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Presentation



中文版簡報



Announcement



中文版公告







1H2025 Results Overview

7.7% Annualised Dividend Yield

▲ 2.1% YoY Distributable Income HK\$377.1M ▲ 1.0% YoY Interim DPU HK\$0.1841

Healthy Balance Sheet



Aimed To Stabilize Asset Performance



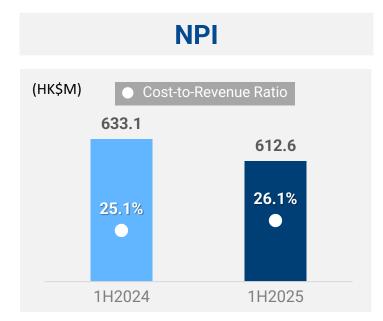
1H2025 Financial Highlights

Significant savings in finance cost offset decline in NPI

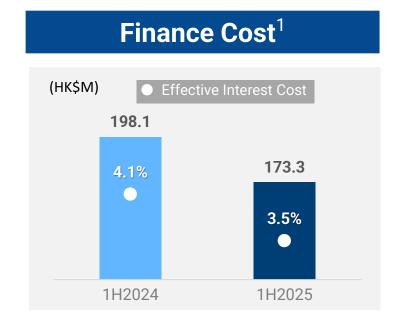


Lower revenue due to negative rental reversion

Partly offset by increased charge-out and carpark income, as well as a higher average occupancy over 1H2024



Increased OPEX due to higher staff cost and marketing costs



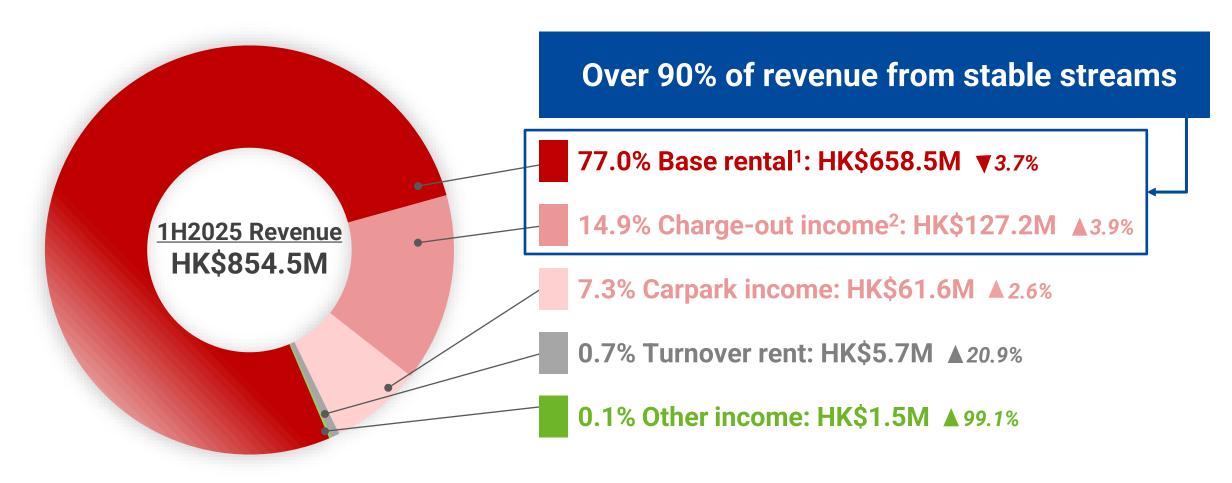
50% floating loan yielded 12.6% interest savings as HIBOR dropped sharply in 2Q2025

Additional IRS entered to maintain a 50% fixed rate hedging

Note:

1. Finance cost excludes changes in fair value of derivative financial instruments

High Base Rent Model Ensures Stable Revenue Stream



Notes:

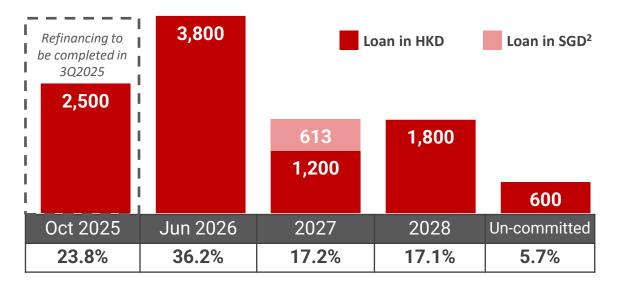
- 1. Including license income and atrium income.
- 2. Charge-out income includes utilities charges + management fees etc.



Prudent Debt Management



Total loans available HK\$10,513M; HK\$9,840M were drawn



26.2%Gearing

3.5% Effective borrowing cost²

1.4 yrs
Avg. debt maturity

2.3 yrs

Avg. swap maturity

3.2x
Interest coverage

50% Interest cost hedged







Notes

- 1. Finance costs excluding change in fair value of derivative financial instruments
- 2. A SGD loan of S\$100M (equivalent to HK\$613M) was obtained to finance the acquisition of Stars of Kovan Property in 2022
- 3. HK\$6.1B sustainability-linked loans in total, represents 62% of total committed facilities

Stable Portfolio Valuation

Portfolio Total

нк\$37,277М

2.0% from Dec 2024

Hong Kong Portfolio

нк\$36,695М

▼ 2.2% from Dec 2024

Singapore Asset

sg\$95M

Remains Unchanged



Per sf (G) retail HK\$11,516 psf

Per carpark lot HK\$783,000

Retail cap rate 4.3%



Acquisition of **Stars of Kovan Property**in Sep 2022

Note: As at 30 Jun 2025



Portfolio Performance Highlights

Occupancy

95.0%

As at 30 Jun 2025



Average occupancy +0.9% compared to 1H24 as +W00 occupancy rose further to 97.1% Maintaining occupancy remains our focus. Centre de Laguna improved to 81% with new anchor signed

Retention

82%

For 1H2025

Outlook



Signed 643K sq.ft. of leases (21% of total GRA) in 1H2025

Adaptive leasing strategy to retain quality tenants while introducing retailers & F&B brands meeting the evolving market demand

Rental Cautious



Real estate agents saw less negative reversions amid a modest property market recovery Supermarket hit by northbound and online competitions while presenting repositioning opportunities

A Strategic Focus on Necessity Trades

Necessity Trades
72%
By rental income

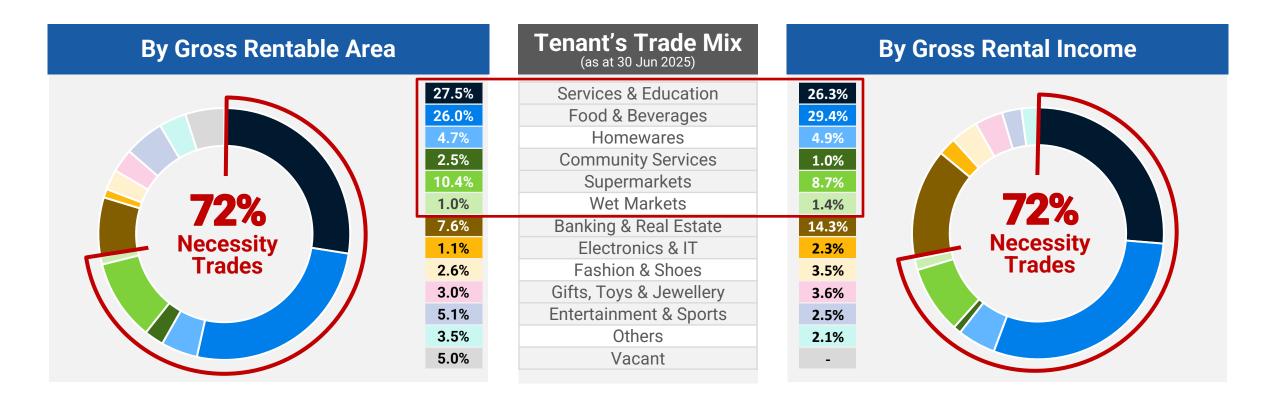
WALE

1.4 Yrs

By rental income

Lease Expiry in 2H2025

1 629k sq.ft OR 25% of rental



Trade Mix Enhancement To Meet Evolving Market Demand







@Fortune Metropolis

























Education

@Ma On Shan Plaza

New













New







@+W00



Festive Campaigns to Drive Footfall and Tenants' Sales





Thematic Events and Targeted Promotional Campaigns





Customer Loyalty Empowered by Digital Engagements

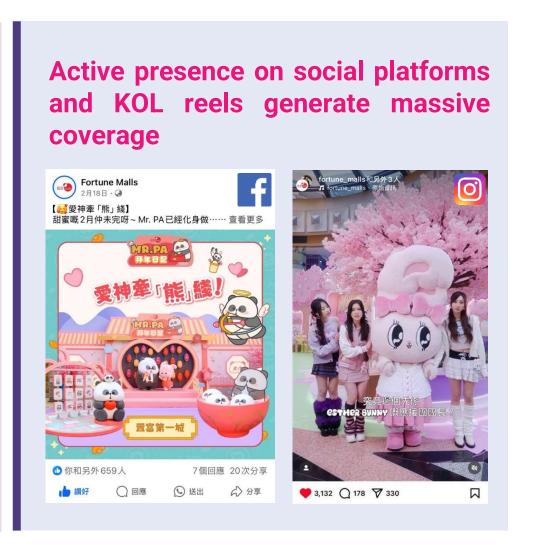


Fortune Malls APP enhances customer loyalty

Fortune+ Rewards Programme







Stable Mall Traffic Despite Market Challenges







- Footfall -1.5% YoY in 1H2025, with signs of improvement emerged in May and June
- Diverse offerings & effective promotions cushioned adverse market impact
- Ongoing challenges from more frequent outbound travels by HK residents and growing competition from Chinese e-commerce giants



AEIs Completed at Waldorf Avenue



CAPEX HK\$9M

Feb 2025

Completion Jul 2025

Occupancy 99.5% Jun 2025

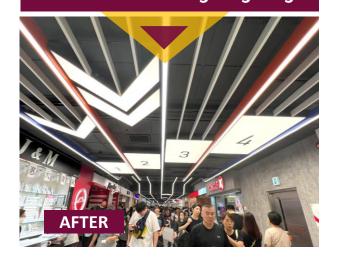












AEIs On Track for Completion

Laguna Plaza - Repositioning of Basement Floor



CAPEX
HK\$32M

Feb 2025

Target Completion 4Q2025

12k apartments in Laguna City & nearby



- ~26,000 sq.ft. reconfiguration to downsize a supermarket by 40% and create new F&B and retail shops
- To increase F&B proportion to ~40% of mall's GRA





Outlook and Strategies

Market Dynamics



- Frequent outbound travels and changing consumer behavior remain the key challenges for the retail market
- Proactive government efforts in strengthening HK as an international hub, promoting tourism and attracting talent will revive the economy and bring new energy and capital
- Lower interest rates will contribute to a more favorable business environment and boost confidence over time

Cost and Capital Management



- Cost optimization, operational efficiency initiatives and robotic solutions to ease pressure on operating expenses
- 50% loan priced on floating HIBOR will enjoy interest savings on lower HIBOR and future rate cuts
- On track to complete the refinancing for HK\$2.5B loan due in Oct 2025

Portfolio Optimization



- Adaptive and flexible leasing strategy focuses on maintaining stable occupancy, retaining quality tenants and ensuring a steady income stream
- To proactively review market trends, enhance trade mix and seek opportunities to repurpose underutilized space
- Cautious outlook for retail rental as tenants remained conservative



Persistent Commitments to Sustainability

85% GRA

Equipped with BMS

100%

HK assets certified as **Green Buildings**







175



Engagement hours for CSR events in 1H2025



62%

Fortune Malls

with EV chargers



Sustainability-linked Loans



188 kgs of produce **Grown and donated by** Farm@Fortune in 1H2025







Investment Highlights

HK\$9.9B

Market Cap HK\$37.3B

Portfolio Valuation

HK\$12.67

NAV per Unit 72% income

from non-discretionary trades

MSCI index

Inclusion in World Small Cap

Highest 5-Star

GRESB Rating





20+ years of proven track record



Laguna Plaza

A pure-play in resilient sector of neighborhood malls



Note

1. As at 30 Jun 2025

Sustainability Achievements Highlights

5-Star

Highest rating in GRESB for 4 consecutive years



1st HK REIT

Received SBTi's approval for near-term emission reduction target



DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

8-Yr
in consecutive
Hang Seng Corporate
Sustainability Benchmark Index

AA-

Sustainability Rating by Hong Kong Quality Assurance Agency for 2 consecutive years



Low Risk

Morningstar Sustainalytics ESG Risk Rating



BEAM PLUS certification on wide range of aspects across the portfolio

2 Platinum

Highest rating in Comprehensive Scheme



1st HK Mall's Renovation

Green building certification

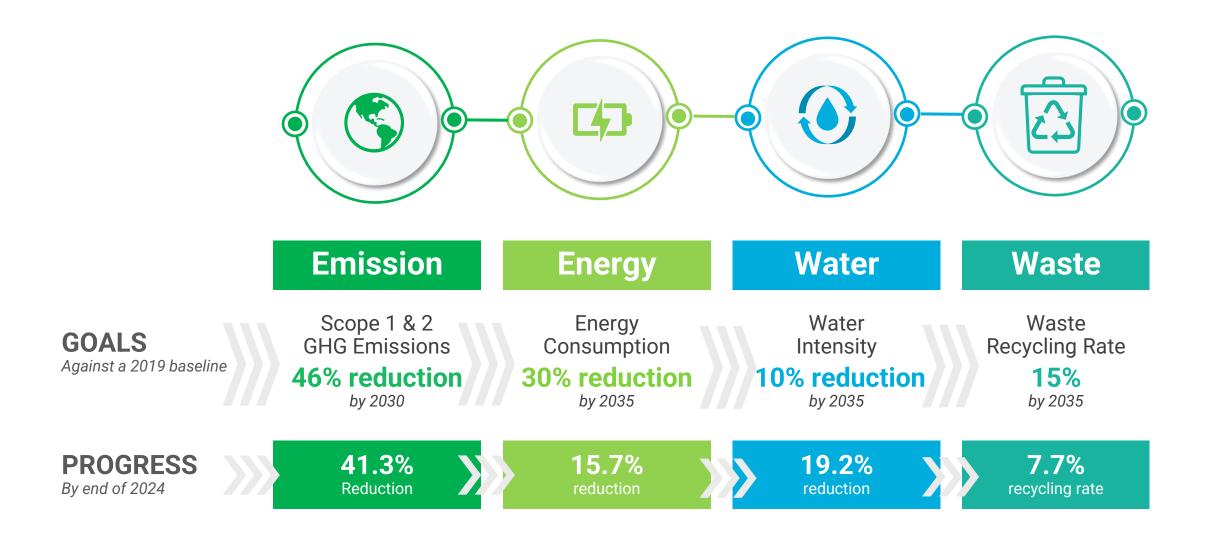


100% Excellent

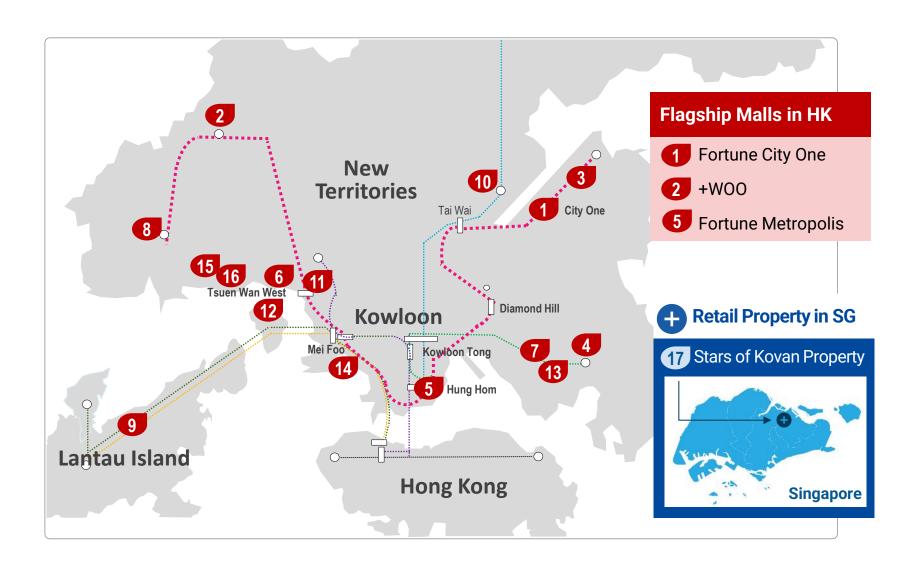
All HK malls with green building certification (Highest rating in management aspect)



Long-Term Sustainability Goals



A Hong Kong-Focused Neighborhood Mall Portfolio



17 Assets

16 neighborhood malls in Hong Kong 1 suburban retail property in Singapore

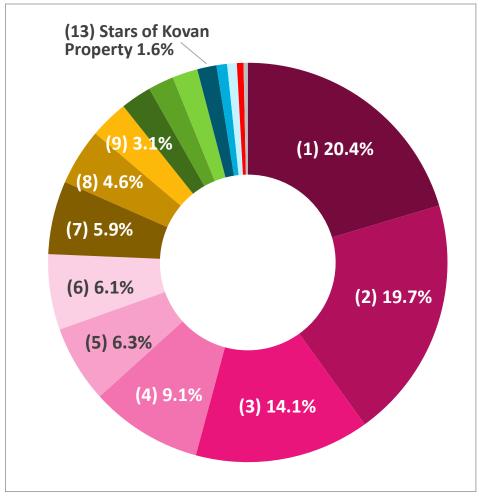
3 million sq.ft.

Total GRA

2,793 nos.

Carparking spaces

Portfolio Valuation Breakdown

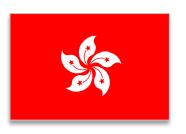


Portfolio Valuation ¹ (HK	\$M)
(1) Fortune City One	7,602
(2) +WOO	7,325
(3) Ma On Shan Plaza	5,274
(4) Metro Town	3,393
(5) Fortune Metropolis	2,333
(6) Belvedere Square	2,279
(7) Laguna Plaza	2,212
(8) Waldorf Avenue	1,709
(9) Caribbean Square	1,160
(10) Jubilee Square	930
(11) Tsing Yi Square	775
(12) Smartland	766
(13) Stars of Kovan Pty ²	582
(14) Hampton Loft	319
(15) Centre de Laguna	292
(16) Lido Avenue	198
(17) Rhine Avenue	128
Portfolio Total	37,277

Portfolio valuation

HK\$37,277M

HK split HK\$36,695M



98.4% in HK

SG split **SG\$95M**



1.6%² in SG

Notes:

- Valued by JLL as at 30 Jun 2025
 Based on valuation of \$\$95 million and an exchange rate of 6.13

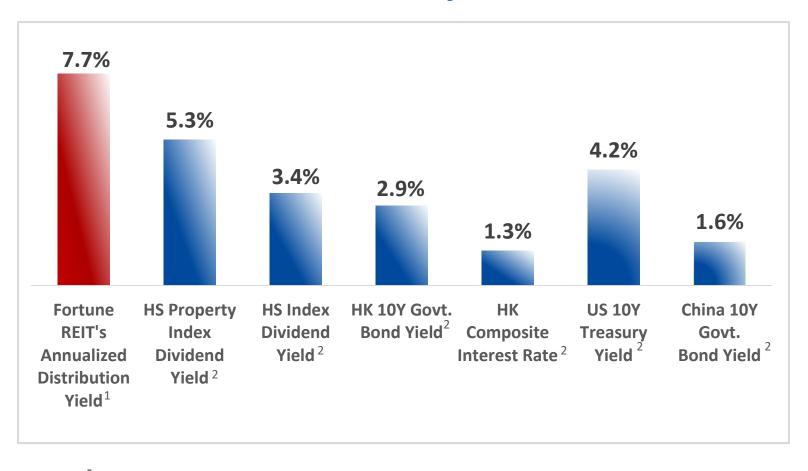


Fortu	ne REIT's portfolio	GRA(sq.ft.)
1.	Fortune City One	414,469
2.	+W00	665,244
3.	Ma On Shan Plaza	310,084
4.	Metro Town	180,822
5.	Belvedere Square	276,862
6.	Laguna Plaza	163,203
7.	Fortune Metropolis	332,168
8.	Waldorf Avenue	80,842
9.	Caribbean Square	63,018
10.	Jubilee Square	170,616
11.	Tsing Yi Square	78,836
12.	Smartland	123,544
13.	Hampton Loft	74,734
14.	Centre de Laguna	43,000
15.	Lido Avenue	9,836
16.	Rhine Avenue	14,604
17.	Stars of Kovan Property	22,638
Р	ortfolio Total	3,024,520

<u>Occupancy</u>				
30 Jun 25	31 Dec 24	30 Jun 24		
97.0%	95.2%	97.1%		
97.1%	94.7%	93.4%		
98.7%	98.2%	98.4%		
98.0%	100.0%	100.0%		
89.9%	91.0%	96.4%		
92.2%	97.5%	97.9%		
84.6%	89.9%	87.1%		
99.5%	99.5%	98.7%		
100.0%	98.6%	100.0%		
96.9%	96.8%	97.8%		
96.4%	96.9%	90.6%		
96.7%	96.5%	79.7%		
100.0%	100.0%	100.0%		
80.6%	66.4%	94.2%		
100.0%	100.0%	100.0%		
100.0%	100.0%	100.0%		
100.0%	100.0%	100.0%		
95.0%	95.0%	94.8%		



An attractive distribution yield of 7.7%



Sources: Notes: Company Data, Hang Seng Indexes, Hong Kong Monetary Authority

- 1. Based on the closing unit price of HK\$4.82 as at 30 Jun 2025
- 2. As at 30 Jun 2025



(HK\$'M)	1H2025	1H2024	YoY%	2H2024	НоН%
Revenue	854.5	871.8	-2.0%	874.5	-2.3%
Property operating expenses	(222.9)	(219.1)	+1.7%	(235.1)	-5.2%
Manager's performance fee	(19.0)	(19.6)	-3.2%	(19.2)	-1.2%
Net property income	612.6	633.1	-3.2%	620.2	-1.2%
Manager's base fee	(56.0)	(58.1)	-3.6%	(58.1)	-3.5%
Finance costs ¹	(325.8)	(210.4)	+54.9%	(291.4)	+11.8%
Change in fair value of investment properties	(829.7)	(322.9)	N/A	(688.2)	N/A
Other items ²	(3.2)	(3.7)	-13.6%	(3.0)	+5.2%
Profit before taxation	(602.1)	38.1	N/A	(420.4)	N/A
Income tax expense	(51.3)	(74.5)	-31.2%	(62.2)	-17.5%
(Loss)/ profit for the period	(653.4)	(36.4)	N/A	(482.6)	N/A
Income available for distribution	377.1	369.5	+2.1%	353.9	+6.5%
Payout Ratio	100%	100%	-	100%	-
DPU (HK\$ cents)	18.41	18.23	+1.0%	17.36	+6.0%

Include change in fair value of derivative financial instruments.
 Include interest income and trust expenses



HK\$'000	30 Jun 2025	31 Dec 2024
Current assets	196,662	198,924
Non-current assets	37,341,414	38,260,513
Total assets	37,538,076	38,459,437
Current liabilities	7,603,687	4,310,885
Non-current liabilities	3,989,830	7,217,799
Total liabilities	11,593,517	11,528,684
Net assets	25,944,559	26,930,753
Units in issue ¹ ('000 units)	2,048,404	2,038,349

Gearing ratio **26.2%**

Portfolio valuation **HK\$37,277M**

NAV per Unit **HK\$12.67**

Note: 1. Include units to be issued in Jul 2025.



18.41 HK cents

DPU for the six months ended 30 Jun 2025



20 August 2025 (Wed)

Ex-date



21 August 2025 (Thu)

Record Date



19 September 2025 (Fri)

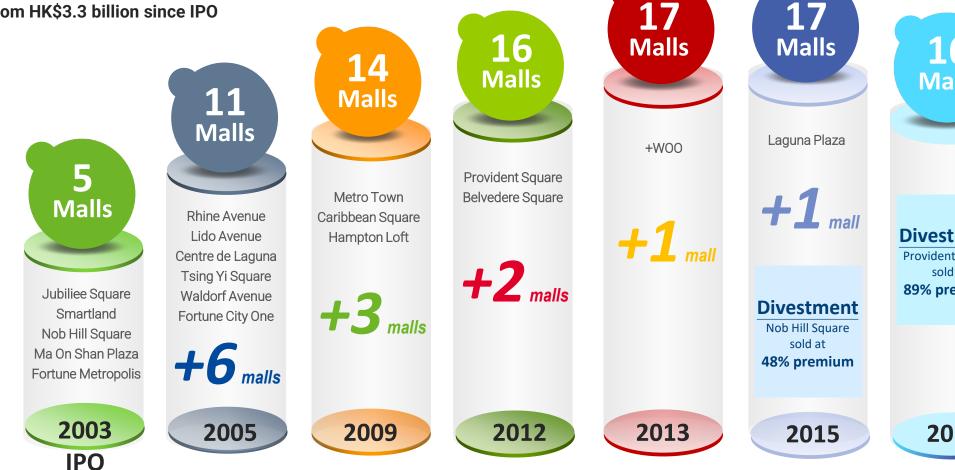
Payment Date

Acquisitions for Growth

Asset Portfolio grew >10 times in 20+ years

AUM increased to HK\$37.2 billion

from HK\$3.3 billion since IPO



Proven Track Record in AEIs

Property / Enhanced Area	Completion	CAPEX (HK\$)	ROI ¹
Metro Town −10,000 sf	1Q 2023	5.3M	11%
+W00 Phase 1 - 200,000 sf	3Q 2019	150M	10.5%
Belvedere Square - 126,000 sf	4Q 2015	80M	20.3%
Ma On Shan Plaza - 59,000 sf (previously a supermarket)	4Q 2013	15M	60%
Fortune City One Market - 27,000 sf	3Q 2013	20M	>25%
Jubilee Square - 55,000 sf	2Q 2013	15M	>25%
Fortune City One - 200,000 sf	2012	100M	>25%
Fortune City One Plus - 70,000 sf	2010	30M	22%
Ma On Shan Plaza - 50,000 sf (previously a Chinese restaurant)	2011	12M	73%
Waldorf Avenue - 41,000 sf	2008	16M	87%







AEIs at +WOO – Modernized Interior & Exterior

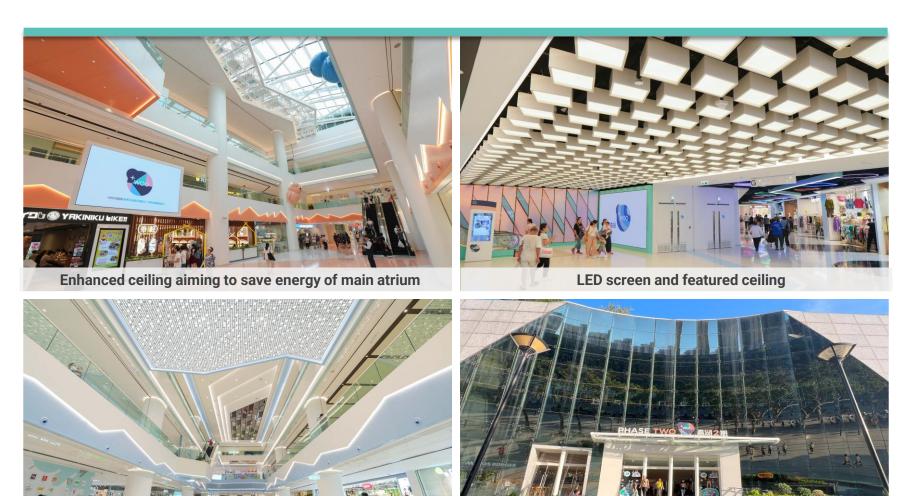


CAPEX HK\$300M

Completion
July 2024

Occupancy 97.1% Jun 2025

Immediate Catchment 270K population & expanding



Revamped entrance with new disability access

Modernized interior with more prominent shop front

AEIs at +WOO - Upgraded Amenities



Kid's playground, engaging games and visuals





Inclusive amenities





AEIs at Metro Town





CAPEX Completion Return or HK\$5.3M Jan 2023 11%

Return on Investment

- Subdivided a 8,500 sq.ft. vacant kindergarten together with 2 adjacent shops into three shops to cater for new demand
- Introduced new F&B and household tenants
- More efficient layout with widen and more prominent shop fronts





AEIs at Belvedere Square Phase 3



CAPEX HK\$80M

Completion 4Q2015

ROI

>20%

Enhanced offerings after AEIs







AEIs at Fortune City One



CAPEX HK\$150M

Completion 3Q2013

>20%







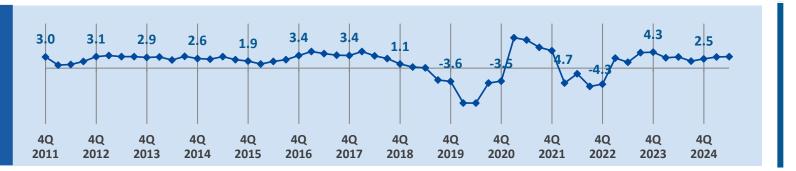






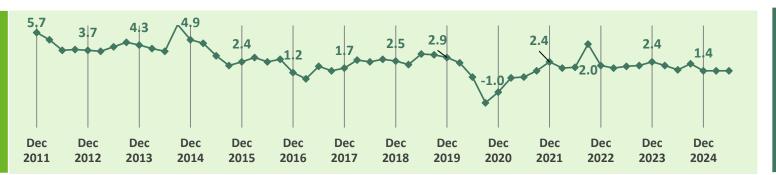
Hong Kong Economy – Macro Conditions





+3.1% YoY
GDP
02 2025

CPI
Headline
YoY (%)



+1.4% YoY

CPI, headline composite
In Jun 2025

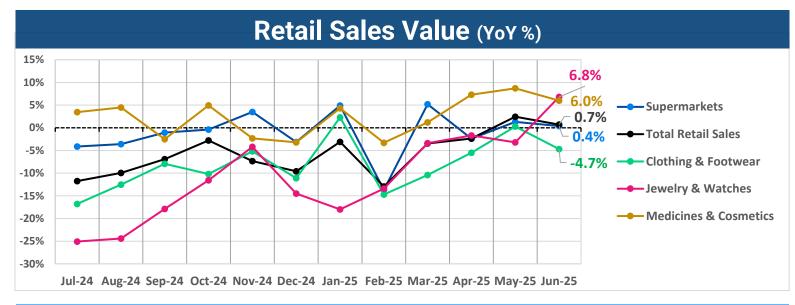
Unemployment
Seasonal adjusted (%)

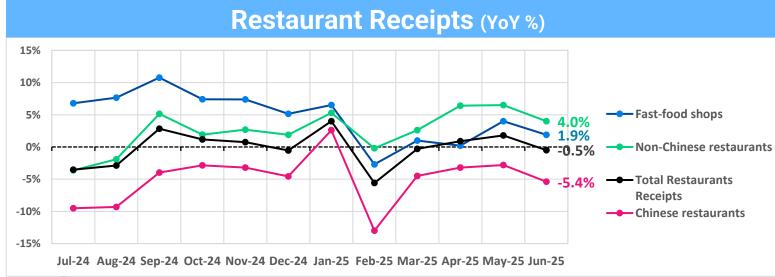


3.5% Unemployment Rate Apr to Jun 2025

Source: Census & Statistics Department, Hong Kong

Hong Kong Retail Sales and Restaurant Receipts





- Total retail sales value ended a 14M slump in May due to a low base effect, recording growth of 2.4% YoY and 0.7% YoY in May and June, respectively. Overall retail sales in 1H2025 decreased by 3.3% YoY, reaching 80% of 2018-level in Jun 2025.
- Supermarkets' sales held steady and declined 0.8% YoY in 1H25, indicating resilience despite facing increasing competition.
- Medicines & Cosmetics grew 3.8% YoY in 1H2025 but remained 29.6% below 2018-level.
- Jewelry & Watches turned positive in Jun while Clothing & Footwear saw a narrowing singledigit YoY decline, returning to 57.2% and 65.9% of 2018-level in 1H 2025, respectively.
- In 1H2025, total restaurant receipts increased 0.1% YoY, with single month receipts reaching 92.5% of Jun 2018-level in Jun 2025.
- Non-Chinese restaurants (+4.0% YoY) and Fast food shops (+1.9% YoY) extended their growing trend from 4Q2024 in 1H2025, outperforming Chinese restaurants (-4.4% YoY).
- Both fast food shops and Non-Chinese restaurants exceeded 2018-level, while Chinese restaurants remained below pre-pandemic level, reaching only 74.1% of 2018-level in Jun 2025.

Tourist Arrivals and Outbound Travels





- 23.6 million tourists (i.e. an average of 3.9 million per month) visited HK in 1H2025, marking an 11.7% YoY increase. 75% came from Mainland China.
- In 2Q2025, tourist arrival was 3.8 million per month (vs 3.3 million in 2Q2024), recovering to 74.4% of 2018 level.
- In Jul 2025, tourist arrival reached 4.4 million, marking a 12.0% YoY or 26.1 MoM increase and recovering to 80.4% of 2018 level.
- 56.9 million local residents (i.e. an average of 9.5 million per month) departed from HK in 1H2025, marking a 14.9%YoY increase.
- In 2Q2025, outbound travels reached 9.9 million per month, surpassing 2018 level by 26.4%.
- In Jul 2025, outbound travels reached 9.6 million, showing a 10.2% YoY or 2.1% MoM increase and surpassing 2018 level by 23.8%.

Source:

Immigration Department, HKSAR Government PartnerNet, Hong Kong Tourism Board C&SD: HK Monthly Digest of Statistics

Singapore - Retail Market Performance

+4.3% YoYFor 2Q2025

GDP

+4.1% YoY in 1Q2025

+1.4% YoY For May 2025 Retail Sales^{1,2}

+0.2% YoY in Apr 2025

12.3% For May 2025

Online sales²

11.9% for the sub-sector of Supermarket in May 2025

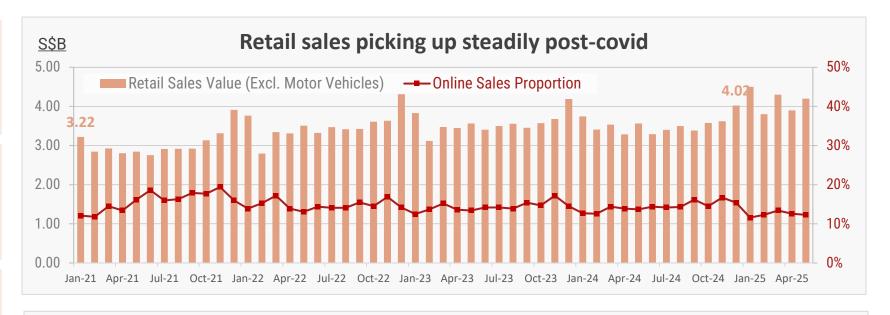
+1.6% YoY For 2Q2025 Suburban rent

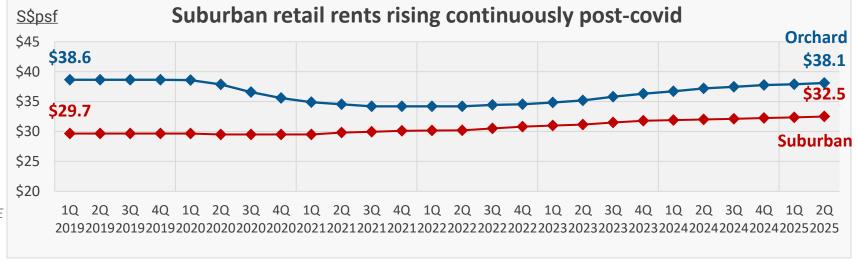
Suburban retail rent continue to rise further

Source:

SingStat, Ministry of Trade and Industry (MTI), CBRE Singapore

- 1. Retail Sales Value, (2017 = 100), Estimated, Monthly
- 2. Excluding motor vehicles





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