



CapitaLand Malaysia Mall Trust

3Q 2016 Financial Results

20 October 2016



Disclaimer

These materials may contain forward-looking statements that involve assumptions, risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from other developments, shifts in expected levels of property rental income, changes in operating expenses, including reimbursable staff costs, benefits and training, property expenses and governmental and public policy changes. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of management on future events.

The information contained in these materials has not been independently verified. No representation or warranty expressed or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in these materials. Neither CapitaLand Malaysia Mall REIT Management Sdn. Bhd. (the "Manager") or any of its affiliates, advisers or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising, whether directly, from any use, reliance or distribution of these materials or its contents or otherwise arising in connection with these materials.

The past performance of CMMT is not indicative of the future performance of CMMT. Similarly, the past performance of the Manager is not indicative of the future performance of the Manager.

The value of units in CMMT ("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 holders of Units may only deal in their Units through trading on Bursa Securities. Listing of the Units on Bursa Securities does not guarantee a liquid market for the Units.

These materials are for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for Units.



Contents

- **Key Highlights**
- **Financial Results**
- **Portfolio Update**
- **New Initiatives & Improvement Works**

Key Highlights



Gurney Plaza, Penang, Malaysia



3Q 2016 Highlights

- **Net Property Income (“NPI”)**

- 3Q 2016: RM61.4 million (3Q 2015: RM59.8 million), up 2.8% y-o-y
- YTD 2016: RM182.1 million (YTD 2015: RM165.8 million), up 9.8% y-o-y
- NPI growth was mainly driven by full quarter contribution from Tropicana City Property¹ upon its acquisition in 3Q 2015 and higher contributions from Gurney Plaza and East Coast Mall on the back of higher rental rates achieved from new and renewed leases.

- **Distribution Per Unit (“DPU”)**

- 3Q 2016: 2.13 sen (3Q 2015: 2.08 sen), up 2.4% y-o-y
- YTD 2016: 6.33 sen (YTD 2015: 6.51 sen), down 2.8% y-o-y

1. Tropicana City Mall and Tropicana City Office Tower (collectively known as Tropicana City Property (“TCP”))



3Q 2016 DPU up 2.4% y-o-y

	3Q 2016 Actual (Unaudited)	3Q 2015 Actual (Unaudited)	Change %	YTD 2016 Actual (Unaudited)	YTD 2015 Actual (Unaudited)	Change %
Distributable Income (RM'000)	43,270	41,673	3.8	128,459	120,482	6.6
DPU (sen)	2.13	2.08	2.4	6.33	6.51	(2.8)
DPU (sen) - annualised¹	8.47	8.25	2.7	8.46	8.70	(2.8)
Distribution yield (%) (Based on market price of RM1.55 on 30 September 2016 and RM1.41 on 30 September 2015)	5.46	5.85	N.M.	5.46	6.17	N.M.
Distribution yield (%) (Based on market price of RM1.54 on 19 October 2016 and RM1.40 on 15 October 2015)	5.50	5.89	N.M.	5.49	6.21	N.M.

N.M. – Not meaningful

¹ 2016 annualised DPU is based on 366 days

Financial Results



Sungei Wang Plaza, Kuala Lumpur, Malaysia



Distribution Statement – 2016 vs 2015

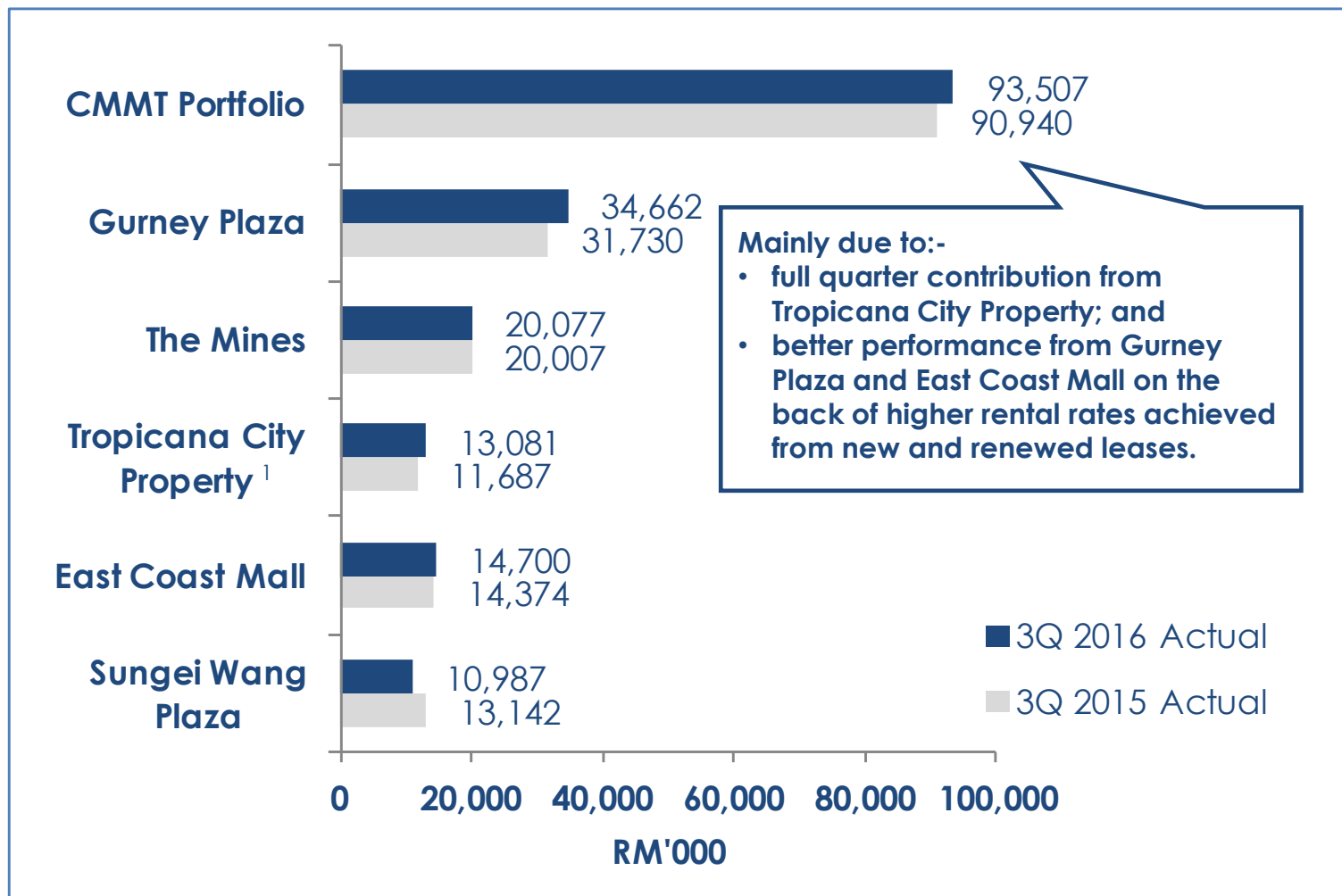
RM'000	3Q 2016 Actual (Unaudited)	3Q 2015 Actual (Unaudited)	Change %	YTD 2016 Actual (Unaudited)	YTD 2015 Actual (Unaudited)	Change %
Gross revenue	93,507	90,940	2.8	279,159	251,539	11.0
Less: Property operating expenses	(32,081)	(31,174)	2.9	(97,093)	(85,732)	13.3
Net property income	61,426	59,766	2.8	182,066	165,807	9.8
Interest income	1,427	1,151	24.0	4,334	3,319	30.6
Fair value gain of investment properties	-	12,679	(100.0)	2,572	64,782	(96.0)
Net investment income	62,853	73,596	(14.6)	188,972	233,908	(19.2)
Manager's management fee	(5,903)	(5,800)	1.8	(17,541)	(16,120)	8.8
Trust and other expenses	(459)	(761)	(39.7)	(1,553)	(1,831)	(15.2)
Finance costs	(14,951)	(14,568)	2.6	(44,518)	(36,616)	21.6
Profit before taxation	41,540	52,467	(20.8)	125,360	179,341	(30.1)
Taxation	-	-	-	-	-	-
Profit for the period	41,540	52,467	(20.8)	125,360	179,341	(30.1)
Distribution adjustments	1,666	(10,861)	>100.0	3,115	(58,754)	>100.0
Income available for distribution	43,206	41,606	3.8	128,475	120,587	6.5
Distributable income¹	43,270	41,673	3.8	128,459	120,482	6.6
DPU (sen)	2.13	2.08	2.4	6.33	6.51	(2.8)

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



3Q 2016 Gross Revenue

- Increased by 2.8% vs 2015

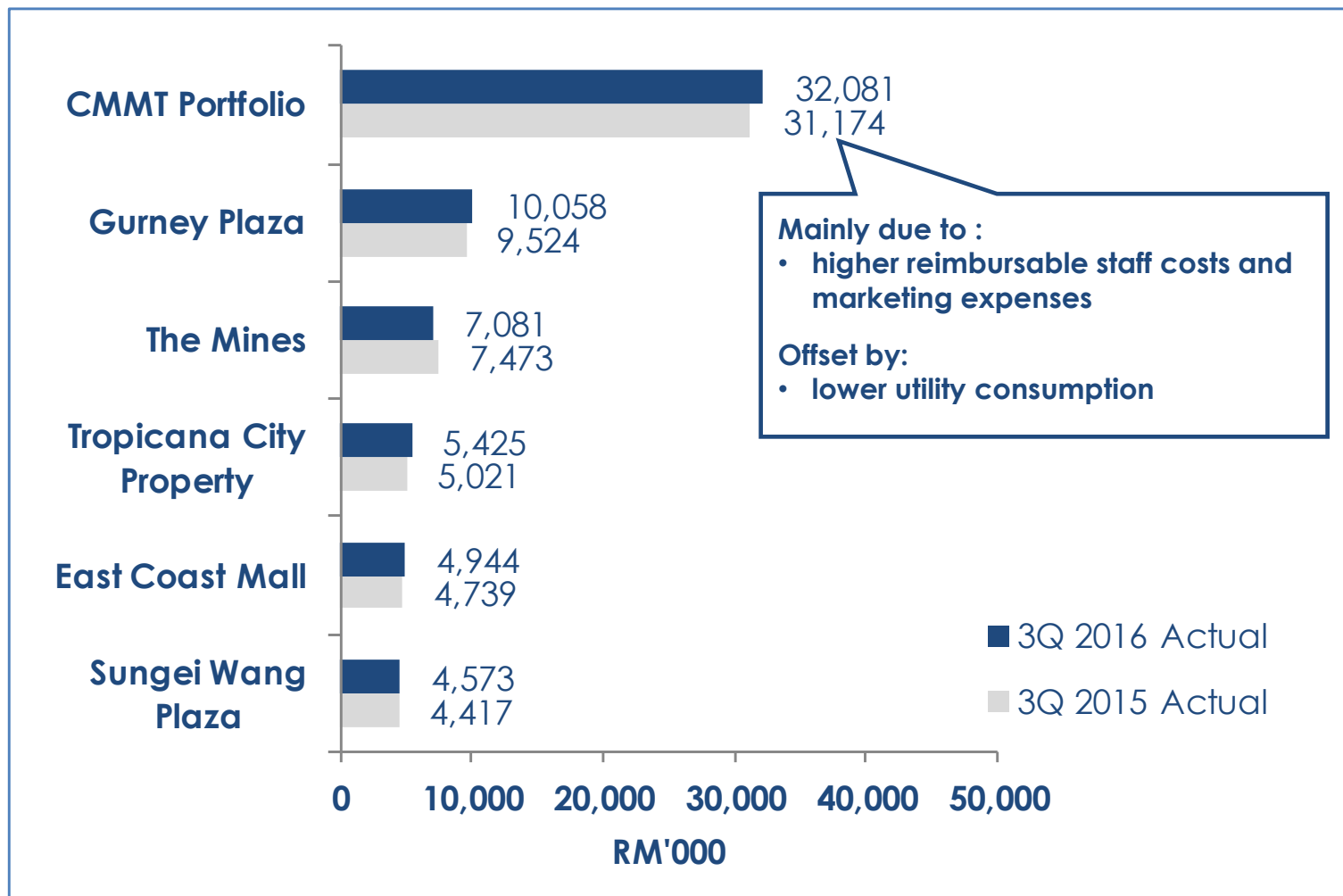


¹ Tropicana City Property consists of Tropicana City Mall and Tropicana City Office Tower (acquisition completion date: 10 July 2015)



3Q 2016 Property Operating Expenses

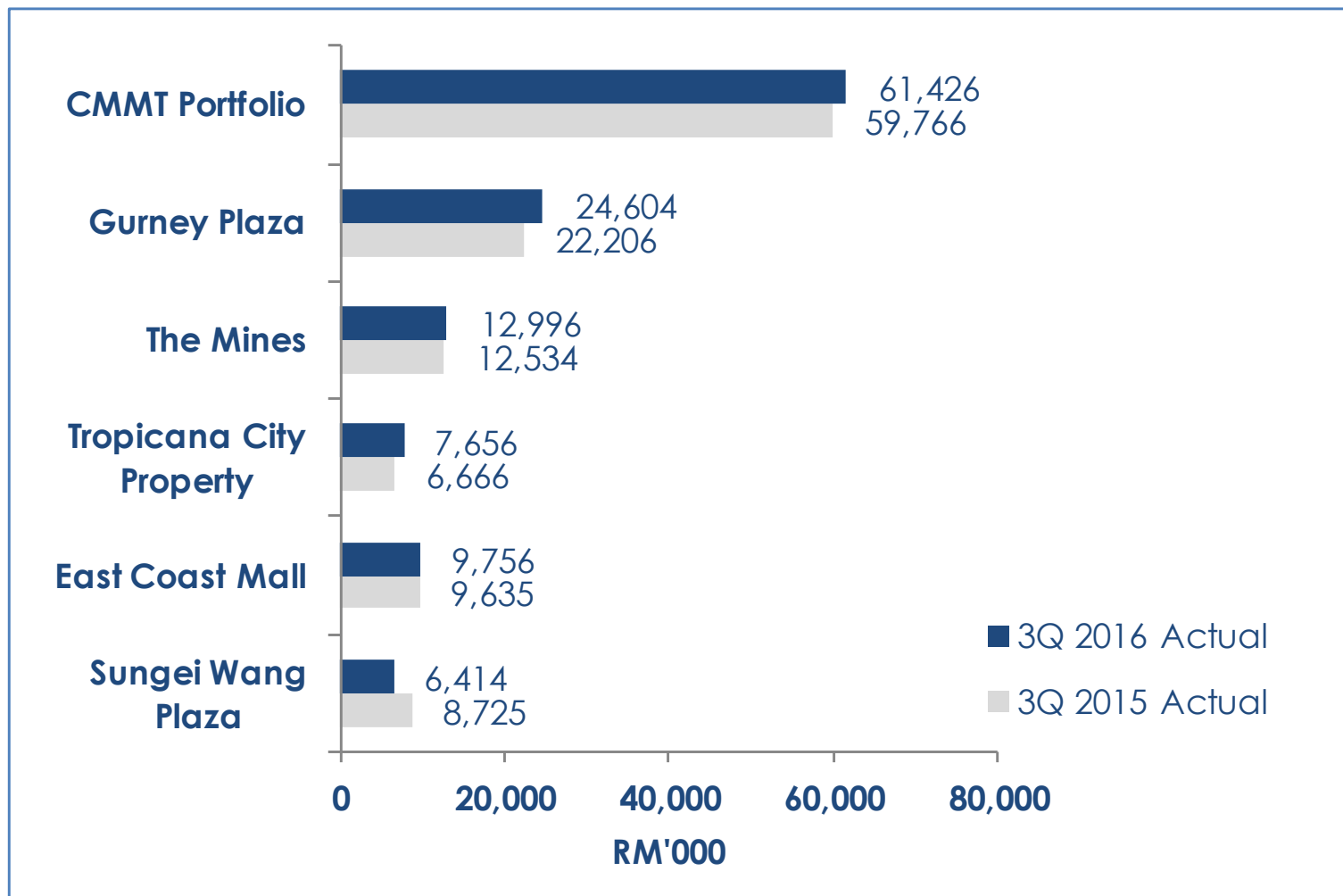
- Increased by 2.9% vs 2015





3Q 2016 Net Property Income

- Increased by 2.8% vs 2015

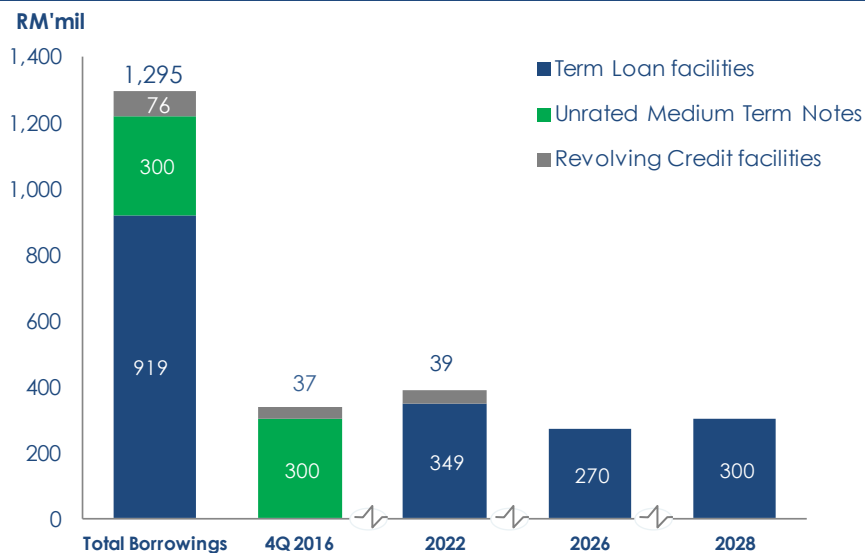




Debt Profile (As at 30 September 2016)

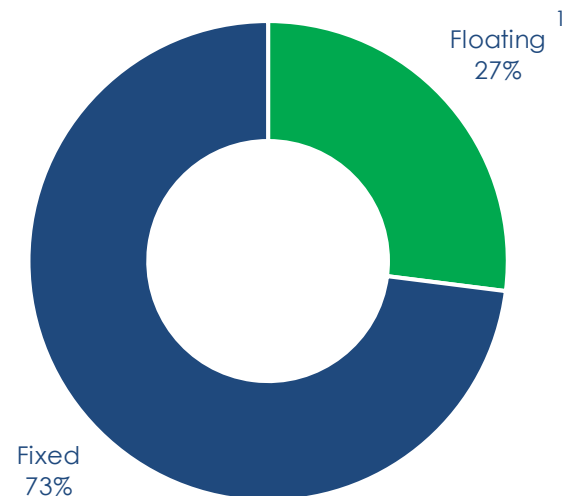
Well-Spread Debt Maturity Profile

Debt Maturity Profile



Prudent Interest Rate Risk Management

Interest Rate Profile



1. Includes short and long term revolving credit facilities of RM76 million



Key Financial Indicators

	3Q 2016	2Q 2016
Unencumbered assets as % of total assets	31.6%	31.6%
Gearing ratio	32.0%	31.9%
Net debt / EBITDA (times)	5.9	5.9
Interest coverage (times)	3.8	3.8
Average term to maturity (years)	6.4	6.7
Average cost of debt	4.46%	4.50%



Balance Sheet

As at 30 September 2016	RM'mil		
Non-current Assets	3,919	NAV (RM'mil)	
Current Assets	168	- before income distribution	2,643
Total Assets	4,087	- after income distribution	2,600
Current Liabilities	438		
Non-current Liabilities	1,006	NAV per unit (RM)	
Total Liabilities	1,444	- before income distribution	1.30
Net Assets	2,643	- after income distribution	1.28
Total Unitholders' Funds	2,643		
Number of Units in Circulation (in million units)	2,031		

Portfolio Highlights



The Mines, Selangor, Malaysia



Rental Reversion

From 1 January 2016 to 30 September 2016 ¹	No. of new leases/renewals	Var. over preceding rental ^{2, 3, 4} (%)
Gurney Plaza	78	+5.7
The Mines	55	+5.1
East Coast Mall	44	+11.5
Tropicana City Mall	26	-6.7 ⁵
CMMT Portfolio (Excluding Sungei Wang Plaza)	203	+5.3
Sungei Wang Plaza	49	-37.9
CMMT Portfolio (Retail)	252	-1.0

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 in the 1st year rental of the renewed term over last year rental of the preceding term.
5. The negative rental reversion was largely due to amalgamation of 2 units for a mini anchor.



Portfolio Lease Expiry (By Year)

As at 30 September 2016	CMMT (Retail)		
	No of Leases ¹	Gross Rental Income RM'000	% of Total Gross Rental Income ²
2016	183	2,466	10.2%
2017	618	11,155	46.1%
2018	362	6,234	25.7%
Beyond 2018	200	4,355	18.0%

As at 30 September 2016	CMMT (Office)		
	No of Leases ¹	Gross Rental Income RM'000	% of Total Gross Rental Income ³
2016	1	28	5.1%
2017	1	200	36.2%
2018	1	216	39.0%
Beyond 2018	2	109	19.7%

1. Based on all committed leases as at 30 September 2016.

2. Based on committed gross rental income for CMMT (Retail) as at 30 September 2016.

3. Based on committed gross rental income for CMMT (Office) as at 30 September 2016.



Portfolio Lease Expiry Profile for 2016

As at 30 September 2016	No. of Leases ¹	Net Lettable Area ("NLA")		Gross Rental Income ("GRI")	
		Sq ft	% of Total NLA ¹	RM'000	% of Total GRI ¹
Gurney Plaza	31	42,001	1.4%	647	2.6%
The Mines	37	89,026	3.0%	447	1.8%
East Coast Mall	45	143,812	4.8%	792	3.2%
Tropicana City Mall	16	15,906	0.5%	138	0.6%
Sungei Wang Plaza	54	38,069	1.3%	442	1.8%
CMMT (Retail)	183	328,814	11.0%	2,466	10.0%
Tropicana City Office Tower	1	4,820	0.1%	28	0.1%
CMMT Portfolio (Retail & Office)	184	333,634	11.1%	2,494	10.1%

1. Based on committed leases for CMMT Portfolio(Retail + Office) as at 30 September 2016.



Occupancy Rate Remains Stable

	1Q 2016 31 March 16 ¹	2Q 2016 30 June 16 ¹	3Q 2016 30 September 16 ¹
Gurney Plaza	98.6%	98.7%	98.8%
The Mines	96.9%	97.1%	97.1%
East Coast Mall	99.7%	99.3%	99.2%
Tropicana City Mall²	90.1%	91.9%	92.5%
Sungei Wang Plaza	90.7%	91.2%	90.2%
CMMT (Retail)	95.9%	96.3%	96.2%
Tropicana City Office Tower²	100.0%	100.0%	100.0%
CMMT Portfolio (Retail & Office)	96.1%	96.4%	96.3%

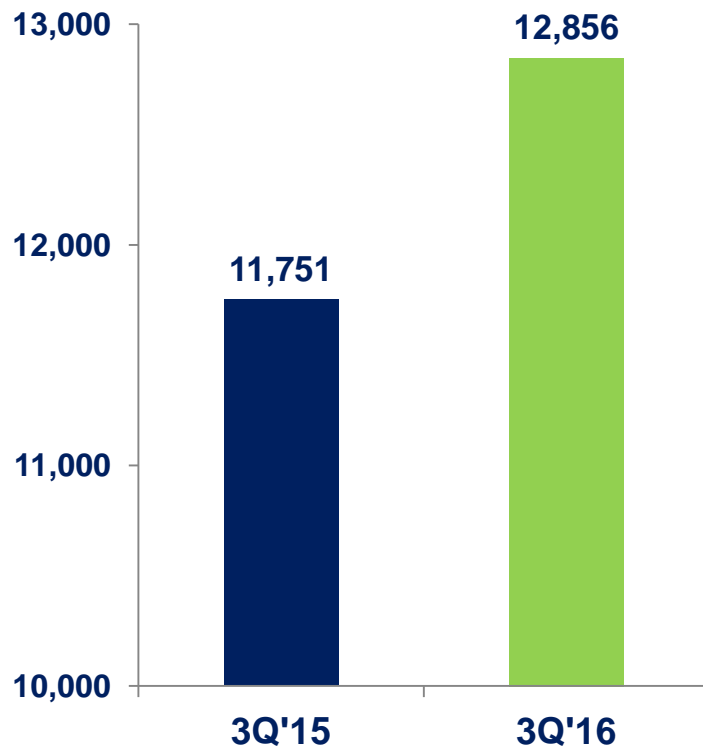
1. Based on committed leases.

2. The occupancy of Tropicana City Property is 93.9% as at 30 September 2016.

Shopper Traffic¹

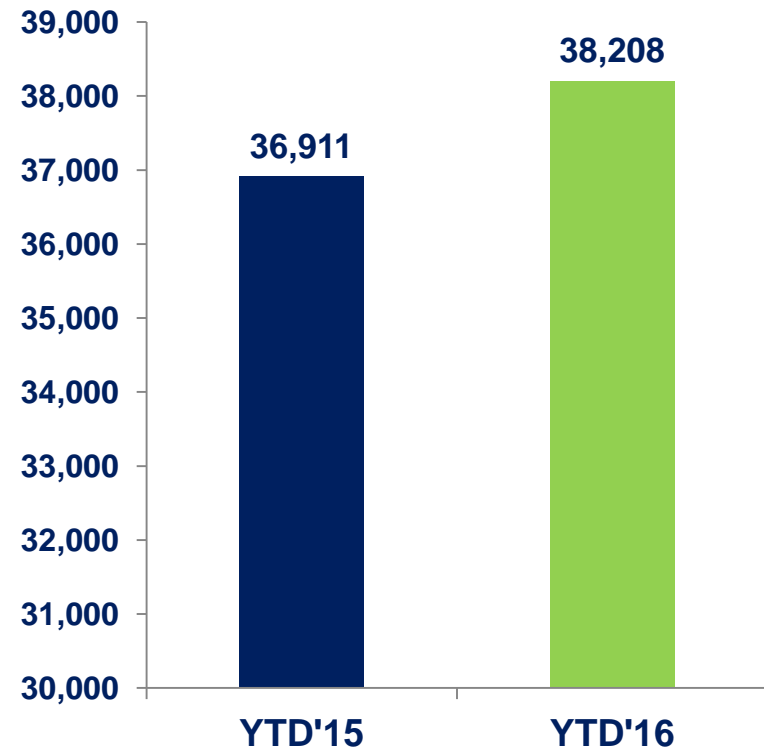
9.4% higher than 3Q 2015

Shopper Traffic ('000)



3.5% higher than YTD 2015

Shopper Traffic ('000)



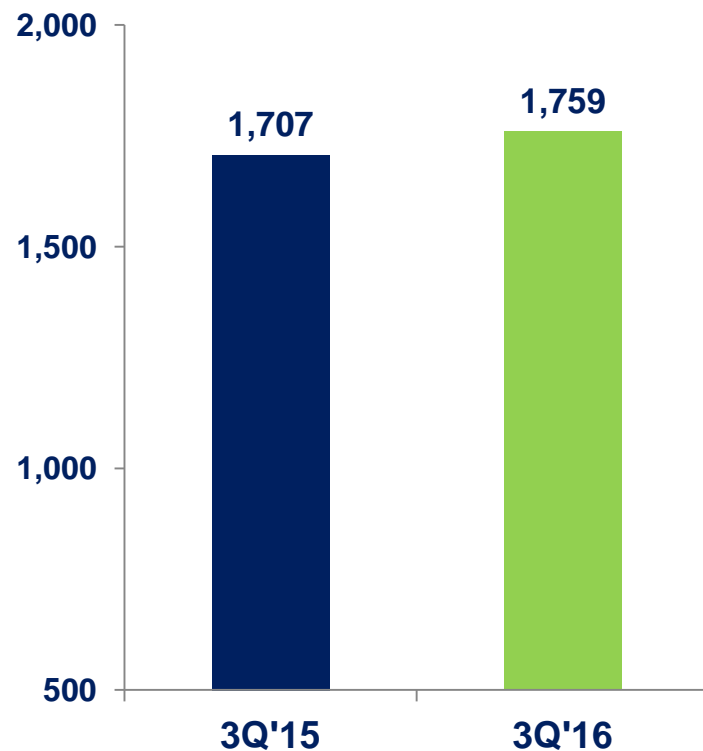
1. Shopper traffic statistics exclude Tropicana City Property.



Vehicular Traffic¹

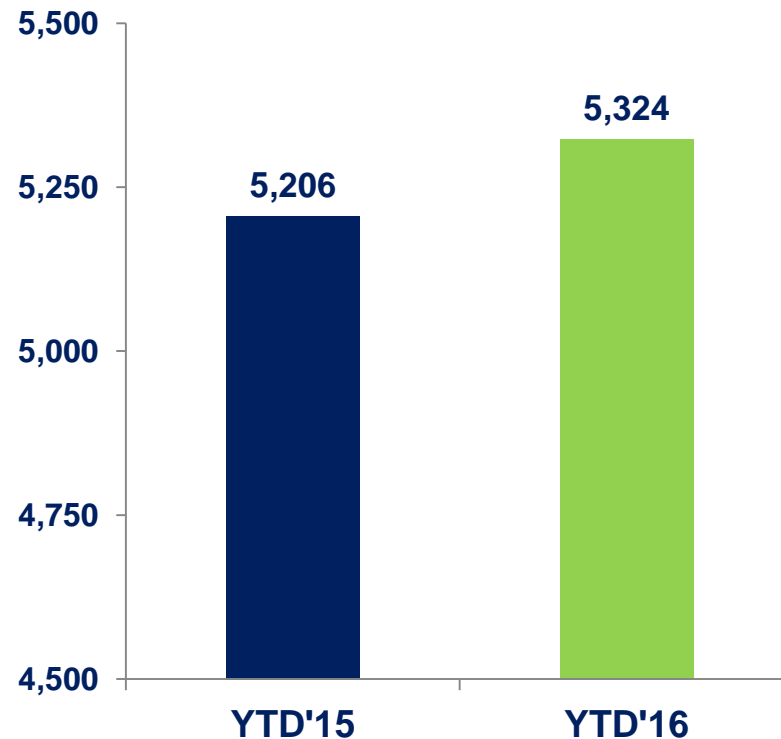
3.1% higher than 3Q 2015

Vehicular Traffic ('000)



2.3% higher than YTD 2015

Vehicular Traffic ('000)



1. Vehicular traffic statistics exclude Tropicana City Property.

New Initiatives & Improvement Works



East Coast Mall, Kuantan, Malaysia

Sungei Wang Plaza – New Artisan Cluster



- The CUBEZ is located on Level 2 and is a cluster of artistic and local retailers offering Made-In-Malaysia paraphernalia.
- Some of the merchandise here include handmade soaps, batik and a unique postcard station.



New Initiatives

Sungei Wang Plaza – Extension of Unique F&B Concept

- D'Food Caravanz is a bright and cheerful F&B corner located on Level 3 which offers a different variety of food and snacks to shoppers.
- With a total of 7 caravan operators, some of the F&B options include Arabian and Thai cuisine, as well as fried snacks.





New Initiatives

Sungei Wang Plaza – More Offerings at Toys & Hobbies Cluster

- More tenants have commenced their business at the Toys & Hobbies cluster on Level 2 to cater to the growing interest and demand of shoppers.



Atom Square



First Hobby



Planet M78



New Initiatives

New Tenants to CMMT

Gurney Plaza



Sushi Kitchen



Ddung's Bob Burger



TNS Skin Lab



**Blue Chef Chicken
Grill & Pasta**



Andrew's Food Corner



Shizens



New Initiatives

New Tenants to CMMT

The Mines



Almendi's



Fuel Shack



Imisu



Yubiso

Tropicana City Mall



Chong Hwa Curry



My Flavor



New Initiatives

New Brands

Gurney Plaza



Penang Road Famous
TeoChew Chendul

East Coast Mall



Sangkaya



whatsBag



Shiela



fyi



Digi Store Express



New Initiatives

New Brands

Tropicana City Mall



Daiso Japan



Res Toe Run



Elite Gadget



Suria Fine Arts
& Gifts

Sungei Wang Plaza



Chatoys



I Love Yoo!



New Initiatives

Pokemon Go

- Several Pokemon Go campaigns took place from 10 August 2016 to 30 September 2016.
- Various activities and collaborations with mall tenants were organised to improve shopper traffic, increase brand awareness and drive tenants' sales.





New Initiatives

Anime Fiesta 2016

- The inaugural Anime Fiesta was held from 13 July to 24 July 2016 at Sungei Wang Plaza.
- Avid anime fans dressed up and congregated at the show for exciting cosplay-centric activities and toys and hobbies' tenants showcased their latest anime merchandise.





New Initiatives

Monster Hunter Generations Party



- In conjunction with Nintendo's Monster Hunter Generations game worldwide launch, the Monster Hunter Generations launch party was held on 16 July 2016 at Sungei Wang Plaza.
- The exciting party gathered fellow Hunters in a special Hunters' Hall-like setting for mini games tournament, live game consoles and various licensed merchandise.





Improvement Works – Gurney Plaza

Upgrading of Chiller and Installation of HT Capacitor Bank



1500RT Chiller



HT Capacitor Bank

Upgrading of Sky Light Ceiling at Centre Atrium

B
E
F
O
R
E



A
F
T
E
R





Improvement Works

The Mines - Upgrading of CCTV Monitor

- Upgrade existing 7 units of 17-inch monitor to 32-inch monitor to improve the CCTV monitoring system.
- Improve internal and external camera provision surrounding the mall to enhance security coverage areas of the mall.



BEFORE



AFTER



CapitaLand
Malaysia Mall Trust

Thank You

For enquiries, please contact:

Jasmine Loo
(Investor Relations)
Tel: +60 3 2279 9873
Fax: +60 3 2279 9889
Email: jasmine.loo@capitaland.com

www.cmmmt.com.my