

# **Disclaimer**

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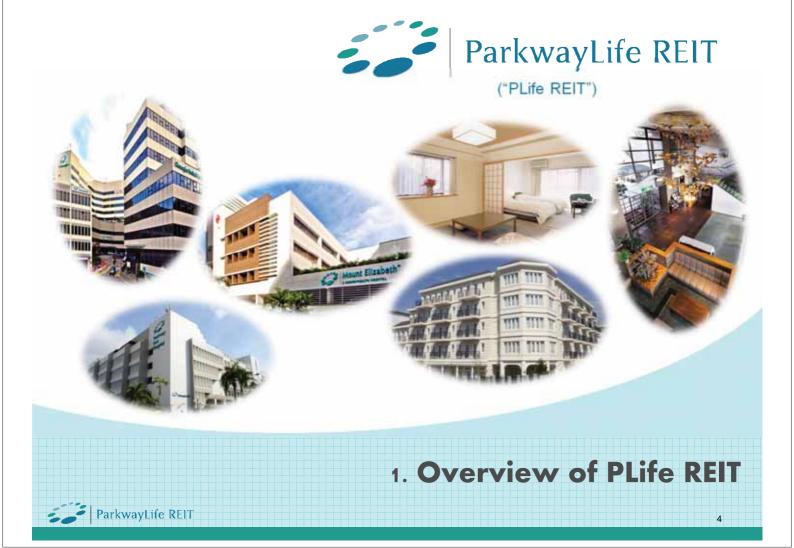
This document may contain forward-looking statements that involve assumptions, risks and uncertainties. Actual future performance, outcomes and results may differ materially from these forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition, shifts in expected levels of property rental income, changes in operating expenses, property expenses, governmental and public policy changes and the continued availability of financing in the amounts and on the terms necessary to support Parkway Life REIT's future business. Investors are cautioned not to place undue reliance on these forward-looking statements, which are based on the Manager's current view of future events.

# **Agenda**

- 1. Overview of PLife REIT
- 2. 3Q 2017 Key Highlights
- 3. Our Properties
- 4. Growth Strategy & Core Markets
- 5. Capital & Financial Management
- 6. Appendices



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### **PLife REIT Portfolio**

One of the largest listed healthcare REITs in Asia with an enlarged portfolio of S\$1.7 billion1

### **Core Strengths:**

- ☐ Defensive long term lease structure with downside protection
- ☐ Stable income stream supported by regular rental revision
- Diversified portfolio of high quality and yield accretive properties
- Well-positioned in fast growing healthcare sector within the Asia-Pacific region



#### Note:

- 1. Based on latest appraised values
- Based on Gross Revenue as at 30 September 2017, including Malaysia property at 0.4%



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## **3Q 2017 Key Highlights**



### **Continued DPU Growth Since IPO**

<b>DPU</b> for 3Q 2017	3.37 cents
• Recurring operations <sup>1</sup>	3.15 cents
<ul> <li>Distribution of divestment gain<sup>2</sup>     (3<sup>rd</sup> of 4 tranches)</li> </ul>	0.22 cents

- Benefiting from the completion of the asset recycling initiative in February 2017, DPU from recurring operations has grown by 2.8% (3Q Y-O-Y) and 2.6% (YTD 3Q Y-O-Y)
- As highlighted previously, divestment gain of \$5.39 million to be distributed equally in the four quarters in 2017
- Overall, DPU grew by 10.1% (3Q 2017) and 10.0% (YTD 3Q Y-O-Y)

#### Note:

- Net of amount retained for capital expenditure on existing properties
- In relation to the divestment of 4 Japan properties as announced on 22 December 2016



## 3Q 2017 Key Highlights (cont'd)



### **✓** Strong Capital Structure¹

- Further extended JPY net income hedge for another 2 years till 1Q 2022
- No long-term debt refinancing needs till 2019
- Interest rate exposure are largely hedged
- Interest cover ratio of 11.2 times
- Gearing remains optimal at 37.3%
- Low all-in cost of debt of 1.1%



### Higher Rent Contribution by Parkway East Hospital ("PEH")

- PEH's adjusted hospital revenue for the 10<sup>th</sup> year lease (23 August 2016 -22 August 2017) has outperformed its Minimum Guaranteed Rent<sup>2</sup>
- Higher rent contribution attributed to the increase in 3Q 2017 DPU

- 1. As at 30 September 2017
- 10th year Minimum Guaranteed Rent was set to increase by 1% above total rent payable for 9th year of lease term based on CPI + 1% formula



## 3Q 2017 Key Highlights (cont'd)



### Completed 2 Japan Asset Enhancement Initiatives ("AEIs")

- AEIs at Kikuya Warakuen and Sanko which are both operated by K.K. M.C.S.
- Total cost outlay JPY11 million (S\$0.13 million)<sup>1</sup> with ROI of 8%
- Rent increase for the remaining lease term of approximately 29 years with effect from 1 August 2017

#### Note:

1. Based on exchange rate of exchange rate at S\$1: JPY82.78



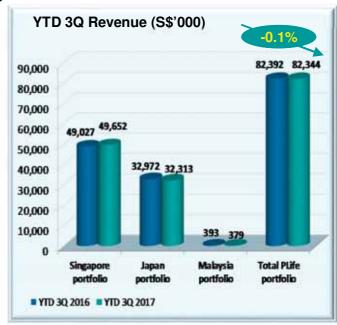
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### **Revenue Review**

□On the back of weakened Japanese Yen exchange rate<sup>1</sup>,

- > 3Q 2017 revenue decreased by 1.4% to 27.7 million
- > YTD 3Q 2017 revenue decreased by 0.1% to 82.3 million





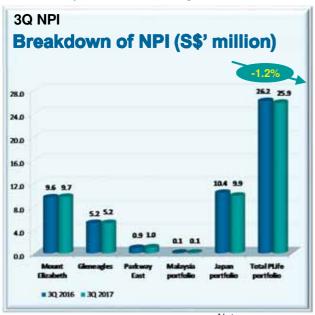
### Note:

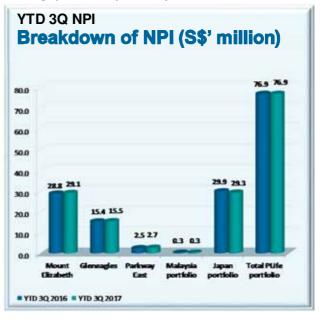
The Group has extended the Japan net income hedge till 1Q 2022. As such, the impact
of the depreciating Japanese Yen is offset by the foreign exchange gain from the net
income hedge at the distributable income level



## **Net Property Income (NPI) Review**

- Movement in NPI is due to:
  - Depreciation in the Japanese Yen¹
  - Rent contribution from properties acquired in 1Q 2017
  - Upward minimum guarantee rent revision of Singapore hospitals by 1.27%<sup>2</sup>





Note:

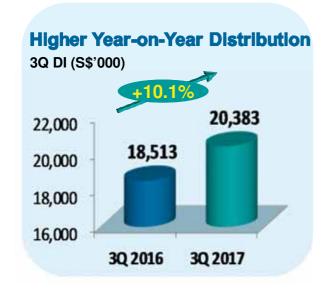
- The Group has extended the Japan net income hedge till 1Q 2022. As such, the impact
  of the depreciating Japanese Yen is offset by the foreign exchange gain from the net
  income hedge at the distributable income level
- 2. In 11th year of lease commencing 23 August 2017 to 22 August 2018

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## Distributable Income (DI) Growth<sup>1</sup>

□ DI grew by 10.1% and 10.0% to \$20.4 million and \$60.3 million for 3Q 2017 and YTD 3Q 2017 respectively.





Note:

1. Including an one-off distribution of divestment gain. Divestment gain to be distributed in the four quarters in FY2017



## **Strong DPU Growth Since IPO**

□ DPU has grown steadily at a rate of 91.8%¹ since IPO



#### Note:

- 1. Since IPO till YTD 4Q 2016
- 2. Since FY2012, S\$3.0 million per annum of amount available for distribution has been retained for capital expenditure
- One-off divestment gain of 1.50 cents (S\$9.11 million) relating to the divestment of seven Japan assets in December 2014 was equally distributed over the four quarters in FY2015
- One-off divestment gain of 0.89 cents (S\$5.39 million) relating to the divestment of four Japan assets in December 2016 will be equally distributed over the four quarters in FY2017



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# **Recent Developments**

9 November 2017

- Announced 3Q 2017 results: Gross revenue decreased 1.4% year-on-year to S\$27.7 million.
- Total distributable income increased 10.1% year-on-year to S\$20.4 million with a distributable income growth of 2.8% from recurring operations.
- DPU of 3.37 cents for the period declared.

25 July 2017

- Announced 2Q and 1H 2017 results: Gross revenue increased 1.1% and 0.7% year-on-year to \$\$27.7 million (2Q 2017) and \$\$\$54.6 million (1H 2017) respectively.
- Total distributable income increased 10.3% and 9.9% year-on-year to \$\$20.1 million (2Q 2017) and \$\$39.9 million (1H 2017), with a distributable income growth of 2.9% and 2.5% from recurring operations respectively.
- DPU of 3.32 cents for the period declared.

25 April 2017

- Announced 1Q 2017 results: Gross revenue increased 0.2% year-on-year to S\$26.9 million.
- Total distributable income increased by 9.6% to S\$19.8 million, with a distributable income growth of 2.2% from recurring operations.
- \$\$5.39 million divestment gain to be equally distributed over four quarters in FY2017
- DPU of 3.28 cents for the period declared.

**17 February 2017** 

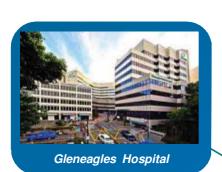
- Announced the acquisition of 5 properties in Japan, marking the successful completion of the REIT's second asset recycling initiative.
- DPU yield-accretive acquisition at net property yield of 6.9%.
- Deepened the REIT's footprint in Chiba Prefecture and marked its foray into a new region within Japan, Yamaguchi Prefecture.





## **Our Properties - Singapore**

- A portfolio of 3 strategically-located world-class local private hospitals worth S\$1.06 billion<sup>1</sup>
- Master Lease with Parkway Hospitals Singapore Pte. Ltd, a wholly owned subsidiary of Parkway Pantai Limited ("Parkway"), the largest private healthcare operator in Singapore and a key regional healthcare player
- □ Singapore Hospital Properties contribute approximately 61% of total gross revenue<sup>2</sup>



- 1. Based on latest appraised values
- 2. Based on Gross Revenue as at 30 September 2017

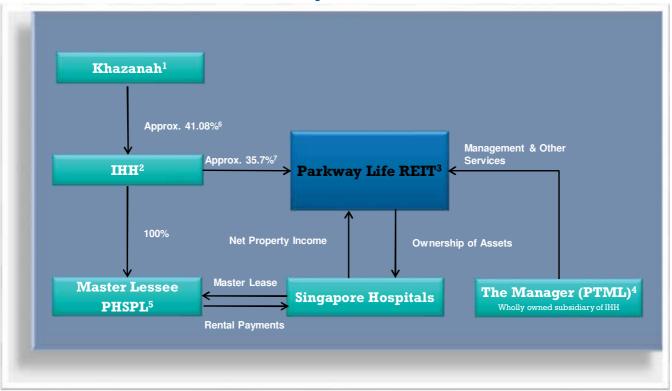








### **Master Lessee – IHH Group**



- Khazanah Nasional Berhad (Khazanah);
- IHH Healthcare Berhad (IHH);
- Parkway Life Real Estate Investment Trust (PLife REIT);
- Parkway Trust Management Limited (PTML)
- Parkway Hospitals Singapore Pte Ltd (PHSPL).
- As at 30 September 2017

ParkwayLife REIT As at 30 September 2017

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### Master Lessee - IHH Group<sup>1</sup>

### (Continued from previous slide)

### IHH

- 41.08% owned by Khazanah, the investment holding arm of the Government of Malaysia
- Dual listing in Malaysia and Singapore on 25 Jul 2012 with a market capitalization of approximately S\$15.3 billion as at 30 September 2017<sup>2</sup>
- In Singapore, through its key subsidiary Parkway Pantai Limited, it operates Mount Elizabeth Hospital, Mount Elizabeth Novena Hospital, Gleneagles Hospital, and Parkway East Hospital
- ☐ In Malaysia, through its key subsidiary Parkway Pantai Limited, it operates 10 Pantai hospitals, 4 Gleneagles medical hospitals, Pantai Premier Pathology, Pantai Integrated Rehab, an ambulatory care centre, a primary care centre, and an International Medical University (IMU)
- □ 60.0% in Acibadem (Turkey) as at 30 September 2017
- A global healthcare network operates over 10.000 licensed beds in 50 hospitals, as well as medical centres, clinics and ancillary healthcare businesses across 10 countries, with over 2,000 new beds in the pipeline to be delivered through new hospital developments and expansion of existing facilities.
- The information is extracted from IHH corporate website as at 30 September 2017 Footnote 1.
  - Source: Bursa listing announcement on IHH Healthcare Bhd, Bloomberg



## **Our Properties - Singapore**

### 3 Distinct features of our Singapore Hospital Properties:

Long-term Master
Leases with
Parkway Hospitals
Singapore

- √ 15 + 15 years with effect from 23 August 2007
- ✓ c.f. average industry lease period of 3-5 years
- √ 100% committed occupancy

### Triple Net Lease Arrangement

- PLife REIT does not bear these costs Property tax, Property insurance<sup>1</sup>, Property operating expenses
- ✓ Not affected by inflation-related escalating expenses

# Favourable Lease Structure

✓ CPI + 1% rent review formula for Singapore Hospital Properties guarantees 1% growth in minimum rent annually <sup>2</sup>

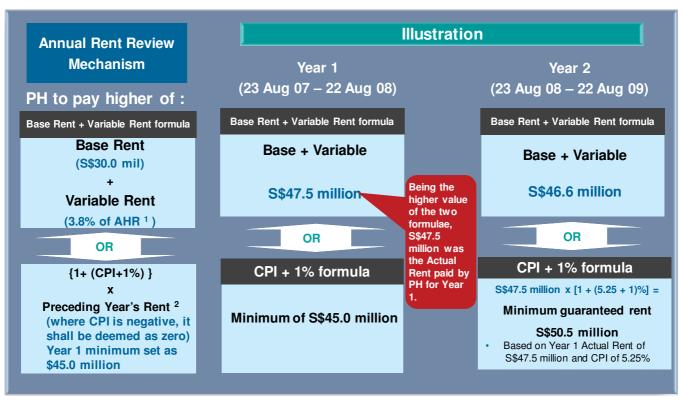
#### Notes:

- 1. Except Property Damage Insurance for Parkway East Hospital
- 2. For the period 23 August to 22 August of the following year

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### Singapore Hospital Properties - Rent Review Mechanism



- 1. AHR denotes the Adjusted Hospital Revenue for the period from 23 August to 22 August of the following year of each of the hospitals.
- CPI denotes the % increase in the Consumer Price Index announced by the Department of Statistic of Singapore for the relevant year compared to the immediately preceding year, computed on a 12 month average basis from July to June of the following year



### Singapore Hospital Properties - Rent Review Mechanism

(Continued from previous slide)



Year 2 Rent (23 Aug 08 – 22 Aug 09)

CPI + 1% formula

S\$47.5 million x [1 + (0+1)%] =

## Minimum guaranteed rent S\$48.0 million

Based on Year 1 Actual Rent of S\$47.5 million and CPI of -0.5%

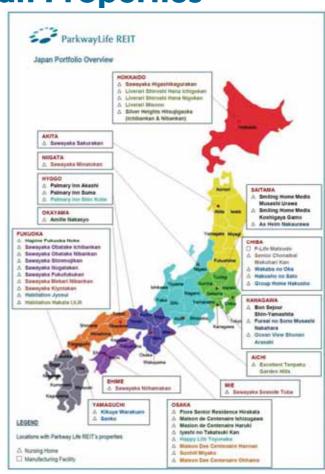
In the event of negative CPI, or deflation, CPI will be reset to zero, with a guaranteed 1% growth in minimum rent. This ensures minimum 1% growth for Parkway Life REIT.



**Introduction to Japan Properties** 

### Why Japan nursing homes?

- □ Acute aging population in Japan
  - ✓ 1 in 3 Japanese to be over 65 years old by 2050
- Well established laws and regulations
- Diversified rental sources complement Singapore hospital revenues to enhance revenue stability of overall portfolio



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## **Our Properties - Japan**

- A portfolio of 45 high quality healthcare properties worth S\$658 million<sup>1</sup>, comprising:
  - 1 pharmaceutical product distributing and manufacturing facility (P-Life Matsudo)
  - 44 private nursing homes
- Master tenancy with 23 lessees
- Comply with strict seismic safety standards and covered by earthquake insurance on a country-wide consolidated basis<sup>2</sup>
- Nursing Home Properties strategically located in dense residential districts in major cities



- 1. Based on latest appraised values
- The consolidated earthquake insurance cover procured by PLife REIT is based on an aggregated sum insured and it extends to occurrences resulting from earthquake such as flood, fire and tsunami etc



P-Life Matsudo



**Palmary Inn Suma** 



Palmary Inn Akashi

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Bon Sejour Shin-Yamashita



## **Our Properties - Japan**

### 2 Unique features of our Japan assets:

### Favorable Lease Structure

- Long term lease structure with weighted average lease term to expiry of 13.28 years<sup>1</sup>
- ✓ "Up only" Rental Review Provision for most of our nursing homes

### **Master Tenanted**

✓ Signifies 100% committed occupancy

P-Life Matsudo is on fixed rent for the entire lease term of 10 years<sup>2</sup>

**3.8%** of Japan Gross Revenue

1 property with annual revision linked to Japan CPI; if CPI is negative, rent will remain unchanged

2.8% of Japan Gross Revenue<sup>1</sup>

"Up only" **Rent Review Provision for** most of our nursing homes

36 properties have market revision with downside protection<sup>3</sup>

**79.8%** of Japan Gross Revenue<sup>1</sup>

properties have market revision every 2 to 3 years subject to Lessor/Lessee mutual agreement

**13.6%** of Japan Gross Revenue<sup>1</sup>

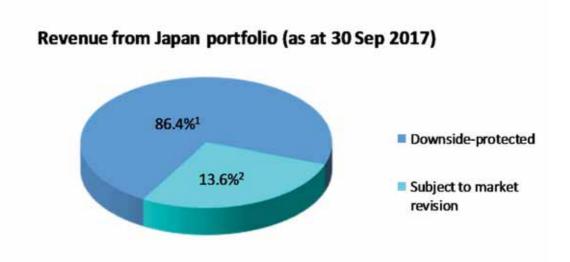
- Based on Gross Revenue as at 30 September 2017 1.
- With effect from 14 December 2016
- 34 properties with rent review every 2 to 5 years. 2 properties do not have rent review but rental cannot be reduced.





## **Our Properties – Japan**

☐ Approximately 86.4% of revenue from Japan portfolio is downsideprotected



#### Notes:

- 1. Based on Gross Revenue (as at 30 Sep 2017) of 38 properties
- 2. Based on Gross Revenue (as at 30 Sep 2017) of 7 properties with market revision subject to Lessor/Lessee mutual agreement (every 2 or 3 years)

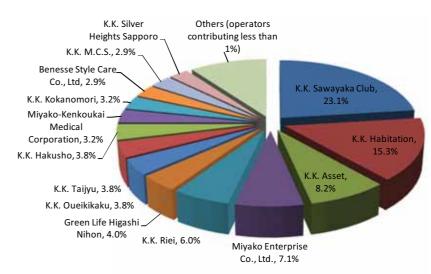


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## **Diversified Nursing Home Operators**

## Monthly Rental Contribution As at 30 September 2017

- 22 high quality nursing home operators
  - ✓ Diversifies tenant risk
- Back-up operator arrangements
  - Minimises operator default risks
- Rental guarantee by vendors
  - Rental guarantees provided by various vendors for most properties.



### Note:

 Vendors providing rental Guarantees include Alere Inc, Kenedix Inc, K.K. Bonheure, K.K. Uchiyama Holdings, Miyako Kenkoukai, K.K. Excellent Care System, K.K. Habitation and K.K. Living Platform.



## **Key Nursing Home Operators**

☐ Key nursing home operators contributed 60% of total Japan revenue, namely

#### K.K. Sawayaka Club

- ✓ Part of the listed company Uchiyama Holdings Co., Ltd
- ✓ Market capitalisation is about JPY13,485 million (S\$167 million)
- ✓ Sawayaka currently operates 59 care services facilities
- ✓ The largest private nursing home operator in Kyushu
- ✓ PLife REIT has a Right of First Refusal over future sales of nursing homes owned by Uchiyama

#### K.K. Riei

- ✓ Kanto Area-based nursing home operator
- ✓ A major competitor in the nursing home field with over 15 facilities throughout Chiba, Tokyo, Osaka and Hyogo Prefectures

### Miyako Enterprise Co., Ltd

- Osaka-based nursing home operator
- Miyako Enterprise offers comprehensive medical and nursing services in Osaka
- ✓ Established in 2001 with 9 nursing facilities in Osaka

### K.K. Asset

- Osaka and Hyogo-based nursing home operator
- ✓ One of First Linen Service group companies, supplying linens and medical products

#### K.K. Habitation

- ✓ Well established operator based in Fukuoka
- Employs over 300 employees managing 4 Nursing homes in Fukuoka and Chiba
- Operator's property was ranked No. 1 "mixed nursing home facility" in Fukuoka by Japan's Diamond magazine in 2014



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# **Our Properties - Malaysia**

■ A portfolio of high quality healthcare assets worth S\$7.2 million<sup>1</sup> within Gleneagles Intan Medical Centre Kuala Lumpur, next to the 330-bed Gleneagles Hospital Kuala Lumpur







### Note:

1. Based on latest appraised values





### PLife REIT's Next Phase of Growth



## **Our Growth Strategy**

### PLife REIT undertakes the following strategies:

#### **PROACTIVE ASSET ASSET RECYCLING** TARGETED INVESTMENT AND DEVELOPMENT **MANAGEMENT Third Party Acquisition** Sponsor's Acquisition Sustain Revenue Re-balance and optimize portfolio Focused on acquiring Focused on Grow revenue organically **Build sustained** quality assets from 3rd acquiring assets in Support generation of pipelines parties the pipeline of new revenue Sponsor Supported by DYNAMIC CAPITAL AND FINANCIAL MANAGEMENT

With the aim to:

Enhance value of properties and maximise risk-adjusted returns;

Deliver regular, stable distributions and achieve long-term growth for our Unitholders



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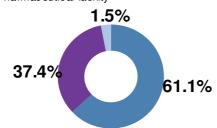
### **Asset Class Diversification & Allocation**

- □ Objective To protect PLife REIT against concentration risks due to overexposure in any asset class
- ☐ Basis Invest in properties used for healthcare and healthcare related purposes
- □ Diversification The Manager plans to further diversify within the investment mandate as PLife REIT grows in portfolio size

### **Current Asset Mix and Allocation**

### Current Asset Mix1

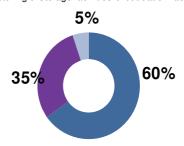
- Hospitals & medical centres
- Nursing homes
- Pharmac eutical facility



### **Target Asset Mix and Allocation**

### Target Asset Mix

- ■Hospitals and medical centres, including R&D facilities
- ■Nursing homes
- ■Medical manufacturing & storage facilities & education facilities



### Note:

1. Based on Gross revenue as at 30 Sep 2017



## **Strategic Investment Approach**

### **Partnership**

# PLife REIT is a specialised REIT where:

- 1) Properties tend to be purposed-built (e.g. hospital, medical centre)
- 2) Lease terms tend to be long (typically > 10 years)
- 3) Lessee/operator tend to specialise in their area of operation
- → Seek out long-term and strategic partnership with good lessee/operator where possible

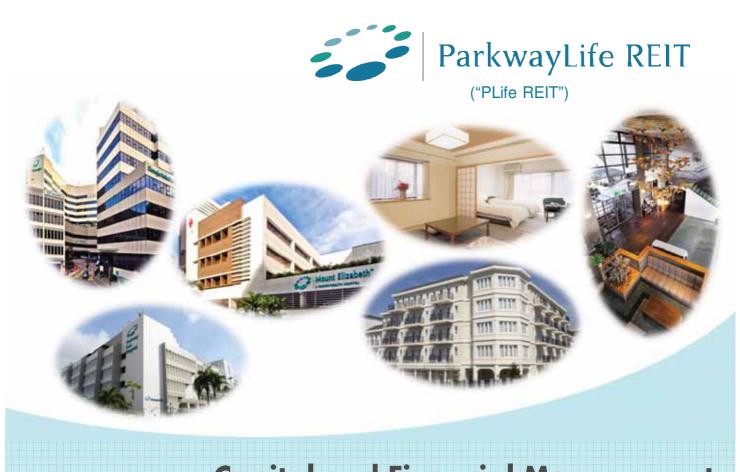
# Clustering

Imperative for PLife REIT to achieve economies of scale in its countries of investment in order to:

- 1) Establish a country HQ for closer monitoring and management of its portfolio of properties
- 2) Structure its investment holdings to take advantage of tax or regulatory benefits where available
- → Prioritise & seek out investment opportunities in countries where PLife REIT already has investments



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**Two-Pronged** 

**Approach** 

## **Capital & Financial Management Strategy**

### 5 Key principles:

### 1. Acquisition financing has to be long-term: at least 3 years or more

To mitigate immediate refinancing risks post-acquisition

### 2. PLife REIT's S\$1.7billion<sup>1</sup> portfolio is unencumbered

- Ensures financing flexibility for future fund raising initiatives as the new financing bank will be rank pari passu with existing banks
- For future overseas acquisitions, may consider asset-level financing to ensure optimal tax positions and procure best pricing

### 3. Diversified funding sources

- ✓ Banks are core funding sources (cultivates a panel of relationship banks)
- Capital markets financing products (with the objective to lengthen debt maturity)
- ✓ Other non-traditional funding sources (CB, Equity etc.)

### 4. Natural hedge financing strategy

- Match asset currency with financing currency to mitigate principal forex risks arising from oversea acquisitions
- ✓ At least 50% natural hedge; remaining 50% depending on the interest rate differential and nature of the currency involved

### 5. Prudent financial risk management strategy

- Hedge at least 50% of interest rate and forex exposures from net income from foreign investments
- ✓ To mitigate risks from adverse interest rate and forex fluctuations
- Aim to have no more than 30% of the total debts will due in a single year, to avoid bunching effect
- Constantly monitoring the market to extend the debt maturity period

### **END GOALS:**

- Minimise short or near term refinancing risks
- Unencumbered portfolio and diversified funding sources provide financial flexibility and acquisitive "firepower" to support future growth with optimal cost of capital
- Maintain stability of distributions and net asset value of PLife REIT with prudent capital management

### Note:

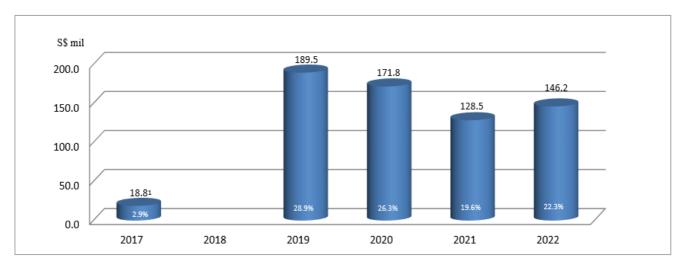
1. Based on latest appraised values



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# **Debt Maturity Profile**

As at 30 September 2017



- Weighted average term to maturity of 2.9 years
- ☐ Current effective all-in cost of debt of 1.1%
- Interest cover ratio of 11.2 times
- Interest rate exposure are largely hedged

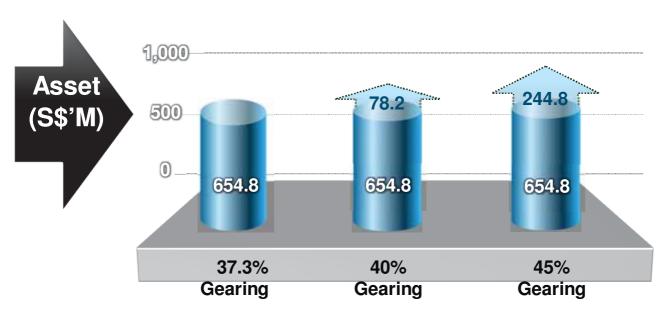
### Note:

 As at 30 September 2017, S\$15.0 million and JPY316.8 million of short term loans were drawn down for general working capital purposes



# **Ample Debt Headroom**

□ Debt headroom of \$78.2 million and \$244.8 million before reaching 40% and 45% gearing respectively



Debt Balance as at 30 September 2017



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## **Our Portfolio - Summary**

Portfolio	Singapore	Japan	Malaysia	Total
Туре	Hospital & Medical Centre	44 nursing homes; 1 pharmaceutical product distribution & manufacturing facility	Medical Centre	4 Hospitals & medical centre; 44 nursing homes; 1 pharmaceutical product distributing & manufacturing facility
Land Tenure	3 Leasehold	45 Freehold	1 Freehold	46 Freehold & 3 Leasehold
Land Area (sq m)	36,354	160,556	3,450	200,360
Floor Area (sq m)	118,136	180,479	2,444	301,059
Beds	707	-	-	707
Strata Units/	40 strata units/		7 strata units/	47 strata units /
Car Park Lots	559 car park lots	•	69 car park lots	628 car park lots
Number of Units (Rooms)	-	3,486	-	3,486
Year of Completion	1979 to 1993	1964 to 2013	1999	1964 to 2013
Committed Occupancy	100	0%	100% (excluding car park)	100%
Master Leases/ Lessees	3 Master Leases; 1 Lessee	44 Master Leases <sup>1</sup> ; 23 Lessees	2 Lessees	47 Master Leases; 26 Lessees
Year of Acquisition	2007	2008 to 2017	2012	-
Appraised Value <sup>2</sup>	S\$1,057.2m Knight Frank	¥53,083m (S\$658.3m) Colliers International / International Appraisals Incorporated	RM 22.2m (S\$7.2m) Nawawi Tie Leung	S\$1,722.6m

#### Note:

- 1. Single Master lease Agreement for Hakusho no Sato and Group home Hakusho .
- $2. \quad \text{Based on latest appraised values}; \ \text{ at an exchange rate of } S\$1.00: \$80.71 \text{ , } S\$1.00: RM3.10 \text{ and } S\$1.00: \$80.06 \text{ for } 2017 \text{ acquisitions.}$



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## **Our Portfolio - Singapore**







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Property	Mount Elizabeth Hospital	Gleneagles Hospital	Parkway East Hospital		
Туре		Hospital and Medical Centre			
Land Tenure	67 years	75 years	75 years		
Floor Area (sq m) <sup>1</sup>	58,139	49,003	10,994		
Beds <sup>2</sup>	345	258	106		
Operating theatres <sup>2</sup>	15	13	5		
Strata Units / Car Park Lots	30 strata units; 363 car park lots	10 strata units; 121 car park lots	75 car park lots		
Year of Completion	Hospital Building (1979) Medical Centre (1979 & 1992)	Hospital Building (1991 & 1993) Annex Block (1979) Medical Centre (1991 & 1993)	Hospital Building (1982) Medical Centre (1987)		
Committed Occupancy		100%			
Name of Lessee (s)	F	Parkway Hospitals Singapore Pte L	td		
Awards and Accreditation	JCI Accreditation, 1st private hospital in Asia to win Asian Hospital Management Award; SQC status since 1998, Superbrands status since 2002	JCI Accreditation; Asian Hospital Management Award; SQC Award in 2002 (re-certified 2007); Superbrands status since 2002			
Appraised Value	S\$664.0m	S\$339.0m	S\$54.2m		
Appraiser / Date	Knight Frank / 31 December 2016				

- Based on strata area of Mount Elizabeth Hospital and Gleneagles Hospital owned by PLife REIT Gross floor area for Parkway East Hospital
- 2. Major operating theatres & operating rooms as at 30 Jun 2017









Property	P-Life Matsudo	Bon Sejour Shin-Yamashita	Palmary Inn Akashi		
Туре	Pharmaceutical product distributing & manufacturing facility	Paid nursing home with care service			
Land Tenure	Freehold	Freehold	Freehold		
Land Area (sq m)	8,450	1,653	5,891		
Floor Area (sq m)	3,240	3,273	6,562		
Number of Units (Rooms)	NA	74	96		
Year of Completion	2005; Additional works were completed in 2007	2006	1987; Conversion works were completed in 2003		
Committed Occupancy	·	100.0%	•		
Name of Lessee(s)	Alere Medical Co., Ltd	Benesse Style Care Co., Ltd <sup>2</sup>	Asset Co., Ltd		
Date of Acquisition	16 May 2008	30 May 2008	29 September 2008		
Appraised Value 1	¥2,340m (S\$29.0m)	¥1,577m (S\$19.5m)	¥1,740m (S\$21.6m)		
Appraiser/ Date	Colliers International / 31 December 2016	International Appraisals Incorporated / 31 December 2016	Colliers International / 31 December 2016		

#### Note:

- 1. At an exchange rate of S\$1.00 : ¥80.71
- On 1 April 2012, Benesse Style Care Co., Ltd merged as the surviving company with Bon Sejour Corporation



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## **Our Portfolio - Japan**







Property	Palmary Inn Suma	Senior Chonaikai Makuhari Kan	Smiling Home Medis Musashi Urawa
Туре	P	aid nursing home with care service	
Land Tenure	Freehold	Freehold	Freehold
Land Area (sq m)	2,676	2,853	802
Floor Area (sq m)	4,539	4,361	1,603
Number of Units (Rooms)	59	108 <sup>2</sup>	44
Year of Completion	1989	1992; Conversion works were completed in 2004	1991; Conversion works were completed in 2004
Committed Occupancy		100%	
Name of Lessee(s)	Asset Co., Ltd	Riei Co., Ltd	Green Life Higashi Nihon 3
Date of Acquisition	29 September 2008		
Appraised Value <sup>1</sup>	¥1,030m (S\$12.8m)	¥1,790m (S\$22.2m)	¥787m (S\$9.8m)
Appraiser/ Date	Colli	ers International / 31 December 2010	6

- 1. At an exchange rate of S\$1.00: ¥80.71
- 2. As at 31 March 2009, total number of units increased from 107 to 108. Operator converted one (1) unit of twin type into two (2) units of single type
- 3. Change of name with effect from 1 May 2013 due to organizational restructuring by Green Life Co., Ltd, parent company of Medis Corporation







roperty Smiling Home Medis Koshigaya Gamo		Amille Nakasyo	Maison de Centenaire Ishizugawa
Туре		Paid nursing home with care service	
Land Tenure	Freehold	Freehold	Freehold
Land Area (sq m)	1,993	2,901	1,111
Floor Area (sq m)	3,824	3,259	2,129
Number of Units (Rooms)	100	75	52
Year of Completion	1989; Conversion works were 2001 completed in 2005		1988; Conversion works were completed in 2003
Committed Occupancy	·	100.0%	•
Name of Lessee(s)	Green Life Higashi Nihon 2	Message Co. Ltd, Shakai Fukushi Houjin Keiyu - Kai	Miyako Kenkokai Medical Corporation
Date of Acquisition	29 September 2008	17 Novem	ber 2009
Appraised Value <sup>1</sup>	¥1,610m (S\$19.9m)	¥705m (S\$8.7m) ¥922m (S\$11.4m)	
Appraiser/ Date	Colliers International / 31 December 2016	International Appraisals Incorporated / 31 December 2016	

#### Note:

- 1. At an exchange rate of S\$1.00: ¥80.71
- 2. Change of name with effect from 1 May 2013 due to organizational restructuring by Green Life Co., Ltd, parent company of Medis Corporation



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## **Our Portfolio - Japan**









		1100		
Property	Maison de Centenaire Haruki	Hapine Fukuoka Noke	Fiore Senior Residence Hirakata	lyashi no Takatsuki Kan
Туре		Paid nursing home w	rith care service	
Land Tenure	Freehold	Freehold	Freehold	Freehold
Land Area (sq m)	801	1,396	727	2,023
Floor Area (sq m)	1,263	2,912	1,155	3,956 <sup>2</sup>
Number of Units (Rooms)	36	64	40	87
Year of Completion	1996; Conversion works were completed in 2006	2006	2007	1997; Conversion works were completed in 2005
Committed Occupancy	,	100.0%	6	·
Name of Lessee(s)	Miyako Kenkokai Medical Corporation	Green Life Co. Ltd <sup>3</sup>	Vivac	Riei Co., Ltd
Date of Acquisition	17 November 2009			
Appraised Value 1	¥696m (S\$8.6m)	¥899m (S\$11.1m)	¥533m (S\$6.6m)	¥1,657m (S\$20.5m)
Appraiser/ Date	International Appraisals Incorporated / 31 December 2016			

- 1. At an exchange rate of S\$1.00 : ¥80.71
- 2. Increase in NLA upon the completion of AEI in February 2014
- 3. Change of name with effect from 1 May 2013 due to organizational restructuring by Green Life Co., Ltd, parent company of Care Link Co., Ltd









Property	Sawayaka Obatake Ichibankan	Sawayaka Obatake Nibankan	Sawayaka Shinmojikan	
Туре	Paid nursing home with care service	Short stay / Day care facility	Paid nursing home with care service	
Land Tenure	Freehold	Freehold	Freehold	
Land Area (sq m)	1,786	1,042	2,813	
Floor Area (sq m)	3,491	1,538	5,088	
Number of Units (Rooms)	78	26	112	
Year of Completion	2007	2007	2007	
Committed Occupancy		100.0%		
Name of Lessee(s)	K.K. Sawayaka Club	K.K. Sawayaka Club	K.K. Sawayaka Club	
Date of Acquisition	17 June 2010			
Appraised Value <sup>1</sup>	¥810m (S\$10.0m)	¥384m (S\$4.8m)	¥1,020m (S\$12.6m)	
Appraiser/ Date	International	Appraisals Incorporated / 31 December 1	per 2016	

Note



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# Our Portfolio - Japan









Property	Sawayaka Nogatakan	Sawayaka Sakurakan	As Heim Nakaurawa	Fureai no Sono Musashi Nakahara
Туре		Paid nursing home w	ith care service	
Land Tenure	Freehold	Freehold	Freehold	Freehold
Land Area (sq m)	2,707	6,276	1,762	935
Floor Area (sq m)	3,147	5,044	2,692	1,847
Number of Units (Rooms)	78	110	64	47
Year of Completion	2005	2006	2006	2006
Committed Occupancy		100.0%	/ <sub>0</sub>	
Name of Lessee(s)	K.K. Sawayaka Club	K.K. Sawayaka Club	As Partners Co., Ltd	Shonan Fureai no Sono
Date of Acquisition	17 June 2010		16 July	2010
Appraised Value 1	¥767m (S\$9.5m)	¥876m (S\$10.9m)	¥1,160m (S\$14.4m)	¥900m (S\$11.2m)
Appraiser / Date	International Appraisals Incorp	orated / 31 December 2016	Colliers International /	31 December 2016

Note



<sup>1.</sup> At an exchange rate of S\$1.00 : ¥80.71

<sup>1.</sup> At an exchange rate of S\$1.00 : ¥80.71









		The second secon		AND DESCRIPTION OF THE PARTY OF
Property	Sawayaka Fukufukukan	Sawayaka Higashikagurakan	Happy Life Toyonaka <sup>1</sup>	Palmary Inn Shin-Kobe
Туре		Paid nursing home	e with care service	
Land Tenure	Freehold	Freehold	Freehold	Freehold
Land Area (sq m)	1,842	4,813	628	1,034
Floor Area (sq m)	3,074	5,335	1,254	3,964
<b>Number of Units (Rooms)</b>	72	110	42	71
Year of Completion	2008	2010	2007	1992; Conversion works were completed in 2003
Committed Occupancy		100	0.0%	·
Name of Lessee(s)	K.K. Sawayaka Club	K.K. Sawayaka Club	K.K. Nihon Kaigo Iryo Center	Asset Co., Ltd
Date of Acquisition	28 January 2011	6 March 2012 12 July 2013		
Appraised Value <sup>2</sup>	¥728m (S\$9.0m)	¥1,020m (S\$12.6m)	¥523m (S\$6.5 m)	¥1,586m (S\$19.7m)
Appraiser/ Date	I	nternational Appraisals Incor	rporated / 31 December 2016	3

Note:

- 1. Change of name from Heart Life Toyonaka to Happy Life Toyonaka with effect from 1 September 2014
- 2. At an exchange rate of S\$1.00: ¥80.71



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# Our Portfolio - Japan









		The state of the s		
Property	Sawayaka Seaside Toba	Sawayaka Niihamakan	Sawayaka Minatokan	Sawayaka Mekari Nibankan
Туре		Paid nursing home	e with care service	
Land Tenure	Freehold	Freehold	Freehold	Freehold
Land Area (sq m)	2,803	4,197	3,551	1,354
Floor Area (sq m)	7,360	7,382	2,246	2,133
<b>Number of Units (Rooms)</b>	129	135	50	61
Year of Completion	2012	2012	2012	2012
Committed Occupancy		100	.0%	
Name of Lessee(s)	K.K. Sawayaka Club	K.K. Sawayaka Club	K.K. Sawayaka Club	K.K. Sawayaka Club
Date of Acquisition	30 September 2013			
Appraised Value 1	¥1,520m (S\$18.8m)	¥1,500m (S\$18.6m)	¥727m (S\$9.0m)	¥342m (S\$4.2m)
Appraiser/ Date		Colliers International	/ 31 December 2016	

Note:

1. At an exchange rate of S\$1.00: ¥80.71





Colliers International / 31 December 2016

**Property** 

**Land Tenure** 

Land Area (sq m)

Floor Area (sq m)

Name of Lessee(s)

**Date of Acquisition** 

Appraised Value 1

**Appraiser/ Date** 

**Type** 



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## **Our Portfolio - Japan**









Property	Habitation Jyosui	Ocean View Shonan Arasaki	Liverari Shiroishi Hana Ichigo-kan <sup>1</sup>	Liverari Shiroishi Hana Nigo-kan <sup>2</sup>
Туре		Paid nursing home	e with care service	
Land Tenure	Freehold	Freehold	Freehold	Freehold
Land Area (sq m)	$3,259^3$	3,067	628	436
Floor Area (sq m)	6,076 <sup>4</sup>	5,304	1,056	747
Number of Units (Rooms)	87	79	48	24
Year of Completion	2005	2013	2011	1990
Committed Occupancy		100	0%	
Name of Lessee (s)	K.K. Habitation	K.K. Oueikkaku	Living Platform, Ltd.	Living Platform, Ltd.
Date of Acquisition	12 December 2014	6 January 2015	23 Marc	ch 2015
Appraised Value <sup>5</sup>	¥3,685m (S\$45.7m)	¥1,990m (S\$24.7m)	¥349m (S\$4.3m)	¥169m (S\$2.1m)
Appraiser/ Date	International Appraisals Incorporated / 31 December 2016		Colliers International / 31 December 2016	

- Formerly known as Hana Kitago
- Formerly known as Hana Kita 13 Jyo
- Total land area for the integrated development
- Strata area of the Property owned by PLife REIT
- At an exchange rate of S\$1.00: ¥80.71



<sup>1.</sup> At an exchange rate of S\$1.00: ¥80.71









Property	Liverari Misono <sup>1</sup>	Habitation Hakata I, II, III	Excellent Tenpaku Garden Hills	Silver Heights Hitsujigaoka	
Туре	Group Home	Paid nursing home with care service			
Land Tenure	Freehold	Freehold	Freehold	Freehold	
Land Area (sq m)	429	15,336	6,593	5,694	
Floor Area (sq m)	724	21,415	4,000	9,013	
<b>Number of Units (Rooms)</b>	18	318	94	123	
Year of Completion	1993	1984 to 2003 <sup>2</sup>	2013	1987 to 1991 <sup>3</sup>	
Committed Occupancy	100.0%				
Name of Lessee(s)	K.K. Living Platform4	K.K. Habitation	K.K. Kokanomori	K.K. Silver Heights Sapporo	
Date of Acquisition	23 March 2015	23 March 2015	23 March 2015	31 March 2016	
Appraised Value <sup>5</sup>	¥193m (S\$2.4m)	¥3,840m (S\$47.6m)	¥1,820m (S\$22.5m)	¥1,160m (S\$14.4m)	
Appraiser/ Date	Colliers International / 31 December 2016				

### Note:

- 1. Change of name from Ajisai Misono to Liverari Misono with effect from 11 June 2015
- 2. Hakata I on 1984, Hakata II on 1995, Hakata III on 2003
- 3. Silver Heights Hitsujigaoka Ichibankan on 1987 and Nibankan on 1991
- 4. On 1 April 2017, K.K. Living Platform merged as the surviving company with K.K. Care Products
- 5. At an exchange rate of S\$1.00: ¥80.71



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# Our Portfolio - Japan











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Property	Kikuya Warakuen	Sanko	Wakaba no Oka	Hakusho no Sato	Group Home Hakusho
Туре		Group Home			
Land Tenure	Freehold	Freehold	Freehold	Freehold	Freehold
Land Area (sq m)	4,905	1,680	6,574	15,706	2,859
Floor Area (sq m)	3,641	2,018	5,431	6,959	416
Number of Units (Rooms)	70	53	135	124	9
Year of Completion	1964 to 2004	2011	1993	1986	2004
Committed Occupancy	100%				
Name of Lessee(s)	K.K. M.C.S.	K.K. M.C.S.	K.K. Taijyu	K.K. Hakusho	K.K. Hakusho
Date of Acquisition	24 February 2017				
Appraised Value <sup>1</sup>	¥841m (S\$10.5m)	¥537m (S\$6.7m)	¥2,090m (S\$26.1m)	¥1,660m (S\$20.7m)	¥106m (S\$1.3m)
Appraiser/ Date	Colliers International / 31 December 2016				

### Note:

1. At an exchange rate of S\$1.00: ¥80.06



# Our Portfolio - Malaysia



Property	Gleneagles Intan Medical Centre, Kuala Lumpur		
Туре	Medical Centre		
Land Tenure	Freehold		
Land Area (sq m)	3,450		
Floor Area (sq m) <sup>1</sup>	2,444		
Number of Car Park Lots	69, all of which owned by Parkway Life REIT		
Year of Completion	1999		
Committed Occupancy	100% (excluding car park)		
Name of Lessee(s)	Gleneagles Kuala Lumpur (a branch of Pantai Medical Centre Sdn. Bhd.)		
	Choizes Concept Store Sdn. Bhd.		
Date of Acquisition	1 August 2012		
Appraised Value <sup>2</sup>	RM 22.2m (S\$7.2m)		
Appraiser/ Date	Nawawi Tie Leung / 31 December 2016		

- Strata area of Property owned by PLife REIT At an exchange rate of S\$1.00 : RM3.10



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