



Financial Results for the Third Quarter and 9 Months ended 30 Sep 2011

## Agenda

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



# Financial Highlights

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## Financial Performance: 3Q FY11

### Distributable Income 21.9% higher year-on-year

1 July – 30 September 2011	3Q FY11	3Q FY10	Change
Gross Revenue	S\$67.9 mil	S\$63.2 mil	7.4%
Net Property Income	S\$47.8 mil	S\$50.6 mil	-5.6%
Distributable Income	S\$56.4 mil	S\$46.2 mil	21.9%
Distribution per unit <sup>1</sup>	2.533¢	2.502¢	1.2%
Annualised distribution yield <sup>2</sup>	8.4%	8.3%	

Notes:

1. Based on 2,218,527,077 units in issue as at 30 September 2011 and 5,992,856 units issuable to the Manager by 30 September 2011 as partial satisfaction of management fee incurred for the period 1 July 2011 to 30 September 2011.
2. Based on the last traded price of S\$1.195 per unit as at 24 October 2011.

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**Quarterly DPU outperformed Forecast<sup>1</sup> by 17.9%**

1 July – 30 September 2011	3Q FY11	3Q FY11F <sup>1</sup>	Change
Gross Revenue	S\$67.9 mil	S\$60.8 mil	11.7%
Net Property Income	S\$47.8 mil	S\$45.4 mil	5.3%
Distribution income	S\$56.4 mil	S\$47.6 mil	18.3%
Distribution per unit <sup>1</sup>	2.533¢	2.149¢	17.9%

Notes:

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

Source: ARATMS

**Distributable Income 20.3% higher year-on-year**

1 January – 30 September 2011	YTD FY11	YTD FY10	Change
Gross Revenue	S\$190.2 mil	S\$188.1 mil	1.2%
Net Property Income	S\$141.4 mil	S\$145.9 mil	-3.1%
Distributable Income	S\$165.4 mil	S\$137.5 mil	20.3%
Distribution per unit <sup>1</sup>	7.453¢	7.543¢	-1.2%
Annualised distribution yield <sup>2</sup>	8.3%	8.4%	

Notes:

1. Based on 2,218,527,077 units in issue as at 30 September 2011 and 5,992,856 units issuable to the Manager by 30 September 2011 as partial satisfaction of management fee incurred for the period 1 July 2011 to 30 September 2011.
2. Based on the last traded price of S\$1.195 per unit as at 24 October 2011.

Source: ARATMS

**YTD DPU 12.4% above Forecast<sup>1</sup>**

1 January – 30 September 2011	YTD FY11	YTD FY11F <sup>1</sup>	Change
Gross Revenue	S\$190.2 mil	S\$183.7 mil	3.6%
Net Property Income	S\$141.4 mil	S\$137.8 mil	2.6%
Distribution income	S\$165.4 mil	S\$147.0 mil	12.5%
Distribution per unit <sup>1</sup>	7.453¢	6.632¢	12.4%

Notes:

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

Source: ARATMS

**Portfolio Revenue and NPI Contribution**

3Q FY11 Composition of Office and Retail Revenue and NPI		
Asset	Revenue	NPI
Suntec City		
• Office	S\$26.4 mil	S\$20.4 mil
• Retail	S\$25.7 mil	S\$19.3 mil
Park Mall		
• Office	S\$2.0 mil	S\$1.5 mil
• Retail	S\$3.6 mil	S\$2.7 mil
Chijmes	S\$2.7 mil	S\$1.8 mil
<b>Total</b>	<b>S\$60.4 mil</b>	<b>S\$45.7 mil</b>

- Retail revenue contributed approximately 53% of the Total Gross Revenue<sup>1</sup> for 3Q FY11
- Office revenue contributed approximately 47% of the Total Gross Revenue<sup>1</sup> for 3Q FY11

Note:

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

Source: ARATMS

## Debt-to-Asset Ratio 39.86%

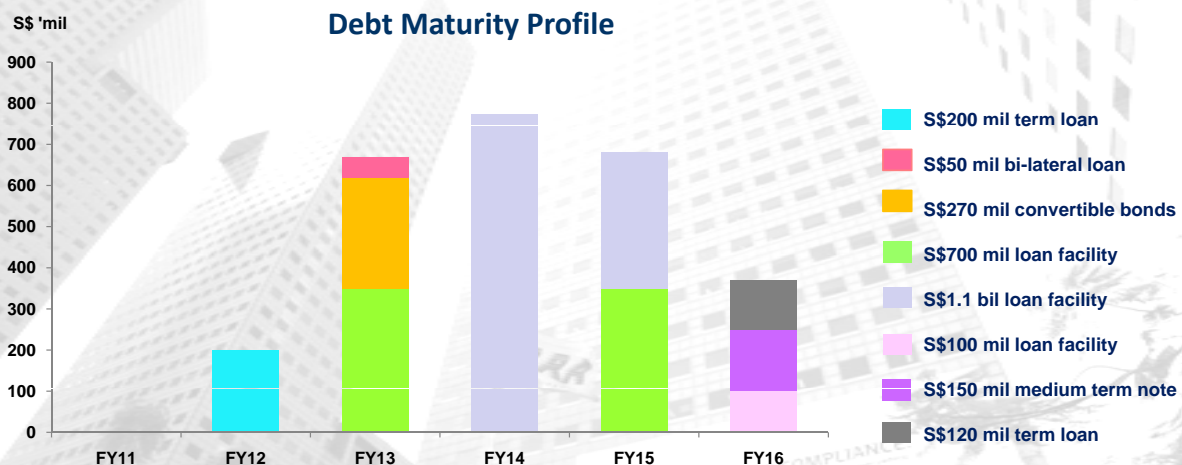
Debt Metrics	30 Sep 2011
Total Debt Outstanding	S\$2.822 bil
Debt-to-Asset Ratio <sup>1</sup>	39.86%
Average All-in Financing Cost	2.82%
Interest Coverage Ratio	4.0
Corporate Family Rating	"Baa2"

Note:

1. Suntec REIT's "Aggregate Leverage Ratio" as at 30 September 2011 was 41.8%. "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 30 September 2011



- Total debt of S\$2.822 bil
- Weighted average term to expiry of 2.92 years
- No major refinancing requirement till 2013

Source: ARATMS

**Group Balance Sheet** **30 Sep 2011**

<b>Investment Properties</b>	<b>S\$4,843 mil</b>
<b>Interest in Jointly Controlled Entities</b>	<b>S\$2,014 mil</b>
<b>Total Assets</b>	<b>S\$7,026 mil</b>
<b>Total Liabilities</b>	<b>S\$2,943 mil</b>
<b>Net Assets Attributable to Unitholders</b>	<b>S\$3,973 mil</b>
<b>NAV Per Unit<sup>1</sup></b>	<b>S\$1.786</b>
<b>Adjusted NAV Per Unit<sup>2</sup></b>	<b>S\$1.761</b>

Notes:

- Based on 2,218,527,077 units in issue as at 30 September 2011 and 5,992,856 units issuable to the Manager by 30 September 2011 as partial satisfaction of management fee incurred for the period 1 July 2011 to 30 September 2011.
- After DPU adjustment of 2.533 cents for the quarter ended 30 September 2011

Source: ARATMS

**Distribution Timetable**

**Distribution Payment**

<b>Distribution Period</b>	<b>1 July 2011 – 30 September 2011</b>
<b>Amount (cents/unit)</b>	<b>2.533</b>

<b>Ex-date</b>	<b>1 November 2011</b>
<b>Books closure date</b>	<b>3 November 2011</b>
<b>Payment date</b>	<b>29 November 2011</b>

Source: ARATMS

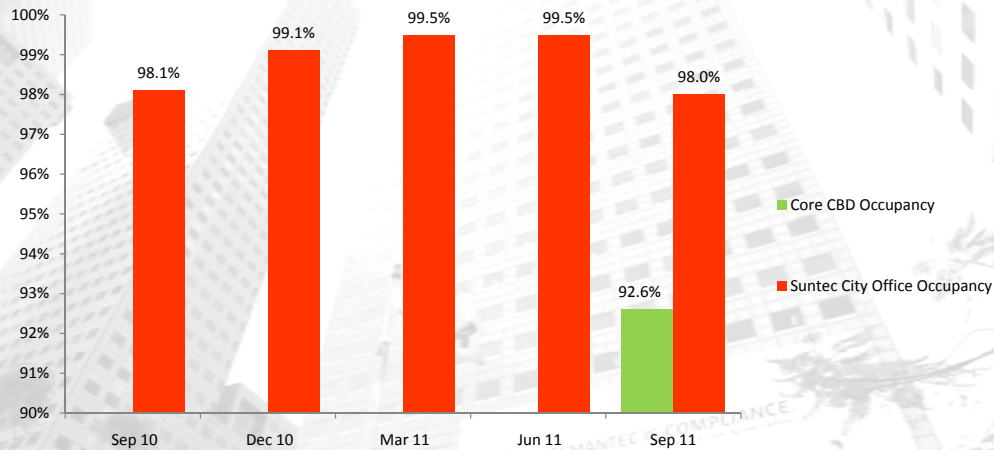
# Portfolio Performance

## Strong Portfolio Committed Occupancy

Property	As at Sep 10	As at Dec 10	As at Mar 11	As at Jun 11	As at Sep 11
<b>Suntec City:</b>					
- Office	98.1%	99.1%	99.5%	99.5%	98.0%
- Retail	98.0%	97.9%	97.9%	97.1%	96.5%
<b>Park Mall:</b>					
- Office	97.5%	100%	100%	100%	100%
- Retail	100%	100%	100%	100%	100%
<b>Chijmes</b>	90.0%	99.5%	97.8%	100%	100%
<b>One Raffles Quay</b>	100%	100%	100%	100%	100%
<b>MBFC Properties</b>	-	96.5%	97.4%	97.4%	98.5%
<b>Office Portfolio Occupancy</b>	<b>98.5%</b>	<b>98.8%</b>	<b>99.2%</b>	<b>99.2%</b>	<b>98.6%</b>
<b>Retail Portfolio Occupancy</b>	<b>97.6%</b>	<b>98.0%</b>	<b>98.0%</b>	<b>97.7%</b>	<b>97.3%</b>

- Suntec City office occupancy remained at a high of 98.0%
- Committed occupancy of 98.6% and 97.3% achieved for office and retail portfolio respectively

## Suntec City Office Maintained Strong Occupancy



- Suntec City Office occupancy higher than Singapore average CBD Grade A office occupancy of 92.6%<sup>1</sup>
- Leases secured for the quarter at an average rent of S\$8.41 psf pm<sup>2</sup>

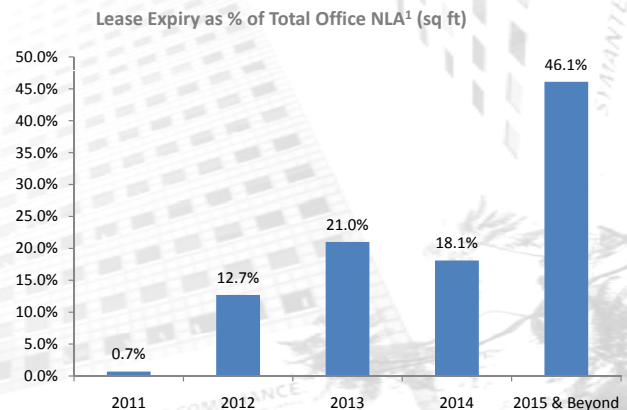
Note:

1. Source: Colliers International
2. Excluding leases with rental caps

Source: ARATMS

## Office Leases Expiring in FY 2012 Down to 12.7%

As at 30 Sep 2011	Net Lettable Area <sup>1</sup>	
	Sq ft	% of Total
FY 2011	16,651	0.7%
FY 2012	306,237	12.7%
FY 2013	508,473	21.0%
FY 2014	436,281	18.1%
FY 2015 & Beyond	1,114,855	46.1%



- Balance 12.7% of office leases expiring in FY 2012

Notes:

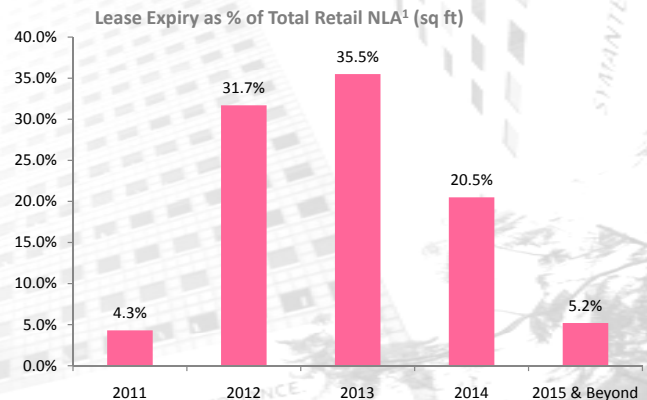
1. Assumes one third of total office net lettable area of One Raffles Quay and Marina Bay Financial Centre Office Towers 1 and 2

Source: ARATMS



## Retail Portfolio Lease Expiry Profile

As at 30 Sep 2011	Net Lettable Area <sup>1</sup>	
	Sq ft	% of Total
FY 2011	47,623	4.3%
FY 2012	347,426	31.7%
FY 2013	390,042	35.5%
FY 2014	225,438	20.5%
FY 2015 & Beyond	57,465	5.2%



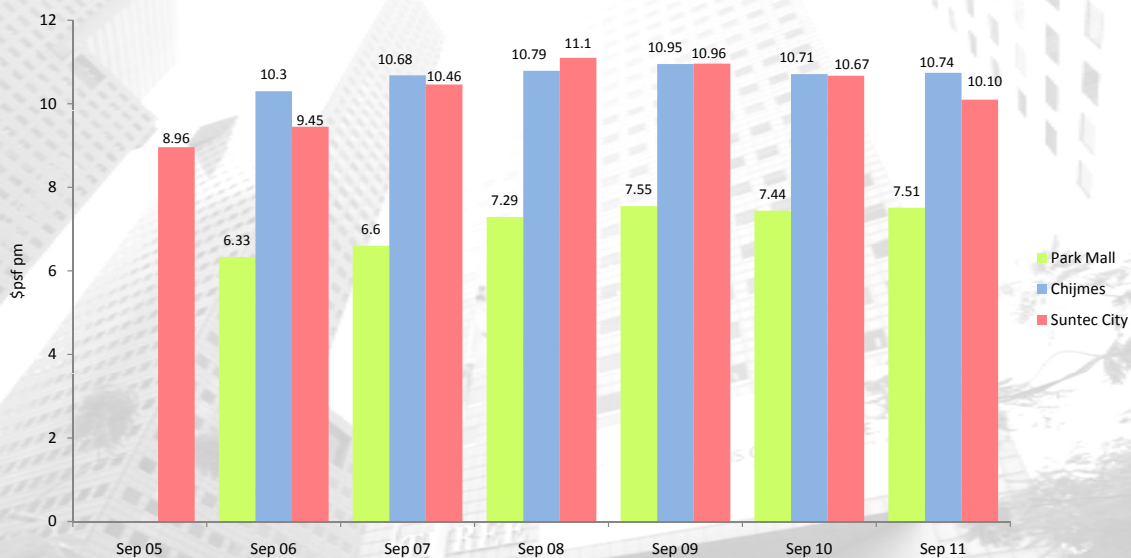
- Balance 4.3% of retail leases expiring in FY 2011

Note:

1. 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



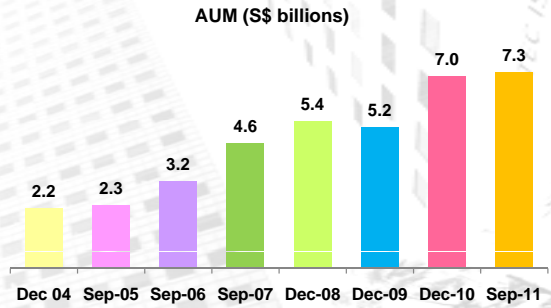
- Committed average passing rents remained stable

Source: ARATMS



Source: ARATMS

## Growth Strategies



- Well-positioned as one of Singapore’s largest REIT 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
- Raised effective stake in Suntec Singapore to 60.8% from 20%
- AUM increased to S\$7.3 billion

Source: ARATMS

## Well-positioned in S-REIT Sector

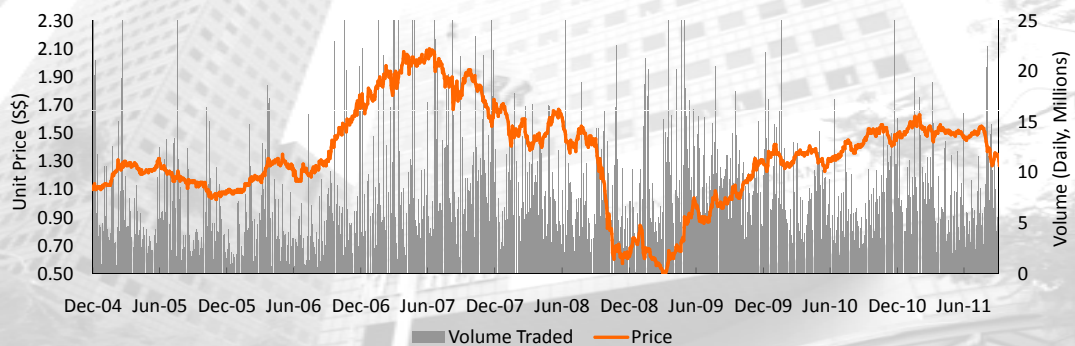
<b>Outlook</b>	<ul style="list-style-type: none"> <li>Cautiously optimistic on the economic outlook and the office sector recovery</li> </ul>
<b>Track Record</b>	<ul style="list-style-type: none"> <li>Proven track record in enhancing the performance of our property portfolio</li> <li>Strong credit standing and debt financing record</li> <li>Achieved average annual return of 10.5% p.a. since listing</li> </ul>
<b>Well-positioned</b>	<ul style="list-style-type: none"> <li>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.</li> <li>Anchored by major asset Suntec City, one of Singapore’s largest office and retail properties</li> <li>Potential for further asset enhancement initiatives</li> <li>Proactively seeking new acquisitions</li> </ul>

Source: ARATMS, Ministry of Trade and Industry’s Press Release issued on 14 October 2011

# Unit Performance

## Inherent Value in Suntec REIT

- Annualised FY 2011 DPU of 10.05<sup>1</sup> cents
- Average annual return of 10.5%<sup>2</sup> since listing
- Discount to NAV of 35.6%<sup>2</sup>
- Strong 12-month forward yield of 8.22%<sup>2,3</sup>(based on consensus DPU)
- Market Capitalisation of S\$2.6 billion, with high daily average traded volume of 8.0 mil for 3Q FY 2011



- Notes:
1. Based on 3Q FY11 distribution per unit of 2.533 cents
  2. Based on the last traded price of S\$1.15 per unit as at 30 Sep 2011
  3. Consensus DPU of 9.6 cents for FY 2011 and 9.4 cents for FY 2012

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## Thank You

## Disclaimer

This presentation is focused on the comparison of actual results for the nine months ended 30 September 2011 versus results achieved in the nine months ended 30 September 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 30 September 2011 announced on SGXNET.

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