CapitaLand Analysts/Media Trip 2016

CapitaLand Mall Asia Limited

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Disclaimer

This presentation may contain forward-looking statements that involve 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, availability of real estate properties, competition from other companies and venues for the sale/distribution of goods and services, shifts in customer demands, customers and partners, changes in operating expenses, including employee wages, benefits and training, 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 current view of management on future events.
Content

- Overview of CMA’s Business
- Outlook of China Market
- Retail Trends of China
- Our Strategic Thrusts
Overview of CMA’s Business
Pan-Asia Retail Platform

Asia’s leading mall developer, owner and manager

103 malls
52 cities
5 countries

99.01 million sq ft Total GFA
S$41.3 billion Total property value
>4,000 staff

Data as at 30 September 2016

As at 30 September 2016. For projects under development, GFA is estimated.
### Core Markets: Singapore & China 93% by value

<table>
<thead>
<tr>
<th>As at 30 Sep 2016</th>
<th>Singapore</th>
<th>China</th>
<th>Malaysia</th>
<th>Japan</th>
<th>India</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>GFA (mil. sq ft)</td>
<td>13.9</td>
<td>71.6</td>
<td>6.4</td>
<td>1.6</td>
<td>5.5</td>
<td>99.0</td>
</tr>
<tr>
<td>Property Value</td>
<td>16.9</td>
<td>21.6</td>
<td>1.8</td>
<td>0.6</td>
<td>0.4</td>
<td>41.3</td>
</tr>
<tr>
<td>Number of Malls</td>
<td>19</td>
<td>65</td>
<td>7</td>
<td>4</td>
<td>8</td>
<td>103</td>
</tr>
</tbody>
</table>

Note:
(1) The above figures include projects owned/managed by CMA as at 30 Sep 2016 except for Property Value which includes only those projects that CMA owns.
(2) The number of malls has increased from 102 (30 June 2016) to 103 (30 Sep 2016) due to the inclusion of Galleria, Chengdu and Fortune Finance Centre, Changsha and the exclusion of Izumiya Hirakata, Osaka which was divested in 3Q 2016. The GFA and property value have also been revised accordingly.
China: Tier 1 & Tier 2 City Assets 94% by value

- **Tier 1**
  - Value: S$11.2b
  - Percentage: 52%

- **Tier 2**
  - Value: S$9.0b
  - Percentage: 42%

- **Tier 3**
  - Value: S$1.4b
  - Percentage: 6%
Dominance in Singapore

Largest retail owner operator in Singapore with 19 retail properties
Total GFA of 13.9 million sq ft
Dominance in Singapore

Share of Major Shopping Malls Floor Space by Owner

- CapitaLand Mall Trust: 14.5%
- Pramerica: 5.4%
- Lend Lease: 5.2%
- Frasers Centrepoint: 4.9%
- Mapletree: 4.4%
- NTUC: 3.7%
- Far East Organisation: 3.5%
- Singapore Land: 3.0%
- Suntec REIT: 3.0%
- CapitaLand: 2.8%
- Others: 49.5%

Source: Urbis.

1. Malls greater than 100,000 sq ft NLA as at end-2015. Share of floor space takes into account ownership stake.
2. CapitaLand’s share only accounts for malls directly owned by CapitaLand and does not include those owned through CMT.

CL is the market leader
Owning a fifth of the major shopping spaces in Singapore
> 20 Years in China

Landmark developments in the key cities

CapitaMall Xizhimen, Beijing
CapitaMall SKY+, Guangzhou
Raffles City Shanghai
CapitaMall Xindicheng, Xi’an
CapitaMall Wusheng, Wuhan
CapitaMall Xinduxin, Qingdao
Dominance in China

65 assets with property value of S$21.6 billion and GFA of 71.6 million square feet
Deepening our presence in core gateway cities - Beijing, Shanghai, Chengdu, Chongqing & Wuhan

10 assets in Beijing
4 assets in Wuhan
6 assets in Shanghai
6 assets in Chengdu
3 assets in Chongqing
**Same-Mall NPI Growth (100% basis)**

<table>
<thead>
<tr>
<th>Country</th>
<th>Local Currency (mil)</th>
<th>YTD Sep 2016</th>
<th>YTD Sep 2015</th>
<th>Change (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Singapore(^1)</td>
<td>SGD</td>
<td>682</td>
<td>668</td>
<td>+2.2%</td>
</tr>
<tr>
<td>China(^2,3)</td>
<td>RMB</td>
<td>2,732</td>
<td>2,596</td>
<td>+5.2%</td>
</tr>
<tr>
<td>Malaysia</td>
<td>MYR</td>
<td>210</td>
<td>206</td>
<td>+1.9%</td>
</tr>
<tr>
<td>Japan(^4)</td>
<td>JPY</td>
<td>1,999</td>
<td>1,883</td>
<td>+6.1%</td>
</tr>
<tr>
<td>India</td>
<td>INR</td>
<td>780</td>
<td>665</td>
<td>+17.3%</td>
</tr>
</tbody>
</table>

Note: The above figures are on a 100% basis, with the NPI of each mall taken in its entirety regardless of effective interest. This analysis compares the performance of the same set of property components opened/acquired prior to 1 Jan 2015.

- \(^1\) Excludes Funan which has closed in 2H 2016 for redevelopment.
- \(^2\) China's same-mall NPI growth for YTD Sep 2016 would have been at 6.0% if not for higher property tax due to change in basis of assessment in Beijing which took effect from 1 July 2016.
- \(^3\) Excludes CapitaMall Shawan (under AEI in 2015), and CapitaMall Kunshan.
- \(^4\) Excludes Izumiya Hirakata which was divested in Sep 2016.
## Our Operating Performance

### Steady Performance in YTD Sep 2016

<table>
<thead>
<tr>
<th>Portfolio¹ (YTD Sep 2016 vs YTD Sep 2015)</th>
<th>Singapore</th>
<th>China</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tenants’ sales growth</td>
<td>+2.7%</td>
<td>+9.1%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Same-mall²</th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>YTD Sep 2016</td>
<td>YTD Sep 2016 vs YTD Sep 2015</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>NPI Yield on Valuation³</td>
<td>Committed Occupancy Rate⁴</td>
<td>Shopper Traffic Growth</td>
<td>Tenants’ Sales Growth (per sq ft/m)</td>
</tr>
<tr>
<td>Singapore</td>
<td>5.8%</td>
<td>97.9%</td>
<td>+2.4%</td>
<td>+1.4%</td>
</tr>
<tr>
<td>China</td>
<td>5.5%</td>
<td>94.1%</td>
<td>+1.2%</td>
<td>+2.6%</td>
</tr>
<tr>
<td>Malaysia</td>
<td>6.5%</td>
<td>97.2%</td>
<td>+3.4%</td>
<td>-</td>
</tr>
<tr>
<td>Japan</td>
<td>4.8%</td>
<td>97.3%</td>
<td>(1.8%)</td>
<td>+7.1%</td>
</tr>
<tr>
<td>India</td>
<td>6.2%</td>
<td>90.9%</td>
<td>+13.5%</td>
<td>+20.0%</td>
</tr>
</tbody>
</table>

Note:
1. Portfolio includes malls that are operational as at 30 Sep 2016
2. This analysis compares the performance of the same set of property components opened/acquired prior to 1 Jan 2015
3. Annualised NPI yields based on valuations as at 30 Sep 2016
4. Committed occupancy rates as at 30 Sep 2016
Outlook of China Market
Strong Fundamentals in China

Q3 YTD 2016 China GDP expanded 6.7% y-o-y, slower but stable economic growth.

Q3 YTD 2016 urban disposable income and expenditure increased 5.7% and 5.3% y-o-y respectively.

Oct YTD 2016 retail sales growth at a steady 10.3% y-o-y.
Urbanization as a Key Driver for the Retail Market

Urbanization Rate: 56%
Forecast to reach 60% by 2020

+20 mil urban population every year

2.4 X Switzerland’s population every year
By 2020, Chinese consumption would have grown by US$2.3 Trillion – even if GDP growth slows to 5.5%.

- Projected growth in consumption for China exceeding those of developed markets.
- Growing income and expanding middle-class are the likely factors that will fuel the retail growth in China.
Retail Trends of China: Is e-Commerce a Threat?
China’s offline retail sales to remain dominant at 78%

Online retail sales growth has slowed from >70% to ~24.9% currently
Offline retail sales at 88.2% currently, expected to remain dominant at 78% by 2020

Source: National Bureau of Statistics, China

Source: Bain & Co.
The future of e-commerce: bricks and mortar

Amazon leads the way into the real world as online real estate – once heralded as the next frontier for retail – becomes crowded and expensive

Alibaba wants its US$18b Singles' Day to be more, mean less

China's online retailers move into real world

Boom in O2O market as e-players seek new areas of growth

The 28-year-old instructor at a beauty clinic is attracted to the modern layout and finds it simple and convenient to pay for her purchases via her mobile phone.

Located in the basement of Jiuqiao shopping mall, the six-month-old supermarket looks like any other supermarket in the bustling commercial centre – except for one unique feature. All shoppers have to pay using Alipay. Alipay is the mobile online payments platform of China's e-commerce giant, Alibaba.

Chinese media has reported that an injection of US$1.5 billion (S$2 billion) in funds that the supermarket - He Ma Nian Sheng - received in March was linked to Alibaba.

The company, however, has not confirmed the investment.

The supermarket, which bills itself as an 'experience' store exclusively for Alipay users, is a new player in China's fast-growing "online-to-offline", or O2O, market.

Tianhe, O2O commerce is a business strategy that drives potential customers from online channels to the physical store. Examples include food delivery apps and ride-hailing apps which link customers with offline merchants.

Like many other major players in the online retail sector, Alibaba has stepped up its offline presence in search of new areas of growth in the recent two to three years.

Alibaba has in recent years invested in Koubei, a daily deals app, Didi Chuxing, a ride-hailing app, and Ele.me, a food delivery app.
Online to Offline Shops
### Retail brands expanding physical stores in China

<table>
<thead>
<tr>
<th>Retail Brand</th>
<th>Current no. of outlets in China</th>
<th>Expansion Plans in China</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Uniqlo</strong></td>
<td>485</td>
<td>• Open 100 stores annually until 1,000 stores</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Subsequently aim for 3,000 stores</td>
</tr>
<tr>
<td><strong>H&amp;M</strong></td>
<td>400</td>
<td>• Plan a net addition of around 425 new stores, with most of the expansion in China and the US</td>
</tr>
<tr>
<td><strong>adidas</strong></td>
<td>≥ 8,500</td>
<td>• Aimed at propelling Adidas to become the ‘best sports brand’ in Greater China by 2020</td>
</tr>
<tr>
<td><strong>MUJI</strong></td>
<td>160</td>
<td>• Expand to a total of 200</td>
</tr>
<tr>
<td><strong>Starbucks</strong></td>
<td>≥ 2,100</td>
<td>• Operate 5,000 stores by 2021</td>
</tr>
<tr>
<td><strong>McDonald's</strong></td>
<td>2,200</td>
<td>• Open 4,000 stores by 2020</td>
</tr>
<tr>
<td><strong>ToysRUs</strong></td>
<td>≥ 100</td>
<td>• To continue to grow internationally, particularly those in the emerging economies which are seeing overall GDP growth and rising incomes</td>
</tr>
</tbody>
</table>

Source: Annual Reports and Company Websites
Our Strategic Thrusts
Our Strategic Thrusts

1. Focus on Execution
2. Optimise portfolio mix
3. Extend our retail network
Core Cities, Dominant Malls Strategy

Focus on Dominant Projects in Core Cities for Resilience and Sustainable Growth and to deepen presence in these key cities.
Growing Retail Network

Cultivating international & homegrown brands

Management Contracts

Acquisition of quality assets

Galleria, Chengdu, China
**Enlarging Mall Network Through Third-party Management Contracts**

- Manage 7-storey Retail Component Of Landmark Integrated Development In Changsha, China
- Services include Asset Planning, Pre-opening & Retail Management
- Currently Under Construction, Mall To Open In End 2018

An Artist’s Impression Of The Retail Component Of Fortune Finance Center in Changsha, China
Extending network through acquisition of quality operational assets

- Acquisition of Galleria, Chengdu, China
- Acquisition of Tropicana City, Petaling Jaya Malaysia
- Acquisition of Vivit Minami Funabashi, Tokyo, Japan
Focus on Execution
25% of CMA China malls are PUDs

China’s AUM\(^1\) S$21.6 bil

Properties under Development (PUDs) 25%

Operational Malls

Investment Properties 75%

Note:
(1) AUM as at 30 Sep 2016
### Pipeline Of Malls Opening

<table>
<thead>
<tr>
<th>Country</th>
<th>Opened</th>
<th>Target to be opened in 4Q 2016</th>
<th>Target to be opened in 2017</th>
<th>Target to be opened in 2018 &amp; beyond</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Singapore</td>
<td>17</td>
<td>-</td>
<td>-</td>
<td>2</td>
<td>19</td>
</tr>
<tr>
<td>China</td>
<td>56</td>
<td>-</td>
<td>6</td>
<td>3</td>
<td>65</td>
</tr>
<tr>
<td>Malaysia</td>
<td>6</td>
<td>-</td>
<td>1</td>
<td>-</td>
<td>7</td>
</tr>
<tr>
<td>Japan(^1)</td>
<td>4</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>4</td>
</tr>
<tr>
<td>India(^2)</td>
<td>4</td>
<td>-</td>
<td>1</td>
<td>3</td>
<td>8</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>87</strong></td>
<td>-</td>
<td><strong>8</strong></td>
<td><strong>8</strong></td>
<td><strong>103</strong></td>
</tr>
</tbody>
</table>

Note: The above opening targets relate to the retail components of the developments

1. In 3Q 2016, CMA divested Izumiya Hirakata for JPY6 billion (~$78m)
2. The Forum, Mysore originally planned to open in 2016 is now scheduled to open in 2017
Conclusion

• CMA: Pan-Asia Retail Platform
• Dominance in our key markets Singapore and China
• Stable Operating Performance
• China: Strong Fundamentals and Outlook
• Offline retail sales remain dominant – Retailers’ O+O Omnichannel Strategy
• Moving Forward: 3 Strategic Thrusts
CapitaMall SKY+, Guangzhou, China
### Location
Yuncheng West Road, Baiyun New Town, Guangzhou 广州市白云区云城西路890号,广州 510000,中国

### Subway Accessibility
Connected to Metro Line 2 (Baiyun Park Station 地铁2号线白云公园站) interchange for future Metro Line 12

### Opening Date
31st Dec 2015

### Retail GRA
87,404 m²

### Floor Plan
B2 – L6

### Acquisition Time
Nov. 2013

### Committed Occupancy (%)
93% (as of 31/10/16, including anchor)

### Key Tenants
- Broadway Cinema, TASTE supermarket
- Grandma’s, Ease Chinese Cuisine, 探鱼, 同仁四季, 宴荟, 西贝莜面, Starbucks, Costa,
- MyGym, GYMBOREE, The Little Gym, KidsLand
- SiSYPHE Bookstore Café, Toys R Us
- UNIQLO, GANT, NEW LOOK, UR, Initial, WHO.A.U
Thank You