

## FINANCIAL RESULTS

For Third Quarter and Nine Months ended 30 Sep 2015

## AGENDA

- ❖ Q3 Highlights
- ❖ Financial Performance
- ❖ Portfolio Performance
- ❖ AEI Updates
- ❖ Looking Ahead
- ❖ Unit Performance



## Q3 HIGHLIGHTS

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### FINANCIAL HIGHLIGHTS

- Distributable income of S\$63.6 mil, +9.2% y-o-y
- DPU 2.522¢, +8.3% y-o-y

### CAPITAL MANAGEMENT

- Average all-in financing cost of 2.74%

### PORTFOLIO MANAGEMENT

- Portfolio occupancy as at 30 September 2015
  - Office – 98.9%
  - Retail – 96.5%
- Suntec City AEI
  - Celebrates official opening
  - 96.4% overall committed occupancy



## FINANCIAL PERFORMANCE

### FINANCIAL PERFORMANCE: 3Q FY15

#### Achieved DPU of 2.522 cents

1 July – 30 September 2015	3Q FY15	3Q FY14	Change
<b>Gross Revenue</b>	<b>S\$86.1 mil</b>	<b>S\$71.5 mil</b>	<b>20.4%</b>
<b>Net Property Income</b>	<b>S\$58.5 mil</b>	<b>S\$48.8 mil</b>	<b>19.9%</b>
<b>Distributable Income</b>	<b>S\$63.6 mil</b>	<b>S\$58.3 mil</b>	<b>9.2%</b>
- from operations	<i>S\$59.0 mil</i>	<i>S\$57.3 mil</i>	<i>3.1%</i>
- from capital	<i>S\$4.6 mil</i>	<i>S\$1.0 mil</i>	<i>360%</i>
<b>Distribution per unit<sup>1</sup></b>	<b>2.522¢</b>	<b>2.328¢</b>	<b>8.3%</b>
- from operations	<i>2.340¢</i>	<i>2.288¢</i>	<i>2.3%</i>
- from capital	<i>0.182¢</i>	<i>0.040¢</i>	<i>355.0%</i>
<b>Annualised Distribution Yield<sup>2</sup></b>	<b>6.1%</b>	<b>5.6%</b>	

- Revenue and net property income increased y-o-y mainly due to the opening of Suntec City Phase 3 and stronger performance from Suntec Singapore.

Notes:

- Based on 2,515,583,534 units in issue as at 30 September 2015 and 5,655,297 units to be issued to the Manager by 30 October 2015 as partial satisfaction of management fee incurred for the period 1 July to 30 September 2015.
- Based on the last traded price of S\$1.65 per unit as at 21 October 2015.

Source: ARATMS

## FINANCIAL PERFORMANCE: YTD FY15

Achieved DPU of 7.252 cents

1 January – 30 September 2015	YTD FY15	YTD FY14	Change
Gross Revenue	S\$242.0 mil	S\$205.6 mil	17.7%
Net Property Income	S\$166.7 mil	S\$138.6 mil	20.3%
Distributable Income	S\$182.5 mil	S\$165.7 mil	10.1%
- from operations	S\$171.9 mil	S\$159.7 mil	7.6%
- from capital	S\$10.6 mil	S\$6.0 mil	76.7%
Distribution per unit <sup>1</sup>	7.252¢	6.823¢	6.3%
- from operations	6.831¢	6.583¢	3.8%
- from capital	0.421¢	0.240¢	75.4%
Annualised Distribution Yield <sup>2</sup>	5.9%	5.5%	

- Revenue and net property income increased y-o-y mainly due to the opening of Suntec City Phases 2 & 3 and stronger performance from Suntec Singapore.

Notes:

- Based on 2,515,583,534 units in issue as at 30 September 2015 and 5,655,297 units to be issued to the Manager by 30 October 2015 as partial satisfaction of management fee incurred for the period 1 July to 30 September 2015.
- Based on the last traded price of S\$1.65 per unit as at 21 October 2015.

Source: ARATMS

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## PORTFOLIO REVENUE AND NPI CONTRIBUTION

3Q FY15

Composition of Office, Retail and Convention Revenue and NPI

Asset	Revenue	NPI
Suntec City		
• Office	S\$32.2 mil	S\$25.7 mil
• Retail	S\$24.8 mil	S\$17.7 mil
Park Mall		
• Office	S\$2.3 mil	S\$1.7 mil
• Retail	S\$3.7 mil	S\$2.7 mil
Suntec Singapore		
• Convention	S\$16.8 mil	S\$5.6 mil
• Retail	S\$6.3 mil	S\$5.1 mil
Total	S\$86.1 mil	S\$58.5 mil

- Office revenue contributed approximately 40.0% of the Total Gross Revenue<sup>1</sup> for 3Q FY15
- Retail revenue contributed approximately 41.0% of the Total Gross Revenue<sup>1</sup> for 3Q FY15
- Convention revenue contributed approximately 19% of the Total Gross Revenue<sup>1</sup> for 3Q FY15

Note:

- Excludes revenue contribution from joint ventures

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## DEBT-TO-ASSET RATIO STOOD AT 35.8%

Debt Metrics	30 Sep 2015
Total Debt Outstanding (Group)	S\$3.153 bil
Debt-to-Asset Ratio <sup>1</sup>	35.8%
All-in Financing Cost	2.74%
Interest Coverage Ratio	4.2x
Issuer Rating	"Baa2"

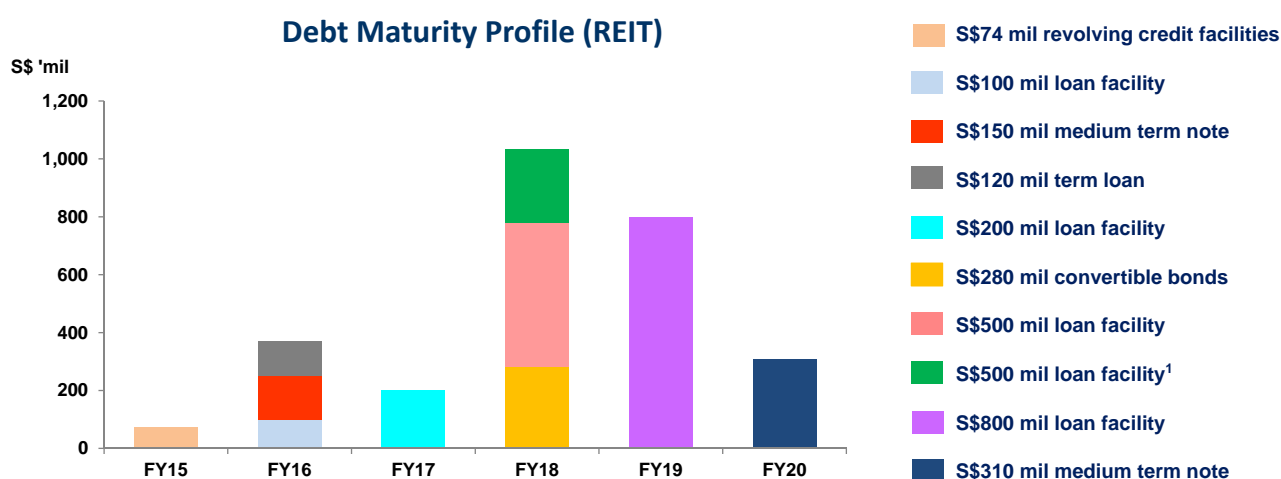
**Note:**

- Suntec REIT's "Aggregate Leverage Ratio" as at 30 September 2015 was 36.7%. "Aggregate Leverage Ratio" refers to the ratio of total borrowings (inclusive of proportionate share of borrowings of joint ventures) and deferred payments (if any) to the value of the Deposited Property

Source: ARATMS

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## DEBT MATURITY PROFILE AS AT 30 SEPTEMBER 2015



- Weighted average term to expiry of 2.82 years

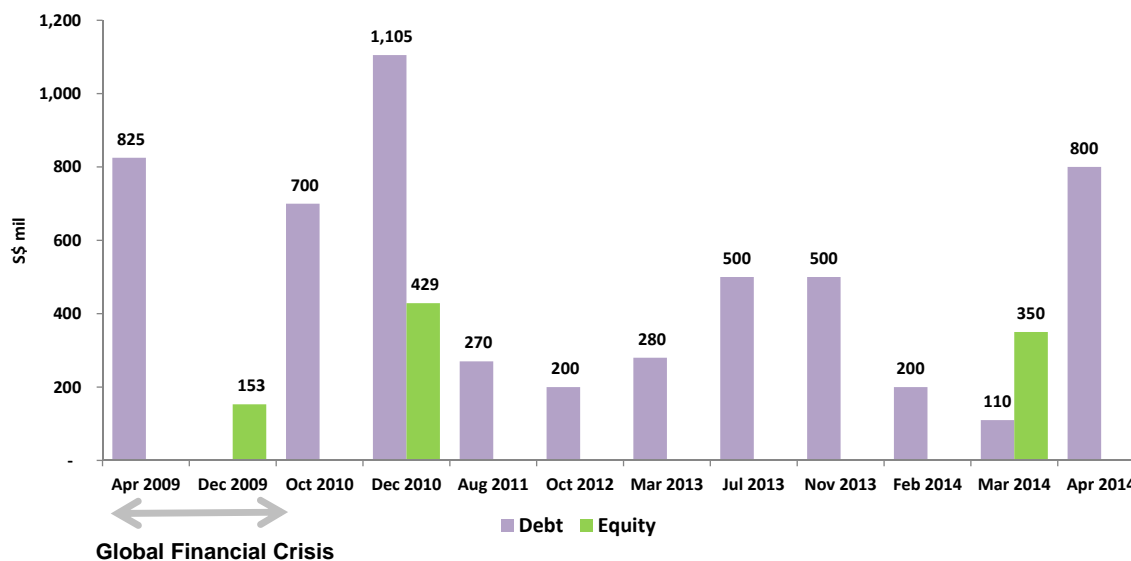
**Note:**

- Under the S\$500 million loan facility, S\$253.3 million has been utilised.

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## S\$6.4 BILLION OF FINANCING SINCE APRIL 2009

### Strong Financing Track Record



- Average all-in financing cost of 2.74% for 3Q FY15

## NAV PER UNIT OF S\$2.09 AS AT 30 SEPTEMBER 2015

Consolidated Balance Sheet	30 Sep 2015
Total Assets	S\$8,729 mil
Total Liabilities	S\$3,342 mil
Net Assets Attributable to Unitholders	S\$5,272 mil
NAV Per Unit <sup>1</sup>	S\$2.091
Adjusted NAV Per Unit <sup>2</sup>	S\$2.066

Notes:

1. Based on 2,515,583,534 units in issue as at 30 September 2015 and 5,655,297 units to be issued to the Manager by 30 October 2015 as partial satisfaction of management fee incurred for the period 1 July to 30 September 2015.
2. After DPU adjustment of 2.522 cents for the quarter ended 30 September 2015.

Source: ARATMS

## DISTRIBUTION TIMETABLE

Distribution Payment	
Distribution Period	1 July – 30 September 2015
Amount (cents/unit)	2.522

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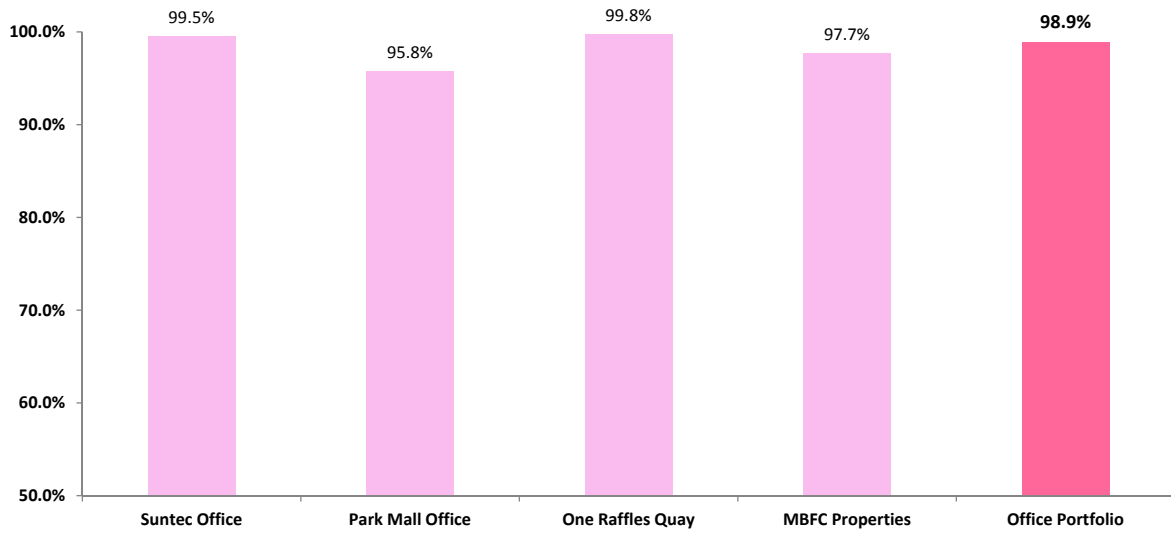
Ex-date	28 October 2015
Books closure date	30 October 2015
Payment date	24 November 2015

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Source: ARATMS

## PORTFOLIO PERFORMANCE

## STRONG OFFICE PORTFOLIO COMMITTED OCCUPANCY

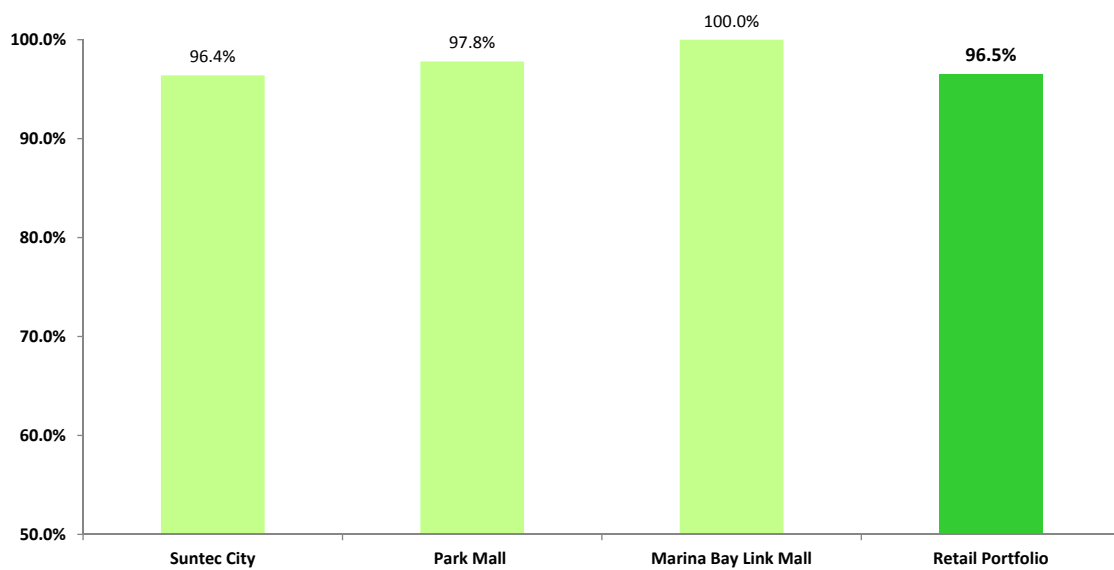


➤ Achieved 98.9% committed occupancy for office portfolio as at 30 September 2015

Source: ARATMS

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## RETAIL PORTFOLIO COMMITTED OCCUPANCY



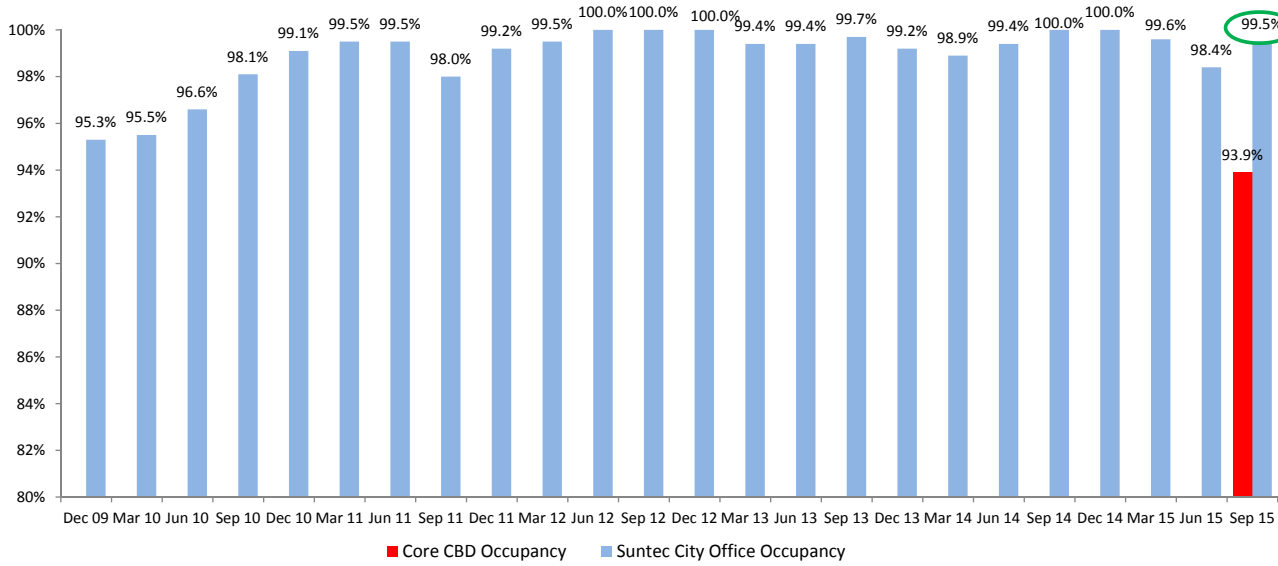
➤ Committed occupancy for retail portfolio stood at 96.5% as at 30 September 2015

Source: ARATMS

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## SUNTEC CITY OFFICE ACHIEVED 99.5% COMMITTED OCCUPANCY

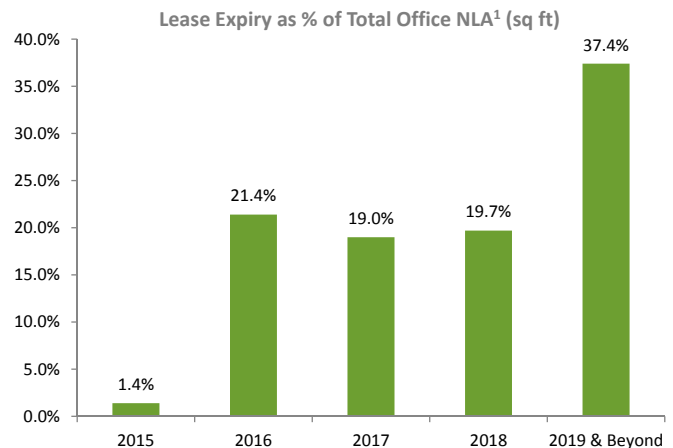


- Suntec City Office achieved committed occupancy of 99.5% versus Singapore average CBD Grade A office occupancy of 93.9%
- Leases secured for the quarter at an average rent of S\$9.21 psf/mth

Source: JLL, ARATMS

## OFFICE LEASES EXPIRING IN FY 2015 REDUCED TO 1.4 %

Expiry Profile As at 30 Sep 2015	Net Lettable Area <sup>1</sup>	
	Sq ft	% of Total
FY 2015	33,569	1.4%
FY 2016	515,013	21.4%
FY 2017	458,766	19.0%
FY 2018	475,273	19.7%
FY 2019 & Beyond	900,588	37.4%



- Balance of office leases expiring in FY 2015 reduced to 1.4%
- Signed approximately 270,000 sq ft of renewal and replacement leases in 3Q FY15

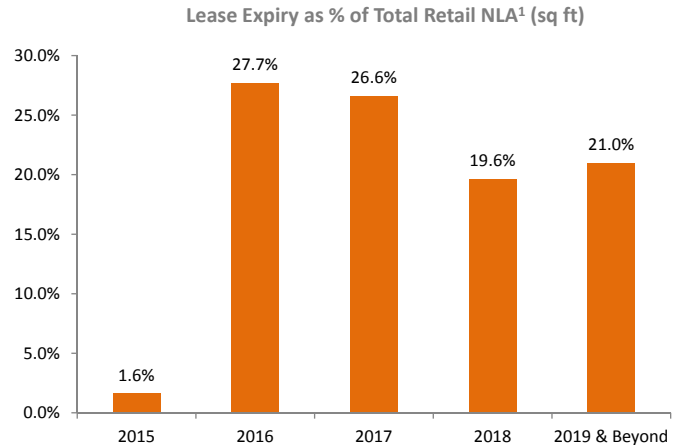
Note:

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 As at 30 Sep 2015	Net Lettable Area <sup>1</sup>	
	Sq ft	% of Total
FY 2015	16,734	1.6%
FY 2016	289,420	27.7%
FY 2017	278,942	26.6%
FY 2018	204,952	19.6%
FY 2019 & Beyond	220,105	21.0%



➤ **Balance 1.6% of retail leases expiring in FY 2015**

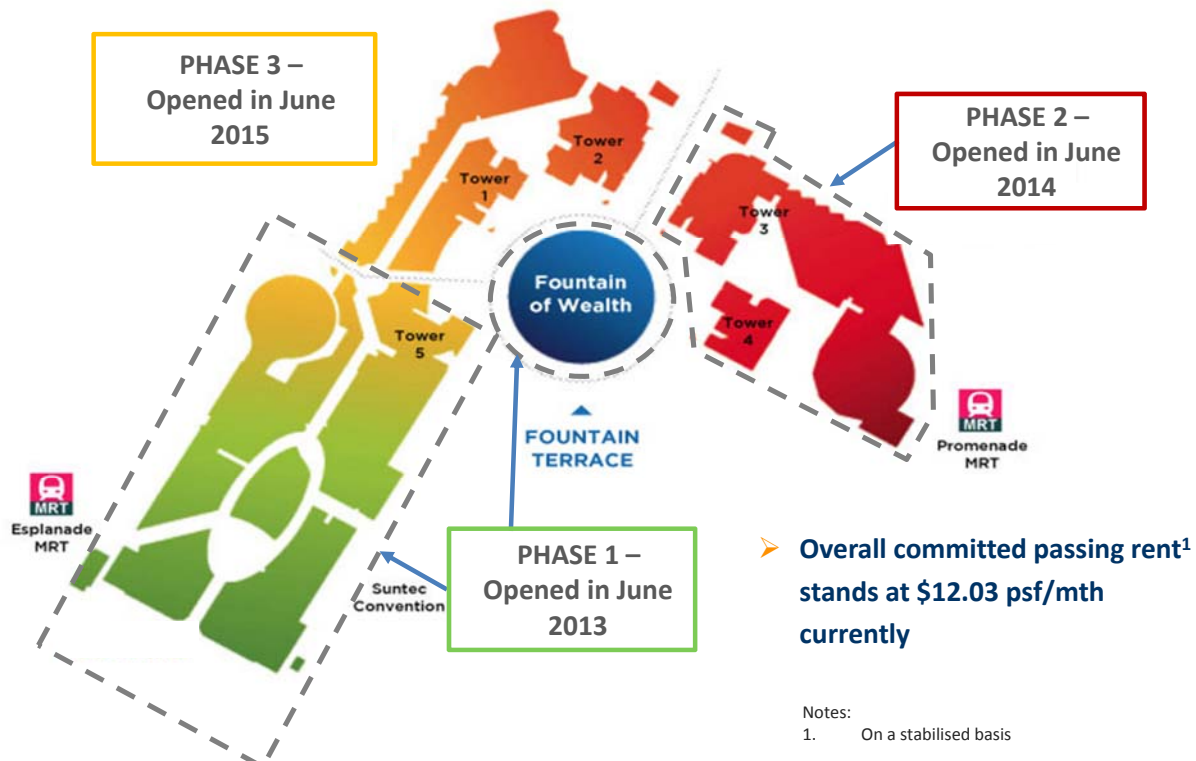
Notes:

- Assumes one third of total retail net lettable area of One Raffles Quay, Marina Bay Link Mall and 60.8% interest in Suntec Singapore

Source: ARATMS

## REMAKING OF SUNTEC CITY – AEI UPDATES

**REMAKING OF SUNTEC CITY ACHIEVED 96.4% COMMITTED OCCUPANCY**



**PHASE 3 RETAIL OFFERINGS**



# LOOKING AHEAD

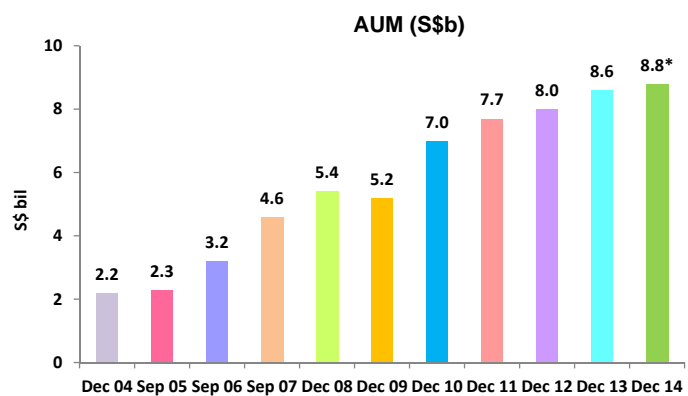
## AUM OF S\$8.8 BILLION\*

### ASSETS UNDER MANAGEMENT

#### SINGAPORE:



AUSTRALIA – 177 PACIFIC HIGHWAY,  
NORTH SYDNEY



Source: ARATMS

- 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
- Entered into a conditional property sale agreement to divest Park Mall on 29 June 2015. The divestment is expected to complete by end of 2015.

Note:

\*Includes S\$176.9 million for 177 Pacific Highway

## WELL POSITIONED IN SINGAPORE-REIT SECTOR

### OUTLOOK

- Economy to remain stable
- Positive on 2015 office portfolio performance

### TRACK RECORD

- Proven track record in enhancing the performance of our property portfolio
- Strong credit standing and debt financing record
- Delivered 100.7 cents of DPU since IPO in December 2004

### STRATEGY

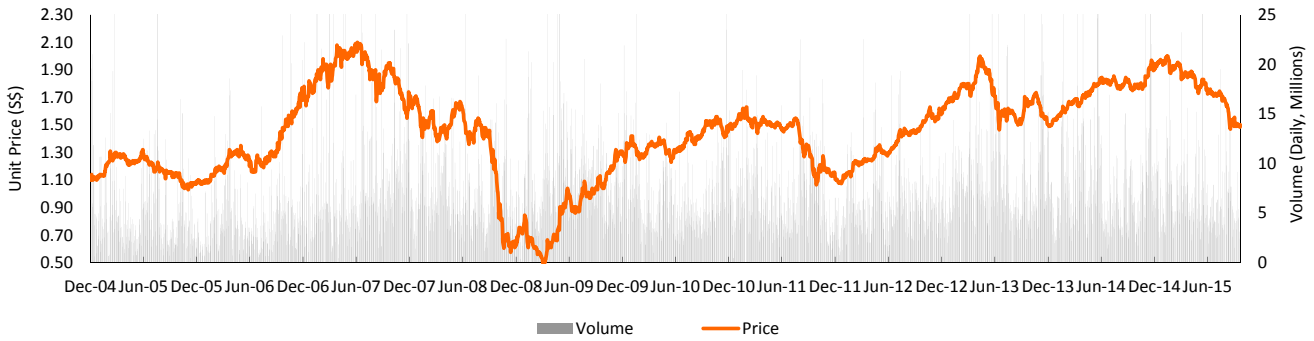
- Proactive leasing management
- Prudent and proactive capital management

Source: ARATMS

## UNIT PERFORMANCE

## UNIT PERFORMANCE

- 3Q FY2015 DPU of 2.522 cents
- Trading yield of 6.67%<sup>1</sup>
- Market Capitalisation of S\$3.8 billion<sup>1</sup> as at 30 September 2015

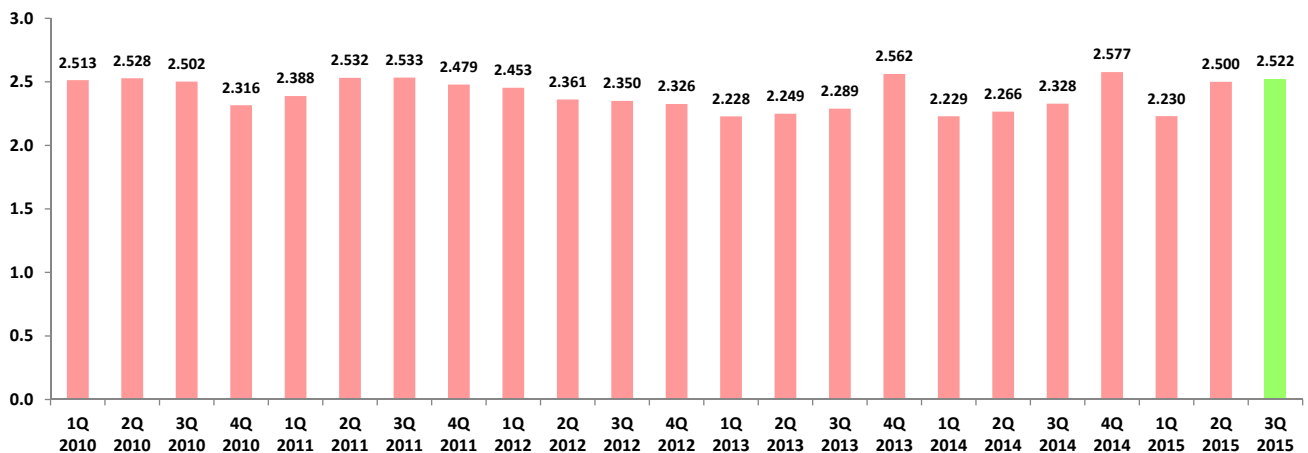


Notes:

1. Based on the share price of S\$1.50 as 30 September 2015

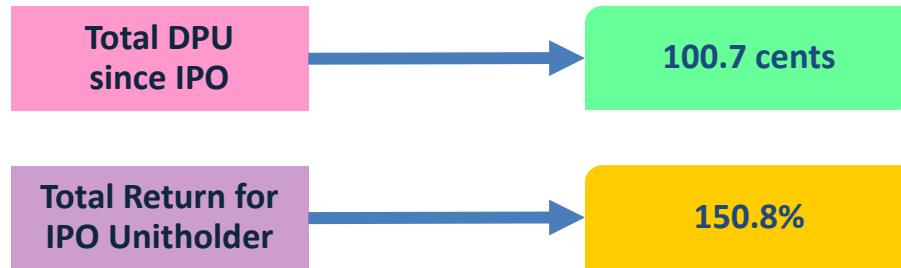
Source: ARATMS

## STABLE SUSTAINABLE DPU



- 3Q FY2015 DPU of 2.522 cents was 8.3% higher year-on-year

## OUR TRACK RECORD



- Delivered a total DPU of 100.7 cents since IPO in December 2004

Source: ARATMS

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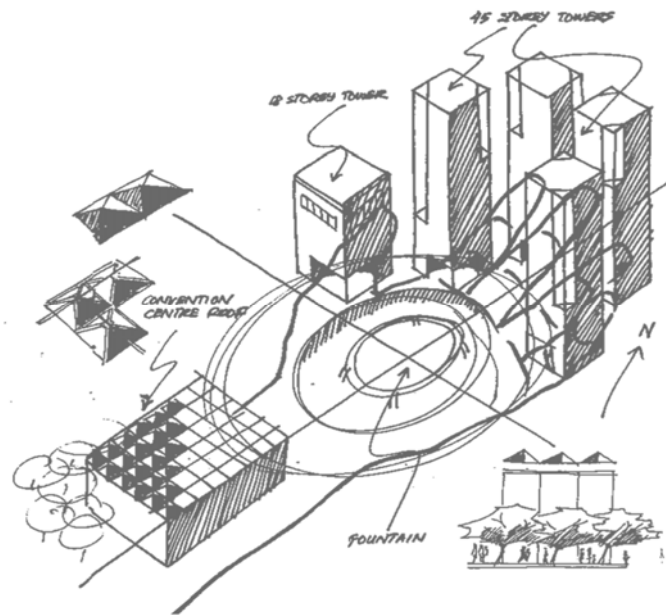
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# THANK YOU



## DISCLAIMER

This presentation is focused on the comparison of actual results for the quarter ended 30 September 2015 versus results achieved for the quarter ended 30 September 2014. It should be read in conjunction with Paragraph 8 of Suntec REIT's financial results for the quarter ended 30 September 2015 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.

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### IMPORTANT NOTICE

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.