



SUNTEC REIT BUSINESS UPDATES

For the Quarter ended 30 September 2023

DBS-SGX-REITAS Bangkok Conference 2023
30th November 2023



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Looking Ahead

3Q 23 Financial Overview

Distributable Income to Unitholders

S\$52.0 million

-13.3% y-o-y

Distribution Income from Operations

S\$46.2 million

-14.8% y-o-y

Capital Distribution

S\$5.8 million

Distribution Per Unit to Unitholders

1.793 cents

-14.0% y-o-y

DPU from Operations

1.595 cents

-15.3% y-o-y

DPU from Capital

0.198 cents

ESG - GRESB

Highest 5 Star Rating

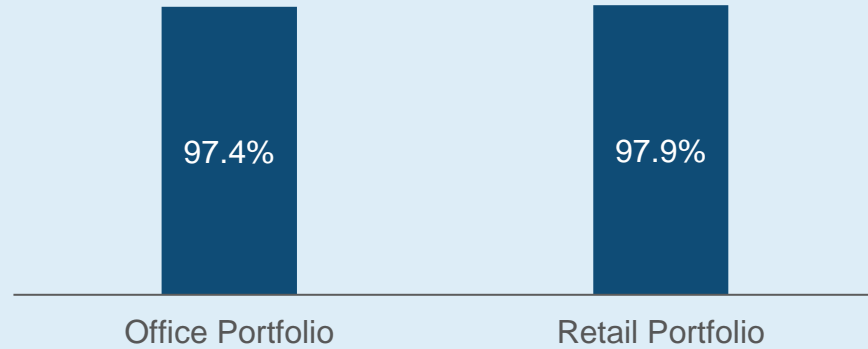
'A' for Public Disclosure

Divestment

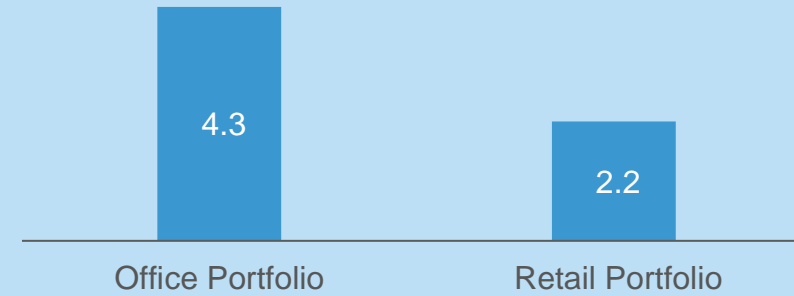
Divestment of 3 strata units at Suntec Office Towers completed

3Q 23 Operational Overview

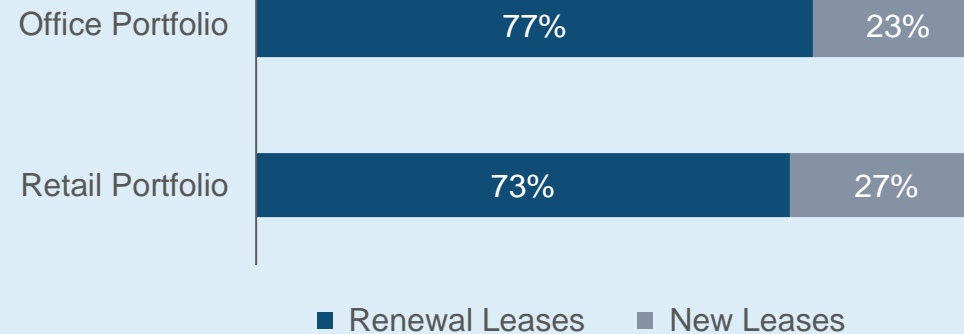
Portfolio Committed Occupancy



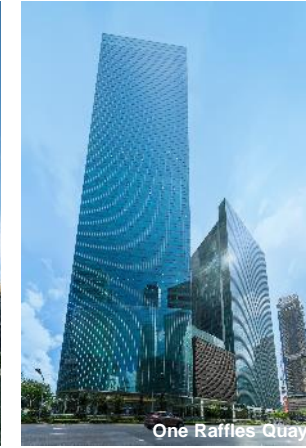
Portfolio WALE



Work Done
352,600 sq ft

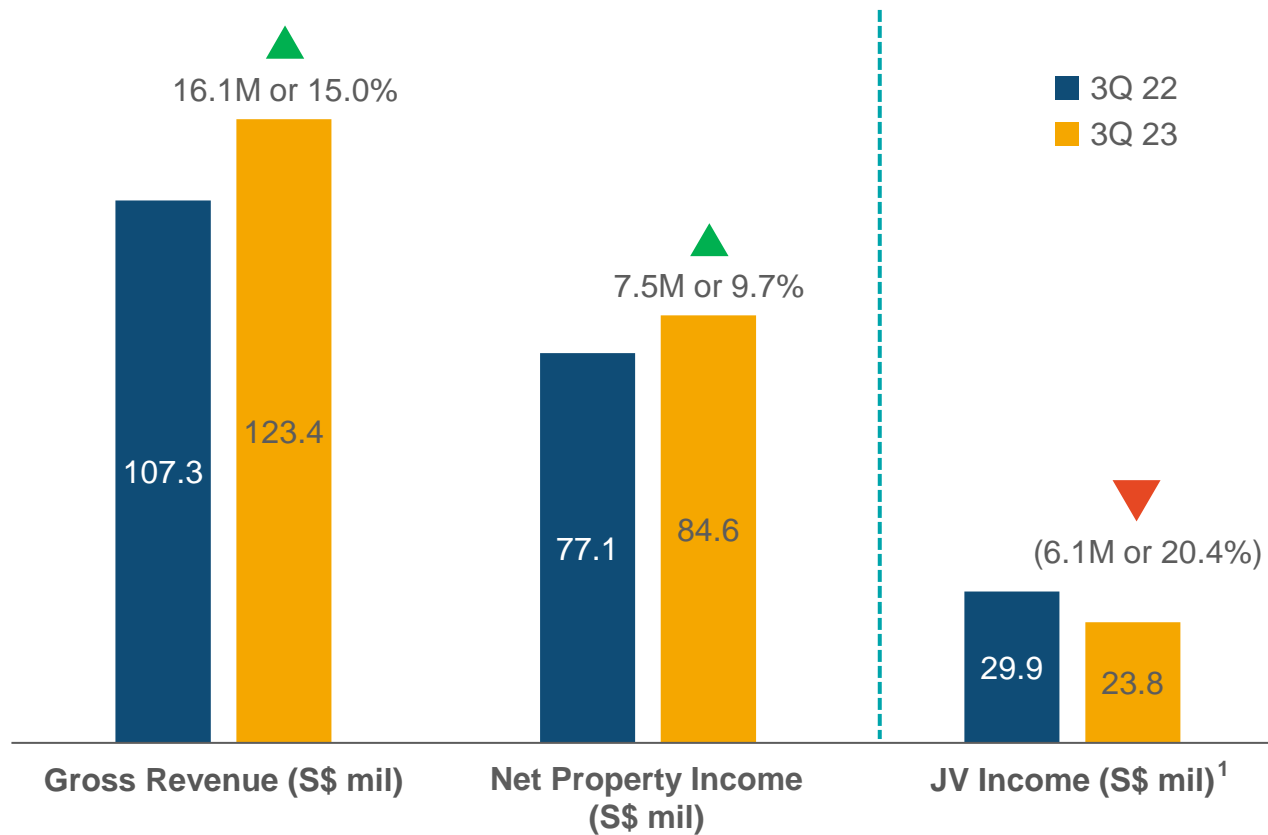


Financial Highlights



Portfolio Financial Performance Remained Resilient

Gross Revenue and NPI Grew 15.0% and 9.7% Respectively



Mainly due to:

Gross Revenue & Net Property Income:

- ▲ Higher contribution from Suntec City Office, Suntec City Mall and Suntec Convention
- ▲ Higher contribution from The Minster Building (London)
- ▼ Higher maintenance fund contribution and commencement of sinking fund contribution in 2023
- ▼ Lower contribution from the Australia portfolio

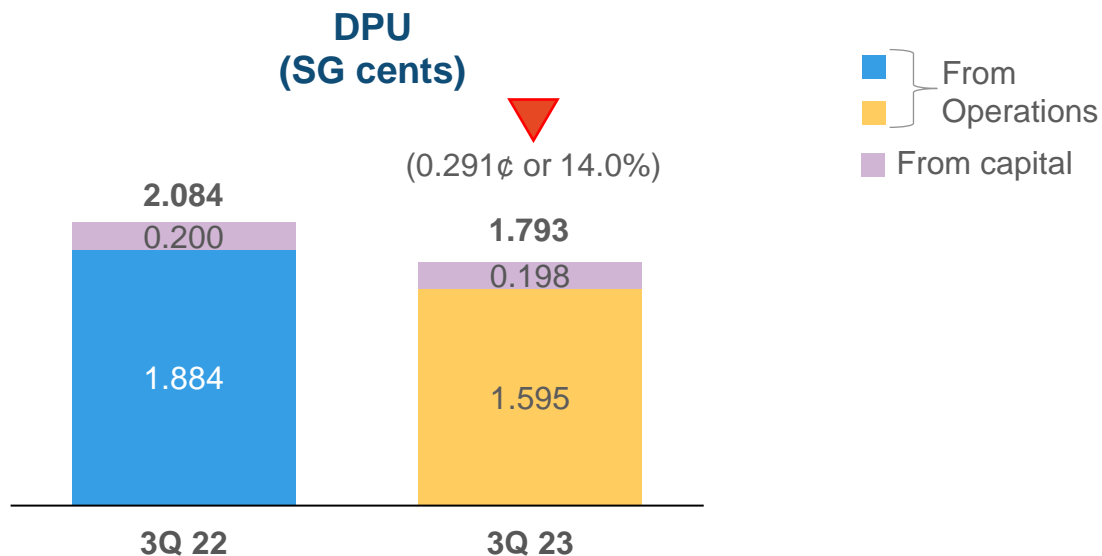
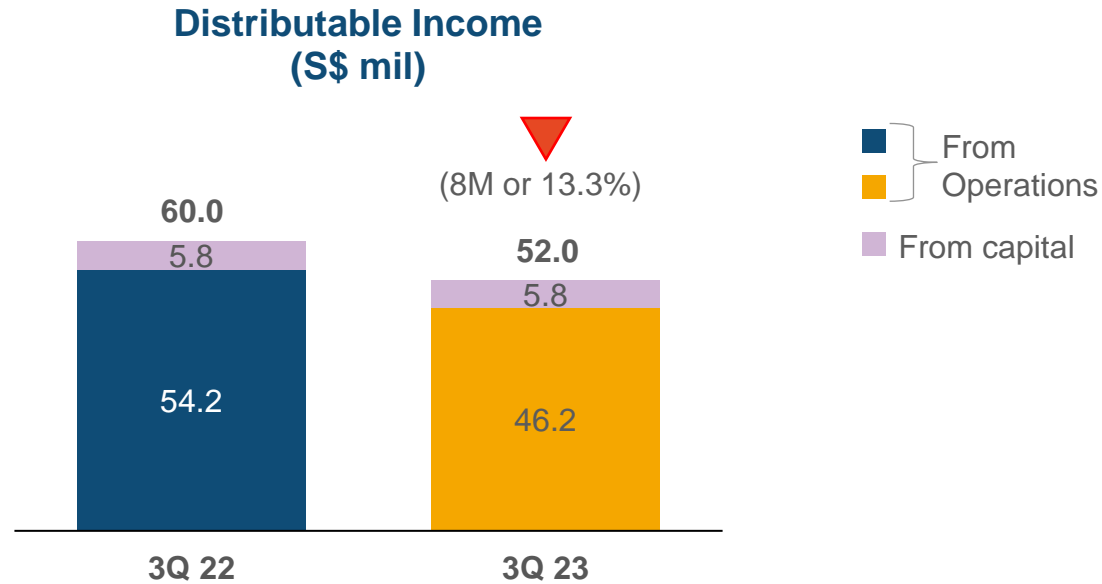
JV Income:

- ▼ Stronger operating performance at MBFC Properties and One Raffles Quay, offset by higher interest expense²
- ▼ Rent-free incentives for lease renewals, higher rent relief for retail tenants and higher interest expense at Southgate Complex (Melbourne)
- ▼ Weaker AUD against SGD

Notes:

1. Ownership interest of 33.3% for One Raffles Quay and MBFC Properties, 50.0% for Southgate Complex and Nova Properties.
2. Existing shareholder loan to MBFC Properties was replaced with a bank loan taken at the property level.

Improvement in Operations Eroded By Higher Financing Costs



Mainly due to:

- ▼ Higher financing cost (\$14.3m)
- ▼ Weaker AUD against SGD
- ▼ Higher maintenance fund contribution in 2023
- ▲ Higher NPI on better operating performance
- ▲ Dividend contribution from Suntec Convention

Distribution Payment

Distribution Payment	
Distribution Period	1 Jul 2023 – 30 Sep 2023
Amount (cents/unit)	1.793 ^{1,2}

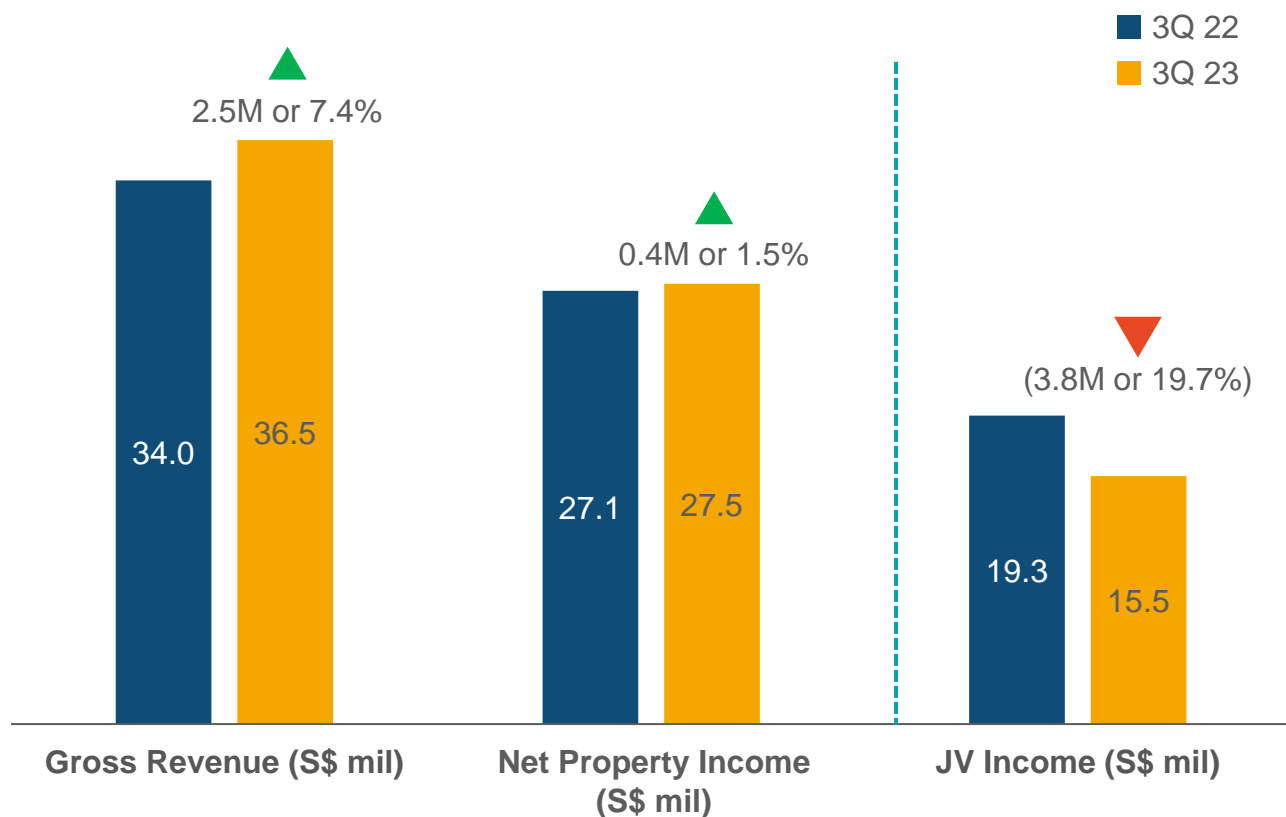
Ex-date	27 Oct 2023
Record date	30 Oct 2023
Payment date	29 Nov 2023

Notes:

1. Total of 5.269 cents for YTD Sep 2023.
2. The Manager has elected to continue to receive 50% of its asset management fees in units and balance in cash in FY 2023.

Singapore Office Portfolio Revenue and NPI Strengthened

JV Income Impacted by Higher Interest Expense



Mainly due to:

Gross Revenue & Net Property Income:

- ▲ Higher occupancy and rent at Suntec City Office
- ▼ Higher maintenance fund contribution and commencement of sinking fund contribution in 2023

JV Income:

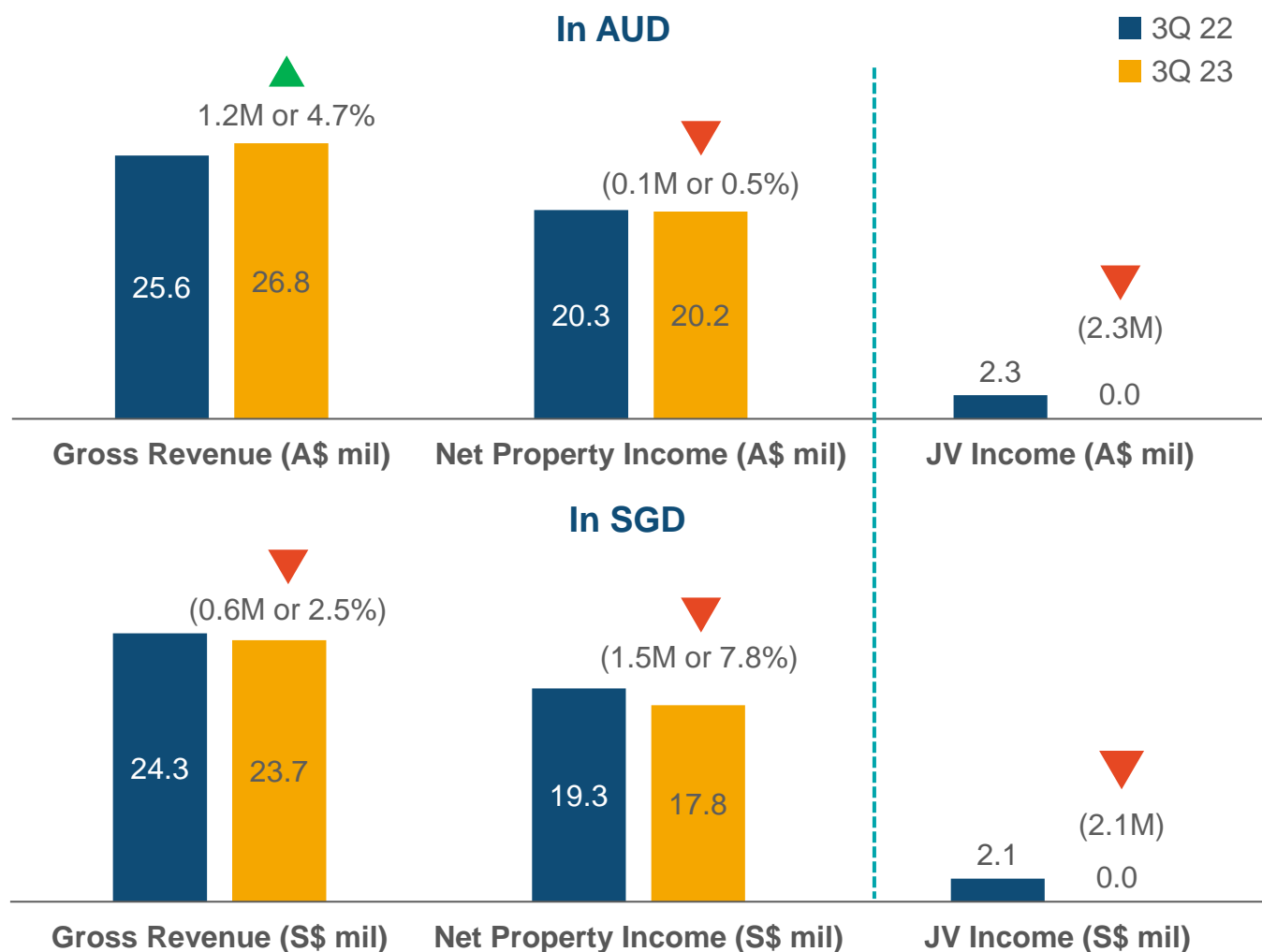
- ▼ Higher interest expense at One Raffles Quay and MBFC Properties¹
- ▲ Higher rent offset by lower occupancy at MBFC Properties
- ▲ Higher occupancy and rent at One Raffles Quay

Note:

1. Existing shareholder loan to MBFC Properties was replaced with a bank loan taken at the property level.

Australia Portfolio Operational Performance Remained Stable

Impacted by Higher Interest Expense and Weaker AUD



Mainly due to:

Gross Revenue & Net Property Income:

- ▲ Higher occupancy at 21 Harris Street (Sydney) and 477 Collins Street (Melbourne)
- ▼ Higher operating expenses

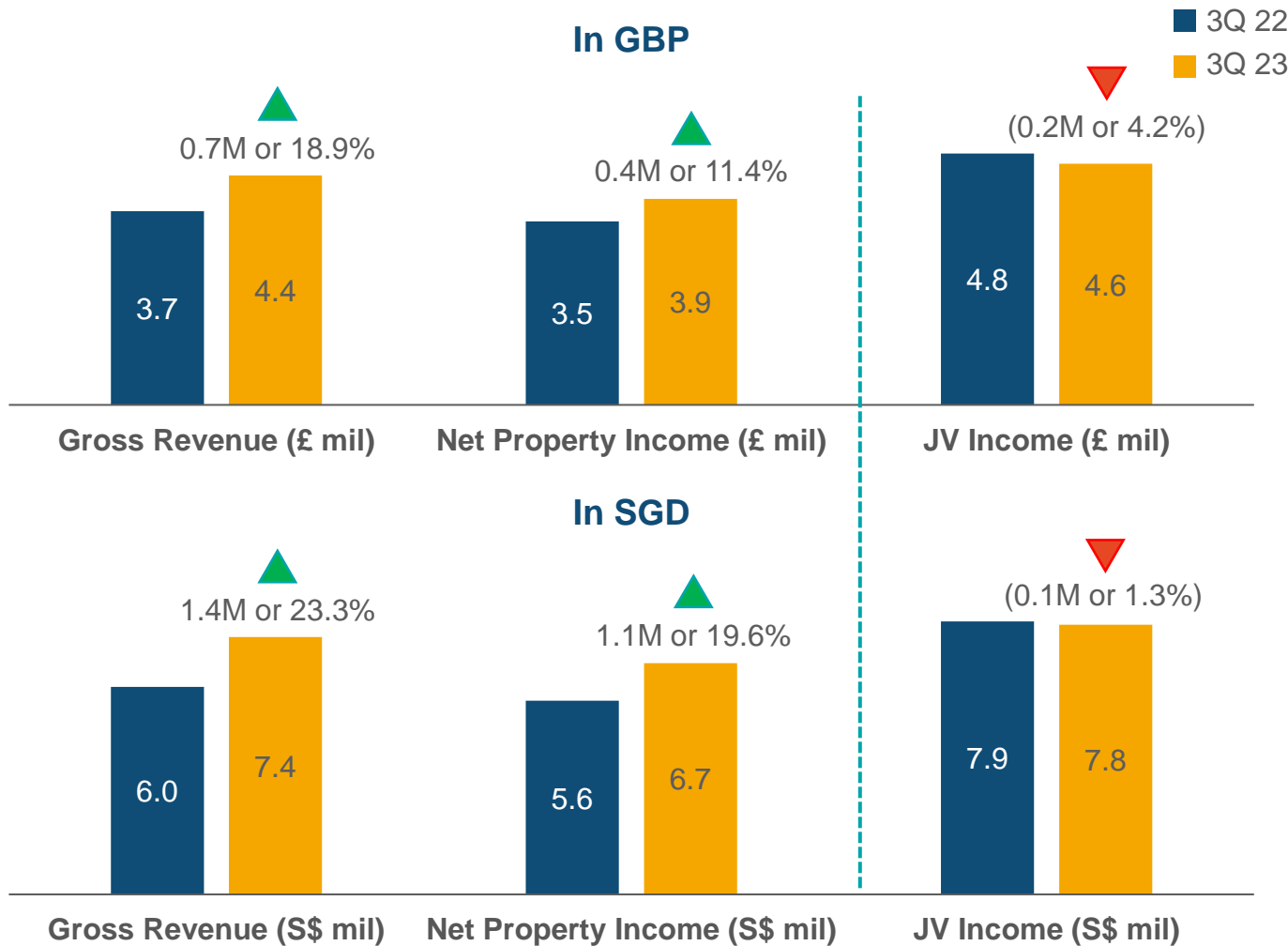
JV Income:

- ▼ Rent-free incentives for lease renewals and lower retail income at Southgate Complex
- ▼ Higher interest expense
- ▼ Weaker AUD against SGD¹

Note:

1. Based on exchange rates of S\$0.8834=A\$1.00 for 3Q 23 and S\$0.9527=A\$1.00 for 3Q 22

UK Portfolio Remained Healthy



Mainly due to:

Gross Revenue & Net Property Income:

- ▲ Higher occupancy and rent at The Minster Building
- ▼ Higher operating expenses at The Minster Building

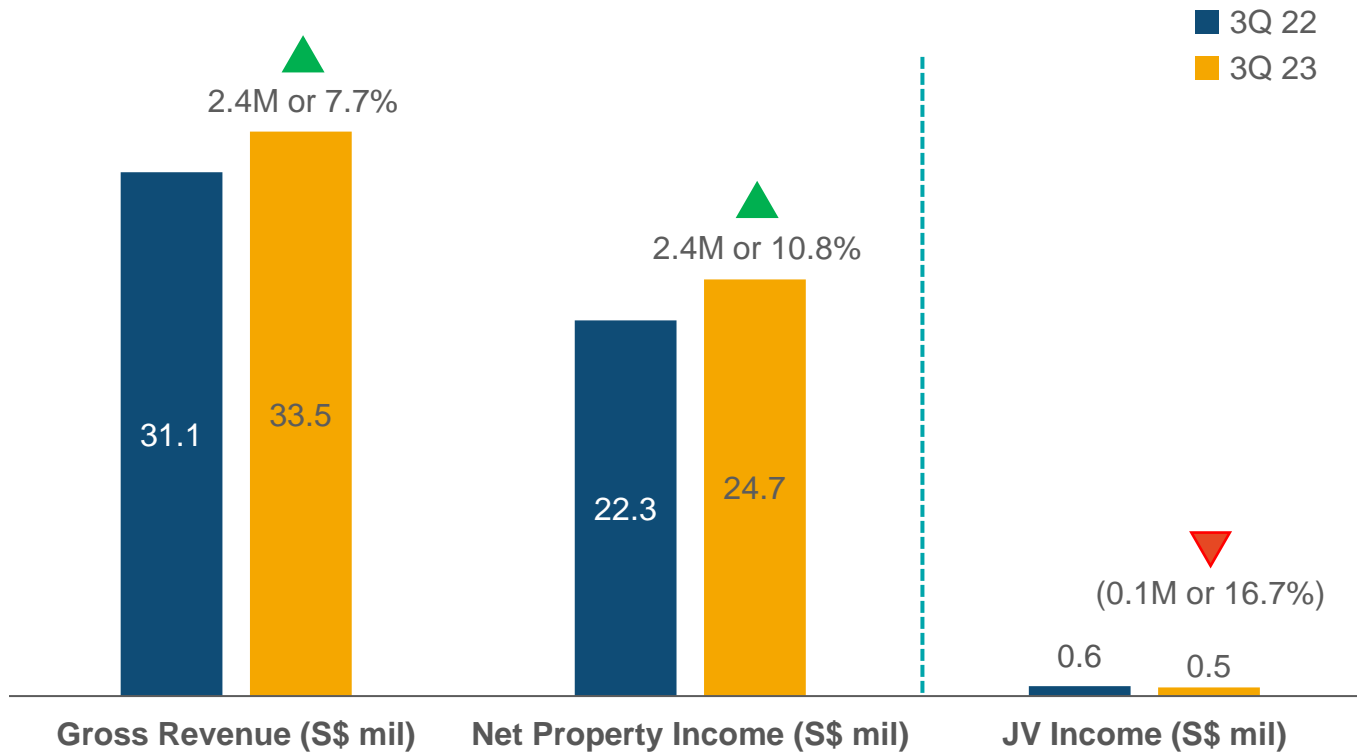
JV Income:

- ▼ Lower reversal of impairment of receivables at Nova Properties (London)
- ▲ Stronger GBP against SGD¹

Note:
 1. Based on exchange rates of S\$1.7007=£1.00 for 3Q 23 and S\$1.6209=£1.00 for 3Q 22

Singapore Retail Portfolio Improved

Gross Revenue and NPI Grew 7.7% and 10.8% Respectively



Mainly due to:

Gross Revenue & Net Property Income:

- ▲ Higher occupancy and rent at Suntec City Mall
- ▲ One-off property tax refund at Suntec City Mall
- ▼ Higher maintenance fund contribution and commencement of sinking fund contribution in 2023

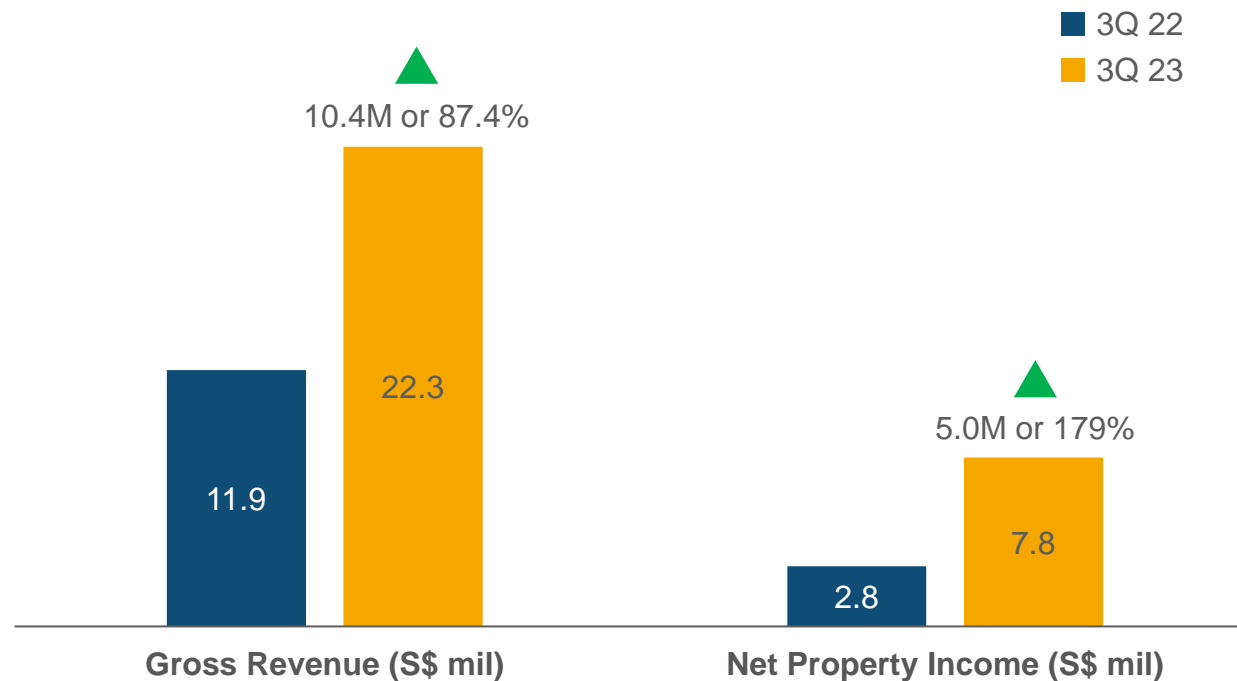
JV Income:

- ▼ Interest expense on bank loan taken at MBFC Properties¹
- ▲ Higher occupancy and rent at Marina Bay Link Mall

Note:

1. Existing shareholder loan to MBFC Properties was replaced with a bank loan taken at the property level.

Strong Recovery for Suntec Convention

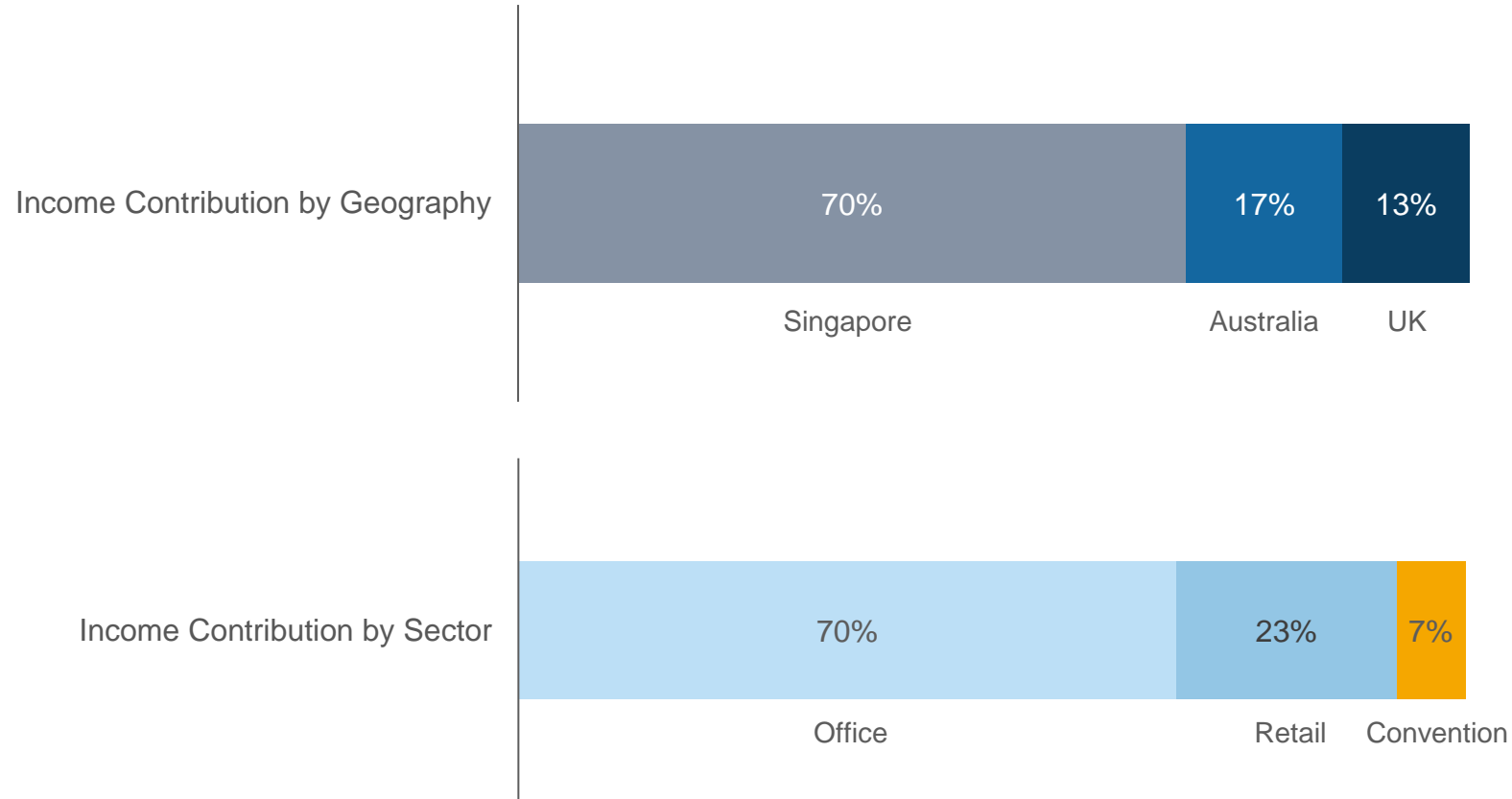


Mainly due to:

- ▲ Higher revenue from MICE and advertising, offset by higher variable costs
- ▼ Higher fixed costs mainly due to ramping up of staff recruitment, increase in facilities expenses and higher property tax
- ▼ Higher maintenance fund contribution and commencement of sinking fund contribution in 2023

Diversified Portfolio Across Geography and Sector

Singapore Market and Office Assets Are Mainstays



Capital Management



Key Financial Indicators

	As at 30 Jun 23	As at 30 Sep 23
NAV Per Unit	S\$2.12	S\$2.09
Total Debt Outstanding	S\$4,322 mil	S\$4,300 mil
Aggregate Leverage Ratio¹	42.6%	42.7%
Weighted Average Debt Maturity	2.90 years	2.72 years
All-in Financing Cost²	3.64% p.a.	3.78% p.a.³
Adjusted ICR⁴	2.1X	2.0X
Weighted Average Interest Maturity	2.40 years	2.25 years
Interest Rate Borrowings (fixed)	~58%⁵	~55%⁵
+/- 10 bp Change in All-in Financing Cost	+/- 0.186 cts to DPU⁶	+/- 0.185 cts to DPU⁷
% of Foreign Currency Income Hedged⁸	~63%	~69%
+/- 5% Change in Foreign Currency	+/- 0.04cts to DPU⁶	+/- 0.02 cts to DPU⁷

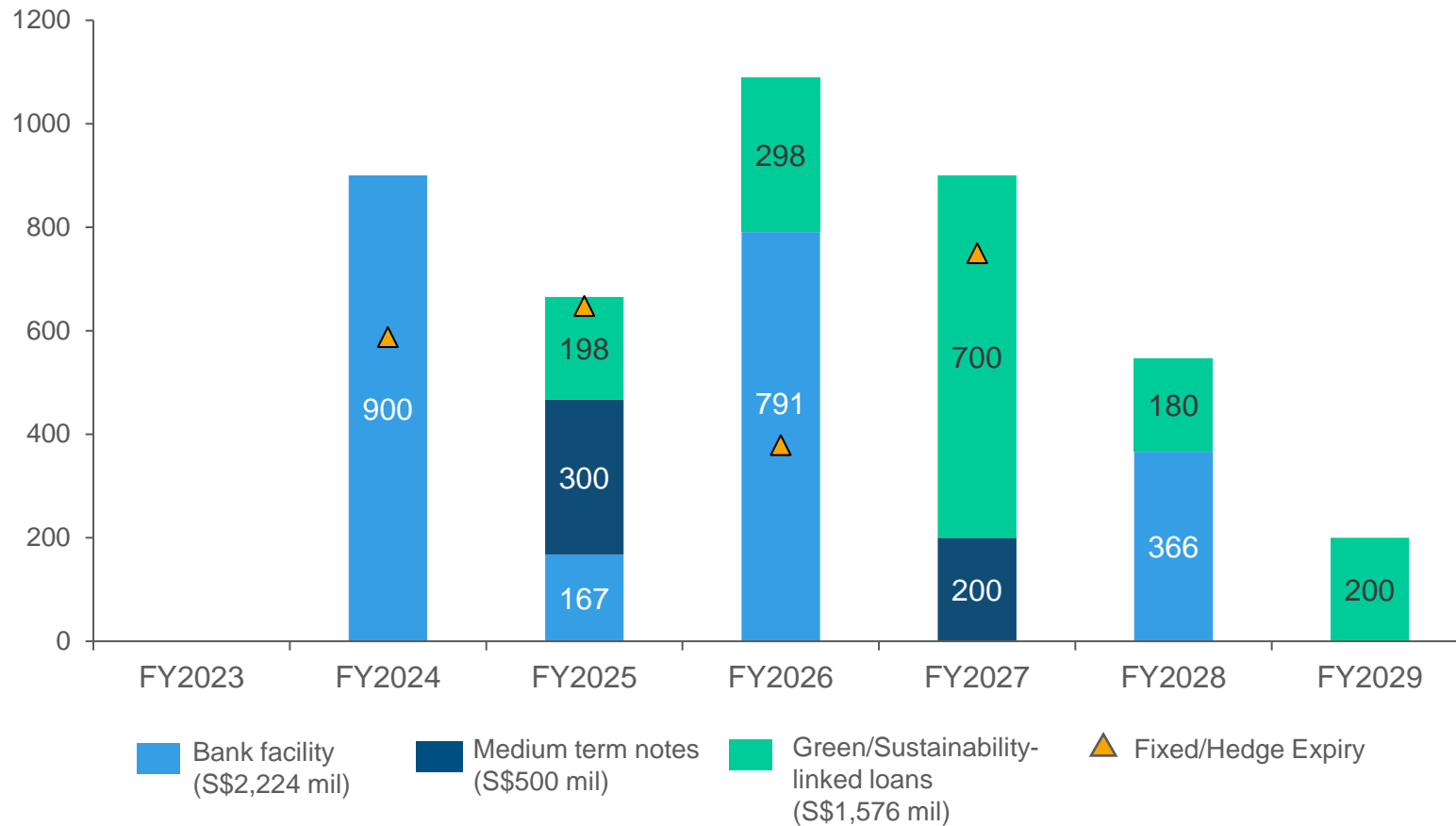
Notes:

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.
2. Excludes joint venture loans.
3. The all-in financing cost for 3Q 2023 was 4.07%. All-in financing cost for 3Q 2023 was higher mainly due to higher interest rates.
4. Adjusted interest cover ratio ("Adjusted-ICR") refers to the ratio that is calculated by dividing the trailing 12 months earnings before interest, tax, sinking fund contribution, depreciation and amortisation (excluding effects of any fair value changes of derivatives and investment properties, and foreign exchange translation), by the trailing 12 months interest expense, borrowing-related fees and distributions on hybrid securities (if any).
5. Including joint venture loans, the total interest rate borrowings (fixed) is 52.4% (30 June 2023: 54.3%).
6. Based on total issued and issuable Suntec REIT units as at 30 Jun 2023.
7. Based on total issued and issuable Suntec REIT units as at 30 Sep 2023.
8. Refers to AUD and GBP income hedged.

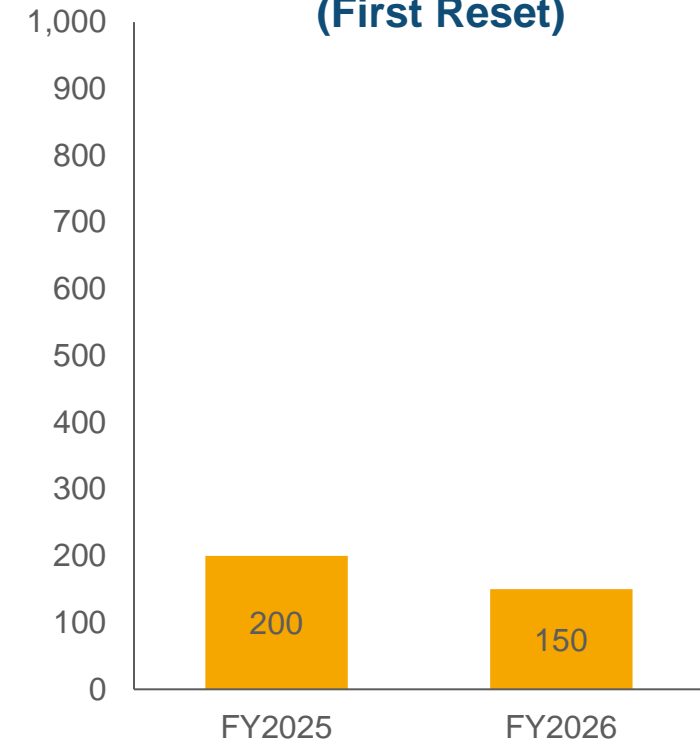
Completed FY 23 Refinancing

~37% of Total Debt are Green / Sustainability-Linked Loans

Debt Maturity Profile



Perpetual Securities (First Reset)

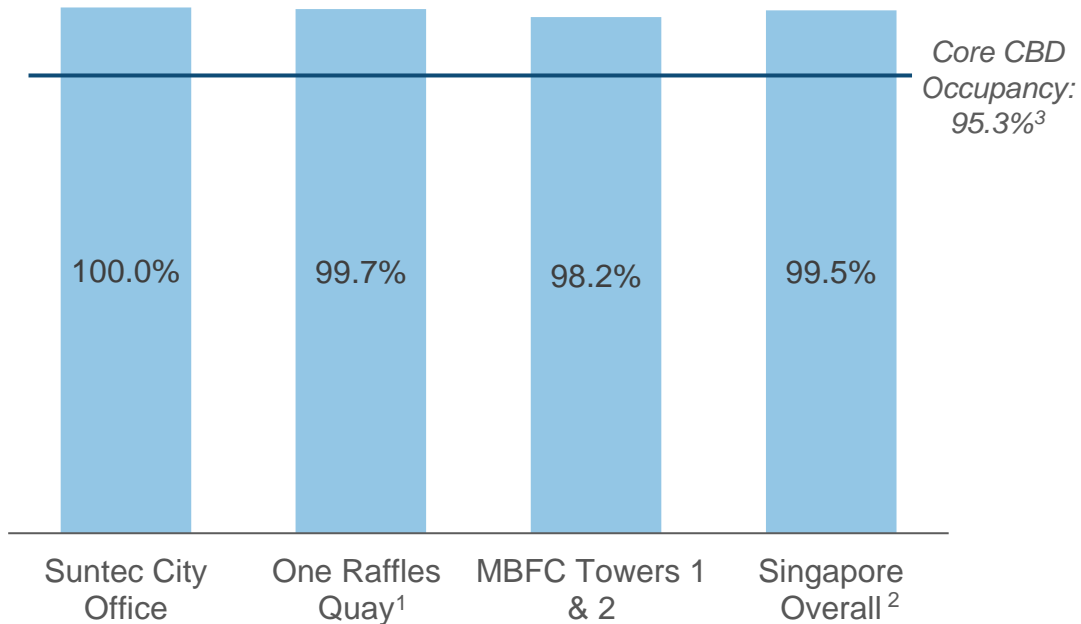


Singapore Office Portfolio Performance

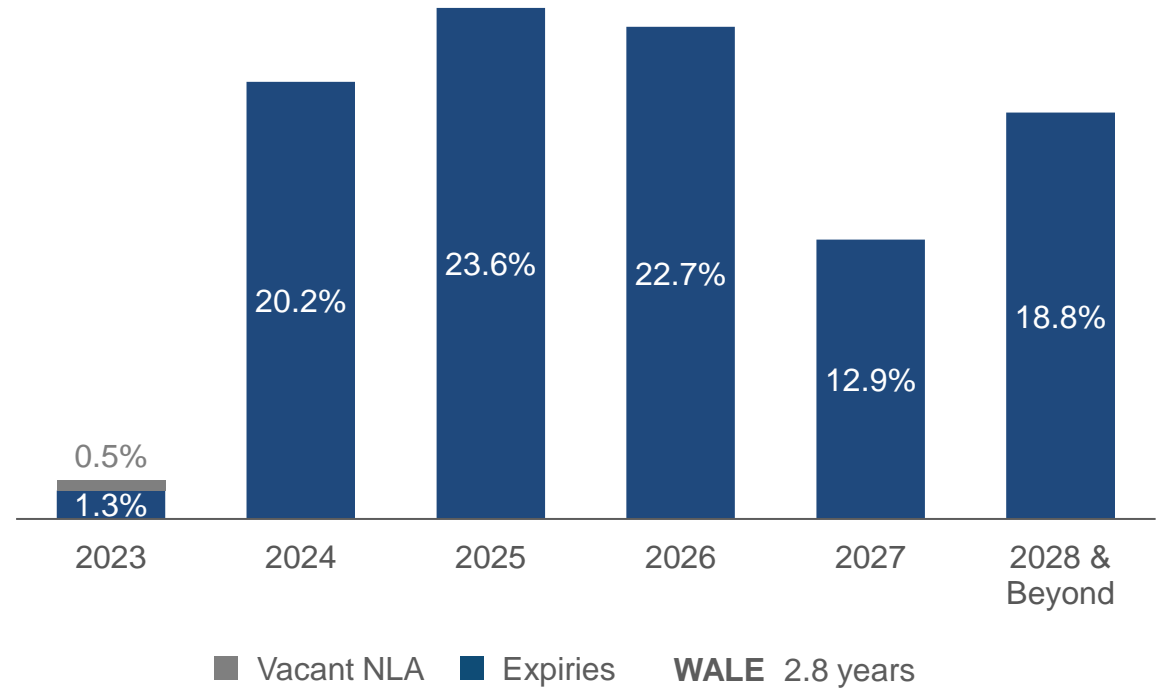


Singapore Office Portfolio Near Full Occupancy

Committed Occupancy As at 30 Sep 23



Lease Expiry Profile % of Total NLA⁴ Comparison



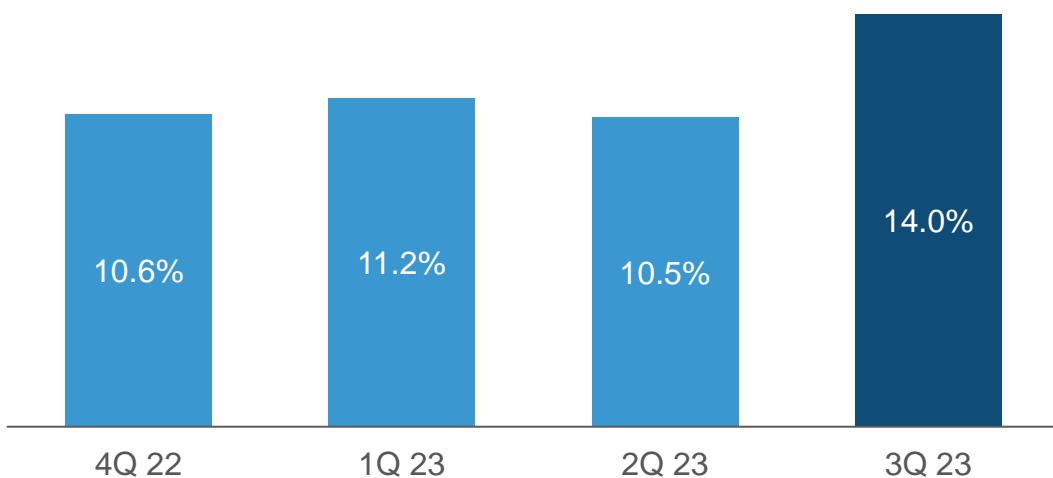
Notes:

1. Combined occupancy for One Raffles Quay office and ancillary retail was 99.7%.
2. Committed occupancy for Singapore Overall (including ancillary retail) was 99.5%.
3. Source: CBRE as at 3Q 2023.
4. Based on Suntec REIT's interests in Suntec City Office, One Raffles Quay and Marina Bay Financial Centre Office Towers 1 and 2.

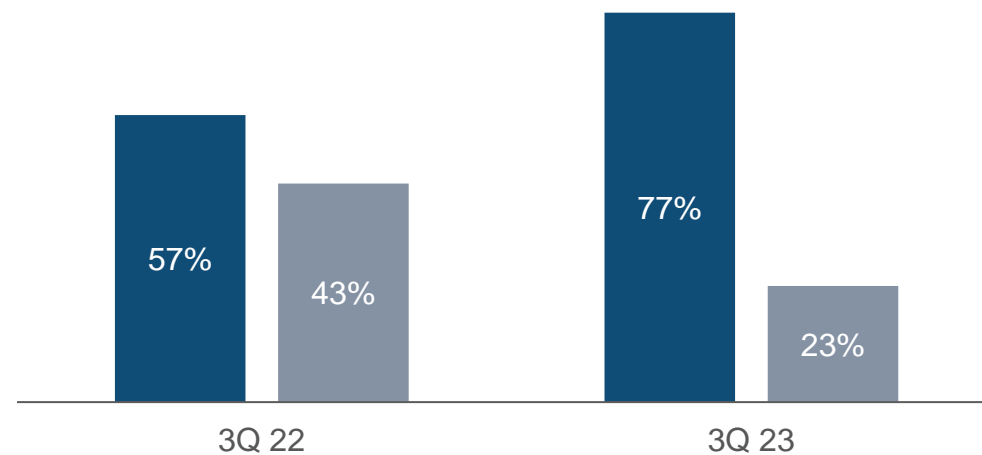
Robust Rent Reversion

21 Quarters of Positive Rent Reversion

Rent Reversion
+12.2% for YTD 3Q 23



Work Done¹
251,000 sq ft for 3Q 23



■ Renewal Leases
 ■ New Leases

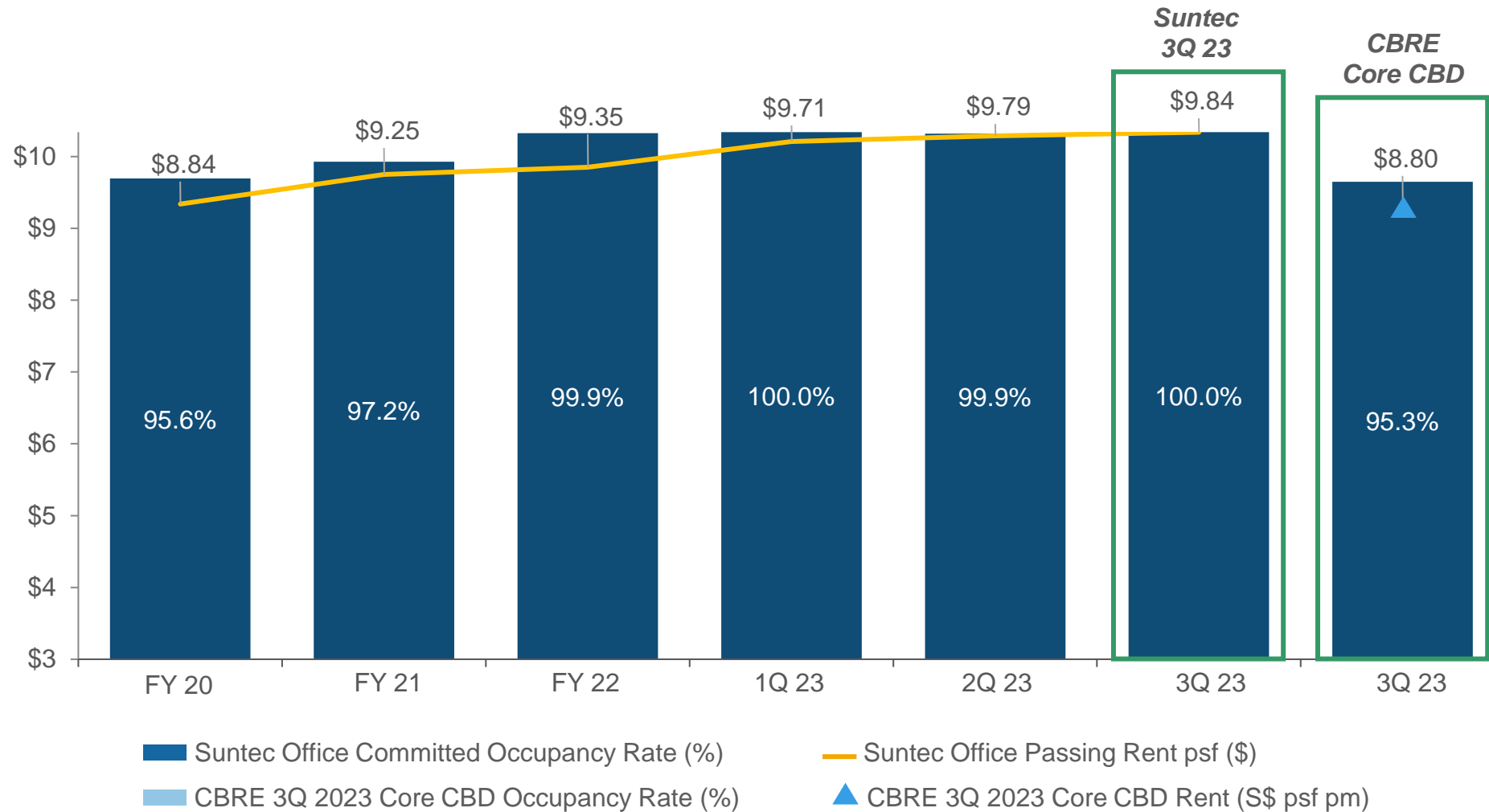
Note:

1. Reflects net lettable area of new leases and renewals committed.

Suntec City Office Performance



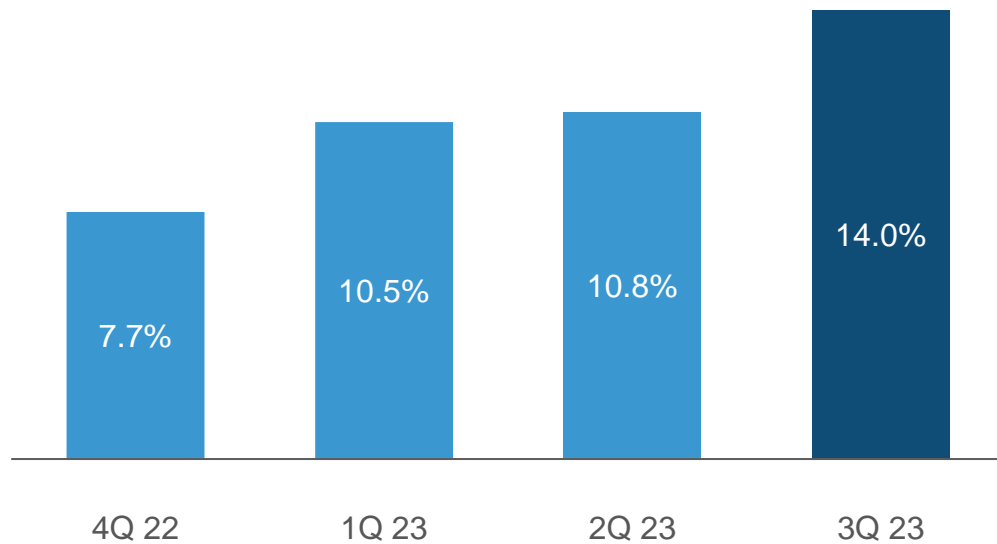
Occupancy and Rent Outperformed Market Level



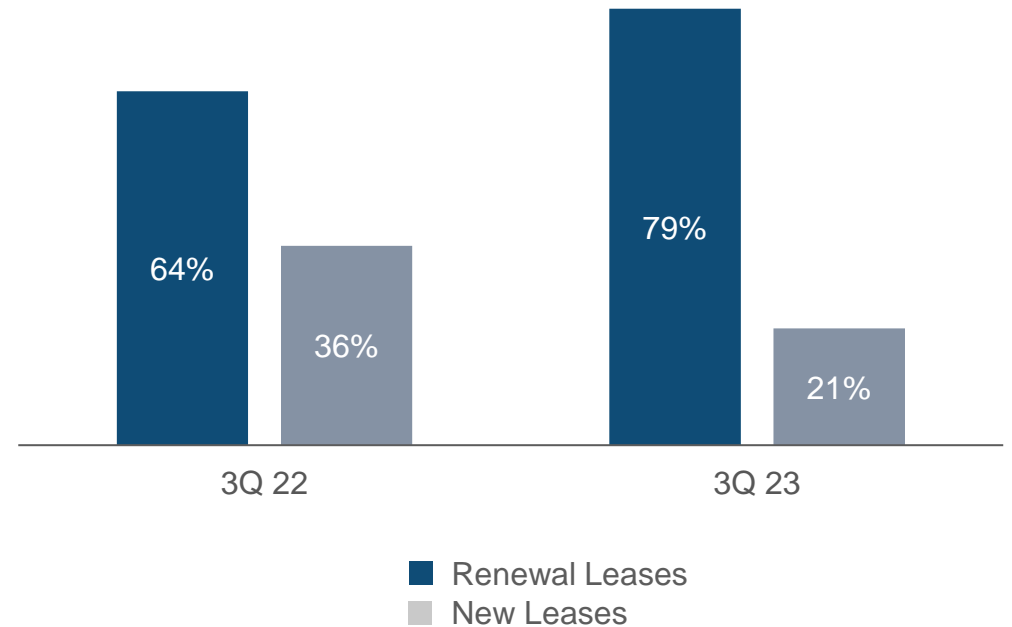
Robust Positive Rent Reversion

With Strong Retention of Tenants

Rent Reversion
+12.5% for YTD 3Q 23



Work Done¹
214,600 sq ft in 3Q 23

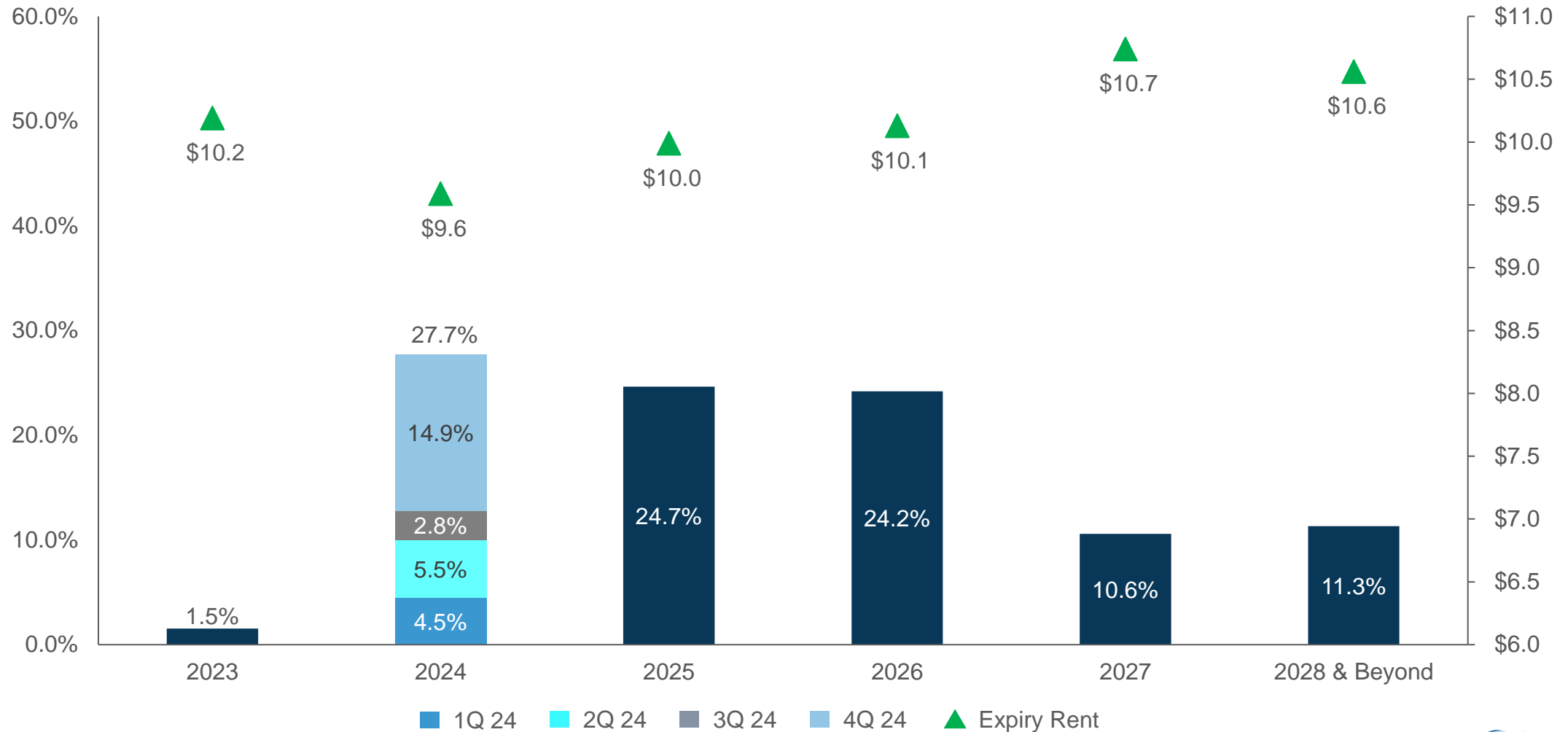


Note:

1. Reflects net lettable area of new leases and renewals committed.

Well Spread Expiry Profile

2024 Expiries Reduced by 20% from Previous Quarter

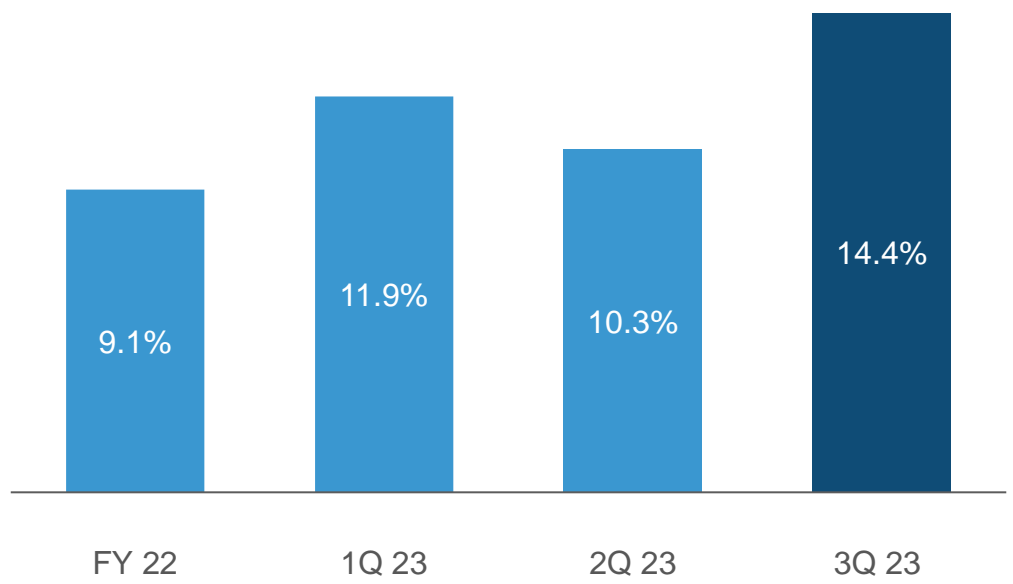


Performance of One Raffles Quay and Marina Business Financial Centre Towers 1 & 2

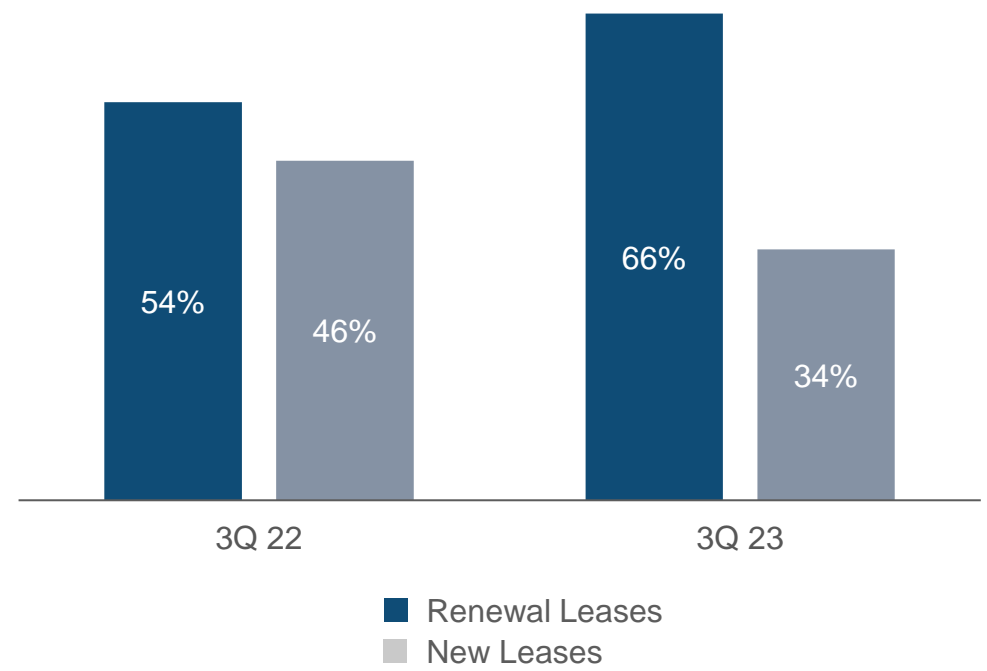


Strong Positive Rent Reversion

Rent Reversion
+11.6% for YTD 3Q 23



Work Done¹
36,400 sq ft in 3Q 23



Note:

1. Based on Suntec REIT's interests in One Raffles Quay and Marina Bay Financial Centre Office Towers 1 and 2. Reflects net lettable area of new leases and renewals committed.



MBFC Properties, Singapore

Singapore Office Outlook and Focus

Slowdown in economic growth arising from uncertainties in global financial markets and economies

Office demand expected to be soft with occupiers focusing on cost containment

Slower rent growth amidst uncertain economic outlook

Tenant retention remains key priority

Rent reversion expected to remain positive

Revenue continues to strengthen from past quarters of robust rent reversions

Australia Portfolio Performance



Committed Occupancy Outperforms Market

Committed Occupancy As at 30 Sep 23



Notes:

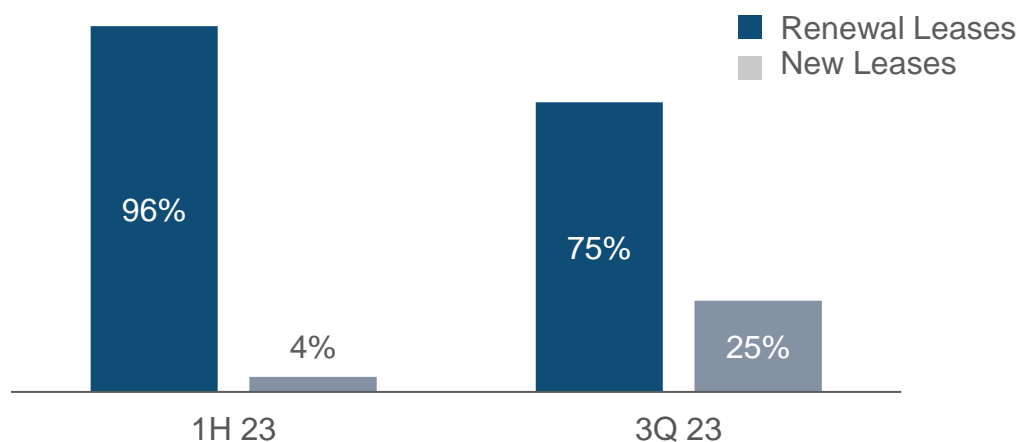
1. Source: JLL as at 3Q 2023.

Active Leasing to Bring in New Tenants

Non-renewals Expected for 55 Currie Steet and Southgate Complex

Work Done¹

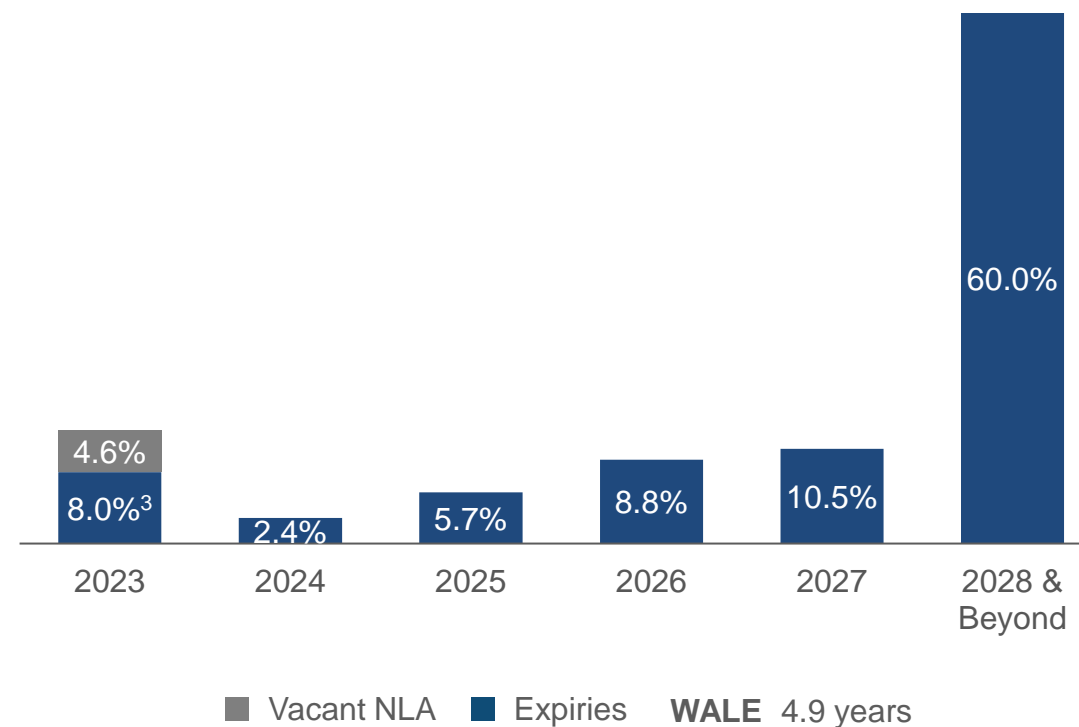
31,000 sq ft in 3Q 23



Rent Reversion

+12.0% for 3Q 23

Lease Expiry Profile % of Total NLA² Comparison



Notes:

1. Based on Suntec REIT's interests in 177 Pacific Highway, 21 Harris Street, Southgate Complex, 477 Collins Street and 55 Currie Street. Reflects net lettable area of new leases and renewals committed.
2. Based on Suntec REIT's interest in 177 Pacific Highway, 21 Harris Street, Southgate Complex, 477 Collins Street and 55 Currie Street.
3. 7.7% of 2023 expiries originates from 55 Currie Street and 0.3% originates from Southgate Complex.



Southgate Complex, Melbourne

Australia Outlook and Focus

Leasing momentum slows due to macroeconomic uncertainties

CBD market office vacancy continue to increase; significant new supply expected in Adelaide in 4Q23

Incentives in Melbourne and Adelaide on the uptrend. Prime rents remain stable in Sydney

Asset enhancement initiatives underway for 177 Pacific Highway, Southgate Complex and 55 Currie Street

Creation of fully-fitted office suites to attract cost-conscious occupiers

Lower revenue expected due to leasing downtime and incentives

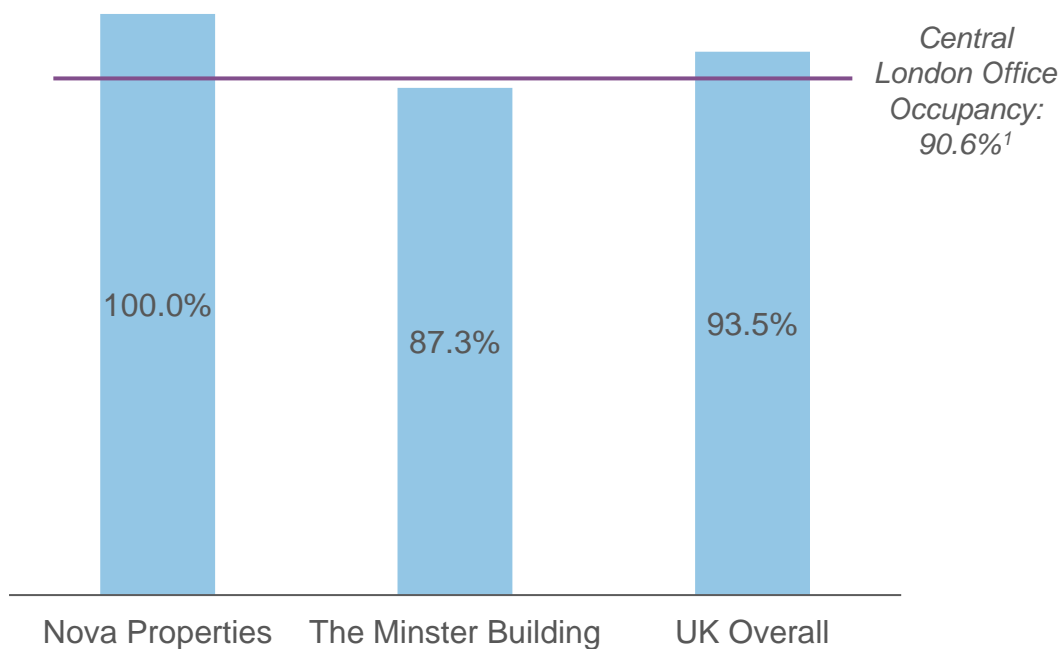
UK Portfolio Performance



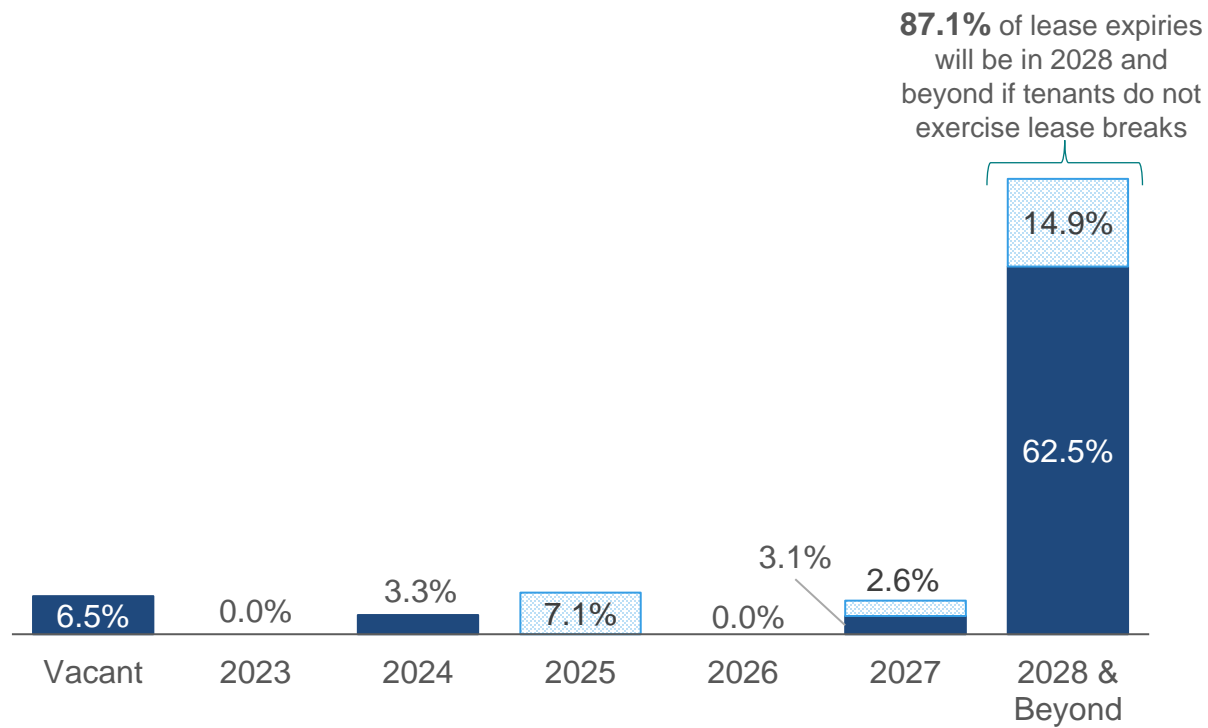
Drop in Occupancy for The Minster Building

2024 Lease Breaks Removed

Committed Occupancy As at 30 Sep 23



Lease Expiry Profile % of Total NLA² Comparison



Notes:

1. Source: JLL as at 2Q 2023.
2. Based on Suntec REIT's interest in Nova Properties and The Minster Building.
3. WALE to Break is 7.4 years.

■ Lease breaks (24.6%)
 ■ Lease expiries
 WALE 8.4 years³



The Minster Building, London

Note:

1. Source: JLL as at 2Q 2023

UK Office Outlook and Focus

Office market continues to be impacted by economic challenges

Central London office occupancy falls by 0.5% to 90.6%¹ in slow market

Good quality office space in prime locations continue to be sought after

Improvement works in progress to enhance marketability of vacant units

Proactive lease management to remove lease breaks

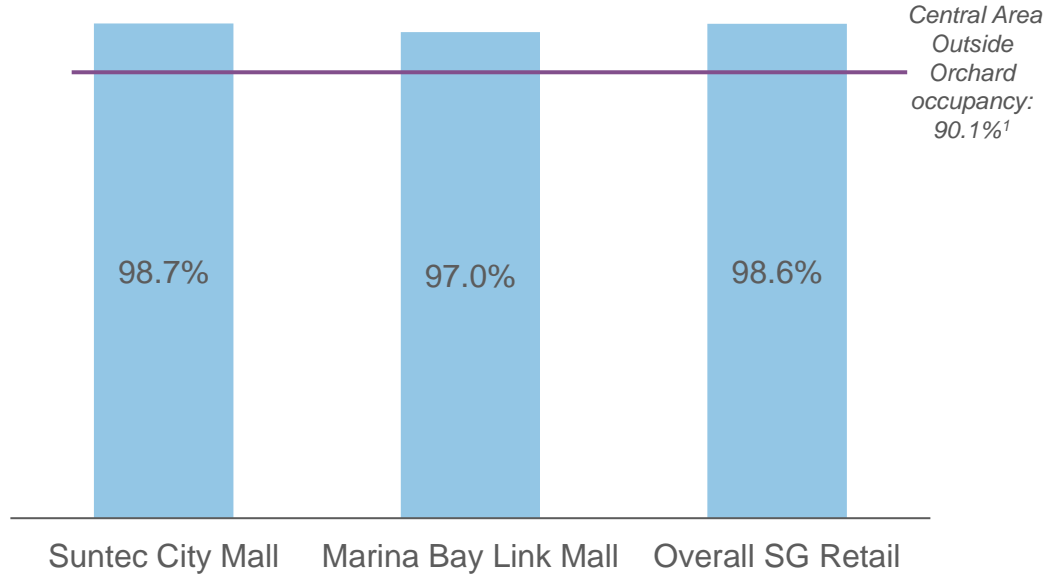
Revenue will be impacted by leasing downtime

Singapore Retail Portfolio Performance

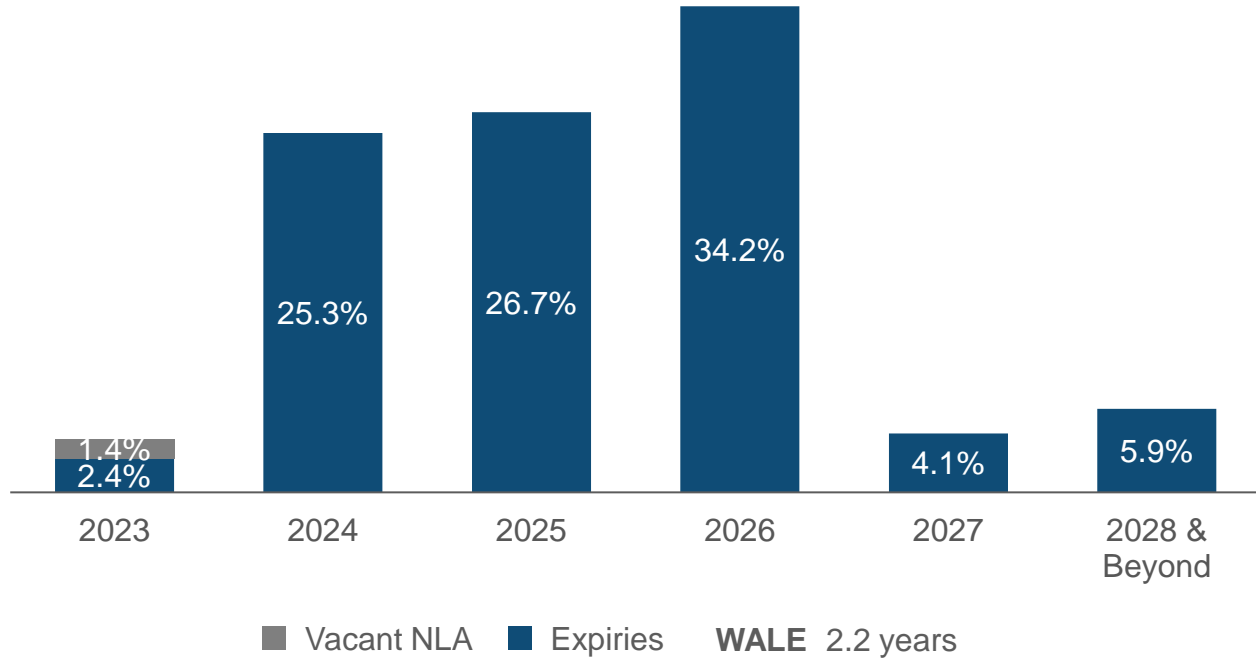


Portfolio Committed Occupancy Remained Healthy

Committed Occupancy As at 30 Sep 23



Lease Expiry Profile % of Total NLA² Comparison



Notes:
 1. Source: URA as at 2Q 2023.
 2. Based on Suntec REIT's interests in Suntec City Mall, Suntec Singapore (Retail) and Marina Bay Link Mall.

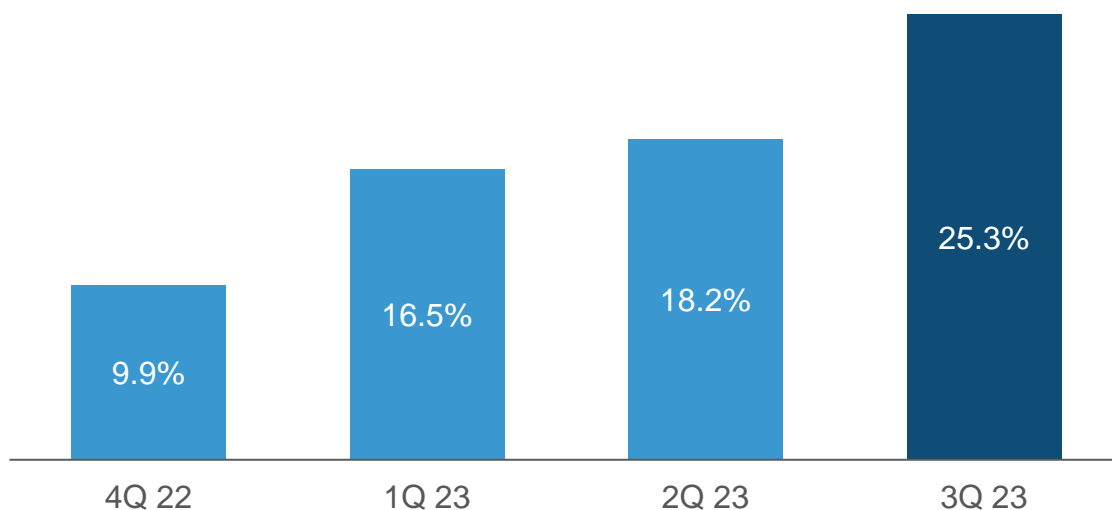
Suntec City Mall Performance



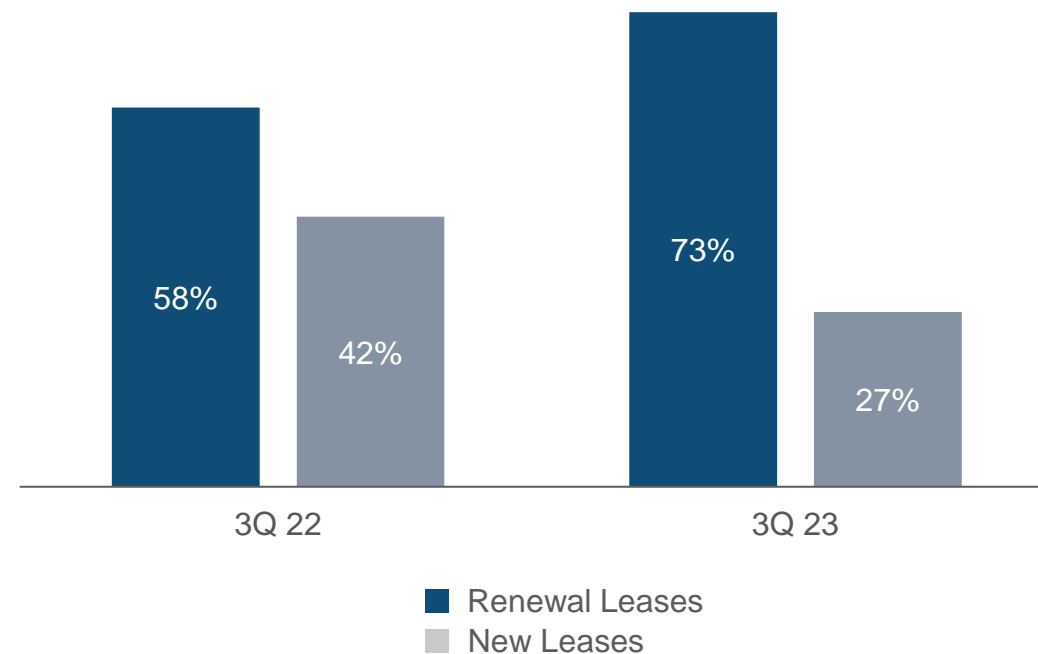
Positive Rent Reversion for 6 Consecutive Quarters

Refreshed Tenant Mix With Stronger Brands at Higher Rents

Rent Reversion
+20.2% for YTD 3Q 23



Work Done¹
70,000 sq ft for 3Q 23



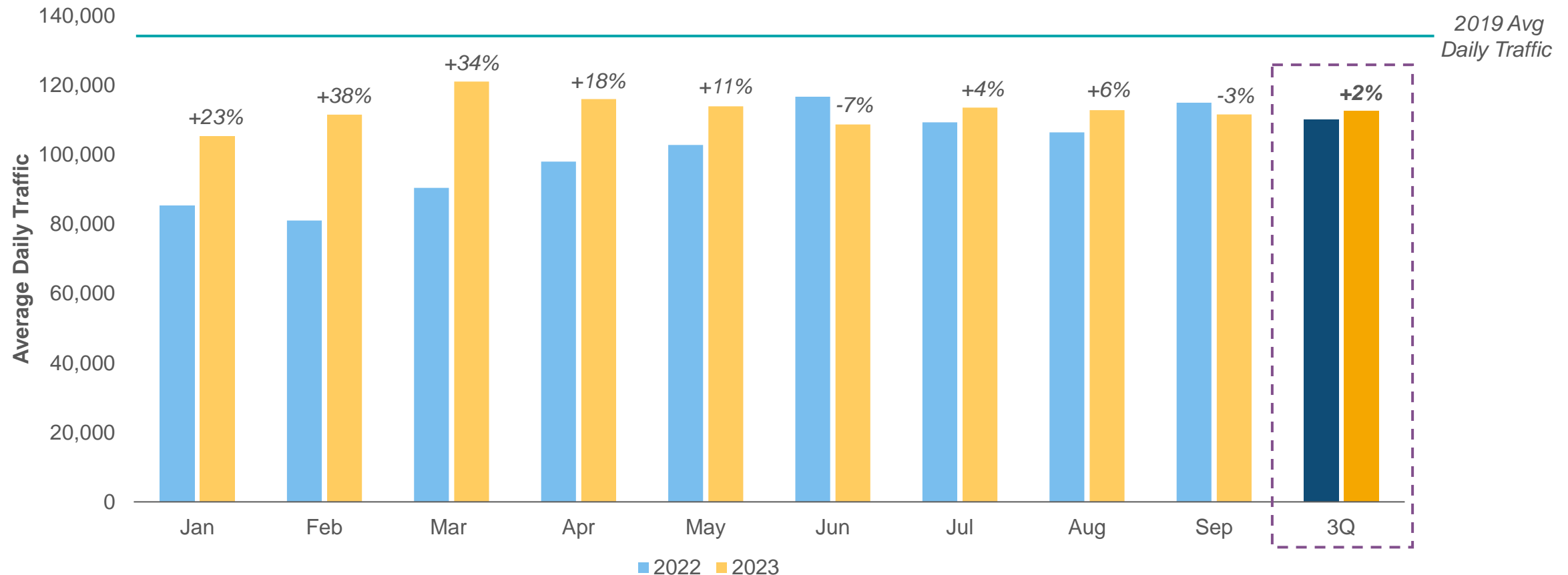
Note:

1. Reflects net lettable area of new leases and renewals committed based on Suntec REIT's interests in Suntec City Mall and Suntec Singapore (Retail).

3Q 23 Traffic Improved Over 3Q 22

Drop in September 23 Traffic Likely Due to School Holidays Overseas Travel

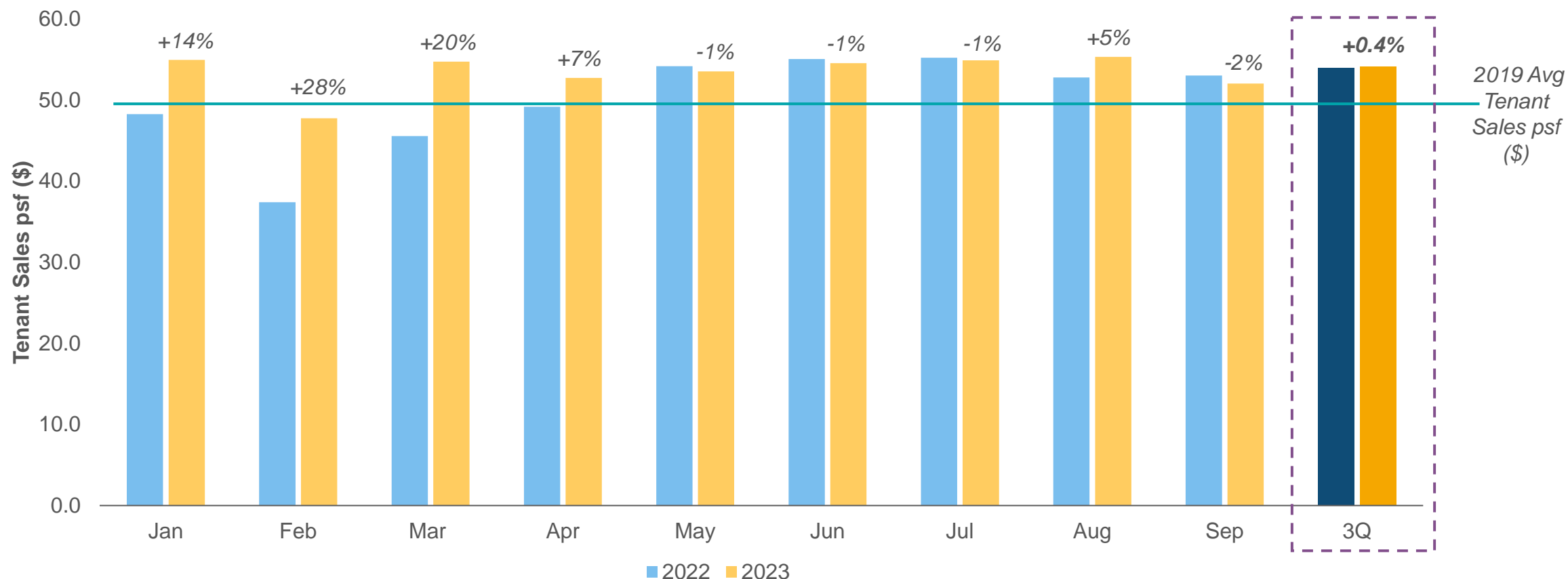
YoY Traffic Variance



3Q 23 Tenant Sales Remained Above 2019 and 2022

Tenant Sales Growth Moderating

Tenant Sales psf (\$) YoY Variance



Introduced New Concepts to Draw Footfall

6 New-to-Market and 5 New-to-Suntec Brands¹ in 3Q 23



Compose Coffee

1st international outlet of South Korean café chain

Beautiful Lai Grilled Fish

1st outlet in Singapore, following the success of its sister brand i.e. Tai Er

Butahage

Famous Hokkaido Butadon – 1st outlet in Singapore

Katsu-an

Famous Tonkatsu restaurant from Japan – 1st outlet in Singapore

Yogibo

World's number one beads sofa brand – 1st outlet in Singapore

Notes:

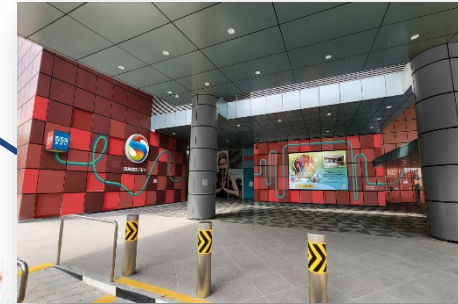
1. Images do not reflect all the leases which commenced operations in 3Q 23.

Suntec City Mall to Benefit from Tourism Footfall and Spend

Hub for tourists / locals embarking on local tours and road trips to Malaysia

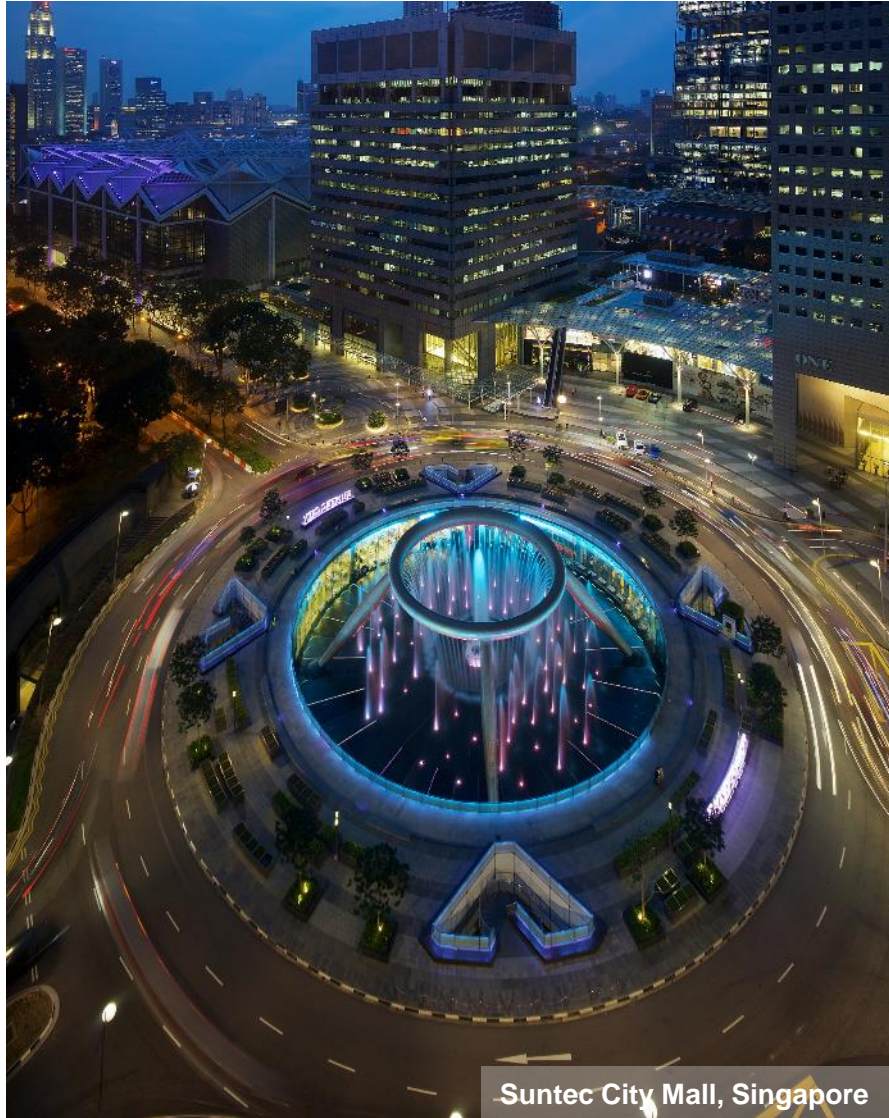


Relocation of Big Bus and Duck Tour with new Coach Bay to create synergy



Central location of Coach Bay will benefit Suntec City Mall tenants with increased dwell time and sales





Suntec City Mall, Singapore

Singapore Retail Outlook and Focus

MICE and tourism recovery expected to drive traffic and tenant sales

Retail sales growth expected to slow but overall sales to remain above pre-Covid

Rent growth and occupancy underpinned by active leasing demand and limited supply

Proactive lease management to improve occupancy and trade mix

Curate differentiated marketing activities to draw shoppers and tourists

Improvement in revenue supported by higher occupancy, rent and marcoms revenue

Suntec Convention Performance



Large-Scale International Headline Events in 3Q 23

Contributed to Footfall Increase at Suntec City Mall

International Headline Events



25th World Congress of Dermatology
3 – 8 Jul 23



WorldSkills ASEAN 2023
23 – 25 Jul 23



2023 World Conference on Lung Cancer
9 – 12 Sep 23



Suntec Convention, Singapore

Suntec Convention Outlook and Focus

MICE industry driving and benefitting from SG tourism recovery¹

Twin engines of digital and sustainability to power SG into global MICE destination¹

International, domestic and consumer events to drive growth

Recovery ahead of schedule

Grow higher yielding sales events and stabilise cost base

Resumption of dividend contributions

Note:

1. Source: Speech by Minister of State Alvin Tan at the Singapore MICE Forum 2023

Our ESG Commitment



ESG Initiatives



Environmental

Upgraded Building Management System for 55 Currie. Implemented energy optimization programme to improve energy efficiency.

Cyclical replacement of Air Handling Units at Suntec Office Towers to improve energy efficiency.

Improved waste streams and achieved 98% diversion rate at 55 Currie by converting general waste into alternative fuel source.

Social

Donation drive at Suntec City in support of the Lee Kuan Yew Centennial Fund. The Fund supports education-related initiatives to develop young leaders in Singapore.

Continual Commitment to ESG

Achievement



G R E S B
★★★★★ 2023

Attained highest GRESB
5 Star rating for
4 consecutive years

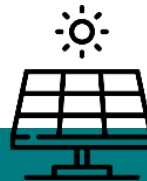
'A' for Public Disclosure



All assets
Green Building certified
477 Collins and Nova Properties
achieved WELL Platinum
Certification



177 Pacific Highway
55 Currie Street
Carbon Neutral

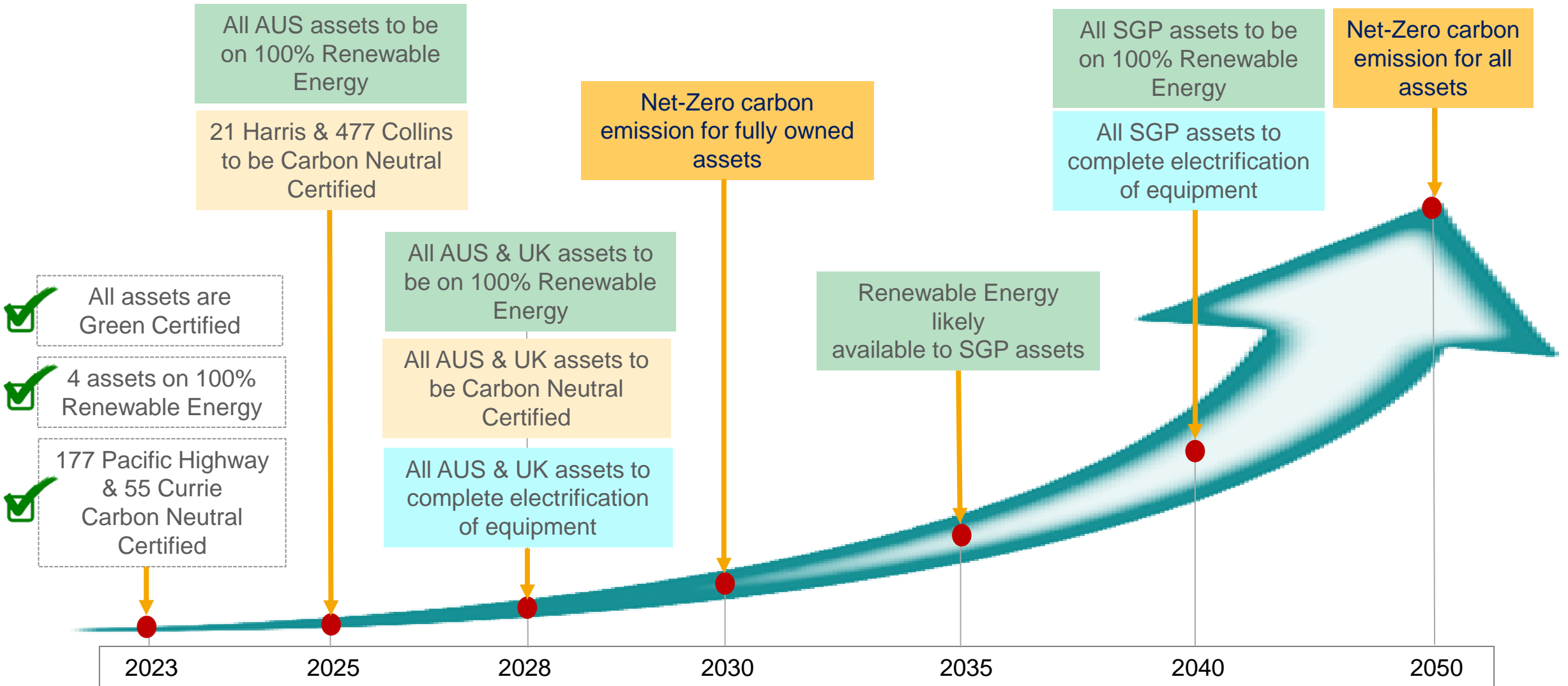


21 Harris Street, 477 Collins
Street, Nova Properties and
The Minster Building using
100% Renewable Energy



About 37% of total debt are
green / sustainability-
linked loans

Roadmap Towards Net-Zero Carbon Emission Target by 2050



Looking Ahead



Future Earnings Continued to be Impacted by Macro Factors



Navigating Challenges



Proactive Capital Management



Unlock Value from Asset Enhancement Initiatives and Divestment of Mature Assets



Explore Good Quality, Accretive Assets



Continual Commitment to Sustainability Practices



Thank you

For enquiries, please contact:

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Eugenia Ong

Manager, Portfolio Management

Eugenia.ong@esr.com

Disclaimer

This presentation is focused on the comparison of the business updates for the quarter ended 30 September 2023 versus the quarter ended 30 September 2022.

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.

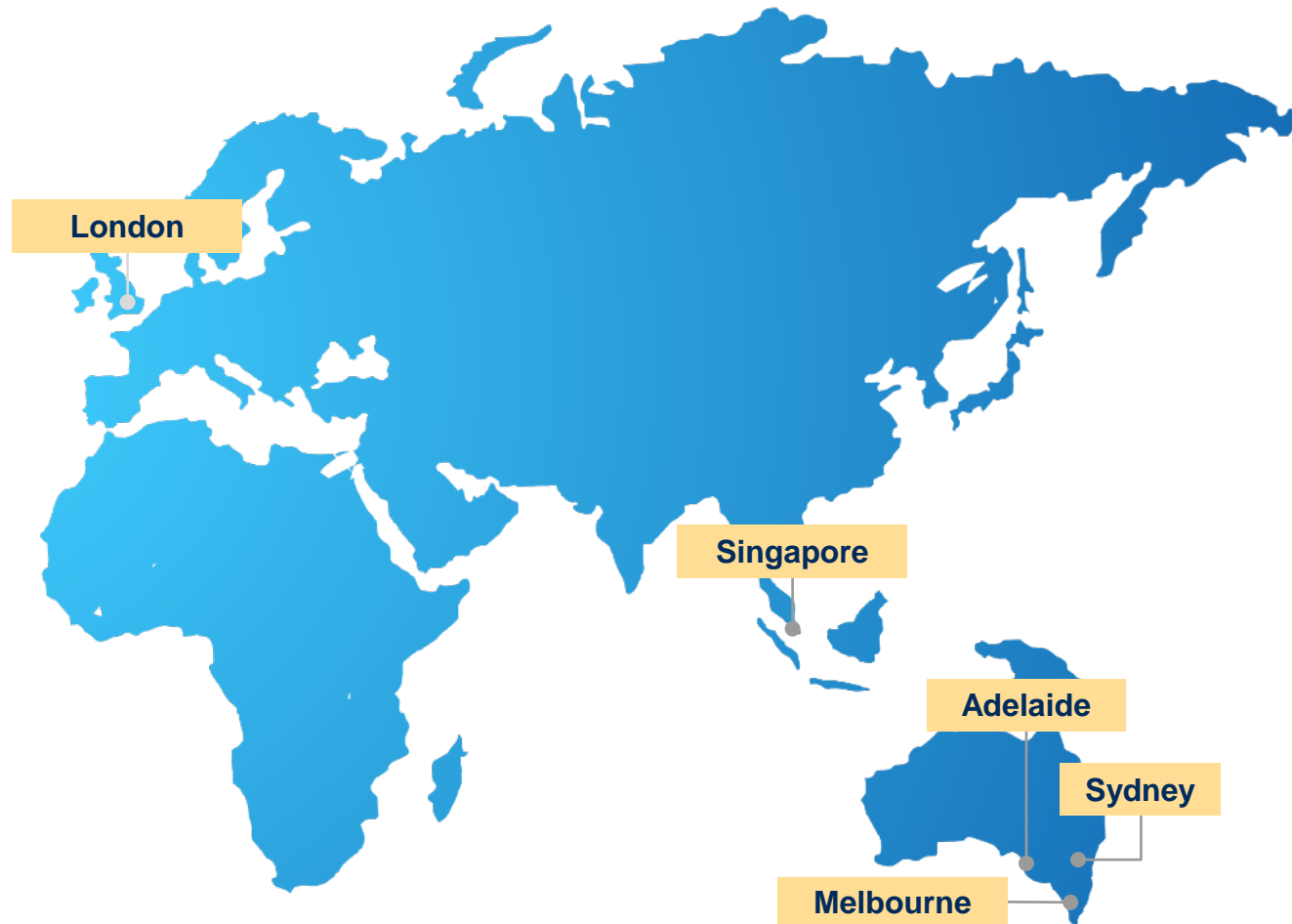
About Suntec REIT



177 Pacific Highway, Sydney

About Suntec REIT

Singapore's First Composite REIT



Market Capitalisation
S\$3.4 Billion¹

Asset Under Management
S\$12.2 Billion²

Listed on **9 Dec 2004** on the SGX-ST

High quality **office** assets, complemented by **retail and convention** components

10 properties – **3** in Singapore, **2** in Sydney, **2** in Melbourne, **1** in Adelaide and **2** in UK

Note:

1. Based on 30 September 2023 closing price of \$1.16.
2. Based on exchange rates of S\$0.879=A\$1.00 and S\$1.671=£1.00 as at 30 September 2023.

Portfolio Snapshot

Singapore and UK Properties

	Suntec City		One Raffles Quay	MBFC Properties	Nova Properties	The Minster Building
	Suntec City – Office & Retail	Suntec Convention				
Description	Integrated commercial development comprising five office towers and one of Singapore largest retail mall	World-class convention and exhibition centre	Two premium Grade A office towers	Two premium Grade A office towers and a subterranean mall	Two Grade A Office buildings with ancillary retail development	Grade A Office building
Ownership	100%	66.3%	33.33%	33.33%	50%	100%
City/Country	Singapore	Singapore	Singapore	Singapore	London, UK	London, UK
Segment	Office and Retail	Convention	Office	Office and Retail	Office	Office
NLA¹ (sq ft)	Office:~1.3 mil Retail:~0.9 mil	~430,000	~440,000	Office:~543,000 Retail:~32,000	~280,000	~293,000
Valuation as of 31 Dec 2022	Office: S\$3,145.0 mil Retail: S\$2,315.3 mil	S\$218.4 mil	S\$1,323.3 mil	S\$1,767.7 mil	£434.0 mil ²	£314.3 mil ³
Cap rate	Office: 3.50% Retail: 4.50%	5.75%	3.40%	Office: 3.40% Retail: 4.25%	4.43%	4.66%

Notes:

1. Based on Suntec REIT's interests in the respective properties.
2. The valuation reflects the price that would be received from the sale of the investment property where the Purchaser's cost (including stamp duty) is assumed to be 6.8%, in line with accounting standards. The valuation based on the price that would be received for the sale of the special purpose vehicle holding the investment property where the Purchaser's cost (excluding stamp duty) is assumed to be 1.8% is £455.0 million as of 31 Dec 22.
3. The valuation reflects the price that would be received from the sale of the investment property where the Purchaser's cost (including stamp duty) is assumed to be 6.8%, in line with accounting standards. The valuation based on the price that would be received for the sale of the special purpose vehicle holding the investment property where the Purchaser's cost (excluding stamp duty) is assumed to be 1.8% is £329.7 million as of 31 Dec 22.

Portfolio Snapshot

Australia Properties

	177 Pacific Highway	Southgate Complex	Olderfleet 477 Collins Street	55 Currie Street	21 Harris Street
Description	31-storey Grade A office building	Integrated development comprising two A-Grade office towers and a retail podium	Premium Grade, 40-level state- of-the-art building	Twelve-storey, Grade A office building	Nine-storey, Grade A office building
Ownership	100%	50%	50%	100%	100%
City/ Country	Sydney	Melbourne	Melbourne	Adelaide	Sydney
Segment	Office	Office and Retail	Office	Office	Office
NLA¹ (sq ft)	~431,000	Office:~355,000 Retail:~52,000	~315,000	~282,000	~203,000
Valuation as of 31 Dec 2022	A\$712.0 mil	A\$372.5 mil	A\$478.0 mil	A\$144.0 mil	A\$300.0 mil
Cap rate	5.13%	Office: 5.63% Retail: 6.25%	4.50%	6.75%	5.25%

Note:

1. Based on Suntec REIT's interests in the respective properties.