

## **SUNTEC REIT**

**Active Portfolio Management** 

- Divestment of Suntec City Office Strata Units
- Acquistion of The Minster Building, London

29 June 2021





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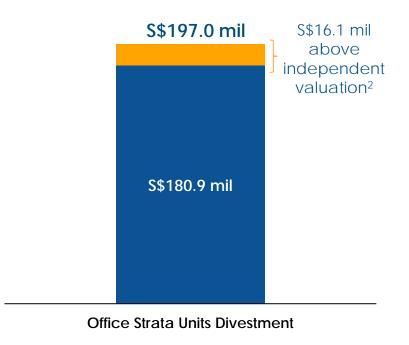
Benefits to Unitholders



## **Divestment of Suntec City Office Strata Units**



- ✓ Portfolio sale of Suntec City Office strata units amounting to 78,491 sq ft¹
- ✓ Portfolio Sale Value of \$197.0 million (S\$2,510 psf)
- ✓ 8.9% above independent valuation<sup>2</sup> of S\$180.9
  million (S\$2,305 psf)
- ✓ NPI yield of 3.1%<sup>3</sup>
- ✓ Expected Completion in 3Q 2021



### Gain on Divestment of S\$13.9 million4

<sup>&</sup>lt;sup>1</sup> Representing 1.9% of share value in the entire Suntec City development.

<sup>&</sup>lt;sup>2</sup> The valuation of the portfolio was derived by multiplying the Rate of Lettable Floor Area (\$\$ per square metre) per the 31 December 2020 valuation report by the net lettable area of the portfolio.

<sup>&</sup>lt;sup>3</sup> Based on passing income as at 1 April 2021.

<sup>&</sup>lt;sup>4</sup> Net of divestment expenses.



## **Acquisition Overview**



- ✓ Acquisition of 100% interest in The Minster Building, Grade A Office building with ancillary retail (NLA of 293,398 sq ft)
- √ 999-year leasehold from 24 October 1990 (968 years remaining)
- ✓ Strategically located within City of London's central business district
- ✓ Agreed property value of £353.0 mil (~S\$667.2 mil)¹
- ✓ NPI yield of 4.5%²
- √ 4.6% discount to independent valuation<sup>3</sup> of £370.0 mil (~S\$699.3 mil)<sup>1</sup>
- ✓ NAV accretion: 0.7%<sup>4</sup>
- ✓ DPU accretion: 3.6%<sup>5</sup>
- √ 96.7% committed occupancy with long WALE of 12.3 years<sup>6</sup>
- ✓ 2-year income guarantee for vacant spaces and retail leases and
  approx. 1-year income guarantee for co-working lease
- ✓ Expected completion in July 2021



#### Notes

<sup>3</sup> Independent valuation conducted by Jones Lang LaSalle Limited dated 21 April 2021.

<sup>&</sup>lt;sup>1</sup> Based on exchange rate of £1: \$\$1.89

<sup>&</sup>lt;sup>2</sup> Based on passing income as at 31 March 2021 divided by total acquisition outlay of £360.1 million (approximately \$\$680.5 million).

<sup>&</sup>lt;sup>4</sup> Based on proforma financial effects of the acquisition for FY2020, as if the acquisition was completed on 31 December 2020, and on assumption that the acquisition is funded by divestments proceeds from 9 Penang Road and Suntec City Office strata units, GBP loan and perpetual securities.

<sup>&</sup>lt;sup>5</sup> Based on proforma financial effects of the acquisition for FY2020, as if the acquisition was completed on 1 January 2020 and on assumption that the acquisition is funded by divestments proceeds from 9 Penang Road and Suntec City Office strata units, GBP loan and perpetual securities.

<sup>&</sup>lt;sup>6</sup> Based on net lettable area as at 31 March 2021.

## High Quality, Grade A Property in Key Location

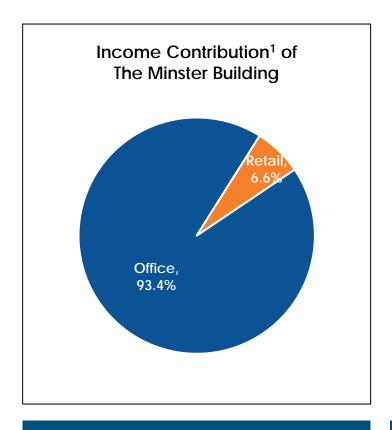


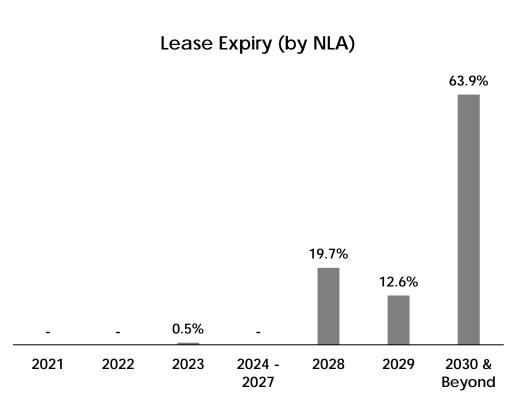


Situated in City of London CBD with Exceptional Connectivity

## Stable Income with Long WALE







**Strong Office Income Stream** 

Long WALE of 12.3 years<sup>2</sup>

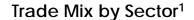
<sup>&</sup>lt;sup>1</sup> Based on committed monthly gross rental income as at 31 March 2021

<sup>&</sup>lt;sup>2</sup> WALE to break of 9.1 years

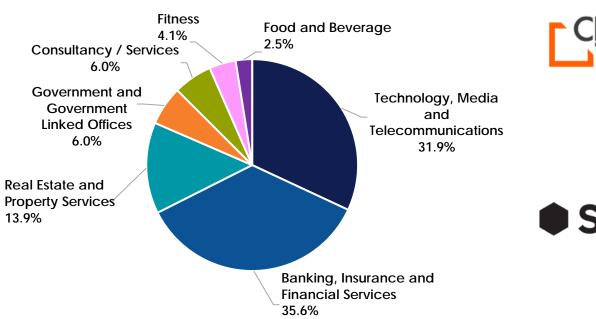
### **Diversified Trade Mix**



ADM Investor Services, Inc.



### **Key Tenants**





### **Balanced Trade Mix**

<sup>&</sup>lt;sup>1</sup> Based on committed monthly gross office rental income as at 31 March 2021.

## Deepen Presence in Resilient London Market





### London Remains a Highly Attractive Investment Destination

Sources:

Jones Lang LaSalle Valuation Report dated 21 April 2021 Knight Frank, The London Report 2021

## **London's Commercial Property Market**





City of London is the largest of the 3 office micro-markets. Home to many of the world's largest finance, insurance and technological organisations.



Vacancy rate for Grade
A building will remain
stable due to limited
new supply

Office Leasing activity in 10 2021 was the strongest since COVID-19. Demand to remain supported by London's attractiveness as a global innovation hub for businesses and talent to converge



Prime rents in City of London expected to improve in the medium term underpinned by limited supply and recovery of economy



Property Market is Expected to be Resilient in the Long Term

Source: JLL Research, Q1 2021

### Prime Office Yields in London





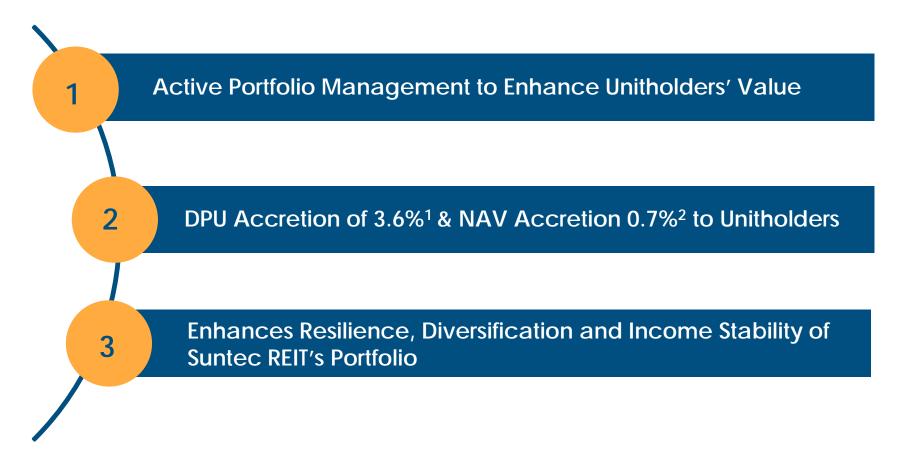
### Acquisition of Prime Grade A Asset at Attractive Valuation

<sup>&</sup>lt;sup>1</sup>Based on passing income as at 31 March 2021 divided by total acquisition outlay. Source: Jones Lang LaSalle Valuation Report dated 21 April 2021



### **Benefits to Unitholders**





<sup>&</sup>lt;sup>1</sup> Based on pro forma financial effects of the acquisition for FY2020, as if the acquisition was completed on 1 January 2020 and on the assumption that the acquisition is funded by divestments proceeds from 9 Penang Road and Suntec City Office strata units, GBP loan and perpetual securities.

<sup>&</sup>lt;sup>2</sup> Based on proforma financial effects of the acquisition for FY2020, as if the acquisition was completed on 31 December 2020, and on assumption that the acquisition is funded by divestments proceeds from 9 Penang Road and Suntec City Office strata units, GBP loan and perpetual securities.

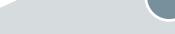
## **Active Portfolio Management**



Active Capital Management to Strengthen Balance Sheet

Acquire Higher Yielding Asset

Strengthen Balance Sheet & Divestment of Lower Yielding Assets



June 2021:

Deepen presence in London with acquisition of 100% interest in The Minster Building (4.5% NPI yield)

Enhance Income & Geographical Diversification

Dec 2020:

First foray into London with acquisition of 50% interest in Nova Properties (4.6% NPI yield) June 2021:

Issued \$\$150 million perpetual securities

Divestment of 30% interest in 9 Penang Road (3.3% NPI yield)

Divestment Gain \$\$66.5 mil

Divestment of Suntec City Office strata units (3.1% NPI yield)

Divestment Gain \$\$13.9 mil

**DPU Accretion of 2.3%** 

DPU Accretion of 3.6%<sup>1</sup>

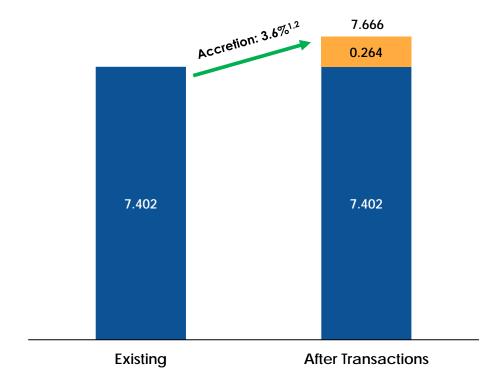
### **Enhancing Unitholders' Value**

<sup>&</sup>lt;sup>1</sup> Based on proforma financial effects of the acquisition for FY2020, as if the acquisition was completed on 1 January 2020 and on assumption that the acquisition is funded by divestments proceeds from 9 Penang Road and Suntec City Office strata units, GBP loan and perpetual securities.

### **DPU Accretive to Unitholders**







### **Key Drivers**

- Acquisition of The Minster Building
  - o NPI yield of 4.5%<sup>3</sup>
  - 96.7% occupied with possible upside through rent review<sup>4</sup>
  - 2-year guarantee for vacant spaces and retail leases, approx. 1-year guarantee for co-working lease

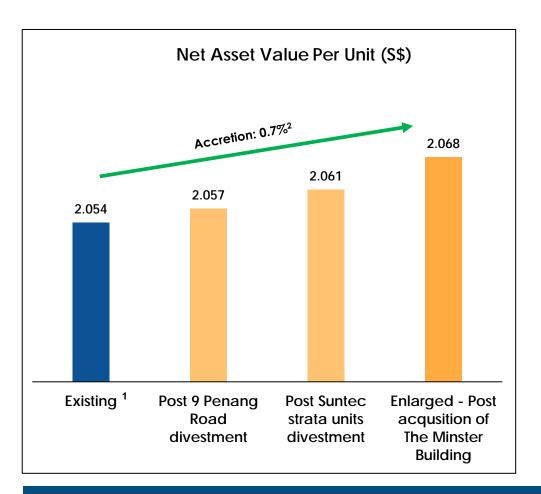
Funded by	Amount
Divestments Proceeds	Approx. S\$280.0 mil
GBP denominated loan	£175.0 mil (S\$330.8 mil)
Perpetual Securities	Approx. S\$70.0 mil

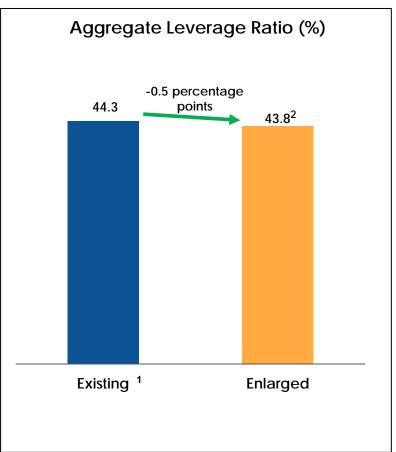
#### DPU Accretion of 3.6%<sup>1,2</sup>

- <sup>1</sup> For the financial year ended 31 December 2020 ("FY2020").
- <sup>2</sup> Based on proforma financial effects of the acquisition for FY2020, as if the acquisition was completed on 1 January 2020 and on assumption that the acquisition is funded by divestments proceeds from 9 Penang Road and Suntec City Office strata units, GBP loan and perpetual securities.
- <sup>3</sup> Based on passing income as at 31 March 2021 divided by total acquisition outlay.
- <sup>4</sup> Generally every five years at market or existing rent, whichever is the higher.

### **NAV** Accretive to Unitholder







### To Continue Strengthening Balance Sheet Through Active Capital Management

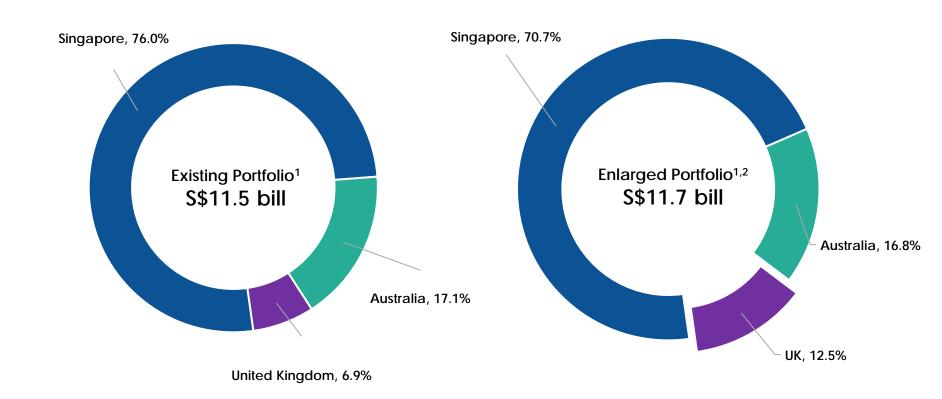
<sup>&</sup>lt;sup>1</sup> As at 31December 2020.

<sup>&</sup>lt;sup>2</sup> Based on the assumption that the acquisition is funded by divestments proceeds from 9 Penang Road and Suntec City Office strata units, GBP loan and perpetual securities.

## **Enhances Portfolio's Geographical Diversification**



### **Portfolio Valuation**

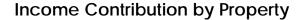


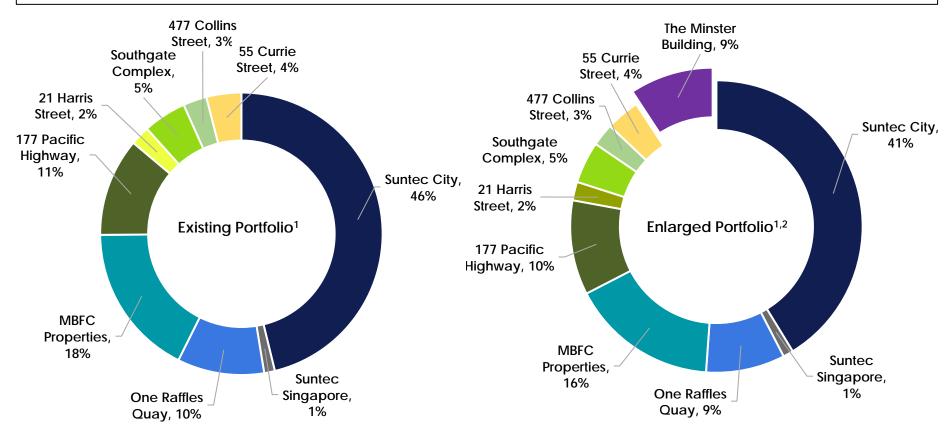
<sup>&</sup>lt;sup>1</sup> As at 31 December 2020.

<sup>&</sup>lt;sup>2</sup> After the divestments of 9 Penang Road, Suntec City Office strata units and acquisition of The Minster Building.

## Strengthens Portfolio's Resilience and Diversification







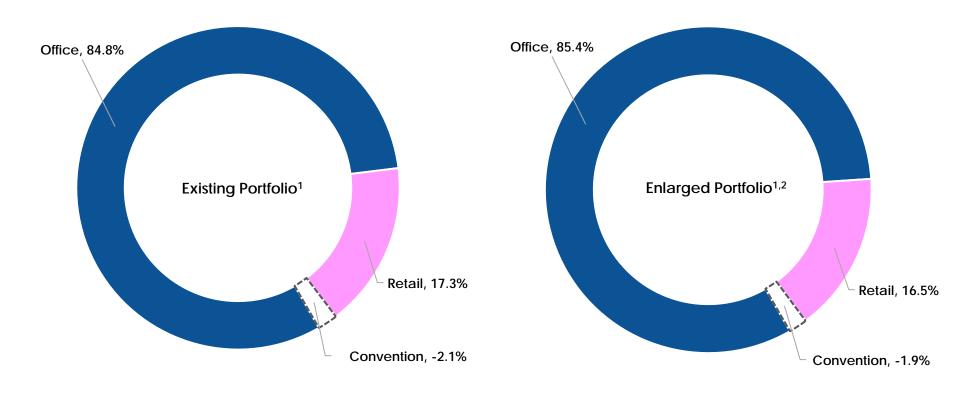
<sup>&</sup>lt;sup>1</sup> Refers to Net Property Income and Income Contribution from Joint Ventures for FY 2020.

<sup>&</sup>lt;sup>2</sup> Assumes the divestments of 9 Penang Road, Suntec City Office strata units and acquisition of The Minster Building were completed on 1 January 2020.

## Continues to be Anchored By Resilient Office Sector



### **Income Contribution by Sector**

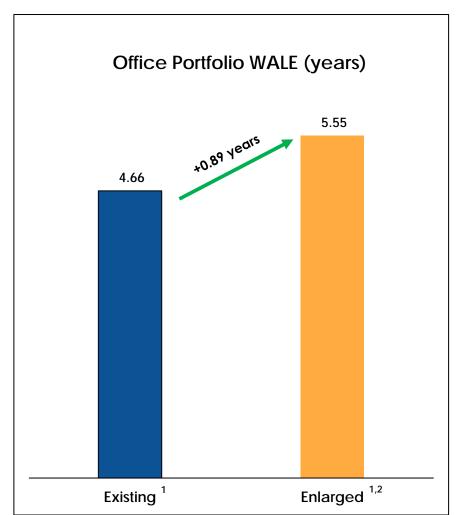


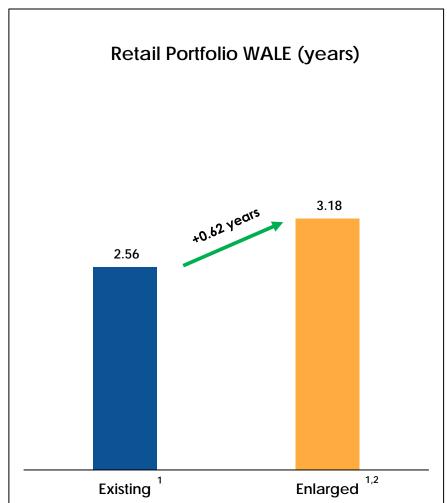
<sup>&</sup>lt;sup>1</sup> Refers to Net Property Income and Income Contribution from Joint Ventures for FY 2020.

<sup>&</sup>lt;sup>2</sup> Assumes the divestments of 9 Penang Road, Suntec City Office strata units and acquisition of The Minster Building were completed on 1 January 2020

## Lengthens Portfolio's WALE & Increases Income Stability Sunt Ec Real Estate Investment Trust







<sup>&</sup>lt;sup>1</sup> Based on the NLA of Suntec REIT's interests in its respective properties as at 31 December 2020.

<sup>&</sup>lt;sup>2</sup> After the divestments of 9 Penang Road, Suntec City Office strata units and acquisition of The Minster Building.

### Conclusion



Active Portfolio Management to Enhance Unitholders' Value 2 **DPU and NAV Accretive to Unitholders** Enhances Resilience, Diversification and Income Stability of 3 Suntec REIT's Portfolio Continues Active Capital Management to Strengthen Balance Sheet

## **Appendix: Property Information**



Description	11-storey Grade A office development with ancillary retail ("The Minster Building")	
Title	999-year leasehold from 24 October 1990 (968 years remaining)	
Year of Completion	Built in 1990, significant refurbishments completed in 2018	
Agreed Property Value <sup>1</sup>	£353.0 mil (S\$667.2 mil) (4.6% discount to independent valuation <sup>2</sup> of £370.0 mil (S\$699.3 mil)	
NPI Yield	4.5% <sup>3</sup>	
Sustainability	BREEAM rating 'Very Good' <sup>4</sup> EPC rating C <sup>5</sup>	

Tenancy Information	Office	Retail	Total
Net Lettable Area ("NLA") (sq ft)	257,481 (87.8%)	35,917 (12.2% )	<b>293,398</b> (100%)
Committed Occupancy <sup>6</sup>	96.2%	100%	96.7%
No. of tenants	10	3	13
Weighted Average Lease Expiry ("WALE") (Years) <sup>7</sup>	11.3	19.6	12.3



- <sup>1</sup> Based on exchange rate of £1: \$\$1.89
- <sup>2</sup> Independent valuation conducted by Jones Lang LaSalle Limited dated 21 April 2021.
- <sup>3</sup> Based on passing income as at 31 March 2021 divided by total acquisition outlay.
- <sup>4</sup> BREEAM (Building Research Establishment Environmental Assessment Method) provides independent certification of the sustainability performance of buildings.
- <sup>5</sup> EPC (Energy Performance Certificates) rate the energy efficiency of buildings.
- <sup>6</sup> 2-year guarantee for vacant spaces and retail leases, approx. 1-year guarantee for co-working lease.
- <sup>7</sup> Based on net lettable area as at 31 March 2021.

## **High Quality Grade A Property**



**Contemporary Office Lobby** 



**Central Atrium with Natural Light Coming Through** 



**Modern Lift Lobbies** 



**Business Lounge** 



Significant Refurbishments Completed in 2018 with BREEAM rating of 'Very Good'



# THANK YOU

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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.