

As at 19 November 2019

## Overview

Fraser Centrepoint Trust ("FCT") is a Singapore retail real estate investment trust ("REIT") focused on suburban retail malls. It has total assets of S\$3.6 billion and market capitalisation of approximately S\$3.1 billion as at 30 September 2019.

FCT's investment portfolio comprises seven suburban retail properties in the suburban regions of Singapore and they are located next to or near MRT stations and bus interchanges. FCT's retail properties focus mainly on necessity; convenience shopping and daily F&B. These trades remain relatively stable even through economic cycles and this underpins the stability and resilience of FCT's financial and operational performance.

FCT also owns -24.82% in PGIM Real Estate AsiaRetail Fund (PGIM ARF) which owns 5 suburban retail properties, an office property in Singapore and 2 retail malls in Malaysia. FCT also holds a 31.15% stake in Hektar Real Estate Investment Trust (H-REIT), which is listed on the Bursa Malaysia.

FCT has a strong track record achieving 13 consecutive years of Distribution per Unit (DPU) growth since IPO in 2006. FCT aims to be a leading retail REIT that delivers stable distribution per unit ("DPU") growth to its Unitholders through acquisitions; asset enhancement; and organic growth strategies.

FCT is managed by Fraser Centrepoint Asset Management Ltd, a wholly-owned subsidiary of Fraser Property Limited, which is the sponsor of FCT.

## Stock information

(as at 19 November 2019)

<b>Tickers</b>	SGX:J69U Bloomberg: FCT SP Reuters: J69U.SI
<b>Date Listed</b>	5 July 2006
<b>Total Issued Units</b>	1,117,509,051
<b>Market Capitalisation</b>	- SGD 3.1 billion
<b>Distribution Payment</b>	Quarterly
<b>Financial Year End</b>	September
<b>Substantial Unitholders at 5 November 2019</b>	Fraser Property Limited: 36.5% Schroder plc: 5.01%

## Property Portfolio

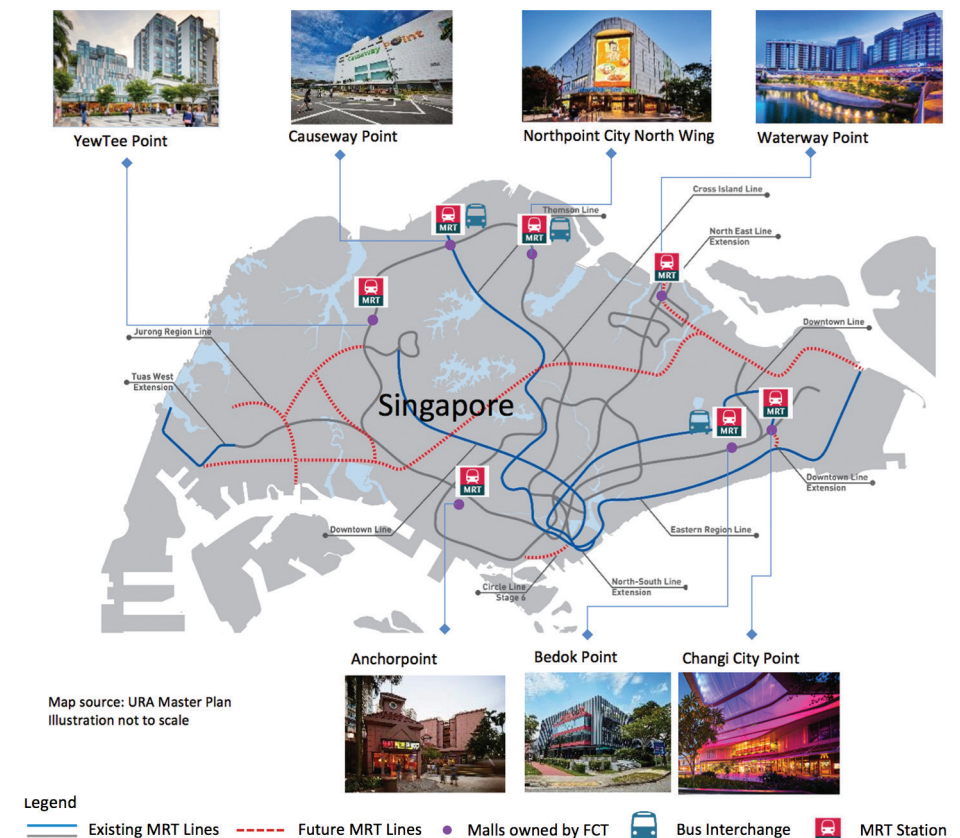
**Causeway Point** is the largest mall in FCT's portfolio at net lettable area (NLA) of 420,082 square feet. The 7-storey mall is connected to the North-South MRT line and the future Thomson-East Coast MRT line, as well as the Woodlands Bus Interchange. Causeway Point attracted footfall of 26.5 million footfall in FY2019.

**Waterway Point** has an NLA of 371,200 square feet and it is the newest addition to FCT's portfolio. It is located in Punggol, one of the fastest growing residential precincts in Singapore. With a total of more than 200 retail and F&B outlets, it offers shoppers a holistic experience. The mall drew footfall of 28.4 million in FY2019. FCT owns 40% stake in Waterway Point.

**Northpoint City North Wing** (including Yishun 10 retail podium) has a total NLA of 229,630 square feet, and together with Northpoint City South Wing (wholly-owned by Fraser Property), they form Northpoint City, the largest shopping mall in the north of Singapore. The mall drew footfall of 57.3 million in FY2019, one of the highest among suburban malls in Singapore.

**Changi City Point** has a NLA of 205,028 square feet. It is connected to the Downtown MRT Line and the East West MRT Line. The mall saw 13.9 million shopper traffic in FY2019, supported by catchment from the Changi Business Park, the adjacent hotel (Capri by Fraser), visitors to the Singapore Expo and the residents from the nearby residential estates.

**Bedok Point** has a NLA of 82,713 square feet. The mall is located in the populous Bedok precinct and is near the Bedok MRT station on the East West MRT line, as well as the Bedok Bus Interchange.



**YewTee Point** is located in Choa Chu Kang in the western side of Singapore. The mall has a NLA of 73,669 square feet. The mall has good mix of necessity shopping offerings and everyday dining options. The mall drew 13.0 million footfall in FY2019.

**Anchorpoint** has a NLA of 70,988 square feet. It attracted footfall of about 3.2 million in FY2019, mainly from the Queenstown and Alexandra precincts.

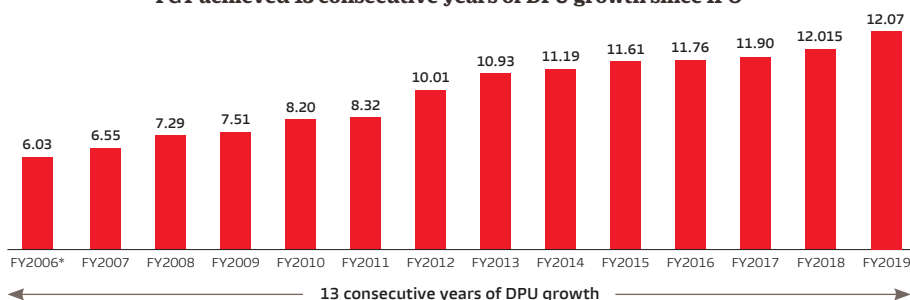
## FCT Unit Price and Distribution per Unit (DPU) Performance

### FCT Unit Price Highlight (1 Jan 2019 to 19 Nov 2019)

- High: \$2.85 on 5 September 2019
- Low: \$2.17 on 2 January 2019
- Market Cap on 19 November 2019: ~S\$3.1 billion
- Closing Price on 19 November 2019: \$2.80

Source: Bloomberg

### Distribution per Unit (S cents) FCT achieved 13 consecutive years of DPU growth since IPO



## Investment highlights

<b>Attractive Total Return</b>	Attractive DPU yield and good growth prospects
<b>Growing Portfolio</b>	<ul style="list-style-type: none"> <li>• Organic growth from rental reversions</li> <li>• Growth from pipeline assets injection and 3rd party assets acquisitions</li> <li>• Growth from asset enhancement initiatives (AEI)</li> </ul>
<b>Positive macro-environment factors</b>	Growing domestic population, sustained low unemployment rate, growing median household income, among other factors, underpin the sector's continued growth and stability
<b>Strong and established sponsor</b>	Frasers Property Limited ("Frasers Property" and together with its subsidiaries, the "Group"), is a multi-national company that develops, owns and manages a diverse, integrated portfolio of properties. Listed on the Main Board of the Singapore Exchange Securities Trading Limited ("SGX-ST") and headquartered in Singapore, the Group has total assets of approximately S\$37.6 billion as at 30 September 2019.

## Growth strategies

Deliver stable DPU growth to its Unitholders		
Acquisition Growth	Asset Enhancement Growth (AEI)	Organic Growth
<ul style="list-style-type: none"> <li>• Growing the portfolio through accretive acquisitions of quality retail properties from Sponsor's pipeline and/or 3rd party assets</li> <li>• To enhance the yield and returns for unitholders while improving portfolio diversification</li> </ul>	Undertake AEI works that: <ul style="list-style-type: none"> <li>• provide sustainable income growth and capital value-add to our properties</li> <li>• reduce our carbon footprint, as part of our sustainability efforts</li> <li>• enhance shopper experience at our properties</li> </ul>	<ul style="list-style-type: none"> <li>• Proactive asset and property management to maintain high property occupancy and positive rental reversions</li> <li>• Optimize tenant-mix to drive sustainable rental growth</li> </ul>

## Financial highlights

	FY2019 1/10/18 to 30/9/19	FY2018 1/10/17 to 30/9/18	Increase/ (Decrease)
Gross revenue (\$'000)	196,386	193,347	1.6%
Net property income (\$'000)	139,283	137,186	1.5%
Income available for distribution (\$'000)	118,718	111,316	6.6%
Distribution to unitholders (\$'000)	119,652	111,316	7.5%
Distribution per unit (cents)	12.07	12.015	0.5%
Net asset value and net tangible asset value per unit (\$) <sup>1</sup>	2.21	2.08	6.3%

Key Financial Indicators as at 30 September 2019	
Gearing level <sup>2</sup>	32.9%*
Interest Cover <sup>3</sup>	5.74 times
Weighted average debt maturity	2.3 years
All-in average cost of borrowings	2.6%
Corporate credit rating	
• S&P	BBB+ (Stable)
• Moody's	Baa1 (Stable)

\*In accordance with Property Funds Appendix, the gearing ratio included FCT's proportionate share of deposited property value and borrowings in a joint venture.

<sup>1</sup> As at 30 September 2019 for FY19 and 30 September 2018 for FY18.

<sup>2</sup> The ratio of total outstanding borrowings over total assets as at stated balance sheet date

<sup>3</sup> Earnings before interest and tax (EBIT) divided by interest expense

NOTE: Unless otherwise stated, all figures in this document are as at 30 September 2019, the end of Frasers Centrepoint Trust's latest reported financial year.