



COMMERCIAL  
REIT



# Financial Results for 2H and FY 2021

16 February 2022

# Important Notice

This presentation should be read in conjunction with the announcements released by OUE Commercial REIT (“OUE C-REIT”) on 16 February 2022 (in relation to its Interim Financial Information for the Six-Month Period and Financial Year Ended 31 December 2021).

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

The information and opinions contained in this presentation are subject to change without notice.



# Agenda

- Key Highlights
- Financial Summary & Capital Management
- Commercial Segment
- Hospitality Segment
- Looking Ahead
- Appendices

# Key Highlights



## Financial Performance

- FY 2021 amount to be distributed was 6.9% higher YoY at S\$142.0 million
- FY 2021 DPU of 2.60 cents was 7.0% higher YoY
- Stable NAV per Unit of S\$0.57 as at 31 December 2021



## Asset Management

- Committed occupancy of Singapore office properties was 91.2% with higher YoY average passing rents as at December 2021
- Portfolio WALE by Gross Rental Income of 3.5 years
- 4Q 2021 hospitality segment RevPAR was 23.0% higher QoQ at S\$113



## Capital Management

- Healthy aggregate leverage of 38.7% as at 31 December 2021
- Secured maiden S\$540 million sustainability-linked loan in October 2021, resulting in a longer average term of debt of 3.0 years with no more than 24% of debt due in any financial year
- 72.4% of total debt is hedged into fixed rates, mitigating interest rate risk

# Key Highlights



## Divestment of 50% interest in OUE Bayfront

- Agreed value of S\$1,267.5 million or S\$3,170 per sq ft:
  - 26.1% premium over historical cost
  - 7.3% premium over book value of S\$1,181.0 million as at 31 December 2020
- Net divestment proceeds of S\$262.6 million:
  - S\$155.0 million to redeem convertible perpetual preferred units
  - S\$15.0 million to share divestment gains with Unitholders



## Index Inclusion

- Entered the leading FTSE EPRA Nareit Global Developed Index on 20 September, enhanced OUE C-REIT's visibility and investability
- iEdge S-REIT Index
- iEdge S-REIT Leaders Index SGD
- iEdge ESG Transparency Index



## Re-branding of Mandarin Orchard Singapore

- Relaunch as Hilton Singapore Orchard on 1 March 2022
- New MICE facilities, revamped F&B offerings including fresh dining concept Osteria Mozza by famed American chef Nancy Silverton
- ☑ Income assurance for Unitholders - Downside protection from master lease throughout phased renovation and ramping-up period



*Ginger Lily – day to night lounge for afternoon tea or evening cocktails*

# Sustainability Commitment



## Stewarding the Environment

- ✓ Environmental targets relating to reductions in **energy consumption, greenhouse gas emissions, water consumption and waste**, as well as **recycling rates** compared to base year 2017
- ✓ Integrating the **Taskforce on Climate-related Financial Disclosures (“TCFD”)** recommendations into OUE C-REIT’s environmental sustainability approach to improve governance and management of climate-related risks
- ✓ Engagement with tenants to adopt **green practices** and **green leases**



## Strengthening Social Fabric

- ✓ **Provide a working environment that is safe, conducive and healthy for all**, with zero incidents resulting in employee fatality or permanent disability and zero cases of non-compliance with laws or regulations concerning tenant health and safety
- ✓ **Maintain a fair and inclusive workplace** with 40% or more of women in senior management and zero complaints of discrimination and harrasment
- ✓ **Value continual learning by employees** with a minimum 25 hours of training per employee per year
- ✓ Working in partnership with various stakeholders to **engage and support the local community** in areas such as education, healthcare, the arts, sports, as well as humanitarian and social development



## Building Trust

- ✓ Uphold **good corporate governance** and high standards of **ethical business conduct** to strengthen stakeholders’ trust
- ✓ Maintain a **strong culture of compliance with laws and regulations** that guides OUE C-REIT’s day-to-day operations
- ✓ Adoption of best practices to uphold **cyber security** and **data protection** standards

# Financial Summary & Capital Management



# 2H 2021 Financial Performance

	2H 2021 (S\$m)	2H 2020 (S\$m)	YoY Change (%)
<b>Revenue</b>	<b>116.3</b>	150.0	(22.4)
<b>Net Property Income</b>	<b>95.2</b>	119.4	(20.3)
<b>Share of Joint Venture Results</b>	<b>9.2</b>	-	NM
<b>Amount Available for Distribution<sup>(1)</sup></b>	<b>64.4</b>	72.5	(11.2)
<b>Amount to be Distributed</b>	<b>74.8<sup>(2)</sup></b>	78.4 <sup>(3)</sup>	(4.5)
<b>Distribution per Unit (cents)</b>	<b>1.37</b>	1.43	(4.2)

- Net property income of S\$95.2 million was 20.3% lower YoY mainly due to deconsolidation of OUE Bayfront's performance post the divestment of a 50% interest in the property on 31 March 2021, partially offset by lower rental rebates and lower property expenses
- Due to drawdown of OUE Downtown Office income support, share of joint venture results from OUE Bayfront and lower interest expense, amount available for distribution was S\$64.4 million. With the release of S\$5.0 million of distribution previously retained in FY 2020 and partial distribution of divestment gain from OUE Bayfront of S\$5.4 million, amount to be distributed was S\$74.8 million, DPU of 1.37 cents, which was 4.2% lower YoY

NM: Not meaningful

(1) Net of retention for working capital requirements relating to the hospitality segment

(2) Release of S\$5.0 million of distribution retained in FY 2020 and S\$5.4 million capital gain distribution from divestment of OUE Bayfront

(3) Release of approximately S\$5.8 million from the S\$10.8 million of distribution retained in 1H 2020 to preserve financial flexibility in view of uncertainties posed by the COVID-19 situation

# FY 2021 Financial Performance

	FY 2021 (S\$m)	FY 2020 (S\$m)	YoY Change (%)
<b>Revenue</b>	<b>249.9</b>	292.0	(14.4)
<b>Net Property Income</b>	<b>204.2</b>	231.9	(11.9)
<b>Share of Joint Venture Results</b>	<b>13.2</b>	-	NM
<b>Amount Available for Distribution<sup>(1)</sup></b>	<b>131.6</b>	137.8	(4.5)
<b>Amount to be Distributed</b>	<b>142.0<sup>(2)</sup></b>	132.8 <sup>(3)</sup>	6.9
<b>Distribution per Unit (cents)</b>	<b>2.60</b>	2.43	7.0

- Net property income in FY 2021 of S\$204.2 million was 11.9% lower YoY mainly due to deconsolidation of OUE Bayfront's performance post the divestment of a 50% interest in the property on 31 March 2021, partially offset by lower rental rebates and lower property expenses
- Including the share of joint venture results from OUE Bayfront and lower interest expense, amount available for distribution was S\$131.6 million. With the release of S\$5.0 million of distribution retained in FY 2020 and partial distribution of divestment gain from OUE Bayfront of S\$5.4 million, amount to be distributed was S\$142.0 million, 6.9% higher YoY, translating to higher YoY DPU of 2.60 cents

NM: Not meaningful

(1) Net of retention for working capital requirements relating to the hospitality segment

(2) Release of S\$5.0 million of distribution retained in FY 2020 and S\$5.4 million capital gain distribution from divestment of OUE Bayfront

(3) S\$5.0 million of distribution was retained in FY 2020 to preserve financial flexibility in view of uncertainties posed by the COVID-19 situation

# Distribution Details

## Payment of distribution for period from 1 July 2021 to 31 December 2021

<b>Distribution Period</b>	1 July 2021 to 31 December 2021
<b>Distribution Per Unit</b>	1.37 cents per Unit comprising: i. Taxable income distribution of 0.88 cents per Unit ii. Tax exempt income distribution of 0.22 cents per Unit iii. Capital distribution of 0.27 cents per Unit
<b>Notice of Book Closure Date</b>	16 February 2022
<b>Book Closure Date</b>	24 February 2022
<b>Distribution Payment Date</b>	30 March 2022

# Valuation as at 31 December 2021

- Property valuation declined to S\$6,018.3 million as at 31 December 2021, due to the divestment of 50% interest in OUE Bayfront in March 2021. While valuations for the hotel and retail segments were lower YoY, this was mitigated by higher Singapore office valuations driven by tighter capitalisation rates

	S\$ million		Change (%)	Capitalisation Rate	Unit Valuation
	As at 31 Dec 2021	As at 31 Dec 2020			
<b>OUE Bayfront (100% interest)</b>	1,270.0	1,181.0	7.5	Office: 3.625% Retail: 6.0%	S\$3,176 psf
<b>OUE Bayfront (50% interest)</b>	635.0	-	-	As above	As above
<b>One Raffles Place<sup>(1)</sup></b>	1,867.7	1,799.7	3.8	Office: 3.40% – 3.55% Retail: 4.43%	S\$2,650 psf
<b>OUE Downtown Office</b>	902.0	900.0	0.2	3.90%	S\$1,704 psf
<b>Lippo Plaza</b>	574.5 <sup>(2)</sup> (RMB 2,681.0 m)	545.6 <sup>(3)</sup> (RMB 2,680.0 m)	5.3	-(4)	RMB45,812 psm GFA
<b>Mandarin Gallery</b>	453.9	473.0	(4.0)	5.25%	S\$3,594 psf
<b>Mandarin Orchard Singapore</b>	1,130.0	1,157.0	(2.3)	5.25%	S\$1.0m / key
<b>Crowne Plaza Changi Airport</b>	455.2	468.5	(2.8)	4.75%	S\$0.8m / key
<b>Total (including attributable interest in OUE Bayfront)</b>	<b>6,018.3</b>	<b>6,524.8</b>	<b>(7.8)</b>	-	-
<b>Total (excluding OUE Bayfront)</b>	<b>5,383.3</b>	<b>5,343.8</b>	<b>0.7</b>	-	-

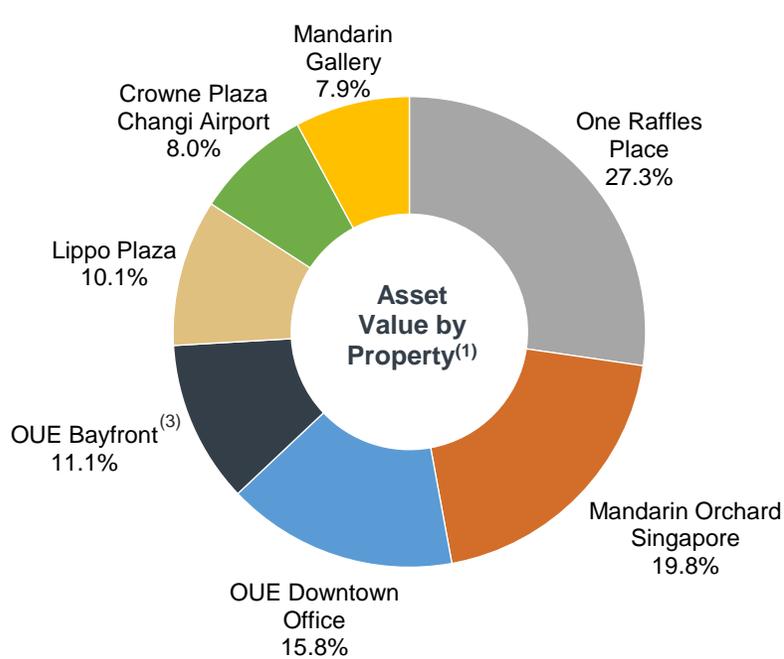
(1) Based on OUB Centre Limited's 81.54% interest in One Raffles Place. OUE C-REIT has an 83.33% indirect interest in OUB Centre Limited

(2) Based on independent valuation as at 31 December 2021 and SGD:CNY exchange rate of 1:4.666

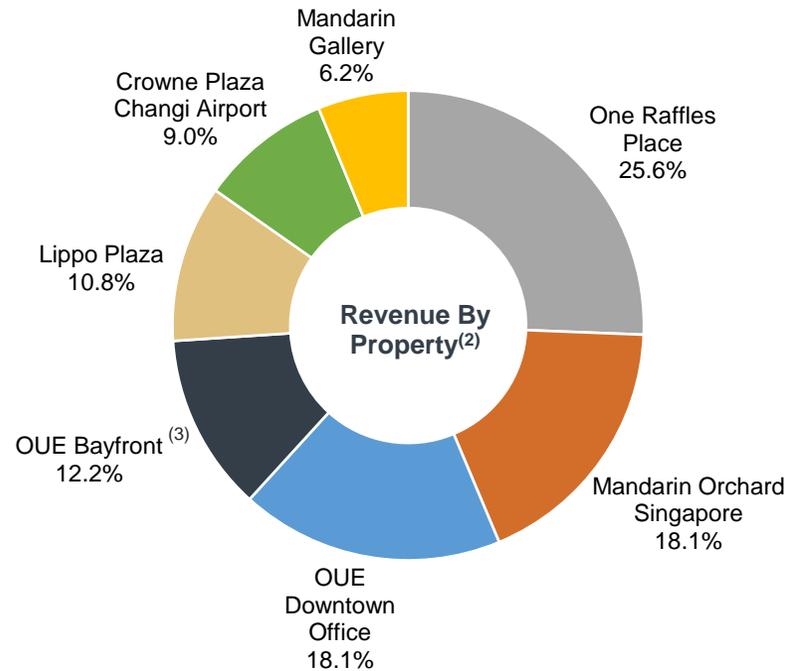
(3) Based on independent valuation as at 31 December 2020 and SGD:CNY exchange rate of 1:4.912

(4) Not applicable. Valuation was conducted based on Direct Comparison Approach and Discounted Cash Flow Analysis

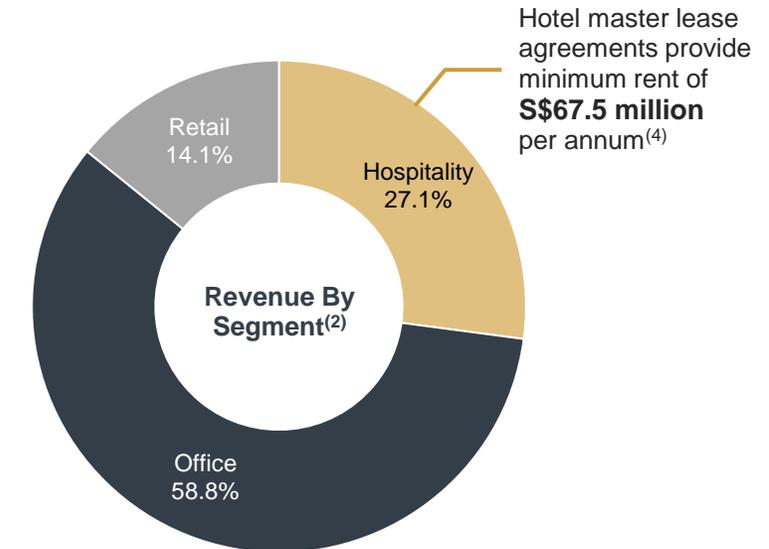
# Portfolio Composition



■ ~90% of assets under management in Singapore



■ No single asset contributes more than 25.6% to the portfolio revenue



■ 58.8% of portfolio contribution is underpinned by the office segment

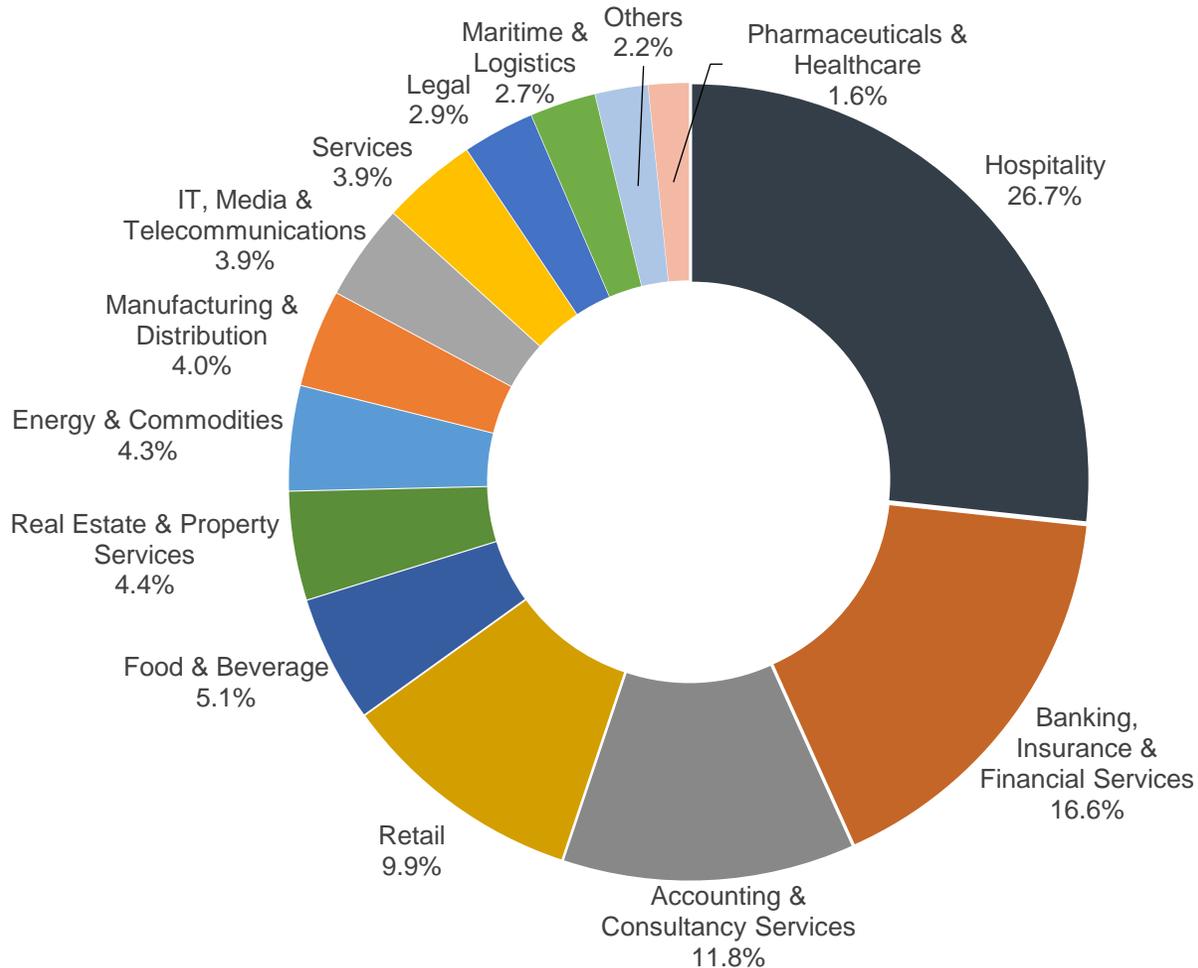
(1) Based on independent valuations as at 31 December 2021 and OUE C-REIT's proportionate interest in the respective properties as at 31 December 2021, assuming SGD:CNY exchange rate of 1:4.666 as at 31 December 2021

(2) Based on 4Q 2021 revenue and OUE C-REIT's proportionate interest in the respective properties

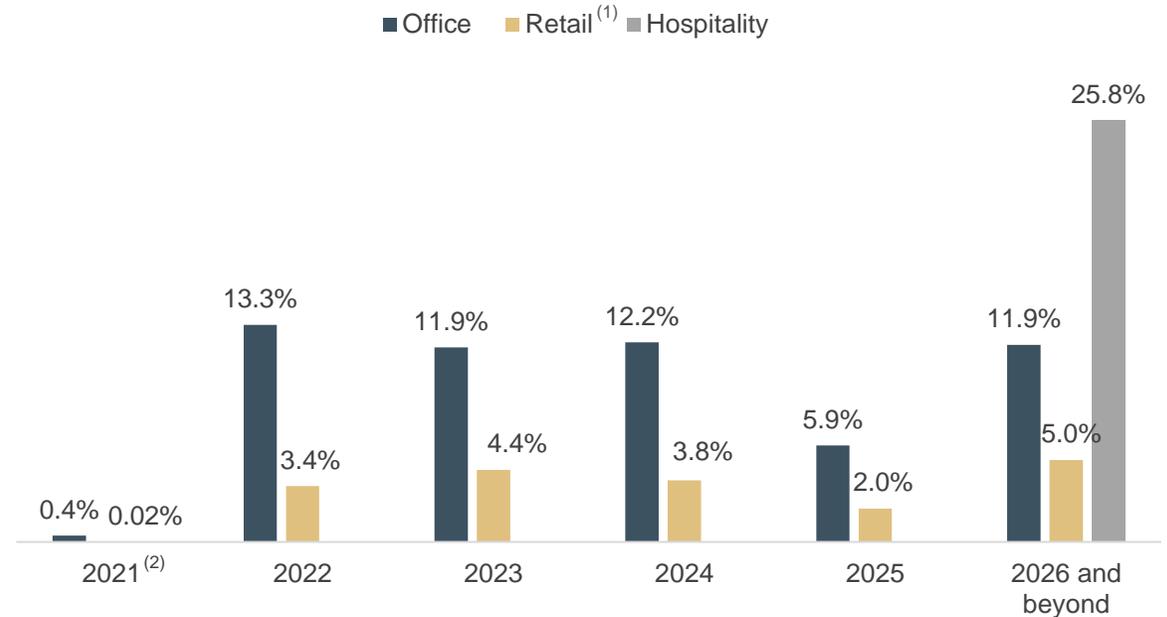
(3) OUE C-REIT's interest in OUE Bayfront is 50% post completion of partial divestment on 31 March 2021

(4) Mandarin Orchard Singapore and Crowne Plaza Changi Airport's master lease agreements are subject to a minimum rent of S\$45.0 million and S\$22.5 million per annum respectively, totalling S\$67.5 million per annum

# Tenant Base and Portfolio Lease Expiry Profile



As of Dec 2021



As at 31 Dec 2021

**WALE<sup>(3)</sup> of 3.5 years by Gross Rental Income**

Note: Tenant by trade sector and lease expiry profile is based on gross rental income (excluding provision of rental rebates and turnover rent), and OUE C-REIT's proportionate interest in the respective properties

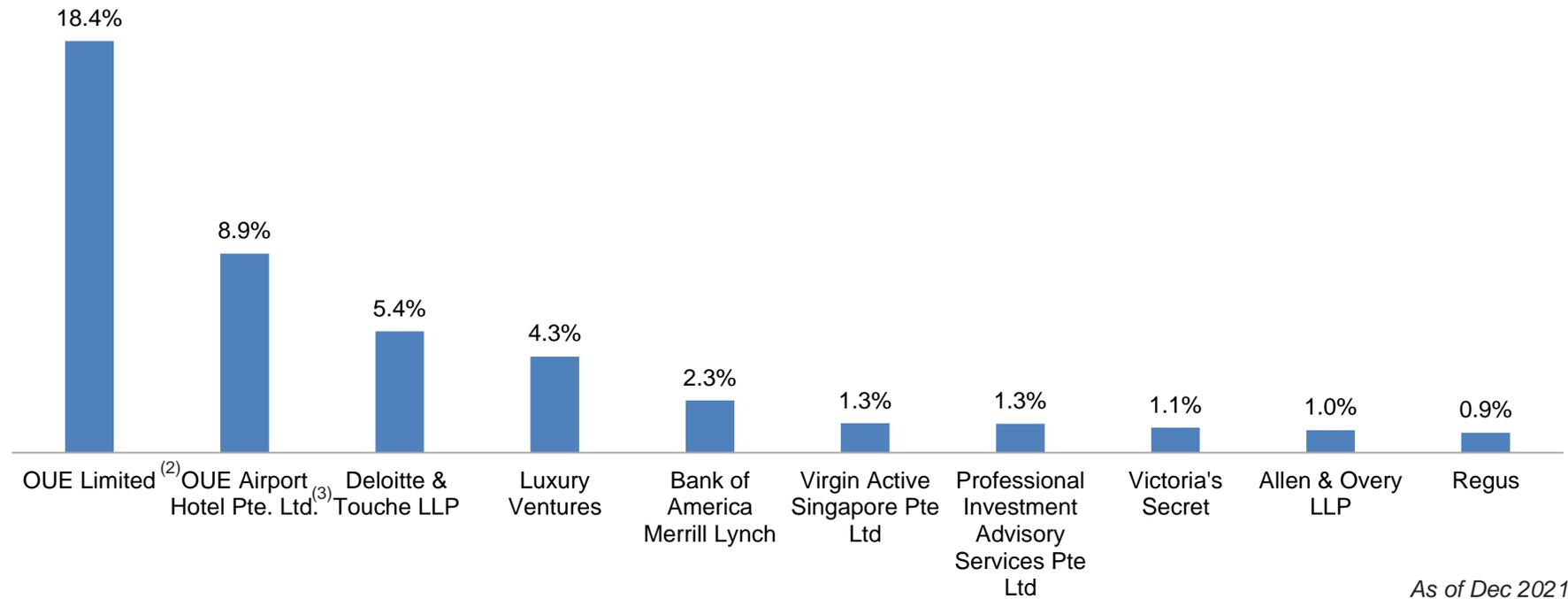
(1) Refers to contribution from Mandarin Gallery and all other retail components within OUE C-REIT's portfolio

(2) As at 31 December 2021, leases expiring on 31 December 2021 had not been renewed

(3) "WALE" refers to the weighted average lease term to expiry.

# Top 10 Tenants

Top 10 Tenants contribute 44.9% of Total Gross Rental Income<sup>(1)</sup>

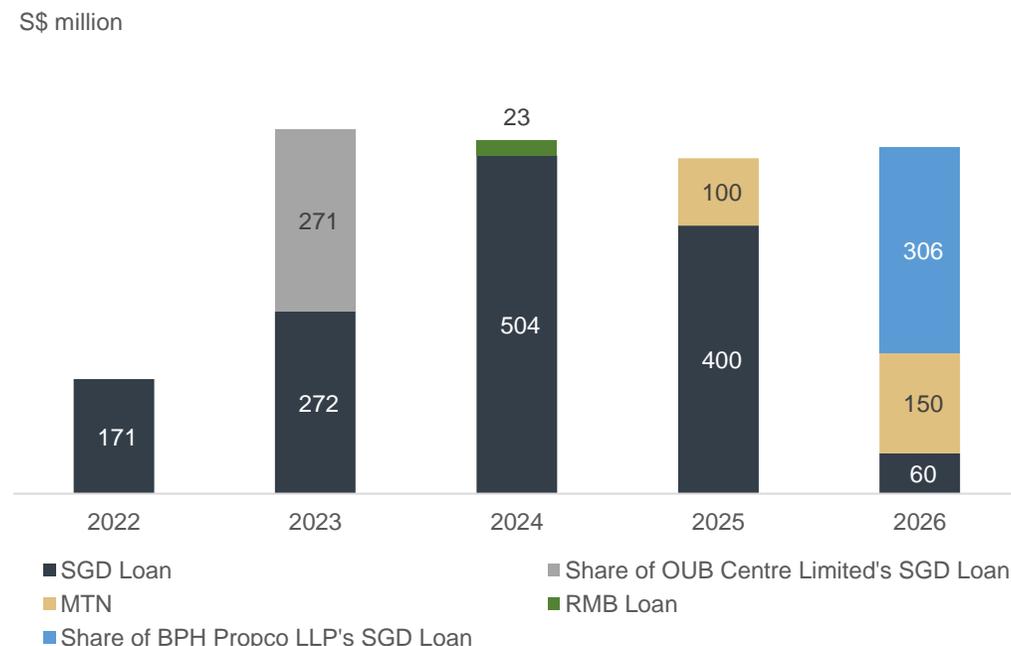


# Capital Management

- As at 31 December 2021, aggregate leverage was 38.7% with stable weighted average cost of debt of 3.2% p.a
- In October, obtained S\$540 million maiden sustainability-linked loan for refinancing existing borrowings. Average term of debt lengthened to 3.0 years, with no more than 24% of debt due for refinancing in any year
- Distribution is mitigated against interest rate fluctuations with 72.4% of debt on fixed rate basis

	As at 31 Dec 2021	As at 31 Dec 2020
Aggregate Leverage	38.7%	41.2%
Total debt	S\$2,257m <sup>(1)</sup>	S\$2,664m <sup>(2)</sup>
Weighted average cost of debt	3.2% p.a.	3.0% p.a.
Average term of debt	3.0 years	2.3 years
% fixed rate debt	72.4%	68.1%
Interest coverage ratio (ICR) <sup>(3)</sup>	2.8x	2.7x
Adjusted ICR <sup>(4)</sup>	2.7x	2.6x

## Debt Maturity Profile



(1) Based on SGD:CNY exchange rate of 1:4.666 as at 31 December 2021 and includes OUE C-REIT's share of OUB Centre Limited's loan and BPH PropCo LLP's loan

(2) Based on SGD:CNY exchange rate of 1:4.912 as at 31 December 2020 and includes OUE C-REIT's share of OUB Centre Limited's loan

(3) As prescribed under Appendix 6 of the Monetary Authority of Singapore's Code on Collective Investment Schemes (last revised on 1 July 2021). Based on earnings before interest, tax, depreciation and amortisation (excluding effects of any fair value changes of derivatives and investment properties, and foreign exchange translation) over interest expense and borrowing-related fees, on a trailing 12-month basis.

(4) As above in (3) and including distributions on hybrid securities in the denominator

# Commercial Segment



# Commercial Segment Performance – 2H & FY 2021

(S\$ million)

▼ 29.0%      ▼ 29.8%



Revenue      Net Property Income

■ 2H 2021      ■ 2H 2020

(S\$ million)

▼ 18.8%      ▼ 17.6%



Revenue      Net Property Income

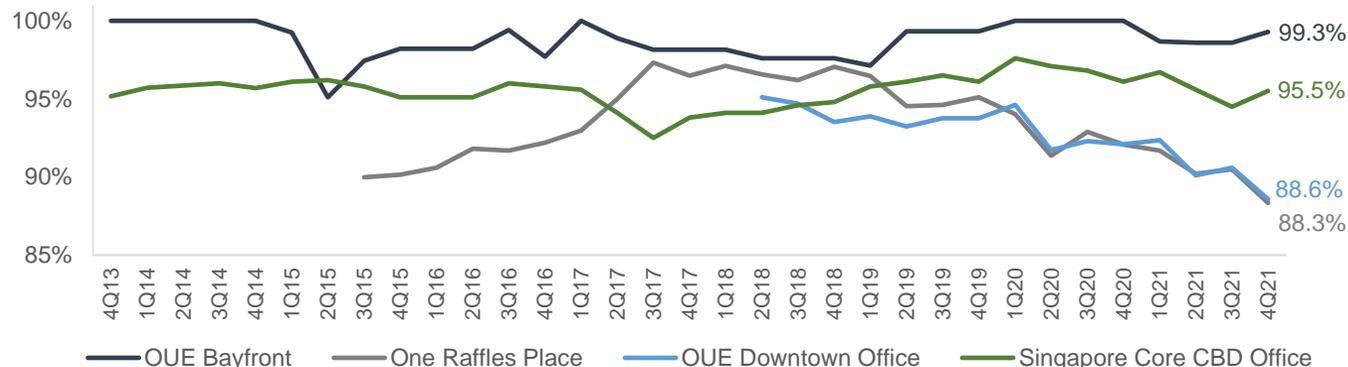
■ FY 2021      ■ FY 2020

- The lower YoY performance was mainly due to deconsolidation of OUE Bayfront's performance post the divestment of a 50% interest in the property on 31 March 2021, partially offset by lower rental rebates and lower property expenses
- Rental rebates committed to retail tenants amount to approximately S\$2.3 million in 2H 2021, and S\$8.5 million for FY 2021

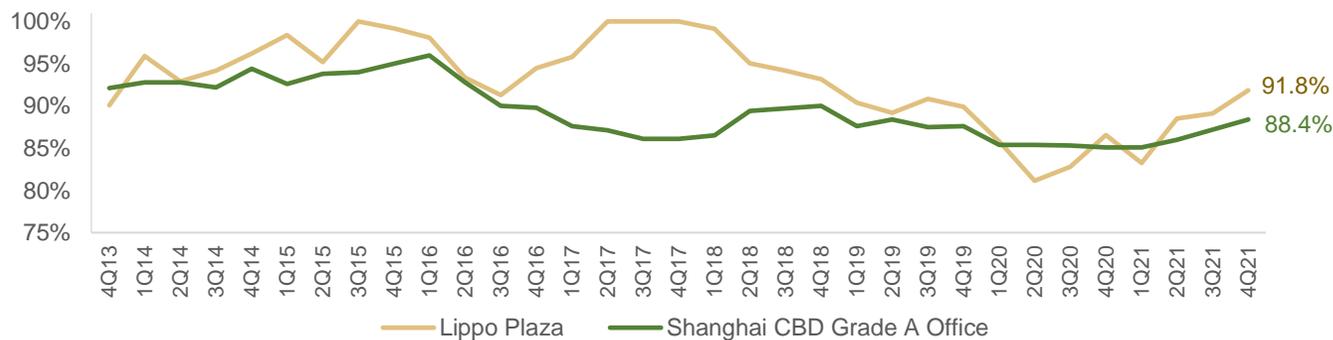
# Office Segment Occupancy

- OUE Bayfront's committed office occupancy 99.3% as at 31 December 2021, ahead of the wider market
- Committed office occupancy of One Raffles Place and OUE Downtown Office declined to 88.3% and 88.6% respectively as at 31 December 2021 as leasing momentum continued to be dampened by prevailing safe management measures
- Strong leasing demand supported Lippo Plaza's 5.3 ppt YoY improvement in committed office occupancy to 91.8%, ahead of the wider market

## Singapore



## Shanghai



# Committed & Average Office Rents

- Rental reversions for Singapore office properties in 4Q 2021 ranged from -5.0% to 9.5%. For FY 2021, Singapore office rental reversions ranged from -4.1% to 3.6%.
- Singapore office rents continue to recover, which is expected to narrow the gap between expiring rents and market rents

4Q 2021	Average Expired Rents	Committed Rents <sup>(1)</sup>	Sub-market	Comparable Sub-market Rents	
				Colliers <sup>(2)</sup>	Savills <sup>(3)</sup>
<b>Singapore</b>					
OUE Bayfront	S\$11.07	S\$11.50 – S\$15.00	New Downtown/ Marina Bay	S\$11.58	S\$12.20
One Raffles Place	S\$10.26	S\$9.30 – S\$11.50	Raffles Place	S\$9.78	S\$9.53
OUE Downtown Office	S\$8.38	S\$7.50 – S\$8.20	Shenton Way/ Tanjong Pagar	S\$10.21	S\$8.47 – S\$8.61
<b>Shanghai</b>					
Lippo Plaza	RMB9.96	RMB8.10 – RMB11.00	Puxi	RMB8.82	RMB9.70 <sup>(4)</sup>

(1) Committed rents for renewals and new leases

(2) Source: Colliers Singapore Office Market Outlook 2022 for Singapore comparable sub-market rents; Colliers Shanghai Grade A Office Market Overview and Forecast 4Q 2021 for Shanghai comparable sub-market rents

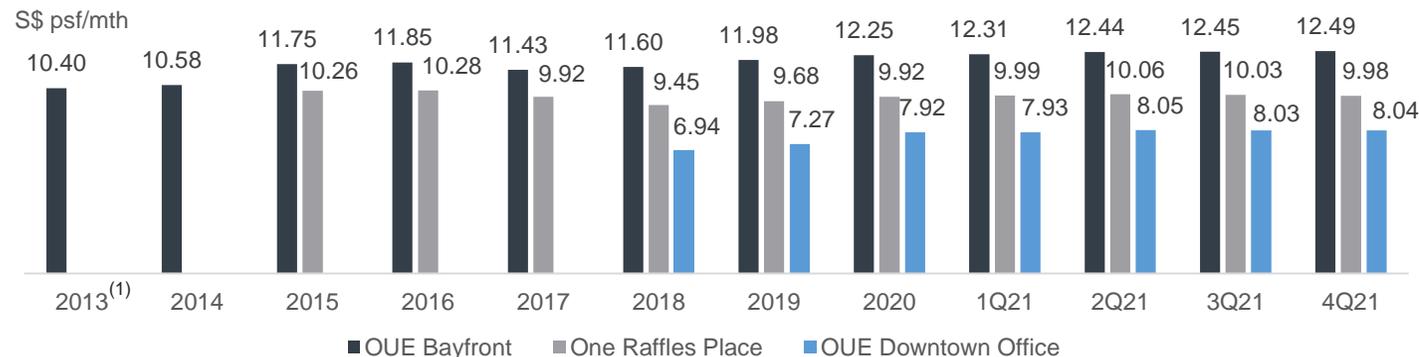
(3) Source: Savills Singapore Office Briefing 3Q 2021 for Singapore comparable sub-market rents; Savills Shanghai Property Market in Minutes 4Q 2021 for Shanghai comparable sub-market rents

(4) Shanghai Grade A office rent for prime districts of Nanjing Road West, Huaihai Middle Road and Lujiazui as defined by Savills

Note: For reference, CBRE Research's 4Q 2021 Grade A Singapore office rent is S\$10.80 psf/mth. Sub-market rents are not published

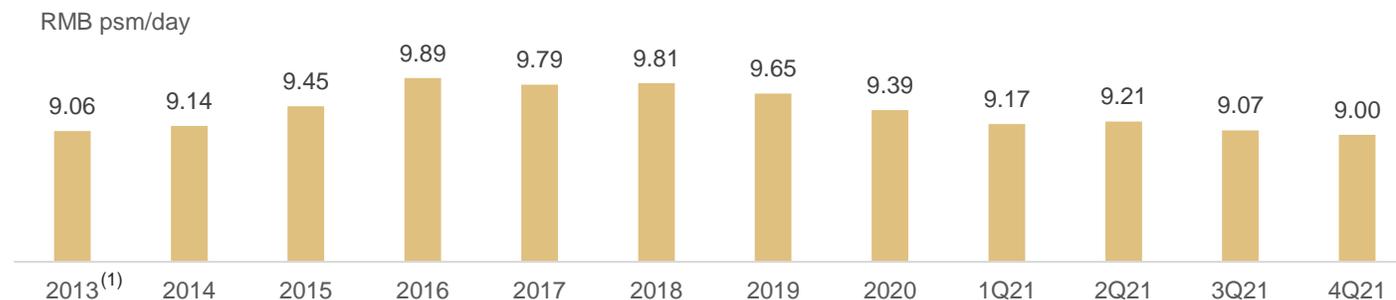
# Average Passing Rents

## Singapore (Office)



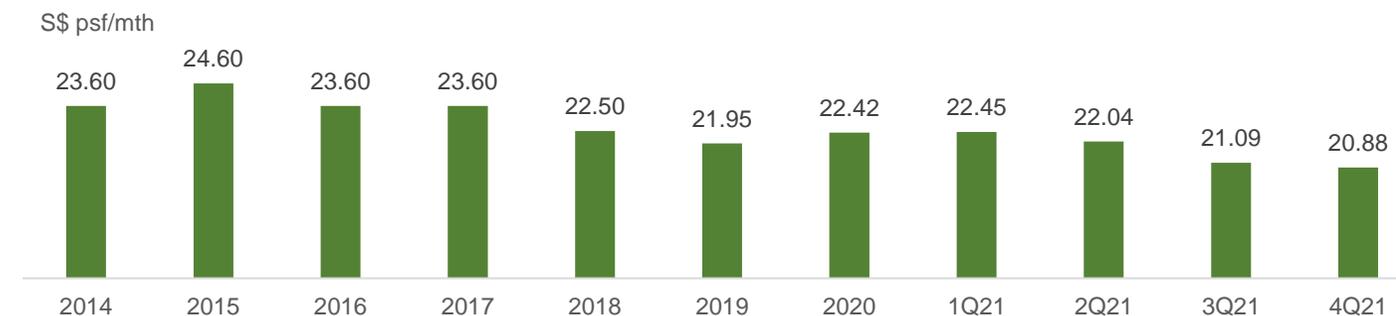
- Sustained YoY growth in average passing rents for all Singapore office properties due to positive rental reversions in past consecutive quarters. Average passing rent at OUE Bayfront recorded a high of S\$12.49 psf/mth

## Lippo Plaza (Office)



- Average passing office rent for Lippo Plaza declined to RMB9.00 psm/day due to strong leasing competition amidst a significant supply increase

## Mandarin Gallery



- Average retail rent at Mandarin Gallery declined to S\$20.88 psf/month given sustained operational challenges facing the prime retail segment due to the pandemic

# Top 10 Tenants – Commercial Segment

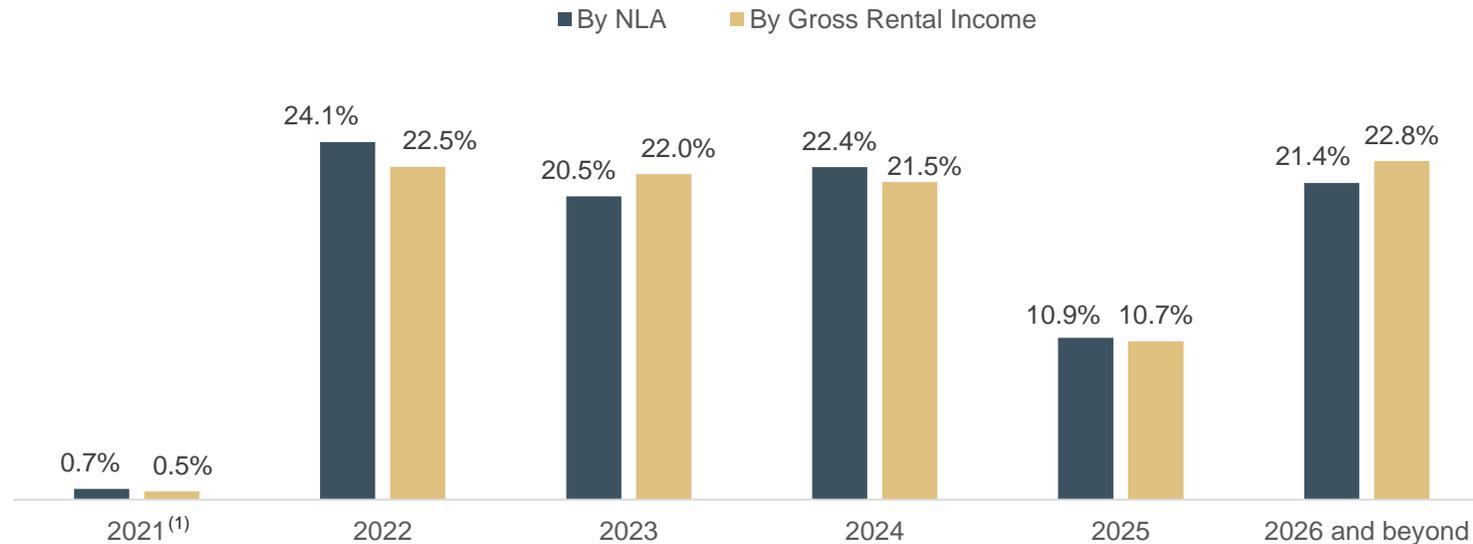
Top 10 Tenants contribute 26.6% of Commercial Segment Gross Rental Income<sup>(1)</sup>



As of Dec 2021

# Lease Expiry Profile – Commercial Segment

22.5% of OUE C-REIT’s commercial segment gross rental income is due for renewal in 2022



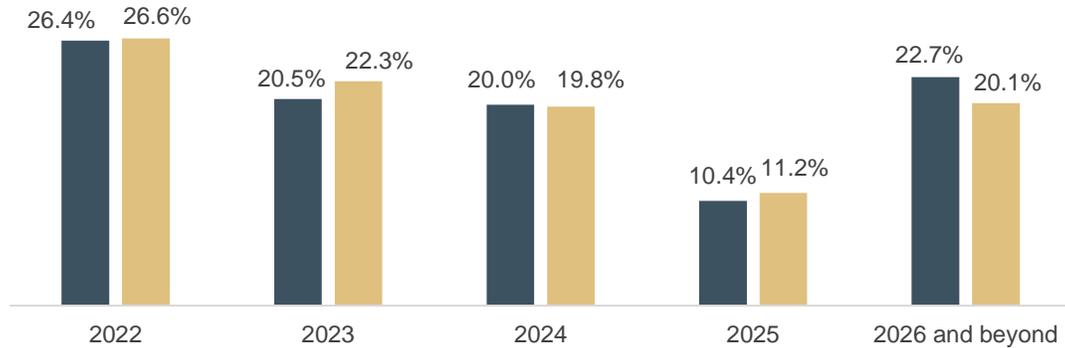
**WALE<sup>(2)</sup> of 2.4 years by NLA<sup>(3)</sup> and 2.5 years GRI<sup>(3)</sup>**

As at 31 Dec 2021

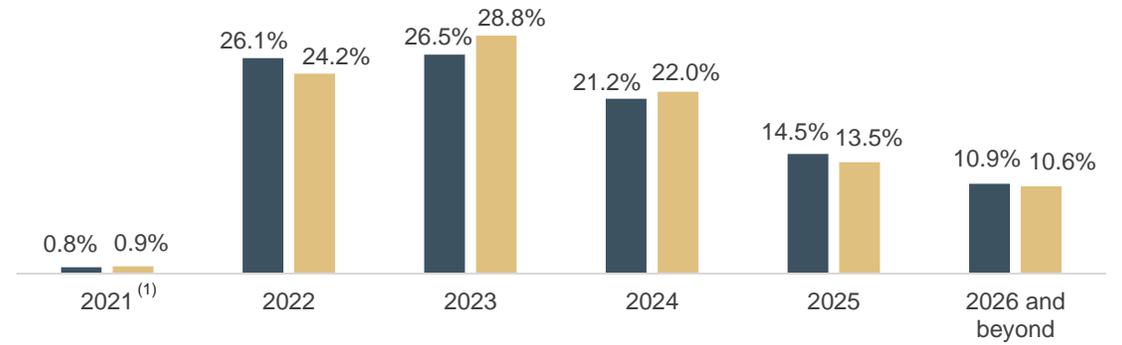
(1) As at 31 December 2021, leases expiring on 31 December 2021 comprising 0.7% of commercial segment lettable area and 0.5% of commercial segment gross rental income had not been renewed  
 (2) Based on gross rental income (excluding turnover rent), and OUE C-REIT’s proportionate interest in the respective properties  
 (3) “NLA” refers to net lettable area and “GRI” refers to Gross Rental Income

# Lease Expiry Profile by Commercial Property

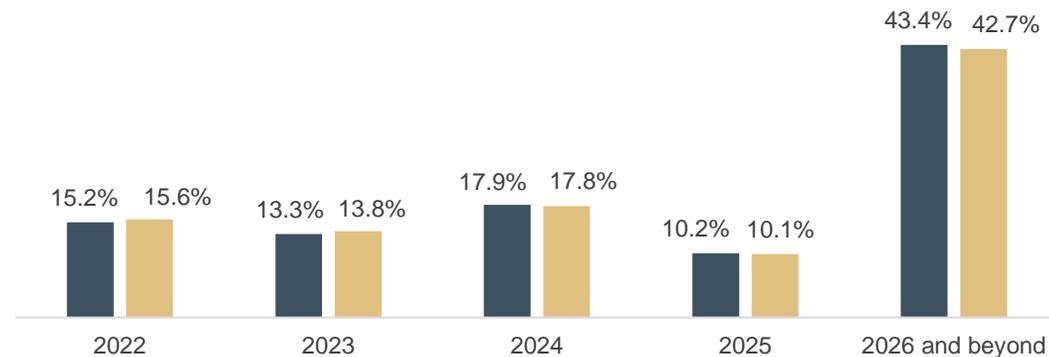
**OUE Bayfront**  
WALE: 2.5 years (NLA); 2.4 Years (GRI)



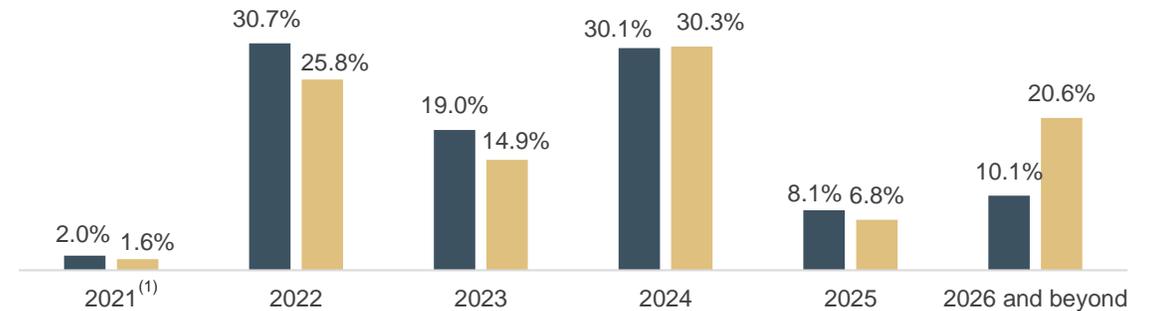
**One Raffles Place**  
WALE: 2.1 years (NLA); 2.1 Years (GRI)



**OUE Downtown Office**  
WALE: 3.2 years (NLA); 3.2 years (GRI)

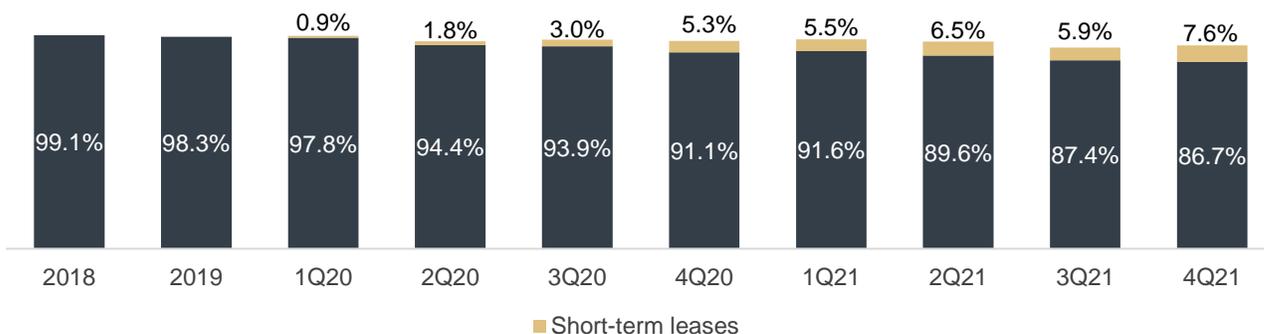


**Lippo Plaza**  
WALE: 2.0 years (NLA); 2.3 years (GRI)



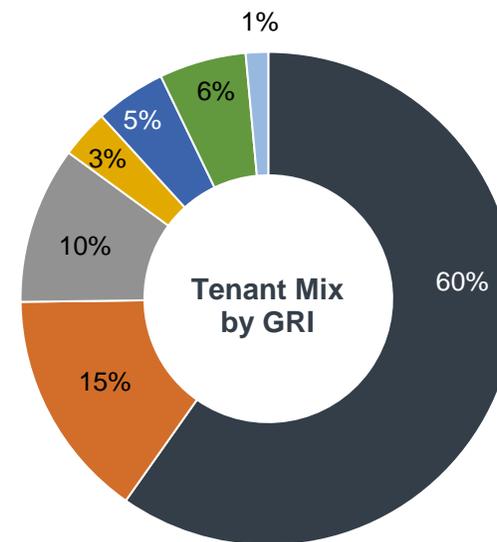
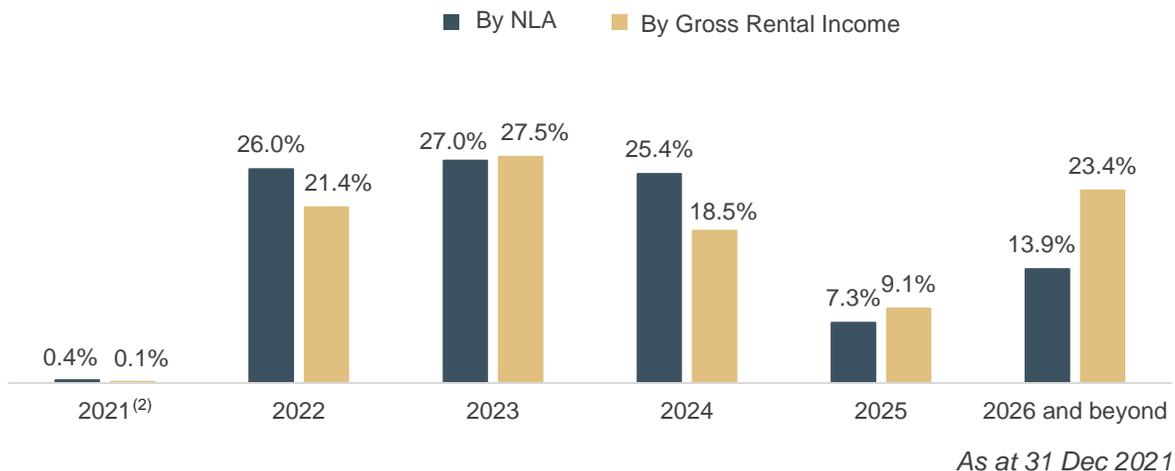
# Mandarin Gallery

## Committed Occupancy



- While occupancy was impacted by dampened leasing sentiment, vacancy increase was also partly due to ongoing repositioning of certain spaces to F&B to enhance tenant mix and strengthen appeal to shoppers
- Shopper traffic and sales in December improved to ~75% and ~65% of pre-COVID-levels respectively

**WALE: 2.2 years (NLA); 2.5 Years (GRI<sup>(1)</sup>)**



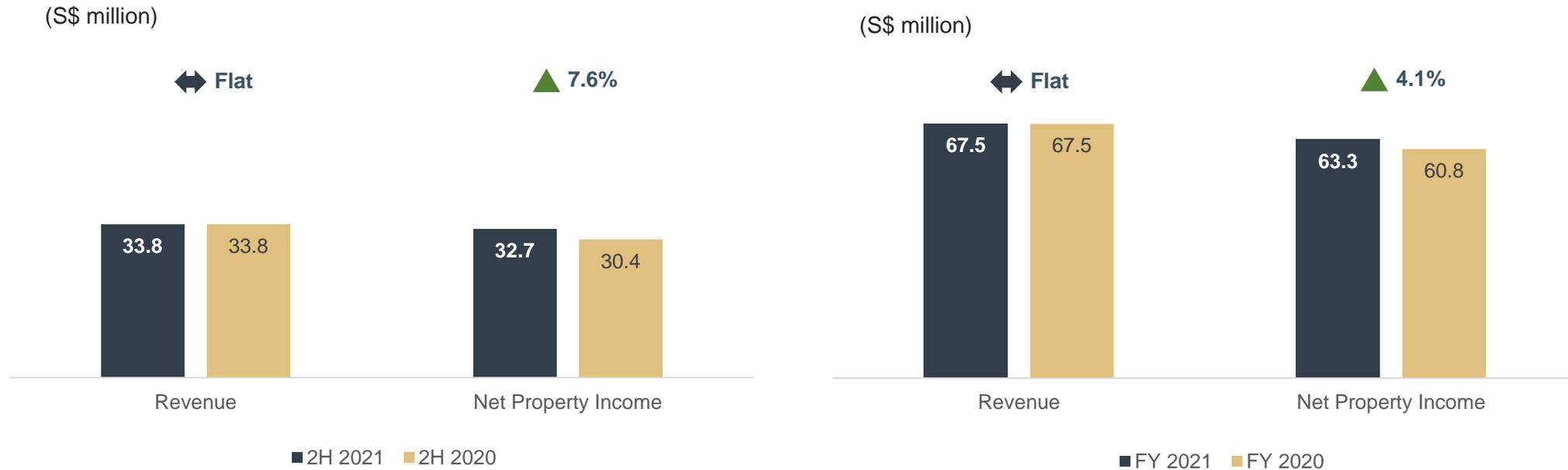
- Fashion & Accessories
- Food & Beverage
- Hair & Beauty
- Travel
- Living & Lifestyle
- Watches & Jewellery
- Services

(1) Based on gross rental income (excluding turnover rent)  
 (2) As at 31 December 2021, leases expiring on 31 December 2021 had not been renewed

# Hospitality Segment

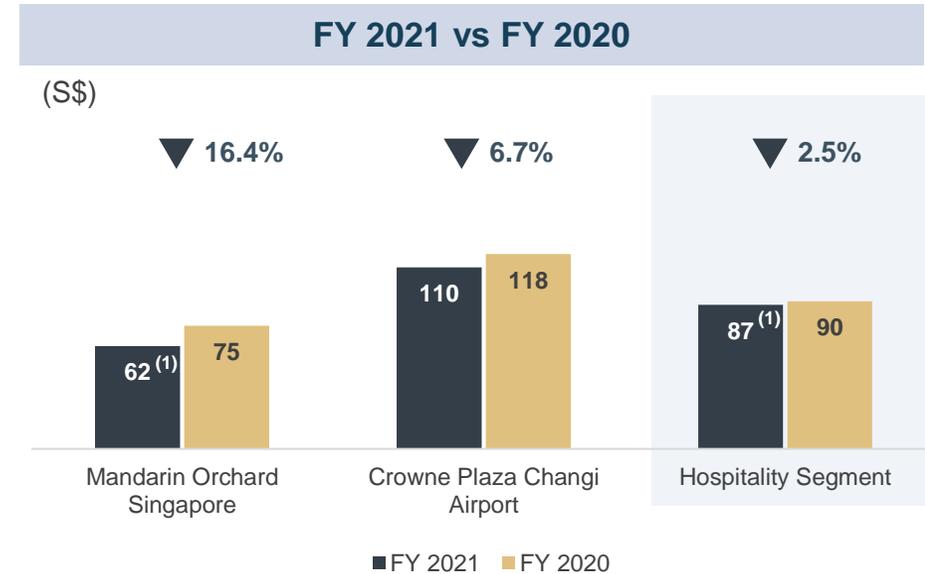


# Hospitality Segment Performance – 2H & FY 2021



- Hospitality segment revenue for 2H 2021 and FY 2021 of S\$33.8 million and S\$67.5 million respectively was the minimum rent under the master lease arrangements of the hotel properties.
- Net property income for 2H 2021 and FY 2021 was 7.6% and 4.1% higher YoY respectively

# Hospitality Segment RevPAR Performance



- For 4Q 2021, Mandarin Orchard Singapore's RevPAR increased 43.9% QoQ to S\$97, buoyed by local staycation demand during the year-end holiday period. Crowne Plaza Changi Airport's RevPAR recorded a 13.0% QoQ increase to S\$125 due to Singapore's gradual relaxation of borders with the start of various Vaccinated Travel Lane arrangements. Overall hospitality RevPAR was 23.0% higher QoQ at S\$113
- With renovation works underway for the most of FY 2021, Mandarin Orchard Singapore's RevPAR declined 16.4% YoY to S\$62<sup>(1)</sup>. RevPAR for Crowne Plaza Changi Airport declined 6.7% YoY to S\$110 due to a temporary closure in January 2021 as a precautionary measure to facilitate investigations by the Ministry of Health. Overall hospitality RevPAR declined by 2.5% YoY to S\$87

Looking Ahead



# Outlook

## Singapore Office

- Positive leasing momentum is expected to continue in 2022, supported by expansionary demand from the technology sector amidst limited supply pipeline
- As the Singapore office rental recovery continues, OUE C-REIT's portfolio of high-quality Grade A office properties and diversified tenant base is expected to underpin a stable performance

## Singapore Retail

- Retail segment will benefit from improved economic activity and consumer sentiment, although new COVID variants may delay easing of border restrictions and the return of tourist spending
- Proactive asset management, including flexible leasing strategies and repositioning of spaces to boost occupancy remains an ongoing focus

## Singapore Hospitality

- Recovery of the hospitality segment is expected to be uneven due to the risk of new COVID variants. A stronger rebound is expected after 2022 when border restrictions are relaxed more substantially
- Minimum rent component of S\$67.5 million under the master lease arrangements of OUE C-REIT's hotel portfolio continues to provide significant downside protection

## Shanghai Office

- While demand is expected to remain healthy due to robust growth of technology, media and telecommunications sector, rental growth is expected to be measured due to rising vacancy amidst a significant supply over the next few years
- Prioritising occupancy remains a key focus at Lippo Plaza

# Appendices

- Overview of OUE C-REIT
- Premium Portfolio of Assets
- Singapore Office Market
- Shanghai Office Market
- Singapore Hospitality Market
- Hotel Master Lease Details



# Overview of OUE C-REIT

One of the  
Largest Diversified  
SGX-listed REITs

Total Assets  
**S\$5.8 billion<sup>(1)</sup>**

**7** High quality prime assets  
6 properties in Singapore and 1 property in Shanghai



OUE Bayfront



One Raffles Place



OUE Downtown Office



Lippo Plaza



Mandarin Gallery



Mandarin Orchard Singapore



Crowne Plaza Changi Airport

Strong Support  
OUE Group

**48.2%** stake<sup>(1)</sup>

Manage more than **2.1** mil sq ft  
in net lettable area

**1,643** upscale  
hotel rooms

Investment Mandate

✓ Commercial  
✓ Hospitality / Hospitality-related

# Premium Portfolio of Assets

## Strategically-located assets in the prime business districts of Singapore and Shanghai



	OUE Bayfront	One Raffles Place	OUE Downtown Office	Lippo Plaza	Mandarin Gallery	Mandarin Orchard Singapore	Crowne Plaza Changi Airport
<b>Description</b>	A landmark Grade A office building located at Collyer Quay between the Marina Bay downtown and Raffles Place	Iconic integrated development with two Grade A office towers and a retail mall located in Singapore's CBD at Raffles Place	Grade A office space, a mixed-used development with offices, retail and serviced residences at Shenton Way	Grade A commercial building located along Huaihai Zhong Road within the established commercial district of Huangpu in Puxi, Shanghai	Prime retail landmark on Orchard Road – preferred location for flagship stores of international brands	To be re-branded as Hilton Singapore Orchard, Hilton's flagship in Singapore and the largest Hilton hotel in Asia-Pacific on 1 March 2022	Award-winning hotel at Singapore Changi Airport and close to Changi Business Park with seamless connectivity to Jewel Changi Airport
<b>Ownership Interest</b>	50%	67.95%	100%	91.2% strata ownership	100%	100%	100%
<b>NLA (sq ft) /No. of Rooms</b>	Office: 378,801 Retail: 21,132	Office: 605,529 Retail: 99,370	Office: 529,297	Office: 361,007 Retail: 61,575	Retail: 126,283	1,080 hotel rooms	563 hotel rooms
<b>Occupancy<sup>(1)</sup></b>	Office: 99.3% Retail: 96.6% Overall: 99.1%	Office: 88.3% Retail: 94.2% Overall: 89.3%	Office: 88.6%	Office: 91.8% Retail: 98.6% Overall: 92.9%	Retail: 86.7%	-	-
<b>Valuation as at 31 Dec 2021</b>	S\$1,270.0m <sup>(2)</sup> (S\$3,176 psf)	S\$1,867.7m <sup>(3)</sup> (S\$2,650 psf)	S\$902.0m (S\$1,704 psf)	RMB2,681.0m / RMB45,812 psm GFA	S\$453.9m (S\$3,594 psf)	S\$1,130.0m (S\$1.0m / key)	S\$455.2m (S\$0.8m / key)

(1) Committed occupancy as at 31 December 2021

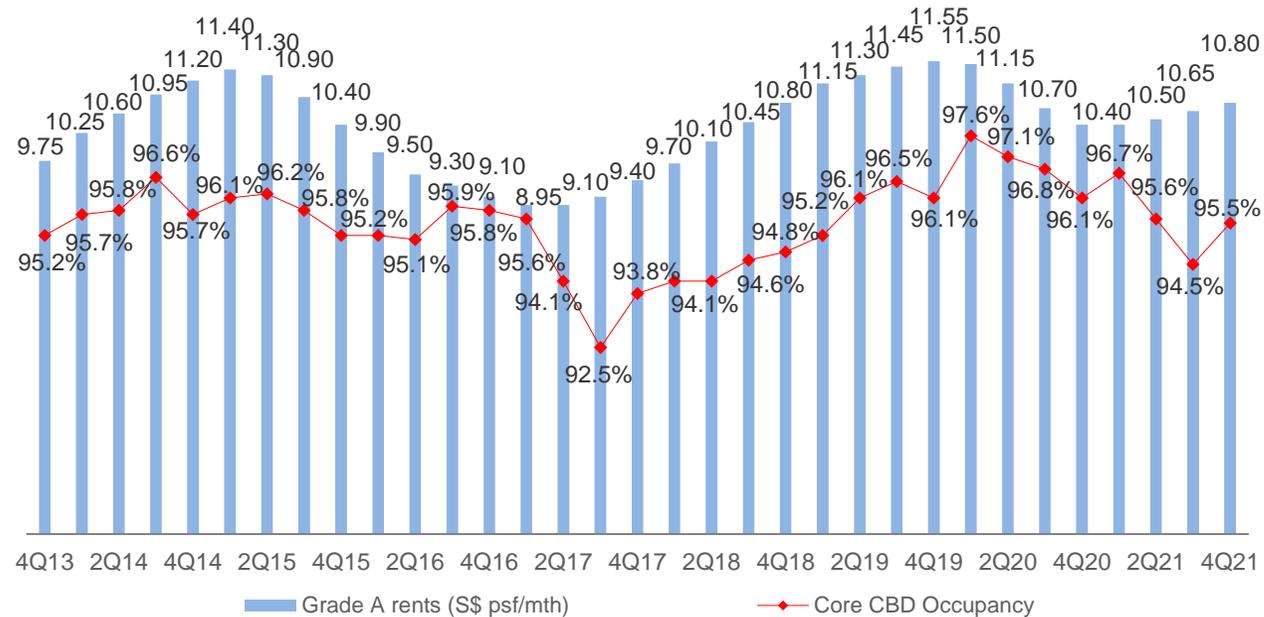
(2) Based on BPH PropCo LLP's 100% interest in OUE Bayfront. OUE C-REIT has a direct 50.0% interest in BPH PropCo LLP

(3) Based on OUB Centre Limited's 81.54% interest in One Raffles Place. OUE C-REIT has an indirect 83.33% interest in OUB Centre Limited held via its wholly-owned subsidiaries

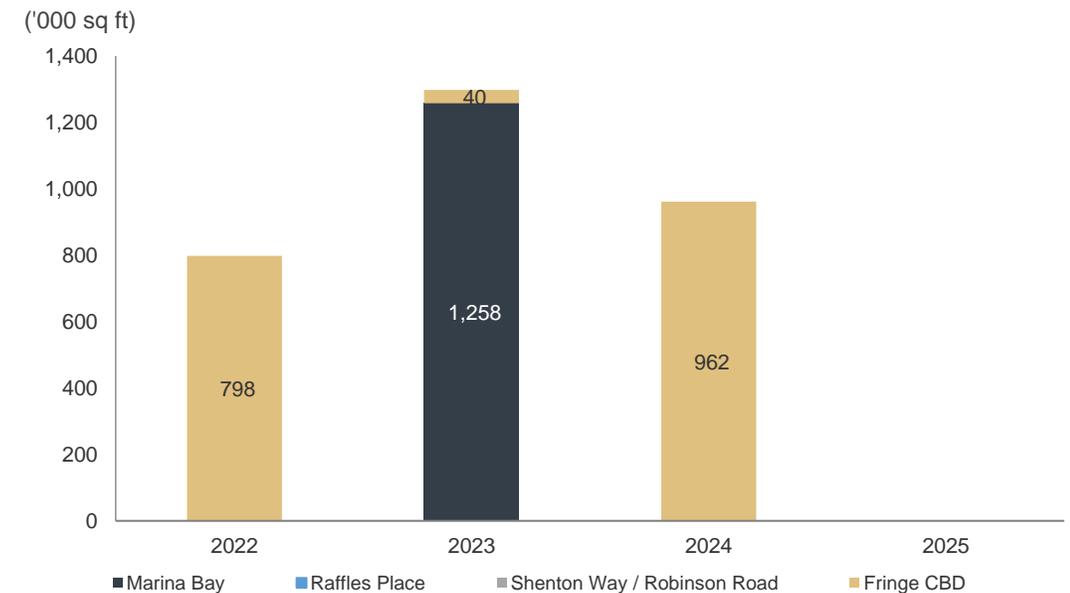
# Singapore Office Market

- Core CBD Grade A occupancy increased 1.0 ppt QoQ to 95.5% in 4Q 2021 due to a recovery in demand led by the technology and non-bank financial sectors. The healthy demand and limited supply drove a 1.4% QoQ increase in CBD Grade A office rents to S\$10.80 psf per month
- Positive leasing momentum is expected to continue into 2022, supported by expansionary demand from the technology sector amidst a limited supply pipeline

## Singapore CBD Grade A Rents and Occupancy

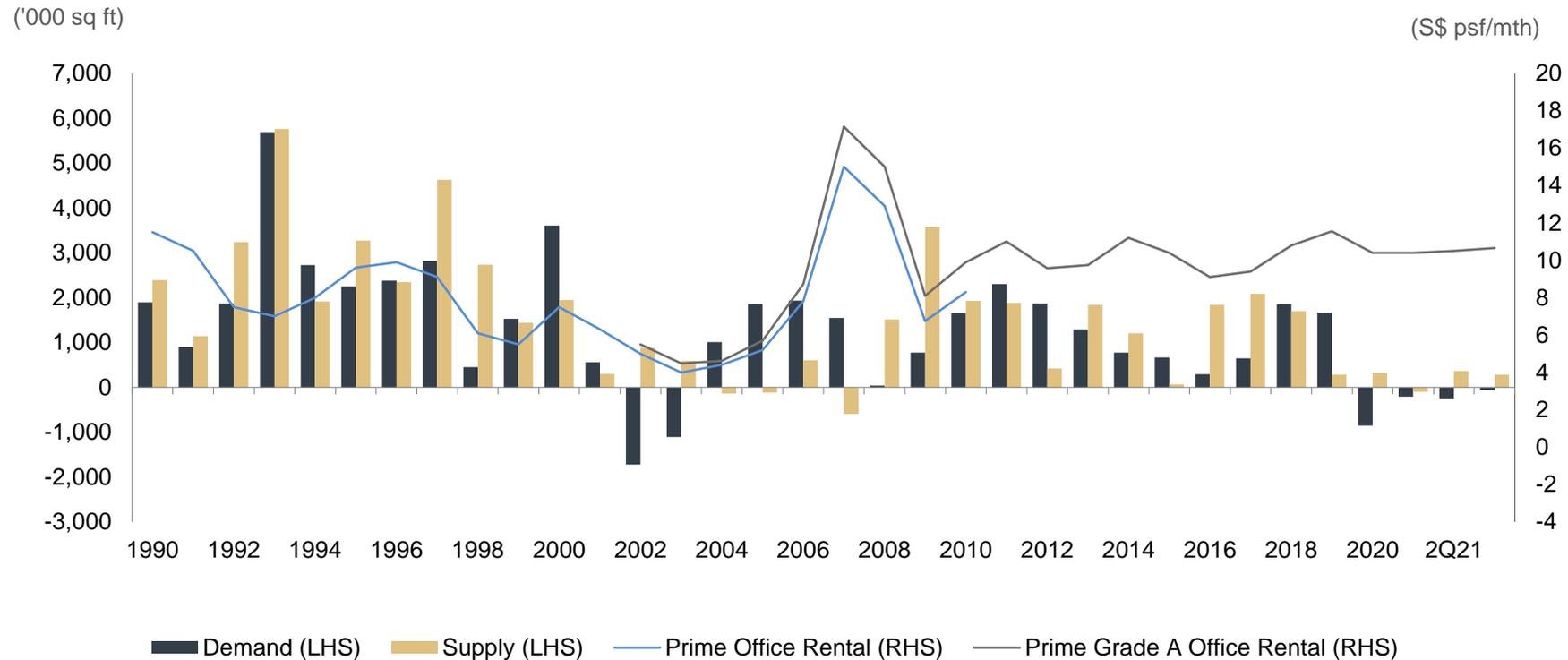


## Office Supply Pipeline in Singapore (CBD and Fringe of CBD)



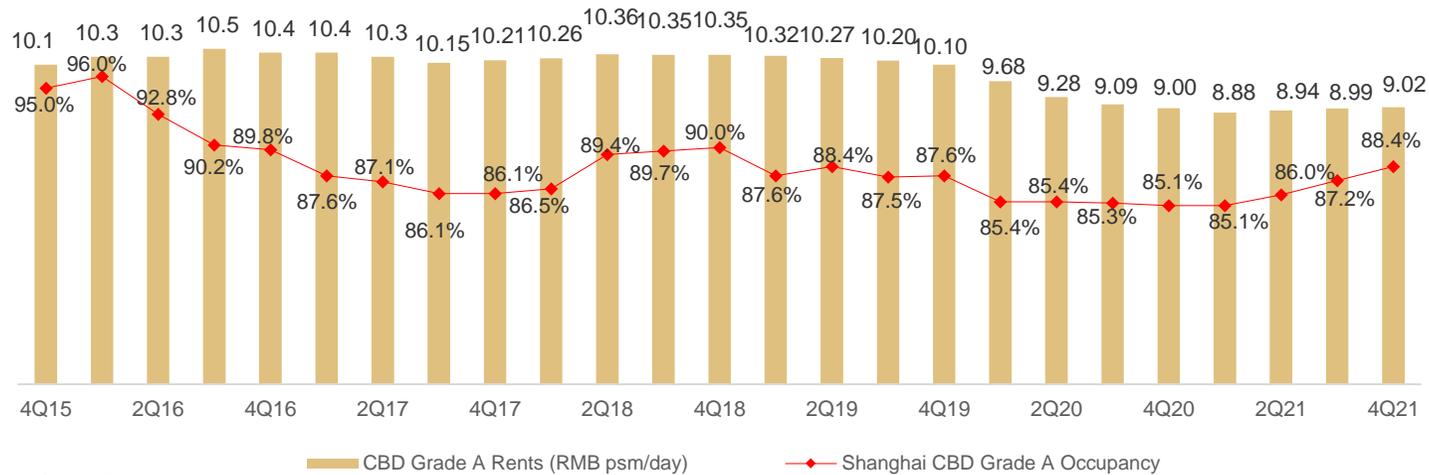
# Singapore Office Demand & Supply vs Office Rental

## Island-wide Office Demand, Supply and Office Rents



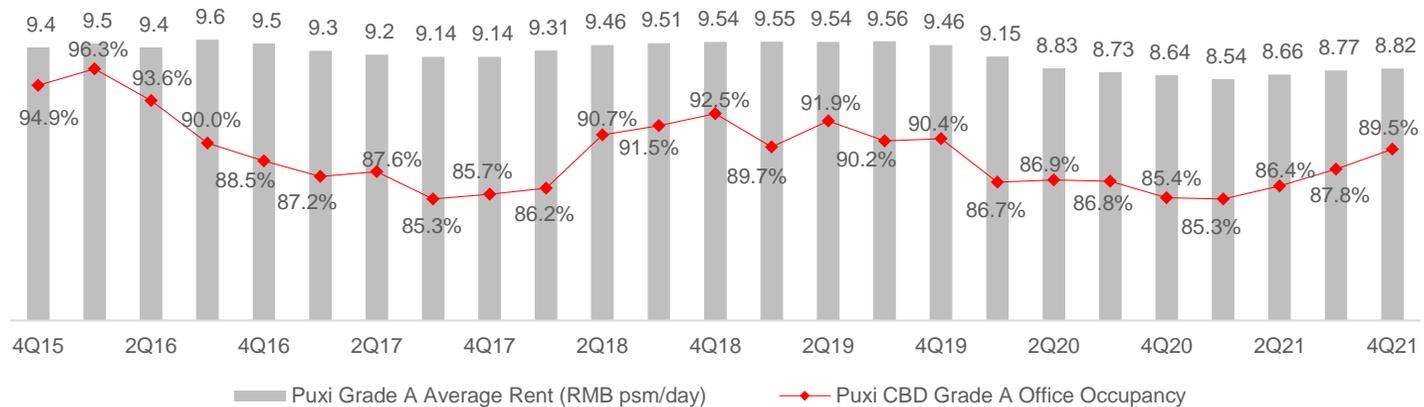
# Shanghai Office Market

## Shanghai



- Shanghai CBD Grade A office occupancy increased 1.2 ppt QoQ to 88.4%, while rents rose 0.4% QoQ to RMB9.02 psm per day in 4Q 2021
- Puxi Grade A office occupancy improved 1.7 ppt QoQ to 89.5% as at 4Q 2021, and rents edged up 0.6% QoQ to RMB8.82 psm/day

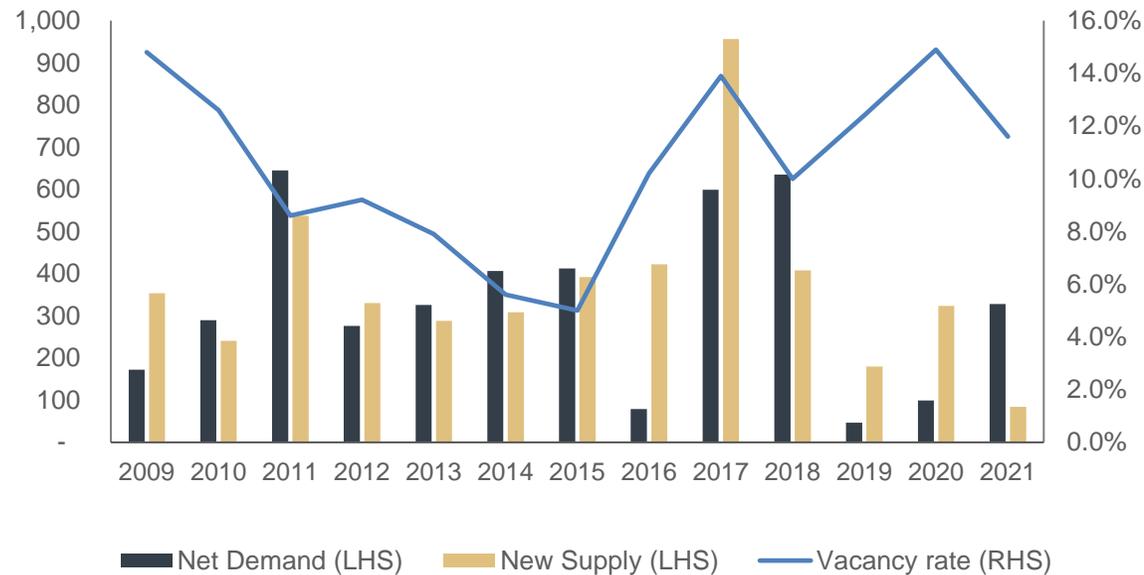
## Puxi



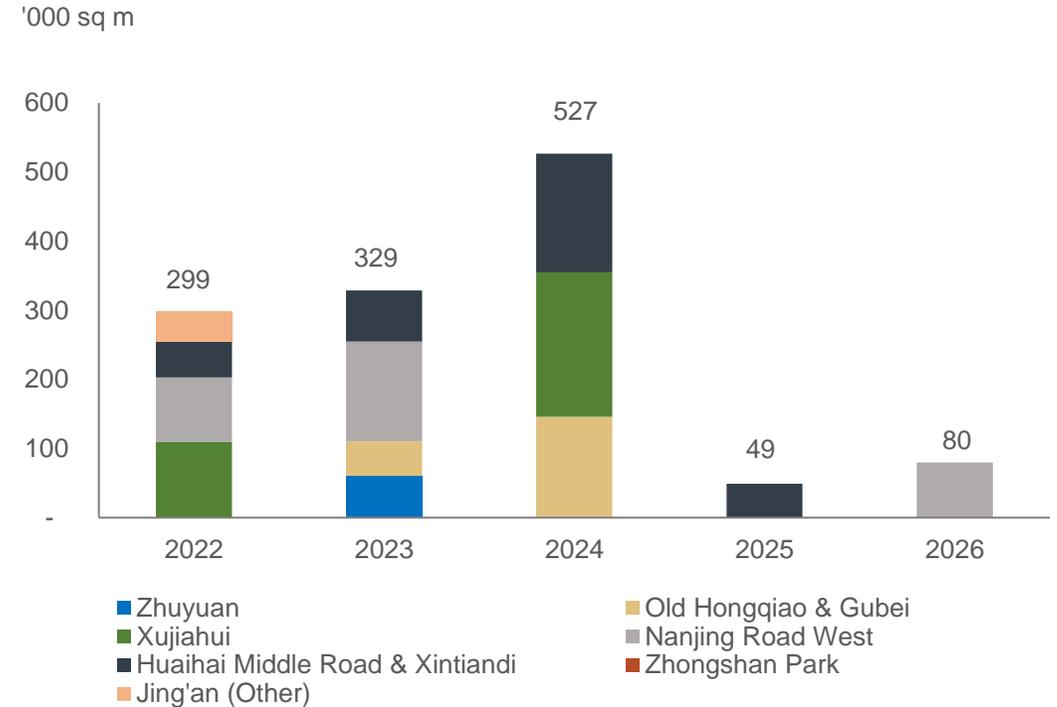
- While robust growth of the technology, media & entertainment and telecommunications (“TMT”) sector is expected to drive office demand, rental growth is expected to be subdued given the significant office supply pipeline over the next few years

# Shanghai CBD Demand, Supply & Vacancy

## Grade A Office Net Absorption, New Supply and Vacancy Rate



## Office Supply Pipeline in Shanghai CBD



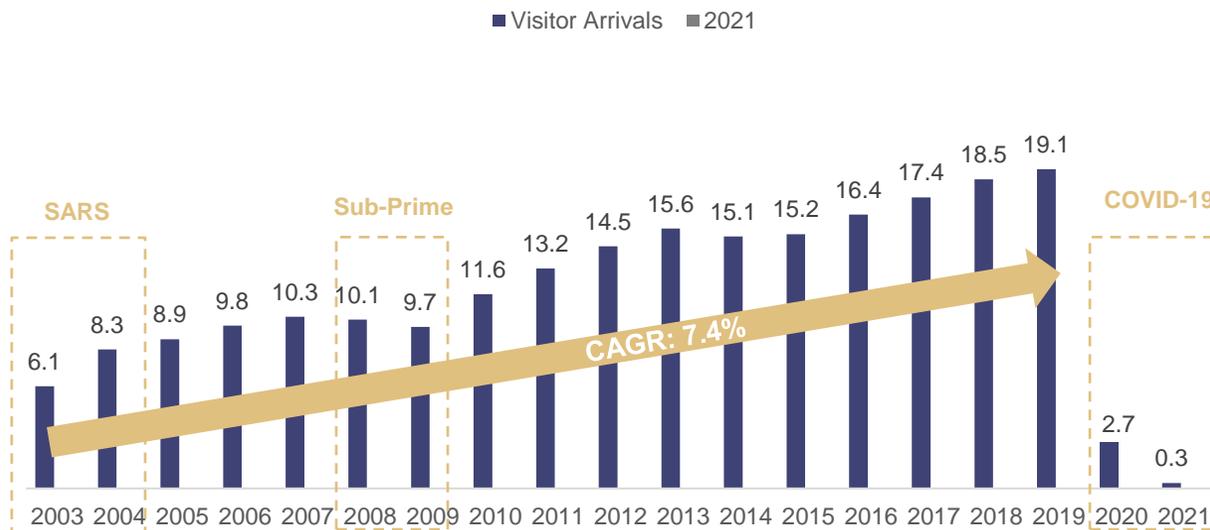
- Shanghai CBD Grade A office supply expected to abate after 2024

# Singapore Hospitality Market

- For 2021, Singapore visitor arrivals remained well below pre-COVID levels. December visitor arrivals jumped almost fourfold YoY to 0.9 million due to Vaccinated Travel Lane arrangements with various countries, but this constituted only 5% of December 2019 arrivals
- In the latest survey of UNWTO Panel of Tourism Experts, 61% of tourism professionals see better prospects for 2022. However, the majority of experts (64%) expect international arrivals to return to 2019 levels only in 2024 or later<sup>(1)</sup>
- New hotel supply expected to be limited over the next three years

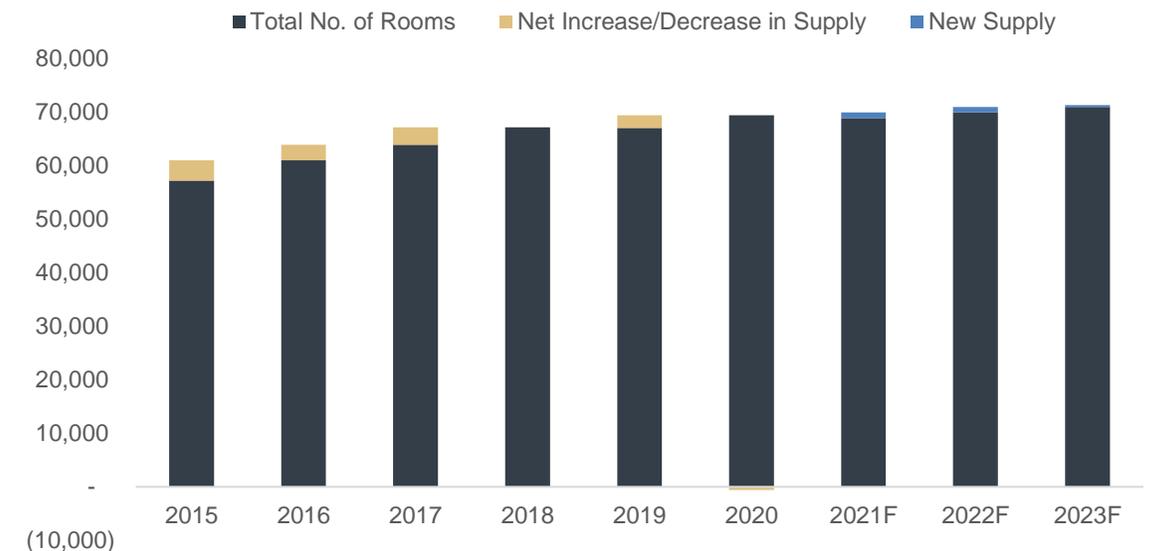
## Visitor Arrivals in Singapore

(million)



## Singapore Hotel Supply

(No. of Hotel Rooms)



# Hotel Master Lease Details



Property	Mandarin Orchard Singapore	Crowne Plaza Changi Airport
No. of Guestrooms	1,077	563
Master Lease Rental	Variable Rent Comprising Sum of: <i>(i) 33.0% of MOS GOR<sup>(1)</sup> ; and</i> <i>(ii) 27.5% of MOS GOP<sup>(2)</sup> ;</i> subject to minimum rent of S\$45.0 million <sup>(3)</sup>	Variable Rent Comprising Sum of: <i>(i) 4% of Hotel F&amp;B Revenues;</i> <i>(ii) 33% of Hotel Rooms and Other Revenues not related to F&amp;B;</i> <i>(iii) 30% Hotel GOP; and</i> <i>(iv) 80% of Gross Rental Income from leased space;</i> subject to minimum rent of S\$22.5 million <sup>(3)</sup>
Master Lessee	<ul style="list-style-type: none"> <li>OUE Limited</li> </ul>	<ul style="list-style-type: none"> <li>OUE Airport Hotel Pte. Ltd. (OUEAH)</li> </ul>
Tenure	<ul style="list-style-type: none"> <li>First term of 15 years to expire in July 2028</li> <li>Option to renew for an additional 15 years on the same terms and conditions</li> </ul>	<ul style="list-style-type: none"> <li>First term of Master Lease to expire in May 2028</li> <li>Option to renew for an additional two consecutive 5-year terms</li> </ul>
	<b>FF&amp;E Reserve</b> <ul style="list-style-type: none"> <li>3% of GOR</li> </ul>	<b>Capital Replacement Contribution</b> <ul style="list-style-type: none"> <li>Aligned with hotel management agreement between OUEAH and IHG</li> <li>Generally at 3% of GOR</li> </ul>

(1) GOR: Gross operating revenue

(2) GOP: Gross operating profit

(3) The rental under the master lease will be the minimum rent if the amount of variable rent for that operating year is less than the amount of minimum rent



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Thank You