



CapitaLand Malaysia Trust  
**4Q 2022 Results  
Presentation**

19 January 2023



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East Coast Mall, Pahang, Malaysia

# Key Highlights

Jumpa  
@ Sungei Wang

PLAZA  
Sungei Wang

KL CITY OF LIGHTS

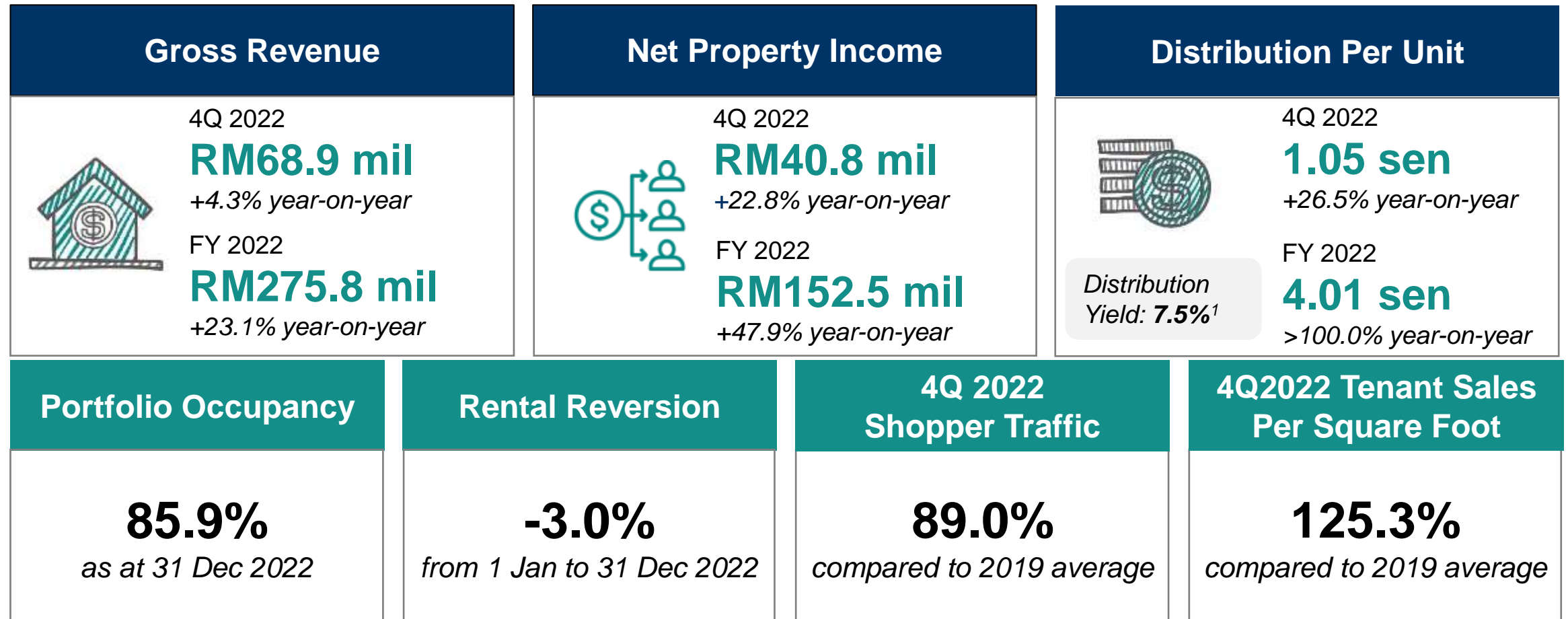
RONDA - RONDA KL

KL CITY OF LIGHTS

Sungei Wang Plaza, Kuala Lumpur, Malaysia

# Financial and Operational Highlights

- Higher revenue contribution from most CLMT's properties amidst continued retail recovery
- Portfolio occupancy improved on the back of proactive asset management



Notes:

1. Based on FY 2022 DPU of 4.01 sen and closing unit price of RM0.535 as at 31 December 2022.

# 4Q 2022 Highlights

## Strengthen market leadership in Penang

- Proposed acquisition of 91.8% of the strata floor area of retail parcels in **Queensbay Mall in Bayan Lepas, Penang** from parties related to CapitaLand Investment Limited for a total purchase consideration of RM990.5 mil
- Expected completion in **1Q 2023**

## Diversification of income resilience

- Completion of maiden logistics property in December 2022
- Fully tenanted Valdor Logistics Hub represents maiden venture into the growing logistics sector

## Sustainable Financing

- Secured **maiden offer for sustainability-linked loan** from CIMB
- The **five-year RM60 million** sustainability-linked loan facility incorporates interest rate reductions linked to pre-determined sustainability performance targets

**Commitment to grow in a responsible manner and delivering long-term sustainable returns**

# Financial Highlights

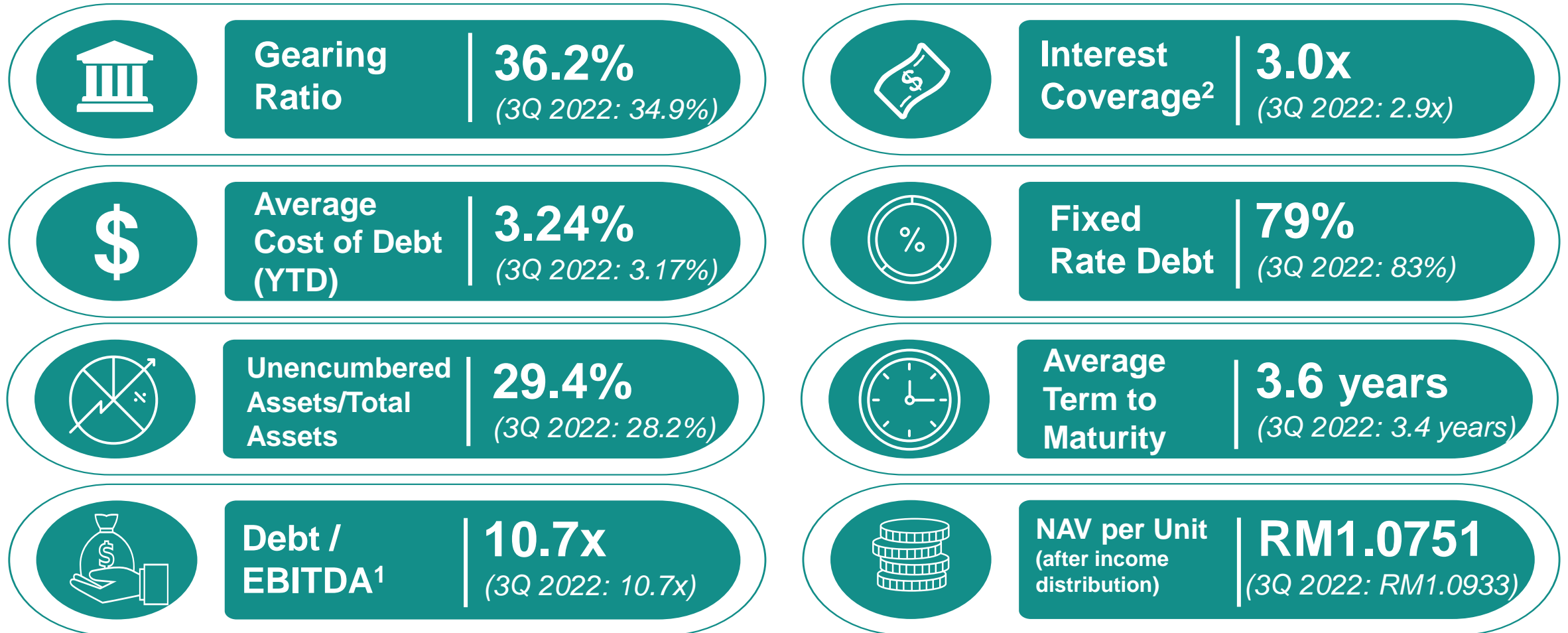
# Distribution Statement

- Higher revenue contribution from most of CLMT's malls amidst the continued recovery in retail sentiment
- Newly acquired Valdor Logistics Hub has begun contributing income from December 2022

RM'000	4Q 2022 Actual (Unaudited)	4Q 2021 Actual (Unaudited)	Change %	FY 2022 Actual (Unaudited)	FY 2021 Actual (Unaudited)	Change %
<b>Gross revenue</b>	68,899	66,062	4.3	275,817	224,107	23.1
Less: Property operating expenses	(28,095)	(32,836)	(14.4)	(123,307)	(120,969)	1.9
<b>Net property income</b>	40,804	33,226	22.8	152,510	103,138	47.9
(Loss)/Profit for the quarter/year	(14,671)	(52,389)	(72.0)	50,424	(30,393)	(265.9)
<b>Distributable income</b>	23,216	17,690	31.2	87,489	39,033	124.1
Number of units in circulation ('000)	2,206,935	2,130,856	3.6	2,206,935	2,130,856	3.6
<b>Distribution Per Unit (sen)</b>	1.05	0.83	26.5	4.01	1.84	117.9



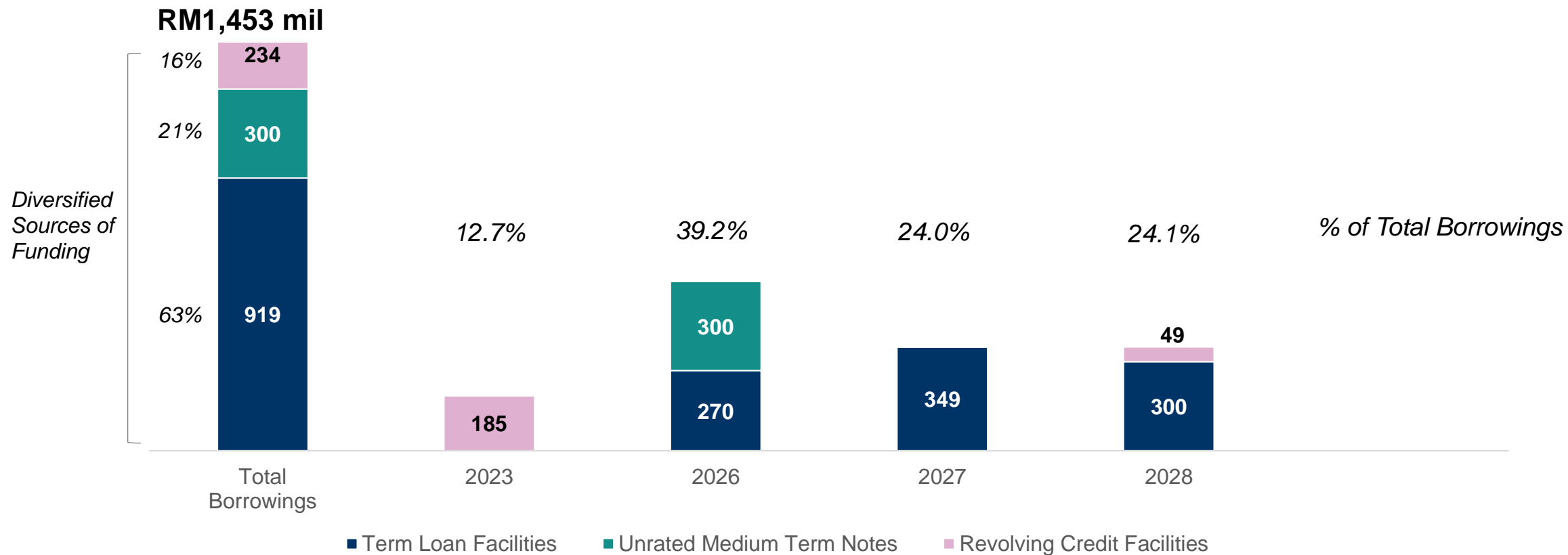
# Key Financial Indicators (as at 31 Dec 2022)



Notes:

1. Debt refers to gross debt before amortisation and EBITDA refers to earnings before interest, tax, depreciation and amortisation (excluding effects of fair value changes on investment properties) on a trailing 12-month basis.
2. Ratio of EBITDA (as defined above) over interest expense, on a trailing 12-month basis.

# Well-spread Debt Maturity Profile



# Income Distribution

<b>Distribution Period</b>	<b>1 July to 31 December 2022</b>
Distribution Per Unit (sen)	2.06 <sup>1</sup>

<b>Distribution Timetable</b>	
Notice of Book Closure Date	19 January 2023
Last Day of Trading on Cum Basis	3 February 2023
Ex-Date	7 February 2023
Book Closure Date	8 February 2023
Distribution Payment Date	22 February 2023

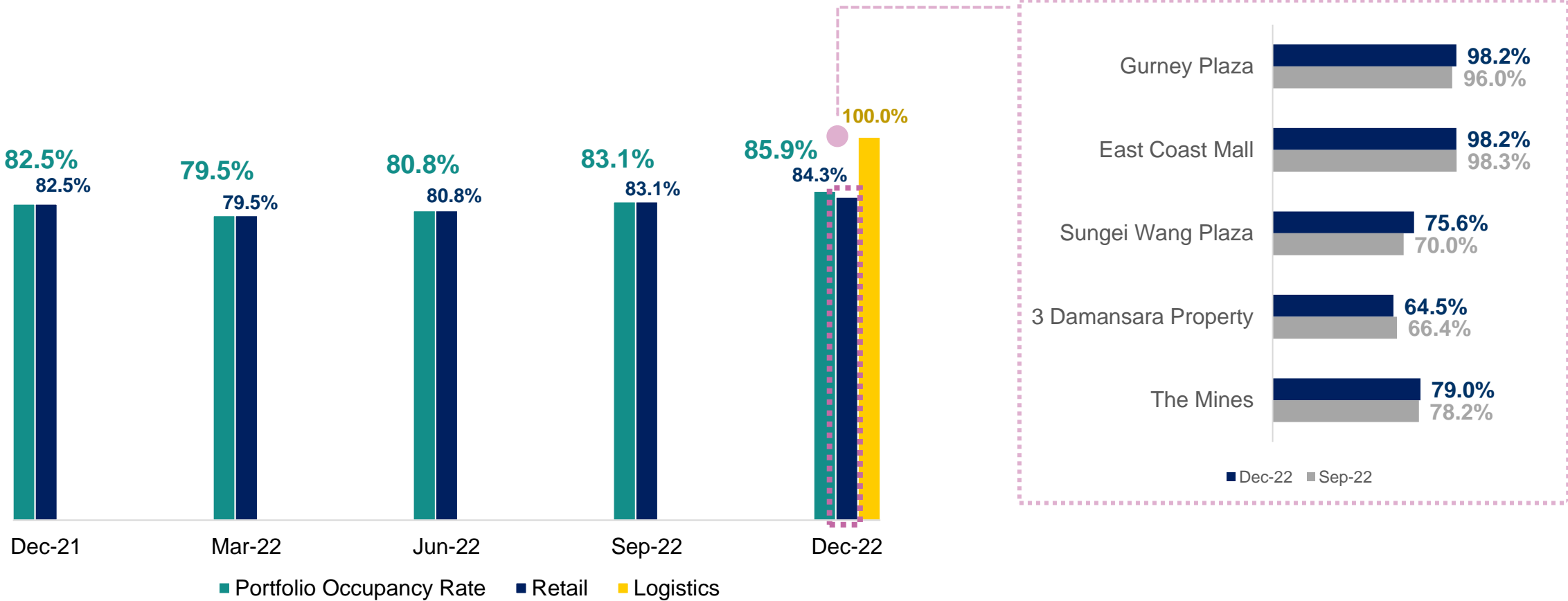
Note:

1. 2.01 sen per unit is taxable and 0.05 sen per unit is tax exempt in the hands of unitholders.

# Portfolio Update

The Mines, Selangor, Malaysia

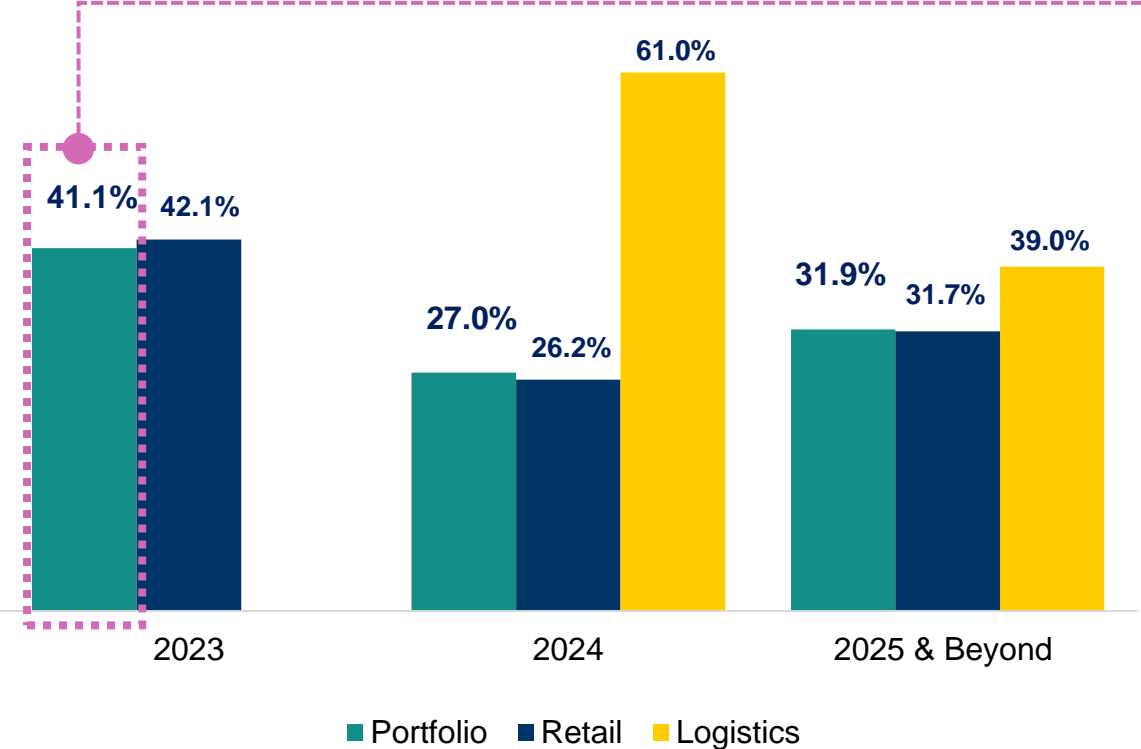
# Portfolio Occupancy Rate



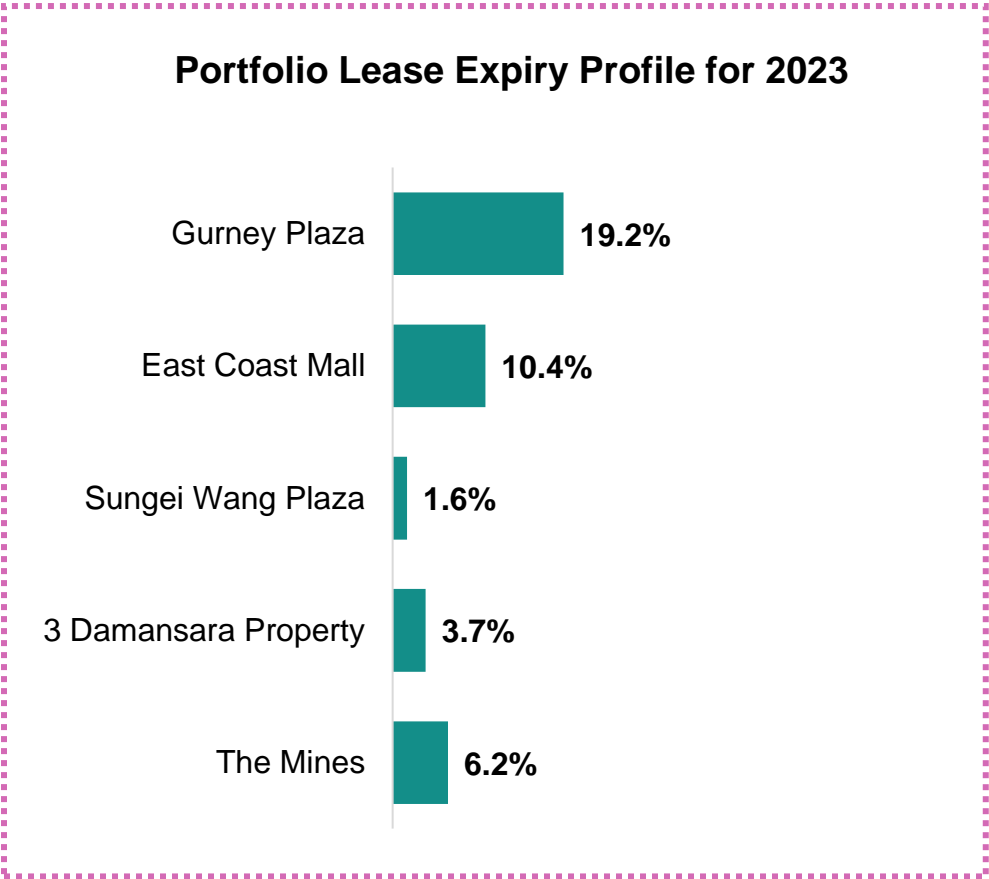
# Portfolio Lease Expiry Profile (By Year)

Based on committed leases as at 31 December 2022

**Portfolio Lease Expiry Profile  
(% of Gross Rental Income)**



**Portfolio Lease Expiry Profile for 2023**



Notes:  
 • No leases due for expiry in year 2023 for Valdor Logistics Hub.

# Portfolio Valuation

Investment Property	Valuation (RM mil)			Capitalisation Rate 31 Dec 2022 (%)
	As at 31 Dec 2022	Previous Valuation <sup>1</sup>	Change (%)	
Gurney Plaza	1,675.0	1,665.0	0.6	6.75
East Coast Mall	590.0	579.0	1.9	7.00
Sungei Wang Plaza	422.0	442.0	(4.5)	7.00
3 Damansara Property	469.0	480.0	(2.3)	6.50
The Mines	655.0	660.0	(0.8)	7.00
<b>Retail</b>	<b>3,811.0</b>	<b>3,826.0</b>	<b>(0.4)</b>	
Valdor Logistics Hub	81.0	80.0	1.3	7.50
<b>CLMT Portfolio</b>	<b>3,892.0</b>	<b>3,906.0</b>	<b>(0.4)</b>	

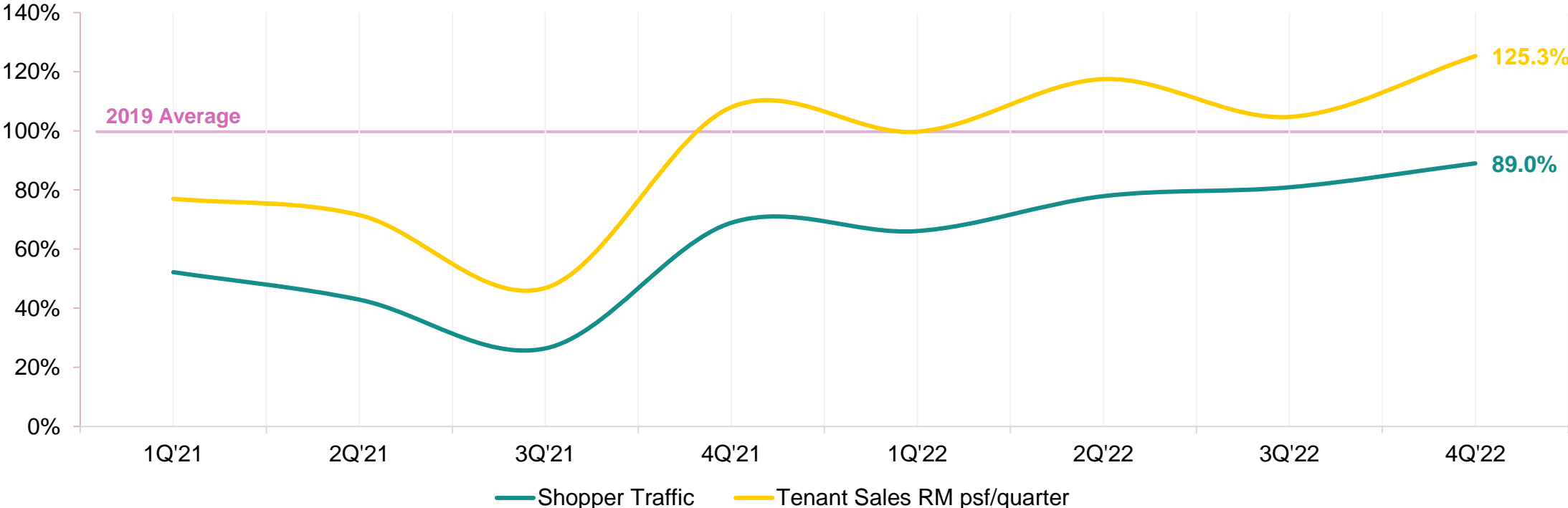
Notes:

1. Previous valuation conducted for Retail portfolio was at 31 December 2021, whilst for Valdor Logistics Hub was at 2 June 2022.

# Retail Performance

Year-end festivities and improving retail sentiment boosted tenant sales psf and footfall

Recovery levels for tenant sales psf and shopper traffic for CLMT portfolio vs average for 2019



Note:  
2019 average shopper traffic and tenant sales per sq ft.



# Retail Rental Reversion

From 1 January to 31 December 2022<sup>1</sup>



**347**

New Leases / Renewals



**921,779**

Area (sq ft)



**30.0%**

of Total Net Lettable Area



**- 3.0%**

Variance over preceding average rental<sup>2,3,4</sup>

	No. of New Leases/ Renewals	Area (sq ft)	% of Total Net Lettable Area	Variance over preceding average rental <sup>2, 3, 4</sup> (%)	Contribution against total new rent (%)
Gurney Plaza	107	396,842	44.7	0.1	52.2
East Coast Mall	60	106,323	22.7	2.1	17.6
Sungei Wang Plaza	41	97,774	23.8	-25.8	5.8
3 Damansara	24	39,776	8.5	-27.3	3.0
The Mines	115	281,064	38.3	-1.8	21.4
<b>Total</b>					<b>100</b>

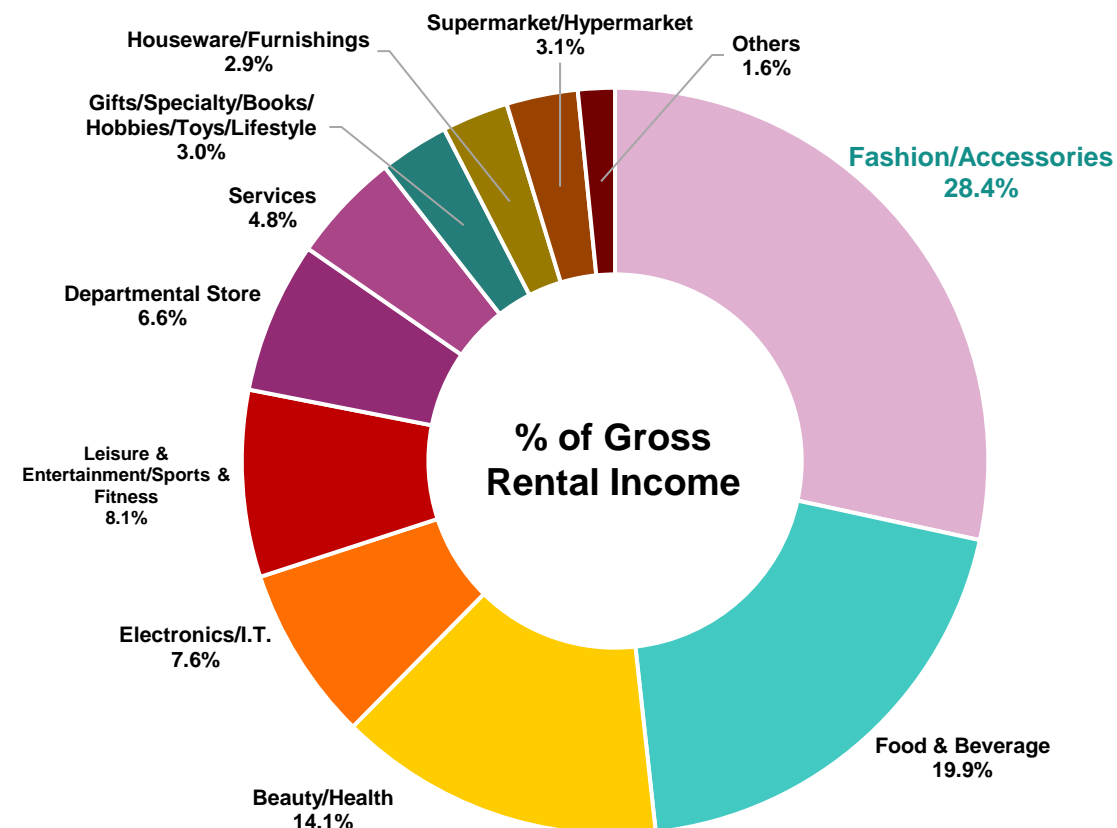
Notes:

- No renewals were concluded at 3 Damansara Office Tower during the period.
- 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.

# Well-diversified Tenant Base

- Top 10 largest tenants contributed 16.2% of total gross rental income
- Fashion/Accessories remained the largest contributor of total gross rental income at 28.4%

Tenant	Trade Sector	% of Gross Rental Income
Parkson Elite/Parkson	Departmental Store	6.1
Golden Screen Cinemas	Leisure & Entertainment/ Sports & Fitness	1.9
Padini Concept Store	Fashion/Accessories	1.6
NSK Grocer	Supermarket/Hypermarket	1.1
Nando's	Food & Beverage	1.0
Watsons	Beauty/Health	0.9
JD Sports/ JD Sports, King of Trainers	Leisure & Entertainment/ Sports & Fitness	0.9
Mr. D.I.Y.	Houseware/Furnishings	0.9
Uniqlo	Fashion/Accessories	0.9
Habib Jewels	Jewellery	0.9
<b>Total</b>		<b>16.2</b>



# Gurney Plaza

Active tenancy remixing to further elevate premier lifestyle mall position

## Fresh retail offerings



## Enhances safety features



## Core Focus

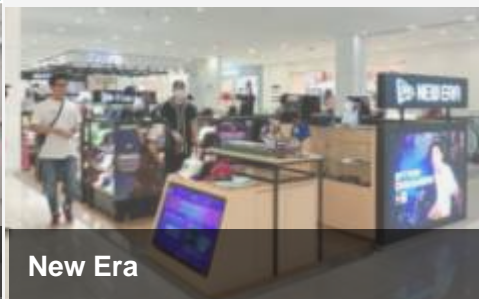
Continuous uplifting and elevating mall position to stay ahead of competition

- 1 Uplifting offerings with aspiring and trendy brands
- 2 Continuous evaluation of space reconfiguration opportunities for maximum value creation

# East Coast Mall

Active asset management initiatives to elevate mall positioning

## New and expanded concept store



## Upgrading amenities for improved shopper experience



## Upcoming established new tenants



## Core Focus

- 1 Preferred regional shopping destination for the East Coast region
- 2 Fortify asset performance by elevating mall positioning
- 3 Relevance to the community – providing offerings that are targeted for the community

# 3 Damansara

Making progressive inroads to strengthen preferred community hub positioning

## Opening of NSK Grocer on 14 Jan 2023

# NSK GRO CER

- Latest and largest NSK Grocer outlet
- Outlet with widest range of local and imported products in Petaling Jaya
- Next phase: deli offering and casual dining



## Targeted marketing events to engage the community



Open Chess Competition



My Voice Got Talent Singing Competition



Malaysia Cube Competition



Joy of Christmas

## Focused on ramping up leasing efforts in four key pillars

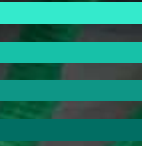
• Food & Beverage

• Daily Essentials & Services

• Beauty & Wellness

• Enrichment & Urban Leisure

# Sustainability Management



# Making sustainable efforts toward ESG excellence

## Environment



### Sustainable Financing

Secured maiden offer for five-year sustainability-linked loan



### Green Building

Target to achieve 100% green-rated retail portfolio by 2026, except for Sungei Wang Plaza (stratified and not 100%-owned)

## Social

### Community development

**#GivingBersama 2.0:** Supported by CapitaLand's philanthropic arm – CapitaLand Hope Foundation, CL Malaysia donated RM64,000 and provided essential items and school supplies to 36 homes and schools, benefitting over 1,200 beneficiaries



## Governance

### Corporate Governance



- 5 out of 8 directors of the Board of the Manager are independent
- Upholding high standards of corporate governance
- Zero tolerance policy towards corruption and bribery

# Proposed Acquisition of Queensbay Mall



Queensbay Mall, Penang, Malaysia



# Summary of Proposed Acquisition

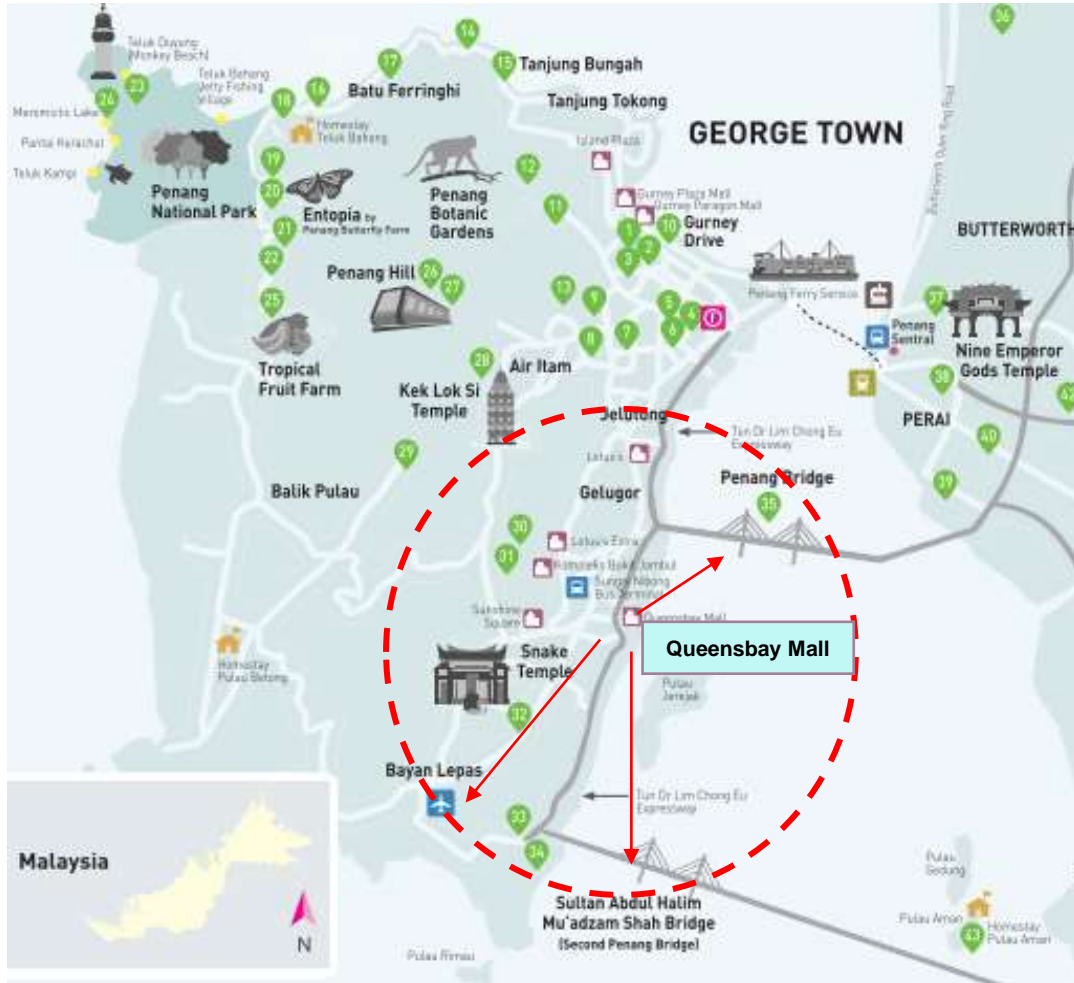


- ❖ The Proposed Acquisition of 91.8% of the strata floor area of retail parcels in Queensbay Mall (QBM Property), in Bayan Lepas, Penang from parties related to CapitaLand Investment Limited (CLI or Sponsor)
- ❖ **Total purchase consideration of RM990.50 million** represented a discount of approximately 1.0% to the independent valuation<sup>1</sup> of RM1.0 billion
- ❖ To be funded by a **combination of bank borrowings and proceeds from the proposed private placement**
- ❖ Sponsor is committed to support the proposed private placement and intends to take up its pro-rata entitlement at the time of the proposed private placement as part of the funding for CLMT to acquire QBM Property
- ❖ The Proposed Acquisition has reasonable property yield of 7.3%<sup>2</sup> which will increase the overall property yield of CLMT's portfolio
- ❖ The Proposed Acquisition will strengthen CLMT's foothold in Penang where it already owns Gurney Plaza and Valdor Logistics Hub

#### Notes:

1. The independent valuation by Savills (Malaysia) Sdn. Bhd. indicated the market value of QBM Property at RM1.0 billion as at 7 October 2022.
2. Based on the annualised net property income of Special Coral Sdn. Bhd. for the unaudited 8-months financial period ended 31 August 2022 after excluding non-recurring write-backs of provision of doubtful debts. Special Coral Sdn. Bhd. is a special purpose vehicle that holds 433 strata titles of the total 438 strata titles within Queensbay Mall that CLMT is acquiring. The remaining 5 strata titles are held by indirect subsidiaries of CLI.

# Quality asset that strengthens asset profile of CLMT portfolio



Source

## Accessibility

- Queensbay Mall is conveniently located at Bayan Lepas along the south-eastern shorefront of Penang island
- Easily accessible from the north and the south of the island via the Tun Dr Lim Chong Eu highway
- Direct access to Penang Bridge and the Sultan Abdul Halim Muadzam Shah Bridge to the mainland cities such as Butterworth, Bukit Mertajam, Kulim and Batu Kawan

## Deepening presence

- High occupancy rate of 95.0% as at 7 October 2022 (inclusive of committed tenancies)
- Average of 1.1 million footfall per month
- CLMT's market leadership in Penang will be substantially strengthened, with Gurney Plaza and Queensbay Mall anchoring the northern and southern parts of the Penang island respectively

# Investment Merits

## 1. Yield accretive transaction that will deliver higher DPU for unitholders



- ❖ Reasonable property yield of approximately 7.3%<sup>1</sup> which will increase the overall property yield of CLMT's portfolio
- ❖ The Proposed Acquisition will contribute positively to CLMT's earnings and is accretive at the distribution level
- ❖ Improves CLMT's portfolio resilience and committed portfolio occupancy from 85.9% to 87.8%

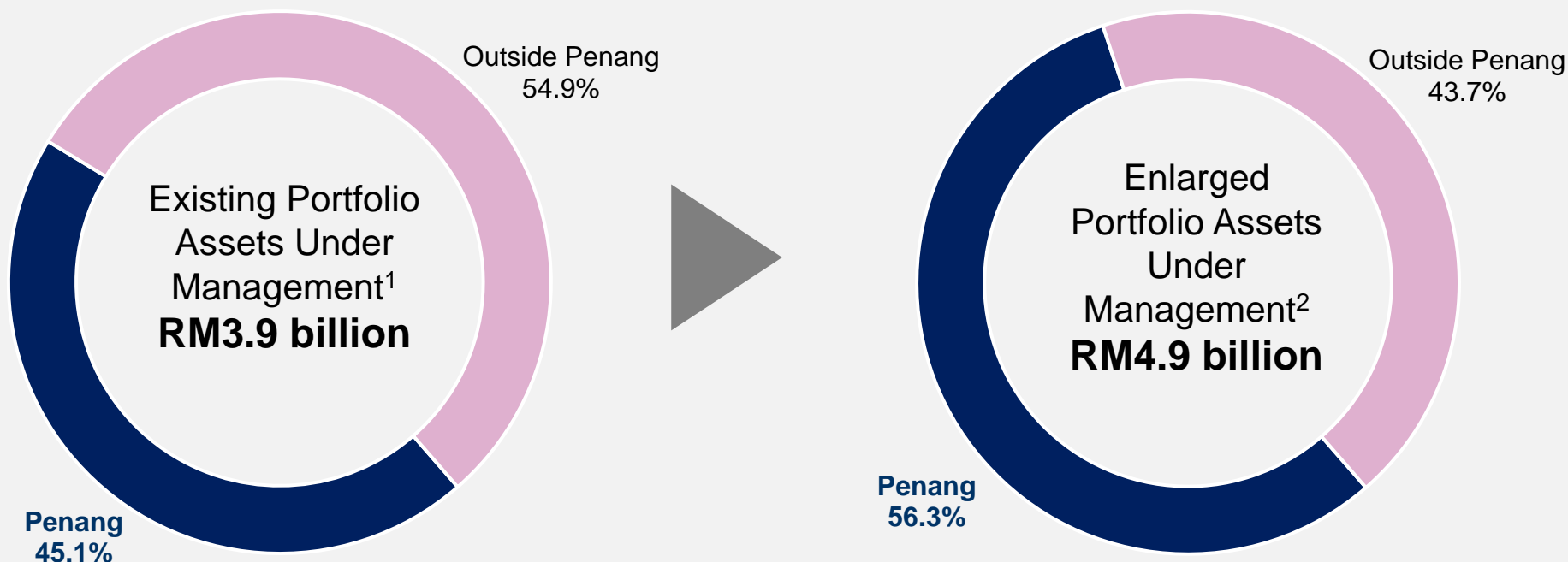
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## 2. Deepening presence in Penang - CLMT's presence in Penang increases to ~56% of enlarged portfolio assets under management

Assets under management to increase approximately 25.7% from RM3.9 billion<sup>1</sup> to RM4.9 billion<sup>2</sup> after proposed acquisitions of Queensbay Mall

### Portfolio assets under management by geography



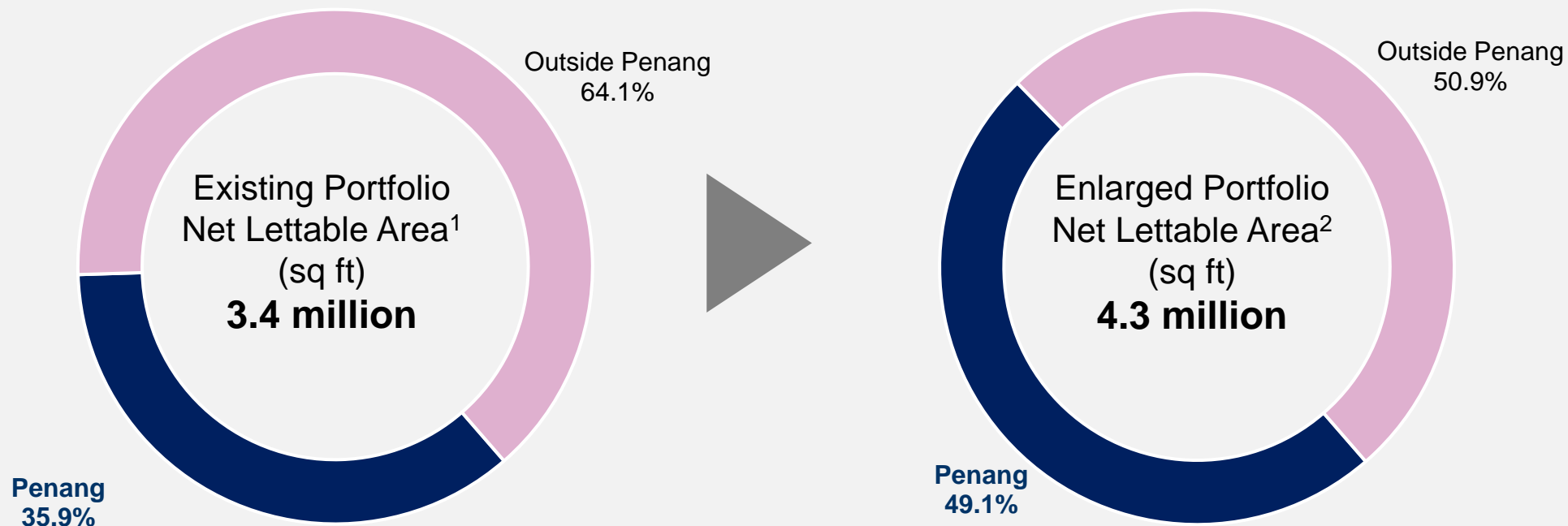
Notes:

1. Based on valuation as at 31 December 2022.
2. Enlarged assets under management portfolio property value includes existing portfolio value and QBM Property which is based on valuation as at 7 October 2022.

## 2. Deepening presence in Penang - CLMT's presence in Penang increases to ~49% of enlarged portfolio net lettable area

Portfolio net lettable area to increase approximately 26.0% from 3.4 million<sup>1</sup> sq ft to RM4.3 million<sup>2</sup> sq ft after proposed acquisitions of Queensbay Mall

### Portfolio net lettable area by geography



Notes:

1. As at 31 December 2022.
2. Enlarged portfolio net lettable area includes existing portfolio net lettable area and QBM Property which is based on valuation as at 7 October 2022.

### 3. Quality asset that enhances portfolio resilience

Wide variety of high-quality tenants from resilient trade categories



#### High quality tenants

##### Food & Beverage



##### Fashion & Accessories



##### Beauty & Health



##### Anchor tenants



# Looking Forward

# Business Outlook

## Retail

- Retail indicators expected on recovery trend in tandem with consumer sentiment, supported by domestic demand and increasing travel-related activities
- Anticipated growth of inbound tourism with the reopening of China's travel borders
- Rising interest rate environment and inflationary pressures expected to affect business sentiment

## Industrial & Logistics

- Industrial & logistics sectors continue to emerge stronger on the back of the continued rising demand of services
- Structural change towards omni-channel shopping led to increase in warehousing space and growing need for last-mile delivery
- Malaysia's growing importance as regional logistics hub

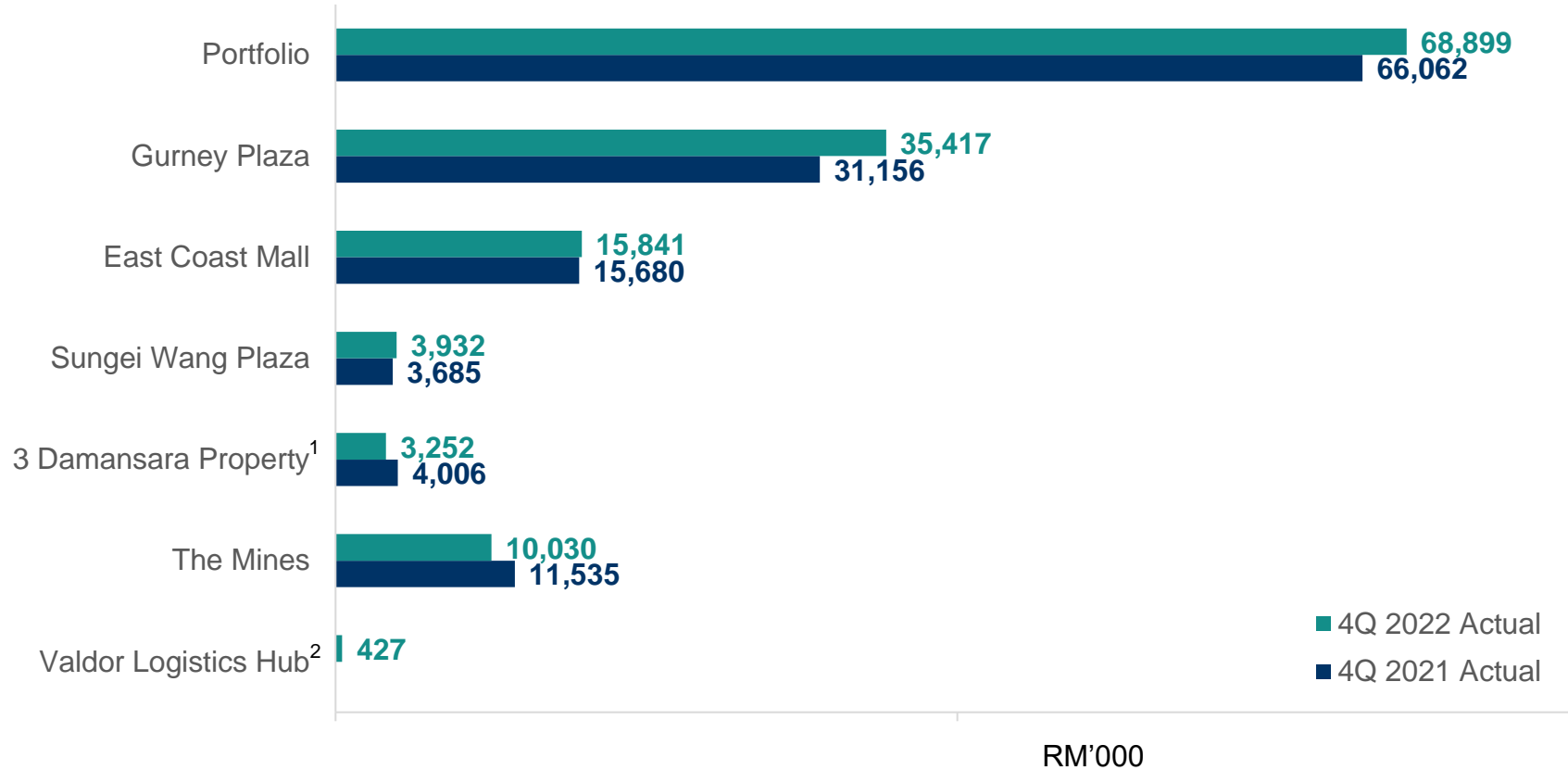
## Continued Focus on Enhancing Portfolio Resilience

- Boost retail occupancy through **proactive asset management strategies**
- Leverage Sponsor's extensive network of strategic partners to **introduce fresh retail offerings**
- **Turnaround plans** for Klang Valley malls in place
- Healthy gearing level of about 36% provides financial depth to fund future acquisitions
- Diversifying income stream with new contribution from logistics asset class
- Actively exploring **yield-accretive investment opportunities from third-party vendors** in pursuit of **inorganic growth**



# Supplemental Information

# 4Q 2022 Gross Revenue



**Higher gross revenue y-o-y due to:**

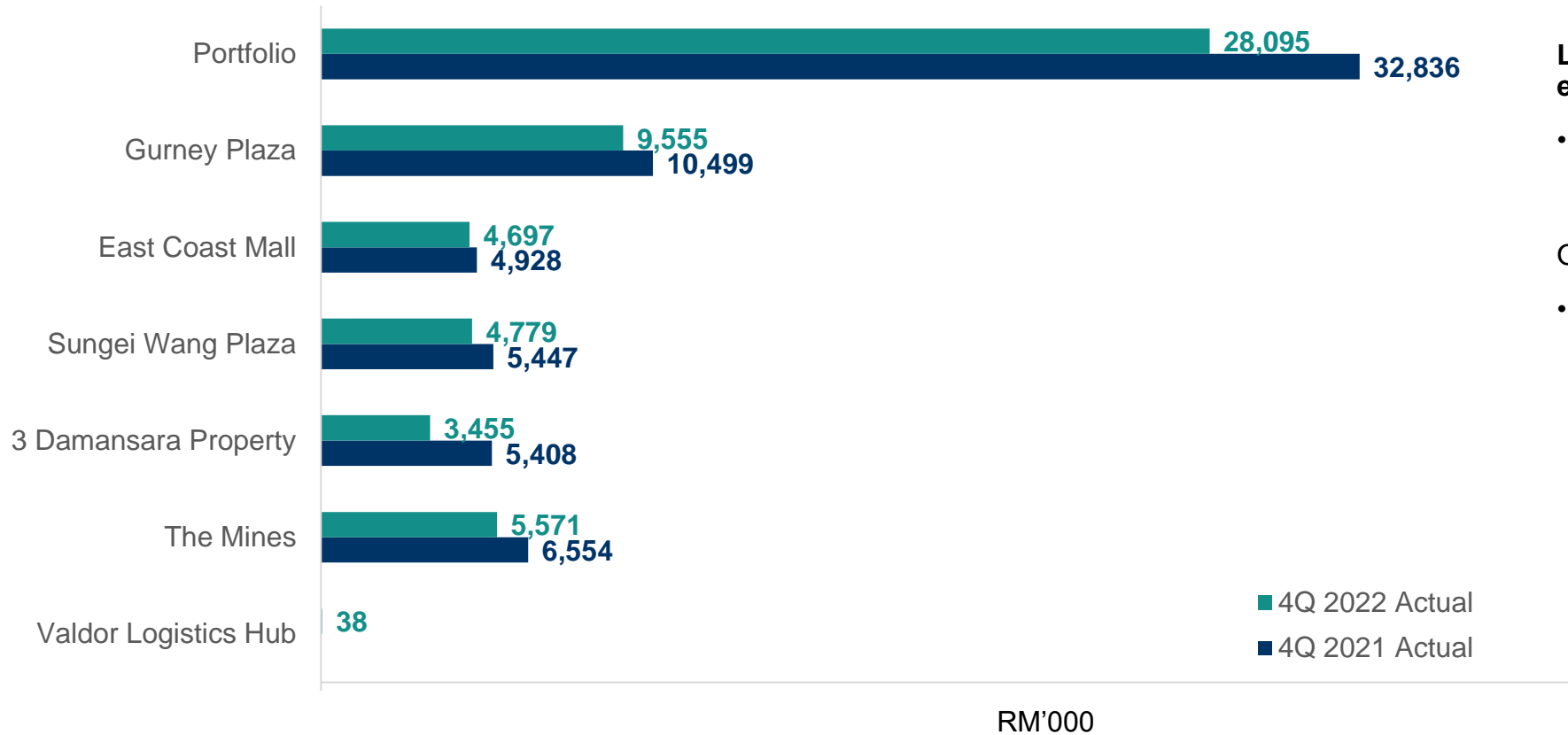
- Continued improvements across the various income streams supported by recovery in retail sentiment

**Notes:**

1. 3 Damansara Property comprises 3 Damansara and 3 Damansara Office Tower.

2. Represents 1-month of revenue recognition.

# 4Q 2022 Property Operating Expenses



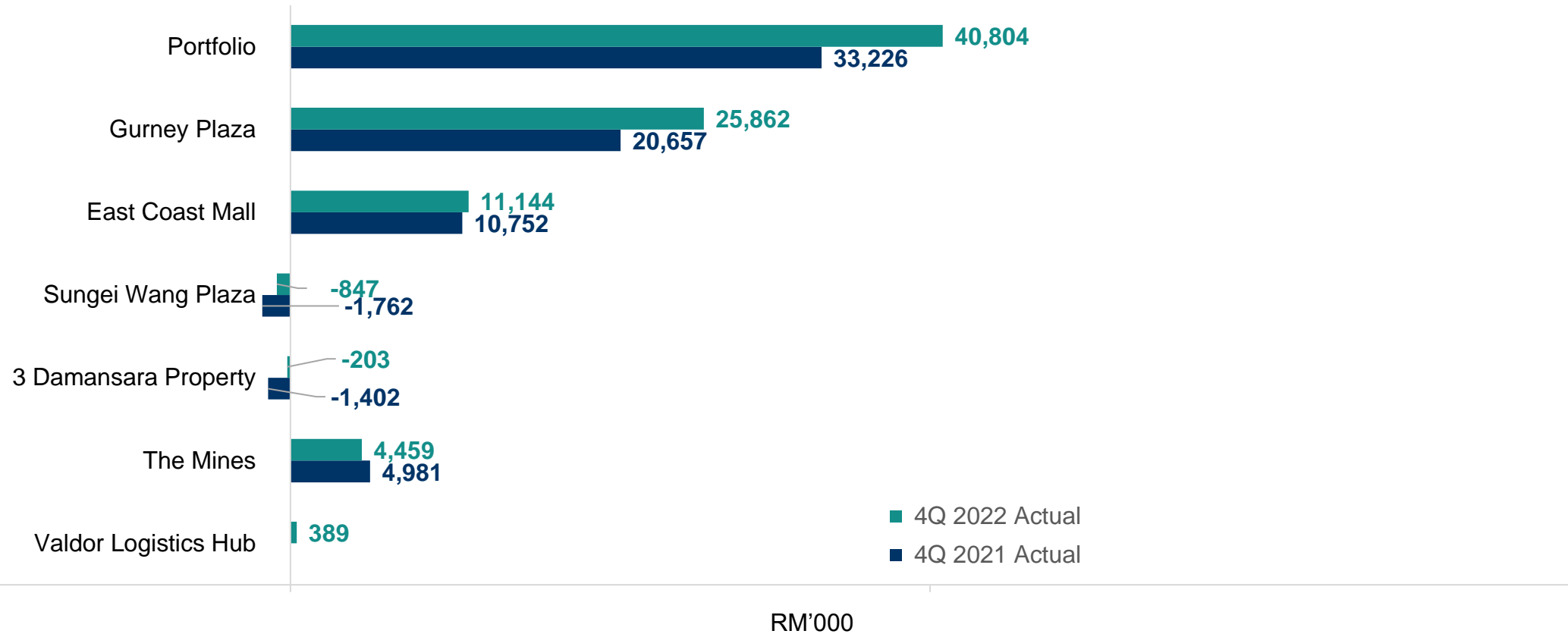
## Lower property operating expenses y-o-y due to:

- Write-back of provision for doubtful debts and lower other operating expenses;

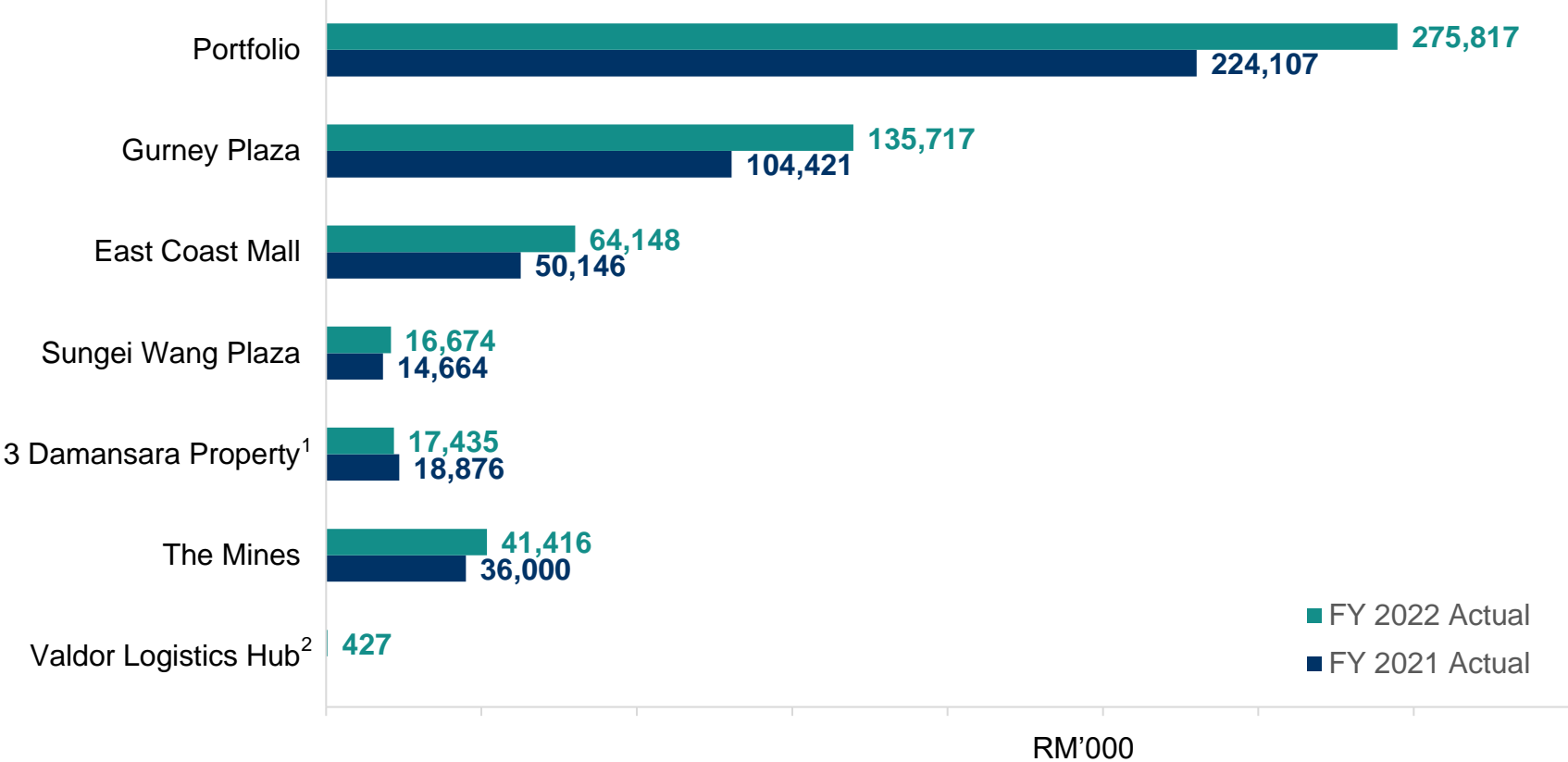
## Offset by:

- Increase in utilities and maintenance expenses

# 4Q 2022 Net Property Income



# FY 2022 Gross Revenue

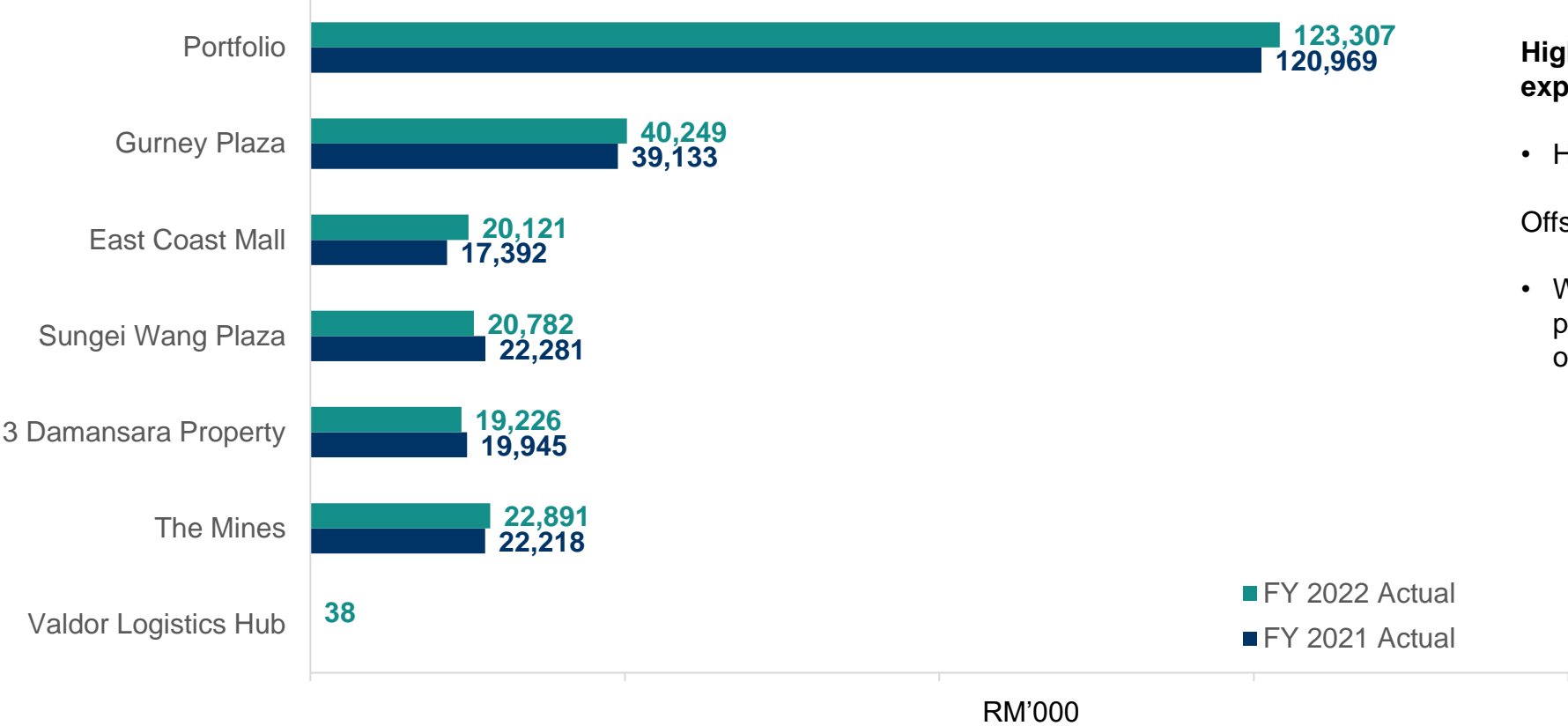


**Higher gross revenue y-o-y due to:**

- Continued improvements across the various income streams supported by recovery in retail sentiment

Notes:  
 1. 3 Damansara Property comprises 3 Damansara and 3 Damansara Office Tower.  
 2. Represents 1-month of revenue recognition.

# FY 2022 Property Operating Expenses



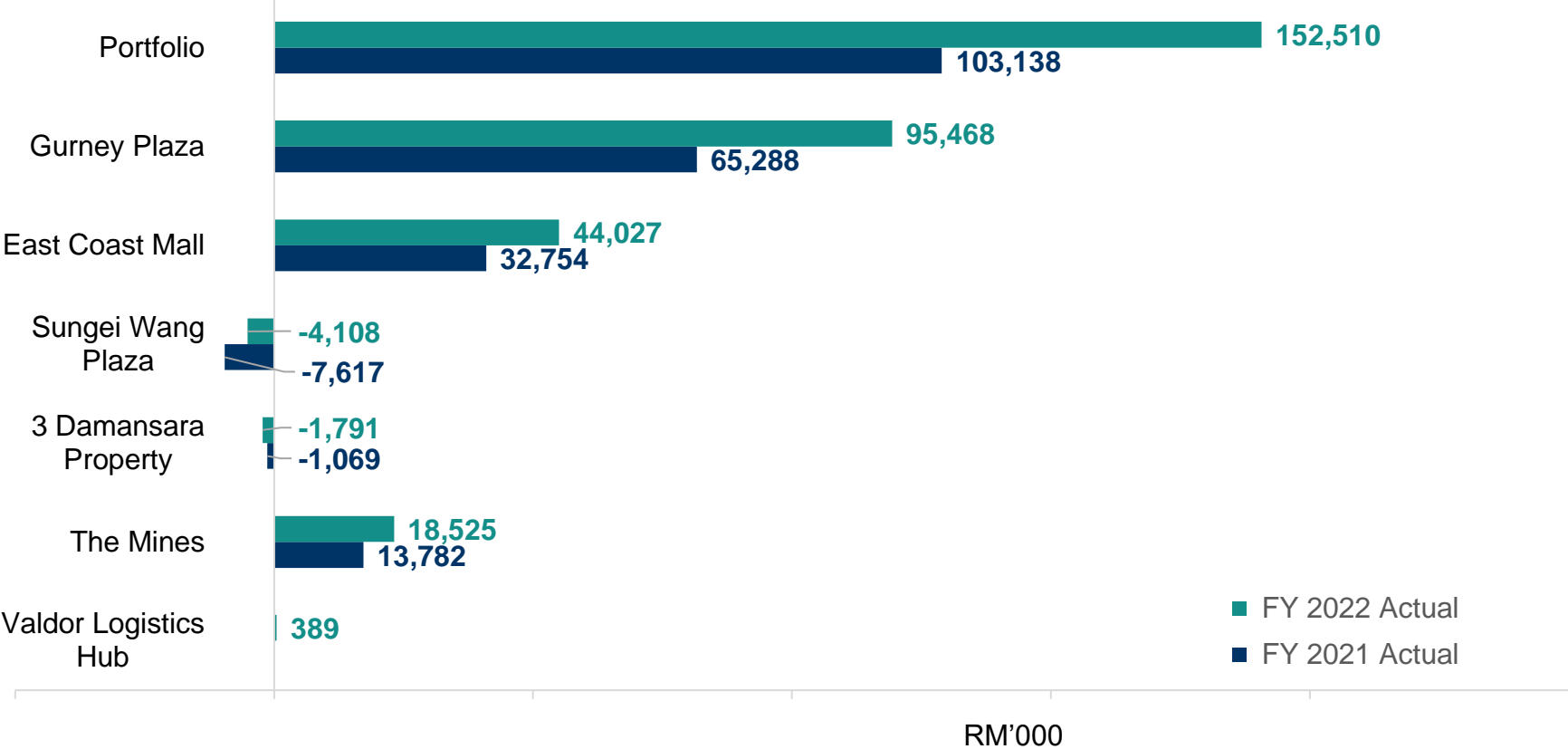
Higher property operating expenses y-o-y due to:

- Higher utilities costs;

Offset by:

- Write-back of doubtful debts provision and lower other operating expenses.

# FY 2022 Net Property Income



# Balance Sheet

As at 31 Dec 2022	RM'mil
Non-current Assets	3,895
Current Assets	120
<b>Total Assets</b>	<b>4,015</b>
Current Liabilities	295
Non-current Liabilities	1,302
<b>Total Liabilities</b>	<b>1,597</b>
<b>Net Assets</b>	<b>2,418</b>
<b>Total Unitholders' Funds</b>	<b>2,418</b>
<b>No of Units in Circulation (mil)</b>	<b>2,207</b>

<b>Net Asset Value (RM'mil)</b>	
- before income distribution	2,418
<b>- after income distribution</b>	<b>2,373</b>

<b>Net Asset Value per Unit (RM)</b>	
- before income distribution	1.0957
<b>- after income distribution</b>	<b>1.0751</b>

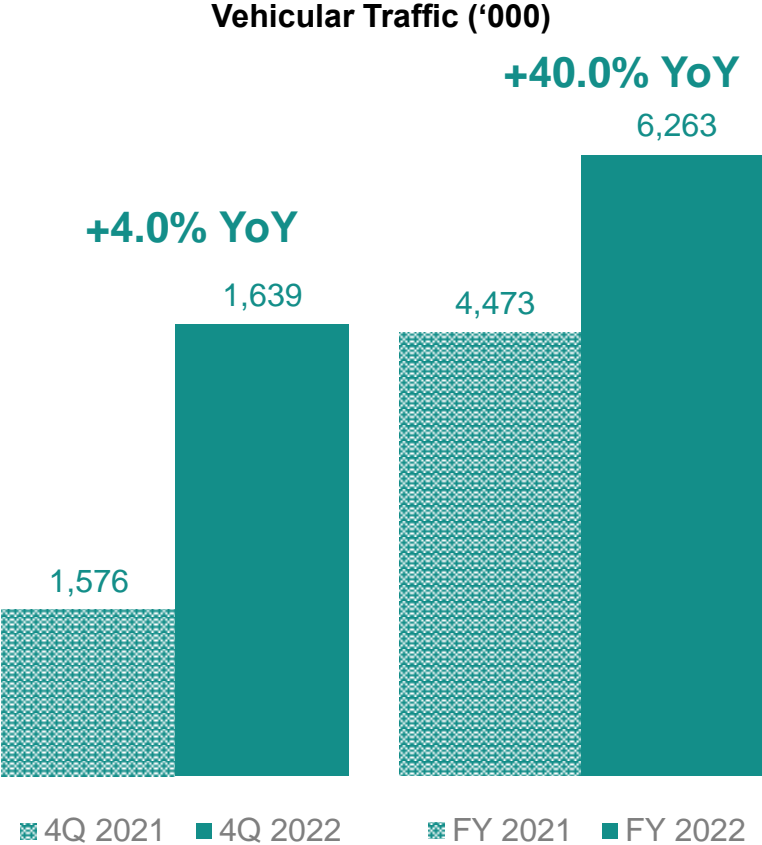
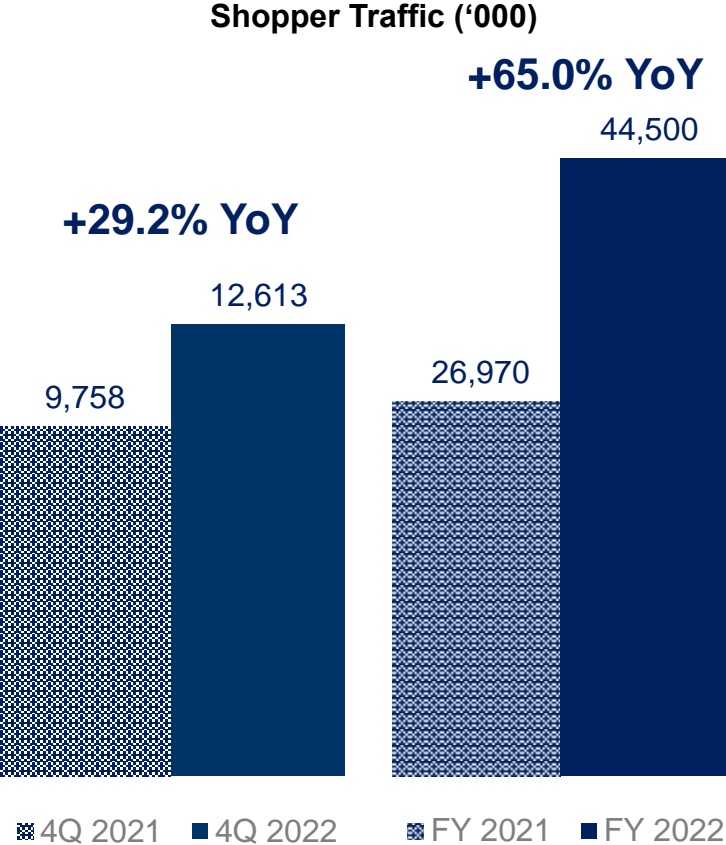


# Retail Portfolio Lease Expiry Profile for 2023

Based on committed leases as at 31 December 2022

	No of Leases	% of Net Lettable Area	% of Gross Rental Income
Gurney Plaza	186	10.6%	19.7%
East Coast Mall	90	11.1%	10.6%
Sungei Wang Plaza	75	5.0%	1.6%
3 Damansara Property	69	5.7%	3.8%
The Mines	127	10.6%	6.4%
<b>Retail</b>	<b>547</b>	<b>43.0%</b>	<b>42.1%</b>

# Shopper and Vehicular Traffic



# New retail offerings to refresh shoppers' experience

Ranging from beauty, fashion, IT, F&B and services trade categories

## Gurney Plaza



Jungle House



Chicco



Recaro



Daiso



JIPINHE Scones



Yorr Master Prawn Mee



Honey X Store

# New retail offerings to refresh shoppers' experience

Ranging from beauty, fashion, IT, F&B and services trade categories

## Sungei Wang Plaza



Glasses Gateway



Young Hearts



Gamers Arena



DK Salon



Good2U Concept Store



Richiamo Coffee



INS'30



De Bayu Kitchen



Home's Kitchen

## 3 Damansara



Outlet by Sorella



Stellar by OCR Group

## The Mines



Avatar



Isabel

# Shopper Engagement Initiatives

## Gurney Plaza



### Festival of Lights

Gurney Plaza's Centre Atrium was decorated with colorful rangolis, surrounding a majestic peacock which stands mighty and proudly in the middle. It symbolises the value of Deepavali, including its prosperity, kindness, and blessing of the festival. In collaboration with Penang Art District and School of The Arts, USM, shoppers participated in the "Community Kolam Art Project" to decorate the giant kolam capturing the true spirit of togetherness in this festive period.



### To Wish Upon A Star

Christmas came alive as Gurney Plaza beckons visitors 'To Wish Upon a Star' with a dreamy backdrop featuring a 10m-tall biscuit house inhabited by little bunnies, who are also hosting a children's tea party. A total of 80 children, kids of Capitastar members, participated in a special tea party hosted at the centre atrium. Various activities were arranged to the children's delight including a gingerbread decorating and Christmas hat workshops. The children also got to take home a special mini high-tea set consisting of assorted sweet treats.

## East Coast Mall



### Christmas Wonderland

East Coast Mall's Christmas Wonderland campaign delighted shoppers as various rewards await. Various programmes including Foodie Treats, Parking Treats and Weekly Beauty Redemption were rolled out to boost tenant sales. Meanwhile CapitaStar members also enjoyed more rewards with 2X STAR\$ Rewards and a Lucky Draw to reward their spending. Various Christmas-themed activities were organised every weekend to celebrate the festivities.

# Shopper Engagement Initiatives

## The Mines



### Digital & IT Fest

Interesting wind chamber reward named “IT Bonanza” that rewarded shoppers who spent a minimum of RM200 at any IT stores in the mall (2 chances for those spent at Digital & IT Fair) and PS5 game stations to draw crowd to the fair.



### A Candelicious Christmas

The Mines Centre Court has been transformed into a whimsical Christmas Candyland filled with colorful, fun, vibrant candy and snack ornaments as well as decorations that will be a photo-perfect memory for the shoppers.



### Deepavali Campaign

Indian bazaar concept featuring different kinds of colorful Indian decorations, structures and ornaments as well as variety of Diwali offerings.

## Sungei Wang Plaza



Christmas concept of **Frosty Wang-Derland** with all the vibrant décor and performance such as dance performances, drum performances, musical orchestra and caroling.

# Digital Initiatives

Leveraging CapitaStar to boost tenant sales

CapitaStar logo and CapitalLand logo at the top.

**Shop More, Earn More this Diwali**

3 - 31 OCTOBER 2022

Upload a receipt with a minimum spending of RM100 via CapitaStar App to collect 1 stamp. Get a complimentary RM5 STARVoucher after collecting 5 stamps.

**2 SIMPLE STEPS**

**STEP 1** Collect 1 stamp when you upload a receipt of minimum RM100 via CapitaStar App.

**STEP 2** Collect 5 stamps to receive RM5 STARVoucher automatically via CapitaStar App.

Download the CapitaStar App now!

Logos for participating retailers: Sime Darby, TOTO, MM, Aeon, Slightly Wine, and others.

Shop More, Earn More this Diwali

DARLIE logo, CapitaStar logo, and CapitalLand logo at the top.

**GUM & TEETH PROTECT**

**3X PLAQUE REMOVAL POWER\***

CLINICALLY PROVEN

Redeem one **FREE** Darlie Gum & Teeth Protect Toothpaste 40g with only **100 STARS** via the CapitaStar App. While stocks last.

Download the CapitaStar App now!

Logos for participating retailers: Sime Darby, TOTO, MM, Aeon, Slightly Wine, and others.

Partnership:  
Hawley & Hazel  
Darlie Toothpaste  
Giveaway

CapitaStar logo at the top.

**Magical Frosty Christmas**

1 DECEMBER - 31 DECEMBER 2022

Hey Folks! It is getting a little frosty here at Jumpa@Sungei Wang. Fear not, we have arranged a series of exciting activities and amazing rewards to WWM you up this Christmas season. See you at JUMPA!

**Double STARS\***  
Earn x2 CapitaStar points when you shop at our participating outlet from 1<sup>st</sup> Dec - 31<sup>st</sup> Dec 2022.

**EXCLUSIVE Christmas Mug**  
Spend minimum RM150 in a single receipt or 1,500 CapitaStar points to redeem one exclusive Christmas mug at our participating outlets only. (While stock last)

Logos for Jumpa and CapitalLand.

Magical Frosty Christmas  
@ Jumpa@Sungei Wang

CapitaStar logo at the top.

**Deepavali ViBEZ 2022**

1<sup>st</sup> - 31<sup>st</sup> October 2022

The festival of lights has arrived in style at JUMPA@Sungei Wang. Treat the whole family with our amazing rewards and festive activities. Join JUMPA and celebrate this Deepavali with us.

**Earn 3x CapitaStar points** when you shop at our participating outlet from 1<sup>st</sup> Oct - 31<sup>st</sup> Oct 2022.

Spend minimum RM150 in a single receipt at our participating outlets to receive an exclusive Bees Prize. (Limited to one redemption per day per shopper)

Logos for Jumpa and CapitalLand.

Deepavali ViBEZ 2022 @  
Jumpa@Sungei Wang

# Awards

## MALAYSIA SHOPPING MALLS ASSOCIATION (PPK) BEST EXPERIENTIAL MARKETING AWARDS



**GOLD**  
WINNER



Gurney Plaza's Gurney Food Hall: The Journey campaign was awarded as Gold Award at Malaysia Shopping Malls Association (PPK) Best Experiential Marketing Awards on 27 October 2022.

## MARKETING EXCELLENCE AWARDS (MALAYSIA) MARKETING + ADVERTISING



**3x GOLD**  
WINNERS



**Silver**  
WINNER



CapitaLand Plant Rewards campaign was awarded Marketing + Advertising's Marketing Excellence four medals on 24 November 2022.





Thank You

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