

## FCT 2Q18 DPU up 2.0% year-on-year to 3.1 cents

- ◆ Higher 2Q18 revenue and net property income driven by strong growth from Northpoint City North Wing as its occupancy improved significantly
- ◆ 2Q18 average portfolio rental reversion of +9.1%

### SINGAPORE, 25 APRIL 2018

Fraser's Centrepont Asset Management Ltd. ("FCAM"), the manager of Fraser's Centrepont Trust ("FCT"), is pleased to announce distribution per unit ("DPU") of 3.10 cents for the period from 1 January to 31 March 2018 ("2Q18"), up 2.0% year-on-year. This brings the six months year-to-date DPU to 6.10 cents, 2.9% higher than the same period a year ago.

Unitholders can expect to receive their DPU for 2Q18 on 30 May 2018. The Ex-Date is 2 May 2018 and the Books Closure Date is 4 May 2018.

### SUMMARY OF 2Q18 RESULTS

	2Q18 1/1/18 to 31/3/18	2Q17 1/1/17 to 31/3/17	Increase/ (Decrease)	1H18 1/10/17 to 31/3/18	1H17 1/10/16 to 31/3/17	Increase/ (Decrease)
Gross revenue (\$'000)	48,605	45,717	6.3%	96,515	89,792	7.5%
Net property income (\$'000)	34,790	32,556	6.9%	69,303	64,192	8.0%
Distribution to unitholders (\$'000)	28,709	28,022	2.5%	56,481	54,643	3.4%
Distribution per unit (cents)	3.10	3.04	2.0%	6.10	5.93	2.9%

Gross revenue for 2Q18 was up 6.3% year-on-year to \$48.6 million and net property income was up 6.9% to \$34.8 million. The growth was driven mainly by a 31.7% year-on-year revenue increase from Northpoint City North Wing (including contribution from Yishun 10 retail podium), as its occupancy improved significantly after the completion of the asset enhancement initiative (the "AEI") works. Causeway Point, which accounts for 45% of FCT's revenue, achieved 1.3% year-on-year increase in revenue on higher gross rent revenue.

### Strong financial position

FCT's financial position remains strong with gearing level at 29.2% as at 31 March 2018. The weighted average debt maturity stood at 2.5 years and the all-in average cost of borrowings was 2.4%. FCT has approximately 56% of its borrowings on fixed or hedged-to-fixed interest rates. Net asset value per Unit improved slightly to \$2.03 from \$2.02 as at 31 December 2017.

### Average portfolio rental reversion at +9.1% and improved occupancy to 94.0%

During 2Q18, 37 leases accounting for 6.2% of FCT's total net lettable area were renewed at an average rental reversion of +9.1%. Causeway Point registered rental reversion of +18.9% during the quarter, due substantially to the lease renewal of one of the anchor tenants. Other malls which registered positive rental reversions include Changi City Point (+6.2%), YewTee Point (+5.7%) and Anchorpoint (+1.5%). Northpoint City North Wing and Bedok Point recorded negative rental reversions of 6.1% and 12.5%, respectively. The 6 months year-to-date average portfolio rental reversion stood at +3.9%.

Portfolio occupancy as at March 2018 improved to 94.0% from 87.2% in the prior year, and from 92.6% in the prior quarter, mainly due to occupancy improvement at Northpoint City North Wing.

**Improved shopper traffic at the larger malls**

2Q18 portfolio shopper traffic, excluding Northpoint City North Wing, was up 0.5% year-on-year. Larger malls Causeway Point and Changi City Point saw an average increase of 3% in shopper traffic, while the shopper traffic performance of the smaller malls was mixed. Shopper traffic at Northpoint City is still stabilising as the South Wing was opened recently in December 2017.

Portfolio tenants' sales from December 2017 to February 2018, excluding Northpoint City North Wing, was down 1.2% year-on-year. Northpoint City North Wing saw a 47.8% y-o-y jump in aggregate tenants' sales due to increased occupancy, compared to the same period a year ago when the mall was still undergoing AEI works.

**CEO's comments**

Dr Chew Tuan Chiong, Chief Executive Officer of FCAM, said, "We are pleased that FCT has delivered another good set of results for 2Q18 with the DPU of 3.1 cents setting a new-high for a quarter. Northpoint City North Wing has delivered strong growth in 2Q18 with occupancy rising to 94%. This momentum will continue to underpin FCT's earnings growth for FY2018. We remain focused on improving FCT's performance and to deliver steady returns for our stakeholders."

**Outlook**

Excluding motor vehicles, retail sales index increased 14% year-on-year in February 2018. Suburban malls, which make up FCT's portfolio, are expected to see relatively stable performance.

Overall financial performance of the Trust continues to benefit from the successful completion of asset enhancement at Northpoint City North Wing.

**END**

**About Frasers Centrepoint Trust**

Fraser's Centrepoint Trust ("FCT") is a leading developer-sponsored retail real estate investment trust. FCT's property portfolio comprises the following suburban retail properties in Singapore: Causeway Point, Northpoint City North Wing (including Yishun 10 Retail Podium), Anchorpoint, YewTee Point, Bedok Point and Changi City Point. The combined appraised value of FCT's property portfolio is \$2.7 billion as at 31 March 2018. FCT malls are strategically located in various established residential townships, and have a large and diversified tenant base covering a wide variety of trade sectors. FCT also holds a 31.15% stake in Hektar Real Estate Investment Trust, a retail-focused REIT in Malaysia listed on the Main Market of Bursa Malaysia Securities Berhad.

FCT is focused on increasing shareholder value by pursuing organic, enhancement and acquisition growth strategies. With proactive lease management initiatives, FCT is well placed to achieve sustainable rental growth. To unlock the full potential of its assets, FCT continues to enhance existing assets to maximise their performance. The potential acquisitions of new assets will help FCT gain greater scale and drive further income growth for unitholders.

Listed on the Main Board of the Singapore Exchange Securities Trading Limited since 5 July 2006, FCT is managed by Fraser's Centrepoint Asset Management Ltd., a real estate management company and a subsidiary of Fraser's Property Limited.

For more information on FCT, please visit [www.fct.sg](http://www.fct.sg).

**About Frasers Property Limited**

Fraser's Property Limited ("Fraser's Property" or the "Company"), 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\$28 billion as at 31 December 2017.

Fraser's Property's assets range from residential, retail, commercial and business parks, to logistics and industrial in Singapore, Australia, Europe, China and Southeast Asia. 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.

Fraser's Property is also the sponsor of three real estate investment trusts and one stapled trust listed on the SGX-ST. Fraser's Centrepont Trust, Fraser's Commercial Trust, and Fraser's Logistics & Industrial Trust are focused on retail properties, office and business space properties and business parks, logistics and industrial properties respectively. Fraser's Hospitality Trust (comprising Fraser's Hospitality Real Estate Investment Trust and Fraser's Hospitality Business Trust) is a stapled trust focused on hospitality properties.

For more information on Fraser's Property, please visit [frasersproperty.com](http://frasersproperty.com).

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