



Shiqi Metro Mall



# **Dasin Retail Trust**

Financial Results for the Second Quarter and Half Year ended 30 June 2017



11 August 2017

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DBS Bank Ltd. was the Sole Financial Adviser, Global Coordinator and Issue Manager for the initial public offering of Dasin Retail Trust. DBS Bank Ltd., Bank of China (Singapore Branch), and Haitong International Securities (Singapore) Pte. Ltd. are the Joint Bookrunners and Underwriters for the initial public offering of Dasin Retail Trust

## AGENDA

□ About Dasin Retail Trust

□ Key Highlights

□ Investment Highlights

Outlook

## **About Dasin Retail Trust**

- ✓ The only China retail property trust providing direct exposure to the Pearl River Delta Region
- ✓ Listed on Mainboard of the SGX-ST on 20 January 2017
- ✓ Market capitalization of approximately S\$448 million as at 10 August 2017

| Sponsor                     | Zhongshan Dasin Real Estate (中山大信置业) (the "Sponsor")<br>One of the leading real estate developers in Zhongshan City, Guangdong Province, with strong<br>track record as a retail mall operator  |
|-----------------------------|---|
| Sponsor's stake             | 59.9% (through Aqua Wealth Holdings Limited )   |
| Trustee-Manager             | Dasin Retail Trust Management Pte. Ltd. (the "Trustee-Manager")   |
| Investment Mandate          | To invest in, own or develop land, uncompleted developments and income-producing real estate in Greater China (comprising PRC, Hong Kong and Macau), used primarily for retail purposes, as well as real estate-related assets, with an initial focus on retail malls                               |
| Portfolio                   | 4 retail malls located in Zhongshan City in Guangdong, PRC, valued at RMB 7.47b <sup>(1)</sup> (approximately S\$1.5 <sup>(2)</sup> billion) (the "Properties"). The implied acquisition price for the Properties is RMB 4.3b (approximately S\$874m <sup>(2)</sup> ), a 42% discount to valuation. |
| IPO Price                   | S\$0.80   |
| Cornerstone investor at IPO | <ol> <li>China Orient Asset Management (International) Holding Limited (9.5%)</li> <li>Haitong International Investment Fund SPC (2.3%)</li> </ol>  |
| Distribution Policy         | 100% of Distributable Income to Unitholders for Forecast Year 2017 and Projection Year 2018<br>At least 90.0% of Distributable Income to Unitholders in respect of FY2019 and onwards   |

(1) Based on the independent valuations by Colliers International Hong Kong Valuation and Advisory Services ("Colliers") as at 30 June 2017

(2) Conversion is based on average CNY/SGD rate for the three months ended 30 June 2017 of 4.92584

## **About the Sponsor: Zhongshan Dasin Real Estate**



- One of the leading real estate developers in Zhongshan City, Guangdong Province, with strong track record as a retail mall operator
- ✓ Forged the way in modernizing Zhongshan's retail property landscape with its awardwinning brand of malls, Dasin Metro Malls (大信新都汇)
- Operates a multi-industry business structure that supports its integrated retailing platform, including technological, hospitality, food and beverage, culture, microfinance and education industries
- ✓ Owns and manages more than 1.5million sqm of commercial space with more than 600 tenant and brand names

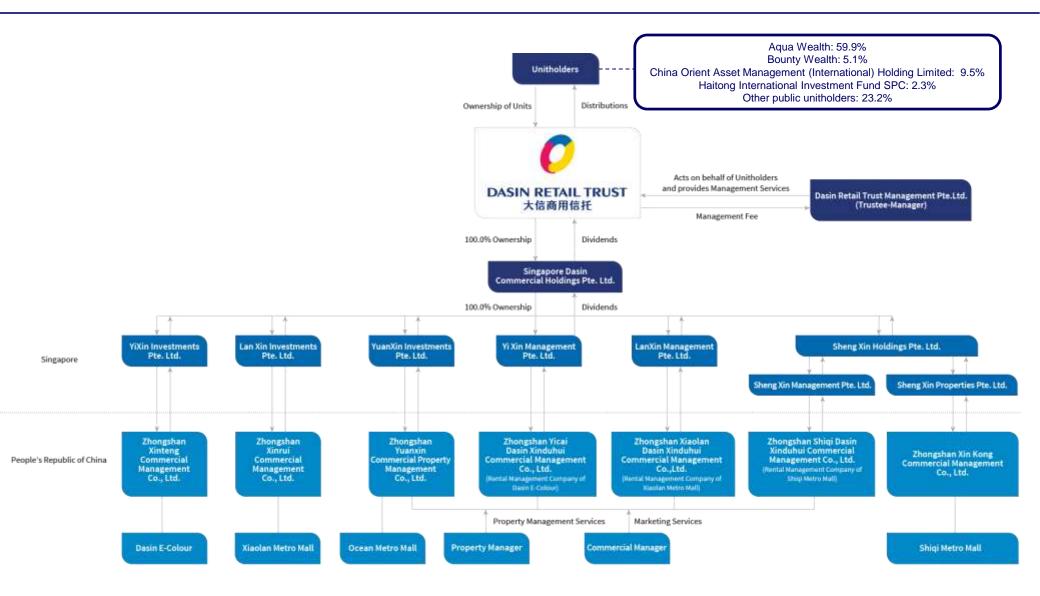


- Winner of several awards and accolades including:
  - ✓ "China's Top 10 Commercial Real Estate Development Companies" from 2011 2017
  - ✓ "China's Top 10 Fastest Growing Commercial Real Estate Development Companies" from 2011 2014
  - ✓ "China's Top 500 Real Estate Development Companies" from 2013 2017
  - ✓ "Dasin Metro Mall" was accorded the South China Brand Award 2016 for retail malls





### **Structure of Dasin Retail Trust**



### **Asset Portfolio**



Any discrepancies in the tables between the listed figures and total thereof are due to rounding

(1) Dasin Retail Trust ("DRT") foreign operations are translated using the average CNY/SGD rate for the three months ended 30 June 2017 of 4.92584

(2) Based on the independent valuations by Colliers International Hong Kong Valuation and Advisory Services ("Colliers") as at 30 June 2017

(3) As at 30 June 2017

## **Key Highlights**

#### Investment

- ✓ Acquired Shiqi Metro Mall for RMB 1,224.0 million (approximately S\$248 million) on 19 June 2017
- ✓ Strong pipeline of properties from Sponsor

### **Operations**

- ✓ Achieved 100% occupancy as at 30 June 2017 versus 99% as at 30 June 2016
- ✓ Long lease expiry profile extending beyond 2022
- ✓ Suning.com first online-to-offline (O2O) store in Zhongshan opened at Xiaolan Metro Mall

#### **Financials**

- ✓ Achieved Distribution Per Unit ("DPU") of 3.01 cents<sup>(1)</sup> for 1H2017, 5% higher than forecast of 2.88 cents<sup>(2)(3)</sup>
- ✓ Annualised Distribution Yield of 7.54% versus 7.21% <sup>(2)</sup> based on offering price of S\$0.80 as at IPO
- ✓ Healthy gearing of 31.8%<sup>(4)</sup>

#### Footnotes:

<sup>1)</sup> The actual results of the Trust's foreign operations are translated using the average RMB/SGD rate for the six months ended 30 June 2017 of 4.9051.

<sup>2)</sup> The Forecast is derived from the Forecast Year 2017 (without Shiqi Metro Mall) disclosed in the prospectus of the Trust dated 13 January 2017 (the "Prospectus"). For comparability, the Forecast has been translated at the actual average CNY/SGD rate for the six months ended 30 June 2017 of 4.9051. The actual results included contribution from Shiqi Metro Mall from 20 to 30 June 2017.

<sup>3)</sup> The quarter's forecast distribution per unit of \$\$0.0143 (with Distribution Waiver) and \$\$0.0065 (without Distribution Waiver) and the six months' forecast distribution per unit of \$\$0.0288 (with Distribution Waiver) and \$\$0.0130 (without Distribution Waiver) were prorated based on Forecast 2017 of \$\$0.0581 and \$\$0.0262 respectively as shown in the Prospectus.

<sup>4)</sup> Based on Total Borrowings Divided by Total Assets

### **Financial Performance (Actual vs Forecast)**

| For the period  | 1 April 2017 to 30 June 2017 |          |               | 1 January | <mark>/ 2017 to 30</mark> | June 2017  |
|---|------------------------------|----------|---------------|-----------|---------------------------|------------|
| S\$'000   | Actual                       | Forecast | Change<br>(%) | Actual    | Forecast                  | Change (%) |
| Revenue   | 11,329                       | 9,344    | 21            | 21,407    | 18,788                    | 14         |
| Property operating expenses   | (2,032)                      | (1,710)  | 19            | (3,984)   | (3,438)                   | 16         |
| Net property income   | 9,297                        | 7,634    | 22            | 17,423    | 15,350                    | 14         |
| Amount available for distribution   | 3,817                        | 3,421    | 12            | 7,494     | 6,880                     | 9          |
| Distribution per Unit (DPU)<br>(cents)<br>(With Distribution Waiver)  | 1.53                         | 1.43     | 7             | 3.01      | 2.88                      | 5          |
| Distribution per Unit (DPU)<br>(cents)<br>(Without Distribution Waiver)   | 0.69                         | 0.65     | 7             | 1.36      | 1.30                      | 5          |
| Annualised DPU yield (%)<br>Based on Closing Unit Price of S\$0.805 on<br>30 June 2017 and with Distribution Waiver | 7.62                         | 7.13     | 7             | 7.54      | 7.21                      | 5          |

Note:

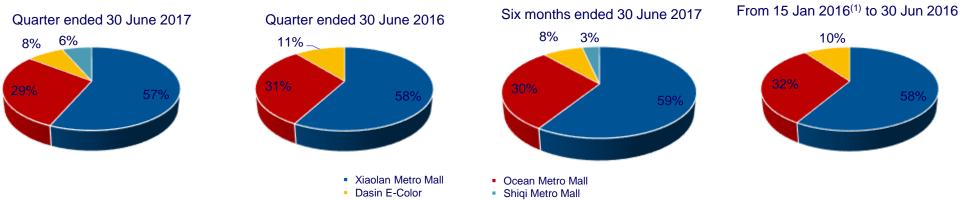
<sup>-</sup> The actual results of the Trust's foreign operations are translated using the average CNY/SGD rate for the six months ended 30 June 2017 of 4.9051.

<sup>-</sup> The Forecast is derived from the Forecast Year 2017 disclosed in the Prospectus. For comparability, the Forecast has been translated at the actual average CNY/SGD rate for the six months ended 30 June 2017 of 4.9051.

✓ Dip in revenue due to lower advertising and event space revenue and effect of a weaker average CNY/SGD rate for period ended 30 June 2017

| For the period                    | Quarter ended  |                |               | Six months           | From 15 Jan                           | Change        |
|-----------------------------------|----------------|----------------|---------------|----------------------|---------------------------------------|---------------|
| S\$'000                           | 30 Jun<br>2017 | 30 Jun<br>2016 | Change<br>(%) | ended 30<br>Jun 2017 | 2016 <sup>(1)</sup> to 30<br>Jun 2016 | Change<br>(%) |
| Revenue                           | 11,329         | 12,060         | (6)           | 21,407               | 14,839                                | 44            |
| Property operating expenses       | (2,032)        | (1,424)        | 43            | (3,984)              | (2,211)                               | 80            |
| Net property income               | 9,297          | 10,636         | 13            | 17,423               | 12,628                                | 38            |
| Amount available for distribution | 3,817          | N.A.           | -             | 7,494                | N.A.                                  | -             |

#### Net property income contribution by property:



Note:

- The actual results of the Trust's foreign operations are translated using the average CNY/SGD rate for the six months ended 30 June 2017 of 4.9051.

### ✓ Healthy gearing of 31.8%

|                           | Actual (S\$'000) |
|---------------------------|------------------|
| Investment Properties     | 1,516,289        |
| Cash and cash equivalents | 71,290           |
| Other assets              | 11,210           |
| Total assets              | 1,598,789        |
| Loans and borrowings      | 483,245          |
| Other liabilities         | 296,674          |
| Total liabilities         | 779,919          |
| Net Assets                | 818,870          |

| No. of issued and issuable units ('000) | 551,142 |
|---|---------|
| Net Asset Value (NAV) Per<br>Unit (S\$) | 1.49    |

| Gearing <sup>(1)</sup>       | 31.8%            |
|------------------------------|------------------|
| Average all-in cost of Borre | owings           |
| - Onshore                    | 4.96%            |
| - Offshore                   | 4.46%            |
| Weighted Average Term to     | Maturity (Years) |
| - Onshore Facility           | 3.96             |
| - Offshore Facilities        | 2.52             |

## **Distribution Details**

| Distribution Period   | 1 January 2017 to 30 June 2017 |
|-----------------------|--------------------------------|
| Distribution Per Unit | 3.01 Singapore cents           |

### **Distribution Timetable**

| Last Day of Trading on "cum" Basis | 05 September 2017 (Tuesday)              |
|------------------------------------|--|
| Ex-Date                            | 06 September 2017 (Wednesday), 9.00 a.m. |
| Book Closure Date                  | 08 September 2017 (Friday), 5.00 p.m.    |
| Distribution Payment Date          | 20 September 2017                        |

## **About Zhongshan**

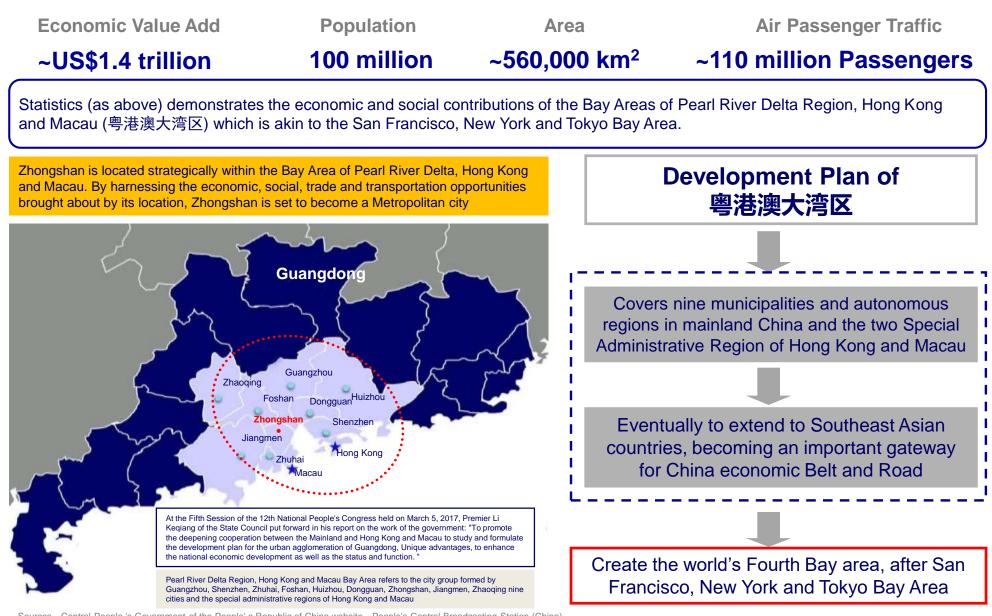
Zhongshan is a leading global manufacturing hub with each district widely-known for its respective area of industry focus

| Location  | Guangdong Province, adjacent to Guangzhou to the north and close to Hong Kong and Macau                                 |  |
|---|---|--|
| Land Area <sup>(1)</sup>  | 1,800 sq km (approximately 2.5 times of Singapore <sup>(1)</sup> )  |  |
| Urbanization Rate <sup>(1)</sup> - 88% - Fourth highest in Guangdong Province (Guangdong Province: 68%) |   |  |
| City Centre   | <ul> <li>Shiqi District, Xiqu District, Dongqu District and Nanqu District form the city centre of Zhongshan</li> </ul> |  |



| Guzhen Town   | <ul> <li>Known as China's lighting capital, accounts to a large<br/>proportion of the national output of lighting fittings</li> </ul>  |                    |
|---|--|--------------------|
| Xiaolan Town  | <ul> <li>Known as being the "Locks and Hardware<br/>Acoustics" industrial base of China</li> </ul>   | e" and "Electronic |
| Zhongshangang<br>(Torch Hi-tech<br>Industrial<br>Development<br>Zone) | <ul> <li>Has over one thousand industrial enterprises, among which 20 are from Fortune 500</li> <li>Major industries represented in the zone are Automobiles and Auto-Parts, Bio-pharmaceuticals, Packaging, Information Technology and Chemicals; large concentration of high-tech companies</li> </ul> |                    |
| Major Macro Indicators <sup>(2)</sup> 2016                            |  |                    |
| GDP (RMB million)   |  | 320,278            |
| Real GDP Growth (%)   |  | 7.8%               |
| Population (million)  |  | 3.2                |
| GDP per capita (RMB)  |  | 99,500             |
| Disposable Income Per Capita (RMB)                                    |  | 40,012             |
| Fixed Asset Investment (RMB million)                                  |  | 114,901            |
| Contracted Foreign Direct Investment (RMB million)                    |  | 106,279            |
| Retail Sales (RMB million) 120,5                                      |  | 120,584            |
| Exports of Goods (RMB billion) 223.8                                  |  |                    |
|   |  |                    |

### **Development of Pearl River Delta Region, Hong Kong and Macau Bay Area**



Sources: Central People's Government of the People's Republic of China website, People's Central Broadcasting Station (China) http://www.gov.cn/xinwen/2017-03/10/content\_5176060.htm#3/ ; http://www.gov.cn/xinwen/2017-03/07/content\_5174772.htm; http://www.gov.cn/xinwen/2017-04/08/content\_5184200.htm; http://www.cnr.cn/gd/gdtt/20170412/t20170412\_523704106.shtml

### Development of Pearl River Delta Region, Hong Kong and Macau Bay Area



## **Shipping Port**

The ports of Pearl River Delta Region, Hong Kong and Macau Bay Area handled over 650 million TEU in 2016, of which the ports of **Shenzhen, Hongkong and Guangzhou were in the top 10 ports of the world**, ranking, third and fifth and seventh respectively.



### Strategy

**Framework agreement** has been signed between the provincial authorities of the Pearl River Delta Region, Hong Kong and Macau Bay and the Central Government, stating development blueprint of the Bay Area



## Energy

Potential for energy development and utilization within the bay area with energy utilisation forecast of over 800 million tons



### Investment

Enhancing connectivity is one of the focal point of the Bay Area. Guangdong plan of " $\pm \Xi \Xi$ " will develop transportation such that Guangzhou will be accessible within an hour from the other cities in the Pearl River Delta Region. Zhongshan has plans to invest RMB140 billion in the next six years on transport infrastructure.

The development of Pearl River Delta Region, Hong Kong and Macau Bay Area has a 2020 target for establishment with a 2030 goal to become a world-class Bay Area with advanced manufacturing sector, innovation centre, a global shipping and trade centre with the ability to compete effectively and efficiently internationally amongst the leading players.

Source:

 $\label{eq:linear} 3 $$ http://ccnews.people.com.cn/n1/2017/0802/c141677-29443824.html; $$$ 

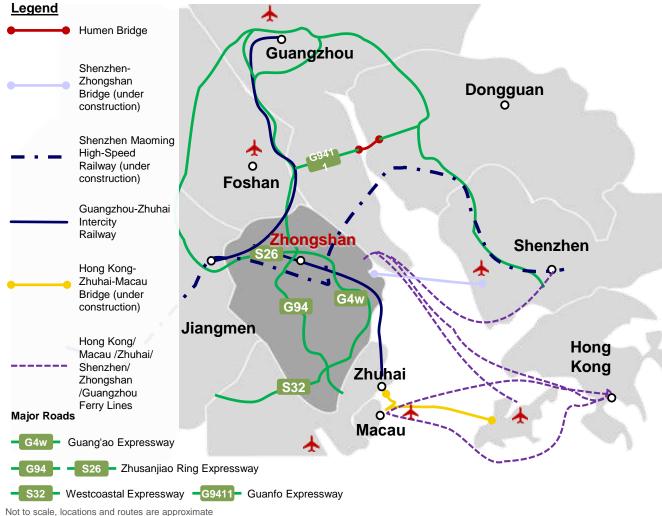
4、 http://finance.people.com.cn/n1/2017/0711/c1004-29396231.html

<sup>1、</sup> http://finance.people.com.cn/n1/2017/0621/c1004-29352749.html

 $<sup>\</sup>label{eq:linear} 2_{\rm https://mp.weixin.qq.com/s?\_biz=MzA3NTM1MDg5Nw%3D%3D&idx=3&mid=2647521138&sn=33df80dec83a35e05556228b6843cbf5;$ 

### **Proximity and Increased Connectivity in PRD region**

 Zhongshan is located at the heart of the PRD region and is within a 1 hour commute to most of the other PRD cities



Source: CBRE Independent Market Research Report (November 2016)

Improved connectivity includes:

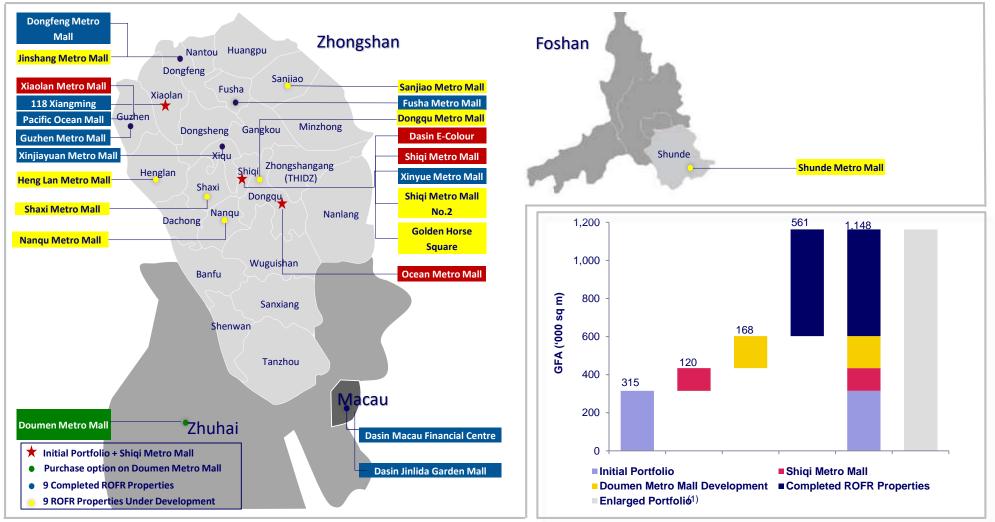
- Shenzhen-Zhongshan Bridge (under construction): Aims to reduce commute time from 1 hour 45 minutes to 30 minutes commute
- Hong Kong-Zhuhai-Macau Bridge (tunneling and structure completed): Main construction works have been completed. The project is on track for completion

#### Railway and Ferry Lines enhancement:

Enhance connectivity to the PRD Region. River Taxi from Shenzhen to Zhongshan has commenced in August 2017, reducing travelling time to 45 minutes from 2 hours (via car)

## **Extensive ROFR pipeline spanning across four cities**

- ✓ Potential portfolio size of more than 1.1 million sq m of GFA.
- ✓ Total GFA could expand by ~2.6x if purchase option to purchase Doumen Metro Mall is exercised and all ROFR Properties are acquired



(1) Does not include 9 ROFR Properties which are under construction and where GFA has yet to be determined. Include carpark space.

### **Shiqi Metro Mall Acquisition**





- Acquisition of Shiqi Metro Mall for RMB1,224 million on 19 June 2017, 11 days earlier than stipulated timeline of 30 June 2017
- First shopping mall in Zhongshan, attracting residents from the region comprising 7-storey (including 2 basement floors) retail mall with over 180 tenants, primarily in the Defensive and Lifestyle trade sectors
- ✓ 100% occupied as at 30 June 2017

8,000

7,000

6,000

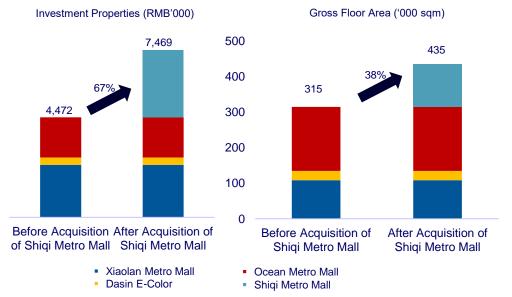
5,000

4,000

3,000 2,000

1.000

 Boost to portfolio size with four properties spread across 434,567 sqm of space valued at approximately RMB7.47 billion.



### **Doumen Metro Mall**

#### **Purchase Option for Doumen Metro Mall**



| Location                          | Zhuhai City, Doumen District, Jingan<br>Town, Zhongxing Road, PRC |
|-----------------------------------|---|
| Expected Date of<br>Completion    | 2Q2018  |
| Expiry Date of Land Use<br>Rights | October 2052  |
| Estimated GFA / NLA (1)           | 167,794 sqm / 106,371 sqm   |
| Estimated Car Park Lots           | 1,222   |

Purchase Option is exercisable by Singapore Holdco from the Listing Date and shall expire upon the issuance of the completion certificate



Upon completion, the mall will comprise two basement levels of car park space and six levels above ground, and is intended to be a large-scale integrated shopping mall providing for a one-stop destination for leisure and entertainment, F&B and retail activities.

Expected to attract a large percentage of the shoppers from the neighbouring towns of Jing'an Town and Baijiao Town, which are situated in the Doumen District.

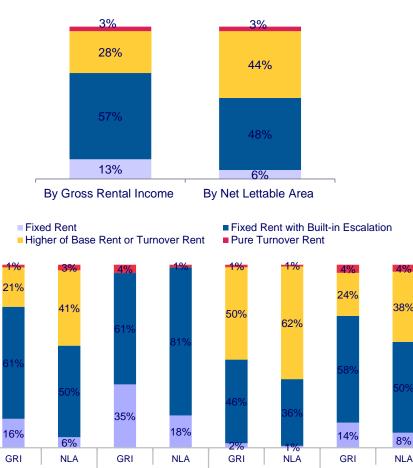
(1) The relevant GFA, NLA and information on the car park lots are based on architectural plans prepared by the relevant architects. These areas may differ from the actual GFA, NLA and car park lots of the Doumen Metro Mall Development Project when completed. The GFA will be finalised when the Building Ownership Certificate of the Doumen Metro Mall Development Project is issued.

## **Portfolio with Strong Occupancy**

 ✓ Achieved 100% occupancy: Testament to leasing ✓ and marketing capabilities



Majority of leases are fixed rental structure with built-in escalation, providing organic growth and income predictability



Portfolio Lease Structure<sup>(1)</sup>

Lease Structure<sup>(1)</sup>By Asset

Ocean Metro Mall

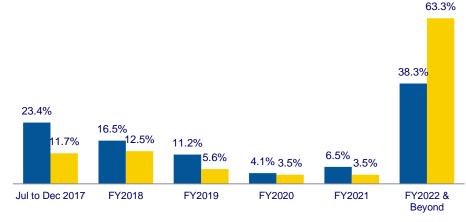
Dasin E-Color

Xiaolan Metro Mall

Shiqi Metro Mall

## Well-spread weighted average lease to expiry (WALE)

### ✓ Lease expiry extends beyond FY2022



By Net Lettable Area

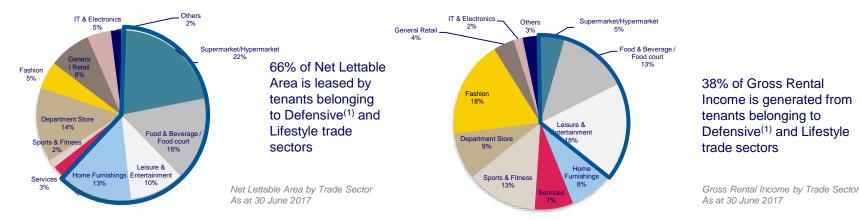
By Gross Rental Income

| Portfolio                 | Weighted average lease<br>to expiry (years) |
|---------------------------|---|
| By Total Rental<br>Income | 3.9   |
| By Net Lettable<br>Area   | 6.4   |

| As at 30 June 2017 | No. of leases | Total Rental Income |                   |
|--------------------|---------------|---------------------|-------------------|
|                    |               | RMB'000             | % of total income |
| Jul to Dec 2017    | 193           | 5,626               | 23%               |
| 2018               | 162           | 3,966               | 17%               |
| 2019               | 65            | 2,689               | 11%               |
| 2020               | 25            | 987                 | 4%                |
| 2021               | 30            | 1,555               | 6%                |
| Beyond 2021        | 69            | 9,204               | 38%               |

## **Defensive Asset Portfolio**

✓ Diversified trade mix with no trade sector accounting for more than 23% of Portfolio NLA



(1) Defensive refers to products and services that are less discretionary in nature

#### ✓ Welcomed new tenants with quality brand names



### **Active Asset Management**

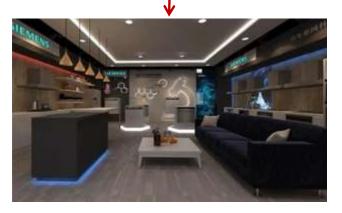
 ✓ First suning.com online-2-offline (o2o) retail store in Zhongshan was opened in May 2017 at Xiaolan Metro Mall after enhancement of existing store





- Stark improvement in sales after RMB20 million store enhancement by suning
- New standard for suning.com in the o2o operating model

Screenshot of suning.com



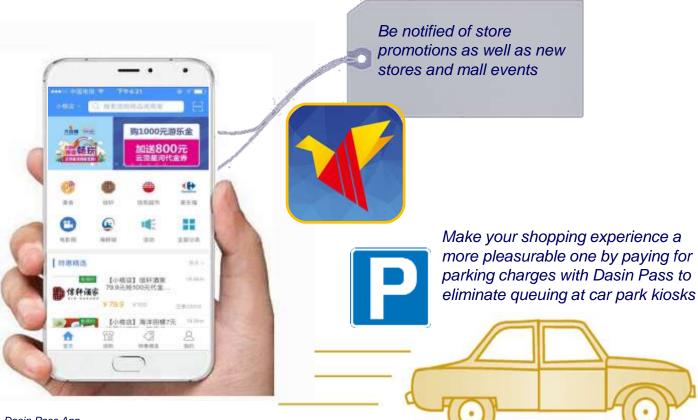




O2O concept store for Suning at Xiaoloan Metro Mall was officially opened after more than a month of renovation

### **Active Asset Management**

- Usage of Dasin's mobile application to disseminate information on promotions and activities within the malls, thereby increasing shoppers' traffic and footfall
- ✓ Innovation in Marketing: usage of new age medium such as Weibo, Dasin Pass (大信通) mobile application





Dasin Pass App

### **Active Asset Management**

- Through active leasing strategy and with an experienced team of commercial managers, the portfolio has a stable stream of anchor tenants of high quality brands
- ✓ As at 30 June 2017, the portfolio achieved 100.0% occupancy



In the months of April and May 2017, the Commercial Managers collaborated with anchor tenants to conduct a food and shopping festival as part of the Sponsor's 13<sup>th</sup> Anniversary Celebration.



Increasing footfall to the various malls with the anniversary celebrations



Almost 100 tenants participated in the malls' 13<sup>th</sup> anniversary celebrations. The celebrations attracted more than 10,000 shoppers

During the quarter, a series of events and activities were conducted at the malls to enhance the shopping experience as well as generate traffic.





Series of events, including Transformer exhibition, recital competition as well as children activities were organized.

## **Robust Tenant Management Strategy**

- The Dasin Business Meeting is a regular event in Zhongshan where tenants are invited to share best practices in retail management.
- Provides an avenue for tenants to network and promote comradery amongst various stakeholders.



 The event themed "Collaborating Together for the Future" was attended by over 1,000 business representatives comprising alliance partners, senior management, tenants as well as vendors.

## **Sustainability Management**

 As part of its sustainability journey, the Trustee-Manager, in collaboration with the relevant governmental authorities, held a Safety Awareness Month where a series of safety and risk management workshops were conducted.



Exhibitions, talks on various business sustainability issues and enactment exercises were held at various malls

- Over 3,100 tenants, property managers and contractors were educated on the importance of environmental protection, provision of a safe working environment and the "do-s" and "don't-s" during an emergency.
- The exercises also highlighted the importance of sustainability in business operations.

Enactment exercises such as fire drill and gas leak were conducted at Shiqi Metro Mall

## **Market Outlook**

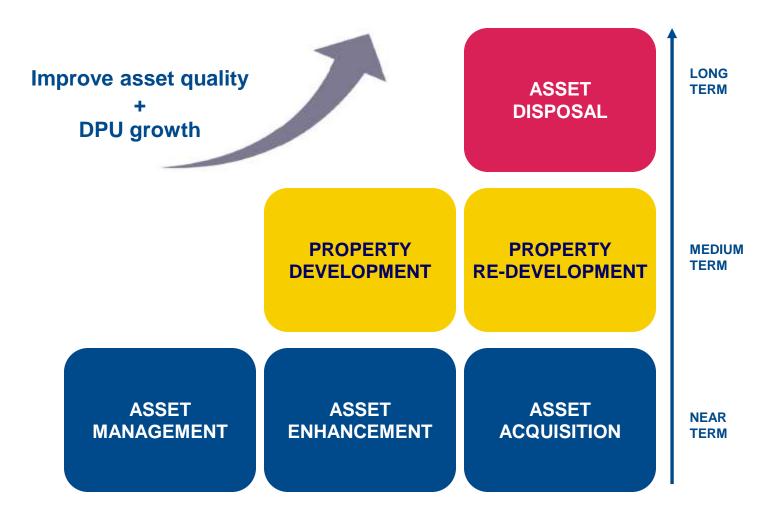
- In the first half of 2017, China's gross domestic product (GDP) expanded 6.9% year-on-year to RMB38.1 trillion and retail sales increased 10.4% year-on-year to RMB17.2 trillion.<sup>(1)</sup> China aims to expand its economy by around 6.5% in 2017. <sup>(1)</sup>
- Urban disposable income and expenditure per capita grew 6.5% and 5.1% year-onyear respectively.<sup>(1)</sup>
- In Zhongshan, GDP increased 7.4% year-on-year, reaching RMB175.2 billion. Consumer spending remains stable with retail sales increasing by 8.5% year-on-year to RMB65.1 billion. <sup>(2)</sup>
- At the 2017 Guangdong-Hong Kong-Macao Cooperation Forum, held in Zhongshan on July 27-28, the development of Guangdong-Hong Kong-Macao Greater Bay Area including the urban planning, construction measures and economic effects was further deliberated. This development is expected to have a positive impact on the Dasin Retail Trust's properties in Zhongshan. <sup>(3)</sup>

<sup>(1)</sup> Source: China's National Bureau of Statistics

<sup>(2)</sup> Source: http://www.zsstats.gov.cn/tjzl/tjfx/201707/t20170726\_368457.html

<sup>(3)</sup> Source: http://www.newsgd.com/news/2017-07/29/content\_175210662.htm

### **Business Model to Secure Long-term Growth Trajectory**



# Thank you

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