



# CapitaLand Malaysia Trust **Annual General Meeting**

30 March 2022

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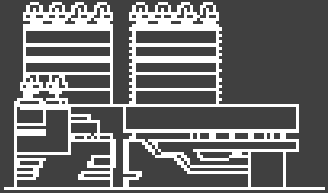


# 2021 Highlights

3 Damansara Property, Selangor, Malaysia

CapitaLand  
Malaysia Trust

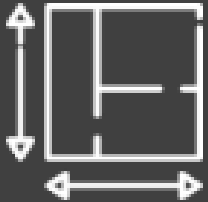
# CapitaLand Malaysia Trust



**5** Retail  
**1** Office  
Properties in  
Malaysia



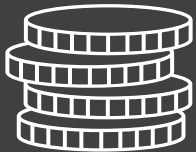
**3**  
Regions



**~3.1 mil**  
Sq ft of NLA



**~1,100**  
Committed leases



**RM3.8 bil**  
AUM<sup>1</sup>



**RM1.1 bil**  
Market Capitalisation<sup>2</sup>



## Notes:

1. Valuation as at 31 Dec 2021
2. As at 15 March 2022



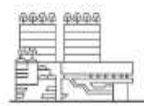
# Executing long term and sustainable growth strategy

Expansion of investment mandate to enhance resilience

## Investment Mandate Expansion



### Investible Asset Classes



Retail



Commercial



Logistics



Industrial



Business Park



Data Centre



Integrated Developments



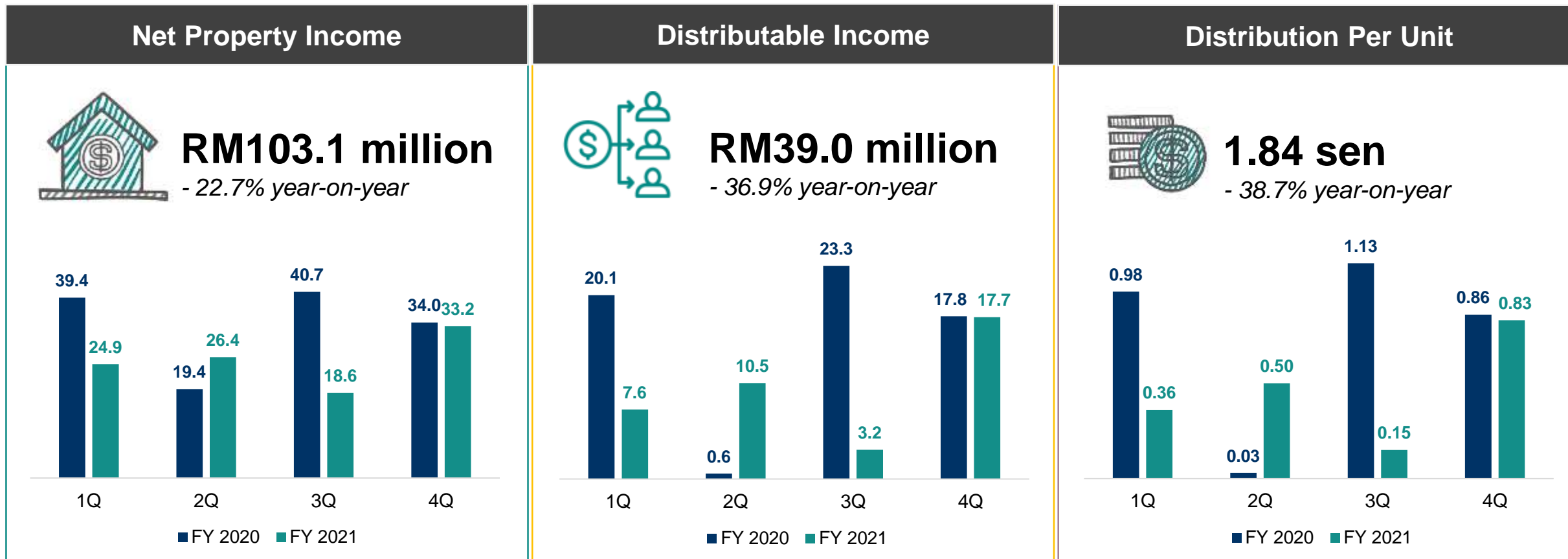
### Growth Strategy

- Achieve sustainable growth via acquisitions in other asset classes
- Enhance portfolio resilience through diversification and providing a more balanced and stable revenue stream

- CapitaLand Malaysia Trust (CLMT) will be the dedicated Malaysia-listed REIT for CapitaLand Investment Limited (CLI or Sponsor)'s non-lodging Malaysia business
- CLMT will leverage on Sponsor's strong support, regional network and operational expertise to enter into and manage the new economy assets

# FY 2021 financial highlights

- Lower income largely due to negative rental reversions and rental support rendered to affected tenants
- Almost 300 days of economic and social restrictions under various phases of MCO and NRP



Notes:  
MCO refers to Movement Control Order.  
NRP refers to National Recovery Plan.

# FY 2021 portfolio highlights



## Portfolio Occupancy

**82.5%**

*As at 31 December 2021*



## Portfolio Valuation

**RM3.8 billion**

*As at 31 December 2021*



## Tenant Retention

**57.7%**

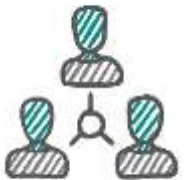
*FY 2021*



## Top 10 Tenants' Contribution

**15.4%**

*FY 2021 total gross rental income*



## Shopper Traffic

**68.9%** compared to 2019 average

*4Q 2021*



## Tenant Sales Per Square Foot

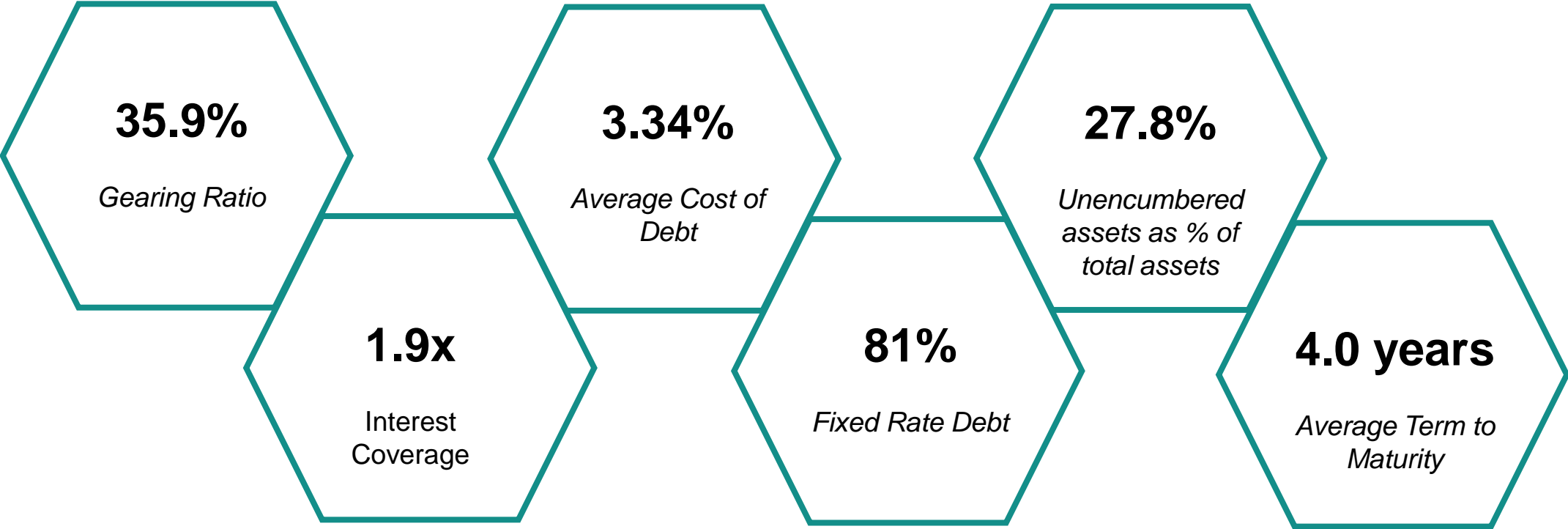
**108.5%** compared to 2019 average

*4Q 2021*



# Prudent capital management

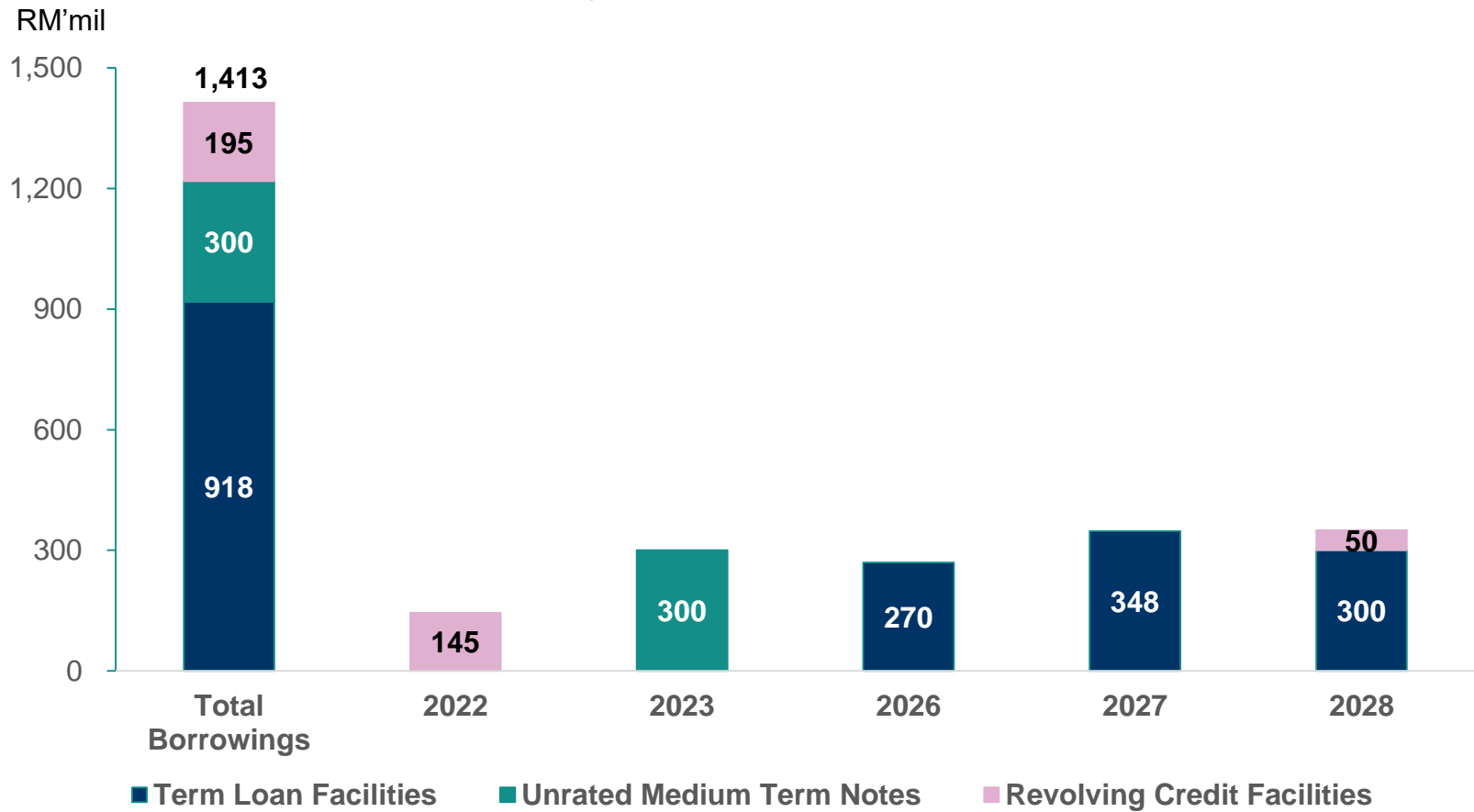
Healthy gearing level provides comfortable debt headroom for growth opportunities



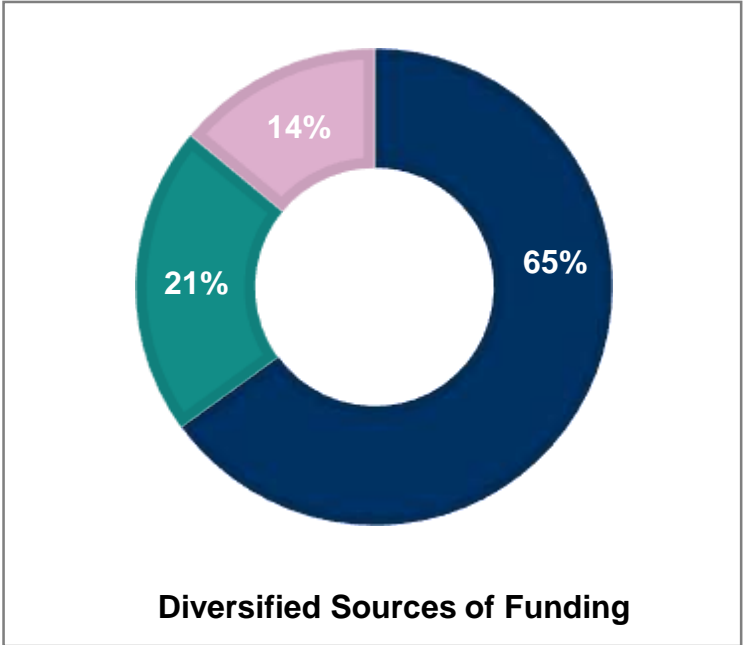
Notes:  
All figures are as at 31 December 2021.

# Well-spread debt maturity profile

- Longest debt maturing in 2028
- No near term refinancing requirements until 2023



Notes:  
All figures are as at 31 December 2021.



# Portfolio Performance

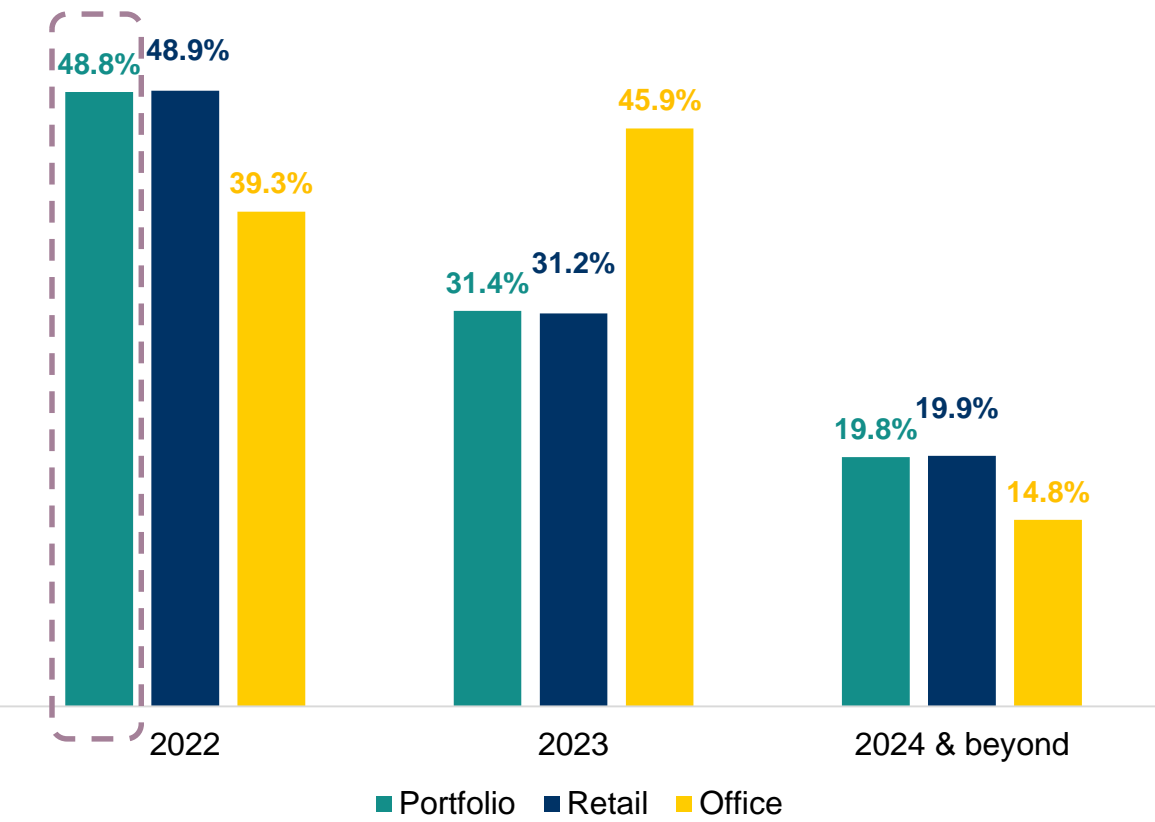
East Coast Mall, Pahang, Malaysia

CapitaLand  
Malaysia Trust

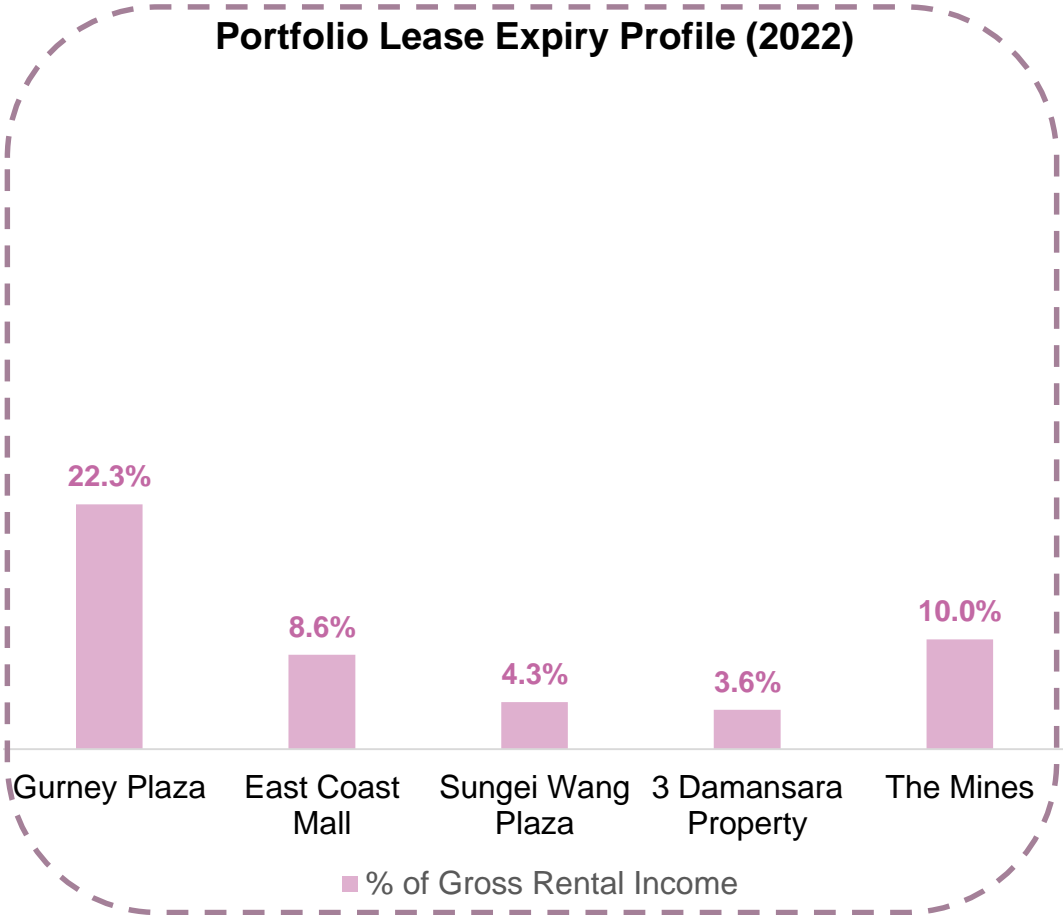


# Portfolio Lease Expiry Profile

- Lease expiry is well-spread with 48.8% of gross rental income due for renewal in 2022
- Anchor and mini anchor tenants make up 12.6% of gross rental income due for renewal in 2022



Notes:  
Based on committed leases as at 31 December 2021.  
Based on committed gross rental income as at 31 December 2021.

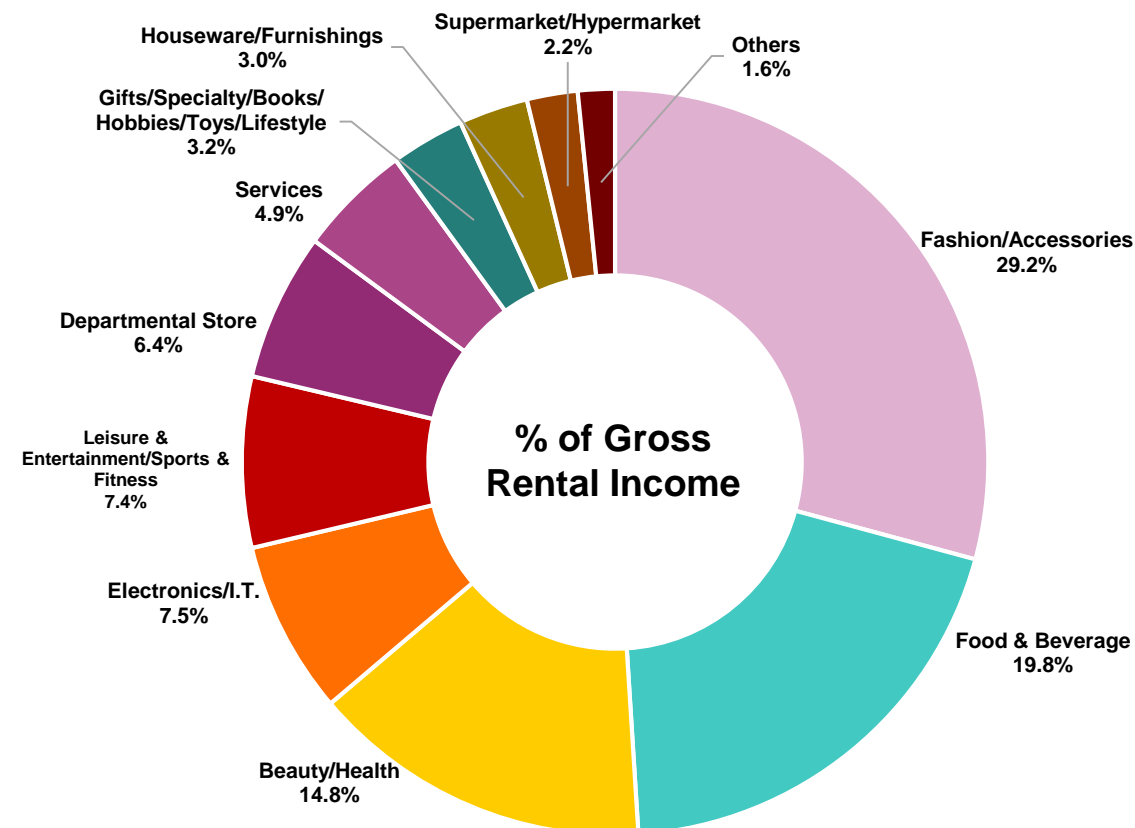


# Well-diversified tenant base

- Total of top 10 largest tenants contributed 15.4% of total gross rental income
- Fashion/Accessories remained the largest contributor of total gross rental income at 29.2%

Tenant	Trade Sector	% of Gross Rental Income
Parkson Elite/Parkson	Departmental Store	5.9
Padini Concept Store	Fashion/Accessories	1.6
Golden Screen Cinemas	Leisure & Entertainment/Sports & Fitness	1.4
Watsons	Beauty/Health	1.0
Nando's	Food & Beverage	1.0
Mr. D.I.Y.	Houseware/Furnishings	0.9
JD Sports/JD Sports, King of Trainers	Leisure & Entertainment/Sports & Fitness	0.9
Uniqlo	Fashion/Accessories	0.9
Mercato	Supermarket/Hypermarket	0.9
Switch	Electronics/I.T.	0.9
<b>Total</b>		<b>15.4</b>

Notes:  
Based on committed leases as at 31 December 2021.



LE LABO Inc.  
MANUFACTURERS OF  
FINE PERFUMERY  
233 ELIZABETH STREET NYC



# Value Creation

Gurney Plaza, Penang, Malaysia

CapitaLand  
Malaysia Trust



# New retail offerings to enhance shoppers' experience

New-to-region brands in Northern and East Coast regions to familiar favourites in the Klang Valley; ranging from fashion, IT, F&B and beauty and health trade categories



Kate Spade New York @ Gurney Plaza



Nespresso @ Gurney Plaza



Victoria's Secret @ East Coast Mall



Bookxcess @ The Mines



Fancier Esthetic World @ 3 Damansara



Karl Lagerfeld @ Gurney Plaza



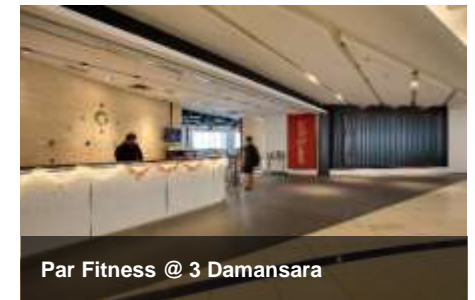
Tommy Hilfiger @ East Coast Mall



Bath & Body Works @ East Coast Mall



Honor @ The Mines



Par Fitness @ 3 Damansara



Le Labo @ Gurney Plaza



Tomei @ East Coast Mall



Kyochon @ East Coast Mall



Mr. Dollar @ The Mines



Churrito's Fresh Mex @ 3 Damansara

# Engaging shoppers 24/7 with digital retail experiences

- Capturing customer stickiness across various platforms
- Creating omnichannel experience to drive sales, traffic and engagement



## STARVoucher

More than 300 participating tenants across 7 CapitaLand malls



## Birthday Rewards

Additional rewards for members



## Parking Rebates

Seamless integration with parking payment kiosk

## Portfolio-wide collaboration with e-commerce partners



## Building loyalty with interactive content and drive footfall





# Collaborating with tenants to support business recovery

## Specific initiatives focused on tenants' business recovery



**GP Treats & Pick-up Point**



**#GPVaccinated**



**Luxe E-Concierge**



**Privilege PLUS+ Welcome Back Rewards & Private Events**

## Joint collaboration with tenants to drive traffic and spur sales



**F&B Top Eats**



**September-Funtember**



**Limited free entry passes to MinNature Malaysia**

## Collaboration with e-commerce partners








# Sustainability Management



# ESG highlights

## Environment

	2021 Performance Met <sup>1</sup>	2030 Sustainability Master Plan Targets <sup>2</sup>
<b>Low Carbon Transition</b> 	<ul style="list-style-type: none"> <li>34% reduction in carbon intensity in kg/m<sup>2</sup></li> <li>34% reduction in energy usage in KWh/m<sup>2</sup></li> </ul>	<ul style="list-style-type: none"> <li>Reduce carbon emissions intensity by 78% by 2030</li> <li>Reduce energy intensity by 35% by 2030</li> </ul>
<b>Water Conservation and Resilience</b> 	<ul style="list-style-type: none"> <li>46% reduction in water usage in m<sup>3</sup>/m<sup>2</sup></li> </ul>	<ul style="list-style-type: none"> <li>Reduce water intensity by 45% by 2030</li> </ul>
<b>Waste Management and Circular Economy</b> 	<ul style="list-style-type: none"> <li>All CLMT properties participated in the recycling of waste programme</li> </ul>	<ul style="list-style-type: none"> <li>Achieve 25% recycling rate in day-to-day operations</li> <li>Work towards setting an embodied carbon target</li> </ul>

Notes:

- Reduction targets are relative to 2009 baseline.
- Reduction targets are relative to 2008 baseline and were set in 2020 under CapitaLand 2030 Sustainability Master Plan.



- CLMT's properties are in process of obtaining the green rating re-certification process and is targeted to achieve 100% by 2024, save for Sungei Wang Plaza



- Retained **ISO 14001** certification



- CLMT properties participated in the Earth Hour initiative

# ESG highlights

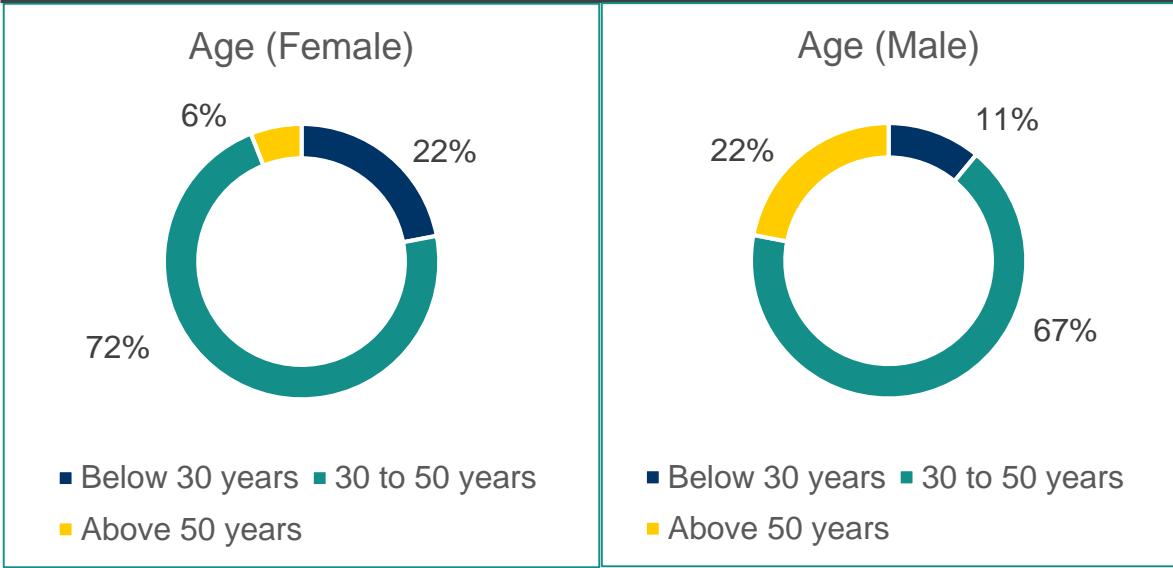
## Social

- In FY 2021, zero incident resulting in staff permanent disability or fatality
- No incidents of health and safety non-compliance
- Almost equal proportion of male and female at a ratio of 53:47

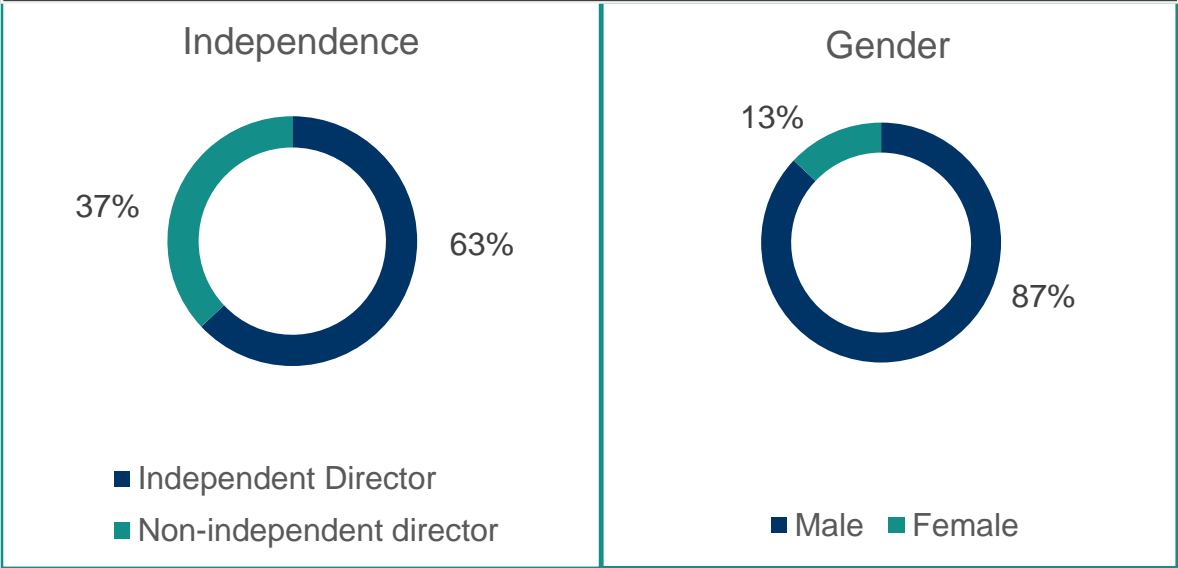
## Governance

- Upholding high standards of corporate governance
- **Zero tolerance** policy towards corruption and bribery
- In FY 2021, there was no reported incident of regulatory non-compliance

### Employees of the Manager and Property Managers



### CLMT Manager's Board Composition





# Looking Ahead

Sungei Wang Plaza, Kuala Lumpur, Malaysia

CapitaLand  
Malaysia Trust

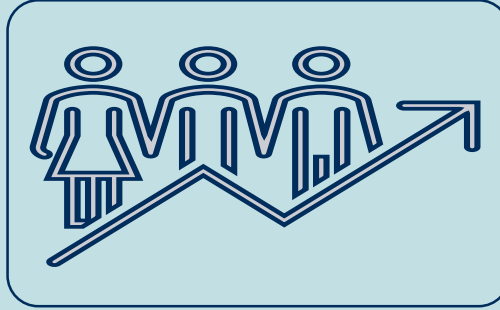
# CLMT's key strategies

To deliver sustainable distributions and returns to unitholders



## **Strengthen organic performance**

- Improve the performance of existing assets
- Implement turnaround strategies for Klang Valley assets



## **Pursuit of inorganic growth**

- Active pursuit of new economy asset classes
- Leverage on Sponsor's capabilities to grow in these new sectors



## **Proactive capital management**

- Maintain a manageable gearing
- Improve key financial ratios
- Diversify funding sources





# Thank You



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