

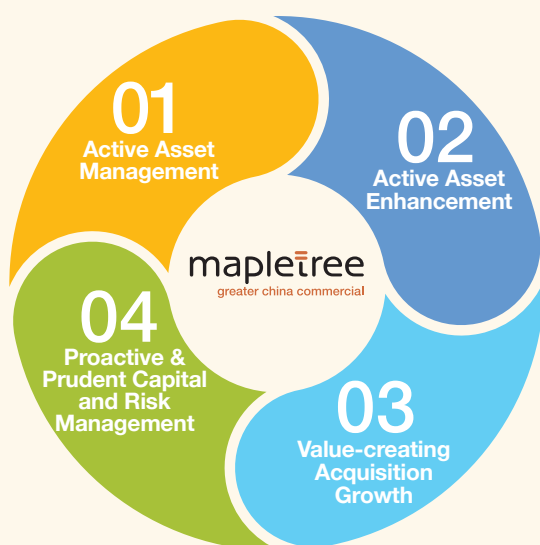
Strategy

Vision

To be a leading Greater China-focused commercial REIT by portfolio size, quality of assets and returns

Mission

- To deliver regular and stable returns to Unitholders and to achieve long-term sustainable growth in DPU and Net Asset Value per unit
- To be the landlord of choice for our tenants and be committed to the delivery of quality products and services
- To acquire high-quality assets that are yield accretive



Investment Mandate¹

- To invest in a diversified portfolio of income-producing real estate in the Greater China region
- For commercial purposes (including real estate used predominantly for retail and/or office purposes), as well as real estate-related assets
- Key Markets include:
 - Hong Kong and first-tier cities in China (Beijing, Shanghai, Guangzhou and Shenzhen)
 - Major urban centres along Beijing-Tianjin corridor, Shanghai-Suzhou-Hangzhou-Nanjing corridor and the Pearl River Delta (including Guangzhou, Shenzhen and Foshan)
 - Main growth centres and beneficiaries of the “go-west” policies (Chengdu, Chongqing, Wuhan and Xi’an)

¹ In accordance with the requirements of the SGX-ST Listing Manual, the Manager's investment strategy for MGCCT will be adhered to for at least three years following the Listing Date of 7 March 2013. The Manager's investment strategy for MGCCT may only be changed within three years from the Listing Date if an Extraordinary Resolution is passed at a meeting of Unitholders duly convened and held in accordance with the provisions of the Trust Deed.

Key Strategies

STRATEGY

01 Active Asset Management

STRATEGY

02 Active Asset Enhancement

STRATEGY

03 Value-creating Acquisition Growth

STRATEGY

04 Proactive & Prudent Capital and Risk Management

01



Strategic Objectives

- Achieve growth in revenue and net property income
- Maintain optimal occupancy levels and high tenant retention
- Drive organic growth
- Build strong relationships with tenants
- Benefit from Sponsor's experience

- Seek enhancement opportunities to support and enhance organic growth

- Acquire good quality income-producing commercial properties that are aligned with our investment strategy
- Enhance sustainable returns to Unitholders

- Maintain a strong balance sheet
- Ensure sufficient liquidity for working capital and acquisitions
- Mitigate exposure to interest rate and foreign currency volatility

Plans in Action

- Actively manage tenancy mix and mall positioning through lease renewals and new leases
- Implement innovative marketing concepts to improve shopper traffic and consumption for retail assets
- Maximise ancillary income from common areas by utilising usable space for events and introducing kiosks and pop-up stores in defined rental areas
- Improve operational efficiency and reduce operating costs without compromising the safety and quality of services

- Optimise or increase lettable area to enhance rental revenue potential
- Offer more amenities and upgrade facilities

- On the ground investment team focused on acquisitions that meet the following criteria:
 - Yield and DPU accretion
 - Location of asset
 - Asset enhancement potential
 - Building and facilities specification
 - Tenant mix and occupancy characteristics
- Leverage on the Sponsor's experience in the Greater China region and the Sponsor's right of first refusal offered to MGCCT

- Actively monitor, manage and balance cost of debt and duration
- Diversify sources of funding and manage debt profile to minimise concentration risk
- Proactively monitor and undertake hedging where appropriate to minimise interest rate and currency risks



02



03



04

01. Coach's newly relocated and larger store at Festival Walk.

02. Aquascutum is one of over 200 brands at the mall.

03. More F&B choices with the opening of popular Korean F&B outlet "School Food".

04. More eating options for tenants at Chi-chi's Collections café in Gateway Plaza.