	CapitaMall Grand Canyon 凯德MALL· 大峡谷	CapitaMall Minzhong leyuan 新民众乐园	CapitaMall Qibao 凯德七宝 购物广场	CapitaMall Saihan 凯德MALL· 赛罕	CapitaMall Wuhu ¹ 凯德广场· 芜湖	CapitaMall Anzhen 凯德MALL· 安贞	CapitaMall Erqi 凯德广场· 二七	CapitaMall Shuangjing 凯德MALL· 双井
Location	Beijing	Beijing	Beijing	Wuhan	Shanghai	Huhhot	Wuhu	Beijing	Zhengzhou	Beijing
GFA² (sq m)	83,075	83,768	96,821	41,717	83,986	41,938	59,624	43,443	92,356	49,463
GRA² (sq m)	83,075	68,010	69,967	38,631	72,729	41,938	45,634	43,443	92,356	49,463
Land Use Right Expiry	23 Aug 2044 23 Aug 2054	15 May 2043 15 May 2053	29-Aug-44	30 Jun 2044 ⁶ 15 Sep 2045	10 Mar 2043 ⁷	11 Mar 2041 20 Mar 2041	29 May 2044	7 Oct 2034 5 Mar 2042 3 Jun 2042	31 May 2042	10 Jul 2042
Valuation² (RMB million)	2,710	2,014	1,900	561	481	390	258	963	595	553
NPI Yield on Valuation³	6.9%	7.0%	4.3%	5.9% ⁴	9.1%	8.2%	6.2%	7.0%	7.0%	6.7%
Number of Leases²	246	233	203	277	166	184	144	2	2	10
Committed Occ²	96.1%	99.4%	99.6%	91.2%	98.5%	99.8%	89.3% ⁸	100.0%	100.0%	100.0%
Shopper Traffic for 1H 2014 (million)	17.3	5.0	4.7	1.3 ⁵	6.4	4.5	3.6	-	-	-

1. CRCT has a 51.0% interest in CapitaMall Wuhu.

2. As at 30 Jun 2014.

3. NPI yield is based on annualised NPI for 1H 2014 (1 Jan 2014 – 30 Jun 2014) and valuation as at 30 Jun 2014.

4. The NPI yield for MZLY is based on annualised NPI from 1 May 2014 – 30 Jun 2014 as the mall reopened on 1 May 2014 after completion of asset enhancement works.

5. CapitaMall Minzhongleyuan's shopper traffic is for 1 May 2014 – 30 Jun 2014 as the mall reopened 1 May 2014 after completion of asset enhancement works.

6. The conserved building is under a lease from the Wuhan Cultural Bureau.

7. CapitaMall Qibao is indirectly held by CRCT under a master lease which expires in Jan 2024, with the right to renew for a further term of 19 years and 2 months.

8. Tenancy adjustment at Level 1 and 2 of CapitaMall Wuhu.



Portfolio Valuation

	Current Valuation (30 Jun 2014) RMB million	Previous Valuation (31 Dec 2013) RMB million	Variance (%)	NPI Yield ¹ (%)	Current Valuation (psm of GRA) RMB
Multi-tenanted Malls					
CapitaMall Xizhimen	2,710	2,600	4.2	6.9	32,621
CapitaMall Wangjing	2,014	1,900	6.0	7.0	29,613
CapitaMall Grand Canyon	1,900	1,882 ²	1.0	4.3	27,156
CapitaMall Minzhongleyuan	561	504	11.3	5.9 ³	14,522
CapitaMall Qibao	481	472	1.9	9.1	6,614
CapitaMall Saihan	390	362	7.7	8.2	9,299
CapitaMall Wuhu	258	251	2.8	6.2	5,654
Master-leased Malls					
CapitaMall Anzhen	963	949	1.5	7.0	22,167
CapitaMall Erqi	595	590	0.8	7.0	6,442
CapitaMall Shuangjing	553	543	1.8	6.7	11,180
Total	10,425	10,053	3.7	6.5	N.M.

1. NPI yield is based on annualised NPI for 1H 2014 (1 Jan 2014 – 30 Jun 2014) and valuation as at 30 Jun 2014.

2. Based on management valuation as the acquisition of CapitaMall Grand Canyon was completed on 30 Dec 2013.

3. The NPI yield for CapitaMall Minzhongleyuan is based on annualised NPI from 1 May 2014 to 30 Jun 2014. The mall was closed temporary on 1 July 2013 for asset enhancement works and reopened on 1 May 2014.

N.M. Not Meaningful



CapitaRetail
China Trust

Thank You

For enquiries from analysts & investors, please contact

(Ms) LENG Tong Yan

Investor Relations

Tel: (65) 6826 1649

Email: leng.tongyan@capitaland.com