



CapitaLand Malaysia Trust  
**3Q 2022 Results  
Presentation**

26 October 2022

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East Coast Mall, Pahang, Malaysia



# Key Highlights

Jumpa  
@ Sungei Wang

KL CITY OF LIGHTS

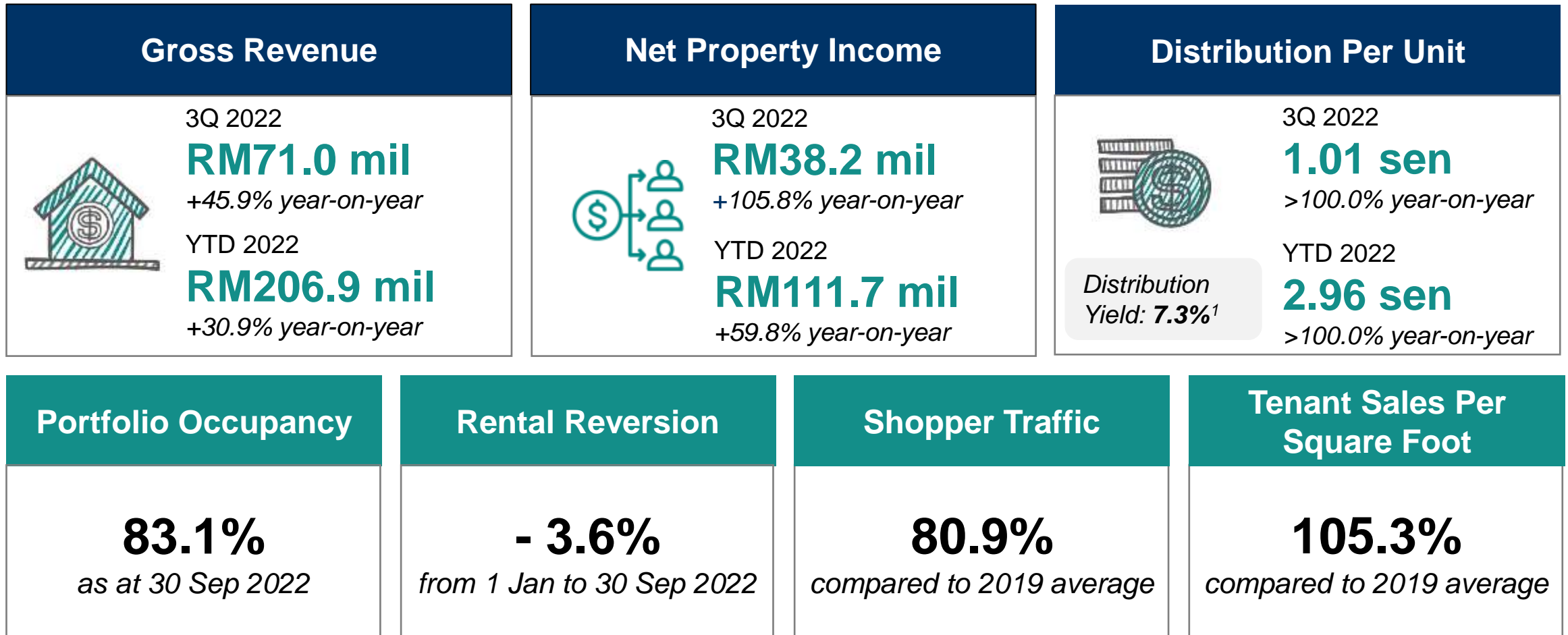
RONDA - RONDA KL

KL CITY OF LIGHTS

Sungei Wang Plaza, Kuala Lumpur, Malaysia

# Financial and Operational Highlights

Improvement in financial performance driven by better operating performance across all properties



Notes:

1. Distribution yield is based on annualised YTD 2022 DPU of 3.96 sen and closing unit price of RM0.54 as at 30 September 2022.



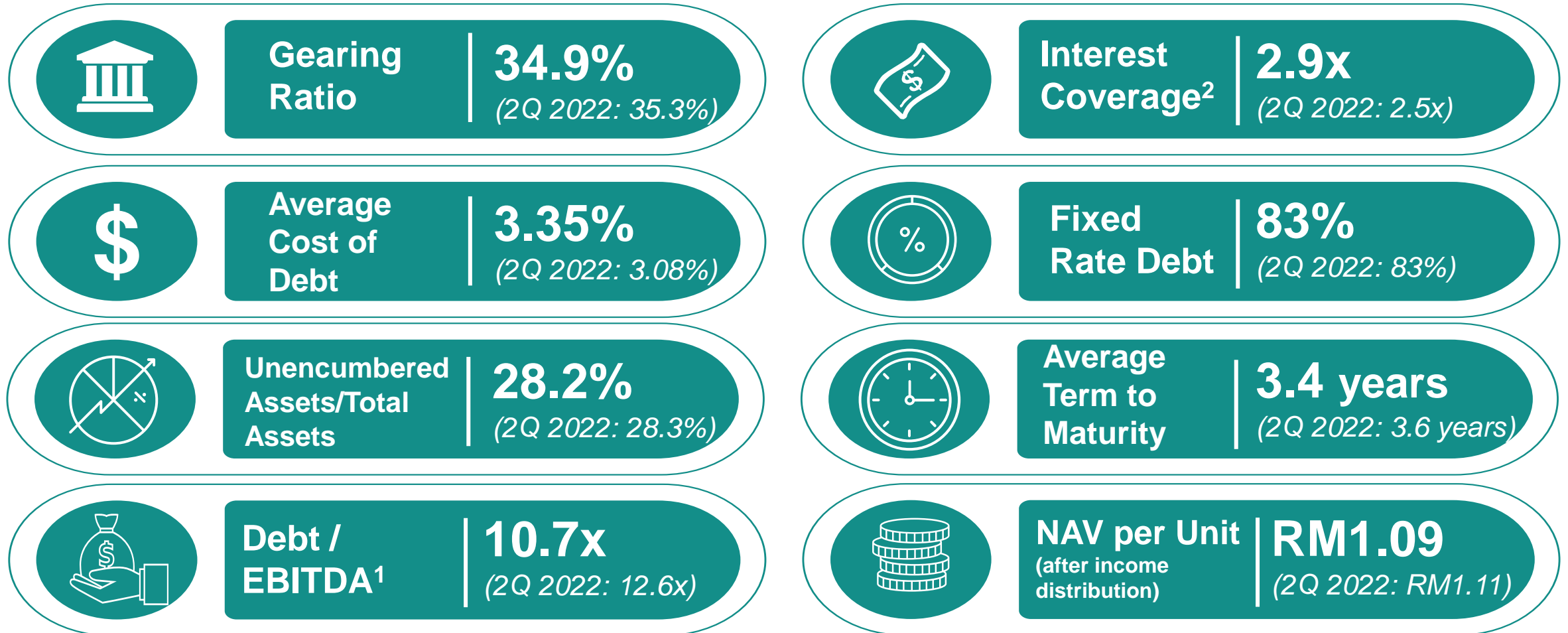
# Financial Highlights

3 Damansara Property, Selangor, Malaysia

# Distribution Statement

RM'000	3Q 2022 Actual (Unaudited)	3Q 2021 Actual (Unaudited)	Change %	YTD 2022 Actual (Unaudited)	YTD 2021 Actual (Unaudited)	Change %
<b>Gross revenue</b>	71,003	48,676	45.9	206,918	158,045	30.9
Less: Property operating expenses	(32,789)	(30,105)	8.9	(95,212)	(88,133)	8.0
<b>Net property income</b>	38,214	18,571	105.8	111,706	69,912	59.8
Profit for the quarter	21,440	2,822	659.7	65,095	21,996	195.9
<b>Distributable income</b>	22,246	3,192	596.9	64,273	21,343	201.1
Number of units in circulation ('000)	2,202,573	2,128,134	3.5	2,202,573	2,128,134	3.5
<b>Distribution Per Unit (sen)</b>	1.01	0.15	573.3	2.96	1.01	193.1

# Key Financial Indicators (as at 30 Sep 2022)



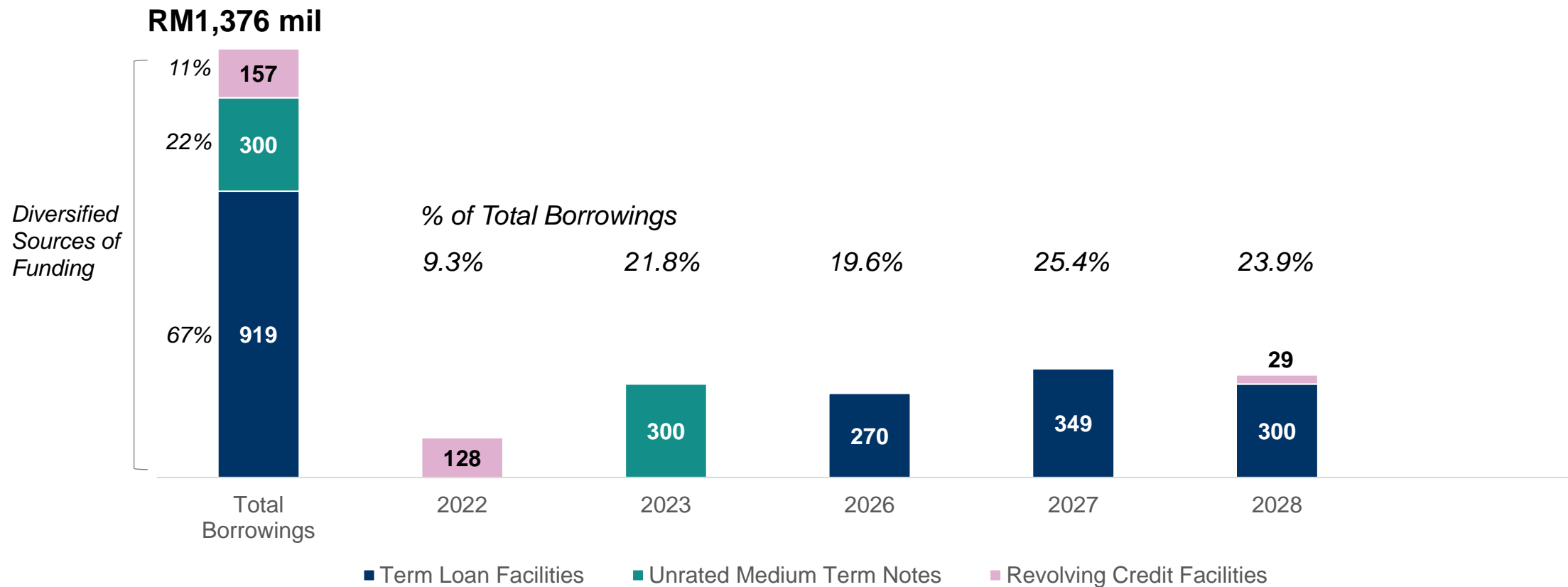
Notes:

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

At 30 Sep 2022



# Portfolio Update

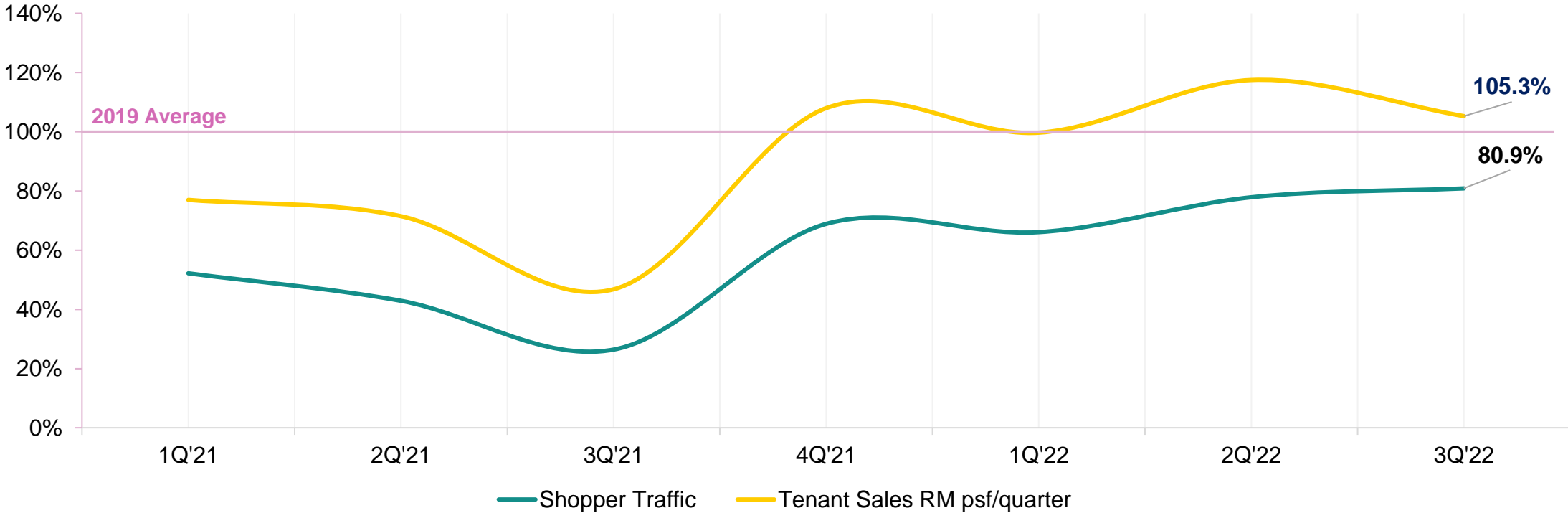
The Mines, Selangor, Malaysia



# Retail Performance

- Portfolio tenant sales psf continued to trend above 2019 average level
- Marketing-driven initiatives implemented to improve footfall

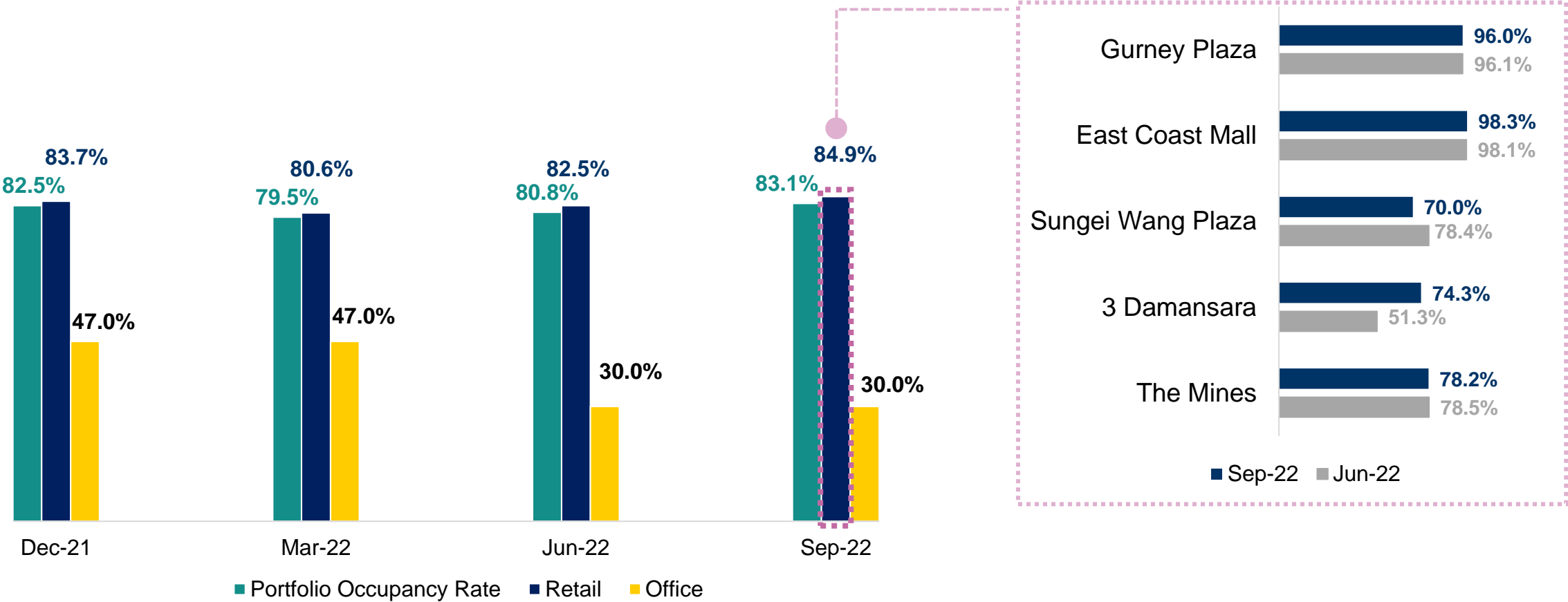
Recovery levels for tenant sales psf and shopper traffic for CLMT portfolio vs average for 2019



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

# Portfolio Occupancy Rate

Improvement in portfolio occupancy underpinned by newly secured supermarket for 3 Damansara





# Portfolio Rental Reversion

From 1 January to 30 September 2022<sup>1</sup>



**286**

New Leases / Renewals



**733,674**

Area (sq ft)



**24.7%**

of Total Net Lettable Area



**- 3.6%**

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

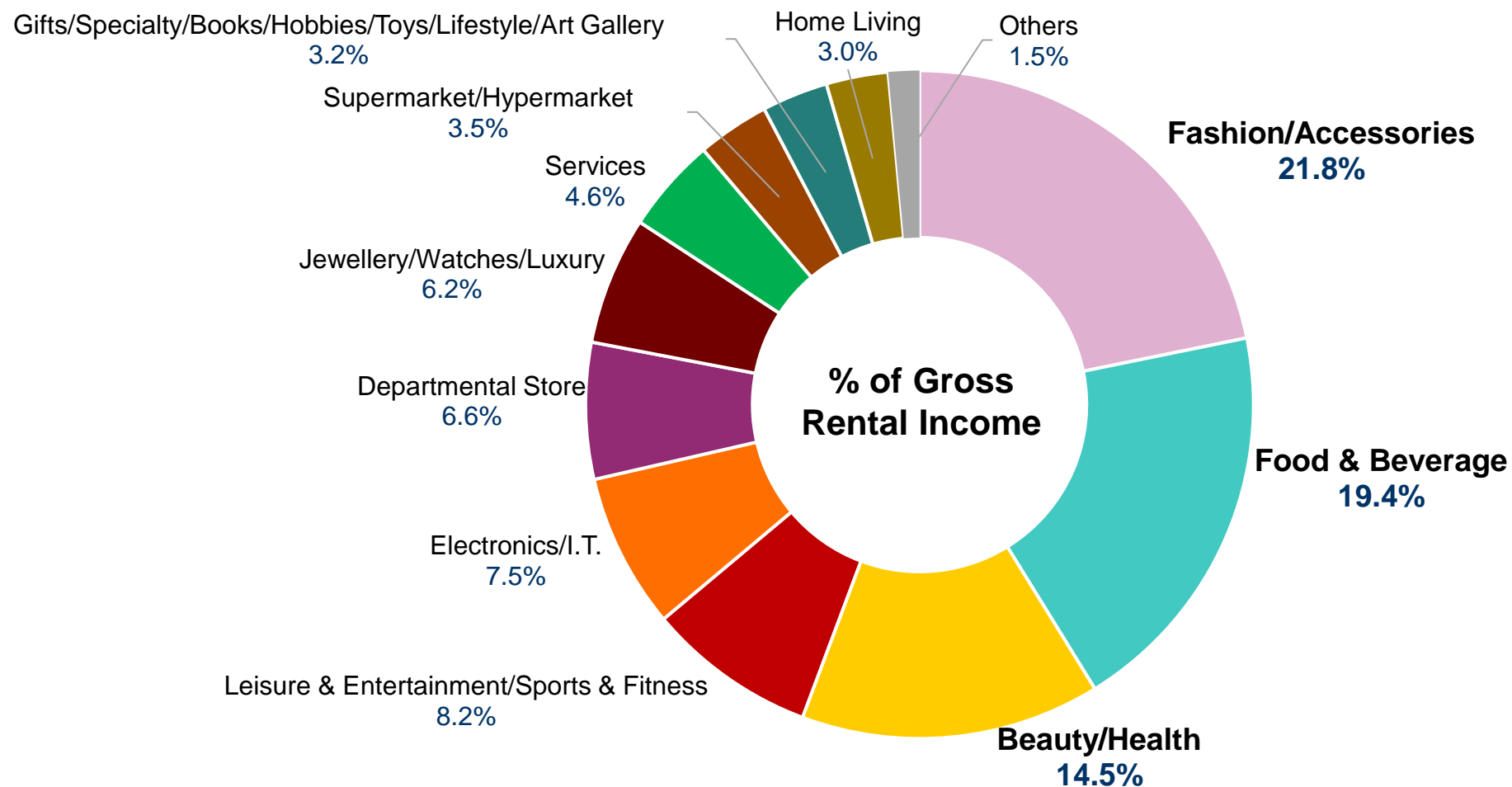
Property	No. of New Leases/ Renewals	Area (sq ft)	% of Total Net Lettable Area	Variance over preceding average rental <sup>2, 3, 4</sup> (%)
Gurney Plaza	84	342,954	38.7	-1.1
East Coast Mall	45	54,337	11.6	3.0
Sungei Wang Plaza	35	87,759	21.3	-20.8
3 Damansara	19	33,070	7.1	-30.4
The Mines	103	215,554	29.4	-2.7

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-balanced Tenancy Mix (as at 30 Sep 2022)

Top 3 trade categories contributed 55.7% to gross rental income

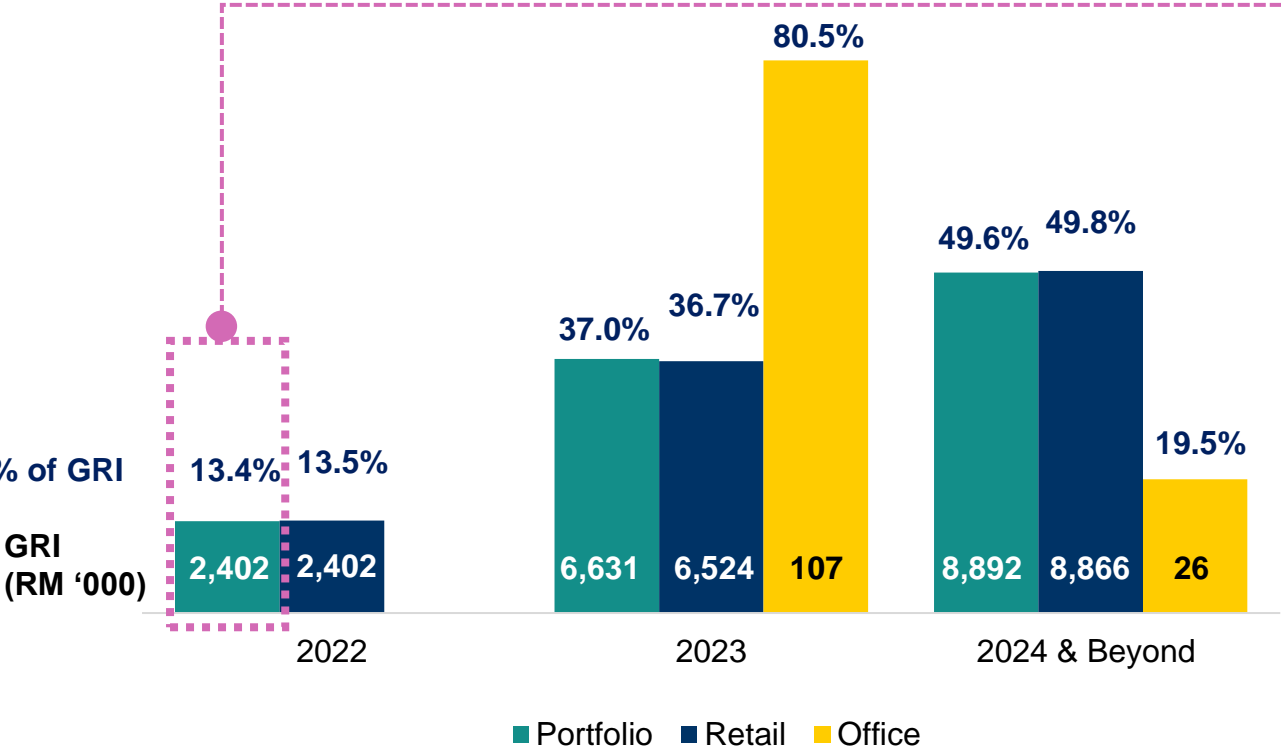




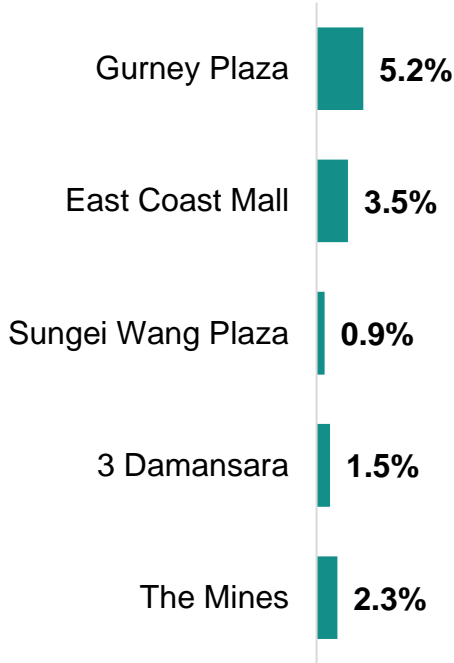
# Portfolio Lease Expiry Profile (By Year)

Based on committed leases as at 30 September 2022

Portfolio Lease Expiry Profile  
(% of Gross Rental Income)



Portfolio Lease Expiry Profile for 2022



Notes:  
• No leases due for expiry in year 2022 for 3 Damansara Office Tower.

Notes:  
• Based on committed leases for portfolio (Retail + Office) as at 30 September 2022.

# Exciting retail and lifestyle offerings at Gurney Plaza

Active tenancy remixing to further elevate premier lifestyle mall position

## Introduce experiential lifestyle tenants



LBS Music World: One-stop music solutions store and features unique musical experience with weekly performances



mothercare: Flagship outlet in Northern region with experience zones

## Well-established premium brands



Elemis



Lush



Anta

## Core Focus

- 1 Continuous uplifting and elevating mall position to stay ahead of competition
- 2 Continuous evaluation of space reconfiguration opportunities for maximum value creation



# Sungei Wang Plaza

Execution of turnaround strategy to revitalise mall appeal

## Introduce fresh offerings



Padi Restaurant and 1901 Food for Friendship



Popular



Akiba Street: a cluster of different Anime stores



## Thematic events to drive traffic and build awareness



Tales of Moon



Akiba Street opening festivities

## Core Focus

- 1 Focused on **creation of hipster and cool vibes** in the overall tenant mix offering
- 2 More **experiential-themed offerings** to position for the future
- 3 **New flagship concepts** to revitalise Jumpa@Sungei Wang

# 3 Damansara

Introduction of new grocer poised to revitalise property's relevance and appeal

## Targeted community events to reinforce mall's appeal



Mid-Autumn Festival Celebration



Gatorade 3on3 Basketball Challenge

## What's coming up...

**NSK**  
GRO CER

Flagship outlet in Petaling Jaya of over 100,000 sq ft offering brand new grocery shopping experience

## Core Focus

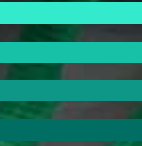
Ramp up leasing efforts in four key pillars:

- Food & Beverage
- Daily Essentials & Services
- Beauty & Wellness
- Enrichment & Urban Leisure

*“Making progressive inroads toward aim of becoming a **placemaking venue** for the **neighbourhood** community”*



# Sustainability Management





# Making sustainable efforts toward ESG excellence

## Environment



### Sustainable Financing

Target to complete first sustainability-linked loan in FY 2022



### Green Building

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

## Social

### Community development

Recognition at the Sustainability and CSR Malaysia Awards 2022 for efforts in supporting orphanages



## 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

# Looking Forward

# Business Outlook

## Retail

- Retail indicators continue to show signs of recovery supported by domestic demand and reopening of Malaysia's international borders
- Retailer sentiment expected to remain cautious as rising interest rate environment and inflationary concerns creep in

## Industrial

- Industrial sector has remained largely resilient and emerged stronger post COVID-19, thanks to the e-commerce boom
- Structural change towards omni-channel shopping led to an increase in warehousing space and need to handle the rise in last-mile delivery

## Logistics

- Outlook for logistics sector remains bullish with third-party logistics and e-commerce being key players expanding their operations
- Growing importance as regional logistics hub

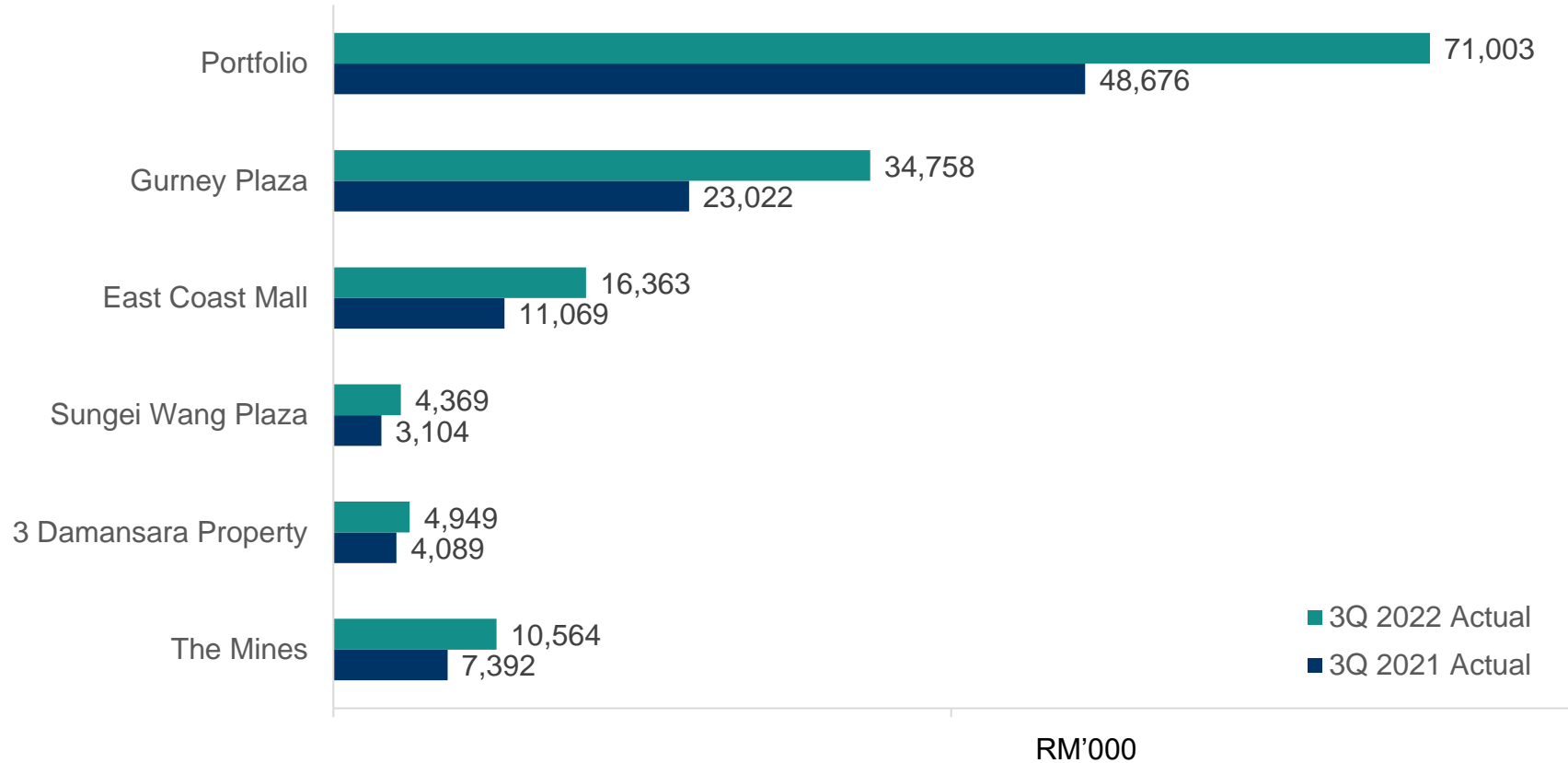
## CLMT's Focus in FY 2022

- Boost portfolio occupancy through **proactive asset management**
- Leverage Sponsor's extensive network of strategic partners to **introduce fresh retail offerings**
- Healthy gearing level of about 35% provides financial depth to fund future acquisitions - **~RM1 bil debt headroom**
- Actively exploring **yield-accretive investment opportunities** in existing and new asset classes in pursuit of **inorganic growth**
- Access to pipeline of **quality assets held by Sponsor** and explore opportunities from **third-party vendors**



# Supplemental Information

# 3Q 2022 Gross Revenue



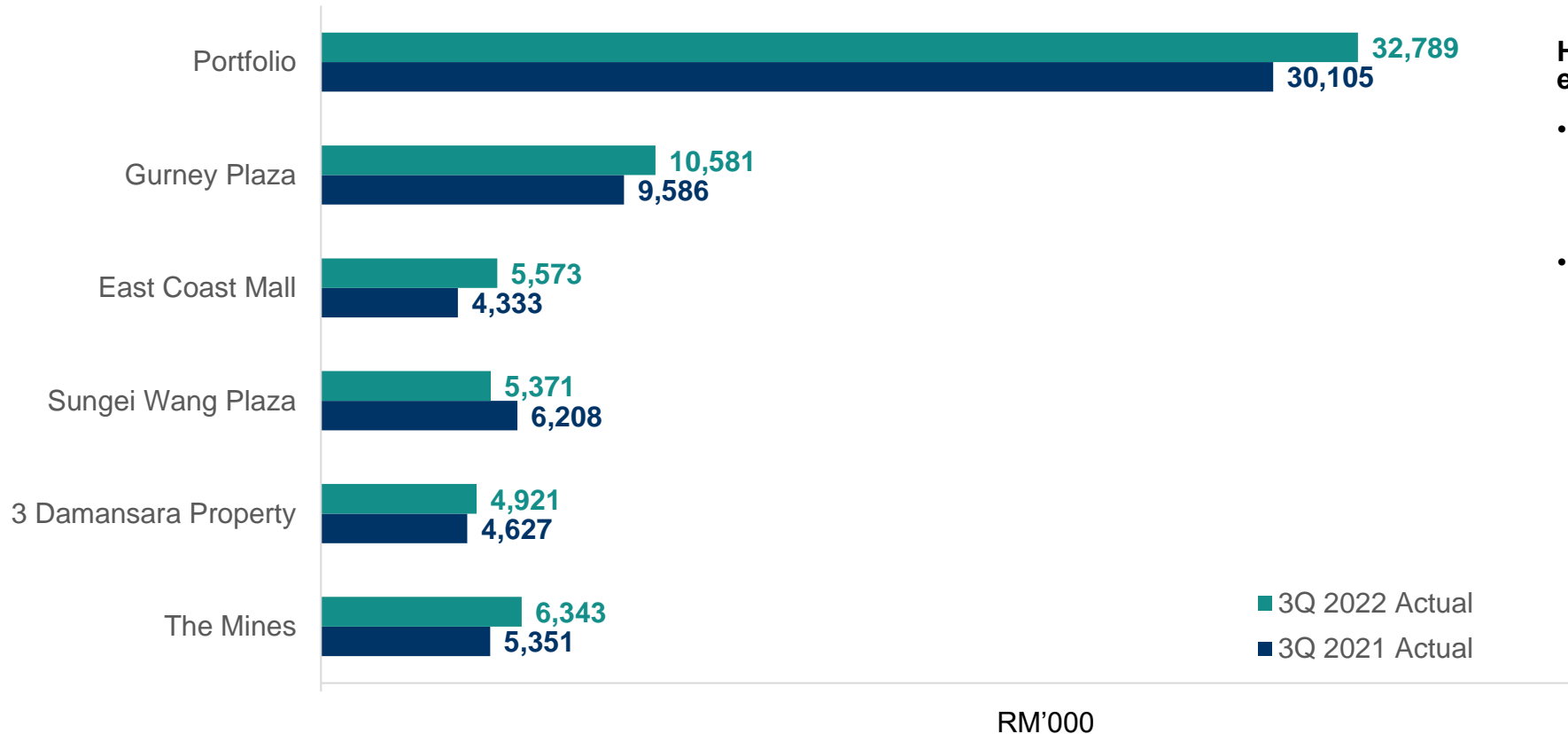
**Higher gross revenue y-o-y due to:**

- Continued improvement in retail sentiment and the absence of rental relief in the current quarter.

Notes:

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

# 3Q 2022 Property Operating Expenses

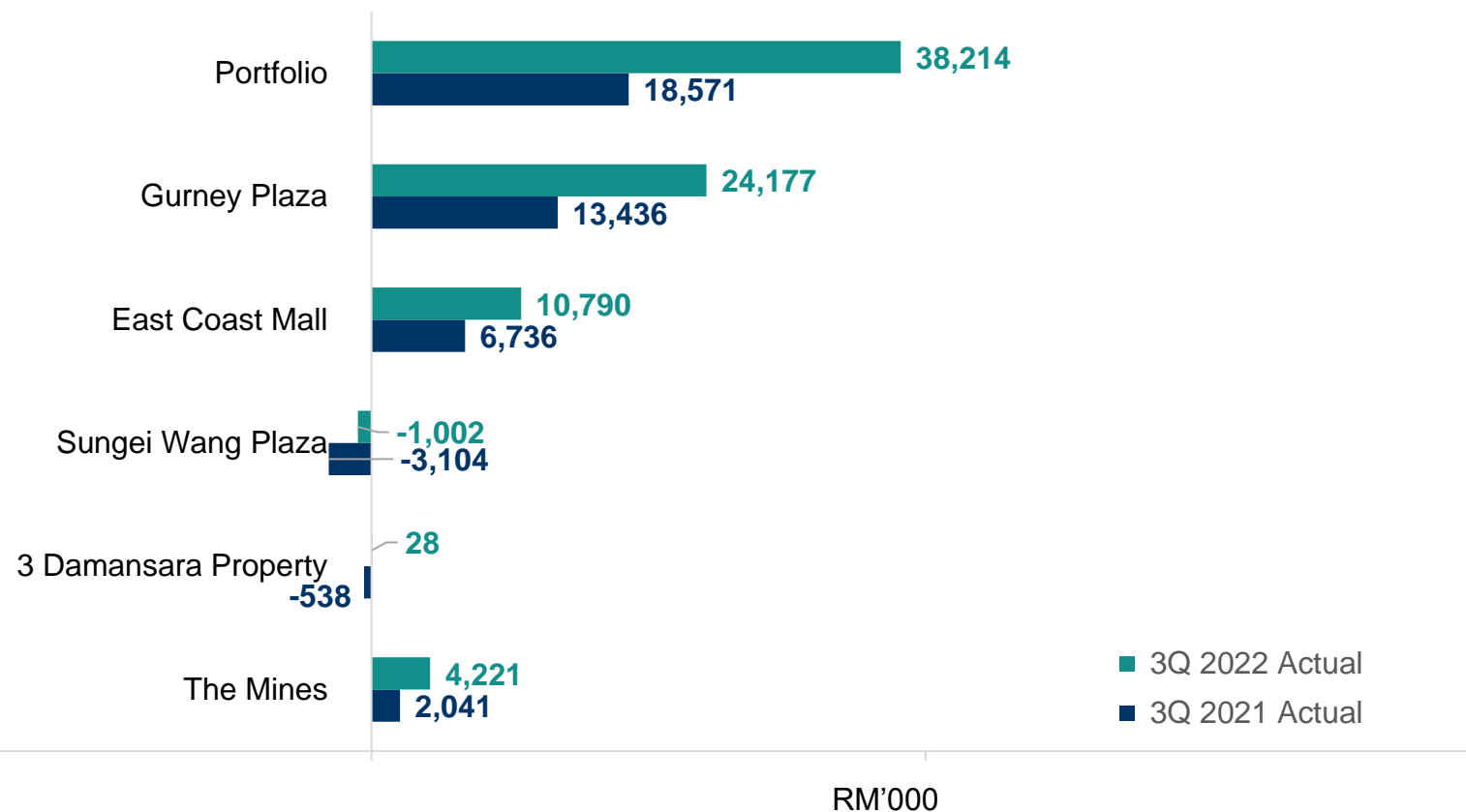


## Higher property operating expenses y-o-y due to:

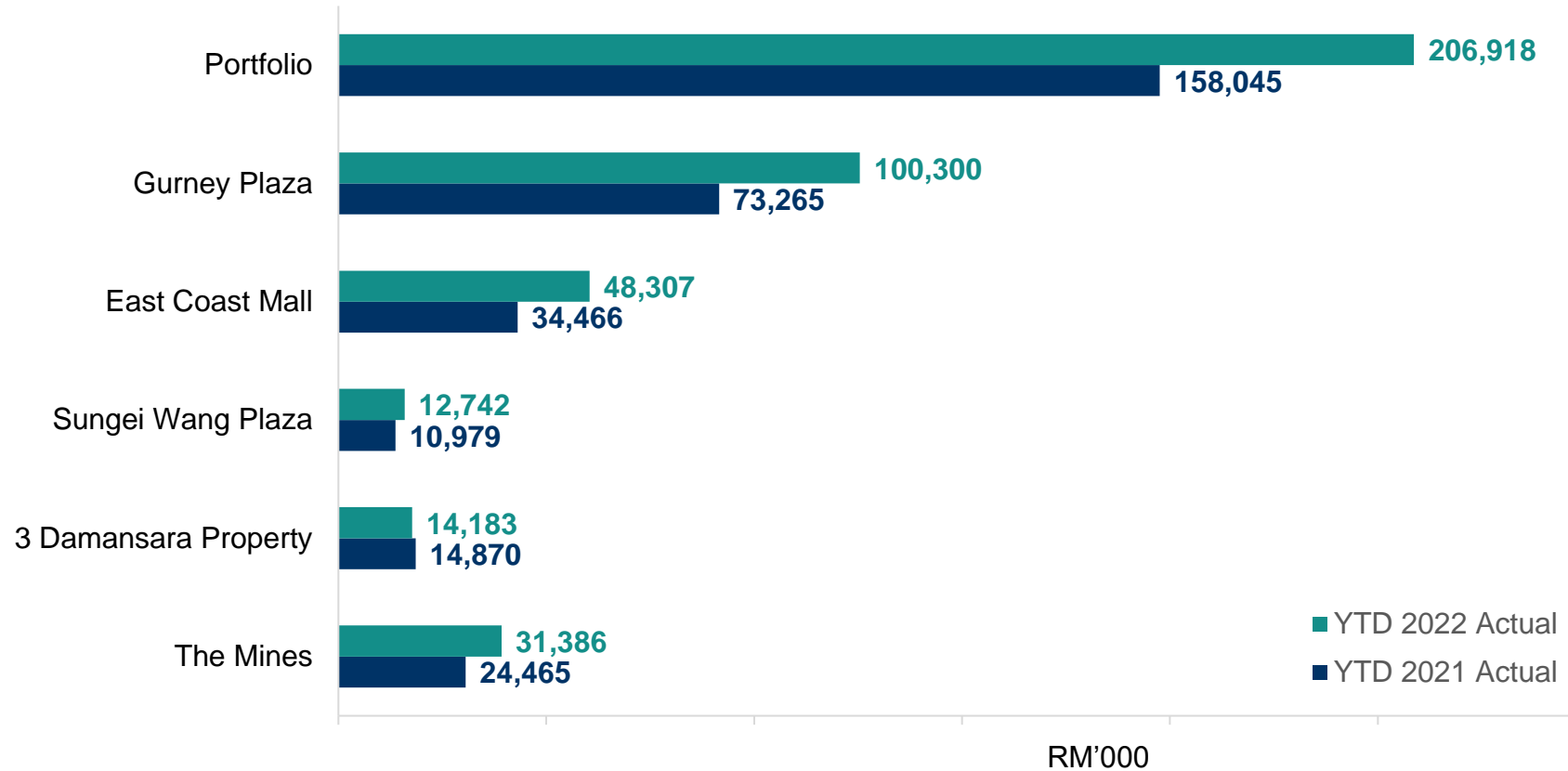
- Higher consumption of utilities and electricity surcharge as well as absence of electricity discount;
- Higher maintenance costs and other related expenses, which was offset by write-back of doubtful debts provisions as a result of improvement in collection.



# 3Q 2022 Net Property Income



# YTD 2022 Gross Revenue



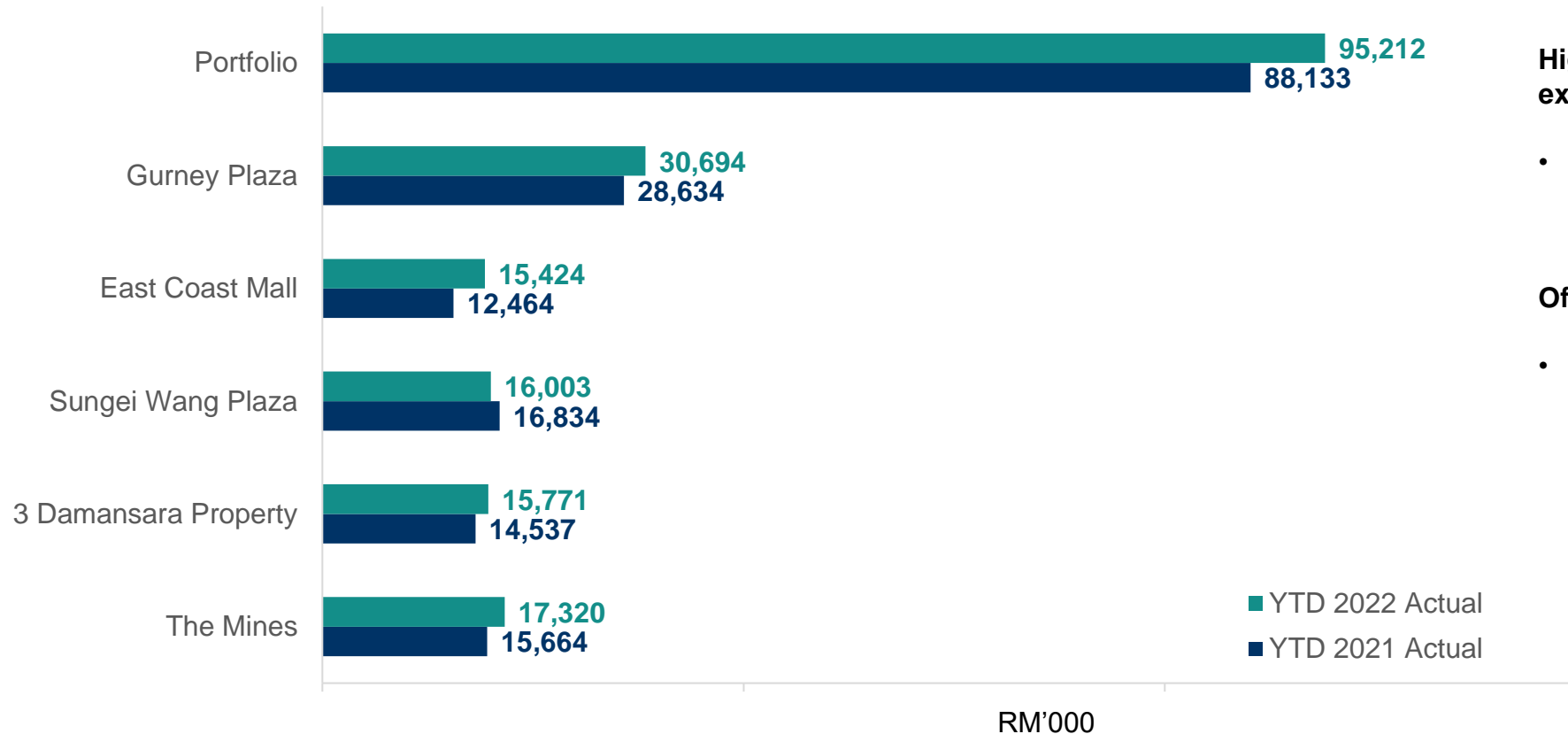
**Higher gross revenue y-o-y due to:**

- Continued improvement from tenants' business amidst retail recovery and higher occupancy.

Notes:

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

# YTD 2022 Property Operating Expenses



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

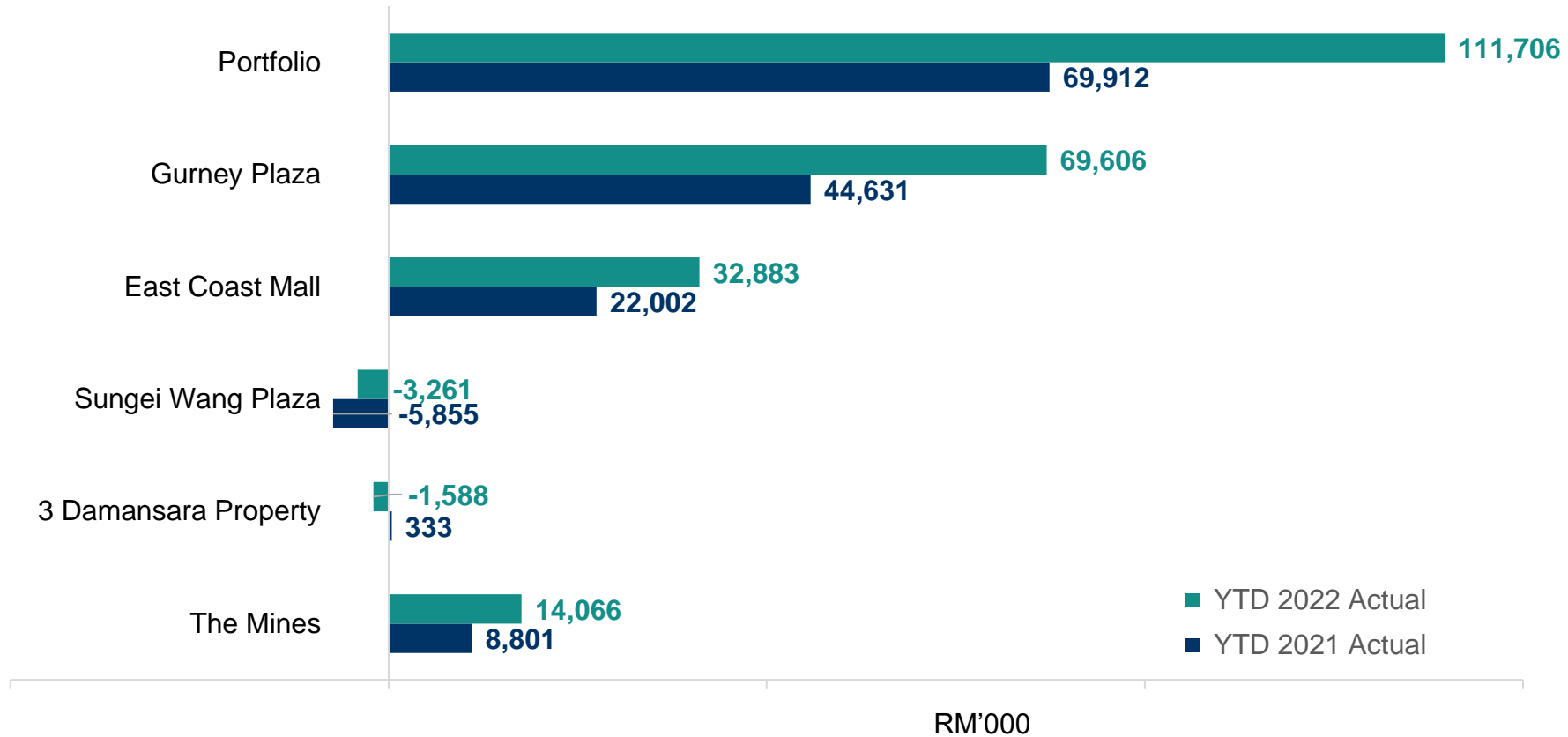
- Higher consumption of utilities and electricity surcharge as well as the absence of electricity discount;

## Offset by:

- Write-back of doubtful debts provision due to higher year-to-date collection from tenants.



# YTD 2022 Net Property Income



# Balance Sheet

<b>As at 30 Sep 2022</b>	<b>RM'mil</b>
Non-current Assets	3,832
Current Assets	109
<b>Total Assets</b>	<b>3,941</b>
Current Liabilities	529
Non-current Liabilities	982
<b>Total Liabilities</b>	<b>1,511</b>
<b>Net Assets</b>	<b>2,430</b>
<b>Total Unitholders' Funds</b>	<b>2,430</b>
<b>No of Units in Circulation (mil)</b>	<b>2,203</b>

<b>Net Asset Value (RM'mil)</b>	
- before income distribution	2,430
<b>- after income distribution</b>	<b>2,408</b>
<b>Net Asset Value per Unit (RM)</b>	
- before income distribution	1.1034
<b>- after income distribution</b>	<b>1.0933</b>

# New retail offerings to refresh shoppers' experience

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

## Gurney Plaza



30 Degrees



Leica

## East Coast Mall



The Coffee Bean & Tea Leaf



Gigi Coffee



One More



Honor



RCB Polo Club



Havaianas



Gigi Coffee



Pizza Wagon



Universal Traveller



Anta

## The Mines



emart24



RCBPC



Travel For All



# Shopper Engagement Initiatives



## GURNEY PLAZA

### “The Great Story of the Infinite Drawing” Augmented Reality Art Exhibition

An exciting hybrid event, linking a digital fresco and a 12-metre square installation, to be explored through augmented reality. This augmented reality art exhibition is a part of the Georgetown festival celebration in conjunction with George Town Heritage Day.



## GURNEY PLAZA

### Art @ Gurney Plaza

Art @ Gurney Plaza is a collaboration between Gurney Plaza and Penang Art District to create a community art space to introduce various art forms of art and cultural activities to the community.



## GURNEY PLAZA

### Let's Glow! Fitness Party

Let's Glow! Fitness Party is a glow in the dark fitness event in collaboration with Peak Fitness to activate the alfresco area and boost sales for F&B tenants.



## GURNEY PLAZA

Experiential pop-up store with a mini-sized go-cart course. Life-sized figurines of the famous Iron Man and courageous Black Panther were also available for the perfect photo opportunity.



# Shopper Engagement Initiatives



## THE MINES

### Merdeka – Malaysiaku Music Festival

Malaysia Day was celebrated with a series of songs and dance performances by top Malaysian artists. There was also a session for talents from local colleges to showcase their hidden musical talent on stage.



## THE MINES

### Family Fun Fiesta

A fun family affair consisted of giant kid's inflatable playground, participating tenants' roadshows, art & craft workshops and various performances by Celebrity Fitness. It also featured the first indoor mini walkathon to draw in family crowd.



## THE MINES

### Ondeh-Ondeh Fun Making Charity Event

Collaborated with Rotary Club Bukit Bintang to organise an Ondeh-Ondeh making charity event which made it into the Malaysia Book of Records for the most ondeh-ondeh made in a day. All the ondeh-ondeh were sold and the proceeds were donated to designated charity homes.



## THE MINES

### Transformer Collectors Exhibition

More than 300 Transformers figurines were exhibited at the centre court that also saw Optimus Prime cosplayers' meet & greet, PlayStation demonstrations, kids coloring contest and other exciting game challenges.



# Digital Initiatives

Leveraging CapitaStar to boost tenant sales



Shop & Be Rewarded Campaign @ PPK Malaysia and Tourism Malaysia



CAPITASTAR Merdeka Cashback



Foodie Treats @ East Coast Mall



Sama Sama Merderka @ 3 Damansara



CAPITASTAR MATTa Fair Collaboration

# Occupancy Rate

Property	As at 30 Sept 2022	As at 30 Jun 2022	As at 31 Mar 2022	As at 31 Dec 2021
Gurney Plaza	96.0%	96.1%	95.9%	96.3%
East Coast Mall	98.3%	98.1%	97.7%	97.5%
Sungei Wang Plaza	70.0%	78.4%	70.9%	66.4%
3 Damansara	74.3%	51.3%	49.7%	73.1%
The Mines	78.2%	78.5%	76.2%	76.2%
<b>Retail</b>	<b>84.9%</b>	<b>82.5%</b>	<b>80.6%</b>	<b>83.7%</b>
3 Damansara Office Tower	30.0%	30.0%	47.0%	47.0%
<b>CLMT Portfolio</b>	<b>83.1%</b>	<b>80.8%</b>	<b>79.5%</b>	<b>82.5%</b>

Note:  
Based on committed leases.



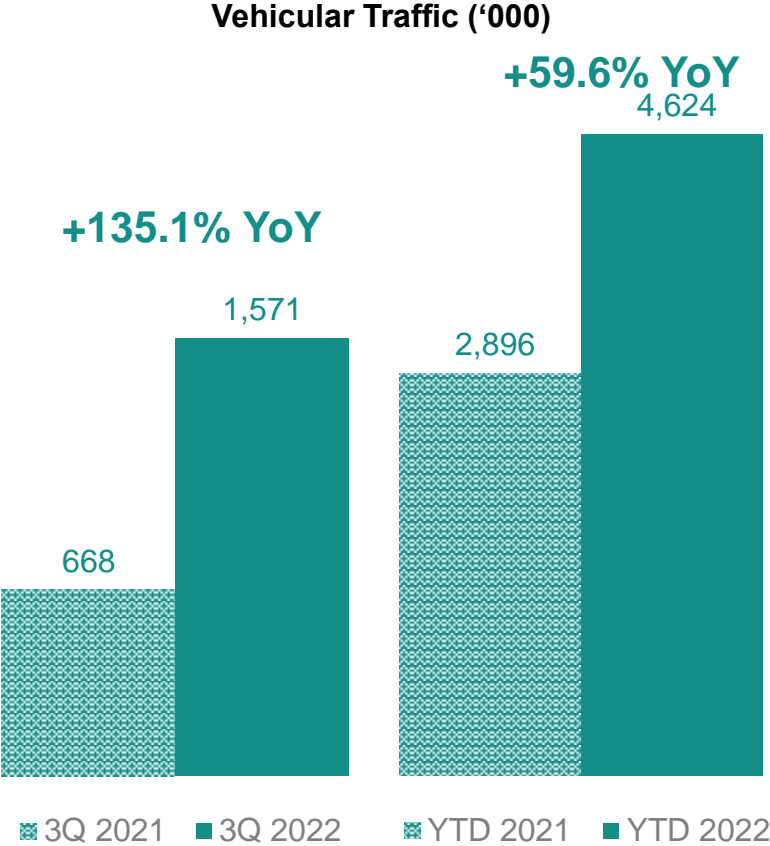
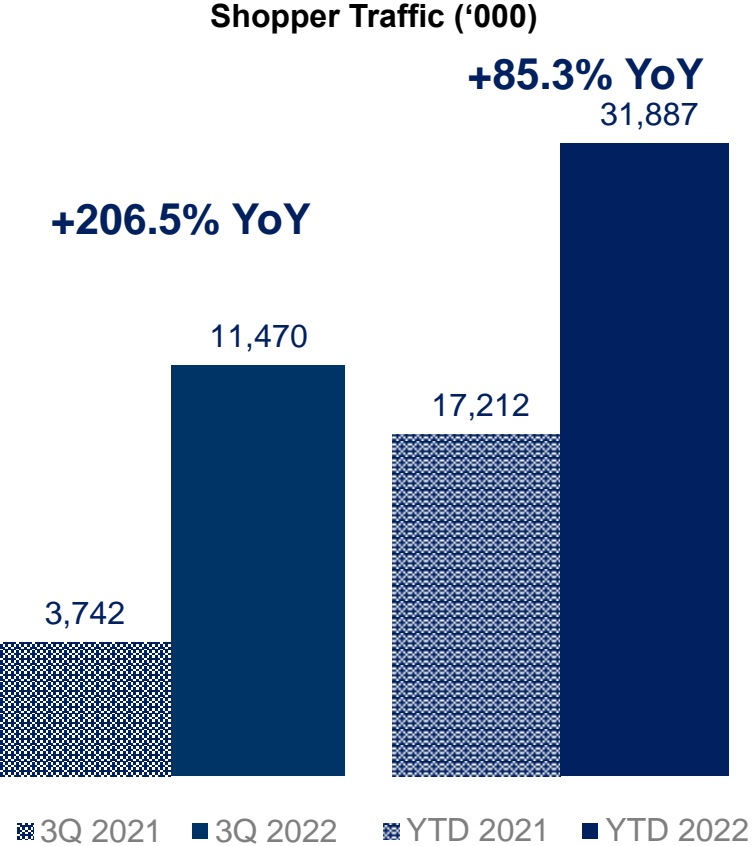
# Portfolio Lease Expiry Profile for 2022

As at 30 September 2022	No of Leases <sup>1</sup>	% of Net Lettable Area <sup>1</sup>	% of Gross Rental Income <sup>1</sup>
Gurney Plaza	47	3.8%	5.2%
East Coast Mall	32	4.8%	3.5%
Sungei Wang Plaza	37	1.7%	0.9%
3 Damansara	36	2.0%	1.5%
The Mines	36	5.8%	2.3%
<b>CLMT Portfolio</b>	<b>188</b>	<b>18.1%</b>	<b>13.4%</b>

Notes:

- Based on committed leases for portfolio (Retail + Office) as at 30 September 2022.
- No leases due for expiry in year 2022 for 3 Damansara Office Tower.

# Shopper and Vehicular Traffic



# Thank You

For enquiries, please contact:

Ms Jasmine Loo, Investor Relations

Email: [jasmine.loo@capitaland.com](mailto:jasmine.loo@capitaland.com)

CapitaLand Malaysia REIT Management Sdn. Bhd.

Unit No. 1-27, Level 27 Naza Tower

No: 10, Persiaran KLCC, 50088 Kuala Lumpur

Tel: (603) 2279 9888 | Fax: (603) 2279 9889

<https://www.clmt.com.my>