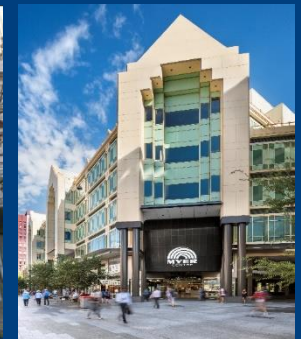


# 1Q FY 2021/22 Business Updates

28 October 2021

- Singapore • Australia • Malaysia • China • Japan



- Overview and Key Highlights
- Portfolio Updates
- Market Outlook



## Overview and Key Highlights

# Overview of Starhill Global REIT

## Prime retail portfolio in key Asia Pacific cities



### Quality Assets

- Portfolio of ~**S\$3.0 billion**
- **10 mid- to high-end** predominantly retail properties in six key Asia Pacific cities



### Strategic Locations

- **Landmark assets** at prime locations
- **Excellent connectivity** to transportation hubs
- Appeals to both local and international brands



### Diversified Portfolio

- Core markets: Singapore, Australia, Malaysia
- Contribution to 1Q FY 21/22 revenue: **Retail (~86%) & Office (~14%)**



### Strong Sponsor

- YTL Group owns ~37.7% of SGREIT
- Has a combined market capitalisation of US\$4.1 billion<sup>(1)</sup>



### Income Visibility

- **Master/anchor leases** with periodic rental reviews make up ~52% of gross rents<sup>(2)</sup>
- **Staggered** portfolio lease expiry profile and **resilient** occupancy



### Healthy Financials

- **“BBB” credit rating** with stable outlook by Fitch Ratings
- Gearing of 36.3%<sup>(2)</sup> and weighted average debt maturity of 3.7 years<sup>(2)</sup>

#### Notes:

1. Market capitalisation of YTL Corporation Berhad and its listed entities in Malaysia, as at 30 June 2021.
2. As at 30 September 2021.

# Key Highlights for 1Q FY21/22



## Financial Performance



Gross Revenue

**S\$44.8 million**

▲ 4.0% y-o-y



Net Property Income

**S\$34.3 million**

▲ 15.1% y-o-y

## Resilient Operational Performance



Retail Portfolio occupancy

**97.8%<sup>(1)</sup>**

as at 30 Sep 2021



Long WALE

**7.7 years**

by NLA



Expiring retail leases by gross rents in FY21/22

**10.1%**

as at 30 Sep 2021

## Prudent Capital Management



Gearing

**36.3%**

as at 30 Sep 2021



Staggered Debt Maturity Profile averaging

**3.7 years**



Distribution Reinvestment Plan

**S\$5.3 million**

Gross cash savings for 2H FY20/21 DPU

**Note:**

1. Based on committed leases as at reporting date.

# Key Highlights for 1Q FY21/22



## Financial Highlights

- NPI for 1Q FY21/22 rose 15.1% y-o-y, mainly due to lower rental assistance for the portfolio and lower expenses
- Rental assistance for 1Q FY21/22 includes mandated SME rebates of 2 weeks' rent for Phase 2 (Heightened Alert)

## Portfolio Performance

- Tenant sales and shopper traffic at the Wisma Atria Property improved q-o-q by 7.4% and 16.6% respectively, as the mall continues to navigate through tightened COVID-19 measures
- The retail podium at The Starhill is partially operational and open to public, with luxury retailers such as Louis Vuitton and Shiatzy Chen. Notably, Balmain opened its first store in Malaysia at the mall

## Capital Management

- Issued seven-year S\$125 million medium term notes maturing in September 2028
  - Fixed coupon of 2.23% per annum
  - Proceeds have been used to partially refinance the S\$240 million term loans maturing in 2022
- Entered into a facility agreement in October 2021 for a three-year unsecured and committed revolving credit facility (RCF) of S\$50 million effective from January 2022, to replace maturing RCF in 2022
- Distribution Reinvestment Plan for 2H FY20/21 DPU successfully concluded
  - 8,708,244 new units issued, with S\$5.3 million in gross cash savings

# Inclusion into FTSE EPRA Nareit Global Developed Index

STARHILL  
GLOBAL REIT

- Inclusion from September 2021
- Greater exposure to a wider pool of institutional investors and index funds
- Inclusion increased visibility of SGREIT, and enhanced trading liquidity
- Average daily trading volume increased 188% q-o-q in 1Q FY21/22



FTSE  
Russell

## About the Index

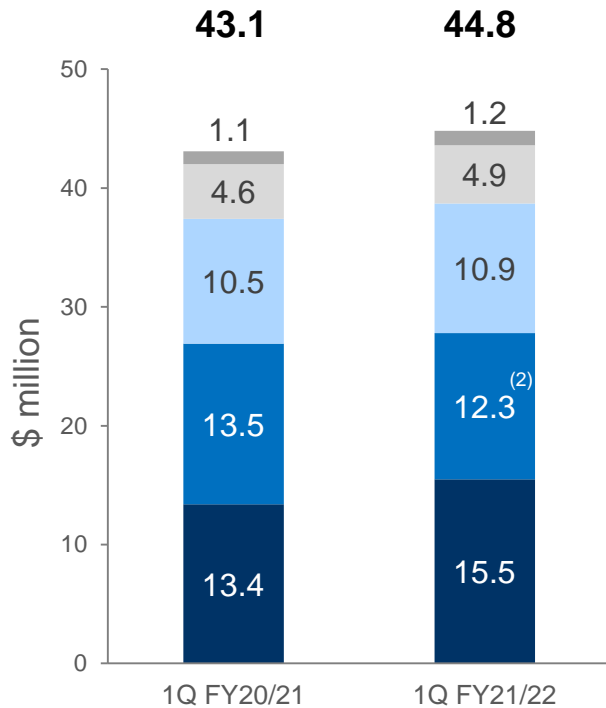
The FTSE EPRA Nareit Global Index tracks the performance of listed real estate companies and REITs. The Index is a global benchmark jointly developed by FTSE Russell with the EPRA (European Public Real Estate Association) and the Nareit (National Association of Real Estate Investment Trusts).

# 1Q FY21/22 Financial Performance



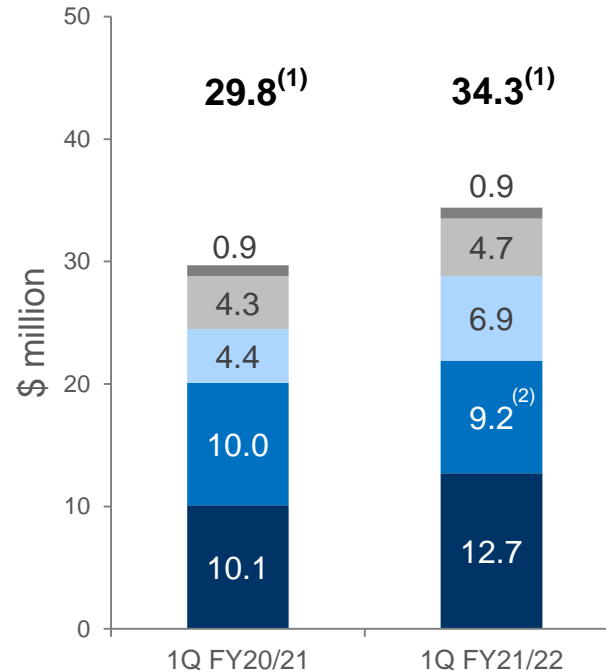
## Gross Revenue

▲ 4.0% y-o-y



## Net Property Income (NPI)

▲ 15.1% y-o-y



Ngee Ann City Property
  Wisma Atria Property
  Australia Properties
  Malaysia Properties
  Others

### Variance in gross revenue and NPI y-o-y in 1Q FY21/22:

- ➔ Mainly due to lower rental assistance to tenants of the Group and lower expenses
- ➔ Partially offset by lower contributions from Wisma Atria Property<sup>(2)</sup>

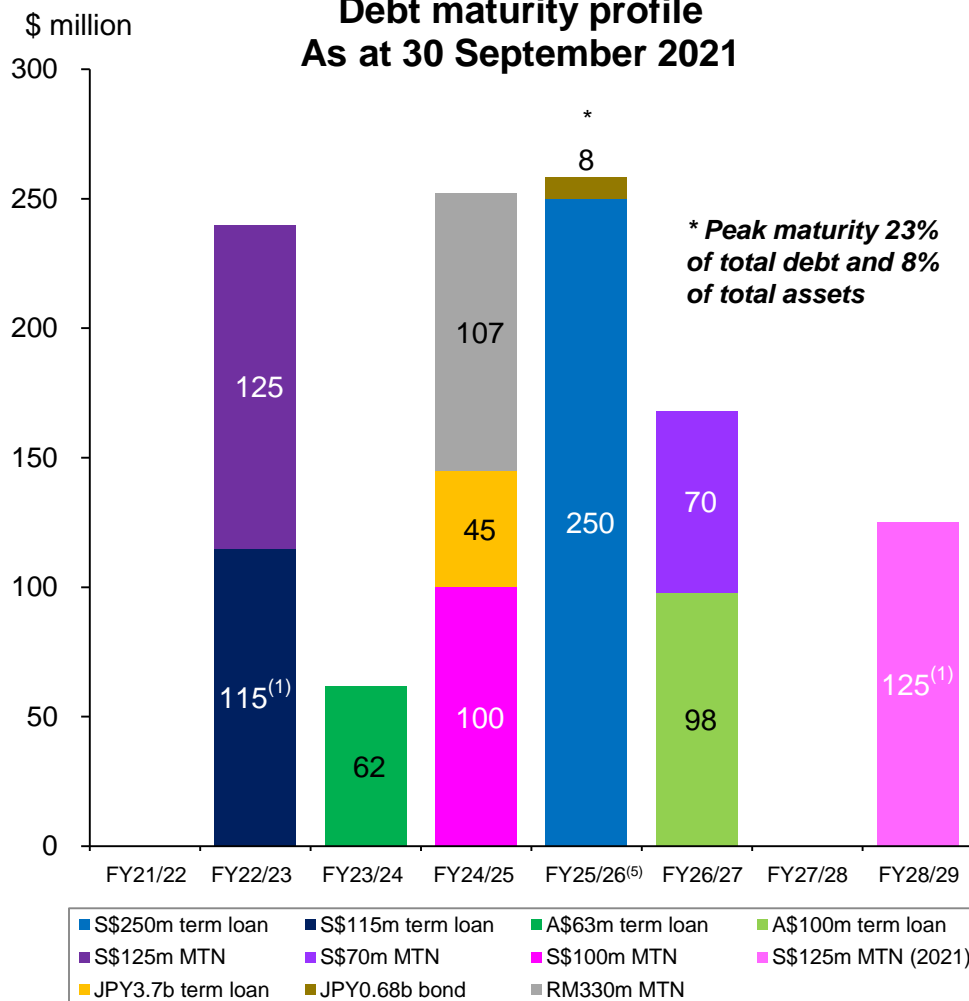
**Notes:**

1. Total does not add up due to rounding.
2. Mainly due to lower rent and occupancy.



# Staggered Debt Maturity Profile of 3.7 years with No Term Debt Refinancing Requirements until September 2022

**Debt maturity profile  
As at 30 September 2021**



Financial Ratios	30 Sep 2021
Total debt	\$1,105 million
Gearing	36.3%
Interest cover <sup>(2)</sup>	3.0x
Average interest rate p.a. <sup>(3)</sup>	3.18%
Unencumbered assets ratio	81%
Fixed/hedged debt ratio <sup>(4)</sup>	96%
Weighted average debt maturity	3.7 years
Corporate Rating (Fitch Ratings)	BBB/Stable

**Notes:**

1. In September 2021, the proceeds from the newly issued seven-year \$125 million unsecured medium term notes were used to partially refinance the \$240 million term loans maturing in 2022.
2. Interest cover ratio computed based on trailing 12 months interest expenses as at 30 September 2021.
3. Includes interest rate derivatives and benchmark rates but excludes upfront costs.
4. Includes interest rate swaps.
5. Excludes \$100 million perpetual securities (classified as equity instruments) issued in December 2020, with the first distribution rate reset falling on 15 December 2025 and subsequent resets occurring every five years thereafter.

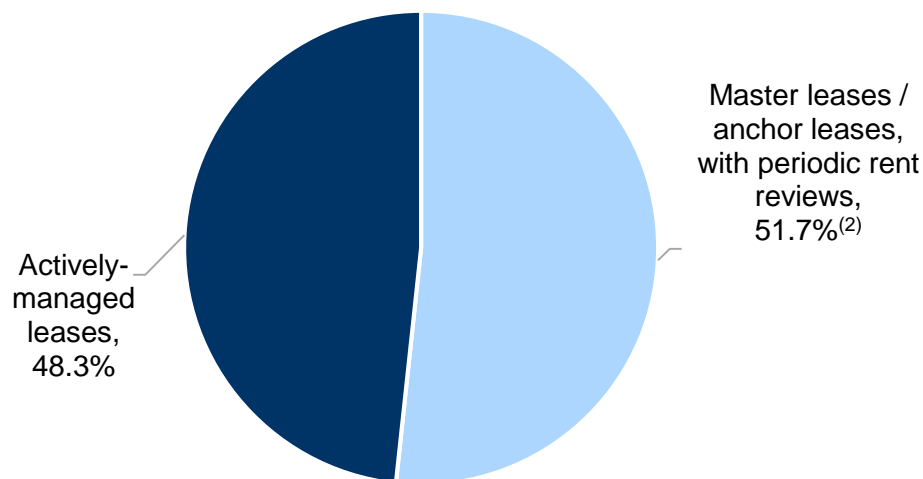


# Portfolio Updates

# Balance of Master / Anchor Leases and Actively-Managed Leases



→ Master leases and anchor leases, incorporating periodic rental reviews, represent approximately 51.7% of gross rent as at 30 September 2021



### Notes:

1. Assuming that the option to renew for the third three-year term for Lot 10 Property is exercised.
2. Excludes tenants' option to renew or pre-terminate.

### Key tenants include:



**Ngee Ann City Property Retail (Singapore)**  
Toshin master lease expires in 2025. The next rent review is in June 2022 (at prevailing rent or higher).



**The Starhill & Lot 10 Property (Kuala Lumpur, Malaysia)**  
New master tenancy agreements commenced in June 2019 and have long tenures of approximately 19.5 years and 9 years<sup>(1)</sup> for The Starhill and Lot 10 Property respectively, with periodic rental step-ups.

### MYER

**Myer Centre (Adelaide, Australia)**  
Anchor lease expires in 2032 and provides for an annual rent review.

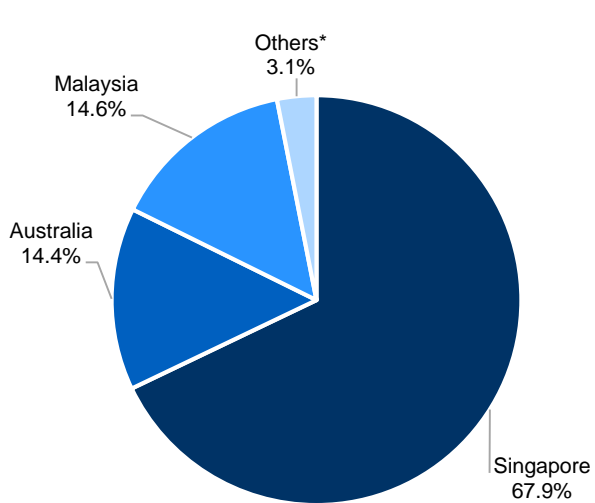
### DAVID JONES

**David Jones Building (Perth, Australia)**  
Anchor lease expires in 2032 and provides for upward-only rent review every three years. A rental uplift was secured in August 2020.

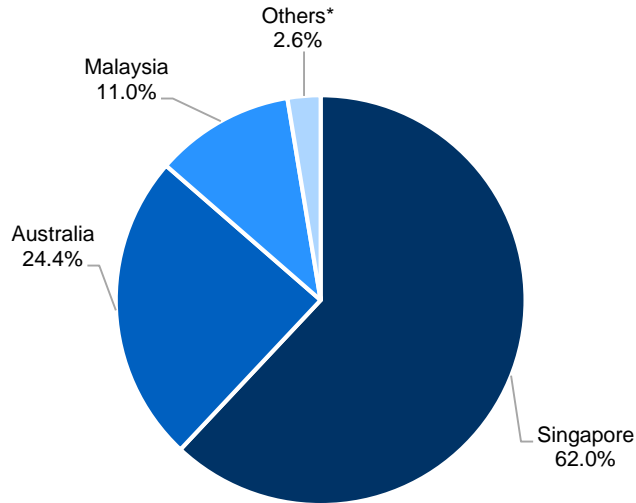
# Diversified Portfolio across Geography and Sector



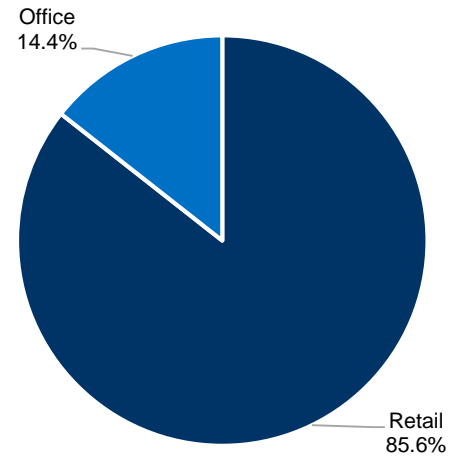
**ASSET VALUE  
BY COUNTRY AS AT 30 SEP 2021**



**1Q FY21/22 GROSS REVENUE  
BY COUNTRY**



**1Q FY21/22 GROSS REVENUE  
RETAIL/OFFICE**



\*Others comprise one property in Chengdu, China, and two properties located in central Tokyo, Japan, as at 30 September 2021.

# Prime Assets in Strategic Locations with Excellent Connectivity

Retail portfolio occupancy remained resilient at 97.8%<sup>(2)</sup>



As at	30 Jun 16	30 Jun 17	30 Jun 18 <sup>(1)</sup>	30 Jun 19 <sup>(1)</sup>	30 Jun 20 <sup>(1)</sup>	30 Jun 21 <sup>(1)</sup>	30 Sep 21 <sup>(1)</sup>
SG Retail	99.2%	99.2%	98.7% (99.1%) <sup>(2)</sup>	99.4% (99.4%) <sup>(2)</sup>	98.9% (99.5%) <sup>(2)</sup>	98.6% (99.3%) <sup>(2)</sup>	98.5% (99.2%) <sup>(2)</sup>
SG Office	95.6%	92.9%	90.3% (95.0%) <sup>(2)</sup>	93.2% (93.9%) <sup>(2)</sup>	87.6% (90.4%) <sup>(2)</sup>	89.2% (91.5%) <sup>(2)</sup>	91.0% (92.8%) <sup>(2)</sup>
<b>Singapore</b>	<b>97.9%</b>	<b>96.8%</b>	<b>95.5%</b>	<b>97.0%</b>	<b>94.6%</b>	<b>95.0%</b>	<b>95.7%</b>
<b>Japan</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>China</b>	<b>96.4%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>Australia</b>	<b>89.7%</b>	<b>91.1%</b>	<b>88.8%</b>	<b>92.8%</b>	<b>94.3%</b>	<b>94.3%</b>	<b>95.0%</b>
<b>Malaysia</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>SG REIT portfolio</b>	<b>95.1%</b>	<b>95.5%</b>	<b>94.2%</b> <sup>(1)</sup>	<b>96.3%</b> <sup>(1)</sup>	<b>96.2%</b> <sup>(1)</sup>	<b>96.3%</b> <sup>(1)</sup>	<b>96.8%</b> <sup>(1)</sup>

**Notes:**

1. Based on commenced leases as at reporting date. For prior years, the reported occupancy rates were based on committed leases, which include leases that have been contracted but have not commenced as at the reporting date.
2. Based on committed leases as at reporting date.

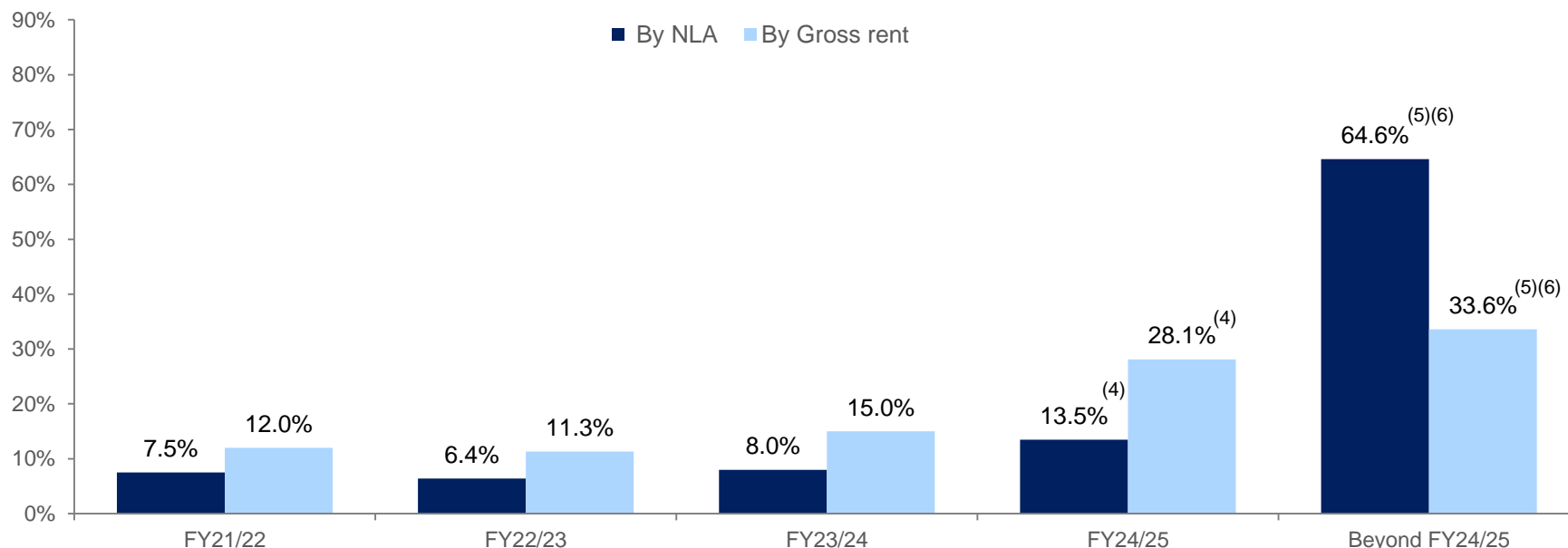
# Staggered Portfolio Lease Expiry Profile

## Long WALE of 7.7 years by NLA



Weighted average lease term of 7.7<sup>(1)</sup> and 5.1<sup>(1)</sup> years (by NLA and gross rent respectively)

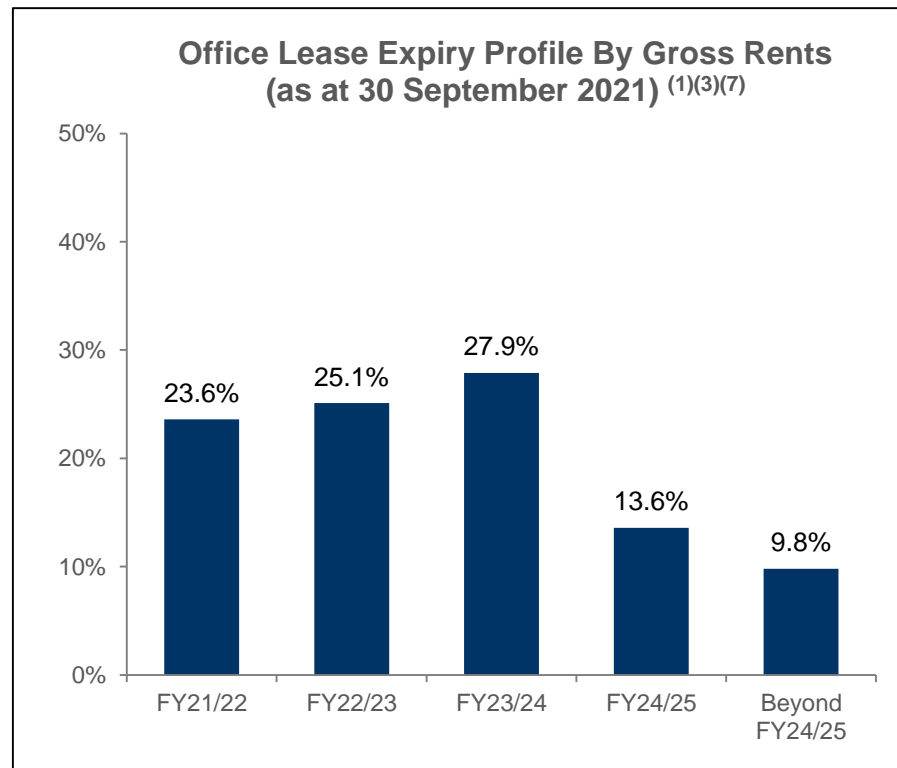
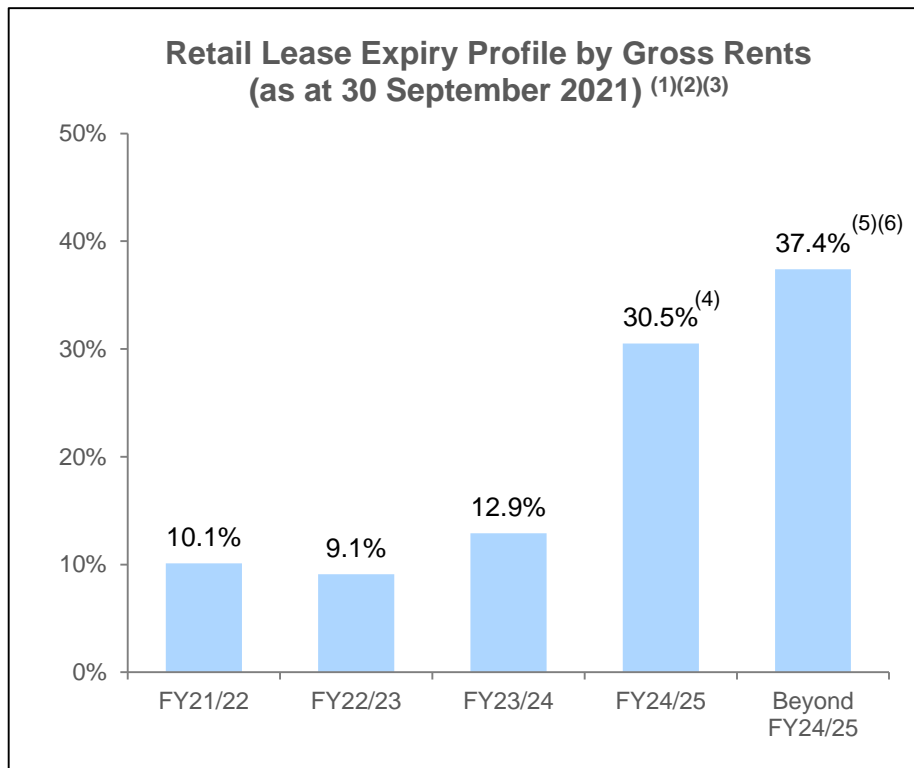
Portfolio lease expiry (as at 30 September 2021)<sup>(2)(3)</sup>



- Notes:**
1. Excludes tenants' option to renew or pre-terminate.
  2. Lease expiry schedule based on commenced leases as at 30 September 2021.
  3. Portfolio lease expiry schedule includes all of SGREIT's properties.
  4. Includes the Toshin master lease.
  5. Includes the master tenancy agreements for Malaysia Properties and the anchor leases in Australia and China.
  6. Assuming that the option to renew for the third three-year term for Lot 10 Property is exercised.

# Lease Expiry Profile by Category

Only 10.1% of retail leases by gross rents expiring in FY21/22



#### Notes:

1. Based on commenced leases as at 30 September 2021.
2. Includes all of SGREIT's retail properties.
3. Excludes tenants' option to renew or pre-terminate.
4. Includes the Toshin master lease.
5. Includes the master tenancy agreements for Malaysia Properties and the anchor leases in Australia and China.
6. Assuming that the option to renew for the third three-year term for Lot 10 Property is exercised.
7. Comprises Wisma Atria, Ngee Ann City and Myer Centre Adelaide office properties only.

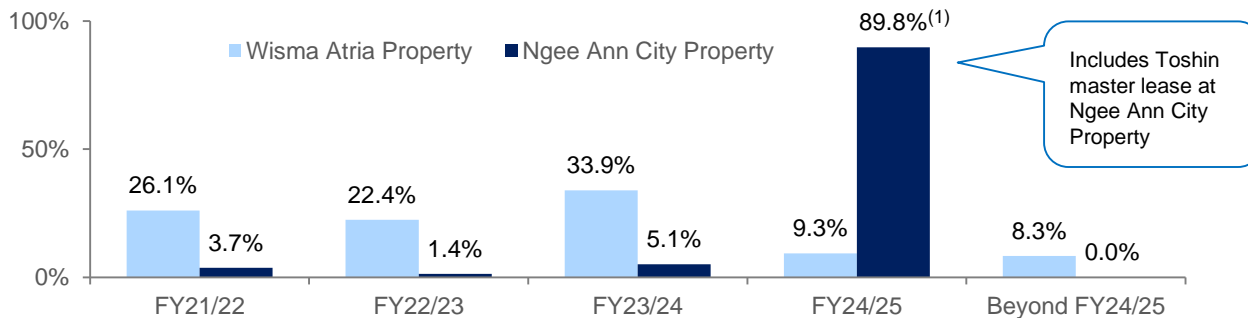
# Lease Expiry Profiles across Geographies



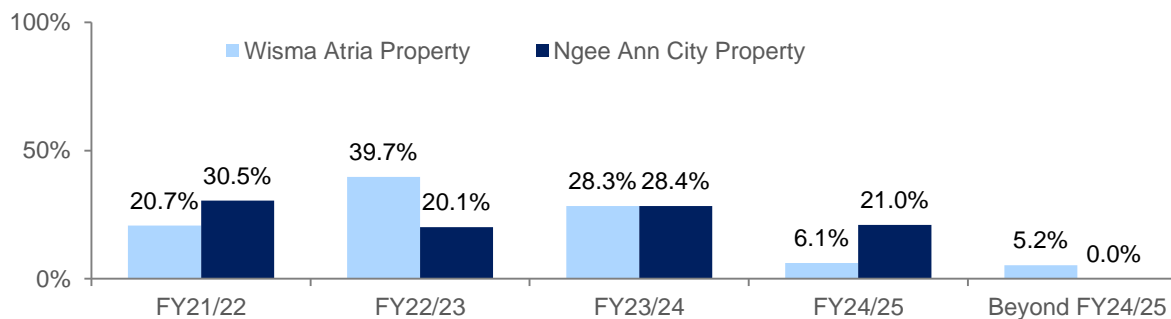
## Portfolio

### Lease expiry profile (by gross rent) as at 30 September 2021

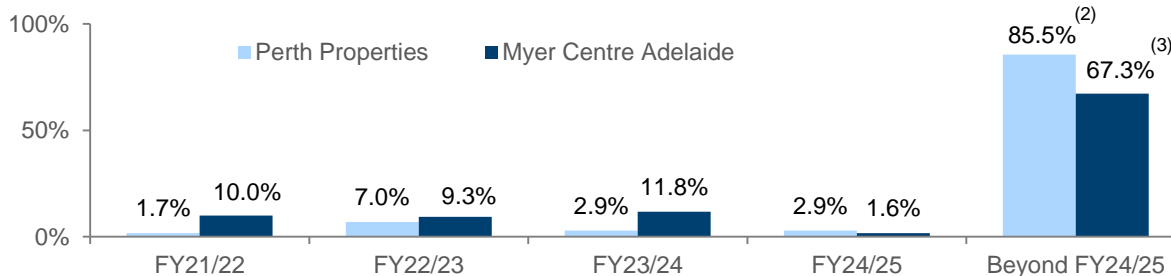
#### Singapore Retail



#### Singapore Office



#### Australia Properties



#### Notes:

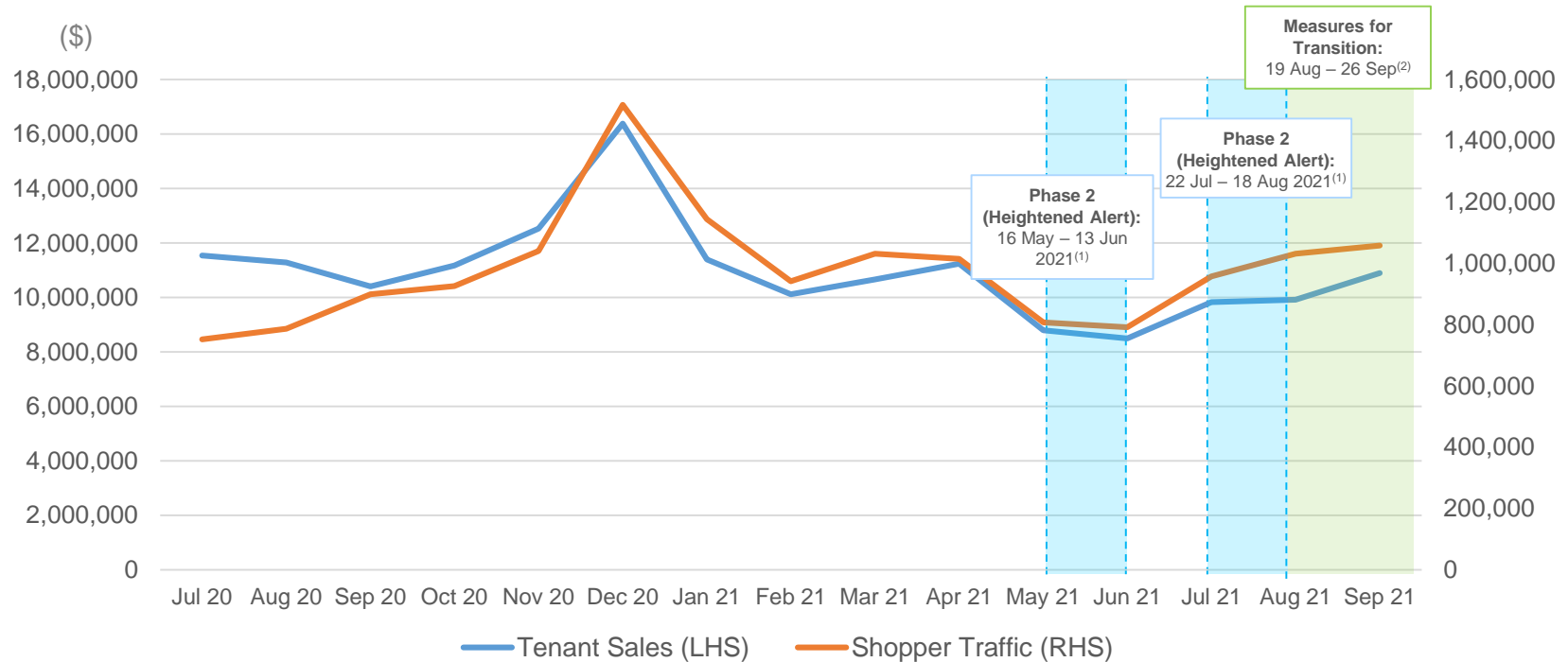
1. Includes the Toshin master lease which expires in 2025.
2. Includes the anchor lease with David Jones Pty Limited which expires in 2032.
3. Includes the anchor lease with Myer Pty Ltd which expires in 2032.



# Tenant Sales and Shopper Traffic - Wisma Atria Property

## Navigating Through Tightened Measures

### Monthly Tenant Sales and Shopper Traffic (Jul 2020 – Sep 2021)



- ➔ Tenant sales and shopper traffic improved q-o-q by 7.4% and 16.6% respectively, as the mall continues to navigate tightened COVID-19 measures
- ➔ Tenant sales fell by 7.8% y-o-y, while shopper traffic improved by 25.0% y-o-y

**Notes:**

1. Between 16 May 2021 to 13 June 2021 and 22 July to 9 August, default work-from-home was implemented and dining-in at F&B establishments was suspended. From 10 August 2021, the measures were updated to allow dining-in at F&B establishments for up to five fully vaccinated persons.
2. From 19 August 2021 to 26 September 2021, 50% of employees were allowed to return to the workplace, while dining-in at F&B establishments continued to be allowed for up to five fully vaccinated persons. The measures were tightened from 27 September to 24 October 2021 under the Stabilisation Phase, with work-from-home as default and dining-in at F&B establishments for up to two fully vaccinated persons. This was further extended to 21 November 2021.

# Prime Locations Appeal to New and Established Brands

Curated appealing lifestyle tenant mix



## New tenants



# Vogue Festival 2021

## Weekend fashion parade at Myer Centre Adelaide



- From 8 to 10 October, Myer Centre Adelaide hosted a series of activities as part of the Vogue Festival 2021, a shopping-centric celebration at Rundle Mall and Rundle Street
- The event comprised fashion parades, free Scoop & Tap ice-cream, and a live music with a DJ performing
- The event attracted crowds to the centre and was a major success

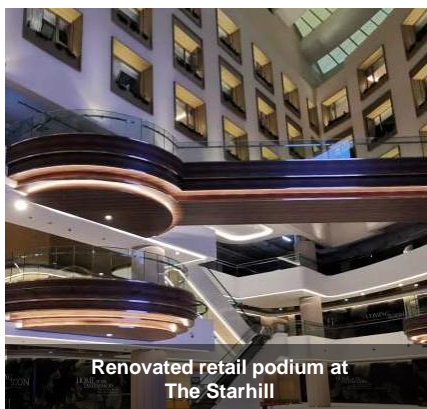


# Asset Enhancement Works for The Starhill

## Estimated completion by December 2021



- ➔ Asset enhancement works for The Starhill is currently in progress with expected completion by December 2021
- ➔ Retail podium partially operational and open to the public



### Luxury and Lifestyle brands include:

**BALMAIN** PARIS  
**TOM FORD**  
**ROBERTO COIN**  
**ROLEX**  
**PHILIPP PLEIN**  
**CIMB preferred**  
**STEFANO RICCI**  
**PAUL & SHARK** yachting  
**Cortina watch** 高登钟表  
**LOUIS VUITTON**  
**HYT** #HYTWATCHES  
**AUDEMARS PIGUET** Le Brassus  
**Off-White™**  
**SHIATZY CHEN**  
**Caribush Restaurant** مطعم طربوش

**Anchor tenant**

Taiwan's renowned lifestyle bookstore chain, Eslite Spectrum, - first store in Southeast Asia

**誠品生活**  
eslite spectrum

**Davidoff** CIGARS  
**陸羽茶館** LUK YU TEA HOUSE  
**BEDAT & CO** GENEVE For Women Of Character  
**JOGOYA**  
**THE ALCHEMY**  
**Cecil Parnell**



# Market Outlook

Artist impression of The Starhill  
Kuala Lumpur, Malaysia

## Singapore

- Singapore's Gross Domestic Product (GDP) growth forecast for 2021 was upgraded to 6.0% - 7.0%, from 4.0% - 6.0%<sup>(1)</sup>
- Orchard Road rents fell by 1.0% q-o-q in 3Q 2021, and islandwide rents are likely to remain soft for the remainder of 2021<sup>(2)</sup>. The limited new retail supply in Orchard Road and relaxation of border restrictions will partially mitigate soft leasing demand
- The Stabilisation Phase of COVID-19 measures has been extended to 21 November 2021. Safe distancing measures will continue to impact shopper traffic and tenant sales
- Grade A CBD Core office rents rose by 1.4% q-o-q in 3Q 2021<sup>(2)</sup>, while Grade B islandwide office rents remained stagnant q-o-q<sup>(2)</sup>, as "flight to quality" continues. Heightened measures continue to disrupt viewings, impacting office leasing momentum

## Australia

- Australia's projected real GDP is expected to grow 3.5% y-o-y<sup>(3)</sup>, as the government moves to reopen international borders
- 2Q 2021 retail trade for Western Australia and South Australia improved 1.1%<sup>(4)</sup> and 0.4%<sup>(4)</sup> q-o-q, slightly below the national average (1.4%), as border restrictions and remote working arrangements continue to impact the retail sector
- Super Prime CBD Retail rents in Western Australia fell 5.7% q-o-q, but remained stable in South Australia q-o-q for 3Q 2021<sup>(5)</sup>

## Malaysia

- Malaysia's full-year economic forecast has been adjusted to between 3.0% and 4.0%<sup>(6)</sup> in 2021, down from the projected 6.0% - 7.5% in March 2021, due to the surge in COVID-19 cases
- In Kuala Lumpur, vaccinated persons can dine-in at F&B establishments from 20 August 2021, and Malaysia has resumed inter-state and international border restrictions from 11 October 2021

### Notes:

1. Ministry of Trade and Industry
2. CBRE Singapore, 3Q 2021
3. International Monetary Fund, October 2021
4. Australian Bureau of Statistics, August 2021
5. CBRE Australia, Q3 2021
6. Bank Negara Malaysia, 13 August 2021

## References used in this presentation, where applicable



**1H, 2H** means where applicable, the periods from 1 July to 31 December; and 1 January to 30 June

**1Q, 2Q, 3Q, 4Q** means where applicable, the periods from 1 July to 30 September; 1 October to 31 December; 1 January to 31 March and 1 April to 30 June

**1Q FY21/22** means the period of 3 months from 1 July 2021 to 30 September 2021

**1Q FY20/21** means the period of 3 months from 1 July 2020 to 30 September 2020

**DPU** means distribution per unit

**F&B** means food & beverage

**FY** means the financial year

**FY21/22** means the period of 12 months ending 30 June 2022

**GTO** means gross turnover

**IPO** means initial public offering (Starhill Global REIT was listed on the SGX-ST on 20 September 2005)

**NLA** means net lettable area

**NPI** means net property income

**pm** means per month

**psf** means per square foot

**q-o-q** means quarter-on-quarter

**SME** means Small and Medium-sized Enterprises

**WA and NAC** mean the Wisma Atria Property (74.23% of the total share value of Wisma Atria) and the Ngee Ann City Property (27.23% of the total share value of Ngee Ann City) respectively

**y-o-y** means year-on-year

*All values are expressed in Singapore currency unless otherwise stated*

*Note: Discrepancies in the tables and charts between the listed figures and totals thereof are due to rounding*

# Disclaimer

The value of units in Starhill Global REIT (“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, HSBC Institutional Trust Services (Singapore) Limited (in its capacity as trustee of Starhill Global REIT), or any of their affiliates. An investment in Units is subject to investment risks, including possible delays in repayment, loss of income or principal invested. The Manager and its affiliates do not guarantee the performance of Starhill Global REIT or the repayment of capital from Starhill Global REIT or any particular rate of return. Unitholders have no right to request the Manager to redeem or purchase their Units for so long as the Units are listed on the SGX-ST.

It is intended that Unitholders may only deal in their Units through trading on the SGX-ST. Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units. This document is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for the Units. The past performance of Starhill Global REIT is not indicative of the future performance of Starhill Global REIT. Similarly, the past performance of the Manager is not indicative of the future performance of the Manager.

This document 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, outbreak of contagious diseases or pandemic, interest rate and foreign exchange trends, cost of capital and capital availability, competition from other developments or companies, 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. Investors are cautioned not to place undue reliance on these forward-looking statements, which are based on the Manager’s current view on future events.





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