

# FIRST QUARTER 2005 FINANCIAL RESULTS PRESENTATION



**21st April 2005** 

### **Disclaimers**

This presentation is focused on comparing actual results versus forecasts stated in the CMT Circular to Unitholders dated 20 July 2004. This shall be read in conjunction with paragraph 9 of CMT 2005 First Quarter Unaudited Financial Statement Masnet announcement.

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, competition from similar developments, shifts in expected levels of property rental income, changes in operating expenses, including employee wages, 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 Manager's current view of future events.



# Financial Highlights

# Financial Results: 1 January to 31 March 2005

### Distribution Per Unit of 2.47 cents Exceeds Forecast by 7.3%

	Actual vs. Forecast <sup>1</sup>		Variance	Change%
Distributable income	S\$29.84 m	S\$27.81 m	+ S\$2.03m	+ 7.3
Distribution per unit	2.47¢	2.30¢	+ 0.17¢	+ 7.3
Annualised distribution per unit	10.02¢	9.34¢	+ 0.68¢	+ 7.3
Annualised distribution yield (based on unit price of S\$2.21 on 20 April 2005)	4.53%	4.22%	+ 0.31%	+ 7.3

Rental rates for leases renewed/new leases<sup>2</sup>: (1 January – 31 March 2005)

•	Achieved vs preceding rental rates	+	14.8%	
	Achieved vs forecast rental rates <sup>3</sup>	+	6.7%	

- 1. Based on management's forecast shown in the CMT Circular dated 20 July 2004.
- Only renewal of retail units not budgeted to be affected by AEI works were taken into account, 55 units originally budgeted to be affected by AEI works at IMM Level 2 were excluded from the analysis. Renewal of two units at Junction 8 were excluded from the analysis as they occupied less than 0.1% of Junction 8's total NLA and their impact on the portfolio is insignificant.
- 3. Forecast rental rates is the basis for forecast shown in the CMT Circular dated 20 July 2004.



# 1Q 2005<sup>1</sup> DPU Increased 10% over 1Q 2004<sup>2</sup>

	1Q 2005 <sup>1</sup> v	s. 1Q 2004 <sup>2</sup>	Variance	Change%
Annualised distribution per unit	10.02¢	9.10¢	+ 0.92¢	+ 10
Annualised distribution yield (based on unit price of S\$2.21 on 20 April 2005)	4.53%	4.12%	+ 0.41%	+ 10



<sup>1.</sup> For the period 1 Jan – 31 Mar 2005.

<sup>2.</sup> For the period 1 Jan – 31 Mar 2004.

### **Distribution Details**

**Distribution Period** 

1 January to 31 March 2005

**Distribution Rate** 

2.47 cents per unit

**Distribution Timetable** 

**Notice of Book Closure Date** 

21 April 2005

Last Day of Trading on "cum" Basis

27 April 2005, 5.00 pm

**Ex-Date** 

28 April 2005, 9.00 am

**Book Closure Date** 

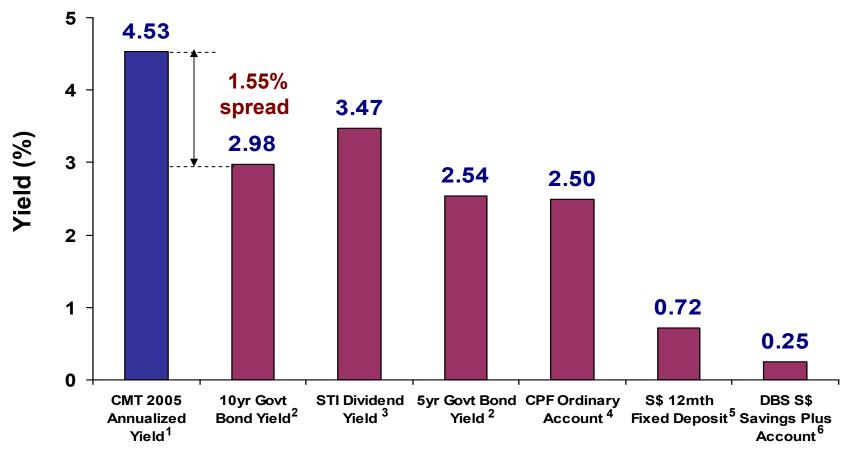
3 May 2005, 5.00 pm

**Distribution Payment Date** 

30 May 2005



# **Attractive Yield With Growth Potential**



#### Source: Bloomberg, CMTML, CPF Board

- 1. Based on unit price of S\$2.21 on 20 April 2005 and annualized DPU of 10.02 cents for the period 1 January to 31 March 2005.
- 2. As at 20 Apr 2005.
- 3. As at 8 Apr 2005.
- 4. Applicable for the current quarter.
- 5. As at 28 Feb 2005
- 6. As at 20 Apr 2005 (DBS Savings Plus for remaining balance above S\$100,000).





# **Financial Results**

# **Distribution Statement : 1 Jan to 31 Mar 2005**

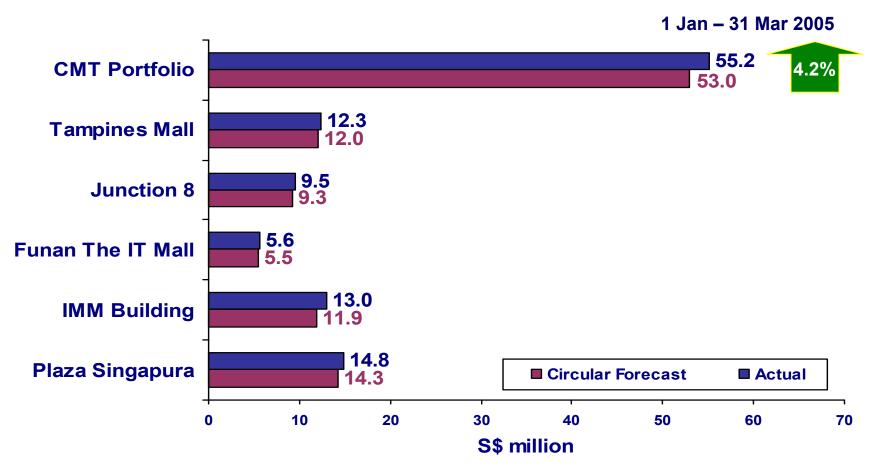
1 Jan to 31 Mar 2005	Actual S\$'000	Forecast <sup>1</sup> S\$'000	Variance (%)
Gross Revenue Less property expenses	55,191 (19,794)	52,957 (19,195)	4.2 3.1
Net property income	35,397	33,762	4.8
Interest Income Administrative expenses Interest expenses	1,175 (3,765) (4,945)	1,269 (3,767) (5,369)	(7.4) (0.1) (7.9)
Net income before tax	27,862	25,895	7.6
Non-tax deductible (chargeable) items	1,974	1,916	3.4
Distributable income to unitholders	29,836	27,811	7.3
Distribution per unit (in cents) for period	2.47 ¢	2.30 ¢	7.3
Annualised distribution per unit (in cents)	10.02 ¢	9.34 ¢	7.3

<sup>1.</sup> Based on management's forecast shown in the CMT Circular dated 20 July 2004.



# **Property Gross Revenue**

#### **Gross Revenue Exceeded Forecast<sup>1</sup> Across The Portfolio**

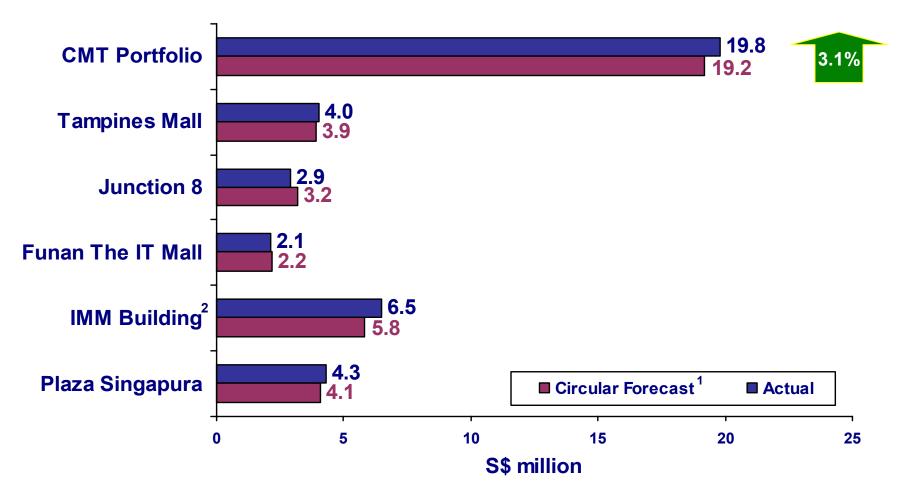


1. Based on management's forecast shown in the CMT Circular dated 20 July 2004.



# **Property Operating Expenses**

1 Jan - 31 Mar 2005

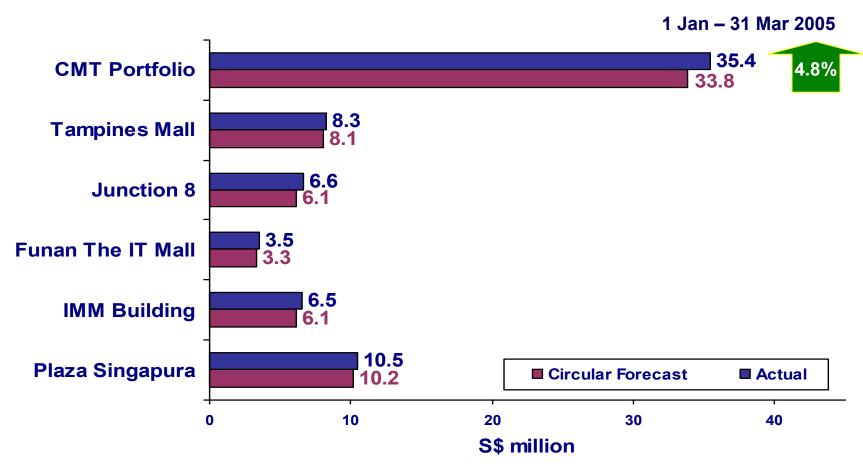


- 1. Based on management's forecast shown in the CMT Circular dated 20 July 2004.
- 2. Mainly due to non recurring maintenance cost and higher property tax due to higher rental revenue.



# **Net Property Income**

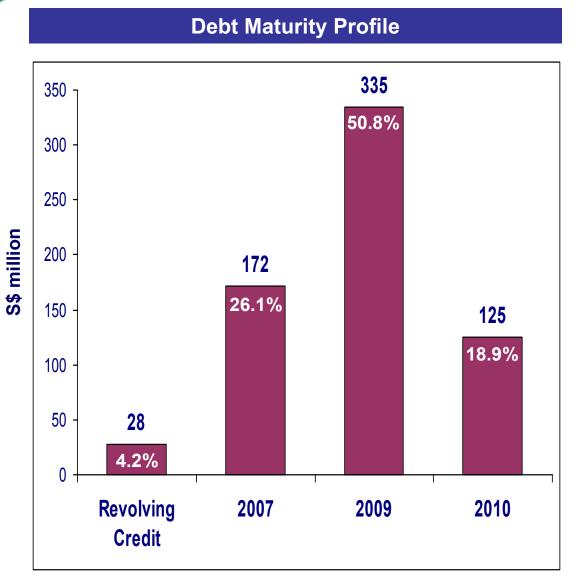
#### **Net Property Income Exceeded Forecast<sup>1</sup> Across The Portfolio**



1. Based on management's forecast shown in the CMT Circular dated 20 July 2004.



# **Debt Capital Information as at 31 March 2005**



#### **Key Statistics**





# **Balance Sheet**

#### As at 31 March 2005

	S\$'000
Non Current Assets	2,296,420
Current Assets	33,717
Total Assets	2,330,137
Current Liabilities	50,995
Non Current Liabilities	686,074
Less Total Liabilities	737,069
Net Assets	1,593,068
Unitholders' Funds	1,593,068
Units In Issue ('000 units)	1,204,982 <sup>1</sup>

Net Asset Value per unit (as at 31 March 2005)

Adjusted Net Asset Value per unit (excluding distributable income)

Unit price as at 31 March 2005

**Premium to Adjusted NAV** 

S\$1.32 S\$1.30 S\$2.04 56.9%

Based on the new FRS 102 Share-Based Payment effected in 2005, 726,487 new units which will be issued in May 2005 as payment of asset management fees for 1Q 2005 were included in the unitholders' funds.





# **CMT Performance**

# CMT Performance from 1 Jan to 20 Apr 2005



25.6% Unit Price Appreciation



27.0% Total Return (including 1Q 2005 DPU)

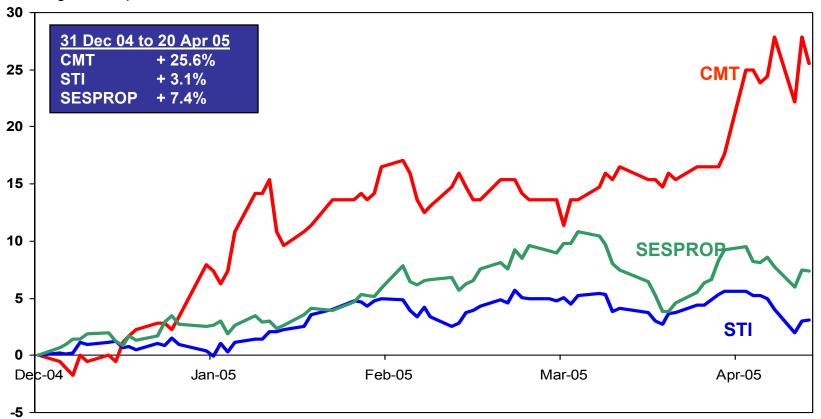


25.6% Growth In Market Cap



**Outperformed STI & Property Stocks** 

% change in unit price/index value



STI – Straits Times Index, SESPROP – Singapore Property Equities Index Source : Bloomberg, CMTML



### CMT Performance since IPO (Jul 2002) to 20 Apr 05



130% Unit Price Appreciation



155% Total Return



**48% Growth in Annualised DPU** (1Q 2005 actual vs IPO 2002 forecast)



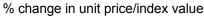
140% Growth in Asset Size

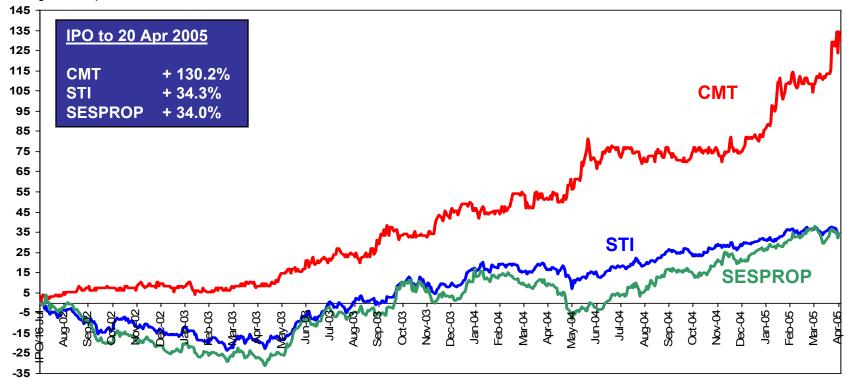


275% Growth In Market Cap



**Outperformed STI & Property Stocks** 





STI – Straits Times Index, SESPROP – Singapore Property Equities Index Source : Bloomberg, CMTML





# **Portfolio Update**

# **Summary of Renewals / New leases**

### Rental Improvements through Better Asset Planning & Active Leasing Strategy

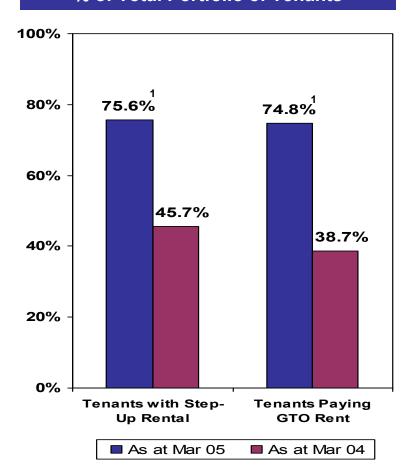
From 1 January to 31 March 2005 (Excluding Newly Created Units)							
Property	No. of Renewals/	Net Letta	ble Area	Increase/(D Current Rent	,		
	New Leases	Area (sq ft)	% Total NLA <sup>1</sup>	Forecast Rental Rates <sup>2</sup>	Preceding Rental Rates		
Tampines Mall	8	19,869	6.2%	11.4%	17.2%		
Funan The IT Mall	4	15,867	5.8%	8.7%	6.7%		
IMM Building <sup>3</sup>	10	5,702	1.4%	2.0%	10.0%		
Plaza Singapura	10	30,593	6.3%	3.8%	17.8%		
CMT Portfolio <sup>4</sup>	32	72,031	4.9%	6.7%	14.8%		

- 1. As at 31 March 2005.
- 2. Forecast rental rates is the basis for forecast shown in the CMT Circular dated 20 July 2004.
- 3. Only renewal of retail units not budgeted to be affected by AEI works were taken into account, 55 units originally budgeted to be affected by AEI works at Level 2 were excluded from the analysis.
- 4. Renewal of two units at Junction 8 were excluded from the analysis as they occupied less than 0.1% of Junction 8's total NLA and their impact on the portfolio is insignificant.

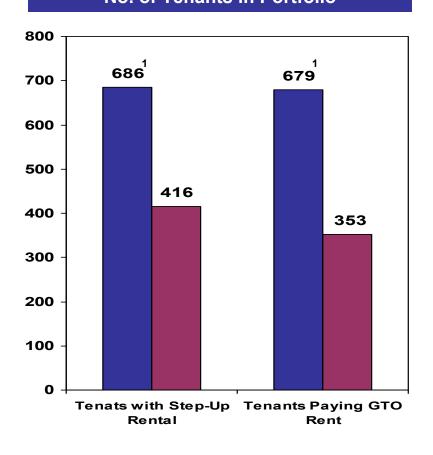


# **Gross Turnover Rent & Step-Up Leases**





#### No. of Tenants in Portfolio



I. Improvement largely due to the acquisition of Plaza Singapura. As at 31 March 2005, Plaza Singapura has 92.4% of tenants with step-up rental and 92.9% of tenants paying GTO rent.



# Portfolio Lease Expiry Profile By Year

As at 31 March 200	31 March 2005		March 2005 Net Lettable Area		<b>Gross Rental Income</b>	
No. of Leases		Sq. ft.	% of total <sup>1</sup>	S\$'000	% of total <sup>2</sup>	
Apr-Dec 2005	338	513,187	23.3%	3,613	21.7%	
2006	560	740,323	33.6%	6,763	40.6%	
2007	247	414,205	18.8%	4,215	25.3%	
2008	44	185,639	8.4%	1,482	8.9%	

#### Weighted Average Lease Term to Expiry by Rental & NLA

CMT Portfolio	As at 31 March 2005
By Gross Rent	1.72 years
By Net Lettable Area	1.62 years

<sup>1.</sup> As percentage of total NLA as at 31 March 2005.



<sup>2.</sup> As percentage of total gross rental income for the month of March 2005.

# Portfolio Lease Expiry Profile for 2005 By Property

For the period Apr - Dec 2005						
As at 31 March 2005	Net Lett	able Area	Gross Rental Income			
	No. of Leases	Sq. ft.	% of total <sup>1</sup>	S\$'000	% of total <sup>2</sup>	
Tampines Mall	34	63,583	19.9%	729	20.2%	
Junction 8	20	33,716	13.9%	324	11.4%	
Funan The IT Mall	28	109,531	40.3%	560	34.1%	
IMM Building	188	259,832	29.4%	1,236	31.1%	
Plaza Singapura	68	46,525	9.5%	764	16.7%	
CMT Portfolio	338	513,187	23.3%	3,613	21.7%	

<sup>1.</sup> As percentage of total NLA as at 31 March 2005.



<sup>2.</sup> As percentage of total gross rental income for the month of March 2005.

# **High Committed Occupancy Rates at All Malls**

### Occupancy Rates<sup>1</sup> Close to 100% as at 31 March 2005

	As at 31 Dec 03	As at 31 Mar 04	As at 30 Jun 04	As at 30 Sep 04	As at 31 Dec 04	As at 31 Mar 05
Tampines Mall	99.3%	100.0%	99.9%	99.9%	100.0%	100.0%
Junction 8	100.0%	100.0%	97.6%	99.8%	99.8%	100.0%
Funan The IT Mall	99.3%	98.8%	99.5%	99.8%	100.0%	98.9%2
IMM Building	98.5%	95.6%	98.6%	99.3%	99.4%	99.8%
Plaza Singapura	NA	NA	NA	98.0%	100.0%	100.0%
CMT Portfolio	99.1%	98.3%	98.9%	99.2%	99.8%	99.6%

<sup>1.</sup> Information is based on retail space only.



<sup>2.</sup> Lower occupancy rate due to AEI works at Level 5.

### Rental Upside Potential at Plaza Singapura

### Plaza Singapura's Average Rental Increased 11% Since Acquisition

(per sq ft / mth)	Level 1	Level 2	Level 4	Average
As at 30 Apr 04 <sup>1</sup>	\$18.44	\$13.38	\$8.21	\$8.59
As at 31 Mar 05 <sup>1</sup>	\$21.51 (+16.6%)	\$15.82 (+18.2%)	\$9.85 (+20.0%)	\$9.54 (+11.1%)

### Further Rental Upside vs Tampines Mall & Junction 8

(per sq ft / mth)	Plaza Singapura	Tampines Mall	Junction 8
Average Rental Rate As at 30 Apr 04 As at 31 Mar 05	\$8.59	\$11.11	\$10.15
	\$9.54	<b>\$11.56</b>	\$11.93

1. Based on specialty units which are less than 6,000 sq ft.





# Thank You





CapitaMall Trust Management Limited 39 Robinson Road, #18-01 Robinson Point Singapore 068911

> Tel: (65)-6536 1188 Fax: (65)-6536 3884

http://www.capitamall.com

