



*For Immediate Release*

**Sasseur REIT 1Q 2021 DPU Jumped 31.9% Y-o-Y to 1.759 Cents as Sales Rebounded by 112.6%; Strong Recovery Boosted by Improved Operational Efficiencies and Successful Execution of Asset Enhancement Initiatives**

- 1Q 2021 EMA Rental Income and Distributable Income rose 23.7% and 47.8% y-o-y respectively, reflecting strong sustained sales recovery at Sasseur REIT’s four outlet malls a year after the outbreak of COVID-19 pandemic in early 2020
- Strategy to drive sales improvement includes merging operations of Chongqing and Bishan Outlets and renaming these Outlets as Chongqing Liangjiang Outlets and Chongqing Bishan Outlets respectively

	1Q 2021	1Q 2020	Change (%)
EMA Rental Income (RMB mil)	157.4	127.2	+23.7
- Fixed Component (RMB mil)	105.5	102.4	+3.0
- Variable Component (RMB mil)	51.9	24.8	+109.4
EMA Rental Income (exclude straight-line adjustments) (S\$ mil)	32.3	25.3	+27.8
Income Available for Distribution to Unitholders (S\$ mil)	23.6	16.0	+47.8
Distribution Per Unit (SG cents)	1.759	1.334	+31.9

Note: Average SGD: RMB rate of 1:4.8730 for 1Q 2021 and 1:5.0339 for 1Q 2020

**Singapore, 12 May 2021** – Sasseur Real Estate Investment Trust ( “Sasseur REIT” ; 砂之船房地产投资信托), which owns four retail outlet malls in China, recorded a strong 47.8% year-on-year (“y-o-y”) increase in its distributable income of \$23.6 million for the quarter ended 31 March 2021 (“1Q 2021”), propelled by strong business recovery from the COVID-19 pandemic (“pandemic”) and efforts in asset enhancement initiatives resulting in greater diversity in trade mix and operational efficiencies. 1Q 2021 distribution per unit (“DPU”) stands at 1.759 cents, which is also 6.2% higher than 1Q 2019 DPU of 1.656 cents, before the outbreak of the pandemic, its manager Sasseur Asset Management Pte. Ltd. (“SAMPL” or “REIT Manager”) announced today.

Sasseur REIT’s EMA Rental Income rose 23.7% y-o-y to RMB 157.4 million; its Variable Component more than doubled from RMB 24.8 million to RMB 51.9 million y-o-y, reflecting recovery in sales and the outlets’



popular appeal to domestic customers. 1Q 2021 sales have rebounded significantly by 112.6% as compared to 1Q 2020 when Sasseur REIT closed its outlets for approximately 7 weeks because of the pandemic outbreak.

The REIT Manager has elected a 10% retention of distributable income for 1Q 2021. The DPU works out to be 1.759 Singapore cents, 31.9% higher y-o-y. Mr Anthony Ang, CEO of SAMPL, said “Sasseur REIT had maintained 100% distribution since IPO and continued to do so in 2020 despite the challenges posed by the pandemic. The REIT had delivered a strong set of result this quarter and the REIT Manager believes it will benefit unitholders in the long term to retain some income for asset enhancement initiatives (“AEI”) and expansion plans.”

Following the completion of loan refinancing exercise in September 2020, the weighted average cost of debt (excluding upfront fees) reduced from 4.3% in 1Q 2020 to 3.3% in 1Q 2021, underscoring the REIT Manager’s proactive capital management approach. Sasseur REIT’s aggregate leverage remains healthy at 27.6% as at 31 March 2021, well below the regulatory limit of 50%.

Portfolio occupancy level across the four outlets remained stable at 93.5% in 1Q 2021. Sasseur REIT has been actively reviewing the trade mix at its outlets to meet changing consumer preferences. This includes identifying and grooming more “retail champions”, being tenants that have potential to generate annual sales of more than RMB 10 million, by supporting such tenants in sales events and active involvement in tenants’ retail operations.

As Sasseur Chongqing and Bishan Outlets are both located in the Chongqing Municipality, the Entrusted Manager has merged the operations of the two outlets into a ‘unified ecosystem’ in 1Q 2021 to achieve greater synergy and efficiency in operational and inventory management. Joint promotional activities and cross-marketing between both outlets have already yielded early success in the form of improved sales. In addition, as part of the rebranding exercise, the two outlets were renamed as Sasseur (Chongqing Liangjiang) Outlets and Sasseur (Chongqing Bishan) Outlets.

Sasseur REIT has made significant progress in enhancing tenant mix in its outlets to better appeal to customers. A notable addition in Chongqing Liangjiang Outlets is the renowned Chinese sportswear and sports equipment company Li-Ning, which officially commenced operations on 1 May 2021, during the Labour Day holidays. In addition, Hefei Outlets welcomed an addition of 13 new brands, improving the choice and variety of product offerings to customers.

Sasseur Group’s omni-channel platforms have also been strengthened via targeted marketing and advertising on major social media platforms such as TikTok and WeChat. These platforms have helped generate sales both online and offline, by providing customers a unique online shopping experience, while serving as an advertising channel to attract more foot traffic to the outlets. Thanks to intensified marketing and customer engagement efforts, VIP membership had reached 2.25 million as of 31 March 2021, 6.8% higher as compared to 31 December 2020.

Mr Vito Xu, Chairman of SAMPL, said, “China's dual circulation strategy takes the domestic market as the mainstay and this is the key to propelling its domestic demand. With China’s economy growing strongly this quarter, we continue to see retail sales momentum picking up, giving us an encouraging start to 2021. Our focus is to constantly provide refreshing retail concepts, organise sales promotions and increase our value proposition to both customers and brand partners. The luxury goods market in China has experienced significant growth during the pandemic as travel restrictions resulted in higher amount of luxury goods purchased domestically and this has benefitted both the local and international brands in our outlets.”

“As the leading outlet operator in China, the team at Sasseur Group has a deep understanding of the Chinese outlet market and has accumulated more than a decade of operational expertise in the management of outlet malls. The group has grown from operating our first outlet in Chongqing in 2008 to now 13 outlets in numerous key Chinese cities across China, and we are still rapidly expanding with a few more outlets in the pipeline. Sasseur has risen to the challenges through the pandemic thus far and delivered good results. We will continue to place the health and safety of our customers, staff and tenants as top priority and focus on delivering better results and creating greater value for our stakeholders.”

Mr Ang, CEO of SAMPL, said, “Sasseur REIT has performed well during the pandemic. We have refined our approach to help tenants succeed better. We focused on improving customer experience by constantly improving tenant mix, combining the operations and cross-marketing of the two outlets in Chongqing and re-configuring some of the retail spaces to increase sales. We are pleased with the good results so far.”

“Looking ahead, the retail outlet industry will continue to be resilient during the pandemic as demand from domestic consumers remain high in China. Sasseur’s superior operational competence, combined with our efforts in enhancing our online presence will continue to help us capture a greater share of the outlet market in China.”



New additions to Sasseur (Chongqing Liangjiang) Outlets include Li-Ning, which opened on 1 May 2021.



### **About Sasseur REIT**

Sasseur REIT is the first retail outlet mall REIT listed in Asia. Sasseur REIT offers investors the unique opportunity to invest in the fast-growing retail outlet mall sector in the People's Republic of China (the "PRC") through its initial portfolio of four quality retail outlet mall assets strategically located in fast-growing cities in China such as Chongqing, Kunming and Hefei, with a net lettable area of 312,844 square metres.

Sasseur REIT is established with the investment strategy to investing principally, directly or indirectly, in a diversified portfolio of income-producing real estate which is used primarily for retail outlet mall purposes, as well as real estate related assets in relation to the foregoing, with an initial focus on Asia.

For more information on Sasseur REIT, please visit <http://www.sasseurreit.com/>

### **About the Manager – SASSEUR ASSET MANAGEMENT PTE.LTD.**

Sasseur REIT is managed by the Manager, an indirect wholly-owned subsidiary of the Sponsor. The Manager's key responsibility is to manager Sasseur REIT's assets and liabilities for the benefit of Unitholders.

As the first retail outlet mall REIT listed in Asia, the Manager intends to utilise Sasseur REIT's first-mover advantage and acquire suitable properties with good investment characteristics in Asia or other parts of the world. The Manager's growth strategy is to identify and selectively pursue acquisition opportunities in quality income-producing properties used mainly for retail outlet mall purposes initially in the PRC and subsequently in other countries.

### **About the Sponsor – SASSEUR CAYMAN HOLDING LIMITED**

The Sponsor Group is one of the leading premium outlet groups in the PRC, ranked within the top 500 service companies in the PRC. With about 30 years of experience in art-commerce, the Sponsor Group has attained recognition in Asia as a leading outlet operator which adopts a strategic approach of integrating emotion, aesthetics, scenario planning and prudent capital management, as well as its "A x (1+N) x DT" Super Outlet business model.

For more information on the Sponsor, please visit <http://www.sasseur.com/>.



---

## **CONTACT**

### **Sasseur Asset Management**

Wong Siew Lu, CFA, CA (Singapore)  
Head, Investor Relations and Corporate Affairs  
Tel: (65) 6360 0290  
[wongsl@sasseurreit.com](mailto:wongsl@sasseurreit.com)

### **WeR1 Consultants**

Isaac Tang  
Tel: (65) 6721 7161  
[sasseurreit@wer1.net](mailto:sasseurreit@wer1.net)

---

## **IMPORTANT NOTICE**

*The value of the units of Sasseur REIT (“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, DBS Trustee Limited, as trustee of Sasseur REIT, Sasseur Cayman Holding Limited, as the sponsor of Sasseur REIT or any of their respective affiliates. An investment in the Units is subject to investment risks, including the possible loss of the principal amount invested. Holders of Units (the “Unitholders”) have no right to request that the Manager redeem or purchase their Units while the Units are listed. It is intended that Unitholders may only deal in their Units through trading on the SGX-ST. Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.*

---