

BHG Retail REIT

FY2024 Result Presentation

26 February 2025



Content

- FY 2024 Key Highlights
- Financial Update
- Portfolio Update
- Looking Forward



Photo of Hefei Mengchenglu

FY 2024 Key Highlights



61.0
(SGD million)
Gross Revenue
in FY 2024

32.8
(SGD million)
Net Property Income in
FY 2024

0.50
(SGD cents)
Distribution per Unit in
FY 2024¹



95.8%
Portfolio
Occupancy²

39.6%
Gearing²

Revitalising Tenancies
Enhancing Experiences



+5.0%
China GDP
Growth
in FY 2024³
(y-o-y)

+4.6%
Disposable
income
per capita for urban residents
in FY 2024³ (y-o-y)

+3.5%
China Retail Sales
Growth
in FY 2024³
(y-o-y)

1. For the FY 2024, approximately S\$0.3 million of the amount available for distribution has been retained for operational expenses and working capital requirements of the REIT.

2. As at 31 December 2024.

3. Source: National Bureau of Statistics of China.

Financial Update



Photo of Beijing Wanliu

FY 2024 Financial Update

**Gross Revenue
FY 2024**
61.0
SGD million

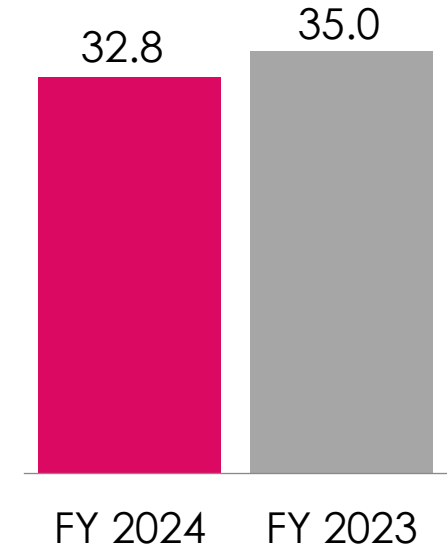
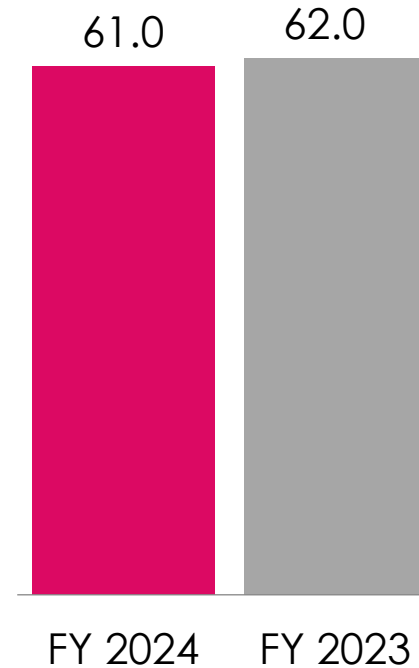
**Net Property Income
FY 2024**
32.8
SGD million

Gross Revenue³
SGD million

Net Property Income
SGD million

**Amount to be distributed
to Unitholders^{1,2}**
FY 2024
2.6
SGD million

**Distribution per Unit
FY 2024^{1,2}**
0.50
SGD cents



1. For the FY 2024, approximately S\$0.3 million of the amount available for distribution has been retained for operational expenses and working capital requirements of the REIT.
2. Higher year-on-year mainly due to lower financial cost.
3. Decreased mainly due to weakening of RMB against SGD. However, Gross Revenue for FY 2024 was higher than FY2023 in RMB terms.

2H 2024 Distribution Payment

Distribution Details

| | |
|-----------------------------|---------------------------------|
| Distribution Period | 1 July 2024 to 31 December 2024 |
| Distribution Per Unit (SGD) | 0.25 cents per unit |

Distribution Timetable

| | |
|--------------------|---------------|
| Ex-Date | 5 March 2025 |
| Books Closure Date | 6 March 2025 |
| Payment Date | 28 March 2025 |

Balance Sheet and Capital Management

| Balance Sheet (SGD million) | As at 31 December 2024 |
|---|------------------------|
| Investment Properties | 885.3 |
| Total Assets | 926.6 |
| Total Liabilities | 386.2 |
| Net Assets | 540.4 |
| Net Asset Value Per Unit ¹ (SGD) | 0.72 |

| Healthy Gearing with Debt Headroom for Growth | As at 31 December 2024 |
|--|------------------------|
| Aggregated Borrowings Drawn Down | \$300.3m |
| Gearing Ratio ² | 39.6% |
| Average Cost of Debt ³ | 5.5% |
| Net Asset Value Per Unit ¹ (SGD) | 0.72 |

- Above 80% of borrowings are denominated in Singapore dollars (offshore borrowings)
- Approximately 50% of offshore borrowings hedged via interest rate swaps

1. Based on net assets attributable to Unitholders.

2. Based on total loans and borrowings attributable to Unitholders divided by total assets attributable to Unitholders.

3. Weighted average cost of debt will be approximately 6.3% per annum if amortisation of loan establishment fee is included.

Portfolio Update



Photo of Beijing Wanliu

Portfolio Overview

MULTI-TENANTED



Beijing Wanliu



Hefei Mengchenglu



Chengdu Konggang



Hefei Changjiangxilu



MASTER-LEASED



Xining Huayuan



Dalian Jinsanjiao

Portfolio Overview¹

6
Properties

4,729.0
(RMB million)
Valuation²

179,123
Net Lettable Area
(NLA) sqm

95.8%
Committed
Occupancy Rate

5.1 Years
Weighted Ave.
Lease Expiry by NLA

| | Beijing Wanliu | Chengdu Konggang | Hefei Mengchenglu | Hefei Changjiangxilu | Xining Huayuan | Dalian Jinsanjiao |
|---|----------------------|---------------------|----------------------|-------------------------|-------------------|----------------------|
| Valuation ² (RMB million) | 2,557.0 ³ | 674.0 | 595.0 | 485.0 | 259.0 | 159.0 |
| NLA (sqm) | 52,992 | 37,205 | 28,067 | 24,707 | 20,807 | 15,345 |
| Committed Occupancy Rate | 97.8% | 95.5% | 94.1% | 87.5% ⁴ | 100.0% | 100.0% |
| WALE (NLA) years | 3.1 | 2.7 | 3.5 | 5.4 | 10.0 | 10.0 |

1. As at 31 December 2024.

2. Based on independent valuation from Knight Frank Petty Limited as at 31 December 2024.

3. Based on 100% interest of Beijing Wanliu. Valuation of Beijing Wanliu based on 60% interest amounted to RMB 1,534.2 million.

4. Due to ongoing tenancy rejuvenation.

● Multi-tenanted
● Master-leased

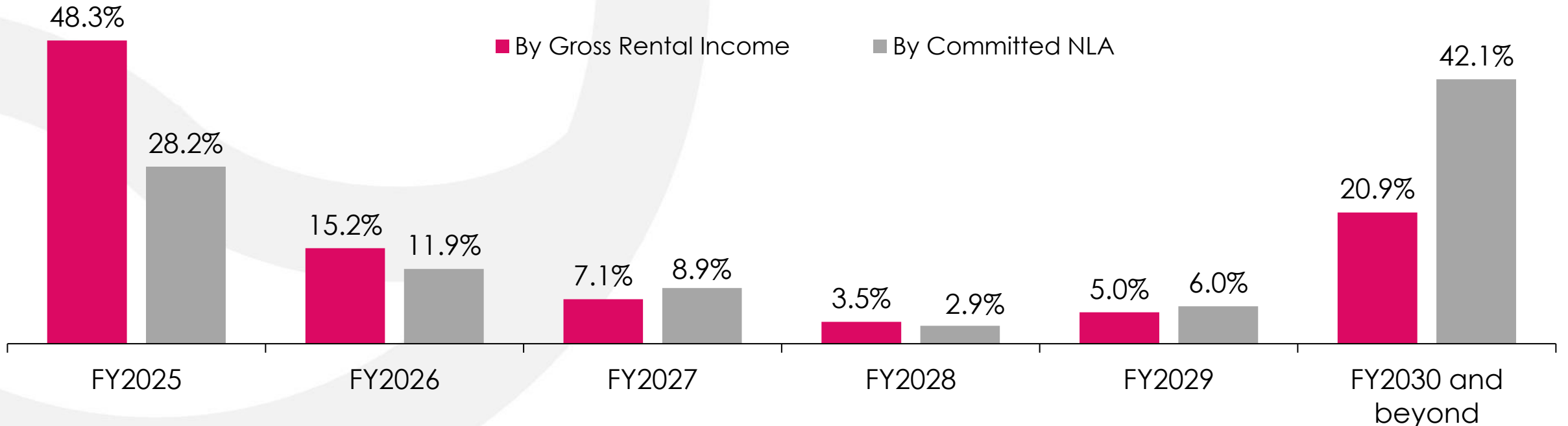
Lease Expiry Profile

Weighted Average Lease Expiry (WALE) as at 31 December 2024

By Gross Rental Income: 3.0 years

By Committed NLA: 5.1 years

Lease Expiry Profile as at 31 December 2024

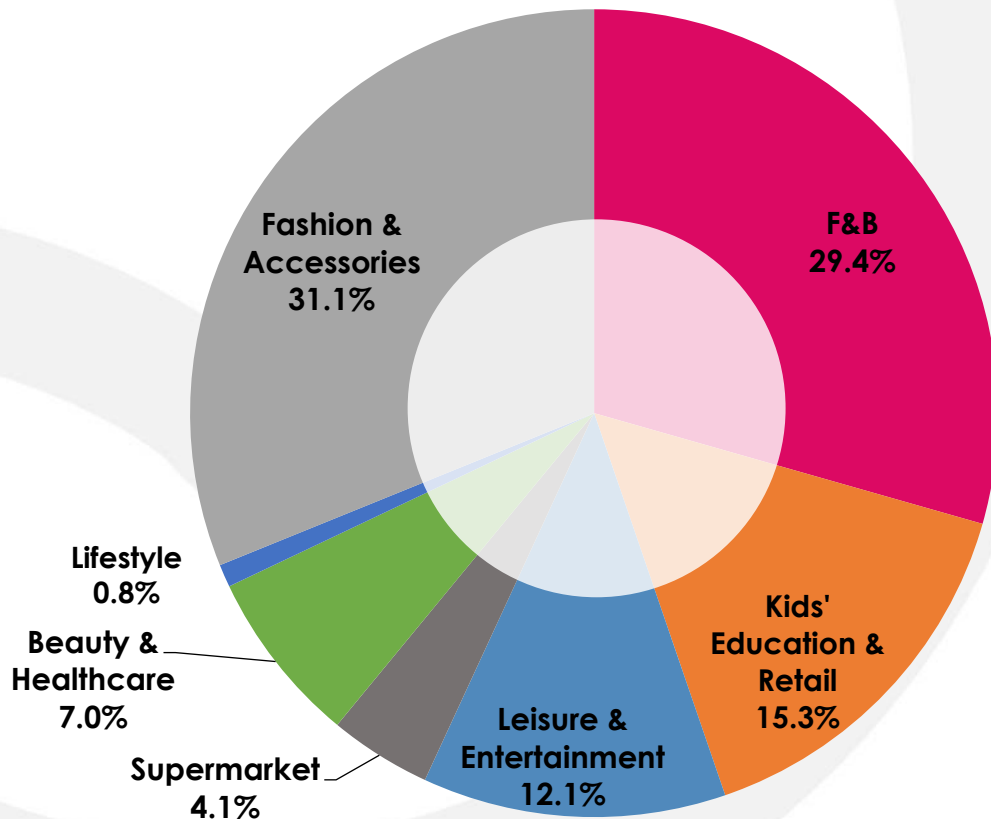


Diversified Tenant Mix

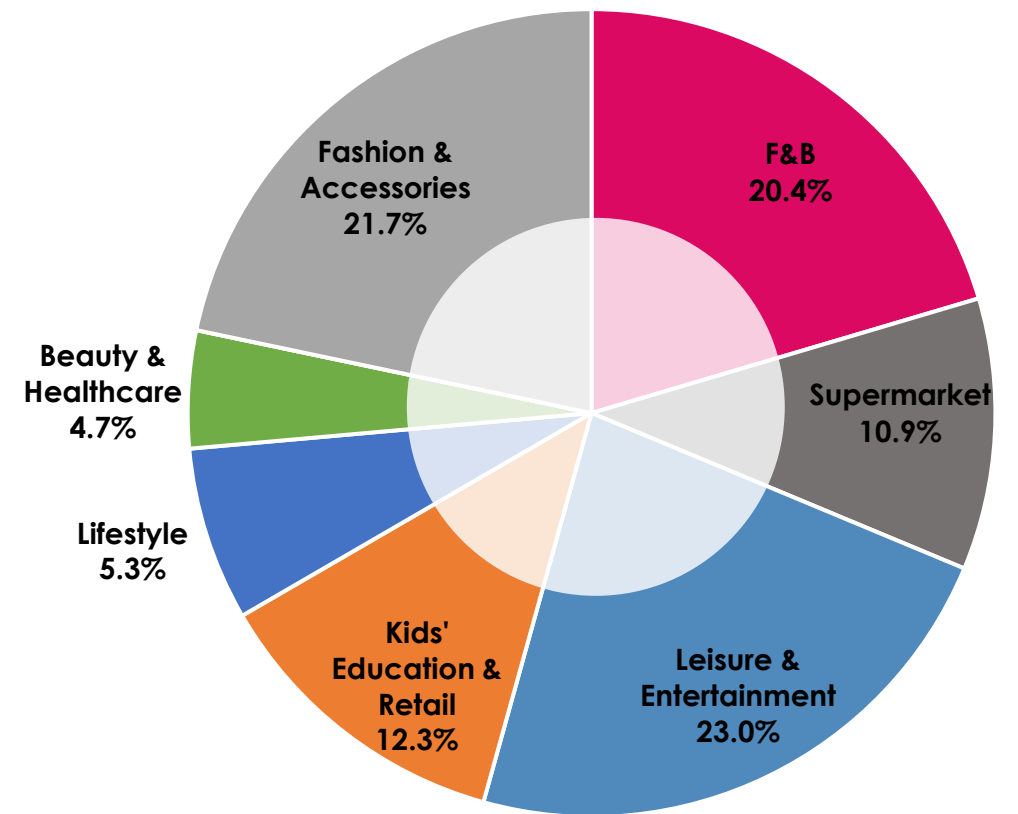
- Close to 69% of Gross Rental Income and 78% of Net Lettable Area from experiential segment (excluding fashion & accessories)

Multi-tenanted Malls (As at 31 December 2024)

Breakdown of Gross Rental Income by Trade Sector



Breakdown of Net Lettable Area by Trade Sector



北京华联蒙城路购物中心



生·活·超·市
LIFESTYLE MARKET

Revitalising Tenancies Enhancing Experiences



Photo of Hefei Mengchenglu

New Lifestyle and Retail Offerings In our Malls

Jue Tiao Tai Qiu Billiard Bar
爵调台球



Mai Song KTV
麦颂 KTV



Zhen Shang Yin Accessories
珍尚银



CHAO KTV
立方



Gu Yu Anime Collectibles
谷屿



La Chapelle Clothing
拉夏贝尔



Popular F&B Selections

Food And Mood Dried Food
欧味多 零食店



@ Beijing Wanliu

MoonRise Anime Cafe
梦月食



@ Beijing Wanliu

Yeye Bu Pao Cha Beverage
爷爷不泡茶



@ Chengdu Konggang

Mr. Jiliu Fried Chicken
鸡柳大人 小吃摊



@ Beijing Wanliu

Ah Qinjia KBBQ
阿亲家



@ Chengdu Konggang

Wang Ji Beef Noodles
王记 手擀面



@ Hefei Changjiangxilu

Other New Tenants In Our Malls

The Green Party Lifestyle Goods
绿光派对 生活用品店



@ Beijing Wanliu

Gao Tu Children Education
高途素养 儿童教育



@ Beijing Wanliu

iFLYTEK Electronics
科大讯飞 科技电子商店



@ Beijing Wanliu

Car Station Children's Playground
儿童游乐中心



@ Beijing Wanliu

Engaging Communities Creating Lasting Memories



Photo of Chengdu Konggang

Engaging Shoppers and Communities



Children and Family Activities



Our Sustainability Journey

Environmental, Social and Governance (ESG)



Environmental, Social and Governance (ESG)

Background

- We are cognisant of ESG issues that are relevant for BHG Retail REIT and our stakeholders
- Proactively strive to consider and address these ESG issues during our business strategy formulation
- Started annual sustainability reporting and issued first Sustainability Report in FY 2018



Climate Change

- We recognise that climate change has a widespread and severe impact on the environment we live in
- Constantly finding ways to reduce carbon emissions and started exploring innovative solutions for our retail properties
- Started climate risk assessment and scenario analysis in FY 2021 for our retail properties located in China



Our Sustainability Journey: Environmental

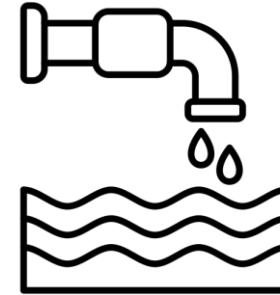
Energy Efficiency



Established energy savings plan to ensure energy efficiency through lighting management efforts and optimisation of air-conditioning system output, such as:

- ✓ Installing motion sensor-based and timing-controlled lights and LED lights;
- ✓ Installing air curtains, strip curtains and sunshades to dissipate excess heat, keeping the mall interior cool without requiring a high system output;
- ✓ Regular readjustment of system output based on actual weather conditions and temperature to minimise energy wastage

Water Management



Implemented practices to control and manage water wastage such as:

- ✓ Utilising water-efficient flushing cisterns;
- ✓ Installing motion sensor water faucets;
- ✓ Reducing tap flow rate

Our Sustainability Journey: Social (CSR Initiatives)

Pet Adoption 宠物回家



Job Fair Event 专场招聘会



Haircut for Elderly 敬老崇孝进社区



Giving Back at the Dog Shelter 关怀流浪狗



Our Sustainability Journey: Governance

| Awards | Results | Year |
|--|----------|------|
| 1 Best Retail REIT (for companies with less than US\$500 million in market capitalization) Asia Pacific Best of the Breed REITs Awards 2024™ | Gold | 2024 |
| 2 Best Investor Relations (for companies with less than US\$500 million in market capitalization) Asia Pacific Best of the Breed REITs Awards 2024™ | Platinum | 2024 |
| 3 Best Corporate Communications and Investor Relations Team (The Global CSR & ESG Awards 2024™) | Platinum | 2024 |
| 4 Best CEO (The Global CSR & ESG Awards 2024™) | Gold | 2024 |
| 5 CSR & ESG Leadership Award (The Global CSR & ESG Awards 2024™) | Silver | 2024 |

Looking Forward



Photo of Beijing Wanliu

China Macroeconomic Outlook

| China | |
|--|--------------|
| GDP Growth (y-on-y) | +5.0% |
| Disposable income per capita of urban residents (y-on-y) | +4.6% |
| Retail Sales of Consumer Goods Growth (y-on-y) | +3.5% |

| FY 2024 |
|--|
| <ul style="list-style-type: none">China's gross domestic product¹ ("GDP") for 2024 increased 5.0% year-on-year to RMB 135.0 trillion, broadly in line with market consensus of 4.9% expansion². |
| <ul style="list-style-type: none">Disposable income per capita of urban residents grew 4.6% year-on-year in 2024 while retail sales of consumer goods increased 3.5% year-on-year¹. |
| <ul style="list-style-type: none">The International Monetary Fund (IMF) raised its China GDP outlook for 2025, revising it from 4.5% in October 2024 to 4.6% in January 2025.³ This revision reflects carryover from 2024 and the fiscal package announced in November largely offsetting the negative effect on investment from heightened trade policy uncertainty and property market. |

1. Source: National Bureau of Statistics of China.

2. Reuters (16 January 2025): China's Q4 GDP grows 5.4% y/y, beating market forecast

3. IMF (17 January 2025): World Economic Outlook Update, January 2025: Global Growth: Divergent and Uncertain

Looking Forward

The Manager remains focused and committed to proactively manage the existing portfolio, as well as to pursue growth

Creating Organic Value

Proactive Asset Management

- Reinforce community positioning of our malls
- Improve rent while maintaining healthy occupancy rates
- Build firm partnerships with tenants, and demonstrate proactive tenant management
- Proactive marketing strategies
- Tap on the Sponsor's (Beijing Hualian Department Store Co., Ltd.) and Beijing Hualian Group's retail network and experience

Proactive Asset Enhancement

- Identify opportunities to improve the malls
- Achieve better efficiency and higher rental potential
- Upgrade existing facilities and reconfigure existing spaces

Pursuing Acquisition Growth

- Completed acquisition of Hefei Changjiangxilu in April 2019
- We will continue to explore acquisition opportunities in relation to quality income-producing properties from the Sponsor's pipeline as well as third-party vendors



Photo of Beijing Wanliu

Disclaimer

Certain statements made in this presentation may not be based on historical information or facts and may constitute “forward-looking” statements (including forward-looking financial information). Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements and/or financial information as a result of a number of factors, risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, the present and future business strategies, the environment in which BHG Retail REIT will operate in the future, interest rate 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), property expenses and governmental and public policy changes, and the continued availability of financing in the amounts and the terms necessary to support future business. You are cautioned not to place undue reliance on these forward-looking statements and/or financial information, as these statements and/or financial information reflect the Manager’s current views concerning future events and necessarily involve risks, uncertainties and assumptions.

The information contained in this presentation has not been independently verified. No representation or warranty, expressed or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information, or opinions contained in this presentation. Neither BHG Retail Trust Management Pte. Ltd. (the “Manager”) or any of its affiliates, advisors, representatives or agents shall have any responsibility or liability whatsoever (for negligence or otherwise) for any loss howsoever arising, whether directly or indirectly, from any use, reliance or distribution of this presentation or its contents or otherwise arising in connection with this presentation.

The value of units in BHG Retail 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 or any of its affiliates. An investment in Units is subject to investment risks, including the possible loss of the principal amount invested. The past performance of BHG Retail REIT and the Manager is not necessarily indicative of the future performance of BHG Retail REIT and the Manager.

Investors have no right to request the Manager to redeem or purchase their Units while the Units are listed on the Singapore Exchange Securities Trading Limited (“SGX-ST”). It is intended that Unitholders may only deal in their Units through trading on the SGX-ST. Listing of the Units on SGX-ST does not guarantee a liquid market for the Units.

This presentation is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for the Units.



Thank you

For further information and enquiries:

BHG Retail Trust Management Pte. Ltd.

Contact: (65) 6805 8288 Email: ir@bhgreit.com

Website: <http://www.bhgreit.com>