

# Frasers Centrepoint Trust

Investor Presentation

USA Non-Deal Roadshow at the BofAML 2014 Global Real Estate Conference

10-11 September 2014

The Westin Times Square, New York City



Causeway Point



Northpoint



Changi City Point



Bedok Point



YewTee Point



Anchorpoint

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.

→ **Overview of Singapore Retail Sector**

→ **About Frasers Centrepoint Trust**

→ **Key Financial Results**

→ **Portfolio Highlights**

→ **Appendix**

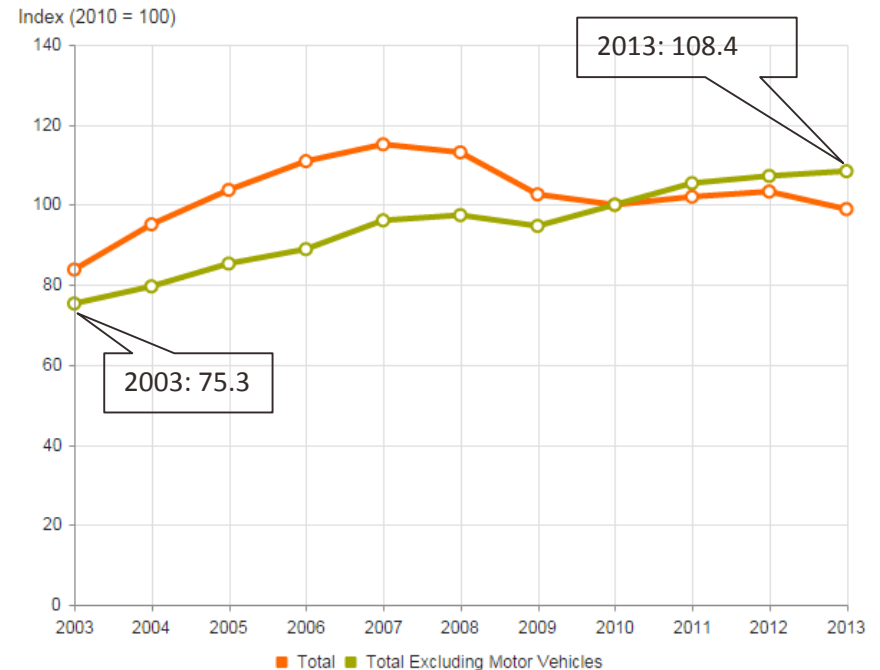
# Overview of Singapore Retail Sector

# Overview of Singapore Retail Market

- Singapore is a vibrant shopping destination with more than 45 million square feet of shopping retail space<sup>1</sup>, distributed broadly in the central region (Orchard Road, Marina Bay etc) and in the suburban regions comprising highly-populated residential estates.
- Retail sales growth excluding motor vehicle sales has grown steadily over the last decade at about 3.7% CAGR
- Retail sales is expected to register nominal CAGR of 4.0%<sup>2</sup> from 2013 to 2018

Sources:  
1: URA  
2: Urbis

Retail Sales Index at Constant Prices



Source: Department of Statistics, Singapore

# Suburban versus Central Region Malls

## Suburban malls – outside central region

- Located in populous residential estates outside the central region
- Many of the malls are near subway and bus stations
- Spending is mainly non-discretionary (groceries, haircuts, food courts, household items)
- Main shopper catchment from within 3-5km radius
- Examples: Causeway Point, Northpoint, Junction8



Grocery shopping and family meals at food courts

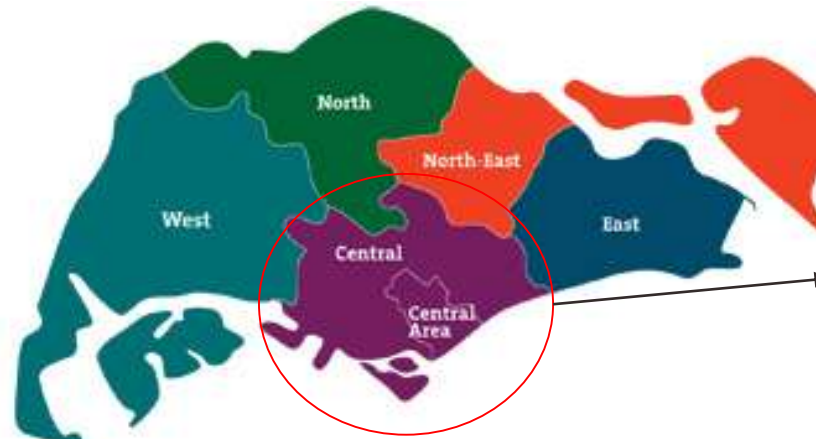
## Central region malls

- Concentrated in central region: Orchard Road, Marina Bay area, includes city fringe malls like Vivocity
- Usually close to subway stations
- Captures tourist spending
- Spending is more discretionary (luxury fashion labels, bars, restaurants, fine dining)
- Shopper catchment from whole of Singapore
- Examples: Ion Orchard, Paragon and Somerset 313



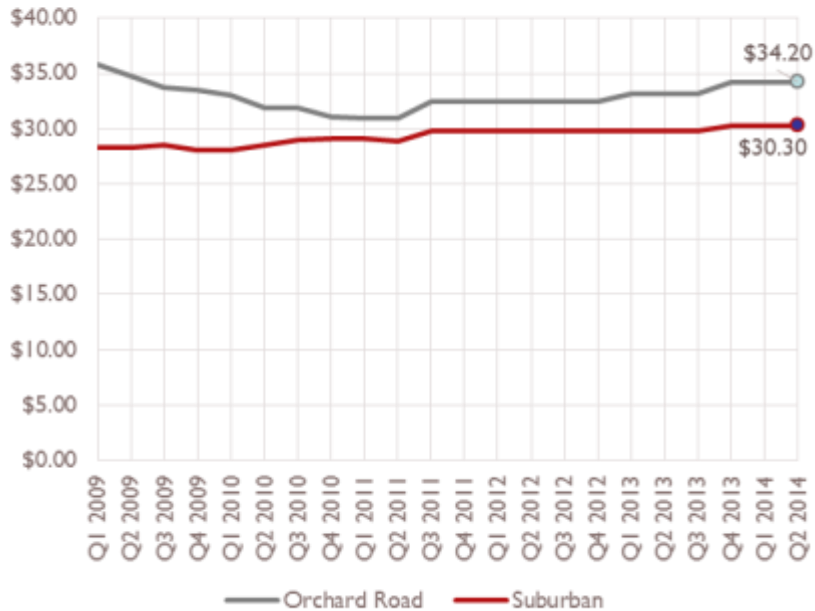
High end fashion specialty retail store in Orchard Road

Singapore (zoning as defined in URA master plan)

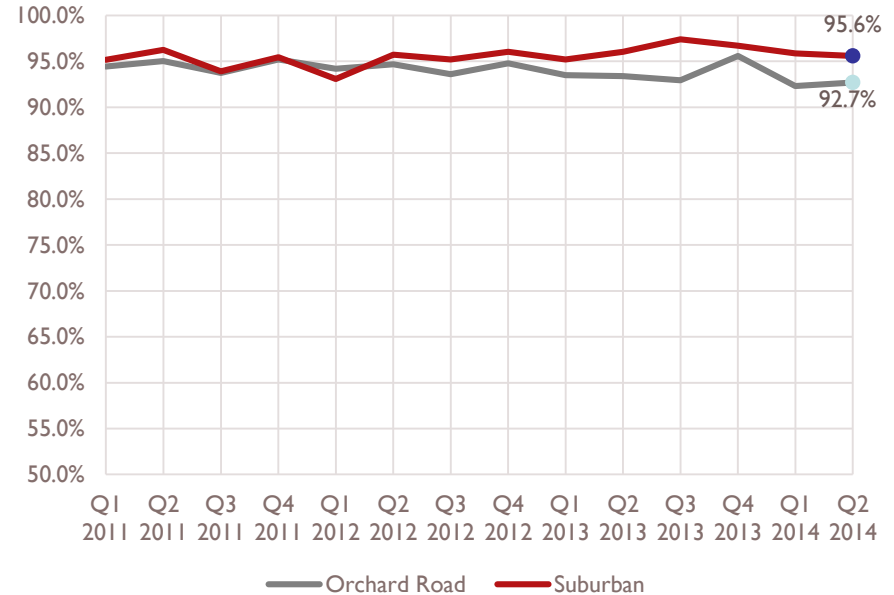


# Rental and occupancy of retail malls in Singapore have remained resilient through economic cycles

Rental at Orchard Road Malls vs Suburban Malls  
(S\$ psf /mth)



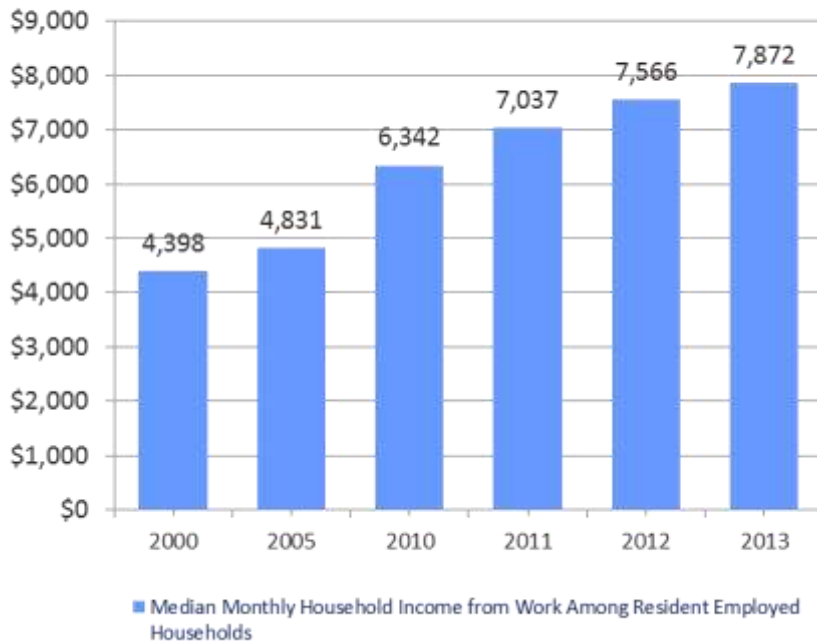
Average Occupancy at Orchard Road Malls versus Suburban Malls



Source: CBRE Research

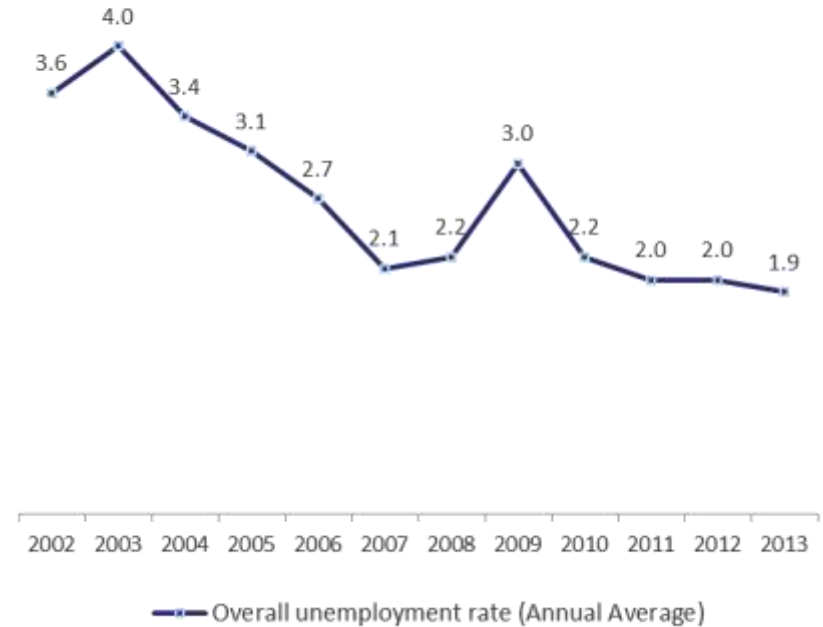
# Resilience of retail malls supported by growing household income and sustained low unemployment rate

### Household median income in Singapore continues to grow



Source: Department of Statistics, Key Household Income Trends 2013, February 2014. <http://www.singstat.gov.sg/Publications/population.html>

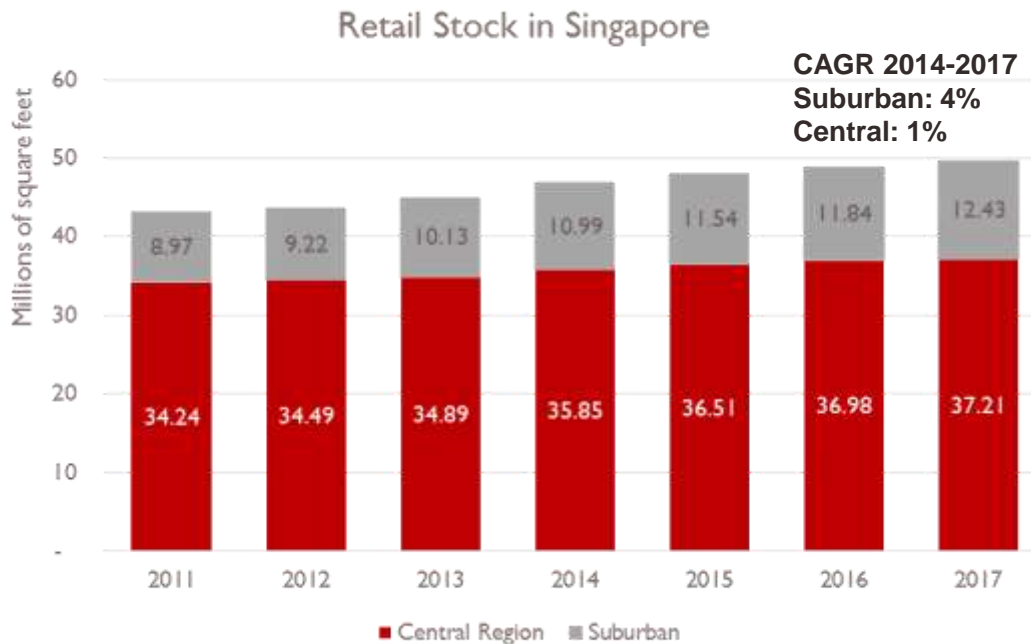
### Low unemployment rate in Singapore



Source: Unemployment - Ministry of Manpower, Singapore <http://stats.mom.gov.sg/Pages/Unemployment-Summary-Table.aspx>



## Growing retail space in Singapore



Source: CBRE Research

- Retail space growth in the suburban region expected to grow at CAGR of 4% between 2014 and 2017 compared to 1% for the central region
- Population growth in new residential estates in the north and eastern part of Singapore expected to drive demand for more suburban malls
- Transformation of existing and new precincts into regional centers (e.g Woodlands and Payar Lebar) expected to include new additional retail space

## Positive trends for Singapore retail

- Singapore GDP growth of between 2.5% and 3.5% for 2014\*;
- Growing median household income;
- Sustained low unemployment rate;
- Stable supply/demand of retail space; and
- Growing residential population in the suburban areas

# About Frasers Centrepoint Trust

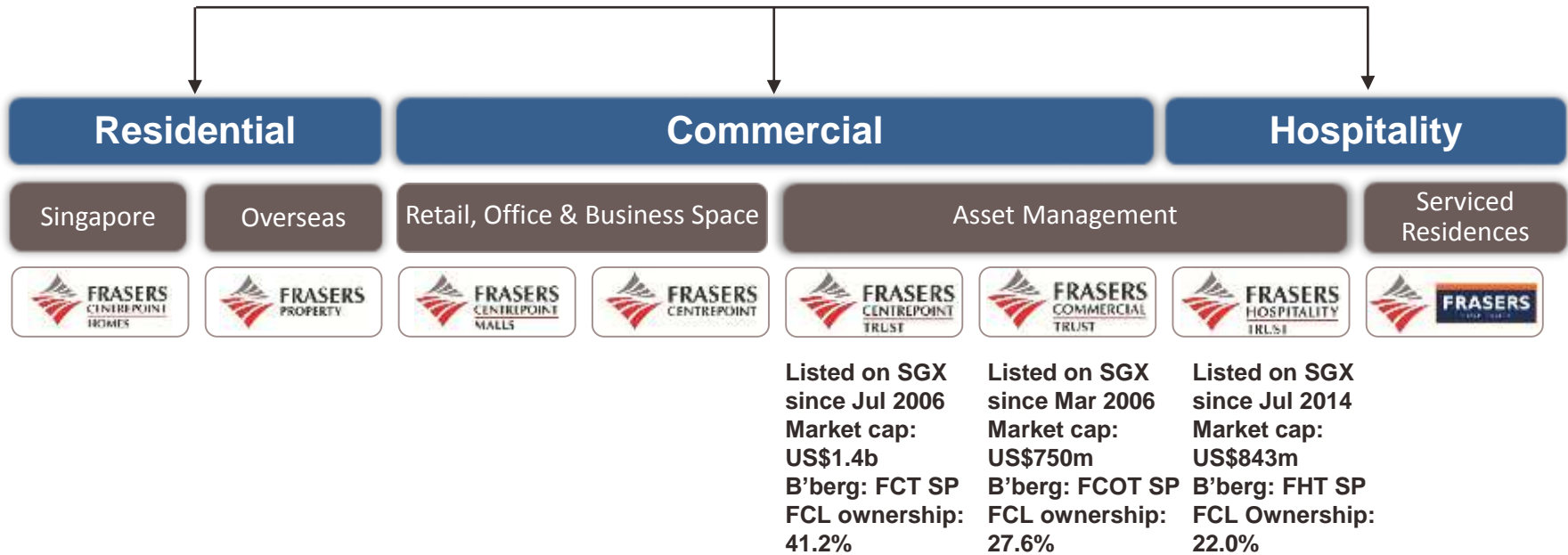
## Overview of FCT

- REIT listed on the SGX-ST with a market capitalisation of US\$1.4 billion<sup>1</sup>
- Owns a portfolio of six suburban retail malls in Singapore, which are located next to /near MRT stations and bus interchanges
- Rated BBB+(Stable) by Standard and Poor's and Baa1 (Stable) by Moody's
- Achieved seven consecutive years of growth in revenue, net property income and distribution per unit (DPU) since IPO in 2006
- DPU grew at 8.9% CAGR between FY2006 and FY2013
- Sponsored by Frasers Centrepoint Limited (FCL), a full-fledged international real estate company headquartered and listed in Singapore

# FCT – Largest REIT by market cap within the Frasers Centrepoint Group



Listed on SGX since Jan 2014  
 Market cap: US\$3.9b  
 B'berg: FCL SP



## FCL – Leading retail mall owner and operator in Singapore

- 12 retail malls under management, including 6 malls held under FCT

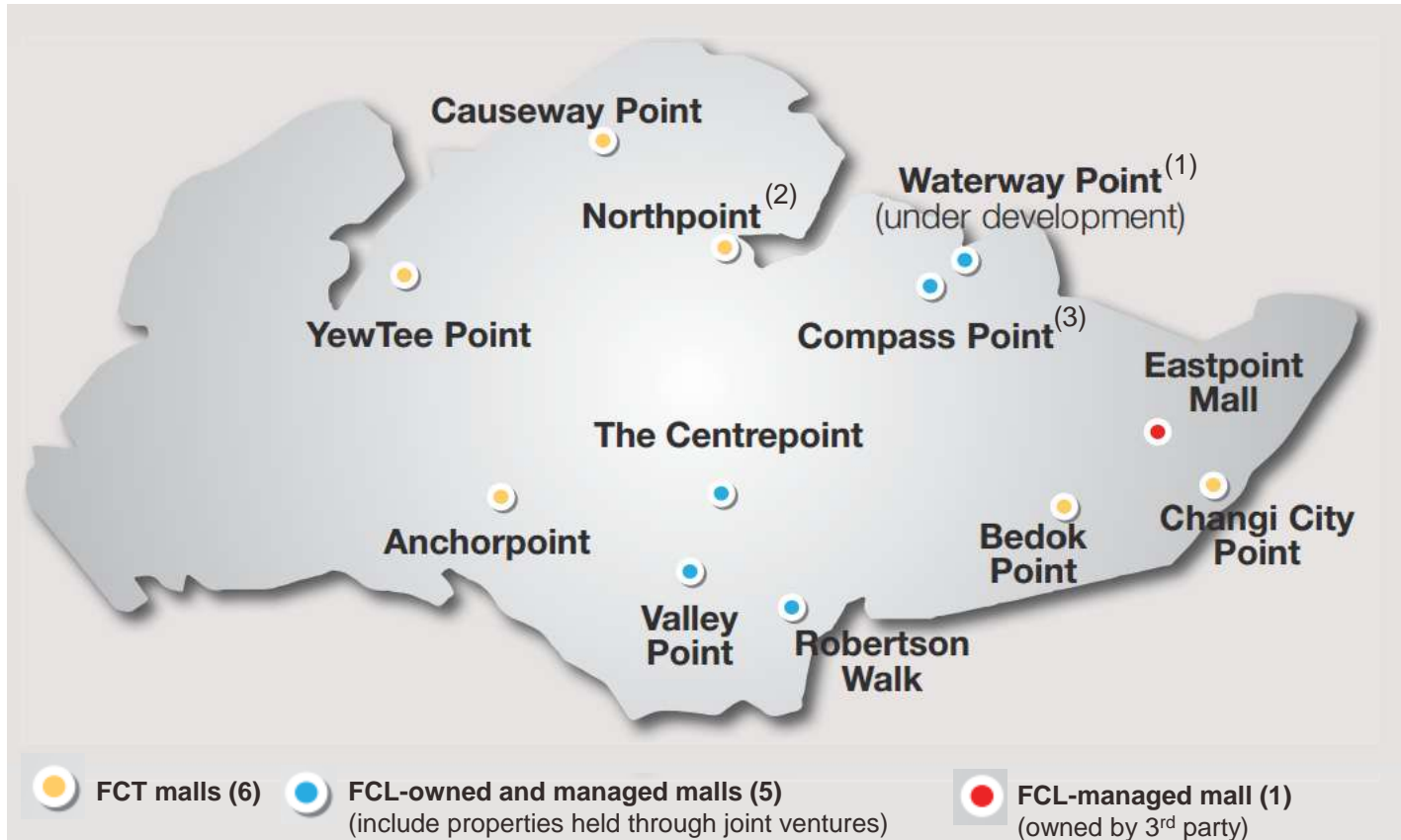


Illustration is not to scale

(1): FCL owns 1/3 proportionate share of Waterway Point, the commercial component of a mixed development in Punggol.

(2): FCL acquired a mixed commercial and residential site under the Government Land Sale programme in Sept 2013, of which the commercial component can be developed into a retail mall

(3): FCL owns a minority share of Compass Point

# FCT: Singapore-centric, suburban-focused retail asset portfolio

Anchorpoint



YewTee Point



Causeway Point



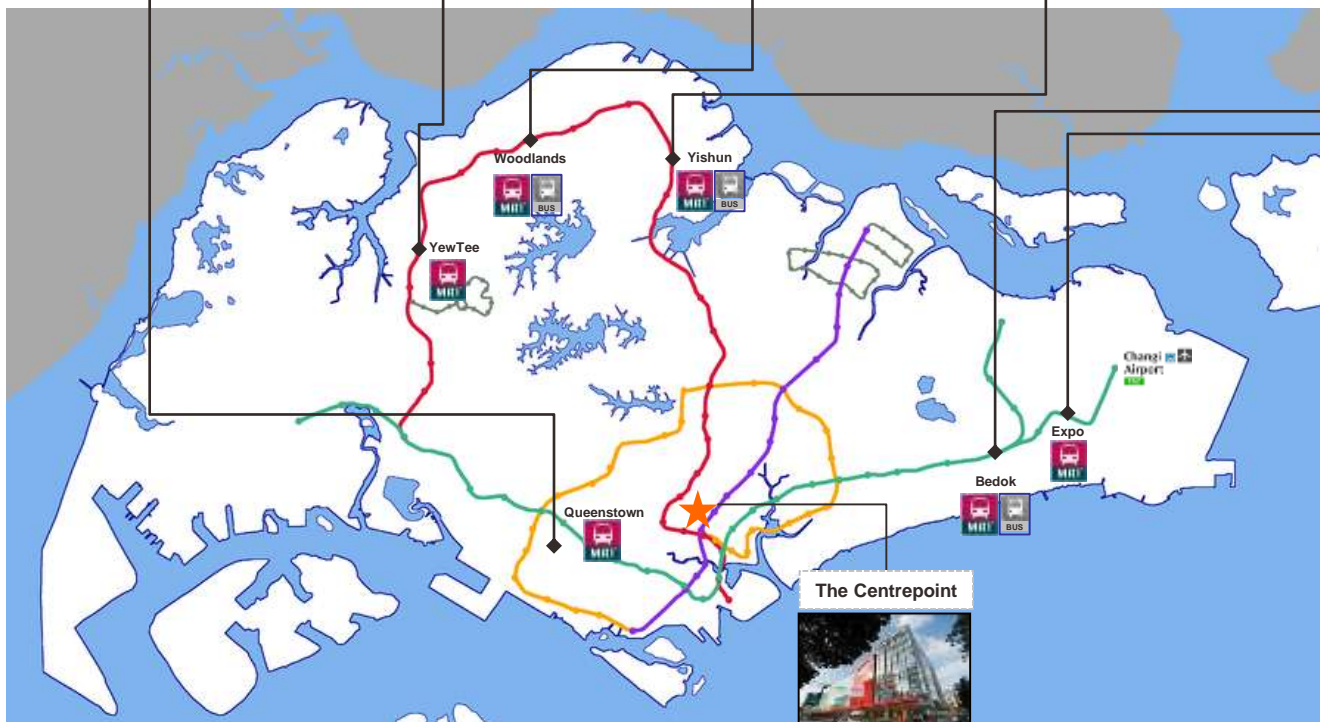
Northpoint



Bedok Point



Changi City Point



## Legend

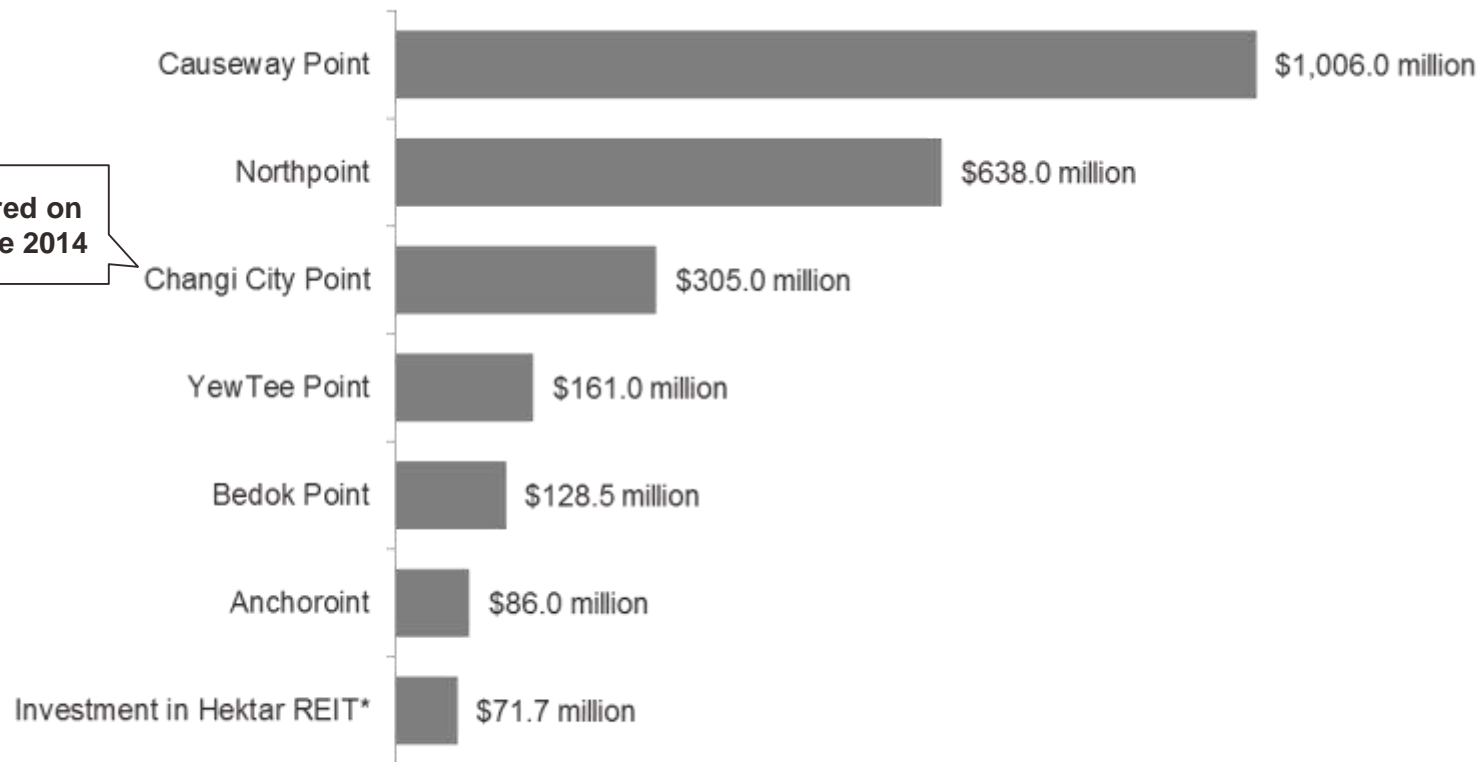
- ◆ : FCT's properties
- ★ : Sponsor's pipeline asset

	East West Line	EW
	North South Line	NS
	North East Line	NE
	Circle Line	CC
	Bus Interchange near Station	

## Portfolio of 6 high-quality suburban retail malls valued at S\$2.4 billion (US\$1.9 billion)

### Aggregate value of investment properties: S\$2.4 billion

All valuations are as at 30 September 2013, except Changi City Point (purchase value) which is as at 28 February 2014



\* FCT holds 31.17% of the units in Hektar REIT, a retail-focused REIT in Malaysia listed on the Mainboard of Bursa Malaysia.



## Clear growth strategy

1	Strategy	Key drivers
	<b>Acquisition growth</b>	<ul style="list-style-type: none"><li>• Sponsor's pipeline assets</li><li>• 3<sup>rd</sup> party asset acquisition, including overseas</li></ul>
2	<b>Enhancement growth</b>	<ul style="list-style-type: none"><li>• Enhance configuration of floor plates / layout to achieve better asset yield and sustainable income growth</li><li>• Value creation through better income-producing capability after Asset Enhancement Initiative (AEI)</li></ul>
3	<b>Organic growth</b>	<ul style="list-style-type: none"><li>• Positive rental reversions and maintaining healthy portfolio occupancy</li><li>• Annual rental step-ups provide steady growth</li></ul>

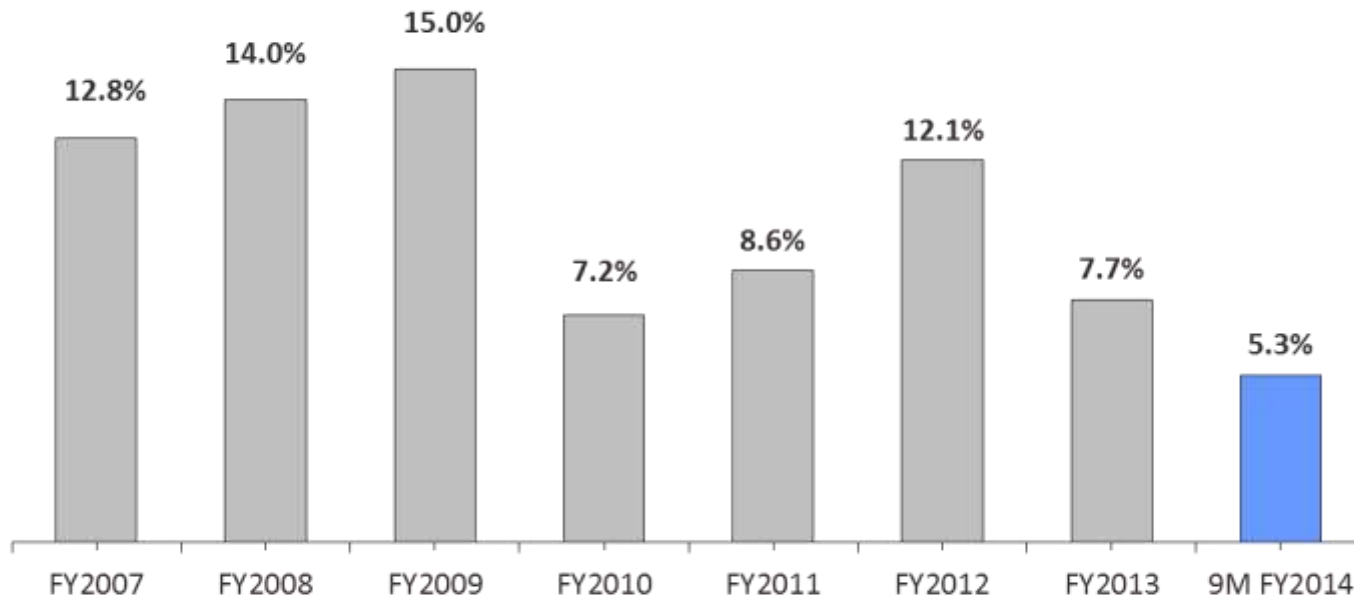
## Growth from Acquisitions and AEs



\* \$276m in cumulative valuation gains from FY2011 to FY2013

## Organic growth from stable rental reversions

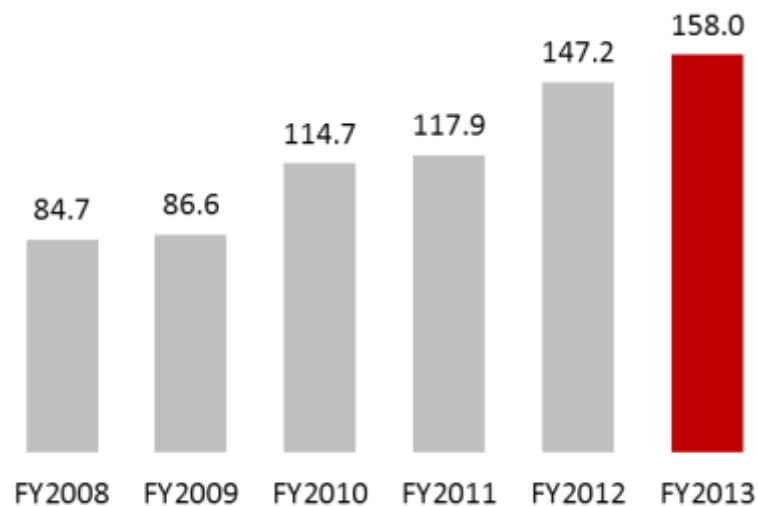
**% Increase in average rental rates over preceding rates for lease renewals**  
(includes annual rental step-ups over a typical 3 year lease period)



## Steady and consistent growth through economic cycles

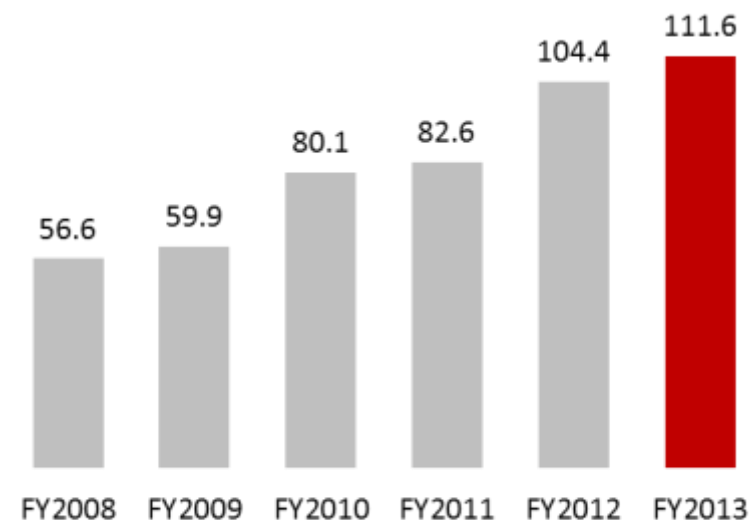
### Gross Revenue (S\$ million)

- CAGR FY2008-FY2013: 13.3%
- FY2013 revenue up 7.3% year-on-year



### Net Property Income (S\$ million)

- CAGR FY2008-FY2013: 14.5%
- FY2013 NPI up 6.9% year-on-year

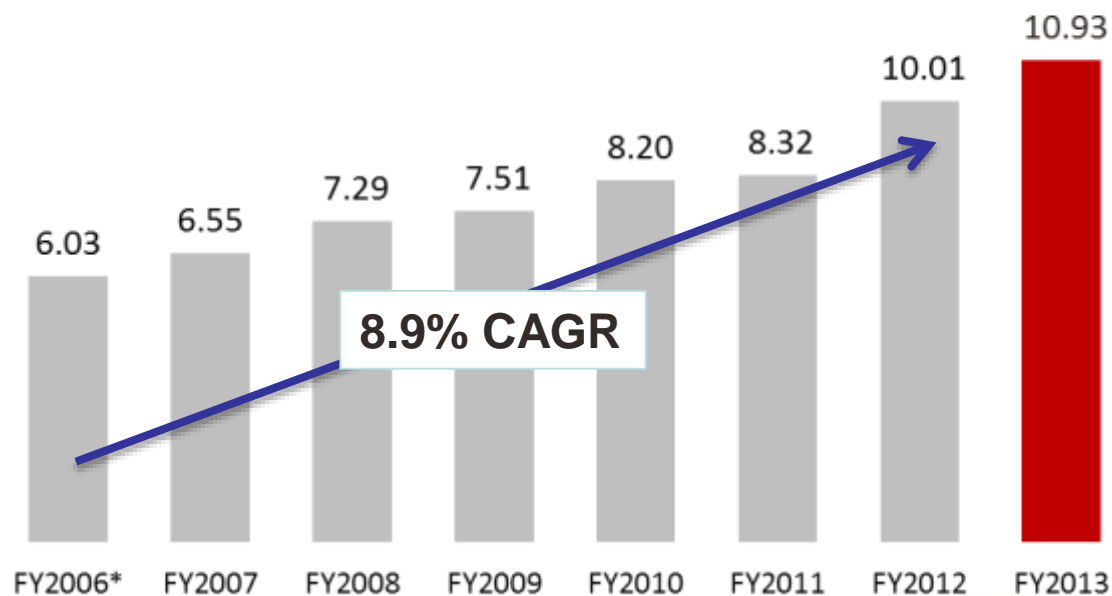


Note: FCT Financial year ends 30 Sep

## Delivering steady and growing distribution

### Distribution per unit (S cents)

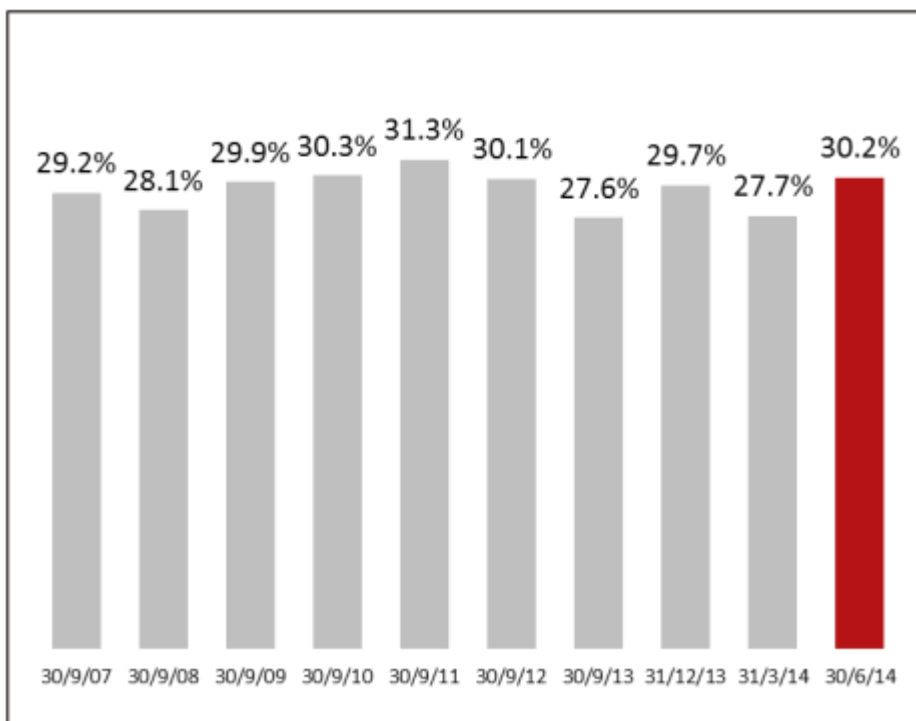
- DPU grew at CAGR of 8.9% between FY2006 and FY2013
- Seven consecutive years of DPU growth since listing
- FY2013 DPU of 10.93 cts is 9.2% higher year-on-year
- Maintained 100% payout ratio on an annual basis



Note: FCT Financial year ends 30 September  
FY2006 DPU of 6.03 cents is derived by annualising 4QFY06 DPU

## Maintaining stable and healthy gearing level

### Gearing level<sup>1</sup>



### Key financial position indicators

As at	30 Jun 14	30 Sep 13
Gearing level <sup>1</sup>	30.2%	27.6%
Interest cover <sup>2</sup>	6.27 times	5.80 times
Total borrowings	\$739m	\$589m
% of borrowing on fixed rates or hedged via interest rate swaps	75%	94%
All-in average cost of borrowings	2.494%	2.850%
Corporate credit rating	S&P: BBB+/Stable (wef 24.02.09) Moody's: Baa1/Stable (wef 16.03.09)	

1. Calculated as the ratio of total outstanding borrowings over total assets as at stated balance sheet date.  
2. Calculated as earnings before interest and tax (EBIT) divided by interest expense for the year in review.

## **FCT: An attractive investment with good stability and returns**

- **Singapore-centric and suburban-focused portfolio**
- **Demonstrated track record of steady growth and prudent capital management**
- **Stable portfolio occupancy and rental rates, strong financial position**
- **Well-positioned for further growth from future acquisitions and organic growth from existing assets**
- **Attractive DPU yield of 5.9%<sup>1</sup>, quarterly DPU payments**

<sup>1</sup> Based on closing price of \$1.955 on 3 September 2014 and Bloomberg's mean estimate DPU of S 11.5cts for FY2015 (3 Sep 2014)

# Key Financial Results and Portfolio Highlights

## 3rd Quarter FY2014 ended 30 June 2014



## 3Q14 Results Highlights

### Financial performance

- Distribution per unit of 3.022¢ cents, up 6.0 % year-on-year
- Gross revenue of \$ 41.2 million, up 3.1 % year-on-year
- Net property income of \$ 29.1 million, up 2.4 % year-on-year
- Gearing level at 30.2% as at 30 June 14 (31 March 14: 27.7%)

### Operational performance

- 98.5% portfolio occupancy as at 30 June 14 (31 March 14: 96.8%)
- 7.8% average rental reversion in 3Q14 (2Q14: 9.3%)
- 3Q14 shopper traffic up 2.7% quarter-on-quarter; 3.3% down year-on-year

### Significant Events

- FCT issued 88m new units at \$1.835 per unit to raise \$161.5m to part-finance the acquisition of Changi City Point, the balance of the acquisition cost was financed by bank borrowings
- FCT completed the acquisition of Changi City Point on 16 June 2014; financial results of Changi City Point from 16 to 30 June 2014 are reported in the 3Q14 results

## 3Q14 DPU up 6.0% to 3.022 cents

3 months ended 30 June \$'000	3Q14	3Q13	Y-o-Y change
Gross Revenue	41,222	39,974	▲ 3.1%
Property Expenses	(12,090)	(11,522)	▲ 4.9%
Net Property Income	29,132	28,452	▲ 2.4%
Income Available for Distribution	23,416	23,107	▲ 1.3%
Distribution to Unitholders	25,507	23,495	▲ 8.6%
Distribution per Unit (DPU)	3.022¢	2.85¢	▲ 6.0%

Includes the distribution of \$2.1m retained in 1H2014

## 9M14 DPU up 5.7% to 8.402 cents

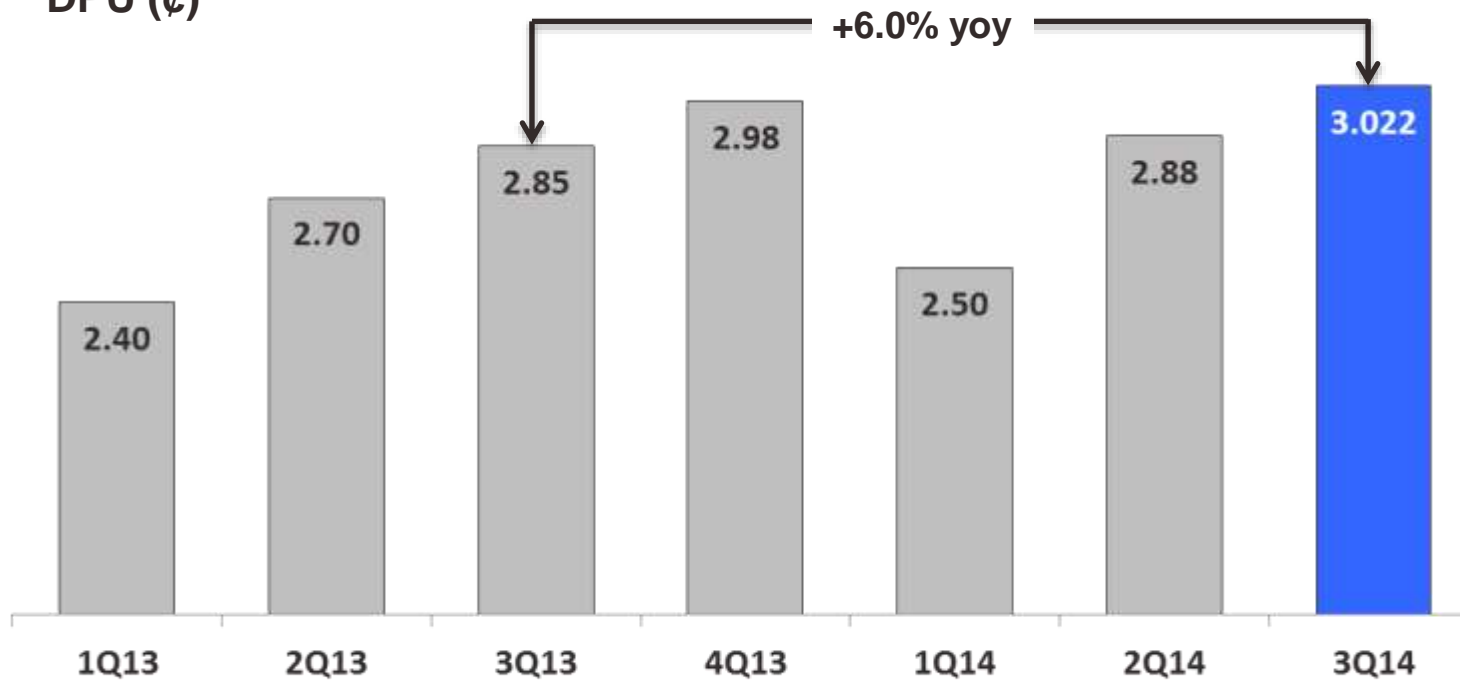
9 months ended 30 June \$'000	9M14	9M13	Y-o-Y change
Gross Revenue	122,077	117,759	▲ 3.7%
Property Expenses	(35,315)	(33,440)	▲ 5.6%
Net Property Income	86,762	84,319	▲ 2.9%
Income Available for Distribution	69,936	68,417	▲ 2.2%
Distribution to Unitholders	69,936	65,517	▲ 6.7%
Distribution per Unit (DPU)	8.402¢	7.95¢	▲ 5.7%

9M13 and 9M14 refer to the 9 months period from October to June of the following year of the respective financial year

## FCT delivers steady and regular DPU

### FCT Quarterly DPU

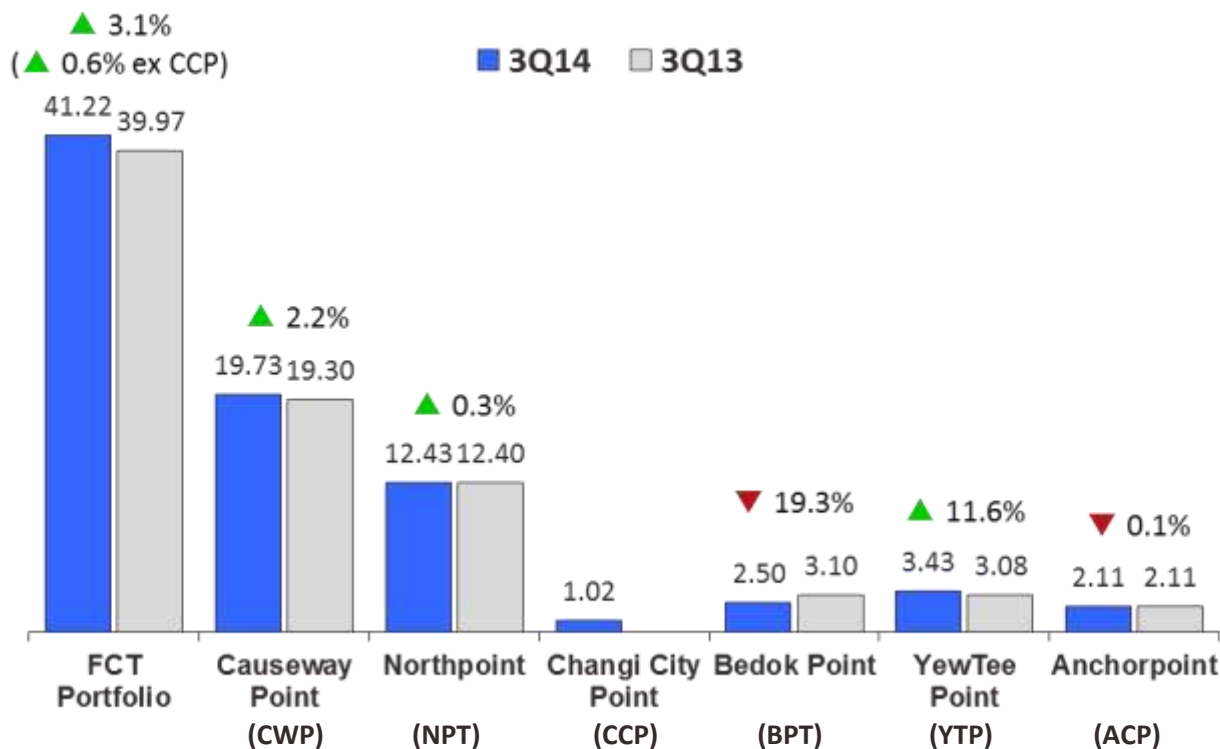
DPU (¢)



## Revenue growth supported by rental step-up and positive rental reversions

### Gross Revenue

S\$ m



### 3Q14 Revenue vs to 3Q13:

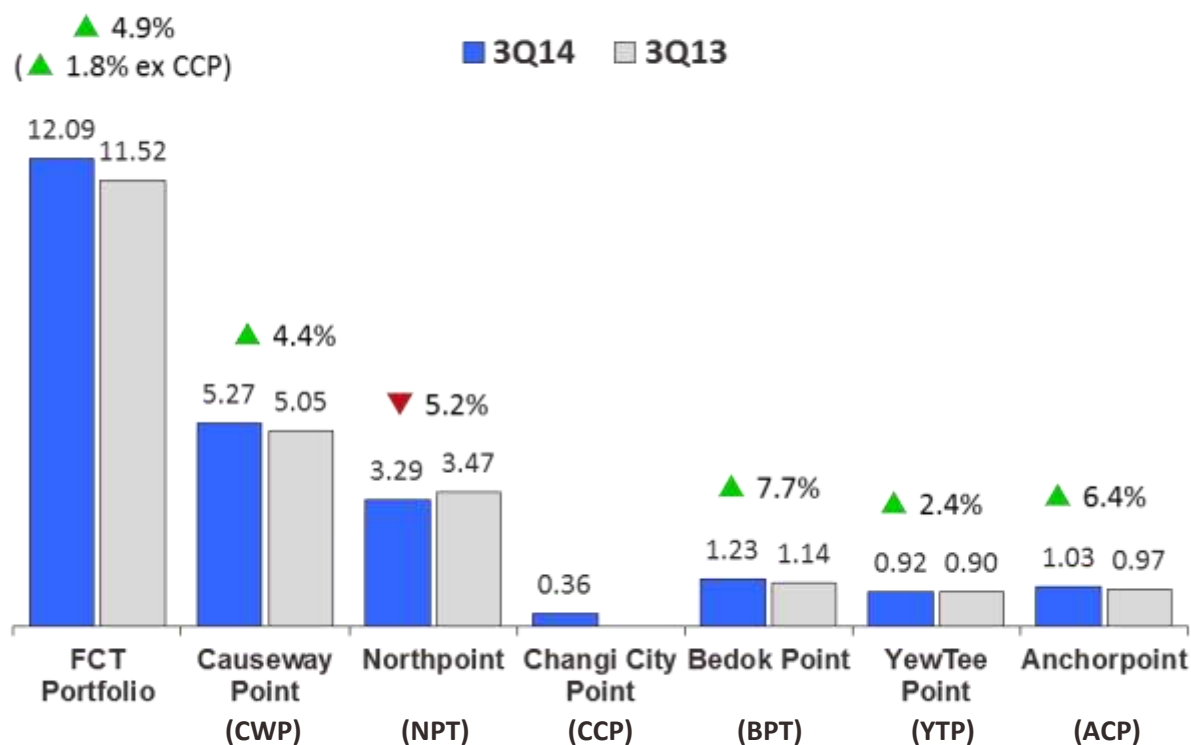
- CWP: Higher gross rent from rental step-up and rental reversions
- NPT: Higher gross rent from rental step-up, rental reversions and higher casual leasing rental
- CCP: Revenue is for 16-30 Jun 14
- YTP: Higher gross rent from rental step-up, rental reversions, higher rental rates for new leases signed and higher occupancy in 3Q14 (vs 3Q13)
- BPT: Revenue drop due negative rental reversions, lower turnover rent receipt and lower occupancy in 3Q14 (vs 3Q13) due to fitting-out works for incoming tenants
- ACP: Higher gross rent from rental step-up and rental reversions, partially offset by decrease in rental income from short-term lease of atrium space

Any discrepancy between individual amount and the aggregate is due to rounding. Percentage change calculations are based on amounts before rounding.

## High maintenance expenses from ad-hoc works, higher cleaning costs, partially offset by lower water and utilities expenses

### Property Expenses

S\$ m



### 3Q14 Property Expenses vs 3Q13:

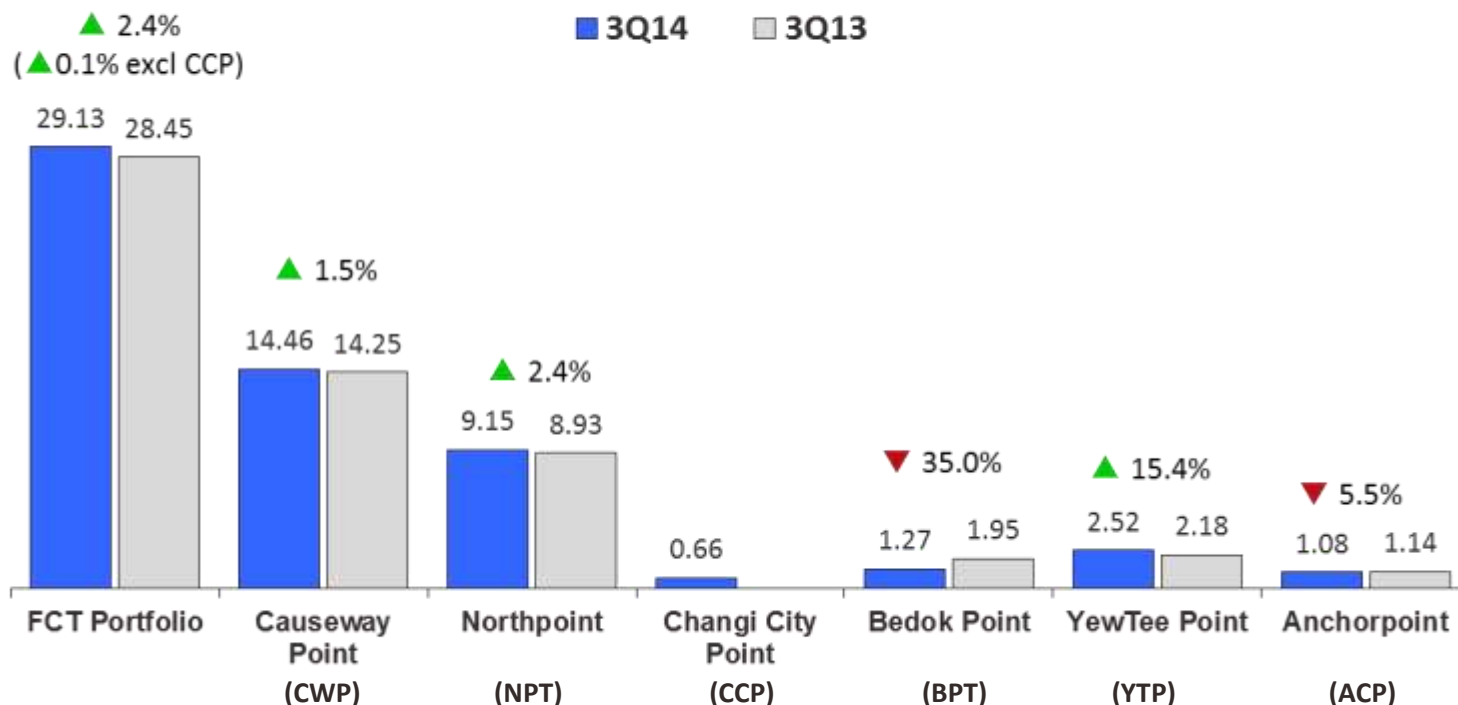
- CWP: Higher property tax and maintenance expenses due mainly to ad-hoc works and higher cleaning costs, which were partially offset by lower utilities expenses.
- NPT: Lower utilities and water charges due to lower tariff rates.
- CCP: Expense is for 16-30 Jun 14
- BPT: Higher marketing expenses, partially offset by lower property management fee and water & utilities expenses
- YTP: Higher maintenance expenses due to ad-hoc repairs, higher cleaning costs, water & utilities expenses, higher property management fee and payroll, offset by lower property tax expense
- ACP: Higher maintenance expenses due to ad-hoc repairs, which were partially offset by lower water & utilities expenses

Any discrepancy between individual amount and the aggregate is due to rounding. Percentage change calculations are based on amounts before rounding.

## Steady NPI growth at Causeway Point and Northpoint with strong contribution from YewTee Point

### Net Property Income

S\$ m



Any discrepancy between individual amount and the aggregate is due to rounding. Percentage change calculations are based on amounts before rounding.

## Total assets grew 14.7% with the acquisition of Changi City Point

As at	30 Jun 2014 S\$'000	30 Sep 2013 S\$'000
Non-current assets	2,402,577	2,091,348
Current assets	45,027	43,162
Total assets	2,447,604	2,134,510
Current liabilities	(150,097)	(120,615)
Non-current liabilities	(668,696)	(551,540)
Total liabilities	(818,793)	(672,155)
Net assets	1,628,811	1,462,355
<b>Net Asset Value per Unit</b>	<b>\$1.78<sup>(a)</sup></b>	<b>\$1.77<sup>(b)</sup></b>

(a) Computed based on 915,415,215 units, comprising (i) 915,062,468 units in issue as at 30 June 2014; and (ii) 352,747 units issuable to the Manager in July 2014 at an issue price of S\$1.8638 per unit, in satisfaction of 20% of the management fee payable to the Manager for the quarter ended 30 June 2014.

(b) Computed based on 824,704,435 units, comprising (i) 824,382,795 units in issue as at 30 September 2013; and (ii) 321,640 units issued to the Manager in October 2013 at an issue price of S\$1.8515 per unit, in satisfaction of 20% of the management fee payable to the Manager for the quarter ended 30 September 2013.

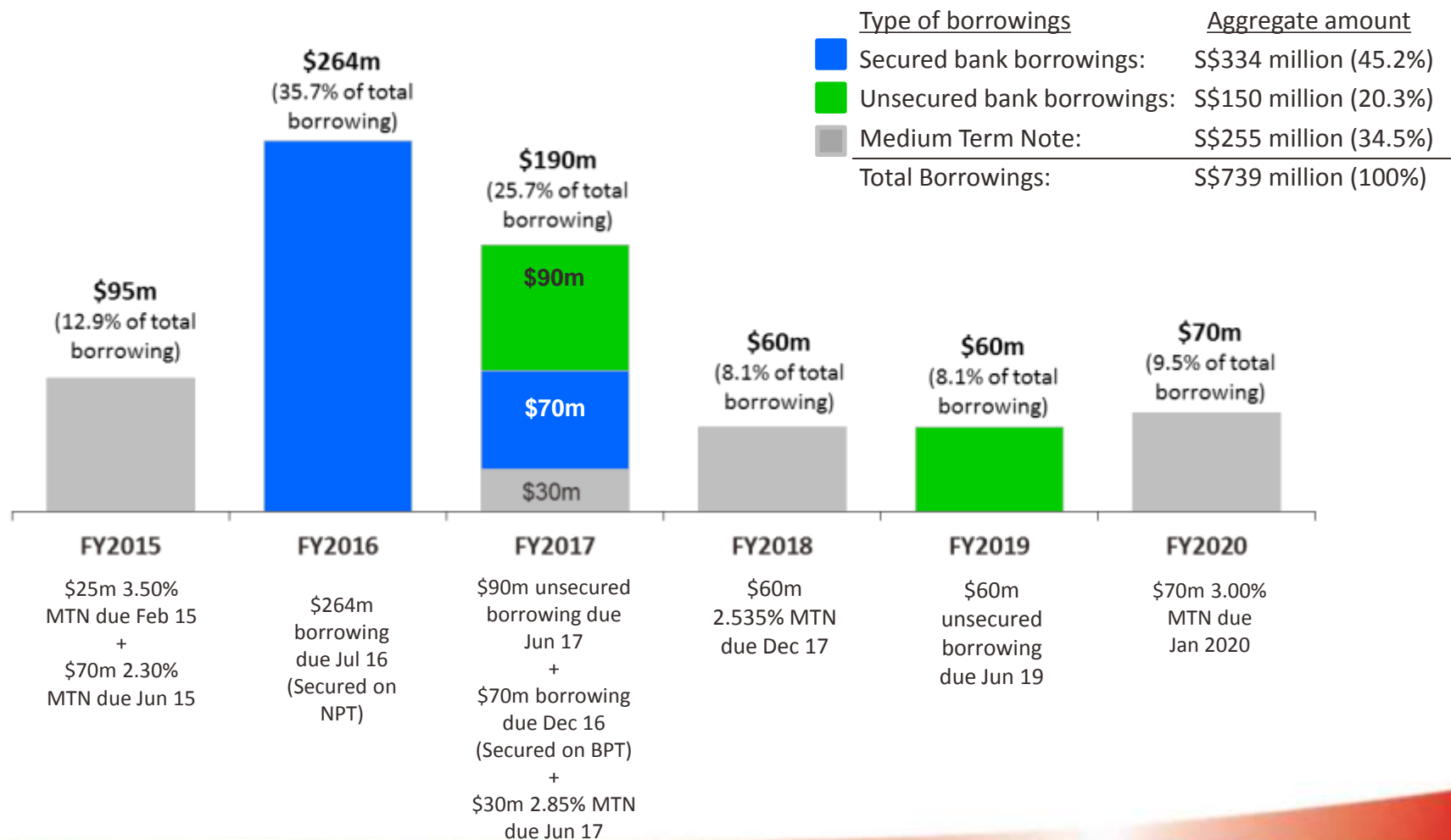


## Average cost of borrowings edged down to 2.5% while gearing level remains low at 30.2%

As at	30 June 14	30 September 13
Gearing ratio <sup>1</sup>	30.2%	27.6%
Interest cover for the quarter <sup>2</sup>	6.27 times	5.80 times
Total borrowings	\$739 million <sup>3</sup>	\$589 million
% of borrowing on fixed rates or hedged via interest rate swaps	75%	94%
Average cost of borrowings (all-in)	2.494%	2.850%
Corporate credit rating	S&P: BBB+/Stable (wef 24.02.09) Moody's: Baa1/Stable (wef 16.03.09)	

1. Calculated as the ratio of total outstanding borrowings over total assets as at stated balance sheet date.
2. Calculated as earnings before interest and tax (EBIT) divided by interest expense.
3. S\$150 million of unsecured bank borrowings were drawn down on 16 June 2014 to part finance the acquisition of Changi City Point . The borrowings are presently on floating interest rates, which the Manager may hedge a portion of the borrowings to fixed rates via interest rate swaps in due course.

## Weighted average debt maturity @ 30 June 2014: 2.75 years



BPT: Bedok Point, NPT: Northpoint

## Overall portfolio occupancy improved to 98.5%

- Occupancy at Bedok Point improved to 99.3% from 77%, after lease commencement of several tenants, including an anchor tenant Harvey Norman, between April and June 2014

Occupancy by Mall as at	30 Jun 13	30 Sep 13	31 Dec 13	31 Mar 14	30 Jun 14
Causeway Point	99.6%	99.5%	98.5%	99.5%	98.8%
Northpoint	98.9%	99.3%	99.1%	99.4%	99.4%
Changi City Point (CCP)*	-	-	-	-	97.7%
YewTee Point	92.2%	92.7%	97.1%	96.3%	96.1%
Anchorpoint	98.2%	96.9%	96.7%	95.7%	97.9%
Bedok Point	96.7%	96.7%	80.2%	77.0%	99.3%
<b>FCT Portfolio</b>	<b>98.4%</b>	<b>98.4%</b>	<b>96.7%</b>	<b>96.8%</b>	<b>98.7%</b> → Without CCP <b>98.5%</b> → With CCP

\* The acquisition of Changi City Point was completed on 16 June 2014

## Average rental reversion of 7.8% for 3Q14

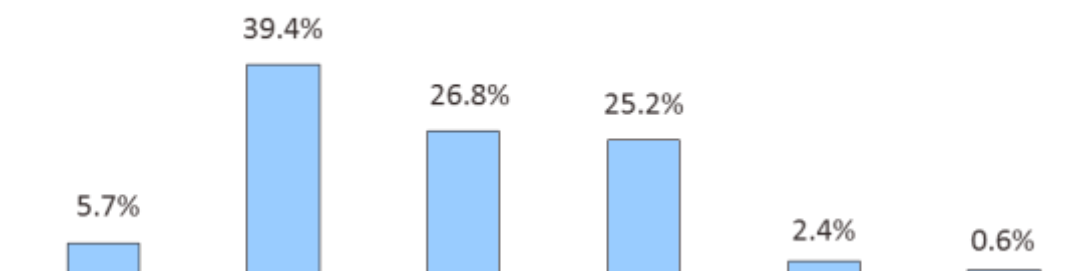
3Q14 (1 Apr – 30 Jun 2014)	No. of renewals	NLA (sq ft) Renewed	As % Mall's NLA	Change compared to preceding rental rates <sup>1</sup>
Causeway Point	27	26,259	6.3%	+8.1%
Northpoint	6	2,750	1.2%	+7.0%
Changi City Point	No lease expiry/renewal between 16 June 2014 to 30 June 2014			
Bedok Point	1	497	0.6%	-2.9%
YewTee Point	5	2,497	3.4%	+8.1%
Anchorpoint	2	1,620	2.3%	+6.9%
<b>FCT Portfolio</b>	<b>41</b>	<b>33,623</b>	<b>3.1%</b>	<b>+7.8%</b> (2Q14: +9.3%)

1. The change is measured between the average rental rates of the new lease and the preceding lease contracted 3 years ago

## Only 5.7% expiring leases remaining for FY2014; substantial portion of the leases expiring in FY2015 are with the bigger malls

Weighted Average Lease Expiry (WALE)	
By NLA	1.52 years (2Q14: 1.67 years)
By Gross Rent	1.47 years (2Q14: 1.22 years)

Expiry profile as % of total gross rental income



Lease expiry <sup>1</sup> as at 30 June 2014	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
Number of leases expiring	44	295	207	171	6	1
NLA (sq ft) expiring	52,536	391,156	295,096	278,502	50,917	2,877
Expiries as % of total NLA	4.9%	36.5%	27.6%	26.0%	4.8%	0.3%
Expiries as % of Gross rental	5.7%	39.4%	26.8%	25.2%	2.4%	0.6%

1. Calculations exclude vacant floor area.

## The 3 bigger malls account for 78% of the leases expiring (by NLA) in FY2015

as at 30 June 2014

For remaining 3 months of FY2014	Number of Leases Expiring	Nett Lettable Area (NLA) Expiring (sq ft)	as % of leased area of Mall	as % of total gross rent of Mall
Causeway Point	16	37,497	9.1%	9.2%
Northpoint	14	5,609	2.4%	3.8%
Changi City Point	0	-	-	-
Bedok Point	1	335	0.4%	0.7%
YewTee Point	4	1,302	1.8%	2.5%
Anchorpoint	9	7,793	11.2%	12.3%
<b>Total FCT</b>	<b>44</b>	<b>52,536</b>	<b>*4.9%</b>	<b>#5.7%</b>

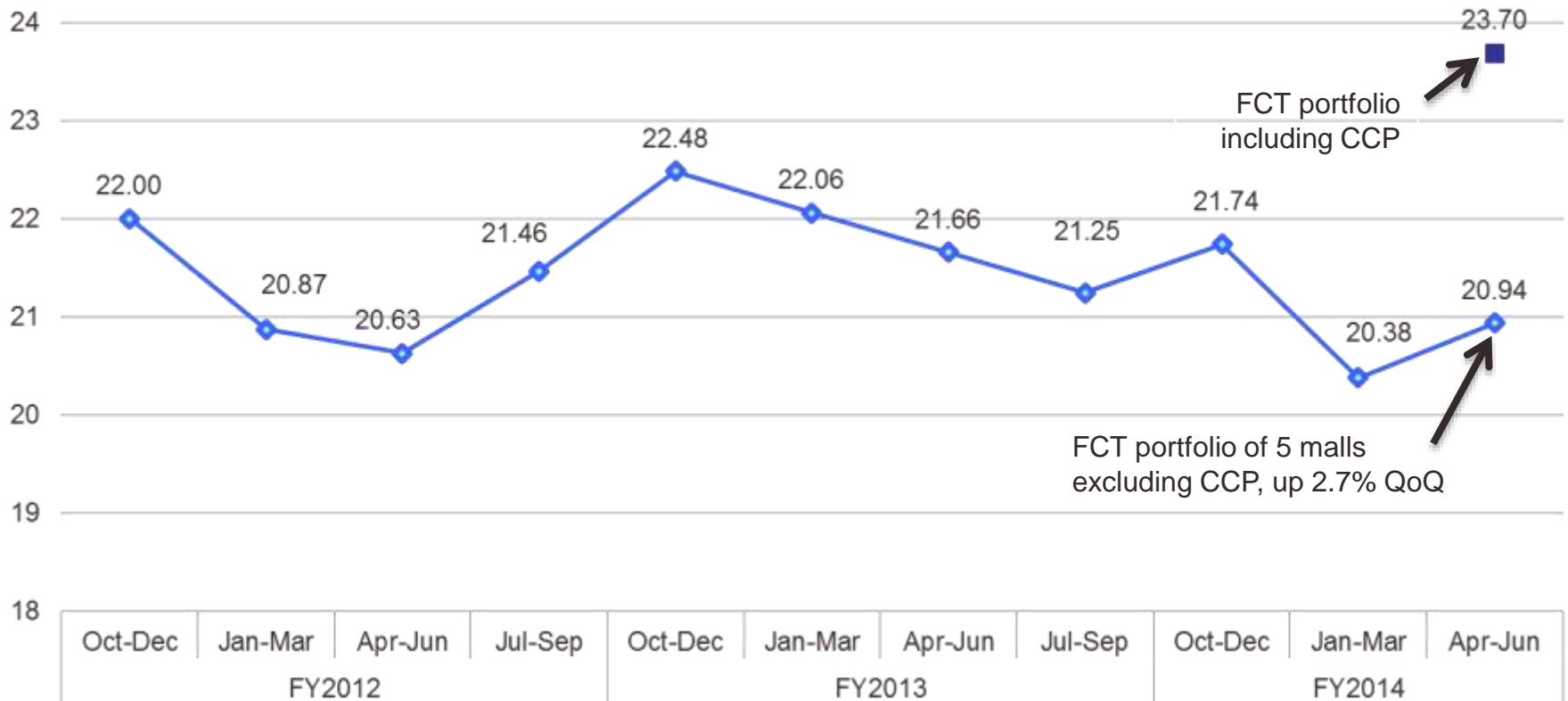
FY2015	Number of Leases Expiring	Nett Lettable Area (NLA) Expiring (sq ft)	as % of leased area of Mall	as % of total gross rent of Mall
Causeway Point	77	105,939	25.7%	32.3%
Northpoint	80	135,788	58.0%	50.6%
Changi City Point	64	65,186	32.2%	38.0%
Bedok Point	16	24,506	29.8%	32.7%
YewTee Point	41	37,901	53.5%	55.0%
Anchorpoint	17	21,836	31.4%	26.7%
<b>Total FCT</b>	<b>295</b>	<b>391,156</b>	<b>*36.5%</b>	<b>#39.4%</b>

\* as % of leased area of FCT Portfolio

# as % of total gross rent of FCT Portfolio

## 3Q14 shopper traffic grew 2.7%, driven mainly by Causeway Point (+9% qoq) and Northpoint (+2% qoq)

Shopper Traffic (millions)\*



\* based on the records by electronic traffic counters installed at the respective malls

# Appendix









- 8 April 2014** FCT announces the proposed Acquisition of Changi City Point for S\$305.0 million
- 22 April 2014** FCT announces financial results for 2QFY2014 and 1HFY2014 ended 31 Mar 14
- 29 May 2014** FCT holds Extraordinary General Meeting in connection with the proposed acquisition of Changi City Point. All resolutions were passed
- 29 May 2014** FCT launches private placement of 88 million at an indicative issue price of between S\$1.790 and S\$1.835 per New Unit
- 30 May 2014** FCT raises S\$161.5 million in gross proceeds from successful private placement of 88 million New Units. New Units were priced at the top-end price of S\$1.835 per New Unit, representing a discount of below 2.5% to FCT's adjusted VWAP of S\$1.882 per unit for trades done on the full market day on 29 May 2014
- 10 June 2014** The New Units from private placement starts trading on the SGX-ST
- 16 June 2014** FCT completes the acquisition of Changi City Point

## Distribution payment details for period 1 April 2014 to 30 June 2014

Distribution period	1 April 2014 to 9 June 2014	10 June 2014 to 30 June 2014	Total DPU for 1 April 2014 to 30 June 2014
Distribution per unit	2.396 cents*	0.626 cents	3.022 cents
Ex-date	5 June 2014 (Thursday) at 9.00 am	29 July 2014 (Tuesday) at 9.00am	
Books closure date	9 June 2014 (Monday) at 5.00 pm	31 July 2014 (Thursday) at 5.00 pm	
Payment date	17 July 2014 (Thursday)	29 August 2014 (Friday)	

\* Advanced Distribution for FCT units in issue as on 9 June 2014

Selected Income Statement and Distribution Data	FY2009	FY2010	FY2011	FY2012	FY2013
Gross Rent (S\$ '000)	74,608	100,349	103,644	131,280	140,329
Other revenue (S\$ '000)	12,016	14,389	14,240	15,923	17,630
<b>Gross Revenue (\$ '000)</b>	86,624	114,738	117,884	147,203	157,959
<b>Net property income (\$ '000)</b>	59,861	80,050	82,618	104,430	111,590
<b>Distributable income (S\$ '000)</b>	46,940	59,177	64,375	82,348	90,131
<b>Selected Balance Sheet Data</b>					
Total Assets (S\$ million)	1,165.5	1,516.2	1,786.8	1,917.1	2,134.5
Total Borrowings (S\$ million)	349.0	460.0	559.0	577.0	589.0
Net Assets (S\$ million)	763.8	989.3	1,151.9	1,263.0	1,462.4
Value of portfolio properties (S\$ million)	1,100.0	1,439.0	1,697.0	1,816.0	2,019.5
<b>Key Financial Indicators</b>					
Distribution per Unit (S cents)	7.51	8.20	8.32	10.01	10.93
Net asset Value per Unit (S\$)	1.22	1.29	1.40	1.53	1.77
Ratio of Total borrowing to total assets (Gearing)	29.9%	30.3%	31.3%	30.1%	27.6%
Interest coverage (times)	6.12	4.43	4.62	5.56	6.15

FCT Portfolio as at 30 June 2014	Causeway Point	Northpoint	Changi City Point	Bedok Point	YewTee Point	Anchorpoint
						
Gross Floor Area (sq ft)	629,160	364,595	306,375	133,598	117,594	102,736
Net Lettable Area (sq ft)	416,750	235,581	207,237	82,713	73,669	70,985
Title	99 years leasehold commencing 30/10/95 (80 yrs remaining)	99 years leasehold commencing 1/4/90 (74 yrs remaining)	60 years leasehold commencing 30/4/09 (54 yrs remaining)	99 years leasehold commencing 15/3/78 (62 yrs remaining)	99 years leasehold commencing 3/1/06 (90 yrs remaining)	Freehold
Appraised Value*	S\$1,006 million	S\$638 million	S\$305.0 million (purchase value)	S\$128.5 million	S\$161 million	S\$86 million
Occupancy rate @ 30 Jun 2014	98.8%	99.4%	97.7%	99.3%	96.1%	97.9%
Connectivity	Woodlands MRT station & bus interchange	Yishun MRT station & bus interchange	Expo MRT station	Bedok MRT station & bus interchange	YewTee MRT station & bus stop	Near Queenstown MRT station & bus stop

\* All appraised values are as at 30 September 2013, except for Changi City Point which is valued on 28 February 2014

## Appraised Value of Properties\*

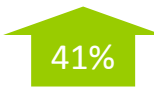





Property	Valuation @30.09.2013 (\$ million)	Book value @30.09.2013 (\$ million)	Revaluation Surplus (\$ million)	Capitalisation Rate <sup>1</sup>	
				2013	2012
Causeway Point	1006.0	898.7	107.3	5.35%	5.50%
Northpoint	638.0	570.0	68.0	5.25%	5.50%
Bedok Point	128.5	128.0	0.5	5.50%	5.75%
YewTee Point	161.0	147.0	14.0	5.60%	5.75%
Anchorpoint	86.0	81.0	5.0	5.45%	5.60%
Total	2,019.5	1,824.7	194.7		
Adjustments <sup>2</sup>			1.0		
Net Revaluation surplus			195.7		

**Changi City Point was purchased at S\$305 million on 16 June 2014. Entry NPI yield was 5.4%**

\* The properties were valued by one of Knight Frank Pte Ltd, Colliers International Consultancy & Valuation (Singapore) Pte Ltd or Jones Lang LaSelle Property Consultants Pte Ltd, at \$2.02 billion on 30 Sep 2013. Valuation methods used include: capitalisation approach, discounted cash flows method and direct comparison approach in determining the fair values of the properties. Annual valuations are required by the Code on Collective Investment Schemes.

<sup>1</sup> Capitalisation rates as adopted by the independent valuers to derive the market values of each property.

<sup>2</sup> FRS adjustments relating to amortisation of rental incentives.

	Anchorpoint (completed May 2008)	Northpoint (completed Mar 2010)	Causeway Point (completed Dec 2012)
Change in average rent per sq ft / mth before and after AEI	Before AEI : \$5.32 After AEI : \$7.50  41%	Before AEI : \$11.00 After AEI : \$13.20  20%	Before AEI : \$10.20 After AEI : \$13.50  32%
Change in mall's NPI	Before AEI : \$1.7m After AEI : \$3.5m  106%	Before AEI : \$13.9m After AEI : \$18.0m  30%	Before AEI : \$42.2m After AEI : \$54.5m  29%
Capex for AEI	\$12.8m	\$38.6m	\$71.8m
Return on investment of AEI	14.1%	10.7%	>13.0%
Net value creation	\$18.5m	\$32.7m	\$276m (cumulative valuation gains from FY2011 to FY2013)



Trade Classifications	% of portfolio NLA	% of portfolio gross rents
1 Food & Restaurants	31.1%	34.3%
2 Fashion	15.2%	22.3%
3 Services/Education	8.4%	8.1%
4 Household	9.7%	8.1%
5 Beauty, Hair, Cosmetics, Personal Care	5.4%	7.4%
6 Supermarket/Hypermarket	8.1%	4.5%
7 Healthcare	2.7%	4.1%
8 Department Store	5.7%	3.1%
9 Books, Music, Art & Craft, Hobbies	3.7%	3.1%
10 Sports Apparels & Equipment	3.1%	2.7%
11 Leisure/Entertainment	5.4%	2.3%
12 Vacant	1.5%	0.0%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>



Tenants	% of portfolio NLA	% of portfolio gross rents
1 Cold Storage Singapore (1983) Pte Ltd <sup>1</sup>	7.6%	5.0%
2 Metro (Private) Limited <sup>2</sup>	5.6%	3.1%
3 Courts (Singapore) Limited	3.3%	2.6%
4 Copitiam Pte Ltd <sup>3</sup>	2.4%	2.3%
5 Koufu Pte Ltd	2.8%	2.1%
6 Food Republic Pte Ltd	1.6%	1.7%
7 Watson's Personal Care Stores Pte Ltd	1.0%	1.4%
8 McDonald's Restaurants Pte Ltd	0.9%	1.3%
9 Aspial Corporation Limited <sup>4</sup>	0.4%	1.3%
10 G2000 Apparel (S) Pte Ltd	1.0%	1.2%
<b>Total top 10</b>	<b>26.5%</b>	<b>22.0%</b>

1. Includes leases for Cold Storage supermarkets, Guardian Pharmacy & 7-Eleven
2. Includes leases for Metro Department Store & Clinique Service Centre
3. Operator of Kopitiam food courts
4. Include Leases for Lee Hwa Jewellery, Citigems, Goldheart Jewellery and Maxi-Cash

## FCT's investment in Hektar REIT

- FCT holds a 31.17% stake in Malaysia-listed Hektar REIT as at 30 Sep 2013.
- Investment value in Hektar carried in FCT's books was S\$71.7m or 3.4% of FCT's total assets as at 30 Sep 2013

### Hektar REIT portfolio comprises 5 retail malls in Malaysia

1. Subang Parade (Subang Jaya, Selangor);
2. Mahkota Parade (Bandar Melaka, Melaka);
3. Wetex Parade & Classic Hotel (Muar, Johor);
4. Landmark Central Shopping Centre (Kulim, Kedah);
5. Central Square Shopping Centre (Sungai Petani, Kedah).



Source: Hektar Reit, <http://www.hektarreit.com/>

## 15 research houses\* provide equity research coverage on FCT

- Bank of America-Merrill Lynch
- BNP Paribas
- CLSA Asia-Pacific Markets
- Credit Suisse
- CIMB Research
- Citi Investment Research
- Daiwa Capital Markets
- DBS Vickers Securities
- OSK / DMG & Partners Research
- J.P. Morgan
- OCBC Investment Research
- Religare Institutional Research
- Standard Chartered Bank
- UBS
- UOB Kay Hian Research

\* as at 16 July 2014

## Singapore Retail Sales Index (RSI) Percentage Change Over Corresponding Period Of Previous Year At Current Prices

### YoY change of Retail Sales Index excluding motor vehicles(%)

	2013							2014					
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun <sup>p</sup>
Total (excl Motor Vehicles)	2.4	2.3	1.9	0.4	-0.6	0.1	1.2	9.6	-8.1	0.1	-2.2	-0.8	-3.0
Dept Stores	5.1	2.0	5.2	2.3	1.2	3.4	3.2	16.8	-12.3	2.5	1.8	2.8	-0.9
Supermarkets	5.6	1.9	1.8	-1.3	-0.6	0.9	0.0	16.4	-29.1	-1.0	-1.8	-2.2	-3.8
Mini-marts & Conv.Stores	1.4	3.3	0.6	-1.3	-1.3	-2.2	-0.4	4.7	-13.1	-4.0	-3.9	-1.9	-2.1
Food & Beverages	5.5	3.8	4.3	3.0	1.5	-0.5	-2.6	40.3	-34.9	-2.8	-0.3	2.8	-0.9
Medical Goods & Toiletries	4.7	0.3	1.2	3.6	0.6	1.4	7.7	10.7	-8.4	4.9	3.9	3.6	3.1
Wearing Apparel & Footwear	0.1	-2.5	0.8	0.3	-0.4	-1.6	1.0	3.7	-16.7	1.0	-1.1	-1.0	-3.3
Furniture & Household Equipment	-2.7	-0.4	-5.8	-3.4	-6.6	-4.8	-3.8	-1.3	0.0	-3.3	-4.6	3.5	0.2
Recreational Goods	2.5	2.1	12.6	2.7	2.2	1.7	-1.1	6.5	-6.3	-4.2	-9.1	-1.6	-11.5
Watches & Jewellery	15.0	18.1	10.6	13.4	12.4	12.3	9.9	25.1	10.4	4.8	-11.5	-2.6	-4.1
Telecomm. Apparatus & Computers	-7.4	-6.5	-5.8	-14.5	-16.6	-13.1	-6.5	-6.6	-5.5	1.8	5.9	-9.6	-9.8
Optical Goods & Books	1.4	6.6	6.5	4.6	4.5	9.1	1.1	4.3	7.4	-4.0	-3.4	-0.7	-3.4
Others	1.2	3.4	-2.5	1.6	3.4	-2.3	0.4	5.4	-0.8	-7.3	-6.4	-6.7	-7.8

Source: Department of Statistics, Singapore. URL at [http://www.singstat.gov.sg/publications/publications\\_and\\_papers/services/retail\\_sales\\_fnb\\_services.html](http://www.singstat.gov.sg/publications/publications_and_papers/services/retail_sales_fnb_services.html)

p: Preliminary

This table excludes the data for motor vehicle sales and petrol services

# Thank you

Analyst & media contact:

Chen Fung-Leng

Frasers Centrepoint Asset Management Ltd

Tel: (65) 6277-2657

Email: [fungleng.chen@fraserscentrepoint.com](mailto:fungleng.chen@fraserscentrepoint.com)

Website: [www.fct.sg](http://www.fct.sg)