



# Ascencia Investors' Briefing 2017

25 September 2017



**Ascencia**  
Shaping singular places

# Today's agenda

**Section 1: Who we are**

**Section 2: Achievements during the year**

**Section 3: Performance**

**Section 4: Prospects**

**Section 5: Annexures**



# Section 1:

# WHO WE ARE

“We are the largest dedicated retail property company in Mauritius.  
Listed on the Development & Enterprise Market of the Stock Exchange  
of Mauritius since 2008, we shall celebrate our 10<sup>th</sup> anniversary next year.”





“Our visitors are at the forefront of our strategies and everything we do is driven by a constant desire to make their experience better. Around that notion we have developed a new customer promise, **Shaping Singular Places, which focuses on three main pillars...**”

## OUR VISION

- We are committed to provide superior returns to our shareholders. To this end, we carefully select our assets and constantly improve shoppers experience in order to drive tenants' success.

## OUR VALUES

- **Integrity**  
We build relationships based on trust and honesty.
- **Consumer centric**  
We strive to meet or surpass our customers' expectations while staying within sound business principles.
- **Passion / Entrepreneurship**  
We remain enthusiastic and committed to what we do. We continuously innovate to ensure success.
- **Responsible citizens**  
We engage ourselves to be socially responsible in all our daily and strategic business dealings.

## OUR AMBITIONS

- Consolidate our position in Mauritius.
- Become a blue chip company.
- Become a regional player.

## Our Customer Promise

### CONVENIENT

- Location
- Accessibility
- Parkings

### COMFORTABLE

- Clean
- Safe
- Bright and spacious
- Temperature control

### ENGAGING

- Strong operators
- International brands
- Attractive shopfronts
- Social WiFi
- Exhibitions and events



Section 2:

# **Achievements during the year**

We are committed to provide superior return to our shareholders. We have been working on a number of initiatives and we are proud to present you our results for the year 2017.



# 1. BECOME A BLUE CHIP COMPANY

## Rs 4.1 bn of debt restructured

### Terms:

- No capital repayment for the next **5** years, resulting in loan maturity profile increasing from 7 years to 12 years
- This enables us to release on average Rs **250**m cash annually
- Pricing on loan has remained the same (i.e at PLR)
- LTV of 45% (currently at 38%)

## Dividend distribution

### Class A shares:

- Dividend of **50** cents per share (2016: 31 cents)
- Interim dividend of 20 cents per share and final dividend of 30 cents per share
- Total distribution for the year of Rs **212** m (2016: Rs 111m)

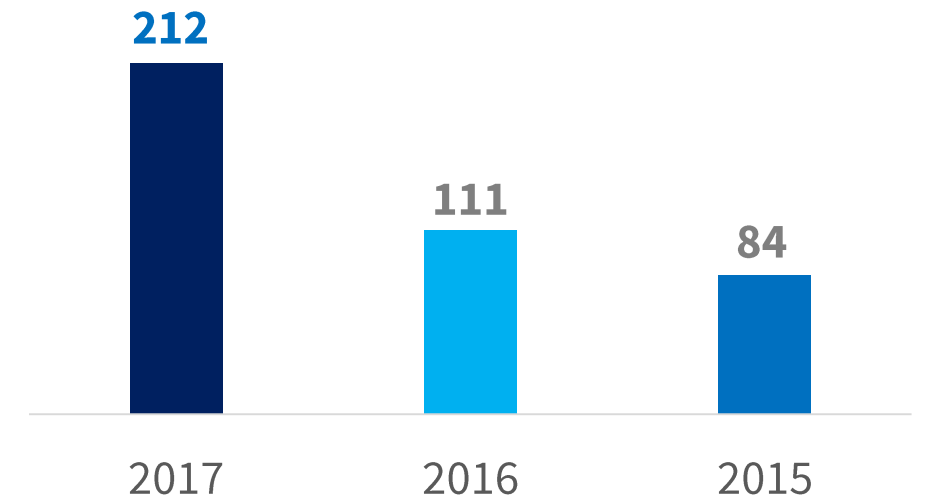
### Preference shares:

- Dividend of 79.2 cents per share
- Total distribution for the year of Rs 15 m

### Bonds:

- Coupon of 72 cents per bond
- Total distribution for the year of Rs 13 m

Class A Shares  
Dividend distribution in Rs m





## 2. CONSOLIDATE OUR POSITION IN MAURITIUS

### Renovation of Phoenix Mall

- Reopening of Phoenix Mall in November 2016 after 10 months of renovation works
- Project costs: Rs 434m
- Significant increase in trade densities of our tenants, showing the good financial strength of the property
- ROI of 8.25% v/s Cap Rate of 7.50%



### Sale of non core assets and office property

- The sale of non-core properties and office building (GOB) forms part of Ascencia's strategy to concentrate only in the retail property segment. We have received offers on all these buildings . This exercise will generate Rs 484m of net cash.

### Social Wi-Fi

- We have also launched FATTI at Bagatelle and Phoenix malls which not only provides free Wi-Fi access but also data analytics that enable both us and tenants to better understand shoppers' behaviour by analysing the increasing foot traffic and dwell times at the Malls, thus differentiating us from our competitors. To date we have secured more than 100 tenants that have engaged for the analytics report.





## 2. CONSOLIDATE OUR POSITION IN MAURITIUS (cont'd)

### Lease renewals

	Contractual	Achieved
Bagatelle Mall	5%	10.6%
Riche Terre Mall		6.9%
Kendra		11.6%
Les Allées	3%	14.3%

### Rebranding

- Our new brand identity is a showcase of our uniqueness and reinforces our ownership model while talking to our visitors, tenants and stakeholders.







Section 3:

# Performance

# Key highlights as at 30 June 2017

A nighttime aerial photograph of a city. In the foreground, a multi-lane highway with light trails from cars is visible. A bridge with a blue and white illuminated arch spans across the highway. The city lights are scattered across the landscape, with a dark mountain range in the background under a dark blue sky.

**Rs 10.7bn**

Worth of Investment  
Properties (2016: Rs 9.7bn)

**115,689 sqm**

Gross Lettable Area  
(2016: 111,553 sqm)

**98%**

Average Occupancy  
Rate (2016: 95%)

**Rs 1.1bn**

Turnover  
(2016: Rs 1.0bn)

**4.4% Dividend Yield**

Class A Ordinary Shares  
(2016: 2.5%)

**1.7m**

Average Monthly  
Footfall (2016: 1.6m)

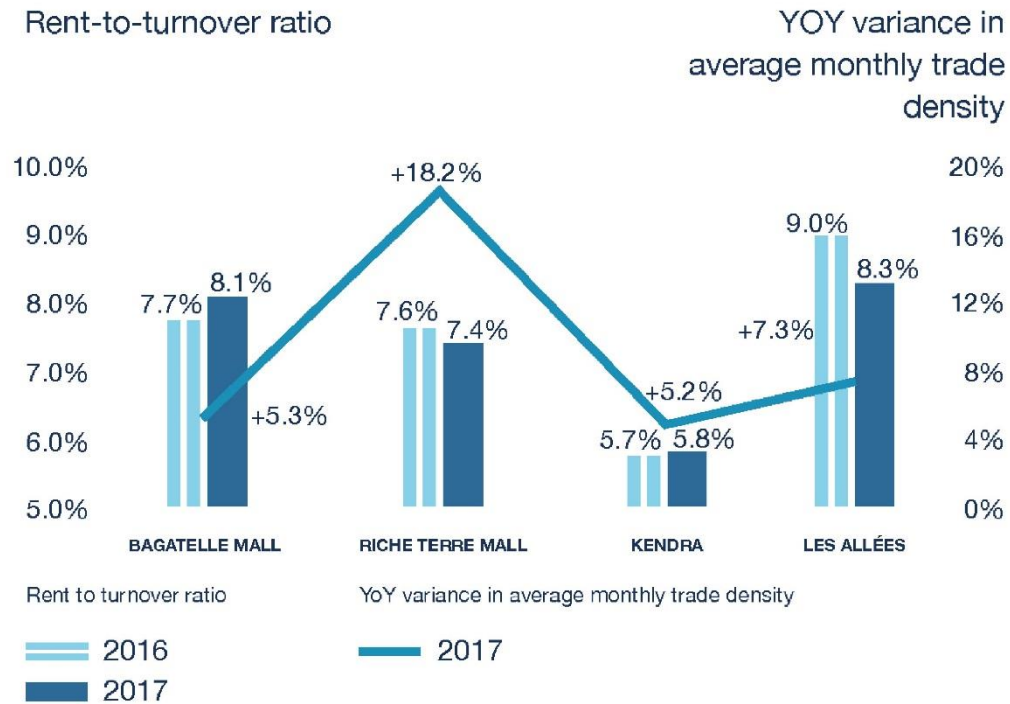
**38%**

Loan-To-Value Ratio  
(2016: 40%)

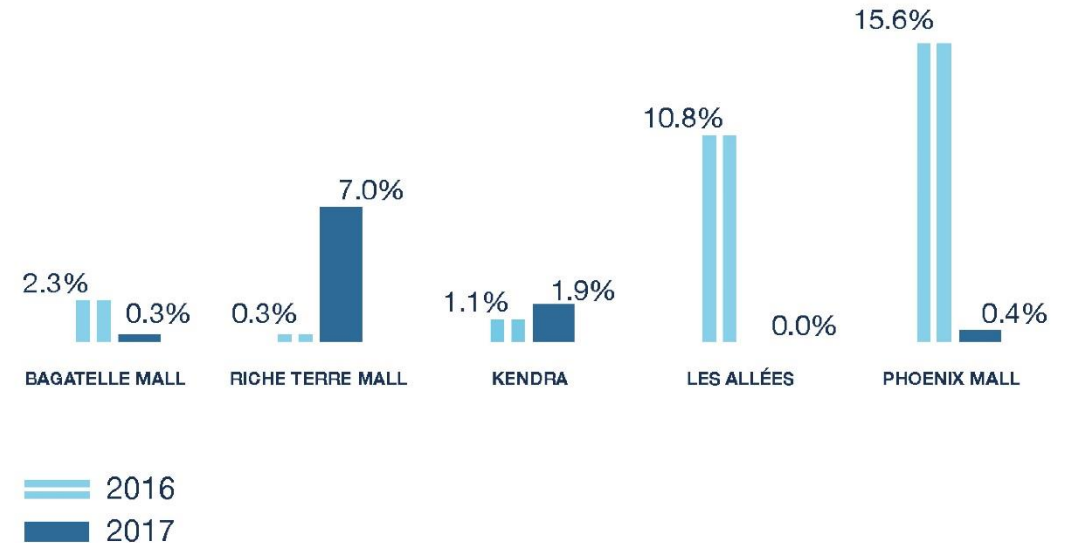
# Operational KPIs

This year again, we have recorded a solid increase in trading densities and healthy rent-to-turnover ratios. These strong fundamentals have allowed us to reduce vacancies across the portfolio, improve rentals and deliver a strong operational performance for the year.

## 1. Variance in average monthly trade density compared to rent-to-turnover ratio



## 2. Vacancy rate of the Investment Property portfolio

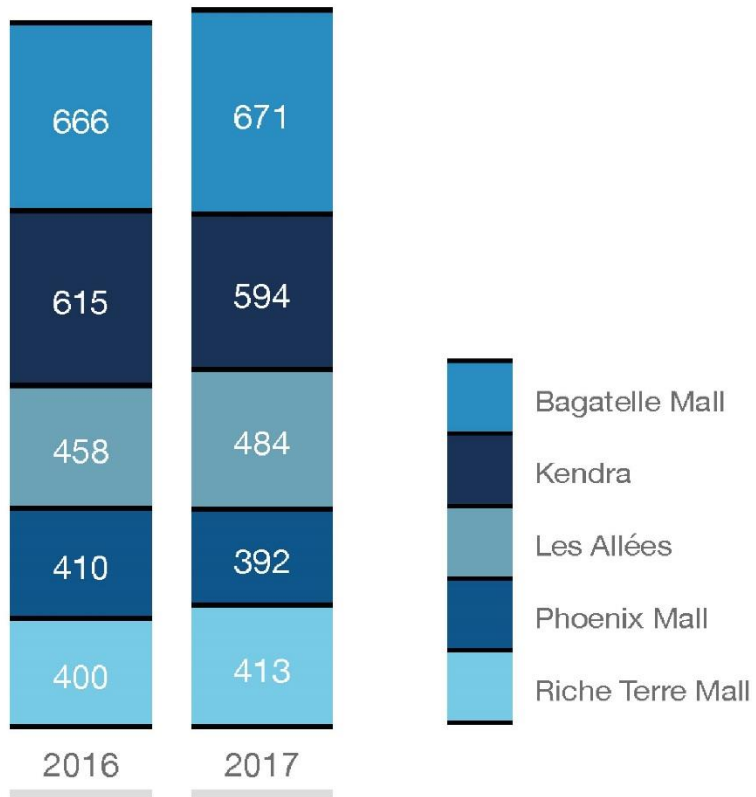


*Information currently not available for Phoenix Mall due to temporary closure during renovation works.*

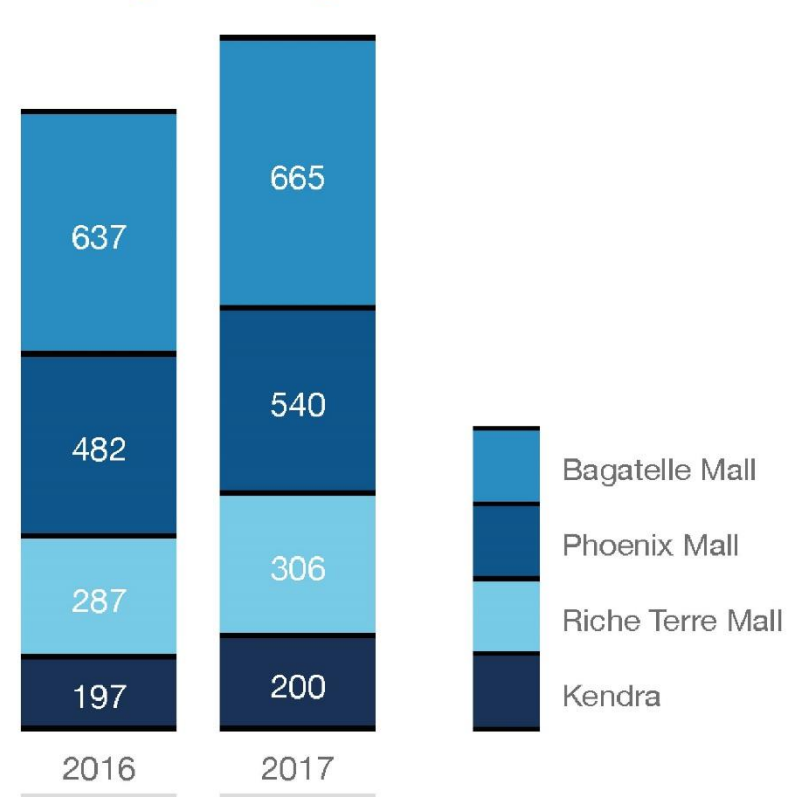


# Operational KPIs (cont'd)

3. Average net operational income per month per sqm in Rs on a comparable basis

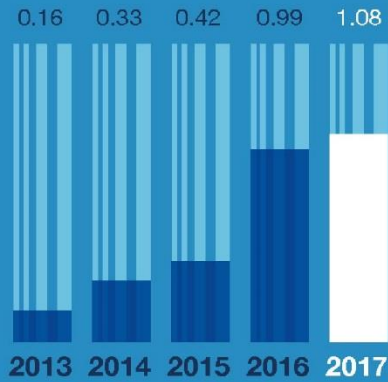


4. Average monthly footfall in thousands

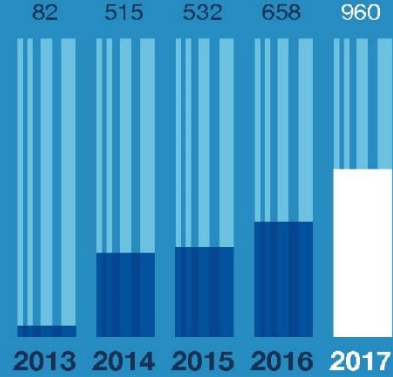


# Five years review

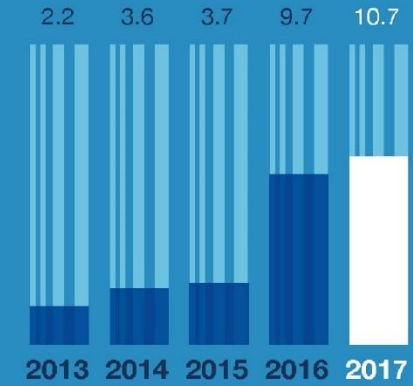
Revenue ▲ **+8.5%**  
in Rs bn



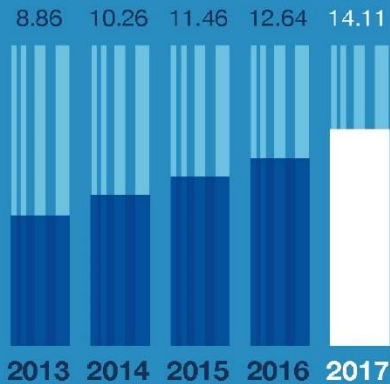
PAT ▲ **+46%**  
in Rs m



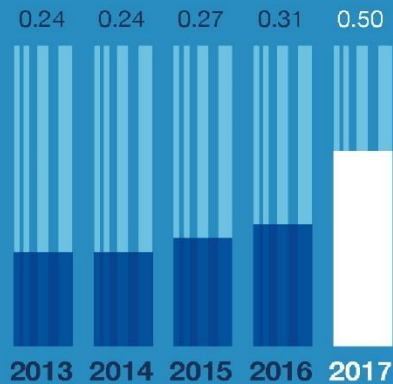
Investment  
Property value ▲ **+10%**  
in Rs bn



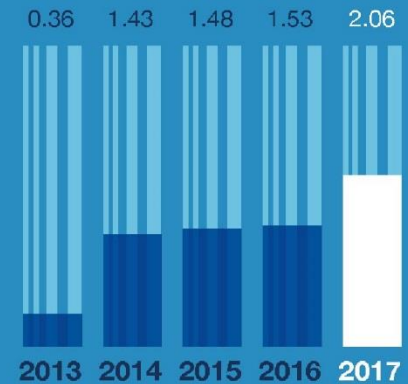
NAVPS ▲ **+12%**  
in Rs



Dividend per Class A  
Ordinary Shares ▲ **+61%**  
in Rs



EPS ▲ **+35%**  
in Rs





Section 3:

# Prospects





# 1. CONSOLIDATE OUR POSITION IN MAURITIUS

## So'flo

- The mall is on course for a November 2017 opening.
- Letting stands at 98%
- The tenant mix is, indeed, very exciting and will no doubt respond to a strong demand in this part of the island.
- Development cost contained to minimise the overrun from last year.



## Renewal of leases

	Contractual	2018 (expected)
<b>Bagatelle Mall</b>	5%	8.14%
<b>Riche Terre Mall</b>		7.00%
<b>Les Allées</b>		5.40%



## 1. CONSOLIDATE OUR POSITION IN MAURITIUS (cont'd)

### Extension of Bagatelle

- We are working on extension projects at Bagatelle Mall. This should contribute approximately 9,500m<sup>2</sup> of additional GLA to our portfolio.
- The extensions will comprise of:
  - Baga Gym and extension of Voila Hotel (4,000 sqm)
  - Food Lovers (3,000 sqm)
  - Orchestra (2,500 sqm)

### Greenfield project in Beau Vallon

- Our project in Beau Vallon is also well on course with construction due to start at the beginning of the 2018 calendar year and a planned opening in the third quarter of the 2019 calendar year.

### Photovoltaic farms

- Three rooftop photovoltaic plants in Phoenix Mall, Bagatelle Mall and Riche Terre Mall.
- Total capacity in excess of 3MW, representing approximately 30% of consumption.
- The Phoenix Mall plant will be operational in March 2018 and the one at Bagatelle Mall will be ready by the end of the 2018 calendar year.







## 2. BECOME A REGIONAL PLAYER

### Atterbury entry in Ascencia Capital

- We are considering the entry of Atterbury, our strategic partner, in the capital of Ascencia.
- The reputation and network that Atterbury has established in the property sector in Africa and Europe over the last two decades will be of immense value to the Company.
- This forms part of our various initiatives to set Ascencia on the African property scene.



## 3. BECOME A BLUE CHIP COMPANY

### 1<sup>st</sup> Listing

- We are considering a listing on the Official List of the Stock Exchange of Mauritius.
- This is in line with our strategy of become a blue chip company.
- We believe this will improve the company visibility as well as the share liquidity



# Thank You



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Shaping singular places

This presentation can be downloaded on Ascencia website: [ascenciamalls.com](http://ascenciamalls.com)

