

# Agenda



- Financial Highlights
- Update on Portfolio Performance
- Update on Asset Enhancement
- Acquisition Strategy & Update
- Unit Performance



# Financial Summary: 1 Jul '07 - 30 Sep '07 (4QFY07)



# Distribution Per Unit of 2.122¢ Outperformed 4QFY06 by 11.3%

Period: 1 Jul – 30 Sep 2007	4QFY07	4QFY06	Change
Distribution income	S\$30.35 mil	S\$24.84 mil	+22.2%
Distribution per unit <sup>1</sup>	2.122¢	1.907¢	+11.3%
Annualised distribution per unit <sup>1</sup>	8.419¢	7.566¢	+11.3%
Annualised distribution yield <sup>2</sup>	4.6%	4.1%	+11.3%

Trust Management (Suntec) Limited

# Financial Summary: 1 Oct '06 - 30 Sep '07 (FY07)



# Distribution Per Unit of 8.150¢ Outperformed FY06 by 11.8%

Period: 1 Oct 2006 – 30 Sep 2007	FY07	FY06	Change
Distribution income	S\$115.40 mil	S\$94.94 mil	+21.6%
Distribution per unit <sup>1</sup>	8.150¢	7.291¢	+11.8%
Distribution yield <sup>2</sup>	4.4%	4.0%	+11.8%

Source: ARA Trust Management (Suntec) Limited ("ARATMS")

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Notes:

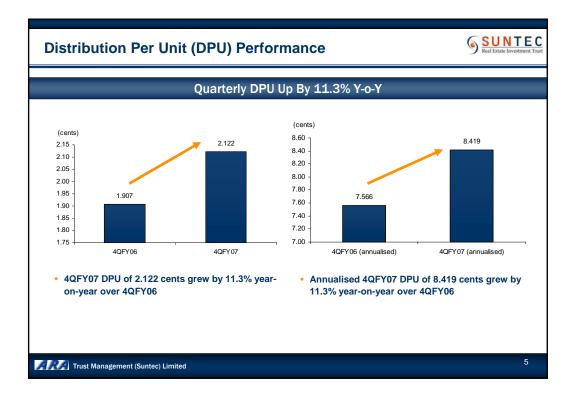
Based on 1,427,652,264 units in issue as at 30 September 2007 & 2,137,874 units issuable to the Manager by 30 October 2007 as partial satisfaction of management fee incurred for the period 1.July 2007 to 30 September 2007. Excludes 207,002,170 deferred units payable to Suntec City Development Pte Ltd over 6 equal installments, the first of which falls 42 months after 9 Dec 04.

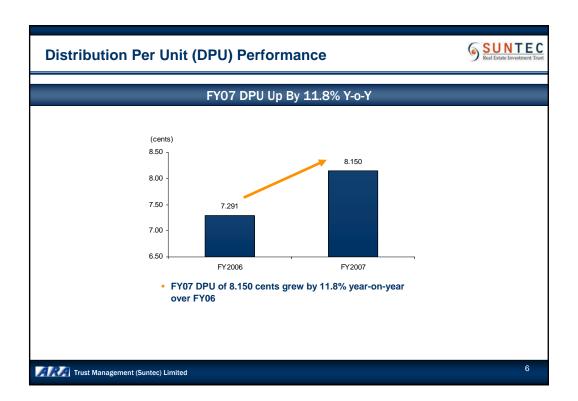
Based on the last traded price of \$1.84 per unit as at 26 October 2007.

Notes:

1. Based on 1,427,652,264 units in size as at 30 September 2007 & 2,137,874 units issuable to the Manager by 30 October 2007 as partial satisfaction of management fee incurred for the period 1 July 2007 to 30 September 2007. Excludes 207,002,170 deferred units payable to Suntec City Development Pte Ltd over 6 equal installments, the first of which falls 42 months after 9 Dec 04.

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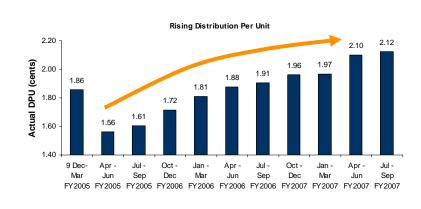




# **Distribution Per Unit (DPU) Performance**



# Consistently Delivered On Higher DPU Every Quarter Since IPO



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# Financial Results : 1 Jul '07 - 30 Sep '07 (4QFY07)



For the period 1 Jul 2007 – 30 Sep 2007	4QFY07 (S\$'000)	4QFY06 (S\$'000)	Change (%)
Revenue	51,068	44,895	13.7
Less property expenses	14,504	12,235	18.5
Net property income	36,564	32,660	12.0
Less finance costs (net)	9,398	7,798	20.5
Less net trust expenses <sup>1</sup>	5,070	4,429	14.5
Net income before tax	22,096	20,433	8.1
Non-tax deductible (chargeable) items	8,258	4,406	87.4
Taxable income	30,354	24,839	22.2
Income available for distribution	30,354	24,839	22.2
DPU (S\$ cents)	2.122	1.907	11.3

- Revenue and NPI outperformed 4QFY06 by 13.7% and 12.0% respectively
- Income available for distribution up 22.2% from 4QFY06
- DPU up 11.3% from 4QFY06
- Cost-to-Revenue ratio of 28.4% for 4QFY07

Source: ARA Trust Management (Suntec) Limited ("ARATMS")
Notes:

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Net trust expenses including the Manager's fee, trustee fees and administrative fees

# Financial Results: 1 Oct '06 - 30 Sep '07 (FY07)



For the period 1 Oct 2006 – 30 Sep 2007	FY07 (S\$'000)	FY06 (S\$'000)	Change (%)
Revenue	190,303	171,356	11.1
Less property expenses	49,673	45,517	9.1
Net property income	140,630	125,839	11.8
Less finance costs (net)	33,504	30,305	10.6
Less net trust expenses <sup>1</sup>	19,513	16,370	19.2
Net income before tax	87,613	79,164	10.7
Non-tax deductible (chargeable) items	24,990	15,771	58.5
Taxable income	112,603	94,935	18.6
Add: Tax exempt income <sup>2</sup>	2,800	-	-
Income available for distribution	115,403	94,935	21.6
DPU (S\$ cents)	8.150	7.291	11.8

- Revenue and NPI outperformed FY06 by 11.1% and 11.8% respectively
- Income available for distribution up 21.6% from FY06
- DPU up 11.8% from FY06
- · Cost-to-Revenue ratio improved to 26.1% from 26.6% in FY06

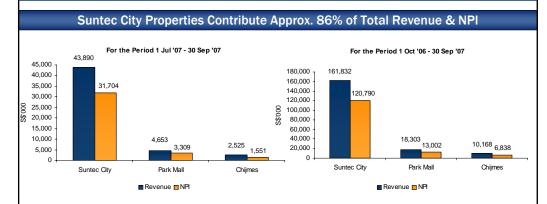
urce: ARA Trust Management (Suntec) Limited ("ARATMS")

Net trust expenses including the Manager's fee, trustee fees and administrative fees
Other income related to an amount received from Suntec City Development Pte Ltd, for services rendered in
connection with the completion of the sales of properties forming the initial portfolio of the Trust and the IPO

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# **Portfolio Distribution**





- Suntec City contributes approximately 86% of the Total Gross Revenue and the Total Net Property Income in 4QFY07
- Retail revenue contributes approximately 61% of the Total Gross Revenue in 4QFY07
- Office revenue contributes approximately 39% of the Total Gross Revenue in 4QFY07

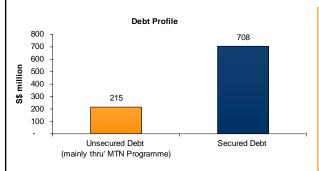
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# **Debt Capital Details**







#### **KEY INFORMATION:**

- Debt-to-Assets<sup>1</sup> Ratio 20.0%
- Target Debt-to-Assets Ratio Up to 45%
- "Baa1" Corporate Family Rating "AAA" CMBS Debt Rating "Baa2" - Unsecured Debt Rating
- Hedged Borrowing Cost 2.84%
- Average Financing Cost 3.04%

Source: ARATMS
Notes:
1. Properties in Suntec REIT portfolio have been revalued to \$\$4.57 bil as at 30 September 2007
2. According to the MAS revised property fund guidelines. "Borrowing Limit" will be replaced with "Aggregate Leverage Limit" which comprises actual borrowings and deferred payments. This means that Suntec REIT's "Aggregate Leverage Ratio" is 24.5%, including the 207 million deferred units.

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### **Balance Sheet**



# Total Assets Under Management S\$4.6 Billion

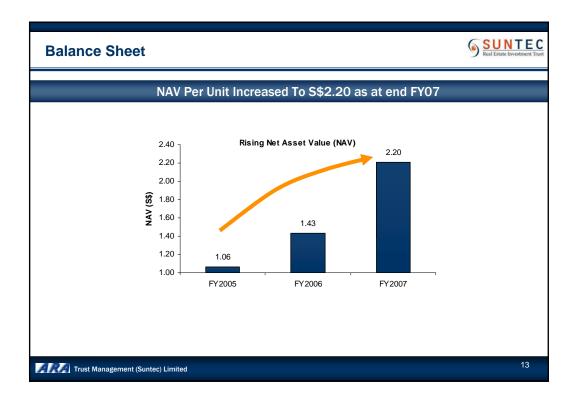
Balance Sheet	30 Sep'07 (S\$'000)
Investment properties	4,569,6221
Total assets	4,569,767
Debt, at amortised cost	919,108
Total liabilities	991,307
Net assets	3,608,281
Unitholders' Funds	3,608,281
Total Units	1,636,792,3082

Relevant Per Unit Statistics	
Net asset value (NAV) per unit	S\$2.20 <sup>3</sup>
Adjusted NAV per unit (excl. income available for distribution)	S\$2.18
Unit price as at 26 October 2007	S\$1.84
Premium/(Discount) to Adjusted NAV	(18.6)%

Adjusted NAV increased by 129% since listing<sup>4</sup>

# Source: ARATMS Notes:

- Properties in Suntec REIT portfolio have been revalued to S\$4.57 bil as at 30 September 2007 Includes 2,137.874 units issuable to Manager by 30 October 2007 as asset management fee payable for the period Jul Sep 2007, and 207,002,170 deferred units payable to Suntec City Development Ple Ltd over 6 equal installments, the first of which falls 42 months after 9 Dec 2004 Includes DPU of \$\$50.021 for the quarter ended 30 September 2007 (excluding deferred units) Based on pro-forma NAV of \$\$50.955 stated in the Prospectus dated 29 November 2004.



# **Distribution Timetable**



# Suntec REIT Units Trade Ex-Distribution On 5 Nov 2007

# Distribution payment (for the period 1 Jul 07 to 30 Sep 07)

 Amount (cents/unit)
 2.122

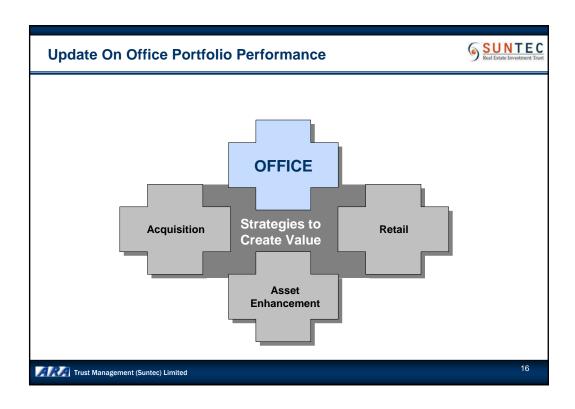
 Ex date
 5 Nov 07

 Books closure
 7 Nov 07

 Payment
 29 Nov 07

Source: ARATMS









# **Committed Occupancy Strengthened To Another Post-IPO High**

Property	As at 30 Sep 2006	As at 30 Sep 2007
Suntec Office Towers	97.6%	99.8%
Park Mall	93.1%	100.0%
Suntec REIT Portfolio	97.2%	99.8%

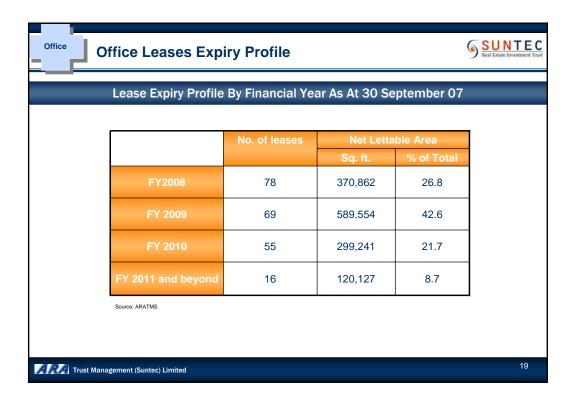
Source: ARATMS

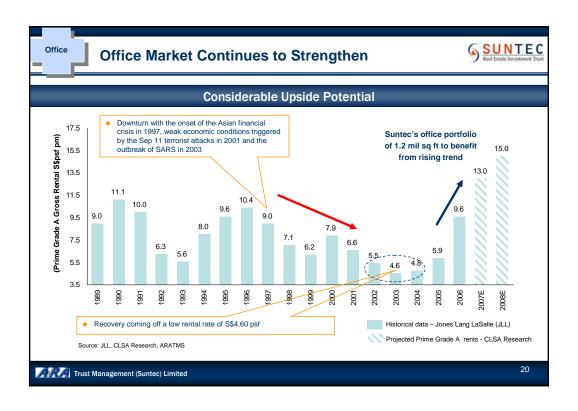
• Overall portfolio occupancy strengthened to 99.8% as at 30 September 2007

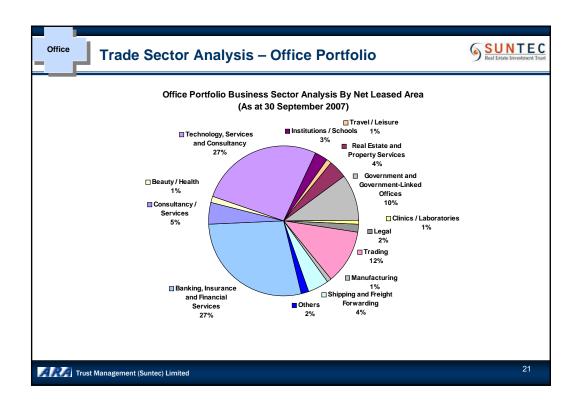
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# Office **Strong Occupancy & Rental Rates** Suntec Office Occupancy Hits New High Of 99.8% 97.4% 97.4% 98.2% 98.4<u>%</u> ■ Actual ■ Committed 100.0% Suntec Office Occupancy 95.0% 92.1% 91.4% 90.0% 85.0% 80.0% 79.0% 75.0% 70.0% 31 Mar 30 Jun 30 Sep 31 Dec 31 Mar 30 Jun 30 Sep 31 Dec 31 Mar 30 Jun 30 Sep 05 05 05 06 06 06 06 06 07 07 07 Committed occupancy hits post-IPO high of 99.8% as at 30 September 2007 • Recent leases secured at closing rents of between S\$11.00 - S\$13.00 psf per month Source: ARATMS 18 Trust Management (Suntec) Limited











# **Sustained Growth In Rental Rates**



# Committed Retail Passing Rent Crossed S\$10 p.s.f. Milestone

Property	As at 31 Dec 05 (psf/mth)	As at 31 Mar 06 (psf/mth)	As at 30 Jun 06 (psf/mth)	As at 30 Sep 06 (psf/mth)	As at 31 Dec 06 (psf/mth)	As at 31 Mar 07 (psf/mth)	As at 30 Jun 07 (psf/mth)	As at 30 Sep 07 (psf/mth)
Suntec City Mall	8.98	9.11	9.38	9.45	9.59	9.71	10.23	10.46
Park Mall	6.07	6.13	6.22	6.33	6.43	6.45	6.49	6.60
Chijmes	9.97	10.09	10.17	10.30	10.33	10.38	10.38	10.68

Source: ARATMS

• Committed average passing rent at Suntec City Mall achieved a new high of S\$10.46 p.s.f. per

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# **Sustained Growth In Rental Rates**



# **Strong Growth Underpins The Retail Portfolio**

As at 30 Sept 2007	Suntec City Mall	Park Mall	Chijmes	Retail Portfolio
Number of shops	411	73	29	513





Property (1 Jul – 30 Sep 2007)	NLA of Renewals/ Repl. (sq ft)	Change from Preceding Rental Rates (%)
Suntec City Mall	63,314	+31.8
Park Mall	5,050	+21.6
Chijmes	18,364	+11.7
Total	86,728	+27.8







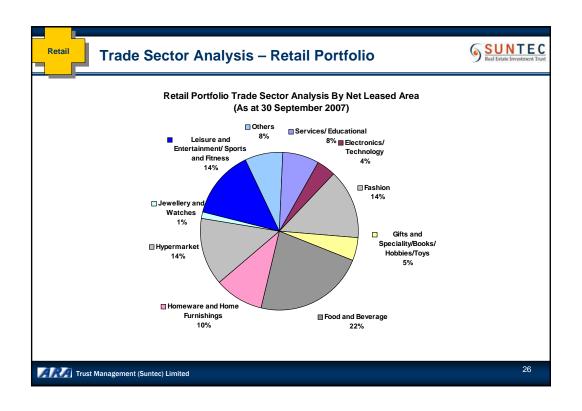


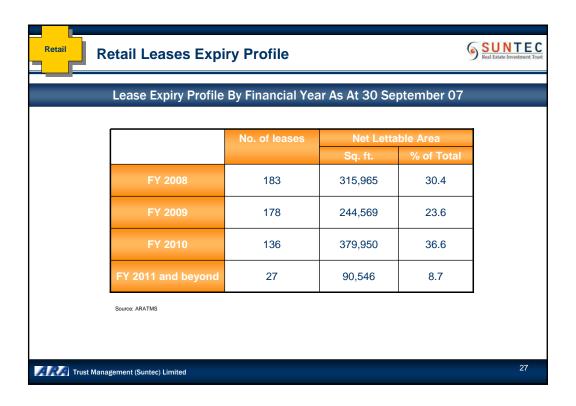
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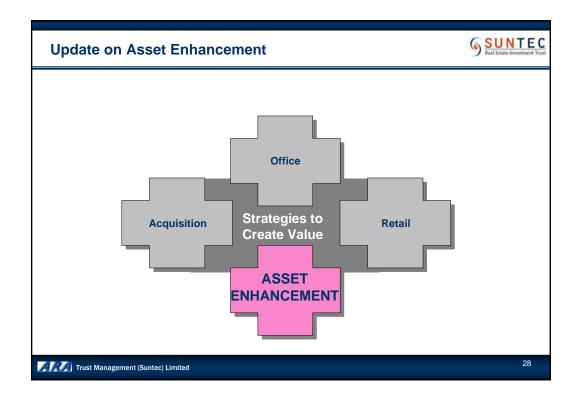
**HOLLYWOOD NAILS** -----

- · Overall rental rates increased by 27.8% from preceding levels
- New tenants include Han's Cafe, Citispa, My Learning Kingdom, Harris Bookstore and those from MY.PLAYGROUND and the Fashion zone at Galleria















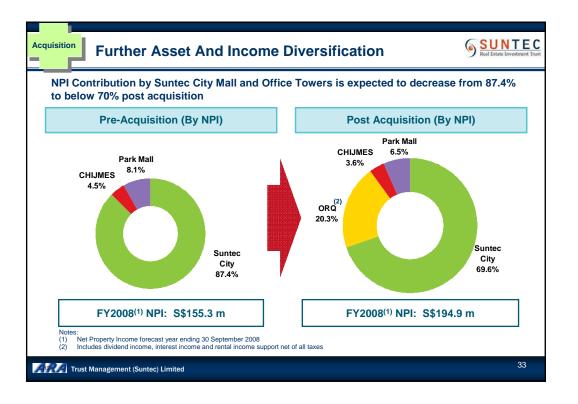


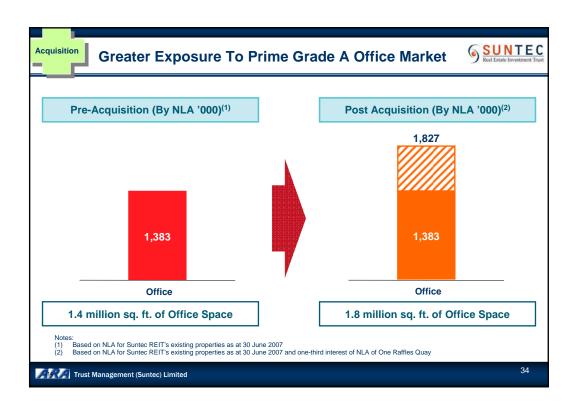
**Key Highlights Of The One Raffles Quay Acquisition** 



- Purchase price of S\$941.5 m for the one-third interest
- Yield accretive at 4.2% net property income yield (1)
- Further asset and income diversification
- Increase exposure of office portfolio to Prime Grade A office market from 1.4 m sq ft to 1.8 m sq ft<sup>(2)</sup>

s:
Including rental top-up income support of up to S\$103.48 m (inclusive of GST) over a 54 month period
Includes the office space attributable to the acquisition of a one-third interest in One Raffles Quay





### **Unit Performance**



Liquidity Statistics as at 30 Sep 2007

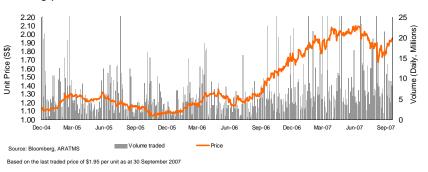
14.2%

US\$ 1.9 bil

20-day volume as percentage of free float

Market cap

- Unit price appreciated by 95%<sup>1</sup> since IPO
- Total return of 113.4%1 since IPO
- Constituent Member of Key Indices:
  - MSCI Singapore Free Index
  - FTSE NAREIT/EPRA Global Real Estate Index
  - Global Property Research (GPR) 250 Index series
  - Singapore Straits Times Index



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# **Thank You**

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#### **Disclaimer**



This presentation is focused on comparing actual results for the three months ended 30 September 2007 versus results achieved in the three months ended 30 September 2006. It should be read in conjunction with Paragraph 8 of Suntec REIT's financial results for the period 1 July 2007 to 30 September 2007 announced on SGXNET.

The information included in this release does not constitute an offer or invitation to sell or the solicitation of an offer or invitation to purchase or subscribe for units in Suntec REIT ("Units") in Singapore or any other jurisdiction.

This presentation may contain forward-looking statements that involve assumptions, risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from other developments or companies, shifts in the expected levels of occupancy rates, property rental income, changes in operating expenses, including employee wages, property expenses and governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. Past performance is not necessarily indicative of future performance. Predictions, projections or forecasts of the economy or economic trends of the markets are not necessarily indicative of the future or likely performance of Suntec REIT. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of management on future events.

#### **Disclaimer**



The value of Units and the income derived from them, if any, may fall or rise. Units are not obligations of, deposits in, or guaranteed by, ARA Trust Management (Suntec) Limited (as the manager of Suntec REIT) (the "Manager") or any of its affiliates. An investment in Units is

subject to investment risks, including the possible loss of the principal amount invested. All nivestment risks, including the possible loss of the principal amount invested. Investors should note that they will have no right to request the Manager to redeem or purchase their Units for so long as the Units are listed on the SGX-ST. It is intended that holders of Units may only deal in their Units through trading on the SGX-ST. The listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.

The past performance of Suntec REIT is not necessarily indicative of the future performance of Suntec REIT.

Pro Forma Impact of Deferred Units Issuance
Suntec City Development Pte Ltd, the vendor of Suntec City Mall and Suntec City Office Towers (both as defined in the prospectus dated 29 November 2004 (the "Prospectus") issued in connection with the initial public offering of units in Suntec REIT ("Units") in November/December 2004 and together, the "Properties"), will be issued with 207,002,170 additional Units (the "Deferred Units") in satisfaction of the deferred payment consideration for the purchase of the Properties. The Deferred Units will be issued in six equal installments, with the first installment to be issued on the date falling 42 months after 9 December 2004 (being the date of completion of the sale and purchase of the Properties) and the rest semi-annually thereafter. Any change in rental rates, occupancy rates and distributable income of Suntec REIT can affect the impact of any dilution in the yields of Suntec REIT arising from the issuance of the Deferred Units in the future. The table below illustrates the pro forma impact under the scenario where the Deferred Units were entirely issued on 9 December 2004, the date of admission of Suntec REIT to the Official List of the SGX-ST (the "Listing Date"):

Distribution Per Unit S\$	Actual (1 July 07 – 30 September 07)
DPU based on total number of units entitled to the distribution (cents)	2.122
DPU assuming Deferred Units were issued on the Listing Date (cents)	1.854

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