

Corporate Insights by BHG Retail REIT

Phillip Securities Webinar

12 August 2025



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Photo of Hefei Mengchenglu

Brief Introduction

Listed on SGX Mainboard
on the 11 December 2015

Singapore's First Pure-Play China
Retail REIT Established
By A China-Based Group
("Beijing Hualian Group")

Investment Mandate

Income-producing real
estate used primarily for
retail purposes, with an
initial focus on China



Number of
Properties
6

Valuation
of AUM¹
4.7
RMB billion

MULTI-TENANTED

Beijing Wanliu



Chengdu Konggang



Hefei Mengchenglu



Hefei Changjiangxilu



MASTER-LEASED

Xining Huayuan



Dalian Jinsanjiao



1. Based on independent valuation from Knight Frank as at 31 December 2024.

The Big Picture: Our Value Proposition

Strategy

- One-stop destination malls
- Located in High Density Residential Neighbourhoods (Recurring Visitor-ships)
- Steady income & consumption level

Quality

- Track Record of Healthy occupancy rate and rental growth
- Capital Management
- Financially Strong & Committed Sponsor Group
 - Retail Conglomerate
 - Networks

Growth

- Hefei Changjiangxilu Acquisition (April 2019)
 - NAV per Unit & DPU accretive
- Visible & Substantial Sponsor Pipeline
- Continual Asset Enhancements

**Financially Strong & Committed
Sponsor Group**

Beijing Hualian Group (BHG)

One of the Leading Chinese Retailers Headquartered in Beijing



BHG: Financially Strong & Committed Sponsor Group

Retail Malls

More than 30 Retail Malls owned and/or under management
Beijing Hualian Department Store Co., Ltd.

- Listed on Shenzhen Stock Exchange (1998)
 - Market cap of RMB 5.3 Billion¹
 - Wide network of retail malls across China
 - With focus on community retail malls well located in areas of high population density
- <http://www.bhgmall.com.cn>



Supermarkets

Supermarkets across entire China
Beijing Hualian Life Supermarket Co., Ltd.

- Tenants at some of our properties in the REIT's portfolio
- Attracts recurring footfall while providing stable income and step-up



1. Bloomberg data as at 7 August 2025.

Investment Overview



Investment Overview

1 China's Growing Economic Fundamentals

2 Resilient Sustainable Strategy:
Situated in Densely Populated Residential Neighborhoods

3 Robust Quality Assets & Performance

4 Track Record of Strong Asset Enhancement and Asset Management Capabilities

China's Growing Economic Fundamentals

Gross Domestic Product (GDP) Growth

+5.3%
1H 2025¹ GDP
Growth
y-o-y

+7.5%
2015-2024
GDP CAGR²

Disposable income per capita for urban residents

+4.7%
1H 2025³ Growth
y-o-y

+9.7%
2015-2024
CAGR³

Retail Sales Growth

+5.0%
1H 2025³ Growth
y-o-y

+7.0%
2015-2024
CAGR⁴

- China's 1H 2025 gross domestic product¹ ("GDP") grew 5.3% year-on-year to RMB 66.05 trillion¹.
- Disposable income per capita of urban residents grew 4.7% year-on-year in 1H 2025 while retail sales of consumer goods increased 5.0% year-on-year³, bolstered by government-led trade-in subsidy programmes aimed at stimulating consumption across key categories like appliances, autos, and electronics.
- The International Monetary Fund (IMF)⁵ projected China's GDP annual growth at 4.0% for 2025. In January 2025, IMF revised its forecast upwards to 4.6%, an increase from its previous estimate of 4.5%, reflecting the boost from recent stimulus measures implemented since late 2024.

1. Source: State Council of China

2. Source: Worldeconomics.com

3. Source: National Bureau of Statistics of China. Urban Per Capita Disposable Income (Nominal) is estimated around 9.7%.

4. Source: FocusEconomics China Retail Sales

5. IMF (Jan 2025): World Economic Outlook Update – Global Growth: Divergent and Uncertain.

Resilient Sustainable Strategy:

Situated in Densely Populated Residential Neighborhoods

**Stable & Recurring Neighbourhood Visitorships
(Against Backdrop of Healthily Growing Residents' Income & Spending)**

Beijing Wanliu



Typical Characteristics of Surrounding Neighbourhoods

- Resident population of about 200,000 to 300,000 within 3km radius
- Suburban community, visitor profiles include:
 - People who drop-by the mall to shop for groceries or essential items before heading home after work
 - Families who choose to eat out, and shop around after a meal
 - Parents/Grand parents bringing children for enrichment classes
 - Whole family coming to mall to attend events organised by the mall

Resilient Sustainable Strategy:

Situated in Densely Populated Residential Neighborhoods

**Stable & Recurring Neighbourhood Visitorships
(Against Backdrop of Healthily Growing Residents' Income & Spending)**

Chengdu Konggang



Hefei Mengchenglu

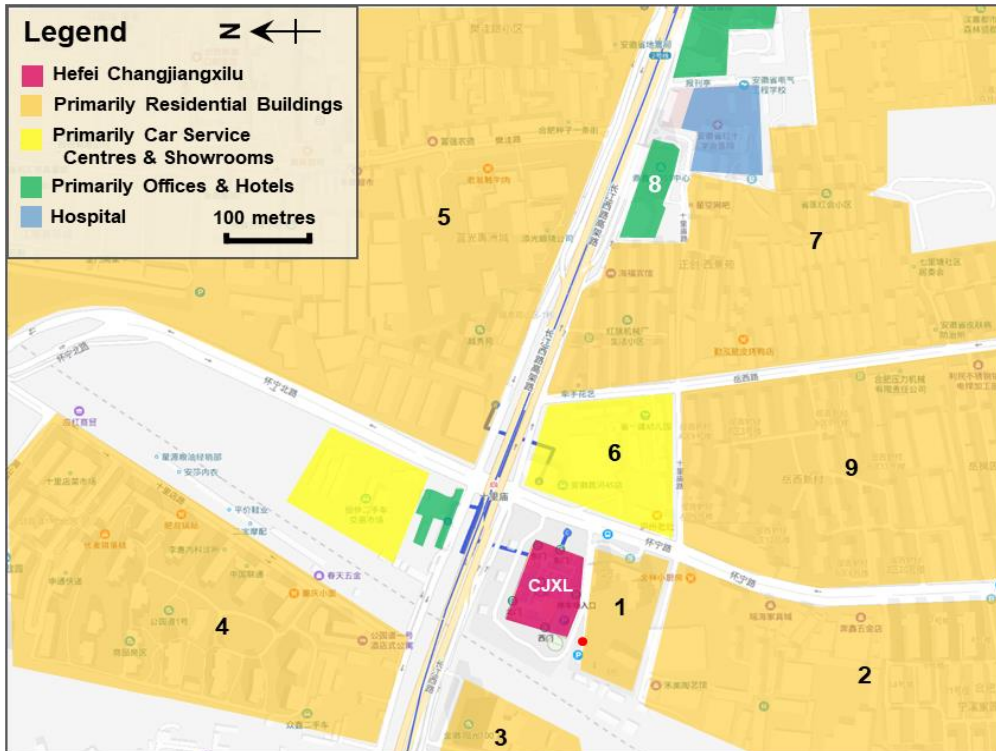


Resilient Sustainable Strategy:

Situated in Densely Populated Residential Neighborhoods

Hefei Changjiangxilu (十里庙 Shilimiao Community, Shushan District)

Catchment Population Within a 3-kilometre Radius of Approximately 200,000 & 50 Local Communities



Robust Quality Assets & Performance

Track Record of High Occupancy Rate and Healthy Leasing Demand

OCCUPANCY RATE	2017 ¹	2018 ¹	2019 ¹	2020 ¹	2021 ¹	2022 ¹	2023 ¹	2024 ¹	1H 2025 ³
● Beijing Wanliu	100%	100%	96.2%	92.7%	96.1%	94.1%	96.8%	97.8%	96.1%
● Chengdu Konggang	96.8%	97.0%	94.7%	96.4%	98.0%	96.6%	96.1%	95.5%	95.0%
● Hefei Mengchenglu	100.0%	96.2%	95.1%	81.7% ⁴	91.3%	91.1%	90.5%	94.1%	94.0%
● Hefei Changjiangxilu²	N.A.	N.A.	97.6%	92.4%	98.2%	92.7%	88.4% ⁴	87.5% ⁴	87.5% ⁴
● Xining Huayuan	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
● Dalian Jinsanjiao	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Portfolio (NLA Weighted)	99.7%	98.7%	96.7%	93.5%	97.0%	95.2%	95.2%	95.8%	95.1%

1. As at 31 December.
2. Hefei Changjiangxilu Mall was acquired on 2 April 2019.
3. As at 30 June 2025.
4. This was due to ongoing tenancy rejuvenation.

● **Multi-tenanted** ● **Master-leased**

Robust Quality Assets & Performance

Lease Structure

Defensive Lease Structure

- Protected by base rents
- Enjoy upside from the turnover rents
- Majority of leases also come with rental escalation

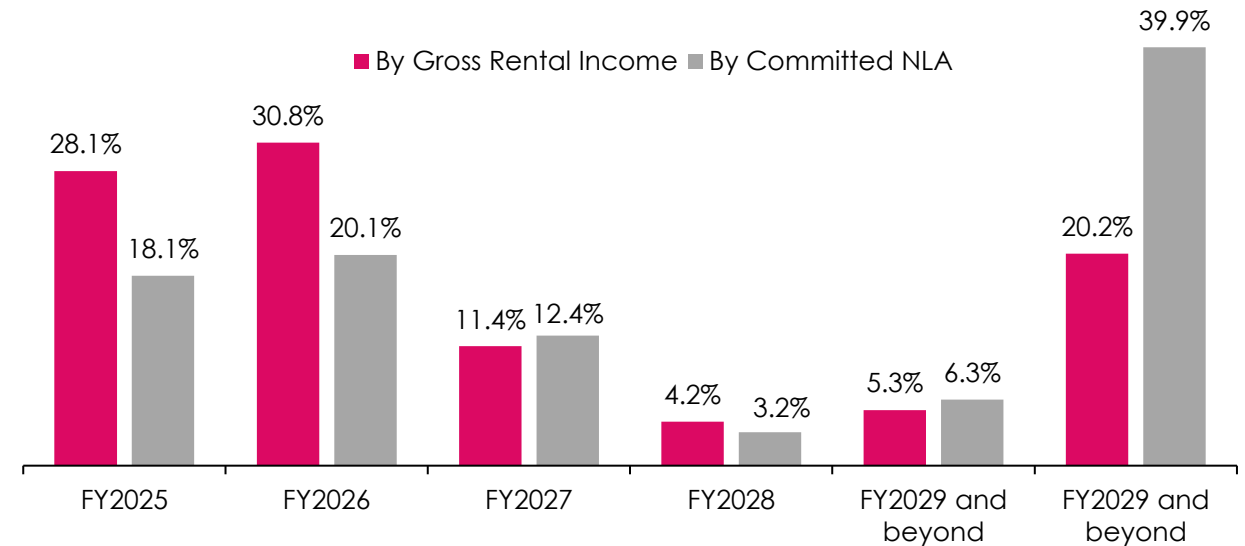
Lease Expiry Profile¹

Staggered Lease Expiries

Weighted average lease expiry (WALE)

By Gross Rental Income: 2.7 years

By Committed NLA: 4.4 years



1. As at 30 June 2025.

Robust Quality Assets & Performance

Solid Assets-Backed Financial Position

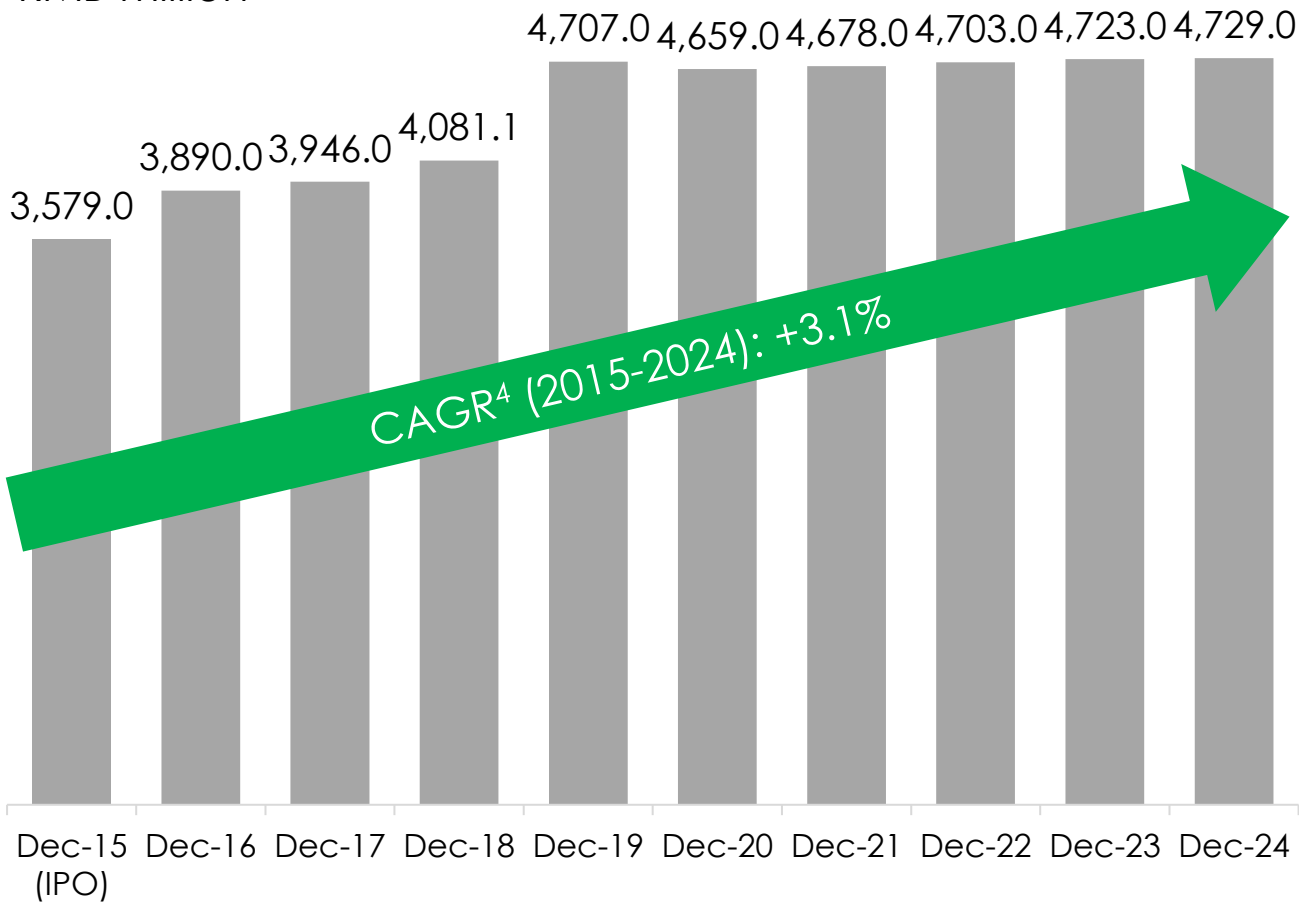
Extracted Statement of Financial Position
As at 30 June 2025 (SGD million)

Investment Properties	839.8
Total Assets	871.0
Total Liabilities	375.6
Net Assets	495.4
Net Asset Value Per Unit ¹ (SGD cents)	0.65

1. Based on 100% contribution from Beijing Wanliu.
2. Based on annual valuation from independent valuers.
3. Includes the valuation of Hefei Changjiangxilu Mall which was acquired on 2 April 2019.
4. Compound Annual Growth Rate.

Valuation of Investment Properties^{1,2,3}: Dec 2015-2024 CAGR of ▲ 3.1% p.a.

RMB million



1H 2025 Financial Update

As at 30 June 2025	SGD million
Gross Revenue	28.1
Net Property Income	15.0
Amount to be Distributed to Unitholders ¹	1.1
Distribution per Unit ¹	0.22 SGD cents

Healthy Gearing with Debt Headroom for Growth	As at 30 June 2025
Aggregated Borrowings Drawn Down	S\$296.8m
Gearing Ratio ²	41.7%
Average Cost of Debt ³	4.8%

- Above 80% of borrowings are denominated in Singapore dollars (offshore borrowings)
- Successfully rolled over Secure Term Loan facilities for 3 years in March 2025

1. Based on net assets attributable to Unitholders.

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

3. Average cost of debt will be approximately 5.5% per annum if amortisation of loan establishment fee is included.

Track Record of Strong Asset Enhancement

Chengdu Konggang (2024): Asset Enhancement Initiatives



- Rejuvenation of basement area
- Refreshed tenants with appealing F&B eateries and stores

Track Record of Strong Asset Enhancement

Hefei Changjiangxilu (2023): Asset Enhancement Initiatives



- Revitalized basement space
- Introduced new varieties of F&B eateries and stores

Track Record of Strong Asset Enhancement

Hefei Mengchenglu (2022):
Completion of new entrance to enhance accessibility
and improve shopper traffic flow and connectivity
between ground and basement Levels



Photo of New Entrance @ Hefei Mengchenglu

Chengdu Konggang (2022):
Rejuvenation of exterior area, Yuelai Square, with
appealing F&B pushcarts and container-style stores



Track Record of Strong Asset Enhancement

Beijing Wanliu (2018~2019):
Anchor Tenant Resize (Hai Di Lao Level 4 & 5)



Beijing Wanliu (2020):
Supermarket Resizing and Enhancement on B1



Chengdu Konggang (2017):
Sports Zone Enhancement (B1 AEI + New Tenancies)



Chengdu Konggang (2018~2019):
Exterior Upgrade in 2018 and Addition of Container-Style Food Lane in 2019



Strong Asset Management

E-commerce platform: Staying Connected with Omnichannel Visitors



- The BHG Mall online platform was launched amid COVID-19 via the WeChat Mini-Program
- Sharing online capability across all BHG Malls
- Keeps customers apprised of promotional items and events
- Provides a convenient and regular way for customers to stay connected with our malls
- Reward points to enhance customers' loyalties to both BHG malls as well as retailers

Strong Asset Management

Innovative New Retail @ Work



Live Broadcasts

- By Internet celebrities, retailers, and malls
- Combination of various style/format for example:
 - (1) In-store retail exploration
 - (2) Product introduction and awareness
 - (3) Promotional deals
 - (4) Showcasing skills & dining experience

WeChat Groups

- Exclusive BHG mall's WeChat group with participating merchants and members
- Efficient channel to communicate promotions, events, as well as mall information



Revitalising Tenancies

Enhancing Experiences

Photo of Hefei Mengchenglu

New Tenants In Our Malls (Electronics & Lifestyle)

Vivo Store
Vivo 商店



@ Beijing Wanliu

Love Return (Second-hand Shop)
爱回收



@ Beijing Wanliu

Hummingbird Quick Cut
蜂鸟快剪



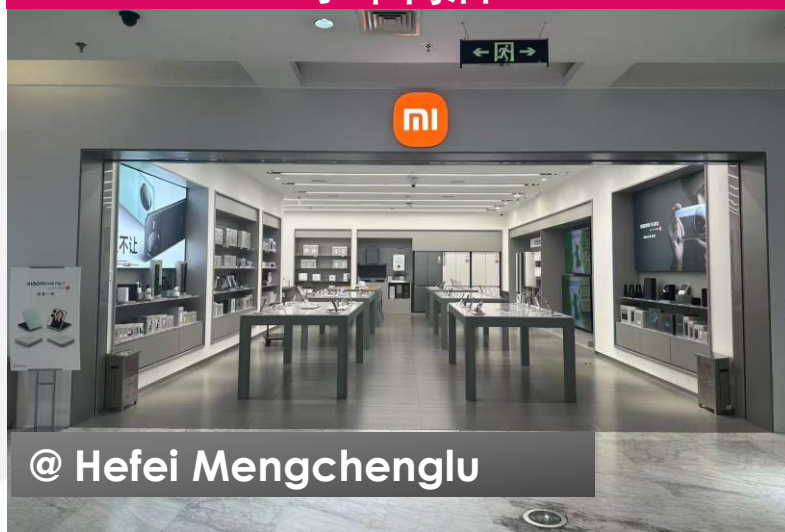
@ Beijing Wanliu

Honor Store
荣耀商店



@ Beijing Wanliu

Xiao Mi Store
小米商店



@ Hefei Mengchenglu

Tea Beauty Sportswear
Tea Beauty 运动服饰



@ Beijing Wanliu

New Tenants In Our Malls (Children's Category and F&B)

Stan Bear Family Escape Room
斯坦熊亲子密室



@ Beijing Wanliu

Comic Society
游漫社



@ Hefei Mengchenglu

Country Style Restaurant
乡村基



@ Beijing Wanliu

Yi Jing Yi Dong Chess Academy
弈静弈动围棋学院



@ Beijing Wanliu

Ideas Valley Gift Shop
灵感谷



@ Hefei Mengchenglu

Domino's Pizza
达美乐比萨



@ Chengdu Konggang

Engaging Communities Creating Lasting Memories

- *Customers continue to desire social interactions and physical events*
- *We continued to engage with surrounding communities through various physical events during the year*

Engaging Shoppers and Communities

Pet Fashion Show
宠爱超有形



@ Beijing Wanliu

Pet Adoption Drive
选择领养



@ Chengdu Konggang

Free TCM Health Check
中医免费检查



@ Chengdu Konggang

5.20 Valentine's Day
520 网络情人节



@ Chengdu Konggang

Dance Competitions
舞蹈比赛



@ Chengdu Konggang

Stay Cool & Shop
冷空气研究所



@ Hefei Mengchenglu

Children & Family Activities

Dumpling Making Workshop 粽子制作班



@ Beijing Wanliu

Burger Making Workshop 汉堡制作班



@ Chengdu Konggang

Family Sports Day 亲子运动会



@ Beijing Wanliu

Celebrating Dragonboat Festival 庆祝端午节



@ Hefei Mengchenglu

6.1 Children's Day 61 儿童节



@ Hefei Changjiangxilu

Children's Basketball Competition 儿童篮球比赛



@ Hefei Changjiangxilu

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

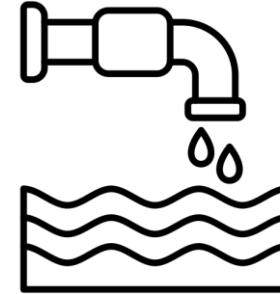
Energy Efficiency



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)



Our Sustainability Journey: Governance

	Awards	Results	Year
1	Best Retail REIT (for companies with less than US\$500 million in market capitalisation) Asia Pacific Best of the Breed REITs Awards 2024™	Platinum	2024
2	Best Investor Relations Asia Pacific Best of the Breed REITs Awards 2024™	Gold	2024
3	Best CEO The Global CSR & ESG Awards 2025™	Gold	2025
4	Best Corporate Communications and Investor Relations Team The Global CSR & ESG Awards 2025™	Silver	2025
5	CSR & ESG Leadership Award The Global CSR & ESG Awards 2025™	Silver	2025

Looking Forward



Photo of Beijing Wanliu

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

- 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 Chengdu Konggang

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