

Financial Review & Capital Management

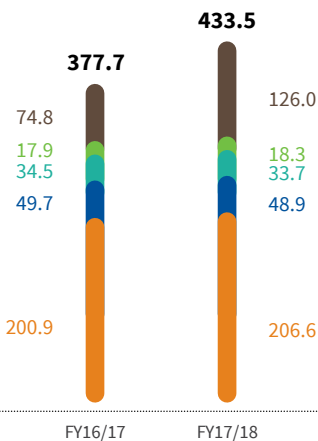
	FY17/18 (S\$'000)	FY16/17 (S\$'000)	Variance %
Gross revenue	433,525	377,747	14.8
Property operating expenses	(94,680)	(85,441)	(10.8)
Net property income	338,845	292,306	15.9
Finance income	403	463	(13.0)
Finance expenses	(64,329)	(54,168)	(18.8)
Manager's management fees			
- Base fees	(16,087)	(13,887)	(15.8)
- Performance fees	(13,554)	(11,692)	(15.9)
Trustee's fees	(794)	(706)	(12.5)
Other trust expenses	(1,160)	(1,445)	19.7
Foreign exchange gain/(loss)	1,618	(4,541)	N.M.
Net income	244,942	206,330	18.7
Adjustments			
- Unrealised foreign exchange (gain)/loss	(1,618)	4,541	N.M.
- Net effect of other non-tax deductible items and other adjustments	17,035	16,372	4.0
Income available for distribution to Unitholders	260,359	227,243	14.6
DPU (Singapore cents)	9.04	8.62	4.9

GROSS REVENUE

S\$433.5m

▲ 14.8%

(S\$ million)

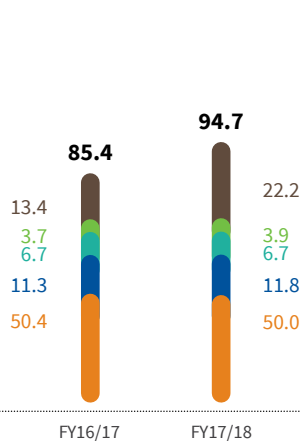


PROPERTY OPERATING EXPENSES

S\$94.7m

▲ 10.8%

(S\$ million)

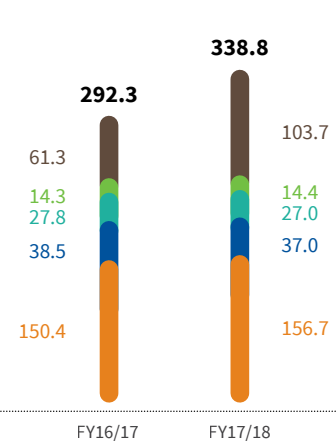


NET PROPERTY INCOME

S\$338.8m

▲ 15.9%

(S\$ million)



■ VivoCity
 ■ PSA Building
 ■ Mapletree Anson
 ■ MLHF
 ■ MBCI

Note: Figures for the above charts may not add up due to rounding differences.

N.M.: not meaningful

GROSS REVENUE

Gross revenue of S\$433.5 million for FY17/18 was 14.8% higher compared to FY16/17. This was mainly due to the full year contribution from MBC I in FY17/18 as well as effects of the step-up rents in existing leases. Higher contributions were also achieved from VivoCity and MLHF. This was offset by lower contributions from PSA Building and Mapletree Anson.

Revenue for VivoCity was S\$5.8 million higher than FY16/17 driven mainly by higher rental income from new and renewed leases, achieved together with the completed AEI on Basement 2, Level 1 and Level 3, and the effects of the step-up rents in existing leases. Revenue for MLHF was S\$0.4 million higher than FY16/17 mainly due to higher occupancy and rental rates achieved.

The lower revenue from PSA Building and Mapletree Anson of S\$0.8 million each was mainly due to their lower occupancies in FY17/18, partially offset by effects of the step-up rents in existing leases.

The table below shows MCT Group's total operating expenses in absolute terms and as a percentage of MCT's NAV as at the end of the financial year.

	As at 31 March 2018	As at 31 March 2017
Total Operating Expenses ¹ (S\$'000)	126,275	113,171
Net Assets Attributable to Unitholders (S\$'000)	4,283,373	3,957,453
Total Operating Expenses as a Percentage of NAV	2.9%	2.9%

1 Includes property operating expenses, manager's management fees, trustee's fees and other trust expenses.

Breakdown of the DPU in cents for FY17/18 as compared to FY16/17 are as follows:

Financial Year	1Q	2Q	3Q	4Q	Full Year
FY17/18	2.23	2.24	2.30	2.27	9.04
FY16/17	2.03	2.05	2.28	2.26	8.62

PROPERTY OPERATING EXPENSES

Property operating expenses of S\$94.7 million for FY17/18 were 10.8% higher as compared to FY16/17 largely due to the full year effect of MBC I, higher property maintenance expenses, staff costs, property taxes and property management fees incurred by existing properties. The higher property taxes were due to higher annual values assessed and one-off property taxes reversal adjustments in FY16/17. The higher operating expenses incurred by existing properties were offset by lower utilities expenses due to lower tariff rates.

NET PROPERTY INCOME AND NET INCOME

Accordingly, NPI increased by 15.9% to S\$338.8 million for FY17/18.

The higher NPI was offset by higher finance expenses and higher manager's management fees. Together with unrealised foreign exchange gain arising from the translation of the JPY MTN into MCTTC's functional currency in Singapore

dollar, net income increased to S\$244.9 million for FY17/18.

FINANCE EXPENSES

Finance expenses of S\$64.3 million for FY17/18 were 18.8% higher as compared to FY16/17 mainly due to the interest incurred on the debt drawn down to part finance the acquisition of MBC I (full year effect for FY17/18) and the interest rate swaps entered to hedge floating interest rate loans as well as the refinancing of floating rate bank borrowings with fixed rate MTNs issued in FY16/17 and FY17/18.

INCOME AVAILABLE FOR DISTRIBUTION AND DISTRIBUTION PER UNIT

Income available for distribution of S\$260.4 million for FY17/18 was 14.6% higher compared to FY16/17. Correspondingly, the DPU of 9.04 Singapore cents for FY17/18 was 4.9% higher than the DPU achieved in FY16/17 of 8.62 Singapore cents.

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MANAGEMENT FEES

Under the revised Code on Collective Investment Schemes (“CIS Code”) issued by the Monetary Authority of Singapore (“MAS”), the Manager’s performance fees should be crystallised once a year. Accordingly, the Manager’s performance fees for FY17/18 will be paid in the first quarter of FY18/19. The Manager has elected to receive 50% of its management fees in units and the balance in cash.

PROJECT MANAGEMENT FEE

During the financial year, project management fee of S\$75,496 for the completed AEI at VivoCity payable to the Property Manager was capitalised in the investment properties.

The scope of the AEI includes the conversion of about 9,200 square feet of anchor space on Level 1 and Level 2 into specialty space, as well as enhancement work to some food kiosks on Basement

2 of VivoCity. The project management fee payable represent 3% of the total construction costs of the AEI. The quantum of the project management fee is within market norms and reasonable range as assessed by WT Partnership (S) Pte Ltd in its opinion issued on 10 May 2018. The fee and disclosure are in accordance to the Manager’s undertaking as disclosed in the MCT IPO prospectus.

VALUATION OF ASSETS

As at 31 March 2018, MCT’s properties were valued at S\$6,682.0 million, mainly due to compression of capitalisation rates and discount rates and better operating performance by VivoCity.

	Valuation as at 31 March 2018 ¹			Valuation as at 31 March 2017 ²
	S\$ million	S\$ per sq ft NLA	Capitalisation Rate (%)	S\$ million
VivoCity	3,028.0	2,811 psf	4.75%	2,741.0
MBC I	1,892.0	1,109 psf	Office: 4.10% Business Park: 5.35%	1,853.0
PSA Building	740.0	1,413 psf	Office: 4.20% Retail: 5.00%	735.0
Mapletree Anson	701.0	2,123 psf	3.70%	690.0
MLHF	321.0	1,488 psf	4.10%	318.0
MCT Portfolio	6,682.0			6,337.0

- 1 The valuation for VivoCity was conducted by CBRE, while the valuations for MBC I, PSA Building, Mapletree Anson and MLHF were undertaken by Knight Frank.
- 2 The valuation for VivoCity was conducted by Knight Frank, MBC I by Edmund Tie and Company (SEA) Pte Ltd, while the valuations for PSA Building, Mapletree Anson and MLHF were conducted by CBRE.

NET ASSETS ATTRIBUTABLE TO UNITHOLDERS

	As at 31 March 2018	As at 31 March 2017	Change %
Total Assets (S\$'000)	6,740,813	6,405,653	5.2
Total Liabilities (S\$'000)	2,457,440	2,448,200	0.4
Net Assets Attributable to Unitholders (S\$'000)	4,283,373	3,957,453	8.2
NAV per Unit (S\$)	1.49	1.38	8.0

Total assets increased by 5.2% to S\$6,740.8 million as at 31 March 2018 as compared to S\$6,405.7 million as at 31 March 2017, largely due to the increase in valuation of the investment properties.

Investment properties increased from S\$6,337.0 million as at 31 March 2017 to S\$6,682.0 million as at 31 March 2018 taking into account the capital expenditure of S\$21.0 million incurred during the financial year and the higher appraised values of the properties by independent valuers as at 31 March 2018.

Correspondingly, net assets attributable to Unitholders increased by 8.2% to S\$4,283.4 million over the previous financial year ended 31 March 2017, reflecting a higher NAV per unit of S\$1.49 as at 31 March 2018. The adjusted NAV per unit (after excluding the distributable income payable for 4Q FY17/18) is S\$1.46.

CAPITAL MANAGEMENT

The Manager continues to actively manage MCT's capital structure and takes a disciplined approach in addressing funding requirements and managing refinancing and interest rate risks.

In FY17/18, MCT issued two series of MTN under the S\$1.0 billion MTN Programme. The series of notes issued were:

1. S\$100.0 million 10-year Fixed Rate Notes at 3.045% per annum on 28 August 2017; and
2. S\$120.0 million 6.5-year Fixed Rate Notes at 3.28% per annum on 23 March 2018.

This extended the average debt to maturity for MCT's gross borrowings to about 3.9 years as at 31 March 2018.

The proceeds from MTN were used to repay the outstanding borrowing on the revolving credit facilities and to refinance the bank borrowings due in FY18/19.

In FY17/18, IRS of notional S\$437.8 million had expired. In replacement,

notional amount of S\$164.0 million of IRS was contracted. Together with the S\$220.0 million of fixed rate MTN issued during the financial year, about 78.9% (as at 31 March 2018) of the gross borrowings were on fixed interest rates, therefore mitigating volatility in interest rates.

As at 31 March 2018, MCT's total gross debt was S\$2,327.6 million. With the upward revaluation of the investment properties, the aggregate leverage ratio lowered from 36.3% as at 31 March 2017 to 34.5% as at 31 March 2018 based on total assets and was 54.3% based on net assets. MCT's weighted average all-in cost of debt remained prudent at 2.75% per annum. For the financial year ended 31 March 2018, MCT achieved a healthy interest coverage ratio of 4.8 times.

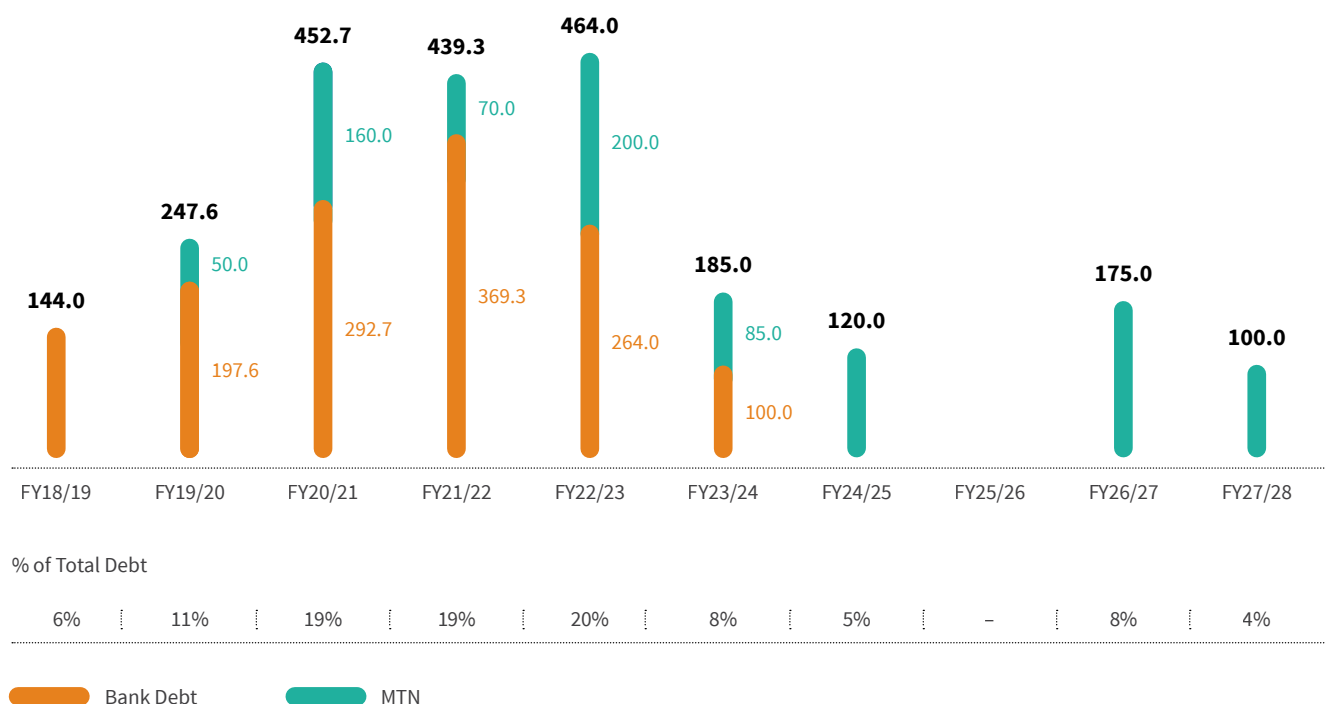
Overall, MCT has maintained a well-distributed debt maturity profile with no more than 20% of debt due for refinancing in any financial year.

All borrowings continue to be unsecured with minimal financial covenants.

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DEBT MATURITY PROFILE (AS AT 31 MARCH 2018)

Gross Debt (S\$ million)



KEY FINANCIAL INDICATORS

	As at 31 March 2018	As at 31 March 2017
Total Debt Outstanding (S\$ million) ¹	2,327.6	2,327.6
% of Fixed Rate Debt	78.9%	81.2%
Gearing Ratio	34.5%	36.3%
Interest Coverage Ratio	4.8 times	4.9 times
Average Term to Maturity of Debt (years)	3.9	4.0
Weighted Average All-In Cost of Debt (per annum)	2.75%	2.66%
Unencumbered Assets as % of Total Assets	100%	100%
MCT Corporate Rating (by Moody's)	Baa1 (Stable)	Baa1 (Stable)

¹ Reflects total gross debt after taking into account the CCIRS taken to hedge the JPY8.7 billion floating rate medium term notes.