

# RIDING THROUGH THE STORM

(FOR FY20/21)

## DIVERSIFYING THE PORTFOLIO

Co-invested with the Sponsor in an office building,

### The Pinnacle Gangnam,

located in Seoul, South Korea at a total acquisition cost<sup>1</sup> (based on MNACT's 50.0% interest)

of **\$S276.4m.**

Together with the full-year contributions from two office properties in Japan (MBP and Omori) acquired in February 2020, these have cushioned the impact from COVID-19 on MNACT's profit in FY20/21.






FY20/21 NPI  
(Excluding contributions from MBP, Omori and The Pinnacle Gangnam)

**\$S267.1m**

FY20/21 NPI<sup>2</sup>  
(Including contributions from MBP, Omori and The Pinnacle Gangnam)

**\$S295.8m**

(AS AT 31 MARCH 2021)

CHINA		HONG KONG SAR		JAPAN		SOUTH KOREA	
							
<b>GATEWAY PLAZA</b>	<b>SANDHILL PLAZA</b>	<b>FESTIVAL WALK</b>	<b>JAPAN PROPERTIES</b>	<b>THE PINNACLE GANGNAM</b>			
Valuation <sup>3</sup> <b>\$S1,334m</b>	Valuation <sup>3</sup> <b>\$S501m</b>	Valuation <sup>3</sup> <b>\$S4,520m</b>	Valuation <sup>3</sup> <b>\$S1,319m</b>	Valuation <sup>3</sup> <b>\$S272m</b>	(based on MNACT's 50.0% effective interest)		
Occupancy Rate <b>92.9%</b>	Occupancy Rate <b>97.9%</b>	Occupancy Rate <b>99.9%</b>	Occupancy Rate <b>97.8%</b>	Occupancy Rate <b>96.5%</b>			
WALE <sup>4</sup> <b>2.2 years</b>	WALE <sup>4</sup> <b>2.0 years</b>	WALE <sup>4</sup> <b>2.0 years</b>	WALE <sup>4</sup> <b>3.0 years</b>	WALE <sup>4</sup> <b>2.8 years</b>			
Tenants <b>97</b>	Tenants <b>51</b>	Tenants <b>188</b>	Tenants <b>95</b>	Tenants <b>34</b>			

<sup>1</sup> The total acquisition cost comprises the agreed property value payable by MNACT of \$S272.9 million, the acquisition fee payable to the Manager of \$S2.7 million as well as acquisition-related transaction costs of \$S0.8 million. Please refer to MNACT's SGX-ST Announcement dated 30 October 2020 titled "Completion of Acquisition of 50.0% Interest in an Office Building Known as "The Pinnacle Gangnam" Located in Seoul, Korea".

<sup>2</sup> As contribution from The Pinnacle Gangnam is reflected as MNACT's share of profit of a joint venture based on its 50.0% effective interest, FY20/21 NPI of \$S292.0 million does not include the contribution from The Pinnacle Gangnam. On a pro-forma basis, FY20/21 NPI including MNACT's 50.0% share of the NPI from The Pinnacle Gangnam from 30 October 2020 would have been \$S295.8 million.

<sup>3</sup> Based on the independent valuations conducted by the valuers as at 31 March 2021. Please refer to page 22 in the Financial Review and Capital Management section for the valuations by asset.

<sup>4</sup> Weighted average lease expiry ("WALE") measures the remaining lease terms of the committed leases weighted by the gross rental income for the month of March 2021.

## ENSURING BUSINESS CONTINUITY

### Granted rental reliefs of **\$50.5m**

to support our tenants amid COVID-19 in FY20/21.

Executed flexible leasing strategies to attract and retain tenants, recording a high portfolio occupancy of **97.0%**.



### Deployed technology solutions such as disinfecting robots and ultraviolet (“UV”) disinfection devices on escalator handrails

to complement daily cleaning routines at our properties.

Facilitated remote working among employees through the use of secure information technology platforms and tools, minimising workflow disruptions.

Maintained adequate cash and bank balances, and committed and uncommitted undrawn facilities of **\$766.0m**

to meet working capital and financial obligations.

## REFINING TENANT MIX

Continued to enhance Festival Walk mall’s tenant mix, recruiting resilient trades such as the food and beverage, lifestyle and services sectors.



Focused on key demand drivers for office space such as the technology, media and telecommunications (“TMT”), financial services and bio-medical sectors.

## IMPLEMENTING DIGITALISATION INITIATIVES

Launched a digital loyalty programme at Festival Walk, making it more convenient for shoppers to redeem rewards for their spending at the mall.

Integrated virtual reality into MBP’s leasing website, where prospective tenants are able to ‘view’ the amenities and common areas of the property without being physically present on site.



## CONTINUING SUSTAINABLE PRACTICES

Obtained two new green loan facilities<sup>1</sup> of **\$207.3m** in FY20/21, increasing total sustainable financing secured at MNACT to **\$415.3m** as at 31 March 2021.

Conducted company-wide employee survey to provide an avenue for open feedback.

Initiated and carried out seven corporate social responsibility (“CSR”) activities to support and care for the underprivileged and needy.

## ALIGNING OUR INTERESTS WITH UNITHOLDERS

### Waived entitlement to performance fee until such time when DPU exceeds the DPU achieved in FY19/20

(which was prior to the full-year impact of COVID-19), in consideration of the impact of COVID-19 on MNACT’s distribution to the Unitholders<sup>2</sup>.



<sup>1</sup> The green loan facilities relate to Festival Walk, which has been certified a Final Platinum rating under Hong Kong Green Building Council’s Building Environmental Assessment Method (“BEAM”) Plus – Existing Buildings V1.2.

<sup>2</sup> Please refer to MNACT’s SGX-ST Announcement dated 25 September 2020 titled “(A) Acquisition of 50.0% Interest in an Office Building Known as “The Pinnacle Gangnam” located in Seoul, Korea; (B) Manager to Waive Entitlement to Performance Fees”.