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#### **MEDIA RELEASE**

#### Unaudited Results of Keppel REIT for the Third Quarter and Nine Months Ended 30 September 2018

#### 15 October 2018

The Directors of Keppel REIT Management Limited, as Manager of Keppel REIT, are pleased to announce the unaudited results of Keppel REIT for the third quarter and nine months ended 30 September 2018.

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### Keppel REIT achieves distributable income of \$142.9 million for 9M 2018

#### Key Highlights

- Distributable income (DI) for nine months of 2018 (9M 2018) amounted to \$142.9 million, with \$46.3 million achieved for third quarter of 2018 (3Q 2018).
- Distribution per unit (DPU) of 1.36 cents for 3Q 2018, bringing DPU for 9M 2018 to 4.20 cents.
- Total of 5.3 million units purchased and cancelled in unit buy-back exercises in 3Q 2018.
- Aggregate leverage at 39.1% and all-in interest rate at 2.80% per annum.
- Portfolio weighted average lease expiry (WALE) extended to 5.7 years while portfolio committed occupancy remained high at 98.0%.

#### **Summary of Results**

		GROUP				
	3Q 2018	3Q 2017	9M 2018	9M 2017		
	\$'000	\$'000	\$'000	\$'000		
Property income	36,655	40,445	128,043 <sup>(1)</sup>	120,147		
Net property income	28,204	31,672	102,630	94,958		
Share of results of associates	17,509	20,441	57,098	64,319		
Share of results of joint ventures	7,528	8,146	22,846	24,027		
Income available for distribution	46,340	47,002	142,895	142,529		
Distribution to unitholders	46,340	47,002	142,895	142,529		
DPU (cents) for the period	1.36	1.40	4.20	4.27		
Annualised/Actual distribution yield (%)				4.5% <sup>(3)</sup>		

(1) The year-on-year increase in 9M 2018 property income was mainly contributed by one-off income for early surrender of leases.

(2) Based on the market closing price per unit of \$1.19 as at 30 September 2018.

(3) Based on the total DPU of 5.70 cents for FY 2017, and market closing price per unit of \$1.26 as at 31 December 2017.

#### **Financial Performance & Capital Management**

Keppel REIT Management Limited, the Manager of Keppel REIT, is pleased to announce that the REIT has delivered DI of \$142.9 million for 9M 2018, higher than DI of \$142.5 million for 9M 2017. DPU for 3Q 2018 was 1.36 cents, bringing DPU for 9M 2018 to 4.20 cents. This translates to an annualised distribution yield of 4.7% based on the market closing price per unit of \$1.19 as at 30 September 2018.

As part of proactive capital management efforts, the Manager has obtained a facility to refinance a \$64 million loan that is due in 2019. As at the end of 3Q 2018, aggregate leverage was 39.1%, and weighted average term to maturity was 2.8 years. For 9M 2018, all-in interest rate was 2.80% per annum with interest coverage ratio at 4.0 times. To mitigate exposure to interest rate volatility, 76% of the REIT's total borrowings are on fixed rates.

In 3Q 2018, the Manager purchased and cancelled approximately 5.3 million issued units, amounting to about 0.16% of total issued units, pursuant to its unit buy-back programme<sup>1</sup>.

<sup>&</sup>lt;sup>1</sup> On 16 July 2018, the Manager announced its intention of buying back up to approximately 1.5% of issued units over six months, subject to market conditions and taking into account the restrictions under the Singapore Code on Take-overs and Mergers.

#### **Portfolio Review**

Total committed spaces for 9M 2018 were approximately 1.9 million sf (attributable area of approximately 855,300 sf). Average signing rent for the Singapore office leases was approximately \$10.88 psf  $pm^2$  for 9M 2018.

Of the total leases signed in 9M 2018, based on attributable area, about 40% of these are new leases and the rest are renewals and rent reviews. New leasing demand was mainly contributed by government agencies and the banking, insurance and financial services sector.

In 3Q 2018, HSBC signed a 10-year lease for its new headquarters at Marina Bay Financial Centre Tower 2. Fit-out work is expected to commence in 2H 2019, with target occupation by April 2020. The addition of an established tenant on a long tenure is testament to the asset's quality and ability to attract tenants. Keppel REIT also saw the take-up of space by government agencies at Bugis Junction Towers in Singapore and at 275 George Street in Australia.

Portfolio committed occupancy remained high at 98.0% and portfolio tenant retention rate was 84% as at 30 September 2018. Amidst improving market sentiments, the Manager will continue to strive for an optimal balance between maintaining high occupancy levels and maximising returns from the assets.

Portfolio WALE was extended from 5.2 years as at 30 June 2018 to 5.7 years as at 30 September 2018. The WALE for top 10 tenants remained long at approximately 8.1 years. As at the end of 3Q 2018, 7% of portfolio NLA remained for renewal and review in 2018.

In Australia, the development of 311 Spencer Street is in progress. Meanwhile, the Manager has rolled out enhancement initiatives at 275 George Street to attract and retain tenants. Similar initiatives have been planned at 8 Exhibition Street to enhance tenants' experience and optimise asset performance.

#### **Commitment to Sustainability**

The Manager's proactive approach to sustainability and its ongoing efforts to raise its environmental, social and governance standards have been recognised at various platforms.

Keppel REIT was ranked 4th in the REIT and business trust category of the Singapore Governance and Transparency Index (SGTI) 2018 which reviews Singapore-listed companies' corporate governance and disclosure practices. Keppel REIT also maintained its Green Star Status at the Global Real Estate Sustainability Benchmark (GRESB) 2018 which assesses sustainability performance of property companies and real estate funds globally.

In Australia, David Malcolm Justice Centre, which is the first building in Perth to attain the Green Building Council of Australia's 6 Star Green Star performance rating, also won the MizCo Western Australia Commercial Property of the Year Award (over 20,000 sm) and the Environmentally Sustainable Design & Sustainability Award (Premium/A Grade) by the Property Council of Australia. These attest to the team's dedication towards sustainability.

<sup>&</sup>lt;sup>2</sup> For the Singapore office leases concluded in 9M 2018, and based on a simple average calculation.

#### Looking Ahead

According to CBRE, office occupancy in Singapore's core CBD rose quarter-on-quarter from 94.1% as at end June 2018 to 94.6% as at end September 2018. Average Grade A rents also increased from \$10.10 psf pm to \$10.45 psf pm. The office market outlook remains positive in view of a tapering supply pipeline and continued demand from a wide range of sectors.

In Australia, JLL reported an increase in national CBD office average occupancy from 90.1% as at end March 2018 to 90.6% as at end June 2018. Amidst a positive business outlook, healthy leasing activities were observed from various sectors including the finance, insurance and flexible working space industries, which are expected by JLL to contribute towards tightening vacancy and rental improvement.

Looking ahead, the Manager will remain focused on driving operational excellence to navigate the volatile macro-economic environment, while capitalising on the improving office market to mitigate the impact of recent years' declining rentals. A prudent capital management strategy will be maintained to optimise the REIT's performance amidst rising interest rates.

#### About Keppel REIT (www.keppelreit.com)

Keppel REIT was listed by way of an introduction on 28 April 2006. Keppel REIT is one of Asia's leading REITs with the youngest and largest portfolio of premium Grade A commercial assets in Singapore's prime business and financial districts.

Keppel REIT's objective is to generate stable income and long-term growth for unitholders by owning and investing in a portfolio of quality income-producing commercial real estate and real estate-related assets in Singapore and pan-Asia.

Keppel REIT had assets under management of approximately \$8.5 billion<sup>3</sup> comprising interests in nine premium office assets strategically located in the central business districts of Singapore, as well as key Australian cities of Sydney, Melbourne, Brisbane and Perth.

In Singapore, the assets are Ocean Financial Centre (99.9% interest), Marina Bay Financial Centre (office Towers 1, 2 and 3 and the subterranean mall, Marina Bay Link Mall) (one-third interest), One Raffles Quay (one-third interest) and Bugis Junction Towers (100% interest).

In Australia, the assets are 8 Chifley Square (50% interest) in Sydney, 8 Exhibition Street in Melbourne (50% interest in the office building and 100% interest in another three retail units), 275 George Street in Brisbane (50% interest), as well as the David Malcolm Justice Centre in Perth (50% interest). Keppel REIT also has a 50% stake in a premium office tower which is under construction at 311 Spencer Street in Melbourne.

Keppel REIT is sponsored by Keppel Land Limited, one of Asia's leading property companies. It is managed by Keppel REIT Management Limited, a wholly-owned subsidiary of Keppel Capital Holdings Pte. Ltd. (Keppel Capital). Keppel Capital is a premier asset manager in Asia with a diversified portfolio in real estate, infrastructure and data centre properties in key global markets.

#### Important Notice

The past performance of Keppel REIT is not necessarily indicative of its future performance. Certain statements made in this presentation may not be based on historical information or facts and may be "forward-looking" statements due to 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 similar developments or shifts in expected levels of property rental income, changes in operating expenses, including employee wages, benefits and training, property expenses and governmental and public policy changes, and the continued availability of financing in the amounts and terms necessary to support future business.

Prospective investors and unitholders of Keppel REIT ("Unitholders") are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of Keppel REIT Management Limited, as manager of Keppel REIT (the "Manager") on future events. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information, or opinions contained in this presentation. None of the Manager, the trustee of Keppel REIT or any of their respective advisors, representatives or agents shall have any responsibility or liability whatsoever (for negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. The value of units in Keppel REIT ("Units") and the income derived from them may fall as well as rise. Units are not obligations of, deposits in, or guaranteed by, 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.

Investors have no right to request the Manager to redeem their Units while the Units are listed. It is intended that Unitholders may only deal in their Units through trading on Singapore Exchange Securities Trading Limited ("SGX-ST"). Listing of the Units on SGX-ST does not guarantee a liquid market for the Units.

<sup>&</sup>lt;sup>3</sup> Includes the office tower under development at 311 Spencer Street in Melbourne.

### KEPPEL REIT UNAUDITED RESULTS FOR THE THIRD QUARTER AND NINE MONTHS ENDED 30 SEPTEMBER 2018

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#### INTRODUCTION

Keppel REIT was listed by way of an introduction on 28 April 2006. Keppel REIT is one of Asia's leading REITs with the youngest and largest portfolio of premium Grade A commercial assets in Singapore's prime business and financial districts.

Keppel REIT's objective is to generate stable income and long-term growth for Unitholders by owning and investing in a portfolio of quality income-producing commercial real estate and real estate-related assets in Singapore and pan-Asia.

As at 30 September 2018, Keppel REIT had assets under management of approximately \$8.5 billion<sup>1</sup> comprising interests in nine premium office assets (completed and under development) strategically located in the central business districts of Singapore, as well as key Australian cities of Sydney, Melbourne, Brisbane and Perth.

In Singapore, the assets are Ocean Financial Centre (99.9% interest), Marina Bay Financial Centre (office Towers 1, 2 and 3 and the subterranean mall, Marina Bay Link Mall) (one-third interest), One Raffles Quay (one-third interest) and Bugis Junction Towers (100% interest).

In Australia, the assets are 8 Chifley Square (50% interest) in Sydney, 8 Exhibition Street in Melbourne (50% interest in the office building and 100% interest in another three retail units), 275 George Street in Brisbane (50% interest), as well as the David Malcolm Justice Centre in Perth (50% interest). Keppel REIT also has a 50% stake in a premium office tower which is under construction at 311 Spencer Street in Melbourne.

Keppel REIT is sponsored by Keppel Land Limited, one of Asia's leading property companies. It is managed by Keppel REIT Management Limited, a wholly-owned subsidiary of Keppel Capital Holdings Pte. Ltd. (Keppel Capital). Keppel Capital is a premier asset manager in Asia with a diversified portfolio in real estate, infrastructure and data centre properties in key global markets.

#### SUMMARY OF KEPPEL REIT RESULTS FOR THE THIRD QUARTER AND NINE MONTHS ENDED 30 SEPTEMBER 2018

		GROUP				
		YTD Sep Y				
	3Q2018	3Q2017	2018	2017		
	\$'000	\$'000	\$'000	\$'000		
Property income	36,655	40,445	128,043	120,147		
Net property income	28,204	31,672	102,630	94,958		
Share of results of associates	17,509	20,441	57,098	64,319		
Share of results of joint ventures	7,528	8,146	22,846	24,027		
Income available for distribution	46,340	47,002	142,895	142,529		
Distribution to Unitholders <sup>2</sup>	46,340	47,002	142,895	142,529		
Distribution per Unit ("DPU") (cents) for the period	1.36	1.40	4.20	4.27		
Annualised/Actual distribution yield (%)			4.7% <sup>3</sup>	4.5% <sup>4</sup>		

#### Notes:

- (1) Includes 311 Spencer Street in Melbourne, which is under construction.
- (2) Keppel REIT has been distributing 100% of its taxable income available for distribution to Unitholders.
- (3) Based on the market closing price per Unit of \$1.19 as at 30 September 2018.
- (4) Based on the total DPU of 5.70 cents for FY2017 and the market closing price per Unit of \$1.26 as at 31 December 2017.



#### 1. UNAUDITED RESULTS FOR THE THIRD QUARTER AND NINE MONTHS ENDED 30 SEPTEMBER 2018

The Directors of Keppel REIT Management Limited, as manager of Keppel REIT, announce the following unaudited results of Keppel REIT for the third quarter and nine months ended 30 September 2018:

## 1(a)(i) Statement of total return and distribution statement, together with a comparative statement for the corresponding period of the immediately preceding financial year

#### Statement of Total Return

Statement of Total Return				Group			
		3Q2018	3Q2017	+/(-)	YTD Sep 2018	YTD Sep 2017	+/(-)
	Note	\$'000	\$'000	%	\$'000	\$'000	%
Gross rent		35,231	38,544	(8.6)	111,268	114,273	(2.6)
Car park income		841	1,047	(19.7)	2,650	2,863	(7.4)
Other income		583	854	(31.7)	14,125	3,011	369.1
Property income	_	36,655	40,445	(9.4)	128,043	120,147	6.6
Property tax		(3,328)	(3,183)	4.6	(8,668)	(8,678)	(0.1)
Other property expenses	1	(3,989)	(4,415)	(9.6)	(12,875)	(13,043)	(1.3)
Property management fee		(980)	(1,020)	(3.9)	(3,407)	(3,004)	13.4
Maintenance and sinking fund contributions	_	(154)	(155)	(0.6)	(463)	(464)	(0.2)
Property expenses	—	(8,451)	(8,773)	(3.7)	(25,413)	(25,189)	0.9
Net property income		28,204	31,672	(10.9)	102,630	94,958	8.1
Rental support	2	2,154	3,227	(33.3)	6,461	10,250	(37.0)
Interest income	3	6,554	5,650	16.0	18,551	17,358	6.9
Share of results of associates	4	17,509	20,441	(14.3)	57,098	64,319	(11.2)
Share of results of joint ventures	5	7,528	8,146	(7.6)	22,846	24,027	(4.9)
Amortisation expense	6	(2,041)	(2,969)	(31.3)	(6,123)	(9,360)	(34.6)
Borrowing costs	7	(17,659)	(16,468)	7.2	(51,528)	(48,568)	6.1
Manager's management fees	8	(12,740)	(12,853)	(0.9)	(38,516)	(37,983)	1.4
Trust expenses		(1,076)	(1,136)	(5.3)	(2,876)	(4,362)	(34.1)
Net foreign exchange differences		(935)	1,210	NM	(618)	303	NM
Net change in fair value of derivatives	_	(2,863)	3,130	NM	(3,870)	2,559	NM
Total return before tax		24,635	40,050	(38.5)	104,055	113,501	(8.3)
Income tax	9	(1,481)	(1,394)	6.2	(2,241)	(5,297)	(57.7)
Total return after tax	—	23,154	38,656	(40.1)	101,814	108,204	(5.9)
Attributable to:							
Unitholders		21,256	36,755	(42.2)	96,163	102,561	(6.2)
Perpetual securities holders	10	1,883	1,883	-	5,587	5,587	-
Non-controlling interest	_	15	18	(16.7)	64	56	14.3
	-	23,154	38,656	(40.1)	101,814	108,204	(5.9)
<b>Distribution Statement</b>							
Total return for the period attributable to							
Unitholders		21,256	36,755	(42.2)	96,163	102,561	(6.2)
Net tax and other adjustments	11	25,084	10,247	144.8	46,732	39,968	16.9
Income available for distribution	_	46,340	47,002	(1.4)	142,895	142,529	0.3
Distribution to Unitholders	12	46,340	47,002	(1.4)	142,895	142,529	0.3
Distribution per Unit (cents) for the period		1.36	1.40	(2.9)	4.20	4.27	(1.6)
Annualised/Actual Distribution per Unit <sup>1</sup> (cents)		5.60	5.70	(1.8)	5.60	5.70	(1.8)

(1) Actual Distribution per Unit was based on 1.45 cents, 1.42 cents, 1.40 cents and 1.43 cents reported in 1Q2017, 2Q2017, 3Q2017 and 4Q2017 respectively.

NM - Not meaningful

Notes:

(1) Included in other property expenses are the following:

		Group			
	3Q2018	3Q2017	YTD Sep 2018	YTD Sep 2017	
	\$'000	\$'000	\$'000	\$'000	
Marketing expenses	370	374	1,092	1,063	
Utilities	693	705	2,234	2,180	
Repair and maintenance	2,173	2,490	7,131	7,408	
Property management reimbursements	417	497	1,421	1,411	
Others	336	349	997	981	
	3,989	4,415	12,875	13,043	

(2) This relates to the rental support top-up payments received by Keppel REIT for the one-third interest in Central Boulevard Development Pte. Ltd. ("CBDPL") which holds Marina Bay Financial Centre ("MBFC") Tower 3. In the prior period, this also included the rental support top-up payments received by Keppel REIT for the approximate 12.4% interest in Ocean Properties LLP ("OPLLP") which holds Ocean Financial Centre ("OFC").

The rental support drawn down for MBFC Tower 3 for YTD Sep 2018 is \$6,461,000 (YTD Sep 2017: \$2,525,000 and \$7,725,000 for OFC and MBFC Tower 3 respectively).

(3) Interest income comprises the following:

	Group			
			YTD Sep	YTD Sep
	3Q2018	3Q2017	2018	2017
	\$'000	\$'000	\$'000	\$'000
Interest income from fixed deposits and current accounts	483	887	1,472	2,769
Interest income from advances to One Raffles Quay Pte Ltd ("ORQPL") and BFC Development LLP ("BFCDLLP")	6,071	4,763	17,079	14,589
	6,554	5,650	18,551	17,358

- (4) Share of results of associates relates to Keppel REIT's one-third interests in (i) ORQPL's and CBDPL's respective net profit after tax before net change in fair value of investment properties, and (ii) BFCDLLP's partnership profit before net change in fair value of investment property.
- (5) Share of results of joint ventures relates to Keppel REIT's 50% interests in Mirvac 8 Chifley Trust's ("M8CT") and Mirvac (Old Treasury) Trust's ("MOTT") respective net profit after tax before net change in fair value of investment properties.
- (6) Amortisation expense represents the amortisation of intangible asset as explained in note 4 of paragraph 1(b)(i) (page 7).
- (7) Borrowing costs comprise the following:

	Group			
	3Q2018	3Q2017	YTD Sep 2018	YTD Sep 2017
	\$'000	\$'000	\$'000	\$'000
Interest expense on term loans	13,636	12,279	38,493	38,865
Interest expense on revolving loans	3,510	3,676	11,466	8,151
Amortisation of capitalised transaction costs	513	513	1,569	1,552
	17,659	16,468	51,528	48,568

(8) The Manager has elected to receive 100% of its management fees earned in respect of all the properties in units of Keppel REIT.



(9) Income tax comprises (i) tax of 17% on the rental support top-up payments received by Keppel REIT for its one-third interest in CBDPL, net of deductible interest expense, and (ii) withholding tax expense in relation to the income from the Group's investments in Australia. For YTD Sep 2018, this also included a one-off refund of withholding tax previously paid on the gain on divestment of 77 King Street.

In the prior period, this also included tax of 17% on the rental support top-up payments received by Keppel REIT for its approximate 12.4% interest in OPLLP, net of deductible interest expense.

- (10) Please refer to note 9 of paragraph 1(b)(i) (page 7).
- (11) Included in the net tax and other adjustments are the following:

		<u>p</u>		
			YTD Sep	YTD Sep
	3Q2018	3Q2017	2018	2017
	\$'000	\$'000	\$'000	\$'000
Management fees paid and/or payable in units	12,740	12,853	38,516	37,983
Trustee's fees	322	320	957	941
Amortisation of intangible asset and capitalised transaction				
costs	2,554	3,482	7,692	10,912
Temporary differences and other adjustments	9,468	(6,408)	(433)	(9,868)
	25,084	10,247	46,732	39,968

Included in temporary differences and other adjustments for the current and prior periods are share of results of associates and joint ventures, dividend and distribution income, effects of recognising rental income on a straight line basis over the lease terms, non-taxable income and non-deductible expenses.

(12) Keppel REIT has been distributing 100% of its taxable income available for distribution to Unitholders.

## 1(a)(ii) Statement of comprehensive income together with a comparative statement for the corresponding period of the immediately preceding financial year

#### Statement of Comprehensive Income

			<u>Grou</u>	<u>ıp</u>		
				YTD Sep	YTD Sep	
	3Q2018	3Q2017	+/(-)	2018	2017	+/(-)
	\$'000	\$'000	%	\$'000	\$'000	%
Total return after tax	23,154	38,656	(40.1)	101,814	108,204	(5.9)
Other comprehensive income:						
Foreign currency translation	(25,877)	34,145	NM	(30,728)	18,798	NM
Cash flow hedges:						
Net change in fair value of cash flow hedges	(304)	(1,774)	(82.9)	24,787	(24,719)	NM
Share of net change in fair value of cash flow hedges of associates	(177)	(229)	(22.7)	3,580	(2,183)	NM
Other comprehensive income for the period	(26,358)	32,142	NM	(2,361)	(8,104)	(70.9)
Total comprehensive income for the period	(3,204)	70,798	NM	99,453	100,100	(0.6)
Attributable to:						
Unitholders	(5,101)	68,898	NM	93,796	94,461	(0.7)
Perpetual securities holders	1,883	1,883	-	5,587	5,587	-
Non-controlling interest	14	17	(17.6)	70	52	34.6
	(3,204)	70,798	NM	99,453	100,100	(0.6)

NM – Not meaningful

## 1(b)(i) Balance sheets, together with a comparative statement as at the end of the immediately preceding financial year

#### **Balance Sheets**

Dalance Officers		Grou	up		Tru	Ist	
	Note	30/9/2018	31/12/2017	+/(-)	30/9/2018	31/12/2017	+/(-)
		\$'000	\$'000	%	\$'000	\$'000	%
Non-current assets	F						
Investment properties	1	3,809,838	3,774,870	0.9	525,164	525,000	0.03
Investments in subsidiaries		-	-	-	1,837,110	1,837,110	-
Investments in associates	2	2,531,759	2,527,842	0.2	2,025,892	2,025,559	0.02
Advances to associates		613,122	613,122	-	613,122	613,122	-
Investments in joint ventures	3	453,248	465,096	(2.5)	-	-	-
Amounts owing by subsidiaries		-	-	-	911,772	877,973	3.8
Fixed assets		123	149	(17.4)	30	31	(3.2)
Intangible asset	4	4,589	10,712	(57.2)	4,589	10,712	(57.2)
Derivative financial instruments	5	11,993	4,190	186.2	8,416	4,190	100.9
Total non-current assets		7,424,672	7,395,981	0.4	5,926,095	5,893,697	0.5
Current assets							
Trade and other receivables	6	34,412	8,619	299.3	42,747	12,120	252.7
Prepaid expenses		234	333	(29.7)	20	11	81.8
Cash and bank balances		159,964	198,158	(19.3)	96,538	155,823	(38.0)
Derivative financial instruments	5	480	1,197	(59.9)	480	1,175	(59.1)
Total current assets	-	195,090	208,307	(6.3)	139,785	169,129	(17.4)
Total assets		7,619,762	7,604,288	0.2	6,065,880	6,062,826	0.1
Current liabilities	_						
Trade and other payables		63,491	56,451	12.5	34,475	34,905	(1.2)
Income received in advance		1,097	4,209	(73.9)	213	-	100.0
Borrowings	7	163,948	425,039	(61.4)	-	99,967	(100.0)
Security deposits		4,024	3,159	27.4	332	116	186.2
Derivative financial instruments	5	376	1,748	(78.5)	376	1,134	(66.8)
Provision for taxation		1,390	2,259	(38.5)	1,390	2,138	(35.0)
Total current liabilities		234,326	492,865	(52.5)	36,786	138,260	(73.4)
Non-current liabilities	-						
Income received in advance		6,998	11,305	(38.1)	6,998	11,305	(38.1)
Borrowings		2,392,263	2,097,142	14.1	2,090,831	1,956,921	6.8
Derivative financial instruments	5	3,558	16,017	(77.8)	3,558	14,411	(75.3)
Security deposits		28,133	27,675	1.7	5,223	3,982	31.2
Deferred tax liabilities Total non-current liabilities	L	44,026 <b>2,474,978</b>	44,026 <b>2,196,165</b>	- 12.7	- 2,106,610	- 1,986,619	- 6.0
Total non-current habilities		2,414,910	2,190,105	12.7	2,100,010	1,900,019	0.0
Total liabilities		2,709,304	2,689,030	0.8	2,143,396	2,124,879	0.9
Net assets	-	4,910,458	4,915,258	(0.1)	3,922,484	3,937,947	(0.4)
Represented by:							
Unitholders' funds	8	4,756,735	4,763,424	(0.1)	3,770,900	3,788,246	(0.5)
Perpetual securities	9	151,584	149,701	1.3	151,584	149,701	1.3
Non-controlling interest	_	2,139	2,133	0.3	-		-
	-	4,910,458	4,915,258	(0.1)	3,922,484	3,937,947	(0.4)
Net asset value per unit (\$)		1.40	1.41		1.11	1.12	



#### Notes:

- (1) The increase in investment properties is mainly due to progress payments made on the premium office tower being developed at 311 Spencer Street in Melbourne, offset by translation differences arising from the Australian investment properties.
- (2) This relates to the one-third equity interests in ORQPL, BFCDLLP and CBDPL, and the Group's share of post-acquisition results of these associates. ORQPL holds One Raffles Quay, and BFCDLLP and CBDPL hold Marina Bay Financial Centre Towers 1, 2 and 3 and Marina Bay Link Mall.
- (3) This relates to the 50% interests in M8CT and Mirvac 8 Chifley Pty Limited, and 50% interests in MOTT and Mirvac (Old Treasury) Pty Limited. The properties held through M8CT and MOTT are 8 Chifley Square and the David Malcolm Justice Centre respectively.
- (4) This relates to the unamortised aggregate rental support top-up payments receivable by the Group for the one-third interest in CBDPL which holds MBFC Tower 3.
- (5) These relate to the fair value of the foreign currency forward contracts entered into in relation to the income from the Australian investments, and the fair value of interest rate and cross currency swaps entered into by the Group.
- (6) Included in the balances are dividend and distribution receivables from associates and joint ventures of \$19.6 million (31 December 2017: \$2.1 million) and receivable for rental support top-up payments of \$2.2 million (31 December 2017: nil).
- (7) These relate to gross borrowings of \$164.0 million due in FY2019. The Manager has obtained a facility from a financial institution to refinance the borrowings of \$64.0 million when they fall due.
- (8) The Group has adopted the Singapore Financial Reporting Standards (International) ("SFRS(I)") on 1 January 2018. In adopting SFRS(I), the Group has elected the optional exemption to reset its foreign currency translation differences for all foreign operations to nil at the date of transition on 1 January 2017. As a result, the Group reclassified cumulative foreign currency translation differences from foreign currency translation reserve to accumulated profits on 1 January 2017.
- (9) On 2 November 2015, Keppel REIT issued \$150.0 million of subordinated perpetual securities at a fixed rate per annum. These perpetual securities are classified as equity instruments and recorded as equity in the Statements of Movement in Unitholders' funds.



#### 1(b)(ii) Aggregate Amount of Borrowings and Debt Securities

	Group			
	As at 30/9/2018	As at 31/12/2017		
	\$'000	\$'000		
Secured borrowings				
Amount repayable within one year	-	-		
Amount repayable after one year	196,000	196,000		
Less: Unamortised portion of fees	(1,003)	(1,344)		
	194,997	194,656		
Unsecured borrowings				
Amount repayable within one year	164,000	425,210		
Amount repayable after one year	2,201,656	1,906,922		
Less: Unamortised portion of fees	(4,442)	(4,607)		
	2,361,214	2,327,525		
Total net borrowings	2,556,211	2,522,181		

#### **Details of Collaterals**

The Group mortgaged Bugis Junction Towers as security for the 5-year revolving loan facility of \$350.0 million, of which \$196.0 million has been drawn.

As at 30 September 2018, the Group had total gross borrowings of approximately \$2,561.7 million and unutilised facilities of \$829.4 million available to meet its future obligations. The all-in interest rate was 2.80% per annum for the nine months ended 30 September 2018.

#### 1(c) Consolidated Statement of Cash Flows

			Group		
		3Q2018		•	YTD Sep 2017
	Note	\$'000	\$'000	\$'000	\$'000
Operating activities Total return before tax		24 625	40,050	104.055	112 501
		24,635	40,050	104,055	113,501
Adjustments for: Interest income		(6 554)	(5 650)	(10 551)	(17,358
Amortisation expense		(6,554) 2,041	(5,650) 2,969	(18,551) 6,123	9,360
Share of results of associates					
		(17,509)	(20,441)	(57,098)	(64,319
Share of results of joint ventures		(7,528)	(8,146)	(22,846)	(24,027
Borrowing costs		17,659	16,468	51,528	48,568
Management fees paid and/or payable in units		12,740	12,853	38,516	37,983
Net change in fair value of derivatives		2,863	(3,130)	3,870	(2,559
Depreciation		11	10	32	31
Rental support income		(2,154)	(3,227)	(6,461)	(10,250
Unrealised currency translation differences		824	(1,455)	1,489	(926
Operating cash flows before changes in working capital		27,028	30,301	100,657	90,004
Decrease/(increase) in receivables		6,290	(1,345)	(6,245)	(7,025
Increase in payables		3,337	3,446	5,214	12,632
(Decrease)/increase in security deposits		(1,136)	(605)	1,323	(81
Cash flows from operations		35,519	31,797	100,949	95,530
Income taxes paid		(1,724)	(1,851)	(3,109)	(5,409
Net cash flows provided by operating activities		33,795	29,946	97,840	90,121
Investing activities					
Purchase of investment property under development		_	(133,953)	_	(133,953
Progress payments on investment property under development		(20,180)	(155,555)	(51,628)	(155,555
		,	(11 200)	,	-
Subsequent expenditure on investment properties		(1,327)	(11,290)	(6,204)	(13,692
Purchase of fixed assets		-	-	(6)	-
Interest received		6,618	5,675	18,682	17,851
Rental support received		-	3,482	4,307	10,621
Payment on adjustment to investment in an associate		-	-	(333)	
Distribution income received from joint ventures		6,556	6,644	19,769	19,636
Dividend and distribution income received from associates		18,977	23,235	39,585	48,889
Net cash flows provided by/(used in) investing activities		10,644	(106,207)	24,172	(50,648
Financing activities					
Distribution to Unitholders (net of distribution in Units)	1	(48,323)	(38,998)	(135,049)	(117,820
Distribution to perpetual securities holders		-	-	(3,704)	(3,704
Purchase of units		(6,193)	-	(6,193)	-
					75 000
Proceeds from issuance of medium term notes		-	-	-	75,000
		243,838	- 141,030	- 610,303	
Loans drawdown		243,838 (200,000)	- 141,030 (92,268)	- 610,303 (568,862)	179,298
Loans drawdown Repayment of Ioans		,	,		179,298 (197,268
Loans drawdown Repayment of loans Payment of financing expenses/upfront debt arrangement costs		,	(92,268)	(568,862)	179,298 (197,268 (1,315
Loans drawdown Repayment of loans Payment of financing expenses/upfront debt arrangement costs Partnership distribution to non-controlling interest		(200,000)	(92,268) (829)	(568,862) (1,063)	179,298 (197,268 (1,315 (57
Loans drawdown Repayment of loans Payment of financing expenses/upfront debt arrangement costs Partnership distribution to non-controlling interest Interest paid	_	(200,000) - (15)	(92,268) (829) (19)	(568,862) (1,063) (64)	179,298 (197,268 (1,315 (57 (45,882
Loans drawdown Repayment of loans Payment of financing expenses/upfront debt arrangement costs Partnership distribution to non-controlling interest Interest paid Net cash flows used in financing activities	_	(200,000) - (15) (15,951) <b>(26,644)</b>	(92,268) (829) (19) (15,011) (6,095)	(568,862) (1,063) (64) (49,040) (153,672)	179,298 (197,268 (1,315 (57 (45,882 <b>(111,748</b>
Loans drawdown Repayment of loans Payment of financing expenses/upfront debt arrangement costs Partnership distribution to non-controlling interest Interest paid Net cash flows used in financing activities Net increase/(decrease) in cash and cash equivalents	_	(200,000) - (15) (15,951) (26,644) 17,795	(92,268) (829) (19) (15,011) (6,095) (82,356)	(568,862) (1,063) (64) (49,040) (153,672) (31,660)	179,298 (197,268 (1,315 (57 (45,882 (111,748 (72,275
Loans drawdown Repayment of loans Payment of financing expenses/upfront debt arrangement costs Partnership distribution to non-controlling interest Interest paid Net cash flows used in financing activities Net increase/(decrease) in cash and cash equivalents Cash and cash equivalents at the beginning of period		(200,000) (15) (15,951) (26,644) 17,795 136,654	(92,268) (829) (19) (15,011) (6,095) (82,356) 260,510	(568,862) (1,063) (64) (49,040) (153,672) (31,660) 186,462	75,000 179,298 (197,268 (1,315 (57 (45,882 (111,748 (72,275 253,219 1,606
Loans drawdown Repayment of loans Payment of financing expenses/upfront debt arrangement costs Partnership distribution to non-controlling interest Interest paid Net cash flows used in financing activities Net increase/(decrease) in cash and cash equivalents Cash and cash equivalents at the beginning of period Effect of exchange rate changes on cash and cash equivalents		(200,000) - (15) (15,951) (26,644) 17,795	(92,268) (829) (19) (15,011) (6,095) (82,356)	(568,862) (1,063) (64) (49,040) (153,672) (31,660)	179,298 (197,268 (1,315 (57 (45,882 (111,748 (72,275 253,219 1,606
Loans drawdown Repayment of loans Payment of financing expenses/upfront debt arrangement costs Partnership distribution to non-controlling interest Interest paid Net cash flows used in financing activities Net increase/(decrease) in cash and cash equivalents Cash and cash equivalents at the beginning of period Effect of exchange rate changes on cash and cash equivalents Cash and cash equivalents at the end of period		(200,000) - (15) (15,951) (26,644) 17,795 136,654 (1,910)	(92,268) (829) (19) (15,011) (6,095) (82,356) 260,510 4,396	(568,862) (1,063) (64) (49,040) (153,672) (31,660) 186,462 (2,263)	179,298 (197,268 (1,315 (57 (45,882 (111,748 (72,275 253,219 1,606
Loans drawdown Repayment of loans Payment of financing expenses/upfront debt arrangement costs Partnership distribution to non-controlling interest Interest paid Net cash flows used in financing activities Net increase/(decrease) in cash and cash equivalents Cash and cash equivalents at the beginning of period Effect of exchange rate changes on cash and cash equivalents Cash and cash equivalents at the end of period Effect of period		(200,000) (15) (15,951) (26,644) 17,795 136,654 (1,910) 152,539	(92,268) (829) (19) (15,011) (6,095) (82,356) 260,510 4,396 182,550	(568,862) (1,063) (64) (49,040) (153,672) (31,660) 186,462 (2,263) 152,539	179,298 (197,268 (1,315 (57 (45,882 (111,748 (72,275 253,219 1,606 182,550
Loans drawdown Repayment of loans Payment of financing expenses/upfront debt arrangement costs Partnership distribution to non-controlling interest Interest paid Net cash flows used in financing activities Net increase/(decrease) in cash and cash equivalents Cash and cash equivalents at the beginning of period Effect of exchange rate changes on cash and cash equivalents Cash and cash equivalents at the end of period Effect of exchange rate changes on cash and cash equivalents Cash and cash equivalents at the end of period Comprising: Cash and bank balances		(200,000) (15) (15,951) (26,644) 17,795 136,654 (1,910) 152,539 159,964	(92,268) (829) (19) (15,011) (6,095) (82,356) 260,510 4,396 182,550	(568,862) (1,063) (64) (49,040) (153,672) (31,660) 186,462 (2,263) 152,539 159,964	179,298 (197,268 (1,315 (57 (45,882 (111,748 (72,275 253,219 1,606 182,550
Loans drawdown Repayment of loans Payment of financing expenses/upfront debt arrangement costs Partnership distribution to non-controlling interest Interest paid Net cash flows used in financing activities Net increase/(decrease) in cash and cash equivalents Cash and cash equivalents at the beginning of period Effect of exchange rate changes on cash and cash equivalents Cash and cash equivalents at the end of period Effect of period		(200,000) (15) (15,951) (26,644) 17,795 136,654 (1,910) 152,539	(92,268) (829) (19) (15,011) (6,095) (82,356) 260,510 4,396 182,550	(568,862) (1,063) (64) (49,040) (153,672) (31,660) 186,462 (2,263) 152,539	179,298 (197,268 (1,315 (57 (45,882 (111,748 (72,275 253,219 1,606 182,550

Notes:

(1) Distribution paid to Unitholders in YTD Sep 2018 was for the period of 1 October 2017 to 31 December 2017, paid on 28 February 2018, and 1 January 2018 to 31 March 2018, paid on 30 May 2018 and 1 April 2018 to 30 June 2018, paid on 28 August 2018.

Distribution paid to Unitholders in YTD Sep 2017 was for the period of 1 October 2016 to 31 December 2016, paid on 28 February 2017, and 1 January 2017 to 31 March 2017, paid on 30 May 2017 and 1 April 2017 to 30 June 2017, paid on 29 August 2017.

(2) As at 30 September 2018, this relates to the rental support top-up payments received in advance by Keppel REIT held in designated accounts for the one-third interest in CBDPL which holds MBFC Tower 3.

As at 30 September 2017, this also included rental support top-up payments received in advance by Keppel REIT held in designated accounts for the approximate 12.4% interest in OPLLP which holds OFC.



Discount on

#### 1(d)(i) Statements of Movements in Unitholders' Funds

		<u>Units in Issue</u>	<u>Treasury Units</u>	<u>Accumulated</u> <u>Profits</u>	<u>Foreign</u> <u>Currency</u> <u>Translation</u> <u>Reserve</u>	<u>Hedging</u> <u>Reserve</u>	Acquisition of <u>Non-</u> <u>Controlling</u> <u>Interest</u>	<u>Unitholders'</u> <u>Funds</u>	<u>Perpetual</u> Securities	<u>Non-</u> Controlling Interest	<u>Total</u>
Group	Note	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
At 1 January 2018		3,530,732	-	1,452,051	(202,110)	(20,471)	3,222	4,763,424	149,701	2,133	4,915,258
Adoption of SFRS (I)	1	-	-	(167,302)	167,302	-	-	-	-	-	-
At 1 January 2018 (restated)		3,530,732	-	1,284,749	(34,808)	(20,471)	3,222	4,763,424	149,701	2,133	4,915,258
Return for the period	Г	-	-	74,907	-	-	-	74,907	3,704	49	78,660
Other comprehensive income	2	-	-	-	(4,851)	28,841	-	23,990	-	7	23,997
Total comprehensive income	-	-	-	74,907	(4,851)	28,841	-	98,897	3,704	56	102,657
Issue of units for payment of											
management fees	3	30,120	-	-	-	-	-	30,120	-	-	30,120
Distribution Reinvestment Plan		9,707	-	(9,707)	-	-	-	-	-	-	-
Distribution to Unitholders		(1,348)	-	(85,378)	-	-	-	(86,726)	-	-	(86,726)
Distribution to perpetual securities holders		-	-	-	-	-	-	-	(3,704)	-	(3,704)
Distribution of partnership profits to non-											
controlling interest	_	-	-	-	-	-	-	-	-	(49)	(49)
At 30 June 2018		3,569,211	-	1,264,571	(39,659)	8,370	3,222	4,805,715	149,701	2,140	4,957,556
Return for the period	Г	-	-	21,256	-	-	-	21,256	1,883	15	23,154
Other comprehensive income	2	-	-	-	(25,877)	(480)	-	(26,357)	-	(1)	(26,358)
Total comprehensive income		-	-	21,256	(25,877)	(480)	-	(5,101)	1,883	14	(3,204)
Issue of units for payment of											
management fees	3	10,637	-	-	-	-	-	10,637	-	-	10,637
Purchase of units	4	-	(6,193)	-	-	-	-	(6,193)	-	-	(6,193)
Cancellation of treasury units	4	(6,193)	6,193	-	-	-	-	-	-	-	-
Distribution to Unitholders		-	-	(48,323)	-	-	-	(48,323)	-	-	(48,323)
Distribution of partnership profits to non- controlling interest	_	-	-	-	-	-	-	-	-	(15)	(15)
At 30 September 2018		3,573,655	-	1,237,504	(65,536)	7,890	3,222	4,756,735	151,584	2,139	4,910,458



#### 1(d)(i) Statements of Movements in Unitholders' Funds (cont'd)

	omine		Joint a)							
						Discount on				
				<u>Foreign</u>		Acquisition of				
				Currency		Non-			Non-	
			Accumulated	Translation	<u>Hedging</u>	<u>Controlling</u>	Unitholders'	Perpetual	Controlling	
	Nata	<u>Units in Issue</u> \$'000	Profits	Reserve	Reserve	Interest	funds	Securities	Interest	<u>Total</u>
<u>Group</u> (restated)	Note	\$ 000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
At 1 January 2017		3,456,557	1,459,734	(167,302)	(5,494)	3,222	4,746,717	149,701	2,140	4,898,558
Adoption of SFRS (I)	1	-	(167,302)	167,302	-	-	-	-	-	-
At 1 January 2017 (restated)		3,456,557	1,292,432	-	(5,494)	3,222	4,746,717	149,701	2,140	4,898,558
Return for the period	Ì	-	65,806	-	-	-	65,806	3,704	38	69,548
Other comprehensive income	2	-	-	(15,347)	(24,896)	-	(40,243)	-	(3)	(40,246)
Total comprehensive income		-	65,806	(15,347)	(24,896)	-	25,563	3,704	35	29,302
Issue of units for payment of										
management fees	5	29,750	-	-	-	-	29,750	-	-	29,750
Distribution Reinvestment Plan		18,015	(18,015)	-	-	-	-	-	-	-
Distribution to Unitholders		(6,609)	(72,213)	-	-	-	(78,822)	-	-	(78,822)
Distribution to perpetual securities holded Distribution of partnership profits to nor		-	-	-	-	-	-	(3,704)	-	(3,704)
controlling interest	-	-	-	-	-	-	-	-	(38)	(38)
At 30 June 2017 (restated)		3,497,713	1,268,010	(15,347)	(30,390)	3,222	4,723,208	149,701	2,137	4,875,046
Return for the period	[	-	36,755	-	-	-	36,755	1,883	18	38,656
Other comprehensive income	2	-	-	34,145	(2,002)	-	32,143	-	(1)	32,142
Total comprehensive income	-	-	36,755	34,145	(2,002)	-	68,898	1,883	17	70,798
Issue of units for payment of										
management fees	5	10,400	-	-	-	-	10,400	-	-	10,400
Distribution Reinvestment Plan		8,408	(8,408)	-	-	-	-	-	-	-
Distribution to Unitholders		(3,340)	(35,658)	-	-	-	(38,998)	-	-	(38,998)
Distribution of partnership profits to nor controlling interest	1-	-	-	-	-	-	-	-	(19)	(19)
At 30 September 2017 (restated)	-	3,513,181	1,260,699	18,798	(32,392)	3,222	4,763,508	151,584	2,135	4,917,227
	-	0,010,101	1,200,000	10,100	(01,001)	0,222	4,100,000	101,004	2,100	-,011,221

#### 1(d)(i) Statements of Movements in Unitholders' Funds (cont'd)

#### Notes:

- (1) The Group has adopted the Singapore Financial Reporting Standards (International) ("SFRS(I)") on 1 January 2018. In adopting SFRS(I), the Group has elected the optional exemption to reset its foreign currency translation differences for all foreign operations to nil at the date of transition on 1 January 2017. As a result, the Group reclassified cumulative foreign currency translation differences from foreign currency translation reserve to accumulated profits as at 1 January 2017.
- (2) Other comprehensive income relates to the movement in foreign currency translation reserve arising from the translation of foreign entities and intercompany loans that form part of the Group's net investment in foreign entities, fair value changes of the cash flow hedges as a result of interest rate swaps and foreign currency forward contracts entered into by the Group and share of hedging reserves of associates.
- (3) This represents 15,680,593, 8,661,268 and 9,598,206 units issued in 1Q2018, 2Q2018 and 3Q2018 respectively as payment of management fees in units.
- (4) The Trust purchased 5,282,800 units from the open market in 3Q2018 which were subsequently cancelled.
- (5) This represents 19,149,650, 10,018,667 and 9,089,301 units issued in 1Q2017, 2Q2017 and 3Q2017 respectively as payment of management fees in units.

		<u>Units in Issue</u>	Treasury Units	Accumulated Profits	<u>Hedging</u> <u>Reserve</u>	<u>Unitholders'</u> <u>Funds</u>	Perpetual Securities	Total
Trust	Note	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
At 1 January 2018		3,530,732	-	270,068	(12,554)	3,788,246	149,701	3,937,947
Return for the period	ſ	-	-	63,962	-	63,962	3,704	67,666
Other comprehensive income	1	-	-	-	19,103	19,103	-	19,103
Total comprehensive income Issue of units for payment of	-	-	-	63,962	19,103	83,065	3,704	86,769
management fees	2	30,120	-	-	-	30,120	-	30,120
Distribution Reinvestment Plan		9,707	-	(9,707)	-	-	-	-
Distribution to Unitholders		(1,348)	-	(85,378)	-	(86,726)	-	(86,726)
Distribution to perpetual securities	holders	-	-	-	-	-	(3,704)	(3,704)
At 30 June 2018		3,569,211	-	238,945	6,549	3,814,705	149,701	3,964,406
Return for the period	Γ	-	-	165	-	165	1,883	2,048
Other comprehensive income	1	-	-	-	(91)	(91)	-	(91)
Total comprehensive income Issue of units for payment of	_	-	-	165	(91)	74	1,883	1,957
management fees	2	10,637	-	-	-	10,637	-	10,637
Purchase of units	3	-	(6,193)	-	-	(6,193)	-	(6,193)
Cancellation of treasury units	3	(6,193)	6,193	-	-	-	-	-
Distribution to Unitholders	-	-	-	(48,323)	-	(48,323)	-	(48,323)
At 30 September 2018	-	3,573,655	-	190,787	6,458	3,770,900	151,584	3,922,484

			Accumulated	Hedging	Unitholders'	Perpetual	
		<u>Units in Issue</u>	Profits	Reserve	<u>Funds</u>	Securities	Total
Trust	Note	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
At 1 January 2017		3,456,557	357,271	(132)	3,813,696	149,701	3,963,397
Return for the period		-	52,310	-	52,310	3,704	56,014
Other comprehensive income	1	-	-	(19,349)	(19,349)	-	(19,349)
Total comprehensive income		-	52,310	(19,349)	32,961	3,704	36,665
Issue of units for payment of							
management fees	4	29,750	-	-	29,750	-	29,750
Distribution Reinvestment Plan		18,015	(18,015)	-	-	-	-
Distribution to Unitholders		(6,609)	(72,213)	-	(78,822)	-	(78,822)
Distribution to perpetual securities	holders	-	-	-	-	(3,704)	(3,704)
At 30 June 2017		3,497,713	319,353	(19,481)	3,797,585	149,701	3,947,286
Return for the period	Γ	-	64,110	-	64,110	1,883	65,993
Other comprehensive income	1	-	-	(967)	(967)	-	(967)
Total comprehensive income	-	-	64,110	(967)	63,143	1,883	65,026
Issue of units for payment of							
management fees	4	10,400	-	-	10,400	-	10,400
Distribution Reinvestment Plan		8,408	(8,408)	-	-	-	-
Distribution to Unitholders	_	(3,340)	(35,658)	-	(38,998)	-	(38,998)
At 30 September 2017	_	3,513,181	339,397	(20,448)	3,832,130	151,584	3,983,714

Group and Trust

#### 1(d)(i) Statements of Movements in Unitholders' Funds (cont'd)

#### Notes:

- (1) This relates to fair value changes of the cash flow hedges as a result of interest rate swaps and foreign currency forward contracts entered into by the Trust.
- (2) This represents 15,680,593, 8,661,268 and 9,598,206 units issued in 1Q2018, 2Q2018 and 3Q2018 respectively as payment of management fees in units.
- (3) The Trust purchased 5,282,800 units from the open market in 3Q2018 which were subsequently cancelled.
- (4) This represents 19,149,650, 10,018,667 and 9,089,301 units issued in 1Q2017, 2Q2017 and 3Q2017 respectively as payment of management fees in units.

#### 1(d)(ii) Details of Changes in the Units

	Group and Trust				
	2018 Units	2017 Units			
Issued units as at 1 January	3,370,734,208	3,291,616,169			
Issue of new units:					
- Payment of management fees	24,341,861	29,168,317			
- Distribution Reinvestment Plan	7,955,743	17,634,128			
Issued units as at 30 June	3,403,031,812	3,338,418,614			
Issue of new units:					
- Payment of management fees	9,598,206	9,089,301			
- Distribution Reinvestment Plan	-	7,361,332			
Cancellation of units:					
- Purchase and subsequent cancellation of treasury units	(5,282,800)	-			
Issued units as at 30 September	3,407,347,218	3,354,869,247			

1(d)(iii) To show the total number of issued shares excluding treasury shares as at the end of the current financial period, and as at the end of the immediately preceding year.

Keppel REIT did not hold any treasury units as at 30 September 2018 and 31 December 2017.

Total number of issued units in Keppel REIT as at 30 September 2018 and 31 December 2017 were 3,407,347,218 and 3,370,734,208 respectively.

1(d)(iv) A statement showing all sales, transfers, disposal, cancellation and/or use of treasury shares as at the end of the current financial period reported on.

	Group and	<u>Trust</u>
	2018	2017
	Units	Units
Treasury units as at 1 January and 30 June	-	-
- Purchase of units	5,282,800	-
- Cancellation of treasury units	(5,282,800)	-
Treasury units as at 30 September	-	-
,	-	

#### 2. AUDIT

The figures have neither been audited nor reviewed by the auditors.

#### 3. AUDITORS' REPORT

Not applicable.



#### 4. ACCOUNTING POLICIES

Except as disclosed in paragraph 5, the Group has applied the same accounting policies and methods of computation in the financial statements for the current financial period compared with those of the audited financial statements as at 31 December 2017.

#### 5. CHANGES IN ACCOUNTING POLICIES

The Accounting Standards Council (Singapore) has introduced a new financial reporting framework, Singapore Financial Reporting Standards (International) ("SFRS(I)"), that is identical to the International Financial Reporting Standards issued by the International Accounting Standards Board, for the financial year beginning on or after 1 January 2018. The Monetary Authority of Singapore has granted the Group a waiver from compliance with the requirement under Paragraph 4.3 of Appendix 6 to the Code on Collective Investment Schemes to prepare its financial statements in accordance with the Singapore Financial Reporting Standards.

The Group has adopted SFRS(I) on 1 January 2018 and as a result, the Group's financial statements for the financial year ending 31 December 2018 will be prepared in accordance with SFRS(I).

In adopting SFRS(I), the Group has elected the optional exemption to reset its foreign currency translation differences for all foreign operations to nil at the date of transition on 1 January 2017. As a result, the Group reclassified cumulative foreign currency translation differences of \$167,302,000 from foreign currency translation reserve to accumulated profits on 1 January 2017.

Other than as disclosed above, the adoption of SFRS(I) will have no material impact on the Group's financial statements in this year of initial application.

#### 6. CONSOLIDATED EARNINGS PER UNIT ("EPU") AND DISTRIBUTION PER UNIT ("DPU")

		Gro	up	
	3Q2018	3Q2017	YTD Sep 2018	YTD Sep 2017
EPU (based on weighted average number of units as at the end of the period)	0.62 cents	1.10 cents	2.77 cents	3.08 cents
- Weighted average number of units as at the end of the period	3,406,710,608	3,347,480,880	3,395,390,910	3,327,884,704
<b>DPU</b> (based on the number of units as at the end of the period)	1.36 cents	1.40 cents	4.20 cents	4.27 cents
- Number of units in issue as at the end of the period	3,407,347,218	3,354,869,247	3,407,347,218	3,354,869,247

The diluted EPU is the same as the basic EPU as there are no dilutive instruments in issue during the periods.

#### 7. NET ASSET VALUE ("NAV") AND NET TANGIBLE ASSET ("NTA") PER UNIT

	Gr	<u>oup</u>	<u>Tr</u>	ust
	As at 30/9/2018	As at 31/12/2017	As at 30/9/2018	As at 31/12/2017
NAV <sup>1</sup> per unit (\$)	1.40	1.41	1.11	1.12
NTA <sup>1</sup> per unit (\$) based on issued units at the end of the period/year	1.39	1.41	1.11	1.12
Adjusted NAV <sup>1</sup> per unit (\$)	1.38	1.40	1.09	1.11
Adjusted NTA <sup>1</sup> per unit (\$) based on issued units at the end of the period/year (avaluding the distributable iscome)	1.38	1.40	1.09	1.11

(excluding the distributable income)

#### Note:

(1) These excluded non-controlling interest's and perpetual securities holders' share of net asset value and net tangible asset.

#### 8. **REVIEW OF PERFORMANCE**

#### 8(i) **Property Income Contribution of Directly Held Properties**

#### (excluding property income contribution from associates and joint ventures)

	Group					
	3Q2018	3Q2017	+/(-)	YTD Sep 2018	YTD Sep 2017	+/(-)
	\$'000	\$'000	%	\$'000	\$'000	%
Property						
Bugis Junction Towers	5,084	4,944	2.8	15,289	14,362	6.5
Ocean Financial Centre	23,863	25,854	(7.7)	88,134	77,742	13.4
275 George Street	3,447	4,728	(27.1)	11,219	14,578	(23.0)
8 Exhibition Street <sup>1</sup>	4,261	4,919	(13.4)	13,401	13,465	(0.5)
Total property income of directly held properties (excluding property income contribution from	36,655	40,445	(9.4)	128,043	120,147	6.6

associates and joint ventures)

#### 8(ii) **Income Contribution of the Portfolio**

	Group					
	3Q2018	3Q2017	+/(-)	YTD Sep 2018	YTD Sep 2017	+/(-)
	\$'000	\$'000	%	\$'000	\$'000	%
Property						
Bugis Junction Towers	3,992	3,778	5.7	11,951	10,897	9.7
Ocean Financial Centre	18,757	20,780	(9.7)	73,531	63,554	15.7
275 George Street	2,623	3,831	(31.5)	8,428	11,681	(27.8)
8 Exhibition Street <sup>1</sup>	2,832	3,283	(13.7)	8,720	8,826	(1.2)
Total net property income of directly held properties	28,204	31,672	(10.9)	102,630	94,958	8.1
Ocean Financial Centre: - Rental support	-	652	(100.0)	-	2,525	(100.0)
One-third interest in ORQPL <sup>2</sup> :						
- Interest income	581	487	19.3	1,657	1,478	12.1
- Dividend income	5,182	6,112	(15.2)	17,612	20,847	(15.5)
Total income	5,763	6,599	(12.7)	19,269	22,325	(13.7)
One-third interests in BFCDLLP <sup>3</sup> and CBDPL <sup>3</sup> :						
- Rental support	2,154	2,575	(16.3)	6,461	7,725	(16.4)
- Interest income	5,490	4,276	28.4	15,422	13,111	17.6
- Dividend and distribution income	12,326	16,828	(26.8)	39,481	50,982	(22.6)
Total income	19,970	23,679	(15.7)	61,364	71,818	(14.6)
50% interest in M8CT <sup>4</sup> :						
- Distribution income	3,265	3,346	(2.4)	9,772	9,897	(1.3)
50% interest in MOTT <sup>5</sup> :						
- Distribution income	3,236	3,287	(1.6)	9,897	9,960	(0.6)
Total income contribution of the portfolio	60,438	69,235	(12.7)	202,932	211,483	(4.0)

#### Notes:

(1)

- (2)
- Comprises 50% interest in the office building and a 100% interest in another three retail units. Comprises one-third interest in ORQPL which holds One Raffles Quay. Comprise one-third interests in BFCDLLP and CBDPL which hold Marina Bay Financial Centre Towers 1, 2 and 3 and (3) Marina Bay Link Mall.

(4) Comprises 50% interest in M8CT which holds 8 Chifley Square.
 (5) Comprises 50% interest in MOTT which holds the David Malcolm Justice Centre.



#### 8. REVIEW OF PERFORMANCE (CONT'D)

#### Review of Performance for YTD Sep 2018 vs YTD Sep 2017

Property income and net property income for YTD Sep 2018 were \$128.0 million and \$102.6 million respectively, compared to property income and net property income of \$120.1 million and \$95.0 million respectively for YTD Sep 2017. The variances were mainly attributable to an increase in one-off income, as well as higher property income and net property income from Bugis Junction Towers and Ocean Financial Centre. These were partially offset by lower property income and net property income from 275 George Street and 8 Exhibition Street.

The Group's total return before tax for YTD Sep 2018 was \$104.1 million, compared to \$113.5 million for YTD Sep 2017. The variance was mainly attributable to lower net property income from 275 George Street and 8 Exhibition Street, lower rental support, lower share of results of associates and joint ventures, higher borrowing costs, net foreign exchange differences as well as net change in fair value of derivatives. These were partially offset by higher net property income from Bugis Junction Towers and Ocean Financial Centre, higher interest income and lower amortisation expense.

#### Review of Performance for 3Q2018 vs 3Q2017

Property income and net property income for 3Q2018 were \$36.7 million and \$28.2 million respectively, compared to property income and net property income of \$40.4 million and \$31.7 million respectively for 3Q2017. The variances were mainly attributable to lower property income and net property income from Ocean Financial Centre, 275 George Street and 8 Exhibition Street. These were partially offset by higher property income and net property income from Bugis Junction Towers.

The Group's total return before tax for 3Q2018 was \$24.6 million, compared to \$40.1 million for 3Q2017. The variance was mainly attributable to lower net property income from Ocean Financial Centre, 275 George Street and 8 Exhibition Street, lower rental support, lower share of results of associates and joint ventures, higher borrowing costs, net foreign exchange differences, as well as net change in fair value of derivatives. These were partially offset by higher net property income from Bugis Junction Towers, higher interest income and lower amortisation expense.

#### 9. VARIANCE FROM FORECAST STATEMENT

Not applicable.

#### 10. PROSPECTS

According to CBRE, office occupancy in Singapore's core CBD rose quarter-on-quarter (qoq) from 94.1% as at end June 2018 to 94.6% as at end September 2018. Average Grade A rents also increased from \$10.10 psf pm to \$10.45 psf pm. The office market outlook remains positive in view of a tapering supply pipeline and continued demand from a wide range of sectors.

In Australia, JLL reported an increase in national CBD office average occupancy from 90.1% as at end March 2018 to 90.6% as at end June 2018. Amidst a positive business outlook, healthy leasing activities were observed from various sectors including the finance, insurance and flexible working space industries, which are expected by JLL to contribute towards tightening vacancy and rental improvement.

Looking ahead, the Manager will remain focused on driving operational excellence to navigate the volatile macro-economic environment, while capitalising on the improving office market to mitigate the impact of recent years' declining rentals. A prudent capital management strategy will be maintained to optimise the REIT's performance amidst rising interest rates.



#### 11. RISK FACTORS AND RISK MANAGEMENT

The Manager ascribes importance to risk management and constantly takes initiatives to systematically review the risks it faces and mitigate them. Some of the key risks that the Manager has identified are as follows:

#### Interest rate risk

The Manager constantly monitors its exposure to changes in interest rates for its interest-bearing financial liabilities. Interest rate risk is managed on an on-going basis with the primary objective of limiting the extent to which net interest expense can be affected by adverse movements in interest rates through financial instruments or other suitable financial products.

#### Liquidity risk

The Manager monitors and maintains Keppel REIT's cash flow position and working capital to ensure that there are adequate liquid reserves in terms of cash and credit facilities to meet short-term obligations. Steps have been taken to plan for funding and expense requirements so as to manage the cash position at any point of time.

#### Credit risk

Credit risk assessments of tenants are carried out by way of evaluation of information from corporate searches conducted prior to the signing of lease agreements. Tenants are required to pay a security deposit as a multiple of monthly rents. In addition, the Manager also monitors the tenant mix.

#### Currency risk

The Group's foreign currency risk relates mainly to its exposure from its investments in Australia, and the regular distributable income and interest income from these investments. The Manager monitors the Group's foreign currency exposure on an on-going basis and will manage its exposure to adverse movements in foreign currency exchange rates through financial instruments or other suitable financial products.

#### **Operational risk**

Measures have been put in place to manage expenses, actively monitor rental payments from tenants and continuously evaluate the Group's counter-parties. In addition, the Manager also performs an annual review of the adequacy and appropriateness of insurance coverage, continuously reviews disaster and pandemic business continuity plans, and updates and modifies them regularly.

### 12. DISTRIBUTIONS

### (a) Current Financial Period Reported on

Name of Distribution	1 July 2018 to 30 September 2018
Distribution type	(a) Taxable income (b) Tax-exempt income
Distribution rate	(a) Taxable income distribution - 0.93 cents per unit (b) Tax-exempt income distribution - 0.43 cents per unit
Tax rate	Taxable income distribution Individuals who receive such distribution as investment income will be exempted from tax.
	Qualifying Unitholders will receive pre-tax distributions and pay tax on the distributions at their own marginal rates subsequently.
	Investors using CPF funds and SRS funds will also receive pre-tax distributions. These distributions are tax-exempt.
	Subject to meeting certain conditions, foreign non-individual unitholders will receive their distributions after deduction of tax at the rate of 10%.
	All other investors will receive their distributions after deduction of tax at the rate of 17%.
	<u>Tax-exempt income distribution</u> Tax-exempt income distribution is exempt from tax in the hands of all Unitholders. Tax-exempt income relates to net taxed income and one- tier dividend income received by Keppel REIT.

### 12. DISTRIBUTIONS (CONT'D)

#### (b) Corresponding Period of the Immediately Preceding Financial Year

Name of Distribution	1 July 2017 to 30 September 2017
Distribution Type	(a) Taxable income (b) Tax-exempt income (c) Capital distribution
Distribution Rate	<ul> <li>(a) Taxable income distribution - 1.03 cents per unit</li> <li>(b) Tax-exempt income distribution - 0.34 cents per unit</li> <li>(c) Capital distribution - 0.03 cents per unit</li> </ul>
TaxRate	Taxable income distribution Individuals who receive such distribution as investment income will be exempted from tax.
	Qualifying Unitholders will receive pre-tax distributions and pay tax on the distributions at their own marginal rates subsequently.
	Investors using CPF funds and SRS funds will also receive pre-tax distributions. These distributions are tax-exempt.
	Subject to meeting certain conditions, foreign non-individual unitholders will receive their distributions after deduction of tax at the rate of 10%.
	All other investors will receive their distributions after deduction of tax at the rate of 17%.
	Tax-exempt income distribution Tax-exempt income distribution is exempt from tax in the hands of all Unitholders. Tax-exempt income relates to net taxed income and one- tier dividend income received by Keppel REIT.
	<u>Capital distribution</u> Capital distribution represents a return of capital to Unitholders for Singapore income tax purposes and is therefore not subject to income tax. For Unitholders who are liable to Singapore income tax on profits from sale of Keppel REIT units, the amount of capital distribution will be applied to reduce the cost base of their Keppel REIT units for Singapore income tax purposes.

### (c) Books Closure Date

23 October 2018

### (d) Date Payable

27 November 2018

#### 13. DISTRIBUTION STATEMENT

Other than as disclosed in paragraph 12(a), no distribution has been declared/recommended.

#### 14. INTERESTED PERSON TRANSACTIONS ("IPTs")

Aggregate value of all interested person transactions during the financial period under review (excluding transactions of less than \$100,000)	
3Q2018	3Q2017
\$'000	\$'000
12,740	12,853
-	3,772
1,324	1,457
696	699
2,154	2,575
322	320
	interested pers during the fin under review transactions \$100 3Q2018 \$'000 12,740 - 1,324 696 2,154

No IPT mandate has been obtained by Keppel REIT for the financial period under review.

# 15. CONFIRMATION THAT THE ISSUER HAS PROCURED UNDERTAKINGS FROM ALL OF ITS DIRECTORS AND EXECUTIVE OFFICERS (IN THE FORMAT SET OUT IN APPENDIX 7.7) UNDER RULE 720(1)

The Company confirms that it has procured undertakings from all of its directors and executive officers in the format set out in Appendix 7.7 of the Listing Manual.



The past performance of Keppel REIT is not necessarily indicative of its future performance. Certain statements made in this presentation may not be based on historical information or facts and may be "forward-looking" statements due to 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 similar developments or shifts in expected levels of property rental income, changes in operating expenses, including employee wages, benefits and training, property expenses and governmental and public policy changes, and the continued availability of financing in the amounts and terms necessary to support future business.

Prospective investors and unitholders of Keppel REIT ("**Unitholders**") are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of Keppel REIT Management Limited, as manager of Keppel REIT (the "**Manager**") on future events. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information, or opinions contained in this presentation. None of the Manager, the trustee of Keppel REIT or any of their respective advisors, representatives or agents shall have any responsibility or liability whatsoever (for negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation. The information may change materially. The value of units in Keppel REIT ("**Units**") and the income derived from them may fall as well as rise. Units are not obligations of, deposits in, or guaranteed by, 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.

Investors have no right to request the Manager to redeem their Units while the Units are listed. It is intended that Unitholders may only deal in their Units through trading on Singapore Exchange Securities Trading Limited ("**SGX-ST**"). Listing of the Units on SGX-ST does not guarantee a liquid market for the Units.

#### By Order of the Board Keppel REIT Management Limited (Company Registration Number: 200411357K) As Manager of Keppel REIT

CHUA HUA YEOW KELVIN / TAN WEIQIANG MARC Joint Company Secretaries 15 October 2018



#### **CONFIRMATION BY THE BOARD**

We, PENNY GOH and TAN SWEE YIOW, being two Directors of Keppel REIT Management Limited (the "Company"), as manager of Keppel REIT, do hereby confirm on behalf of the Directors of the Company that, to the best of their knowledge, nothing has come to the attention of the Board of Directors of the Company which may render the Third Quarter and Nine Months ended 30 September 2018 financial statements of Keppel REIT to be false or misleading in any material respect.

#### On Behalf of the Board

PENNY GOH Chairman

15 October 2018

TAN SWEE YIOW Director



# Third Quarter & Nine Months 2018 Financial Results

15 October 2018



Keppel REIT

Key Highlights	3
Financial Performance & Capital Management	4
Portfolio Review	9
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**IMPORTANT NOTICE:** The past performance of Keppel REIT is not necessarily indicative of its future performance. Certain statements made in this presentation may not be based on historical information or facts and may be "forward-looking" statements due to 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 similar developments or shifts in expected levels of property rental income, changes in operating expenses, including employee wages, benefits and training, property expenses and governmental and public policy changes, and the continued availability of financing in the amounts and terms necessary to support future business.

Prospective investors and unitholders of Keppel REIT ("Unitholders") are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of Keppel REIT Management Limited, as manager of Keppel REIT (the "Manager") on future events. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information, or opinions contained in this presentation. None of the Manager, the trustee of Keppel REIT or any of their respective advisors, representatives or agents shall have any responsibility or liability whatsoever (for negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. The value of units in Keppel REIT ("Units") and the income derived from them may fall as well as rise. Units are not obligations of, deposits in, or guaranteed by, 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.

Investors have no right to request the Manager to redeem their Units while the Units are listed. It is intended that Unitholders may only deal in their Units through trading on Singapore Exchange Securities Trading Limited ("SGX-ST"). Listing of the Units on SGX-ST does not guarantee a liquid market for the Units.

# 9M 2018: Key Highlights





<ul> <li>Distributable Income</li> </ul>	\$142.9 m
<ul> <li>Distribution per Unit</li> </ul>	4.20 cents
<ul> <li>Aggregate Leverage</li> </ul>	39.1%
<ul> <li>All-in Interest Rate</li> </ul>	2.80% p.a.
Leases Committed	<b>1,885,200 sf</b> (Attributable area ~855,300 sf)



- Portfolio Committed (Attributable area ~8
   Portfolio Committed 0ccupancy
   Portfolio WALE
   5.7 years
- Tenant Retention

84%

# Financial Performance & Capital Management

Marina Bay Financial Centre, Singapore





	3Q 2018	3Q 2017	9M 2018	9M 2017
Property Income	\$36.7 m	\$40.4 m	\$128.0 m <sup>(1)</sup>	\$120.1 m
Net Property Income	\$28.2 m	\$31.7 m	\$102.6 m	\$95.0 m
Share of Results of Associates and Joint Ventures	\$25.0 m	\$28.6 m	\$79.9 m	\$88.3 m
Distribution to Unitholders	\$46.3 m	\$47.0 m	\$142.9 m	\$142.5 m
Distribution per Unit (DPU)	1.36 cents	1.40 cents	4.20 cents	4.27 cents
Ex-Dat	е		Fri, 19 Oct 201	8

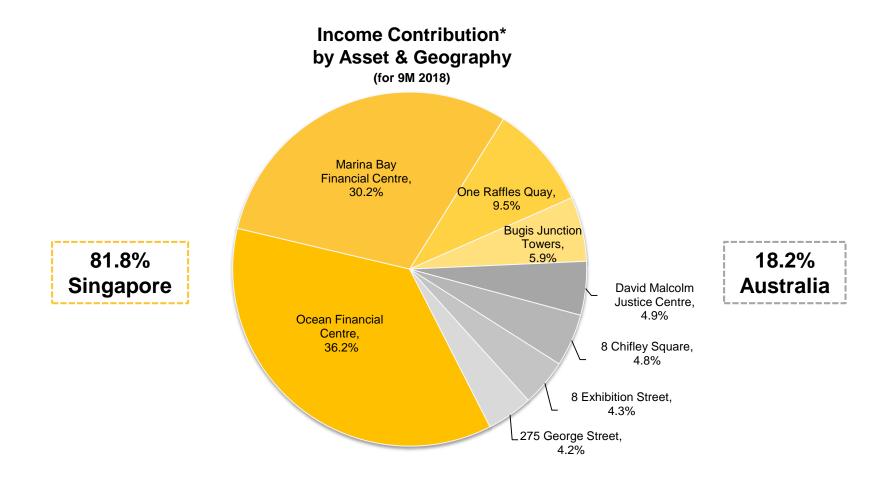
Distribution		111, 10 000 2010
Timetable for	Books Closure Date	Tue, 23 Oct 2018
3Q 2018	Payment Date	Tue, 27 Nov 2018

(1) The year-on-year increase was mainly contributed by one-off income for early surrender of leases.





 A young and diversified portfolio of premium Grade A office space in Singapore and Australia that generates long-term returns



\* Comprised net property income of directly held properties, distribution/dividend income from associates & joint ventures, rental support income, as well as interest income on advances to associates.



	As at 30 Sep 2018	As at 30 Jun 2018	% of Assets Unencumbered
Total Assets	\$7,620 m	\$7,623 m	84% Unencumbered
Borrowings <sup>(1)</sup>	\$3,408 m	\$3,371 m	
Total Liabilities	\$2,709 m	\$2,666 m	
Unitholders' Funds	\$4,757 m	\$4,806 m	
Adjusted NAV per Unit <sup>(2)</sup>	\$1.38	\$1.40	16% Encumbered

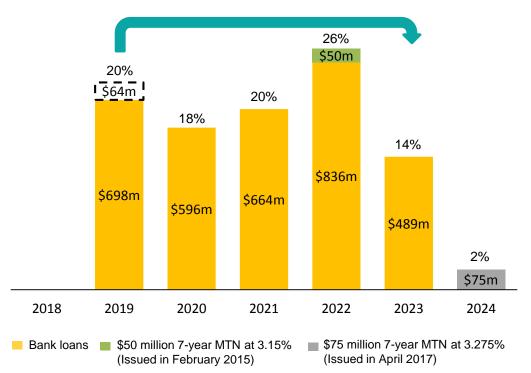
(1) Included borrowings accounted for at the level of associates and excluded the unamortised portion of upfront fees in relation to the borrowings.

(2) For 30 September 2018 and 30 June 2018, these excluded the distributions to be paid in November 2018 and paid in August 2018 respectively.

# **Capital Management**

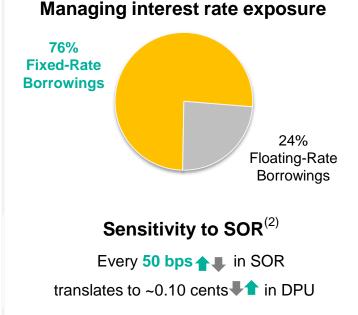
- Obtained facility to refinance a \$64 million loan that is due in 2019
- Weighted average term to maturity of 2.8 years<sup>(1)</sup>
- 0.16% of issued units purchased and cancelled in unit buy-back exercises initiated in 3Q 2018

### **Debt Maturity Profile**



### 30 Sep 2018

Interest Coverage Ratio	4.0x
All-in Interest Rate (p.a.)	2.80%
Aggregate Leverage	39.1%



### (1) This takes into account the facility obtained by the Manager to refinance a \$64 million loan that is due in 2019.

(2) Based on the Group's borrowings including those accounted for at the level of associates, and number of units in issue as at 30 September 2018.



8



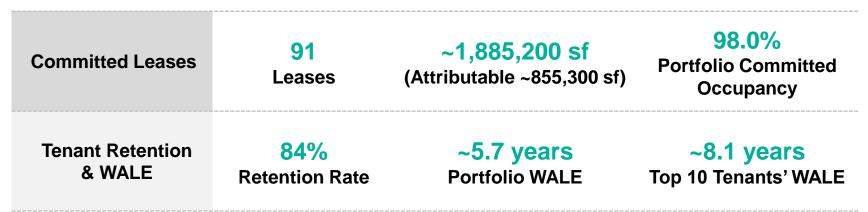
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8 Chifley Square, Sydney



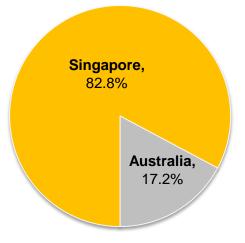


#### Leasing Updates for 9M 2018



#### Leases Committed in 9M 2018

Breakdown by Geography<sup>(1)</sup>:



Breakdown by Type(1):

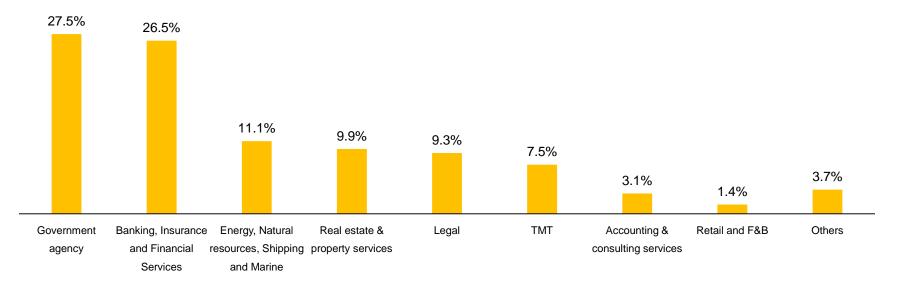


## Proactive Leasing Strategy (Cont'd)



- Average signing rent for the Singapore office leases was ~\$10.88 psf pm<sup>(1)</sup> for 9M 2018
- New leasing demand mainly contributed by government agencies and the banking, insurance and financial services sector
  - HSBC's relocation of headquarters to MBFC Tower 2 is testament to the asset's quality and ability to attract established tenants

#### New leases committed in 9M 2018 (by attributable area)

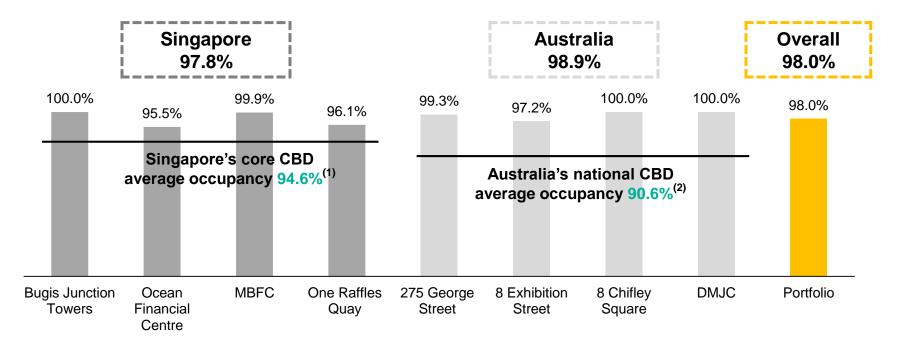


## **Proactive Leasing Strategy (Cont'd)**

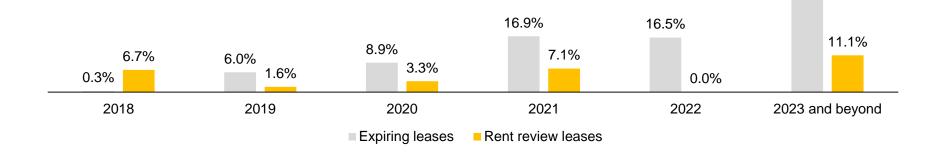
- Committed occupancies for the Singapore and Australia assets remain well above market average
- The Manager will strive for an optimal balance between maintaining high occupancy levels and maximising returns from the assets

### High Portfolio Committed Occupancy

(as at 30 Sep 2018)



**Portfolio Lease Expiry Profile** (by attributable area)



- Portfolio WALE extended from 5.2 years as at 30 June 2018 to 5.7 years as at 30 September 2018
- 7% of portfolio NLA remaining for renewal and review in 2018

49.4%

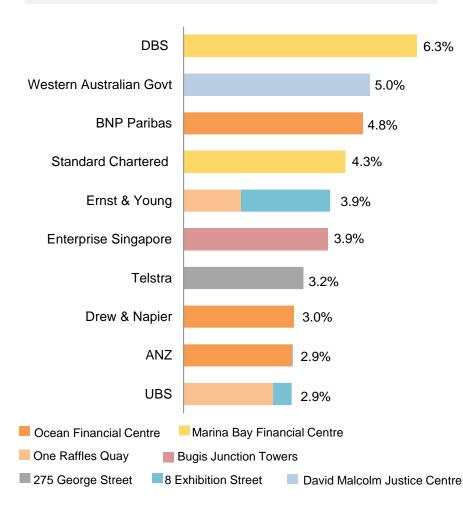
Keppel REIT

### **Diversified Tenant Base**

## Keppel REIT

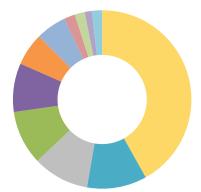
### Top 10 Tenants<sup>(1)</sup>

Occupies 40.2% of portfolio NLA Contributes 36.7% of gross rental income



#### Profile of Tenant Base<sup>(1)</sup>

Number of Tenants: 340<sup>(2)</sup>



Banking, insurance and financial services	41.9%
Government agency	10.8%
Legal	10.2%
TMT	9.8%
Energy, natural resources, shipping and marine	8.8%
Real estate & property services	5.9%
Accounting & consultancy services	5.6%
Retail and F&B	2.0%
Services	1.8%
Hospitality & leisure	1.3%
Others	1.9%
Total	100.0%

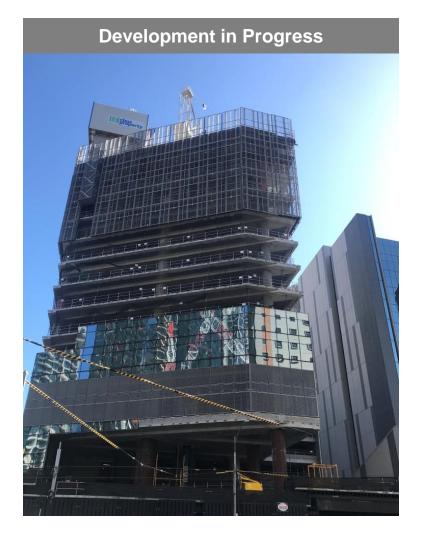
(1) All data as at 30 September 2018, and based on portfolio committed NLA.

(2) Tenants with multiple leases were accounted as one tenant.

### **311 Spencer Street Development**



Construction of freehold Grade A office tower is in progress

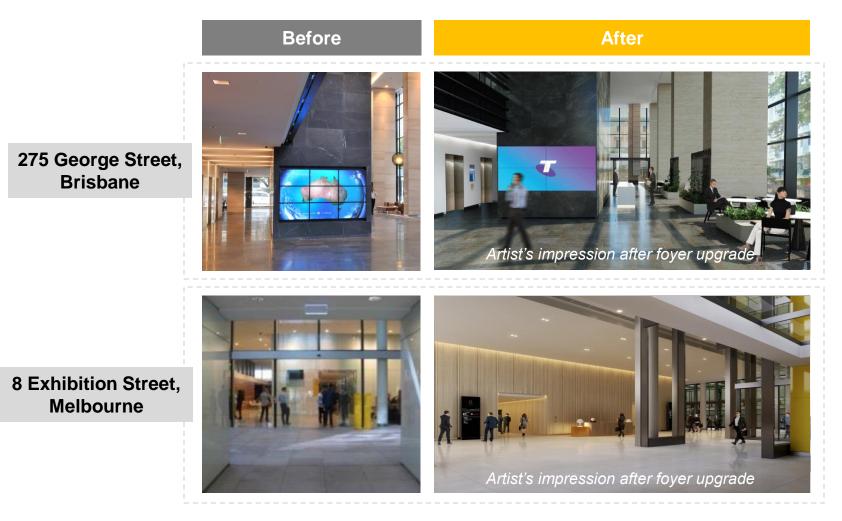




### **Optimise Asset Performance**



- Ongoing enhancements at 275 George Street to attract and retain tenants
- Similar initiatives planned at 8 Exhibition Street to enhance tenants' experience and future-proof assets

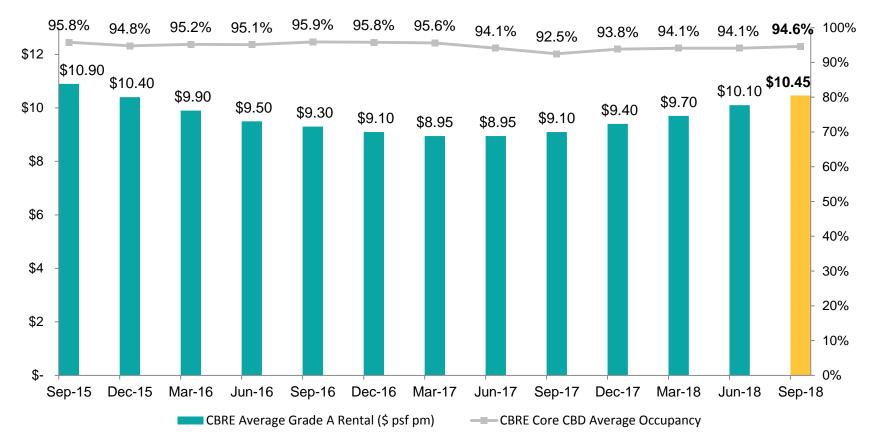


# Looking Ahead

Ocean Financial Centre, Singapore

# Singapore Office Market

- Occupancy in the core CBD rose to 94.6% in 3Q 2018, while average Grade A office rental rose to \$10.45 psf pm
- Office market outlook remains positive in view of tapering supply pipeline and continued demand from a wide range of sectors









- National CBD office average occupancy improved to 90.6%
- Healthy leasing activities observed from various sectors including finance, insurance and flexible working space industries



275 George Street in Brisbane saw improved committed occupancy

### **Commitment to Sustainability**



#### **Governance & Disclosure**

 Keppel REIT: 4th in the REIT and business trust category of the Singapore Governance and Transparency Index (SGTI)

### Sustainability & Environmental Performance

 Keppel REIT: Green Star Status at the Global Real Estate Sustainability Benchmark (GRESB)

### David Malcolm Justice Centre:

- Western Australia Commercial Property of the Year Award (over 20,000 sm)
- Environmentally Sustainable Design & Sustainability Award (Premium/A Grade)



David Malcolm Justice Centre attained Perth's first GBCA 6 Star Green Star performance rating

## Commitment to Sustainability (Cont'd)



#### **Red Light-Up for World Heart Day**



Ocean Financial Centre's façade was lit in red in support of Singapore Heart Foundation's Red Light-Up for World Heart Day

#### **Workplace Safety and Health**



Annual safety exhibition at various office lobbies to raise safety awareness amongst stakeholders

#### **Nurturing Community**



Visit to Maritime Experiential Museum with Muscular Dystrophy Association of Singapore (MDAS)

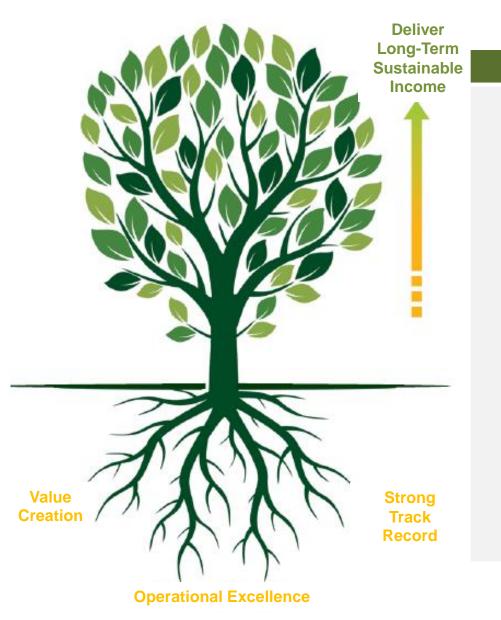
#### **Giving Back**



Packing and distribution of cleaning kits to beneficiaries of Fei Yue Family Service Centre

### **Operational Excellence**





### **Strategy in Action**

Our goal is to generate **sustainable income** and create **long-term value** for unitholders through achieving **operational excellence** in all that we do.

Our foundation stems from:

### **Our Strong Track Record**

- ✓ Delivering sustainable income
- ✓ Maintaining high portfolio occupancy and WALE

### Value Creation through Active Management

- ✓ Strong capital creation and preservation
- Quality assets managed with a tenant-centric approach

### **Operational Excellence**

- ✓ Prudent management of costs and capital
- Sustained performance during market volatility

# **Additional Information**

8 Exhibition Street, Melbourne

### Portfolio Overview



Best-in-Class Assets in Strategic Locations		r	Largest Portfolio of Premium Office Assets		Assets Under Management	
in the bu	mium Grade and Grade A as siness and financial districts ngapore and Australia <sup>(1)</sup>		3.7 million sf total attributable N	ILA <sup>(1)</sup>	S\$8.5 billio	ר <sup>(1)</sup>
	Marina Bay Financial	Centre	One Raffle	es Quay	Ocean Financi	al Centre
	Tower 3 Tower 2	Tower 1	South Tower	North Tower		
	Marina Bay Link Mall				Ocean Colours	A REPORT OF A

(1) As at 30 September 2018 and includes the office tower under development at 311 Spencer Street in Melbourne.

### Premium Grade A Office Portfolio





\* Based on Keppel REIT's total assets under management of approximately S\$8.5 billion as at 30 September 2018, and includes the office tower under development at 311 Spencer Street in Melbourne.



### **Portfolio Information: Singapore**



	Ocean Financial Centre	Marina Bay Financial Centre <sup>(4)</sup>	One Raffles Quay	Bugis Junction Towers
Attributable NLA (sf)	877,067	1,025,522	442,576	248,013
Ownership	99.9%	33.33%	33.33%	100.0%
Principal tenants <sup>(1)</sup>	BNP Paribas, Drew & Napier, ANZ	DBS Bank, Standard Chartered Bank, Barclays	UBS, Deutsche Bank, Ernst & Young	Enterprise Singapore, InterContinental Hotels Group
Tenure	99 years expiring 13 Dec 2110	99 years expiring 10 Oct 2104 <sup>(5)</sup> and 7 Mar 2106 <sup>(6)</sup>	99 years expiring 12 Jun 2100	99 years expiring 9 Sep 2089
Purchase Price (on acquisition)	S\$2,298.8m <sup>(3)</sup>	S\$1,426.8m <sup>(5)</sup> S\$1,248m <sup>(6)</sup>	S\$941.5m	S\$159.5m
Valuation <sup>(2)</sup>	S\$2,623.0m	S\$1,693.0m <sup>(5)</sup> S\$1,300.3m <sup>(6)</sup>	S\$1,273.0m	S\$525.0m
Capitalisation rates	3.75%	3.75%	3.75%	3.75%

1) On committed basis.

2) Valuation as at 31 December 2017 based on Keppel REIT's interest in the respective properties.

3) 87.5% interest of the building was acquired on 14 December 2011 and 12.4% interest of the building was acquired on 25 June 2012.

4) Comprises Marina Bay Financial Centre (MBFC) office Towers 1, 2 and 3 and Marina Bay Link Mall (MBLM).

5) Refers to MBFC Towers 1 and 2 and MBLM.

6) Refers to MBFC Tower 3.



### **Portfolio Information: Australia**



	8 Chifley Square, Sydney	8 Exhibition Street, Melbourne <sup>(3)</sup>	275 George Street, Brisbane	David Malcolm Justice Centre, Perth	311 Spencer Street, Melbourne <i>(Under construction)</i>
Attributable NLA (sf)	104,138	245,954	224,693	167,784	358,683
Ownership	50.0%	50.0%	50.0%	50.0%	50.0%
Principal tenants <sup>(1)</sup>	Corrs Chambers Westgarth, Quantium Group, QBE Insurance Group	Ernst & Young, Minister for Finance - State of Victoria, UBS	Telstra Corporation, Queensland Gas Company	Government of Western Australia	Assistant Treasurer - State of Victoria
Tenure	99 years expiring 5 Apr 2105	Freehold	Freehold	99 years expiring 30 Aug 2114	Freehold
Purchase Price (on acquisition)	S\$197.8m	S\$201.3m <sup>(3)</sup>	S\$209.4m	S\$208.1m	S\$362.4m <sup>(6)</sup>
Valuation <sup>(2)</sup>	S\$247.4m	S\$256.0m <sup>(3)</sup>	S\$219.3m	S\$216.8m	S\$148.9m <sup>(7)</sup>
Capitalisation rates	5.00%	5.00% <sup>(4)</sup> 4.50% <sup>(5)</sup>	5.63%	5.50%	4.63%

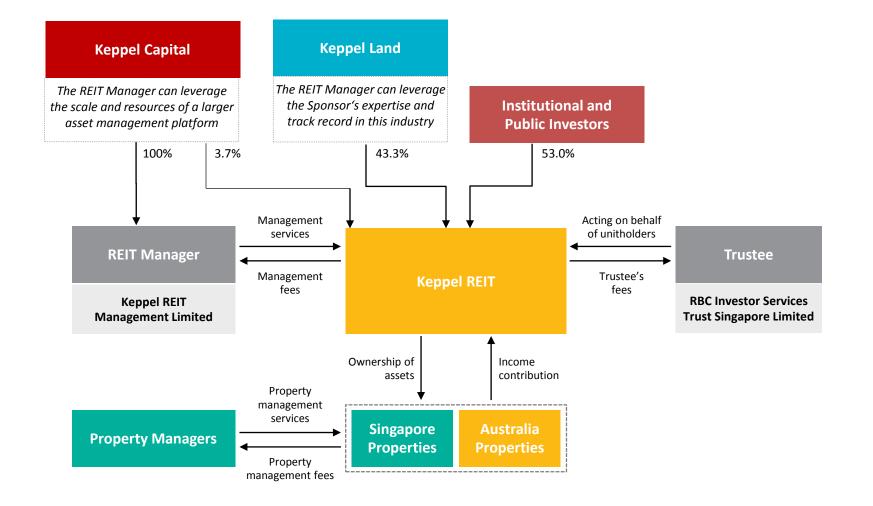
1) On committed basis.

2) Valuation as at 31 December 2017 based on Keppel REIT's interest in the respective properties.

Based on the exchange rate of A\$1 = S\$1.02 as at 31 December 2017.

- 3) Keppel REIT owns a 50% interest in the 8 Exhibition Street office building and a 100% interest in another three retail units.
- 4) Refers to Keppel REIT's 50% interest in the office building.
- 5) Refers to Keppel REIT's 100% interest in the three retail units.
- 6) Based on the aggregate consideration paid-to-date and to be paid, including development costs of the building, at the exchange rate of A\$1=S\$1.042 as disclosed in the announcement dated 29 June 2017.
- 7) Based on "as is" valuation as at 31 December 2017.









# **Thank You**