

# **CAPITARETAIL CHINA TRUST (CRCT)**

## *First China Shopping Mall S-REIT*



***Financial Results for 1Q 2011***

**15 April 2011**



# Disclaimer

*This presentation shall be read in conjunction with paragraph 8 of CRCT's Unaudited Financial Statement and Distribution Announcement for First Quarter 2011.*

*This presentation 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 similar developments, shifts in expected levels of occupancy rate, property rental income, charge out collections, changes in operating expenses (including employee wages, benefits and training costs), governmental and public policy changes, and the continued availability of financing in the amounts and the terms necessary to support future business. 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.*

# Financial Highlights



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# 1Q 2011 Financial Results

Gross revenue (RMB'000)
NPI (RMB'000)
DPU (Singapore cents)
Annualised distribution yield (Based on unit price of S\$1.25 on 31 Mar 2011)
Annualised distribution yield (Based on unit price of S\$1.27 on 14 Apr 2011)

1Q 2011	1Q 2010	Change %
159,103	143,265	11.1
106,636	93,904	13.6
2.15	2.14	0.5
7.0	N.M.	N.M.
6.9	N.M.	N.M.



# Balance Sheet

As at 31 Mar 2011	S\$'000		
Investment Properties	1,186,602	Net assets attributable to unitholders (S\$'000)	702,698
Other Assets	10,912		
Financial Derivatives Assets	15,618		
Cash & Cash Equivalents	35,894	Units In Issue ('000 units)	625,999
<b>Total Assets</b>	<b>1,249,026</b>		
Interest-bearing Borrowings	414,551	Net Asset Value (NAV) per unit (S\$)	1.12
Deferred Tax Liabilities	54,903		
Financial Derivatives Liabilities	1,147	Adjusted NAV per unit (S\$) (net of distribution)	1.10
Other Liabilities	59,477		
<b>Total Liabilities</b>	<b>530,078</b>		
<b>Non-controlling Interest</b>	<b>16,250</b>		

# Financial Results

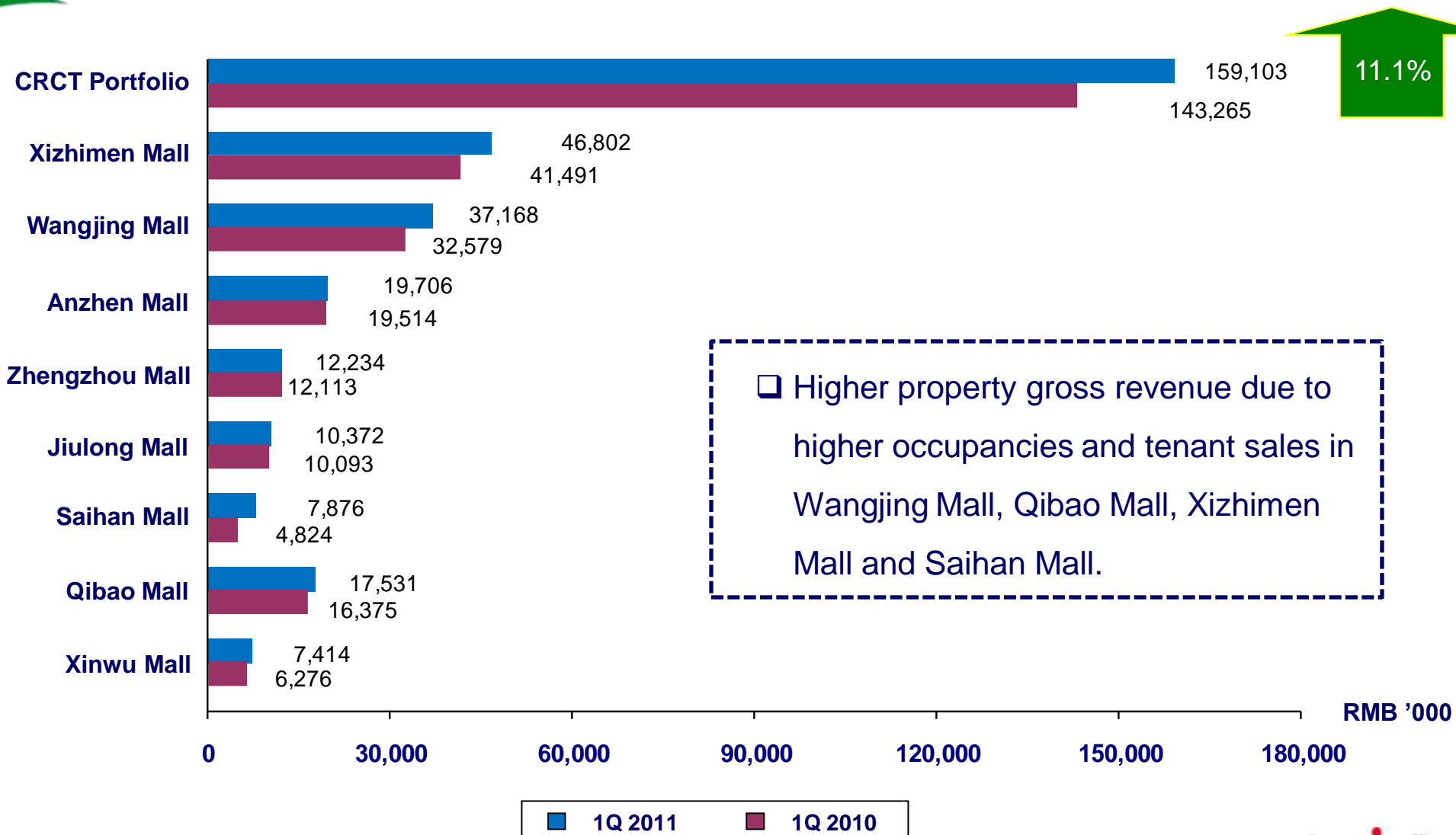


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Financial Results for 1Q 2011 \*15 April 2011\*



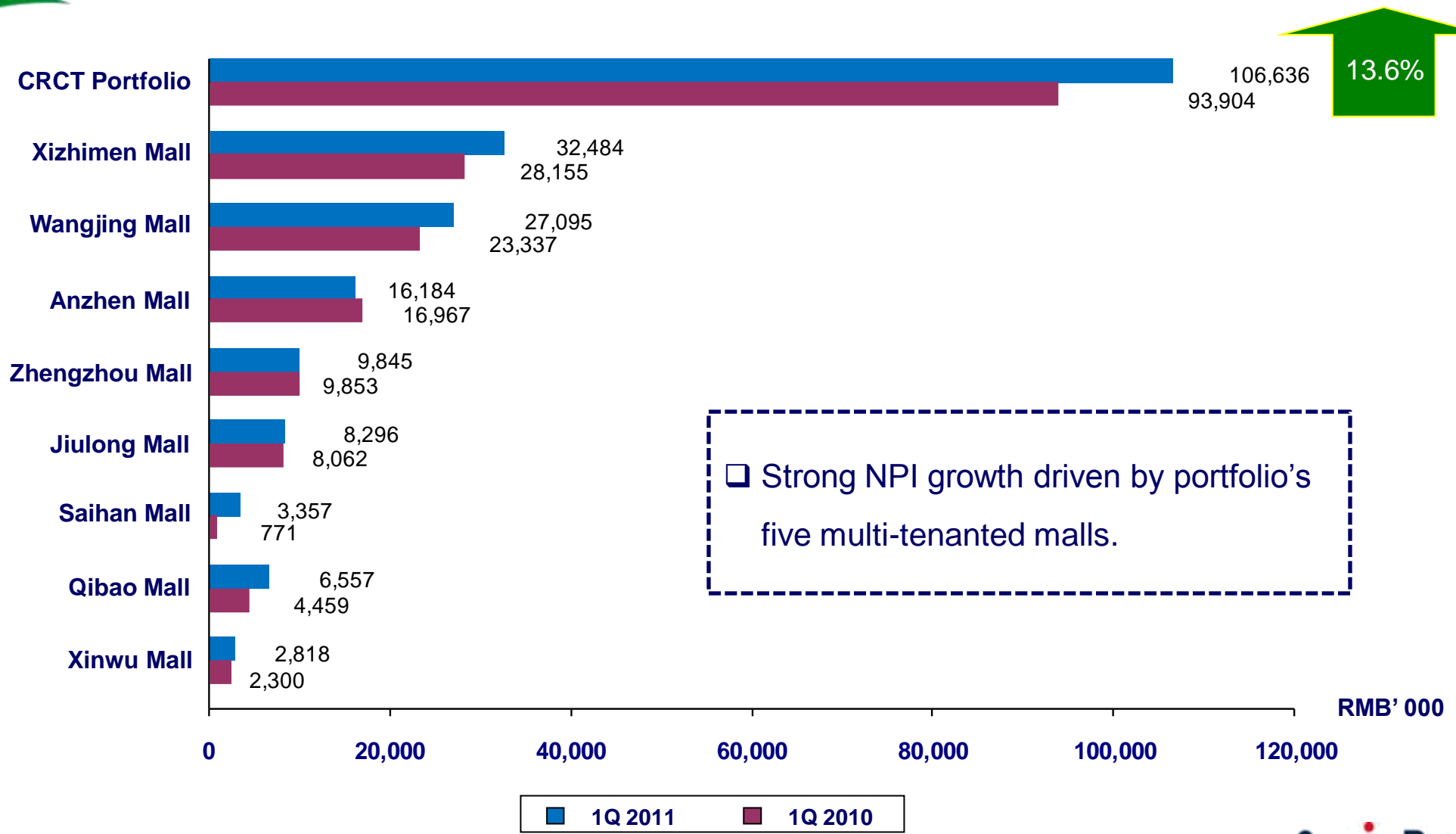
# Property Gross Revenue (in RMB'000): 1Q 2011 vs 1Q 2010







# Net Property Income (in RMB'000): 1Q 2011 vs 1Q 2010

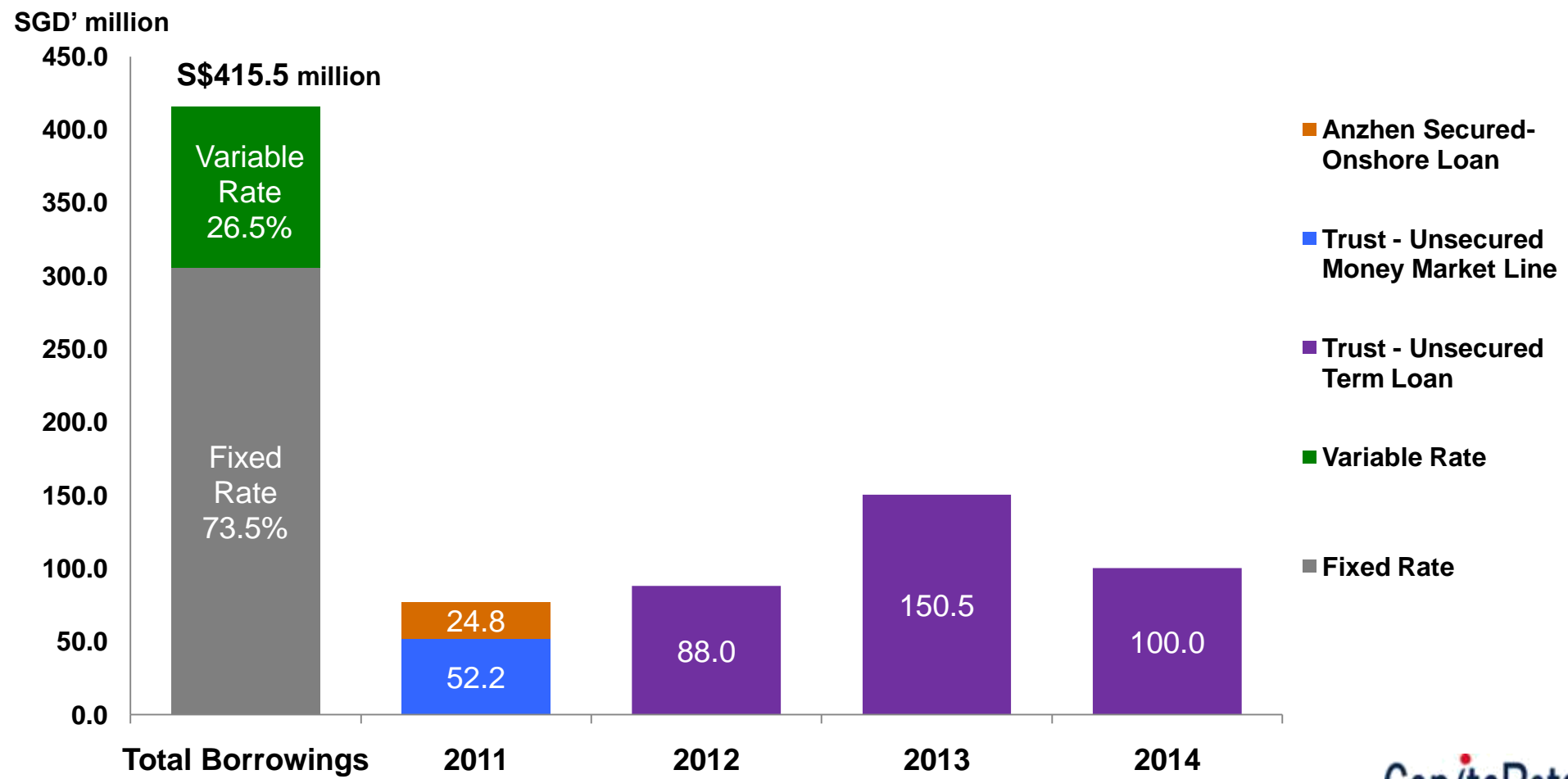






# Debt Maturity Profile (31 Mar 2011)

No major refinancing needs in 2011





# Key Financial Indicators

	1Q 2011	4Q 2010
<b>Unencumbered assets as % of total assets</b>	86.7%	86.7%
<b>Gearing</b>	32.6%	31.1%
<b>Net debt / EBITDA</b>	5.3x	5.6x
<b>Interest Coverage</b>	7.0x	6.2x
<b>Average Term to Maturity</b>	1.92	2.20
<b>Average Cost of Debt</b>	2.80%	2.81%

# Portfolio Update



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# Consistently High Occupancy Rates

## Portfolio occupancy rate up y-o-y and q-o-q

	31 Mar 10 <sup>1</sup>	30 Jun 10 <sup>1</sup>	30 Sep 10 <sup>1</sup>	31 Dec 10 <sup>1</sup>	31 Mar 11 <sup>1</sup>
Xizhimen Mall	95.6%	97.7%	97.3%	99.5%	99.1%
Wangjing Mall	98.9%	100%	99.6%	98.7%	100%
Anzhen Mall	100%	100%	100%	100%	100%
Zhengzhou Mall	100%	100%	100%	100%	100%
Jiulong Mall	100%	100%	100%	100%	100%
Saihan Mall	94.1%	95.5%	96.2%	97.7%	98.6%
Qibao Mall	81.0%	82.7%	89.9%	91.3%	92.1%
Xinwu Mall	90.1%	90.5%	95.0%	97.8%	98.0%
CRCT Portfolio <sup>2</sup>	95.2%	96.1%	97.3%	98.1%	98.4%

1. Based on committed areas.

2. Based on CRCT's 51.0% ownership interest of Xinwu Mall.



# Renewals & New Leases 1Q 2011

Overall portfolio rent renewals up 8.0%

From 1 January to 31 March 2011		
Property	No. of new leases/renewals	Var. over preceding rental <sup>1, 2</sup> (%)
Wangjing Mall	22	+9.9
Qibao Mall	14	+1.9
Xinwu Mall	9	+21.3
Xizhimen Mall	17	+9.3
Saihan Mall	2	+29.5
Jiulong Mall	1	+3.5
<b>CRCT Portfolio</b>	<b>65</b>	<b>+8.0</b>

1. Excluding tenant sales component.
2. Majority of leases have rental escalation clause.



# Portfolio Lease Expiry (By Year)

As at Mar 2011	No. of Leases <sup>1</sup>	Gross Rental Income <sup>2</sup>	
		RMB'000	% of total (Mar 11) <sup>3</sup>
<b>2011</b>	440	7,300	15.0%
<b>2012</b>	222	8,822	18.2%
<b>2013</b>	120	7,671	15.8%
<b>2014</b>	38	2,259	4.7%
<b>2015</b>	18	1,331	2.7%
<b>Beyond 2015</b>	47	21,158	43.6%
<b>CRCT Portfolio</b>		<b>Weighted average lease term to expiry</b>	
<b>By Gross Rent<sup>2</sup></b>		6.8 years	
<b>By Gross Rentable Area<sup>2</sup></b>		10.0 years	

1. Based on all committed leases as at 31 Mar 2011.
2. Based on CRCT's 51.0% ownership interest of Xinwu Mall.
3. As percentage of total gross rental income for the month of Mar 2011.



# Portfolio Lease Expiry Profile for 2011

As at Mar 2011

	No. of Leases <sup>1</sup>	Gross Rentable Area		Gross Rental Income	
		Sq m	% of total	RMB'000	% of total (Mar 11) <sup>2</sup>
<b>Xizhimen Mall</b>	84	8,866	11.1%	2,715	18.8%
<b>Wangjing Mall</b>	105	6,086	8.9%	2,522	22.2%
<b>Saihan Mall</b>	95	9,863	23.5%	764	37.3%
<b>Qibao Mall</b>	52	6,644	9.1%	991	18.4%
<b>Xinwu Mall</b>	104	3,570	7.8%	602	26.4%

1. Based on all committed leases as at 31 Mar 2011.
2. As percentage of total gross rental income for the month of Mar 2011.

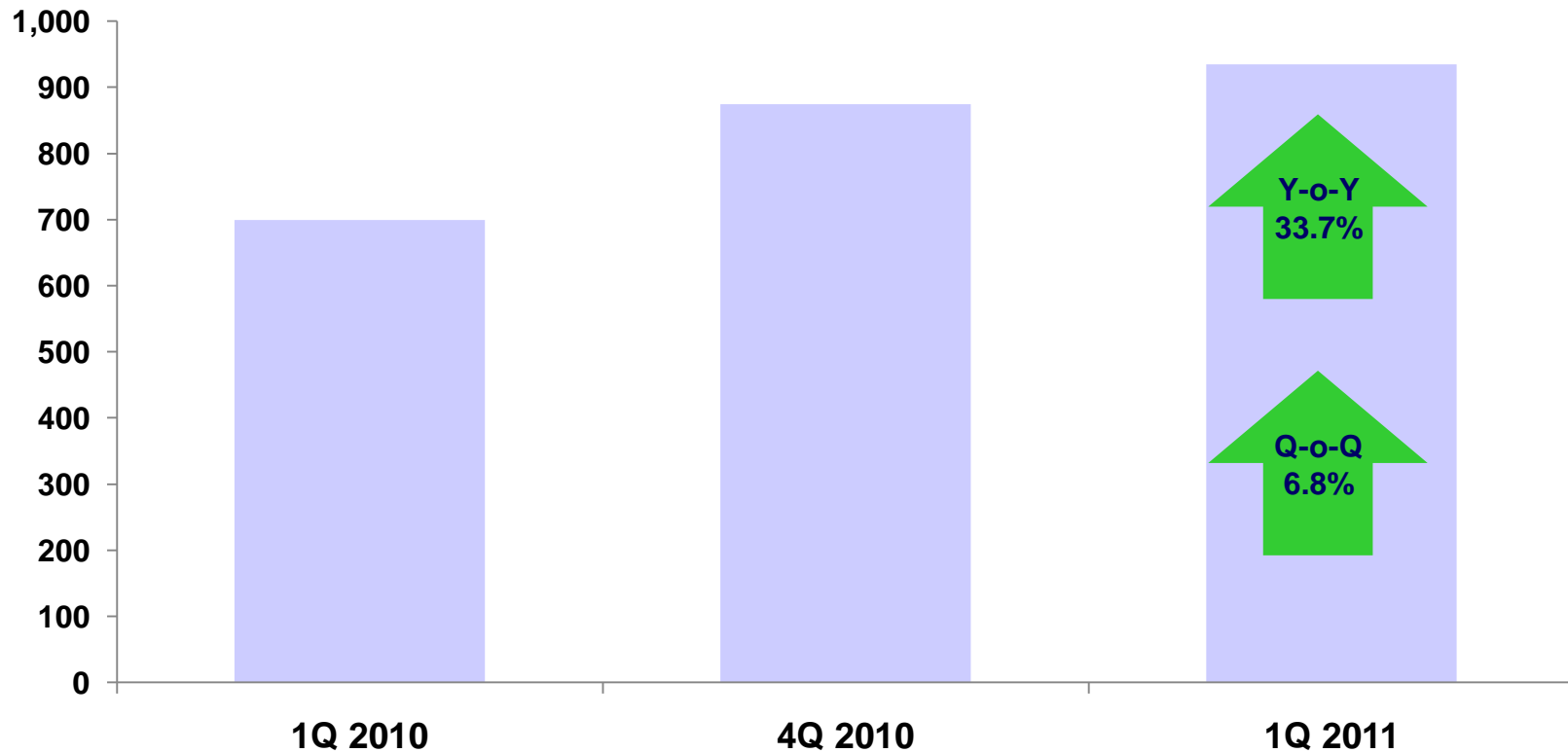




# Portfolio Tenant Sales

Tenant Sales up 33.7% y-o-y and 6.8% q-o-q

Ave. Monthly Sales (RMB psm)



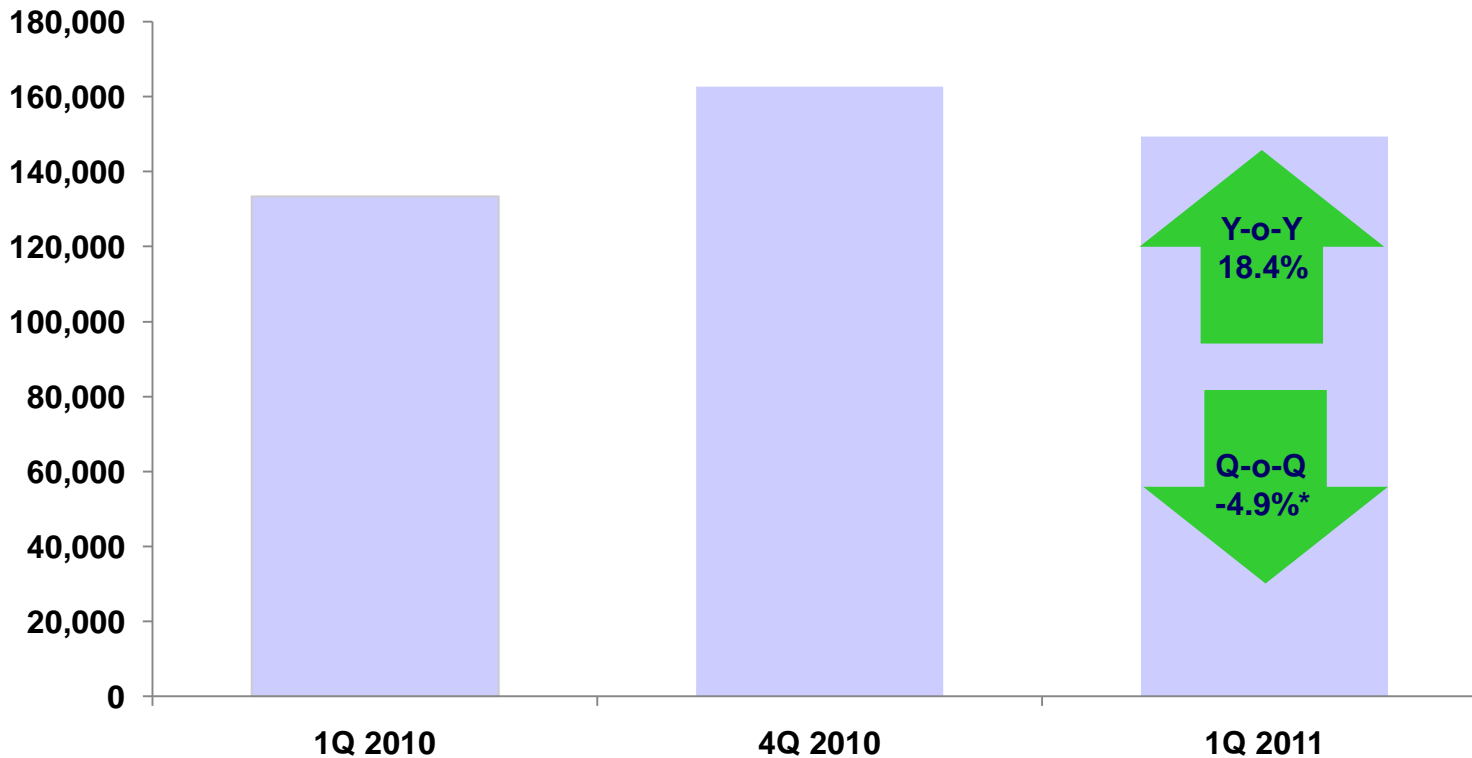
Includes only shopper traffic data at Xizhimen Mall, Wangjing Mall, Saihan Mall, Qibao Mall and Xinwu Mall.



# Portfolio Shopper Traffic

Shopper traffic up 18.4% y-o-y, down 4.9% q-o-q\*

Ave. Daily No. of Shoppers



Includes only tenants at Xizhimen Mall, Wangjing Mall, Saihan Mall, Qibao Mall and Xinwu Mall.

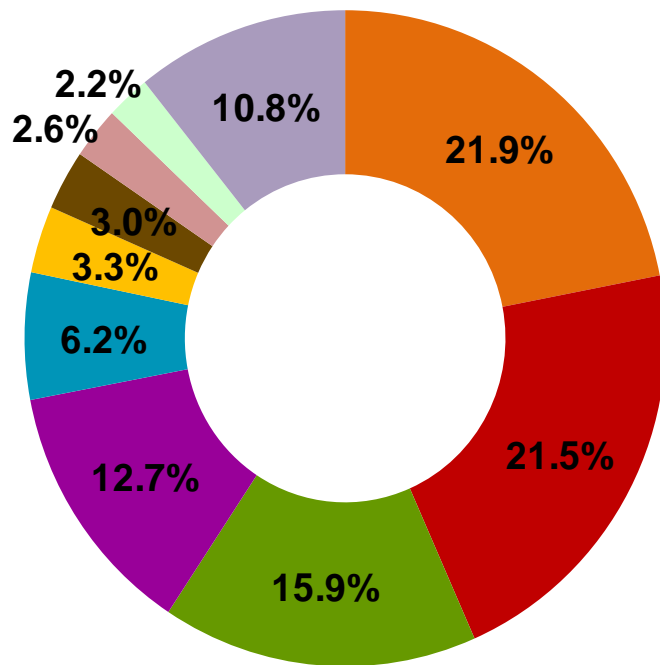
\* Q-o-Q shopper traffic down due to seasonal factor.



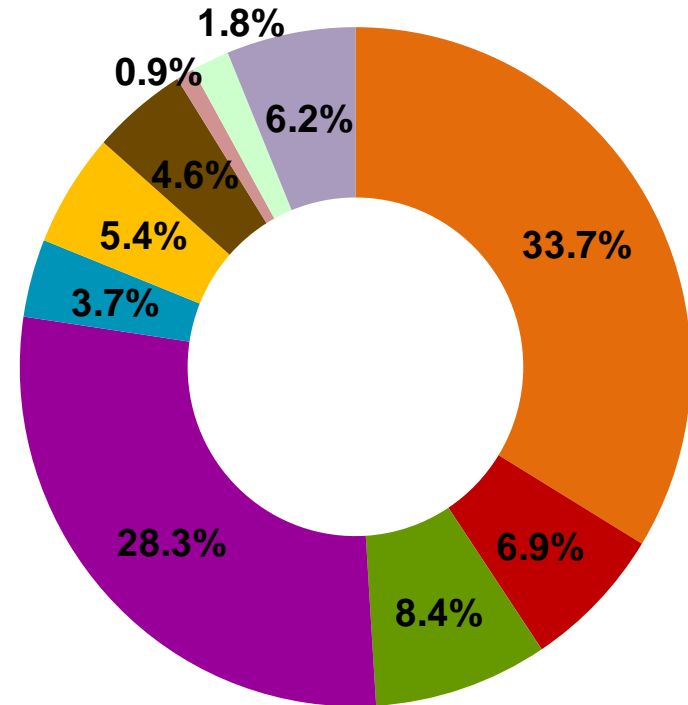
# Trade Sector Analysis

Diversified trade mix offers income stability and growth

By Gross Rent<sup>1</sup>



By Net Lettable Area<sup>2</sup>



- Department Store
- Fashion & Accessories
- Food & Beverages
- Supermarket
- Beauty & Health Related
- Leisure & Entertainment
- Houseware & Furnishings
- Shoes & Bags
- Sporting Goods & Apparel
- Others

1. For the month of Mar 2011.  
 2. Percentage of committed NLA as at Mar 2011.

# Proactive Asset Management

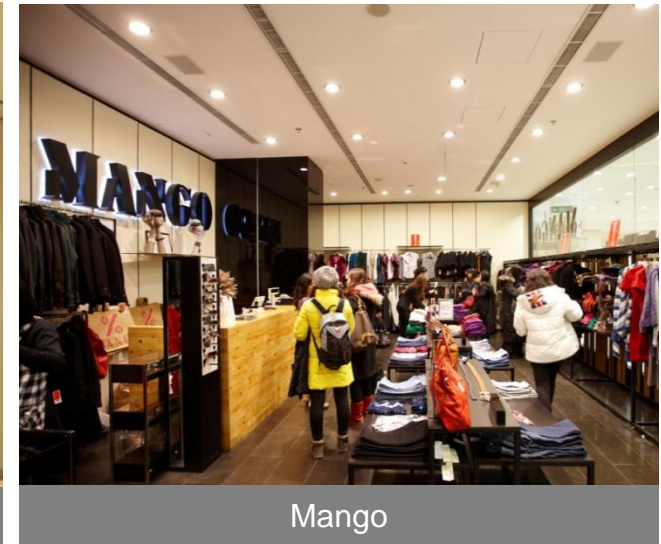


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# Xizhimen Mall: Key Driver of NPI Growth

- **Occupancy-led growth**
  - 95.6% in 1Q 2010 to 99.1% in 1Q 2011
- **Increase in pool of tenants contributing revenue from tenant sales**
  - Revenue from tenant sales component **↑ 163% y-o-y**





# Wangjing Mall: Key Driver of NPI Growth

- Achieved 100% occupancy
  - Increasing demand of space from tenants
- Quality tenants driving shopper traffic and tenant sales
- Revenue from tenant sales component **↑ 201% y-o-y**



Zara



Uniqlo





# Qibao Mall: Delivering Results from Tenancy Adjustment

## Strong Operating Performance in 1Q 2011

- Tenant sales **↑ 31.0% y-o-y**
- Shopper traffic **↑ 24.1% y-o-y**
- NPI **↑ 47.1% y-o-y**



Entertainment Zone on Level 3  
Children fashion retailer BaoDaXiang



Entertainment Zone on Level 3  
Arcade Operator Tom's World



Yong Fu Restaurant on Level 1,  
part of F&B chain Tai Xing





# Outlook for 2011

- **China retail sales expected to remain robust**
  - Retail sales increased 15.8% in Jan-Feb 2011 y-o-y\*
- **International and domestic retailers expand presence in China**
- **Increased supply of shopping malls**
- **Differentiating factors: quality of malls and mall management**

## Growth Initiatives

- ✓ **Proactive lease management**
- ✓ **Continue to execute asset enhancement initiatives**
- ✓ **Expand portfolio through exploring yield accretive acquisitions**

\* National Bureau of Statistics of China

Financial Results for 1Q 2011 \*15 April 2011\*



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