

Frasers Commercial Trust
Macquarie ASEAN Conference in Singapore

25 August 2015



FRASERS COMMERCIAL TRUST

Important notice

Certain statements in this Presentation constitute "forward-looking statements", including forward-looking financial information. Such forward-looking statement and financial information involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of FCOT or the Manager, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements and financial information. Such forward-looking statements and financial information are based on numerous assumptions regarding the Manager's present and future business strategies and the environment in which FCOT or the Manager will operate in the future. Because these statements and financial information reflect the Manager's current views concerning future events, these statements and financial information necessarily involve risks, uncertainties and assumptions. Actual future performance could differ materially from these forward-looking statements and financial information.

The Manager expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statement or financial information contained in this Presentation to reflect any change in the Manager's expectations with regard thereto or any change in events, conditions or circumstances on which any such statement or information is based, subject to compliance with all applicable laws and regulations and/or the rules of the SGX-ST and/or any other regulatory or supervisory body or agency.

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

This document is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for the Units. The past performance of REIT and the Manager is not necessarily indicative of the future performance of Frasers Commercial Trust and the Manager.

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



FRASERS COMMERCIAL TRUST

Key highlights – Asset locations and valuation

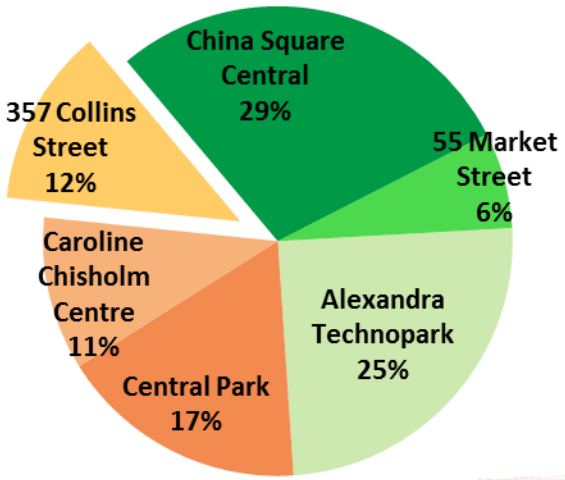
- **FCOT offers balanced exposure to 6 quality properties in Singapore and Australia**
- **No single property consists of more than 29% of pro forma portfolio value[1]**
- **Portfolio value increased to S$2 bil after the acquisition of 357 Collins Street**



	Properties [2]	Pro forma portfolio Value [1]
SINGAPORE	2 office assets 1 business space asset	S$1,216.3 million, (60%)
AUSTRALIA	3 office assets	S$809.2 million, (40%)
Total	5 office assets 1 business space asset	S$2,025.5 million

Acquisition of 357 Collins Street was completed on 18 August 2015

Proforma portfolio Value [1]



As at 30 June 2015.

1 Pro forma as at 30 June 2015, as if 357 Collins Street had already been acquired on 30 June 2015. The acquisition of 357 Collins Street in Melbourne, Australia was completed on 18 August 2015.

2 Including 357 Collins Street.

FRASERS COMMERCIAL TRUST

➔ 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

FRASERS COMMERCIAL TRUST

➔ 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

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**

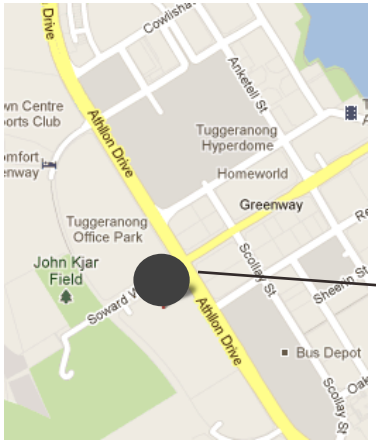


Perth CBD



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 Dept of Human Services until 2025 with a step-up rent of 3.0% p.a.**



Tuggeranong Town Centre, Canberrra



Caroline Chisholm Centre, Canberra

FRASERS COMMERCIAL TRUST

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.

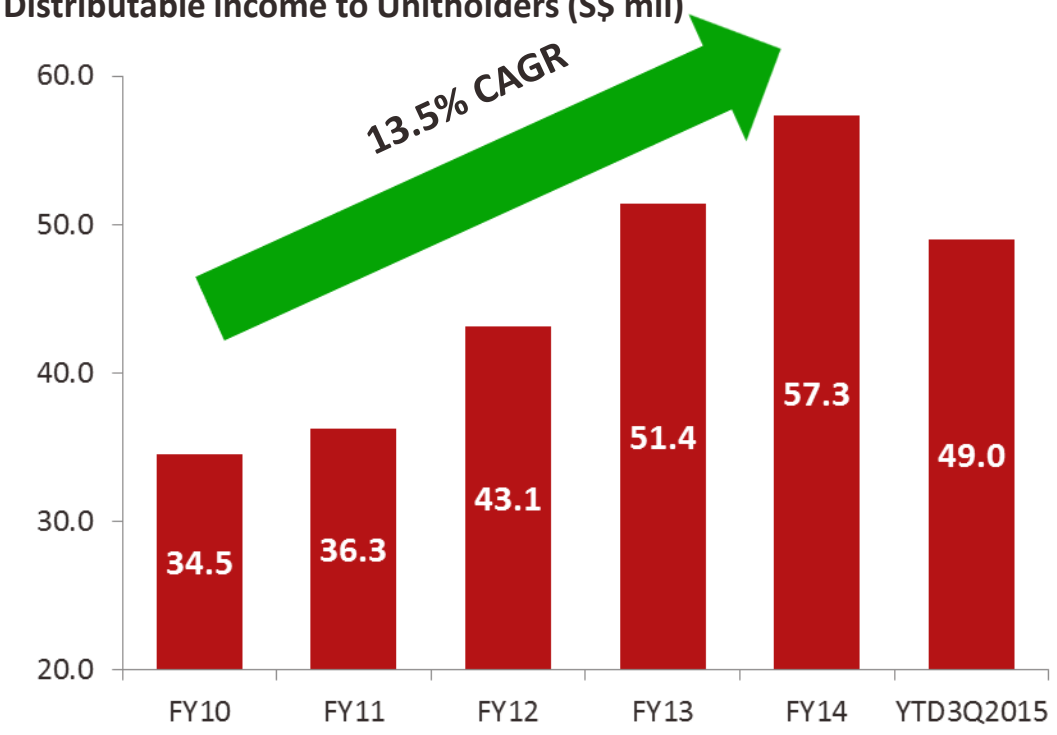
FRASERS COMMERCIAL TRUST

Key highlights – Financial performance

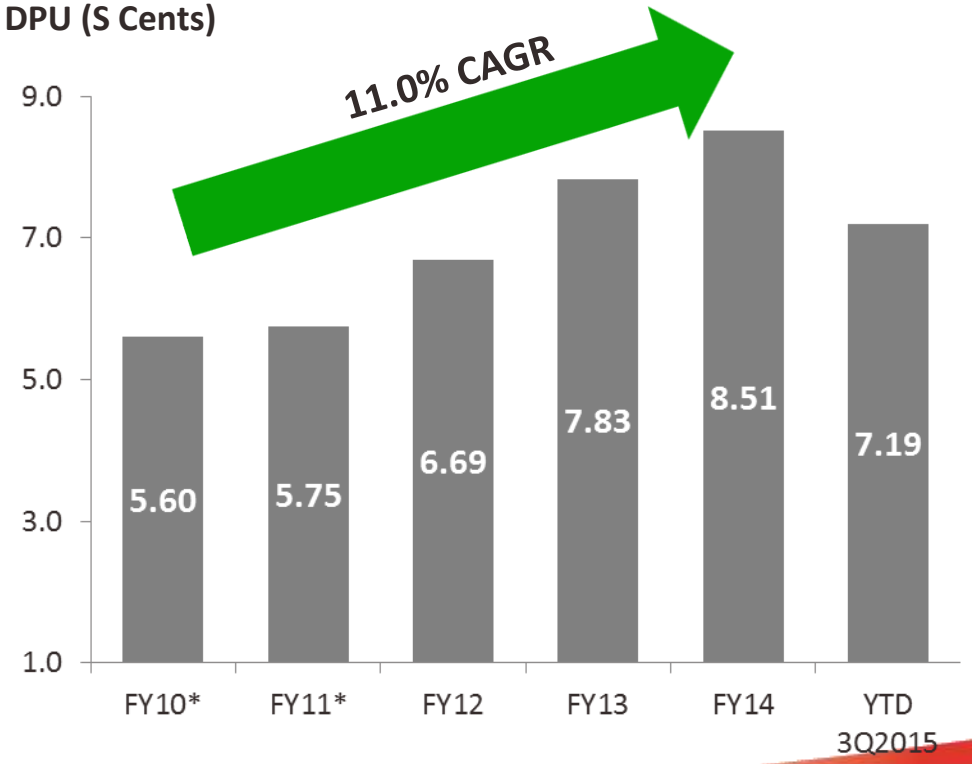
- **Achieved the highest distributable income to Unitholders in FY14 since listing^**
- **Distributable income to Unitholders grew at 13.5% CAGR from FY10 – FY14**

- **Achieved new high in DPU in FY14 - highest DPU since listing^**
- **Fifth consecutive year of growth in DPU since recapitalisation exercise**
- **DPU grew at 11.0% CAGR from FY10 – FY14**

Distributable income to Unitholders (S$ mil)



DPU (S Cents)



* Adjusted for Unit consolidation.
^ FCOT was listed on the main board of the SGX-ST on 30 March 2006.

FRASERS COMMERCIAL TRUST



FCOT’s investment proposition



FRASERS COMMERCIAL TRUST

1. Stability of income

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

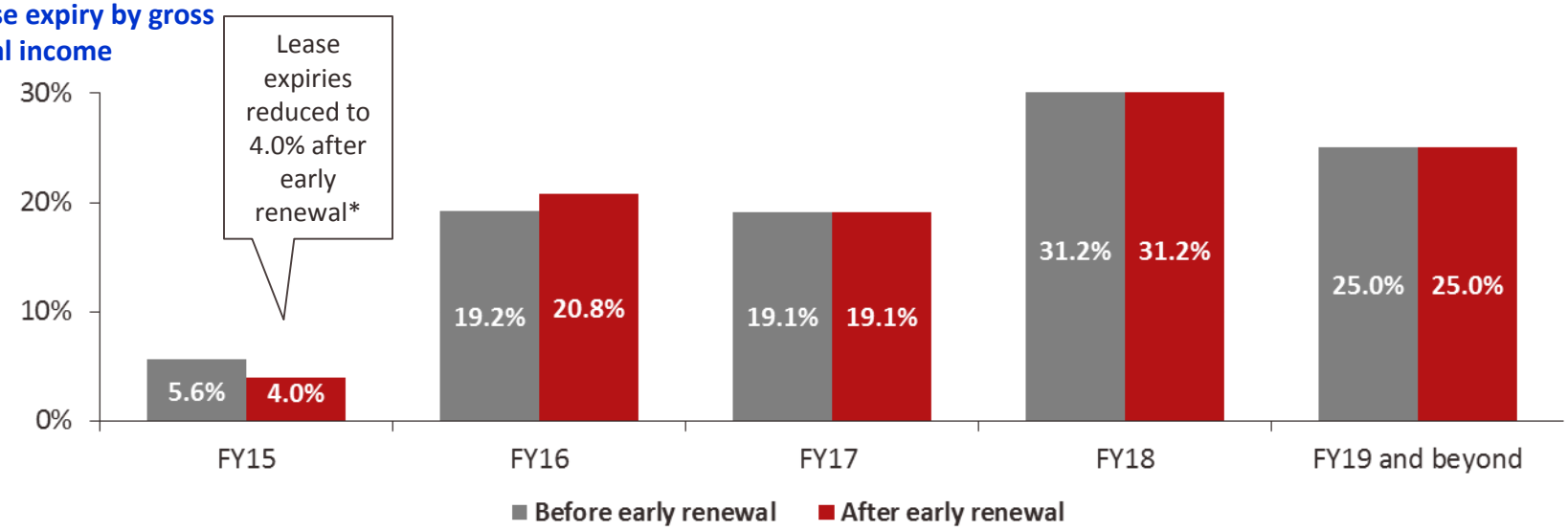
2. Solid fundamentals

3. Growth strategy

Portfolio review – Lease expiry profile

- **Proactive leasing reduced lease expiries in FY15 and lengthened lease expiry profile**
- **Well spread lease expiry provides income stability**

Portfolio lease expiry by gross rental income



Number of leases expiring	24	23	80	81	77	77	33	33	18	18
NLA (sq ft) expiring	148,965	99,235	408,852	458,582	355,368	355,368	696,821	696,821	558,353	558,353
Expiries as % total NLA	6.5%	4.4%	17.9%	20.1%	15.6%	15.6%	30.6%	30.6%	24.5%	24.5%
Expiries as % total Gross Rental Income	5.6%	4.0%	19.2%	20.8%	19.1%	19.1%	31.2%	31.2%	25.0%	25.0%

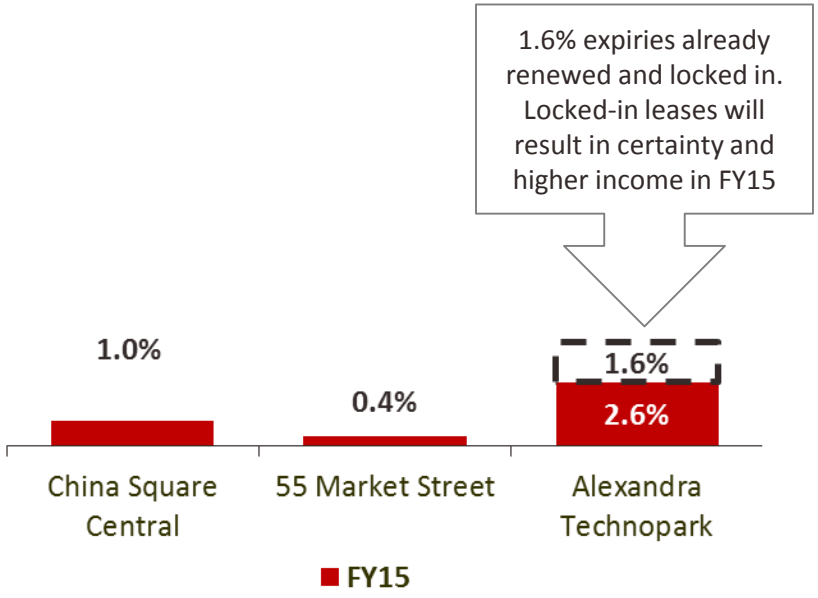
As at 30 June 2015. Excludes retail turnover rent, and 357 Collins Street as the acquisition of 357 Collins Street was completed on 18 August 2015.

* After the early renewal of the underlying leases at Alexandra Technopark

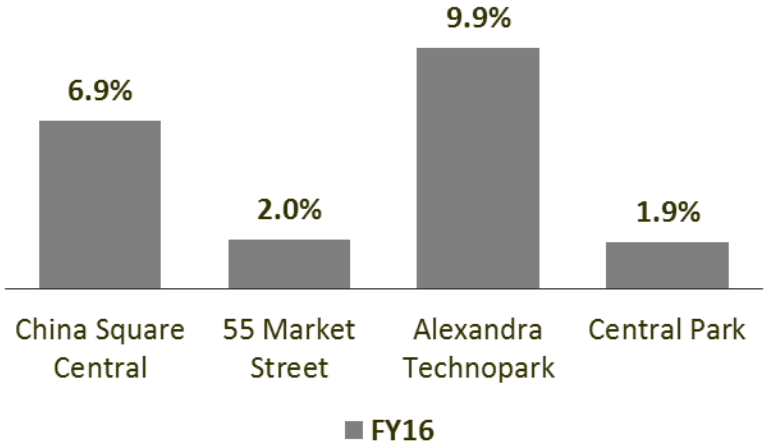
FRASERS COMMERCIAL TRUST

FY15 and FY16 - Potential for higher income due to low passing rents

Property Lease Expiry as a proportion of total Portfolio Gross Rental Income in FY15



Property Lease Expiry as a proportion of total Portfolio Gross Rental Income in FY16



Number of leases expiring *	4 (office) 11 (retail)	3	5
Average passing rent for expiring leases *	$6.3 (office) $7.5 (retail)	$6.3	$3.4

27 (office) 29 (retail)	8	14	3
$6.3 (office) $5.8 (retail)	$6.8	$3.7	AUD $512

As at 30 June 2015. Excludes retail turnover rent, and 357 Collins Street as the acquisition of 357 Collins Street was completed on 18 August 2015.

* After the early renewal of the underlying leases at Alexandra Technopark

FRASERS COMMERCIAL TRUST

Singapore properties continue to achieve positive weighted average rental reversions for new and renewed leases that commenced in 3QFY15[1]



China Square Central

1QFY15: +1.2%
2QFY15: +15.6%
3QFY15: +17.0%



55 Market Street

1QFY15: +7.1%
2QFY15: +4.6%
3QFY15: +14.3%



Alexandra Technopark

1QFY15: +16.9%
2QFY15: +6.7%
3QFY15: +20.0%



Central Park

1QFY15: NA[2]
2QFY15: NA[2]
3QFY15: -25.5%

3QFY15: Retail leases only which occupy less than 1.0% of the net lettable area

As at 30 June 2015. Excludes retail turnover rent, and 357 Collins Street as the acquisition of 357 Collins Street was completed on 18 August 2015.

1 Weighted average rental reversions based on the area for the new and renewed leases in 3QFY15.

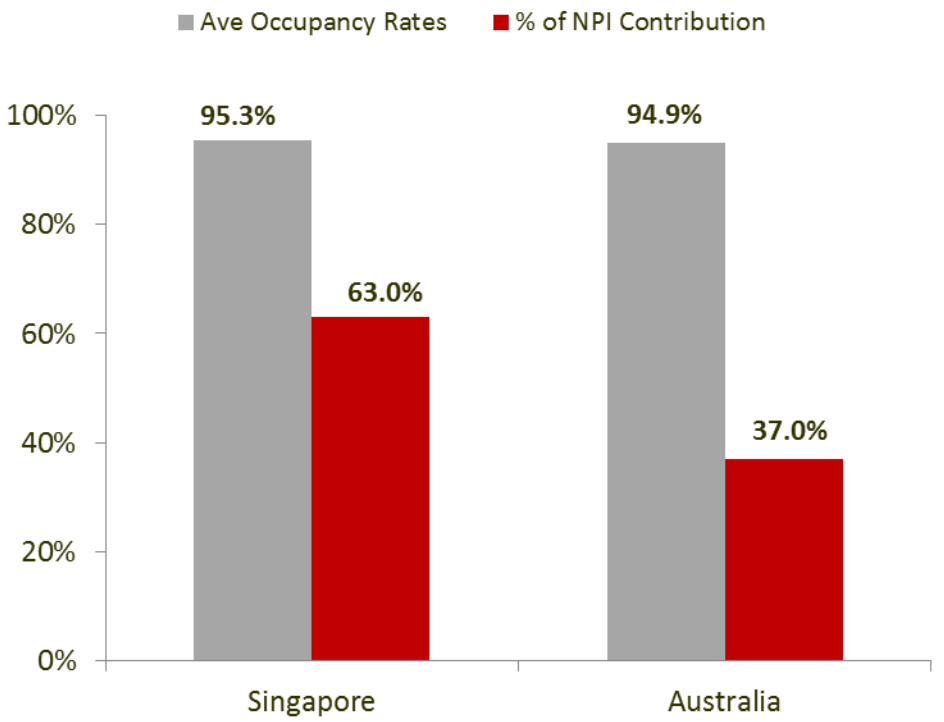
2 No new or renewed leases entered into in 1QFY15 and 2QFY15.

Portfolio review – Occupancy Rates & WALE

- **Healthy average occupancy rate of 95.1%**
- **Healthy WALE of 3.4 years^**

Key portfolio statistics	As at 30 June 2015
Ave Occupancy	95.1%
WALE by gross rental income	3.4 years^

Geographical occupancy and % of NPI contribution



As at 30 June 2015. Excludes retail turnover rent, and 357 Collins Street as the acquisition of 357 Collins Street was completed on 18 August 2015.

^ Inclusive of the early renewal of the underlying leases at Alexandra Technopark

FRASERS COMMERCIAL TRUST

More than 34% of leases have built-in step-up rents

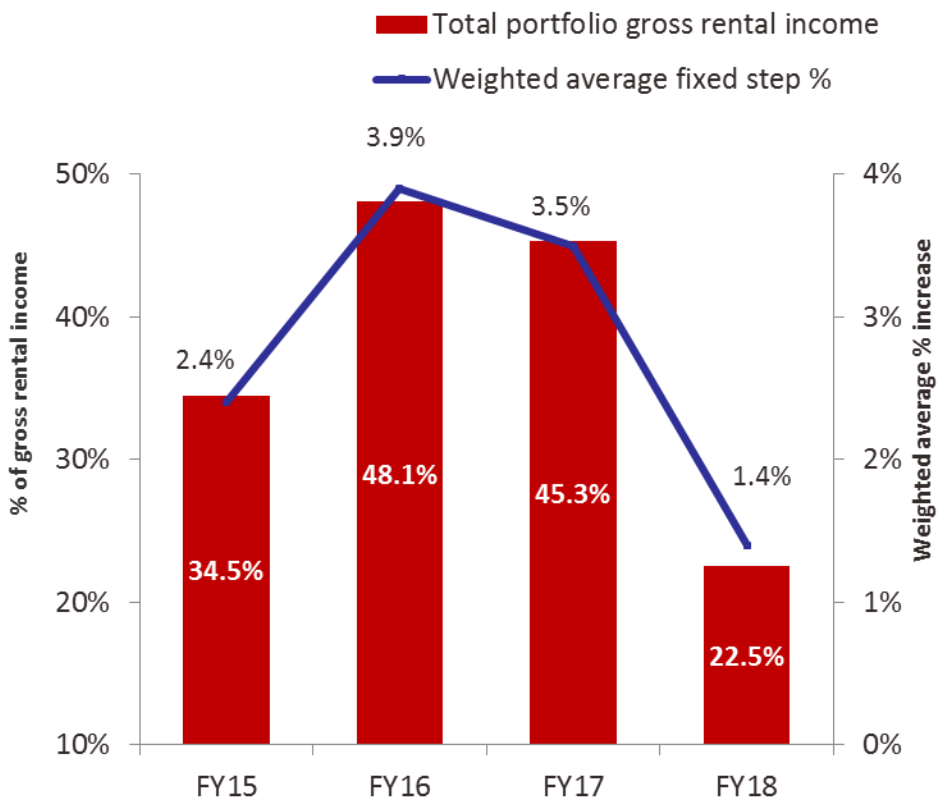
FY15 - Fixed % and other fixed lease rent reviews

Property	Leases	Average step-up rent	GROSS RENTAL INCOME Property	GROSS RENTAL INCOME Total Portfolio
China Square Central	5	3.0%	6.6%	1.5%
55 Market Street	2	2.9%	7.0%	0.3%
Alexandra Technopark	3	5.3%	1.8%	0.6%
Caroline Chisholm Centre	1	3.0%	100.0%	16.7%
Central Park	18	4.6%	71.6%	15.4%

FY15 - Other mid-term lease rent reviews

Property	Leases	Review mechanism	GROSS RENTAL INCOME Property	GROSS RENTAL INCOME Total Portfolio
Central Park	2	Market	7.4%	1.6%
Central Park	6	CPI	18.7%	4.0%

FY15 – 18 - Portfolio fixed % reviews



Excludes retail turnover rent, and 357 Collins Street as the acquisition of 357 Collins Street was completed on 18 August 2015.

FRASERS COMMERCIAL TRUST

Blue chip tenants and tenants with long leases contribute 47% of total gross rental income

Blue Chip Tenants with Long Leases

Tenant	Lease Expiry	% (Gross Rental Income)
Commonwealth of Australia (Centrelink)	Jul-25	16.2%
Hewlett-Packard Singapore Pte Ltd	Nov-17	13.3%
Hamersley Iron Pty Ltd	Jun-18	7.1%
GroupM Singapore Pte Ltd	Mar-19	3.5%
BHP Billiton Iron Ore Pty Ltd	Oct-17	1.8%
PF Lawyers Pty Ltd (DLA Piper)	Jun-20	1.2%
Westpac Banking Corporation	Dec-17	1.1%
Singapore Oxygen Air Liquide Private Limited	Jun-18	1.0%
IOOF Service Co Pty Ltd	Jun-19	0.9%
Japan Australia LNG (MIMI) Pty Ltd	Mar-23	0.8%
Total		46.8%

As at 30 June 2015. Excludes retail turnover rent, and 357 Collins Street as the acquisition of 357 Collins Street was completed on 18 August 2015.

1. **Stability of income**

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

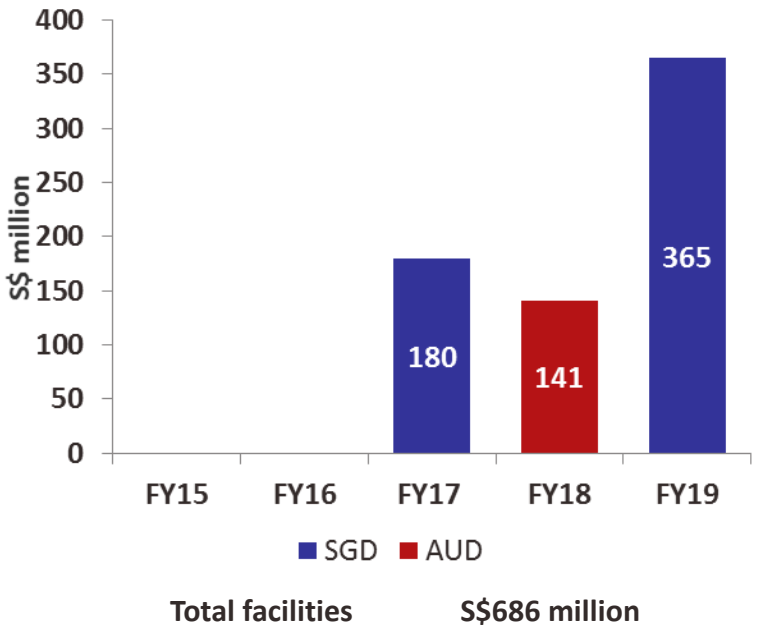
3. **Growth strategy**

Capital Management and debt statistics

- **Well spread debt maturity profile**
- **No refinancing required until FY17**
- **Pro forma gearing improved to 34.7% as at 30 June 2015**
- **Healthy pro forma gearing will provide greater financial flexibility and further strengthen the financial position of FCOT**

Debt maturity as at 30 June 2015

Gearing : 37.3%



Total facilities S$686 million

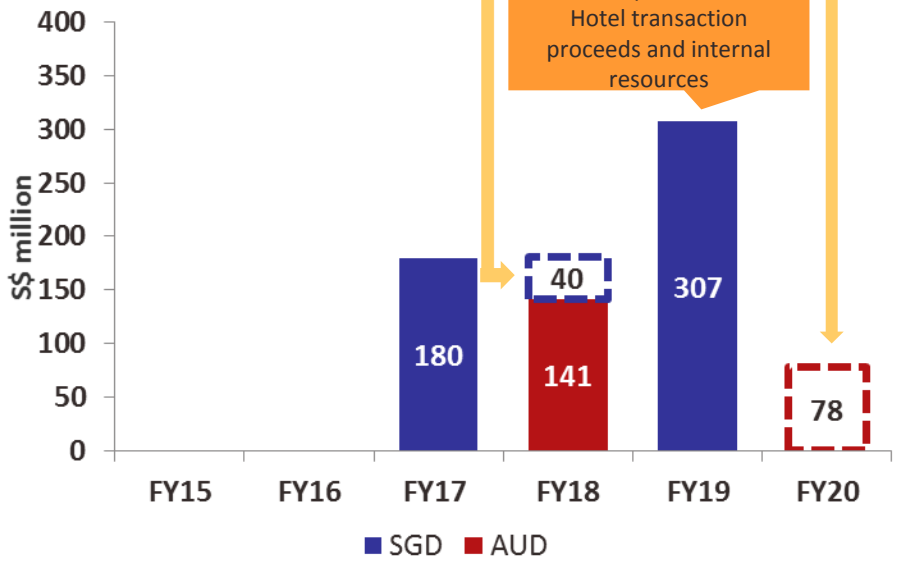
After S$58.4 mil partial prepayment of the S$365 mil debt and draw down of S$40 mil and A$75 mil new term loan facilities

Pro forma debt maturity as at 30 June 2015

Pro forma gearing : 34.7%

New term loan facilities drawn down primarily used to part finance the acquisition of 357 Collins Street[2]

S$58.4 mil partial prepayment from the China Square Central Hotel transaction proceeds and internal resources



Total facilities S$746 million

As at 30 June 2015. Based on the exchange rate of A$1.00=S$1.0454.

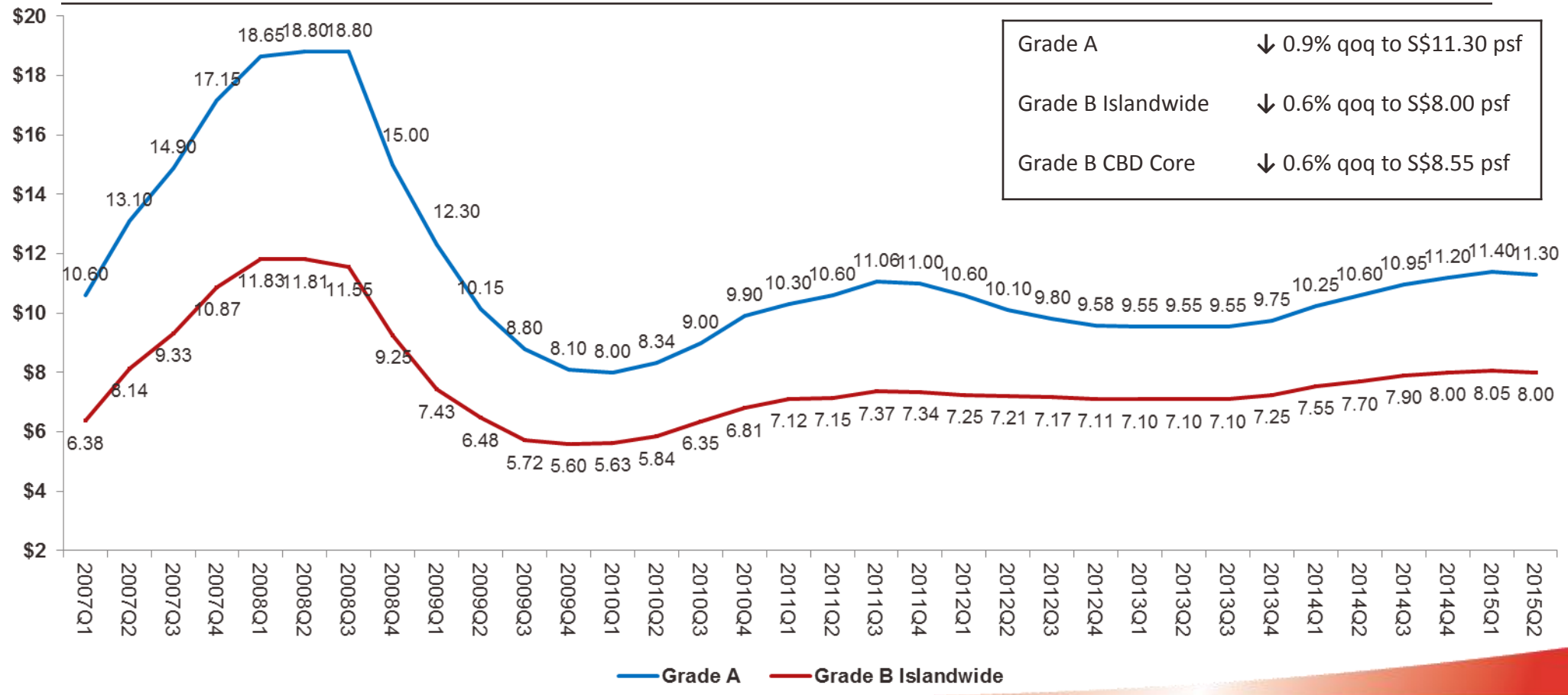
1 Pro forma gearing as if the following had been entered into on 30 June 2015: (i) 357 Collins Street acquisition and the China Square Central Transaction; (ii) draw down of S$40.0 million and A$75.0 million term loan facilities to part finance the acquisition of 357 Collins Street; and (iii) partial prepayment of S$58.4 million of the S$365.0 million transferable term loan facilities. Refer to announcements and media release dated 6 August 2015, 18 August 2015 and 21 August 2015 for details.

2 Refer to the announcement dated 6 August 2015 for details.

Solid fundamentals - Singapore office rents

Singapore office - vacancy rates expected to remain relatively stable over the next 6 months[1]

Singapore Grade A and Grade B office rents[1]



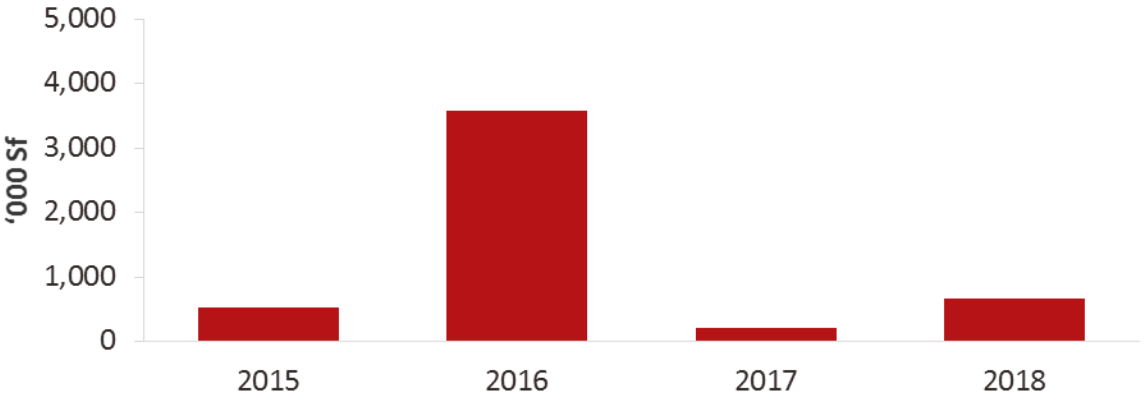
Grade A	↓ 0.9% qoq to S$11.30 psf
Grade B Islandwide	↓ 0.6% qoq to S$8.00 psf
Grade B CBD Core	↓ 0.6% qoq to S$8.55 psf

Source: CBRE Research

1 CBRE, Singapore Market View, Q2 2015

FRASERS COMMERCIAL TRUST

Singapore office supply 2015 – 2018[1,2]

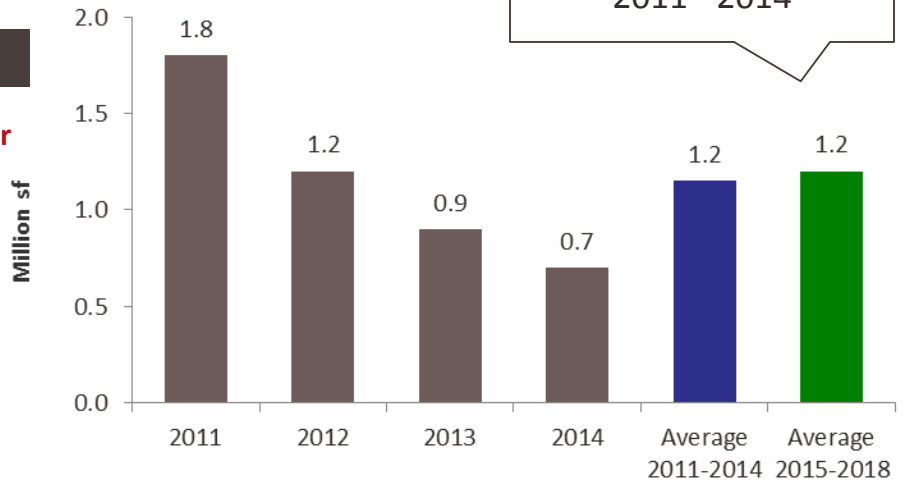


Major office supply:

- South Beach Tower (527,450 sf)
- Marina One (1,875,630 sf)
- Guoco Tower (850,000 sf)
- Duo (570,475 sf)
- 5 Shenton Way (277,540 sf)
- Redevelopment of Intl Factors Building and Robinson Towers (215,280 sf)
- Frasers Tower (664,000 sf)[3]

Net absorption vs new supply[1,2]

Average new supply for 2015 -2018 is in line with the average net absorption for 2011 - 2014

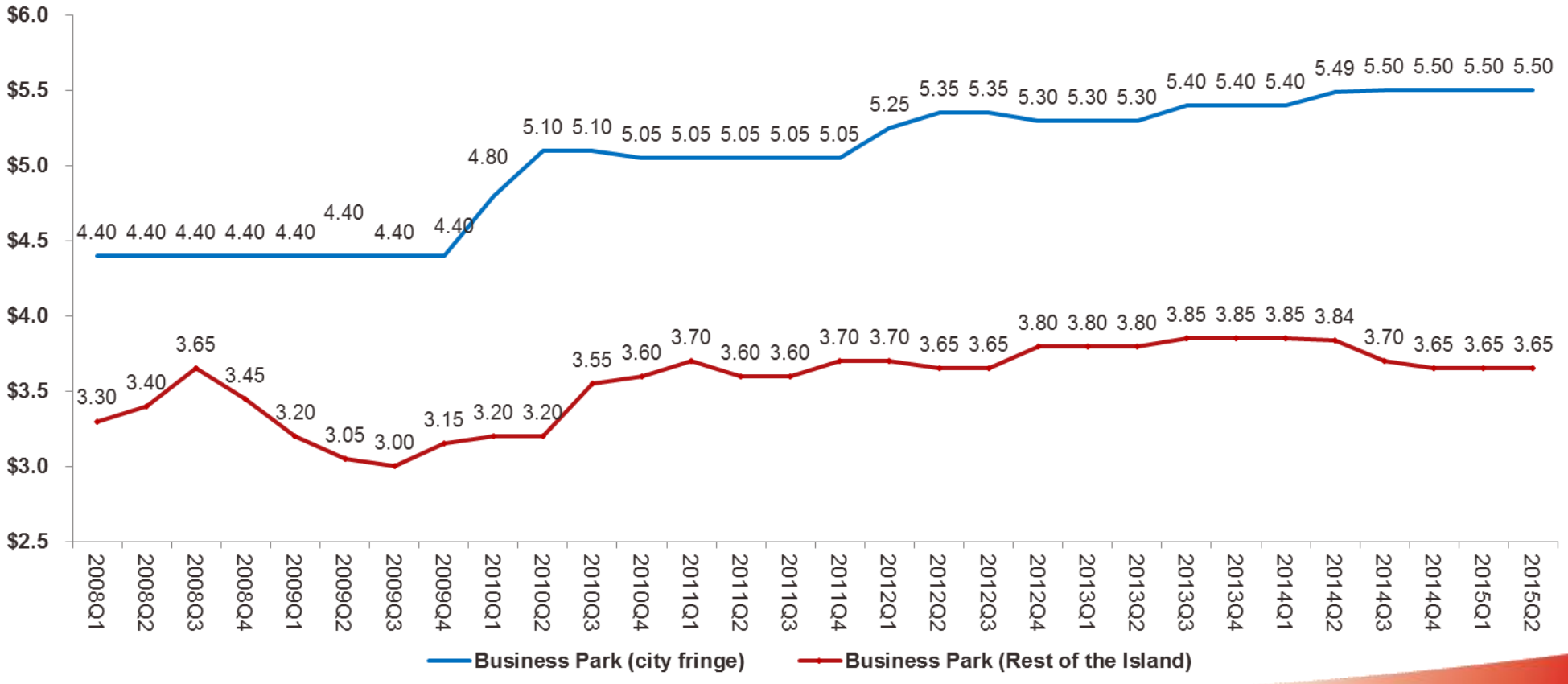


1 CBRE, Singapore Market View, Q2 2015
2 Core and fringe CBD areas only, excluding strata title
3 Based on announcement. Area for office tower only

FRASERS COMMERCIAL TRUST

Singapore business park rents trend – Rents are expected to remain stable in the near term[1]

Singapore Business Park (city fringe) rents[1]



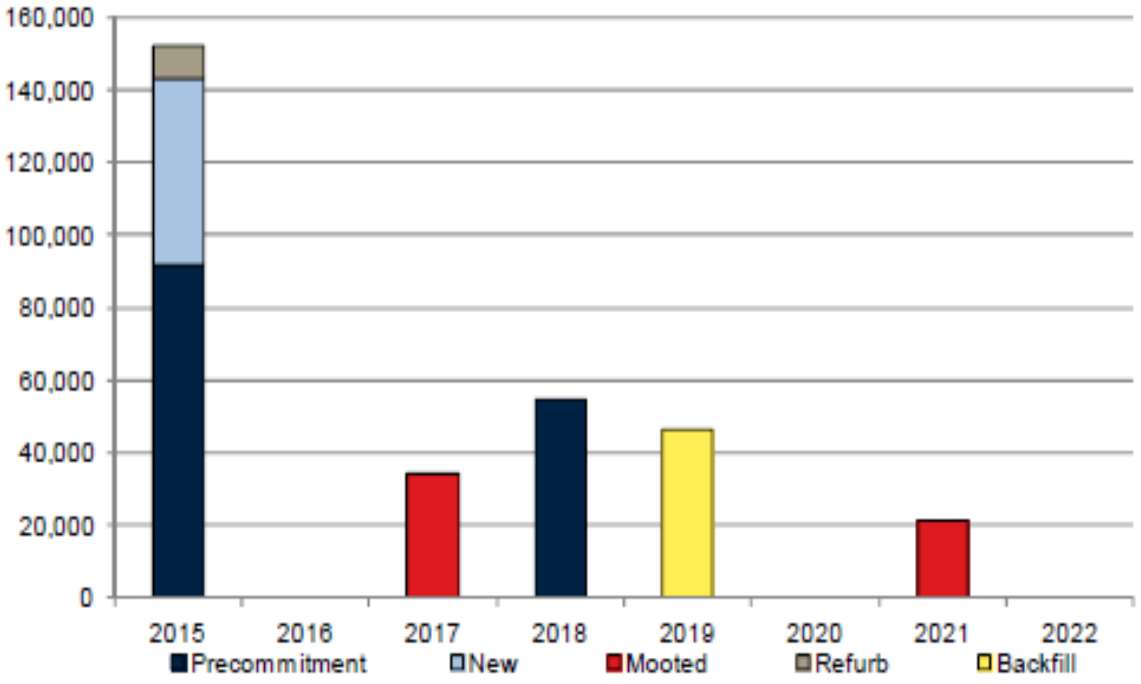
Source: CBRE Research

1 CBRE, Singapore Market View, Q2 2015

FRASERS COMMERCIAL TRUST

Premium Grade average net face rents is around A$715 – A$800 psm per annum

Perth CBD forecast office gross supply by type (sqm)[1]



Source: Savills Research

Market conditions [1]

- In the 12 months to March 2015, Savills recorded 54,026 square metres of leasing activity in the Perth CBD office market, down 53%
- Softening face rents and increasing incentives favour tenants, resulting in a flight to quality as companies negotiate better deals and upgrade their space
- As at March 2015, Premium Grade net face rents are at A$715 – A$800 psm pa
- Incentives across all grades in the CBD were at 25-30%
- Perth CBD office vacancy was up 5.8 percentage points to 14.8% in January 2015 – the lower grades experience the largest increase in vacancy demonstrating a flight to quality. Premium Grade vacancy was lower at 8.5% in January 2015
- While leasing conditions in the Perth office market are undoubtedly restrained, continued strong economic fundamentals such as population growth and low unemployment ensure that the market is supported

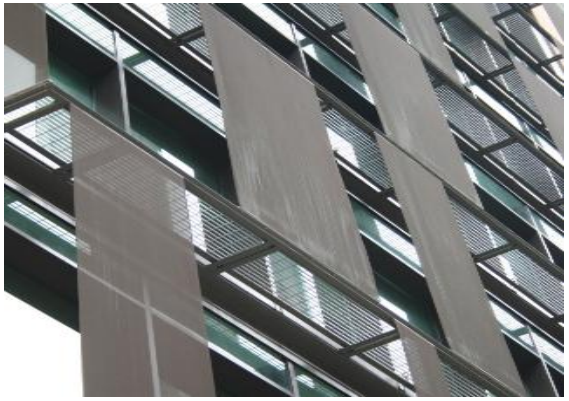
1 Savills Research, Spotlight Perth CBD Office, April 2015

Portfolio review – Singapore asset updates

China Square Central – high occupancy rate



55 Market Street – healthy occupancy rate



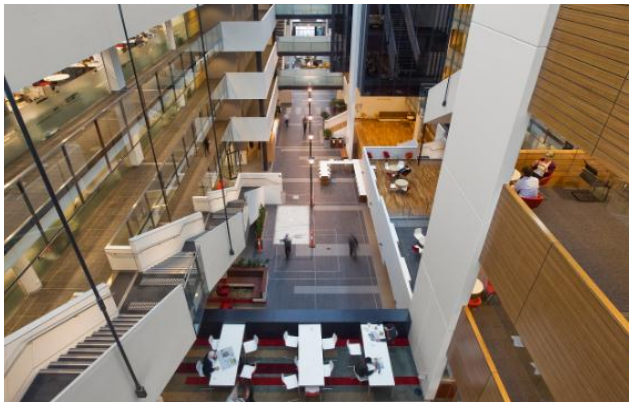
Alexandra Technopark – healthy occupancy rate



Occupancy	97.0%	95.8%	94.6%
WALE	1.9 years	1.5 years	1.6 years*
New leases, committed and renewals	Banjaran Wealth, PR Communications, WT Partnership (S)	Curry San, Chancery Law Corporation	Nokia Solutions and Networks Singapore, Pentax Medical Singapore, Hewlett-Packard
Tenants	groupm, Cerebos, MOL, geyer, MediaMath, COASTAL, EQUINIX, WT PARTNERSHIP, Banjaran Wealth, CHUBB	Jones Lang LaSalle, JobSTUDIO, bwl, CHANCERY LAW CORPORATION, Citigate Dewe Rogerson, MANCHESTER 1824, TKP, Itron, OPTUM, SUMITOMO FORESTRY (SINGAPORE) LTD.	hp, NOKIA, dyson, Great Eastern, SYBASE, OKI, SENNHEISER, AEROFLEX

As at 30 June 2015.

* Inclusive of the early renewal of the underlying leases at Alexandra Technopark

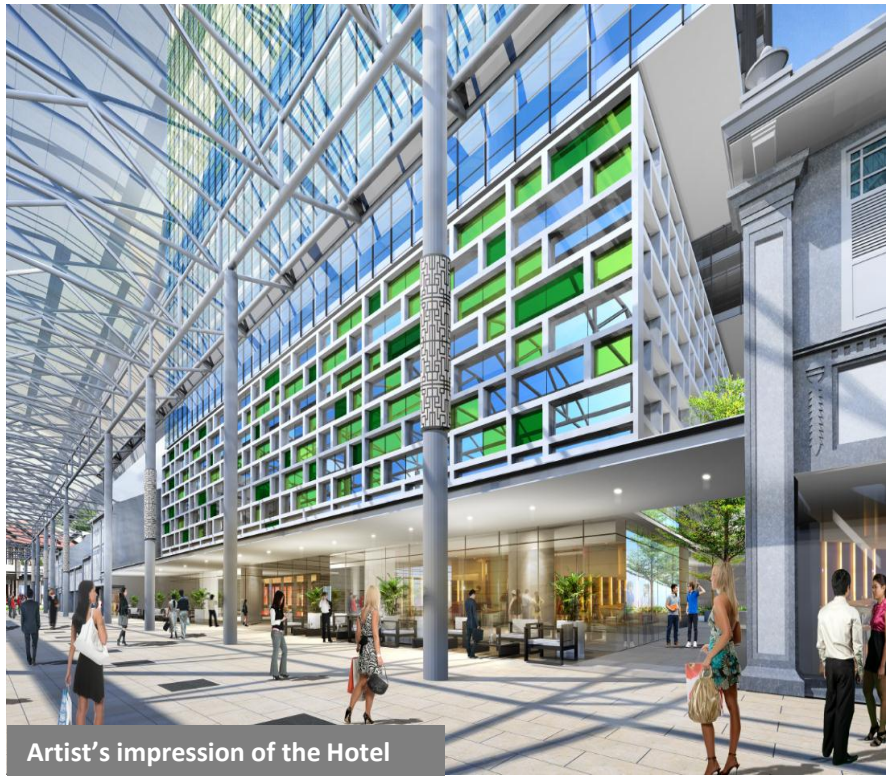
	Central Park – Healthy WALE of 3.2 years	Caroline Chisholm Centre –full occupancy with long WALE of 10.0 years
		
Occupancy	88.6%	100.0% Property occupied by a single tenant, i.e. the Commonwealth of Australia as represented by Centrelink (Aaa rated*) until July 2025
WALE	3.2 years	10.0 years
Tenants	Rio Tinto, bhpbilliton, Asgard, MIMI, ASX, GESB, Plan B WEALTH MANAGEMENT, DLA PIPER	Australian Government Department of Human Services

As at 30 June 2015.

* Based on Moody's rating in December 2014.

China Square Central Hotel Transaction - updates

- **FCOT realised $44.1 mil[1] net proceeds from the 16,000 sq m additional GFA for hotel use at China Square Central**



Artist's impression of the Hotel

- FCOT[2] and FHCS Trustee[3] entered into the building agreement[4] on 18 August 2015
- FCOT realised net proceeds of S$44.1 mil on 18 August 2015
- S$44.1 mil net proceeds:
  - prepay a portion of existing bank borrowings
  - net proceeds determined to be capital in nature, hence, may be distributed to Unitholders thoroughly quarterly distributions during the construction period of the Hotel and commercial project[4] at the discretion of the Manager
  - Capital distributions, if made, would supplement and mitigate the temporary loss of income from China Square Central during construction period

Artist's impression of the Hotel is subject to changes.

1 Hotel consideration of S$44.8 million for granting a long lease of the Hotel to FHCS Trustee upon the issuance of the Temporary Occupancy Permit for the Hotel and commercial project, and net of fees and expenses incurred for the China Square Central Hotel Transaction of approximately S$0.7 million.

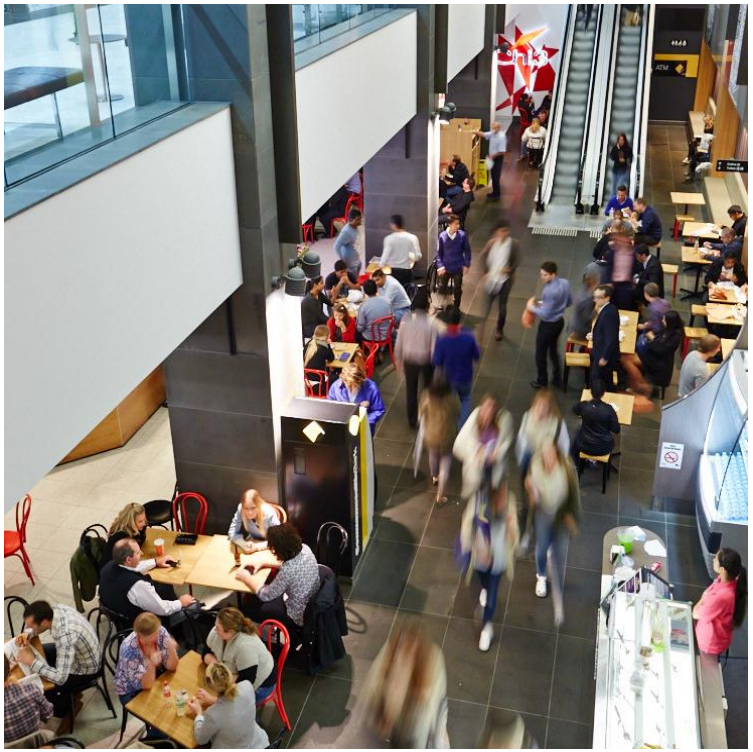
2 Through British and Malayan Trustees Limited, trustee of FCOT.

3 Frasers Hospitality China Square Trustee Pte. Ltd.

4 Refer to Circular to Unitholders dated 3 June 2015 for details.

357 Collins Street Acquisition - updates

- **357 Collins Street acquisition completed on 18 August 2015**
- **Acquisition funded by a combination of equity and bank borrowings**
- **Property will contribute towards FCOT's financial results from 4QFY15 onwards**
- **Committed occupancy rose to 98.4% as at 31 July 2015[1]**



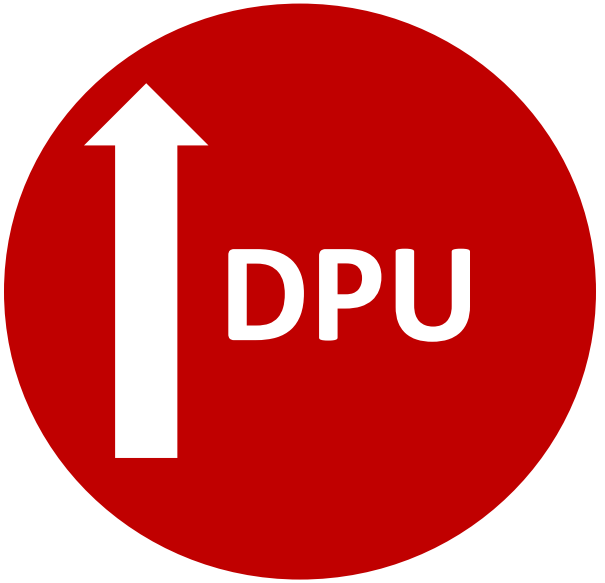
Total purchase consideration	A$237.7 million (A$222.5 million purchase consideration plus A$15.2 million transaction costs)
Funding for the purchase consideration[2]	▪ A$122.7 million net proceeds from private placement; and ▪ New term loan facilities of S$40 million and A$75 million
Occupancy	98.4% (as at 31 July 2015)
Yearly rental escalation	3.75% - 4.00%
Well established and quality office tenants	Commonwealth Bank of Australia, Meridian Energy Australia Pty Ltd, Wilson HTM Services Pty Ltd

1 Committed occupancy was 95.0% as at 29 May 2015, being the Lastest Practicable Date in the circular dated 3 June 2015.

2 Refer to the press release and announcement dated 24 July 2015 and 3 August 2015 for details of the private placement, and announcement dated 6 August 2015 for details of the term loan facilities.

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

- Positive rental reversions
- Alexandra Technopark – significant contribution from underlying leases will boost future income and DPU
- Grow portfolio organically and inorganically



Appendix



FRASERS COMMERCIAL TRUST

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 (2013-2015), Water Efficient Building Award and Silver in Excellent Service Award 2014	• 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 (2013-2015) 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	372,182	1,045,227
Accessibility	5-minute walk to the Raffles Place MRT station, 10-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$134.2 million	S$579.0 million	S$503.0 million
Occupancy rate	95.8%	97.0%	94.6%

Data as at 30 June 2015.
^ As at 30 June 2015.

FRASERS COMMERCIAL TRUST

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 • 4.5 star NABERS* Indoor Environment rating, 3.5 star NABERS* Water rating • Commercial Office Manager of the Year 2014, Property Council of Australia	• 5-storey Grade A contemporary office building • Located in the core of Tuggeranong Town Centre, one of 4 town centres within the city of 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 star NABERS* Energy rating
Tenure	Freehold	Leasehold 99 years commencing 2002	Freehold
Total NLA (sq ft)	356,845	433,182	343,584
Accessibility	Unparalleled road, rail and bus access	Well served by major roads	Road, rail, trams and bus access
Valuation^	S$346.4 million (50% interest)	S$214.3 million	NA**
Occupancy rate	88.6%	100.0%	98.4%#

Data as at 30 June 2015 for Central Park and Caroline Chisholm Centre. Data for 357 Collins Street is as at 31 March 2015 as set out in the Circular to Unitholders dated 3 June 2015 ("Circular to Unitholders"), unless otherwise indicated.

* National Australian Built Environment Rating System

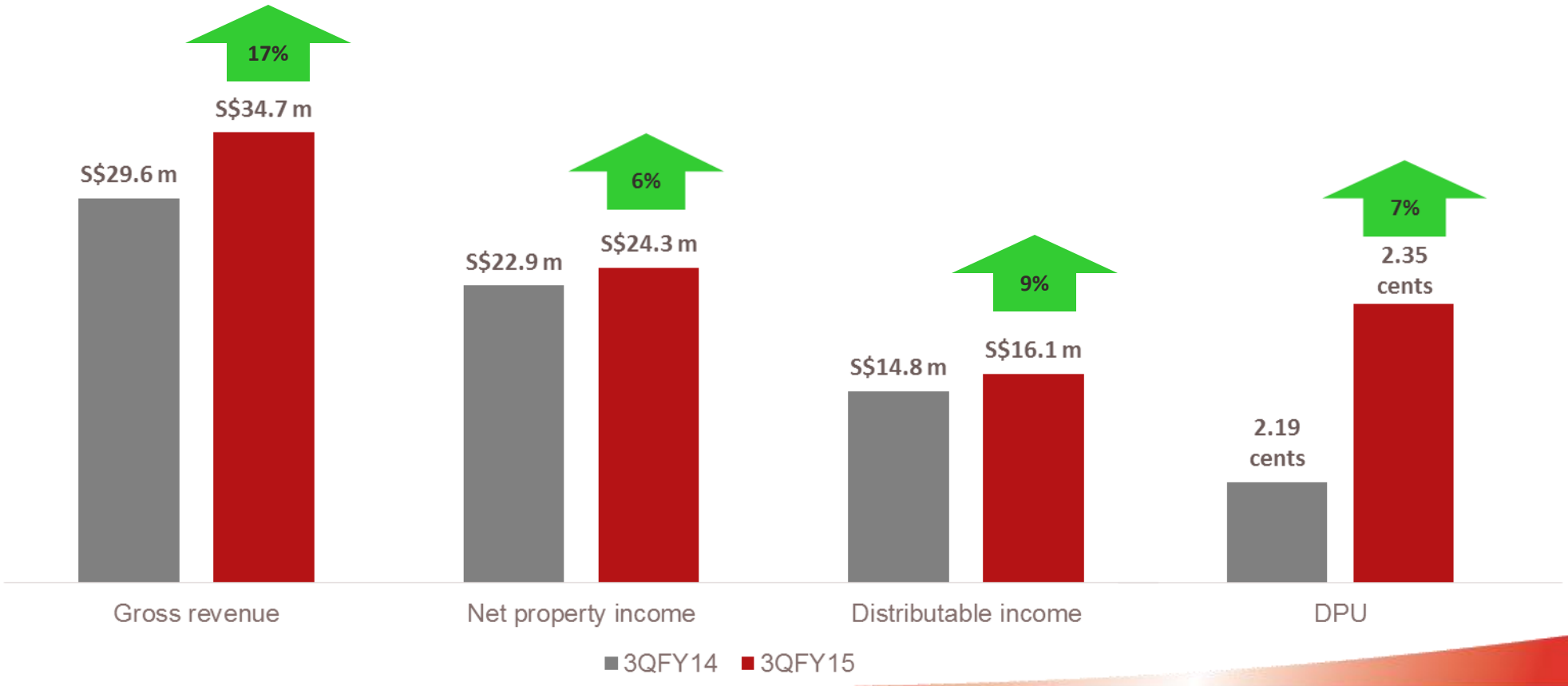
^ As at 30 June 2015.

** Jones Lang LaSalle and Knight Frank valued 357 Collins Streets at A$227.0 million and A$224.0 million, respectively as at 15 April 2015. Refer to Circular to Unitholders for details.

As at 31 July 2015.

FRASERS COMMERCIAL TRUST

Higher contribution from Alexandra Technopark following the expiry of the master lease and better performance of 55 Market Street



Thank you

Frasers Centrepoint Asset Management (Commercial) Limited
Level 21 | 438 Alexandra Road | Alexandra Point | Singapore 119958
Tel: +65 6276 4882| Fax: +65 6276 8942| Email: fcot@fraserscentrepoint.com
www. fraserscommercialtrust.com

FRASERS COMMERCIAL TRUST