

## **Important Notice**

2

This presentation may contain forward-looking statements. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these risks, uncertainties and assumptions include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from other companies, shifts in customer demands, customers and partners, changes in operating expenses including employee wages, benefits and training, 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, which are based on the current view of management regarding future events. 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 Lendlease Global Commercial Trust Management Pte. Ltd. (the "Manager") nor any of its affiliates, advisers or representatives shall have any liability whatsoever (in 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 past performance of Lendlease Global Commercial REIT ("LREIT") is not indicative of future performance. The listing of the units in LREIT ("Units") on Singapore Exchange Securities Trading Limited (the "SGX-ST") does not guarantee a liquid market for the Units. The value of the 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 the Units is subject to investment risks, including the possible loss of the principal amount invested. Investors have no right to request that the Manager redeem or purchase their Units while the Units are listed on the SGX-ST. It is intended that holders of Units may only deal in their Units through trading on the SGX-ST.

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

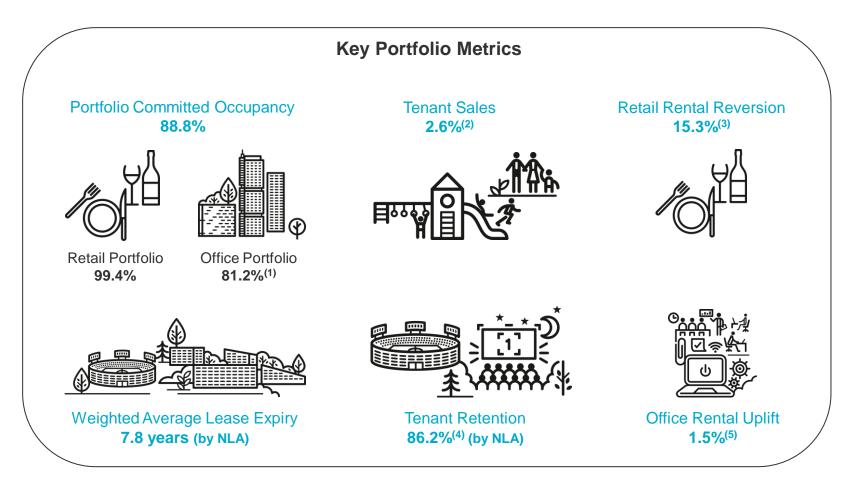


# Key Highlights

Jem is connected directly to the Jurong East MRT station.

jem

## **Key Highlights**



(1) As at 31 March 2024, approximately 8.1% of the NLA at Building 3 of Sky Complex has been committed (based on the existing NLA of Building 3).

- (2) Compared against 3Q FY2023.
- (3) Year-to-date on weighted average basis.
- (4) Based on year-to-date completed lease renewal.
- (5) Refers to Building 1 and 2 of Sky Complex post the lease structure with Sky Italia in December 2023. Building 3 is undergoing repositioning for multi-tenancy to secure market rental.



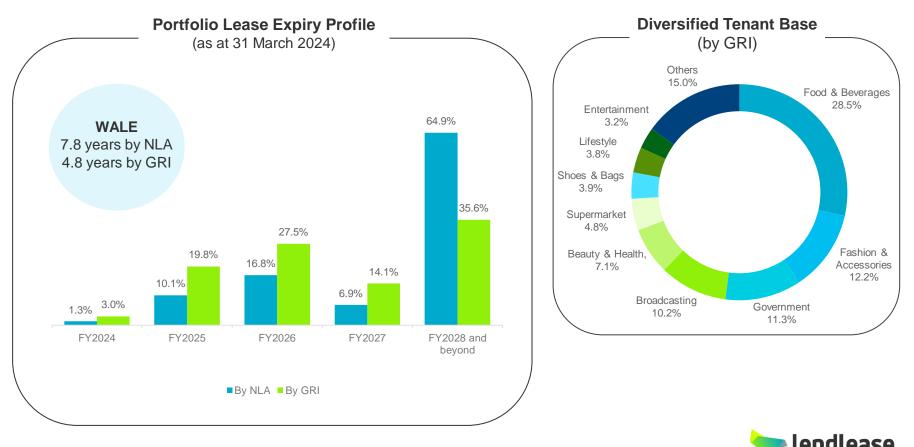
# Portfolio Performance

313@somerset enjoys strong connectivity to transport infrastructure, including a direct link to Somerset MRT Station.

GLOBAL COMMERCIAL REIT

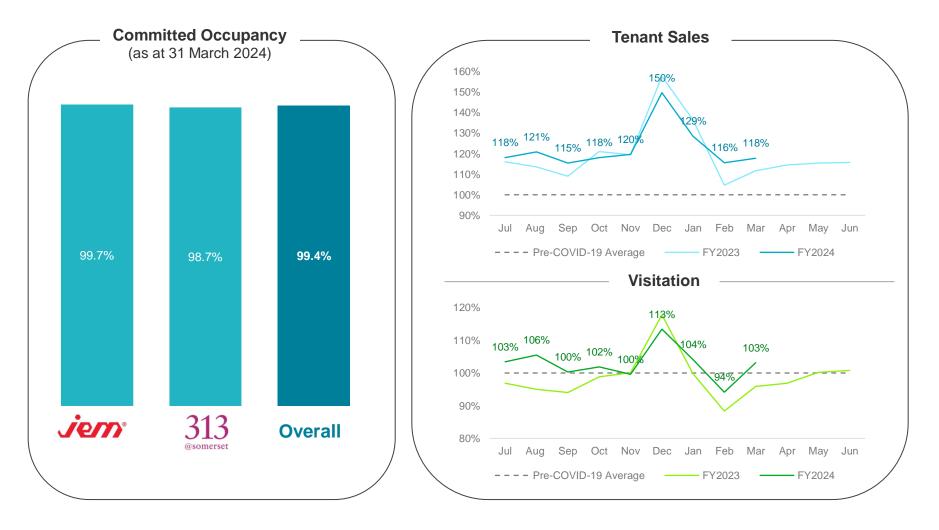
## **Proactive Asset Management**

- Secured two-year<sup>(1)</sup> electricity tariff contract at a lower rate to hedge against volatile electricity markets.
- Well-staggered lease expiry to mitigate concentration risks.
- Office tenants with a long lease term account for approximately 22% of portfolio GRI to ensure stable cashflow.



## **Retail Portfolio: Healthy Operational Metrics**

- Tenant sales continued to increase 2.6% YoY (S\$207.9 million in 3Q FY2024 vs. S\$202.7 million in 3Q FY2023).
- Visitation improved 6.1% YoY (16.4 million in 3Q FY2024 vs. 15.4 million in 3Q FY2023).



## **Office Portfolio: Positive Leasing Momentum for Milan Asset**

- Approximately 8.1%<sup>(1)</sup> of the NLA at Building 3 of Sky Complex has been committed at market rents.
- Long WALE of 12.6 years by NLA and 15.1 years by GRI.



- Occupancy: 100%
- NLA: 311,217 sq ft
- Grade A office building leased to the Ministry of National Development till 2044
- Rental review: Once every five years



- (1) Based on the existing NLA of Building 3
- (2) Includes committed space of Building 3.
- (3) Based on valuation report as at 30 June 2023.
- (4) Sky Italia is a subsidiary of Comcast Corporation, a global media and technology company.
- (5) Pegged to the Italian National Institute of Statistics consumer price index.



- Occupancy: 74.8%<sup>(2)</sup>
- NLA: 84,873 sqm<sup>(3)</sup>
- Building 1 and 2 fully leased to Sky Italia<sup>(4)</sup> till 2033
- Building 3 is undergoing repositioning to secure multi-tenancy at market rents
- Rental review: Annual<sup>(5)</sup>



### **New F&B and Retail Tenants**



Sake+, a Fish Mart Sakuraya concept restaurant that serves affordable Japanese-Italian fusion cuisine and curated sake.



EATPIZZA, a grab-and-go handcrafted pizza house from Korea.



Holland and Barrett, a UK health and wellness brand that offers a wide range of health supplements, specialist foods and natural beauty products.



K-LINE, a scalp and beauty care specialist that adopts latest technology from Korea.



안녕 An Nyeong

An Nyeong, a Korean joint that serves freshly made gimbap and authentic Korean food.



Rado, a Swiss watch brand known for its innovative design and the use of high-tech ceramic.

# Capital Management

IER

All three Grade A office buildings of Sky Complex are LEED Gold certified.

A KA

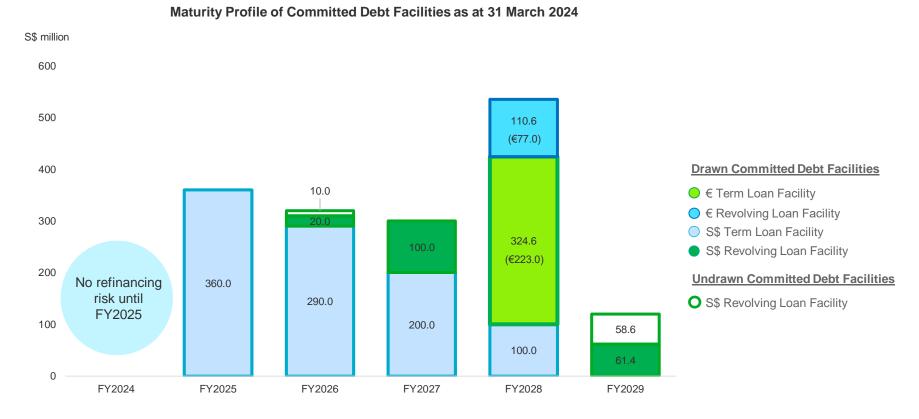
3Q FY2024 Business Update

#### Lendlease Global Commercial REIT

11

## **Debt Facilities and Maturity Profile**

- No refinancing risks on committed debt facilities until FY2025.
- Undrawn debt facilities was S\$168.6 million as at 31 March 2024.





## **Capital Management**

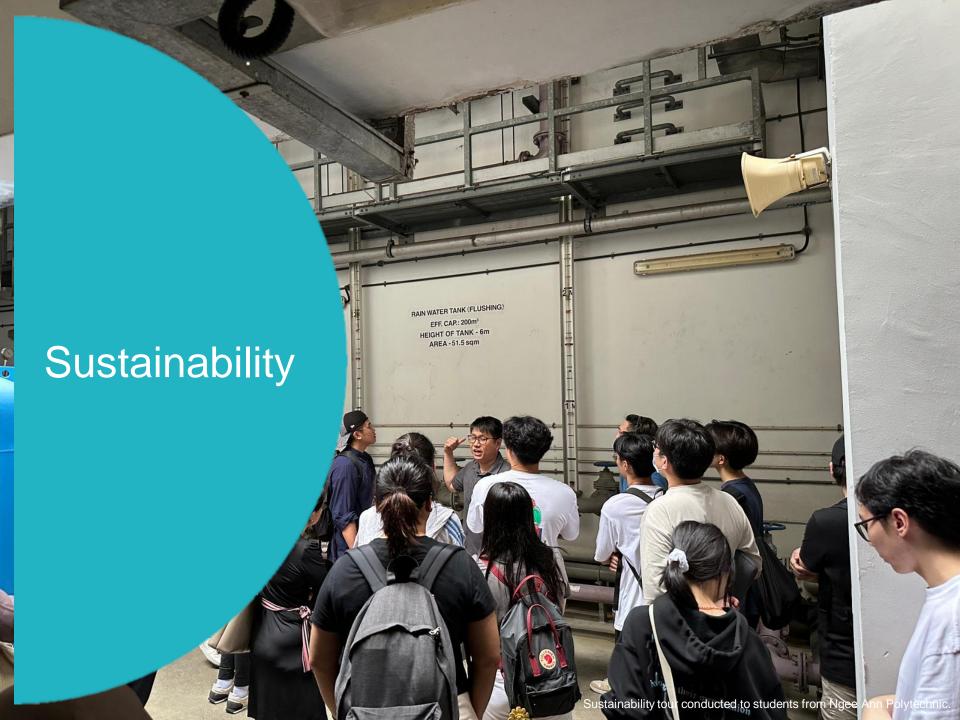
- Approximately 61% of the borrowings are hedged to fixed rates as at 31 March 2024.
- Sustainability-linked financing accounted for approximately 85% of total committed debt facilities and are pegged to LREIT's annual sustainability performance.

	As at 31 March 2024	As at 31 December 2023
Gross borrowings	S\$1,566.6 million	S\$1,547.1 million
Gearing ratio	41.0%	40.5%
Weighted average debt maturity	2.8 years	3.0 years
Weighted average cost of debt <sup>(1)</sup>	3.50% p.a.	3.37% p.a.
Interest coverage ratio <sup>(2)</sup>	3.4 times	3.8 times

(1) Excludes amortisation of debt-related transaction costs.

(2) The interest coverage ratio (ICR) as at 31 March 2024 of 3.4 times (31 December 2023: 3.8 times) is in accordance with requirements in its debt agreements; 2.3 times (31 December 2023: 2.5 times) and 1.8 times for adjusted ICR (31 December 2023: 1.9 times) in accordance with the Property Funds Appendix of the Code on Collective Investment Schemes.





#### **Commitment Towards Sustainability**

- Lendlease Group is undertaking a Nature & Biodiversity strategic review to better understand the ways in which its business activities impact and depend on nature, along with the opportunities it has to enhance nature and slow down biodiversity loss.
- As a Group, we have joined Taskforce for Nature-related Financial Disclosures ("TNFD") as a Forum Member.



# Looking Ahead

PARKWAY PARADE

Parkway Parade, one of Singapore's largest suburyan malls in the Eastern region

## Key Focus in the Near-term

- Proactive asset management to ٠ drive operational performance of our assets
- Prudent capital management to ٠ manage cost and gearing
- Focus on achieving resilient and ٠ sustainable returns
- Continue to drive progress towards ۰ **ESG** targets



#### ASSET MANAGEMENT AND ENHANCEMENT

We proactively manage LREIT's property portfolio to maintain and improve its operational performance, and optimise the cash flow and value of the properties. At the same time, we build strong relationships with the tenants of these assets to drive organic growth, ensure continued relevance of the properties and facilitate property enhancement opportunities.

We pursue opportunities that we believe will boost LREIT's portfolio. improve risk-adjusted returns to unitholders ("Unitholders"), and drive future income and capital growth. We also seek acquisitions that may enhance the diversification of the portfolio by location, asset segment and tenant profile. We identify investment opportunities by leveraging Lendlease Group's experience and track record in real estate investment.

We maintain a prudent capital structure through a combination of debt and equity to finance acquisitions and asset enhancement initiatives ("AEI"). Exposure to market volatility is managed by utilising interest rate and currency risk management strategies, while we secure diversified funding sources to access both financial institutions and capital markets.



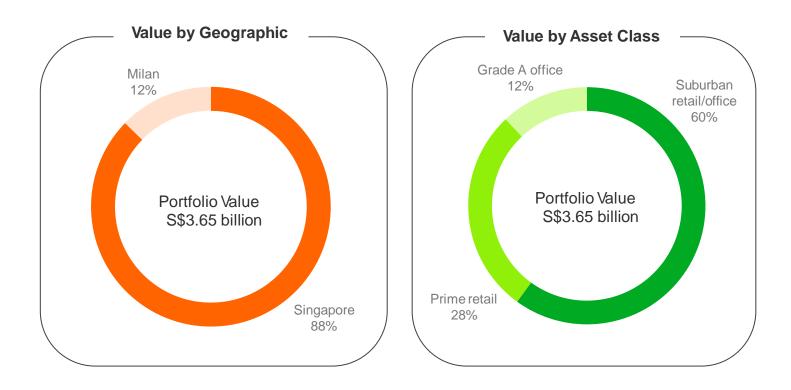
## **Market Review**

Singapore Retail Market	<ul> <li>Retail sales (excluding motor vehicles) rose 9.4% YoY in February 2024, reversing the 1.8% declined in January 2024. The total estimated retail sales value (excluding motor vehicles) was about S\$3.4 billion, of which 12.4% were from online retail sales.</li> <li>Strong leasing activities in Q1 2024 as retailers remain optimistic on the back of improving consumer spending. The demand of space was primarily driven by F&amp;B operators and new-to-market brands.</li> <li>Retail rents in the Orchard Road and suburban spaces increased 1.1% and 0.3% QoQ to S\$36.70 and S\$31.85 per sq ft per month respectively. With limited supply in the next few years, CBRE Research expects prime retail rents to maintain its growth trajectory in 2024.</li> </ul>
Singapore Office Market	<ul> <li>Leasing demand was relatively low in Q1 2024 as companies have adopted a more conservative approach on relocation.</li> <li>In Q1 2024, vacancy rates in the core CBD and fringe CBD improved slightly to 4.9% (from 5.2% in Q4 2023) and 5.9% QoQ (from 6.2% in Q4 2023) respectively. Core CBD office rents increased by 0.6% QoQ to S\$8.90 per sq ft per month.</li> <li>With the economy expected to improve in 2H 2024 and companies continued to focus on flight to quality, CBRE Research expects Core CBD (Grade A) rent to grow by 2% to 3% this year.</li> </ul>
Milan Office Market	<ul> <li>According to the Italian National Institute of Statistics, the consumer price index in March 2024 increased by 1.2% YoY and unchanged MoM.</li> <li>Milan office market registered an absorption of 143,000 sqm in Q4 2023, bringing the total absorption for the year to 412,000 sqm (+14% over the 10-year average). The Periphery area, where Sky Complex is located, accounted for 21.7% absorption rate, higher than the CBD area of 14.0%.</li> <li>Leasing demand continued to be driven by the growing emphasis on sustainability, which has also led to the emergence of 'green leases' that reinforces the commitments from both the tenant and the landlord to operate sustainably.</li> </ul>

# Additional Information

## **Portfolio Composite by Valuation**

- Singapore accounts for approximately 88% of the portfolio (by valuation)
- Suburban retail/office and Grade A office account for more than 70% of the portfolio



#### Note:

Information as at 30 June 2023.

• Conversion rate for Milan asset was based on € to S\$ of 1.476 as at 30 June 2023.



## Jem, an office and retail property in Singapore

One of the largest suburban malls in the West of Singapore, infusing the region with lively shopping and dining experiences.





(1) Refers to overall committed occupancy of Jem (retail and office combined).

(2) Based on valuation report as at 30 June 2023.

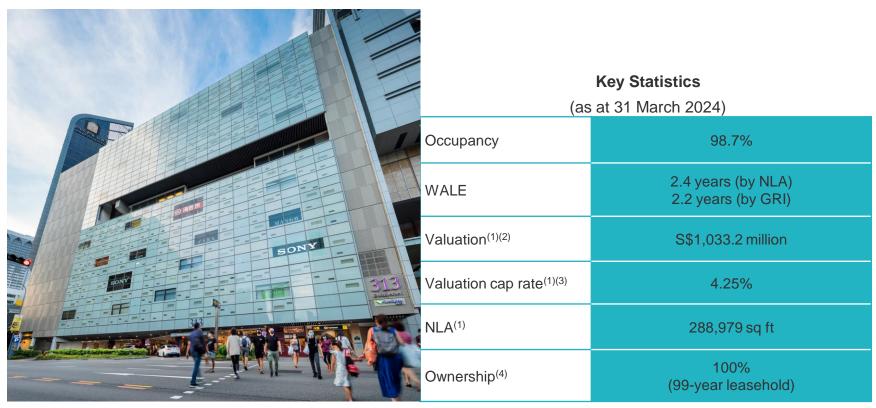
(3) 99-year leasehold commencing from 27 September 2010 till 26 September 2109.



## 313@somerset, a prime retail mall in Singapore

A youth-oriented retail mall centrally located on Singapore's Orchard Road shopping belt, directly connected to the Somerset MRT Station.





(1) Based on valuation report as at 30 June 2023.

(2) Includes the development of the multifunctional event space, adjacent to 313@somerset, which will be connected seamlessly to the Discovery Walk that links to 313@somerset. Value reflected is the total of the market value and right-of-use-asset.

- (3) Refers to operating asset only.
- (4) 99-year leasehold commencing from 21 November 2006 until 20 November 2105.

## Sky Complex, three Grade A office buildings in Milan

All three office buildings are LEED Gold certified, have Grade A office building specifications and are designed in accordance with energy saving criteria and high use flexibility



Key Statistics (as at 31 March 2024)	
Occupancy <sup>(1)</sup>	74.8%
WALE <sup>(2)</sup>	8.8 years (by NLA and GRI)
Valuation <sup>(3)</sup>	€290.5 million
Terminal cap rate <sup>(3)</sup>	5.75%
NLA <sup>(3)</sup>	Building 1 and 2: 61,595 sqm Building 3: 23,278 sqm
Ownership	100% (freehold)

(1) Includes committed space at Building 3.

(2) Refers to Building 1 and 2 only.

(3) Based on valuation report as at 30 June 2023.

## Sky Complex, Grade A Office in Milan

• Milano Santa Giulia Business District, where Sky Complex is located, is the first precinct to be LEED Neighbourhood certified, a benchmark for quality of life and sustainability.



#### Sky Complex

- Spark One and Two, Grade A office buildings, with ancillary retail fully leased, adding vibrancy in the precinct
- 2 Residential area with 1,800 families and a shopping & entertainment street
- 3 Community park of size 45,000 sqm
- A New campus of Giuseppe Verdi Conservatory, the largest music academy in Italy
- 5 Multifunctional arena where 2026 Winter Olympics will be held



### **Other Investments**

Strategic stake in Parkway Parade through a 10.0% interest in Parkway Parade Partnership Pte. Ltd.



- The investment increased LREIT's exposure to Singapore's resilient suburban retail segment.
- Direct connection to the upcoming Marine Parade MRT station and completion of the planned asset enhancement initiatives (by phases) will channel more footfall to Parkway Parade and strengthen its position as a dominant suburban retail mall in the eastern part of Singapore.

## Development of a multifunctional event space adjacent to 313@somerset



- The combined NLA with 313@somerset of approximately 330,000 sq ft enlarges and strengthens LREIT's retail presence in the Somerset youth precinct.
- The space is envisioned to be an experiential innovative lifestyle destination that features creative use of communal spaces and themed events to promote social networking and wellness.
- Once construction of the site has commenced, it will take approximately 12 to 18 months to complete.

#### **Commitment towards environmental goals**

• LREIT had achieved net zero carbon in FY2023, ahead of the target of FY2025.

# MISSION ZERO

As a 1.5°C aligned company, LREIT's sponsor has set ambitious sciencebased emissions reductions targets.



Reduction of greenhouse gas emissions from business activities as far as possible, with the remainder offset with an approved carbon offset scheme.

Sponsor's net zero target applies to scope 1 & 2 emissions.



Mitigation of all greenhouse gas emissions produced from business activities to absolute zero, without the use of offsets.

Sponsor's absolute zero target applies to scope 1, 2 & 3 emissions.

#### **SCOPES**

Scopes are emissions categories defined by the Greenhouse Gas Protocol



Fuels we burn



SCOPE 2

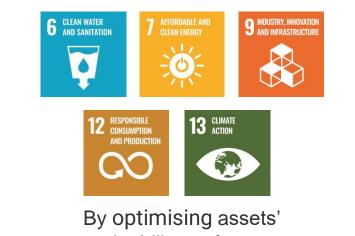
Power we consume



Indirect activities

#### **Commitment Towards Sustainability**

# SUSTAINABLE GOALS



By optimising assets' sustainability performance to achieve Absolute Zero Carbon by FY2040

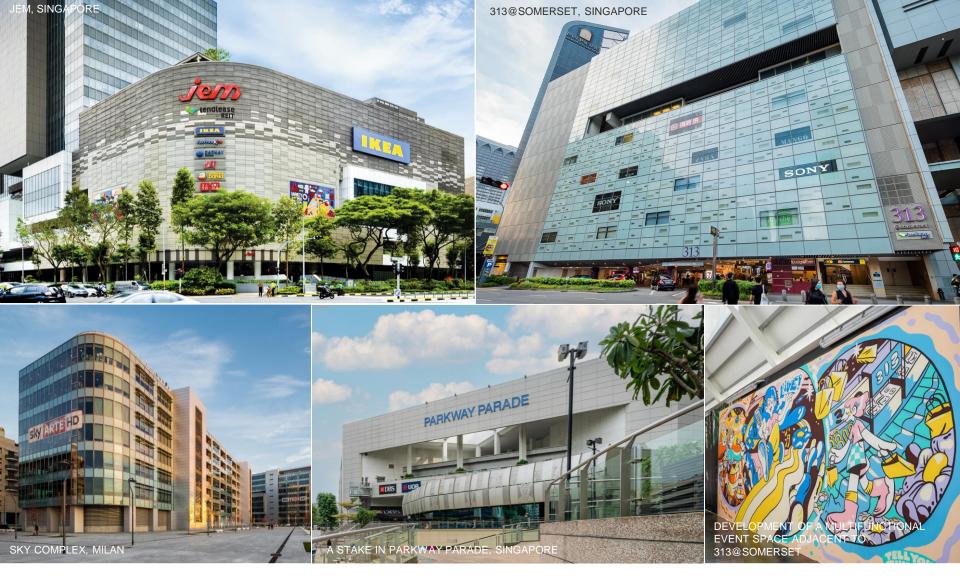


By maintaining and refining social initiatives and policies conducted by the Manager for internal and external stakeholders



Assessing relevance of Nature & Biodiversity Conservation to LREIT





# **Thank You**

For enquiries, please contact Ling Bee Lin, Head of Investor Relations and ESG Tel: (65) 6671 7374 / Email: enquiry@lendleaseglobalcommercialreit.com





#### Lendlease Global Commercial REIT Continues to Achieve Double-digit Positive Retail Rental Reversion

Occupancy of retail portfolio maintains above 99%

#### Key Highlights

- Positive retail rental reversion of 15.3%<sup>1</sup> with a healthy tenant retention rate of 86.2%
- Approximately 8.1%<sup>2</sup> of the net lettable area ("NLA") at Building 3 committed at market rents within 3 months post the lease restructure of Sky Complex in December 2023
- Secured two-year<sup>3</sup> electricity tariff contract at a lower rate to hedge against volatile electricity markets
- Tenant sales and visitation increased 2.6%<sup>4</sup> and 6.1% YoY<sup>4</sup> respectively
- No refinancing risks on committed debt facilities until FY2025

**Singapore, 6 May 2024** - Lendlease Global Commercial Trust Management Pte. Ltd. (the "Manager"), the manager of Lendlease Global Commercial REIT ("LREIT"), is pleased to share its third-quarter Business Update for FY2024.

#### **Operations Update**

LREIT's portfolio committed occupancy increased to 88.8% as at 31 March 2024 compared to occupancy of 87.9% as at 31 December 2023. This is mainly attributed to the positive leasing momentum of Sky Complex (Building 3), where approximately 8.1%<sup>2</sup> of the NLA was committed during the quarter. LREIT continued to maintain a long portfolio weighted average lease expiry ("WALE") of approximately 7.8 years (by NLA) and 4.8 years (by gross rental income ("GRI")) respectively.

#### Lower electricity tariff rate secured to hedge against volatile electricity markets

During the quarter, the Manager secured a two-year<sup>3</sup> electricity tariff contract for Jem and 313@somerset at a lower rate to effectively hedge against volatile electricity markets. This would reduce utilities expenses by approximately 30% per annum for the next two years and help to cushion against the increase in other expenses.

As at 31 March 2024, LREIT's retail portfolio continued to maintain a high committed occupancy rate of 99.4% and achieve positive rental reversion of 15.3%<sup>1</sup>. It has also maintained a healthy retail tenant retention rate of 86.2%.

Tenant sales continued to register positive growth of 2.6%  $YoY^4$  in 3Q FY2024, and visitation also increased 6.1%  $YoY^4$ .

<sup>&</sup>lt;sup>1</sup> Year-to-date on weighted average basis.

<sup>&</sup>lt;sup>2</sup> Based on the existing NLA of Building 3.

<sup>&</sup>lt;sup>3</sup> New electricity tariff contract will take effective from July 2024.

<sup>&</sup>lt;sup>4</sup> Compared against 3Q FY2023.



#### Positive leasing interest received for Building 3 of Sky Complex

Post the lease restructure of Sky Complex in December 2023, approximately 8.1%<sup>2</sup> of the NLA was committed at market rents within three months. The Manager continues to see positive leasing interest from various sectors including telecommunication.

As at 31 March 2024, office tenants account for approximately 22% of portfolio GRI. With a long office WALE of 12.6 years by NLA and 15.1 years by GRI, it will provide a stable revenue for LREIT's unitholders.

#### Capital Management

As at 31 March 2024, gross borrowings were S\$1,566.6 million with a gearing ratio of 41.0%. The weighted average debt maturity was 2.8 years with a weighted average cost of debt of 3.50% per annum<sup>5</sup>. As at the period end, LREIT has an interest coverage ratio of 3.4 times<sup>6</sup>, which provides ample buffer from its debt covenants of 2.0 times.

All of its debt is unsecured with approximately 61% of its borrowings hedged to fixed rate. In addition, LREIT has undrawn debt facilities of S\$168.6 million to fund its working capital. Approximately 85% of LREIT's total committed debt facilities as at 31 March 2024 are sustainability-linked financing, which will generate net interest savings to LREIT's unitholders when the targets are met.

Mr Kelvin Chow, Chief Executive Officer of the Manager, said, "We are pleased to deliver another quarter of healthy operational performance with a high retail rental reversion of 15.3%<sup>1</sup>. The leasing progress at Building 3 of Sky Complex is an encouraging step towards our strategic repositioning to secure multi-tenancy at market rents. Moving forward, we will continue to remain focused on prudent capital management to manage cost and gearing."

END

<sup>&</sup>lt;sup>5</sup> Excludes amortisation of debt-related transaction costs.

<sup>&</sup>lt;sup>6</sup> The interest coverage ratio (ICR) as at 31 March 2024 of 3.4 times (31 December 2023: 3.8 times) is in accordance with requirements in its debt agreements; 2.3 times (31 December 2023: 2.5 times) and 1.8 times for adjusted ICR (31 December 2023: 1.9 times) in accordance with the Property Funds Appendix of the Code on Collective Investment Schemes.



#### About Lendlease Global Commercial REIT

Listed on 2 October 2019, Lendlease Global Commercial REIT ("LREIT") is established with the principal investment strategy of investing, directly or indirectly, in a diversified portfolio of stabilised income-producing real estate assets located globally, which are used primarily for retail and/or office purposes.

Its portfolio comprises leasehold properties in Singapore namely Jem (an office and retail property) and 313@somerset (a prime retail property) as well as freehold interest in Sky Complex (three Grade A office buildings) in Milan. These five properties have a total net lettable area of approximately 2.1 million square feet, with an appraised value of S\$3.65 billion as at 30 June 2023. Other investments include a stake in Parkway Parade (an office and retail property) and development of a multifunctional event space on a site adjacent to 313@somerset.

LREIT is managed by Lendlease Global Commercial Trust Management Pte. Ltd., an indirect wholly-owned subsidiary of Lendlease Corporation Limited. Its key objectives are to provide unitholders with regular and stable distributions, achieve long-term growth in distribution per unit and net asset value per unit, and maintain an appropriate capital structure.

#### About the Sponsor - Lendlease Corporation Limited

The Sponsor, Lendlease Corporation Limited, is part of the Lendlease Group, an international real estate group with core expertise in shaping cities and creating strong and connected communities, with operations in Australia, Asia, Europe and the Americas.

Headquartered in Sydney and established in 1958, the Lendlease Group's vision is creating places where communities thrive. It is also a trusted investment manager to over 150 key capital partners in property and investments.

#### For more information, please contact Investor Relations:

Lendlease Global Commercial Trust Management Pte. Ltd. Ling Bee Lin enquiry@lendleaseglobalcommercialreit.com Tel: +65 6671 7374



#### **Important Notice**

This press release is for information purposes only and does not constitute or form part of an offer, invitation or solicitation of any offer to purchase or subscribe for any securities of Lendlease Global Commercial REIT ("LREIT") in Singapore or any other jurisdiction nor should it or any part of it form the basis of, or be relied upon in connection with, any contract or commitment whatsoever.

The value of units in LREIT (the **"Units"**) and the income derived from them may fall as well as rise. Units are not obligations of, deposits in, or guaranteed by Lendlease Global Commercial Trust Management Pte. Ltd. (the **"Manager"**), DBS Trustee Limited (as trustee of LREIT) or any of their affiliates.

This press release may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from similar developments, shifts in expected levels of property rental income, 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.

An investment in Units is subject to investment risks, including the possible loss of the principal amount invested. Holders of Units ("**Unitholder**") have no right to request the Manager to redeem or purchase their Units while the Units are listed. It is intended that Unitholders may only deal in their Units through trading on Singapore Exchange Securities Trading Limited ("**SGX-ST**"). Listing of the Units on SGX-ST does not guarantee a liquid market for the Units.

This press release is not to be distributed or circulated outside of Singapore. Any failure to comply with this restriction may constitute a violation of United State securities laws or the laws of any other jurisdiction.

The past performance of LREIT is not necessarily indicative of its future performance.