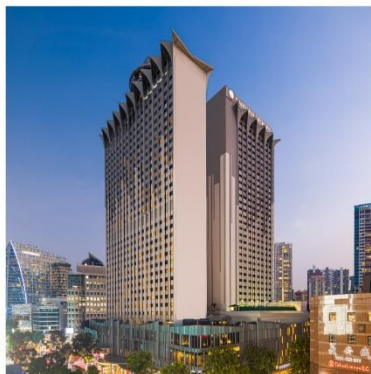
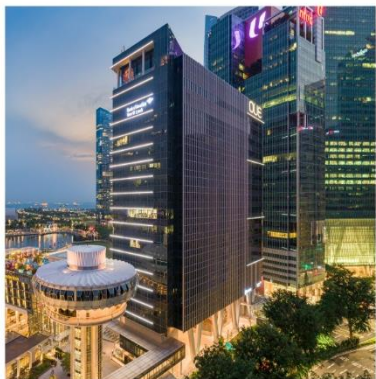


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QUE LIMITED



Interim Business Updates 3Q 2020

13 November 2020

Important Notice

This presentation may contain forward-looking statements that involve assumptions, risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from similar developments, 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 the terms necessary to support future business activities.

You are cautioned not to place undue reliance on these forward-looking statements and information, which are based on OUE's current views of future events. The past performance of OUE is not necessarily indicative of the future performance of OUE.

This presentation is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for the shares in OUE.

Table of Contents

1. Business Updates
2. 3Q 2020 / 9M 2020 Financial Highlights

Business Updates

QUE BAYFRONT

Completion of the disposal of U.S. Bank Tower for USD430 million

- ✓ Pared down USD183.3 million debt
- ✓ Net gearing improved from 57.8% to 49.7%
- ✓ Strengthened cash reserves to weather through current challenging economic environment

Positive signs of businesses picking up in 3Q 2020

- ✓ Hospitality segment and F&B businesses recorded more than 25% increase in revenue QoQ
- ✓ Hotel demand from inbound travellers serving out Stay-Home Notices and workers affected by border shutdowns supported occupancy of our hotel properties
- ✓ RevPAR of Crowne Plaza Changi Airport was further uplifted by additional demand from air crew segment

INVESTMENT PROPERTIES DIVISION (46.6% of YTD revenue)

Singapore: OUE Bayfront, OUE Link, OUE Tower, OUE Downtown, One Raffles Place, Mandarin Gallery, Downtown Gallery

Shanghai: Lippo Plaza

Impact on Operations

- Singapore:
 - Office portfolio remained resilient with committed occupancy levels of between 92.3% to 100% as at 30 September 2020
 - Retail portfolio committed occupancy above 90% but effective rent has declined as a result of rent rebates extended to tenants
- Shanghai: Committed office occupancy increased to 82.8%, notwithstanding weak demand in Grade A office and new office supply in 3Q 2020

Tenant Support Measures

- Approximately S\$19.9 million of rental rebates have been committed/extended to tenants to-date
- Active engagement with tenants for rent restructure, flexible payment schemes.

Mitigants to COVID-19 impact

- Suspension of non-essential capital and operating expenditure across the properties
- Proactive lease management to maintain portfolio stability
- Focus on cost management and cash conservation

HOSPITALITY DIVISION (16.5% of YTD revenue)

Singapore: Mandarin Orchard Singapore, Crowne Plaza Changi Airport

Impact on Operations

- Sharp decline in accommodation demand due to travel restrictions
- Postponement or cancellation of planned MICE and social events
- Dine-ins resumed on 19 June 2020 with not more than 5 diners per table and safe distancing in place
- Overall occupancy and the F&B businesses have picked up QoQ
- Operating performance is expected to drop YoY

Mitigants to COVID-19 impact

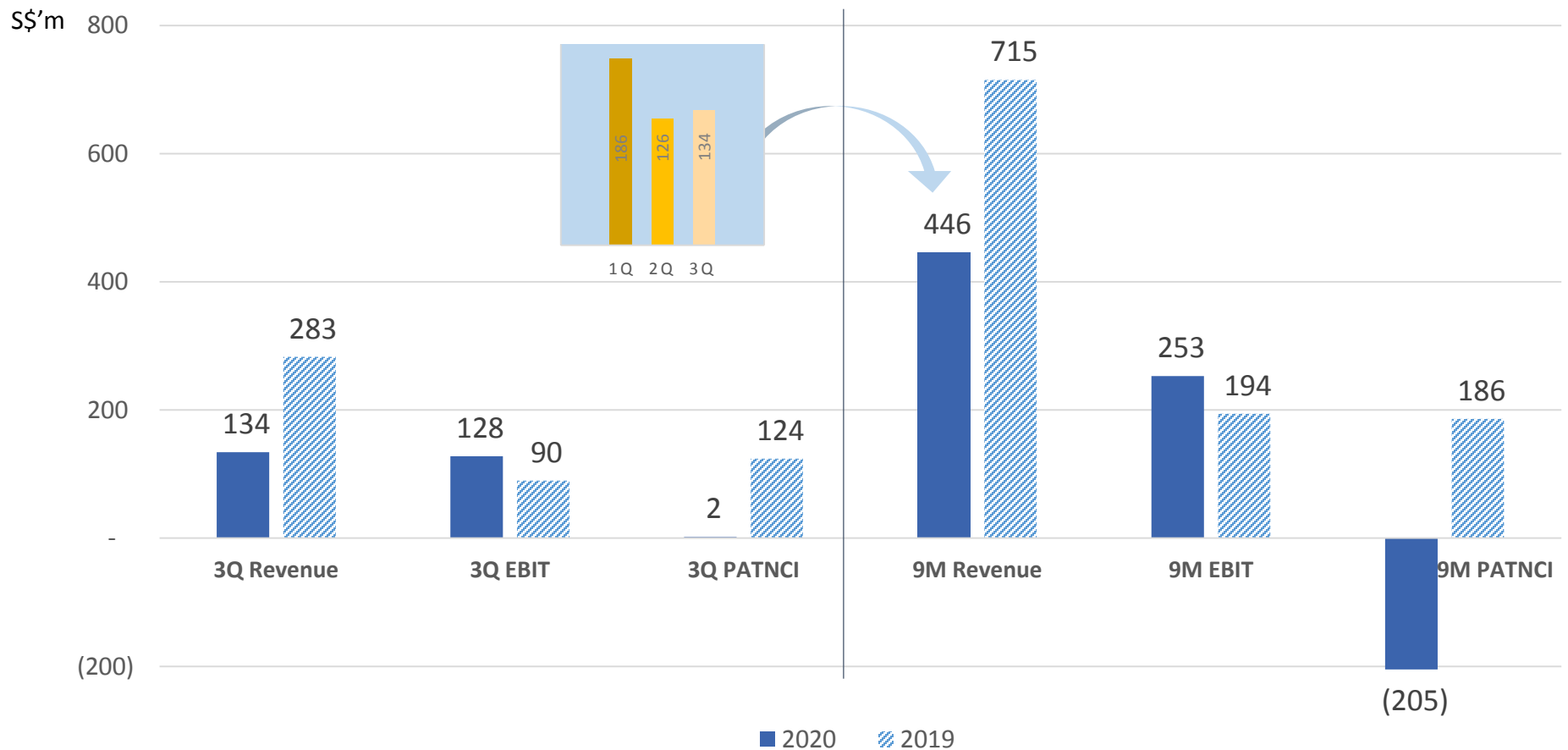
- Secure alternative sources of demand which include staycation bookings, guests on self-isolation as well as workers affected by border shutdowns
- Cost containment measures have been implemented to manage staff costs and overheads
- Suspension of non-essential capital and operating expenditure
- Singapore Government's assistance packages such as wage and tax reliefs have also provided much support

An aerial photograph of the Singapore skyline at sunset. The sky is a mix of blue and orange, with the sun low on the horizon. Numerous skyscrapers are visible, many with their lights on. In the foreground, several prominent buildings are shown, including One Raffles Place. The city extends to the water's edge, where some recreational areas and bridges are visible.

3Q 2020 / 9M 2020 Financial Highlights

ONE RAFFLES PLACE

3Q 2020 / 9M 2020 Financial Highlights



- Positive PATNCI recorded in 3Q 2020 due to improved operating performance in current quarter.
- 9M 2020 PATNCI remained negative, primarily due to net fair value loss recognised on U.S. Bank Tower.

EBIT: Earnings before interest and tax

PATNCI: Profit attributable to owners of the Company

3Q 2020 Financial Highlights

3Q Revenue

S\$134.2 million

▼ **52.5% YoY (3Q 2019: S\$282.5 million)**

- Lower contribution from the Investment properties division mainly due to rental rebates extended to tenants on a targeted basis
- Weaker Hospitality performance and absence of revenue contribution from the serviced apartment that was sold in 4Q 2019
- Fewer sale completion of OUE Twin Peaks units and absence of revenue from the sale of the Nassim Road development project

3Q EBIT

S\$128.1 million

▲ **41.7% YoY (3Q 2019: S\$90.4 million)**

- Driven mainly by higher contribution from interests in equity-accounted investees

3Q PATNCI

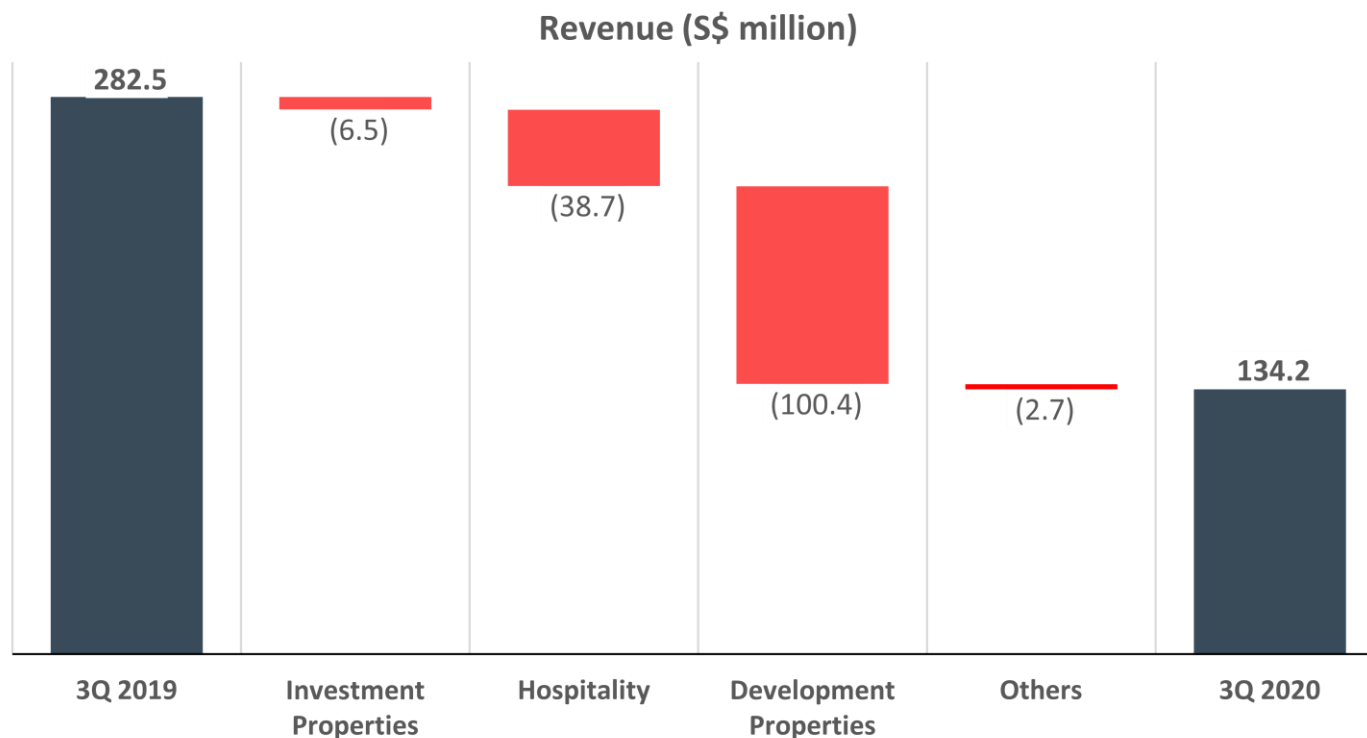
S\$2.0 million

▼ **98.4% YoY (3Q 2019: S\$124.1 million)**

- Absence of one-off non-cash gain recognised in 3Q 2019 due to the merger of OUE Commercial Real Estate Investment Trust and OUE Hospitality Trust (the “REIT Merger”)
- Non-cash marked-to-market fair value losses on investments at fair value through profit or loss
- Exchange loss due to weakening of the USD and reclassification of foreign currency translation reserve to profit or loss upon repayment of quasi-loan by a U.S. subsidiary

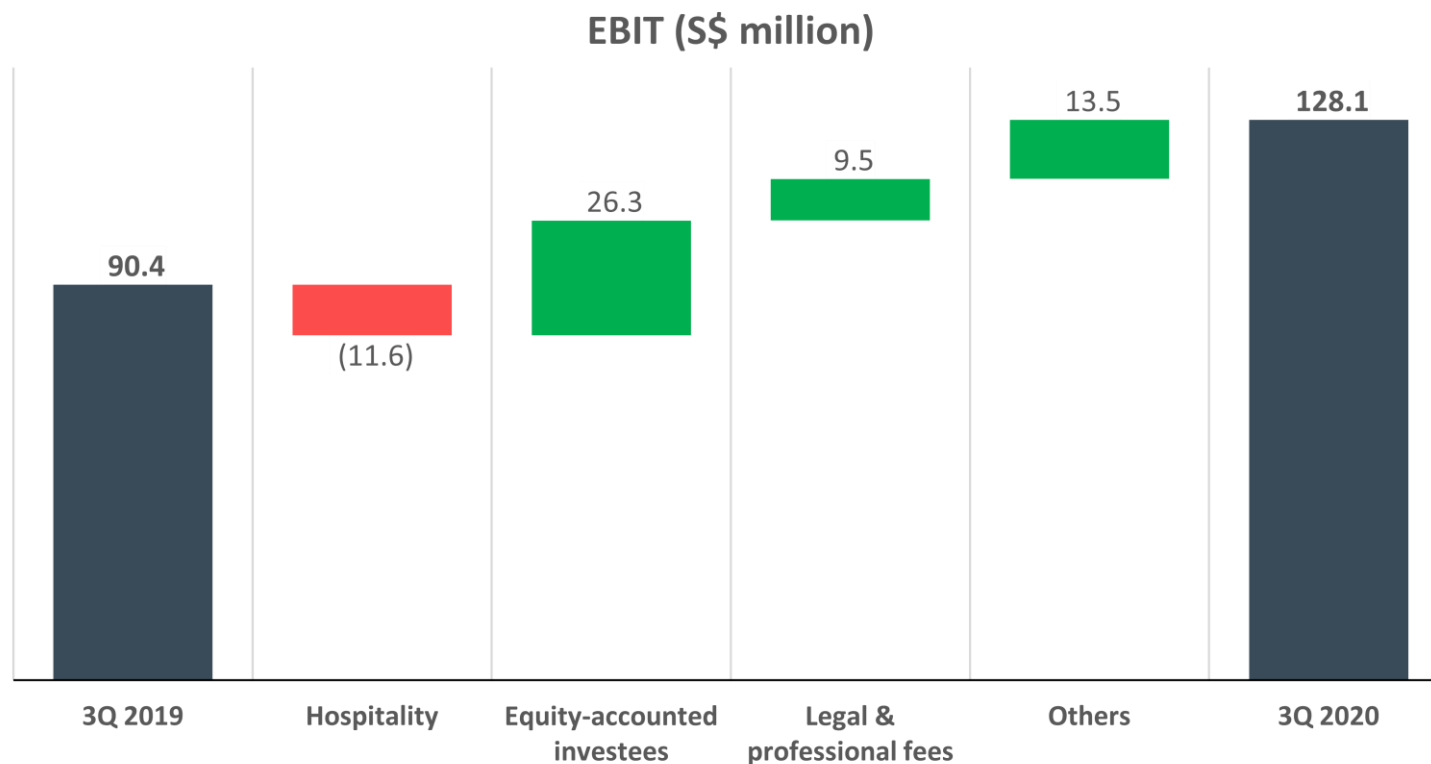
3Q 2020 revenue decreased by 52.5% to S\$134.2 million (3Q 2019: S\$282.5 million):

- **Investment properties:** Lower revenue due to rental reliefs extended to eligible tenants
- **Hospitality:** Weaker performance YoY due to restrictions imposed by the Singapore Government and absence of contribution from the Oakwood Premier OUE Singapore, the serviced apartment which was sold in 4Q 2019
- **Development Properties:** Fewer sale completion of OUE Twin Peaks units and absence of S\$95.0m revenue from the sale of the Nassim Road development project in August 2019



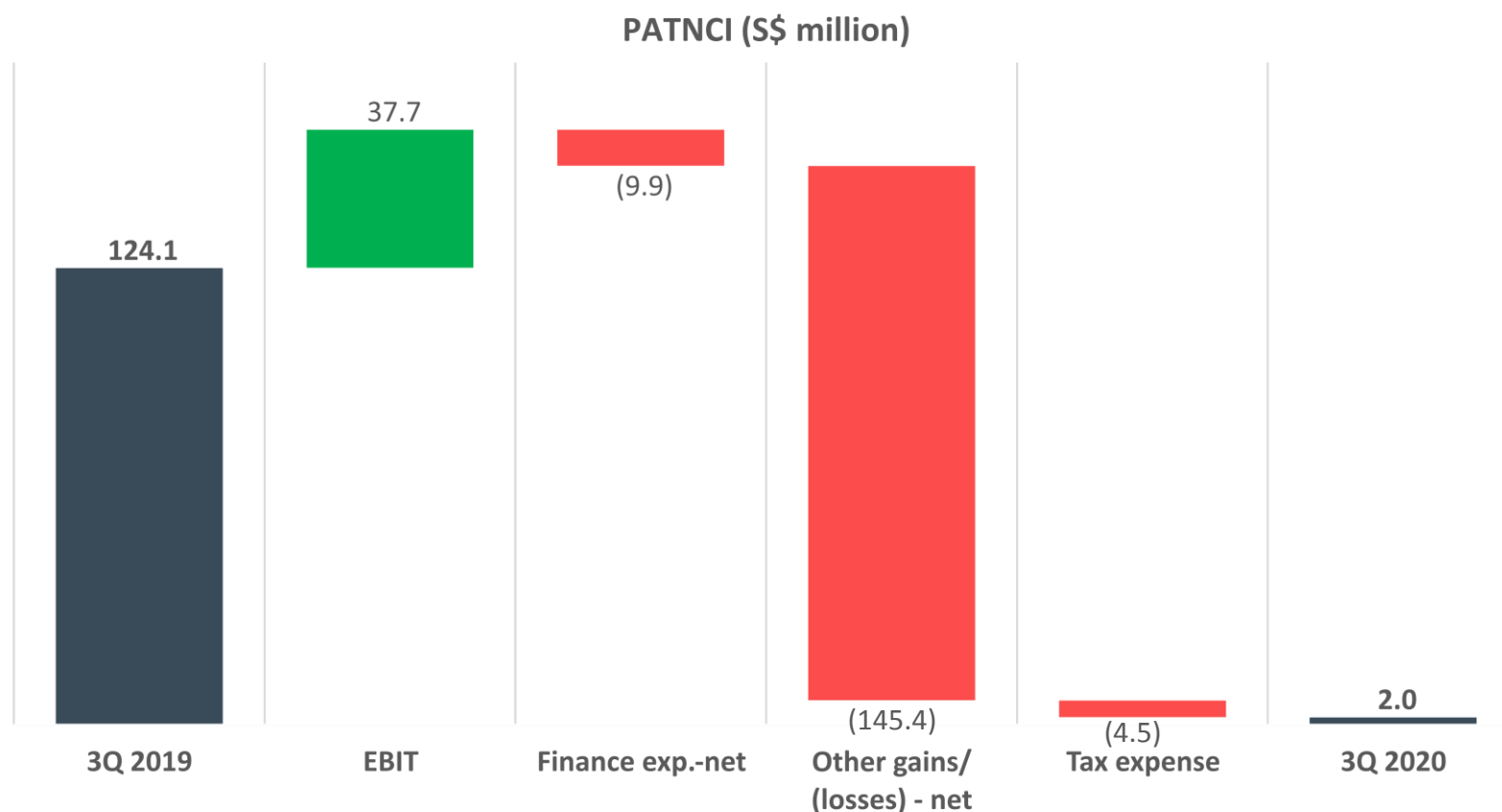
3Q 2020 EBIT increased by 41.7% to S\$128.1 million (3Q 2019: S\$90.4 million):

- Driven by contribution from interests in equity-accounted investees
- Absence of one-off legal and professional expenses in relation to the REIT Merger and sale of the serviced apartment
- Partially offset by lower contribution from Hospitality division



3Q 2020 PATNCI decreased by 98.4% to S\$2.0 million (3Q 2019: S\$124.1 million):

- Absence of S\$90.9m one-off non-cash gain recognised in 3Q 2019 from the REIT Merger
- Higher non-cash marked-to-market fair value losses on investments at fair value through profit or loss
- Exchange loss due to weakening of the USD and reclassification of foreign currency translation reserve to profit or loss upon repayment of quasi-loan by a U.S. subsidiary



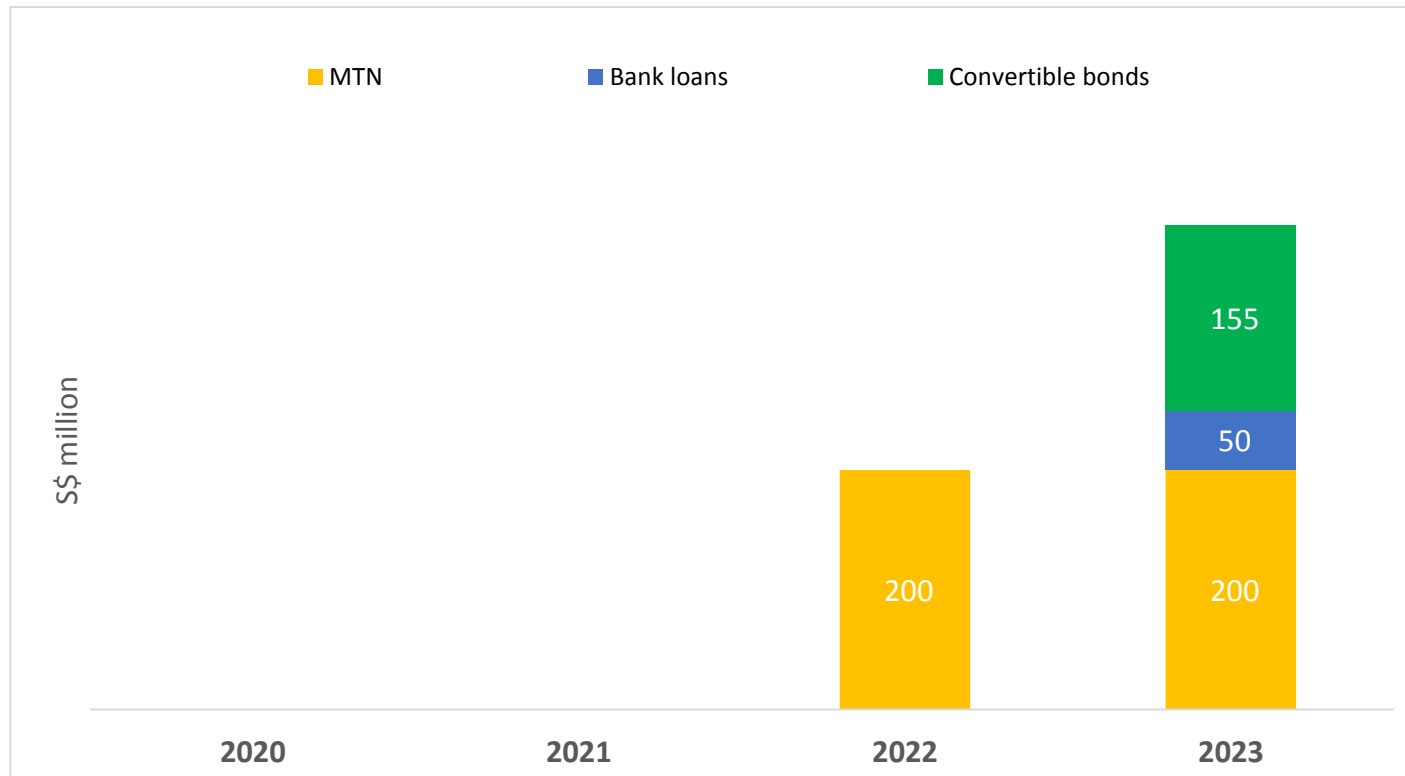
Statement of Financial Position

(S\$'m)	30 Sep 2020	31 Dec 2019	Change
Cash and Cash Equivalents	622	478	30.1%
Other investments	153	211	-27.5%
Development properties	36	152	-76.3%
Investment Properties	5,799	6,628	-12.5%
Intangible assets and goodwill	42	42	0.0%
Interests in equity-accounted investees	1,061	922	15.1%
Property, plant and equipment	1,870	1,774	5.4%
TOTAL ASSETS	9,907	10,735	-7.7%
Borrowings	3,506	3,990	-12.1%
TOTAL LIABILITIES	4,059	4,617	-12.1%
NET ASSETS	5,847	6,117	-4.4%
Non-controlling interests	1,999	2,044	-2.2%
Equity attributable to owners	3,848	4,073	-5.5%

- Development properties decreased due to sale completion of OUE Twin Peak units that were sold under deferred payment schemes.
- Investment properties decreased due to the completion of the sale of U.S. Bank Tower on 16 Sep 2020
- Interests in equity-accounted investees increased due to recognition of share of results in the current period
- As at 30 Sep 2020, net asset value per share was S\$4.27 (31 Dec 2019: S\$4.52); and net gearing improved to 49.7% (31 Dec 2019: 57.8%)

Debt Maturity Profile for OUE¹

Debt Maturity as at 30 September 2020



No refinancing requirement until 2022

¹ Exclude borrowings of OUE Commercial Real Estate Investment Trust and OUE Lippo Healthcare Limited

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