



Financial Results for the Fourth Quarter and Financial Year ended 31 Dec 2011

## Agenda

- ❖ Key Highlights
- ❖ Financial Performance
- ❖ Portfolio Performance
- ❖ Growth Strategies
- ❖ Unit Performance



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

## Key Highlights

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### Highlights of FY11

FY11 distributable income +20.9% Y-O-Y (+14.5% against Forecast<sup>1</sup>)

FY11 DPU +0.7% Y-O-Y (+14.2% against Forecast<sup>1</sup>)

Portfolio occupancy of 99.2% (Office) and 97.5% (Retail)

Acquired additional 40.8% interest in Suntec Singapore

Divested Chijmes at \$177mil (23.2% above valuation)

Notes:

1. The Forecast is based on assumptions set out in Suntec REIT Circular to Unitholders dated 8 November 2010.

Source: ARATMS



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# Financial Performance

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## Financial Performance: 4Q FY11

### Distributable Income 23.1% higher year-on-year

1 October – 31 December 2011	4Q FY11	4Q FY10	Change
Gross Revenue	S\$80.0 mil	S\$61.4 mil	30.4%
Net Property Income	S\$52.0 mil	S\$47.2 mil	10.1%
Distributable Income	S\$55.3 mil	S\$44.9 mil	23.1%
Distribution per unit <sup>1</sup>	2.479¢	2.316¢	7.0%

Notes:

1. Based on 2,224,519,933 units in issue as at 31 December 2011 and 6,926,480 units issuable to the Manager by 31 January as partial satisfaction of management fee incurred for the period 1 October 2011 to 31 December 2011.

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## Financial Performance: 4Q FY11 Comparison Against Forecast<sup>1</sup>

### Quarterly DPU outperformed Forecast<sup>1</sup> by 19.9%

1 October – 31 December 2011	4Q FY11	4Q FY11F <sup>1</sup>	Change
Gross Revenue	S\$80.0 mil	S\$60.0 mil	33.5%
Net Property Income	S\$52.0 mil	S\$43.9 mil	18.4%
Distribution income	S\$55.3 mil	S\$45.8 mil	20.7%
Distribution per unit <sup>2</sup>	2.479¢	2.068¢	19.9%

Notes:

1. The Forecast is based on assumptions set out in Suntec REIT Circular to Unitholders dated 8 November 2010.
2. Based on 2,224,519,933 units in issue as at 31 December 2011 and 6,926,480 units issuable to the Manager by 31 January as partial satisfaction of management fee incurred for the period 1 October 2011 to 31 December 2011.

Source: ARATMS

## Financial Performance: FY11

### Distributable Income 20.9% higher year-on-year

1 January – 31 December 2011	FY11	FY10	Change
Gross Revenue	S\$270.3 mil	S\$249.5 mil	8.3%
Net Property Income	S\$193.4 mil	S\$193.1 mil	0.2%
Distributable Income	S\$220.7 mil	S\$182.5 mil	20.9%
Distribution per unit <sup>1</sup>	9.932¢	9.859¢	0.7%
Distribution yield <sup>2</sup>	8.6%	8.6%	

Notes:

1. Based on 2,224,519,933 units in issue as at 31 December 2011 and 6,926,480 units issuable to the Manager by 31 January as partial satisfaction of management fee incurred for the period 1 October 2011 to 31 December 2011.
2. Based on the last traded price of S\$1.15 per unit as at 18 January 2012

Source: ARATMS

## FY11 DPU 14.2% above Forecast<sup>1</sup>

1 January – 31 December 2011	FY11	FY11F <sup>1</sup>	Change
Gross Revenue	S\$270.3 mil	S\$243.6mil	10.9%
Net Property Income	S\$193.4 mil	S\$181.7mil	6.4%
Distribution income	S\$220.7 mil	S\$192.8mil	14.5%
Distribution per unit <sup>2</sup>	9.932¢	8.699¢	14.2%

Notes:

1. The Forecast is based on assumptions set out in Suntec REIT Circular to Unitholders dated 8 November 2010.
2. Based on 2,224,519,933 units in issue as at 31 December 2011 and 6,926,480 units issuable to the Manager by 31 January as partial satisfaction of management fee incurred for the period 1 October 2011 to 31 December 2011.

Source: ARATMS

## Portfolio Revenue and NPI Contribution

### 4Q FY11

### Composition of Office and Retail Revenue and NPI

Asset	Revenue	NPI
Suntec City		
• Office	S\$26.4 mil	S\$21.5 mil
• Retail	S\$25.2 mil	S\$18.7 mil
Park Mall		
• Office	S\$2.0 mil	S\$1.5 mil
• Retail	S\$3.7 mil	S\$2.5 mil
Chijmes	S\$2.7 mil	S\$2.0 mil
Total	S\$60.0 mil	S\$46.2 mil

- Retail revenue contributed approximately 53% of the Total Gross Revenue<sup>1</sup> for 4Q FY11
- Office revenue contributed approximately 47% of the Total Gross Revenue<sup>1</sup> for 4Q FY11

Note:

1. Excludes revenue contribution from jointly controlled entities and Suntec Singapore

Source: ARATMS



## Debt-to-Asset Ratio Improved to 37.3%

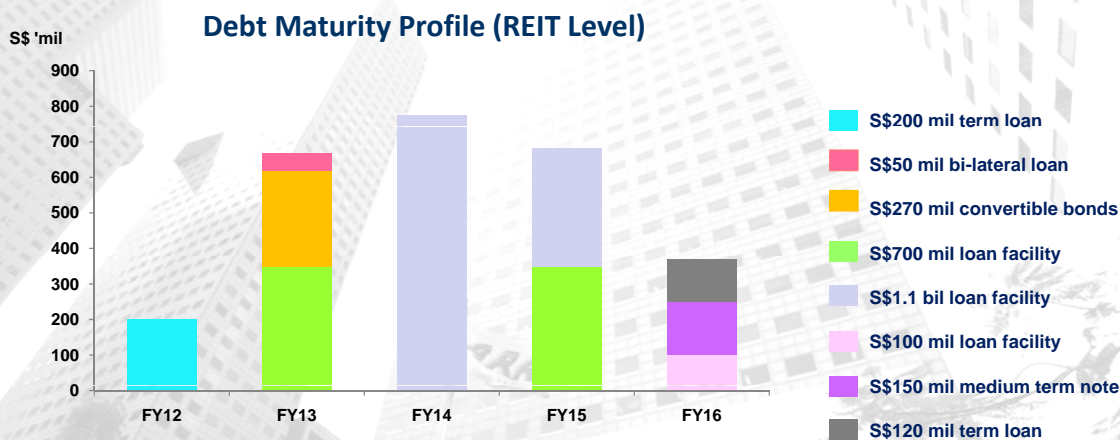
Debt Metrics	31 Dec 2011
Total Debt Outstanding (consolidated)	S\$2.822 bil
Debt-to-Asset Ratio <sup>1</sup>	37.3%
Average All-in Financing Cost	2.81%
Interest Coverage Ratio	4.4
Corporate Family Rating	"Baa2"

Note:

1. Suntec REIT's "Aggregate Leverage Ratio" as at 31 December 2011 was 39.05%. "Aggregate Leverage Ratio" refers to the ratio of total borrowings (inclusive of proportionate share of borrowings of jointly controlled entities) and deferred payments (if any) to the value of the Deposited Property

Source: ARATMS

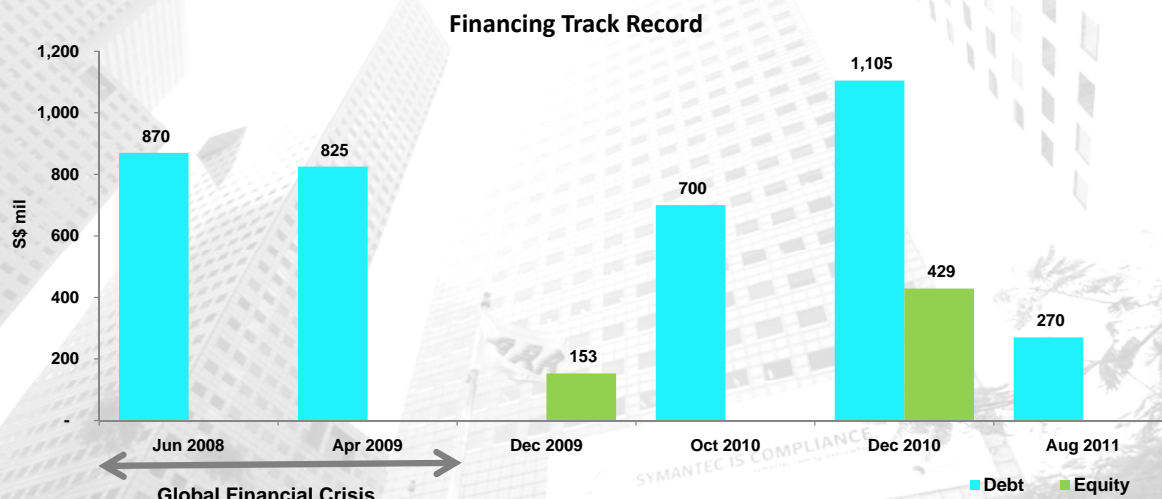
## Debt Maturity Profile as at 31 December 2011



- Weighted average term to expiry of 2.65 years
- No major refinancing requirement till 2013

Source: ARATMS

## \$4.35 billion of Financing Since June 2008



- Raised S\$3.77 bil of debt financing
- Raised S\$582 mil of equity financing
- Average all-in financing cost of 2.81% for FY 2011

Source: ARATMS

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## Net Asset Value Per Unit of S\$1.987 as at 31 December 2011

### Consolidated Balance Sheet 31 Dec 2011

<b>Total Assets</b>	<b>S\$7,517 mil</b>
<b>Total Liabilities</b>	<b>S\$2,970 mil</b>
<b>Net Assets Attributable to Unitholders</b>	<b>S\$4,434 mil</b>
<b>NAV Per Unit<sup>1</sup></b>	<b>S\$1.987</b>
<b>Adjusted NAV Per Unit<sup>2</sup></b>	<b>S\$1.962</b>

**Notes:**

1. Based on 2,224,519,933 units in issue as at 31 December 2011 and 6,926,480 units issuable to the Manager by 31 January as partial satisfaction of management fee incurred for the period 1 October 2011 to 31 December 2011.
2. After DPU adjustment of 2.479 cents for the quarter ended 31 December 2011

Source: ARATMS

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### Distribution Payment

<b>Distribution Period</b>	<b>1 October 2011 – 31 December 2011</b>
<b>Amount (cents/unit)</b>	<b>2.479</b>

<b>Ex-date</b>	<b>31 January 2012</b>
<b>Books closure date</b>	<b>2 February 2012</b>
<b>Payment date</b>	<b>28 February 2012</b>

Source: ARATMS

## Portfolio Performance

SYMANTEC IS COMPLIANCE  
Creating value by safeguarding



## Strong Portfolio Committed Occupancy

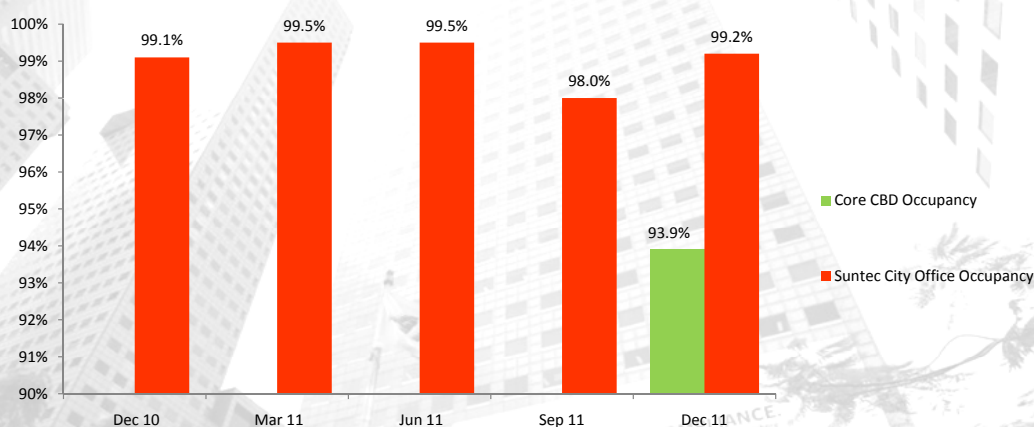
Property	As at Dec 10	As at Mar 11	As at Jun 11	As at Sep 11	As at Dec 11
<b>Suntec City:</b>					
- Office	99.1%	99.5%	99.5%	98.0%	99.2%
- Retail	97.9%	97.9%	97.1%	96.5%	96.7%
<b>Park Mall:</b>					
- Office	100%	100%	100%	100%	100%
- Retail	100%	100%	100%	100%	100%
Chijmes	99.5%	97.8%	100%	100%	100%
One Raffles Quay	100%	100%	100%	100%	100%
MBFC Properties	96.5%	97.4%	97.4%	98.5%	98.6%
<b>Office Portfolio Occupancy</b>	<b>98.8%</b>	<b>99.2%</b>	<b>99.2%</b>	<b>98.6%</b>	<b>99.2%</b>
<b>Retail Portfolio Occupancy</b>	<b>98.0%</b>	<b>98.0%</b>	<b>97.7%</b>	<b>97.3%</b>	<b>97.5%</b>

- Suntec City office occupancy strengthened to 99.2%
- Strong occupancy of 99.2% and 97.5% achieved for office and retail portfolio respectively

Source: ARATMS

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## Suntec City Office Maintained Strong Occupancy



- Suntec City Office occupancy higher than Singapore average CBD Grade A office occupancy of 93.9%<sup>1</sup>
- Leases secured for the quarter at an average rent of S\$8.72 psf pm

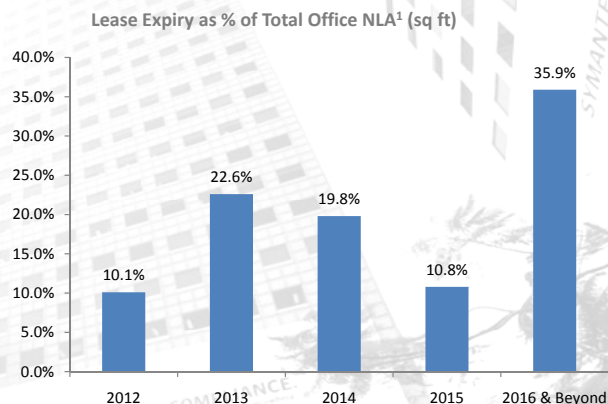
Note:  
1. Source: Savills Research

Source: ARATMS

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## Office Leases Expiring in FY 2012 Down to 10.1%

Expiry Profile As at 31 Dec 2011	Net Lettable Area <sup>1</sup>	
	Sq ft	% of Total
FY 2012	243,619	10.1%
FY 2013	544,616	22.6%
FY 2014	478,588	19.8%
FY 2015	261,986	10.8%
FY 2016 & Beyond	868,222	35.9%



- Forward renewed more than 233,000 sq ft of FY 2012 leases
- Balance 10.1% of office leases expiring in FY 2012

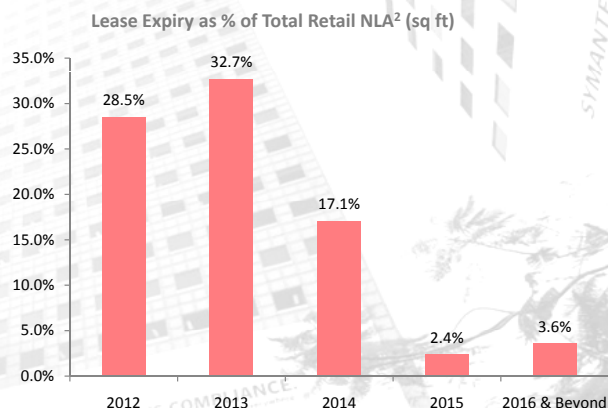
Notes:

1. Assumes one third of total office net lettable area of One Raffles Quay and Marina Bay Financial Centre Office Towers 1 and 2

Source: ARATMS

## Retail Portfolio Lease Expiry Profile

Expiry Profile <sup>1</sup> As at 31 Dec 2011	Net Lettable Area <sup>2</sup>	
	Sq ft	% of Total
FY 2012	310,717	28.5%
FY 2013	348,106	32.7%
FY 2014	181,625	17.1%
FY 2015	24,981	2.4%
FY 2016 & Beyond	37,774	3.6%



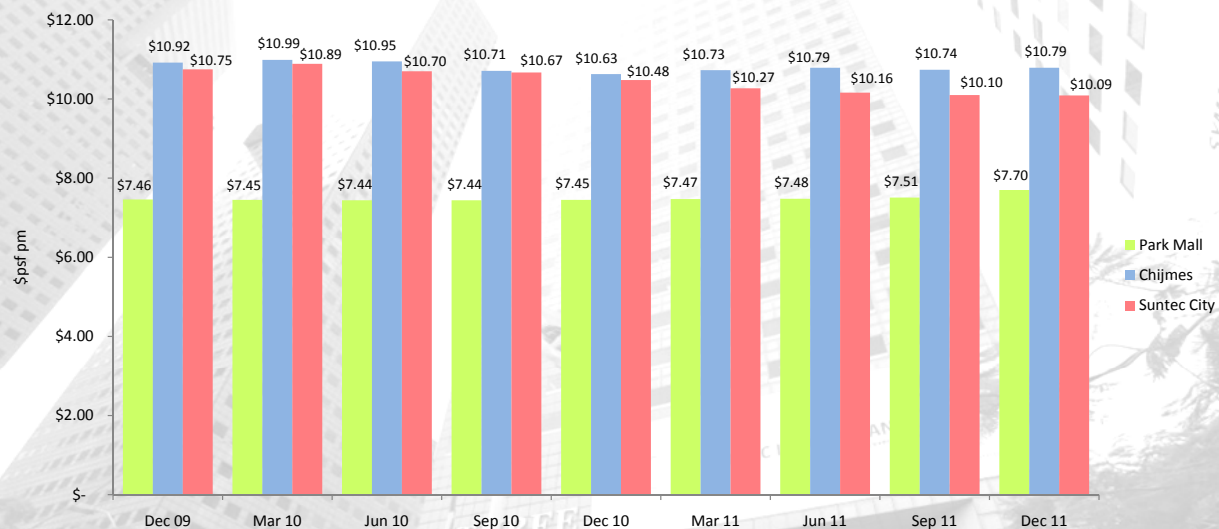
- Balance 28.5% of retail leases expiring in FY 2012

Note:

1. Adjusted for leases that will be affected by Phase 1 of the asset enhancement initiatives in Suntec City Mall
2. Assumes one third of total retail net lettable area of One Raffles Quay, Marina Bay Link Mall and 60.8% Suntec Singapore International Convention & Exhibition Centre

Source: ARATMS

## Committed Retail Passing Rents Remained Stable

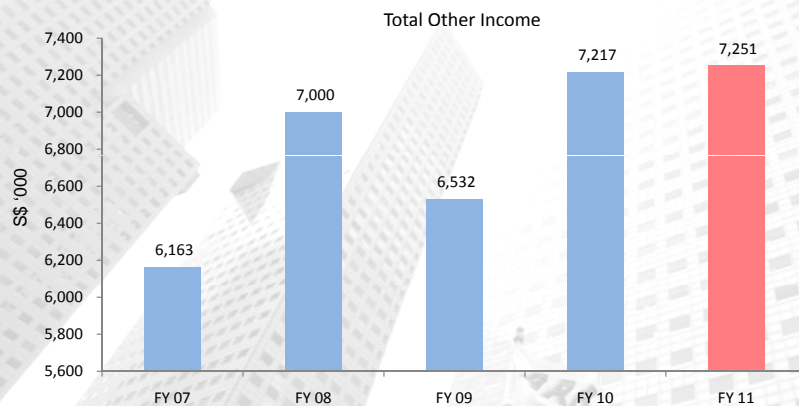


■ Committed average passing rents remained stable

Source: ARATMS

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## Achieved Strong Revenue of S\$7.25 mil from other Income Initiatives



Source: ARATMS

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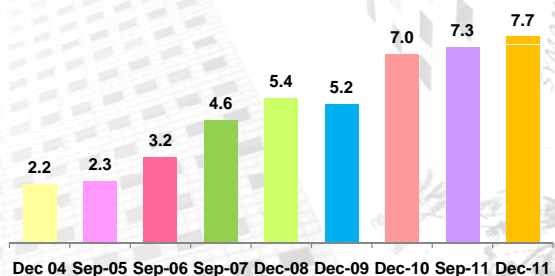
## Growth Strategies

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### AUM increased to S\$ 7.7 Billion



AUM (S\$b)



- Singapore's 2nd largest REIT by AUM with a strong portfolio of strategically-located prime assets
- Office portfolio of 2.4 mil sq ft and retail portfolio of 1.1 mil sq ft

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### Outlook

- Cautiously optimistic on the economic outlook and the office sector recovery

### Track Record

- Proven track record in enhancing the performance of our property portfolio
- Strong credit standing and debt financing record
- Delivered 65.3 cents of DPU since IPO in December 2004

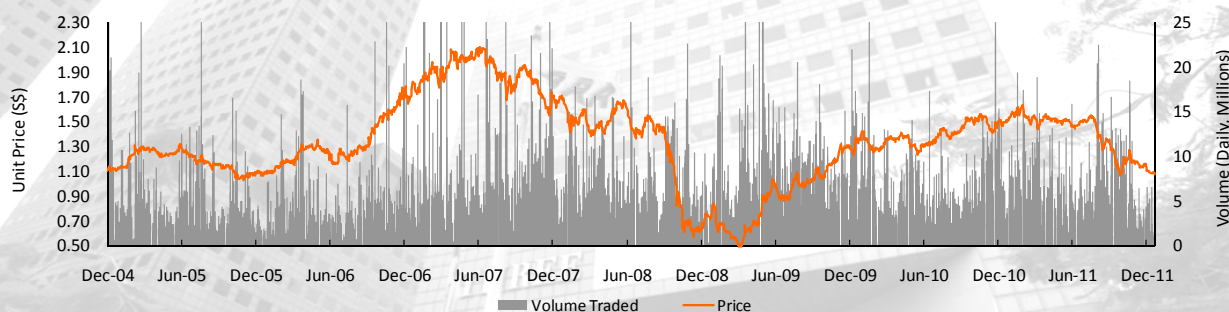
### Well-positioned

- Strong 2.4 million sq ft office portfolio and 1.1 million sq ft retail portfolio strategically-located in the heart of Singapore's Central Business District.
- Anchored by major asset Suntec City, one of Singapore's largest office and retail properties
- Office portfolio: Balance of 10.1% of FY12 leases to be renewed
- Retail portfolio: Repositioning of Suntec City for higher returns

Source: ARATMS

## Unit Performance

- FY 2011 DPU of 9.932 cents
- Total DPU of 65.3 cents for the last 7 years since IPO
- Discount to NAV of 45.9%<sup>1</sup>
- Strong 12-month forward yield of 8.37%<sup>1,2</sup> (based on consensus DPU)
- Market Capitalisation of S\$2.4 billion, with high daily average traded volume of 5.2 mil for 4Q FY 2011



Notes:

1. Based on the last traded price of S\$1.075 per unit as at 31 Dec 2011
2. Consensus DPU of 9.0 cents for FY 2012

Source: ARATMS, Bloomberg

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## Thank You

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## Disclaimer

This presentation is focused on the comparison of actual results for the twelve months ended 31 December 2011 versus results achieved in the twelve months ended 31 December 2010 and the Forecast as set out in Suntec REIT's Circular to Unitholders dated 8 November 2010. It should be read in conjunction with Paragraph 8 and 9 of Suntec REIT's financial results for the financial period ended 31 December 2011 announced on SGXNET.

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1. 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.
2. 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.
3. The past performance of Suntec REIT is not necessarily indicative of the future performance of Suntec REIT.

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