

SUNTEC REIT FINANCIAL RESULTS

FOR THE SECOND QUARTER & HALF YEAR ENDED 30 JUNE 2016



AGENDA

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ABOUT SUNTEC REIT

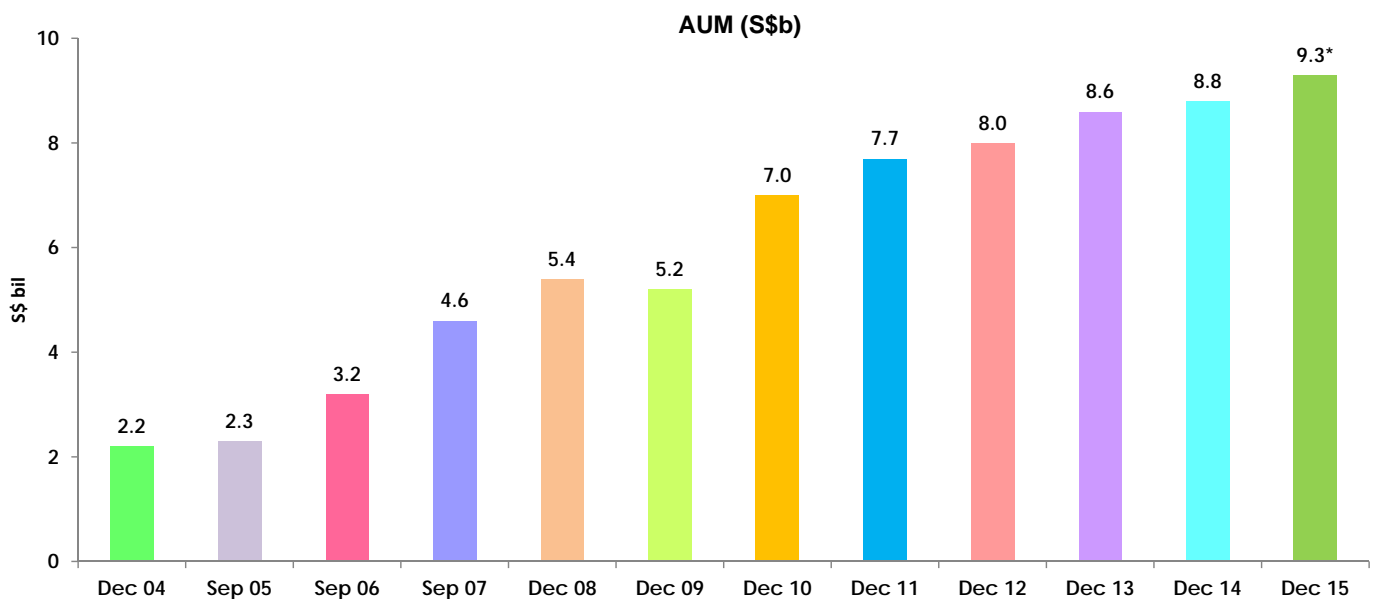
QUALITY ASSETS STRATEGICALLY LOCATED IN SINGAPORE & AUSTRALIA



- Listed on **9 Dec 2004** on the Singapore Stock Exchange
- **4** properties strategically located in Singapore's growth corridors of Marina Bay and the Civic and Cultural District
- **1** property in North Sydney, Australia

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SINGAPORE'S 3RD LARGEST REIT BY AUM



Source: ARATMS

Note:

*Includes S\$371.8 million for 177 Pacific Highway

- Assets under management grew **from S\$2.2 bil to S\$9.3 bil**
- Office portfolio of **2.4 mil sq ft** and retail portfolio of **1.0 mil sq ft**
- Ready soon: 177 Pacific Highway - NLA of approx. **431,000 sq ft**

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Q2 HIGHLIGHTS

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FINANCIAL HIGHLIGHTS

- Distributable income of **S\$63.3 mil**, +0.7% y-o-y
- DPU **2.501¢** in-line with 2Q FY15

ASSET MANAGEMENT

- **177 Pacific Highway** – Expected to complete in Aug 16
- **Park Mall** – Premises to be taken back by end Sep 16 for redevelopment

CAPITAL MANAGEMENT

- All-in financing cost of **2.77%**
- Secured **S\$250 mil term loan facility**
- **No re-financing requirement** till 2017

PORTFOLIO MANAGEMENT

- Portfolio occupancy as at 30 June 2016
 - Office – **98.9%**
 - Retail – **97.7%**



FINANCIAL PERFORMANCE

FINANCIAL PERFORMANCE: 2Q FY16

Achieved DPU of 2.501 cents

1 April – 30 June 2016	2Q FY16	2Q FY15	Change
Gross Revenue	S\$78.9 mil	S\$81.4 mil	-3.1%
Net Property Income	S\$52.7 mil	S\$56.9 mil	-7.5%
Distributable Income	S\$63.3 mil	S\$62.9 mil	0.7%
- from operations	S\$55.3 mil	S\$56.9 mil	-2.7%
- from capital	S\$8.0 mil	S\$6.0 mil	33.3%
Distribution per unit ¹	2.501¢	2.500¢	0.0%
- from operations	2.185¢	2.261¢	-3.4%
- from capital	0.316¢	0.239¢	32.2%
Annualised Distribution Yield ²	5.6%	5.6%	

- Revenue and net property income decreased y-o-y mainly due to the divestment of Park Mall mitigated by the opening of Suntec City Phase 3.

Notes:

- Based on 2,530,135,942 units in issue as at 30 June 2016 and 3,205,418 units to be issued to the Manager by 30 July 2016 as partial satisfaction of asset management base fee incurred for the period 1 April to 30 June 2016.
- Based on the last traded price of S\$1.80 per unit as at 20 July 2016.

Source: ARATMS

FINANCIAL PERFORMANCE: 1H FY16

Achieved DPU of 4.872 cents

1 January – 30 June 2016	1H FY16	1H FY15	Change
Gross Revenue	S\$157.3 mil	S\$155.9 mil	0.9%
Net Property Income	S\$106.6 mil	S\$108.3 mil	-1.5%
Distributable Income	S\$123.3 mil	S\$118.9 mil	3.8%
- from operations	S\$111.3 mil	S\$112.9 mil	-1.4%
- from capital	S\$12.0 mil	S\$6.0 mil	100.0%
Distribution per unit¹	4.872¢	4.730¢	3.0%
- from operations	4.398¢	4.491¢	-2.1%
- from capital	0.474¢	0.239¢	98.3%
Annualised Distribution Yield²	5.4%	5.3%	

- Net property income decreased y-o-y mainly due to the divestment of Park Mall and mitigated by the opening of Suntec City Phase 3.

Notes:

- Based on 2,530,135,942 units in issue as at 30 June 2016 and 3,205,418 units to be issued to the Manager by 30 July 2016 as partial satisfaction of asset management base fee incurred for the period 1 April to 30 June 2016.
- Based on the last traded price of S\$1.80 per unit as at 20 July 2016.

Source: ARATMS

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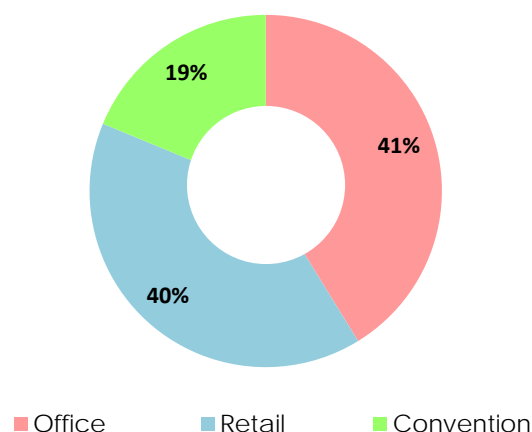
PORTFOLIO REVENUE AND NPI CONTRIBUTION

2Q FY16

Composition of Revenue and NPI

Asset	Revenue	NPI
Suntec City		
• Office	S\$32.5 mil	S\$25.6 mil
• Retail	S\$25.8 mil	S\$19.2 mil
Suntec Singapore		
• Convention	S\$14.8 mil	S\$3.4 mil
• Retail	S\$5.8 mil	S\$4.5 mil
Total	S\$78.9 mil	S\$52.7 mil

Contribution by Revenue¹



- Office revenue** contributed approximately **41%** of the Total Gross Revenue¹ for 2Q FY16
- Retail revenue** contributed approximately **40%** of the Total Gross Revenue¹ for 2Q FY16
- Convention revenue** contributed approximately **19%** of the Total Gross Revenue¹ for 2Q FY16

Note:

- Excludes contribution from ORQ, MBFC Properties and Park Mall

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DEBT-TO-ASSET RATIO STOOD AT 34.7%

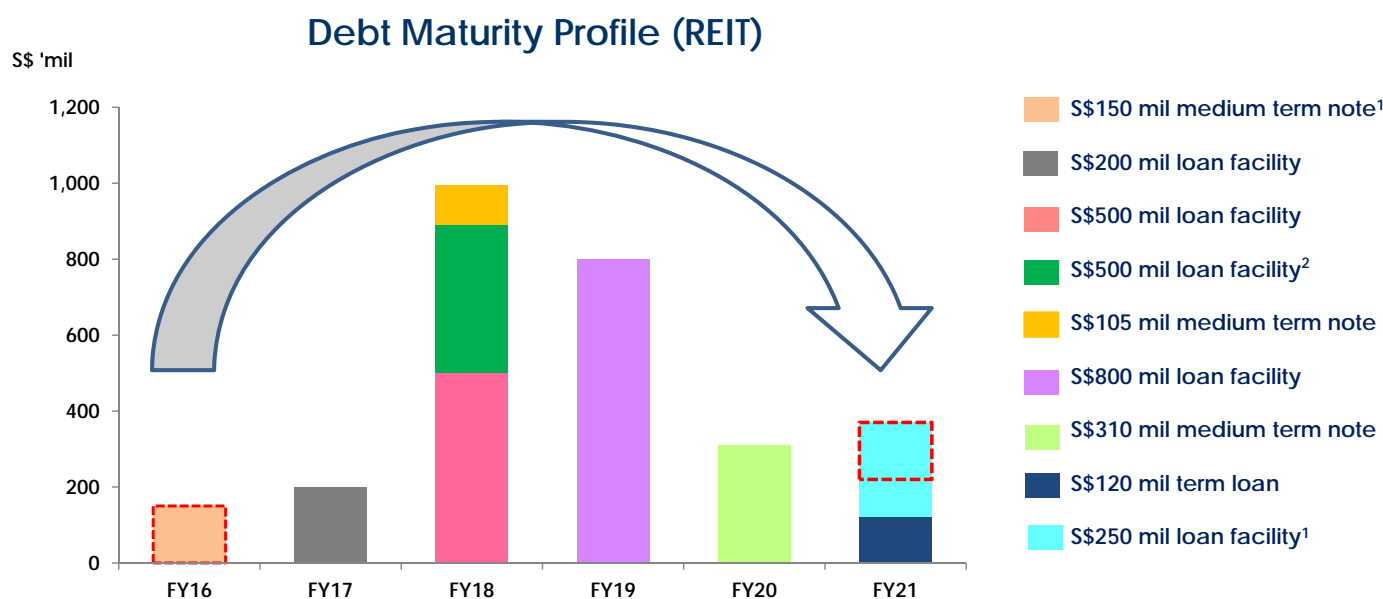
Debt Metrics	30 June 2016
Total Debt Outstanding (Group)	S\$3.041 bil
Debt-to-Asset Ratio ¹	34.7%
All-in Financing Cost	2.77%
Interest Coverage Ratio	3.6x
Issuer Rating	"Baa2"

Note:

- Suntec REIT's "Aggregate Leverage Ratio" as at 30 June 2016 was 36.1%. "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

DEBT MATURITY PROFILE AS AT 30 JUNE 2016



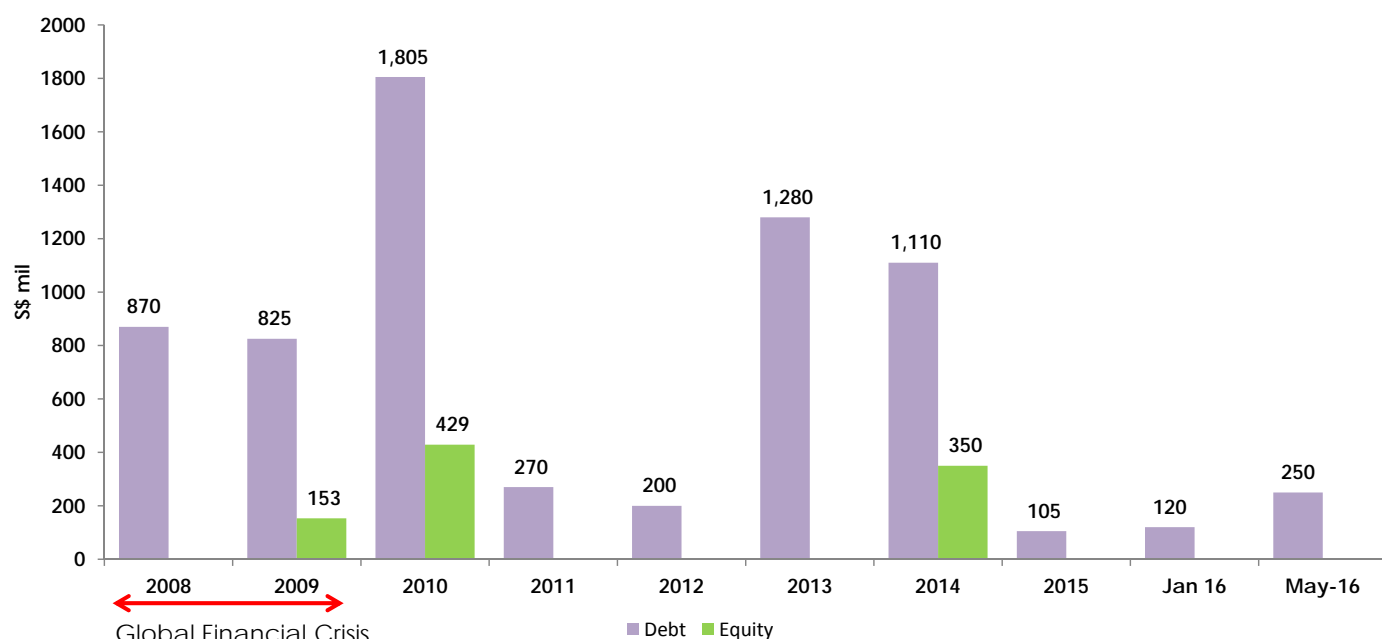
- Upon repayment of the S\$150 mil medium term note the weighted average term to expiry will be extended to 2.83 years
- No re-financing requirement for 2016

Note:

- The S\$150 million medium term note will be repaid by the S\$250 million loan facility entered in May 2016.
- Under the S\$500 million loan facility, S\$389.8 million has been utilised.

\$7.8 BILLION OF FINANCING SINCE 2008

Financing Track Record



- All-in financing cost of 2.77% for 2Q FY16

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NAV PER UNIT OF \$2.126 AS AT 30 JUNE 2016

Consolidated Balance Sheet

30 June 2016

Total Assets	\$8,723 mil
Total Liabilities	\$3,221 mil
Net Assets Attributable to Unitholders	\$5,386 mil
NAV Per Unit¹	\$2.126
Adjusted NAV Per Unit²	\$2.101

Notes:

1. Based on 2,530,135,942 units in issue as at 30 June 2016 and 3,205,418 units to be issued to the Manager by 30 July 2016 as partial satisfaction of asset management base fee incurred for the period 1 April to 30 June 2016.
2. After DPU adjustment of 2.501 cents for the quarter ended 30 June 2016.

Source: ARATMS

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DISTRIBUTION TIMETABLE

Distribution Payment

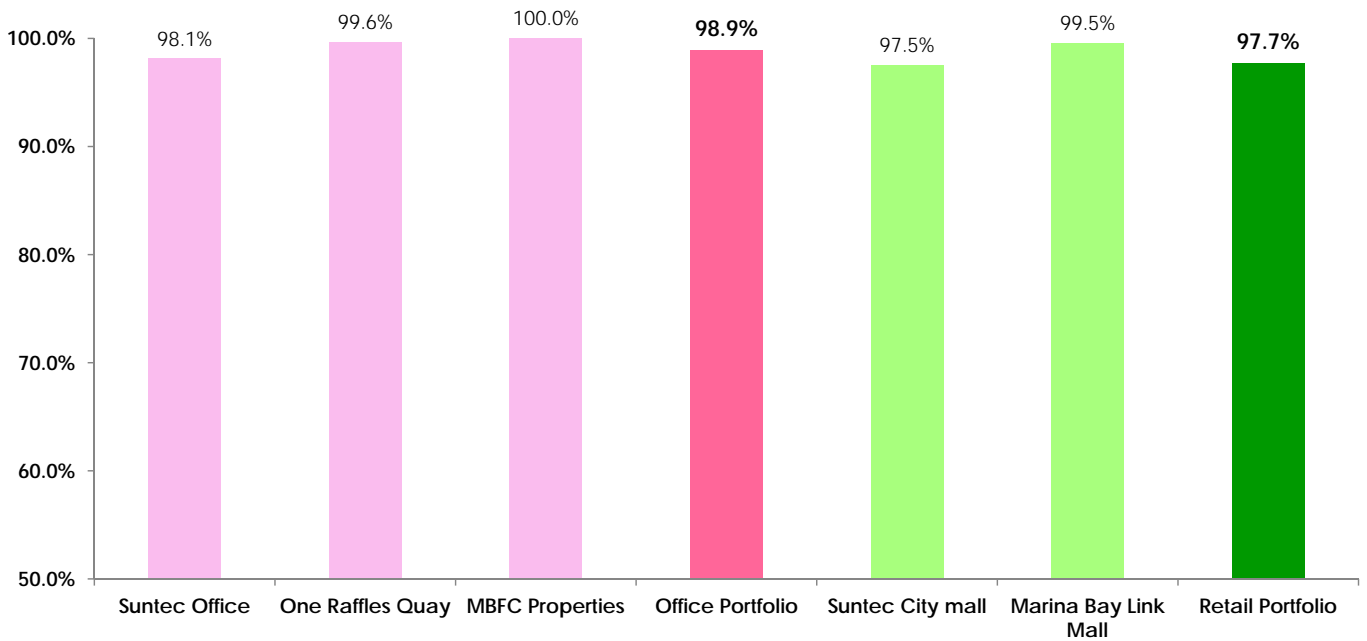
Distribution Period	1 April – 30 June 2016
Amount (cents/unit)	2.501

Ex-date	27 July 2016
Books closure date	29 July 2016
Payment date	25 August 2016

Source: ARATMS

PORTFOLIO PERFORMANCE

STRONG OFFICE & RETAIL PORTFOLIO COMMITTED OCCUPANCY

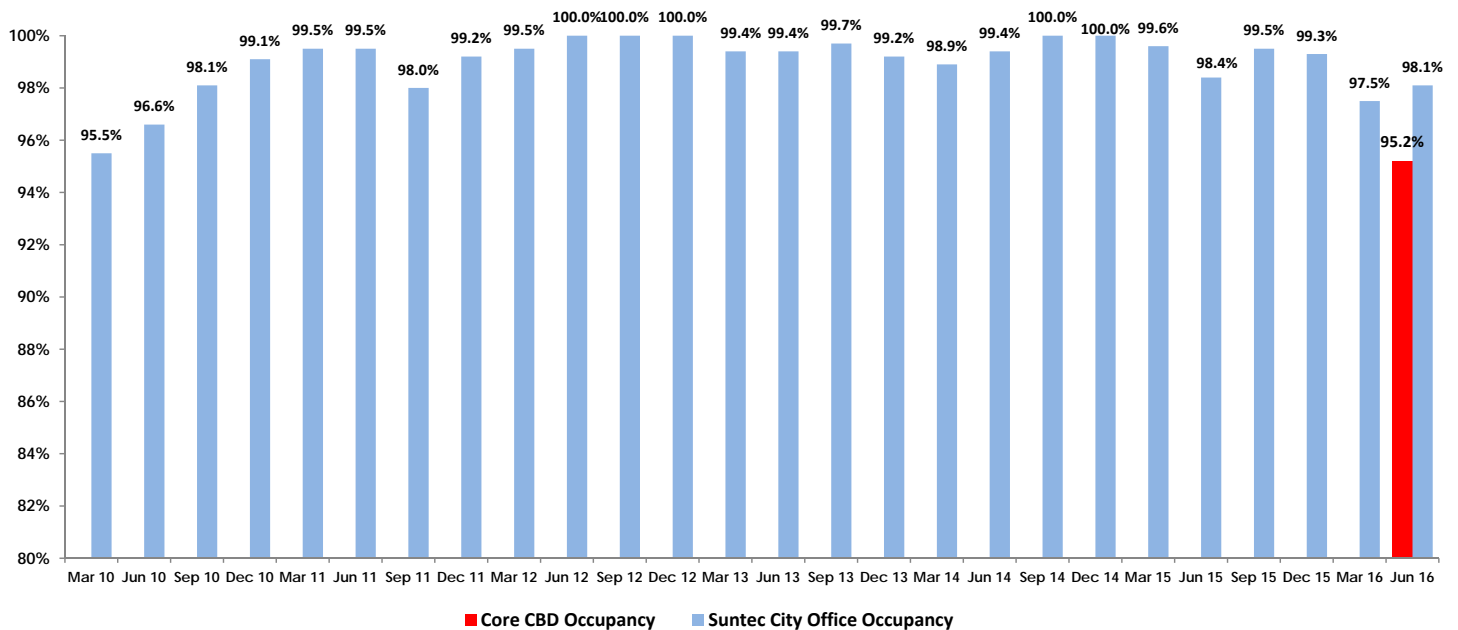


- Achieved **98.9%** committed occupancy for office portfolio¹ as at 30 June 2016
- Committed occupancy for retail portfolio¹ stood at **97.7%** as at 30 June 2016

Note:

1. Suntec REIT owns a one-third interest in One Raffles Quay and MBFC Properties

SUNTEC CITY OFFICE ACHIEVED 98.1% COMMITTED OCCUPANCY

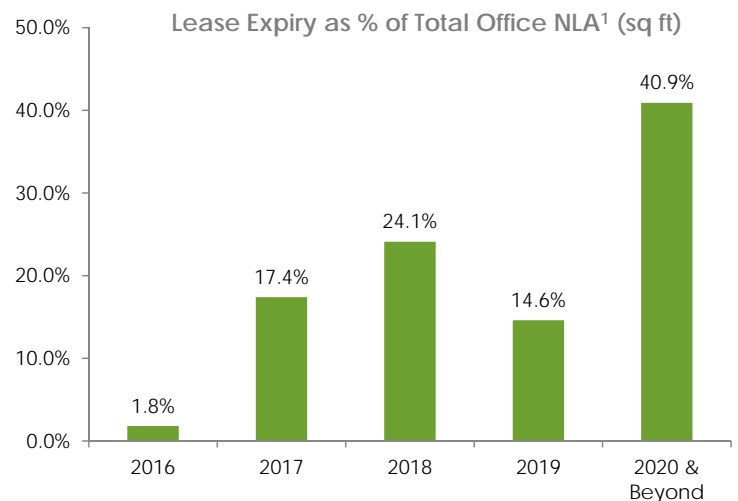


- Suntec City Office achieved committed occupancy of **98.1%** versus Singapore average CBD Grade A office occupancy of 95.2%
- Leases secured for the quarter at an average rent of **S\$8.58 psf/mth**

Source: JLL, ARATMS

OFFICE LEASES EXPIRING IN FY 2016 REDUCED TO 1.8%

Expiry Profile As at 30 Jun 16	Net Lettable Area ¹	
	Sq ft	% of Total
FY 2016	42,644	1.8%
FY 2017	403,733	17.4%
FY 2018	560,586	24.1%
FY 2019	339,853	14.6%
FY 2020 & Beyond	949,403	40.9%



- Balance of office leases expiring in FY 2016 reduced to **1.8%**
- Signed approximately **176,000 sq ft** of leases in 2Q FY 2016

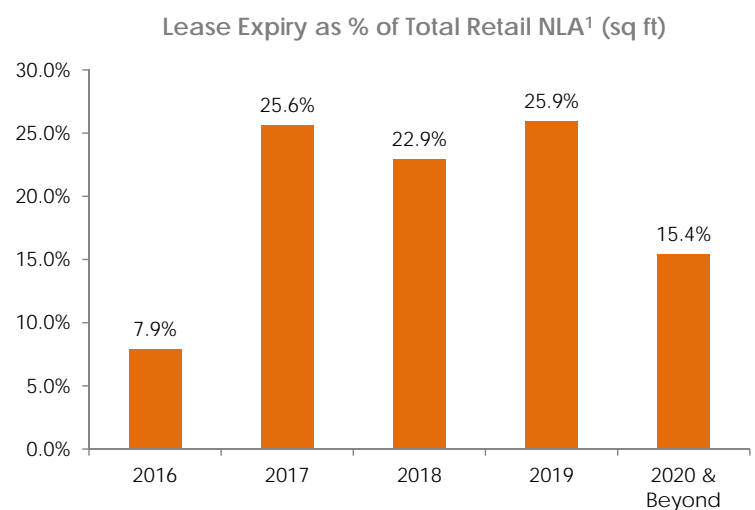
Note:

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 Jun 16	Net Lettable Area ¹	
	Sq ft	% of Total
FY 2016	71,002	7.9%
FY 2017	231,065	25.6%
FY 2018	206,514	22.9%
FY 2019	233,570	25.9%
FY 2020 & Beyond	139,164	15.4%



- Balance of retail leases expiring in FY 2016 reduced to **7.9%**
- Signed approximately **165,000 sq ft** of leases in 2Q FY 2016

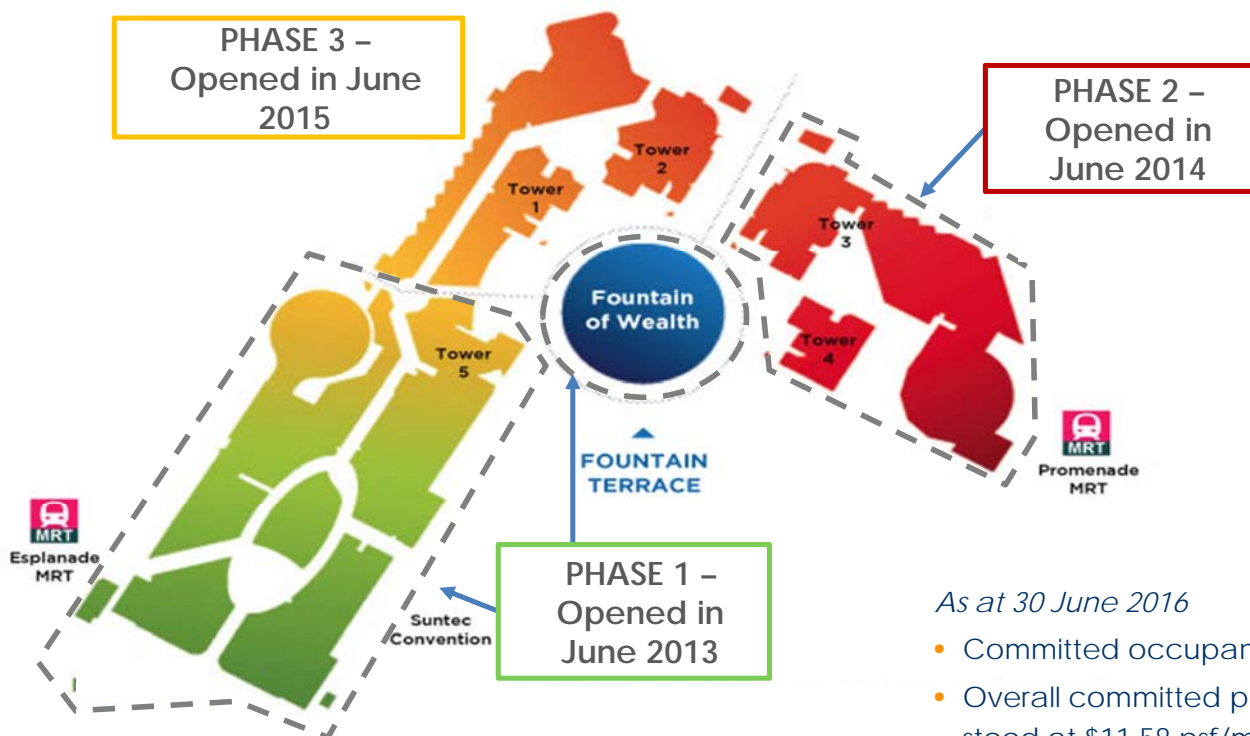
Notes:

1. 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

SUNTEC CITY UPDATES

REMAKING OF SUNTEC CITY



As at 30 June 2016

- Committed occupancy of 97.5%
- Overall committed passing rent¹ stood at \$11.58 psf/mth

Note:
1. On a stabilised basis

SUNTEC REWARDS



SUNTEC REWARDS

- Suntec City's digital platform to bring together the community of retailers, shoppers, PMEBs, tourists and MICE delegates.
- Over **43,000** members within 1st year of launch

MEMBERS' PRIVILEGES



SUNTEC CITY APP



- **Winner** of the Loyalty & Engagement Awards 2016
- Loyalty Programme of the Year (Silver)
- Best Loyalty Programme – Retailer (Bronze)



EVENTS & PROMOTIONS

Good Old Days
8 to 31 July 2016

Snap up these amazing **\$2** Flash Deals on the Suntec City app!

Astoria Specialties Astoria Fryer Chicken Set \$12.20	Crystal Jade Kitchen Sweet and Sour Pork with Pineapple \$14.00	Eat At Seven: Embu Ebiyo Nanyang Chicken Patter TSUKUNE with Poached Egg \$11.00	Jamaica Blue Ganja & Chili Sangpatt \$12.50
Bali Thai Green Curry Chicken with Rice \$10.20	Morganfield's Half Spig Hickory BBQ Sticky Bites \$12.50	Olivia & Co. Signature Waffles \$11.00	Kimchi Korean Restaurant Yang Nyom Chicken \$12.50

Download the Suntec City app & sign-up to be a rewards member. They stand for the members of our app. Start from 8 to 31 July. The banner program ends the best deal!

SUNTEC CITY

SUNTEC REWARDS EXCLUSIVE

Receive a \$30 voucher*
with min. \$100 retail spend!

- BIRKENSTOCK** #01-480/489
- COLE HAAN** #01-473
- MBT** #01-471
- STAR 360** #01-480/482

*Voucher will be issued after 30 days of purchase. Offer valid until 31 July 2016. Terms and conditions apply. See website for details.

ROBOT KITTY SINGAPORE

Suntec Singapore Convention & Exhibition Center, Hall 403
11 June to 21 June 2016, 10AM to 8PM

18% OFF
Admission Tickets & Robot K Figurine

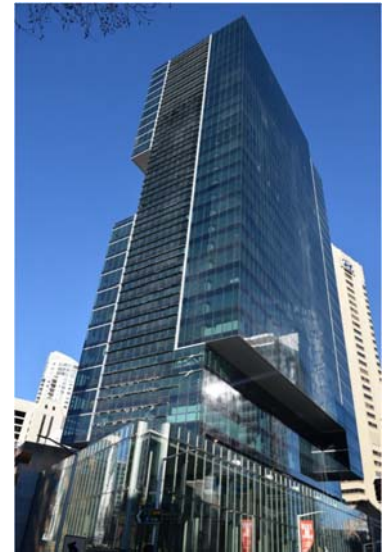
Key in Promo Code **SUNTECREWARDS18** at check out!
Offer valid till 10 June 2016.

EVENTS & PROMOTIONS



177 PACIFIC HIGHWAY UPDATES

DEVELOPMENT UPDATES



Dec 2013
Completed acquisition

Feb 2014
Ground breaking ceremony

Now
Construction in progress

Expected to complete in
Aug 2016

LOOKING AHEAD

WELL POSITIONED IN SINGAPORE-REIT SECTOR

OUTLOOK

- Economy to remain stable
- Office portfolio performance expected to remain stable
- Retail contribution from Suntec City expected to remain stable

TRACK RECORD

- Proven track record in enhancing the performance of our property portfolio
- Strong credit standing and debt financing record
- Delivered 108.4 cents of DPU since IPO in December 2004

STRATEGY

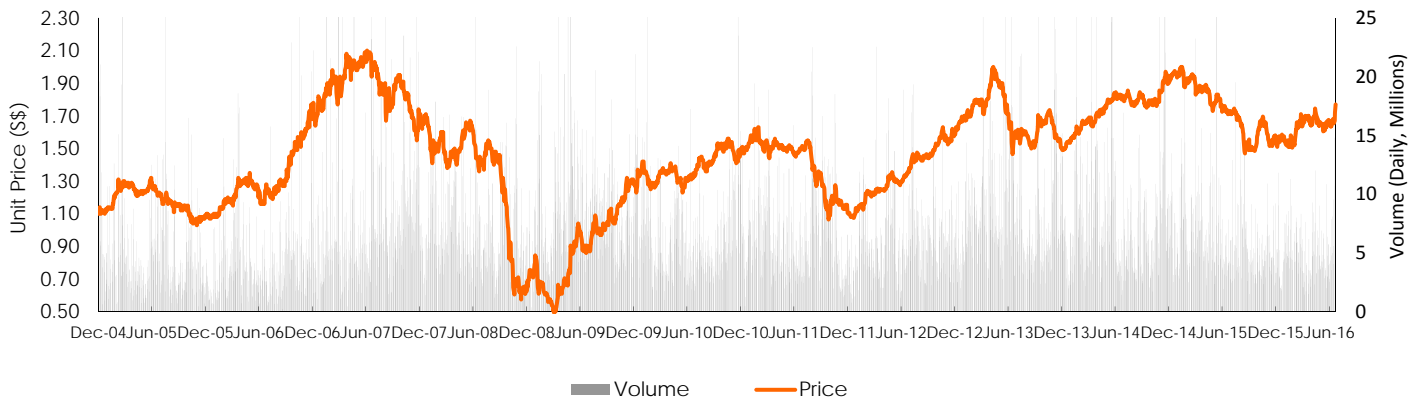
- Proactive asset management
- Prudent and proactive capital management

Source: ARATMS

UNIT PERFORMANCE

UNIT PERFORMANCE

- 2Q FY2016 DPU of 2.501 cents
- Trading yield of 5.68%¹
- Market Capitalisation of S\$4.5 billion¹ as at 30 June 2016
- 35th largest company² on SGX

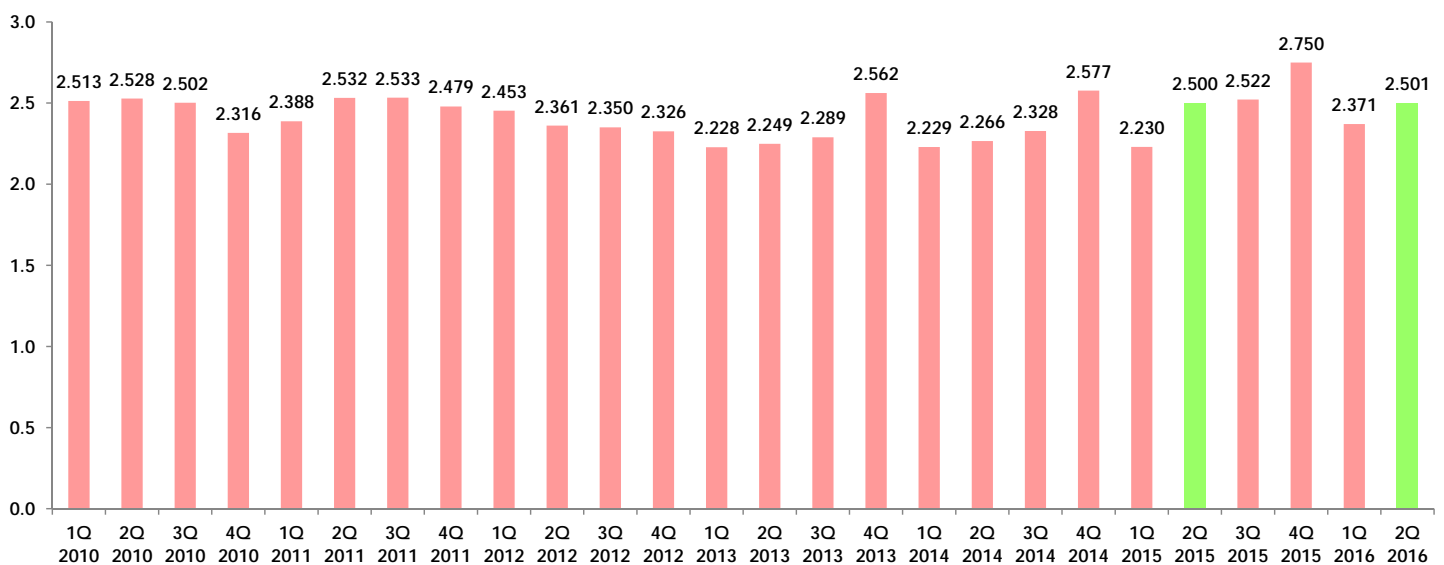


Notes:

- Based on the share price of S\$1.77 as at 30 June 2016.
- Based on the market capitalisation as at 30 June 2016.

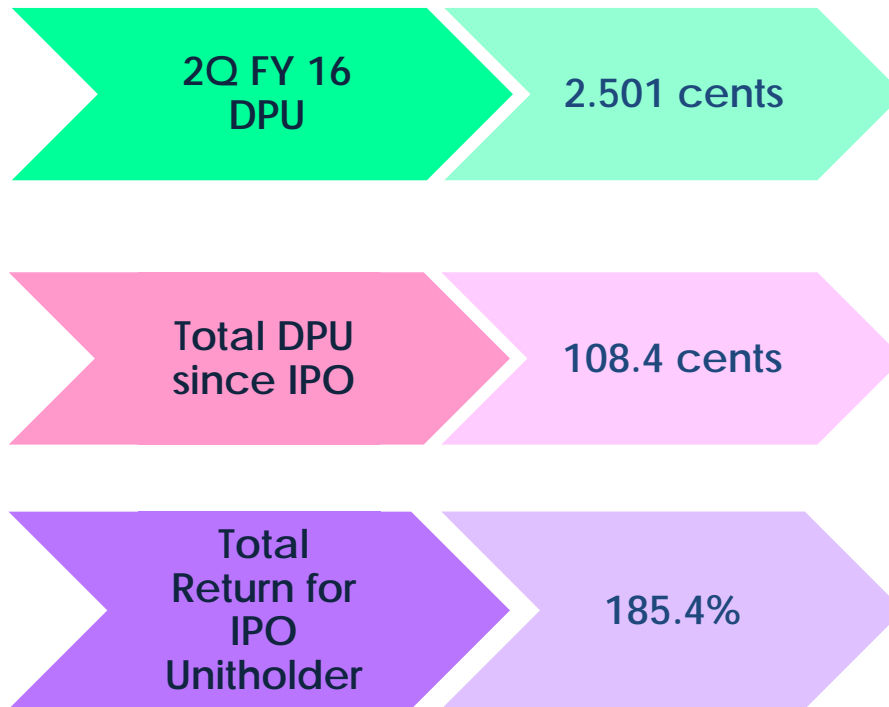
Source: ARATMS

STABLE SUSTAINABLE DPU



- 2Q FY2016 DPU of 2.501 cents was in-line with 2Q FY2015

OUR TRACK RECORD



Source: ARATMS

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CONTACT

ARA Trust Management (Suntec) Limited



Yeo See Kiat
Chief Executive Officer
seekiatyeo@ara.com.hk

Chan Kong Leong
Chief Operating Officer
kongleongchan@ara.com.hk

Ng Ee San
Director, Finance
eesanng@ara.com.hk

Melissa Chow
Manager, Investor Relations
melissachow@ara.com.hk

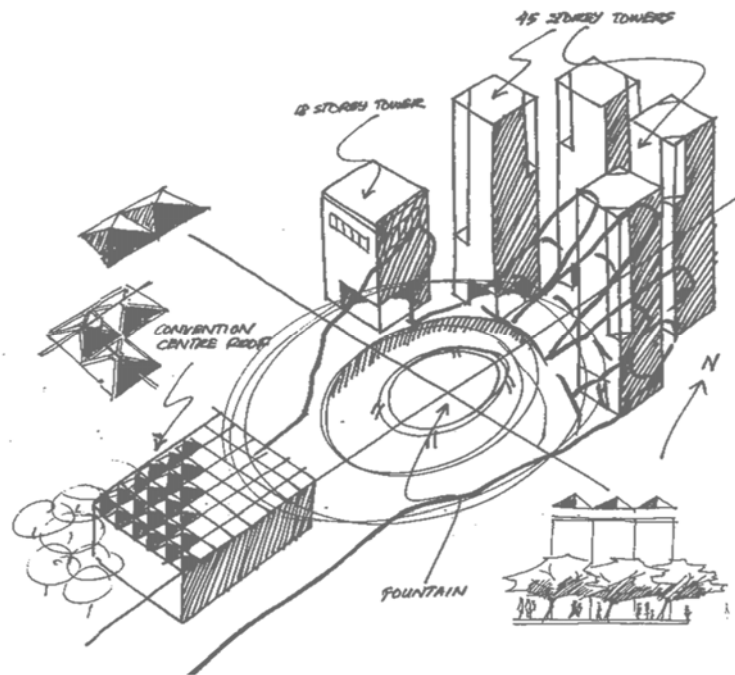
#16-02 Suntec Tower 4
6 Temasek Boulevard
Singapore 038986

Tel: +65 6835 9232
Fax: +65 6835 9672

www.suntecreit.com
www.ara-asia.com

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THANK YOU



DISCLAIMER

This presentation is focused on the comparison of actual results for the quarter ended 30 June 2016 versus results achieved for the quarter ended 30 June 2015. It should be read in conjunction with Paragraph 8 of Suntec REIT's financial results for the quarter ended 30 June 2016 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, 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.

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.