

PRESS RELEASE For Immediate Release

# OUE Commercial REIT's 3Q 2015 Distribution Increased 7.1% Y-o-Y and Exceeded Forecast by 10.0%

# 3Q 2015 Highlights:

- Net property income of S\$15.6 million is 4.7% higher year-on-year ("y-o-y") and 8.1% ahead of Forecast<sup>1</sup>
- Amount available for distribution of S\$13.1 million is 7.1% higher y-o-y and 10.0% ahead of Forecast
- Portfolio committed occupancy increased to 97.1%; Office committed occupancy was 100% at Lippo Plaza and 97.4% at OUE Bayfront
- Continued positive rental reversions recorded across portfolio
- Completed acquisition of an indirect interest in One Raffles Place on 8 October 2015, bringing OUE C-REIT's total assets-under-management to about S\$3.4 billion

**11 November 2015** – OUE Commercial REIT Management Pte. Ltd., in its capacity as manager (the "Manager") of OUE Commercial REIT ("OUE C-REIT"), is pleased to announce an amount available for distribution of S\$13.1 million for the financial period 1 July 2015 to 30 September 2015 ("3Q 2015"), representing an increase of 7.1% y-o-y and exceeding Forecast by 10.0%. The outperformance was driven by higher portfolio net property income, which saw 4.7% y-o-y increase (8.1% ahead of Forecast).

Standard Chartered Securities (Singapore) Pte. Limited, CIMB Bank Berhad, Singapore Branch and Oversea-Chinese Banking Corporation Limited were the joint global coordinators and issue managers for the initial public offering of OUE C-REIT (the "Issue Managers").

The Issue Managers assume no responsibility for the contents of this press release.

<sup>1</sup> As disclosed in OUE C-REIT's initial public offering prospectus dated 17 January 2014 (the "Prospectus").

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### Summary of OUE C-REIT's Group Results

#### Actual versus Prior Period

	3Q 2015	3Q 2014	Change	YTD Sep 2015	YTD Sep 2014 <sup>(a)</sup>	Change
Gross Revenue (S\$'000)	20,606	19,493	+5.7%	60,694	51,982	+16.8%
Net Property Income (S\$'000)	15,561	14,860	+4.7%	45,961	39,469	+16.4%
Amount available for distribution (S\$'000)	13,081	12,216	+7.1%	38,492	33,332	+15.5%
Distribution Per Unit		1.40	-27.1%		3.83	-21.1%
(Cents)		0.97 <sup>(b)</sup> (restated)	+5.2%	3.02	2.64 <sup>(b)</sup> (restated)	+14.4%

#### Actual versus Forecast

3Q 2015			YTD Sep 2015			
Actual	Forecast <sup>(c)</sup>	Change	Actual	Forecast <sup>(c)</sup>	Change	
20,606	19,729	+4.4%	60,694	58,096	+4.5%	
15,561	14,398	+8.1%	45,961	42,648	+7.8%	
13,081	11,891	+10.0%	38,492	36,330	+6.0%	
1.02	-	-	3.02	-	-	
1.47 <sup>(d)</sup>	1.35	+8.9%	4.37 <sup>(d)</sup>	4.14	+5.6%	
	20,606 15,561 13,081 1.02	Actual Forecast <sup>(c)</sup> 20,606 19,729   15,561 14,398   13,081 11,891   1.02 -	Actual Forecast <sup>(c)</sup> Change   20,606 19,729 +4.4%   15,561 14,398 +8.1%   13,081 11,891 +10.0%   1.02 - -	Actual Forecast <sup>(c)</sup> Change Actual   20,606 19,729 +4.4% 60,694   15,561 14,398 +8.1% 45,961   13,081 11,891 +10.0% 38,492   1.02 - - 3.02	Actual Forecast <sup>(c)</sup> Change Actual Forecast <sup>(c)</sup> 20,606 19,729 +4.4% 60,694 58,096   15,561 14,398 +8.1% 45,961 42,648   13,081 11,891 +10.0% 38,492 36,330   1.02 - - 3.02 -	

Notes:

(a) The comparative information presented relates to the financial period from listing date of 27 January 2014 to 30 September 2014.

(b) The number of Units and DPU for 3Q 2014 and YTD September 2014 have been restated to include the 393,305,817 new Units issued on 4 August 2015 at an issue price of S\$0.555 per unit pursuant to the rights issue ("Rights Issue").

(c) Forecast was derived from the Projection for 2015 as disclosed in the Prospectus.

(d) The DPU has been calculated without taking into consideration the new Units from the Rights Issue. This is presented for comparison purpose only.

Ms Tan Shu Lin, Chief Executive Officer of the Manager, said, "We are very pleased to report yet another robust set of results for OUE C-REIT, supported by strong operational performance. Portfolio committed occupancy increased to 97.1% as at 30 September 2015 from 95.3% as at 30 June 2015 due to improved office occupancy at both properties. Notably, Lippo Plaza achieved a 100% committed

office occupancy, while committed office occupancy at OUE Bayfront rose to 97.4%. Office rental reversions continued to be positive during the quarter, with OUE Bayfront recording 22.3% uplift in renewed and reviewed office rents while Lippo Plaza saw a 7.7% increase.

Following the successful completion of the acquisition of an indirect interest in One Raffles Place on 8 October 2015, OUE C-REIT now holds an effective 67.95% interest in the property. Aside from strengthening our presence and competitive positioning in Singapore's Central Business District, the addition of One Raffles Place enhances the diversity and resilience of OUE C-REIT's portfolio."

#### **Strong Operational Performance**

As at 30 September 2015, committed office occupancy at OUE Bayfront improved to 97.4% from 95.1% as at 30 June 2015, as space vacated from the non-renewal of a major lease in 2Q 2015 continued to be taken up. To-date, the Manager has back-filled approximately 64.4% of the vacated space with new tenants at rental rates higher than the passing rent of the unrenewed lease.

Committed rents in 3Q 2015 for new and renewed office leases (including rent reviews) ranged from S\$10.40 psf per month to S\$14.00 psf per month, while renewed/reviewed office rents achieved in 3Q 2015 were 22.3% higher than preceding rates. As a result, OUE Bayfront's average passing office rent continued to increase, from S\$11.04 psf per month for June 2015 to S\$11.38 psf per month for September 2015, representing an increase of 3.1%.

Lippo Plaza's committed office occupancy of 100.0% as at 30 September 2015 showed a marked increase from 95.2% a quarter ago. Compared to the overall Shanghai CBD Grade A occupancy of 94.0% and the Grade A CBD office occupancy of 92.8% in Puxi as at 30 September 2015, Lippo Plaza's committed occupancy continued to outperform the market. The range of committed rents for new and renewed office leases was RMB9.40 psm per day to RMB10.95 psm per day. Office rental reversion for 3Q 2015 was 7.7%, with the average passing office

rent increasing from RMB9.21 psm per day for June 2015 to RMB9.35 psm per day for September 2015.

About 19.8% of OUE C-REIT's portfolio gross rental income was due for renewal at the beginning of 2015. With its proactive asset management, the Manager has since secured renewal commitments for almost all of these leases. As at 30 September 2015, only 0.1% of OUE C-REIT's gross rental income is due for renewal for the balance of 2015. Further, in view of the new CBD office supply completing in Singapore in second half of 2016, the Manager has also proactively termed-out OUE Bayfront's lease expiry profile, such that close to 60% of the property's gross rental income is due for renewal only in 2019 and beyond.

#### **Growth by Quality Acquisition**

On 8 October 2015, the acquisition of an indirect interest in One Raffles Place was completed, with OUE C-REIT holding an indirect 83.33% interest in OUB Centre Limited ("OUBC"). OUBC's beneficial interest of 81.54% in the property gives OUE C-REIT an effective interest of 67.95% in One Raffles Place.

This significant and strategic acquisition further strengthens OUE C-REIT's competitive position by enlarging its portfolio of quality Grade-A office properties, broadening its tenant base as well as enhancing portfolio diversification and resilience.

The purchase consideration for the acquisition was approximately S\$1,145.8 million, and S\$550 million of convertible perpetual preferred units were issued to Clifford Development Pte Ltd (wholly-owned subsidiary of the Sponsor) as part-payment of the purchase consideration. Post-acquisition, OUE C-REIT's assets-under-management is approximately S\$3.4 billion.

#### **Prudent Capital Management**

The Manager continued to adopt a prudent and proactive approach towards capital management. On 20 August 2015, the Manager established a S\$1.5 billion Multi-

currency Debt Issuance Programme to allow OUE C-REIT to tap the debt capital markets so as to diversify its sources of funding.

As at 30 September 2015, OUE C-REIT's aggregate leverage was 33.9% with an average cost of debt of 3.16% per annum. This was higher than the 2.74% per annum in the previous quarter due to additional interest rate swaps with longer tenure being entered into to further hedge OUE C-REIT's interest rate exposure. Consequently, OUE C-REIT's average term of fixed rate debt was 3.07 years as at 30 September 2015, up from 2.72 years as at 30 June 2015.

Upon completion of the acquisition, OUE C-REIT's proforma aggregate leverage as at 8 October 2015 was 40.9%, with an average cost of debt of 3.46%. About 63.5% of OUE C-REIT's interest rate exposure is hedged into fixed rates, with an average term of fixed rate debt of 3.40 years. With an average term of debt maturity of 2.54 years, OUE C-REIT has no refinancing requirement until 2017.

#### Outlook

As at end 3Q 2015, core CBD office occupancy in Singapore eased by 0.4 percentage points ("ppt") quarter-on-quarter ("q-o-q") to 95.8%, with CBD Grade A office rents declining 3.5% q-o-q to S\$10.90 psf per month, according to CBRE. Leasing activity weakened in 3Q 2015, with island-wide net absorption turning negative at -421,900 sq ft inclusive of the removal of 288,000 sq ft of office stock during the quarter. Nevertheless, there was a slight pick-up in leasing activity from a number of sectors such as e-commerce, Asian financial institutions, insurance and pharmaceuticals, which led to a reduction in the volume of secondary space available in 3Q 2015. While the current low office vacancy is likely to continue in the near-term, the completion of new office developments from the second half of 2016 is expected to impact vacancy and rents.

According to Colliers International, overall Shanghai CBD Grade A office vacancy declined 0.2 ppt q-o-q to 6.0% as at 3Q 2015, despite two office projects completing during the quarter, as demand remained stable during the quarter with net positive

absorption of 101,300 sq m. Consequently, overall CBD Grade A rents rose 1.9% q-o-q to RMB9.9 psm per day. Grade A office vacancy in Puxi edged down 0.6 ppt q-o-q to 7.2% as at 3Q 2015, with rents rising 1.5% q-o-q to about RMB9.3 psm per day. In view of further new supply coming on-stream in 4Q 2015 and into 2016, the overall Shanghai vacancy rate may increase in the coming quarters and hence the rental outlook is expected to be subdued.

OUE C-REIT's portfolio of strategically located Grade A office properties continue to enjoy high occupancy levels which provide a stable income stream. For the balance of 2015, only 0.1% of its portfolio by gross rental income is due for renewal.

Barring any unforeseen event and unexpected weakening of the economic environment, the Manager expects OUE C-REIT to meet its forecast amount available for distribution for the financial year ending 2015.

- End -

For further information and enquiries, please contact:

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#### About OUE Commercial Trust

OUE C-REIT is a Singapore real estate investment trust listed on the Main Board of Singapore Exchange Securities Trading Limited. It was established with the principal investment strategy of investing, directly or indirectly, in a portfolio of income-producing real estate which is used primarily for commercial purposes (including real estate used primarily for office and/or retail purposes) in financial and business hubs within and outside of Singapore, as well as real estate-related assets.

OUE C-REIT's initial portfolio comprises OUE Bayfront in Singapore and Lippo Plaza in Shanghai, with a portfolio value of S\$1.7 billion as at 30 September 2015. With the completion of the acquisition of One Raffles Place in October 2015, OUE C-REIT's total assets-under-management is approximately S\$3.4 billion.

OUE C-REIT is managed by OUE Commercial REIT Management Pte. Ltd., which is a wholly-owned subsidiary of OUE Limited.

For more information, please visit <u>www.ouect.com</u>

#### About the Sponsor : OUE Limited

OUE Limited ("OUE") is a diversified real estate owner, developer and operator with a real estate portfolio located in prime locations in Asia and the U.S.. The group focuses its business across the commercial, hospitality, retail and residential sectors primarily in Singapore. With its core strategy of investing in and enhancing a stable of distinctive properties, OUE is committed to developing a portfolio that has a strong recurrent income base, balanced with development profits, to enhance long-term shareholder value.

For more information, please visit <u>www.oue.com.sg</u>.

#### IMPORTANT NOTICE

The value of units in OUE C-REIT ("Units") and the income derived from them, if any, may fall or 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. The past performance of OUE C-REIT is not necessarily indicative of the future performance of OUE C-REIT.

Investors should note that they will have no right to request the Manager to redeem or purchase their Units for so long as the Units are listed on the SGX-ST. It is intended that holders of Units may only deal in their Units through trading on the SGX-ST. The listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.

This press release may contain forward-looking statements that involve 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 costs), property expenses and governmental and public policy changes. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the Manager's current view of future events.