

Xiaolan Metro Mall



Ocean Metro Mall



Dasin E-Colour



Shiqi Metro Mall



Leveraging on the growth of Guangdong-Macau-Hong Kong Bay Area



DASIN RETAIL TRUST
大信商用信托

Financial Results for the Financial Year ended 31 December 2017

27 February 2018



Important Notice

The past performance of Dasin Retail Trust is not necessarily indicative of its future performance. This presentation shall be read in conjunction with Dasin Retail Trust's financial results for the financial year ended 31 December 2017.

Accordingly, the accuracy of the information and opinions in this presentation is not guaranteed and this presentation may not contain all material information concerning Dasin Retail Trust (the "Business Trust"). Neither the Trustee-Manager, Zhongshan Dasin Real Estate Co., Ltd. (as the sponsor of Dasin Retail Trust, the "Sponsor"), DBS Bank Ltd. ("DBS" or the "Sole Financial Adviser") nor any of their respective holding companies, subsidiaries, affiliates, directors, officers, partners, employees, agents, advisers (including, but not limited to, legal advisers) or representatives make any promise, representation or warranty, whether as to the past or the future, express or implied, regarding, and assumes no responsibility or liability whatsoever (in negligence or otherwise) for, the fairness, accuracy, completeness or correctness of, or any errors or omissions in, any information or opinions contained herein nor for any loss (including in respect of direct, indirect or consequential loss or damage or otherwise) howsoever arising from any use, reliance or distribution of this presentation or its contents or otherwise arising in connection with this presentation.

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The value of units in Dasin Retail Trust ("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.

Investors have no right to request the Manager to redeem their Units while the Units are listed. It is intended that Unitholders may only deal in their Units through trading on the SGX-ST. Listing of the Units on SGX-ST does not guarantee a liquid market for the Units. This presentation is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for the Units. The past performance of Dasin Retail Trust and the Trustee-Manager is not necessarily indicative of the future performance of Dasin Retail Trust and the Manager.

Any discrepancies in the table and charts between the listed figures and total thereof are due to rounding. Where applicable, figures and percentages are rounded to one decimal place.

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



- About Dasin Retail Trust
- Key Highlights
- Financial Performance
- Portfolio Performance
- About the Sponsor
- Appendix



About Dasin Retail Trust



Listed on 20 January 2017, the only China retail property trust providing direct exposure to the growth of the **Guangdong-Hong Kong-Macau Bay Area**



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



Managed by **Dasin Retail Trust Management Pte. Ltd.** (the “Trustee-Manager”). Sponsor is **Zhongshan Dasin Real Estate (中山大信置业)**, one of the leading real estate developers in Zhongshan City, Guangdong Province, with strong track record as a retail mall operator



Distribution Policy of 100% of Distributable Income to Unitholders for Forecast Year 2017 and Projection Year 2018. At least 90.0% of Distributable Income to Unitholders in respect of FY2019 and onwards



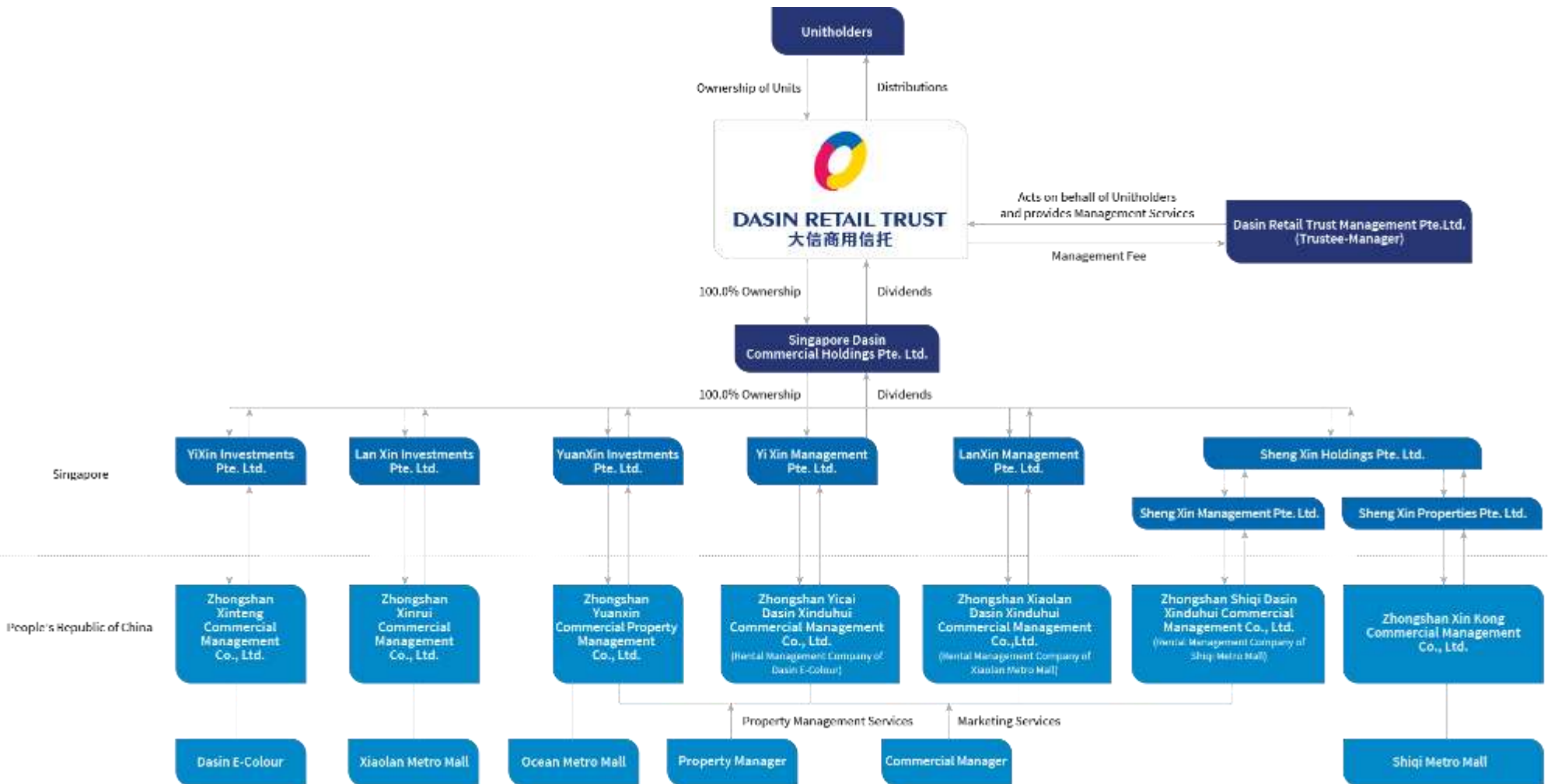
Portfolio comprise **4 retail malls properties** located in Zhongshan City in Guangdong



Interior of Shiqi Metro Mall



Structure of Dasin Retail Trust



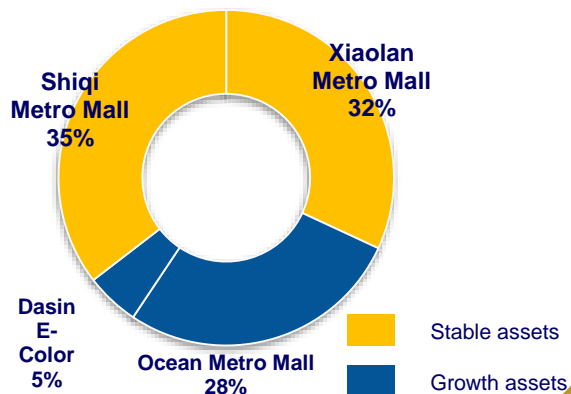


Asset Portfolio

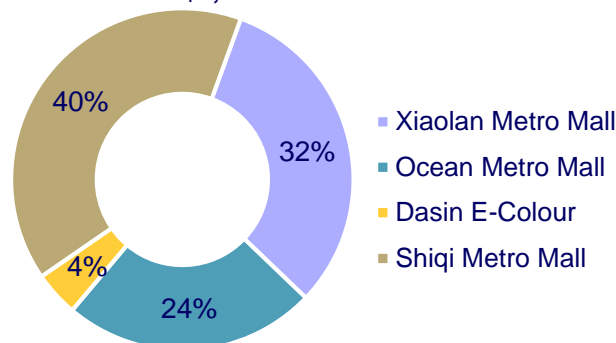
4 properties diversified across key retail areas in different phases of the property cycle

| | Xiaolan Metro Mall | Ocean Metro Mall | Dasin E-Colour | Shiqi Metro Mall | Dasin Retail Trust |
|---|--|--|---|--|--|
| GFA / NLA (sqm) ⁽²⁾ | 108,690 / 77,672 | 180,338 / 68,008 | 25,857 / 12,648 | 119,682 / 85,727 | 434,567 / 244,055 |
| Valuations ⁽²⁾ | RMB2,386m ⁽²⁾ (S\$491m) ⁽¹⁾ | RMB1,810m ⁽²⁾ (S\$372m) ⁽¹⁾ | RMB322m ⁽²⁾ (S\$66m) ⁽¹⁾ | RMB3,032m ⁽²⁾ (S\$623m) ⁽¹⁾ | RMB7,550 m (S\$1,552m) ⁽¹⁾ |
| Implied Acquisition Price | RMB1,580m (S\$325m) ⁽¹⁾ | RMB1,280m (S\$263m) ⁽¹⁾ | RMB219m (S\$45m) ⁽¹⁾ | RMB1,224m (S\$252m) ⁽¹⁾ | RMB4,303m (S\$884m) ⁽¹⁾ |
| Car Park Lots | 626 | 1,991 | - | 545 | 3,162 |
| Commencement of Operations | Sep 2005 | Dec 2014 | May 2015 | May 2004 | - |
| Occupancy rate ⁽³⁾ | 100% | 100% | 100% | 100% | 100% |
| WALE (years) ⁽³⁾ (by NLA/Gross Revenue) | 6.22 / 3.85 | 10.24 / 6.47 | 3.47 / 2.49 | 4.09 / 2.90 | 6.45 / 3.95 |

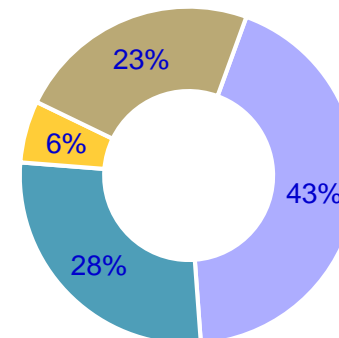
Net Lettable Area⁽²⁾ by Retail Area



Portfolio Valuation⁽²⁾
S\$1,552 million



FY2017 Revenue Contribution ('000) ⁽³⁾
S\$57,696



Notes:

- (1) Dasin Retail Trust ("DRT") foreign operations are translated using the closing CNY/SGD rate for the financial year as at 31 December 2017 of 4.8649
- (2) Based on the independent valuations by Colliers International (Hong Kong) Limited ("Colliers") as at 31 December 2017
- (3) As at 31 December 2017



Key Highlights



Financials

- ✓ Revenue and Net Property Income higher than forecast
- ✓ Achieved Distribution Per Unit (“DPU”) of 7.16 cents for FY2017, 6% above Forecast⁽¹⁾
- ✓ Achieved DPU yield of 8.95%.



Investment

- ✓ Acquired Shiqi Metro Mall for RMB1,224 million earlier than forecast
- ✓ Number of Right of First Refusal (“ROFR”) assets grew to 19 properties compared to 15 properties at listing (including Purchase Option for Doumen Metro Mall)



Asset Management

- ✓ Strong occupancy rate maintained at 100%
- ✓ Organic growth through optimisation of tenant mix and creation of additional space for lease

Other Performance Metrics



Asset Under Management

IPO: S\$944.7 million
29 Dec 2017: S\$1.5 billion



Market capitalisation

IPO: S\$439.7 million⁽¹⁾
29 Dec 2017: S\$486.2 million⁽²⁾



Unit Price

IPO Offering Price: S\$0.80
29 Dec 2017: S\$0.88



DPU Yield⁽¹⁾

FY2017: 8.95%

Note: actual financial results of the foreign operations are translated using the average RMB/SGD rate for the year ended 31 December 2017 of 4.8973

(1) Calculated based on IPO offering price of S\$0.80 and DPU (including Distribution Waiver) of 7.16 cents for FY2017

(2) Calculated based on closing price on 29 Dec 2017, being the last trading day of the financial year



Financial Performance (Actual vs Forecast)

↑ in revenue and net property income mainly due to better operational metrics as well as earlier completion of acquisition of Shiqi Metro Mall than forecast

| For the period | 1 October 2017 to 31 December 2017 | | | 1 January 2017 to 31 December 2017 | | |
|---|------------------------------------|--------------|------------|------------------------------------|---------------|------------|
| | Actual | Forecast | Change (%) | Actual | Forecast | Change (%) |
| S\$'000 | | | | | | |
| Revenue | 18,204 | 15,493 | 17 | 57,696 | 49,727 | 16 |
| Property operating expenses | (3,997) | (2,709) | 48 | (11,136) | (8,849) | 26 |
| Net property income | 14,207 | 12,784 | 11 | 46,560 | 40,878 | 14 |
| Amount available for distribution | 4,929 | 4,960 | (1) | 18,009 | 16,784 | 7 |
| Distribution per Unit (DPU) (cents) (With Distribution Waiver) | 1.96 | 1.99 | (2) | 7.16 | 6.74 | 6 |
| Distribution per Unit (DPU) (cents) (Without Distribution Waiver) | 0.89 | 0.90 | (1) | 3.25 | 3.05 | 7 |
| Annualised DPU yield (%) Based on Offering Price of S\$0.80 and with Distribution Waiver | 9.72 | 9.88 | (2) | 8.95 | 8.43 | 6 |

Note:
- The actual results of the Trust's foreign operations are translated using the average CNY/SGD rate for the financial year ended 31 December 2017 of 4.8973

- 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 financial year ended 31 December 2017 of 4.8973



Distribution Details

Distribution Period

1 July 2017 to 31 December 2017

Distribution Per Unit

4.15 Singapore Cents

Distribution Timetable

Last Day of Trading on “cum” Basis

13 March 2018 (Tuesday)

Ex-Date

14 March 2018 (Wednesday), 9.00 a.m.

Book Closure Date

16 March 2018 (Friday), 5.00 p.m.

Distribution Payment Date

27 March 2018



Balance Sheet as at 31 December 2017

✓ Healthy gearing of 30.7% ⁽¹⁾

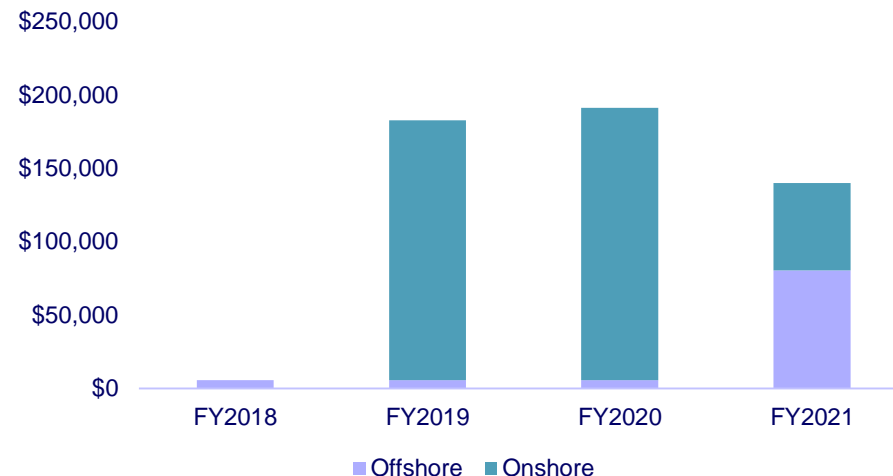
| | Actual (S\$'000) |
|---------------------------|------------------|
| Investment Properties | 1,552,035 |
| Cash and cash equivalents | 40,672 |
| Other assets | 44,711 |
| Total assets | 1,637,418 |
| Loans and borrowings | 483,036 |
| Other liabilities | 305,491 |
| Total liabilities | 788,527 |
| Net Assets | 848,891 |

| | |
|---|---------|
| No. of issued and issuable units ('000) | 553,793 |
| Net Asset Value (NAV) Per Unit (S\$) ⁽²⁾ | 1.53 |

(1) Based on Total Borrowings Divided by Total Assets

(2) Based on number of issued and issuable units

✓ No major refinancing requirements



Average all-in cost of Borrowings

- Onshore 5.18%
- Offshore 4.61%

Weighted Average Term to Maturity (Years)

- Onshore Facility 3.48
- Offshore Facilities 2.02



Guangdong-Macau-Hong Kong Bay Area Developments

Enhancement of transportation network to promote further the integration of the urban agglomerations in the Bay area.

Guangdong-Macau-Hong Kong Bay Area comprises the Pearl River Delta region of nine prefectures of Guangdong province, namely Guangzhou, Shenzhen, Zhuhai, Dongguan, Zhongshan, Foshan, Huizhou, Jiangmen and Zhaoqing and the two Special Administrative Regions of Macau and Hong Kong.



- ✓ Aided by the progress of various infrastructure projects, the formation of an efficient and modern integrated transport system Bay area will gradually blur the administrative boundary of the cities
- ✓ Liberalization of service trade and integration of modern industries is expected to further enhance healthy and sustainable economic development within the Bay Area.





Zhongshan: Beneficiary of Development of Bay Area

North Zone Upgrading⁽¹⁾

- Suburban Area Reconstruction
- Infrastructure Improvement
- Industry Upgrading

Increased Urbanisation and Disposable Income Levels

Zhongshan



“Qijiang New City Master Planning”⁽¹⁾

- Program covers Shiqi District, Dongqu District, Gangkou Town, and THIDZ
- Impacted districts expected to be developed into a new commercial centre

Improved land usage rate and Increased number of high-rise buildings

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⁽¹⁾ | ▪ 1,800 sq km (approximately 2.5 times of Singapore ⁽¹⁾) |
| 2017 GDP | ▪ RMB345 billion (6.6% increase y-o-y) |
| 2017 Retail Sales | ▪ RMB130 billion (8.6% increase y-o-y) |

- Strategically located in the heart of the Bay Area, Zhongshan is set to become a regional R & D center with a world-class modern equipment manufacturing base, connecting the east and west of the Pearl River Delta through the establishment of a "dual-core and multi-center" functional hierarchy within the major coastal cities⁽²⁾.
- Zhongshan will invest nearly 60 billion yuan⁽³⁾ for the construction of a comprehensive large-scale traffic system and create three outer ring roads connected to 12 highways (“三环十二射”) which will:
 - ✓ Accelerate the industrial transformation and upgrading;
 - ✓ Create a regional innovation research and development center;
 - ✓ Promote manufacturing intelligent transformation;
 - ✓ Create a national health science and technology development base;
 - ✓ Strengthen exchanges and cooperation between Hong Kong and Macau to promote economic development.

Source: (1) CBRE Independent Market Research Report (November 2016)
 (2) "Comprehensive Development Plan for Guangdong's Coastal Economic Zone (2017-2030)" by the Guangdong Provincial People's Government;
http://zwgk.gd.gov.cn/006939748/201712/20171205_733883.html
 (3) http://www.sohu.com/a/163139705_212619;
http://www.sohu.com/a/138120813_214055



Countdown Party at Shiqi Metro Mall

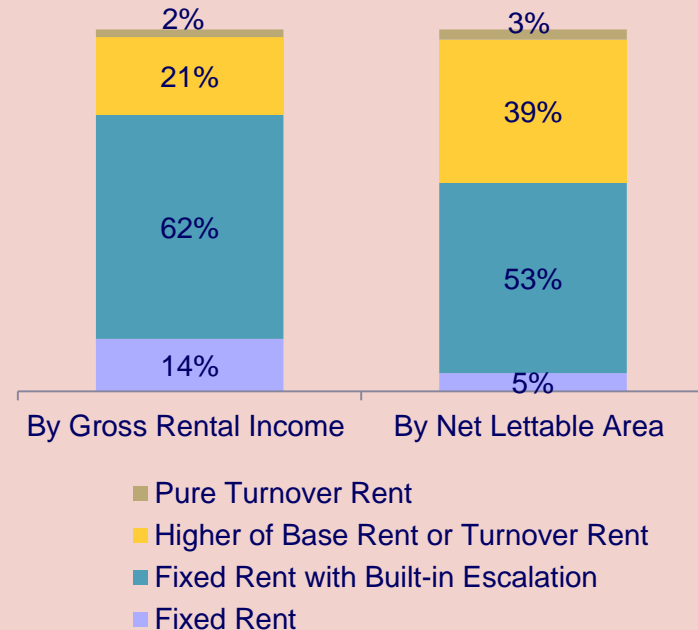


Basketball competition at Ocean Metro Mall

Portfolio Summary (as at 31 December 2017)

| | |
|-------------------|--|
| No. of properties | 4 |
| Total NLA (sqm) | 244,055 |
| Occupancy | 100.0% |
| WALE | 6.45 years (by NLA) 3.95 years (by GRI) |

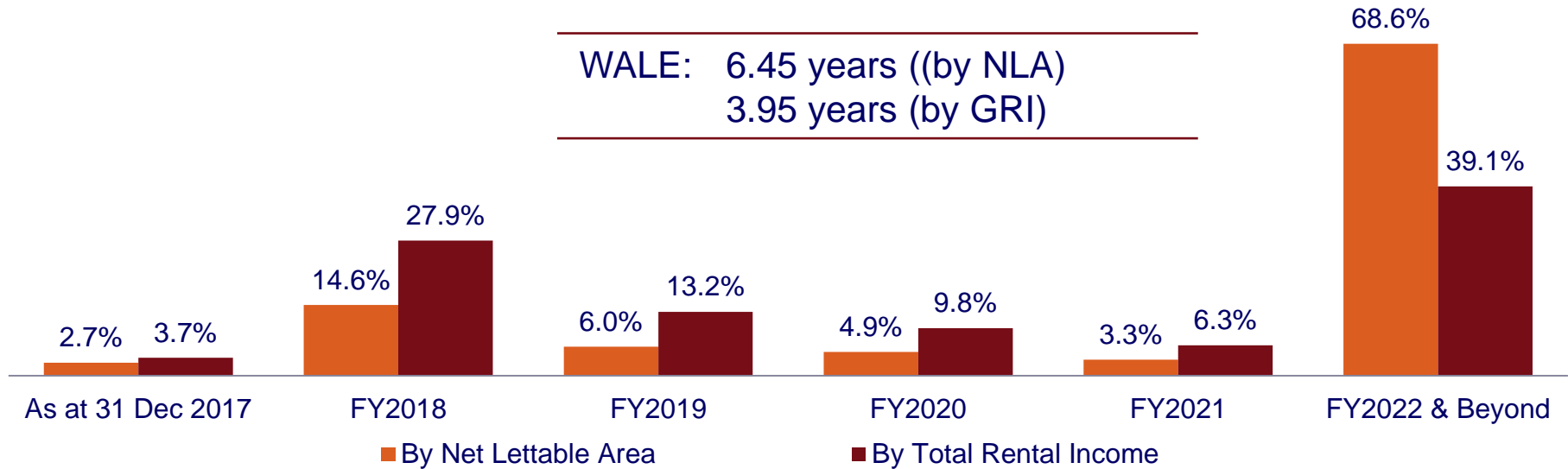
Portfolio Lease Structure:





Well-spread weighted average lease to expiry (WALE)

✓ Lease expiry extends beyond FY2022.



| As at 31 Dec 2017 | No. of leases | Total Rental Income | |
|-----------------------|---------------|---------------------|-------------------|
| | | RMB'000 | % of total income |
| FY2017 ⁽¹⁾ | 27 | 888 | 3.7% |
| FY2018 | 265 | 6,772 | 27.9% |
| FY2019 | 87 | 3,198 | 13.2% |
| FY2020 | 67 | 2,384 | 9.8% |
| FY2021 | 29 | 1,537 | 6.3% |
| 2022 & Beyond | 87 | 9,484 | 39.1% |

(1) Refers to leases expiring on 31 December 2017



Positive Rental Reversion

Positive Rental Reversion achieved in FY2017

| Mall | No. of leases renewed/ new leases in FY2017 | % change |
|--------------------|---|----------------------|
| Xiaolan Metro Mall | 62 | ↑ 11.7% |
| Ocean Metro Mall | 83 | ↑ 9.0% |
| Dasin E-Colour | 16 | -2.1% ⁽¹⁾ |
| Shiqi Metro Mall | 72 | ↑ 16.1% |
| Portfolio | | ↑ 12.7% |



(1) Does not include leases with turnover rent and leases for new space created due to reconfiguration of units

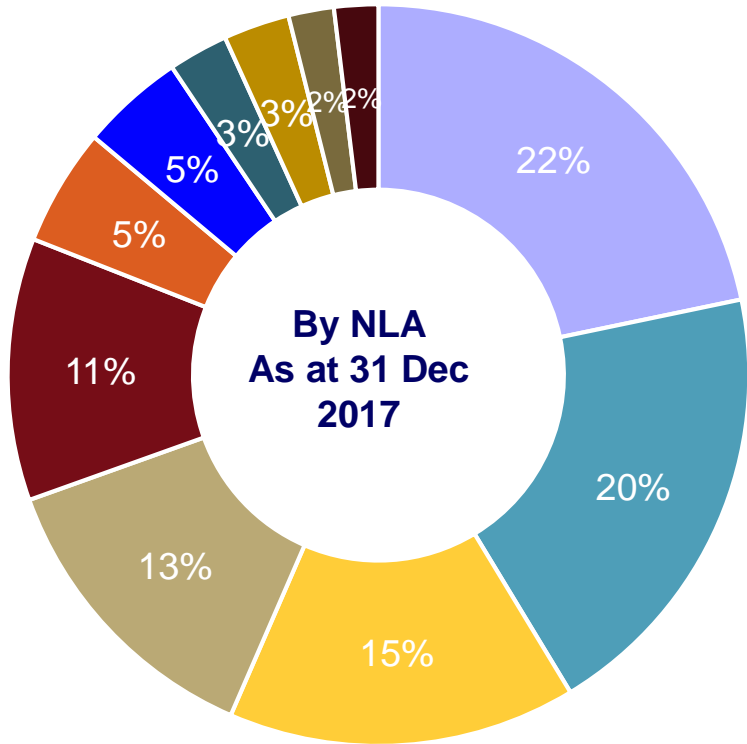


Tenants who renewed during the financial year came from an array of industries, including food and beverages, retail as well as department stores

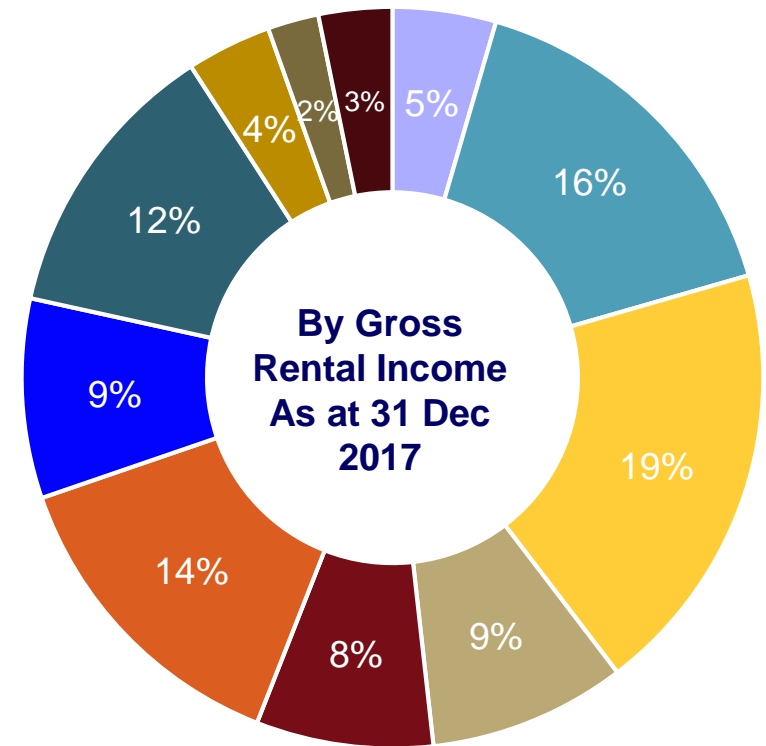


Diversified Tenant Mix and Offerings

Diversified trade mix with no trade sector accounting for more than 22% of Portfolio NLA



- Supermarket / Hypermarket
- Department Store
- F&B / Food court
- Home Furnishings
- Leisure & Entertainment
- Fashion
- IT & Electronics
- General Retail
- Services
- Sports & Fitness
- Others



71% of Net Lettable Area is leased by tenants belonging to Customer Experience and Lifestyle⁽¹⁾ trade sectors

51% of Gross Rental Income is generated from tenants belonging to Customer Experience and Lifestyle⁽¹⁾ trade sectors

(1) Customer Experience and Lifestyle refers to products and services that are less discretionary in nature. This includes Supermarket / Hypermarket, Food & Beverage / Food court, Leisure & Entertainment, Home Furnishings, Services as well as Sports & Fitness



Proactive Asset Management and Enhancement

Drive efficiency and productivity with higher-yielding specialty stores and reconfiguration of units for enhanced product offerings



Creation of new lettable space

At Ocean Metro Mall, lettable space amounting to 89.4 sqm was created for lease to JC Tourist Post, a ticketing terminal where public can get tickets for airport transfer to Shenzhen International Airport, thus increasing shoppers' traffic.

Optimising retail mix

Working hand-in-hand with tenants, shopfront and product offerings are refined to cater to the intricate taste of shoppers.



Carpark System Upgrade

Payment of parking fees via QR code, enabling faster access in and out of carpark

Exciting Mall Programmes and Activities

Series of events were conducted throughout the year to drive shoppers' traffic and enhance tenants' relations



From up to down: 1st column: Dasin Beauty Pageant at Ocean Metro Mall ; Breakdancing competition at Dasin E-Colour; 2nd column: Children talent competition at Xiaolan Metro Mall, Transformer exhibition at Shiqi Metro Mall, Launch of Tuzki character at Shiqi Metro Mall; 3rd column: Annual Tenant's Convention for tenants and landlord to share best practices, Lunar New Year celebrations at various malls



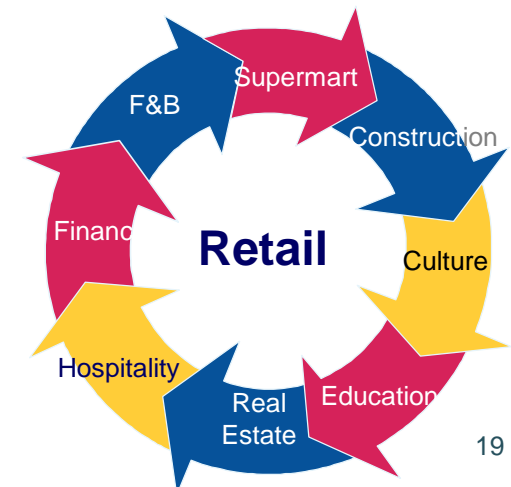
About the Sponsor: Zhongshan Dasin Real Estate



- ✓ 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 award-winning 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



- ✓ Retail as Core of Business Portfolio
- ✓ Winner of several awards and accolades including:
 - ✓ "China's Top 10 Commercial Real Estate Development Companies" from 2011 – 2017
 - ✓ "2017 China Top 200 Real Estate Development Enterprises"
 - ✓ "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

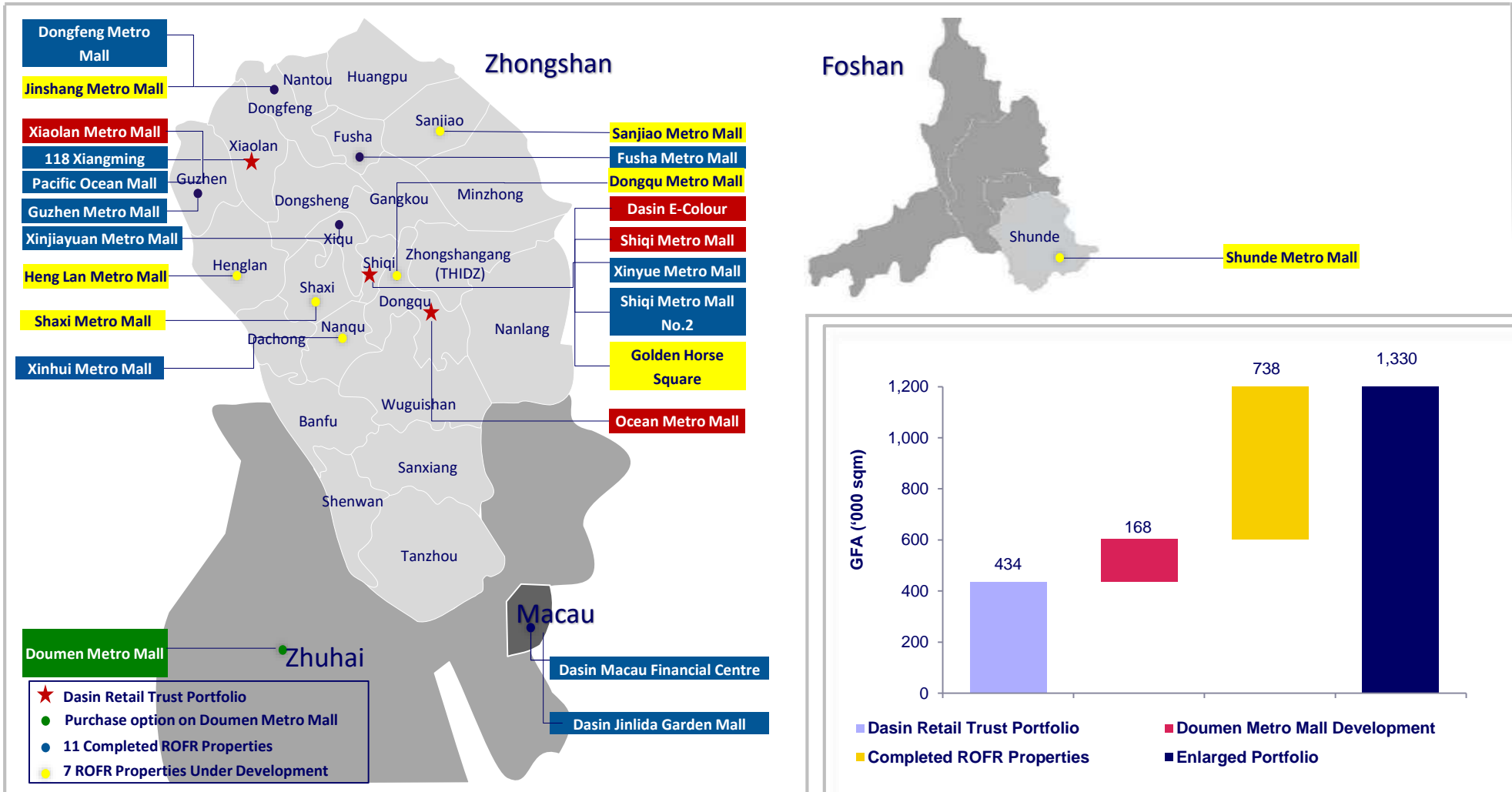




Extensive ROFR pipeline spanning across four cities

19 Properties over 4 cities:

Total GFA could expand by ~3x if all completed ROFR Properties are acquired and Doumen Metro Mall Purchase Option is exercised



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



Opening of Shiqi Metro Mall Phase II

Middle-upper class mall housing international brands such as Sephora, MI, Haidilao Hotpot, Uniqlo as well as H&M

- ✓ Official opening on 28 October 2017 with GFA of about 85,211 sqm (excluding car park spaces)
- ✓ Connected to Shiqi Metro Mall (part of Dasin Retail Trust's portfolio) via the underground carpark and a link bridge



Shiqi Metro Mall Phase II hosts a number of international brand names in fashion, F&B as well as services





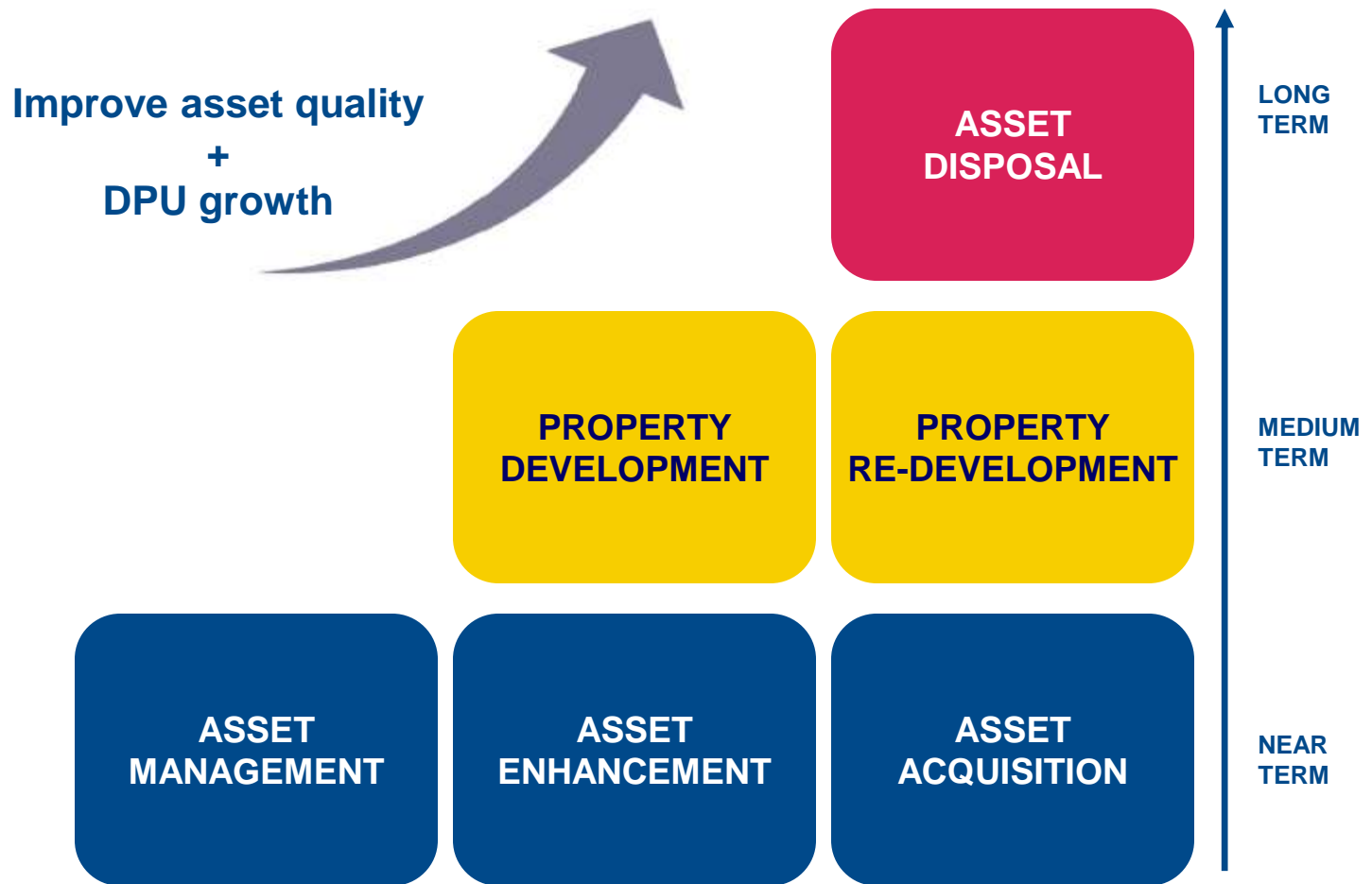
Market Outlook

- According to the China's National Bureau of Statistics, economy grew 6.9% year-on-year to RMB82.7 trillion in 2017. Retail sales increased 10.2% year-on-year to RMB36.6 trillion for 2017. Urban disposable income and expenditure per capita grew 6.5% and 5.4% year-on-year respectively.
- According to the Zhongshan Municipal Bureau of Statistics, Zhongshan's GDP increased 6.6% year-on-year, reaching RMB345.0 billion⁽¹⁾ for 2017. Consumer spending ⁽¹⁾ remains stable with retail sales increasing by 8.6% ⁽¹⁾ year-on-year to RMB130.9 billion.
- According to the "Comprehensive Development Plan for Guangdong's Coastal Economic Zone (2017-2030)" by the Guangdong Provincial People's Government, Zhongshan is set to become a regional R & D center with a world-class modern equipment manufacturing base, connecting the east and west of the Pearl River Delta through the establishment of a "dual-core and multi-center" functional hierarchy within the major coastal cities⁽²⁾. This development is expected to have a positive effect on the Trust's properties.

(1) <http://www.zsstats.gov.cn/>

(2) http://zwgk.gd.gov.cn/006939748/201712/t20171205_733883.html

Business Model to Secure Long-term Growth Trajectory





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Thank you

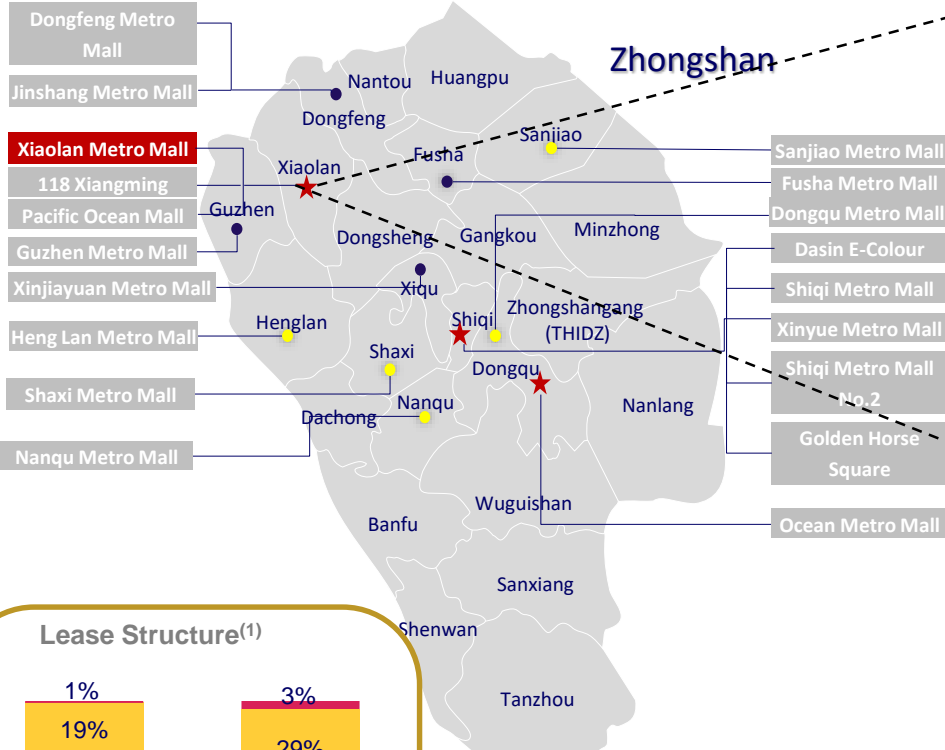
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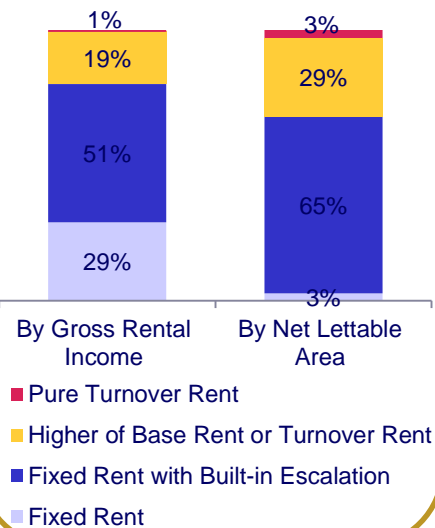
Xiaolan Metro Mall



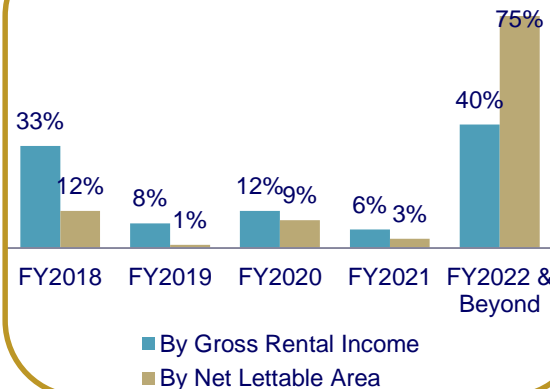
Details

| | |
|--------------------------|---------|
| GFA (sqm) | 108,690 |
| NLA (sqm) | 77,672 |
| No. of Floors | 6 |
| Occupancy ⁽¹⁾ | 100% |

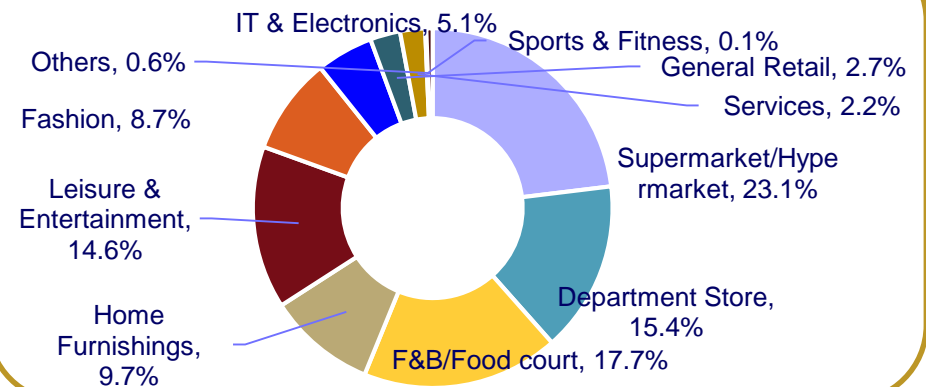
Lease Structure⁽¹⁾



Lease Expiry Profile⁽¹⁾



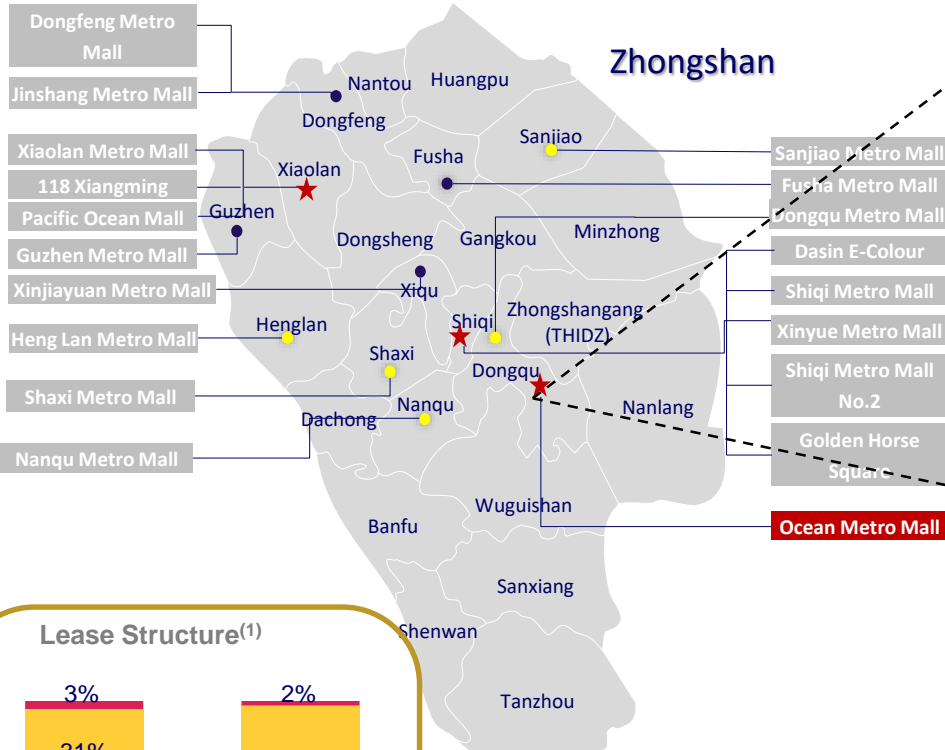
Net Lettable Area by Trade Sector⁽¹⁾



(1) As at 31 December 2017



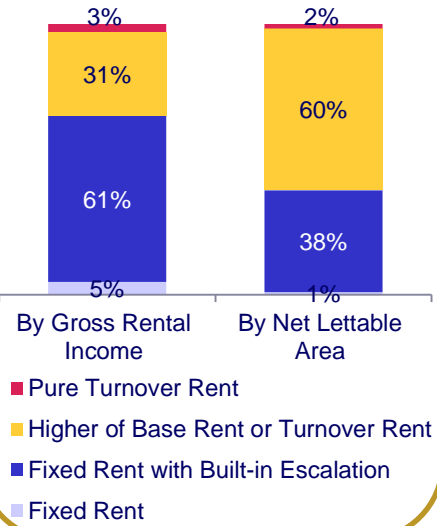
Ocean Metro Mall



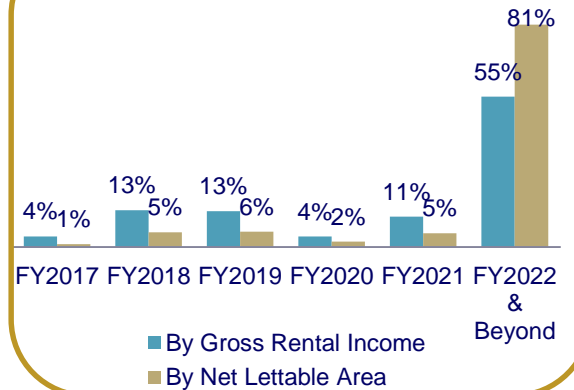
Details

| | |
|--------------------------|---------|
| GFA (sqm) | 180,338 |
| NLA (sqm) | 68,008 |
| No. of Floors | 8 |
| Occupancy ⁽¹⁾ | 100% |

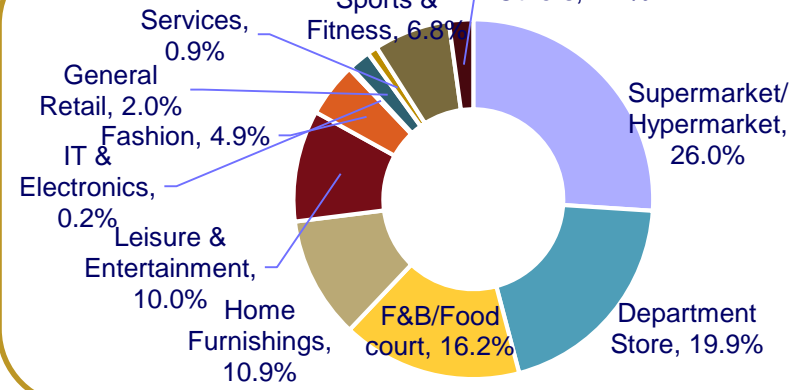
Lease Structure⁽¹⁾



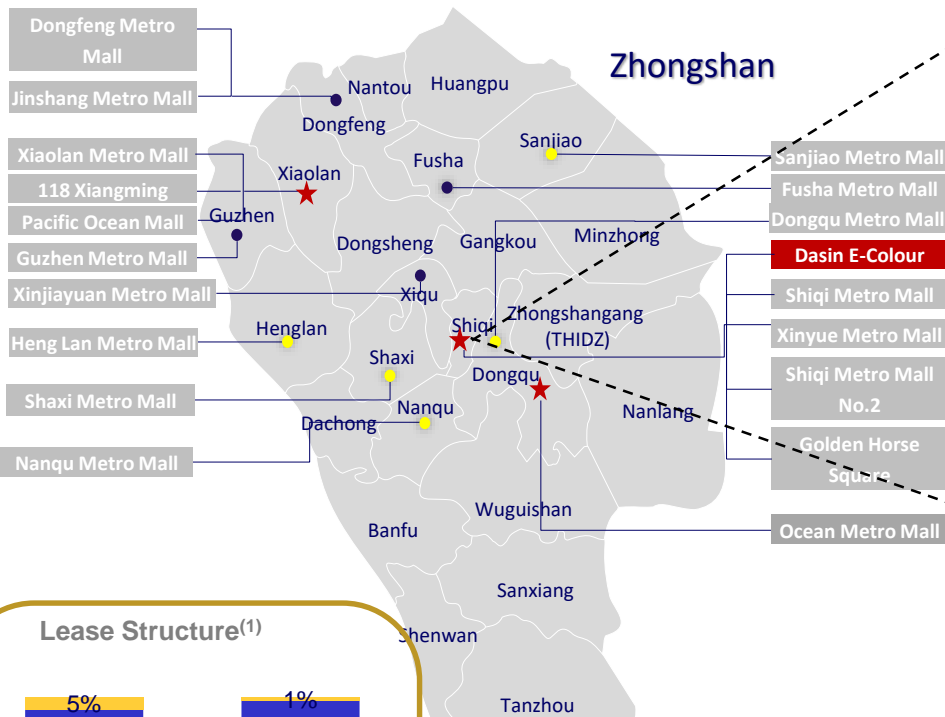
Lease Expiry Profile⁽¹⁾



Net Lettable Area by Trade Sector⁽¹⁾



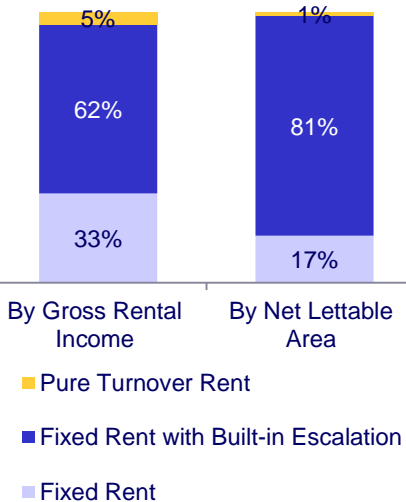
(1) As at 31 December 2017



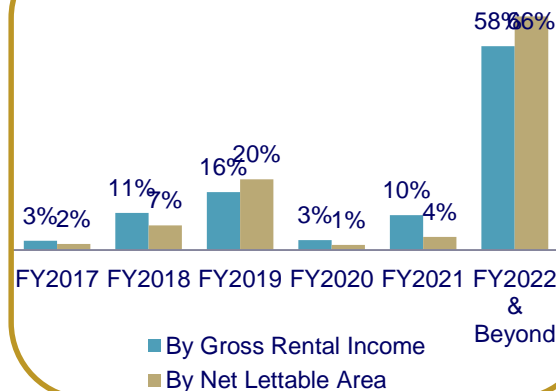
Details

| | |
|--------------------------|--------|
| GFA (sqm) | 25,857 |
| NLA (sqm) | 12,648 |
| No. of Floors | 9 |
| Occupancy ⁽¹⁾ | 100% |

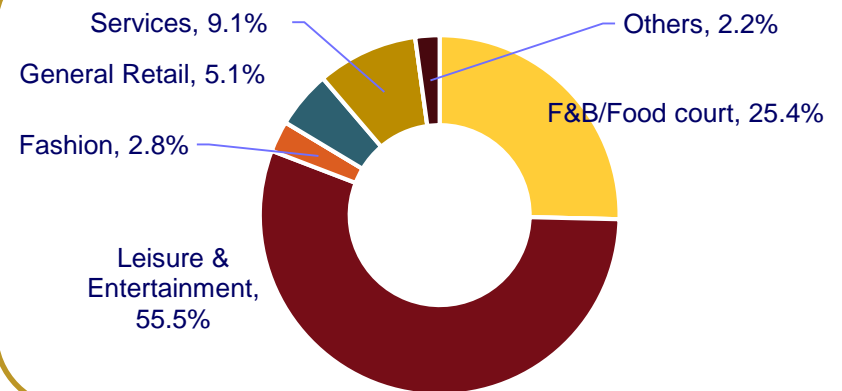
Lease Structure⁽¹⁾



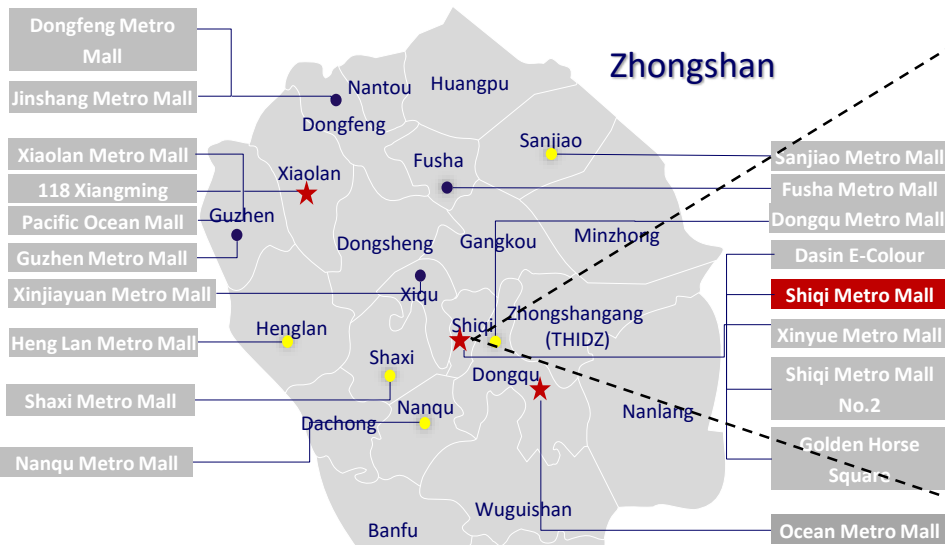
Lease Expiry Profile⁽¹⁾



Net Lettable Area by Trade Sector⁽¹⁾



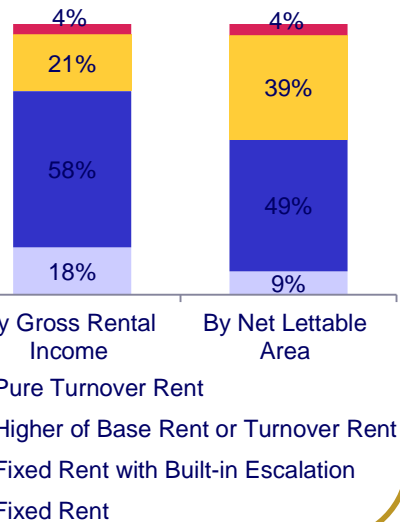
(1) As at 31 December 2017



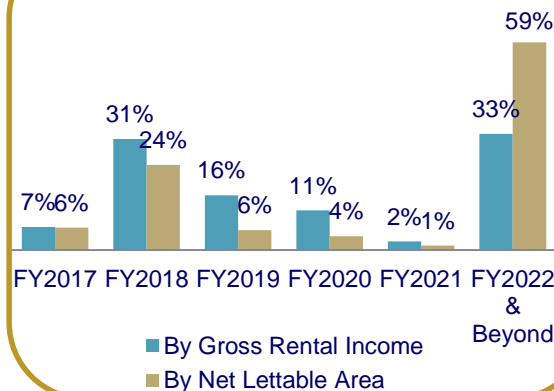
Details

| | |
|--------------------------|---------|
| GFA (sqm) | 119,682 |
| NLA (sqm) | 85,727 |
| No. of Floors | 7 |
| Occupancy ⁽¹⁾ | 100% |

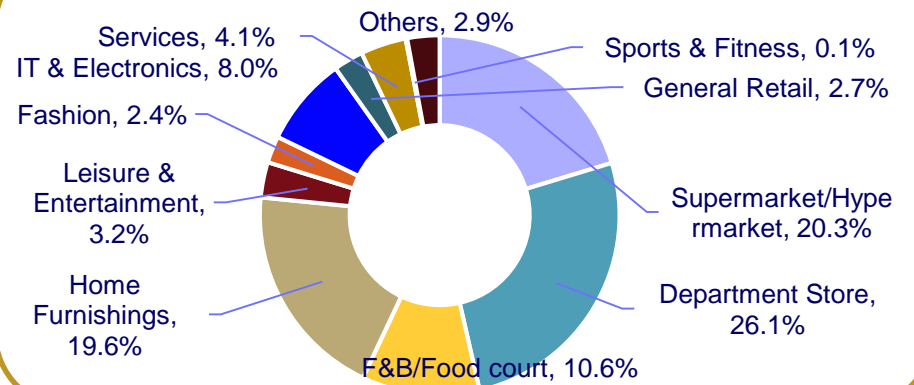
Lease Structure⁽¹⁾



Lease Expiry Profile⁽¹⁾



Net Lettable Area by Trade Sector⁽¹⁾



(1) As at 31 December 2017