

# Frasers Centrepoint Trust

## 3<sup>rd</sup> Quarter FY11 results

26 July 2011



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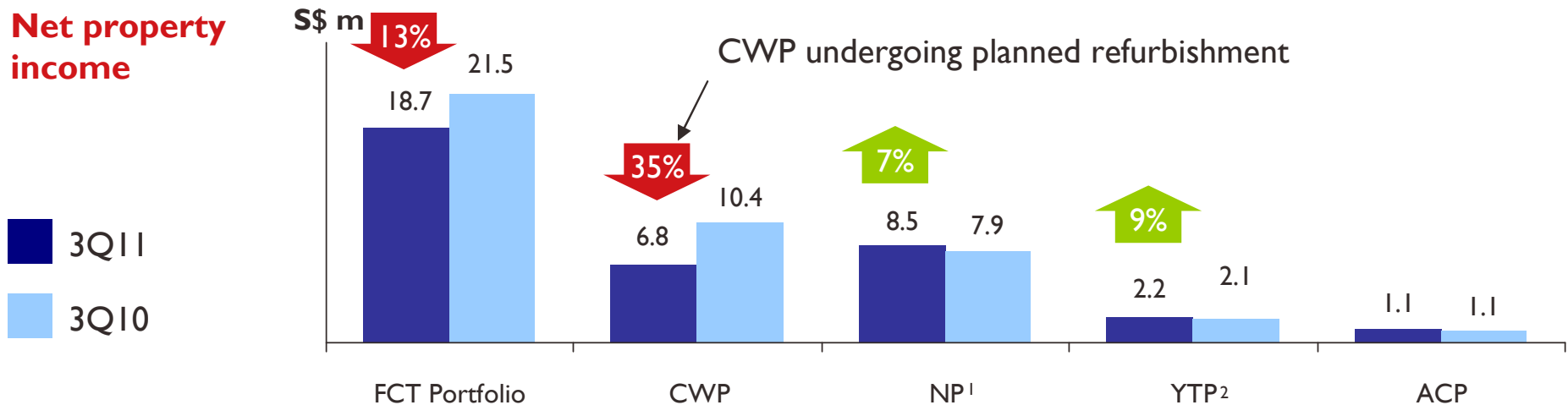
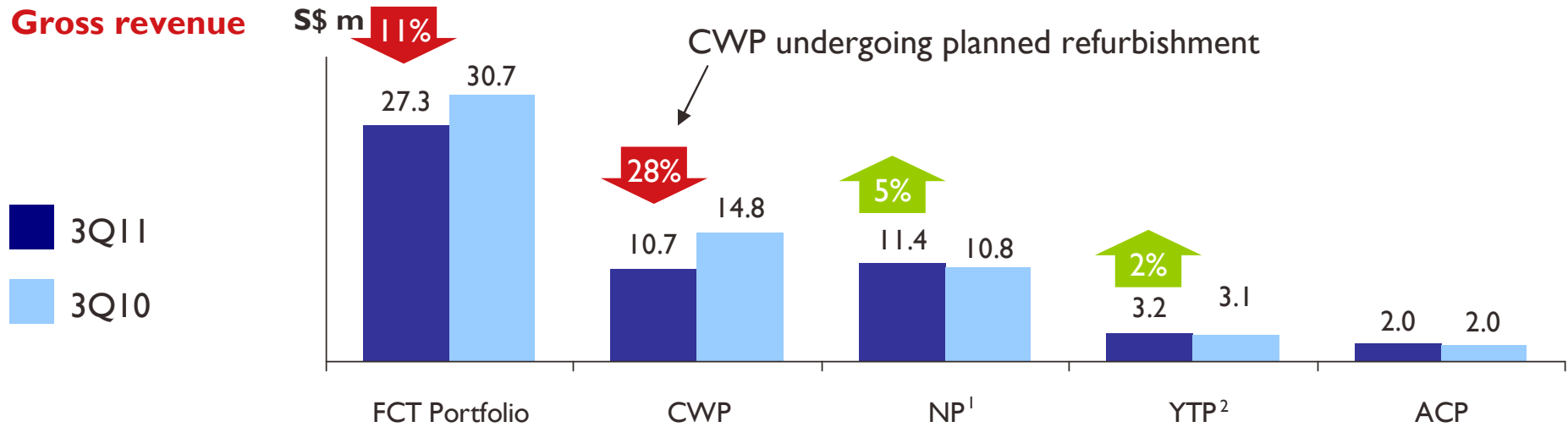
- Results
- Balance sheet
- Operational performance
- Causeway Point refurbishment update
- Growth strategy
- Summary

# Results

## 3Q11 lower yoy on weaker contribution from Causeway Point due to refurbishment






Apr – Jun 11 (\$ '000)	3Q11	Y-o-Y Change (%)	Highlights
Gross Revenue	27,300	 11%	<ul style="list-style-type: none"> <li>Weaker contribution from Causeway Point undergoing planned refurbishment, Causeway Point gross revenue 28% lower year-on-year</li> </ul>
Less Property Expenses	8,645		
Net Property Income	18,655		<ul style="list-style-type: none"> <li>Weaker contribution from Causeway Point, NPI from Causeway Point 35% lower year-on-year</li> </ul>
Income available for distribution	14,757		
DPU	1.95¢		<ul style="list-style-type: none"> <li>Included a release of S\$0.3m retained from the previous quarter.</li> </ul>

## 3Q I I gross revenue & net property income by property

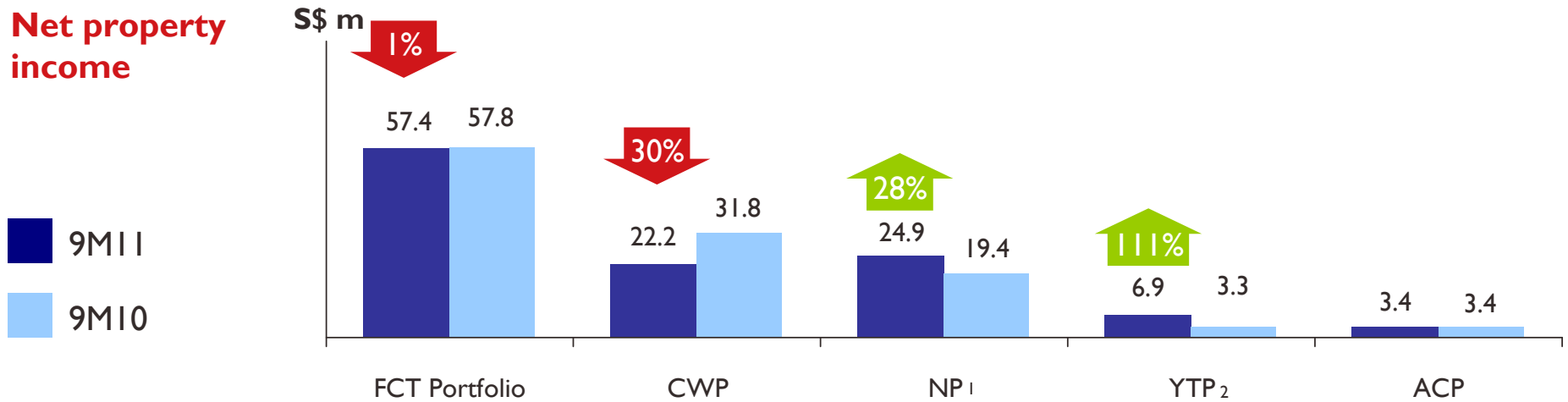
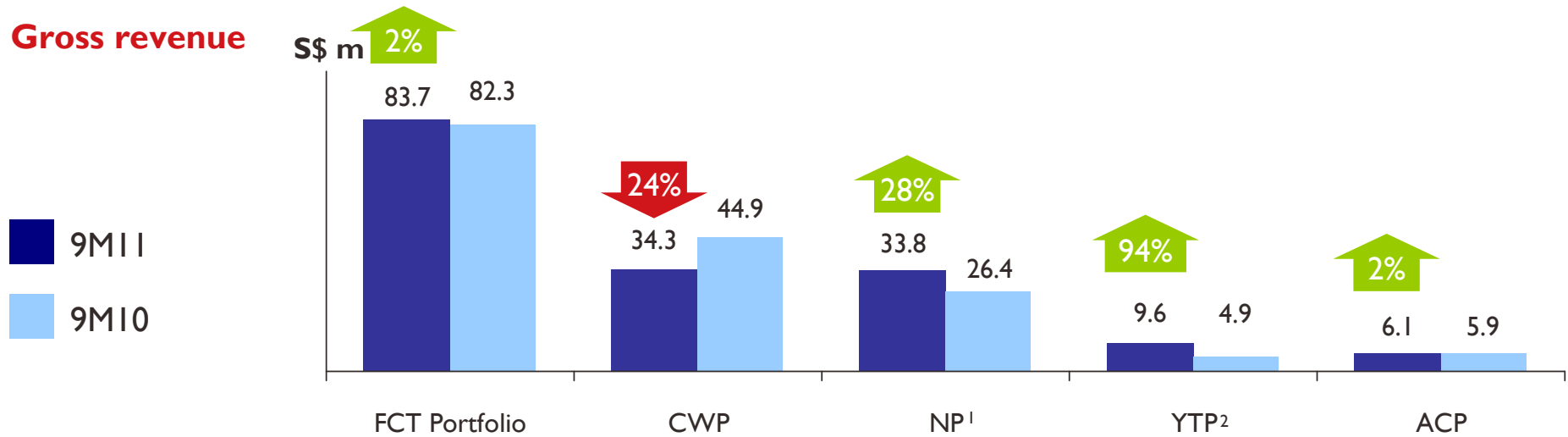


1. Aggregate results of Northpoint 1 and Northpoint 2 (acquired on 5 Feb 2010).
2. YewTee Point was acquired on 5 Feb 2010.
3. Any discrepancy between individual amount and the aggregate is due to rounding. Percentage change calculations are based on amounts before rounding.

## Steady 9M I performance; stronger contributions from other malls mitigated impact from Causeway Point refurbishment

Oct 10 - Jun 11 (\$ '000)	9M I I	Y-o-Y Change (%)	Highlights
Gross Revenue	83,739	 2%	<ul style="list-style-type: none"> <li>Stronger revenue contributions from other malls mitigated the revenue decline from CWP</li> </ul>
Less Property Expenses	26,379	 8%	<ul style="list-style-type: none"> <li>Due to consolidation of NP2 and YTP expenses</li> </ul>
Net Property Income	57,360	 1%	
Income available for distribution	46,048	 4%	
DPU	5.97¢	 1%	

## 9M11 gross revenue & net property income by property

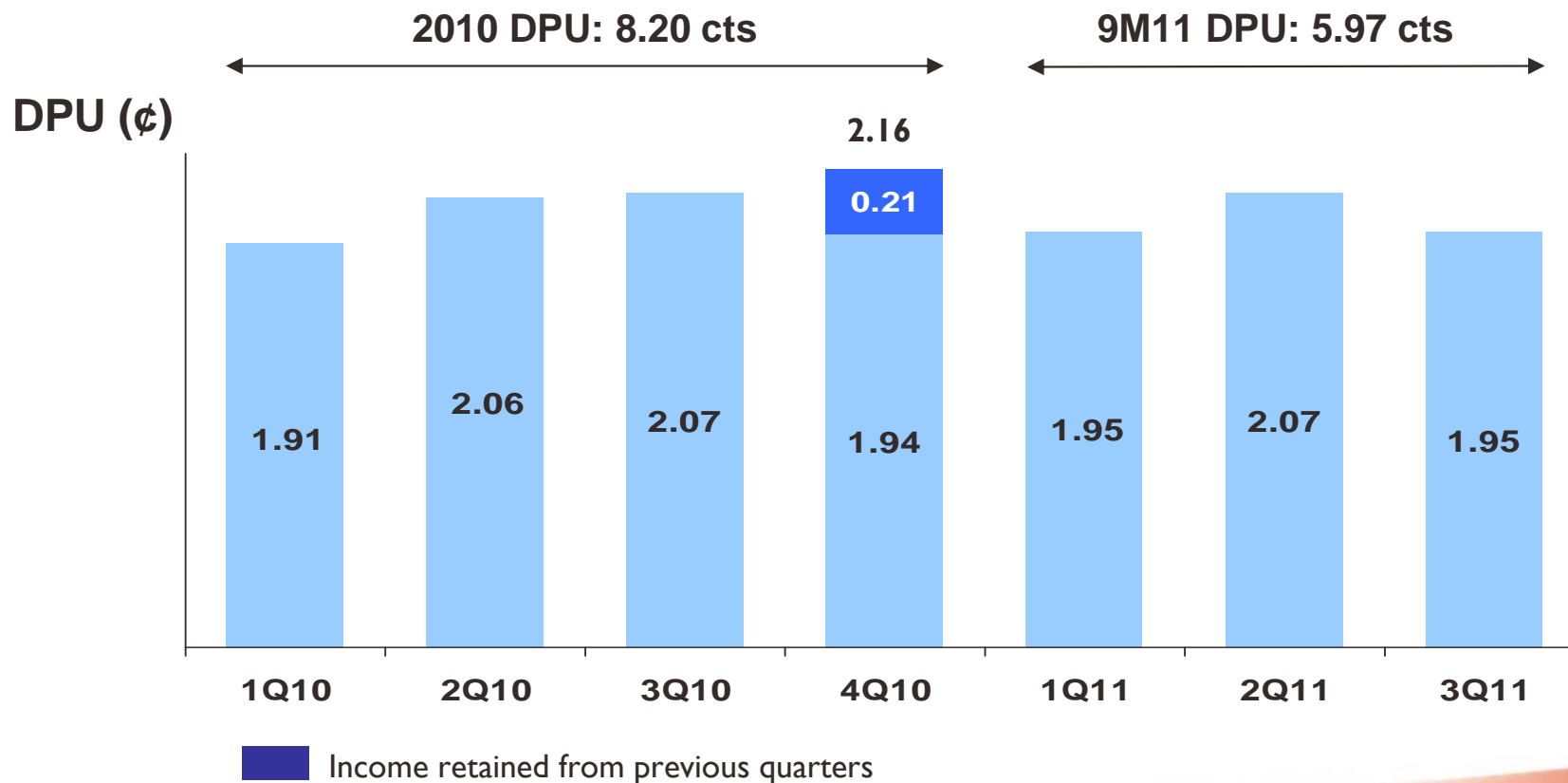


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**Continues to deliver steady returns; expects 2011 full year DPU to be comparable to prior year**

**Quarterly DPU payout trend**






## Distribution details

Distribution period	1 April to 30 June 2011
Distribution per unit	1.95 cents
Books closure date	3 August 2011 at 5 pm
Payment date	29 August 2011

# Balance sheet

## Maintaining a healthy balance sheet

As at	30 June 2011	30 Sep 2010	Change
Total assets	\$1,532.3m	\$1,516.2m	 1.1%
Net assets	\$983.1m	\$989.3m	 0.6%
Total units in issue	770,428,030 <sup>1</sup>	767,276,572 <sup>2</sup>	-
NAV per unit	\$1.28 <sup>3</sup>	\$1.29 <sup>4</sup>	 0.8%

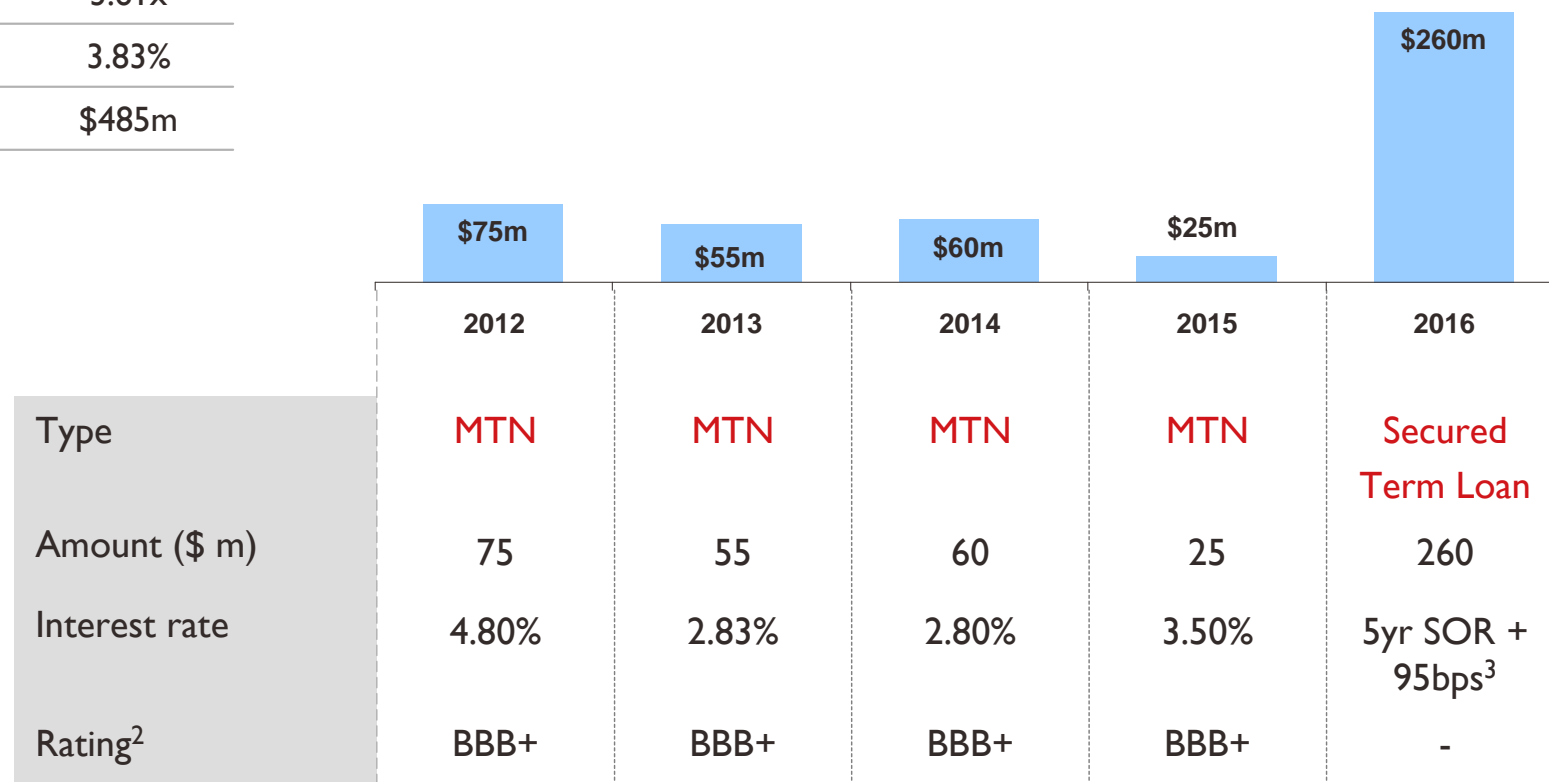
1. Excludes 1,388,554 issuable units in partial payment of 3Q11 mgmt fees.
2. Excludes 296,433 issuable units in partial payment of 4Q10 mgmt fees.
3. Computed on the basis of issued units of 771,816,584, including issuable units (which have not been issued) as at the stated date.
4. Computed on the basis of issued units of 767,573,005, including issuable units (which have not been issued) as at the stated date.

- **Refinanced \$260m CMBS with 5-year term loan on 5 July 2011;**  
**No major refinancing until 2016**

### Debt information

As at 30 Jun 11	
Gearing ratio	31.7%
Interest cover <sup>1</sup>	3.61x
Cost of debt (weighted)	3.83%
Total debt outstanding	\$485m

### Debt Maturity Profile as at 6 July 2011 (after refinancing of CMBS)



1. For quarter ended 30 June 2011  
 2. Standard & Poor's reaffirmed FCT's 'BBB+' corporate rating and upgraded FCT's MTN program to 'BBB+' from 'BBB' on 8 July 2011  
 3. FCT will be entering into hedging arrangements to hedge at least 60% of its interest rate exposure under this loan over August/September 2011

# Operational performance

## 3Q11 rental reversions

3Q11	No. of renewals / New leases	Net Lettable Area		Increase over preceding rents
		Area (sq ft)	% Total NLA	
Causeway Point	7	4,790	1.1%	-0.7% <sup>1</sup>
Northpoint <sup>2</sup>	7	2,105	0.9%	7.7%
YewTee Point	8	2,552	3.5%	10.0%
Anchorpoint	2	517	0.7%	4.3%
<b>FCT Portfolio</b>	<b>24</b>	<b>9,964</b>	<b>1.2%</b>	<b>3.8%</b>

1. Due to relocation of one high-rental tenant within Causeway Point. If this is excluded, the figure for Causeway Point would have been +12.3%
2. Aggregate rental reversions of Northpoint 1 and Northpoint 2.

**YTD rental reversions:**  
**Healthy 9% average rental reversion for new leases signed year-to-date**

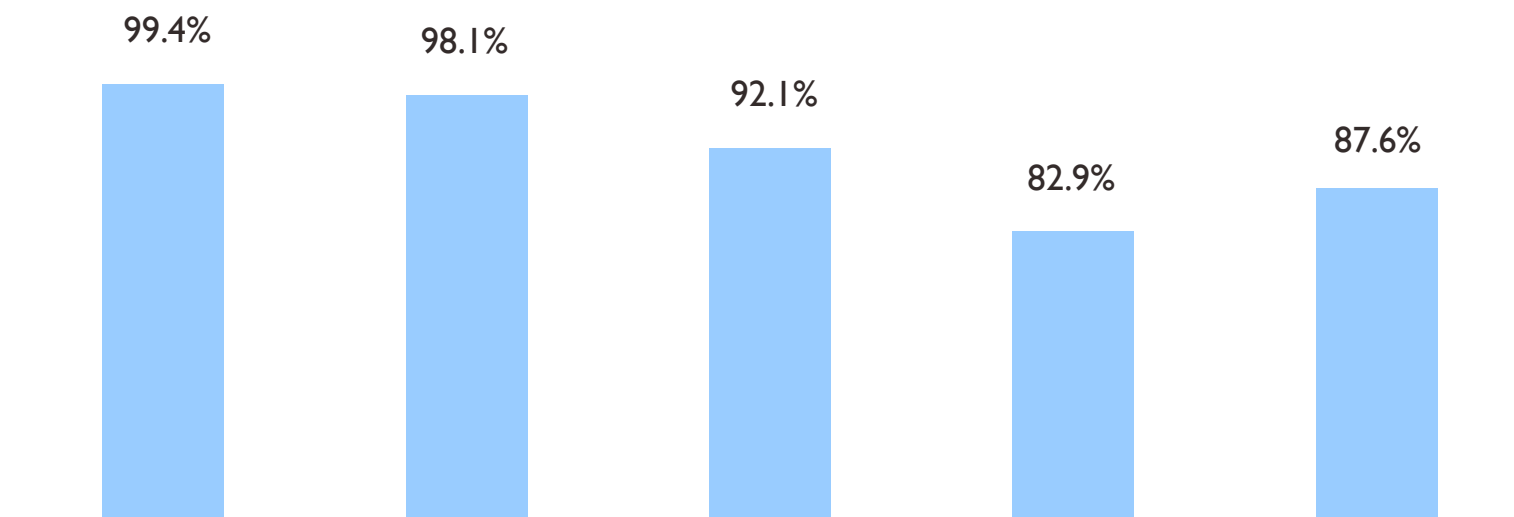
9M11	No. of renewals / New leases	Net Lettable Area		Increase over preceding rents
		Area (sq ft)	% Total NLA	
Causeway Point	25	16,370	3.9%	7.5% <sup>1</sup>
Northpoint <sup>2</sup>	33	12,228	5.2%	7.5%
YewTee Point	18	7,418	10.1%	7.6%
Anchorpoint	19	14,953	20.9%	16.1%
<b>FCT Portfolio</b>	<b>95</b>	<b>50,969</b>	<b>6.4%</b>	<b>8.9%</b>

1. Due to relocation of one high-rental tenant within Causeway Point. If this is excluded, the figure for Causeway Point would have been +12.6%
2. Aggregate rental reversions of Northpoint 1 and Northpoint 2.



## Maintaining healthy portfolio occupancy

**FCT portfolio  
occupancy**



Occupancy <sup>1</sup>	Jun 10	Sep 10	Dec 10	Mar 11	Jun 11
Causeway Point	100.0%	97.2% <sup>2</sup>	86.1% <sup>2</sup>	69.0% <sup>2</sup>	78.3% <sup>2</sup>
Northpoint <sup>3</sup>	99.1%	99.3%	99.1%	99.1%	98.4%
YewTee Point	98.3%	98.3%	98.5%	95.8%	95.6%
Anchorpoint	98.6%	98.8%	97.8%	97.6%	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.

## Well-staggered lease expiry profile

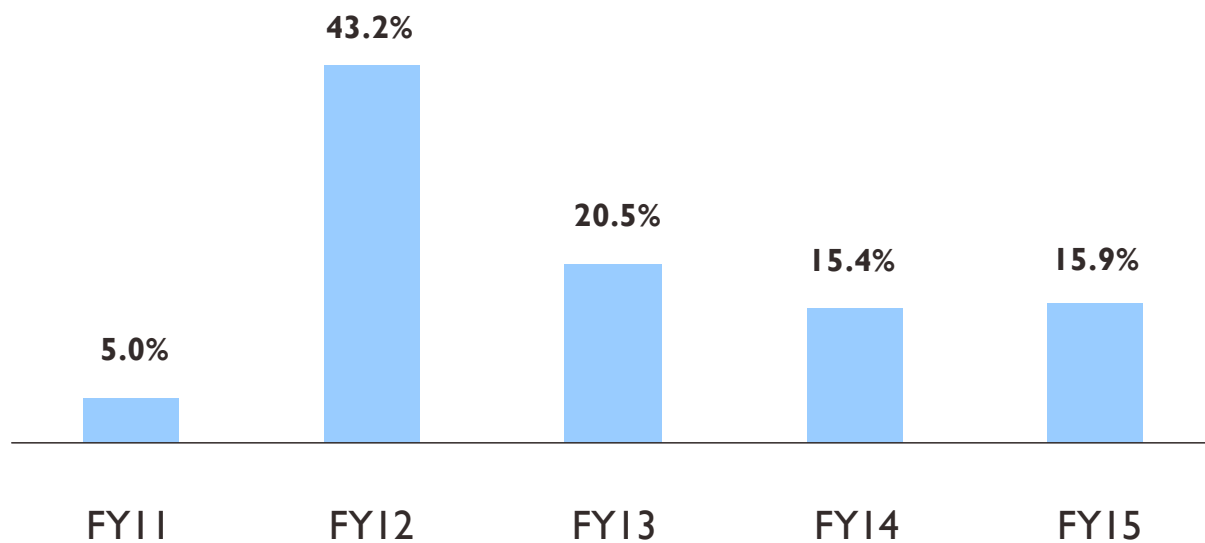
### Lease expiry profile<sup>1</sup> (as at 30 Jun 2011)

Weighted avg lease term to expiry

By NLA 1.60 yrs

By Gross rent 1.63 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	39	154	143	109	27
NLA (sq ft) expiring	35,262	302,219	143,541	107,484	110,945
Expiries as % of total NLA	5.0%	43.2%	20.5%	15.4%	15.9%

1. Calculations exclude vacant floor area.

# Causeway Point Refurbishment Update

## Causeway Point refurbishment update

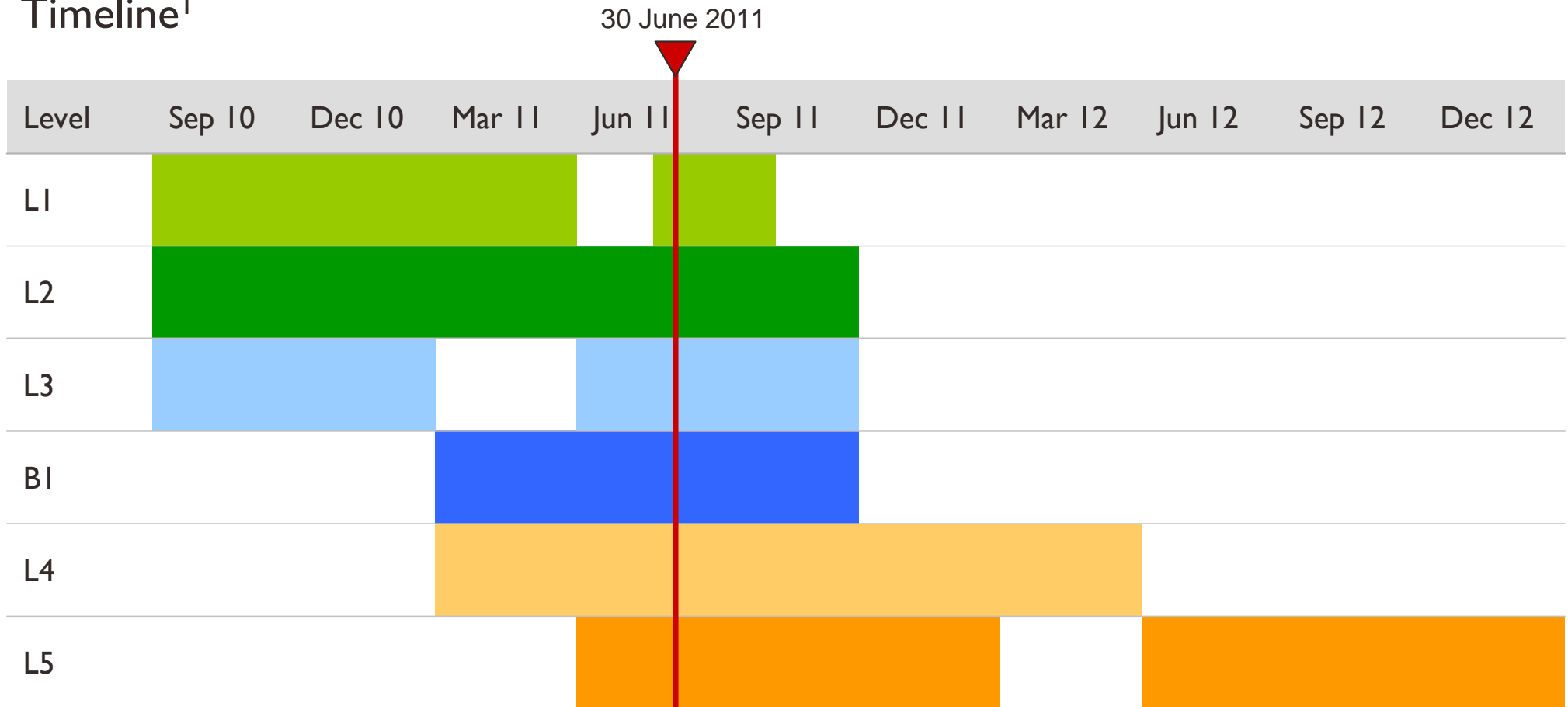
### Summary

- 51.5% of works completed as at June 2011; moving out of the most intense phase
- Occupancy swinging back to 78% in June from the low of 69% in March
- Refurbished sections at basement level, Level 1 & 2, have opened for trading, drawing strong shopper traffic and positive feedback.



**Causeway Point refurbishment works 51.5% completed @ 30 June 2011**  
**Full completion scheduled December 2012**

Timeline<sup>1</sup>



1. Indicative timing, subject to changes.



New kiosks at Basement



Supermarket store at Basement



Completed works at Level 1



New Tenants at Level 1



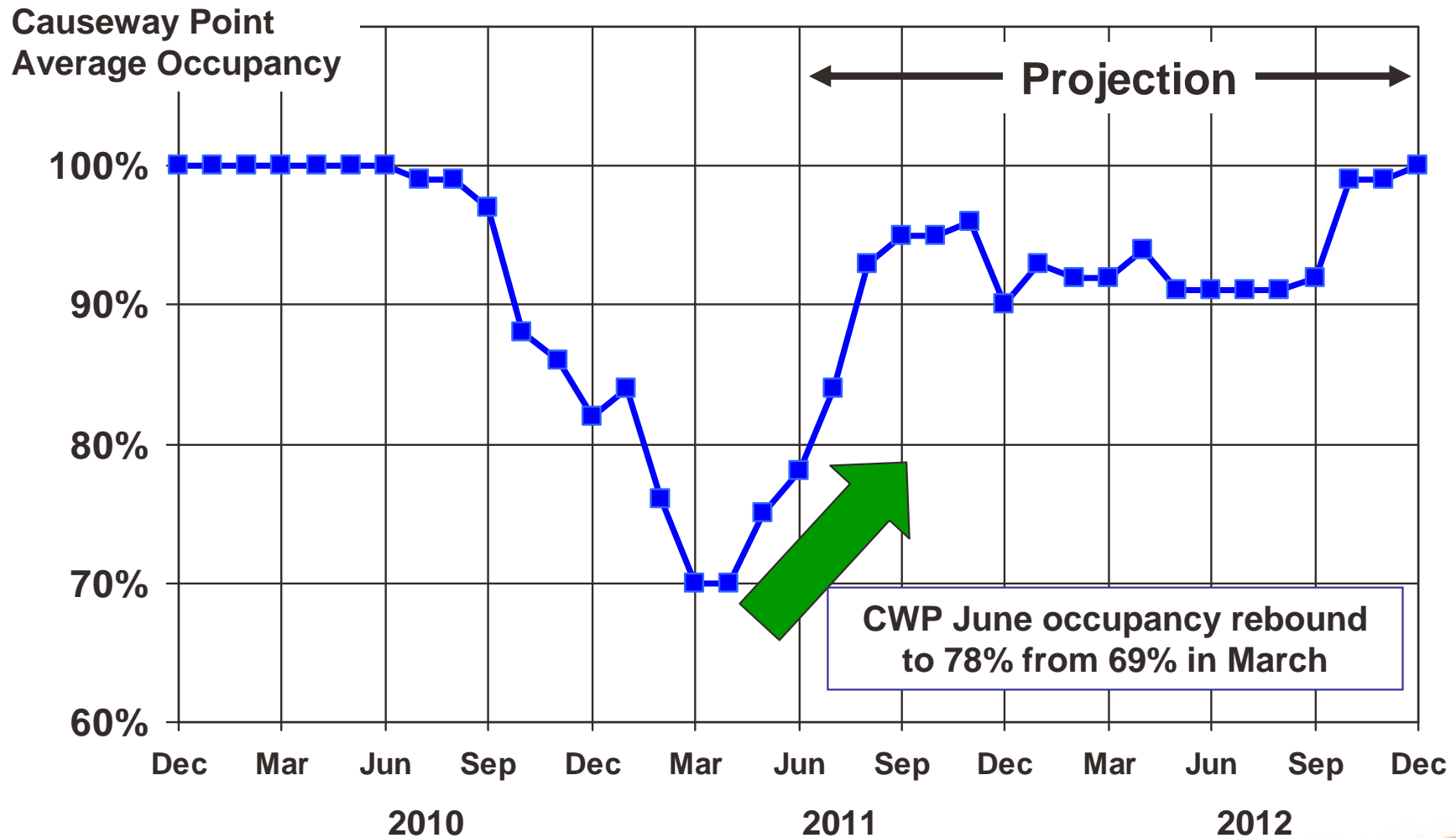


New Tenants at Level 2







## CWP occupancy rate swinging back up strongly, projected to stay at 90% and above from August 11 onwards



## 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		

# Growth strategy

## Clear growth outlook

### Strategy

1

#### Acquisition growth

- Target acquisition of Bedok Point in FY2011
- Pipeline assets and opportunity for 3<sup>rd</sup> party assets

2

#### Enhancement growth

- Causeway Point refurbishment to provide enhanced, sustainable income growth

3

#### Organic growth

- Positive rental reversions
- Annual rental step-ups provide steady growth

## 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 Centrepoint	395,315	Somerset	Completed	4,987,600
<b>Total</b>	<b>683,779</b>	-	-	-

## Bedok Point: Target acquisition expected in FY2011

### Bedok Point

Multi-tenanted retail mall comprising two basement levels and four storeys above ground.

NLA 80,985 sq ft




TOP Nov 2010





## Outstanding track record of growth from asset enhancement initiatives

### Financials

Mall	NPI before revamp (\$ m)	FY2010 NPI <sup>1</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%

1. Excluding the effects of FRS 39 accounting adjustments.

# Summary



## 3Q11 Results summary

1

### Performance

- 9M11 YTD steady performance
- CWP swinging back up; other malls continue to deliver strong results
- Strong balance sheet, low gearing at 32%
- No major refinancing until 2016

2

### Growth

- Acquisition pipeline (Bedok Point; Changi City Point; 3<sup>rd</sup> party assets)
- Enhanced income growth from Causeway Point refurbishment
- Positive rental reversions; annual rental step-ups provide steady growth
- Interest savings from refinancing debts at lower interest rates

3

### Outlook

- Stable & positive outlook for S'pore suburban retail malls:
  - Government 2011 GDP growth projection between 5 and 7%\*;
  - May 2011 Retail sales index (ex motor): +8.3% yoy;
  - Industry sources expect high occupancy to sustain in suburban shopping areas
- Expects 2011 full year DPU to be comparable to the prior year

\* as at 19 May 2011

# Thank you

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