

Perennial Real Estate Holdings Ltd



Financial Results For the Fourth Quarter
and Financial year Ended 31 December 2018

 PERENNIAL
The logo features a stylized 'P' in a cursive font, followed by the Chinese characters '鵬瑞利' in a traditional font, and the word 'PERENNIAL' in a bold, sans-serif font.

All statements contained in this presentation which are not statements of historical fact constitute “forward looking statements”. These forward-looking statements, including without limitation, those regarding Perennial Real Estate Holding Limited’s financial position and results, business strategy and plans and objectives of management for future operations involve known and unknown risks, uncertainties and other factors which may cause Perennial Real Estate Holdings Limited’s actual results, performance or achievements to be materially different from any future results, performance or achievements expected, expressed or implied by such forward-looking statements. Given the risks and uncertainties that may cause the actual future results, performance or achievements to be materially different from those expected, expressed or implied by the forward-looking statements in this presentation, you are advised not to place undue reliance on these statements.

Portfolio Highlights

Financial Highlights – FY2018 vs FY2017



S\$78.3m
Revenue

- Increased by 5.0% mainly attributable to the consolidation of revenue from Capitol Singapore and new revenue stream from PIHMH which commenced operations in 2Q 2018, but was partially offset by the absence of revenue from TripleOne Somerset and lower management fee post the sale of its 20.2% equity stake in FY2017 as part of the Group's capital recycling strategy.

S\$376.2m
EBIT

- Increased by 71.3% mainly due to higher fair value gains as the respective development properties achieved certain key milestones and were identified for lease, and operating properties improved on its performance. The higher FY2018 EBIT was partially offset by the absence of a one-off gain from the partial divestment of TripleOne Somerset totalling S\$55.7 million.

S\$7.7b
Total Assets

- Increased by 14.4% due to the consolidation of Capitol Singapore as well as higher valuation of investment properties held through subsidiaries and associates.

S\$78.1m
PATMI

- Decreased by 22.2% due to the absence of divestment gain, higher finance costs arising from the consolidation of Capitol Singapore's debt post-acquisition of the 50% stake to take full ownership of the asset, new loans to fund investments, higher interest rate, and the non-capitalisation of interest expenses for Perennial International Health and Medical Hub, Chengdu ("PIHMH") upon its completion of works.

0.72x
Gearing
Ratio

- Increased from 31 December 2017's net gearing of 0.57x due to consolidation of Capitol Singapore's debt and new loans and borrowings to fund investments.

0.4 cent
Dividend
Per Share

- Proposed dividend of 0.4 cent per share.

4.70 cents
Earnings
Per Share

- Lower EPS compared to FY2017's 6.02 cents as a result of lower PATMI.

S\$1.644
Net Asset
Value
Per Share

- Decreased by 1.1% from 31 December 2017's S\$1.663 mainly attributable to depreciation of RMB which resulted in RMB denominated assets translated into lower value.

Proposed FY2018 Dividend

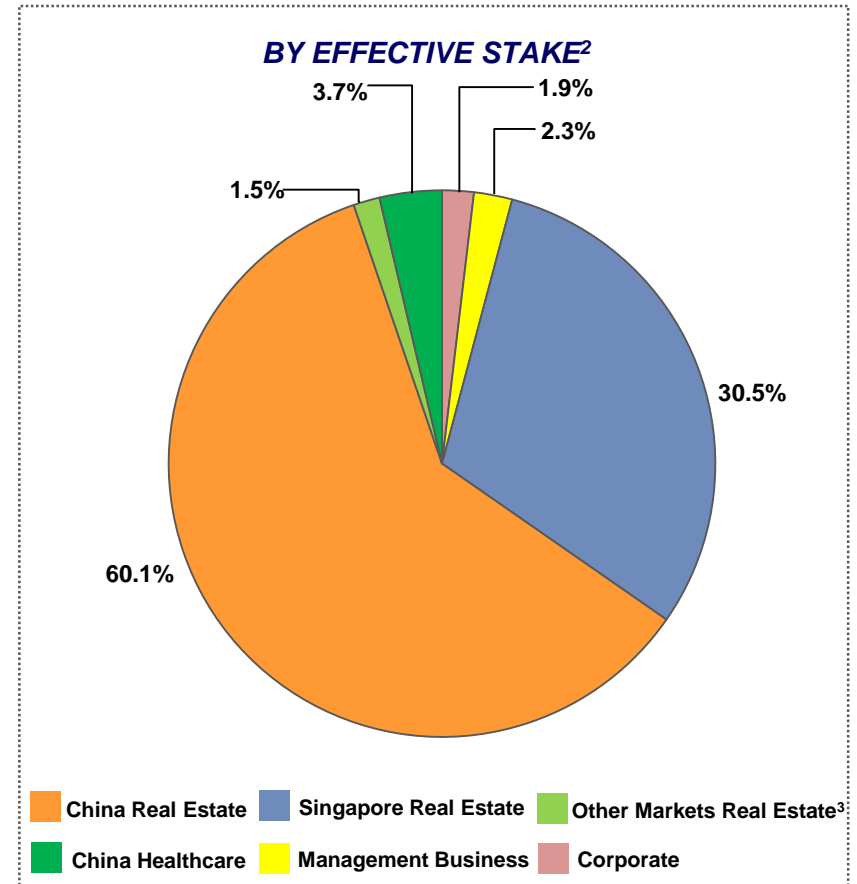
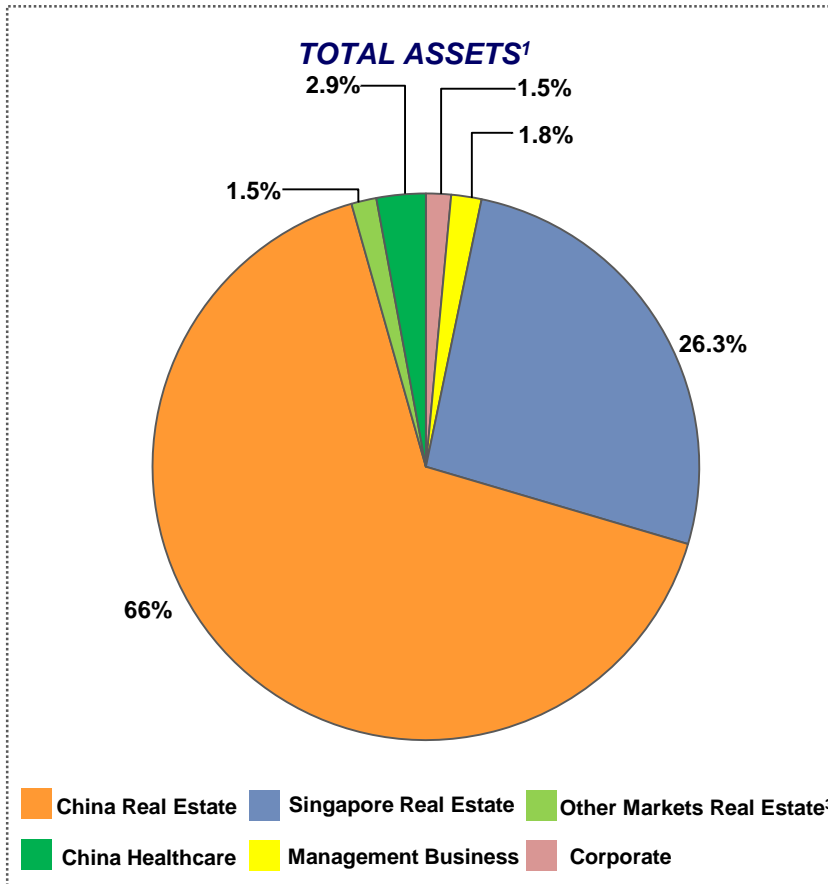


Proposed Dividend Details	
Name of Dividend	First and Final Tax-Exempt
Type of Dividend	Cash
Dividend per Share	0.4 cents
Books Closure Date	3 May 2019
Date Payable	22 May 2019

Portfolio Highlights

Total Asset Composition – By Business (As at 31 December 2018)

**Real Estate Business Complemented by Asset-Light Healthcare Business;
China Healthcare Effective Stake Grew From 3.3% (FY2017) to 3.7% (FY2018)**

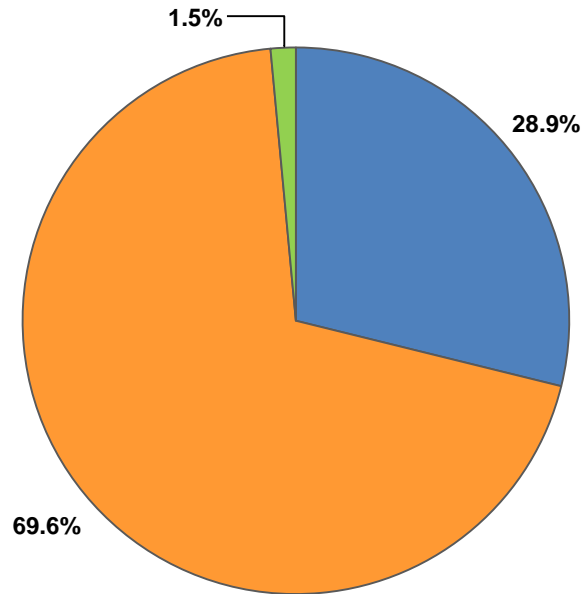


1. Represents assets which are consolidated and equity accounted in accordance to the Singapore Financial Reporting Standards.
2. Represents assets computed via the Company's shareholdings.
3. Other Markets Real Estate relates to assets in Malaysia, Ghana and Indonesia.

Total Asset Composition – By Country (As at 31 December 2018)

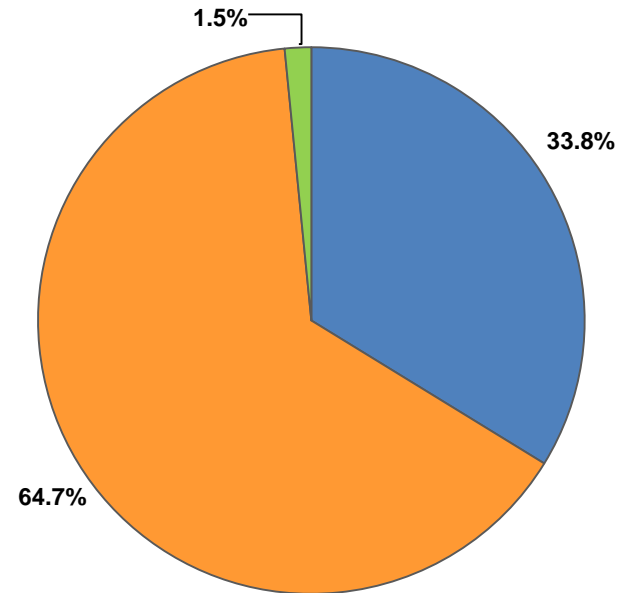
China & Singapore Remained as Core Markets with Singapore Increasing its Weightage;
Effective Stake China (~65%:FY2018 / ~72%:FY2017) and Singapore (~34%:FY2018 / ~26%:FY2017)

TOTAL ASSETS¹



China Singapore Other Markets³

BY EFFECTIVE STAKE²



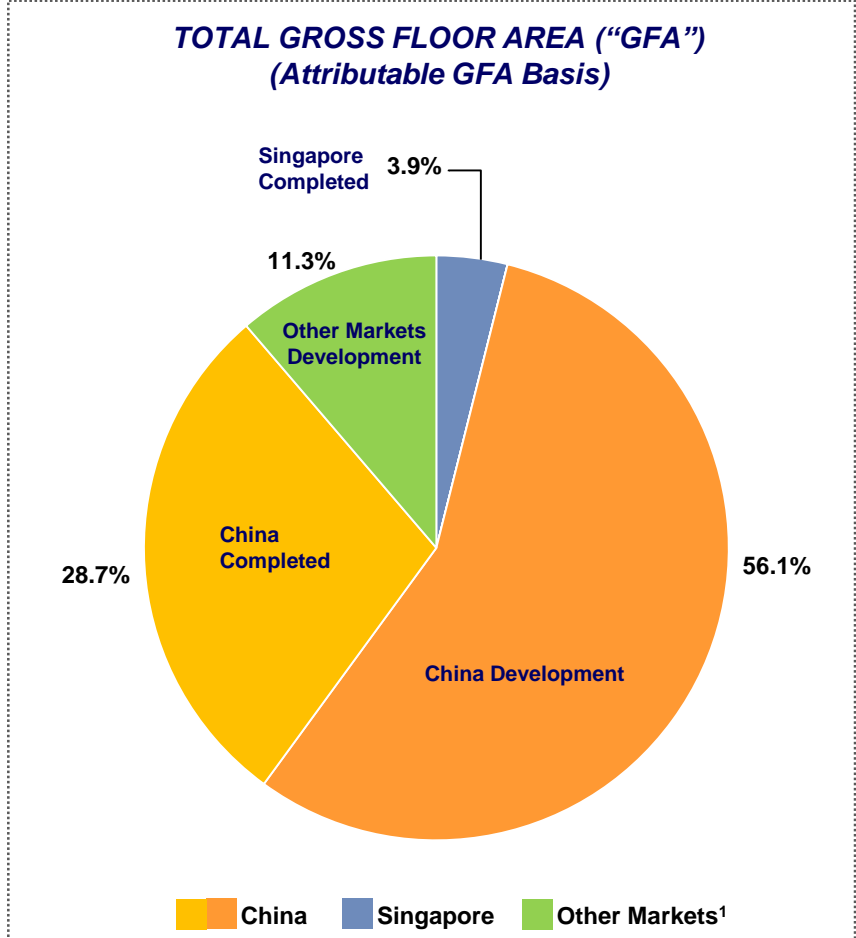
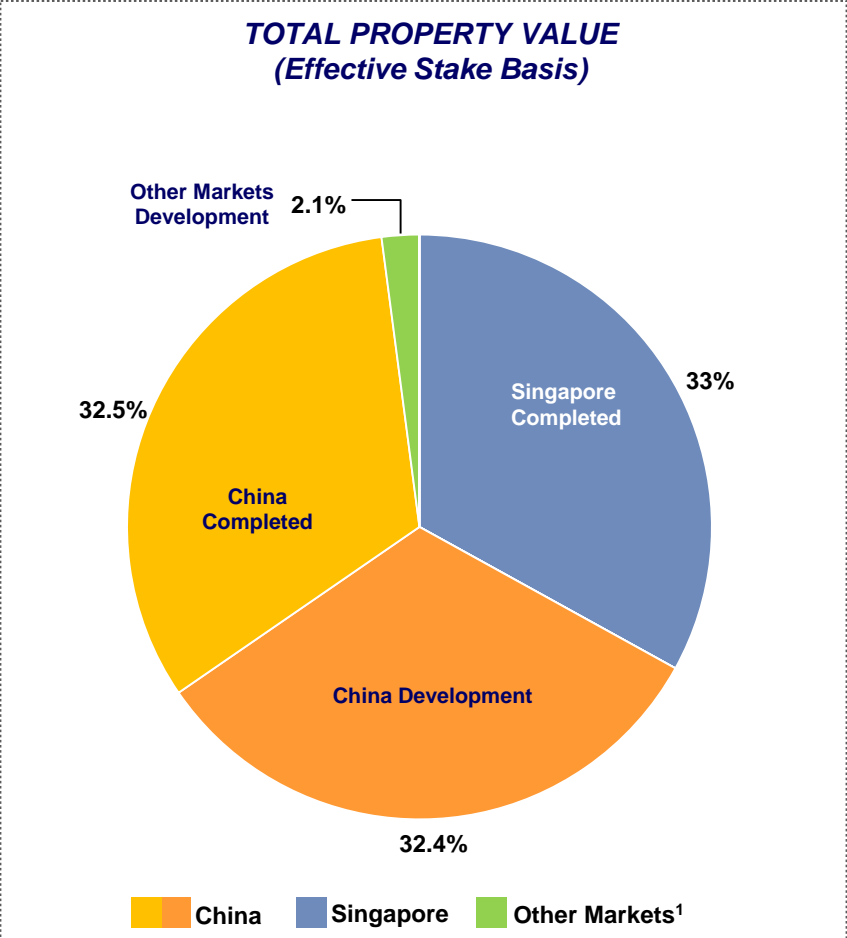
China Singapore Other Markets³

1. Represents assets which are consolidated and equity accounted in accordance to the Singapore Financial Reporting Standards.
2. Represents assets computed via the Company's shareholdings.
3. Other Markets Real Estate relates to assets in Malaysia, Ghana and Indonesia.

Total Real Estate Portfolio Composition – By Total Property Value and By Total GFA



**Completed Assets which Account for ~66% of Property Value Provide Income Stability
China Developments Account for ~32% of Property Value & ~56% of GFA Present Significant Growth Potential**

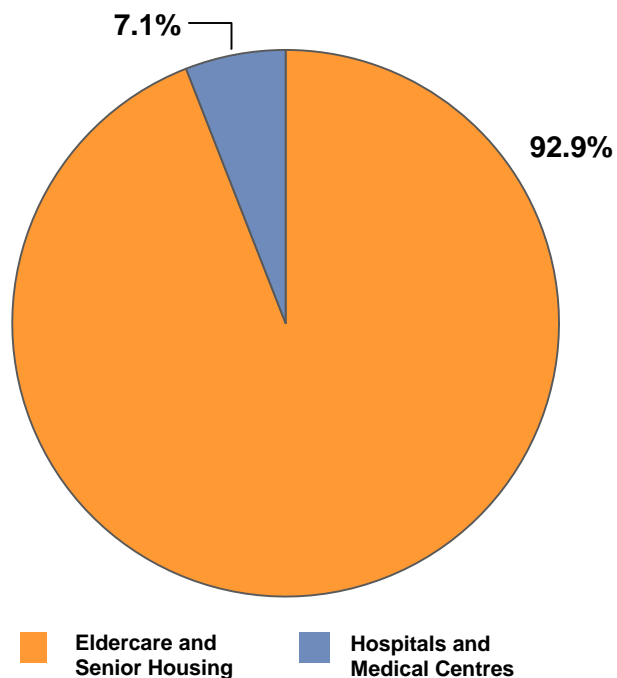


1. Other Markets relates to assets in Malaysia, Ghana and Indonesia.

China Healthcare Business – Total Operating Beds Composition

Eldercare and Senior Housing Segment Continues to Scale Up As Core Healthcare Business Line

CHINA
Total Operating Beds
(By Business Segments)



Suite of Medical and Healthcare-Related Services	No. of Operating Beds (As at 31 Dec FY2018)	No. of Operating Beds (As at 31 Dec FY2017)	Change
Eldercare and Senior Housing ¹	5,927	3,577	2,350
Hospitals/ Medical Centres ²	455	300	155
Total	6,382	3,877	2,505

1. Relates to Renshoutang.

2. Relates to St. Stamford Modern Hospital, Guangzhou and St. Stamford Plastic Surgery and Aesthetic Hospital.

Valuation of Investment Properties



Properties	FY 2018 ¹	FY 2017 ²
CHIJMES, Singapore	S\$334.0 million	S\$334.0 million
Capitol Singapore	S\$496.7 ³ million	S\$758.3 ⁴ million
Chinatown Point, Singapore	S\$477.0 million	S\$429.0 million
Perennial International Health and Medical Hub, Chengdu	RMB3,810.0 million	RMB3,332.0 million
Chengdu East High Speed Railway Integrated Development Plot D2	RMB2,512.0 million	RMB2,488.0 million
Perennial Qingyang Mall, Chengdu	RMB1,275.0 million	RMB1,225.0 million
Shenyang Longemont Shopping Mall	RMB3,763.0 million	RMB3,763.0 million
Shenyang Longemont Offices	RMB2,224.0 million	RMB2,224.0 million
Shenyang Red Star Macalline Furniture Mall	RMB2,453.0 million	RMB2,453.0 million
Perennial Jihua Mall, Foshan	RMB928.0 million	RMB928.0 million
Xi'an North High Speed Railway Integrated Development Plot 4	RMB1,198.0 million	RMB995.0 million
Beijing Tongzhou Integrated Development Phase 1 (Plots 14-1 & 14-2)	RMB5,412.0 ⁵ million	-

1. Independent valuation as at 31 December 2018 except for Beijing Tongzhou Integrated Development, which was reclassified as an investment property on 30 September 2018.
2. Independent valuation as at 31 December 2017.
3. Amount excludes Eden Residences Capitol and The Capitol Kempinski Hotel Singapore, which became an operating asset.
4. Amount excludes Eden Residences Capitol.
5. Independent valuation as at 30 September 2018.

Perennial's Reputable and Committed Sponsors



Perennial's Four Key Sponsors Own an Aggregate Effective Ownership of 82.3%¹



1. As at 31 December 2018.

Financial Highlights
For The Fourth Quarter and
Financial Year
Ended 31 December 2018

Income Statement (4Q 2018 vs 4Q 2017) – Explanation of Key Income Line Items



S\$'000	4Q 2018	4Q 2017	Change
	1 Oct 2018 to 31 Dec 2018	1 Oct 2017 to 31 Dec 2017	%
Revenue	22,957	15,982	43.6
Earnings Before Interest & Tax (“ EBIT ”)	62,329	63,551	(1.9)
Profit After Tax less Minority Interest (“PATMI”)	15,999	27,594	(42.0)

Revenue

- Revenue for 4Q 2018 increased by 43.6%, mainly attributable to revenue from Capitol Singapore and PIHMH which started contributing since 2Q 2018 as well as higher management fee. The Capitol Kempinski Hotel Singapore opened on 1 October 2018 and is gradually ramping up its operations. Committed occupancy at the PIHMH, which opened in June 2018, is strong at 91% as more tenants have commenced operations.

EBIT

- 4Q 2018’s EBIT was largely driven by fair value gains on revaluation of investment properties. The fair value gains were mainly from Xi’an North High Speed Railway Integrated Development Plot 4 (“**Xi’an Plot 4**”), Chinatown Point and Perennial Qingyang Mall.

PATMI

- The decrease in PATMI was mainly due to higher net finance costs. Finance costs increased with the consolidation of Capitol Singapore’s debt, new loans to fund new investments and increasing interest rates. In addition, interest expenses previously capitalised were expensed off on completion of construction works for PIHMH.

Income Statement (FY2018 vs FY2017) – Explanation of Key Income Line Items



S\$'000	FY2018	FY2017	Change
	1 Jan 2018 to 31 Dec 2018	1 Jan 2017 to 31 Dec 2017	%
Revenue	78,261	74,505	5.0
EBIT	376,207	219,611	71.3
PATMI	78,055	100,299	(22.2)

Revenue

- The higher Revenue was mainly attributable to the consolidation of revenue from Capitol Singapore and new revenue stream from PIHMH which commenced operations in 2Q 2018, but was partially offset by the absence of revenue from TripleOne Somerset and lower management fee post the sale of its 20.2% equity stake in FY2017 as part of the Group's capital recycling strategy.

EBIT

- The increase in EBIT was mainly due to higher fair value gains as the respective development properties achieved certain key milestones and were identified for lease, and operating properties improved on its performance. The higher FY2018 EBIT was partially offset by the absence of a one-off gain from the partial divestment of TripleOne Somerset totalling S\$55.7 million.

PATMI

- PATMI was lower due to the absence of divestment gain, higher finance costs arising from the consolidation of Capitol Singapore's debt post-acquisition of the 50% stake to take full ownership of the asset, new loans to fund investments, higher interest rate, and the non-capitalisation of interest expenses for PIHMH upon its completion of works.

Income Statement (FY2018 vs FY2017) – Revenue and EBIT by Segment



	REVENUE			EBIT			Note
	FY2018	FY2017	Change	FY2018	FY2017	Change	
	S\$'000	S\$'000	%	S\$'000	S\$'000	%	
Singapore	22,600	20,206	11.8	55,965	105,431	(46.9)	1
China	41,408	33,014	25.4	329,054	116,115	183.4	2
Management Businesses	22,982	29,227	(21.4)	5,565	15,527	(64.2)	3
Corporate and Others	190	160	18.8	(6,623)	(1,902)	248.2	4
Eliminations	(8,919)	(8,102)	10.1	(7,754)	(15,560)	(50.2)	5
	78,261	74,505	5.0	376,207	219,611	71.3	

Notes:

- (1) The increase in revenue was mainly due to the consolidation of Capitol Singapore's revenue, partially offset by the absence of revenue from TripleOne Somerset following the sale of 20.2% stake. FY2018 EBIT was comparatively lower as FY 2017 EBIT included the divestment gain of TripleOne Somerset of approximately S\$55.7 million. Excluding the divestment gain, FY2018 EBIT would be higher by S\$6.2 million, mainly contributed by fair value gain from Chinatown Point, which partially offset by lower share of results from associates.
- (2) The higher revenue was attributable to improved performance of Perennial Qingyang Mall and Perennial Jihua Mall and new revenue stream from PIHMH which commenced operations in June 2018. The increase in EBIT was due to higher fair value gains as compared to last year.
- (3) The decrease in revenue and EBIT from the management businesses was mainly due to the absence of a one-off fees earned from TripleOne Somerset divestment and the UEL transaction, partially mitigated by fees earned from the healthcare joint venture.
- (4) EBIT decreased due to lower dividend income from subsidiaries in FY2018.
- (5) Eliminations are mainly against dividends declared by subsidiaries and intercompany transactions.

Capital Management & Key Financial Indicators

Capital Management and Key Financial Indicators



Key Financial Ratios

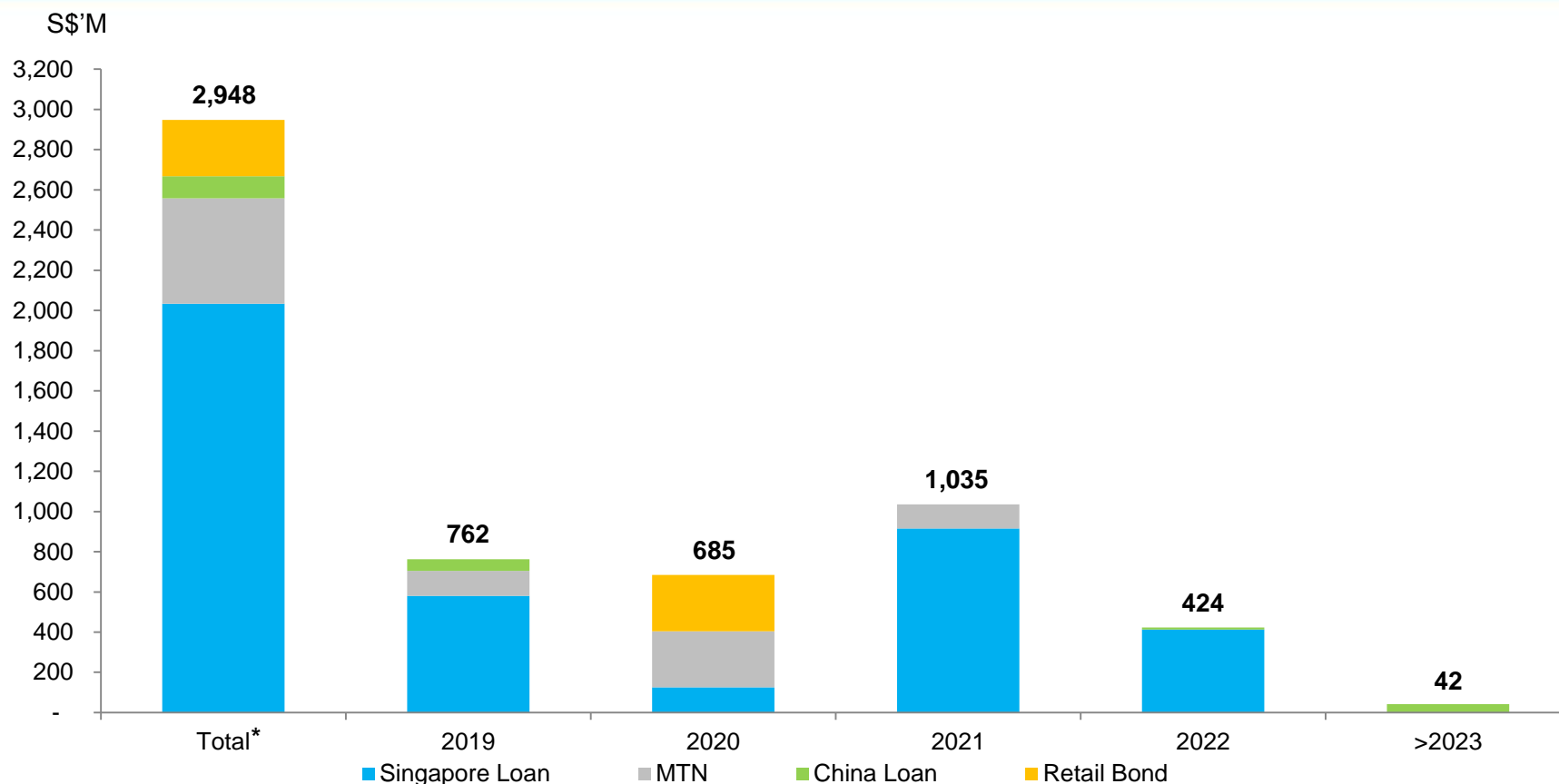
	As at 31 Dec 2018	As at 31 Dec 2017
Net Debt (S\$' 000)	2,861,206	2,233,083
Total Equity (S\$' 000)	3,976,378	3,915,878
Net Debt to Equity Ratio	0.72	0.57
NAV per Share ¹ (S\$)	1.644	1.663
Debt-Weighted Average Term to Expiry (years)	1.92	2.17

	FY2018	FY2017
Earnings per Share (cents)	4.70	6.02
Weighted Average Interest Rate (p.a.)	3.8%	3.8%

Note

1. The lower Net Asset Value per Share was due to translation loss arising from the depreciation of RMB against SGD during the period.

Debt Maturity Profile – As at 31 December 2018

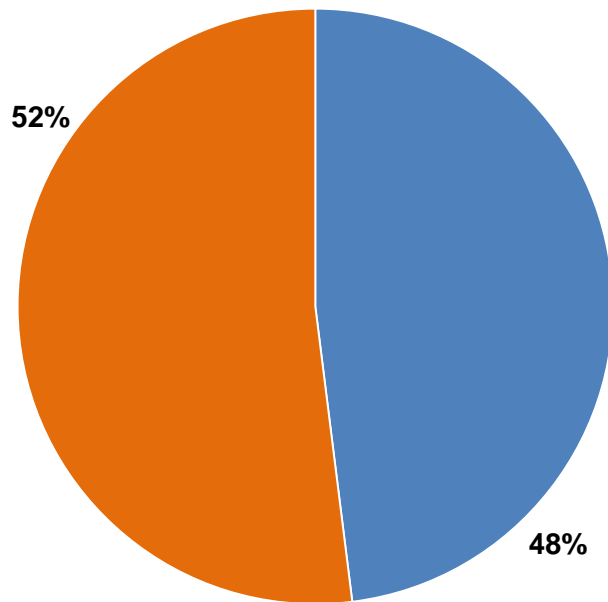


* Being gross amount, without amortised transaction costs

1. In FY2018 Perennial issued S\$120 million of 3.90% p.a. fixed rate notes due in 2021 and S\$180 million of 5.95% p.a. fixed rate notes due in 2020 under its S\$2 billion Multicurrency Debt Issuance Programme (“**MTN**”).
2. The borrowings due in 2019 comprise secured loans of S\$227 million, MTN of S\$125 million, and unsecured loans of S\$410 million.

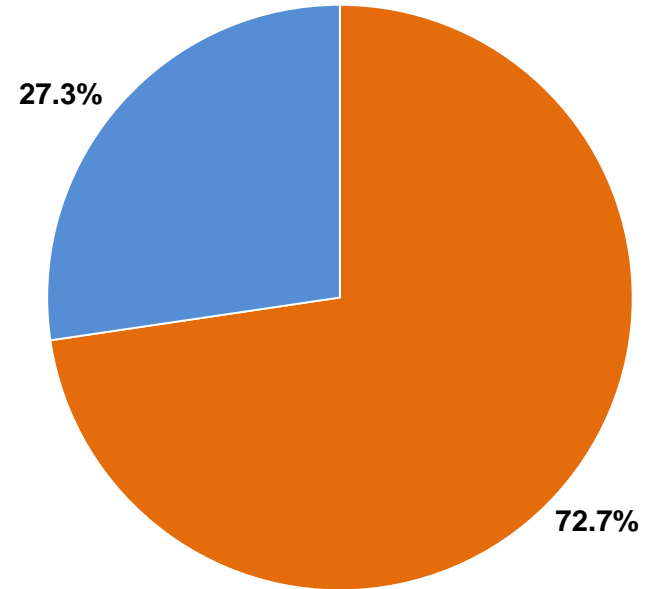
Loan Portfolio Balanced between Secured and Unsecured Loans;
~27% of Total Borrowings are on Fixed Interest Rates

Loans



■ Secured ■ Unsecured

Interest Rates



■ Fixed ■ Floating

FY2018 Business Review

Business Review - Real Estate (Singapore)

Capitol Singapore – Repositioning Taking Shape Post-Full Ownership in 2Q 2018

Secured a Myriad of New-To-Market Brands at Retail Component Capitol Piazza



Premium Co-working Concept No18 by IWG



SJC



Tiger Sugar



Wu Pao Chun Bakery



999.9

- The repositioning exercise strengthened the tenant mix and attracted various local, international and new-to-market brands, including IWG's premium co-working space concept No18 which is set to open its over 20,600 sq ft Asia flagship in 3Q 2019, and Taiwanese artisan bakery Wu Pao Chun which will be launching its first overseas outlet in 2Q 2019.
- Tenants which have commenced business in 2H 2018 included Taiwanese bubble tea Tiger Sugar's first outlet in Singapore, 999.9 optical store and SJC boutique jeweler.

Capitol Singapore – Brand New F&B Experience at The Capitol Kempinski Hotel



Launched the Three Michelin-starred Chef-Conceptualised Restaurant 15 Stamford by Alvin Leung; Kempinski's Dining Experience Extended to Arcade@The Capitol Kempinski with Berthold & Frieda



Capitol Singapore



15 Stamford by Alvin Leung



Berthold Delikatessen



Frieda Restaurant

- 15 Stamford by Alvin Leung, conceptualised by three Michelin-starred chef Alvin Leung, officially commenced operations in December 2018. The restaurant features Chef Leung's creative take on local and regional delights, including the 72-hour U.S. Short Ribs Rendang and Pickled Cabbage, Singapore Laksa with Jasmine Tea-smoked Onsen Quail Eggs, Housemade Dried Shrimp Oil, Shrimp Floss and Charcoal-Grilled Tiger Prawns, and the molecularised version of the Cantonese favourite Mango Pomelo Sago dessert.
- Berthold Delikatessen ("**Berthold**") and Frieda, two Kempinski food and beverage ("**F&B**") concepts, have commenced operations at the Arcade@The Capitol Kempinski, extending the Kempinski's touch to the air-conditioned boulevard connected to The Capitol Kempinski Hotel Singapore.
- Berthold, named in honour of Kempinski's founder Berthold Kempinski, serves a wide selection of sandwiches, pastries and gourmet coffee. Frieda, named after Berthold Kempinski's daughter, presents German and Austrian cuisine with a contemporary flair.

Capitol Singapore – Capitol Theatre Becoming a Popular Choice for Events

Multi-functional Theatre Hosted Various Types of Events: Red Carpet Premieres, Dinners, Screenings, Award Ceremonies, Fairs and Conferences

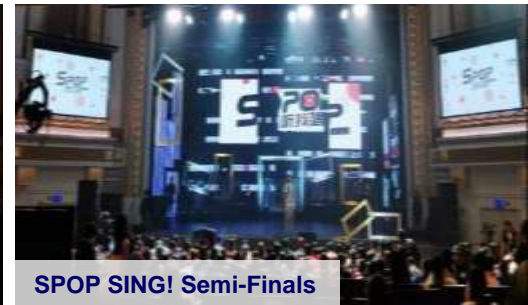
- Capitol Theatre's standing as the preferred venue for major events in Singapore has been strengthening with its direct street level red carpet access and multi-functional theatre configuration aided by its unique rotational chair system.
- High profile events hosted by Capitol Theatre included the red carpet Singapore premiere of Crazy Rich Asians, Singapore International Film Festival, SPOP SING! Semi-finals, and Asian Academy Creative Awards.



Crazy Rich Asians Singapore Premiere



Asian Academy Creative Awards 2018



SPOP SING! Semi-Finals



Singapore International Film Festival



Singapore Book Fair 2018



Calum Scott – Only Human Asia Tour

Capitol Singapore – Eden Residences Capitol

Relaunch of Sales of Eden Residences Capitol in February 2019

- The show suite for the 39-unit luxury apartment Eden Residences Capitol has been completed in preparation for the relaunch of sales, which commenced in early-February 2019.

Photos from Show Suite



Living Room



Master Bedroom



Study Room



Dining Hall

CHIJMES – 100% Occupancy Delivers Good Recurring Income

Popular F&B and Lifestyle Destination Registers Growing Footfall



- Total committed occupancy at 100% as at 31 December 2018, of which 100 % of these tenants by net lettable area have commenced business.
- The choice F&B venue now hosts a variety of local and international cuisines, including the recently opened Almost Famous Craft Beer Bar, Michelin-starred Ramen – Konjiki Hototogisu, and New Ubin Seafood.
- Marketing activities at CHIJMES were ramped up during the Christmas and New Year festive seasons with special music and lighting projection shows on CHIJMES Hall which were well-received by locals and tourists.
- Overall, CHIJMES' year-on-year shoppers' traffic grew by approximately 16%.

Chinatown Point – Asset Enhancement Strengthened F&B Offerings

New “Grab & Go” Food Kiosks Concept Introduced on Basement 1



- Total committed occupancy stood at 91.6% as at 31 December 2018, of which 99.87% of these tenants by net lettable area have commenced business. Excluding the area set aside for further potential enhancement, the committed occupancy would have been higher.
- F&B offerings were strengthened with the reconfiguration of space on Basement 1 into the new “Grab & Go” concept, featuring 19 food kiosks which commenced operations progressively from November 2018.
- In the year, Chinatown Point secured over 20 new F&B brands as a result of active tenant remixing and the reconfiguration at B1, including new-to-market and popular brands like TenRen Tea, Tongue Tip Lanzhou Beef Noodles, Hoshino Coffee and Tiger Sugar, as well as Lamy’s concept store.

TripleOne Somerset – Revamped Retail Podium Obtained TOP

New Two-storey Retail Podium Set to Add Vibrancy to the Orchard Road Precinct with a Mix of Local and International F&B Establishments



Façade

Artist's Impression may differ from the actual view of the completed property



- The new retail podium obtained its Temporary Occupation Permit (“**TOP**”) in January 2019 and is expected to commence operations progressively from March 2019.
- Spanning over 72,500 sq ft in net lettable area over two levels, the retail podium will offer a market place with one of the largest food and takeaway options complemented by a variety of specialty food, health, wellness and lifestyle options.
- Other than anchor retail tenant NTUC Finest, which is set to open its wellness-oriented outlet, the retail podium will host returning tenants, Imperial Treasure Steamboat and Kyoaji, as well as new tenants, such as Sindy Durian, Coney Donut, Pasta House, Glyph Supply Co., Maison Kayser, Kara-men Ajisen, 328 Katong Laksa, So Good Bakery and Meruto Cheesecake.

AXA Tower – Choice CBD Address with Strong Committed Occupancy

Suite of Quality Tenants include AXA Insurance, BOC Aviation, Red Hat Asia Pacific, Lazada SEA and Go-Jek



- Total committed occupancy continued to improve from 92% to 93% quarter-on-quarter.
- Construction of the new end-of-trip facilities on Basement 2 has been completed and is expected to be rolled out in 1Q 2019. The facilities include shower rooms and bicycle parking to provide tenants with added convenience.
- Works on the new two-storey medical annex block, retail podium and office common areas are on-going and have reached various stages of completion and are expected to complete progressively by 2020.
- Continue to explore en-bloc sale opportunities with potential parties to capitalise on the buoyant Singapore office market to achieve optimal returns to shareholders.

Artist's Impression may differ from the actual view of the completed property.

Business Review - Real Estate (China)

Chengdu East HSR Integrated Development – 1st HSR Regional Healthcare and Commercial Hub

Perennial International Health and Medical Hub Commenced Operations in June 2018;
Signature Showcase of Perennial's Integrated Real Estate and Healthcare Strategy



Perennial International Health and Medical Hub, Chengdu – One-Stop Destination for All Healthcare and Medical Needs



Total Committed Occupancy of ~91% with New Medical/Healthcare-Related Tenants Secured



- Total committed occupancy for Perennial International Health and Medical Hub (“**PIHMH**”) stood at approximately 91% as at 31 December 2018.
- Most medical/healthcare-related mini-anchor tenants have commenced operations, while anchor tenant Gleneagles Chengdu Hospital is expected to commence operations in 2H 2019.
- Mirako Fitness, one of the most established fitness brands in China with over 80 stores, and ONLY, a famous local fashion brand, have both commenced operations in 4Q 2018.

Perennial International Health and Medical Hub, Chengdu – Mini-Anchor Medical Tenants



Holistic Suite of Medical and Healthcare Offerings



Rehabilitation



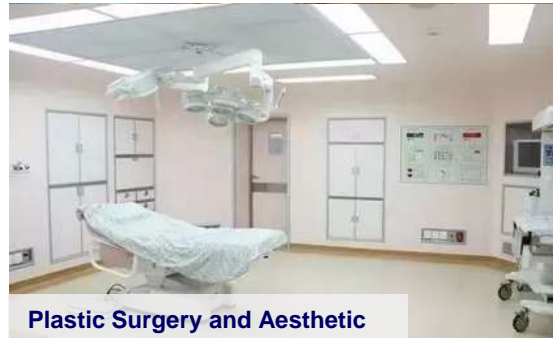
Surgical



Tertiary Hospital



Imaging



Plastic Surgery and Aesthetic



Gynaecology



Maternal and Child Health



Medical Centre



Paediatrics

Perennial International Health and Medical Hub, Chengdu – Complementary Non-Medical Tenants



Myriad of New F&B Tenants, Fashion and Lifestyle Retailers have Commenced Operations



Xi'an North HSR Integrated Development – 2nd HSR Regional Healthcare and Commercial Hub

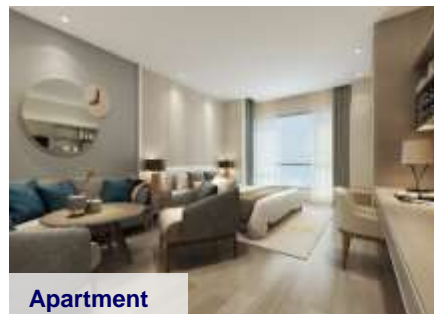
Works Continued to Progress Well on Both Plots;
Improved Intra-city Connectivity with New Operating Subway Line



Artist's Impression



On-Site Photo



Apartment



Loft



SOHO



3/4/5-Star Hotel Rooms

Artist's impressions may differ from the actual view of the completed property.

- On Plot 4, three towers have topped out and interior decoration works are in progress. Construction is on-going for another two towers, reaching Level 26 and ground level respectively.
- On Plot 5, which has been designated for medical usage, piling work is underway.
- Xi'an Subway Line 4 commenced operations in 4Q 2018. The new subway line links the adjacent Xi'an North HSR Station to various tourist attractions in Xi'an and also serves as the only subway line that connects Xi'an North HSR Station to Xi'an Railway Station and provides onward connection to the airport line.
- Plot 4 and Plot 5 are expected to complete construction in 2022 and 2023 respectively.

Tianjin South HSR Integrated Development – 3rd HSR Regional Healthcare and Commercial Hub

Perennial-Led Healthcare JV's First Asset;
~307,500 sqm¹ GFA Integrated Development Next to Tianjin South HSR Station



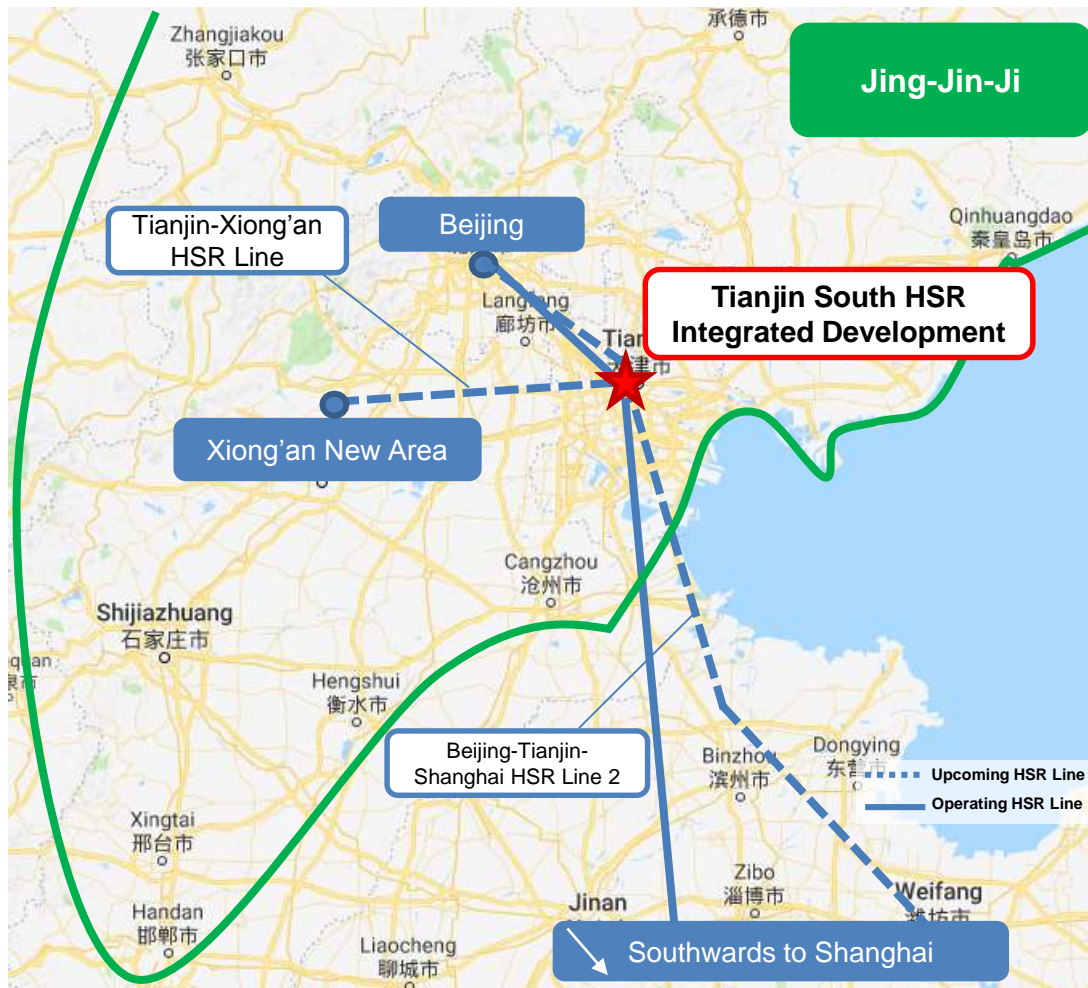
Artist's Impressions may differ from the actual view of the completed property.

- In July 2018, the Perennial-led healthcare JV was awarded the tender by the People's Government of Xiqing District, Tianjin to develop three plots of land which are located adjacent to the Tianjin South HSR Station in Xiqing District, Tianjin.
- The site with a total land area of ~76,900 sqm will be developed into Tianjin South HSR Integrated Development, a one-stop regional healthcare and commercial hub comprising medical care, eldercare, hospitality and retail components.
- The development has received its first two of four key permits, being the Land Use Right Certificate and the Land Use Planning Permit, for all three plots.
- The development is expected to complete progressively from 2022.

1. Subject to relevant authorities' approvals.

Tianjin South HSR Station – Situated Within Planned Jing-Jin-Ji Megalopolis

Tianjin South HSR Station Set to Become Future Key Interchange Hub for Jing-Jin-Ji



The above map is an approximate representation.

- Tianjin is set to benefit from the Chinese Government's development initiative to integrate Beijing, Tianjin and parts of Hebei into Jing-Jin-Ji, a major regional economic hub.
- The new Beijing-Tianjin-Shanghai HSR Line 2 and Tianjin-Xiong'an HSR Line form part of a RMB247 billion railway plan approved by the Chinese Government¹ in 2016 to support the integration and growth of the megacity.
- Both lines will serve Tianjin South HSR Station and enhance accessibility to other parts of Jing-Jin-Ji, positioning the station as a key interchange. Daily traffic at the station is projected to increase more than threefold from 17,000 commuters in 2017 to between 60,000 and 80,000 commuters daily after the expansion².

1. Source: Reuters news article dated 28 Nov 2016 (<https://www.reuters.com/article/us-china-infrastructure-idUSKBN13N050>)
 2. Source: Tianjin South Station Management Office (天津南站地区综合管理办公室) and Tianjin Urban Planning and Design Institute (天津市城市规划设计研究院)

Kunming South HSR Integrated Development – 4th HSR Regional Healthcare and Commercial Hub

Perennial-Led Healthcare JV's Second Asset;
~ 627,600 sqm¹ Maximum GFA Integrated Development Next to Kunming South HSR Station



Artist's Impressions may differ from the actual view of the completed property.

- In December 2018, the Perennial-led healthcare JV was awarded the tender by the People's Government of Chenggong District (呈贡区), Kunming, Yunnan Province to develop two plots of land with a total land area of approximately 65,054 sqm which are sited next to the Kunming South HSR Station.
- Kunming South HSR Integrated Development will be developed into a one-stop regional healthcare and commercial hub comprising medical care, eldercare, hospitality, meetings, incentives, conferences and exhibitions and retail components.
- Kunming South HSR Station is the largest HSR Station in Southwest China, Yunnan Province's East Asia and Southeast Asia Transportation Hub, and the designated HSR gateway station which is expected to link Southeast Asian countries, including Singapore, to various parts of China as part of the planned Trans-Asian HSR network under China's Belt and Road Initiative.

1. Subject to relevant authorities' approvals.

Kunming South HSR Station – A Key HSR Station in China with Extensive Network

Catchment of about 30 million Population within 2-hour Train Ride;
Target Traffic of 250,000 Daily Passengers at Full Capacity¹

China HSR Network (As at September 2018³)

Kunming South HSR Station provides quick access to key cities including Shanghai, Beijing and Guangzhou



Part of China's Eight Vertical and Eight Horizontal Railway Plan

Operational Major HSR Lines

- Shanghai – Kunming Line 沪昆线 (one of the longest and most important lines in China²)
Quick access to key cities including Shanghai 上海 (~11hrs), Beijing 北京 (~10hrs) and Guangzhou 广州 (~6hrs), and other major cities such as Hangzhou 杭州, Suzhou 苏州, Wuhan 武汉, Changsha 长沙, Nanchang 南昌 and Guiyang 贵阳.
- Yungui Line 云桂线 (Kunming - Nanning)

Planned Major HSR Lines

- Chongqing – Kunming Line 渝昆线
- Guangzhou – Kunming Line 广昆线

Part of Yunnan Province's Eight Inter-city and Five International Railway Expansion Line Plan

- Expected to provide eight local access routes to various key cities across China including Chongqing 重庆, Chengdu 成都, Nanning 南宁, Neijiang 内江, Shanghai 上海 and Tibet 西藏 and five international access routes to East Asian and Southeast Asian countries.

Legend

● Key cities accessible by HSR (operational/planned) from Kunming South HSR Station

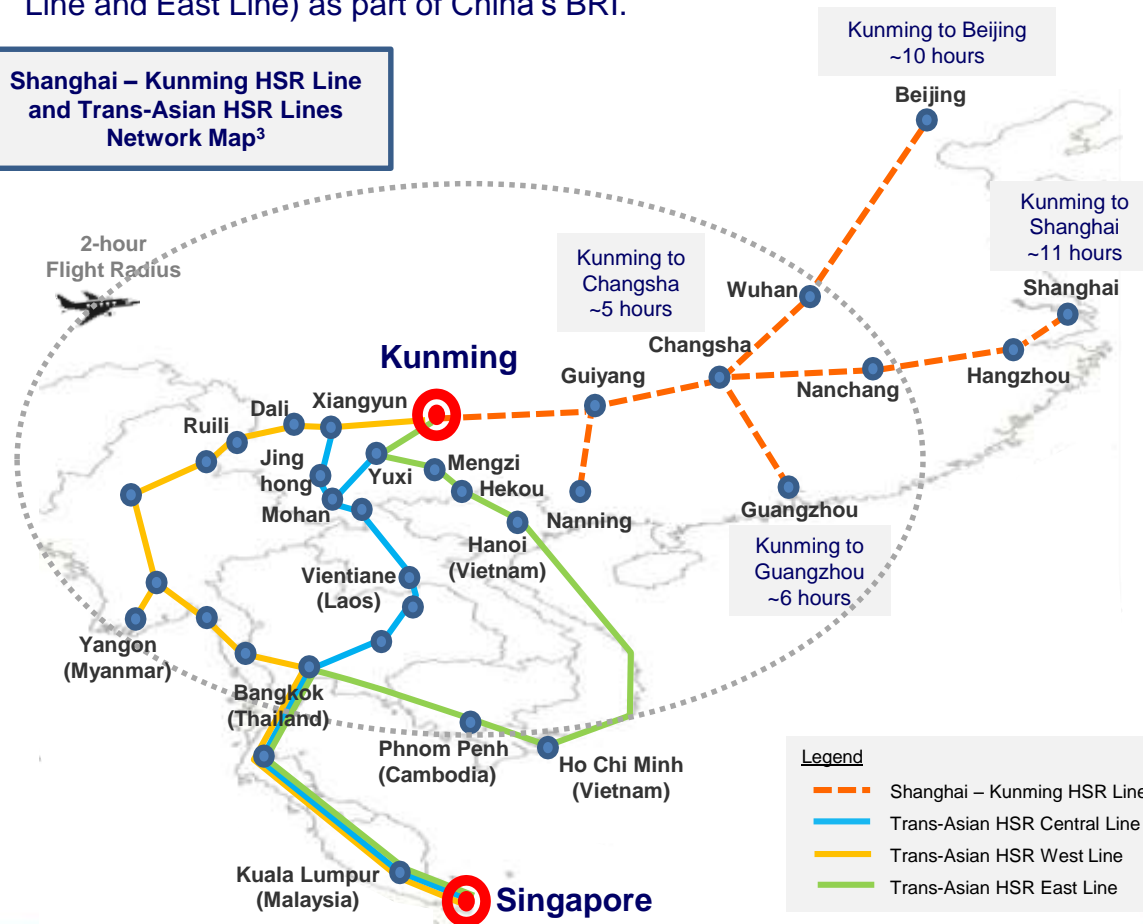
- Source: Yunnan House News article dated 16 October 2018 (<http://www.ynhouse.com/news/view-203475.html>).
- Source: Xinhua News article dated 1 July 2016 (http://www.xinhuanet.com/comments/2016-07/01/c_1119144876.htm).
- Source: China High Speed Railway Planning Map: TravelChinaGuide (<https://www.travelchinaguide.com/china-trains/railway-map.htm>).

Kunming South HSR Station – Gateway HSR Station for Trans-Asian HSR Network

Development Poised to Benefit from Station's Strategic Reach to Communities in Southeast Asian Countries, including Singapore

- Kunming South HSR Station's designation as the HSR gateway interchange station¹ connecting Southeast Asian countries, including Singapore, to various parts of China via three planned Trans-Asian HSR Lines² (Central Line, West Line and East Line) as part of China's BRI.

Shanghai – Kunming HSR Line and Trans-Asian HSR Lines Network Map³



Planned Trans-Asian HSR Lines²

Central Line

Kunming - Yuxi - Vientiane - Bangkok - Kuala Lumpur - Singapore

West Line

Kunming - Dali - Yangon - Bangkok - Kuala Lumpur - Singapore

East Line

Kunming - Hanoi - Phnom Penh - Ho Chi Minh - Bangkok - Kuala Lumpur - Singapore

Legend

- Shanghai – Kunming HSR Line
- Trans-Asian HSR Central Line
- Trans-Asian HSR West Line
- Trans-Asian HSR East Line

- Source: People News article dated 4 January 2016 (<http://yn.people.com.cn/news/yunnan/n2/2016/0104/c228496-27454953.html>).
- Source: Sina News article dated 26 December 2017 (<http://news.sina.com.cn/c/2018-01-05/doc-ifyqiwuw6793524.shtml>).
- Source: Huashang News article dated 15 December 2016 (<http://finance.hsw.cn/system/2016/1215/157165.shtml>).

Leveraging on Perennial's Healthcare JV to Grow HSR Healthcare and Commercial Hub Portfolio

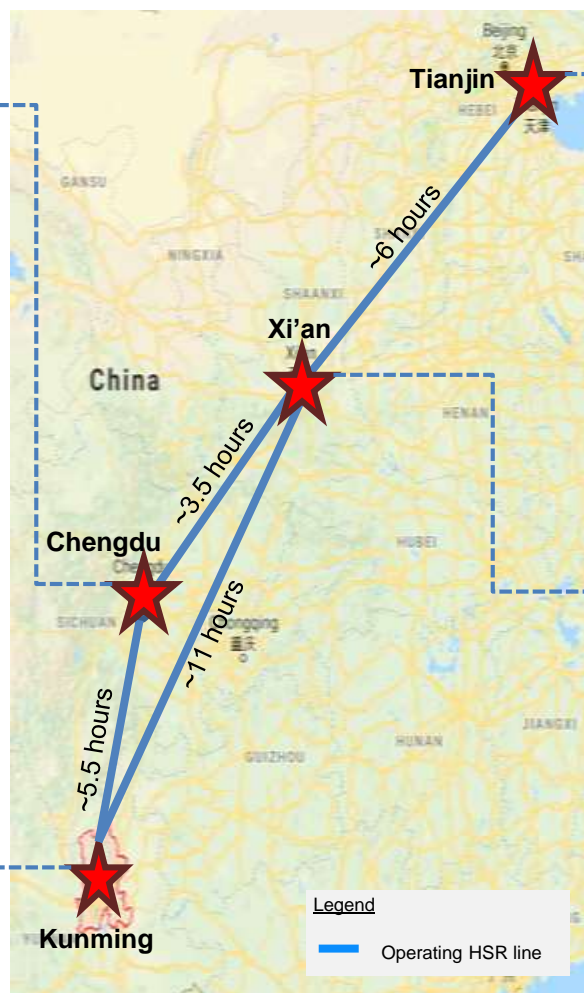
Four Prime HSR Healthcare and Commercial Hubs
Spanning a Total GFA of ~3 million sqm

Southwest China

Chengdu East HSR Integrated Development
(Adjacent to Chengdu East HSR Station, one of the Largest HSR Stations in China¹)



Kunming South HSR Integrated Development
(Adjacent to Kunming South HSR Station, the Largest HSR Station in SW China¹)



Northeast China

Tianjin South HSR Integrated Development
(Adjacent to Tianjin South HSR Station, a future key interchange hub for Jing-Jin-Ji)



Northwest China

Xi'an North HSR Integrated Development
(Adjacent to Xi'an North HSR Station, the Largest HSR Station in China¹)



¹ Source: Sina article dated 4 November 2016 (http://blog.sina.com.cn/s/blog_555b8d8b0102ws6s.html)

Beijing Tongzhou Integrated Development – Government Affirms Plans to Boost Regional Development

Plans for Beijing Sub-centre to Drive Growth of Neighbouring Sanhe, Dachang and Xianghe Counties; Tongzhou Positioned as Model of Coordinated Development of Jing-Jin-Ji Region



Artist's Impression may differ from the actual view of the completed property.

- Phase 1 has obtained the final approval ahead of commencement of construction work. On Phase 2, construction is progressing well with one of the three plots having completed structural top-out, and another two of the three plots achieving development height of Level 11 and Basement 1 respectively.
- In January 2019, the China's State Council approved the development plan for Tongzhou as the Sub-centre to drive regional growth. Key functions of the Beijing Government, universities and hospitals are expected to move to Tongzhou. Four key departments of the Beijing Government have officially moved their offices into Tongzhou.
- The West extension of Metro Line 6 which connects directly to Beijing Tongzhou Integrated Development has commenced operations. With this extension, Metro Line 6 connects with Metro Line 1 and S1, which enables an easier connection from West Beijing to Tongzhou for nearly one million people in Shijingshan District and Mentougou District.
- Phase 1 and Phase 2 of the development are expected to complete progressively from 2023 and 2022 respectively.

Zhuhai Hengqin Integrated Development – Well-Posed to Benefit from Growth in the Greater Bay Area

Construction Works Continued to Make Good Progress



- The hotel and serviced apartment tower have topped out. Construction of the office tower has reached Level 33, while the retail podium has reached a development height of Level 5.
- The Hong Kong-Zhuhai-Macau Bridge, the world's longest sea bridge linking the cities of Hong Kong and Macau to the Chinese Mainland, which was launched in October 2018 is expected to increase business activities in the Greater Bay Area and benefit the development.
- The development is expected to complete construction works in 2020.



On-Site Photo

Business Review - Real Estate (Other Markets)

Other Markets – The Light City, Penang, Malaysia

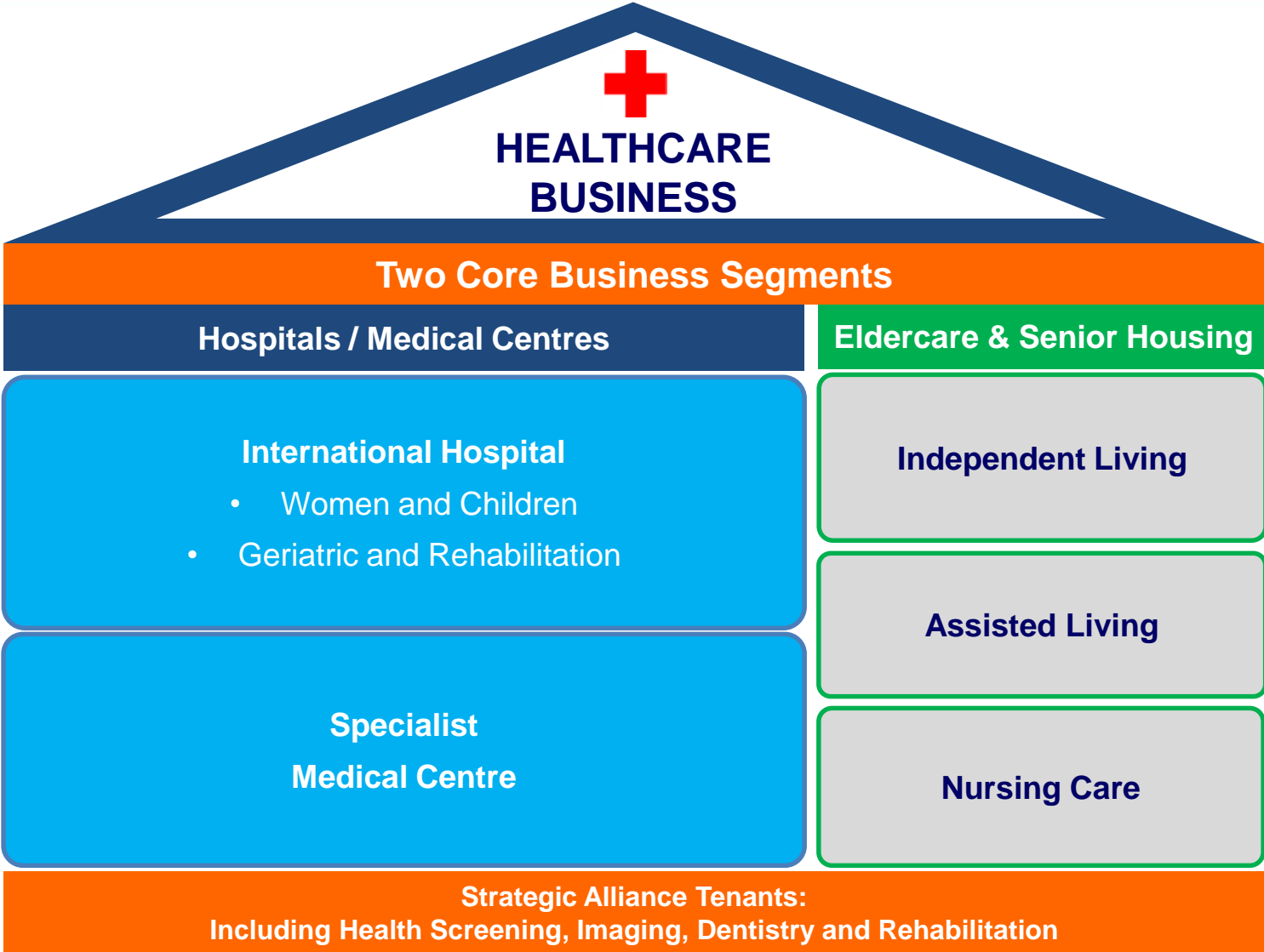
Completed Site Preparation Works



Artist's Impression may differs from actual view of the completed property.

- Site preparation works have been completed, with development works expected in 2019.
- Sales of the first residential phase, Mezzo The Light City, expected to be launched in 2019, subject to market conditions.
- Construction works are expected to complete progressively from 2023.

Business Review - Healthcare

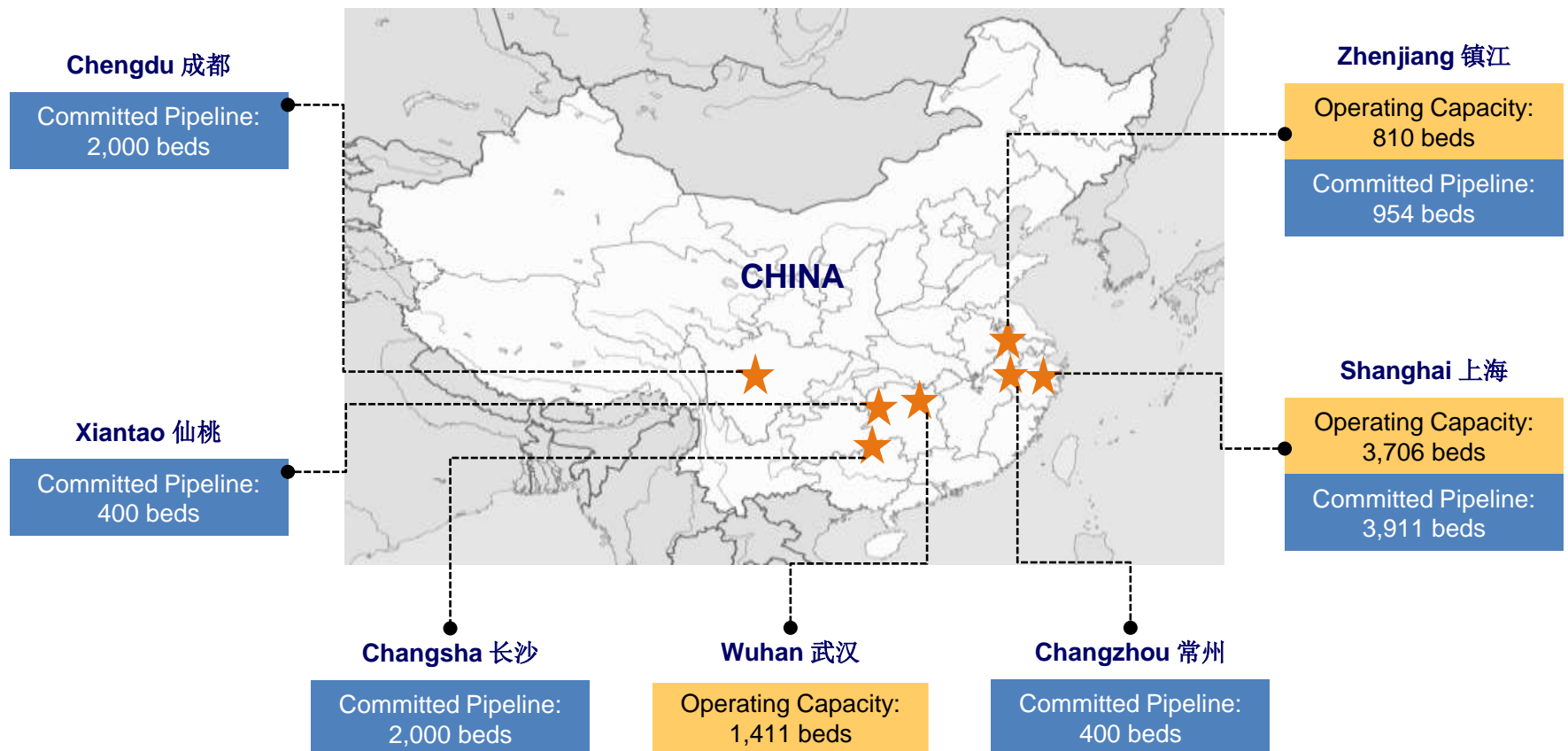


Renshoutang – Set to Become One of The Largest Eldercare Operators



Presence in Seven Cities Across China with Current Operating Capacity of 5,927 Beds

- Renshoutang, the largest private integrated eldercare services operator in Shanghai, currently **operates 5,927 beds**. It also has a **committed pipeline of over 9,650 beds** and a **potential pipeline of over 13,500 beds**.



Renshoutang – Strategic Three-Pronged Approach To Achieve Scale

Continue with Proven Multi-Pronged Approach with a Focus on the Asset Light Leasing Model

① Leasing Model

- Lease and operate facilities owned by local governments and third parties.
- Facilities managed and operated by Renshoutang.



Shanghai Xijiao Xiehe Eldercare and Retirement Home

② PPP Model

- Partner local governments through Public-Private-Partnership (“PPP”) model to lease and jointly operate facilities.



Wuhan Jiuzhoutong Renshoutang Xiehe Eldercare and Retirement Home

③ Acquisition Model

- Operate facilities that are owned by Renshoutang, Perennial or Perennial-syndicated joint ventures.



Shanghai Renshoutang Nursing Home

Renshoutang – Perennial's Fastest Growing Healthcare Business Line



In FY2018, Three Newly-Opened Facilities Grew Operating Capacity by 2,210 Beds

Renshoutang Fengxian Yixian Eldercare and Retirement Home

*First Government-Built-Privately-
Operated Facility in the District*



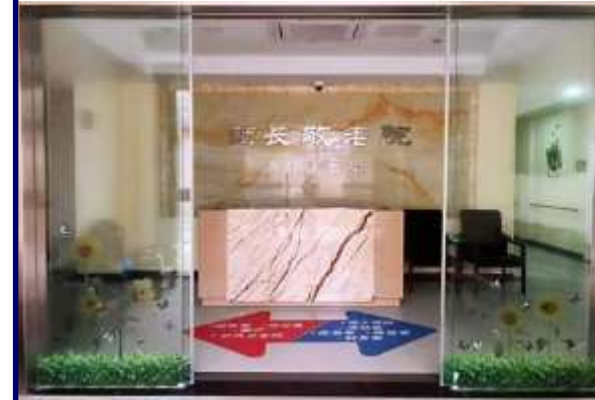
Wuhan Jiuzhoutong Renshoutang Xiehe Eldercare and Retirement Home

Renshoutang's First PPP



Shanghai Yichang Eldercare and Retirement Home

Managed and Operated by Renshoutang



Renshoutang – Four New Facilities To Commence Operations in 1H 2019



First Operational Facility in Changzhou and Additional Facilities in Shanghai & Zhenjiang to Add Over 1,900 Beds to Eldercare Portfolio

Changzhou

Shanghai

Zhenjiang



Looking Forward

- Drive the operating performance of Perennial International Health and Medical Hub in Chengdu, the first signature showcase of our integrated real estate and healthcare strategy.
- Continue to grow our portfolio of High Speed Railway Regional Healthcare and Commercial Hubs in China by leveraging on the up to US\$1.2 billion Perennial-syndicated joint venture vehicle to invest in potential sites.
- Accelerate the growth of our medical and healthcare-related business in China, focusing on two main segments, being *Hospitals* and *Medical Centres* and *Eldercare* and *Senior Housing*.
- Repositioning of Capitol Singapore to drive higher operating performance.
- Explore capital recycling opportunities to maximise returns in Singapore and China.
- Monitor the timely execution of ongoing development and enhancement works in Singapore, China and other markets.
- Continue to manage our capital prudently and optimise capital efficiency.

THANK YOU

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