# INVESTOR RELATIONS

BHG Retail REIT's investor relations adheres to a high standard of corporate governance and transparency in our communication with stakeholders. The Manager is committed to delivering clear, timely, regular and unbiased information to the investment, research and media communities. All material information such as announcements, press releases, presentation slides, annual reports and publications will be released via SGXNET and our corporate website. Unitholders can sign up for quick access to our announcements and press releases via an available email alert service on our corporate website.

#### PROACTIVE INVESTORS ENGAGEMENT

The Manager is committed to forging long term relationships with investors, research analysts and the media. We firmly believe in regular face-to-face communication and have actively participated in roadshows and events (in Singapore, Hong Kong, Kuala Lumpur) to introduce the REIT, as well as to keep investors, analysts and media apprised of the REIT's developments.

In 2017, BHG Retail REIT expanded the scope of its investor relations initiatives by participating in a range of events. These include the REIT Symposium 2017, SGX-REITAS Educational Series, SGX-REITAS Webinar, SGX-Phillip luncheon seminar, and SGX-Credit Suisse Real Estate Corporate Day. Besides regular one-toone meetings with Singapore investors, the investor relations team also conducted non-deal roadshows in Kuala Lumpur and Hong Kong to widen our investors outreach. The REIT's investor relations function also had the opportunity to create further awareness of BHG Retail REIT at events such as the International Council of Shopping Centers RECon in Bangkok, as well as Singapore Management University's Bondue Business Forum. BHG Retail REIT was also featured in the Fortune Times magazine, and SGX Market Dialogues' Kopi-C article and video interview.

The Board and the Manager of BHG Retail REIT encourages Unitholders to attend its Annual General Meeting ("AGM"). The Notice of AGM and related information are made available before the AGM in accordance with regulatory requirements, to provide Unitholders with sufficient advance notice of the event.

#### **ACCOLADES & RECOGNITION**

In August 2017, BHG Retail REIT won the Bronze Award for the Best Retail REIT (Singapore) at the prestigious Asia Pacific Best of the Breeds REITs Awards 2017.

In recognition of the Manager's commitment towards a preserving a strong corporate governance culture, BHG Retail REIT was ranked 17th by the Governance Index for Trust in June 2017, amongst 43 REITs and business trusts.



Ms Chan receiving the Bronze Award for the Best Retail REIT (Singapore) from Professor Deng, the Guest of Honour at the Asia Pacific Best Of The Breeds REITs Awards.

# **FY 2017 INVESTOR RELATIONS CALENDAR**

2017	
March	<ul><li>Kuala Lumpur Non-Deal Roadshow</li><li>Release of FY 2016 Annual Report</li></ul>
April	FY 2016 Annual General Meeting
May	<ul> <li>1Q 2017 Results Announcement</li> <li>SGX-Phillip Luncheon Seminar</li> <li>REIT Symposium 2017 (REITAS &amp; Shareinvestor)</li> </ul>
June	<ul> <li>Fortune Times: May/June 2017 Issue</li> <li>Governance Index For Trust (GIFT) (Ranked 17th amongst 43 REITs and business trusts)</li> </ul>
July	<ul><li>SGX-REITAS Webinar</li><li>SGX Kopi-C Market Dialogues (article &amp; video interview)</li></ul>
August	<ul> <li>BHG Retail REIT won the Bronze Award for the Best Retail REIT (Singapore) at the Asia Pacific Best of the Breeds REITs Awards 2017</li> <li>2Q 2017 Results Announcement</li> <li>SGX-REITAS Education Series</li> </ul>
October	<ul> <li>2017 SGX-Credit Suisse Real Estate Corporate Day</li> <li>International Council of Shopping Centers (ICSC) Bangkok</li> <li>Singapore Management University (SMU) Bondue Business Forum</li> </ul>
November	<ul><li>3Q 2017 Results Announcement</li><li>Hong Kong Non-Deal Roadshow</li></ul>
2018	
February	• 4Q 2017 Results Announcement

# **FY 2018 FINANCIAL CALENDAR\***

2018	
May	1Q 2018 Results Announcement
August	2Q 2018 Results Announcement
September	1H 2018 Distribution Payment
November	3Q 2018 Results Announcement
2019	
February	4Q 2018 Results Announcement
March	2H 2018 Distribution Payment
April	FY 2018 Annual General Meeting

<sup>\*</sup> These dates are indicative and subject to change. Please refer to BHG Retail REIT website for the latest updates.

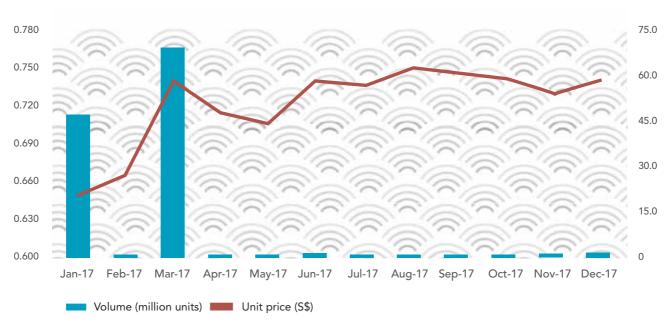
# INVESTOR RELATIONS

#### **UNIT PRICE PERFORMANCE**

BHG Retail REIT's unit price registered a 13.0% capital appreciation between 3 January 2017<sup>1</sup> and 29 December 2017<sup>1</sup>. Taking into account the 12M 2017 full year Distribution per Unit ("DPU") of 5.47 cents, the total return on investment in BHG Retail REIT was 21.3%, based on the closing unit price last year.

Key Trading Statistics	2017	2016
Year-end closing unit price (S\$)	0.740	0.655
Highest unit price (S\$)	0.780	0.850
Lowest unit price (S\$)	0.610	0.570
Total trading volume (million units)	121.6	57.2

### MONTHLY TRADING PERFORMANCE<sup>2</sup>



- 1. 3 January being the first trading day and 29 December being the last trading day in 2017.
- 2. Based on closing price as at last trading day of the month.

## **ATTRACTIVE YIELD (%)**



- Based on closing price of \$\$0.74 as at 31 December 2017. As at 31 December 2017. 3.
- 4. 5.
- Based on the average gross dividend yield for the 12 months ended 31 December 2017. Based on the average SGD fixed deposit rate for the 12 months ended 31 December 2017.