

Dasin Retail Trust

Financial Results for the Full Year ended 31 December 2020 26 February 2021















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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.



Contents

- **04** Financial Performance
- **11** Portfolio Overview
- 19 Outlook
- 25 Appendix





Financial Performance



Financial Highlights



S\$'000 unless otherwise stated	FY2020 ⁽¹⁾	FY2019 ⁽¹⁾	Change (%)
Revenue	87,476	76,007	15.1
Net Property Income (NPI)	70,048	59,982	16.8
Amount available for distribution	20,579	23,270	(11.6)
Distribution Per Unit (DPU) (cents) (With Distribution Waiver)	3.94	6.82	(42.2)
DPU (cents) (Without Distribution Waiver)	2.87	3.95	(27.3)

- Revenue for FY2020 was impacted by lower rental income due to COVID-19 and rental rebates provided to tenants. FY2020 revenue was higher year-on-year due mainly to contribution from Doumen Metro Mall which was acquired on 12 September 2019 as well as contribution from Shunde Metro Mall and Tanbei Metro Mall which were acquired on 8 July 2020
- NPI margin for FY2020 was approximately 80% compared to FY2019's 79%. The higher NPI margin was due mainly to lower operating expenses resulted from lower electricity charges, lower advertising and promotion expenses, lower repair and maintenance expenses and property tax rebates provided by the local government owing to the government support for businesses in response to COVID-19

DRT's Precautionary Measures and Government's Support Policies for Businesses in response to COVID-19



The Trust will continue to assess the impact of the COVID-19 pandemic and will announce any material developments on its business, operations and assets value in a timely manner

Operations Update from Mar to Dec 2020

- Shiqi Metro Mall, Xiaolan Metro Mall, Dasin E-Colour and Doumen Metro Mall resumed normal operating hours since 24 Feb 2020, while Ocean Metro Mall reverted to its normal operating hours on 2 Mar 2020⁽¹⁾
- Trustee-Manager is granting eligible tenants rental rebates on case-by-case basis while working with others to roll out marketing and promotional activities
- As at 15 May 2020, all KTVs at the four malls⁽²⁾ have resumed operations
- Starting Jul 2020, cinemas in China have also been allowed to reopen in low risk areas after being closed for six months which is subject to a strict set of rules
- All cinemas in the Trust's portfolio have resumed operations

Announcement on 28 Jan 2020

- From 26 Jan 2020, Dasin Retail Trust's five retail malls shortened operating hours from 10:00 to 16:00
- With the exception of the provision of essential services such as supermarkets and certain F&B outlets etc
- Cinemas, KTVs, ice skating rings, bookstores and other crowded places were temporarily closed

Chinese Government's Support Policies

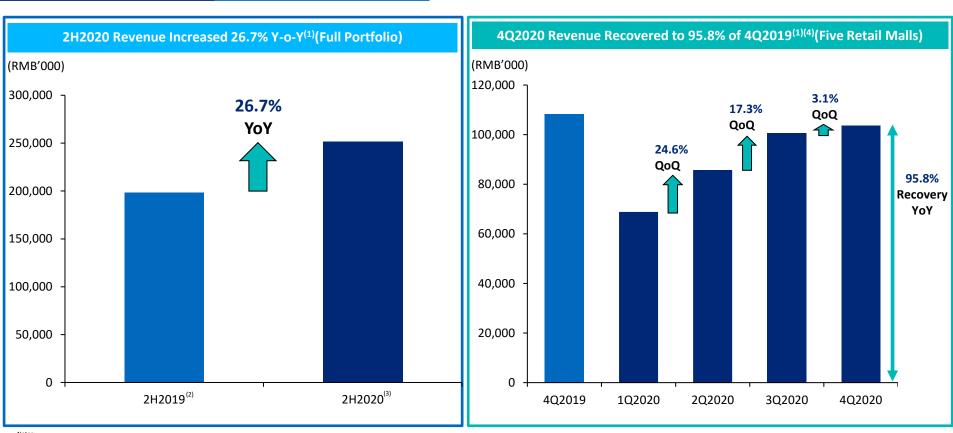
- Dasin Retail Trust's four shopping malls in Zhongshan City were exempted from property and land taxes from 1 Feb to 31 Mar 2020
- Between 1 Feb and 30 Jun 2020, employer's medical insurance contribution are based on 50% while subsidiaries in China are exempted from making employer social security contribution until end of Dec 2020, i.e. pension, unemployment and work-related injury insurance
- Electricity bills are settled at 95% of the total bill from 1 Feb to 31 Dec 2020
- From 1 Apr 2020, Foshan City launched a month-long campaign and distributed RMB100 million worth of electronic consumer vouchers to local citizens and foreign tourists for free
- During the same period, Zhongshan City launched a consumer coupon distribution activity and issued a RMB30 million worth of general, business district and e-commerce coupons
- From 20 Apr to 31 May, Zhuhai City also issued a total of RMB100 million worth of consumer coupons
- Ocean Metro Mall was entitled to a 40% rebate on property tax in Jan 2020 as well as from Apr to Dec 2020, while Tanbei Metro Mall's 40% rebate entitlement on property tax was from July to Dec 2020

Except for cinemas, KTVs, ice skating rings, bookstores and other crowded places which were temporarily closed

Shigi Metro Mall Xiaolan Metro Mall, Ocean Metro Mall and Dasin E-Colour.

Increase in Revenue Despite COVID-19 Impact





Notes:

- Based on revenue in RMB excluding rental income recognised on a straight-line basis over the lease term.
- 2. Includes Shiqi Metro Mall, Xiaolan Metro Mall, Ocean Metro Mall, Dasin E-Colour, Doumen Metro Mall, and excludes Shunde Metro Mall and Tanbei Metro Mall which were acquired on 8 July 2020.
 - Includes Shiqi Metro Mall, Xiaolan Metro Mall, Ocean Metro Mall, Dasin E-Colour, Doumen Metro Mall, Shunde Metro Mall and Tanbei Metro Mall.
 - Includes Shiqi Metro Mall, Xiaolan Metro Mall, Ocean Metro Mall, Dasin E-Colour and Doumen Metro Mall.

Balance Sheet



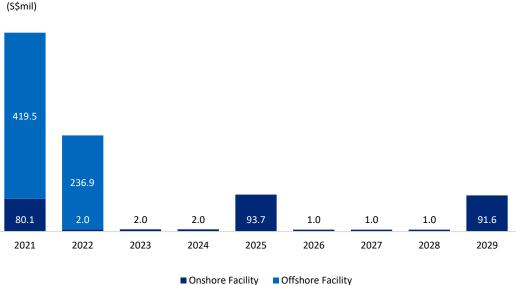
S\$'000 unless otherwise stated	As at 31 December 2020	As at 31 December 2019
Investment Properties	2,345,729	1,831,173
Cash and Cash Equivalents	142,504	115,691
Other Assets	21,056	13,540
Total Assets	2,509,289	1,960,404
Loans & Borrowings	939,474	705,513
Other Liabilities	467,464	369,163
Total Liabilities	1,406,938	1,074,676
Net Assets	1,102,351	885,728
No. of Issued and Issuable Units ('000)	779,716	648,628
NAV per Unit (S\$)	1.41	1.37

Proactive Capital Management



 The Trustee-Manager is in active negotiations with the banks to successfully complete the extension of the loan relating to the initial portfolio and Shiqi Metro Mall due on 18 July 2021

Debt Maturity Profile (31 December 2020)



Gearing ⁽¹⁾	37.8%
Weighted Average Term to N	laturity (Years)
Onshore Facility	4.7
Offshore Facility	0.6

Note:

Distribution Details



Distribution Period ⁽¹⁾	7 July 2020 to 31 December 2020
Distribution Per Unit (1)	1.96 Singapore cents
Last Day of Trading on "cum" Basis	12 March 2021 (Friday), 5.00 pm
Ex-Date	15 March 2021 (Monday), 9.00 am
Book Closure Date	16 March 2021 (Tuesday), 5.00 pm
Distribution Payment Date	30 March 2021 (Tuesday)



Portfolio Overview



Portfolio Details



	Shiqi Metro Mall	Xiaolan Metro Mall	Ocean Metro Mall	Dasin E-Colour	Doumen Metro Mall	Shunde Metro Mall	Tanbei Metro Mall	Dasin Retail Trust
GFA (sqm) NLA (sqm)	119,682 85,008	108,690 73,282	180,338 71,314	25,857 12,579	168,269 78,049	177,276 66,781	13,905 8,928	794,017 395,941
Valuations (RMB' mil) ⁽¹⁾	2,864.2	2,149.0	1,705.5	282.0	2,015.0	2,497.8	73.6	11,587.1
Car Park Lots	545	626	1,991	-	1,200	1,411	-	5,773
Commencement of Operations	May 2004	Sep 2005	Dec 2014	May 2015	Oct 2018	Nov 2018	March 2018	-
Occupancy Rate	96.7%	97.2%	96.7%	86.0%	97.9%	95.8%	96.3%	96.5%
WALE (Years) Net Lettable Area (NLA) /Gross Rental Income (GRI)	2.9/2.4	4.6/3.6	6.3/4.0	2.2/1.4	10.0/4.5	7.7/4.9	6.1/6.4	6.1/3.8

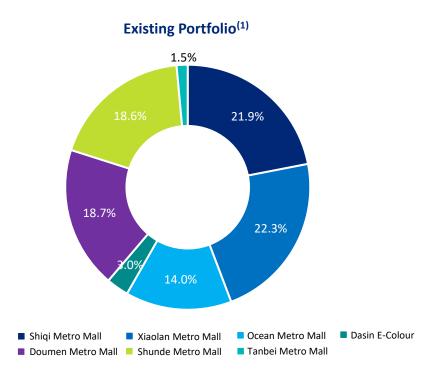
Note:

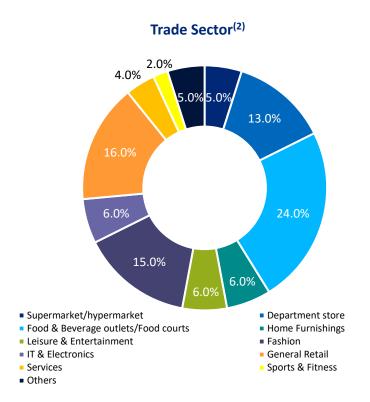
Based on independent valuations by Jones Lang LaSalle Corporate Appraisal and Advisory Limited ("JLL") as at 31 December 2020..

Strong Investment Portfolio and Well Diversified Trade Mix



- No single property contributing more than 23% of revenue in December 2020
- Diversified trade mix with no trade sector accounting for more than 24% of GRI

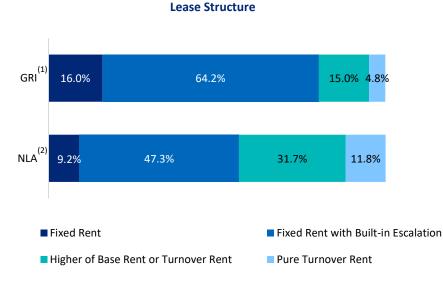




Intrinsic Organic Growth

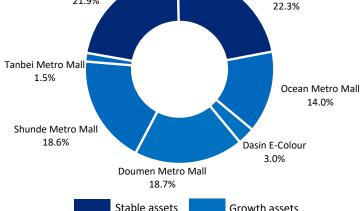


- Leases with annual fixed rent and fixed rent with built-in escalation provide income stability and organic growth
- Remaining leases with turnover rent components provide potential upside in rental income
- Approximately 5% of the Trust's gross rental income with pure turnover rent leases are expected to be most impacted by the COVID-19 outbreak. The impact is gradually decreasing
- Quality investment portfolio provides diversification and resilience to risk





Balanced Mix of Stable and Growth assets(3)



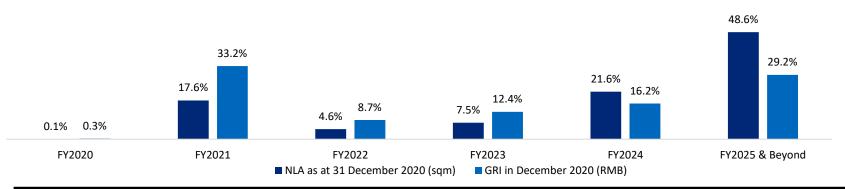
Based on GRI in December 2020

Based on NLA as at 31 December 2020.

Well-Spread WALE



WALE: 6.1 years (by NLA) 3.8 years (by GRI)



As at 31 December 2020	No. of Leases	Gross Rental Income ⁽¹⁾	
AS at 31 December 2020	No. of Leases	RMB'000	% of Total
FY2020 ⁽²⁾	12	119	0.3%
FY2021	456	13,421	33.2%
FY2022	98	3,507	8.7%
FY2023	156	5,038	12.4%
FY2024	95	6,550	16.2%
FY2025 & Beyond	119	11,821	29.2%

Asset Enhancement Initiative at Ocean Metro Mall



Completion of Asset Enhancement Initiative (AEI) at Ocean Metro Mall

- AEI at Ocean Metro Mall has been completed in 4Q2020
- Approximately 9,085 sqm "furniture and finishing" space at Ocean Metro Mall has been reconfigured into a children's education area
- Achieved a positive rental reversion of about 46% for the reconfigured space
- Enhanced tenant mix for a broader range of quality shopping experience





Promotional Activities















New Store Offerings

















Outlook



Investment and Growth Strategy



Three Dimensions of Investment Strategy

1.Investment Regions

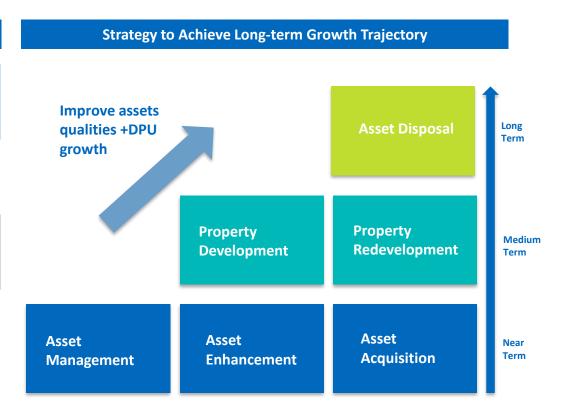
- China including Hong Kong and Macau
- Current focus on GBA

2. Asset Class

 Retail malls, to position and target more diversified and higher income segments

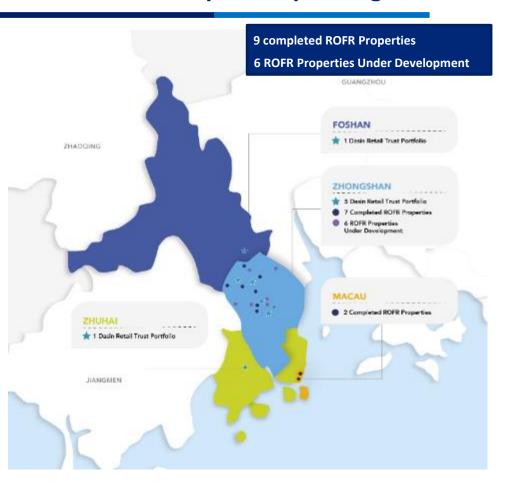
3. Financial Requirements

Improve overall portfolio yield with long-term growth potential

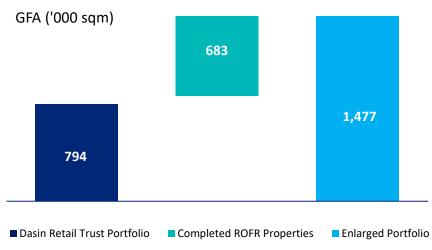


Extensive ROFR Pipeline Spanning Across Two Cities





- ROFR projects are located in the core of the GBA
- The Trust's investment portfolio would be approximately 1.9 times that of the current if all the completed ROFR projects were to be included in the Trust



Outlook of GBA



- Comprises nine cities in Guangdong Province (Shenzhen, Guangzhou, Foshan, Dongguan, Zhuhai, Zhongshan, Huizhou, Zhaoqing and Jiangmen) and two special administrative regions (Hong Kong and Macau)
- Population is estimated to grow by 43% to 100 million over the next 15 years⁽¹⁾
- Well placed to emerge as the world's largest bay area economy
- Upcoming Guangzhou and Macau bourses which would add to the US\$8.84 trillion of combined market capitalisation of Hong Kong and Shenzhen will transform GBA into Asia's largest financial market⁽¹⁾
- New blueprint unveiled at the 40th anniversary celebration of Shenzhen becoming China's first ever special economic zone⁽²⁾:
 - Deepen the development of the GBA
 - Shenzhen is tasked with enriching the new practice of one country, two systems
 - Encourage young people from Hong Kong and Macau to move to the GBA
 - Aims to turn Hong Kong, Macau, Shenzhen and eight other Guangdong cities into a technology and finance powerhouse rivalling California's Silicon Valley by 2035

Comparison of the Largest Bay Areas in the World⁽³⁾

	Greater Bay Area	Tokyo Bay Area	New York Bay Area	San Francisco Bay Area
Area (sq km)	56,084.0	13,562.0	34,493.5	18,041.9
Population (mil)	70.8	42.6	20.0	7.8
Population density (person per sq km)	1,262.4	3,143.1	574.0	432.3
GDP (USD billion)	1,637.9	1,473.3	1,801.7	581.6
Per capita GDP (USD)	23,128.7	34,563.0	90,085.9	74,270.3

Notes:

^{1.} Exchanges take shape in Macau, Guangzhou to turbocharge southern China's Greater Bay into Asia's largest financial market, https://www.scmp.com/business/banking-finance/article/3090756/exchanges-take-shape-macau-guangzhou-turbocharge-southern.

President Xi calls on more Hongkongers to live and study in mainland China, https://www.scmp.com/yp/discover/news/asia/article/3105759/president-xi-calls-more-hongkongers-live-and-study-mainland China Insights Consultancy (2019, November). Industry Report on the Shopping Malls in Zhongshan and Foshan.

Outlook



	China	Economic Stimulus
•	GDP grew by 2.3% in 2020 after negative growth in 1H2020 Ongoing US-China tension	 China's government has introduced monetary and fiscal policies in response to the COVID-19 outbreak: Cut banks' reserve requirement ratios and interest rates Accelerate investments in high-tech infrastructures and urbanisation Reduce business costs by including periodic tax exemptions and providing subsidies Improve the social security system and income distribution 14 May: PBOC, CBIRC, CSRC and SAFE jointly issued a total of 26 specific measures to promote trade and investments in the Greater Bay Area
	Dasin Retail Trust	Proactive Management
•	While uncertainties from COVID 19 remains, consumer sentiment has slowly restored as China's retail sales recorded its first positive growth the first time in 2020 in August	 The existing lease structures are highly resistant; will continue looking to optimise the tenant mix Continue to foster amicable relationship with the tenants
	Remains optimistic on the recovery and will continue to monitor the situation closely	 Experienced ground staff who are knowledgeable and sensitive to retail trends Leveraging on O2O platforms to meet changing consumer demands



Thank you

For enquiries, please contact:
Mr. Chua Sian Howe
Investor Relations
Dasin Retail Trust Management Pte. Ltd.
Tel: +65 6509 8626

Email: howe.chua@dasintrust.com





Appendix



Dasin Retail Trust Overview

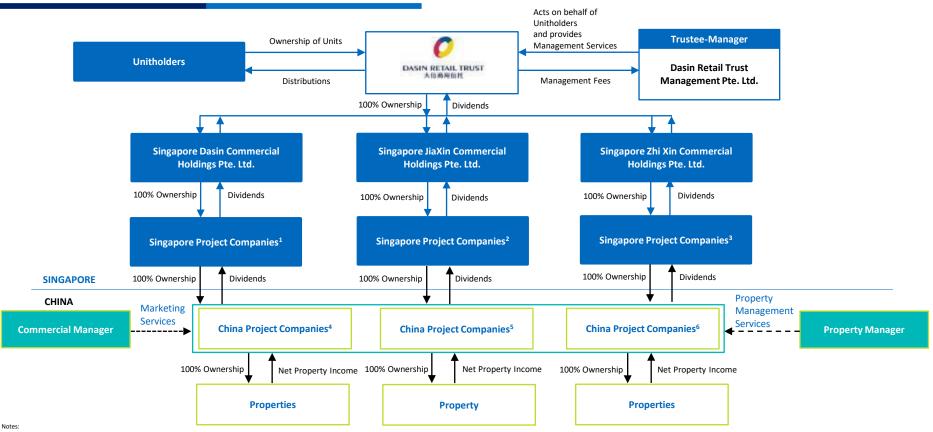


- Comprises 7 retail malls located within Guangdong-Hong Kong-Macau Greater Bay Area ("GBA")
- The only China retail property trust in GBA listed on SGX
- Total GFA of **794,017 sqm**
- Total portfolio valuation of RMB 11.6 billion

Trust Structure

2.





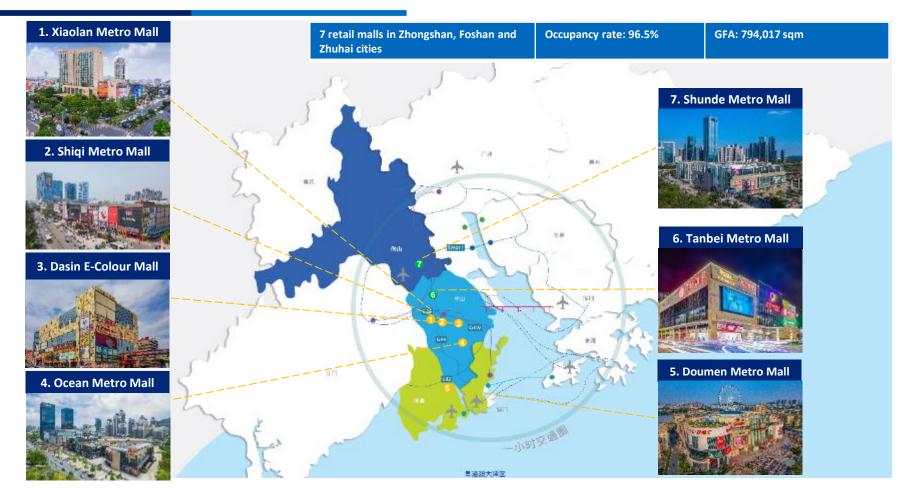
Includes Yi Xin Investments Pte. Ltd., Lan Xin Investments Pte. Ltd., Yuan Xin Investments Pte. Ltd., and Sheng Xin Management Pte. Ltd. and Sheng Xin Management Pte. Ltd. and Sheng Xin Properties Pte. Ltd. Includes Jia Xin Holdings Pte. Ltd., Jia Xin Investments Pte. Ltd. and Jia Xin Management Pte. Ltd.

Includes Singapore Xu Xin Commercial Holdings Pte. Ltd., Singapore Tan Xin Commercial Holdings Pte. Ltd., Xu Xin Holdings Pte. Ltd., Xu Xin Investments Pte. Ltd., Xu Xin Management Pte. Ltd. and Tan Xin Investments Pte. Ltd.
Includes Zhongshan Xinteng Commercial Management Co., Ltd., Zhongshan Xinrui Commercial Management Co., Ltd., Zhongshan Xinduhui Commercial Management Co., Ltd., Zhongshan Xinduhui Commercial Management Co., Ltd., Zhongshan Xinduhui Commercial Management Co., Ltd. and Zhongshan Xinkong Commercial Management Co., Ltd.

Includes Zhuhai Xinmingyang Investment Co., Ltd. and Zhuhai Doumen Dasin Metro-Mall Commercial Management Co., Ltd.
Includes Foshan Dasin Commercial Management Co., Ltd. and Zhongshan Yuanteng Commercial Property Management Co., Ltd.

The Only Retail Property Trust in GBA listed on SGX





Shiqi Metro Mall









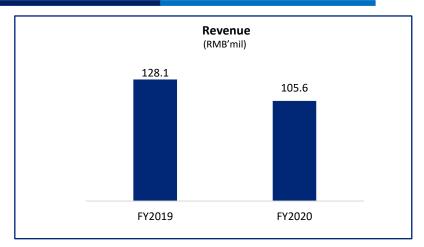


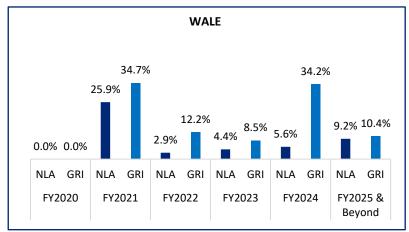
Commencement of Operations	May 2004
GFA (sqm)	119,682
Valuation (RMB mil)	2,864.2
Occupancy Rate	96.7%
Revenue FY2020 (RMB mil)	105.6
Notable tenants	Watsons, Starbucks, KFC, Xin Xuan restaurant, McDonald's, Jinyi Cinema, RT- Mart and Chow Tai Fook

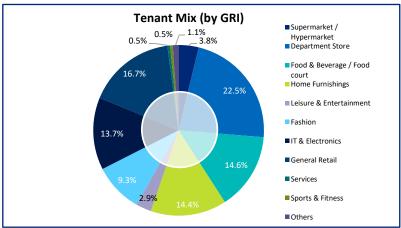
- Shiqi Metro Mall, with over 16 years of history, is the first shopping mall in Zhongshan
- Primarily targeting mid-income households in the core urban area of Zhongshan

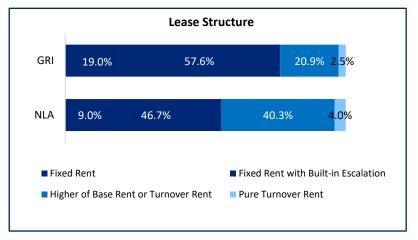
Shiqi Metro Mall











Xiaolan Metro Mall









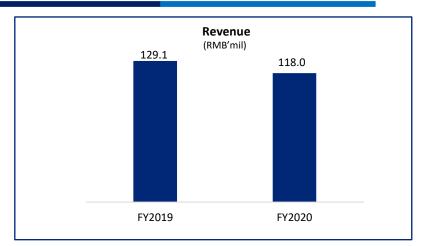


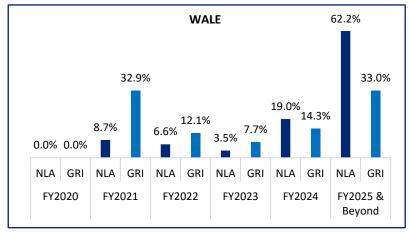
Commencement of Operations	September 2005
GFA (sqm)	108,690
Valuation (RMB mil)	2,149.0
Occupancy Rate	97.2%
Revenue FY2020 (RMB mil)	118.0
Notable tenants	Chow Tai Fook, McDonald's, KFC, Pizza Hut and HaidiLao Hot Pot

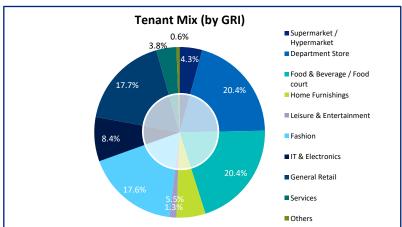
 Xiaolan Metro Mall is located in Xiaolan Town, one of the largest suburban towns in terms of residential population

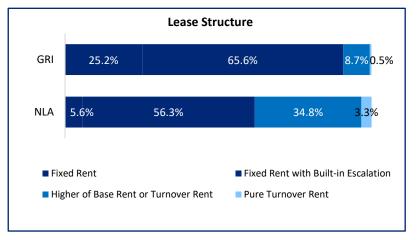
Xiaolan Metro Mall











Ocean Metro Mall









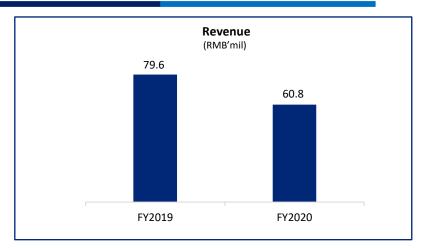


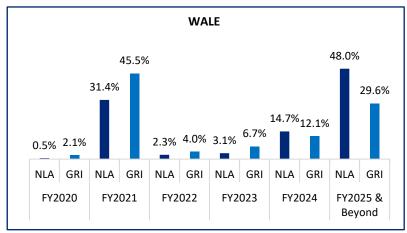
Commencement of Operations	December 2014
GFA (sqm)	180,338
Valuation (RMB mil)	1,705.5
Occupancy Rate	96.7%
Revenue FY2020 (RMB mil)	60.8
Notable tenants	HaidiLao Hot Pot, Carrefour, Jinyi Cinema, Starbucks, McDonald's, Nike and Adidas

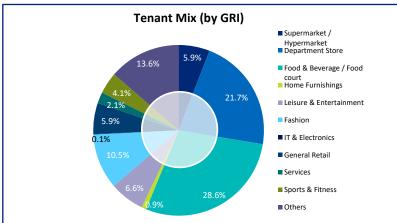
- Ocean Metro Mall is strategically located in the Eastern District within the core urban area of Zhongshan
- Positioned as a mid- to high-end modern and experiential shopping mall

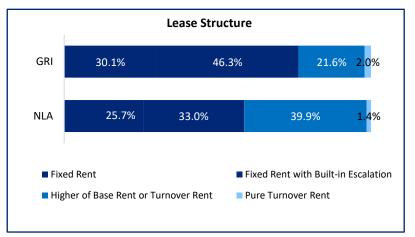
Ocean Metro Mall











Dasin E-Colour









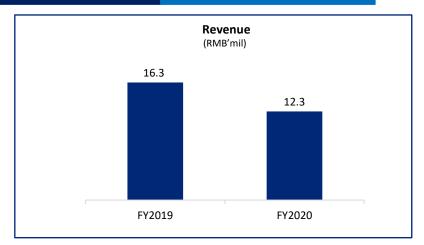


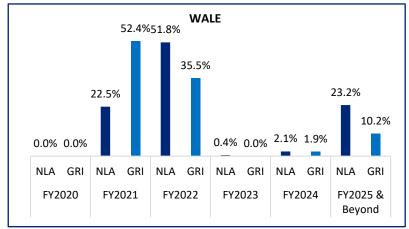
Commencement of Operations	May 2015
GFA (sqm)	25,857
Valuation (RMB mil)	282.0
Occupancy Rate	86.0%
Revenue FY2020 (RMB mil)	12.3
Notable tenants	XinHua Bookstore, Big E KTV and Xin Xuan Restaurant

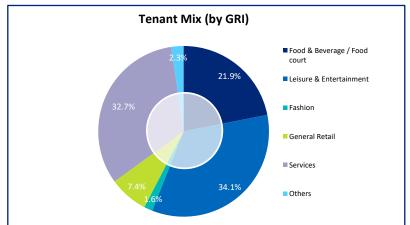
- Situated opposite the University of Electronic Science and Technology of China (Zhongshan) Institute
- Originally a furniture mall which underwent asset enhancement initiative to transform it into a trendy shopping destination

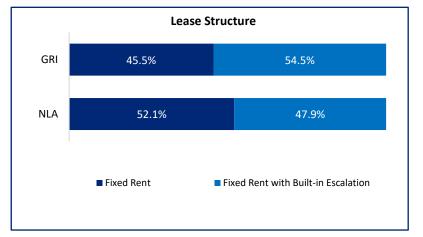
Dasin E-Colour











Doumen Metro Mall











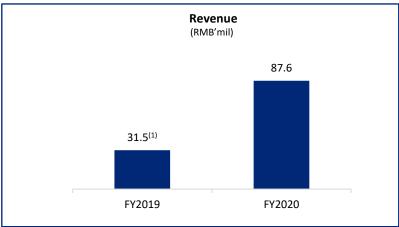
Commencement of Operations	October 2018
GFA (sqm)	168,269
Valuation (RMB mil)	2,015.0
Occupancy Rate	97.9%
Revenue FY2020 (RMB mil)	87.6
Notable tenants	Uniqlo, Starbucks, McDonald's, Suning, RT- Mart, Hutaoli and HaidiLao Hot Pot

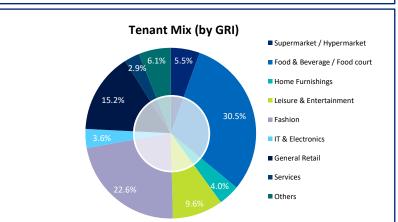
- A large-scale integrated shopping mall, provides one-stop destination for entertainment, F&B and retail activities
- Doumen district is the second largest district in Zhuhai in terms of resident population.

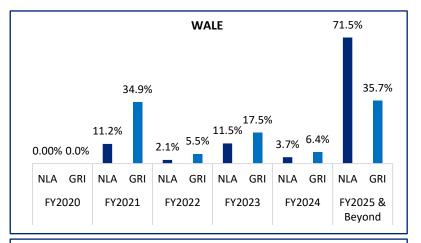
Doumen Metro Mall

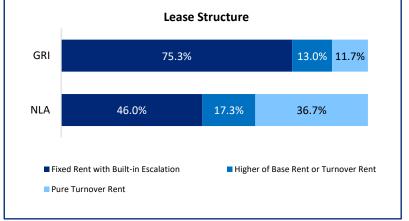


38









Doumen Metro Mall was acquired on 12 September 2019.

Shunde Metro Mall









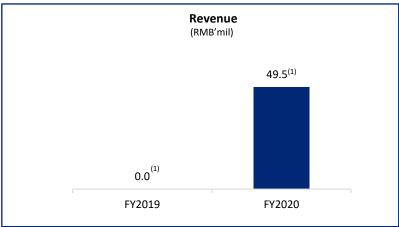


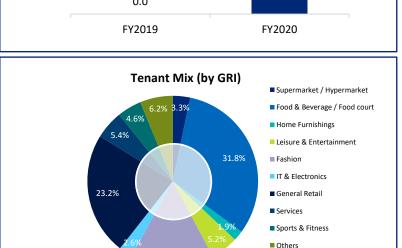
Commencement of Operations	November 2018
GFA (sqm)	177,276
Valuation (RMB mil)	2,497.8
Occupancy Rate	95.8% ⁽¹⁾
Revenue FY2020 (RMB mil)	49.5 ⁽²⁾
Notable tenants	AEON, JY Cinema, Starbucks, HaidiLao Hot Pot, Starhucks, Haagen Dazs, Pizza Hut and KFC

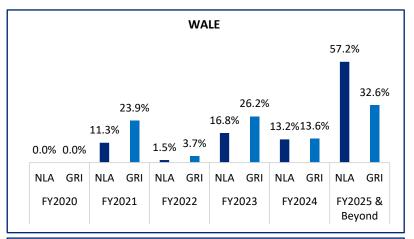
- Located in Daliang Town of Shunde District, the most populated area of Shunde District in Foshan City
- Large scale residential communities, schools and relatively mature commercial zone within Daliang Town and the nearby Ronggui Town

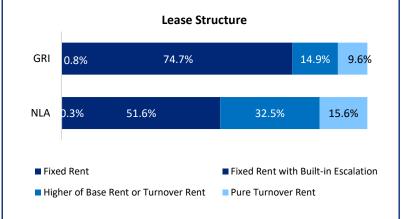
Shunde Metro Mall











Note:

Shunde Metro Mall was acquired on 8 July 2020.

Tanbei Metro Mall











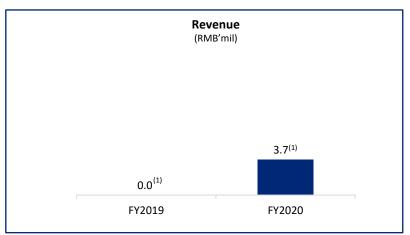
Commencement of Operations	March 2018
GFA (sqm)	13,905
Valuation (RMB mil)	73.6
Occupancy Rate	96.3%
Revenue FY2020 (RMB mil)	3.7 ⁽¹⁾
Notable tenants	Shinwa Supermarket, Xin Xuan

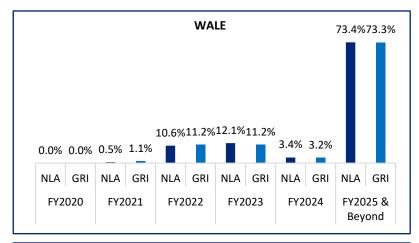
- First shopping mall in Dongsheng Town
- Growing township with more schools, hospitals and commercial areas at the planning stage

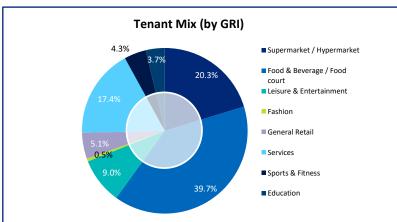
Note:

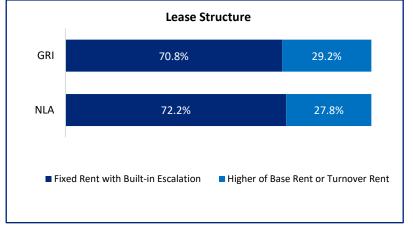
Tanbei Metro Mall









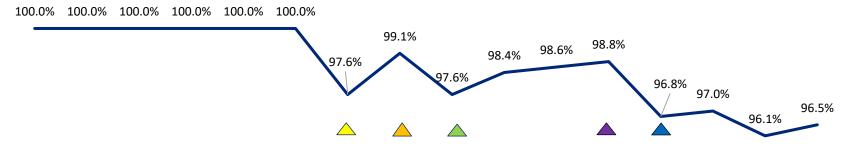


Note:

Historical Occupancy Rate



- Overall occupancy rate remains stable, and total revenue continues to grow
- Excluding the areas involved for AEIs, the actual occupancy rate would be higher



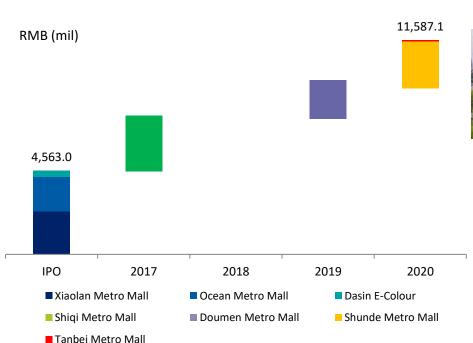
- △ 3Q2018: The start of AEIs in both Shiqi Metro Mall and Xiaolan Metro Mall which accounted for 3.95% of the overall area
- 4Q2018: The start of AEIs in Shiqi Metro Mall which accounted for 1.2% of the NLA
- 1Q2019: The start of AEIs in Xiaolan Metro Mall which accounted for 0.7% of the NLA
- 4Q2019: The start of AEIs in Ocean Metro Mall which accounted for 2.9% of the NLA
- ▲ 1Q2020: The start of AEIs in Ocean Metro Mall which accounted for 13.4% of the NLA

1Q2017 2Q2017 3Q2017 4Q2017 1Q2018 2Q2018 3Q2018 4Q2018 1Q2019 2Q2019 3Q2019 4Q2019 1Q2020 2Q2020 3Q2020 4Q2020

Portfolio Valuation



Since IPO in 2017, the Trust has expanded its assets under management by actively implementing investment growth strategies. With the completion of Tanbei Metro Mall and Shunde Metro Mall, the valuation of the portfolio has been expanded by nearly three times within three years from listing







Shiqi Metro Mall

Xiaolan Metro Mall







Ocean Metro Mall

Dasin E-Colour

Doumen Metro Mall



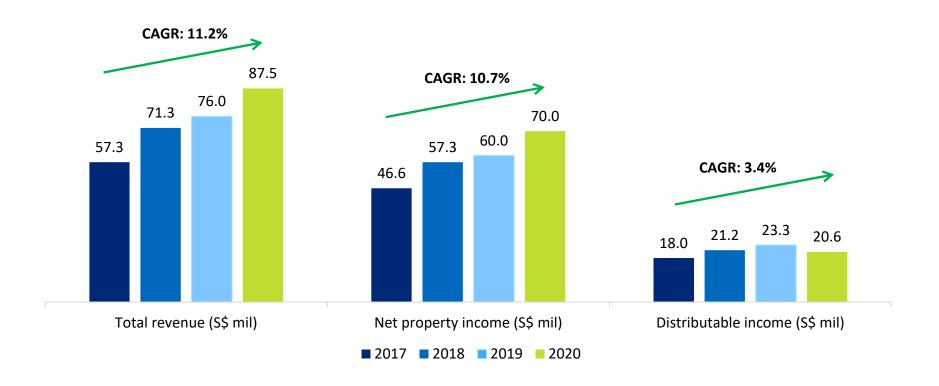


Shunde Metro Mall

Tanbei Metro Mall

Steady Growth in Revenue, NPI and Distributable Income Since IPO

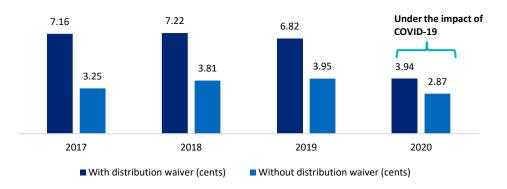




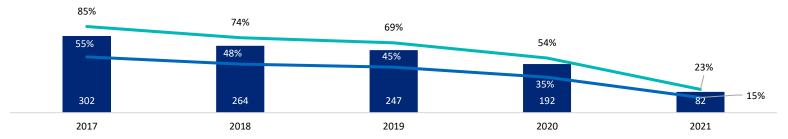
Distribution Per Unit



Distribution per unit (cents) since IPO in 2017



 The distribution waiver arrangement will end after the books closure date for distributions in respect of the distribution period up to and including 31 December 2021



Number of units which will not be entitled to distribution ('mil)

—% of total outstanding units as at the listing date

-% of units held by Aqua Wealth Holdings Limited and Bounty Way Investments Limited as at the Listing Date which will not be entitled to distribution

Balance Sheet





NAV per Unit (S\$)

