

WE ARE FUELLED BY
PASSION



WE ARE FUELLED BY PASSION

Passion and resilience. These are traits one can see in a child – lively, expressive, ready for challenges, and enthusiastic for new adventures. These traits also apply to how CapitaLand Malaysia Mall Trust (CMMT) approaches long-term growth.

Sticking to our values, focusing on our strategies and working with passion, we continue to harness the combined expertise and dedication of our team to make good on our value proposition and seek new growth opportunities. Through proactive asset management and asset enhancement initiatives, CMMT is driven to create long-term unitholder value.

VISION

To be Malaysia's leading shopping mall real estate investment trust through value creation and continuous innovation.

MISSION

To deliver long-term and sustainable distribution of income and potential capital growth to Unitholders

FOR INVESTORS

Deliver sustainable total returns

FOR TENANTS

Create profitable opportunities

FOR SHOPPERS

Create delightful shopping and lifestyle experiences

FOR EMPLOYEES

Provide opportunities to realise personal potential and achieve professional growth

FOR THE COMMUNITY

Promote social responsibility and environmental sustainability

An artist's impression of Jumpa @ Sungei Wang



CORPORATE PROFILE

Listed on the Main Market of Bursa Malaysia Securities Berhad (Bursa Malaysia) on 16 July 2010, CMMT is a shopping mall-focused real estate investment trust (REIT) in Malaysia with an income-producing, geographically diversified portfolio of five shopping malls and a complementary office block.

As at 31 December 2018, CMMT had a market capitalisation of approximately RM2.1 billion and its portfolio was independently valued at RM4.0 billion.

CMMT invests, on a long-term basis, in income-producing real estate which is primarily used for retail purposes and these quality assets are strategically located in key urban centres across Malaysia; Gurney Plaza in Penang, three in Klang Valley – a majority interest in Sungei Wang¹ in Kuala Lumpur, 3 Damansara and Tropicana City Office Tower in Petaling Jaya, The Mines in Seri Kembangan and East Coast Mall in Kuantan, Pahang. The portfolio has a total net lettable area of over 2.9 million square feet (sq ft). As at 31 December 2018, the total asset size of CMMT is approximately RM4.1 billion.

CMMT is managed by CapitaLand Malaysia Mall REIT Management Sdn. Bhd. (the Manager) – a joint venture between CapitaLand Limited, one of Asia's largest real estate companies headquartered and listed in Singapore, and Malaysian Industrial Development Finance Berhad (MIDF). MTrustee Berhad (the Trustee) is the trustee for CMMT.

¹ CMMT's interest in Sungei Wang comprises
(i) 205 strata parcels within the mall which represents approximately 61.9% of the aggregate retail floor area of Sungei Wang, and
(ii) 100.0% of the car park bays in Sungei Wang.

CONTENTS

OVERVIEW

02	2018 Highlights
03	Financial Highlights
04	Property Portfolio
05	2018 Initiatives
12	Board of Directors
13	Letter to Unitholders
16	Trust Structure
	Organisation Structure
17	Value Creation
18	Financial and Trading Highlights
20	Salient Features of CMMT
21	Year in Brief

CORPORATE GOVERNANCE & TRANSPARENCY

24	Board of Directors
28	Trust Management
30	Corporate Governance
55	Audit Committee Report
59	Statement on Risk Management and Internal Control
62	Enterprise Risk Management
65	Investor & Media Relations
66	Unit Price Performance

SUSTAINABILITY

67	Sustainability Management
----	---------------------------

BUSINESS REVIEW

74	Operations Review
78	Financial Review
81	Capital Management
83	Independent Retail Market Overview
91	Marketing and Promotions
94	Property Summary

PORTFOLIO DETAILS

95	Gurney Plaza
98	Sungei Wang
101	3 Damansara & Tropicana City Office Tower
104	The Mines
106	East Coast Mall

FINANCIALS & ADDITIONAL INFORMATION

108	Financial Statements
162	Statistics of Unitholders
166	Notice of Annual General Meeting
	Proxy Form
	Corporate Information

2018 HIGHLIGHTS



GROSS REVENUE

RM350.1
million

RM368.9 million in 2017



NET PROPERTY INCOME

RM215.0
million

RM237.1 million in 2017



PROPERTY VALUATION

RM4.0
billion

RM4.0 billion in 2017



NET LETTABLE AREA¹

2.9
million sq ft

3.1 million sq ft in 2017



NO. OF COMMITTED LEASES

1,292
leases

1,333 leases in 2017



PORTFOLIO OCCUPANCY RATE

93.2%

95.4% in 2017



ANNUAL SHOPPER TRAFFIC

57.5
million

59.0 million in 2017



DISTRIBUTION PER UNIT

7.90 sen

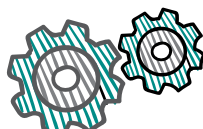
8.22 sen in 2017



DISTRIBUTION YIELD

7.82%

4.49% in 2017



MARKET CAPITALISATION

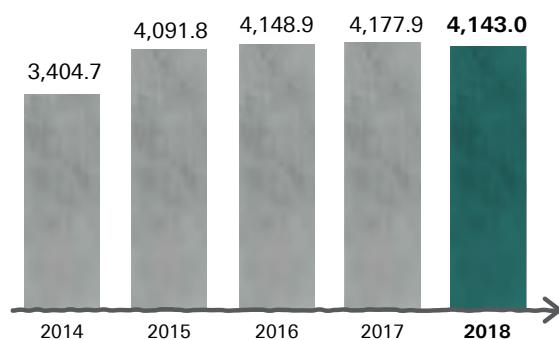
RM2.1
billion

RM3.7 billion in 2017

FINANCIAL HIGHLIGHTS

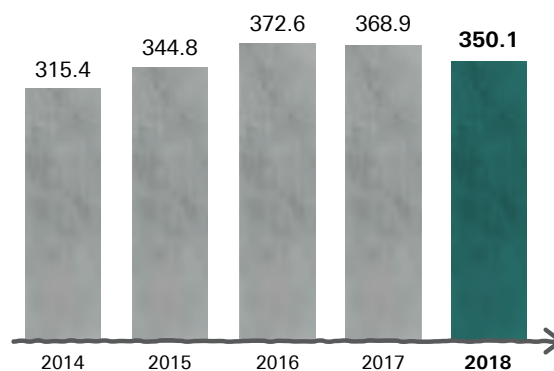
TOTAL ASSETS

(RM million)



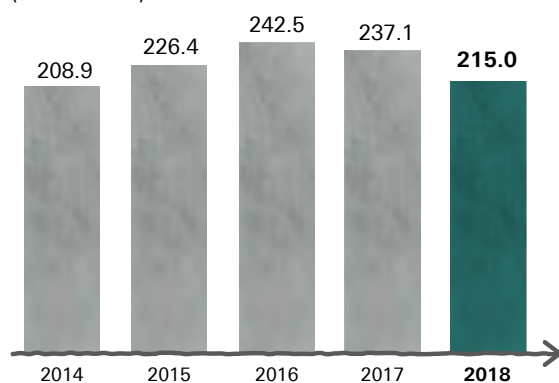
GROSS REVENUE

(RM million)



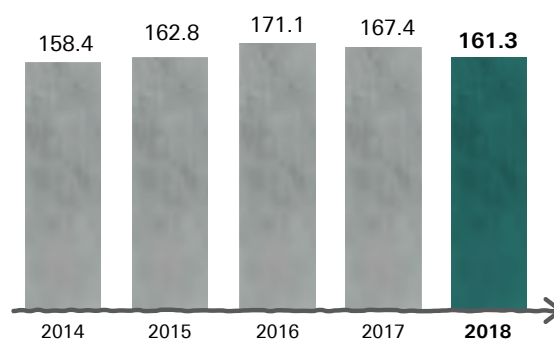
NET PROPERTY INCOME

(RM million)



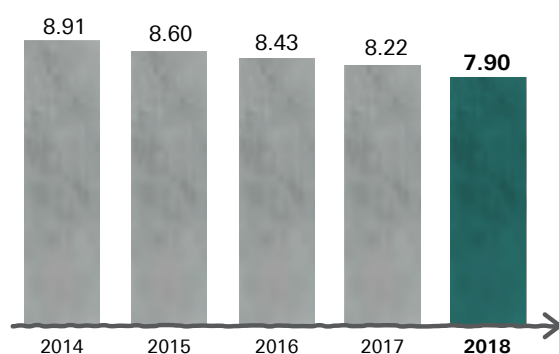
DISTRIBUTABLE INCOME

(RM million)



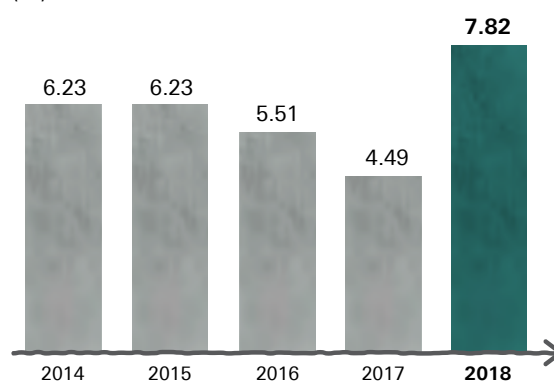
DISTRIBUTION PER UNIT

(sen)



DISTRIBUTION YIELD¹

(%)



¹ Based on the closing unit price of RM1.43 on 31 December 2014, RM1.38 on 31 December 2015, RM1.53 on 30 December 2016, RM1.83 on 29 December 2017 and RM1.01 on 31 December 2018.

PROPERTY PORTFOLIO

1,292
Leases

2.9 million sq ft
Net Lettable Area

RM **4.0** billion
Valuation



1 Gurney Plaza



2 3 Damansara & Tropicana City Office Tower

CMMT invests, on a long-term basis, in income-producing real estate which is primarily used for retail purposes and located primarily in Malaysia.

An artist's impression of Sungei Wang's new facade



3 Sungei Wang



4 The Mines



5 East Coast Mall

2018 INITIATIVES

GURNEY PLAZA



- Penang's premier lifestyle shopping mall destination
- Joint Silver winner in the above 10 years retail category for the EdgeProp Malaysia's Best Managed Property Awards 2018

2018 KEY HIGHLIGHTS

- To optimise the layout on Level 4 and further diversify the mall's offerings, we reconfigured the space to house fashion stores and cafe kiosks. Now known as Lifestyle Avenue targeting the millennials and young-at-heart shoppers, several homegrown brands were successfully incubated
- Completed exterior façade repainting as part of the ongoing repositioning efforts to further elevate the mall's positioning
- Anchor tenant Parkson commenced renovations to upgrade to Parkson Elite – the first flagship store outside the Klang Valley
- Opening of several new brands like Hugo Boss, Furla, La Mer, Aesop, Innisfree, JD Sports, Puma, HLA, Owndays, Ippudo Ramen + Bar, Hoshino Coffee, San Francisco Coffee and Quickie by Chin Chin



2018 INITIATIVES

SUNGEI WANG

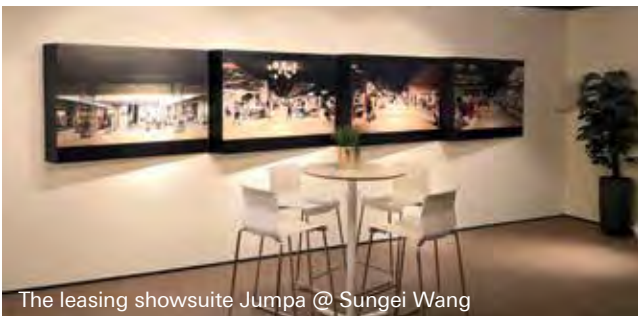


An artist's impression of the interior of Jumba @ Sungei Wang

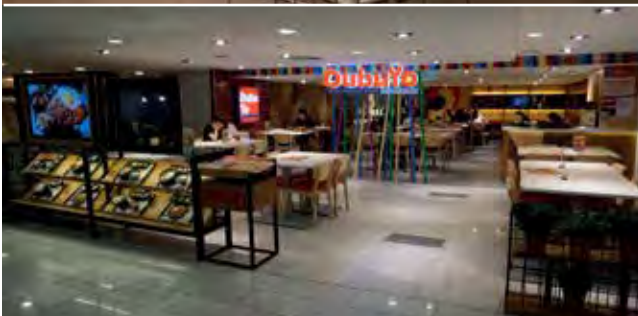
- › Strategically located within the established Bukit Bintang shopping district
- › Positioned as one-stop destination "for all kinds of everything"

2018 KEY HIGHLIGHTS

- › A RM54.5 million asset enhancement initiative commenced to reconfigure the annex space into a vibrant and energetic lifestyle zone. Known as Jumba, shoppers can look forward to an exciting line-up of more than 80 specialty shops offering fashion, food and beverage, family entertainment and athleisure when it opens in 2H 2019
- › A showsuite was set up to support Jumba's leasing efforts as well as a retailers' gathering
- › Anchor tenant Giant completed its renovation and now offers a new urban store concept at Sungei Wang
- › Opening of several new brands like Boost Juice, Watch Me, Dubuyo, TeaLive and Cin Cai Lar



The leasing showsuite Jumba @ Sungei Wang



3 DAMANSARA & TROPICANA CITY OFFICE TOWER



- › The preferred dining and gourmet destination, serving as a hub for the local community to meet, dine, drink and shop under one roof
- › Strategically located at the intersection of two major highways, making it easily accessible from Kuala Lumpur and various parts of Petaling Jaya



2018 KEY HIGHLIGHTS

- › Tropicana City Mall was renamed as 3 Damansara
- › RM6.2 million was spent to refurbish the restrooms to improve shoppers' experience
- › Opening of several new food and beverages outlets like Chicken Plus, Divine Meats, Taipei Taipei, Macao Imperial Tea, Boost Juice and The Wrapz. Other new brands include Huawei, Sport Planet, Mr. D.I.Y, Ace Hardware, Dreamland, MyEG and XES Signature



2018 INITIATIVES

THE MINES



- A lifestyle suburban shopping mall in southern Klang Valley which offers a variety of fashion, I.T., food and beverages, homewares, entertainment and groceries
- Strategically located in Seri Kembangan's Mines Resort City that is well known for its Venetian-like internal water canal that links two former tin mine lakes

2018 KEY HIGHLIGHTS

- Created a home furnishing zone at South Zone on Level 4
- Embarked on two asset enhancement initiatives on Level 2 to expand food and beverages and lifestyle offerings
- Opening of several new brands like SSF Concept Store, Celllora, Mi Store, Acer Concept Store, KK Super Mart, Family Mart, Mick Hair Care, YOGU Frozen Yogurt and Olympic Kids Club



EAST COAST MALL



- Positioned as a modern family lifestyle mall and widely regarded as the market leader in East Coast of Peninsular Malaysia
- Located in the heart of Kuantan's city centre in Pahang and is within walking distance to local attractions and amenities



2018 KEY HIGHLIGHTS

- Completed asset enhancements works on Level 1 to create an international fashion cluster. A set of new escalators were also installed to further improve shopper traffic circulation as well as reconfiguration of kiosk space on the ground floor
- Carried out space reconfiguration works on the ground floor to bring in more international fashion and sports brands
- Opening of several new brands like Yoshinoya Japanese Kitchen, Calvin Klein, Vans, Adidas, Common Sense, Babyshop, Max, Navy & Navy, COCO, Timberland, JD Sports, HLA and Secret Recipe







PASSION ENRICHES OUR STRATEGY FOR GROWTH.

Just as determination fuels a child's desire to reach goals, CMMT takes a proactive approach in driving healthy occupancy cost, strengthening synergies with our tenants, improving our mix of retail and dining offerings, and enhancing our assets to attract more shoppers.

More than
144,000
CapitaStar members

75.1%
Total Return Since IPO

BOARD OF DIRECTORS



DAVID WONG CHIN HUAT

Chairman

Non-Executive Independent Director

LOW PECK CHEN

Chief Executive Officer

Executive Non-Independent Director

TAN SIEW BEE

Non-Executive Independent Director



DR PETER TAY BUAN HUAT

Non-Executive Independent Director

TUAN HAJI ROSLI BIN ABDULLAH

Non-Executive Independent Director

NG CHIH KAYE

Non-Executive Independent Director



RONALD TAY BOON HWEE

Non-Executive Non-Independent Director

LIM CHO PIN ANDREW GEOFFREY

Non-Executive Non-Independent Director