



3Q 2021 Results Presentation

21 Oct 2021

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Table of Content

01

Key Highlights

02

Financial
Performance

03

Portfolio Update

04

Sustainability

05

Supplemental
Information

Key Highlights

//01 Financial Performance

- **RM69.9 million**
YTD Net Property Income
- **RM21.3 million**
YTD Distributable Income
- **1.01 sen**
YTD Distribution Per Unit

//02 Improving Operational Performance

- Improvements in shopper traffic with the reopening of more trades and resumption of dine-in services in September
- Expect gradual operational recovery as domestic tourism and interstate travel activities pick up

//03 Digital initiatives

- Leverage CapitaStar to develop marketing initiatives to build shopper loyalty and boost tenant sales

//04 Name Change

- From CapitaLand Malaysia Mall Trust to CapitaLand Malaysia Trust
- Stock code: CLMT

Financial Performance

YTD 2021 Financial Performance

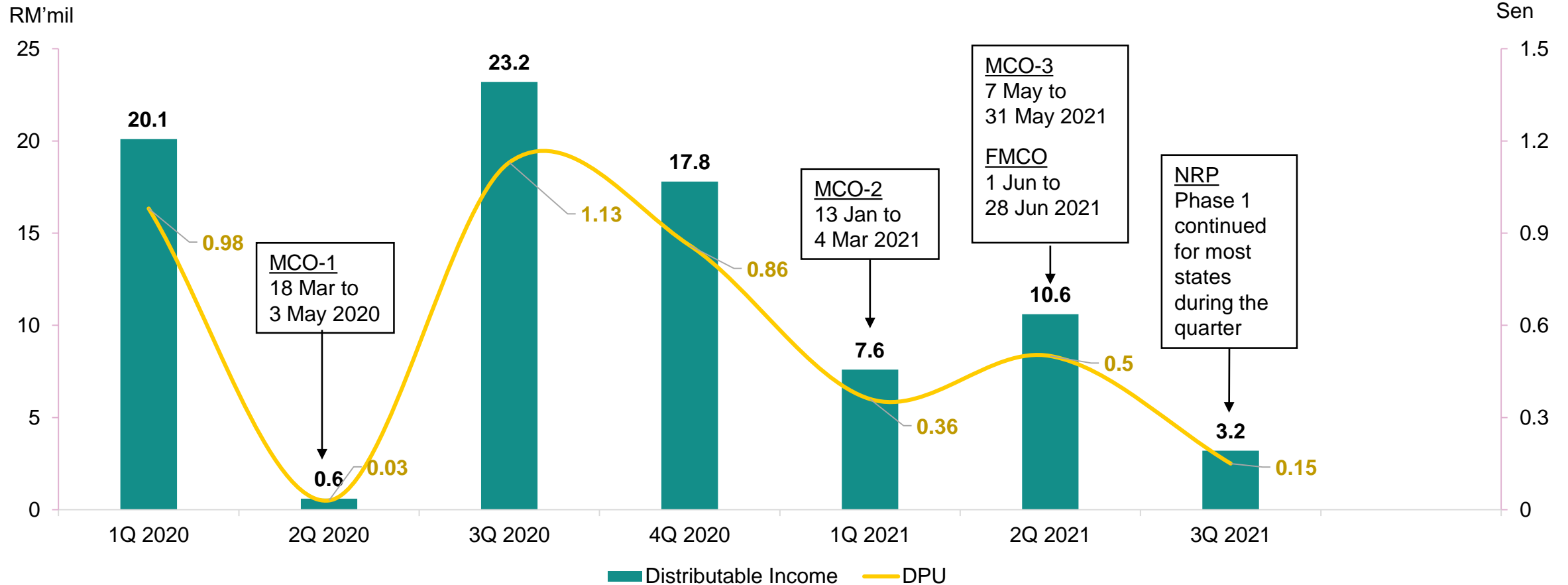
Impacted by re-implementation of movement controls and restrictions

RM'000	3Q 2021 Actual (Unaudited)	3Q 2020 Actual (Unaudited)	Change %	YTD 2021 Actual (Unaudited)	YTD 2020 Actual (Unaudited)	Change %
Gross revenue	48,676	70,045	(30.5)	158,045	194,458	(18.7)
Less: Property operating expenses	(30,105)	(29,295)	2.8	(88,133)	(94,987)	(7.2)
Net property income	18,571	40,750	(54.4)	69,912	99,471	(29.7)
Interest income	274	252	8.7	861	1,238	(30.5)
Other non-operating income	-	4,958	(100.0)	1,625	4,958	(67.2)
Net investment income	18,845	45,960	(59.0)	72,398	105,667	(31.5)
Manager's management fee	(3,806)	(4,965)	(23.3)	(11,984)	(13,712)	(12.6)
Trust and other expenses	(476)	(485)	(1.9)	(2,126)	(1,553)	36.9
Finance costs	(11,741)	(14,284)	(17.8)	(36,292)	(44,714)	(18.8)
Profit before taxation	2,822	26,226	(89.2)	21,996	45,688	(51.9)
Taxation	-	-	-	-	-	-
Profit for the quarter/period	2,822	26,226	(89.2)	21,996	45,688	(51.9)
Distribution adjustments	135	(3,057)	(>100.0)	(745)	(1,672)	(55.4)
Income available for distribution	2,957	23,169	(87.2)	21,251	44,016	(51.7)
Distributable income¹	3,192	23,226	(86.3)	21,343	43,985	(51.5)
DPU (sen)	0.15	1.13	(86.7)	1.01	2.14	(52.8)

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

Impact of COVID-19 Pandemic

On Distributable Income and DPU



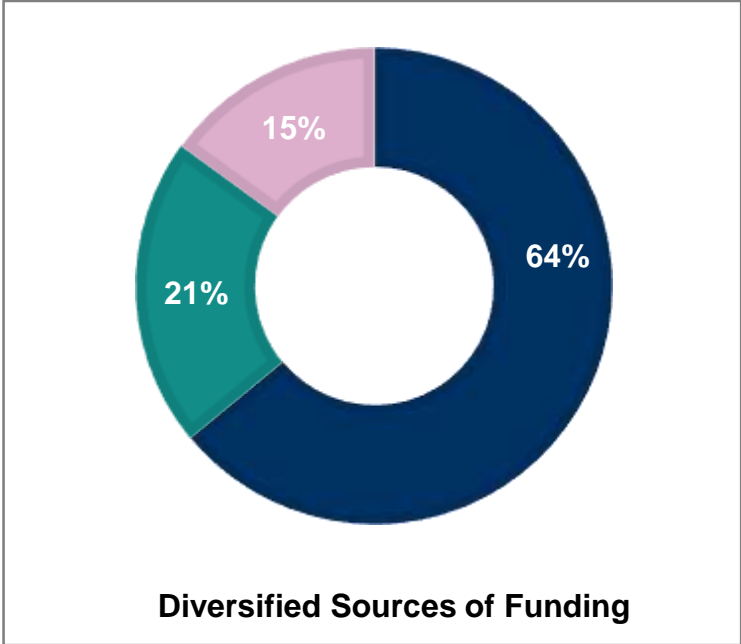
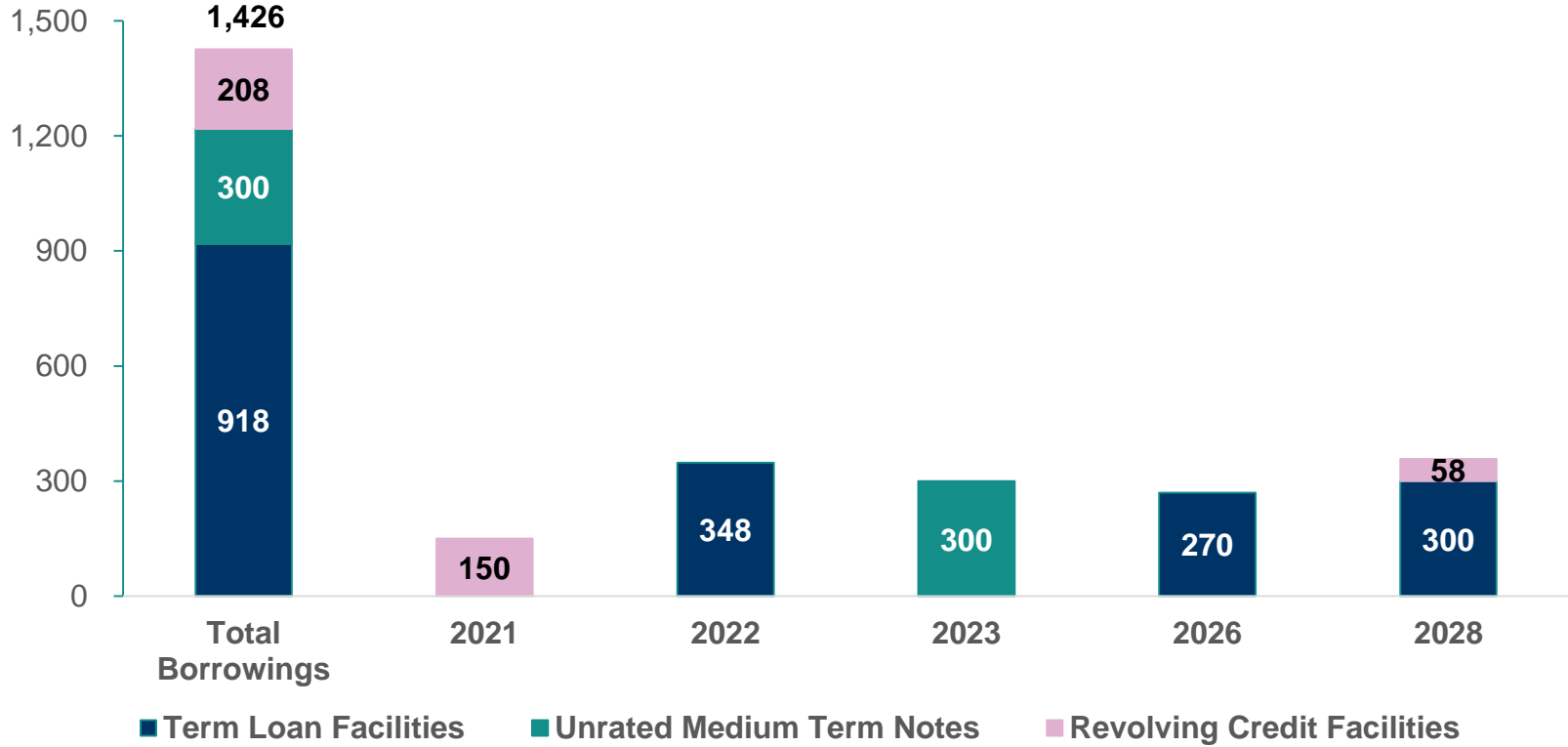
- FMCO refers to Full Movement Control Order.
- NRP refers to National Recovery Plan and is a four-phased exit strategy from June to December 2021 from the pandemic.

Debt Profile

As at 30 Sep 2021

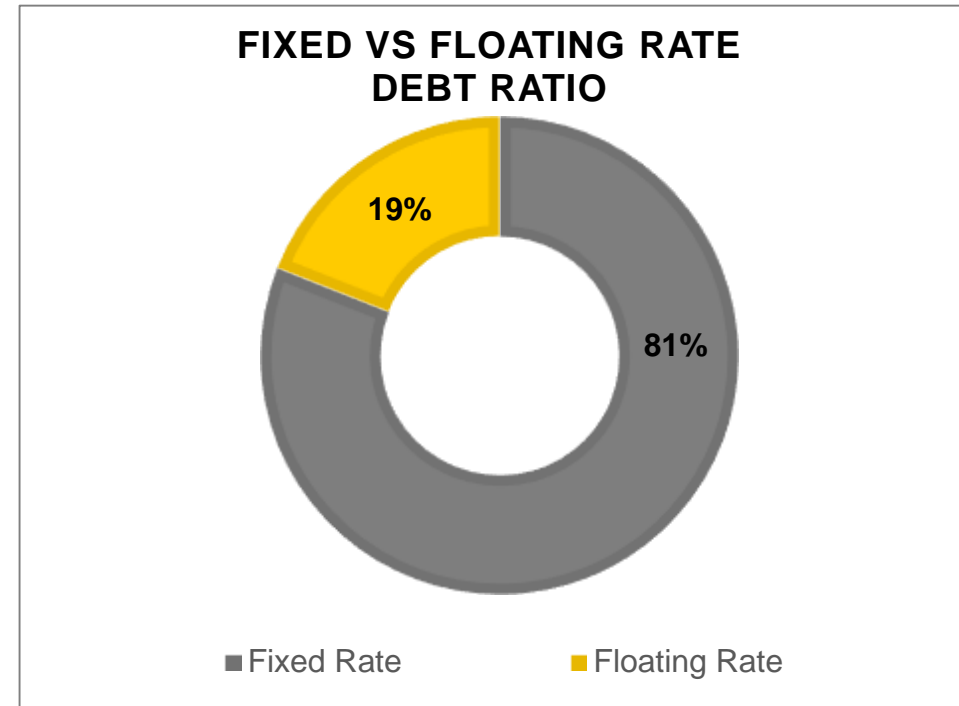
RM'mil

Well-spread Debt Maturity Profile



Key Financial Indicators

	3Q 2021	2Q 2021
Unencumbered assets as % of total assets	28.4%	28.2%
Gearing ratio	35.6%	35.4%
Average cost of debt	3.38%	3.44%
Debt / EBITDA (times) ¹	16.3	12.9
Interest coverage (times) ¹	1.8	2.1
Average term to maturity (years)	3.0	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 Sep 2021	RM'mil
Non-current Assets	3,900
Current Assets	102
Total Assets	4,002
Current Liabilities	593
Non-current Liabilities	967
Total Liabilities	1,560
Net Assets	2,442
Total Unitholders' Funds	2,442
No of Units in Circulation (mil)	2,128

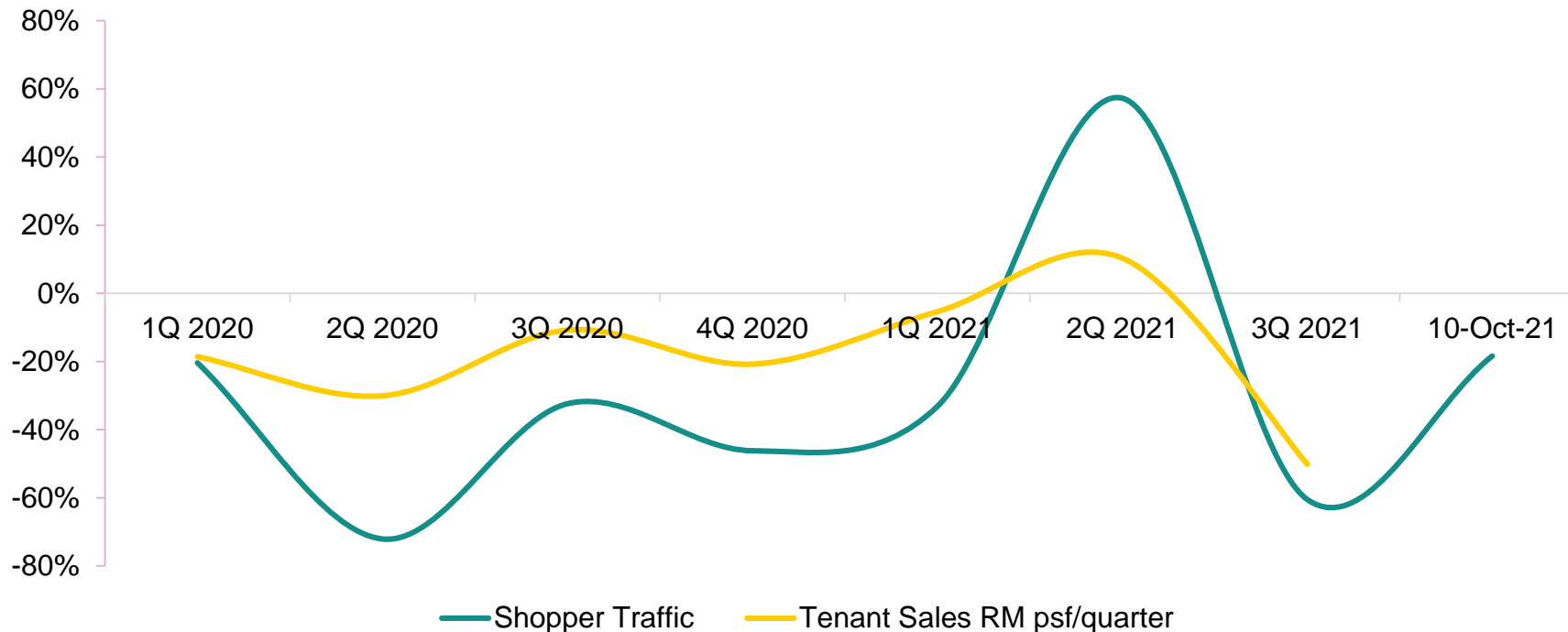
Net Asset Value (RM'mil)	
- before income distribution	2,442
- after income distribution	2,439
Net Asset Value per Unit (RM)	
- before income distribution	1.1475
- after income distribution	1.1460

Portfolio Update

Retail Performance

Gradual recovery underway as shoppers return following easing of movement restrictions

Portfolio Shopper Traffic and Average Tenant Sales Recovery Since 2020
(YoY Comparison by Quarter)



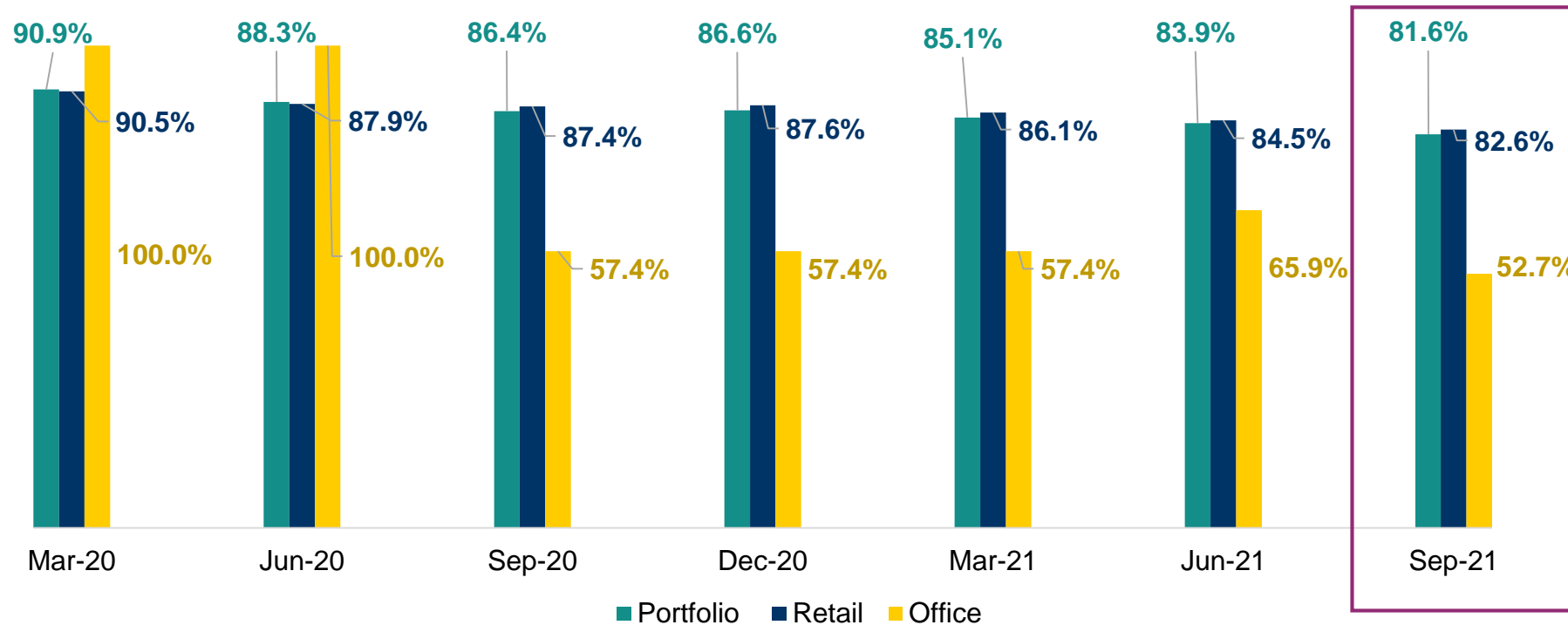
Key highlights

- Shopper traffic and tenant sales in 3Q 2021 declined from previous quarter as a result of full lockdown to curb spread of COVID-19
- All malls experienced gradual traffic recovery from the second week of September 2021 with the reopening of more trades and resumption of dine-in services
- IT/Telco has shown significant improvement in sales

- Quarters stated in the chart vs their respective quarters in the previous year.
- Change in tenants' sales per sq ft.
- Change in tenant sales per sq ft for the current quarter (3Q 2021) is for two months only.

Occupancy Rate

- Portfolio occupancy rate above 80%
- Occupancy rate of outstation malls remains well above 90%



• Please refer to Supplemental Information for occupancy rate by property.

Rental Reversion

Striking a balance between rental reversion and occupancy

From 1 January to 30 Sep 2021¹

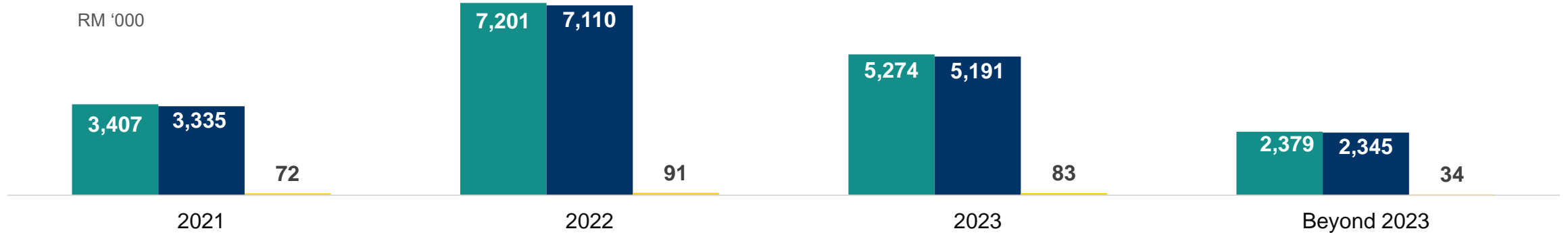
Property	No. of new leases/renewals	Area (sq ft)	% of Total Net Lettable Area	Variance over preceding average rental ^{2, 3, 4} (%)
Gurney Plaza	60	74,084	8.4	-6.6
East Coast Mall	43	56,366	12.1	-0.2
Sungei Wang Plaza	20	17,085	4.2	-50.5
3 Damansara	22	46,487	10.0	-30.3
The Mines	40	51,923	7.1	-13.8
Retail	185	245,944	8.3	-11.1
3 Damansara Office Tower	2	34,176	33.8	4.1
CLMT Portfolio	187	280,120	9.1	-10.3

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.

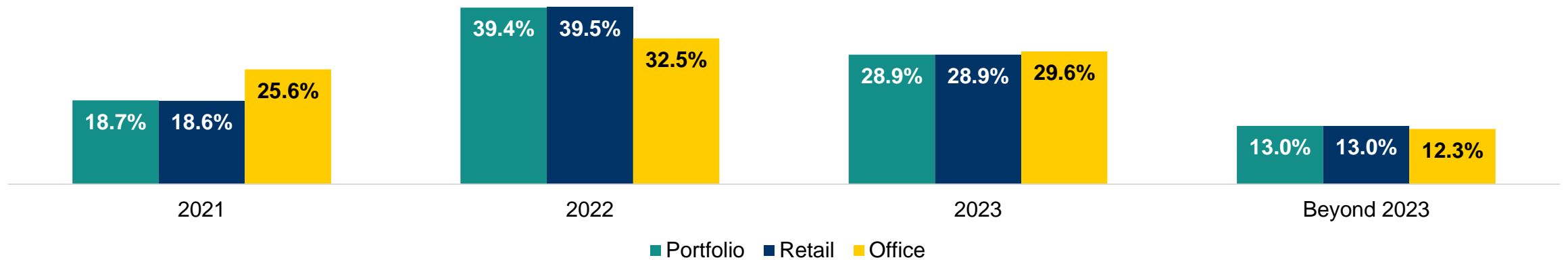
Portfolio Lease Expiry Profile (By Year)

Based on committed leases as at 30 Sep 2021

Portfolio Lease Expiry Profile (Gross Rental Income)



Portfolio Lease Expiry Profile (% of Gross Rental Income)



Rejuvenating Offerings to Capture Demand



MANGO
Gurney Plaza

The only MANGO store in Penang, located on the Ground Floor, offers retail space that showcases product displays ranging from footwear to apparel and accessories for kids, men and women.

TOMEI
East Coast Mall

Regarded as one of Malaysia's leading experts in the jewelry industry, Tomei's outlet features neutral composition of lines and colour, complimenting and accentuating the exclusive jewelry.



Luxe e-Concierge Services

Keeping shoppers' safety and convenience in mind



The graphic features a hand holding a laptop. The laptop screen displays 'GURNEY PLAZA LUXE E-CONCIERGE'. To the right of the laptop, text reads: 'You can now shop from the comfort of your home! Be spoiled with luxurious choices as we make your shopping experience convenient for you. Browse and contact store personnel to get your items delivered to your doorstep now!'. The Gurney Plaza logo is in the top right corner. Below the laptop, the word 'Featuring' is followed by a grid of brand logos: Club 21, COACH, PLAY, SACOOR brothers, BOSS, kate spade NEW YORK, Calvin Klein, TOMMY HILFINGER, Aēsop., L'OCCITANE EN PROVENCE, MAC, BONIA, JAW RED ARMY WATCHES, and MARKS & SPENCER LONDON.

Gurney Plaza Luxe E-Concierge

- Introduced luxe e-concierge services where shoppers can shop online safely and have their goods delivered to them
- Shoppers can shop from their favourite brands and items will be delivered safely to their doorsteps

Digital Initiatives

Implemented to boost tenant sales

GURNEY PLAZA: Shop Your Way to More Rewards

3 DAMANSARA: Virtual Shopee Store

THE MINES Vaccination Perks

EAST COAST MALL National Day Rewards

CAPITASTAR Membership drive

THE MINES M-Kidz Club Programme

Upgrading Initiatives

Enhanced shopper safety and convenience

GURNEY PLAZA



Upgrading of car park intercom



Back-up power installation for car park entry and exits



EAST COAST MALL



Replacement of traveller step chain and handrail



Façade Upgrading Works

Refreshed experience at Sungei Wang Plaza upon completion



Jumpa @Sungei Wang



Sungei Wang Plaza's façade upgrading works in progress

Sustainability

#GivingBersama Our Social Responsibility

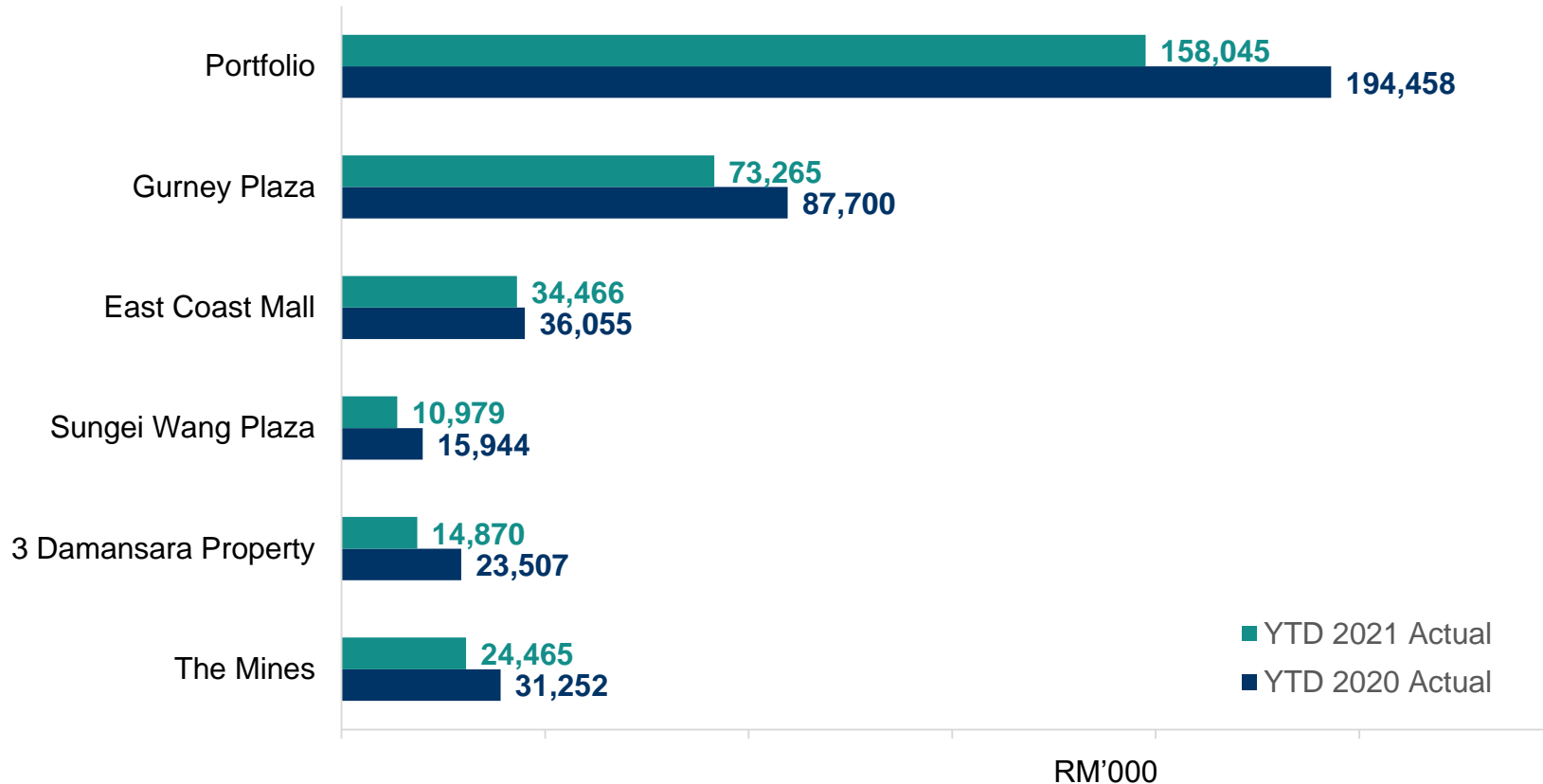
Part of CapitaLand Group's #GivingAsOne initiative



- CapitaLand malls in Malaysia, including CLMT malls, are part of this initiative to support 300 underprivileged children from 10 beneficiary homes in Penang, Klang Valley, Kuantan and Johor with daily necessities and online educational needs
- The children will be given digital devices including computers, laptops or tablets, which aid remote learning and staying digitally connected
- Donation amounting to approximately RM200,000 funded by CapitaLand Hope Foundation (CHF)
- From now until 31 December 2021, CapitaStar members can donate in multiples of 200 STAR\$®, (equivalent to RM1), towards this community initiative. Public donations via the CapitaStar platform will be matched dollar-for-dollar by CHF

Supplemental Information

YTD 2021 Gross Revenue

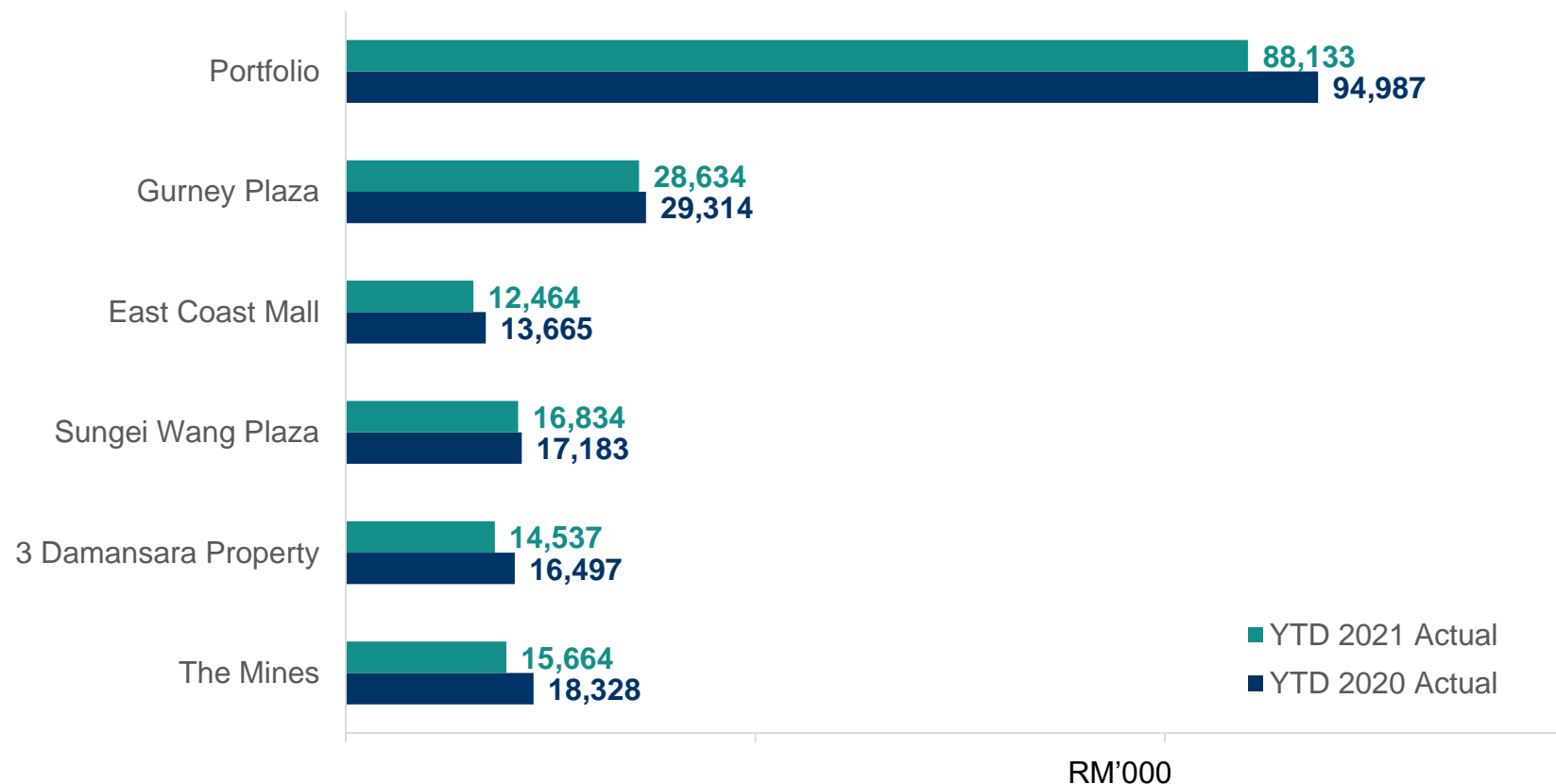


Lower gross revenue y-o-y due to:

- Lower gross rental income was partly attributed to the effort of re-balancing occupancy and rental reversion
- Higher rental relief continued for eligible tenants as a form of support during the COVID-19 pandemic crisis and the prolonged lockdown
- Lower contribution from other revenue sources

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

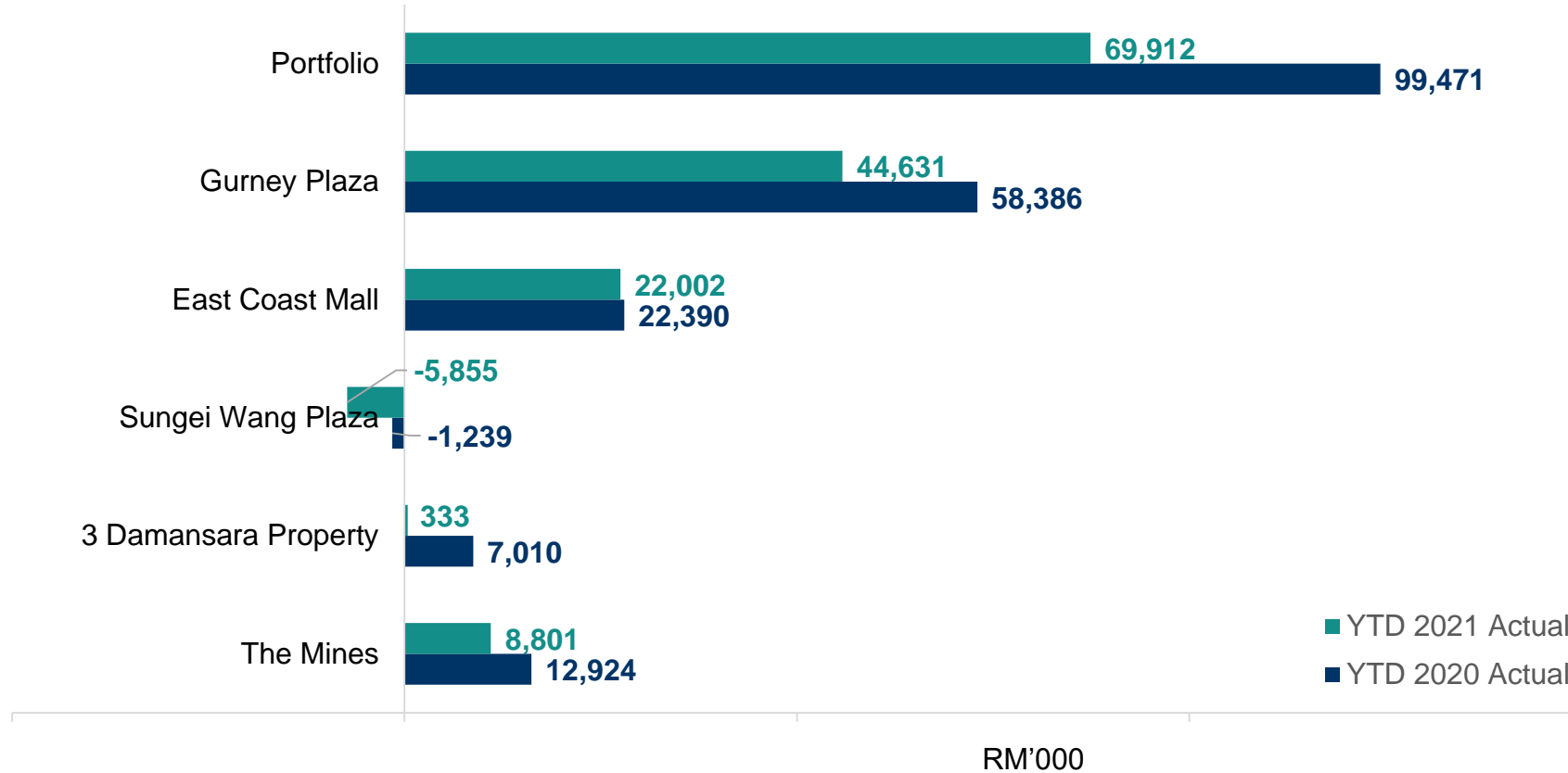
YTD 2021 Property Operating Expenses



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

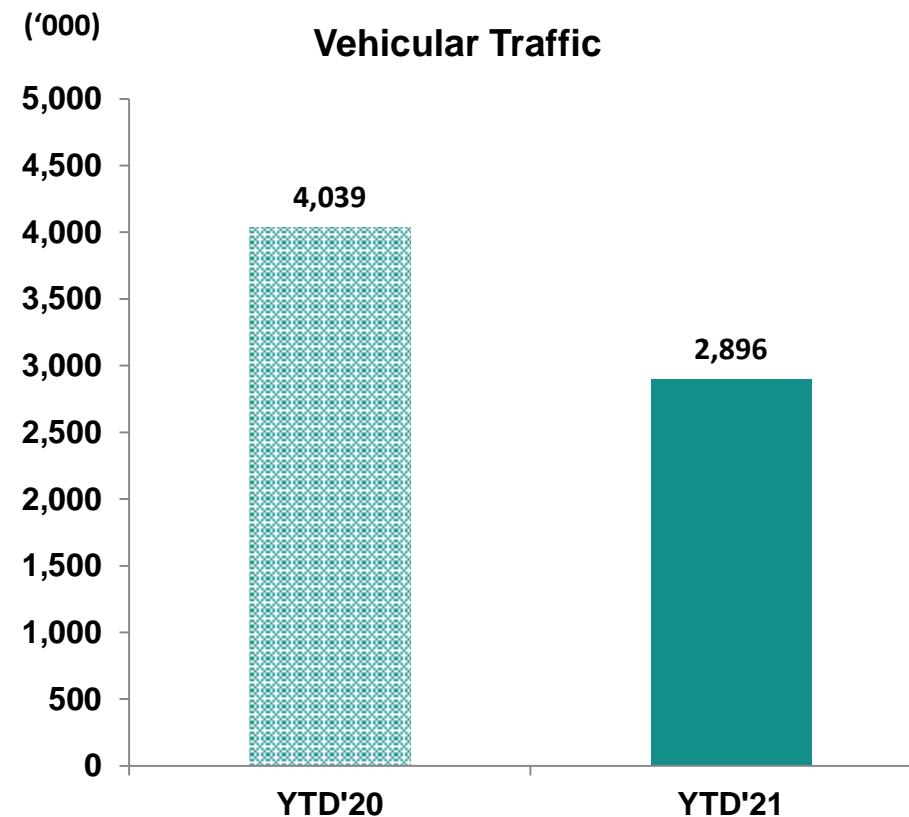
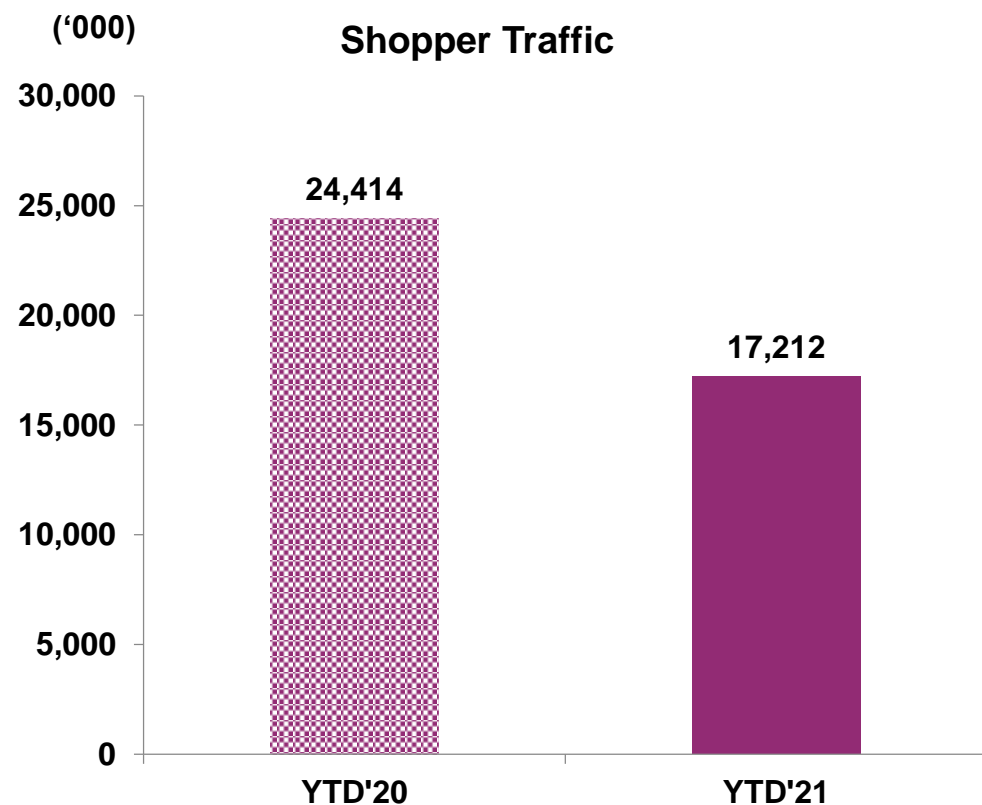
- Lower utility expenses due to lower consumption during the various lockdowns and 10% electricity discount received for the nine-month period
- Lower marketing expenses due to lower level of mall activities and cost containment effort
- Lower provision for doubtful debts due to additional rental relief provided for the period

YTD 2021 Net Property Income



Shopper and Vehicular Traffic

- Shopper traffic was 29.5% lower y-o-y
- Vehicular traffic was 28.3% lower y-o-y



Occupancy Rate

Property	As at 30 Sep 2021	As at 30 Jun 2021	As at 31 Mar 2021	As at 31 Dec 2020
Gurney Plaza	94.4%	95.0%	96.3%	98.6%
East Coast Mall	96.7%	97.1%	96.9%	97.4%
Sungei Wang Plaza	61.0%	66.1%	62.3%	64.2%
3 Damansara	74.4%	78.4%	82.2%	81.2%
The Mines	76.6%	78.1%	82.5%	85.2%
Retail	82.6%	84.5%	86.1%	87.6%
3 Damansara Office Tower	52.7%	65.9%	57.4%	57.4%
CLMT Portfolio	81.6%	83.9%	85.1%	86.6%

- Based on committed leases.

Portfolio Lease Expiry Profile for 2021

As at 30 Sep 2021	No of Leases ¹	% of Net Lettable Area ¹	% of Gross Rental Income ¹
Gurney Plaza	81	4.4%	6.2%
East Coast Mall	51	3.7%	4.7%
Sungei Wang Plaza	39	2.7%	1.3%
3 Damansara	35	7.0%	2.0%
The Mines	92	9.5%	4.1%
Retail	298	27.3%	18.3%
3 Damansara Office Tower	2	0.4%	0.4%
CLMT Portfolio	300	27.7%	18.7%

1. Based on committed leases for portfolio (Retail + Office) as at 30 Sep 2021.



Thank You



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