

FINANCIAL RESULTS

For The Second Quarter and Half Year Ended 30 June 2013

AGENDA

- ❖ Q2 Highlights
- ❖ Financial Performance
- ❖ Portfolio Performance
- ❖ AEI Updates
- ❖ Looking Ahead
- ❖ Unit Performance



Q2 HIGHLIGHTS

Q2 HIGHLIGHTS

- Distribution income of S\$50.9 million and DPU of 2.249 cents
 - Inclusive of capital distribution of S\$7.8 million
- Secured S\$500 million 5-year loan facility
 - To refinance all borrowings expiring in 2013
- Average all-in financing cost at a low of 2.68%
- Portfolio occupancy of 99.7% (Office) and 99.6% (Retail)
- Suntec City AEI Updates
 - Phase 1: Opened in June 2013 with committed occupancy of 99.6%
 - Phase 2: Approx 70.1% pre-committed occupancy



FINANCIAL PERFORMANCE

FINANCIAL PERFORMANCE: 2Q FY13

Delivered DPU of 2.249 cents

1 April – 30 June 2013	2Q FY13	2Q FY12	Change
Gross Revenue	S\$46.9 mil	S\$71.0 mil	-33.9%
Net Property Income	S\$28.0 mil	S\$45.4 mil	-38.5%
Total Amount Available for Distribution	S\$50.9 mil	S\$53.0 mil	-4.0%
- from operations	S\$43.1 mil	S\$53.0 mil	-18.7%
- from capital	S\$7.8 mil	-	-
Distribution per unit¹	2.249¢	2.361¢	-4.7%
- from operations	1.904¢	2.361¢	-19.4%
- from capital	0.345¢	-	-
Annualised Distribution Yield²	5.8%	6.1%	

- Revenue and net property income declined y-o-y mainly due to the partial closure of Suntec City Mall and Suntec Singapore for asset enhancement works

Notes:

- Based on 2,256,433,177 units in issue as at 30 June 2013 and 4,514,183 units to be issued to the Manager by 30 July 2013 as partial satisfaction of management fee incurred for the period 1 April to 30 June 2013.
- Based on the last traded price of S\$1.555 per unit as at 18 July 2013.

Source: ARATMS

FINANCIAL PERFORMANCE: 1H FY13

Delivered DPU of 4.477 cents

1 January – 30 June 2013	1H FY13	1H FY12	Change
Gross Revenue	S\$96.6 mil	S\$144.3 mil	-33.1%
Net Property Income	S\$58.6 mil	S\$94.4 mil	-37.9%
Total Amount Available for Distribution	S\$101.1 mil	S\$107.8 mil	-6.2%
- from operations	S\$90.6 mil	S\$107.8 mil	-16.0%
- from capital	S\$10.5 mil	-	-
Distribution per unit ¹	4.477¢	4.814¢	-7.0%
- from operations	4.012¢	4.814¢	-16.7%
- from capital	0.465¢	-	-
Annualised Distribution Yield ²	5.8%	6.2%	

- Revenue and net property income declined y-o-y mainly due to the partial closure of Suntec City Mall and Suntec Singapore for asset enhancement works

Notes:

- Based on 2,256,433,177 units in issue as at 30 June 2013 and 4,514,183 units to be issued to the Manager by 30 July 2013 as partial satisfaction of management fee incurred for the period 1 April to 30 June 2013.
- Based on the last traded price of S\$1.555 per unit as at 18 July 2013.

Source: ARATMS

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PORTFOLIO REVENUE AND NPI CONTRIBUTION

2Q FY13

Composition of Office and Retail Revenue and NPI

Asset	Revenue	NPI
Suntec City		
• Office	S\$29.8 mil	S\$23.7 mil
• Retail	S\$8.7 mil	S\$5.4 mil
Park Mall		
• Office	S\$2.2 mil	S\$1.6 mil
• Retail	S\$3.8 mil	S\$2.9 mil
Total	S\$44.5mil	S\$33.6 mil

- Office revenue contributed approximately 72% of the Total Gross Revenue¹ for 2Q FY13
- Retail revenue contributed approximately 28% of the Total Gross Revenue¹ for 2Q FY13

Note:

- Excludes revenue contribution from jointly controlled entities and Suntec Singapore

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DEBT-TO-ASSET RATIO STOOD AT 36.5%

Debt Metrics	30 Jun 2013
Total Debt Outstanding (Group)	S\$2.905 bil
Debt-to-Asset Ratio ¹	36.5%
All-in Financing Cost	2.68%
Interest Coverage Ratio	3.4x
Issuer Rating	"Baa2"

Note:

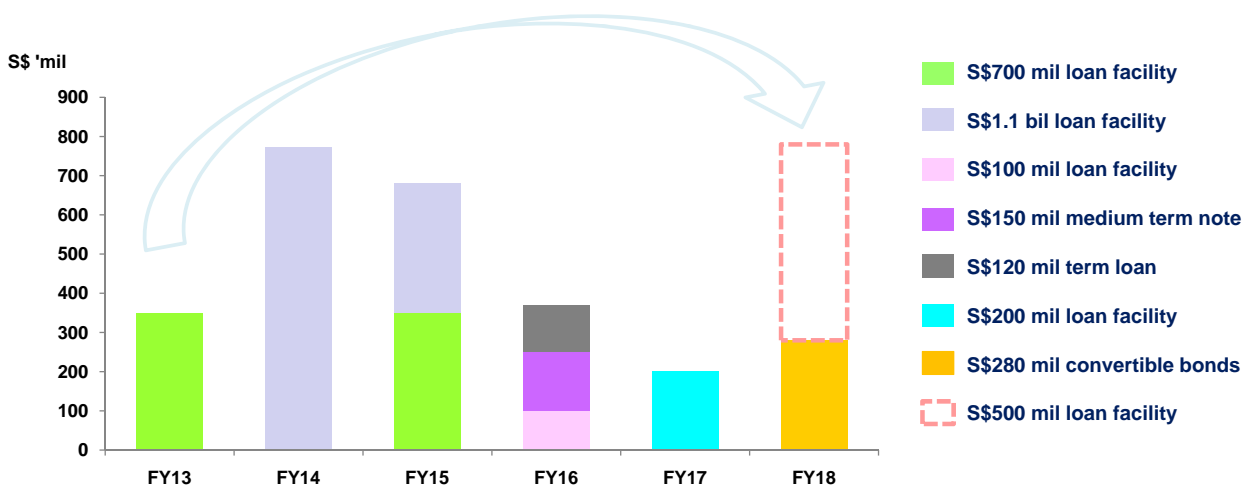
1. Suntec REIT's "Aggregate Leverage Ratio" as at 30 June 2013 was 38.0%. "Aggregate Leverage Ratio" refers to the ratio of total borrowings (inclusive of proportionate share of borrowings of jointly controlled entities) and deferred payments (if any) to the value of the Deposited Property

Source: ARATMS

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DEBT MATURITY PROFILE AS AT 30 JUNE 2013

Debt Maturity Profile (REIT)

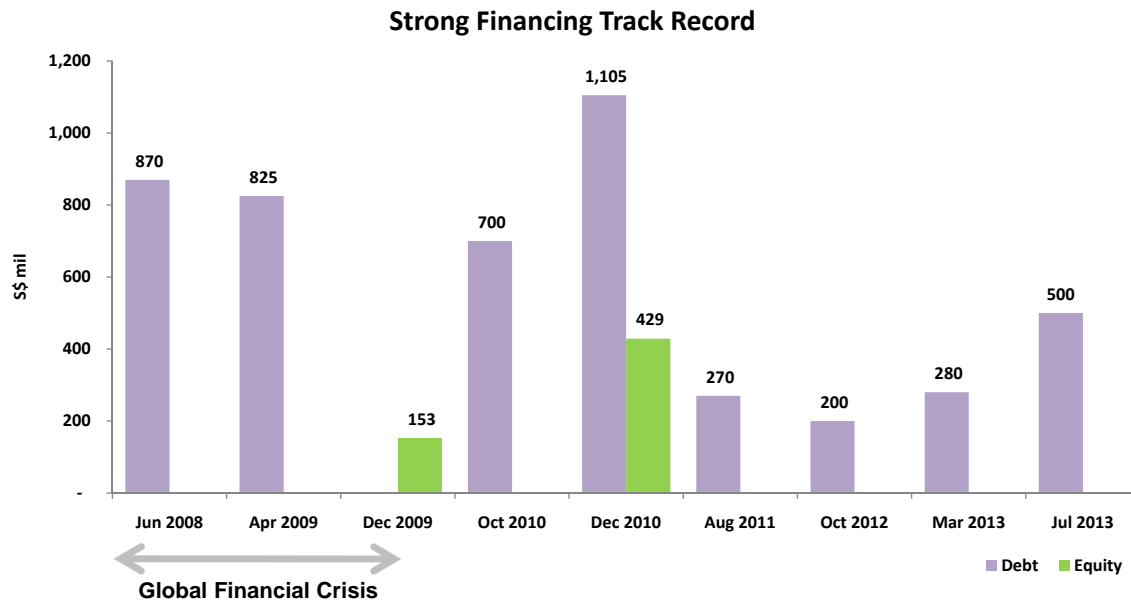


- Secured S\$500 mil 5-year loan facility to repay the loan facilities due in 2013
- Upon drawdown of the S\$500 mil loan in Oct 2013, the weighted average term to expiry will be extended to 2.28 years
- No refinancing requirement till 2014

Source: ARATMS

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S\$5.3 BILLION OF FINANCING SINCE JUNE 2008



- Average all-in financing cost at a low of 2.68% for 2Q FY13

Source: ARATMS

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NAV PER UNIT OF S\$2.06 AS AT 30 JUNE 2013

Consolidated Balance Sheet	30 Jun 2013
Total Assets	S\$7,854 mil
Total Liabilities	S\$3,059 mil
Net Assets Attributable to Unitholders	S\$4,657 mil
NAV Per Unit¹	S\$2.060
Adjusted NAV Per Unit²	S\$2.037

Notes:

1. Based on 2,256,433,177 units in issue as at 30 June 2013 and 4,514,183 units to be issued to the Manager by 30 July 2013 as partial satisfaction of management fee incurred for the period 1 April to 30 June 2013.
2. After DPU adjustment of 2.249 cents for the quarter ended 30 June 2013.

Source: ARATMS

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DISTRIBUTION TIMETABLE

Distribution Payment

Distribution Period	1 April – 30 June 2013
Amount (cents/unit)	2.249

Ex-date	25 July 2013
Books closure date	29 July 2013
Payment date	23 August 2013

Source: ARATMS

PORTFOLIO PERFORMANCE

STRONG PORTFOLIO COMMITTED OCCUPANCY

Property	As at Jun 12	As at Sep 12	As at Dec 12	As at Mar 13	As at Jun 13
Suntec City:					
- Office	100%	100%	100%	99.4%	99.4%
- Retail	98.1%	98.2%	97.6%	99.0%	99.3% ¹
Park Mall:					
- Office	100%	100%	94.6%	100%	100%
- Retail	100%	100%	100%	99.9%	100%
One Raffles Quay	100%	100%	100%	99.9%	99.8%
MBFC Properties	99.5%	99.5%	99.9%	100%	100%
Office Portfolio Occupancy	99.9%	99.9%	99.7%	99.7%	99.7%
Retail Portfolio Occupancy	98.5%	98.6%	98.1%	99.4%	99.6%

- Strong occupancy of 99.7% and 99.6% achieved for office and retail portfolio respectively

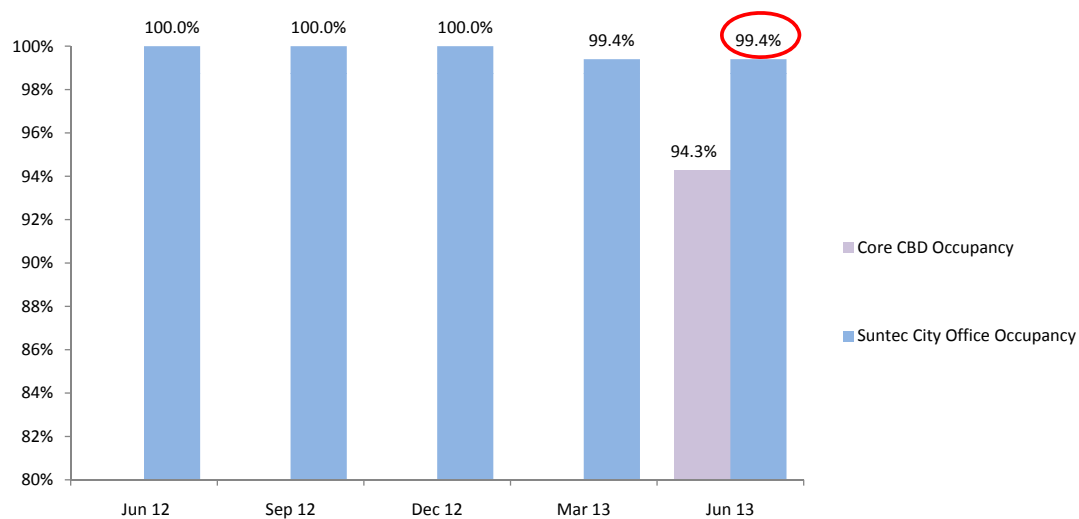
Notes:

- Reflects area not affected by the AEI works

Source: ARATMS

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SUNTEC CITY OFFICE COMMITTED OCCUPANCY REMAINS STRONG



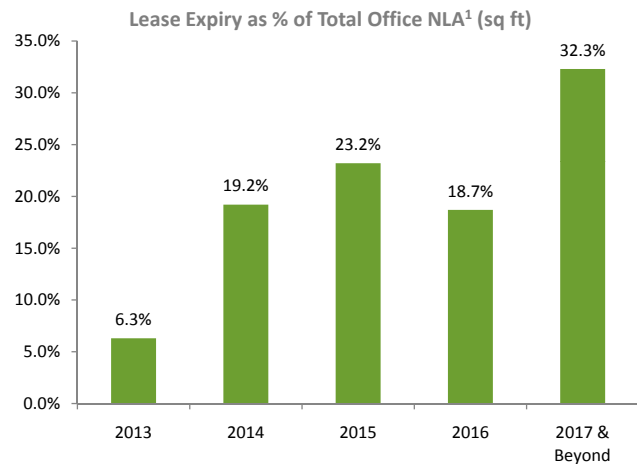
- Suntec City Office committed occupancy stood at 99.4% versus Singapore average CBD Grade A office occupancy of 94.3%
- Leases secured for the quarter at an average rent of S\$8.42 psf/mth

Source: Colliers International, ARATMS

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OFFICE LEASES EXPIRING IN FY 2013 DOWN TO 6.3%

Expiry Profile As at 30 Jun 2013	Net Lettable Area ¹	
	Sq ft	% of Total
FY 2013	151,629	6.3%
FY 2014	461,963	19.2%
FY 2015	559,542	23.2%
FY 2016	450,337	18.7%
FY 2017 & Beyond	779,883	32.3%



- Balance of office leases expiring in FY 2013 reduced to 6.3%
- Forward renewed 102,000 sq ft of leases due to expire in 2014

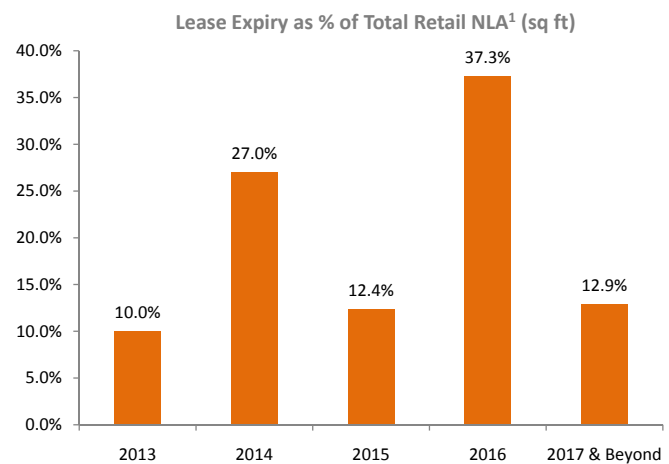
Note:

- 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 As at 30 Jun 2013	Net Lettable Area ¹	
	Sq ft	% of Total
FY 2013	65,612	10.0%
FY 2014	177,064	27.0%
FY 2015	81,338	12.4%
FY 2016	245,340	37.3%
FY 2017 & Beyond	84,636	12.9%



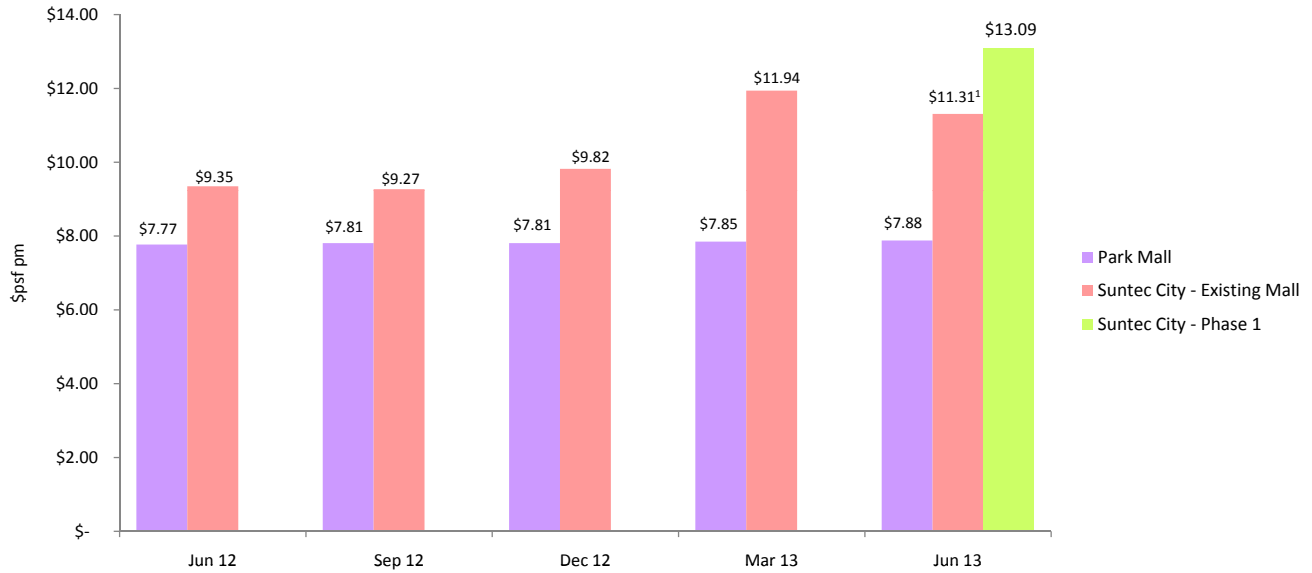
- Balance 10% of retail leases expiring in FY 2013

Notes:

- Assumes one third of total retail net lettable area of One Raffles Quay, Marina Bay Link Mall

Source: ARATMS

SUNTEC CITY AND PARK MALL COMMITTED RETAIL PASSING RENTS



- Suntec City Mall Phase 1 achieved passing rent of \$13.09 psf/mth
- Park Mall average passing rent improved to \$7.88 psf/mth

Note:

1. Average passing rent for Suntec City Mall adjusted for AEI works

Source: ARATMS

REMAKING OF SUNTEC CITY – AEI UPDATES

REMAKING OF SUNTEC CITY



S\$410m AEI

- Suntec City Mall \$230m
- Suntec Singapore \$180m

Increased Retail Presence

- Retail NLA in Suntec City will increase from current 855,000sf to 980,000sf
- L1/L2 of convention centre converted to retail use

Exciting New Tenant Mix

- Strengthen fashion and entertainment offerings
- New F&B outlets and watering holes

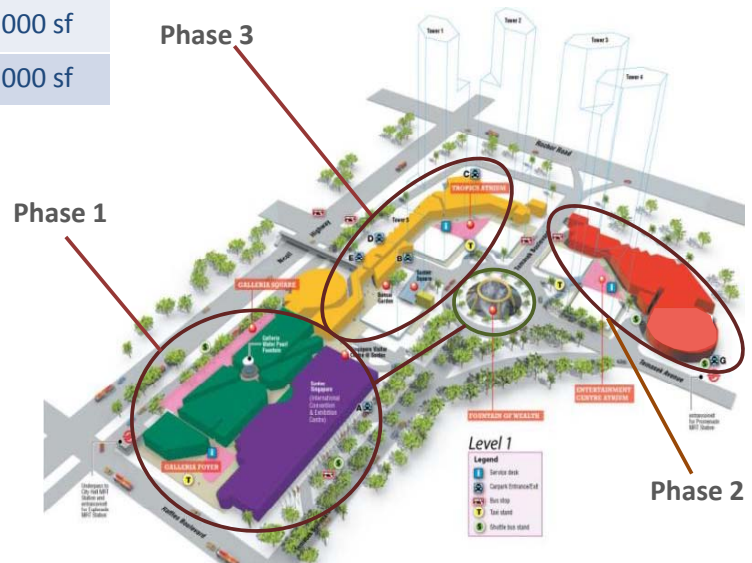
Higher Yielding NLA

- Decanting of low yielding upper floors to prime locations
- Overall stabilised rents projected to increase by 25%

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PHASING OF WORKS – PHASE 1 OPENED IN JUNE 2013

PHASING	ESTIMATED DATE OF COMPLETION*	ESTIMATED AREA INVOLVED*
Phase 1	2Q 2013	193,000 sf
Phase 2	4Q 2013	380,000 sf
Phase 3	4Q 2014	249,000 sf



* Management's estimates. Subject to adjustments

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PHASES 1 & 2 UPDATE – ROI OF 10.1% ON TRACK

Phase 1

- Achieved 99.6% committed occupancy
- Average passing rent of \$13.09 psf/mth

Phase 2

- Approx 70.1% of NLA pre-committed to-date



Source: ARATMS

NEWLY COMMITTED TENANTS INCLUDE:



EXCITING NEW TENANT MIX



PHASE 1 UPDATES – FASHION OFFERINGS



PHASE 1 UPDATES – F&B OFFERINGS



RE-OPENING OF SUNTEC SINGAPORE



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VALUE ENHANCEMENTS – SUNTEC REIT

Projected ROI of 10.1% and 84% increase in capital value over Capex

	Before AEI	After AEI *	Variance	
Average Rent per sq ft per mth (\$ psf)	\$10.10 psf pm	\$12.59 psf pm	+\$2.49 psf pm	+25%
NPI per month (\$m) **	\$5.9m	\$7.8m	+\$1.9m	+33%

VALUE ENHANCEMENTS	Manager's Projection
Incremental NPI per annum	\$23.2m
Capital expenditure ("Capex") estimated	\$230m
Return on Investment	10.1%
Capital Value of AEI ***	\$422m
Increase in Capital Value	\$192m
- % increase in capital value over capex	+83.5%

* Based on manager's projection of stabilised rents on NLA of 823,688sf

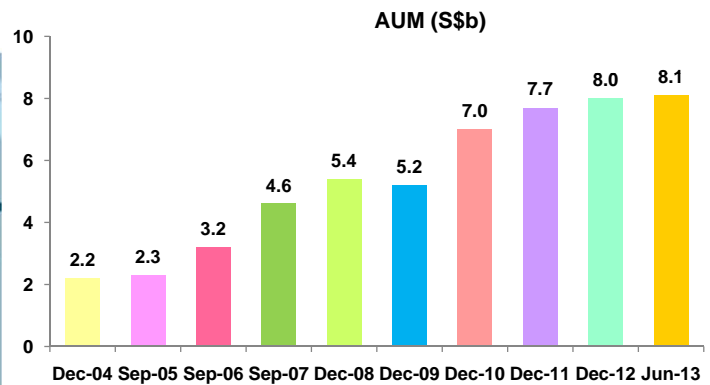
** Excludes turnover rent and other income

*** Based on current 5.5% capitalisation rate

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LOOKING AHEAD

AUM OF S\$8.1 BILLION



- 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 1.0 mil sq ft
- Anchored by major asset Suntec City, one of Singapore's largest office and retail properties

WELL POSITIONED IN SINGAPORE-REIT SECTOR

OUTLOOK

- Cautiously optimistic on the economic outlook
- Positive on 2013 office portfolio performance

TRACK RECORD

- Proven track record in enhancing the performance of our property portfolio
- Strong credit standing and debt financing record
- Delivered 79.2 cents of DPU since IPO in December 2004

STRATEGY

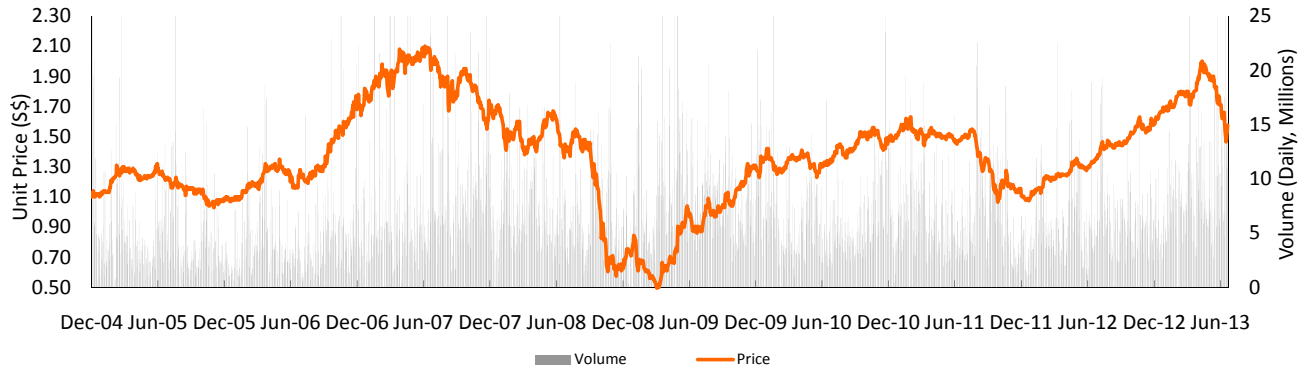
- Proactive leasing management
- Focus on smooth execution of AEI
- Prudent and proactive capital management

Source: ARATMS

UNIT PERFORMANCE

UNIT PERFORMANCE

- 2Q FY2013 DPU of 2.249 cents
- Trading yield of 5.73%¹
- Market Capitalisation of S\$3.6 billion¹ as at 30 June 2013
- 46th largest company² on SGX

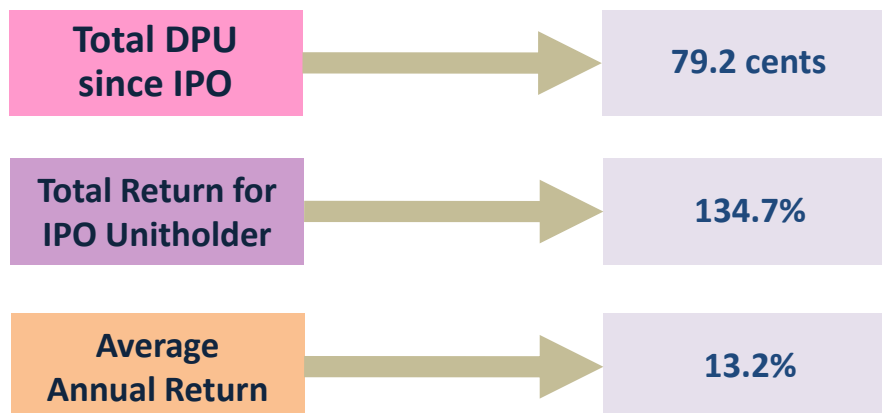


Notes:

1. Based on the share price of S\$1.575 as at 30 June 2013
2. Based on market capitalisation as at 31 December 2012

Source: ARATMS

RETURN TO UNITHOLDERS



Source: ARATMS

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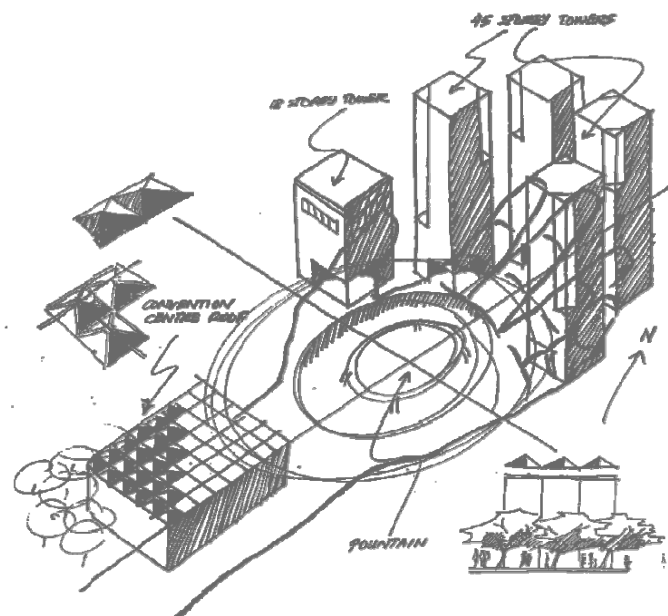
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THANK YOU



DISCLAIMER

This presentation is focused on the comparison of actual results for the quarter ended 30 June 2013 versus results achieved for the quarter ended 30 June 2012. It should be read in conjunction with Paragraph 8 of Suntec REIT's financial results for the quarter ended 30 June 2013 announced on SGXNET.

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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.
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