

# Results for the Period 1 Apr 2006 - 30 Jun 2006



# **Agenda**



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



# **Financial Highlights**

## Financial Summary: 3Q FY2006 (1 Apr – 30 Jun 2006)



#### Distribution Per Unit of 1.88¢ Exceeds Forecast by 20.9%

Period: 1 Apr – 30 Jun 2006	Actual	Forecast <sup>1</sup>	Variance	
Distribution income	S\$24.40 mil	S\$20.18 mil	+20.9%	
Distribution per unit	1.88¢	1.55¢	+20.9%	
Annualised distribution per unit <sup>2</sup>	7.52¢	6.23¢	+20.9%	
Annualised distribution yield <sup>3</sup>	6.3%	5.2%	+21.2%	

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

<sup>1.</sup> Based on assumptions/forecasts stated in the Prospectus dated 29 November 2004 which only consists of properties in Suntec City. The actual results for the period also includes Park Mall and Chijmes, the acquisitions of which were completed on 28 October 2005 and 1 December 2005 respectively.

<sup>2.</sup> Based on 1,297,516,569 units in issue as at 30 June 2006 & 2,420,957 units issuable to the Manager by 30 July 2006 as partial satisfaction of management fee incurred for the period 1 April 2006 to 30 June 2006. 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 2004.

<sup>3.</sup> Based on the last traded price of \$1.20 per unit as at 25 July 2006.

# Distribution Per Unit (DPU) Performance



## **Strong and Consistent DPU Growth**

(S\$ cents)	Actual DPU	Forecast <sup>1</sup> DPU	Annualised Actual DPU	Variance from Forecast
DPU : 1 Apr – 30 Jun 06 <sup>2,3</sup>	1.88	1.55	7.52	+ 20.9%
DPU : 1 Jan - 31 Mar 06	1.81	1.51	7.34	+19.8%
DPU: 1 Oct - 31 Dec 05	1.72	1.50	6.80	+14.0%
DPU : 1 Jul – 30 Sep 05	1.61	1.50	6.37	+ 7.3%
DPU : 1 Apr – 30 Jun 05	1.56	1.49	6.26	+ 4.7%
DPU: 9 Dec - 31 Mar 05	1.86	1.76	6.00	+ 5.7%

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

<sup>1.</sup> Based on assumptions/forecasts stated in the Prospectus dated 29 November 2004

<sup>2.</sup> Based on 1,297,516,569 units in issue as at 30 June 2006 & 2,420,957 units issuable to the Manager by 30 July 2006 as partial satisfaction of management fee incurred for the period 1 April 2006 to 30 June 2006. 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 2004.

<sup>3.</sup> Based on the annualised DPU of 7.52 cents and last traded price of \$1.20 as at 25 July 2006.

# Financial Results : 1 Apr '06 – 30 Jun '06 (3Q FY06)



For the period 1 Apr – 30 Jun 2006	Actual (S\$'000)	Forecast <sup>1</sup> (S\$'000)	Variance (%)
Revenue	43,914	34,087	28.8
Less property expenses	(11,194)	(8,811)	(27.0)
Net property income	32,720	25,276	29.5
Less finance costs (net)	(9,281)	(4,775)	(94.4)
Less trust expenses <sup>2</sup>	(3,987)	(3,099)	(28.7)
Net income before tax	19,452	17,402	11.8
Non-tax deductible (chargeable) items	4,943	2,781	(77.7)
Taxable income	24,395	20,183	20.9
Income available for distribution	24,395	20,183	20.9
DPU (S\$ cents)	1.88	1.55	20.9

- Revenue and NPI exceed forecast by 28.8% and 29.5% respectively
- Income available for distribution exceeded forecast by 20.9%
- DPU outperformed forecast by 20.9%
- Cost-to-Revenue Ratio improved further from 25.9% to 25.5%

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

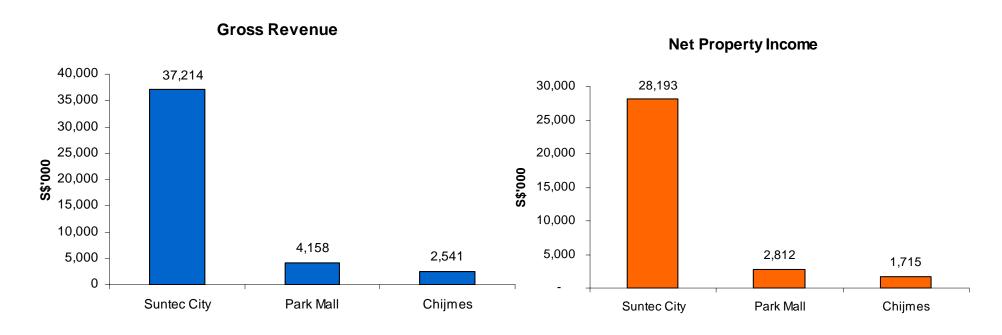
2. Trust expenses including the Manager's fee, trustee fees and administrative fees.

Based on assumptions stated in the Prospectus dated 29 November 2004 which only consists of properties in Suntec City. The actual results for the period also includes Park Mall and Chijmes, the acquisitions of which were completed on 28 October 2005 and 1 December 2005 respectively.

# Distribution of Revenue & NPI by Properties



#### Suntec City Properties Contribute Approx. 85% of Total Revenue & NPI

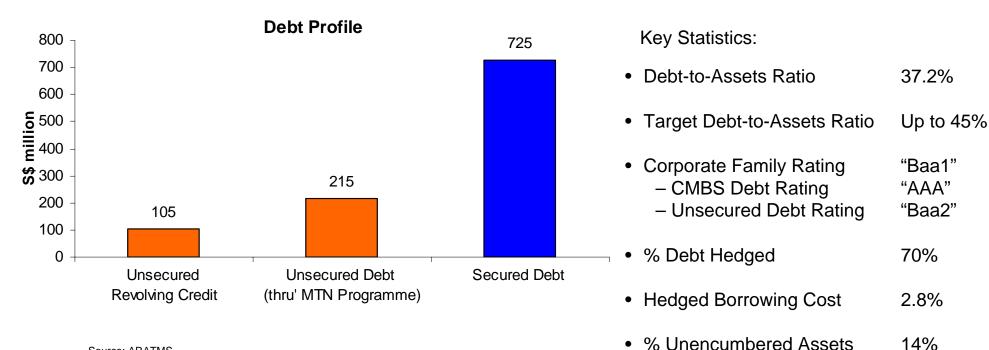


- Suntec City contributes approximately 85% of the Total Gross Revenue and 86% of the Total Net Property Income
- Total Gross Revenue and Net Property Income exceeded Forecast by 28.8% and 29.5% respectively

## **Debt Capital Details**



#### **Debt-to-Assets Ratio 37.2%**



Source: ARATMS

<sup>1.</sup> 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 44.6%, including the 207 million deferred units.

#### **Balance Sheet**



### NAV per unit currently S\$1.14 per unit

As at 30 June 2006  Balance Sheet	(S\$'000)
Investment properties	2,749,804
Total assets	2,807,316
Debt, at amortised cost	1,044,395
Total liabilities	1,096,396
Net assets	1,710,920
Unitholders' Funds	1,710,920
Total Units	1,506,939,696 <sup>1</sup>
NAV per unit (S\$)	1.14 <sup>2</sup>

- Debt-to-Assets Ratio at 37.2%
- 18% increase in adjusted NAV since listing <sup>3</sup>

Re	levant per unit statistics	
Net	asset value (NAV) per unit	S\$1.14
	usted NAV per unit cl. income available for distribution)	S\$1.12
Uni	t price as at 25 Jul 2006	S\$1.20
Pre	mium/(Discount) to Adjusted NAV	7.1%

Source: ARATMS

Notes:

<sup>1.</sup> Includes 2,420,957 units issuable to Manager by 30 Jul 2006 as management fee payable for the period Apr – Jun 06, and 207,002,170 deferred units payable to Suntec City Development over 6 equal installments, the first of which falls 42 months after 9 Dec 2004.

<sup>2.</sup> Includes DPU of S\$0.0188 payable to 1,299,937,526 units on 29 Aug 2006 (excluding deferred units).

<sup>3.</sup> Based on pro-forma NAV of S\$0.95 stated in the Prospectus dated 29 November 2004

## **Distribution Details**



## Suntec REIT units trade ex-distribution on 02 Aug 2006

## **Distribution payment** (for the period 1 Apr 06 to 30 Jun 06)

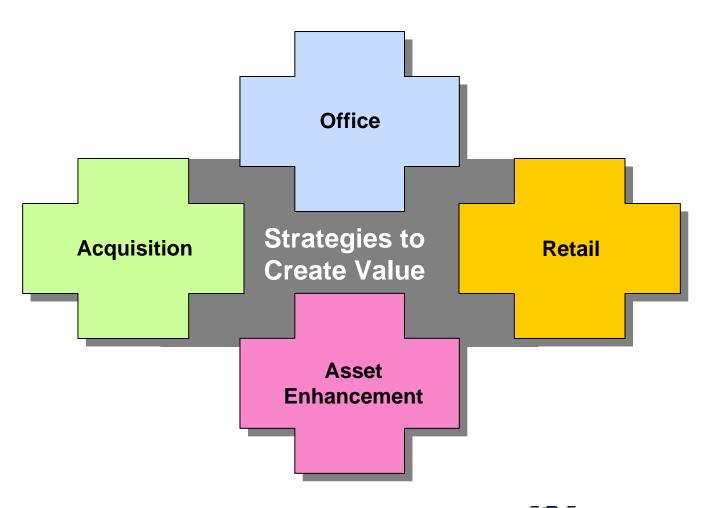
Amount (cents/unit)	1.88
Ex date	02 Aug 06
Books closure	04 Aug 06
Payment	29 Aug 06

Source: ARATMS

# **Update on Portfolio Performance**

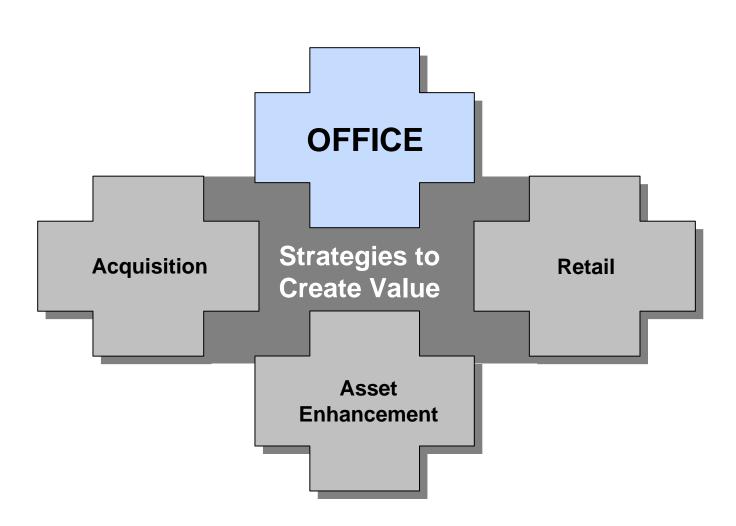


### Focus on Our Core Strategies and Goals



# **Update on Office Portfolio Performance**





Office

# **Improving Occupancy & Rental Rates**



## Office Occupancy Hits Another Post-REIT High

Property	As at 31 Dec 2005	As at 31 Mar 2006	As at 30 Jun 2006
Suntec Office Towers	93.0%	94.4%	96.5%
Park Mall <sup>1</sup>	85.1%	86.6%	93.5%
Suntec REIT Portfolio	92.3%	93.7%	96.2%

- Office occupancy continues to rise at all properties
- Overall portfolio occupancy climbed to 96.2% as at 30 Jun 2006

Source: ARATMS

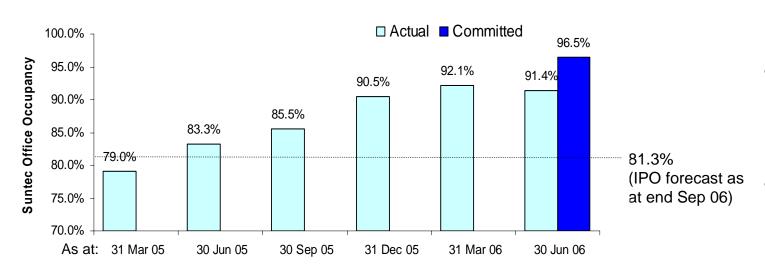
Notes:

The acquisition of Park Mall was completed on 28 October 2005.

# **Improving Occupancy & Rental Rates**



#### **Suntec Office Occupancy hits 96.5%**



- Committed occupancy hits another post-REIT high of 96.5% as at 30 Jun 2006
- Current closing rents between S\$5.00 - S\$6.50 psf per month

#### **New Tenants include:**















# **Office Leases Expiry Profile**



## Lease Expiry Profile by Financial Year as at 30 Jun 06

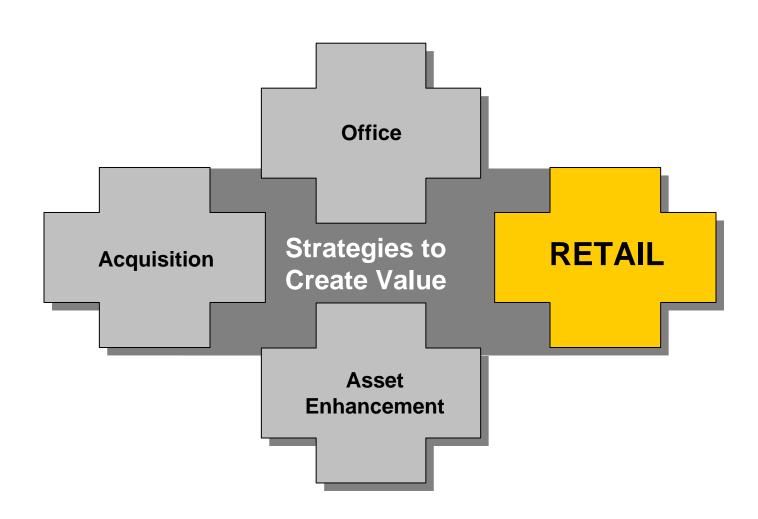
	No. of leases	Net Lettable Area	
		Sq. ft.	% of Total
FY 2006	9	34,390	2.6
FY 2007	65	309,895	23.8
FY 2008	75	399,124	30.7
Beyond FY 2008	48	557,747	42.9

Source: ARATMS

Completing lease renewal for FY 2006

# **Update on Retail Portfolio Performance**





# **Improving Occupancy & Rental Rates**



#### **Committed Retail Occupancy Rates Remain Strong**

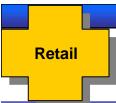
Property	As at 31 Dec 2005	As at 31 Mar 2006	As at 30 Jun 2006
Suntec City Mall	99.0%	98.5%	96.6%
Park Mall <sup>1</sup>	98.4%	98.4%	98.9%
Chijmes <sup>1</sup>	100.0%	100.0%	100.0%
Suntec REIT Portfolio	99.0%	98.6%	97.2%

#### **Committed Retail Passing Rent Continues to Strengthen**

Property	As at 31 Dec 2005 (psf/month)	As at 31 Mar 2006 (psf/month)	As at 30 Jun 2006 (psf/month)
Suntec City Mall	8.98	9.11	9.38
Park Mall <sup>1</sup>	6.07	6.13	6.22
Chijmes <sup>1</sup>	9.97	10.09	10.17

Source: ARATMS Notes:

<sup>1.</sup> The acquisitions of Park Mall and Chijmes were completed on 28 October 2005 and 1 December 2005 respectively.



# **Improving Occupancy & Rental Rates**



#### **Strong Retail Rental Growth**

#### For the Period 1 Apr – 30 Jun 2006

Property	NLA of Renewals/ Replacements (sq ft)	Change from Preceding Rental Rates (%)
Suntec City Mall	29,481	+27.9
Park Mall	14,914	+6.8
Chijmes	5,404	+24.8
Total	49,799	+24.6

 Overall rental rates increased by 24.6% from preceding levels last quarter

#### **New Tenants include:**









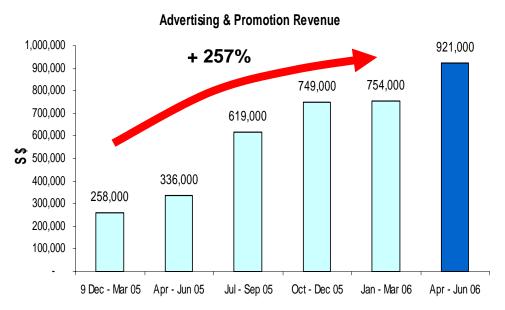


## Additional Revenue from A&P Other Income



#### **Advertising & Promotions**

- Sustained strong growth in A&P revenue due to new initiatives implemented
- A&P revenue from atrium rentals and media spaces increased by 22.1% from the previous quarter













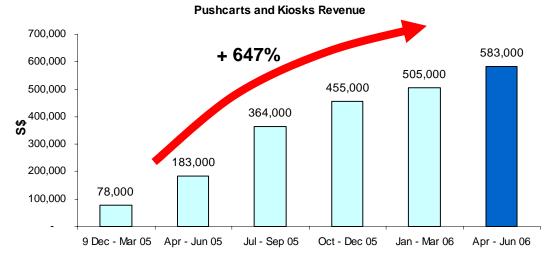


#### **Additional Revenue from Pushcarts**



#### **Pushcarts & Kiosks**

As at	Total Number of Pushcarts
9 Dec 2005 (Date of listing)	Nil
31 Mar 2005	8
30 Jun 2005	31
30 Sep 2005	42
31 Dec 2005	53
31 Mar 2006	56
Current	57



- A total of 57 pushcarts deployed
- Revenue from rental of pushcarts
   & kiosks increased by 15.4%
   from the previous quarter



# **Retail Leases Expiry Profile**



## Lease Expiry Profile by Financial Year as at 30 Jun 06

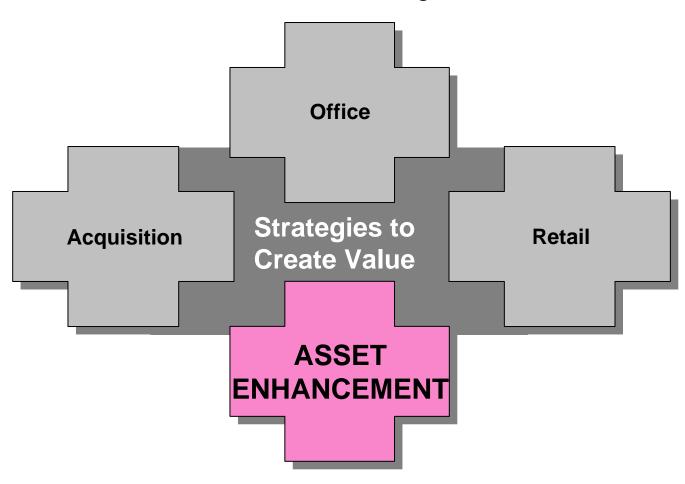
	Net Lettable Area		
	Sq. ft.	% of Total	
FY 2006	35,330	3.5	
FY 2007	376,164	36.9	
FY 2008	344,568	33.8	
Beyond FY 2008	263,577	25.8	

Source: ARATMS

# **Update on Asset Enhancement**



### Focus on Our Core Strategies and Goals



# **Update – Tasty Treatz Completed**



#### Over 8,000 sq ft of Delicious Treats

- Completed in June 06 as scheduled
- Latest new food zone with 40 exciting stalls
- Achieved S\$3.0 mil revenue with 100% occupancy
- New units averaged above S\$36 psf per month (previous average rate S\$12.75 psf)

Tasty Treatz		
Previous Revenue	S\$1.3 mil	
Current Revenue	S\$3.0 mil	









**Before After** 



# **Update - Proposed Digital World**



### Coming Soon- "e-life @ Suntec"

#### On Track to Open by Oct 2006

✓ Jun – Aug 06 Renovation works &

concurrent marketing

Sep 06 Tenants' fitting out

Oct 06 Opening of e-life @ Suntec

e-life @ Suntec		Average Rent	Annual Rent
Current	18,745	\$6.14	\$1.4 mil
NLA	sq ft	psf/month	
Proposed	14,000	\$16.00	\$2.7 mil
NLA	sq ft	psf/month	









# **Update - Proposed New Youth Zone**



#### A "Cool & Hip" Place for Youths

#### **Estimated Timeline:**

Nov 2006 - Jan 2007 Execution of asset

enhancement plan

Feb 2007 Opening of new

Youth Zone

Youth Zone		Average Rent	Annual Rent
Current	24,040	\$7.08	\$2.0 mil
NLA	sq ft	psf/month	
Proposed	18,030	\$18.00	\$3.9 mil
NLA	sq ft	psf/month	













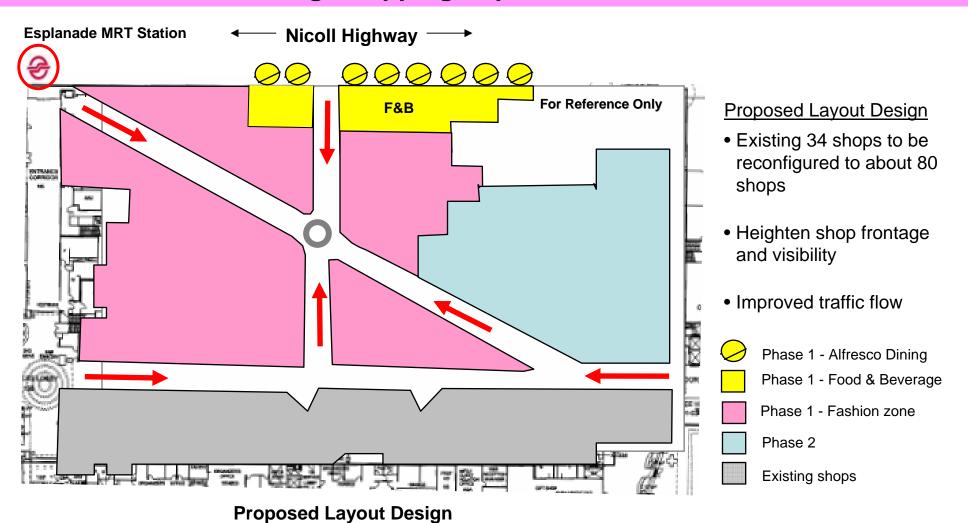




# **Proposed New Fashion Zone**



### A "Chic" and Refreshing Shopping Experience for the Fashion Conscious





# **Proposed New Fashion Zone**



### A "Chic" and Refreshing Shopping Experience for the Fashion Conscious

146%

#### **Estimated Timeline:**

Feb 2007 - May 2007 **Execution of Phase 1** 

asset enhancement plan

Opening of Phase 1 Fashion zone Jun 2007

Fashion Z		Average	Annual
Phase		Rent	Rent
Current	33,500	\$9.74	\$3.9 mil
NLA	sq ft	psf/month	
Proposed	32,000	\$25.00	\$9.6 mil
NLA	sq ft	psf/month	











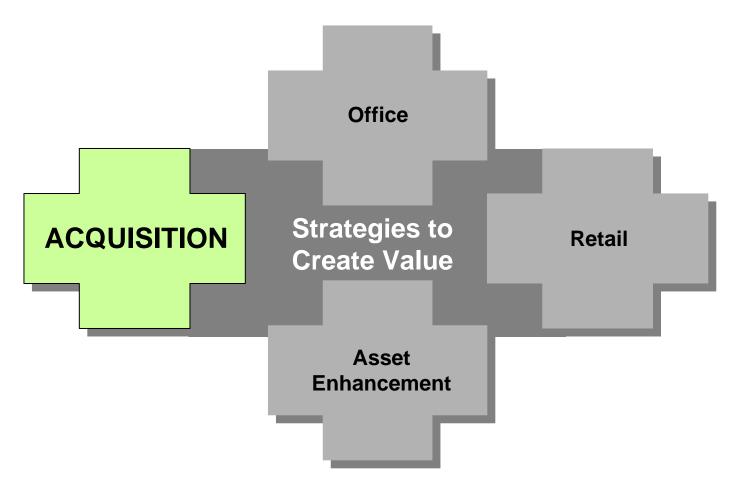


Trust Management (Suntec) Limited http://www.suntecreit.com

# **Acquisition Strategy & Update**



### Focus on Our Core Strategies and Goals



# **Pro-active Acquisition Strategies**





Assets at IPO: S\$2.2 bil
 Assets to date: S\$2.7 bil

- Continues to be pro-active in seeking yield accretive properties for acquisition
- Remains focused on potential acquisitions within the Growth Corridors (Marina Bay and Civic & Cultural District)



# **Yield Accretive Acquisitions**



### **Increase in Property Yield Since Acquisition**

	Acquisition Value	Acquisition Yield	Current Yield 3Q FY2006 (Annualised)
Park Mall	S\$230 mil	4.8%	4.9%
CHIJMES	S\$128 mil	5.0%	5.4%





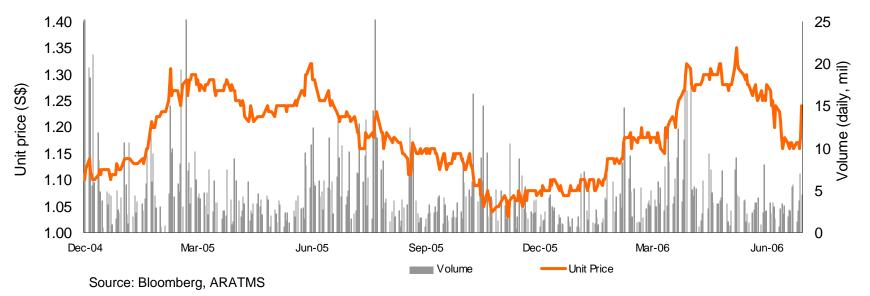
#### **Unit Performance**



- Unit appreciated by 24%<sup>1</sup> since IPO
- Total return of 34%<sup>1</sup> since IPO
- Constituent Member of: MSCI Singapore Free Index FTSE NAREIT/EPRA Global Real Estate Index

Global Property Research (GPR) 250 Index series

#### Liquidity Statistics as at 30 June 2006 20-day volume as percentage of free float 6.6% Free float 75 % Market cap US\$ 1,016 mil



### **Contact**



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# **Thank You!**

### **Disclaimer**



This presentation is focused on comparing actual results versus forecasts outlined in the Suntec REIT Prospectus dated 29 Nov 2004. It should be read in conjunction with Paragraph 9 of Suntec REIT's financial results for the period 1 Apr 2006 to 30 Jun 2006 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**



#### **IMPORTANT NOTICE**

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.

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 instalments, with the first instalment 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 ("DPU"	) under the scenario that all	
Deferred Units are issued on the Listing Date		
Actual	Forecasti	

(1 Apr 06 – 30 Jun 06)		(1 Apr 06 – 30 Jun 06)	
DPU based on total number of units entitled to the distribution (cents)	1.876	1.552	
DPU assuming Deferred Units were issued on the Listing Date (cents)	1.619	1.339	