



# CAPITALAND MALAYSIA MALL TRUST

Annual General Meeting

19 June 2020

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# Managing COVID-19



3 Damansara, Selangor, Malaysia

# Navigating through COVID-19

## Business Continuity

- Business Continuity Plan in place to ensure minimal disruption to operations

## Tenant Support Measures

- Up to RM35.0 million in rental relief support for Affected Tenants<sup>1</sup>
- 15% electricity discount from April to September 2020, as announced by the Government, to be fully passed to eligible tenants
- Flexible payment arrangement from May to December
- Other forms of operational and marketing support such as flexible operating hours, complimentary parking and marketing assistance

## Cost Containment

- Deferred all non-essential operating expenses and capital expenditures
- Deferred asset enhancement initiatives except for creation of a contemporary food hall on Level 4 of Gurney Plaza

1. Eligible shopping mall tenants providing non-essential services or supplies that were mandated to close during the Movement Control Order (MCO), Conditional MCO (CMCO) and Recovery MCO (RMCO), subject to terms and conditions

# Navigating through COVID-19

## Capital Management

- Bank facilities in place for working capital and capital expenditure requirements

## Keeping Pulse

- Monitor situation closely and weigh available options to ride out the challenging period with tenants
- Prudent management of operating expenses and capital expenditures

## Health and Safety

- Precautionary measures in accordance with authorities' guidelines in place in all properties since January for the well-being and safety of shoppers and tenants



# Tenants and shoppers' safety and well-being





# FY 2019 Highlights





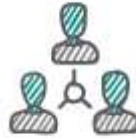
# FY 2019 Overview

## Operational Performance



Rental Reversion

-5.7%



Portfolio  
Occupancy

93.8%  
93.2% in 2018



Annual  
Shopper Traffic

56.7 mil  
▼ 1.4% YoY

## Asset Updates

### JUMPA @ Sungei Wang

- Completed 16-month long asset enhancement initiative works of approximately RM52 million
- Soft opening on 25 September 2019

### Gurney Plaza

- Upgrading and refreshing of anchor tenants' offerings – Parkson Elite and Mercato, which are their first outlets outside the Klang Valley
- Introduction of new brands to the Northern region

### East Coast Mall

- Completed reconfiguration at the Basement to introduce more service-related offerings

# FY 2019 Overview

## Capital Management

- Successfully refinanced the RM300.0 million outstanding Medium Term Notes (MTN), in December 2019, with the issuance of 3.5-year unrated and secured MTN at a lower coupon rate of 4.07% per annum for the first two years

## Other Updates

- In November 2019, CMMT entered into a new easement agreement with Zurah Permai Sdn. Bhd. that would be redeveloping BB Plaza (BBP). The agreement provides CMMT a legal right to access Sungei Wang's roof top car parks and basement loading bay via the new BBP ramp in future.



# FY 2019 Overview

## Financial Highlights



### Net Property Income

**RM202.1 mil**  
▼ 6.0% YoY



### Distribution Per Unit

**6.25 sen**  
▼ 20.9% YoY



### Distribution Yield

**6.25%**  
7.82% in 2018

## Portfolio Updates



### Portfolio Valuation

**FY 2019: RM4.0 bil**  
▲ 0.4% YoY



**No of  
committed leases**  
**1,303**



### Net Lettable Area

**3.0 mil sq ft**

# Strong Balance Sheet

As at 31 December 2019	RM'mil
Non-current Assets	4,038
Current Assets	106
<b>Total Assets</b>	<b>4,144</b>
Current Liabilities	244
Non-current Liabilities	1,298
<b>Total Liabilities</b>	<b>1,542</b>
<b>Net Assets</b>	<b>2,602</b>
<b>Total Unitholders' Funds</b>	<b>2,602</b>
<b>Number of Units in Circulation (in million units)</b>	<b>2,052</b>

<b>NAV (RM'mil)</b>	
- before income distribution	2,602
<b>- after income distribution</b>	<b>2,540</b>
<b>NAV per unit (RM)</b>	
- before income distribution	1.27
<b>- after income distribution</b>	<b>1.24</b>

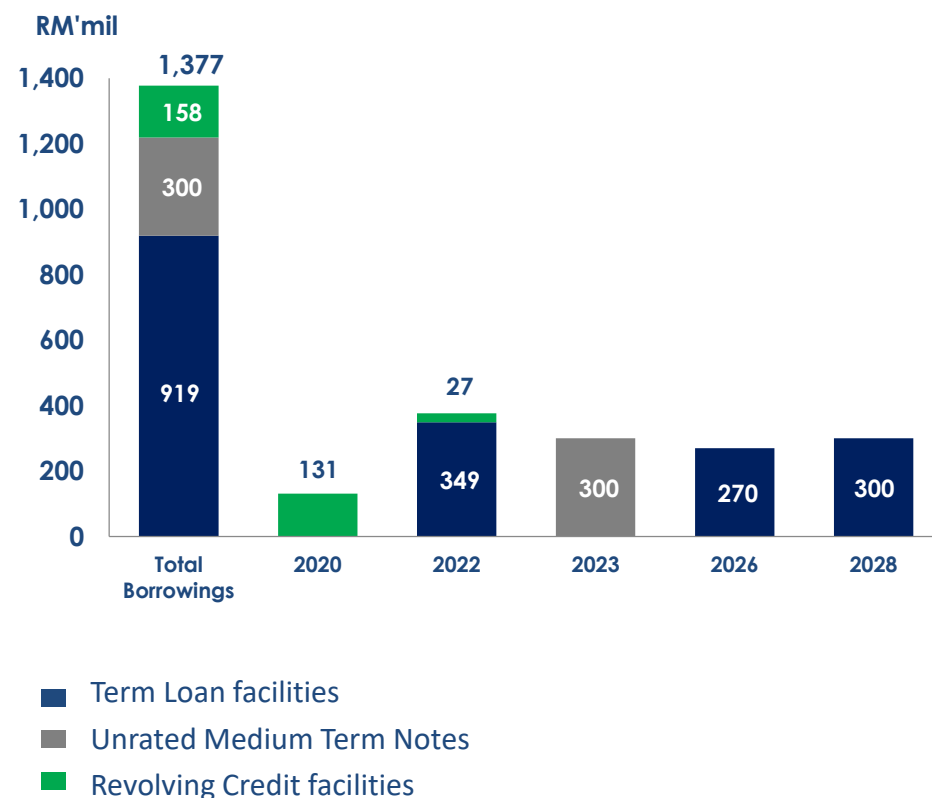


# Key Financial Indicators

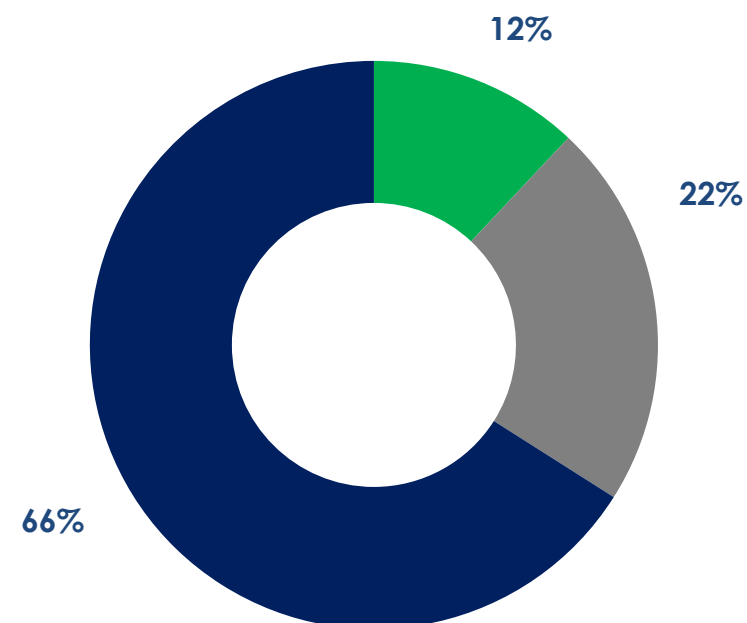
	2019	2018
Unencumbered Assets as a % of Total Assets	28.3%	28.0%
Gearing Ratio	33.7%	32.5%
Average Cost of Debt	4.4%	4.5%
Fixed:Floating rate debt ratio	83%:17%	87%:13%
Net debt/EBITDA (times)	7.5	6.9
Interest Coverage (times)	3.0	3.2
Average term to maturity (years)	4.4	4.8

# Debt Profile as at 31 December 2019

## Well-spread Debt Maturity Profile



## Diversified Sources of Funding





# Portfolio Highlights & Sustainability Management

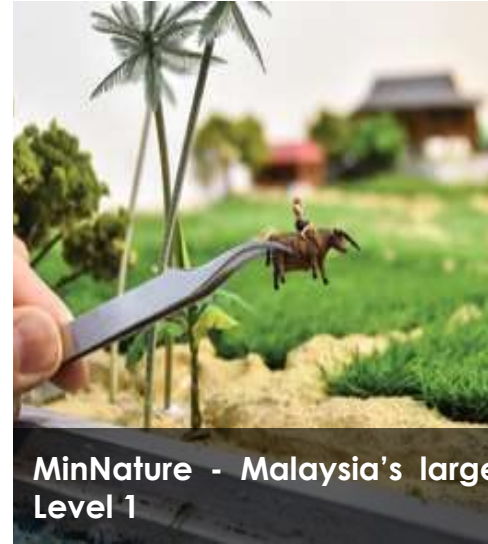




# JUMPA@Sungei Wang



New-to-market Beast Park climbing-cum-adventure park



MinNature - Malaysia's largest 3D printed miniature exhibition, is on Level 1



Active sports cluster with familiar names such as Anta Sports, Skechers, Outside and Puma



# New Retail Offerings in Gurney Plaza



Anchor tenants Parkson Elite and Mercato – the first Parkson Elite departmental store and premium grocer outside the Klang Valley



Some of the new fashion and timepiece brands that were introduced to the Northern region



# Sustainability Management



In conjunction with My Schoolbag, the 3<sup>rd</sup> CapitaLand Volunteer Day was held in November 2019, more than 140 staff dedicated their time to refurbish four primary schools in Klang Valley, Penang and Kuantan.

**63%** middle and senior management positions filled by women (REIT Manager and Property Managers)



**73%** of CMMT portfolio has achieved green rating

All **5** CMMT malls participated in the **Earth Hour** initiative and waste recycling program

**CAPITALAND**  
SUPPORTS  
**EARTH HOUR**



**RM19.8 million** cost avoidance for utilities since 2009



**15.2%** reduction in energy usage in KWh/m<sup>2</sup>  
**11.6%** reduction in water usage in m<sup>3</sup>/m<sup>2</sup>  
**14.7%** reduction in carbon intensity in kg/m<sup>2</sup>

# Looking Ahead : 2020





# Strengthening CMMT's retail ecosystem

## FY 2020 Performance

- Near-term performance under pressure arising from COVID-19 uncertainties
- About 25% of the expiring leases for FY 2020 have been renewed as at 31 May 2020
- More than 88% of our tenants have resumed business under the RMC0 as at 14 June 2020
- Following the business resumption under the CMCO and RMC0, shopper traffic has shown early signs of recovery

## Proactive Portfolio and Asset Management

- Focus on stabilising the portfolio during this challenging period
- Complete Gurney Plaza's asset enhancement initiative
- Render additional support to tenants and marketing assistance efforts
- Partner tenants to drive footfall and sales through CapitaStar, digital and online campaigns

## Prudent Capital Management

- Proposed Distribution Reinvestment Plan allows unitholders to reinvest income distribution into new CMMT units and for CMMT to conserve cash
- No near-term refinancing requirement until 2022\*

Notes:

\* Excluding Revolving Credit Facilities





# Thank you

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