

Frasers Commercial Trust
Non-deal roadshow in Hong Kong

15 November 2016

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This Presentation contains certain information with respect to the trade sectors of the Trust's tenants. The Manager has determined the trade sectors in which the Trust's tenants are primarily involved based on the Manager's general understanding of the business activities conducted by such tenants. The Manager's knowledge of the business activities of the Trust's tenants is necessarily limited and such tenants may conduct business activities that are in addition to, or different from, those shown herein.

This Presentation includes market and industry data and forecast that have been obtained from internal survey, reports and studies, where appropriate, as well as market research, publicly available information and industry publications. Industry publications, surveys and forecasts generally state that the information they contain has been obtained from sources believed to be reliable, but there can be no assurance as to the accuracy or completeness of such included information. While the Manager has taken reasonable steps to ensure that the information is extracted accurately and in its proper context, the Manager has not independently verified any of the data from third party sources or ascertained the underlying economic assumptions relied upon therein.

- Key highlights
- FCOT's investment proposition
- Capital management
- Moving Forward

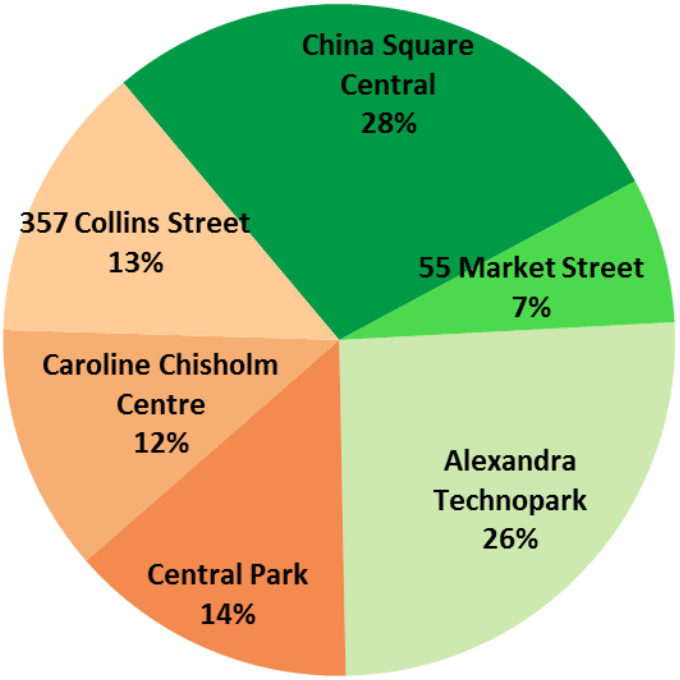
Key highlights



Portfolio review – Valuation

- **Balanced portfolio consisting of Singapore and Australian properties**
- **No one property consist of more than 28% of portfolio value**





Singapore	$	1,209.5	61%
Australia	$	779.8	39%
Total	$	1,989.3	**100%**

As at 30 September 2016. Excludes retail turnover rent

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➔ Key highlights – Quality and strategically located assets

- **Singapore office assets are centrally located in the CBD area**
- **Properties are well connected and within walking distance to MRT stations**
  - ➢ **China Square Central is within walking distance to the Telok Ayer, Chinatown and Raffles Place MRT stations**
  - ➢ **55 Market Street is within walking distance to the Telok Ayer and Raffles Place MRT stations**



Singapore CBD



55 Market Street



China Square Central

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➔ Key highlights – Quality and strategically located assets

- **Alexandra Technopark is located within the prominent Alexandra business corridor, a dynamic business hub at the fringe of the Central area**
- **15 mins drive from the CBD**
- **Within walking distance to the Labrador Park MRT station**



Alexandra business corridor



Alexandra Technopark

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Key highlights – Quality and strategically located assets

- **Central Park is an iconic Perth landmark**
- **Central Park is strategically located in the heart of the Perth CBD**
- **Located on St Georges terrace – Perth's premier business address**

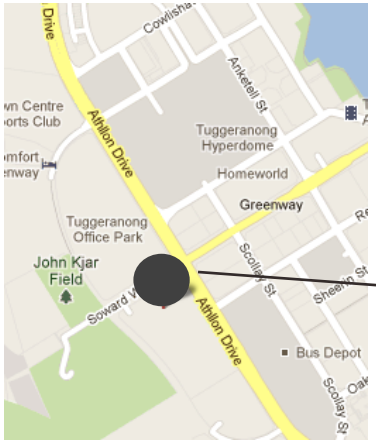


Perth CBD



Central Park, Perth

- **Caroline Chisholm Centre is located within the core of the Tuggeranong Town Centre**
- **Designed as a cutting-edge energy efficient building with eco friendly features**
- **Fully leased to the Commonwealth of Australia until 2025 with a step-up rent of 3.0% p.a.**



Tuggeranong Town Centre, Canberrra



Caroline Chisholm Centre, Canberra

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Key highlights – Quality and strategically located assets

- **357 Collins Street is located in the heart of the Melbourne CBD**
- **Collins Street is regarded as a prime office location in the Melbourne CBD**
- **Building with Grade A specifications**
- **Well established pedestrian, vehicle and public transport access**



Melbourne CBD



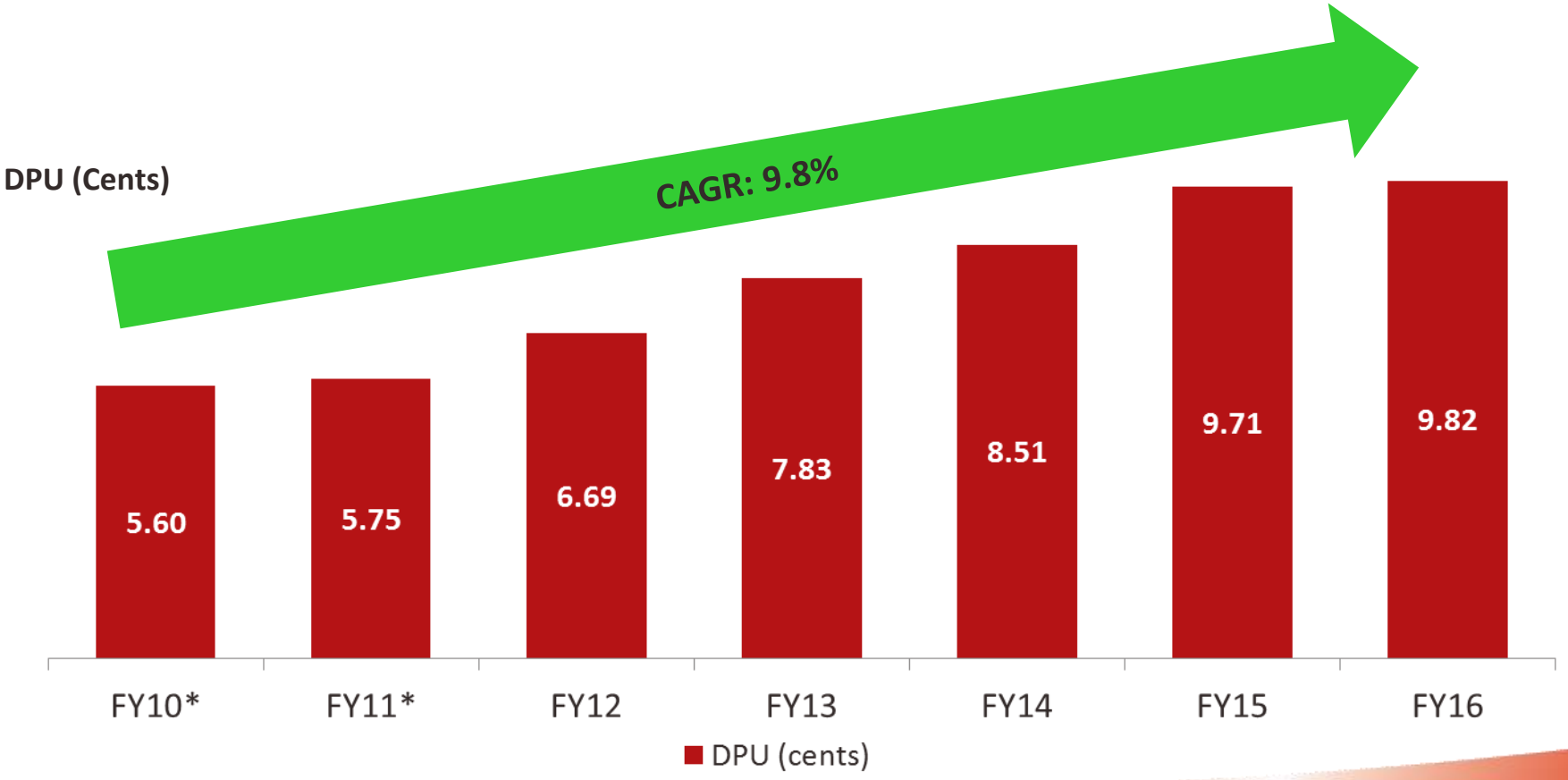
357 Collins Street, Melbourne

Source: Melbourne CBD Office Market Report, Appendix J of the Circular to Unitholders dated 3 June 2015.

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Results – Financial highlights

- **All-time high in DPU**
- **Seventh consecutive year of DPU growth since recapitalisation exercise**
- **DPU grew at 9.8% CAGR from FY10 – FY16**

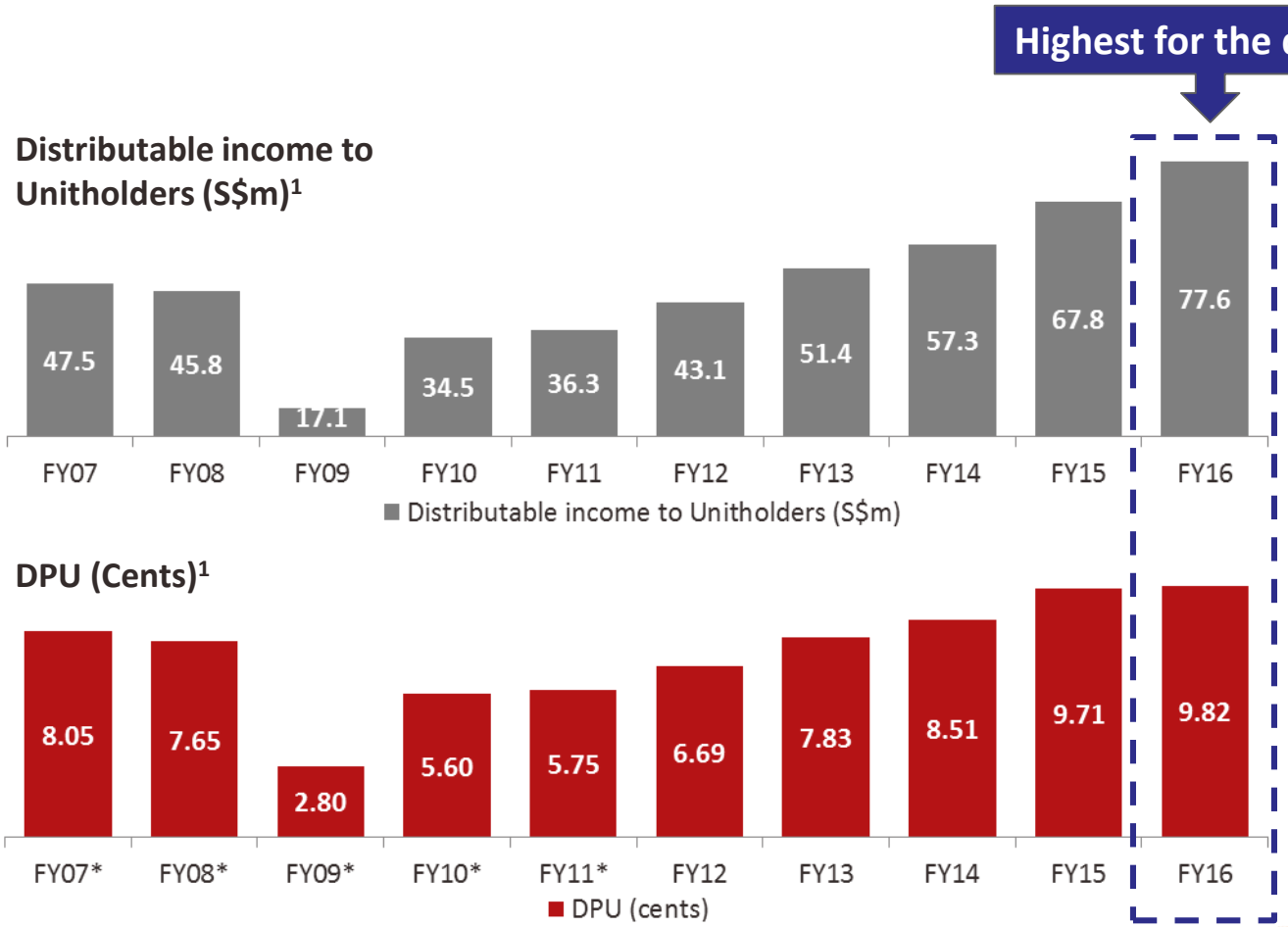


* Adjusted for Unit consolidation

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Results – Financial highlights

- **2016 marks the 10th anniversary since the Trust was listed on 30 March 2006**
- **FY16 distributable income and DPU the highest in the decade**



30 March 2006

No. of properties: 2
Portfolio value: S$0.7 billion[2]

30 September 2016

No. of properties: 6
Portfolio value: S$2.0 billion

* Adjusted for Unit consolidation

1 On 26 August 2009, Frasers Commercial Trust changed its financial year end from 31 December to 30 September. Hence, from the financial year ended 30 September 2009 onwards, the financial year end was 30 September. Prior to that, the financial year end was 31 December. For FY09, the DPU is for the period from 1 January 2009 to 30 September 2009.

2 As set out in the prospectus dated 23 March 2006.

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FCOT’s investment proposition



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➔ FCOT's investment proposition

1. Stability of income

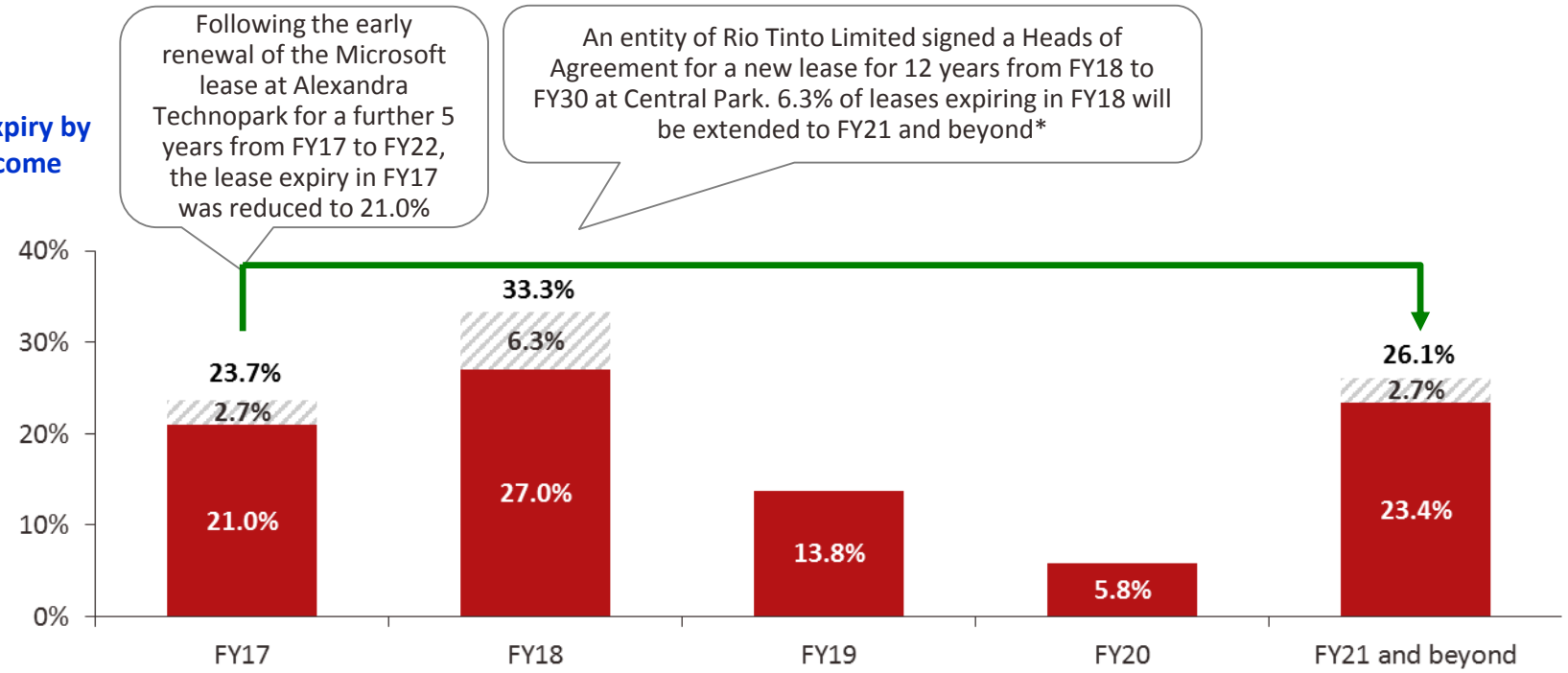
- ➔ Healthy lease expiry profile
- ➔ Positive rental reversions
- ➔ Healthy occupancy and long WALE
- ➔ Quality tenants
- ➔ Organic growth

2. Solid fundamentals

3. Growth strategy

Well spread lease expiry profile provides income stability

Portfolio lease expiry by gross rental income



Portfolio lease expiry by gross rental income

Number of leases expiring	86	75	48	13	26
NLA (sq ft) expiring	455,460	803,495	304,342	145,505	727,338
Expiries as % total NLA	17.4%	30.7%	11.6%	5.6%	27.8 %
Expiries as % total Gross Rental Income	21.0%	33.3%	13.8%	5.8%	26.1%

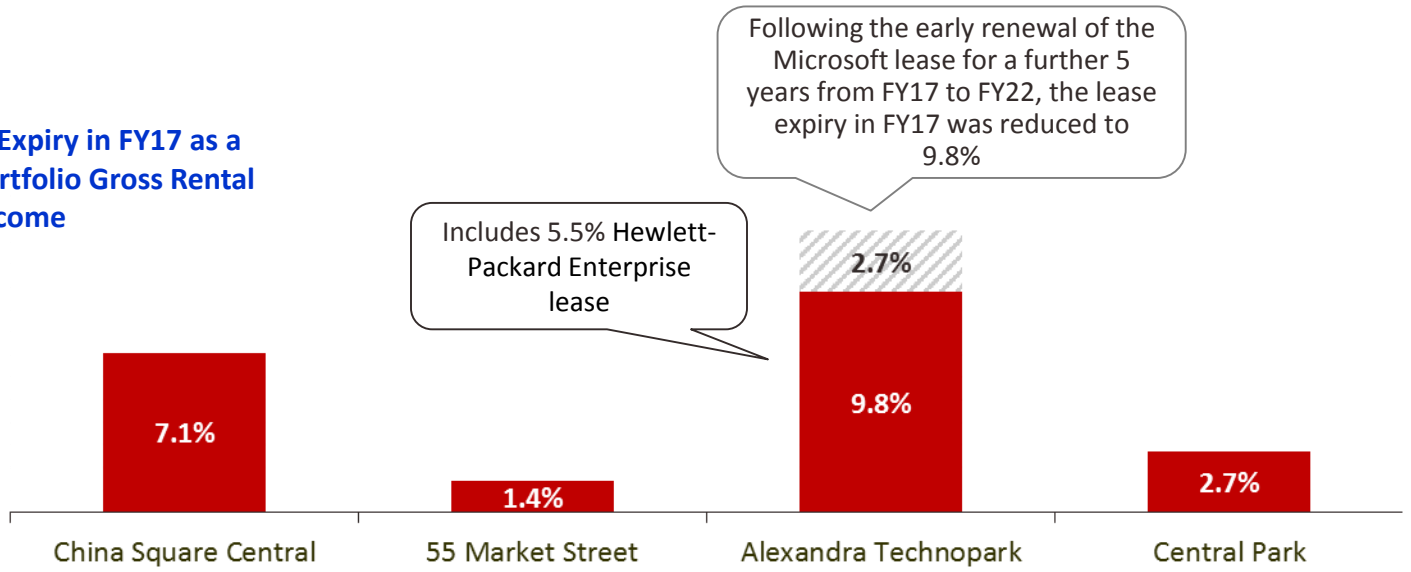
As at 30 September 2016. Excludes retail turnover rent

* New lease is assumed based on the existing space currently occupied by Hamersley Iron Pty Limited, a wholly-owned subsidiary of Rio Tinto Limited at Central Park as the exact space requirement will only be determined later.

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Continuous proactive management of leases

Property Lease Expiry in FY17 as a proportion of Portfolio Gross Rental Income



Number of leases expiring	20 (office) 31 (retail)	8	23	3 (office) 1 (retail)
Average passing rent for expiring leases	$6.9 (office) $6.4 (retail)	$7.2	$4.2	A$851 (office) A$4,623 (retail)

As at 30 September 2016. Excludes retail turnover rent

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Portfolio review – Rental reversions

- **Singapore properties continue to achieve positive rental reversions for new and renewed leases that commenced in 4QFY16[1] despite the challenging leasing market**
- **Singapore properties consistently achieved positive rental reversions every quarter**

	Weighted average rental reversions[1]				
Property	**1QFY16**	**2QFY16**	**3QFY16**	**4QFY16**	**FY16**
China Square Central	+10.3%	+2.4%	+5.5%[2]	+3.7%[2]	+5.4%[2]
55 Market Street	- [3]	+5.4%	+10.3%	+5.3%	+6.3%
Alexandra Technopark	+5.0%	+5.3%	+8.4%	+9.5%	+7.3%
Central Park	- [3]	- [3]	- [3]	-4.2%[6]	-4.2%
357 Collins Street	Office: NA[4] Retail: -4.1% [5]	- [3]	- [3]	+6.2%	+2.5%
Portfolio					**+6.6%**

As at September 2016. Excludes retail turnover rent

1 Weighted average rental reversions based on signing rents for the area for new and renewed leases that commenced in 1QFY16, 2QFY16 ,3QFY16 , 4QFY16 and FY16 respectively.

2 Weighted average rental reversions for 18 Cross Street office tower only. Excludes the retail podium at 18 Cross Street, and 20 and 22 Cross Street which are partially affected by the construction works for the Hotel and Commercial Project. Refer to the Circular to Unitholders dated 3 June 2015 for details of the Hotel and Commercial Project.

3 No new or renewed leases for the quarter.

4 New leases signed for spaces that were previously unoccupied.

5 Retail space representing approximately 0.5% of NLA at 357 Collins Street.

6 Office space representing 1.4% of NLA at Central Park.

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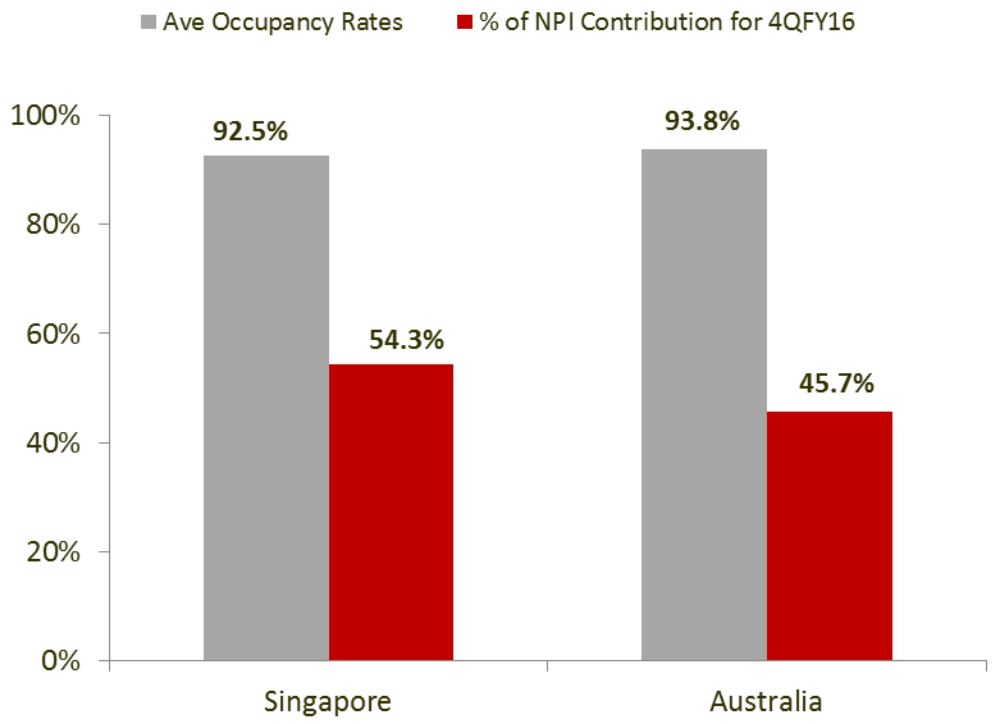
Portfolio review – Occupancy Rates & WALE

- **Healthy average occupancy rate of 93.0%**
- **Healthy WALE of 3.0 years**

Key portfolio statistics	As at 30 September 2016
Ave Occupancy	93.0%
Portfolio WALE by gross rental income	3.0 years

- China Square Central recorded lower occupancy rate as a result of the on-going construction works for the Hotel and Commercial Project[1]
- Occupancy rate for the remaining Singapore properties remained relatively stable

Geographical occupancy and % of NPI contribution



As at 30 September 2016. Excludes retail turnover rent

1 Refer to the Circular to Unitholders dated 3 June 2015 for details.

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50% of leases have built-in step-up rents

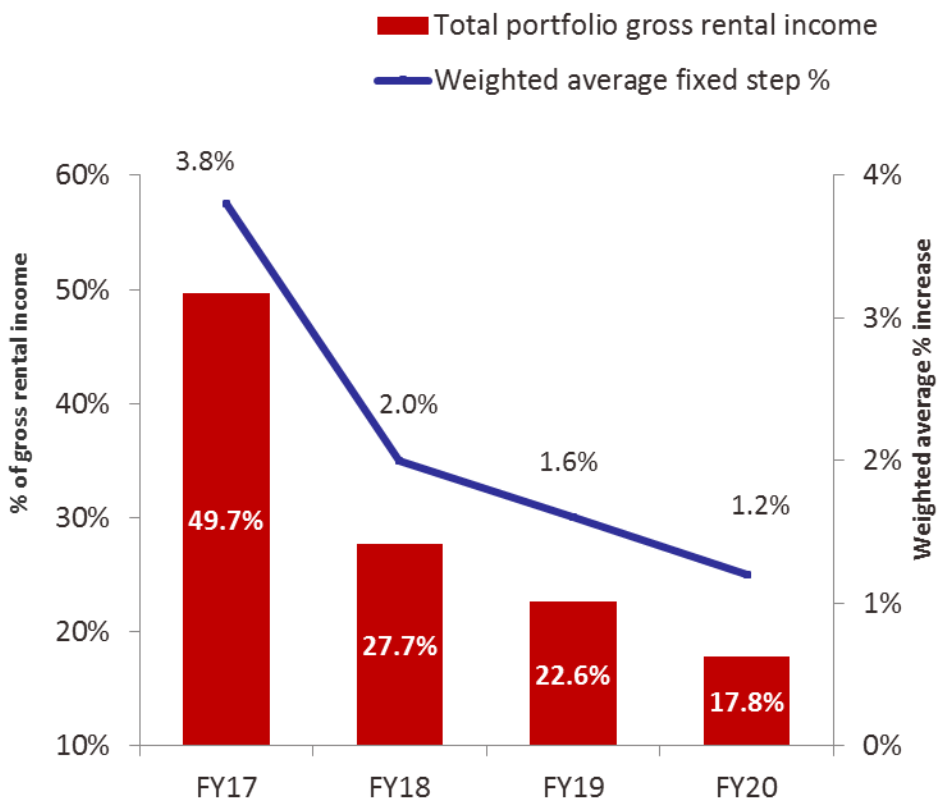
FY17 - Fixed % and other fixed lease rent reviews

Property	Leases	Average step-up rent	GROSS RENTAL INCOME Property	GROSS RENTAL INCOME Total Portfolio
China Square Central	3	1.5%	18.9%	3.4%
55 Market Street	2	0.7%	10.7%	0.4%
Alexandra Technopark	3	4.9%	36.5%	12.3%
Caroline Chisholm Centre	1	3.0%	100.0%	14.0%
Central Park	15	4.4%	69.8%	11.4%
357 Collins Street	34	5.7%	60.3%	8.2%

FY17 - Other mid-term lease rent reviews

Property	Leases	Review mechanism	GROSS RENTAL INCOME Property	GROSS RENTAL INCOME Total Portfolio
Central Park	2	Market	6.5%	1.1%
Central Park	4	CPI	7.1%	1.2%
357 Collins Street	4	Market	39.7%	5.5%

FY17 – 20 - Portfolio fixed % reviews



Excludes retail turnover rent

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Portfolio review – Stability of income

Top 10 tenants:

- **Established and well diversified across various sectors**
- **MNCs, government department or public listed companies**
- **Contribute 57% of portfolio gross rental income and have a long WALE of 5.2 years**

Top 10 tenants by gross rental income

Tenant	Property	Sector	Lease Expiry	% (Gross Rental Income)
Commonwealth of Australia	Caroline Chisholm Centre	Government	Jul-25	14.0%
Hewlett-Packard Singapore Pte Ltd	Alexandra Technopark	IT Products & Services	Nov-17	10.5%
Hewlett-Packard Enterprise Singapore Pte Ltd	Alexandra Technopark	IT Products & Services	Sept-17/ Nov-17	7.0%
Hamersley Iron Pty Ltd*	Central Park	Mining/ resources	Jun-30	6.3%
Commonwealth Bank of Australia	357 Collins Street	Banking, insurance & financial services	Dec-22	5.4%
GroupM Singapore Pte Ltd	China Square Central	Consultancy/ business services	Mar-19	3.1%
BHP Billiton Iron Ore Pty Ltd	Central Park	Mining/ resources	Between Jul-17 to Oct-17	2.8%
Service Stream Ltd	357 Collins Street	Multimedia & Telecommunications	Dec-19	2.8%
Microsoft Operations Pte Ltd	Alexandra Technopark	IT Products & Services	Jan-22	2.7%
Cerebos Pacific Ltd	China Square Central	Food & beverage	May-17	2.6%
Total				57.2%

As at 30 September 2016. Excludes retail turnover rent

* An entity of Rio Tinto Limited signed a Heads of Agreement for a new lease for 12 years from FY18 to FY30. New lease is assumed based on the existing space currently occupied by Hamersley Iron Pty Limited, a wholly-owned subsidiary of Rio Tinto Limited at Central Park as the exact space requirement will only be determined later.

1. **Stability of income**

2. **Solid fundamentals**
   - ➔ Natural hedge in place
   - ➔ Well spread debt maturity profile
   - ➔ Positive market outlook
   - ➔ Growing demand

3. **Growth strategy**

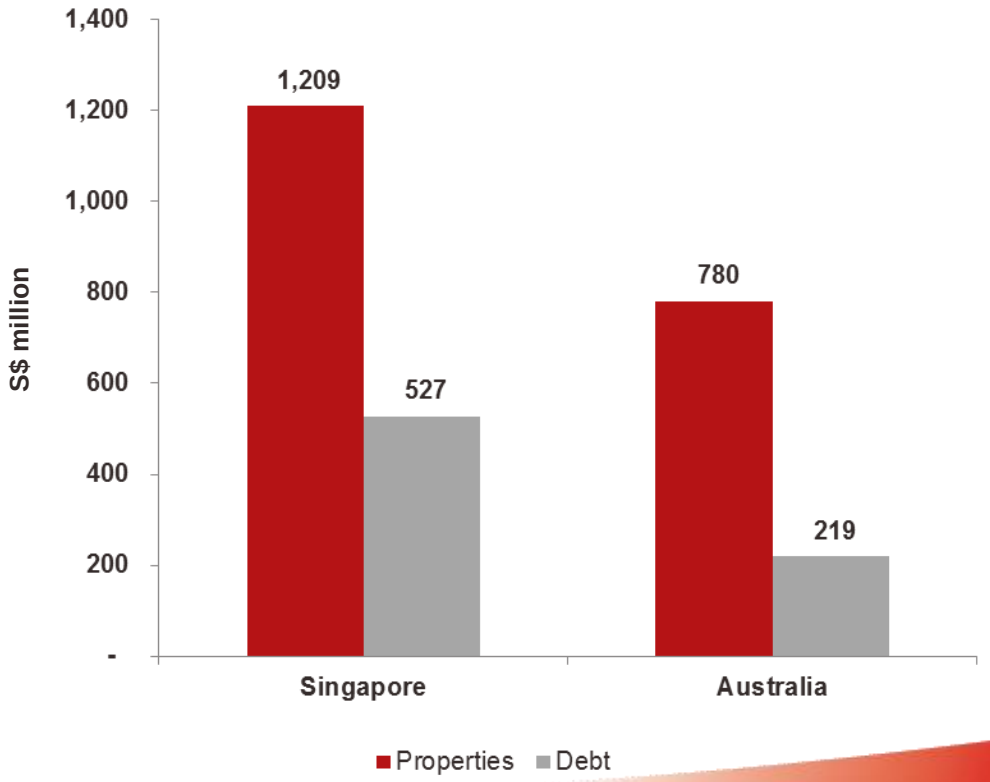
Capital Management – Debt statistics

- **Healthy interest coverage ratio of 4.6 times**
- **Low average interest rate of 3.02%**
- **Borrowings in AUD provide natural hedge for the Australian properties**

Statistics

	As at 30 September 2016
Total Assets (S$'000)	2,069,358
Gross Borrowings (S$'000)	745,378
Units on Issue and Issuable	794,298,124
NAV per Unit (ex-DPU) (S$)	1.52
Gearing [1]	36.0%
Interest coverage ratio (times) [2]	4.6
Average borrowing rate [3]	3.02%
- Weighted average SGD debt rate	2.66%
- Weighted average AUD debt rate	3.87%
FCOT Issuer rating by Moody's	Baa2

Borrowings and assets by currency



1 Calculated as gross borrowing as a percentage of total assets

2 Calculated as net income before changes in fair values of investment properties, interest, other investment and derivative financial instruments, income tax and distribution and adding back certain non-recurring items/ cash finance costs for the quarter ended 30 September 2016. See accompanying 4QFY16 Financial Statements announcement for more details.

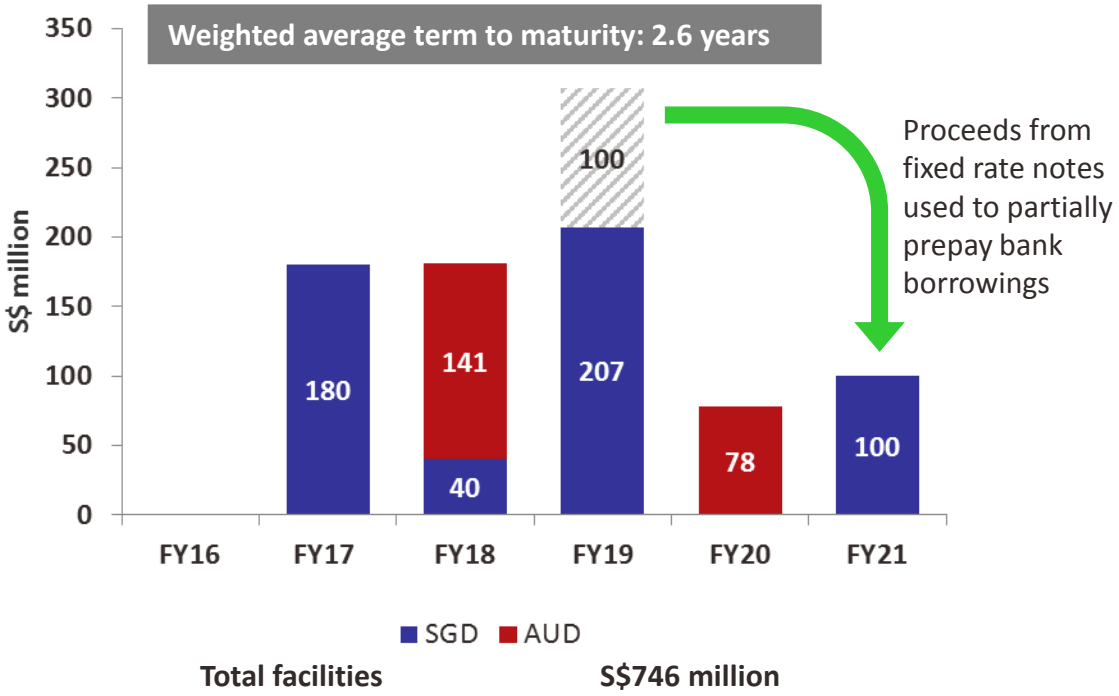
3 For quarter ended 30 September 2016

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Capital Management and debt statistics

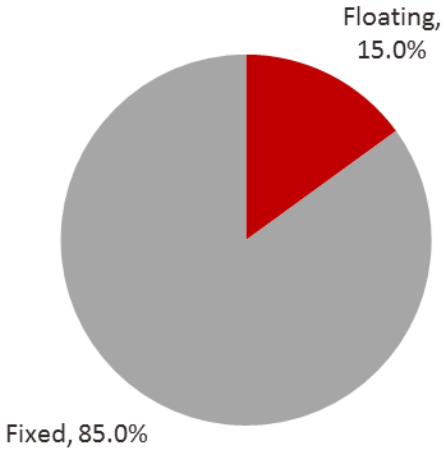
- **Well spread debt maturity profile**
- **No refinancing required until September 2017 and all debts are unsecured**
- **85% of gross borrowings on fixed rate**
- **Maiden issuance of S$100.0 million five-year senior unsecured notes at fixed rate of 2.835%**
  - **Net proceeds used to partially refinance FY19 borrowings**
  - **Spread and extend existing debt maturity profile**

Debt maturity



Total facilities **S$746 million**

Debt composition – floating vs. fixed interest rates



Fixed debt

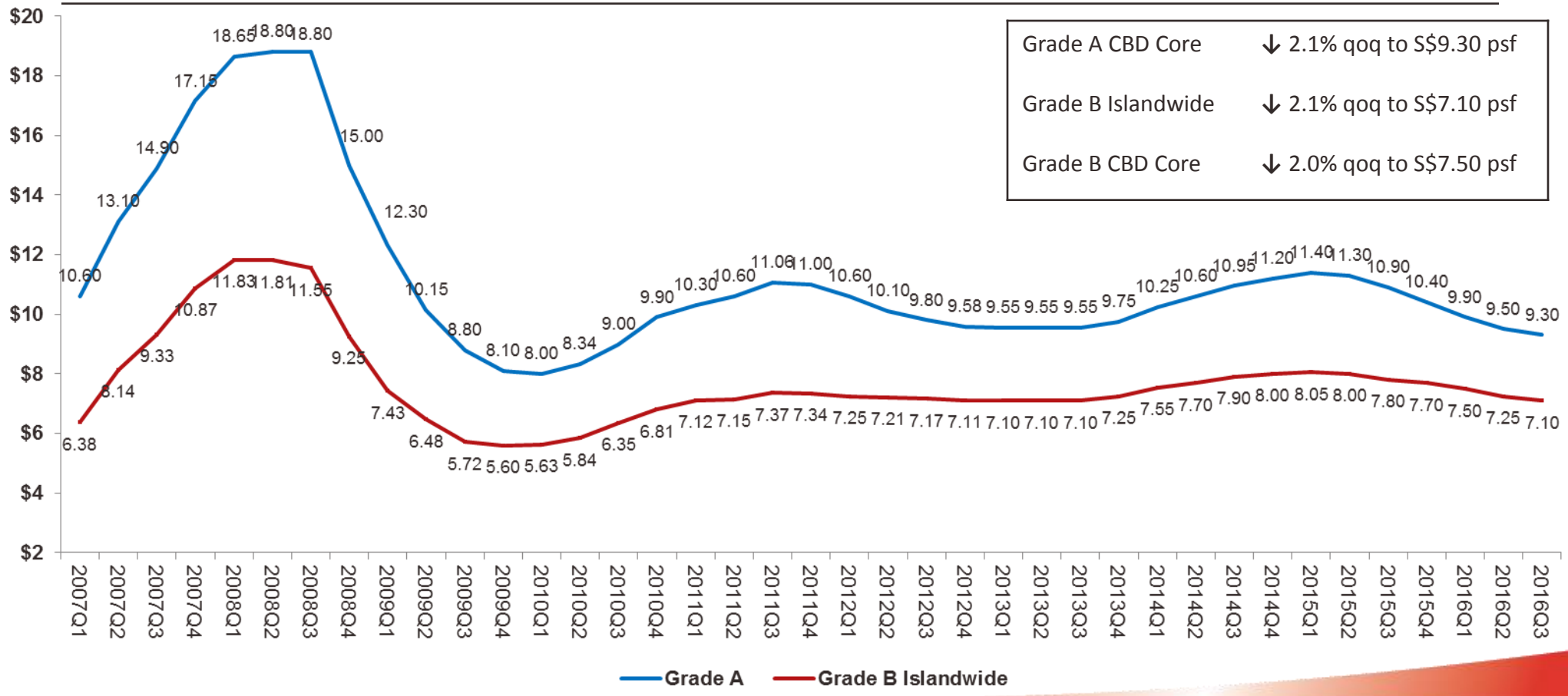
As a % of:	**As at 30 September 2016**
Total Gross Borrowings	85%

As at 30 September 2016.

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Singapore office - Grade B rents relatively more stable

Singapore Grade A and Grade B office rents[1]



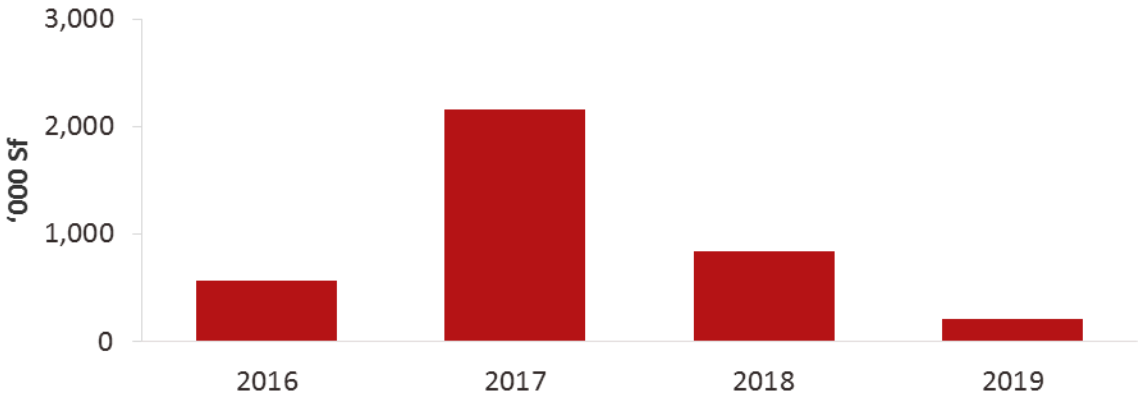
Grade A CBD Core	↓ 2.1% qoq to S$9.30 psf
Grade B Islandwide	↓ 2.1% qoq to S$7.10 psf
Grade B CBD Core	↓ 2.0% qoq to S$7.50 psf

Source: CBRE Research

1 CBRE, Singapore Market View, Q3 2016

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Singapore CBD office supply 2016 – 2019[1,2]

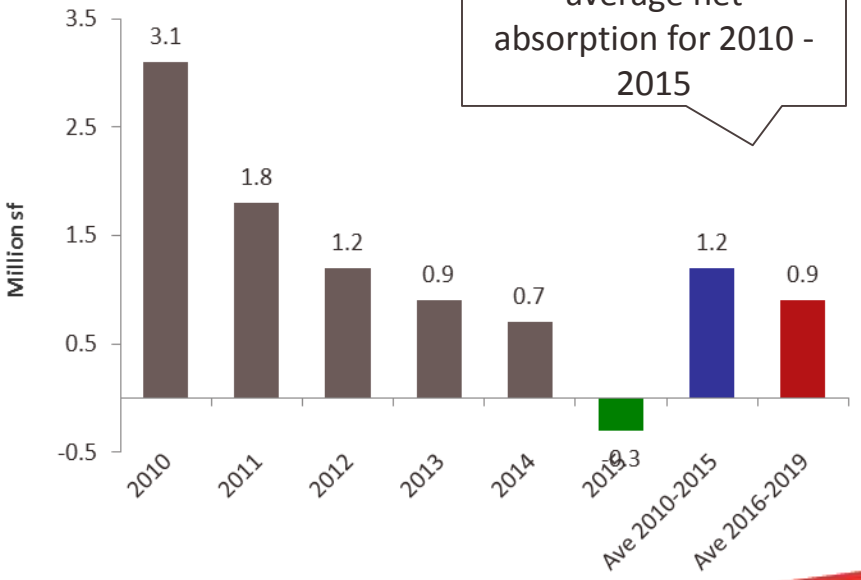


Major office supply:

- **Duo (570,475 sf)**
- **Marina One (1,875,630 sf)**
- **UIC Building (277,540 sf)**
- **Frasers Tower (664,000 sf)[3]**
- **Redevelopment of Intl Factors Building and Robinson Towers (194,380 sf)**
- **Redevelopment of Funan Digital Life Mall (204,172 sf)**

Net absorption vs new supply[1,2]

Average new supply for 2016 -2019 is lower than the average net absorption for 2010 - 2015

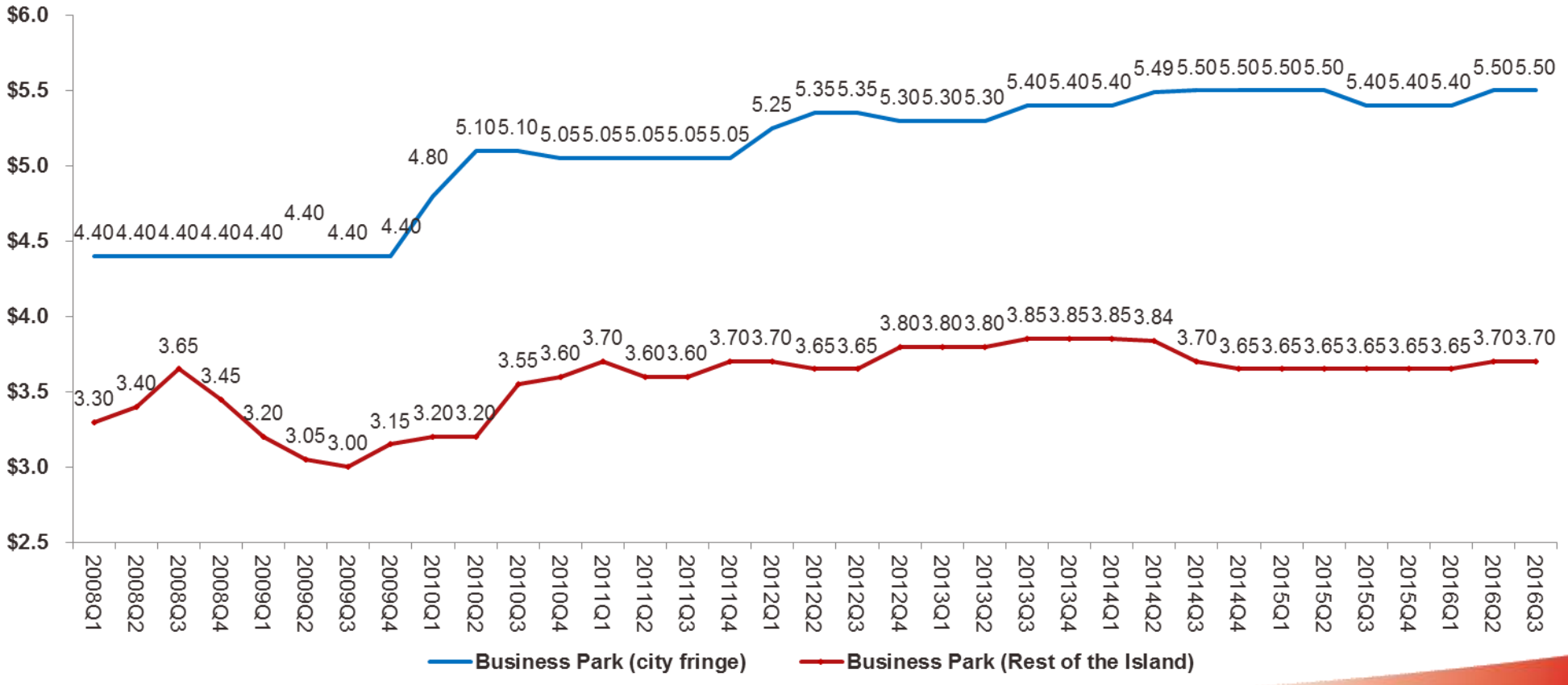


1 CBRE, Singapore Market View, Q3 2016
2 Core and fringe CBD areas only, excluding strata title
3 Based on announcement. Area for office tower only

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Singapore business park rents trend – City fringe business park rents remained stable in Q3 2016[1]

Singapore Business Park (city fringe) rents[1]



Source: CBRE Research

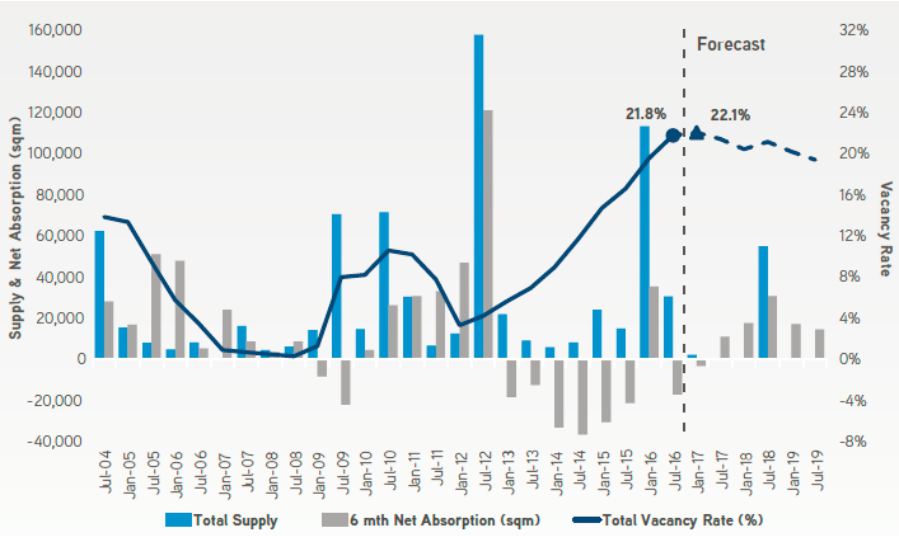
1 CBRE, Singapore Market View, Q3 2016

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Perth CBD office supply and rents

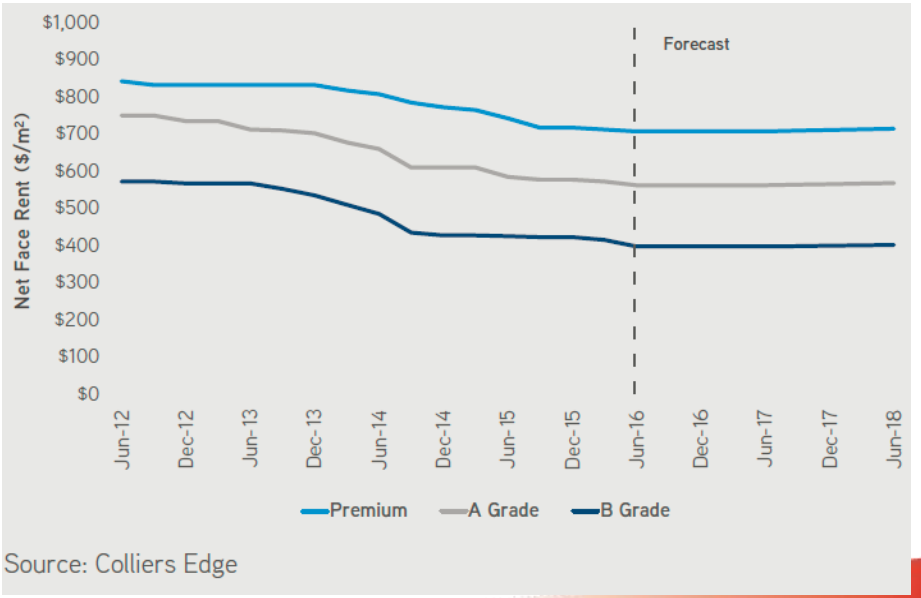
- **Net absorption in the twelve months to June 2016 was negative 17,241 sqm**
- **Premium Grade face rents fell 0.7% to an average of A$710 per sqm per annum**
- **Average Premium Grade incentives around 45% looked to have peaked**
- **Increasing interest from suburban tenants as CBD offices are more affordable**
- **Higher incentives and space availability are driving employee and tenancy consolidation**
- **Vacancy rate of 21.8%[1], but some vacancy will be absorbed due to competitive rents and incentives**
- **Vacancy to trend downwards in next 5-10 years**

Perth CBD office supply, net absorption and vacancy rate



Source: Colliers Edge/PCA

Perth CBD office average net face rents



Source: Colliers Edge

Source: Colliers International, Research and Forecast Report CBD Office Second Half 2016

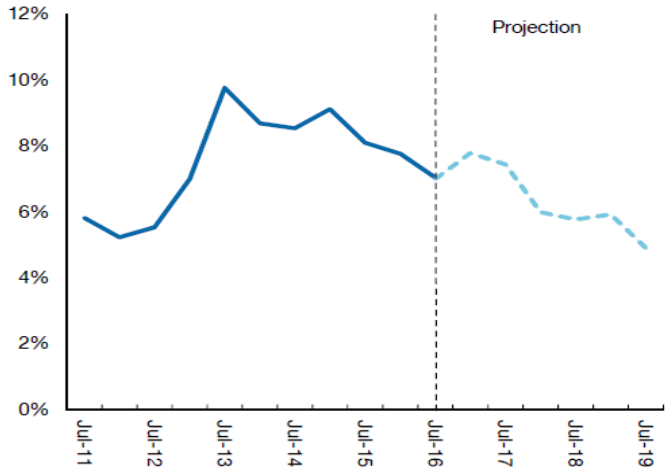
1 As at end-June 2016

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Melbourne CBD office supply and rents

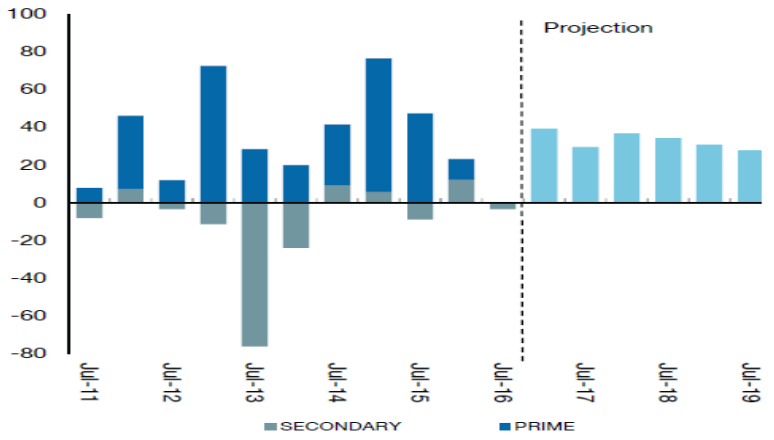
- **Vacancy fell to its lowest level in three years, down from 8.1% to 7.0%[1]**
- **Premium and A grade net absorption totaled 58,319 sqm, accounting for 87% of the office space absorbed in the 12 months to July 2016**
- **Average net face rent for prime grade office space was A$490 to A$560 per sqm per annum**
- **Average incentive was 25% to 30%, with evidence of incentives declining**
- **Victorian economy is forecast to grow by 2.6% in 2016/2017, and on average by 2.7% per annum over the next five years**
- **Prime grade net effective rent levels are forecast to average growth of 7.3% per annum**

Melbourne CBD vacancy rate (total vacancy) (%)



Source: Knight Frank Research/PCA

Melbourne CBD net absorption (per 6 month period) (000's sqm)



Source: Knight Frank Research/PCA

Source: Knight Frank, Melbourne CBD Office Market Overview, September 2016
1 In the twelve months to July 2016

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➔ Asset updates – Developments at China Square Central

- **Construction work for the development of a 16 storey hotel and Commercial Project[1] are on track[2]**
- **New retail and commercial spaces with better frontage and visibility will also be created[2]**
- **Construction expected to be completed by mid-2019**
- **The Hotel and Commercial Project will further rejuvenate China Square Central**



- ☑ Piling works at tail-end of completion
- ☑ Foundation works are still in progress
- ☑ F&B outlets operating as usual at Nankin Mall

Data as at 30 September 2016.

1 Refers to the additions and alterations at China Square Central. Refer to the Circular to Unitholders dated 3 June 2015 for details.

2 Construction is undertaken by an entity of Frasers Centrepoint Limited.

3 New spaces to be created from relocated spaces from part of the existing basement at 18 Cross Street and a section of 22 Cross Street. This is undertaken by an entity of Frasers Centrepoint Limited as part of the additions and alterations at China Square Central.

Portfolio review – Singapore asset updates

China Square Central – high occupancy at office tower



55 Market Street – healthy occupancy rate



Alexandra Technopark – healthy occupancy rate



Occupancy	88.9% (office tower: 99.4%)*	92.0%	94.8%
WALE	1.5 years	1.7 years	1.2 years (1.6 years with lease extension)^
New leases, committed and renewals	Grasshopper Pte Ltd, Berkeley Insurance, Lucror Analytics Pte Ltd, Aspire Global Network Pte Ltd	nTan Corporate Advisory Pte Ltd, Jones Lang LaSalle Consultants Pte Ltd	Chubb Asia Pacific Pte Ltd, Miliken Asia Pte Ltd
Tenants	groupm, Cerebos, MOL, ABeam Consulting, MediaMath, Coastal, Equinix, Wavecell, Banjaran Wealth, Chubb	Jones Lang LaSalle, JobStudio, bwl, Chancery Law Corporation, Citigate Dewe Rogerson, Manchester 1824, TKP, Itron, Optum, Sumitomo Forestry (Singapore) Ltd.	hp, Hewlett Packard Enterprise, dyson, Great Eastern, Sybase, OKI, OMRON, Sennheiser, FEK Delvotec, Aeroflex

As at 30 September 2016.

* Committed occupancy as at 30 September 2016. Lower occupancy as certain units were affected by the commencement of construction for the hotel development and additions and alterations at China Square Central. Refer to the Circular to Unitholders dated 3 June 2015 for details.

^ Microsoft extended its lease for a further five years from FY17 to FY22.

Portfolio review – Australia asset updates

	Central Park – Healthy WALE of 6.7 years#	Caroline Chisholm Centre – full occupancy with long WALE of 8.8 years	357 Collins Street – full occupancy
			
Occupancy	80.2%	100.0%	100.0%
WALE	2.1 years (6.7 years with new lease#)	8.8 years	4.6 years
New leases, committed and renewals	Jones Day	Property occupied by a single tenant, i.e. the Commonwealth of Australia as represented by Centrelink (Aaa rated*) until July 2025	Metlife Insurance Limited
Tenants	Rio Tinto, bhpbilliton, MIMI, ASX, GESB, Plan B, DLA PIPER, JONES DAY	Australian Government	CommonwealthBank, Wilson HTM, EUREKA, orange Business Services, meridian, infor, THE TRUST COMPANY, Folkestone

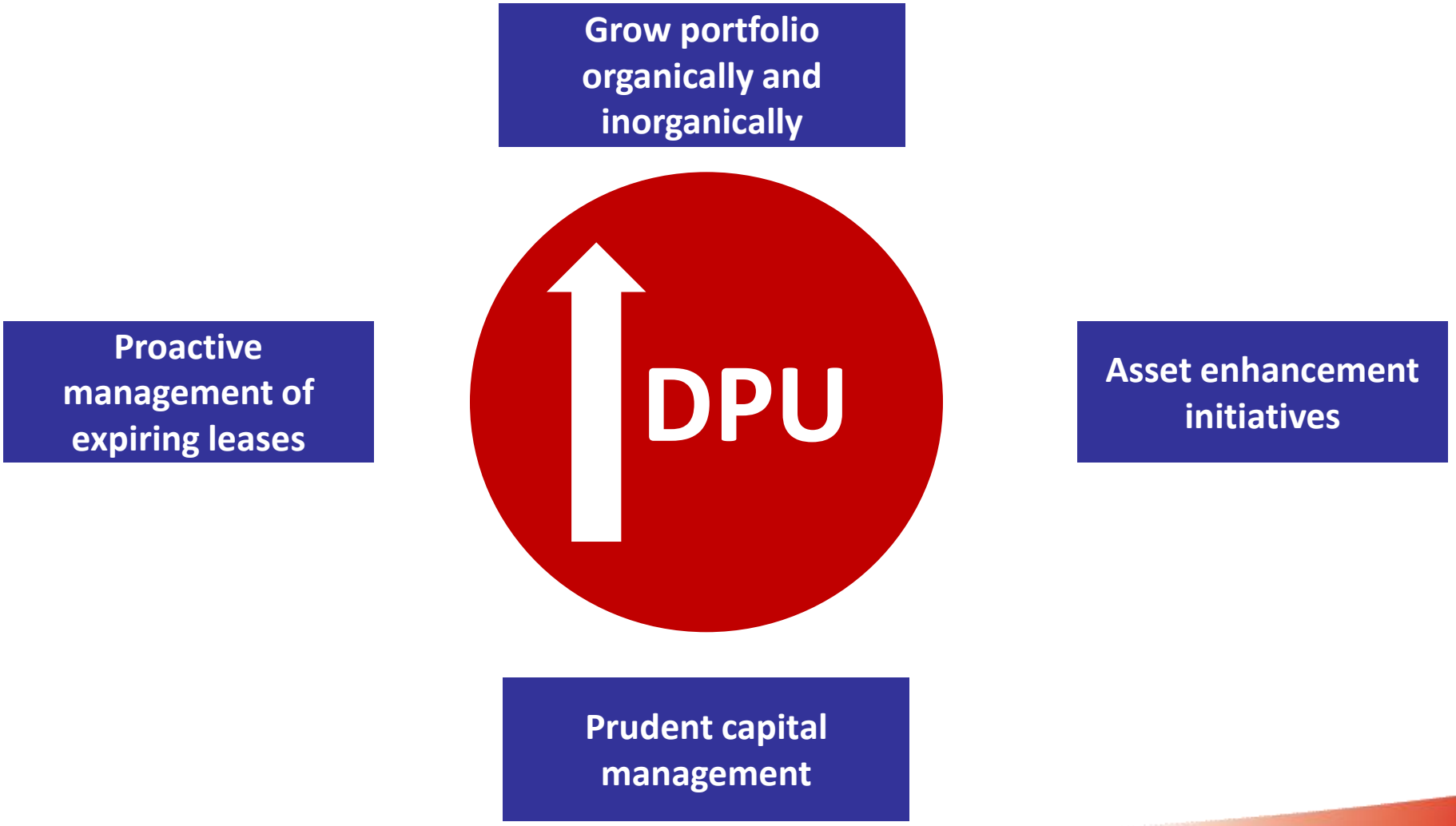
As at 30 September 2016.

* Based on Moody's rating in June 2016.

\# An entity of Rio Tinto Limited signed a Heads of Agreement for a new lease for 12 years from FY18 to FY30. New lease is assumed based on the existing space currently occupied by Hamersley Iron Pty Limited, a wholly-owned subsidiary of Rio Tinto Limited at Central Park as the exact space requirement will only be determined later.

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Organic and in-organic initiatives to deliver growth in distributable income





Appendix



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Existing Portfolio- Properties in Singapore







	55 Market Street, Singapore	China Square Central, Singapore	Alexandra Technopark, Singapore
Description	• 16-storey commercial property with 2 floors (incl. basement) of retail space • Located in CBD • Awarded the Green Mark Gold Award and Water Efficient Building Award	• 15-storey commercial office tower and retail development • Located in CBD • Awarded the Green Mark Gold Award, Eco-Office Certification, Water Efficient Building Award and Silver in Excellent Service Award 2015	• High-tech business space development comprising 2 blocks of high-specification buildings, large floor plates of up to 76,000 sq ft • Awarded the Green Mark Gold Award, Eco-Office Certification and Water Efficient Building Award
Tenure	Leasehold 999 years commencing 1826	Leasehold 99 years commencing 1997	Leasehold 99 years commencing 2009
Total NLA (sq ft)	71,796	369,824	1,043,891
Accessibility	2-minute walk to Raffles Place MRT station and 6-minute walk to the Telok Ayer MRT station	3-minute walk to the Telok Ayer MRT station, 6-minute walk to the Chinatown MRT station and 8-minute walk to the Raffles Place MRT station	15-minute drive from CBD, within walking distance to the Labrador Park MRT station
Valuation^	S$139.0 million	S$562.5 million	S$508.0 million
Occupancy rate	92.0%	88.9% (office tower: 99.4%) #	94.8%

Data as at 30 September 2016.

^ As at 30 September 2016.

Committed occupancy as at 30 September 2016. Lower occupancy as certain units were affected by the commencement of construction for the hotel development and additions and alterations at China Square Central. Refer to the Circular to Unitholders dated 3 June 2015 for details.

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Existing Portfolio- Properties in Australia







	Central Park, Perth	Caroline Chisholm Centre, Canberra	357 Collins Street, Melbourne
Description	• 47-storey premium grade, tallest building in Perth • Equipped with state of the art facilities, located in the heart of the CBD • First premium office building in Perth to attain a 5 star NABERS* energy base building rating • 5.0 star NABERS Energy Base building rating (with green power), 3.5 star NABERS Indoor Environment rating, 3.5 star NABERS Water rating	• 5-storey Grade A contemporary office building • Located in the core of Tuggeranong Town Centre, one of the town centres within Canberra • 5 star NABERS energy base building rating	• 25-storey office building with Grade A specifications • Strategically located in the heart of the Melbourne CBD • Collins Street is regarded as the prime office location in Melbourne CBD • 5.5 star NABERS Energy base building rating (with green energy) • 4.5 star NABERS Water rating
Tenure	Freehold	Leasehold 99 years commencing 2002	Freehold
Total NLA (sq ft)	356,353	433,182	343,616
Accessibility	Unparalleled road, rail and bus access	Well served by major roads	Road, rail, trams and bus access
Valuation^	S$276.1 million (50% interest)	S$237.0 million	S$266.7 million
Occupancy rate	80.2%	100.0%	100.0%

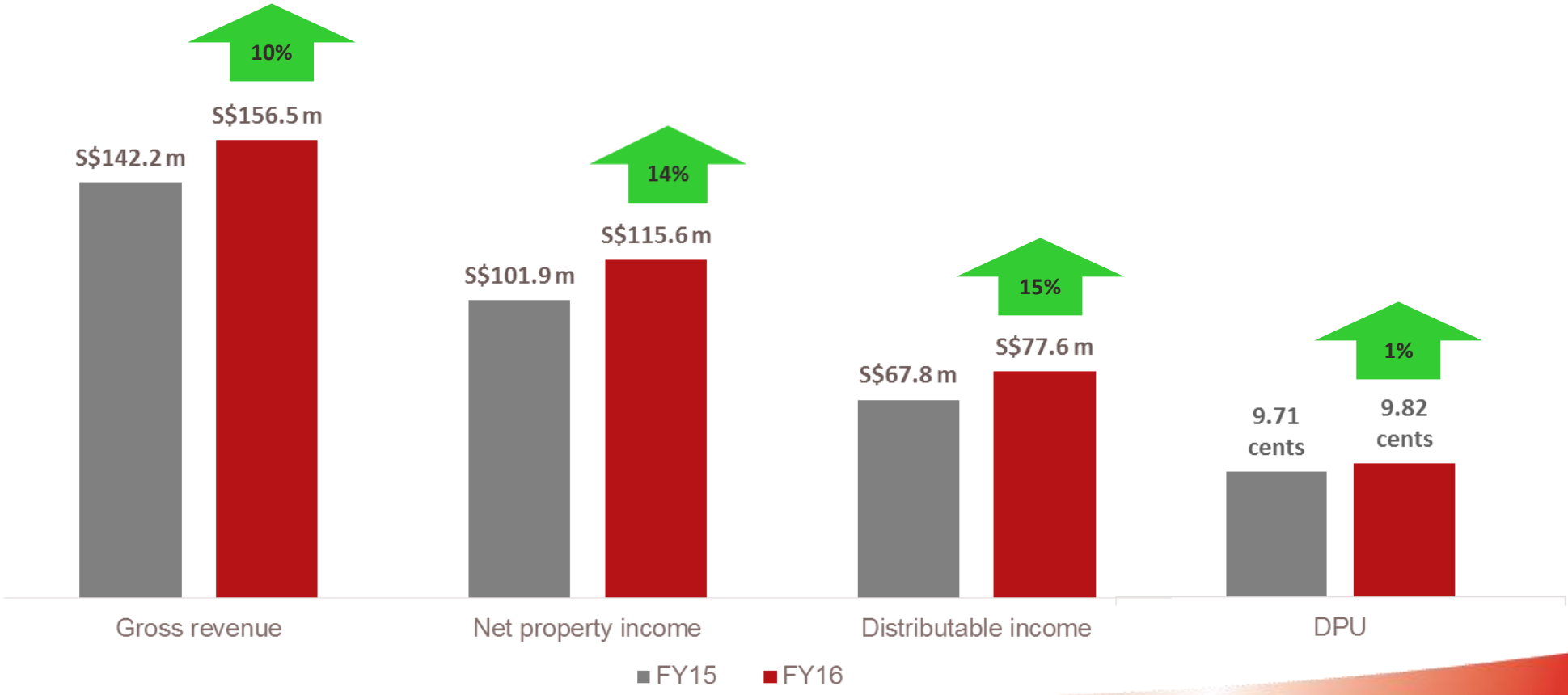
Data as at 30 September 2016

* National Australian Built Environment Rating System

^ As at 30 September 2016.

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Full year contribution from 357 Collins Street and Alexandra Technopark boosted performance in FY16



Thank you

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