

# Frasers Centrepoint Trust

Fortune Times REITs Pinnacle Awards 2016

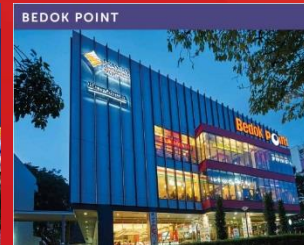
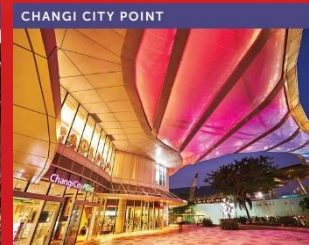
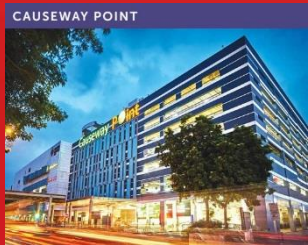
S.E.A. Aquarium, Resorts World Sentosa, Singapore

18 November 2016

Presented by:

Dr Chew Tuan Chiong

CEO, Frasers Centrepoint Asset Management Ltd



18 November 2016

## Important notice

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.

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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.

# Frasers Centrepoint Trust (FCT)

Sponsored by Frasers Centrepoint Limited

**\$2bn**

Market  
Capitalisation<sup>1</sup>

**6**

Suburban Retail  
Properties in Singapore,  
total NLA 1.1 m sq ft

**6.9%**

Ten year DPU CAGR  
(FY2006-FY2016)

CAUSEWAY POINT



NORTHPOINT



CHANGI CITY POINT



YEWTEE POINT



BEDOK POINT



ANCHORPOINT

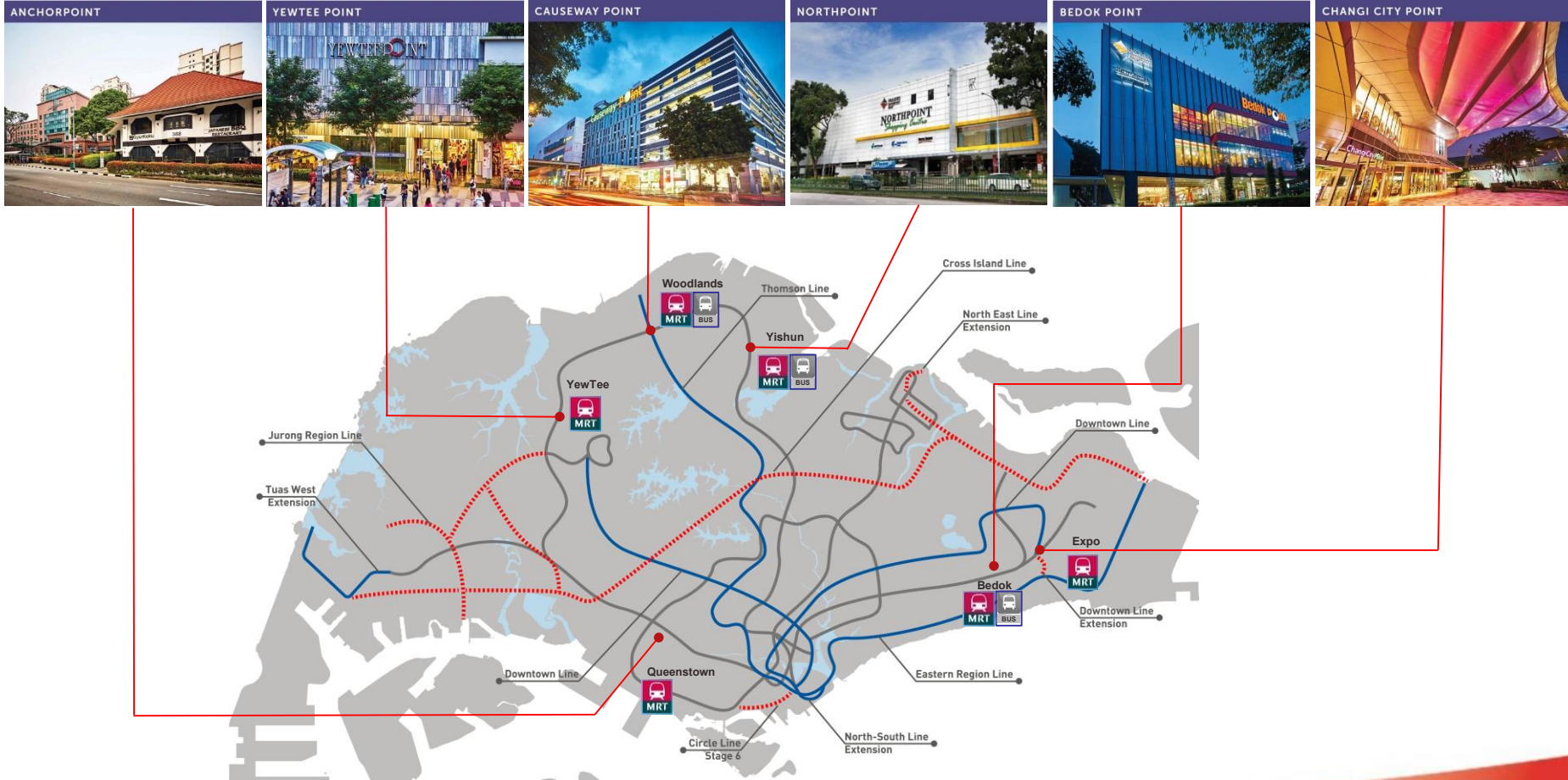


1. Based on closing price of \$2.20 on 30 Sep 2016  
DPU: Distribution per Unit  
CAGR: Compounded Annual Growth Rate



# Singapore-centric, suburban-focused

Assets near transportation nodes in high population residential areas





## Causeway Point, largest mall in FCT portfolio, 2 million shoppers per month\*



\* Based on 24.6 million shopper traffic for FY2016 (Oct 2015 – Sep 2016)



Northpoint, 2<sup>nd</sup> largest mall, 3.8 million shopper traffic per month \*



\* Based on 45.2 million shopper traffic for FY2016 (Oct 2015 – Sep 2016)



# Focused on daily shopping, dining and services





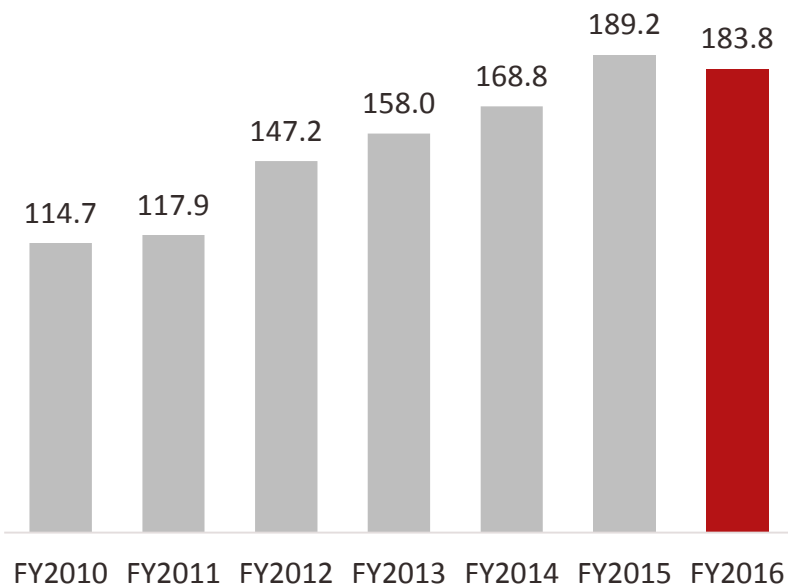
# Destination for family, events and social activities



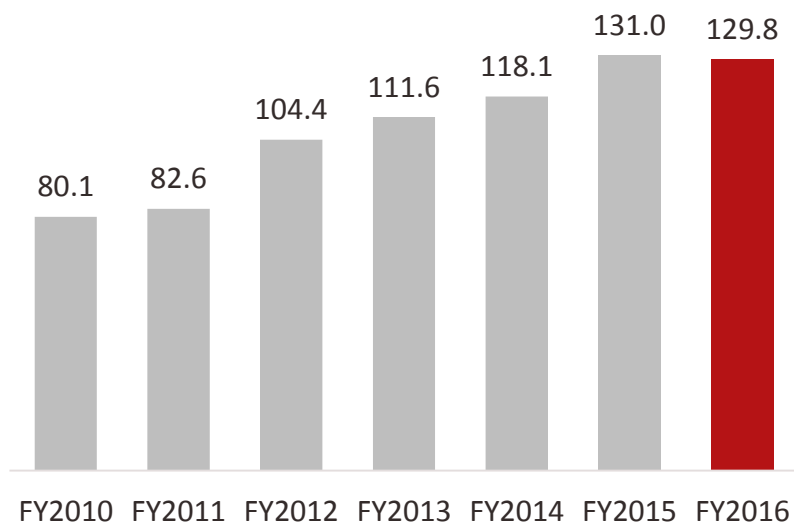


## Steady and consistent growth through economic cycles

**Gross Revenue** (S\$ million)



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



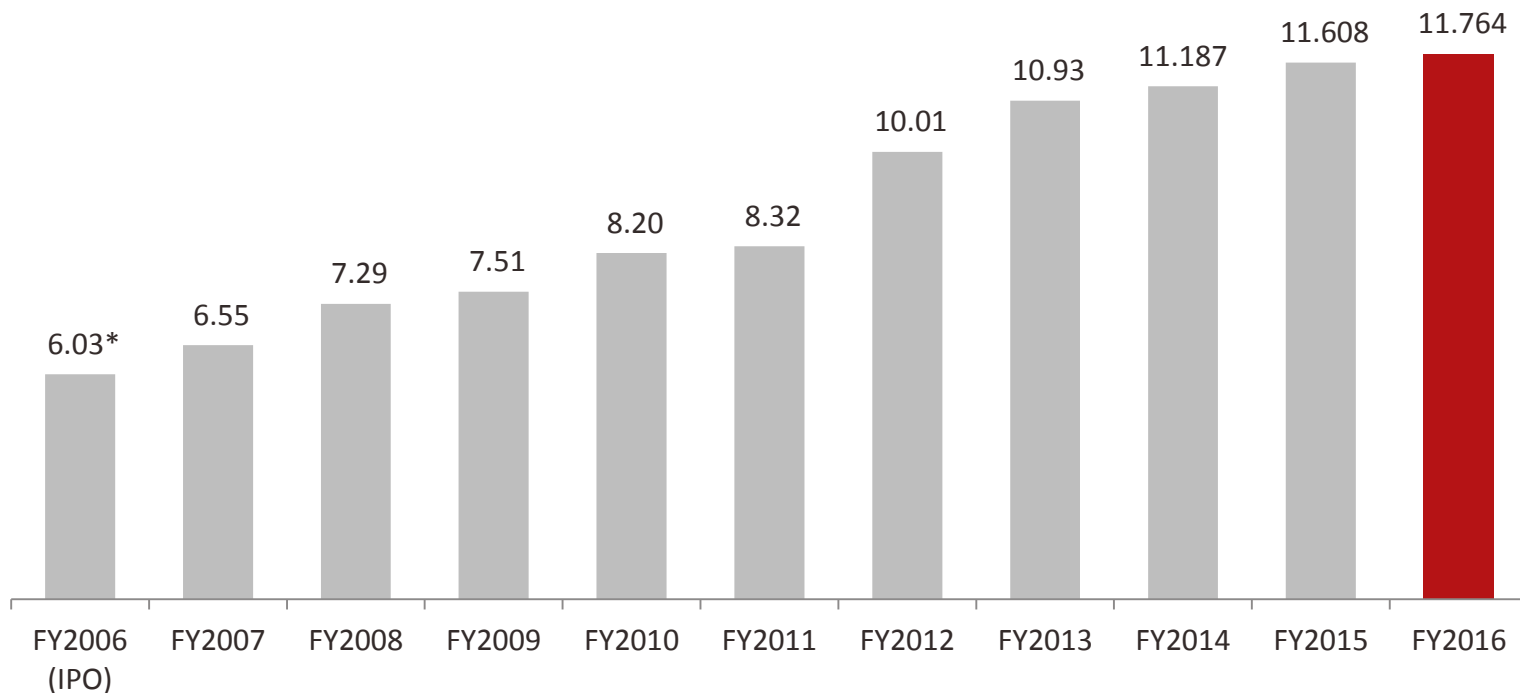
Note: FCT Financial year ends 30 Sep

## Delivering steady and growing distributions

Ten consecutive years of DPU growth since listing

### Distribution per Unit (S cents)

CAGR FY2006 – FY2016: 6.9%



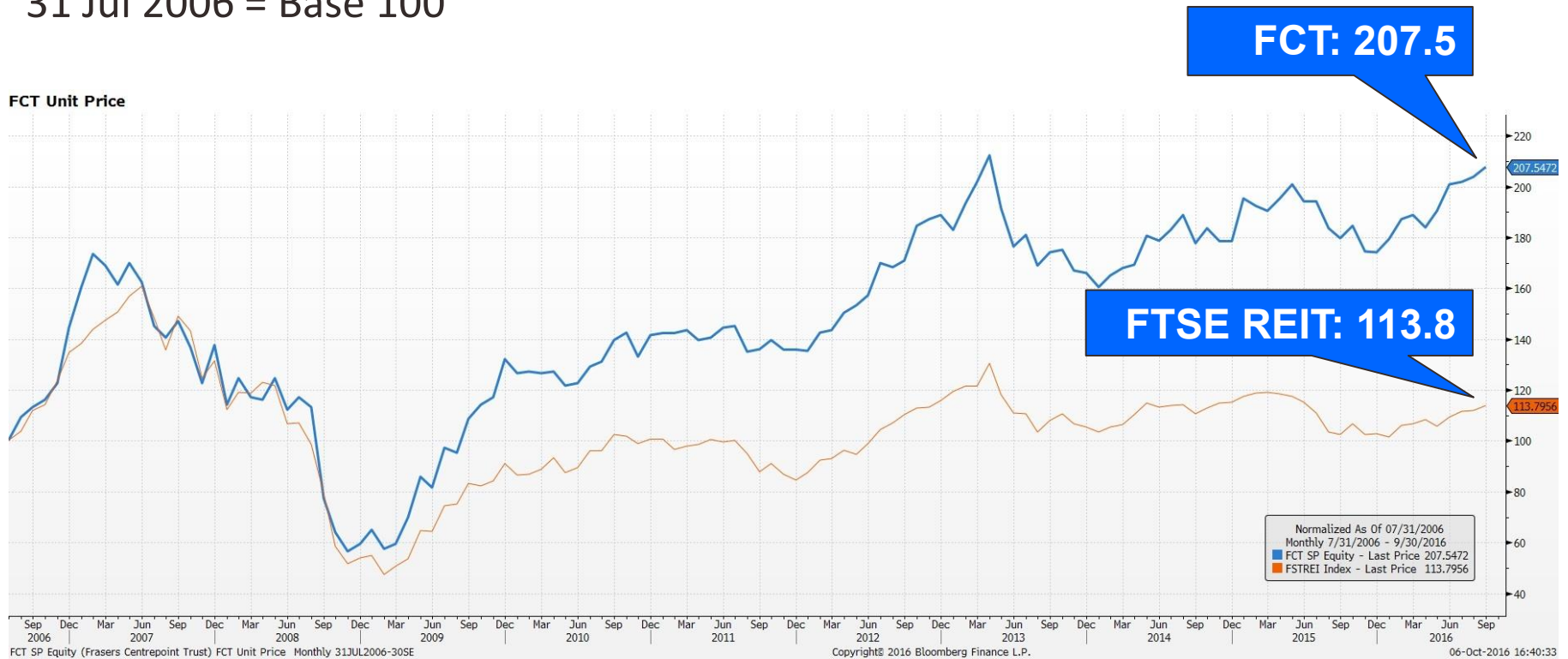
Note: FCT Financial year ends 30 September  
FY2006 DPU of 6.03 cents is derived by annualising 4QFY06 DPU  
CAGR: compound annual growth rate.



## FCT unit price performance versus the FTSE REIT Index

Period: July 31, 2006 to September 30, 2016

31 Jul 2006 = Base 100



## 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 in Singapore and 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>



# Sponsor's retail assets in Singapore

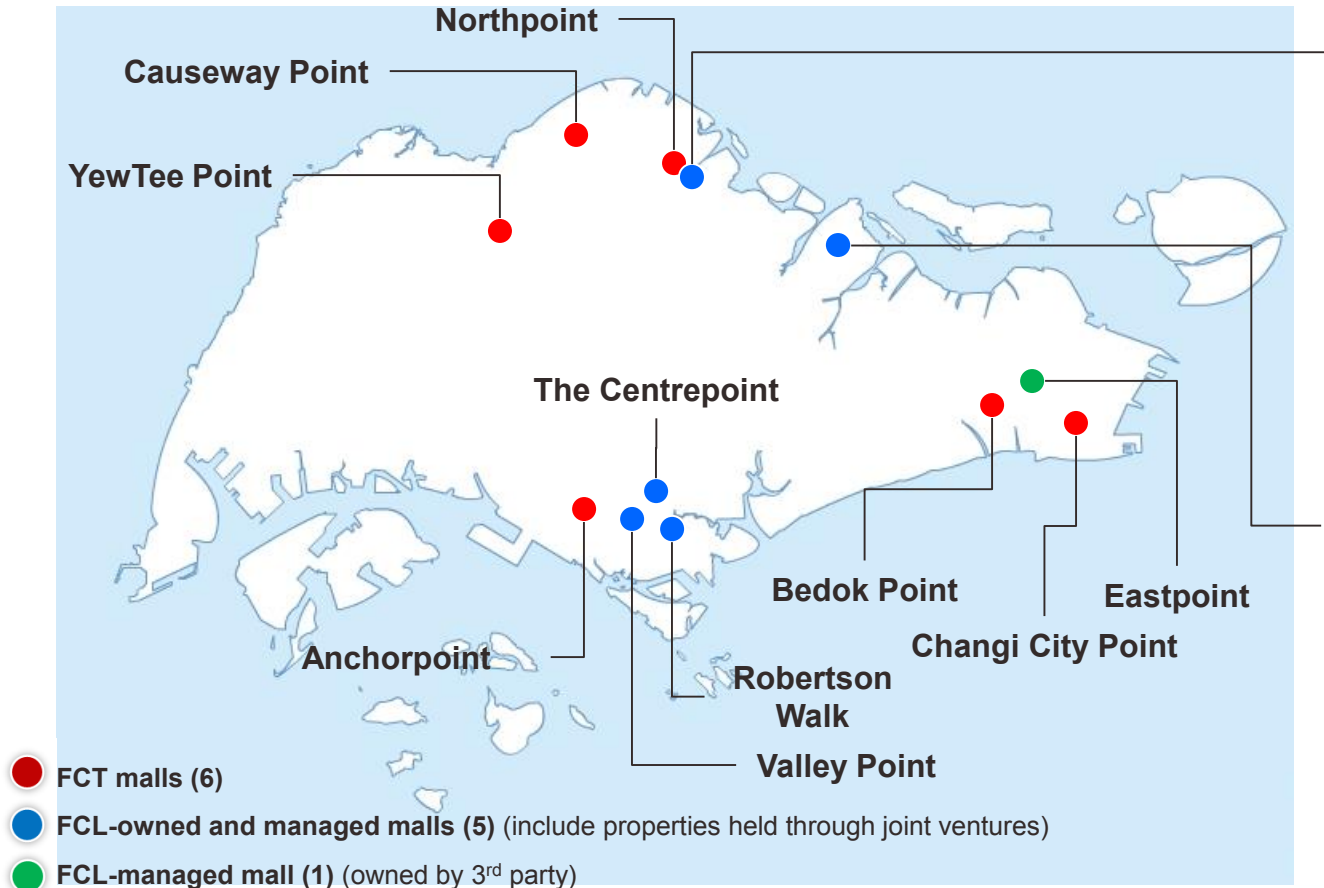


Illustration is not to scale

**Retail Component of Northpoint City (2)**  
(under development)



Artist's impression

**Waterway Point (1)**  
Opened Jan 2016



(1): FCL owns 1/3 proportionate share of Waterway Point, the commercial component of a mixed development in Punggol.  
 (2): FCL is developing a mixed commercial and residential site under the Government Land Sale programme, of which the commercial component can be developed into a retail mall

# Thank you

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