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2021 at 6:08:27 PM

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Stock Name	CMMT		
Stock Code	5180		
Board	Main Market		
Submitting Secretarial Firm	TMF GLOBAL SERVICES (MALAYSIA) SDN BHD		

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MAIN			
Type	Announcement		
Subject	OTHERS		
Description	CMMT Presentation Slides - 2Q 2021 Financial Results		
Shareholder Approval	No		
Announcement Details/Table Section			
This announcement is dated 22 July 2021.			
Attachment	No	File Name	Size
	1	CMMT 1H 2021 Results Slides (Bursa -1).pdf	1.0MB
	2	CMMT 1H 2021 Results Slides (Bursa - 2).pdf	1.4MB



CAPITALAND MALAYSIA MALL TRUST

1H 2021 Results Presentation
22 July 2021

Disclaimer

These materials may contain forward-looking statements that involve assumptions, 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, competition from other developments, shifts in expected levels of property rental income, changes in operating expenses, including reimbursable staff costs, benefits and training, property expenses and governmental and public policy changes. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of management on future events.

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The value of units in CMMT (Units) and the income derived from them may fall as well as rise. Units are not obligations of, deposits in, or guaranteed by, the Manager or any of its affiliates. An investment in Units is subject to investment risks, including the possible loss of the principal amount invested. It is intended that holders of Units may only deal in their Units through trading on Bursa Malaysia. Listing of the Units on Bursa Malaysia does not guarantee a liquid market for the Units.

These materials are for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for Units.

Contents

- **1H 2021 Overview**
- **Financial Results**
- **Portfolio Updates**
- **Sustainability Management**

1H 2021 Overview



1H 2021 Overview

Results

- Net Property Income: RM51.3 mil (▼ 12.6% YoY)
- Distribution Per Unit: 0.86 sen (▼ 14.9% YoY)
- Shopper Traffic: 13.5 mil (▼ 9.8% YoY)
- As at 30 June 2021:
 - Portfolio Occupancy: 83.9%
 - Rental Reversion: -11.5%

Highlights

Proactive asset management

- Introduction of new retail offerings to improve the shopping experience at Gurney Plaza

Expansion of investment mandate

- Pivot into new economy assets to enhance portfolio resilience through geographical and sector diversification

Financial Results

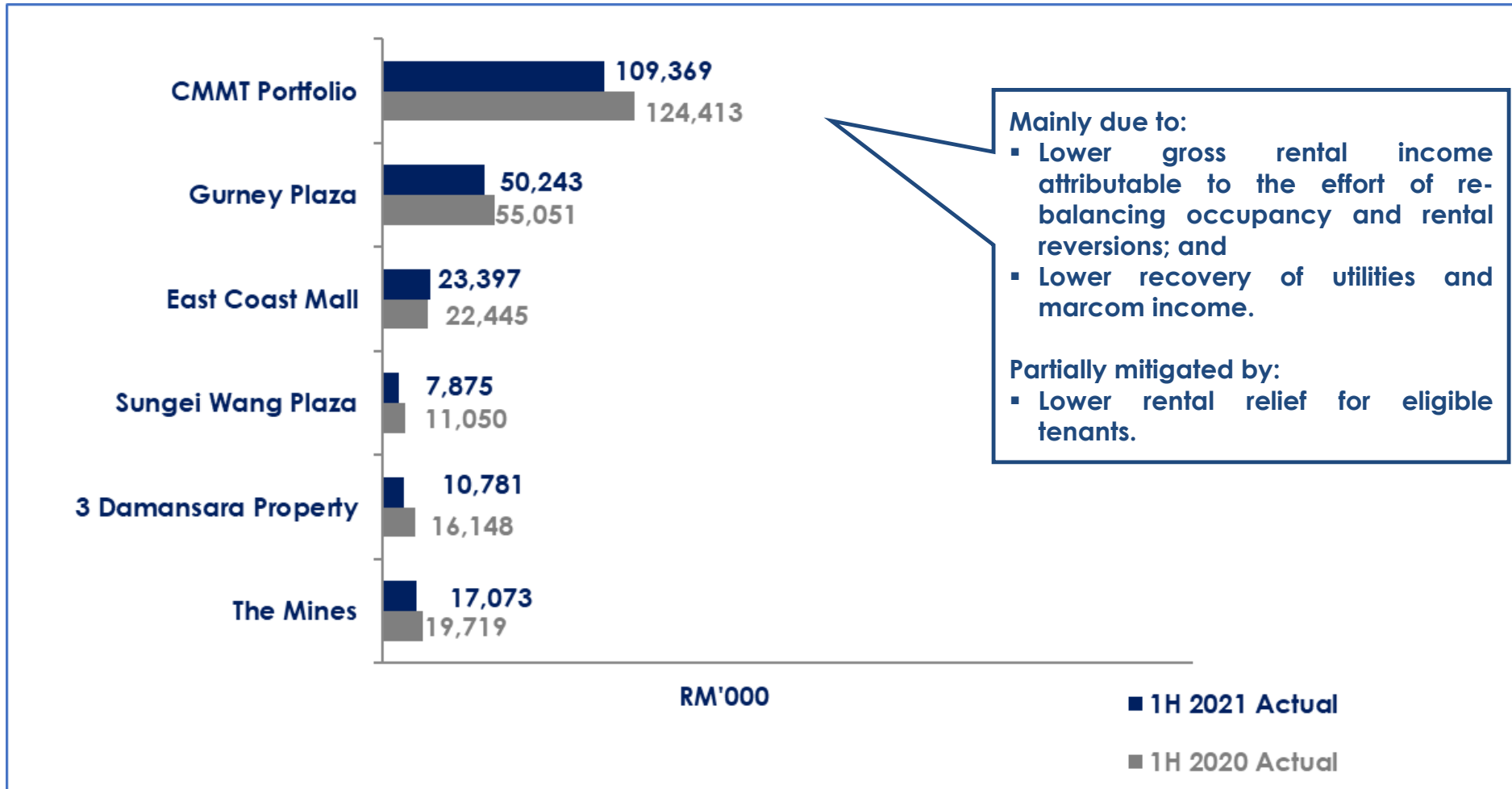


Distribution Statement

RM'000	2Q 2021 Actual (Unaudited)	2Q 2020 Actual (Unaudited)	Change %	YTD 2021 Actual (Unaudited)	YTD 2020 Actual (Unaudited)	Change %
Gross revenue	52,713	49,881	5.7	109,369	124,413	(12.1)
Less: Property operating expenses	(26,287)	(30,520)	(13.9)	(58,028)	(65,692)	(11.7)
Net property income	26,426	19,361	36.5	51,341	58,721	(12.6)
Interest income	301	359	(16.2)	587	986	(40.5)
Other non-operating income	1,625	-	-	1,625	-	-
Net investment income	28,352	19,720	43.8	53,553	59,707	(10.3)
Manager's management fee	(4,136)	(3,900)	6.1	(8,178)	(8,747)	(6.5)
Trust and other expenses	(1,075)	(492)	>100.0	(1,650)	(1,068)	54.5
Finance costs	(11,652)	(15,136)	(23.0)	(24,551)	(30,430)	(19.3)
Profit before taxation	11,489	192	>100.0	19,174	19,462	(1.5)
Taxation	-	-	-	-	-	-
Profit for the quarter/period	11,489	192	>100.0	19,174	19,462	(1.5)
Distribution adjustments	(866)	511	(>100.0)	(880)	1,385	(>100.0)
Income available for distribution	10,623	703	>100.0	18,294	20,847	(12.2)
Distributable income¹	10,569	616	>100.0	18,151	20,759	(12.6)
DPU (sen)	0.50	0.03	>100.0	0.86	1.01	(14.9)

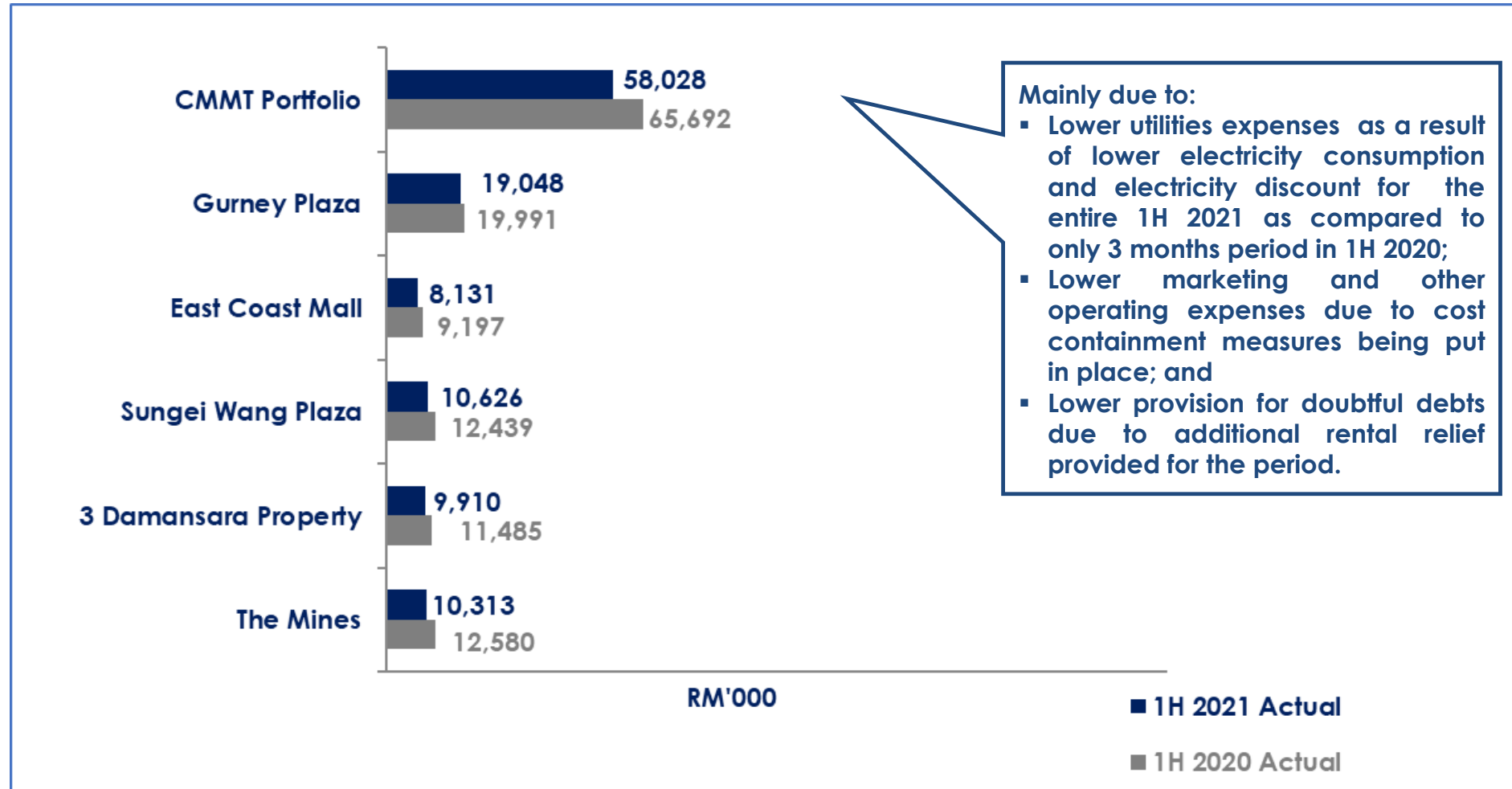
1. The difference between distributable income and income available for distribution is due to rounding effect of DPU.

1H 2021 Gross Revenue

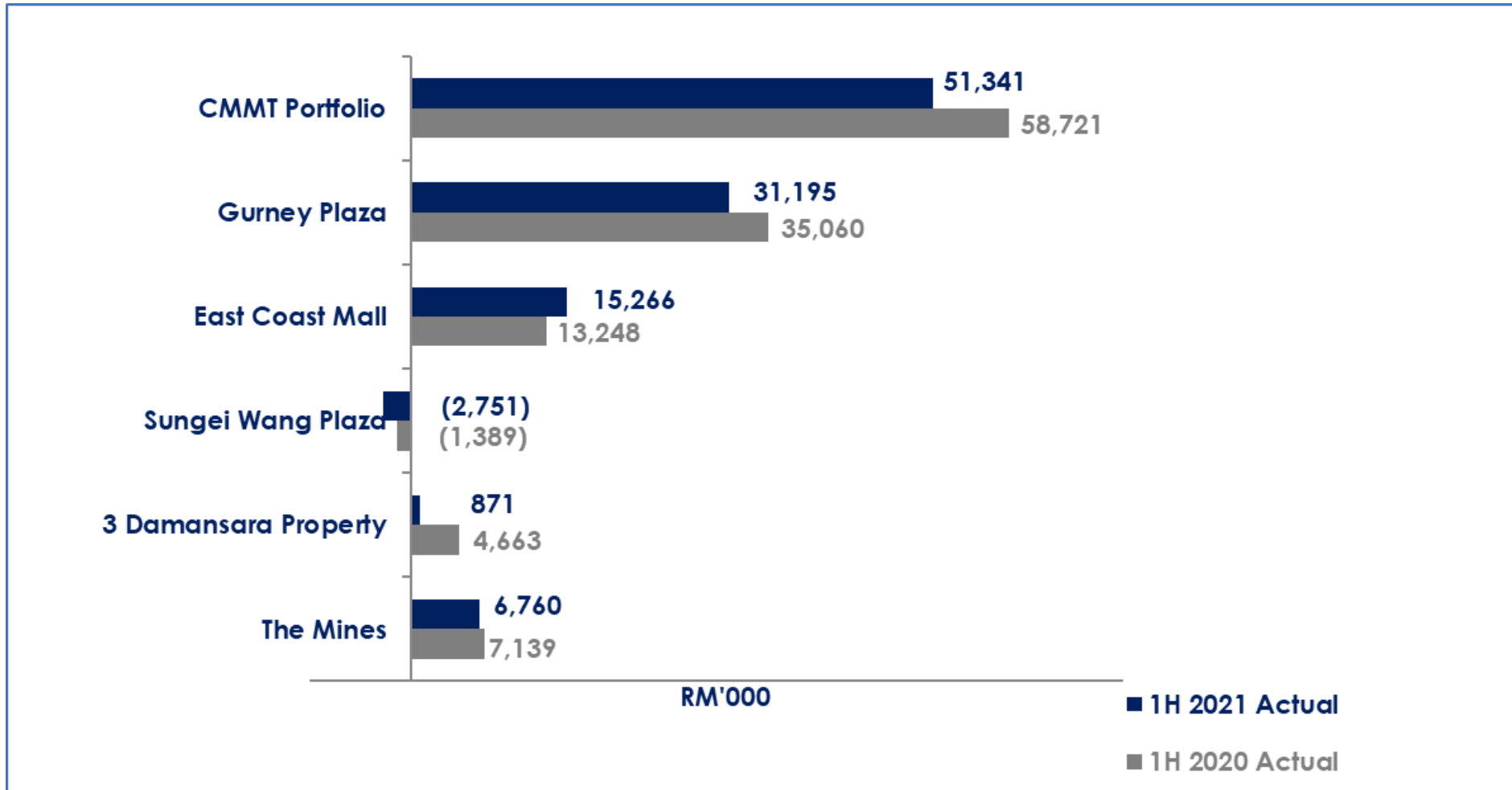


3 Damansara Property comprises 3 Damansara and 3 Damansara Office Tower.

1H 2021 Property Operating Expenses

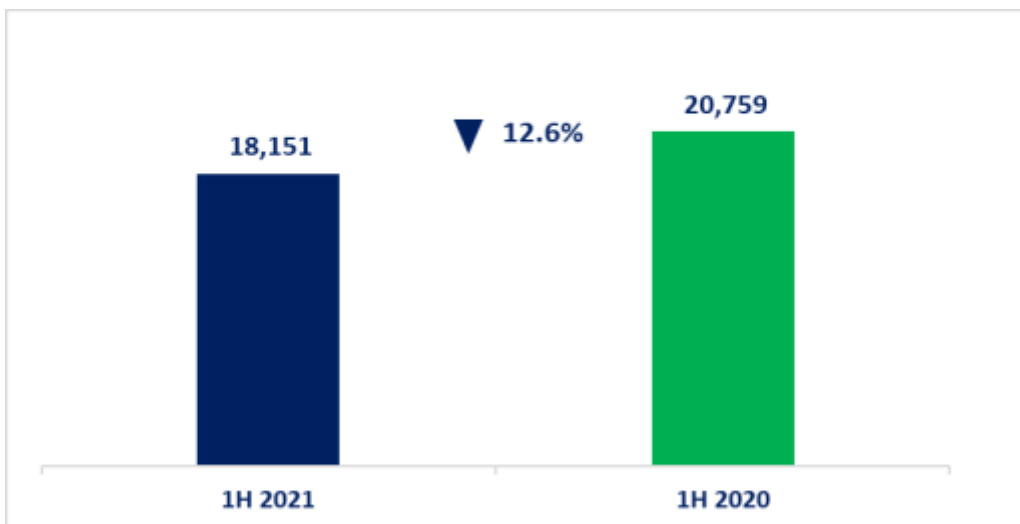
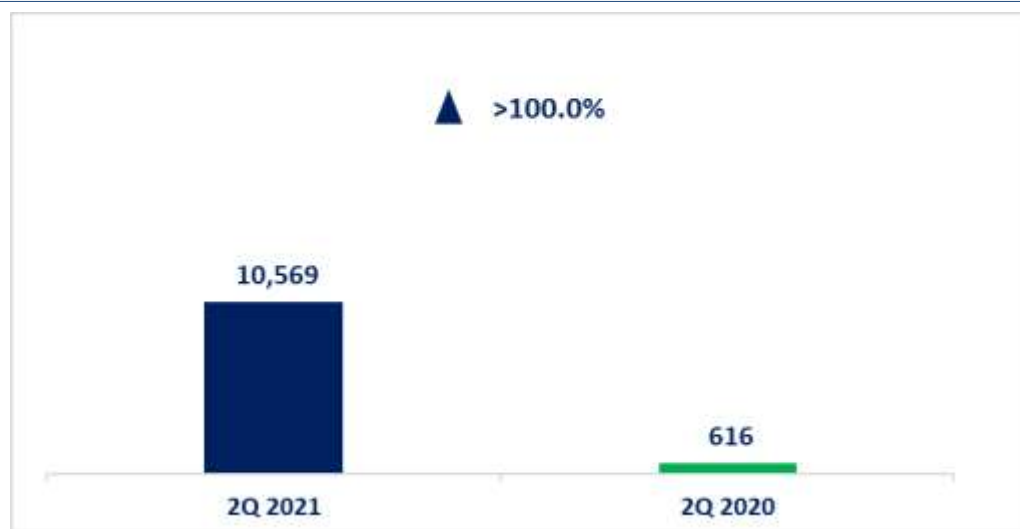


1H 2021 Net Property Income

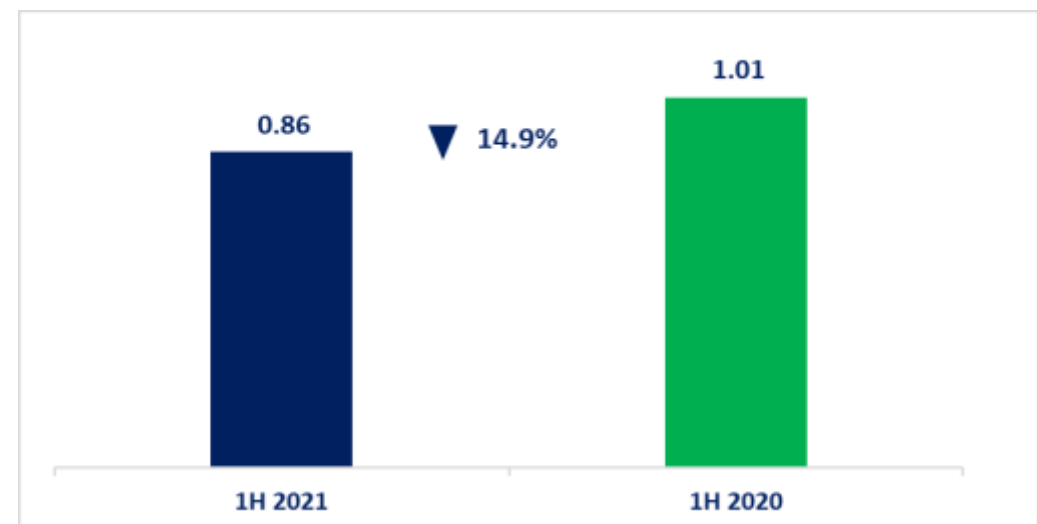
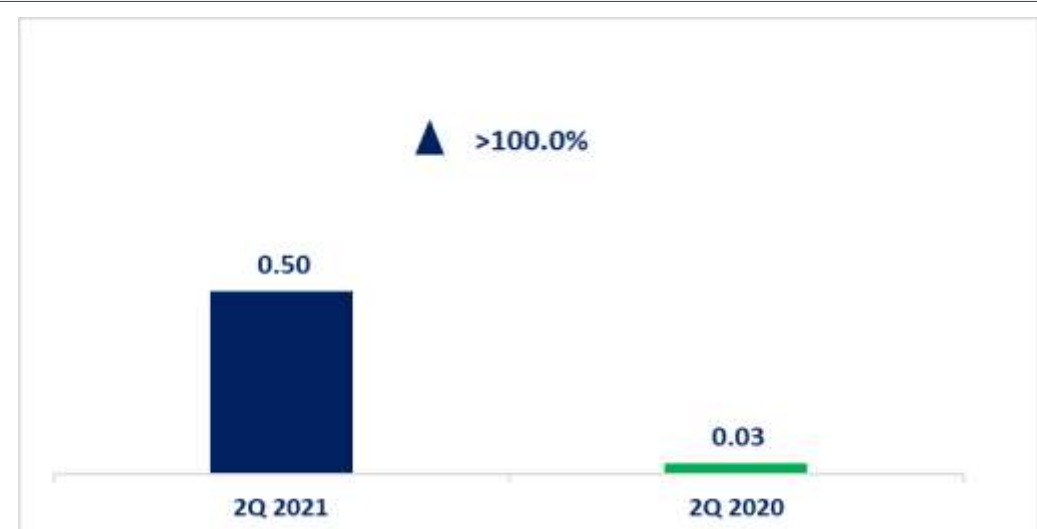


Distributable Income and DPU

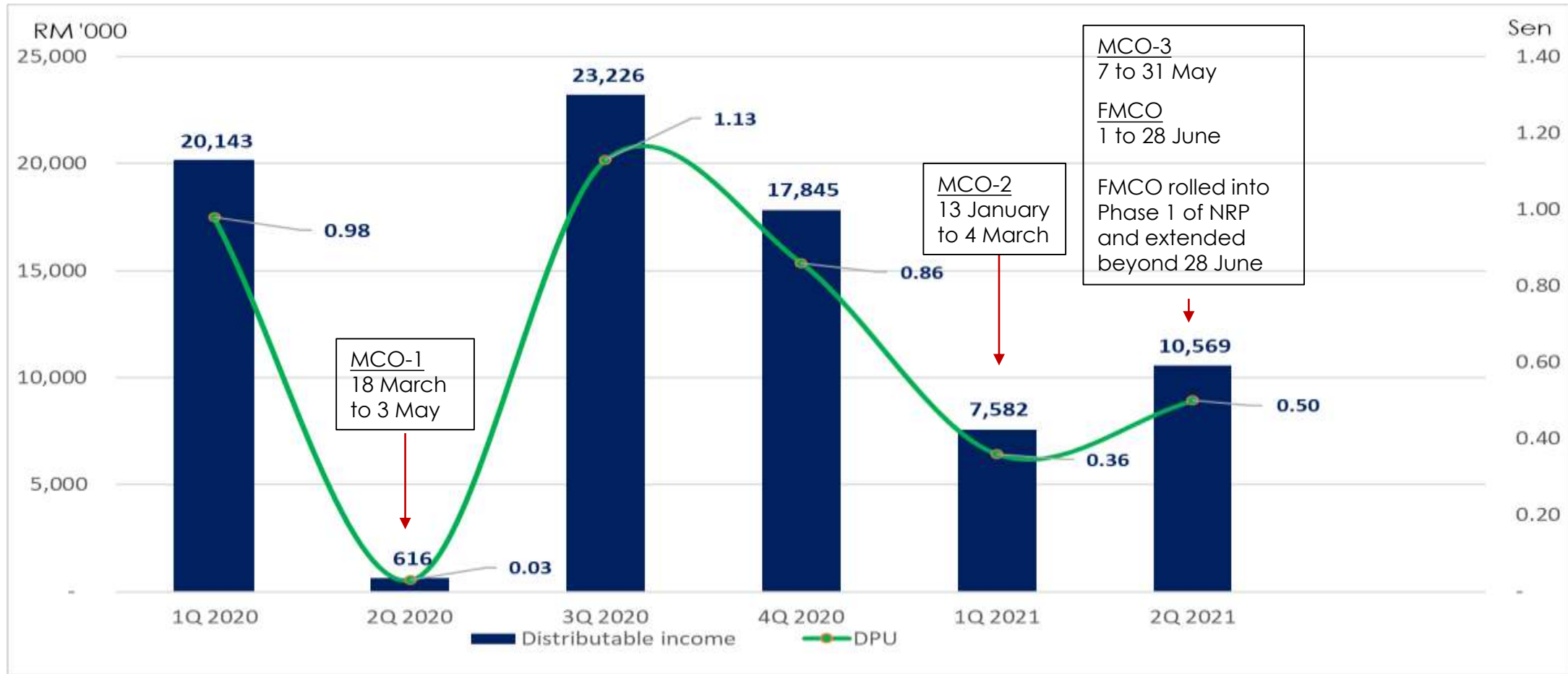
Distributable Income (RM'000)



Distribution Per Unit (sen)



Impact of Various MCOs on Distributable Income & DPU



The graph depicts the impact of COVID-19 on CMMT's financial performance

Note:

FMCO refers to Full Movement Control Order

NRP refers to National Recovery Plan and is a four-phased exit strategy from June to December 2021 from the pandemic

Distribution Reinvestment Plan

First Income Distribution

- First income distribution of 0.86 sen per CMMT unit (of which 0.84 sen per CMMT unit is taxable and 0.02 sen per CMMT unit is tax exempt in the hands of Unitholders) for the period from 1 January 2021 to 30 June 2021

Distribution Reinvestment Plan

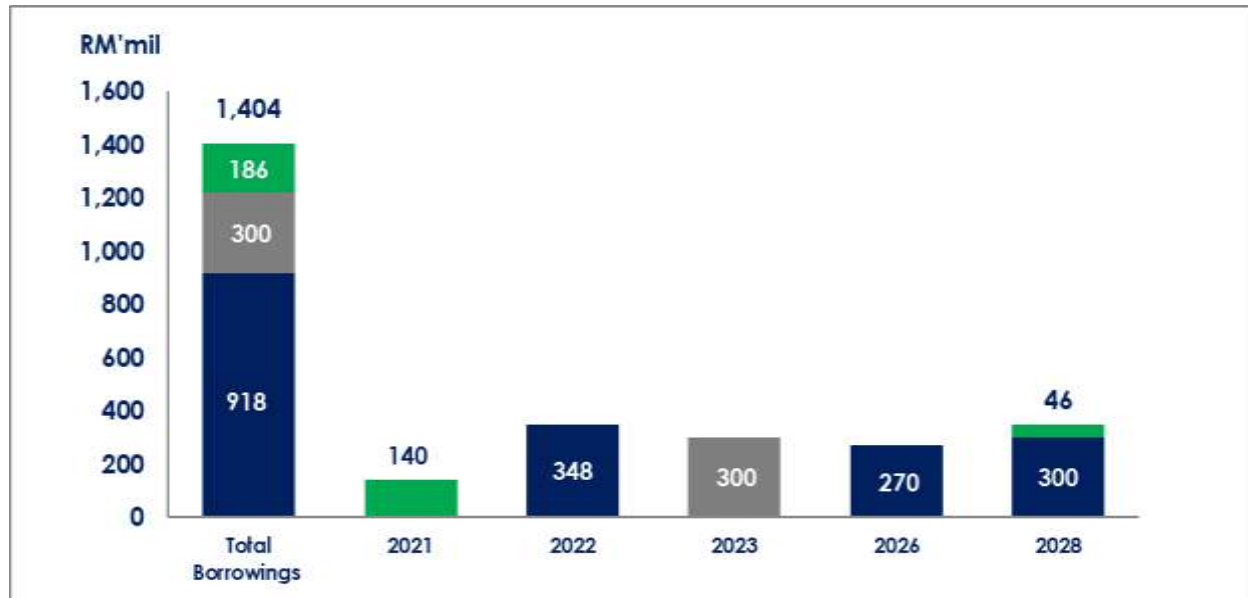
- The Distribution Reinvestment Plan (DRP) shall apply to the First Income Distribution where the gross electable portion will be 0.86 sen per Unit and the Unitholders can elect to reinvest the entire distribution income or a portion of the distribution income into new Units

Regulatory Approval

- The additional listing application (ALA) in relation to the issuance of new CMMT units pursuant to the DRP will be submitted to Bursa Malaysia; and
- The details on the issue price of the new CMMT units, the entitlement date for the first income distribution and the DRP as well as the payment date will be announced upon obtaining Bursa Malaysia's approval on the ALA

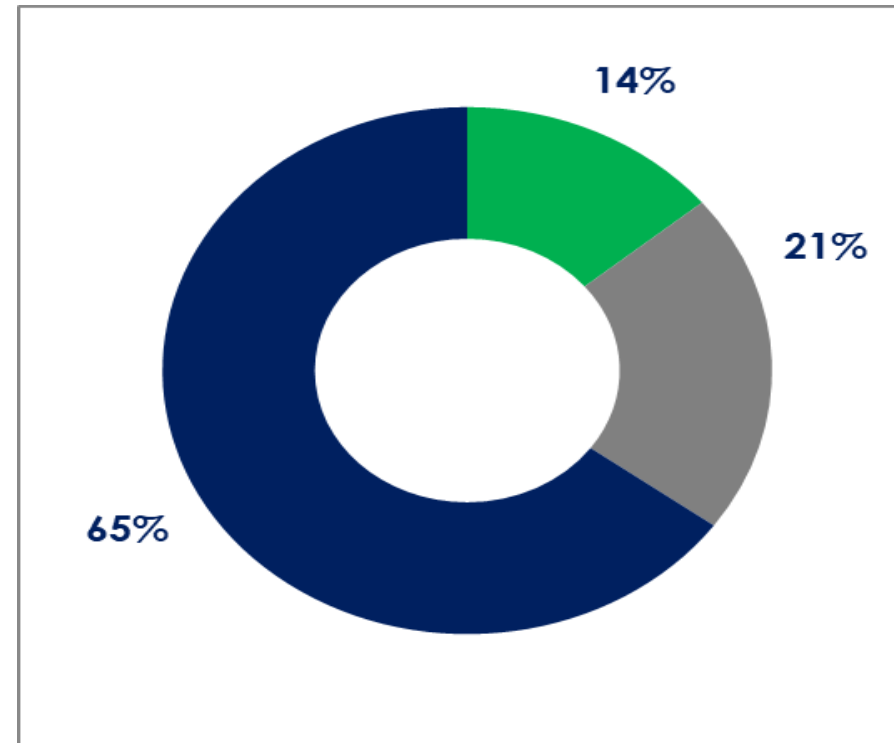
Debt Profile

Well-spread Debt Maturity Profile



- Term Loan facilities
- Unrated Medium Term Notes
- Revolving Credit facilities

Diversified Sources of Funding



Key Financial Indicators

	2Q 2021	1Q 2021
Unencumbered assets as % of total assets	28.2%	28.7%
Gearing ratio (after income distribution)	35.4%	35.7%
Average cost of debt	3.44%	3.63%
Fixed:Floating rate debt ratio	82%:18%	81%:19%
Debt / EBITDA (times) ¹	12.9	14.2
Interest coverage (times) ¹	2.1	1.9
Average term to maturity (years)	3.5	3.5

1. With effect from 1Q 2021, EBITDA is determined on a 12-month trailing basis to smoothen out seasonality factors. Previously, annualised EBITDA for the reporting period was applied in computing these ratios.

Balance Sheet

As at 30 June 2021	RM'mil
Non-current Assets	3,899
Current Assets	85
Total Assets	3,984
Current Liabilities	232
Non-current Liabilities	1,305
Total Liabilities	1,537
Net Assets	2,447
Total Unitholders' Funds	2,447
Number of Units in Circulation (in million units)	2,111

NAV (RM'mil)	
- before income distribution	2,447
- after income distribution	2,429
NAV per unit (RM)	
- before income distribution	1.1596
- after income distribution	1.1510

Portfolio Updates

Occupancy Rate

	2Q 2021 30 June 21 ¹	1Q 2021 31 March 21 ¹
Gurney Plaza	95.0%	96.3%
East Coast Mall	97.1%	96.9%
Sungei Wang Plaza	66.1%	62.3%
3 Damansara ²	78.4%	82.2%
The Mines	78.1%	82.5%
CMMT (Retail)	84.5%	86.1%
3 Damansara Office Tower ²	65.9%	57.4%
CMMT Portfolio (Retail & Office)	83.9%	85.1%

1. Based on committed leases.

2. The occupancy of 3 Damansara Property is 76.2% as at 30 June 2021.

Rental Reversion

From 1 January 2021 to 30 June 2021 ¹	No. of new leases/renewals	Var. over preceding rental ^{2, 3, 4} (%)
Gurney Plaza	46	-4.4
East Coast Mall	27	-1.3
Sungei Wang Plaza	14	-54.0
3 Damansara	16	-33.5
The Mines	28	-16.1
CMMT Portfolio (Retail)	131	-12.2
3 Damansara Office Tower	1	+3.9
CMMT Portfolio (Retail + Office)	132	-11.5

1. Excluding newly created and reconfigured units.
2. Excluding gross turnover rent component.
3. Majority of leases have rental escalation clause.
4. The % is computed based on the increase of the average rental of the renewed term over average rental of the preceding term.

Portfolio Lease Expiry (By Year)

As at 30 June 2021	CMMT (Retail)		
	No of Leases ¹	Gross Rental Income RM'000	% of Total Gross Rental Income ²
2021	432	5,201	28.3%
2022	378	6,726	36.7%
2023	231	4,971	27.1%
Beyond 2023	79	1,454	7.9%

As at 30 June 2021	CMMT (Office)		
	No of Leases ¹	Gross Rental Income RM'000	% of Total Gross Rental Income ³
2021	5	169	48.7%
2022	2	143	41.3%
2023	-	-	-
Beyond 2023	1	34	10.0%

1. Based on all committed leases as at 30 June 2021.
2. Based on committed gross rental income for CMMT (Retail) as at 30 June 2021.
3. Based on committed gross rental income for CMMT (Office) as at 30 June 2021.

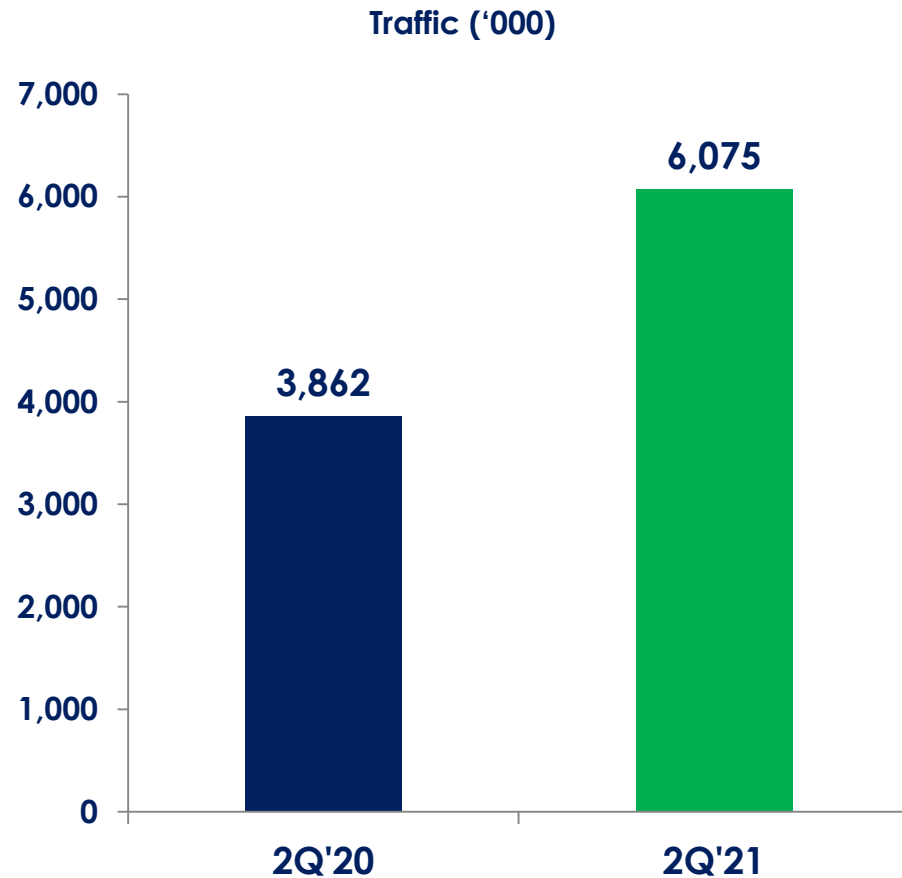
Portfolio Lease Expiry Profile for 2021

As at 30 June 2021	No. of Leases ¹	% of Net Lettable Area ¹	% of Gross Rental Income ¹
Gurney Plaza	119	7.2%	10.8%
East Coast Mall	71	4.8%	6.5%
Sungei Wang Plaza	76	4.2%	2.0%
3 Damansara	59	8.8%	3.4%
The Mines	107	10.3%	5.2%
CMMT (Retail)	432	35.3%	27.9%
3 Damansara Office Tower	5	1.3%	0.9%
CMMT Portfolio (Retail & Office)	437	36.6%	28.8%

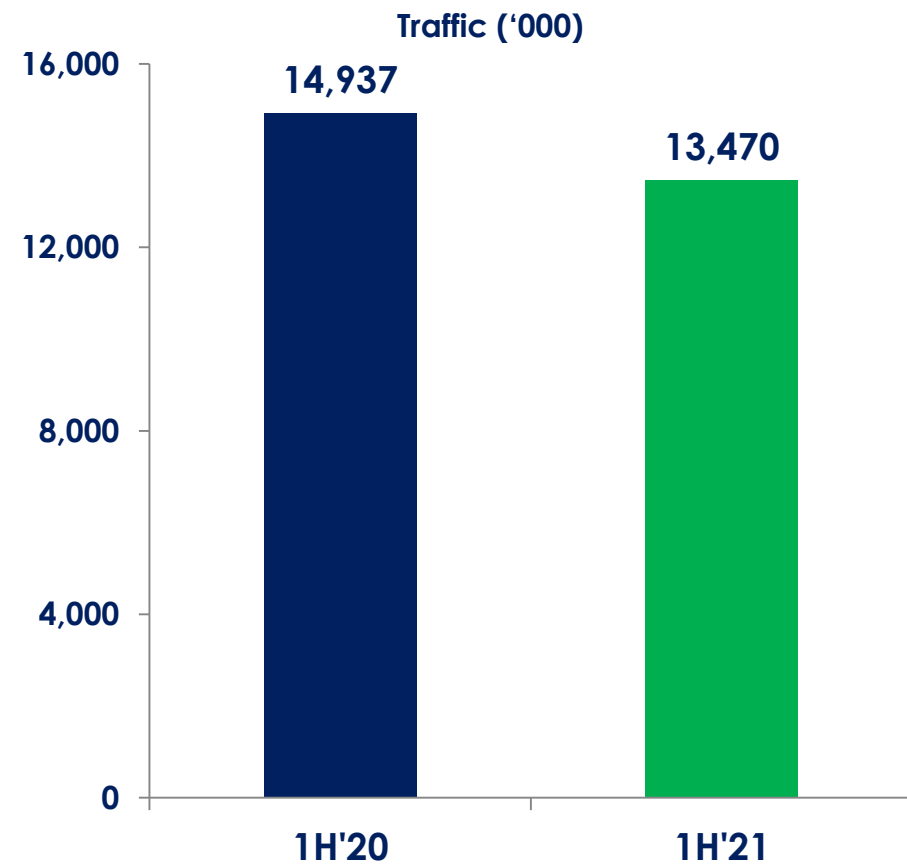
1. Based on committed leases for CMMT Portfolio(Retail + Office) as at 30 June 2021.

Shopper Traffic

Shopper Traffic
57.3% higher than 2Q 2020



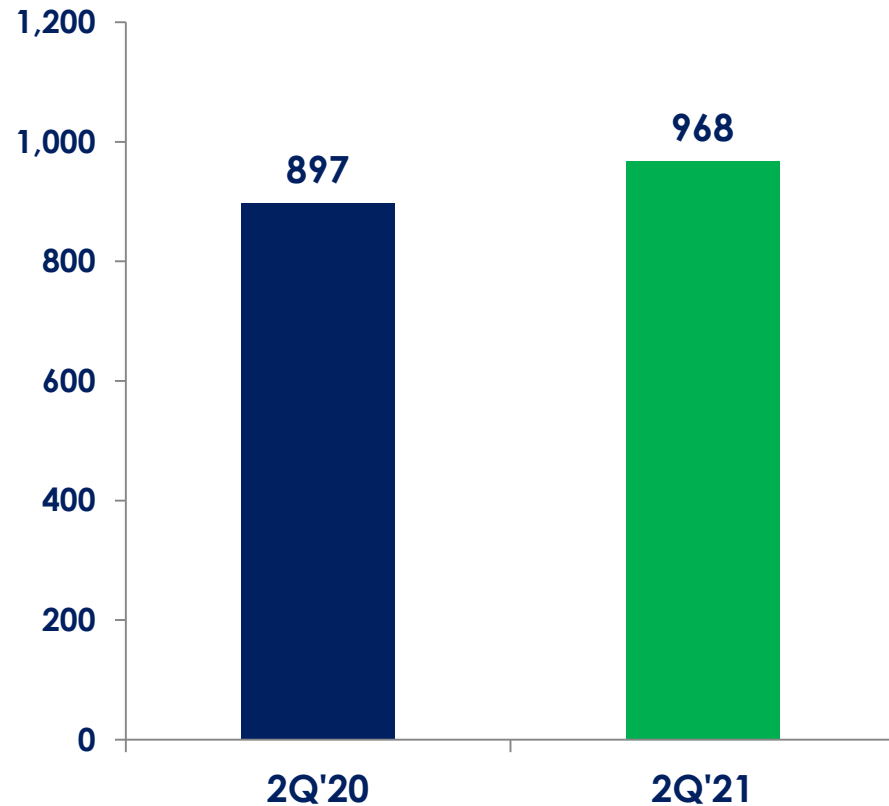
Shopper Traffic
9.8% lower than 1H 2020



Vehicular Traffic

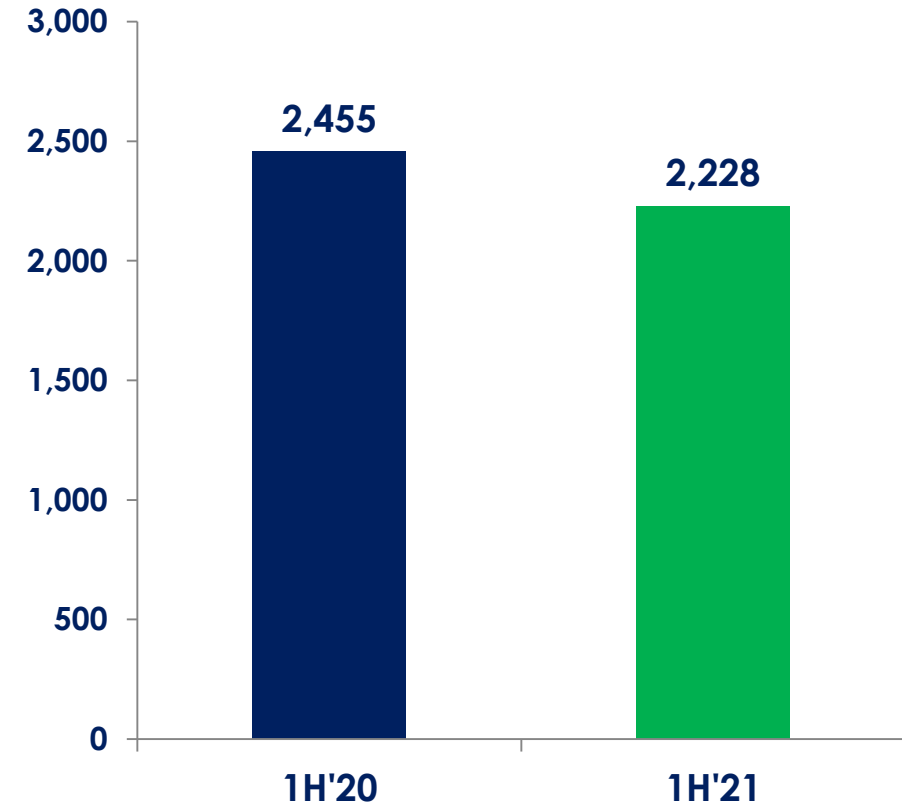
Vehicular Traffic
7.9% higher than 2Q 2020

Traffic ('000)



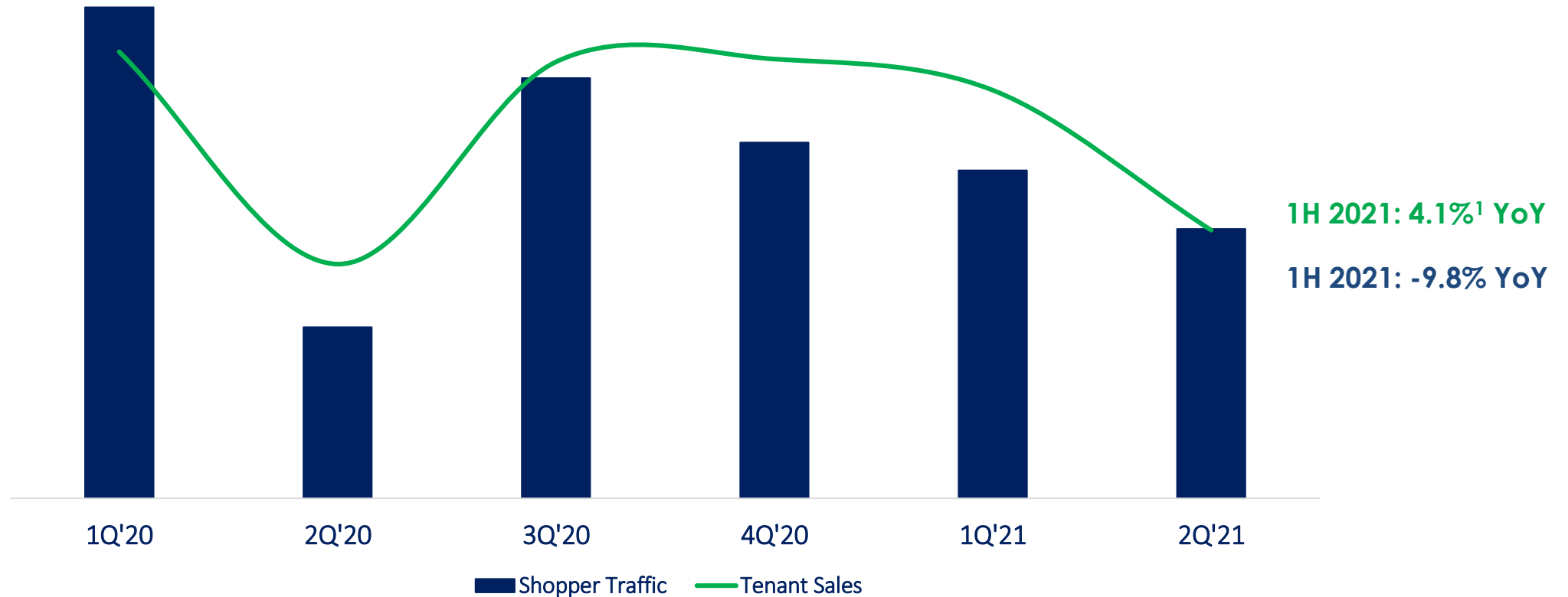
Vehicular Traffic
9.3% lower than 1H 2020

Traffic ('000)



Retail Performance

Shopper traffic and tenant sales in 2Q 2021 declined from previous quarter as a result of stricter containment measures to curb spread of COVID-19



1. Change in tenant sales per square foot from January to May of the respective year.
2. In 2021, shopper traffic and tenant sales have been impacted by the various movement control orders. Two malls were required to close for sanitisation over 3 days in May under the Government's HIDE (Hotspot Identification for Dynamic Engagement) system.
3. Tenant sales in 2Q 2021 is for 2 months only.
4. Shopper traffic and tenant sales psf in 2Q 2021 increased 57% and 39% year-on-year respectively.

Rejuvenating Offerings to Capture Demand



KATE SPADE NEW YORK
Gurney Plaza

The first Kate Spade New York outlet at CMMT's malls, the store on the Ground Floor spans 818 sq. ft., featuring a design that reflects the brand's unique DNA. Vibrant, youthful, and contemporary – the store uses thoughtful design elements and an uplifting use of colour that can be seen throughout the space. It exudes a bright effervescence with the use of various pink tones and rose gold fixtures, mirroring the brand's joyful and feminine approach to style.

VANS
Gurney Plaza

The retail floor space includes several brand experience zones, product displays ranging from footwear to apparel and accessories for men and women. There is also a customization zone that enables customers to design their own Vans shoes and accessories. Vans will display a changing rotation of curated content, including independent publications, skate-related art pieces and film.



Rejuvenating Offerings to Capture Demand

NESPRESSO Gurney Plaza

NESPRESSO has opened the first island kiosk in CMMT malls and sells its own line of coffee, espresso makers and accessories for home brewing. The iconic feature design is the center piece – Nespresso Grand Cru Wall. There will be coffee specialists to guide new customers while the boutique will also provide an environmentally friendly capsule recycling collection point for returning customers.



FOCUS POINT CONTACT LENS Gurney Plaza

Focus Point Contact Lens has opened a kiosk showcasing a wide range of contact lens. This kiosk design adopts an open concept layout with the tilted island fixture that merges into the flow of the mall traffic; where shoppers would flow into the kiosk naturally. The unique feature design is the modern and contemporary chandelier that stands out and capture shoppers' attention from afar.

Optimising Tenant Mix to Enhance Appeal



BOOST JUICE BARS

East Coast Mall

Boost Juice Bars specialises in fresh fruit juice and smoothies.



SMOOTHIES & SHAKE

The Mines

Introducing more variety of healthy drinks with Smoothies & Shake for shoppers' convenience.



PAR FITNESS

3 Damansara

PAR Fitness' outlet at 3 Damansara is their fourth club and the largest gym in Damansara with over 16,200 sq. ft. It offers a full range of fitness and wellness facilities from Cardio Zone, Free Weights Area, Strength Zone, Large Functional Zone, Yoga Studio, Cycling Studio, Aerobics Studio, and etc.

Digital Collaboration

Implemented digital initiatives and promotions to engage and reward shoppers

GAYA RAYA DEALS
SALAM AIDILFITRI DI
GURNEY PLAZA
Only on Shopee

SPEND & WIN
TOP SPENDERS WILL WIN 15,000 CapitaStar POINTS
FIRST PRIZE 5,000 CAPITASTAR POINTS
SECOND PRIZE 5,000 CAPITASTAR POINTS
THIRD PRIZE 5,000 CAPITASTAR POINTS
CAMPAIGN DATES: 30 APRIL 2021 - 14 MAY 2021
GAYA RAYA BERSAMA GURNEY PLAZA

GURNEY FOOD HALL
ACCEPTS ShopeePay NOW
GAIN RM3 CASHBACK WHILE ENJOY YOUR FAVOURITE FOOD

PARTICIPATING BRANDS ARE:
Sailor's, JING MOH CHIAK, CLASSIC FINE, 清

RM10 OFF for GRABFOOD
DELIVERY / SELF PICK-UP
Promo Code: SWPFREE
RM10 OFF GRABFOOD
Valid 20 Jun 2021 | Sungei Wang Plaza

SUNGEI WANG PLAZA DIGITAL STORE
Sungei Wang X Shopee

Collaboration with Shopee and Grab through cashback, promotions and digital store voucher sales

Shopper Engagement

Leveraging CapitaStar with attractive marketing campaigns and promotional tie-ups

CapitaStar

Get your **Infinite Rewards** with 3 simple steps!

Embark on a whole new rewarding shopping experience with CapitaStar, a Multi-store, Multi-mall Cardless Rewards Programme by CapitaLand.

- 1 Be a Member**
Download CapitaStar App.
- 2 Earn STAR\$**
Earn rewards points when you shop at CapitaLand malls by uploading receipts.
- 3 Enjoy Rewards**
Enjoy exclusive deals and discover great rewards on the CapitaStar App.

Introducing **STARVoucher** - CapitaLand's Digital Voucher!
CapitaStar members can now redeem **STARVoucher!**

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DRIES 2X FASTER

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Yet to be a member? Download CapitaStar app today!

Partners: THE BODY SHOP, PINK BLISS, etc.

GIVEAWAY
Make 20 Yours
11 Jun - 31 Jul 2021

Get A Limited Edition Ceramic Coaster Set (only max. 1000 pieces, stock 20000)

Get An Exclusive Gift Set (Tote Bag & 42 Vasora Dry Serum) (only max. 10000 pieces, stock 10000)

TERMS & CONDITIONS APPLY

YOU CAN NOW EARN YOUR STAR\$ AT TopGuns Cinemas

Join Spend & Win

LOVING U MUM LUCKY DRAW
21 Apr - 9 May

Stand to win **RM50 E-voucher** from **THE BODY SHOP** & **PINK BLISS**

RIANG RAYA
Si Kamsung

EXCLUSIVE PERMITS BY THE STATE WILDLIFE DEPARTMENT

Get 10% OFF on selected items at THE STAR AVENUE

THE STAR AVENUE
101, Jalan 10/10, Taman Tasik Damansara, Petaling Jaya, Selangor 47000

Dapatkan Limited Edition WhatsApp Stickers Sekarang!

DOWNLOAD NOW

Automatic extension for the expiry of STARVouchers and STAR\$ points to 31 October and 31 December 2021 respectively

Leverage CapitaStar's digital campaigns to boost tenant sales and reward shoppers

Award Recognition

Gurney Food Hall was recognised for its Interior Design in the Retail category at the DNA Paris Design Awards 2021



HONORABLE MENTION

INTERIOR DESIGN
RETAILS

COMPANY	LEAD DESIGNER	PROJECT NAME
GARDE Co., Ltd.	Takei Keikoku	Gurney Food Hall

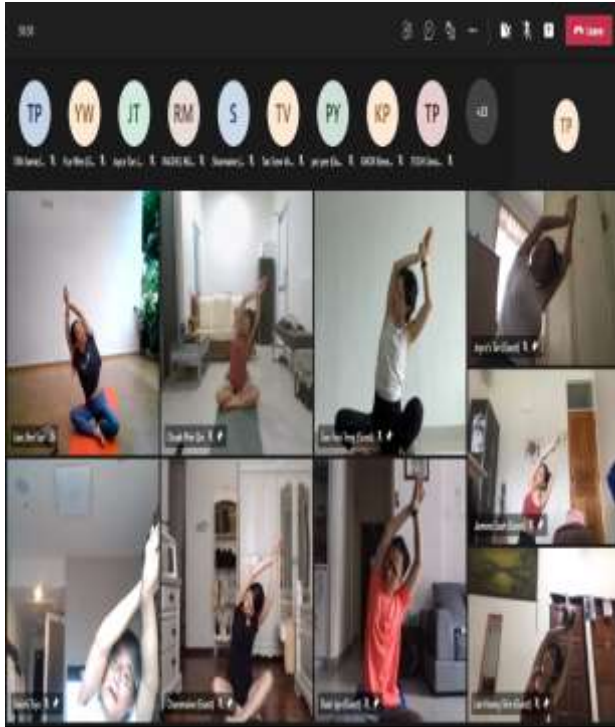
Hossein Farmani & Romain Lahoussine
Co-founders of DNA Paris
www.dna.paris



Sustainability Management

Social Responsibility

Prioritising the well-being of frontliners, tenants and shoppers amidst the pandemic



Gurney Plaza collaborated with Peak Fitness to organise virtual yoga session to promote mental and physical well-being



Complimentary refreshments given out to retail economic frontliners such as riders as gesture of appreciation at Sungei Wang Plaza



Continued upholding of precautionary and safety measures with complimentary sanitisation at Sungei Wang Plaza

Social Responsibility

Supporting the National COVID-19 Immunisation Programme



NATIONAL COVID-19 IMMUNISATION PROGRAMME

LINDUNG DIRI, LINDUNG SEMUA.

THE SPECIAL COMMITTEE FOR ENSURING ACCESS TO COVID-19 VACCINE SUPPLY (JKJAV) 18 FEBRUARY 2021

97% of the employees of CMRM and property managers have signed up



#HappyVaccination Rewards with Gurney Plaza

Vaccinated? Well done! Present your MySejahtera mobile application and show your vaccination certificate to redeem these amazing deals from our F&B tenants! Terms and Conditions Apply!



The mines

SUDAHKAN ANDA DIVAKSIN?

Tunjukkan maklumat pengesahan dalam MySejahtera anda untuk dapatkan **BAUCAR-BAUCAR MENARIK!**

CapitaStar

LEBIH GANJARAN dengan mendaftar sebagai ahli CapitaStar!

300 Star\$ Ganjaran untuk ahli baru

100 Star\$ Ganjaran untuk ahli sedia ada

Kunjungi Kaunter Infomasi kami di Tingkat 3 The Mines untuk dapatkan ganjaran anda!

*Terdahulu pada tempo dan syarat.

In support of the Government's National COVID-19 Immunisation Programme, two of our malls offered attractive deals and shopping vouchers to thank the vaccinated individuals

Enhancing Portfolio Resilience

Enhancing resilience through geographical and sector diversified portfolio to provide long-term and sustainable returns for Unitholders

- Obtained ~100% unitholders' approval at recent EGM for CMMT's proposal on expansion of investment mandate
- The Manager – CapitaLand Malaysia Mall REIT Management Sdn. Bhd., has changed its name to “CapitaLand Malaysia REIT Management Sdn. Bhd.” with effect from 7 July 2021 in line with the expanded investment objective and policy of CMMT
- Pending regulatory authority approvals, CMMT will be known as CapitaLand Malaysia Trust (CLMT)
- CLMT will be the **dedicated Malaysia-listed REIT for CapitaLand’s non-lodging Malaysia business**

Name	Current	Proposed	Remarks
REIT	CapitaLand Malaysia Mall Trust	CapitaLand Malaysia Trust	• Lodgment of amended trust deed with Securities Commission Malaysia
Stock Ticker	CMMT	CLMT	• Approval required from Bursa Malaysia



Thank you

For enquiries, please contact: Ms Jasmine Loo (Investor Relations)

Email: jasmine.loo@capitaland.com

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(<http://www.cmmt.com.my>)

