

FACT SHEET

OVERVIEW

Frasers Centrepoint Limited ("FCL"), is a multi-national company that owns, develops 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 company is organised around five asset classes, with assets totalling S\$27 billion.

FCL's assets range from residential, hospitality, retail, commercial, and industrial and logistics properties in Singapore, Australia, China, Southeast Asia and Europe. Its well-established hospitality business owns and / or operates serviced apartments and hotels in over 80 cities across Asia, Australia, Europe, the Middle East and Africa. The company is unified by its commitment to deliver enriching and memorable experiences for customers and stakeholders, leveraging knowledge and capabilities from across markets and property sectors, to deliver value in its multiple asset classes.

FCL is also a sponsor of four vehicles listed on the SGX-ST. Frasers Centrepoint Trust ("FCT"), Frasers Commercial Trust ("FCOT"), and Frasers Logistics & Industrial Trust ("FLT") are focused on retail properties, office and business space properties, logistics and industrial properties respectively. Frasers Hospitality Trust ("FHT") (comprising Frasers Hospitality Real Estate Investment Trust and Frasers Hospitality Business Trust) is a stapled trust focused on hospitality properties.

FCL AT A GLANCE

- Among the top residential developers and one of the largest mall owners and / or operators in Singapore
- One of Australia's leading diversified property groups
- Owns and / or operates over 23,000 serviced apartments / hotel rooms (including pending openings) across more than 80 cities
- S\$4,026.6 million revenue in FY17
- S\$1,089.0 million PBIT in FY17
- S\$488.2 million attributable profit before fair value change and exceptional items in FY17

FRASERS CENTREPOINT LIMITED



SINGAPORE



AUSTRALIA



HOSPITALITY

RESIDENTIAL

- Over 19,000 homes built and three projects under development

COMMERCIAL – NON-REIT

- Has interests in six malls in Singapore
- Has interests in four office and business space properties in Singapore

COMMERCIAL – REIT

- Holds a 41.7% stake in FCT, which owns six suburban malls in Singapore and has a 31.15% stake in Hektar REIT, a retail-focused REIT in Malaysia
- Holds a 26.8% stake in FCOT, which owns six office and business space properties across Singapore and Australia

FEE INCOME

- Asset management and property management fees

DEVELOPMENT

- A residential pipeline with an estimated gross development value ("GDV") of S\$9.3 billion¹
- A commercial & industrial ("C&I") and retail pipeline with an estimated GDV of S\$2.2 billion²

INVESTMENT – NON-REIT

- S\$1.2 billion portfolio of C&I investment properties, with high occupancy rates and fixed rental increases

INVESTMENT – REIT

- Holds a 19.9% stake in FLT, which owns 61 quality industrial and logistics assets strategically located in major industrial markets in Australia

FEE INCOME

- Asset management and property management fees

NON-REIT

- Has interests and / or operates 148 serviced apartments / hotels across Asia, Australia, Europe, the Middle East and Africa

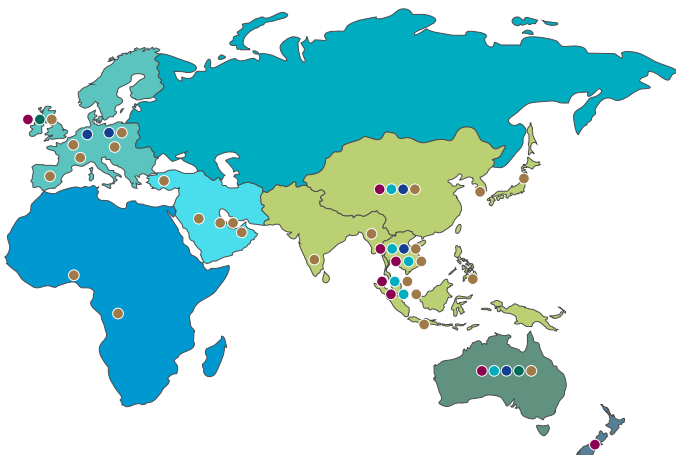
REIT

- Holds a 22.6% stake in FHT, which owns 15 hotel and serviced residence assets in prime locations across Asia, Australia and Europe

FEE INCOME

- Asset management and property management fees

GLOBAL FOOTPRINT



RESIDENTIAL

Australia
China
Malaysia
New Zealand
Singapore
Thailand³
United Kingdom
Vietnam⁴

COMMERCIAL

Australia
China
Malaysia⁵
Singapore

Thailand⁶
Vietnam⁷

INDUSTRIAL/ LOGISTICS

Australia
China
Germany⁸
Thailand⁶
The Netherlands⁹

BUSINESS PARK

Australia
United Kingdom⁹

HOSPITALITY

Australia
Bahrain
China
France
Germany
Hungary
India
Indonesia
Japan
Malaysia
Myanmar¹⁰
Nigeria
Philippines

Republic of Congo
Qatar
Saudi Arabia¹⁰
Singapore
South Korea
Spain
Switzerland
Thailand
Turkey
UAE
United Kingdom
Vietnam

¹ Excludes unrecognised lots and revenue; Includes commercial area; Includes 100% of joint arrangements (Joint Operation - JO and Joint Venture - JV) and project development agreements - PDAs

² Estimated pipeline GDV includes GDV related to C&I developments for the Group's Investment Property portfolio, on which there will be no profit recognition. The mix of internal and external C&I developments in the pipeline changes in line with prevailing market conditions

³ Through FCL's 39.9% stake in Golden Land Property Development Public Company Limited and 19.9% stake in One Bangkok

⁴ Through FCL's 70% stake in G Homes House Development Joint Stock Company

⁵ Through FCT's stake in Hektar REIT, a retail-focused REIT in Malaysia

⁶ Through FCL's 41.0% stake in TICON Industrial Connection Public Company Limited and 19.9% stake in One Bangkok

⁷ Through FCL's 75% stake in Me Linh Point Tower

⁸ Through FCL's 99.5% stake in Geneva Properties N.V.

⁹ Through FCL's acquisition of four strategically located, high quality business parks in the United Kingdom

¹⁰ Property pending opening

COMPETITIVE STRENGTHS

- Able to participate in and extract value from the entire real estate value chain by tapping its multi-segment capabilities
- Well-established in the mid-tier and mass market segments of the private residential property market in Singapore, as one of the top residential developers
- One of the largest retail mall owners and / or operators in Singapore, offering customised solutions across multiple locations
- Scalable hospitality operator with an international footprint that cannot be easily replicated
- Robust capital structure and well-capitalised balance sheet
- Established REIT platforms for capital recycling through the divestment of mature, stable-yield assets
- Visible income sources from pre-sold residential projects, supported by recurring rental and property / asset management income
- Strong reputation and proven track record across all property segments, with an expertise in developing complex, mixed-use developments
- Backed by a strong sponsor, TCC Group, one of the largest conglomerates in Thailand with businesses across F&B, property and financial services

GROWTH STRATEGIES

FRASERS CENTREPOINT LIMITED		
SUSTAINABLE EARNINGS GROWTH	BALANCED PORTFOLIO	OPTIMISE CAPITAL PRODUCTIVITY
<ul style="list-style-type: none"> • Achieve sustainable earnings growth through significant development project pipeline, investment properties and fee income - Pre-sold revenue of S\$3.4 billion across Singapore, China and Australia provides earnings visibility from development pipeline 	<ul style="list-style-type: none"> • Grow asset portfolio in a balanced manner across geographies and property segments - > 80% of the Group's total assets are recurring income assets - > 60% of the Group's PBIT are from recurring income sources - > 50% of the Group's total assets are outside of Singapore - > 60% of the Group's PBIT are generated from overseas markets 	<ul style="list-style-type: none"> • Optimise capital productivity through REIT platforms and active asset management initiatives - In FY16, about S\$240 million of assets was divested into FLT

UNRECOGNISED RESIDENTIAL REVENUE

	SINGAPORE	AUSTRALIA	CHINA
Unrecognised Revenue	S\$0.9 billion ¹¹	S\$2.2 billion ¹³	S\$0.3 billion ¹⁵
Unsold / Unlaunched Units	773 ¹²	17,450 ¹⁴	2,288 ¹²

FINANCIAL HIGHLIGHTS

Selected Financials (S\$ million)

	FY17	FY16
Revenue	4,026.6	3,439.6
PBIT	1,089.0	938.2
Attributable Profit before Fair Value Change and Exceptional Items ("APBFE")	488.2	479.9
Fair Value Change	215.3	106.3
Exceptional Items	(14.4)	11.1
Attributable Profit	689.1	597.2

Key Ratios

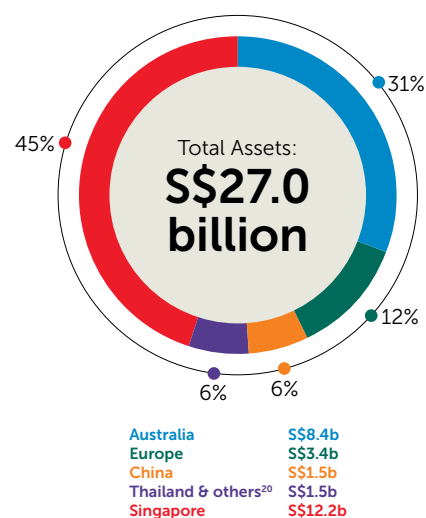
	As at 30 Sep 17	As at 30 Sep 16
Net Asset Value per Share ¹⁶	S\$2.46	S\$2.30
Return on Equity ¹⁷	6.1%	6.3%

	FY17	FY16
Earnings per Share ¹⁸	14.6 cents	14.3 cents
Net Interest Cover ¹⁹	9x	7x

PBIT by Business Units (S\$ million)

	FY17	FY16
Singapore	408.2	428.2
Australia	290.2	217.8
Hospitality	154.2	135.0
International Business	274.1	185.7
Corporate and Others	(37.7)	(28.5)
TOTAL	1,089.0	938.2

ASSET BREAKDOWN BY GEOGRAPHICAL SEGMENT AS AT 30 SEP 17



¹¹ Includes FCL's share of JV projects. With the adoption of FRS 111, about S\$0.3b of the unrecognised revenue relating to JV will not be consolidated. Nevertheless, impact on PBIT is not expected to be significant

¹² Includes interest held by JV partners

¹³ Includes FCL's effective interest of joint arrangements (JO and JV) and PDAs

¹⁴ Excludes unrecognised lots and revenue; Includes commercial area; Includes 100% of joint arrangements (JO and JV) and PDAs

¹⁵ Includes FCL's share of Gemdale MegaCity. Gemdale MegaCity is accounted for as an associate and about S\$0.2b of the unrecognised revenue is not consolidated. Nevertheless, impact on PBIT is not expected to be significant

¹⁶ Presented based on the number of ordinary shares on issue as at the end of the year

¹⁷ APBFE (after distributions to perpetual securities holders) over average shareholders' fund

¹⁸ APBFE (after distributions to perpetual securities holders) over weighted average number of ordinary shares on issue

¹⁹ Net interest excluding mark-to-market adjustments on interest rate derivatives and capitalised interest

²⁰ Includes Vietnam, Malaysia, Japan, Philippines, Indonesia and New Zealand