

# **CAPITAMALL TRUST**

## ***Singapore's First & Largest REIT***



## **Annual General Meeting**

**13 April 2011**



# 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, 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 CapitaMall Trust Management Limited's (the manager of CapitaMall Trust ("CMT", and the manager of CMT, the "Manager")) current view of future events.

The value of units in CMT ("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.

The past performance of CMT is not necessarily indicative of the future performance of CMT.

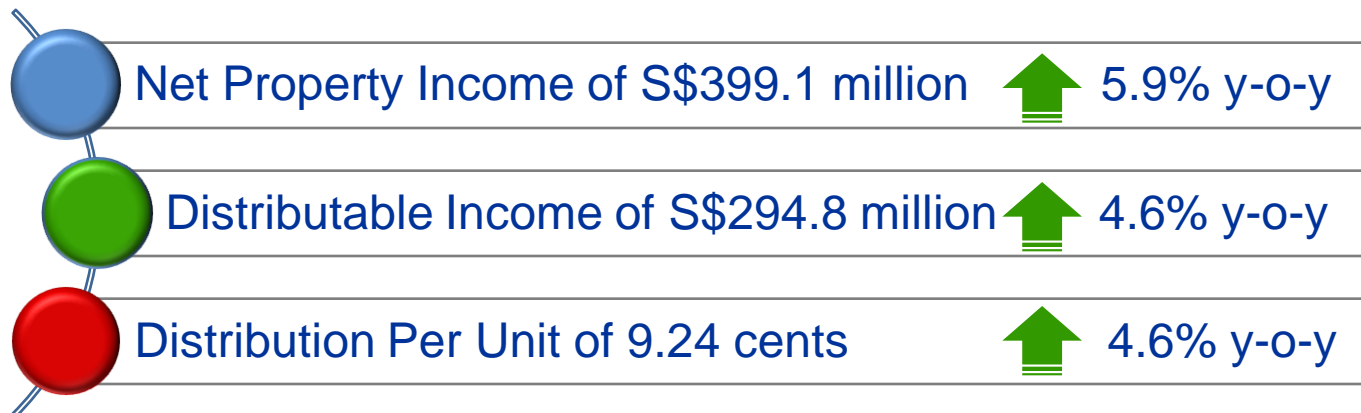
# Key Highlights for FY2010






# Consistent Performance, Sustainable Growth

- Recovery and consolidation in FY2010
  - Singapore's GDP grew 14.5%
  - Tourist arrivals hit record high of 11.6 million as at December 2010
  - Confidence returns to retail market
- CMT produced Good, Steady financial results

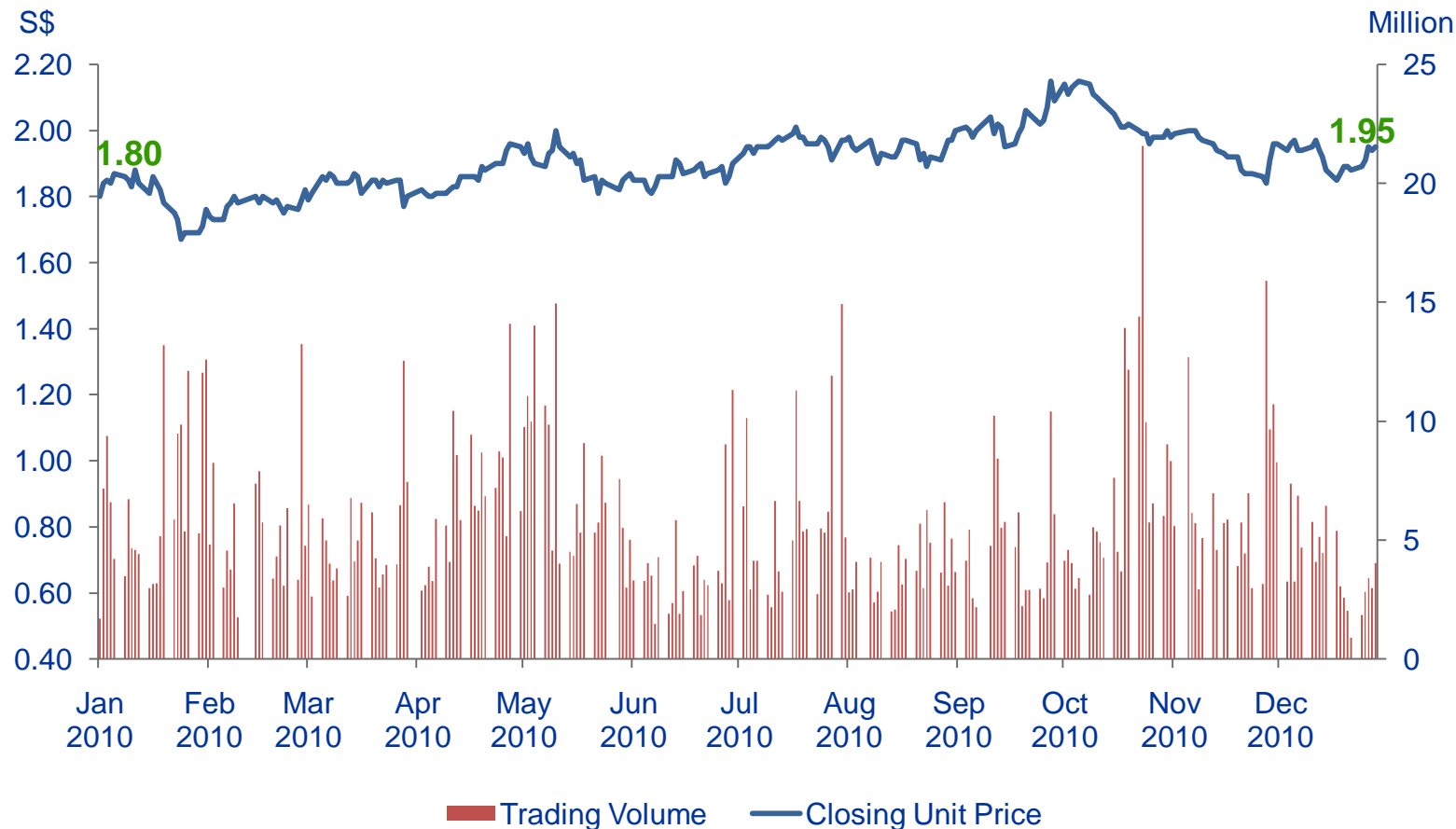




# CMT Unit Price and Trading Volume

## 1 Jan 2010 to 31 Dec 2010

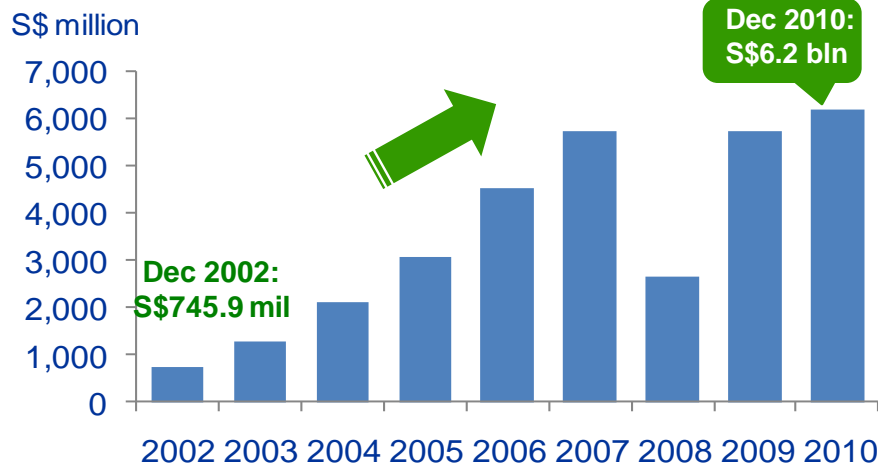
Unit Price  8.3%; Total Unitholder Return  13.5%



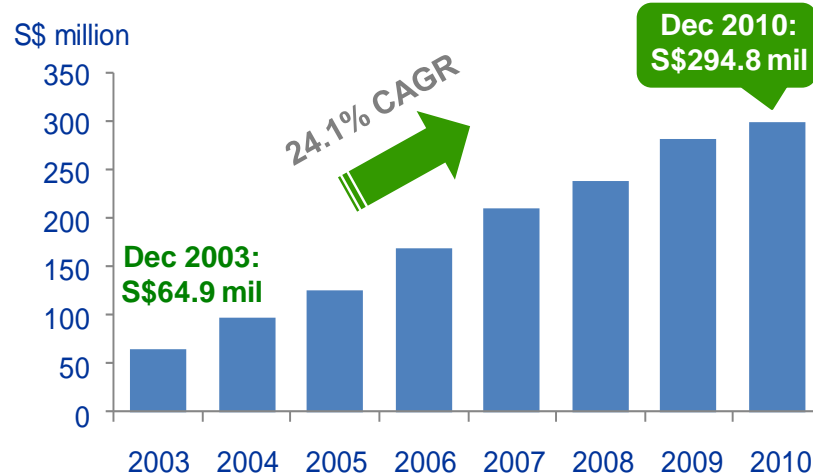


# Delivering Solid Performance Since 2002

## Market Capitalisation



## Distributable Income



## As at Dec 2002

3

No. of Properties

S\$1.0 bln

Total Assets

436

No. of Leases

## As at Dec 2010

15

S\$8.1 bln

2,427



# Proactive Capital Management

**Raised S\$1.85 billion in 7 Notes/Bond Issuances**

	<b>Date</b>	<b>Tenor</b>	<b>Interest Rate per annum</b>
S\$100 million MTN	Jan 2010	5-year	3.288%
S\$100 million MTN	Mar 2010	7-year	3.85%
US\$500 million (S\$699.5 million) Euro-MTN	Apr 2010	5-year	3.794% <sup>(1)</sup>
S\$150 million MTN	Sep 2010	4-year	2.85%
S\$150 million MTN	Sep 2010	7-year	3.55%
S\$300 million retail bonds	Feb 2011	2-year	2.00%
S\$350 million convertible bonds	Mar 2011 <sup>(2)</sup>	3-year	2.125%

(1) US\$500.0 million 4.321% fixed rate notes were swapped to S\$699.5 million at a fixed interest rate of 3.794% p.a. in April 2010.

(2) In March 2011, the Manager has priced and placed its offering of S\$350.0 million 2.125% Convertible Bonds due 2014 and the Convertible Bonds are expected to be issued on or about 19 April 2011.





# Proactive Capital Management

## Retail Bonds – Tapping A New Source of Debt

**\$S300.0 million  
raised in Feb 2011**

- 2-year retail bonds
- 2.0% interest rate per annum
- Strong investor interest; 4 times over-subscribed

**SHOP · DINE BOND**  
PUBLIC OFFER OPENS NOW!  
9 a.m. 17 February to 12 p.m. 23 February  
With as little as S\$2000

**2% p.a. from our 2-year Retail Bonds**

**CapitaMall Trust**

**APPLY FOR CAPITAMALL TRUST'S 2-YEAR RETAIL BONDS**  
Issuer: HSBC Institutional Trust Services (Singapore) Limited, in its capacity as Trustee of CapitaMall Trust

**PUBLIC OFFER**  
**2-year Retail Bonds: 2% p.a.**  
• Issue Size: Up to S\$50 million in aggregate principal amount of 2-year Bonds. The offeror of the Bonds, may, at its discretion and in consultation with DBS Bank Ltd as Lead Manager, increase the issue size.  
• Maturity Date: 25 February 2013  
• Interest: 2% per annum  
• Interest Payment Dates: Payable Annually in Arrear: 25 February 2012 and 25 February 2013  
• Issue Price: S\$1 per S\$1 in principal amount of the 2-year Bonds  
• Minimum Application Amount: S\$2,000  
Note: If the payment date falls on a Saturday, Sunday and/or Singapore public holiday, payment will be made on the next business day in Singapore (unless any interest in respect of the Bonds).

**HOW TO APPLY**  
Applications under the Public Offer may only be submitted during the time periods described below for such other time periods as the Issuer at its discretion may, with the approval of the Singapore Exchange Securities Trading Limited (if required) and the agreement of the Lead Manager, decide.

Opening date and time	Closing date and time
17 February 2011 at 9:30 a.m.	23 February 2011 at 12:00 p.m.

Public Offer via ATM of DBS Bank (including POSB), CCB Bank and UOB Group and internet banking website of DBS Bank.

**Navigation Guide for DBS/POSB ATM**  
Insert CARD or UOB ATM Card  
→ PIN  
Select "More Services"  
→ Select "S\$1,000 Saver S\$2,000 Minimum"  
→ Select "Electronic Security Deposit"  
→ Select "S\$2,000 Saver S\$2,000 Minimum"  
→ Select "YES/YES"

**Navigation Guide for CCB ATM**  
Insert CARD ATM Card  
→ PIN  
Select "MORE SERVICES"  
→ Select "ELECTRONIC SECURITY DEPOSIT"  
→ Select "YES/YES"

**Navigation Guide for UOB ATM**  
Insert UOB ATM Card  
→ PIN  
Select "Cash/Withdrawal/Deposit"  
→ Select "Electronic Security Deposit"  
→ Select "YES/YES"

\* As advised by the relevant Participating Bank.

The text of this advertisement is an extract from the offer information statement dated 16 February 2011 (the "Offer Information Statement") and is incomplete on its own. This advertisement is qualified in its entirety by and should be read in conjunction with the full text of the Offer Information Statement lodged with the Monetary Authority of Singapore (the "Authority"). Terms used but not defined herein shall have the meanings given to them in the Offer Information Statement.

A printed copy of the Offer Information Statement may be obtained on request, subject to availability, during operating hours from selected branches of DBS Bank (including POSB). A copy of the Offer Information Statement is also available on the Authority's OPIA website <http://comnet.mas.gov.sg/applybonds>.

Anyone wishing to subscribe for the Bonds should read the Offer Information Statement in full and must make an application in the manner set out in the Offer Information Statement.

This advertisement is not, and does not purport to be, investment advice. Investors should also consult their own legal, tax, accounting, financial and other professional advisers to assist them in determining the suitability of the Bonds for them as an investment. Investors should make an investment only after they have determined that such investment is suitable for their financial investment objectives. Investors should consider carefully whether the Bonds are suitable for them in light of their experience, objectives, financial position and other circumstances.

This advertisement is not a prospectus nor does it constitute an invitation or offer to acquire, purchase or subscribe for the Bonds in any other jurisdiction where it is unlawful to do so. This advertisement may not be forwarded to any other person and may not be reproduced in any manner whatsoever. Any forwarding, distribution or reproduction of this advertisement in whole or in part is unauthorized.

Nothing in this advertisement constitutes an offer of securities for sale in the United States or any other jurisdiction where it is unlawful to do so. Neither this advertisement nor any copy or portion of it may be sent or taken, transmitted or distributed, directly or indirectly, into the United States (including its territories and possessions, any state of the United States and the District of Columbia). The Bonds have not been, and will not be, registered under the United States Securities Act of 1933, as amended (the "Securities Act") or the securities laws of any state of the United States and may not be offered, sold or delivered within the United States, except in certain transactions exempt from the registration requirements of the Securities Act. No public offering of the Bonds will be made in the United States.

In the event of any ambiguity, discrepancy or omission between this advertisement and the Offer Information Statement, the contents of the Offer Information Statement shall apply and prevail.

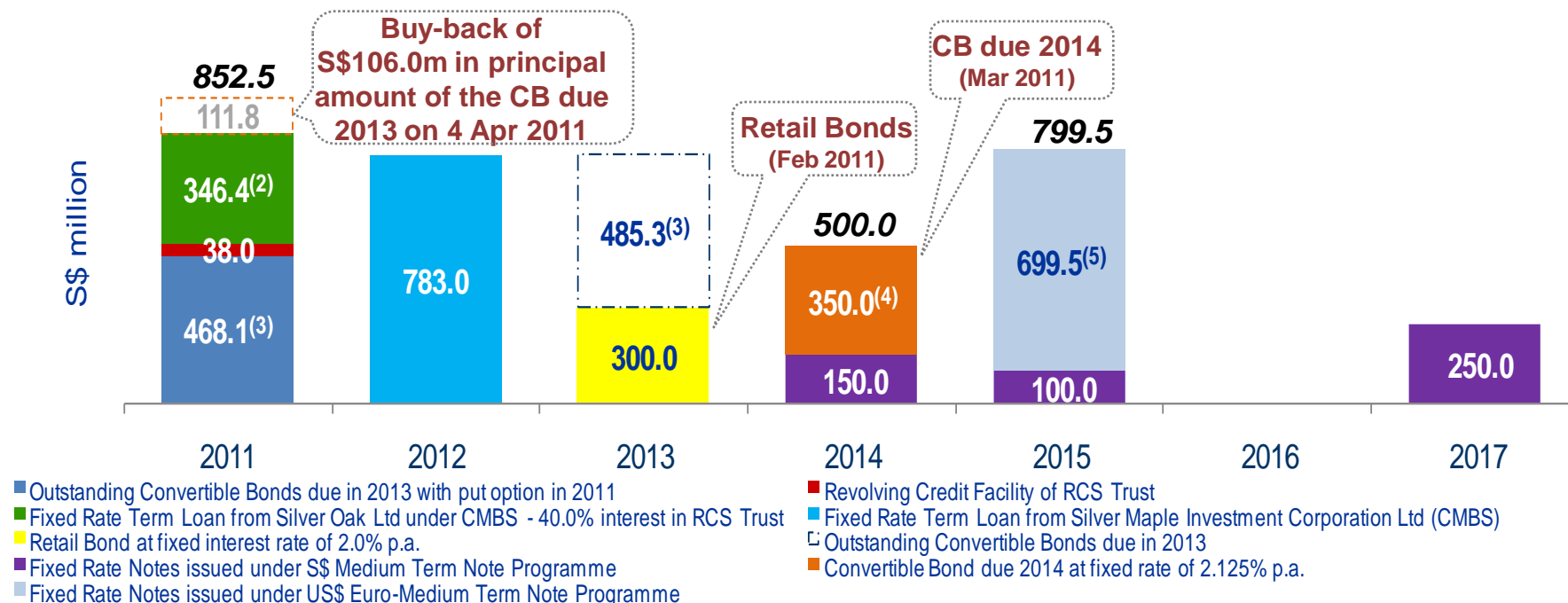
Managed by  
CapitaMall Trust Management Limited  
A wholly-owned subsidiary of  
**CapitaMalls Asia**  
Sole Bookrunner and Lead Manager  
**DBS**  
Tel: 1800 111 1111 (DBS Bank)  
Tel: 1800 100 0000 (POSB)  
[www.db.com](http://www.db.com)





# Proforma<sup>(1)</sup> Debt Maturity Profile

Extended Debt Tenor, Reduced Lumpiness & Diversified Sources of Funds



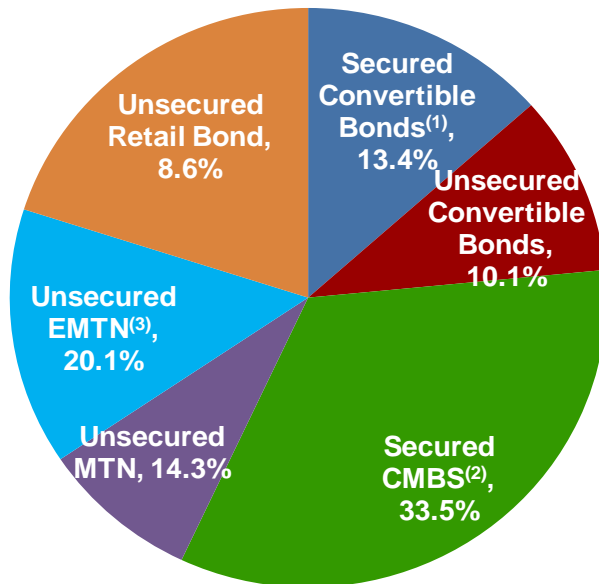
- (1) As at 31 December 2010, adjusted for a 2-year S\$300.0 million retail bond issued on 25 February 2011 at 2.0% p.a., a 3-year S\$350.0 million Convertible Bonds due 2014 at 2.125% p.a. and the repurchase of S\$106.0 million in principal amount of the 1.0% Convertible Bonds due 2013 (CB due 2013).
- (2) CMT's 40.0% share of Commercial Mortgage Backed Security ("CMBS") debt taken at RCS Trust level to part finance the Raffles City Singapore acquisition. Of the total S\$866.0 million CMBS, S\$136.0 million (40.0% share thereof is S\$54.4 million) is "AA" rated, the balance is "AAA" rated.
- (3) The outstanding S\$444.0 million in principal amount of the CBs due 2013 may be redeemed in whole or in part at the option of bondholders on 2 July 2011 at 105.43% of the principal amount. The final redemption price upon maturity on 2 July 2013 is equal to 109.31% of the principal amount.
- (4) In March 2011, CMT Manager has priced and placed S\$350.0 million 2.125% Convertible Bonds due 2014 (CB due 2014) and the CB due 2014 are expected to be issued on or about 19 April 2011.
- (5) US\$500.0 million 4.321% fixed rate notes were swapped to S\$699.5 million at a fixed interest rate of 3.794% p.a. in April 2010.



# Proactive Capital Management

## Diversified Sources of Funds

### Sources of Funds, as at 31 Dec 2010 (Proforma)



Secured Borrowings	46.9%
Unsecured Borrowings	53.1%

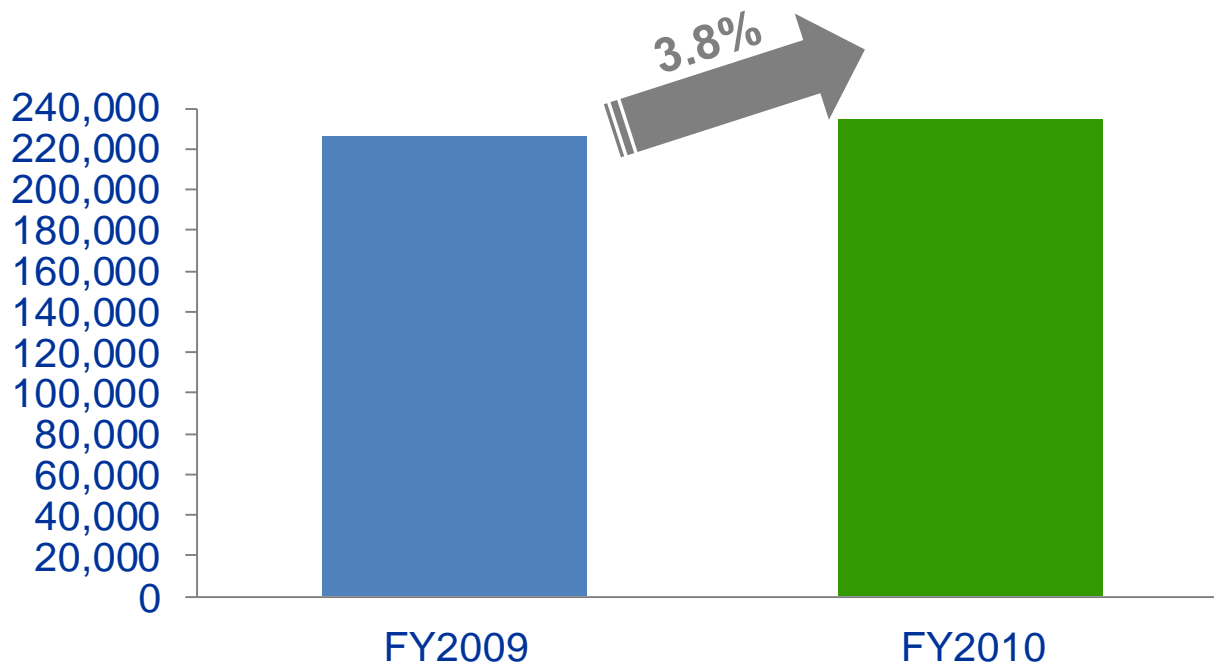
- (1) Based on S\$468.1 million, which is the put price of 105.43% of the outstanding principal amount of S\$444.0 million. The outstanding S\$444.0 million Convertible Bonds due 2013 may be redeemed in whole or in part at the option of bondholders on 2 July 2011 at 105.43% of the principal amount. The final redemption price upon maturity on 2 July 2013 is equal to 109.31% of the principal amount.
- (2) Included CMT's 40.0% share of Commercial Mortgage Backed Security ("CMBS") debt taken at RCS Trust level to part finance the Raffles City Singapore acquisition. Of the total CMBS of S\$866.0 million, S\$136.0 million (40.0% share thereof is S\$54.4 million) is "AA" rated, the balance is "AAA" rated.
- (3) US\$500.0 million 4.321% fixed rate notes were swapped to S\$699.5 million at a fixed interest rate of 3.794% p.a. in April 2010.



# Shopper Traffic Grew in 2010

**More than 19 Million Shoppers Visit CMT's Malls Each Month**

Shopper Traffic <sup>(1)</sup> ('000)



Source: Company data

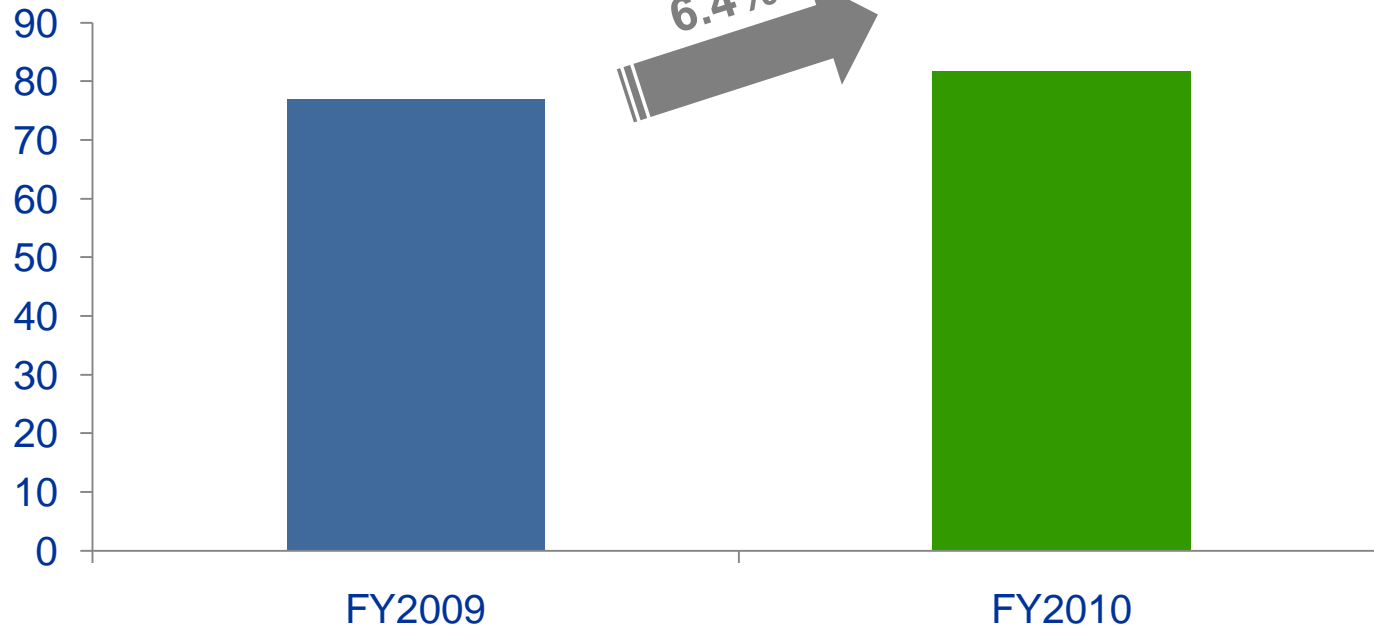
(1) For comparable basis, the chart includes the entire CMT portfolio of malls, except JCube (formerly known as Jurong Entertainment Centre) which has ceased operations for asset enhancement works and the following for which traffic data was not available for the period: Hougang Plaza and The Atrium@Orchard.



# Portfolio Gross Turnover for FY 2010

**FY 2010 Gross Turnover Increased by 6.4% Y-o-Y**

Gross Turnover<sup>(1)</sup>  
(\$ psf/mth)



Source: CMTML, CMA

(1) Based on gross turnover submitted by tenants at Tampines Mall, Junction 8, Funan DigitalLife Mall, IMM Building, Plaza Singapura, Bugis Junction, Raffles City Singapore, Lot One Shoppers' Mall, Bukit Panjang Plaza, Rivervale Mall, Sembawang Shopping Centre and Clarke Quay.



# Positive Rental Reversions By Property

From 1 January to 31 December 2010 (Excluding Newly Created and Reconfigured Units)

Property	No. of Renewals / New Leases <sup>(1)</sup>	Retention Rate	Net Lettable Area		Increase in Current Rental Rates vs Preceding Rental Rates (typically a 3-year lease)	Average Growth Rate Per Year <sup>(2)</sup>
			Area (sq ft)	Percentage of Mall		
Tampines Mall	50	80.0%	75,715	23.1%	5.5%	1.8%
Junction 8	65	66.2%	99,012	39.5%	5.7%	1.9%
Funan DigitaLife Mall	54	66.7%	110,703	37.1%	5.5%	1.8%
IMM Building <sup>(3)</sup>	100	80.0%	233,609	57.1%	7.6%	2.5%
Plaza Singapura	67	68.7%	62,545	12.6%	5.7%	1.9%
Bugis Junction	66	75.8%	44,867	10.7%	8.5%	2.8%
Raffles City Singapore <sup>(4)</sup>	61	78.7%	114,023	27.1%	6.1%	2.0%
Lot One Shoppers' Mall	25	92.0%	17,237	7.9%	4.0%	1.3%
Bukit Panjang Plaza	37	97.3%	24,720	16.3%	6.4%	2.1%
Clarke Quay	14	64.3%	73,970	28.3%	10.0%	3.2%
Other assets <sup>(5)</sup>	32	87.5%	42,312	14.9%	8.7%	2.8%
<b>CMT Portfolio</b>	<b>571</b>	<b>76.9%</b>	<b>898,713</b>	<b>25.4%</b>	<b>6.5%</b>	<b>2.1%</b>

(1) Includes only retail leases, excluding JCube (formerly known as Jurong Entertainment Centre) which has ceased operations for asset enhancement works and The Atrium@Orchard.

(2) Based on compounded annual growth rate.

(3) Based on IMM Building's retail leases.

(4) Based on Raffles City Singapore's retail leases.

(5) Includes Sembawang Shopping Centre, Hougang Plaza and Rivervale Mall.



# Strong Occupancy Maintained in 2010

	As at 31-Dec-02	As at 31-Dec-03	As at 31-Dec-04	As at 31-Dec-05	As at 31-Dec-06	As at 31-Dec-07	As at 31-Dec-08	As at 31-Dec-09	As at 31-Dec-10
Tampines Mall	100.0%	99.3%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Junction 8	100.0%	100.0%	99.8%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Funan DigitaLife Mall	99.3%	99.3%	100.0%	99.4%	99.6%	99.7%	99.8%	99.3%	100.0%
IMM Building <sup>(1)</sup>		98.5%	99.4%	99.0%	99.0%	99.9%	100.0%	99.7%	100.0%
Plaza Singapura			100.0%	100.0%	100.0%	100.0%	99.8%	100.0%	100.0%
Bugis Junction				100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Other assets <sup>(2)</sup>				99.8%	100.0%	100.0%	100.0%	99.8%	99.8%
Raffles City Singapore <sup>(3)</sup>					99.3%	100.0%	100.0%	100.0%	99.6%
Lot One Shoppers' Mall						92.7% <sup>(4)</sup>	99.3%	99.9%	99.6%
Bukit Panjang Plaza						99.9%	100.0%	99.8%	100.0%
The Atrium@Orchard							98.0%	99.1%	93.5% <sup>(5)</sup>
Clarke Quay									100.0%
<b>CMT Portfolio</b>	<b>99.8%</b>	<b>99.1%</b>	<b>99.8%</b>	<b>99.7%</b>	<b>99.5%</b>	<b>99.6%</b>	<b>99.7%</b>	<b>99.8%</b>	<b>99.3%</b>

(1) Based on IMM Building's retail leases.

(2) Includes Hougang Plaza, JCube (formerly known as Jurong Entertainment Centre), Sembawang Shopping Centre and Rivervale Mall. Years 2007 and 2008 exclude Sembawang Shopping Centre which commenced major asset enhancement works in March 2007. Years 2008, 2009 and 2010 exclude JCube which has ceased operations for asset enhancement works.

(3) Based on Raffles City Singapore's retail leases.

(4) Lower occupancy rate was due to asset enhancement works at Lot One Shoppers' Mall.

(5) Lower occupancy rate was due to non-renewal of a tenant, affected by asset enhancement works at The Atrium@Orchard.





# Successfully Completed Raffles City Singapore AEI with 100% Occupancy

## Basement 2 Link and Basement 1 Marketplace



### Value Creation<sup>(1)</sup>

1	Capex	S\$34.6 million
2	Incremental Gross Revenue	S\$4.1 million
3	Incremental NPI	S\$3.1 million
4	Return on Investment	9.0%

(1) Numbers presented above are based on 100.0% interest in Raffles City Singapore; CMT's share is only 40.0%.



# Ongoing AEI for JCube on Track

Target Opening: 1st Quarter 2012



## Manager's Projected Value Creation

1	Capex	S\$165.0 million
2	Incremental Gross Revenue	S\$23.8 million
3	Incremental NPI	S\$16.1 million
4	Return on Investment	9.7%



# Ongoing AEI for The Atrium@Orchard on Track

## Seamless Integration with Plaza Singapura



### Manager's Projected Value Creation

1	Capex	S\$150.0 million
2	Incremental Gross Revenue	S\$20.0 million
3	Incremental NPI	S\$15.6 million
4	Return on Investment	10.4%



# Latest Acquisition - Iluma at Bugis Precinct

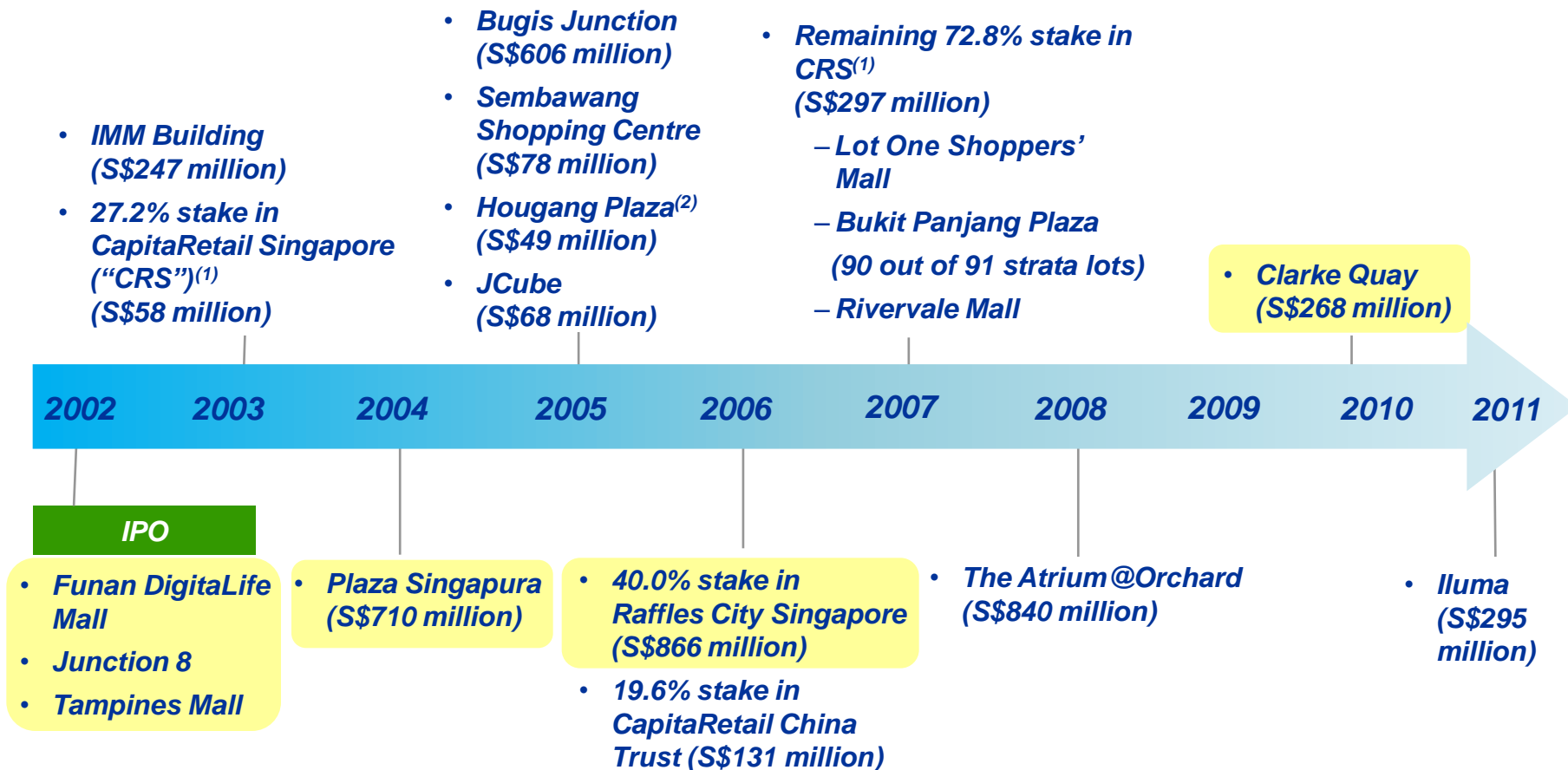
- Strategically located along Victoria Street and within Singapore's Arts, Culture, Learning and Entertainment hub in Bugis precinct
- Opposite Bugis MRT station and Bugis Junction, an existing CMT asset
- An opportunity to create synergies through integration with Bugis Junction





# Acquisition Track Record – 3 to 16 Properties

13 Acquisitions in 9 Years; 6 assets from Sponsor (including seed assets)



(1) Through Class "E" bonds.

(2) 92.4% stake purchase; 100% of the strata area was acquired in June 2006.



# Market Outlook



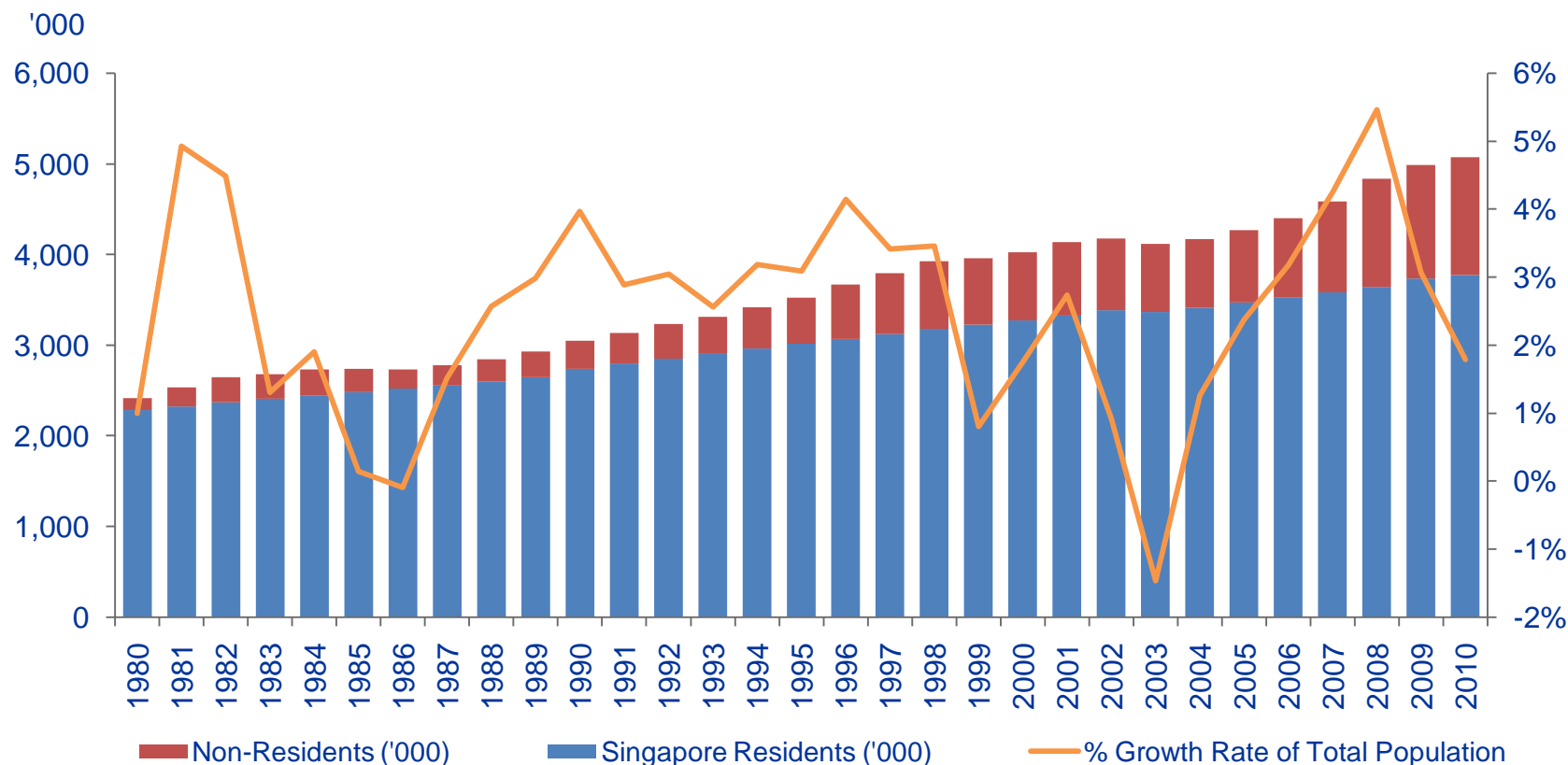




# GDP and Population Growth to Underpin Retail Demand

Singapore GDP Expected to Grow 4% to 6.0%

## Singapore Population



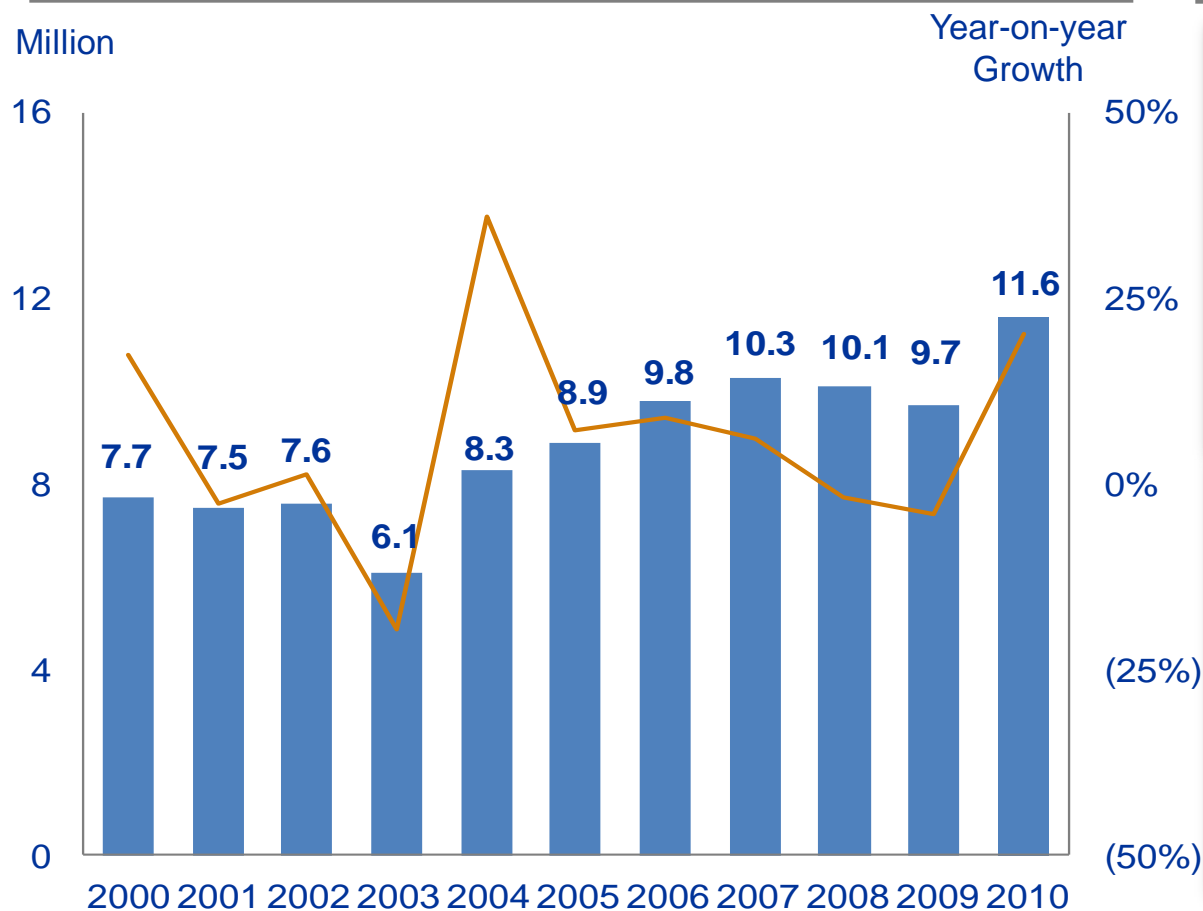
Source: Singapore Department of Statistics



# Increase in Tourist Arrivals to Benefit Retail Sector

Expected Estimate of 12 to 13 million Visitors in 2011 for Singapore

## Singapore Visitor Arrivals



Source: Singapore Tourism Board

## Tourist Attractions





# Outlook

## Resilient FY2010 performance

- Distributable income grew by 4.6% year-on-year
- Achieved positive rental reversions and strong portfolio occupancy
- Improved debt maturity profile

## Positive market outlook

- GDP and population growth to underpin retail demand
- Increase in tourist arrivals to benefit retail sector

## Initiatives to sustain growth

- Active leasing management
- Execute AEI for JCube and The Atrium@Orchard
- Explore opportunities for yield-accretive acquisitions
- Explore greenfield development projects
- Proactive capital management; extend debt maturities, reduce lumpiness and diversify sources of funding



# Thank You



## Resolution 1 (ordinary resolution)

- **To receive and adopt the Trustee's Report, the Manager's Statement, the Audited Financial Statements of CMT for the financial year ended 31 December 2010 and the Auditors' Report thereon.**



## Resolution 2 (ordinary resolution)

- To re-appoint KPMG LLP as Auditors and authorise the Manager to fix the Auditors' remuneration.





## **Resolution 3 (ordinary resolution)**

- **To authorise the Manager to issue Units and to make or grant convertible instruments.**