



## Acquisition of Remaining 50% Interest in Qibao Vanke Plaza, Shanghai

9 February 2024



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# Transaction Summary



# Transaction Summary - Key Terms of the Proposed Acquisition



- Proposed acquisition of the **remaining 50% stake** of the JV from China Vanke
- After the Proposed Acquisition, Link will own **100%** of the interest in Qibao Vanke Plaza

<b>Estimated Total Acquisition Cost</b> (for 50% Stake) <sup>(1)</sup>	<b>RMB 2,383.8M</b>
<b>Agreed Property Value</b> (discount of 26.3% to Appraised Property Value)	<b>RMB 5,200M</b>
<b>Appraised Property Value</b> <sup>(2)</sup>	<b>RMB 7,060M</b>
<b>Monthly Passing Income</b>	<b>RMB 40.6M</b>
<b>Financing</b>	<b>Internal cash resources</b>
<b>Allocation to Mainland China</b> <sup>(3)</sup>	<b>14.4%</b>
<b>Pro Forma Net Gearing</b>	<b>20.4%</b>

## Notes:

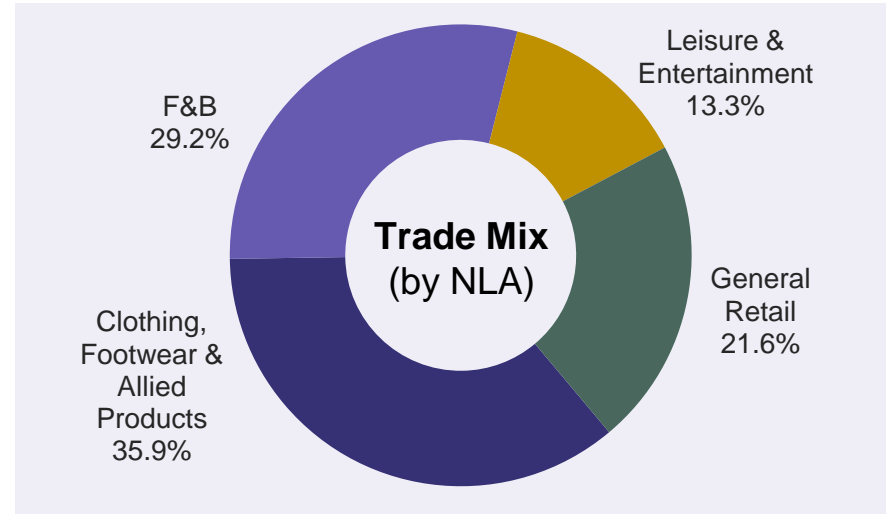
(1) Based on (Agreed Property Value + Total Amount of the Certain Assets of the Target Company - Total Amount of Certain Liabilities of the Target Company) x 50% as adjusted pursuant to Sell-down Adjustment mechanism disclosed in the announcement

(2) Valuation Report by Cushman & Wakefield as at 31 January 2024 on 100% basis

(3) As at 30 September 2023; on pro-forma basis, adjusted ratio of Mainland China assets including Link's valuation of investment properties and 50% agreed property value of Qibao Vanke Plaza

# Asset Highlights

## Qibao Vanke Plaza



<b>Location</b>	Qibao Town, Minhang District, Shanghai, the PRC
<b>Completion</b>	2016
<b>No. of Floors</b>	Retail: B1 – 5/F Car Park: B1 – B3 <sup>(3)</sup>
<b>Gross Floor Area</b>	Total: 233,872 sqm Retail: 148,853 sqm Car park & others: 85,019 sqm
<b>Net Lettable Area (NLA)</b>	Retail: 88,882 sqm
<b>Car Park Spaces</b>	1,477
<b>Rental Reversion</b>	11.2% <sup>(2)</sup>
<b>Occupancy Rate</b>	94.5% <sup>(1)</sup>

**Notes:**

- (1) Data as at 31 January 2024
- (2) In the year ended 31 December 2023
- (3) Part of B1 also serves as car park.

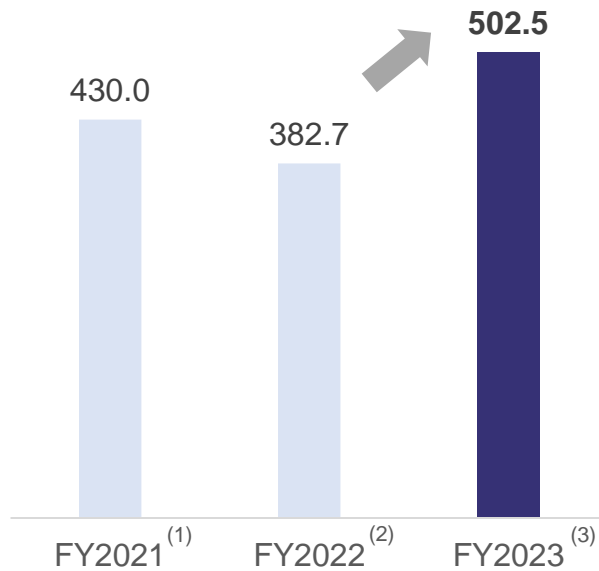
# Financial Resilience Underpinned by Rapid Post-Pandemic Recovery



▲ 31.3% YoY

## REVENUE

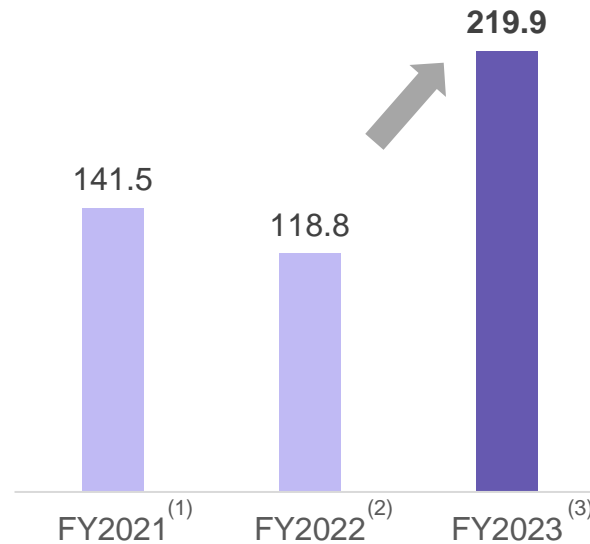
(RMB'M)



▲ 85.0% YoY

## NET PROFIT BEFORE TAX

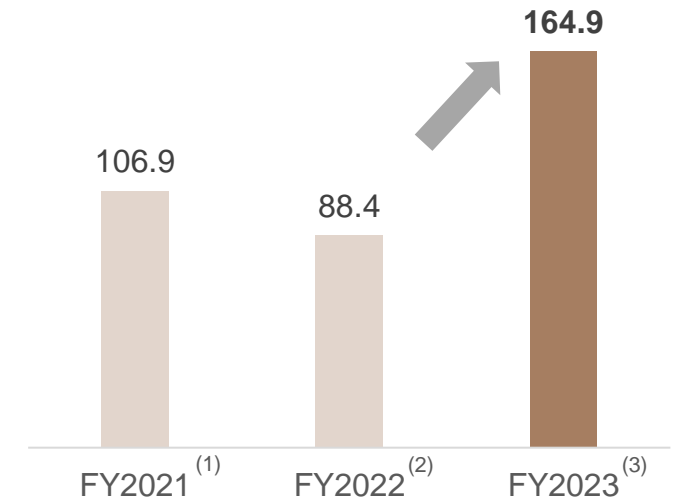
(RMB'M)



▲ 86.5% YoY

## NET PROFIT AFTER TAX

(RMB'M)



### Notes:

- (1) For the year ended 31 December 2021 (Audited)
- (2) For the year ended 31 December 2022 (Audited)
- (3) For the year ended 31 December 2023 (Unaudited)

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## Investment Rationale



# Investment Rationale



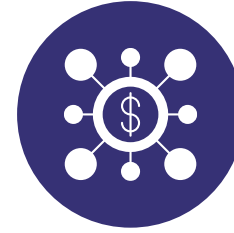
## Prime Location of Qibao Vanke Plaza with upcoming infrastructure upgrade

- ✓ High-quality regional **transit-oriented development** mall located within the high density residential Qibao Town in Minhang District
- ✓ Primarily serves **residents** and **workers** within a 5km radius and along Metro Line No. 9
- ✓ The completion of new lines linking Qibao station – **Airport Connection Line** (year-end 2024) and **Jiamin Line** (2027)



## Proven competitiveness and resilient income stream

- ✓ High-density catchment with **strong footfall** throughout the week
- ✓ **High income catchment** drives spending and attracts a diverse range of food and beverages, services and discretionary trades.



## Selective yield-accretive investment in Tier 1 city supported by market fundamentals

- ✓ Consistent with Link's objective of making **yield-accretive acquisitions** and **growing returns** for the unitholders
- ✓ Acquisition of proven high-quality property with **long term growth potential**



## Alignment with our active asset management strategy under Link 3.0

- ✓ **Potential** to be a **flagship mall** to showcase our retail capabilities and attract new-to-China retail concepts
- ✓ Upon Completion, Link will become the **sole owner** of the property
- ✓ Benefit by having effective **management** and **control** of the direction and **decision-making**

# Strong Confidence in Shanghai as the Leading City in China

## SHANGHAI ECONOMIC INDICATORS (2023)

**GDP**

**5.0%**  
GDP Growth



**0.3%**  
CPI Growth

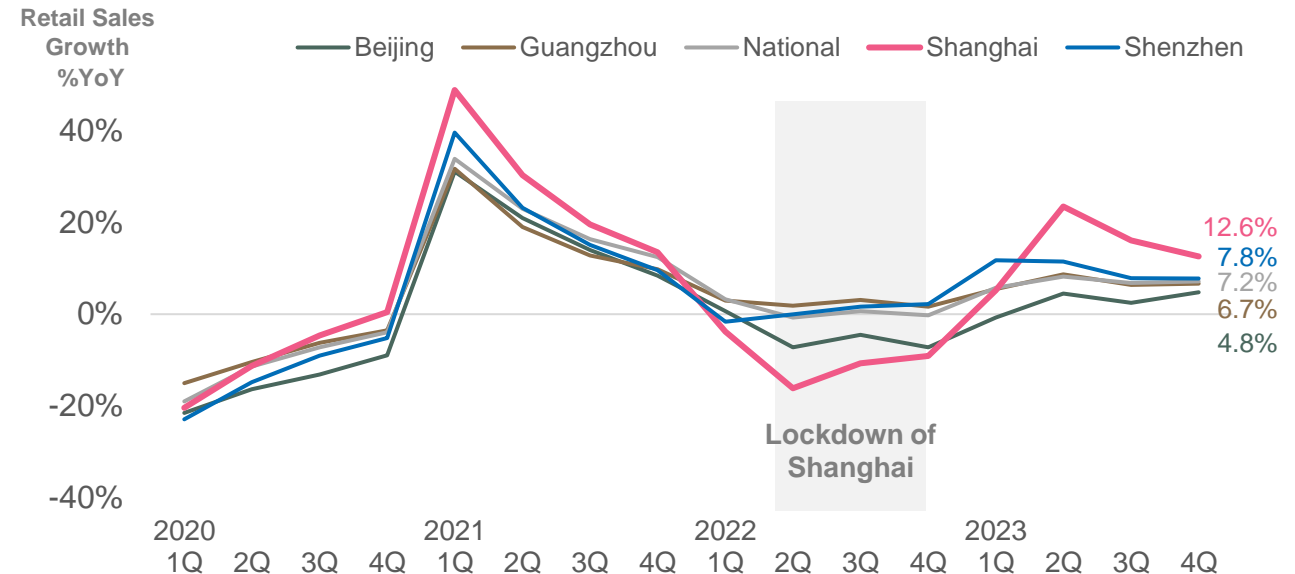


**6.3%**  
Disposable Income Growth



**0.5%**  
FDI Growth

### Shanghai led Tier 1 cities in post-pandemic retail recovery



### Stable Economy Render Support to the Retail Market

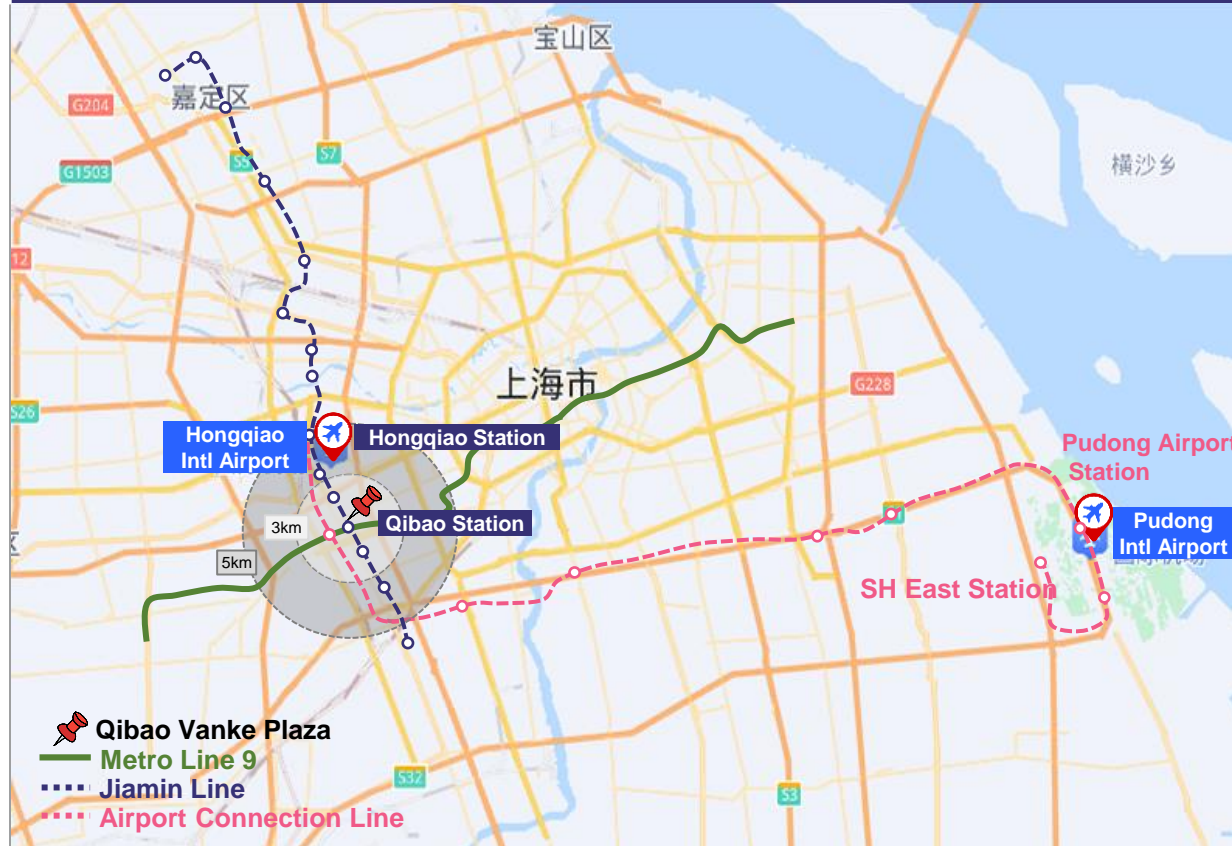


- ✓ Retail consumption in Shanghai witnessed a revival in 4Q2023 and achieved some of the highest growth amongst other Tier 1 cities in 2023
- ✓ In 2023, Shanghai stood out amongst its Tier 1 peers as it has the highest disposable income growth of 6.3% vs. other cities (+4.8 to 5.8%) and remarkable retail sales growth of +12.6% vs the national average of 7.2% and its Tier 1 peers (4.8 to 7.8%)

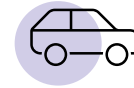


# Enhanced Connectivity with the Build-outs of New Metro Lines

## TRANSIT ORIENTED DEVELOPMENT



### Convenient Location



10 mins to Hongqiao Airport by car

30 mins to The Bund by car

### Existing Metro Line



Qibao Station (Metro Line No.9)

### Metro Lines Anticipated



Airport Connection Line (expected end-2024)

Jiamin Line (expected in 2027)

### Densely Populated Catchment

#### Primary Catchment



Residents and workers within  
**3km radius** and along **Metro Line No.9**

#### Secondary Catchment



Within **5km radius** complemented by population from Hongqiao Transportation Hub, Caohejing Hi-tech Park and Qibao Eco Business Park.

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**Appendix**



# Mall Consistently Validated by First Store Launches in Minhang



# Amplify Marketing Efforts to Strengthen Tenant Sales

## Marketing Campaigns





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