



Investor Presentation

Nomura Global Real Estate Forum in Tokyo
25 February 2019



Overview & Key Highlights **3****Financial Performance & Capital Management** **6****Portfolio Review** **11****Looking Ahead** **20**

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Ocean Financial Centre
(79.9% interest)



Marina Bay Financial Centre
(33.3% interest)



One Raffles Quay
(33.3% interest)



Bugis Junction Towers
(100% interest)

Singapore*
85%

Australia*
15%



**8 Chifley Square,
Sydney**
(50% interest)



**8 Exhibition Street,
Melbourne**
(50% interest)



**275 George Street,
Brisbane**
(50% interest)



**David Malcolm
Justice Centre, Perth**
(50% interest)



**311 Spencer Street,
Melbourne**
(50% interest)
-Under construction-

* Based on Keppel REIT's total assets under management of approximately \$8.1 billion as at 31 December 2018, after the divestment of a 20% stake in Ocean Financial Centre in Singapore. Includes the office tower under development at 311 Spencer Street in Melbourne.

Prime Assets in Strategic Locations

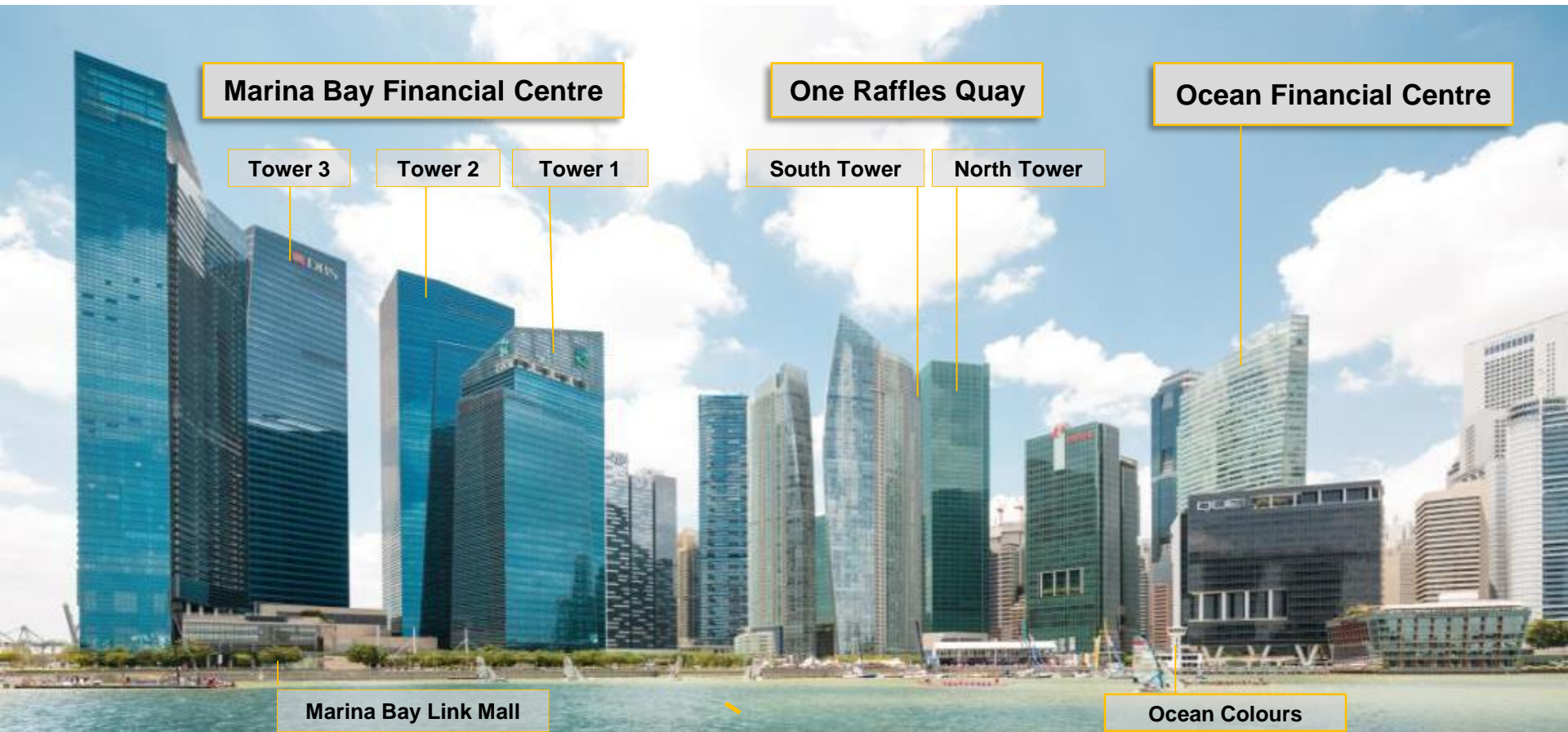
\$8.1 billion⁽¹⁾ of AUM, comprising 9 premium commercial assets in Singapore and Australia's key business districts

Large Portfolio of Premium Office Assets

3.5 million sf total attributable NLA⁽¹⁾

Commitment to Sustainability

BCA Green Mark Platinum award for all assets in Singapore and 5 Stars NABERS Energy rating for most assets in Australia



Marina Bay Financial Centre

Tower 3

Tower 2

Tower 1

One Raffles Quay

South Tower

North Tower

Ocean Financial Centre

Marina Bay Link Mall

Ocean Colours

(1) As at 31 December 2018, after the divestment of a 20% stake in Ocean Financial Centre in Singapore. Includes the office tower under development at 311 Spencer Street in Melbourne.



- **Distributable Income** **\$189.0 m⁽¹⁾**
- **Distribution per Unit** **5.56 cents**
- **Aggregate Leverage** **36.3%**
- **All-in Interest Rate** **2.81% p.a.**



- **Leases Committed** **2,853,100 sf**
(Attributable area ~1,227,100 sf)
- **Portfolio Committed Occupancy** **98.4%**
- **Portfolio WALE** **5.9 years**
- **Tenant Retention** **83%**

(1) This includes distribution of capital gains of \$3.0 million for 4Q 2018.

Financial Performance & Capital Management

A low-angle, upward-looking photograph of several modern skyscrapers with glass facades. The sun is shining brightly from the left, creating a lens flare effect. The buildings are set against a clear blue sky. The overall composition is dynamic and emphasizes the height and modern architecture of the structures.

Marina Bay Financial Centre, Singapore



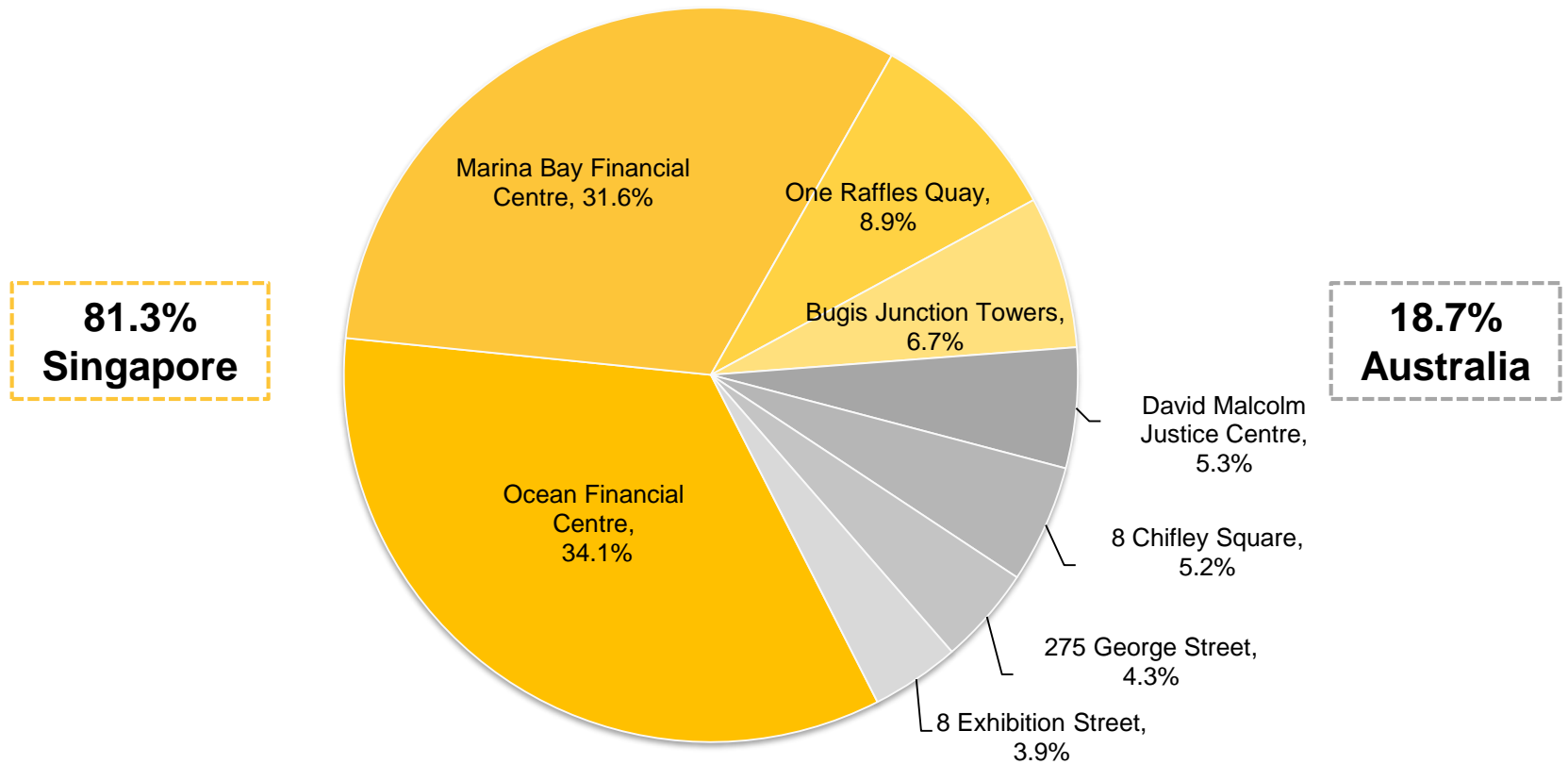
| | 4Q 2018 | 4Q 2017 | FY 2018 | FY 2017 |
|--|-------------------------|------------|--------------------------|------------|
| Property Income | \$37.8 m | \$44.4 m | \$165.9 m | \$164.5 m |
| Net Property Income | \$30.5 m | \$36.2 m | \$133.2 m | \$131.2 m |
| Share of Results of Associates and Joint Ventures | \$23.9 m | \$27.4 m | \$103.9 m | \$115.8 m |
| Distribution to Unitholders | \$46.2 m ⁽¹⁾ | \$48.2 m | \$189.0 m ⁽¹⁾ | \$190.7 m |
| Distribution per Unit (DPU) | 1.36 cents | 1.43 cents | 5.56 cents | 5.70 cents |

| | | |
|---|---------------------------|------------------|
| Distribution Timetable for 4Q 2018 | Ex-Date | Mon, 28 Jan 2019 |
| | Books Closure Date | Tue, 29 Jan 2019 |
| | Payment Date | Thu, 28 Feb 2019 |

(1) This includes distribution of capital gains of \$3.0 million for 4Q 2018.



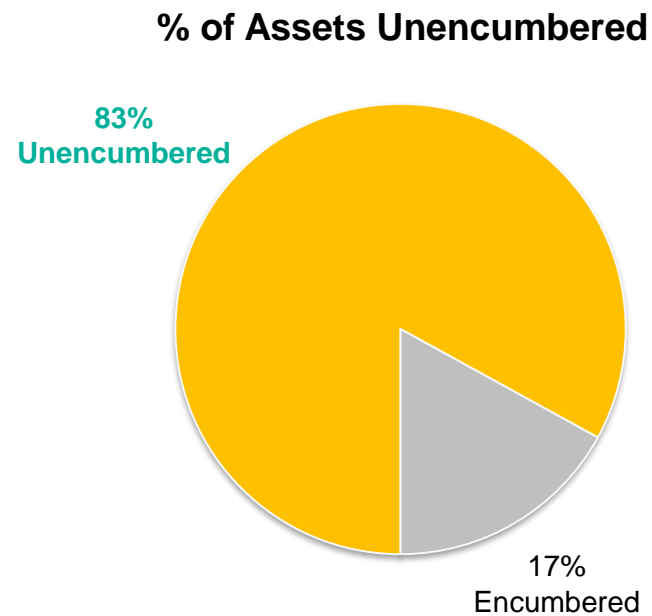
Income Contribution* by Asset & Geography (for FY 2018)



* 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 31 Dec 2018 | As at 31 Dec 2017 |
|--|----------------------|----------------------|
| Total Assets | \$7,784 m | \$7,604 m |
| Borrowings⁽¹⁾ | \$3,044 m | \$3,375 m |
| Total Liabilities | \$2,449 m | \$2,689 m |
| Unitholders' Funds | \$4,757 m | \$4,763 m |
| Adjusted NAV per Unit⁽²⁾ | \$1.39 | \$1.40 |

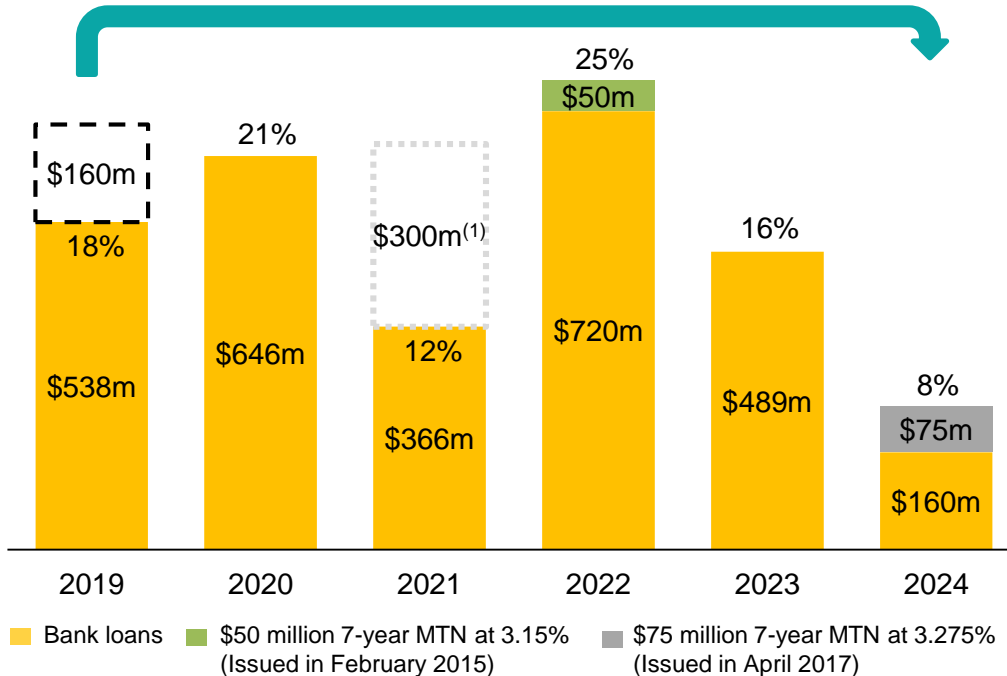


(1) Included borrowings accounted for at the level of associates and excluded the unamortised portion of upfront fees in relation to the borrowings.

(2) For 31 December 2018 and 31 December 2017, these excluded the distributions to be paid in February 2019 and paid in February 2018 respectively. 9

- Lowered aggregate leverage to 36.3% after loan repayment with part of divestment proceeds
- Received commitments to refinance certain loans due in 2019
- Purchased and cancelled 28.3 million issued Units

Debt Maturity Profile



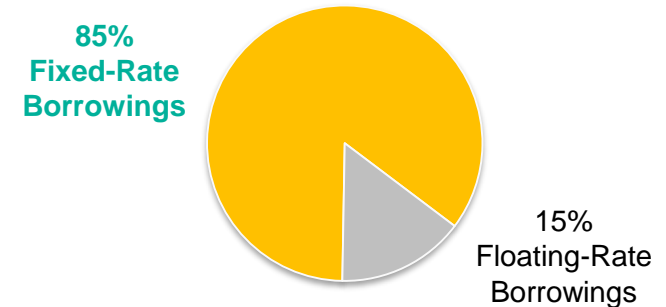
(1) \$300.0 million loan was repaid with part of divestment proceeds received in 4Q 2018.

(2) This takes into account commitments received to refinance certain loans that are due in 2019.

(3) Based on the Group's borrowings including those accounted for at the level of associates, and number of Units in issue as at 31 December 2018.

| 31 Dec 2018 | |
|-----------------------------------|--------------------------|
| Interest Coverage Ratio | 3.9x |
| All-in Interest Rate | 2.81% p.a. |
| Aggregate Leverage | 36.3% |
| Weighted Average Term to Maturity | 2.8 years ⁽²⁾ |

Managing interest rate exposure



Sensitivity to SOR⁽³⁾

Every 50 bps $\uparrow\downarrow$ in SOR translates to ~ 0.05 cents $\downarrow\uparrow$ in DPV

Portfolio Review

8 Chifley Square, Sydney



- Divested 20% stake in Ocean Financial Centre to Allianz
- Keppel REIT maintains controlling stake of 79.9%
- Unlocking capital gains while maintaining exposure to strengthening Singapore Grade A office market

20% of Ocean Financial Centre

| | |
|-------------------------------------|-----------|
| Sale Price⁽¹⁾ | \$537.3 m |
| Purchase Price⁽²⁾ | \$460.2 m |
| Capital Gain⁽³⁾ | \$77.1 m |
| Net Asset-level Return | 8.3% |

(1) The net proceeds received amounted to approximately \$439.3 million, based on 20% of OPLLP's adjusted net asset value on the date of completion of the divestment (subject to final adjustments).

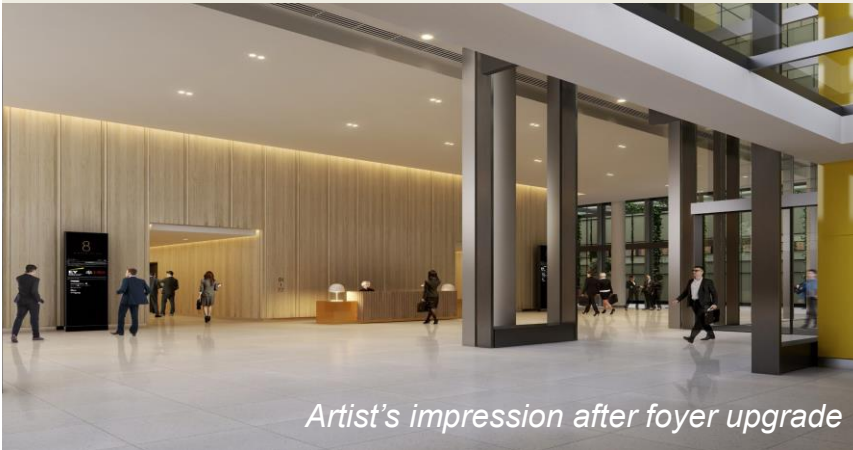
(2) Based on 20% of the historical purchase price of \$2,298.8 million for Keppel REIT's 99.9% ownership.

(3) Computed based on the pro-rated difference between agreed property value and historical purchase price of Ocean Financial Centre.

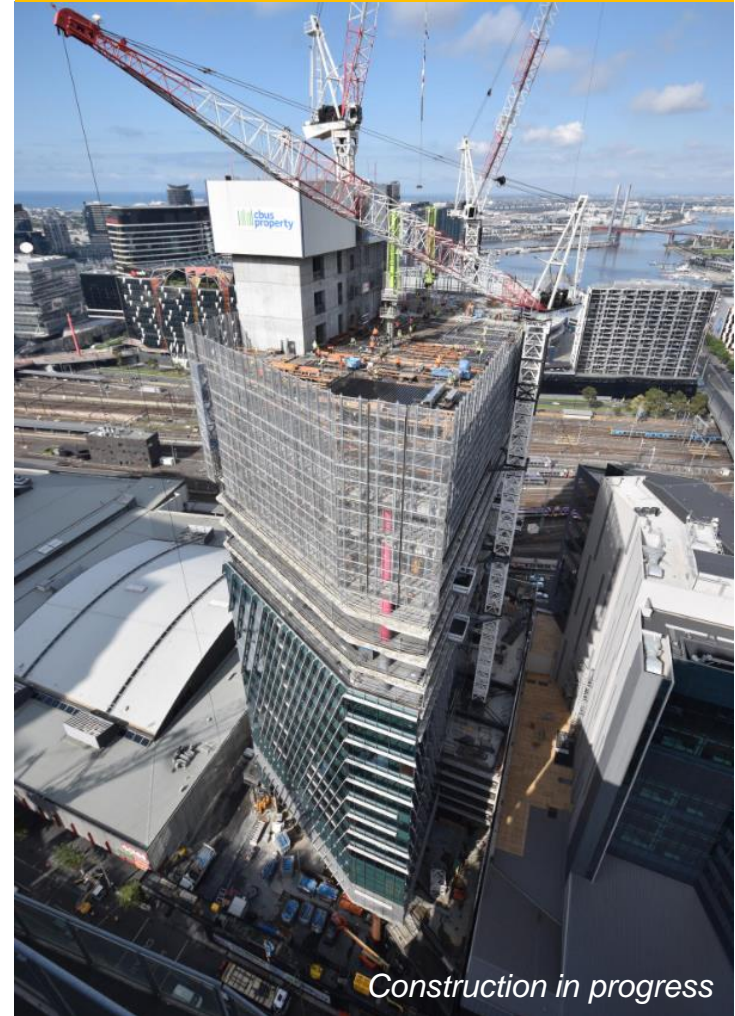


- **311 Spencer Street:** 30-year lease to the Victoria Police will commence in 1H 2020 and contribute steady income
- **275 George Street:** Initiatives carried out to enhance and rejuvenate asset
- **8 Exhibition Street:** Initiatives to improve amenities expected to commence in 1H 2019

**Asset Enhancement at
8 Exhibition Street, Melbourne**



**Development at
311 Spencer Street, Melbourne**



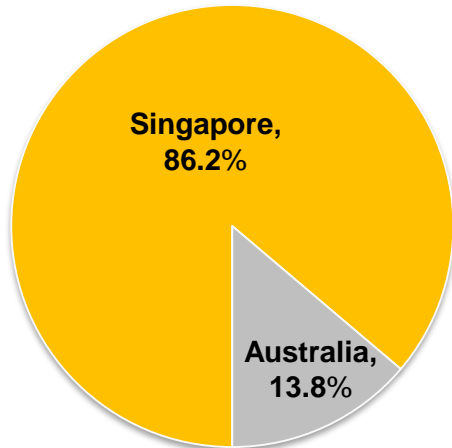


Leasing Updates for FY 2018

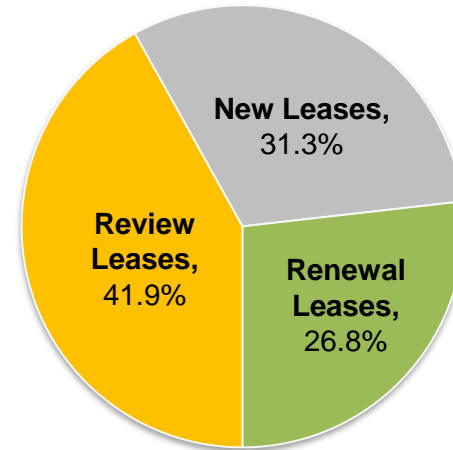
| | | | |
|--|------------------------------|--|--|
| Committed Leases | 130 Leases | ~2,853,100 sf (Attributable ~1,227,100 sf) | 98.4% Portfolio Committed Occupancy |
| Tenant Retention & WALE | 83% Retention Rate | ~5.9 years Portfolio WALE | ~8.2 years Top 10 Tenants' WALE |

Leases Committed in FY 2018

Breakdown by Geography⁽¹⁾:



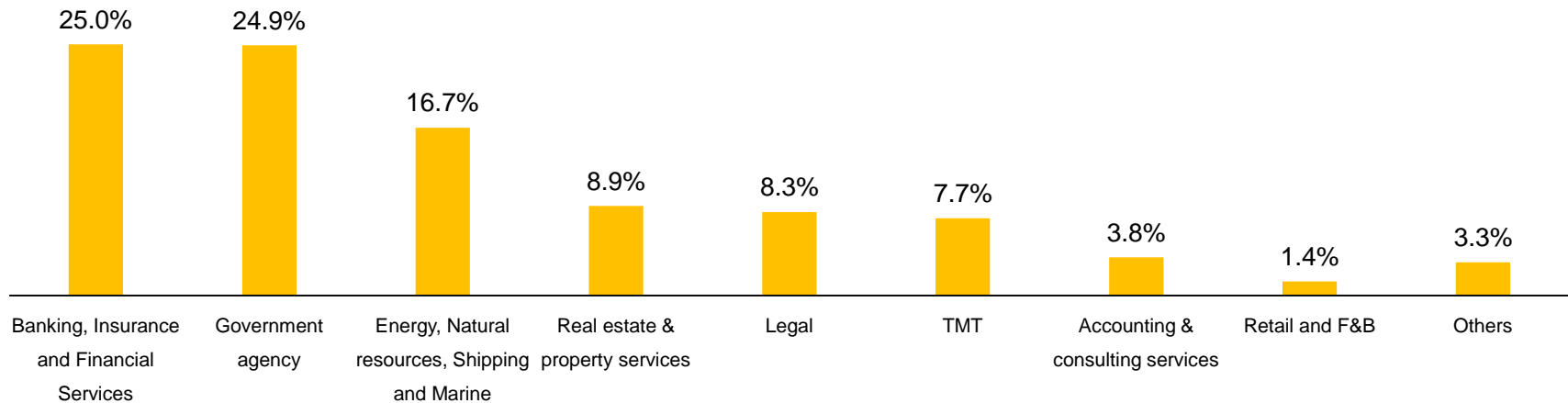
Breakdown by Type⁽¹⁾:



(1) Based on attributable area.

- Average signing rent for the Singapore office leases in FY 2018 was ~\$11.10⁽¹⁾ psf pm, above Grade A core CBD market average of \$10.26⁽²⁾ psf pm
- New leasing demand and expansions mainly contributed by:
 - 1) Banking and financial services sector
 - 2) Government agencies
 - 3) Energy and natural resources sector

New leases committed in FY 2018 (by attributable area)



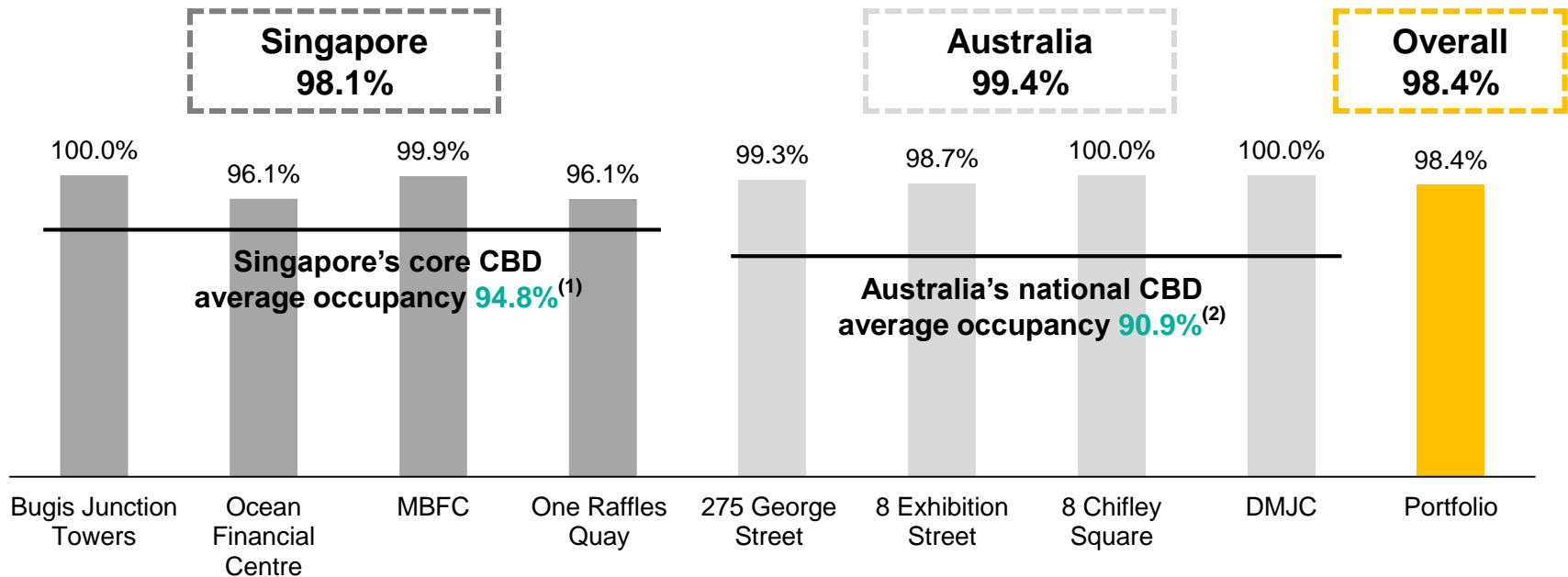
(1) For the Singapore office leases concluded in FY 2018 and based on a simple average calculation.

(2) Based on simple average calculation of CBRE Pte. Ltd.'s quarterly rents for Grade A offices in Singapore CBD in 2018 (1Q 2018: \$9.70 psf pm, 2Q 2018: \$10.10 psf pm, 3Q 2018: \$10.45 psf pm, 4Q 2018: \$10.80 psf pm).

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

High Portfolio Committed Occupancy

(as at 31 Dec 2018)



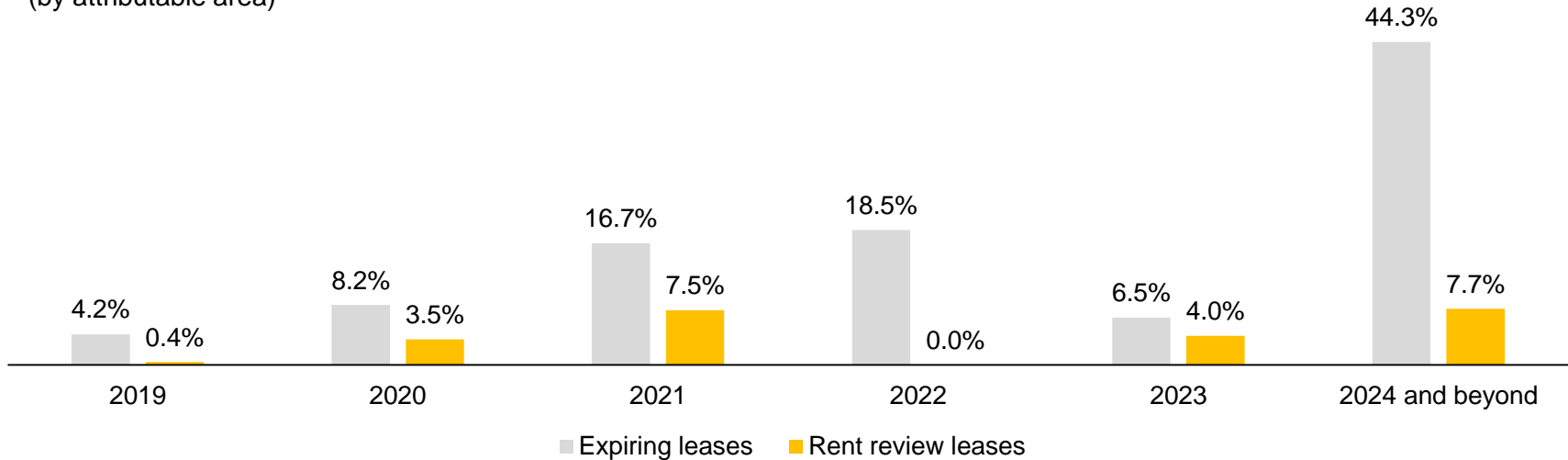
Sources: (1) CBRE, 4Q 2018 (2) JLL, end September 2018



- WALE for the portfolio and top 10 tenants remained long at approximately 5.9 years and 8.2 years respectively
- Of the leases expiring and due for review in 2019, majority of the Singapore office leases range between \$9.10 and \$12.00 psf pm

Portfolio Lease Expiry Profile

(by attributable area)

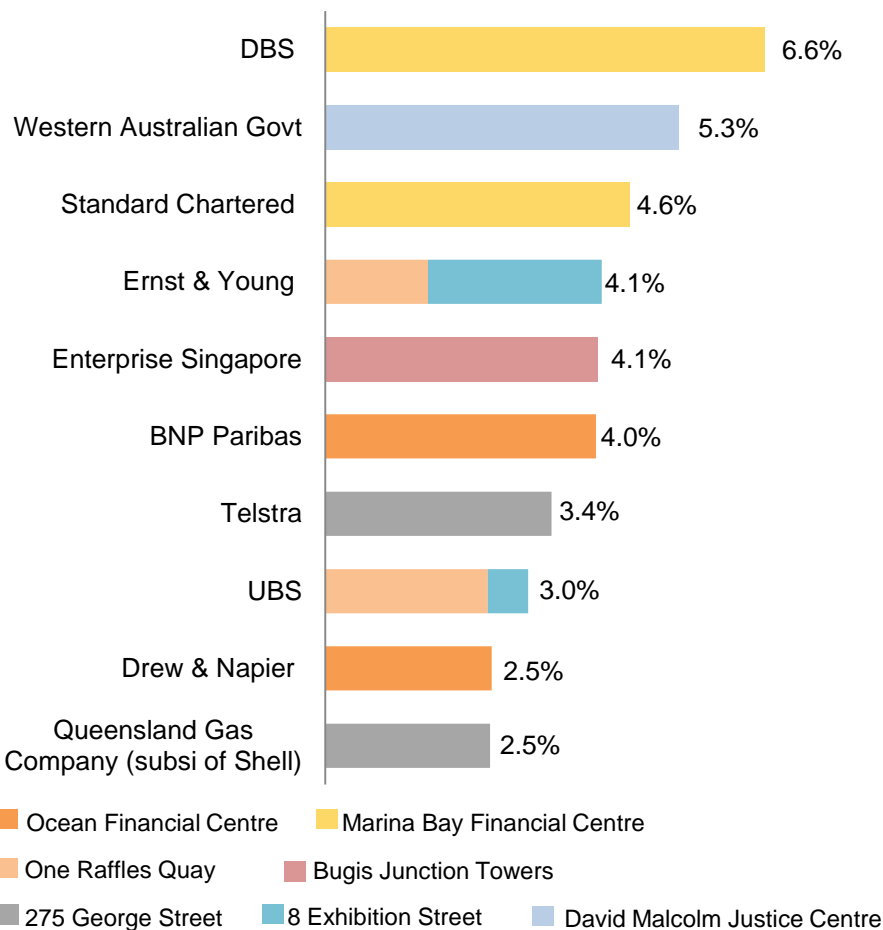


All data as at 31 December 2018. Remaining lease term to expiry based on portfolio committed NLA.



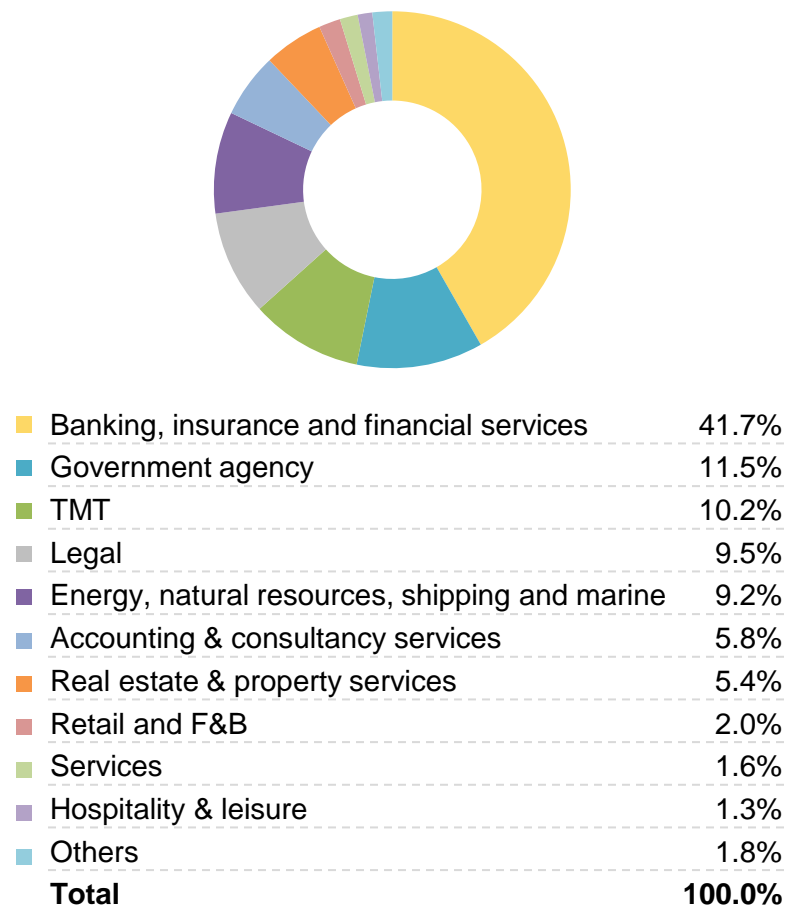
Top 10 Tenants^(1,2)

Occupies 40.1% of portfolio NLA
Contributes 37.8% of gross rental income



Profile of Tenant Base^(1,2)

Number of Tenants: 336⁽³⁾



(1) All data as at 31 December 2018 and based on portfolio committed NLA.

(2) Based on Keppel REIT's 79.9% attributable share of tenants in Ocean Financial Centre following the divestment of a 20% stake.

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

| | 31 Dec 2017 (\$'m) | 31 Dec 2018 (\$'m) | 31 Dec 2018 (\$'psf) | Variance (\$'m) | Cap Rate |
|--|-------------------------|------------------------|-------------------------|------------------------|----------------------|
| Ocean Financial Centre (79.9% interest) ⁽¹⁾ | 2,623.0 | 2,099.0 ⁽¹⁾ | 2,994 | (524.0) ⁽¹⁾ | 3.60% |
| Marina Bay Financial Centre (33.3% interest) | Phase 1: 1,693.0 | 1,695.3 | 2,928 | 2.3 | 3.65% |
| | Tower 3: 1,300.3 | 1,297.0 | 2,904 | (3.3) | 3.63% |
| One Raffles Quay (33.3% interest) | 1,273.0 | 1,275.6 | 2,882 | 2.6 | 3.65% |
| Bugis Junction Towers (100% interest) | 525.0 | 515.0 | 2,069 | (10.0) | 3.65% |
| Singapore Properties | 7,414.3 | 6,881.9 | | (532.4) | |
| 8 Chifley Square ⁽²⁾ (50% interest) | 247.4 | 249.3 | 2,395 | 1.9 | 4.88% |
| 8 Exhibition Street ^(2,3) (50% interest) | 256.0 | 271.9 | 1,107 | 15.9 | 5.00% ⁽⁴⁾ |
| 275 George Street ⁽²⁾ (50% interest) | 219.3 | 232.2 | 1,033 | 12.9 | 5.25% |
| David Malcolm Justice Centre ⁽²⁾ (50% interest) | 216.8 | 221.6 | 1,321 | 4.8 | 5.50% |
| 311 Spencer Street ^(2,5) (50% interest) | 148.9 | 233.8 | Not meaningful | 84.9 | 4.50% |
| Australia Properties ⁽²⁾ | 1,088.4 | 1,208.8 | | 120.4 | |
| Total Portfolio | 8,502.7 | 8,090.7 | | (412.0) | |

(1) A 20% stake was divested on 11 December 2018

(2) Based on the exchange rate of A\$1=S\$1.02 as at 31 December 2017 and A\$1=S\$1.0071 as at 31 December 2018

(3) Includes 100% interest in another three retail units

(4) Refers to Keppel REIT's 50% interest in the office building

(5) Under construction, on "as-is" basis

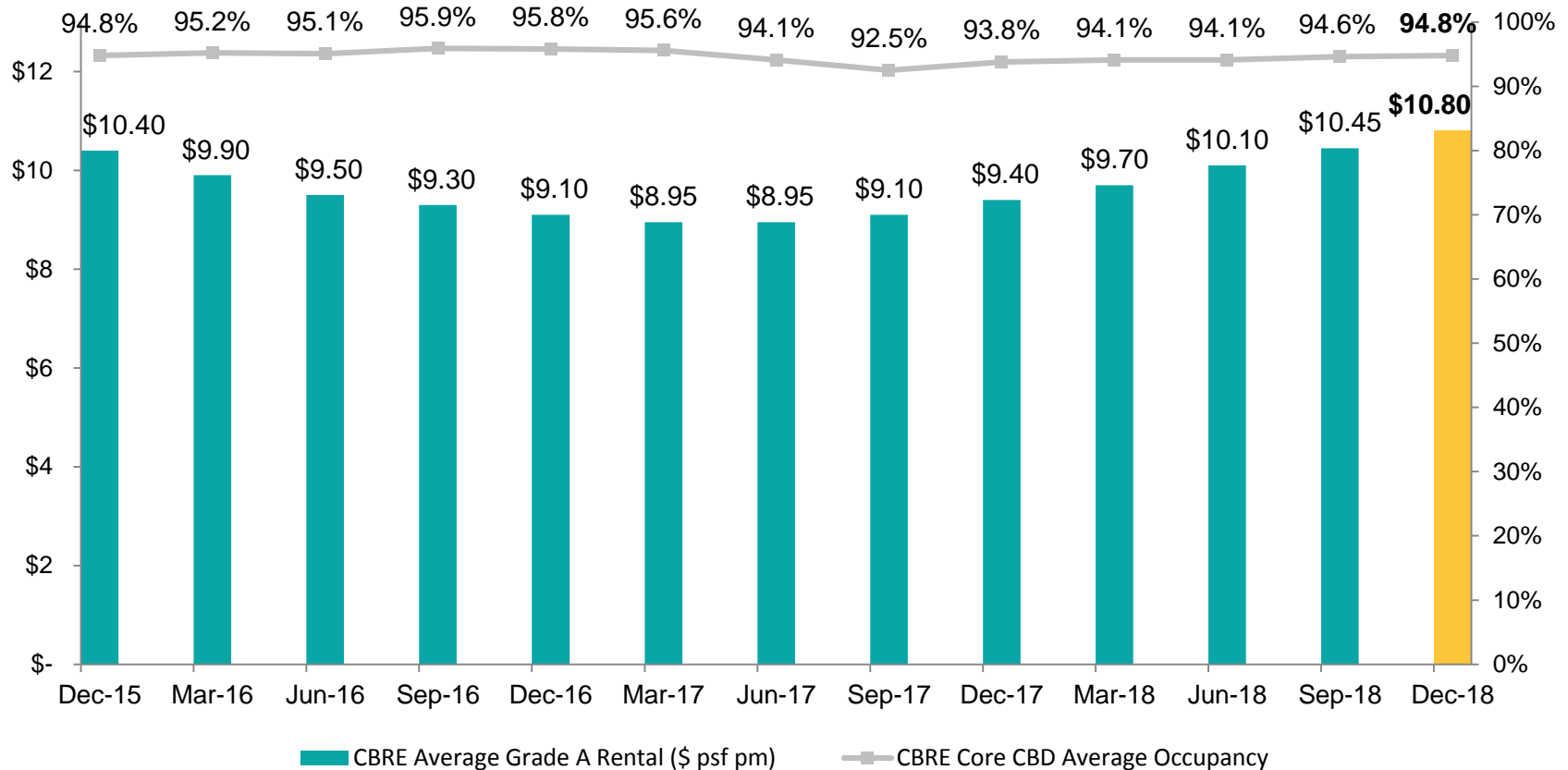


Looking Ahead

Ocean Financial Centre, Singapore



- Continued improvement in average Grade A office rents through FY 2018, with average Grade A office rents increasing to \$10.80 psf pm as occupancy in the core CBD rose to 94.8% in 4Q 2018
- Office market outlook remains largely positive, supported by a tightening supply pipeline and diverse demand drivers





- Quarterly net absorption at its highest level in more than a decade
- National CBD office average occupancy rose to 90.9%
- Business conditions remain generally positive across Australia. However, global trade and geopolitical uncertainties could potentially impact future leasing demand



Committed occupancy at 8 Exhibition Street in Melbourne improved in 4Q 2018



Additional Information

8 Exhibition Street, Melbourne

| | Ocean Financial Centre ⁽³⁾ | Marina Bay Financial Centre ⁽⁵⁾ | One Raffles Quay | Bugis Junction Towers |
|----------------------------------|---------------------------------------|--|-----------------------------------|---|
| Attributable NLA (sf) | 701,011 | 1,025,522 | 442,576 | 248,853 |
| Ownership | 79.9% | 33.33% | 33.33% | 100.0% |
| Principal tenants ⁽¹⁾ | 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 ⁽⁶⁾ and 7 Mar 2106 ⁽⁷⁾ | 99 years expiring 12 Jun 2100 | 99 years expiring 9 Sep 2089 |
| Purchase Price (on acquisition) | S\$1,838.6m ⁽⁴⁾ | S\$1,426.8m ⁽⁶⁾ S\$1,248m ⁽⁷⁾ | S\$941.5m | S\$159.5m |
| Valuation ⁽²⁾ | S\$2,099.0m | S\$1,695.3m ⁽⁶⁾ S\$1,297.0m ⁽⁷⁾ | S\$1,275.6m | S\$515.0m |
| Capitalisation rates | 3.60% | 3.65% ⁽⁶⁾ 3.63% ⁽⁷⁾ | 3.65% | 3.65% |

1) On committed basis.

2) Valuation as at 31 December 2018 based on Keppel REIT's interest in the respective properties.

3) Based on Keppel REIT's 79.9% interest following the divestment of a 20% stake on 11 December 2018.

4) Based on Keppel REIT's 79.9% of the historical purchase price.

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

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

7) Refers to MBFC Tower 3.



| | 8 Chifley Square, Sydney | 8 Exhibition Street, Melbourne ⁽³⁾ | 275 George Street, Brisbane | David Malcolm Justice Centre, Perth | 311 Spencer Street, Melbourne <i>(Under construction)</i> |
|-------------------------------------|--|---|---|---|---|
| Attributable NLA (sf) | 104,070 | 245,651 | 224,693 | 167,784 | 358,683 |
| Ownership | 50.0% | 50.0% | 50.0% | 50.0% | 50.0% |
| Principal tenants ⁽¹⁾ | Corrs Chambers Westgarth, Quantum 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 ⁽³⁾ | S\$209.4m | S\$208.1m | S\$362.4m ⁽⁶⁾ |
| Valuation ⁽²⁾ | S\$249.3m | S\$271.9m ⁽³⁾ | S\$232.2m | S\$221.6m | S\$233.8m ⁽⁷⁾ |
| Capitalisation rates | 4.88% | 5.00% ⁽⁴⁾ 4.50% ⁽⁵⁾ | 5.25% | 5.50% | 4.50% |

1) On committed basis.

2) Valuation as at 31 December 2018 based on Keppel REIT's interest in the respective properties.

Based on the exchange rate of A\$1 = S\$1.0071 as at 31 December 2018.

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.

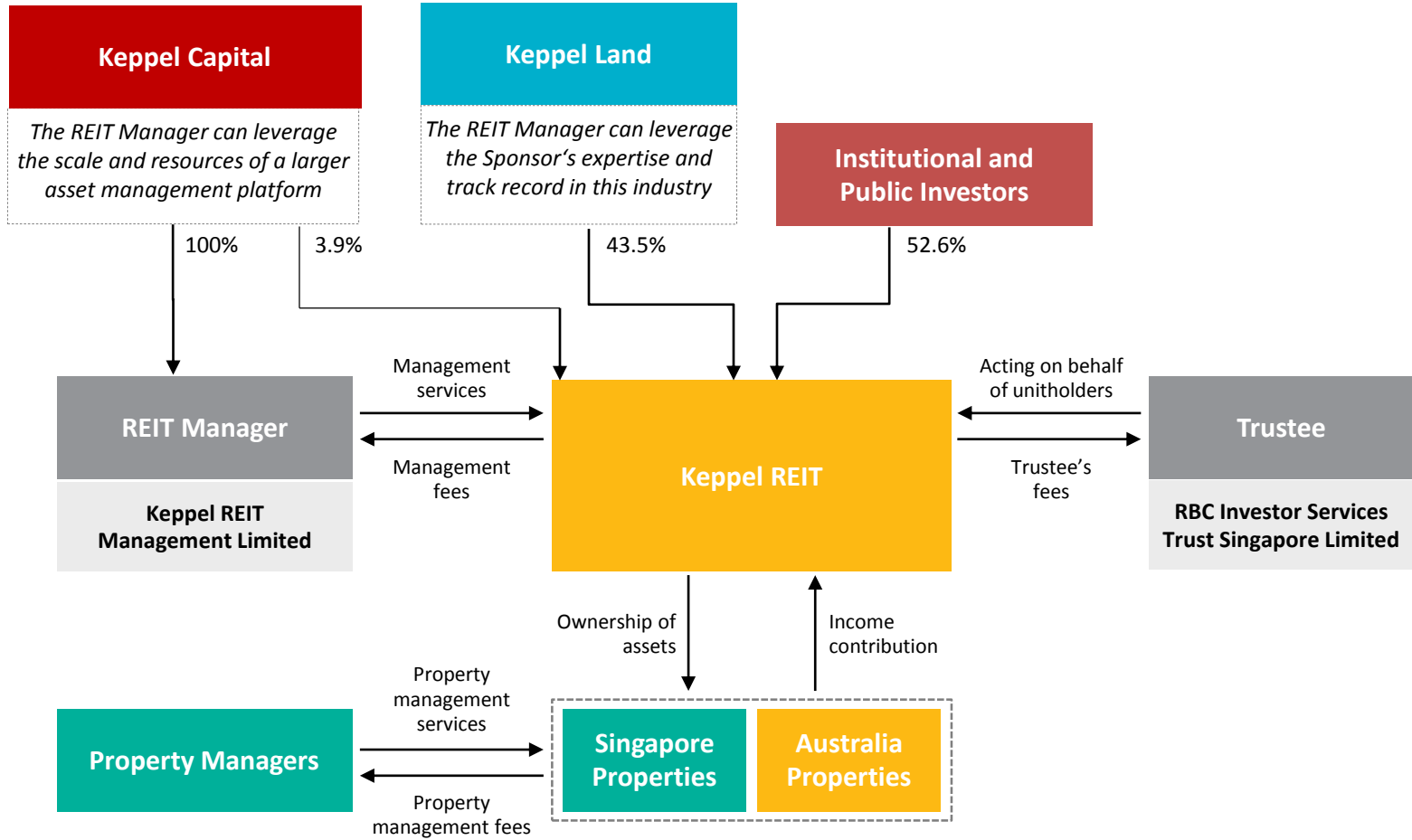
5) Refers to Keppel REIT's 100% interest in the three retail units.

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 2018.



Keppel REIT Structure





Thank You