

# Frasers Centrepoint Trust

## 2<sup>nd</sup> Quarter FY11 results

21 April 2011



Certain statements in this Presentation constitute “forward-looking statements”, including forward-looking financial information. Such forward-looking statement and financial information involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of FCT or the Manager, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements and financial information. Such forward-looking statements and financial information are based on numerous assumptions regarding the Manager’s present and future business strategies and the environment in which FCT or the Manager will operate in the future. Because these statements and financial information reflect the Manager’s current views concerning future events, these statements and financial information necessarily involve risks, uncertainties and assumptions. Actual future performance could differ materially from these forward-looking statements and financial information.

The Manager expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statement or financial information contained in this Presentation to reflect any change in the Manager’s expectations with regard thereto or any change in events, conditions or circumstances on which any such statement or information is based, subject to compliance with all applicable laws and regulations and/or the rules of the SGX-ST and/or any other regulatory or supervisory body or agency.





This Presentation contains certain information with respect to the trade sectors of FCT’s tenants. The Manager has determined the trade sectors in which FCT’s tenants are primarily involved based on the Manager’s general understanding of the business activities conducted by such tenants. The Manager’s knowledge of the business activities of FCT’s tenants is necessarily limited and such tenants may conduct business activities that are in addition to, or different from, those shown herein.

This Presentation includes market and industry data and forecast that have been obtained from internal survey, reports and studies, where appropriate, as well as market research, publicly available information and industry publications. Industry publications, surveys and forecasts generally state that the information they contain has been obtained from sources believed to be reliable, but there can be no assurance as to the accuracy or completeness of such included information. While the Manager has taken reasonable steps to ensure that the information is extracted accurately and in its proper context, the Manager has not independently verified any of the data from third party sources or ascertained the underlying economic assumptions relied upon therein.

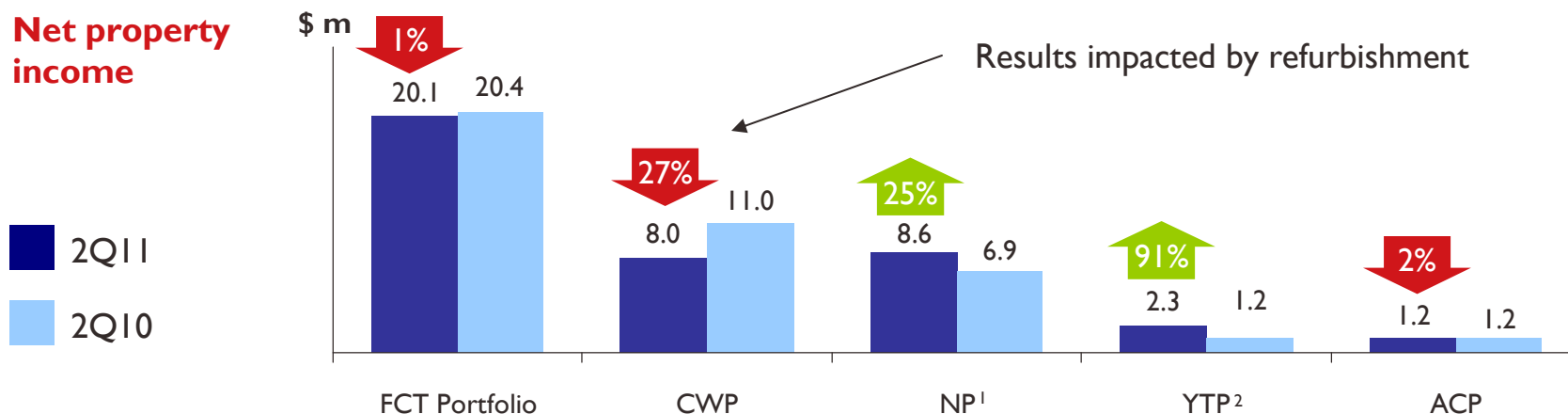
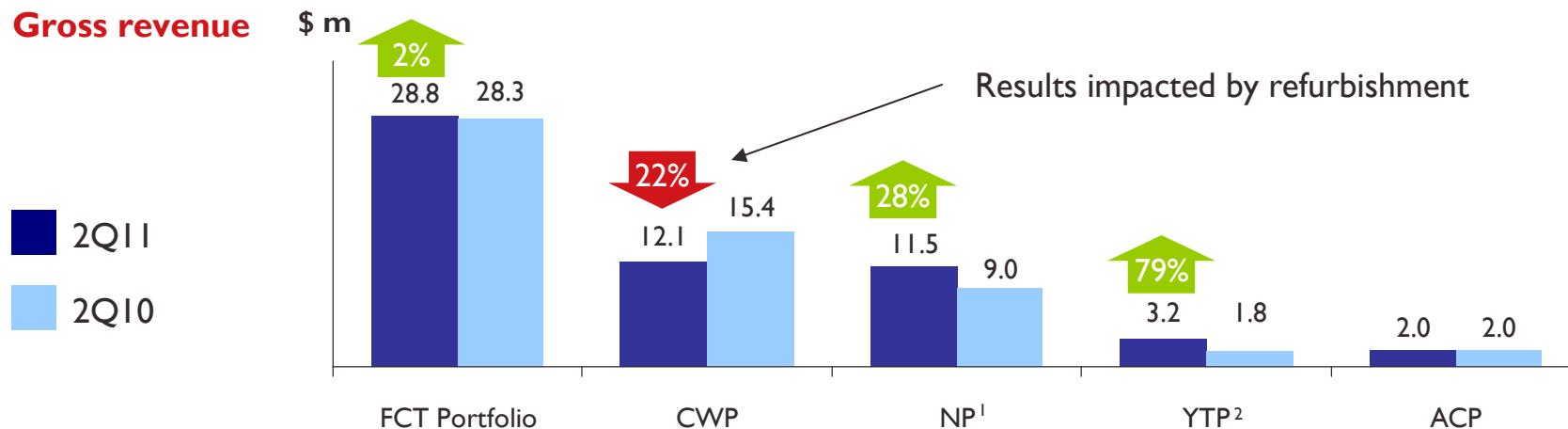
- Results
- Balance sheet
- Operational performance
- Growth strategy

# Results

## Stable 2Q11 results despite Causeway Point refurbishment






Jan – Mar 11 (\$ '000)	2Q11	Y-o-Y Change (%)	Highlights
Gross Revenue	28,830	 2%	<ul style="list-style-type: none"> <li>stronger contributions from rest of portfolio more than offset lower Causeway Point income</li> </ul>
Less Property Expenses	8,738	 11%	<ul style="list-style-type: none"> <li>due to consolidation of Northpoint 2 &amp; YewTee Point expenses</li> </ul>
Net Property Income	20,092	 1%	-
Income available for distribution	16,277	 2%	-
DPU	2.07¢	-	<ul style="list-style-type: none"> <li>retention of \$318K in 2Q11 distributable income</li> <li>retention of \$1.1m in 2Q10 distributable income</li> </ul>

## 2Q11 gross revenue & net property income by property



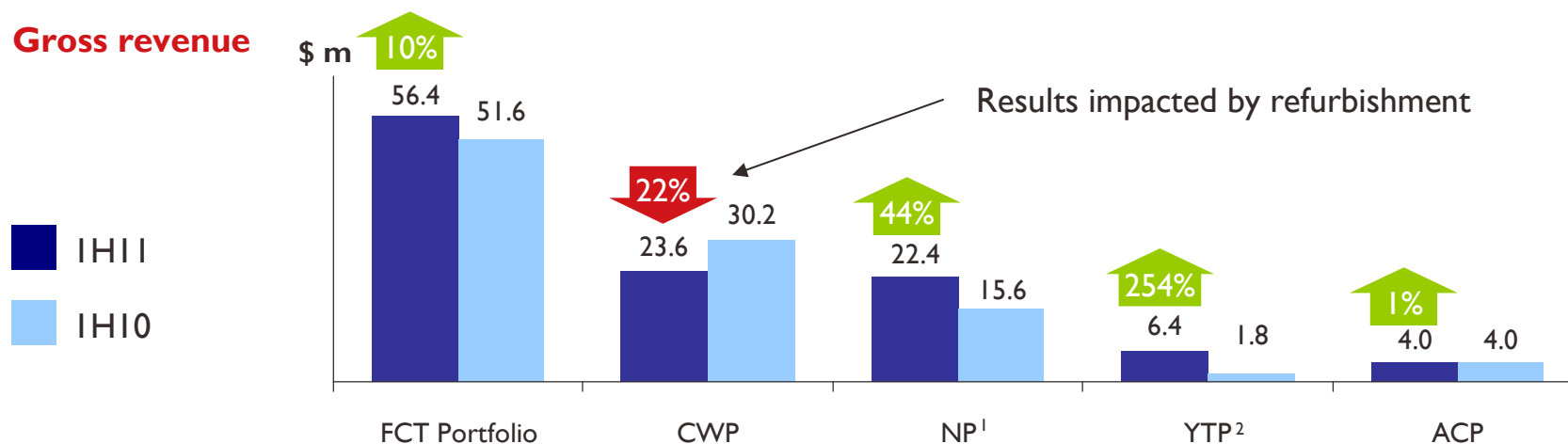
1. Aggregate results of Northpoint 1 and Northpoint 2 (acquired on 5 Feb 2010).
2. YewTee Point was acquired on 5 Feb 2010.

## Stable IH11 results despite Causeway Point refurbishment

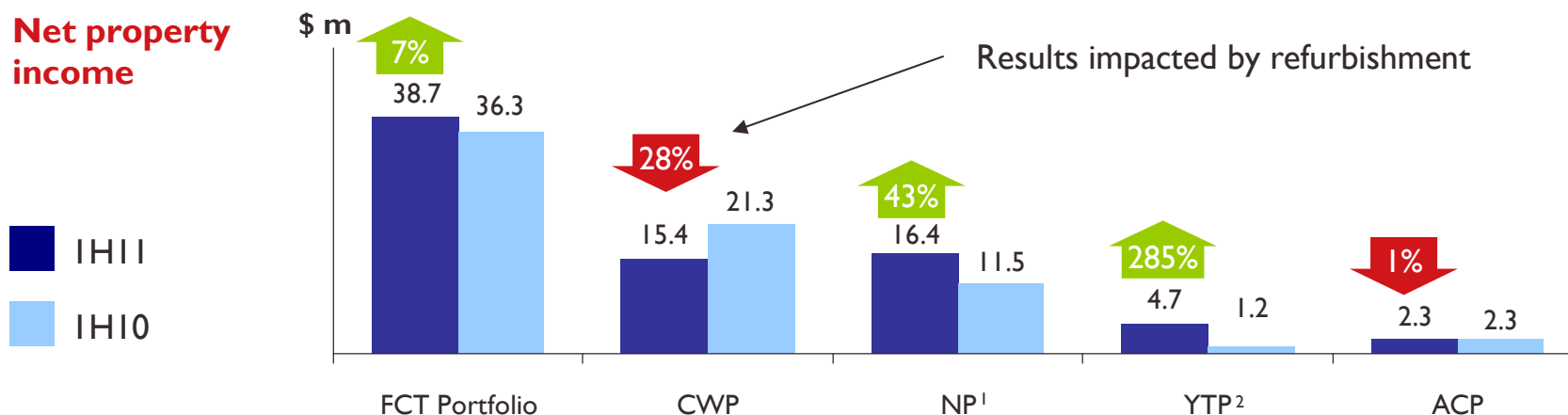
Oct 10 - Mar 11 (\$ '000)	IH11	Y-o-Y Change (%)	Highlights
Gross Revenue	56,439	 10%	<ul style="list-style-type: none"> <li>stronger contributions from rest of portfolio more than offset lower Causeway Point income</li> </ul>
Less Property Expenses	17,734	 16%	<ul style="list-style-type: none"> <li>due to consolidation of Northpoint 2 &amp; YewTee Point expenses</li> </ul>
Net Property Income	38,705	 7%	<ul style="list-style-type: none"> <li>reflects higher topline figure</li> </ul>
Income available for distribution	31,291	 12%	-
DPU	4.02¢	 1%	<ul style="list-style-type: none"> <li>retention of \$318K in IH11 distributable income</li> <li>retention of \$1.1m in IH10 distributable income</li> </ul>

## IHII gross revenue & net property income by property

### Gross revenue



### Net property income

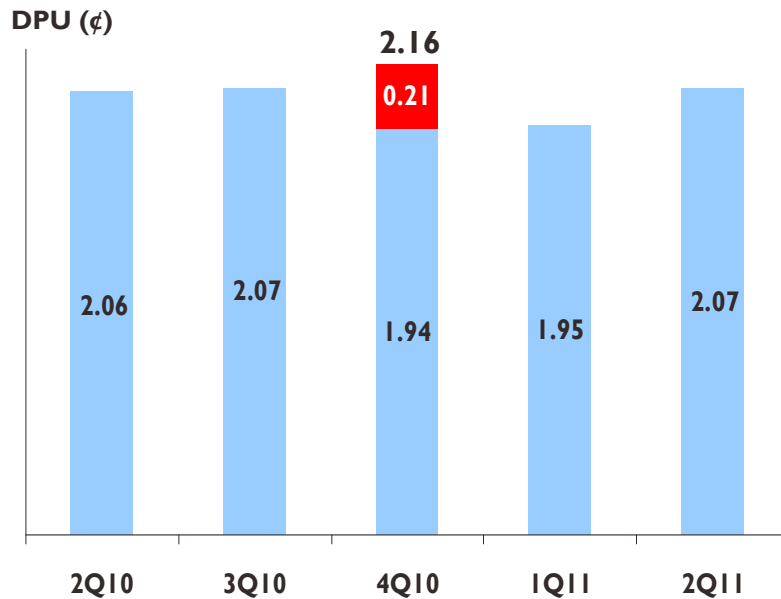


1. Aggregate results of Northpoint 1 and Northpoint 2 (acquired on 5 Feb 2010).
2. YewTee Point was acquired on 5 Feb 2010.



## DPU profile

### Quarterly DPU payout trend



■ Income retained from previous quarters

### Year-on-year comparison

	2Q11	2Q10	Y-o-Y Change (%)
DPU	2.07¢	2.06¢	-

## Distribution details

Distribution period 1 Jan to 31 Mar 2011

Distribution per unit 2.07¢




Ex-date 27 Apr 2011

Books closure date 3 May 2011 at 5 pm

Payment date 30 May 2011

# Balance sheet

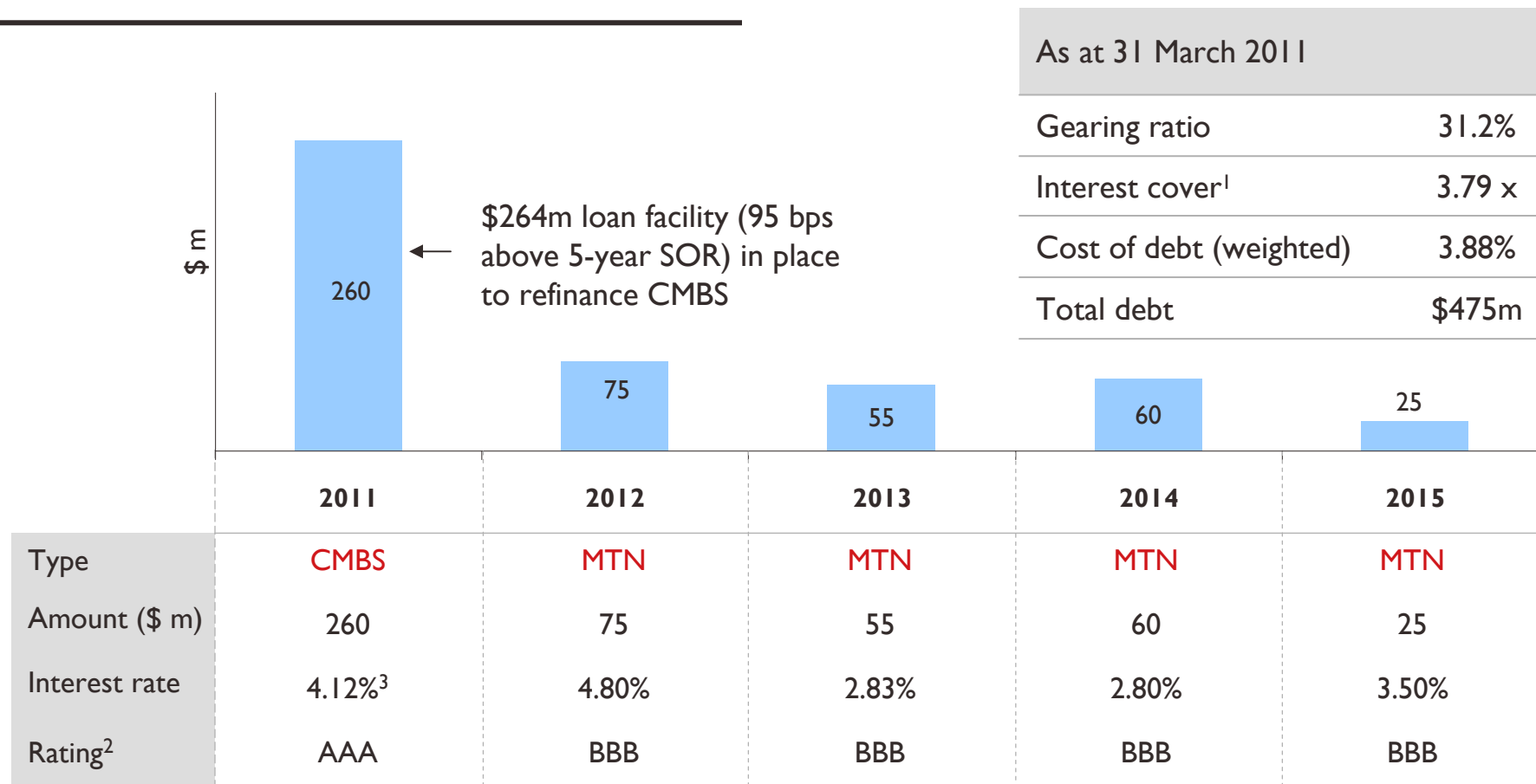
## Balance sheet summary

As at	31 Mar 2011	31 Mar 2010	Change
Total assets	\$1,524.8m	\$1,464.2m	 4%
Net assets	\$987.4m	\$944.8m	 5%
Total units in issue	768,967,463 <sup>1</sup>	766,380,182 <sup>2</sup>	-
NAV per unit	\$1.28 <sup>3</sup>	\$1.23 <sup>4</sup>	 4%

1. Excludes 1,460,567 issuable units in partial payment of 2Q11 mgmt fees.
2. Excludes 563,498 issuable units in partial payment of 2Q10 mgmt fees.
3. Computed on the basis of 770,428,030 units, including issuable units (which have not been issued) as at the stated date.
4. Computed on the basis of 766,943,680 including issuable units (which have not been issued) as at the stated date.

## Issued \$60m 3-year MTN in January 2011

### Debt information



As at 31 March 2011

Gearing ratio	31.2%
Interest cover <sup>1</sup>	3.79 x
Cost of debt (weighted)	3.88%
Total debt	\$475m

1. For quarter ended 31 Mar 2011.
2. CMBS term loan rated by Fitch & Moody's; MTN rated by S&P.
3. Average interest rate after taking into account an interest rate swap in relation to \$100.0m of the \$260.0m drawn down under this facility.

# Operational performance

## 2Q11 rental reversions

2Q11	No. of renewals / New leases	Net Lettable Area		Increase over preceding rents
		Area (sq ft)	% Total NLA	
Causeway Point	4	1,886	0.5%	19.8%
Northpoint <sup>I</sup>	5	2,947	1.3%	8.1%
YewTee Point	9	3,843	5.3%	7.4%
Anchorpoint	2	1,830	2.6%	23.1%
<b>FCT Portfolio</b>	<b>20</b>	<b>10,506</b>	<b>1.3%</b>	<b>11.7%</b>

I. Aggregate rental reversions of Northpoint 1 and Northpoint 2.

## YTD rental reversions

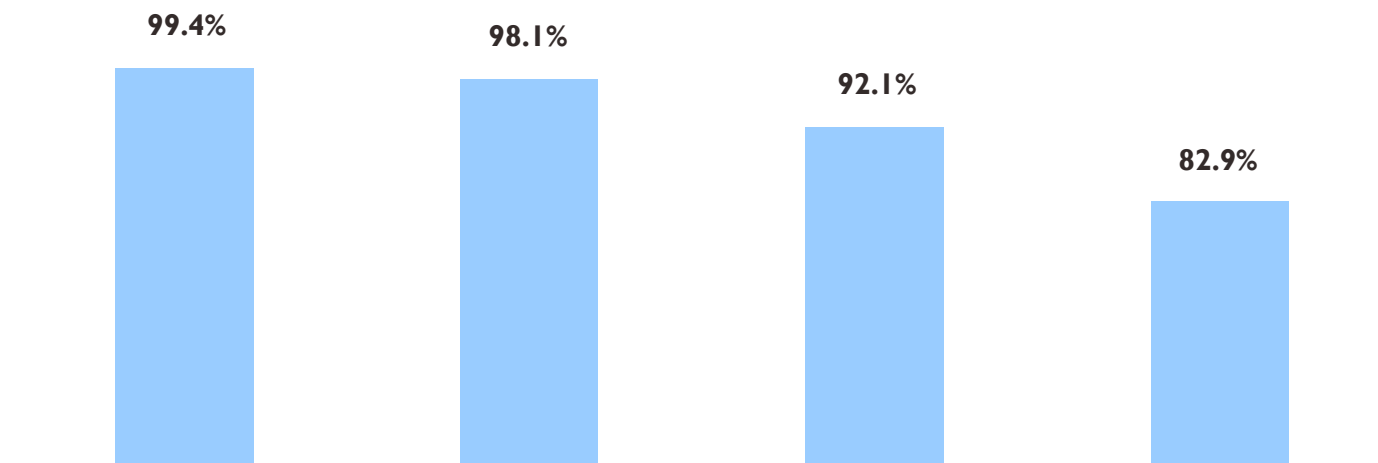
IHII	No. of renewals / New leases	Net Lettable Area		Increase over preceding rents
		Area (sq ft)	% Total NLA	
Causeway Point	17	9,989	2.4%	13.2%
Northpoint <sup>I</sup>	23	9,407	4.0%	8.2%
YewTee Point	9	3,843	5.3%	8.2%
Anchorpoint	17	14,436	17.6%	16.7%
<b>FCT Portfolio</b>	<b>66</b>	<b>37,675</b>	<b>4.7%</b>	<b>11.6%</b>

I. Aggregate rental reversions of Northpoint 1 and Northpoint 2.



## High portfolio occupancy

**FCT portfolio  
occupancy**



Occupancy <sup>1</sup>	Jun 10	Sep 10	Dec 10	Mar 11
Causeway Point	100.0%	97.2% <sup>2</sup>	86.1% <sup>2</sup>	69.0% <sup>2</sup>
Northpoint <sup>3</sup>	99.1%	99.3%	99.1%	99.1%
YewTee Point	98.3%	98.3%	98.5%	95.8%
Anchorpoint	98.6%	98.8%	97.8%	97.6%

1. All occupancies presented are as at the end of respective periods.
2. Occupancy affected by mall refurbishment.
3. Aggregate occupancy of Northpoint 1 and Northpoint 2.

## 13% of gross rental income expiring in FY2011

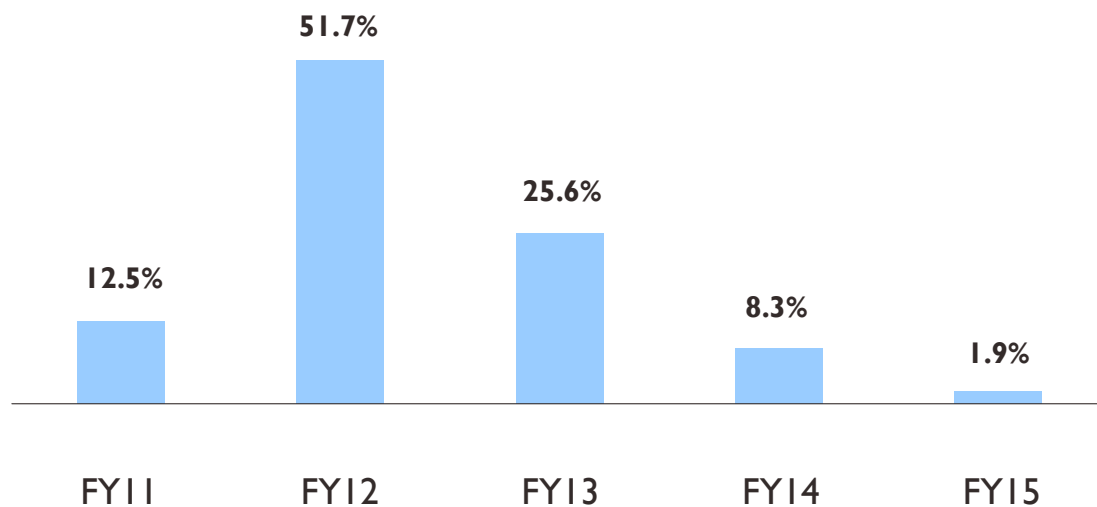
### Lease expiry profile<sup>1</sup> (as at 31 Mar 2011)

Weighted avg lease term to expiry

By NLA 1.36 yrs

By Gross rent 1.28 yrs

Expiries as % of total gross rental income



Number of leases expiring

NLA (sq ft) expiring

Expiries as % of total NLA

	FY11	FY12	FY13	FY14	FY15
Number of leases expiring	83	163	116	50	8
NLA (sq ft) expiring	61,148	374,746	149,235	42,580	33,804
Expiries as % of total NLA	9.2%	56.6%	22.6%	6.4%	5.1%

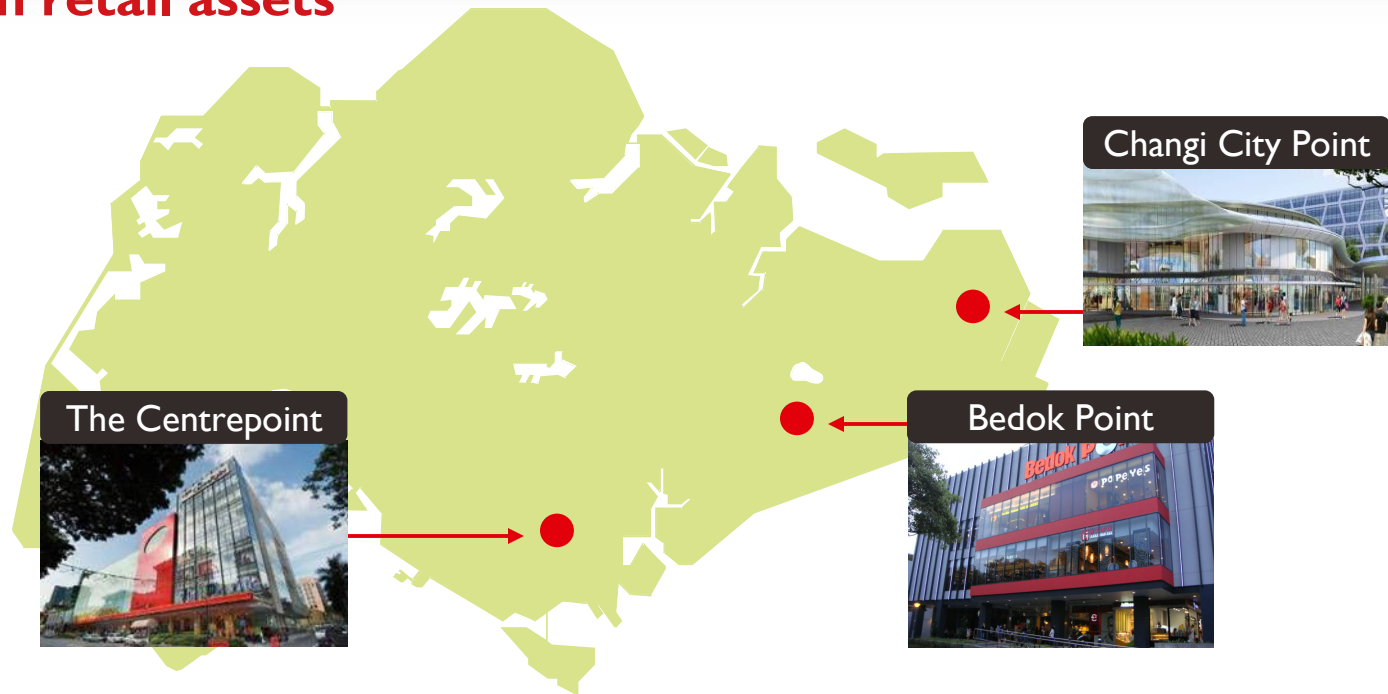
1. Calculations exclude vacant floor area.

# Growth strategy

## Delivering growth on all fronts

1	Strategy	Target
	Acquisition growth	Pipeline & 3 <sup>rd</sup> party assets
2		
	Enhancement growth	Refurbish Causeway Point
3		
	Organic growth	Positive rental reversion

## Sponsor's main retail assets



	NLA (sf)	MRT station	Est. completion	Est. catchment population
Changi City Point	207,479	Expo	2H11	600,000
Bedok Point	80,985	Bedok	Completed	295,000
The Centrepont	395,315	Somerset	Completed	4,987,600
<b>Total</b>	<b>683,779</b>	-	-	-

## Bedok Point received TOP in Nov 10

### Bedok Point

NLA	80,985
-----	--------




Leasing status	98%
----------------	-----

Target acquisition	CY2011
--------------------	--------



## Outstanding track record of growth from asset enhancement initiatives

### Financials

Mall	NPI before revamp (\$ m)	FY2010 NPI <sup>I</sup> (\$ m)	Change (\$ m)	Change
Anchorpoint	1.7	4.4	2.7	 159%
Northpoint I	13.9	20.7	6.8	 49%
Total	15.6	25.1	9.5	 61%

I. Excluding the effects of FRS 39 accounting adjustments.



## Causeway Point refurbishment

### Summary

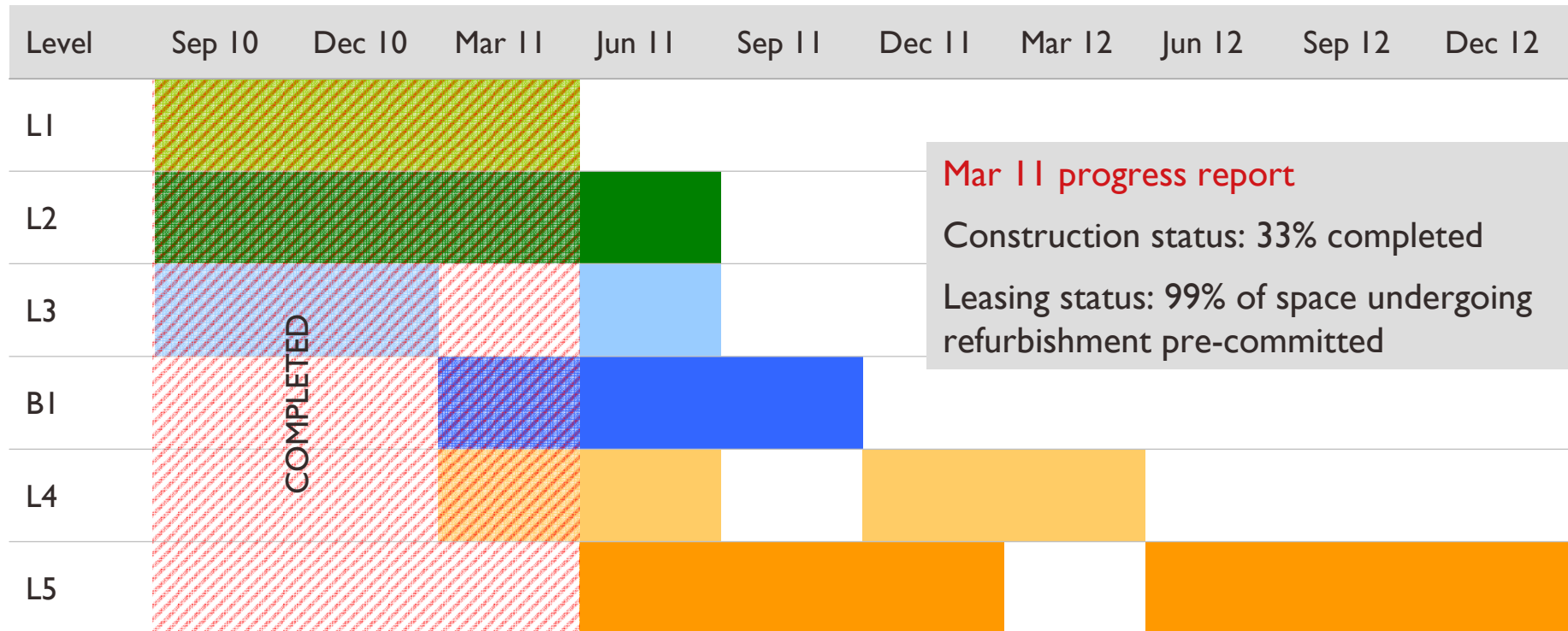
- Downsize space occupied by anchor tenants from 65% to 50% of total NLA
- Shift escalators on BI & LI to improve visual sight-lines & release prime retail space
- Expand depth of retail offerings & create F&B precinct on L5
- Introduce pro-family features





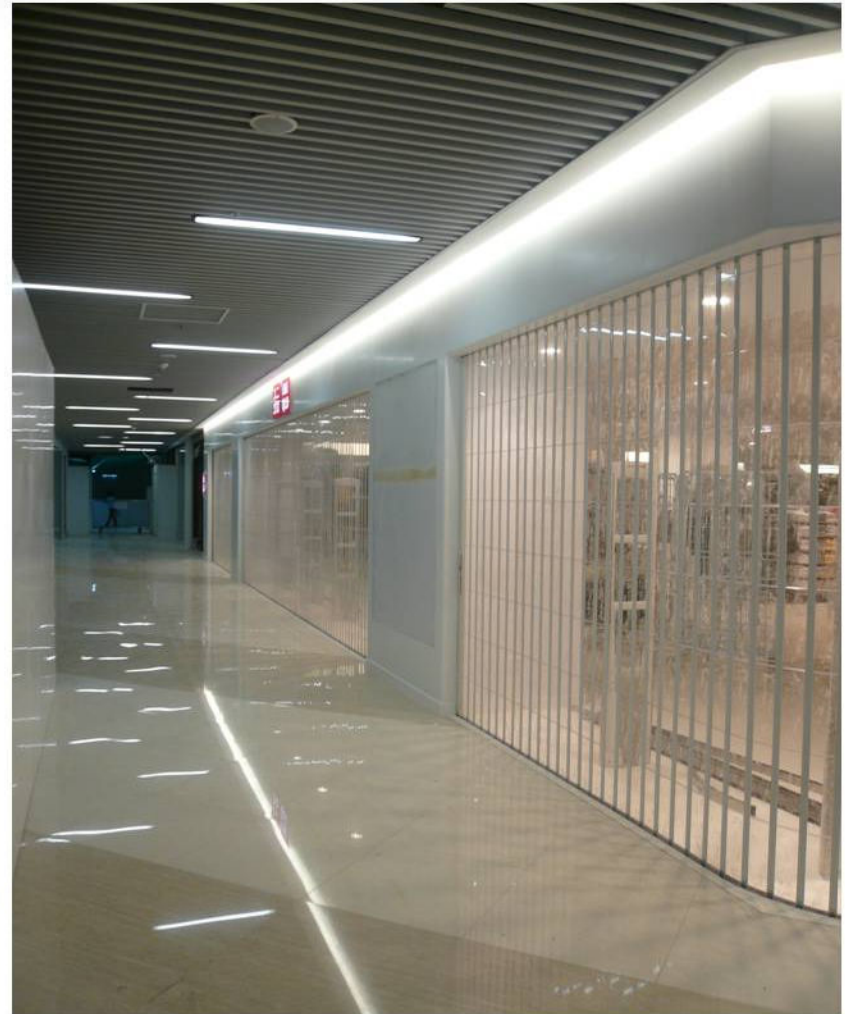
## Causeway Point refurbishment to span 30 months

### Timeline<sup>1</sup>



1. Indicative timing, subject to changes.











## Refurbishment expected to add \$162 million to Causeway Point's capital value

### Financials

	Before AEI	Projected after AEI	Change	
Average rent per sq ft	\$10.2	\$12.2	 20%	Through reconfiguring big boxes & improving tenant mix
NPI	\$42.2m	\$51.5m	 22%	Incremental NPI of \$9.3m
Capex	-	\$71.8m	-	
ROI	-	13.0%	-	
Capital value of AEI (5.75% cap rate)	-	\$161.7m		
Net value creation	-	\$89.9m		

# Summary

## Clear growth outlook

### Strategy

1

#### Acquisition growth

- Target acquisition of Bedok Point in CY2011
- On the lookout for 3<sup>rd</sup> party assets

2

#### Enhancement growth

- Causeway Point refurbishment to provide sustainable income growth

3

#### Organic growth

- 12% rental reversions in 2Q11
- Annual rental step-ups provide steady growth

# Thank you

Analyst & media contact:

Wendy Sim

Fraser's Centrepont Asset Management Ltd

Tel: (65) 6277-2690 | Email: [wendy.sim@fraserscentrepont.com](mailto:wendy.sim@fraserscentrepont.com) | Web: [www.fraserscentreponttrust.com](http://www.fraserscentreponttrust.com)