



SUNTEC REIT

ENHANCING STRENGTHS, EXPANDING REACH

REITs SYMPOSIUM
19 MAY 2018

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OVERVIEW OF SUNTEC REIT



7 QUALITY ASSETS STRATEGICALLY LOCATED IN SINGAPORE & AUSTRALIA

SINGAPORE

**S\$9.6 billion
in AUM**

SYDNEY

MELBOURNE



- Listed on **9 Dec 2004** on the SGX-ST
- High quality **office** assets, complemented by **retail** and **convention** components
- **4** properties in Singapore, **1** in Sydney & **2** in Melbourne

Portfolio Snapshot

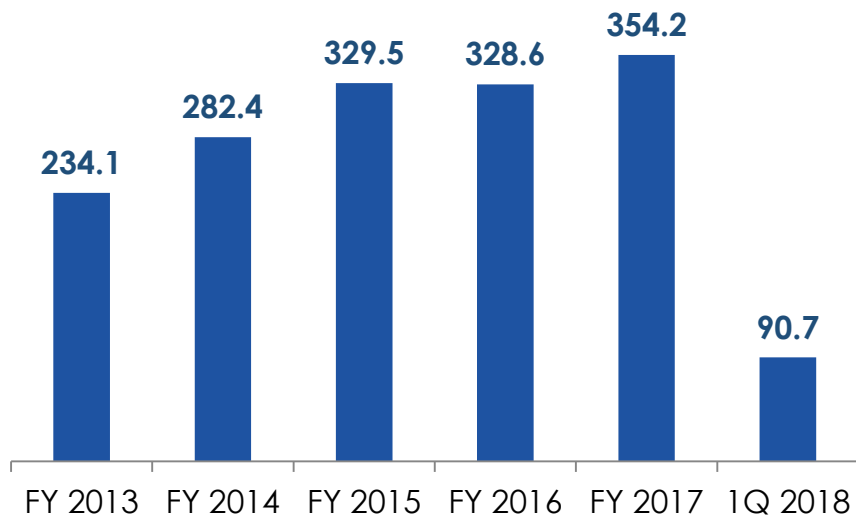
	Suntec City		One Raffles Quay	MBFC Properties	9 Penang Road	177 Pacific Highway	Southgate Complex	Olderfleet 477 Collins Street
	Suntec City – Office & Retail	Suntec Singapore						
Description	Integrated commercial development comprising five office towers and one of Singapore largest retail mall	World-class convention and exhibition centre	Two premium Grade A office towers	Two premium Grade A office towers and a subterranean mall	New Grade A commercial building	31-storey A-Grade office building	Integrated waterfront development comprising two A-Grade office towers and a retail podium	Premium Grade, 40-level state-of-the-art building
Ownership	100%	60.8%	33.33%	33.33%	30%	100%	25%	50%
Geography	Singapore	Singapore	Singapore	Singapore	Singapore	Australia	Australia	Australia
Segment	Office Retail	Convention	Office	Office Retail	Office	Office	Office Retail	Office
NLA (sq ft)	Office:~1.3 mil Retail:~0.9 mil	~275,000	~443,000	Office:~548,000 Retail:~32,000	~110,000	~431,000	Office:~178,000 Retail:~27,000	~312,000
Committed Occupancy	Office: 99.1% Retail: 98.6%	-	100%	Office: 100% Retail: 98.9%	Under development	100%	Office: 92.5% Retail: 91.0%	Under development

FINANCIAL HIGHLIGHTS & CAPITAL MANAGEMENT

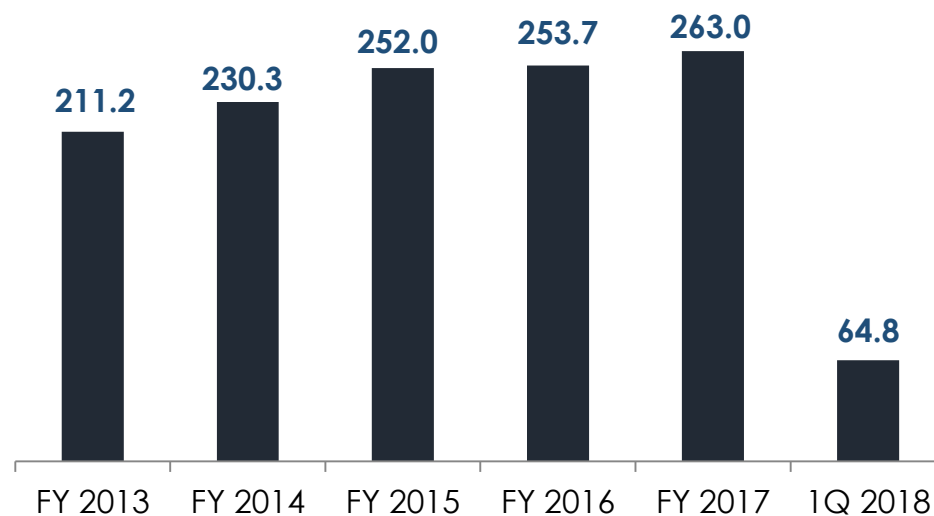


Financial Highlights

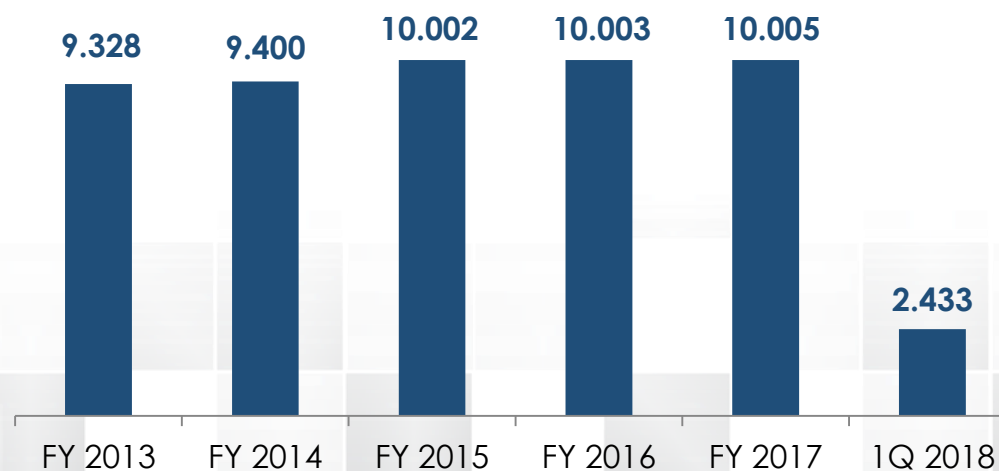
Gross Revenue (S\$ mil)



Distributable Income (S\$mil)

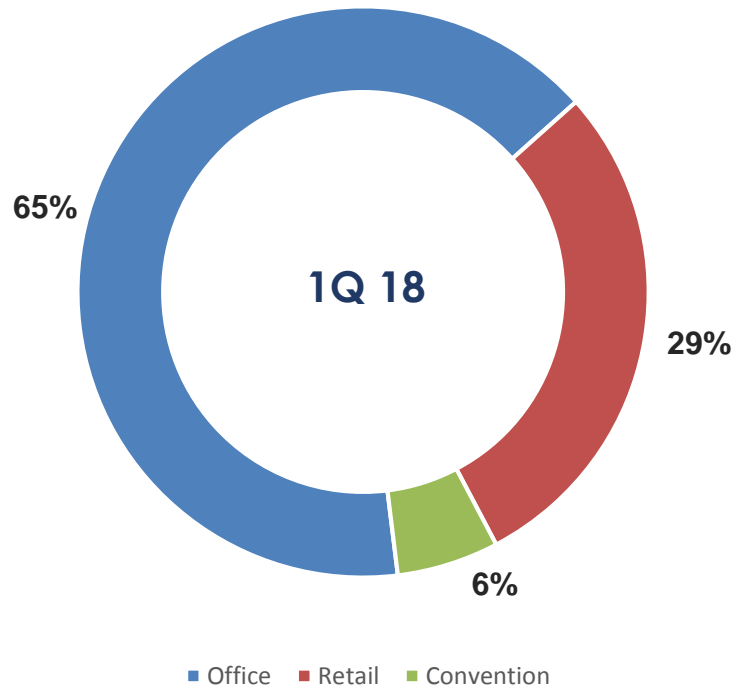


DPU (SG cents)

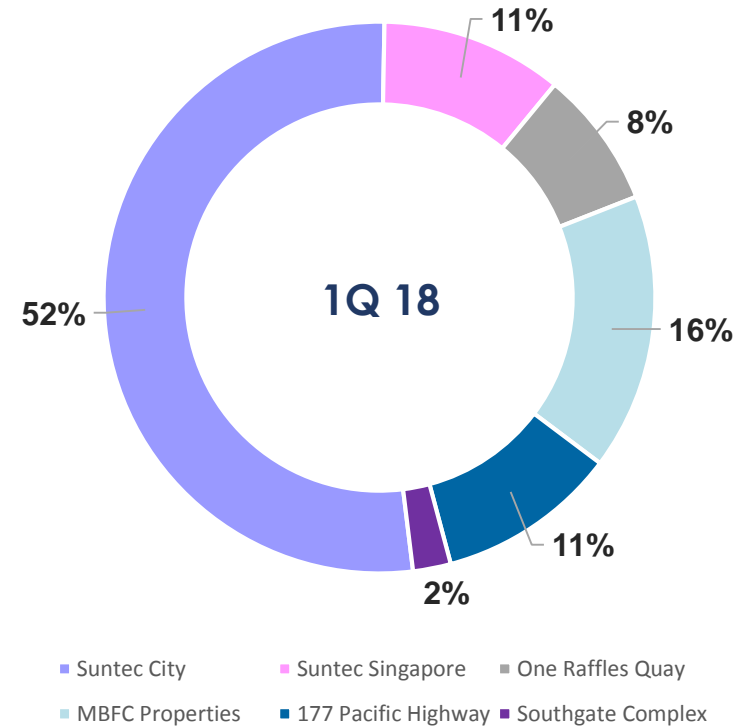


NPI & Income Contribution from JVs

Contribution by Segment



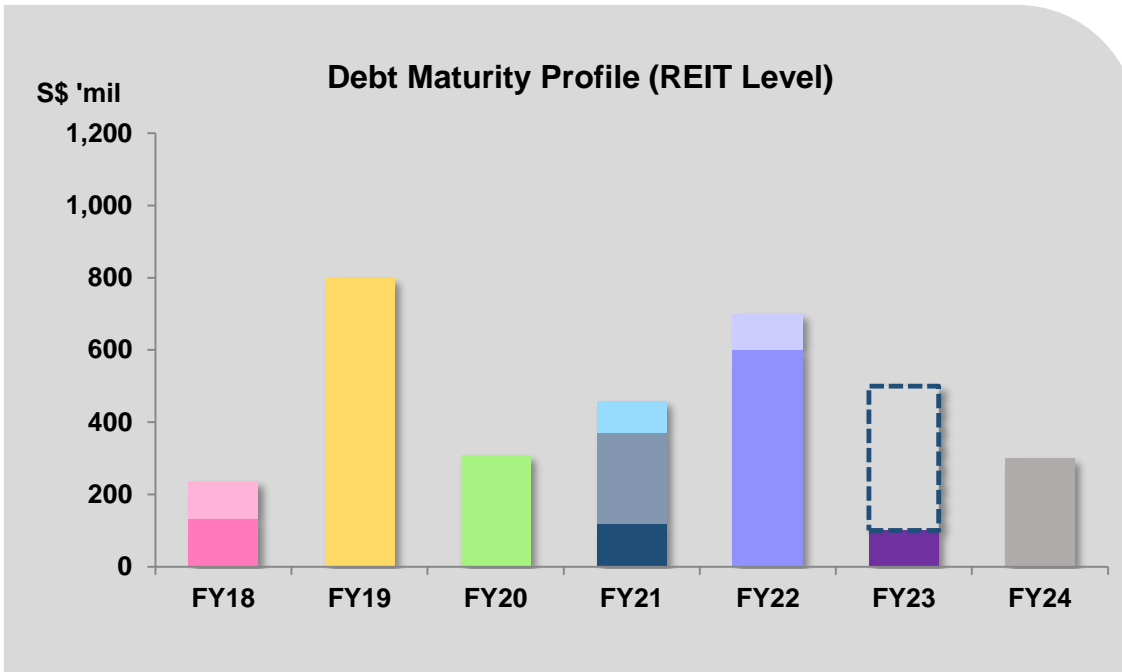
Contribution by Asset



- Office portfolio accounts for 65% of NPI & Income

- Joint Ventures and 177 Pacific Highway account for 37% of NPI & Income

Prudent Capital Management



Key Financial Indicators 31 March 2018

Total Debt Outstanding (Group)	S\$3,271 mil
Debt-to-Asset Ratio	35.2%
Aggregate Leverage Ratio	36.6%
All-in Financing Cost	2.73% p.a.

- Secured **S\$400 million 5-year** loan facility
- In process of refinancing borrowings due in 2018
- Weighted average debt to maturity stood at 2.94 years

ACQUISITION OF 50% INTEREST IN OLDERFLEET, 477 COLLINS STREET





- Acquisition of **50% interest** in **Olderfleet, 477 Collins Street** from Mirvac Group for **A\$414.17 mil**
- Development of **freehold site** into a **40-level Premium Grade office building**
- **4.80%** initial yield, with **annual rent escalation at 3.50% - 3.75%**.
- Targeting **5-Star Green Star, 5-Star NABERS Energy** and **Platinum Core and Shell WELL ratings**
- Target completion **mid 2020**
- **45.8% of NLA pre-committed** by **Deloitte** as its **Melbourne Headquarter**, additional **~9%** of NLA with **Heads of Agreement signed**
- Mirvac to:
 - Provide **5-year rental guarantee** on any **unlet space**
 - Bear all **development risks**

Exceptional Location & Excellent Connectivity

Docklands
Business Precinct

Western Core of
Melbourne CBD

Olderfleet,
477 Collins Street

Eastern Core of
Melbourne CBD



Southern Cross
Station


Crown Entertainment
Complex

Southgate
Complex




Augments Quality of Portfolio

- **Strategic addition** of a **freehold Premium Grade** asset
- **Income & geographical diversification**
- Increases Australia footprint to **~12% of total portfolio**



Improves Earnings and Distributions to Unitholders

- Pro Forma **DPU accretion** of ~1.8%
- **Initial NPI yield of 4.8%**
- **Rental escalations** of 3.50% to 3.75% p.a.



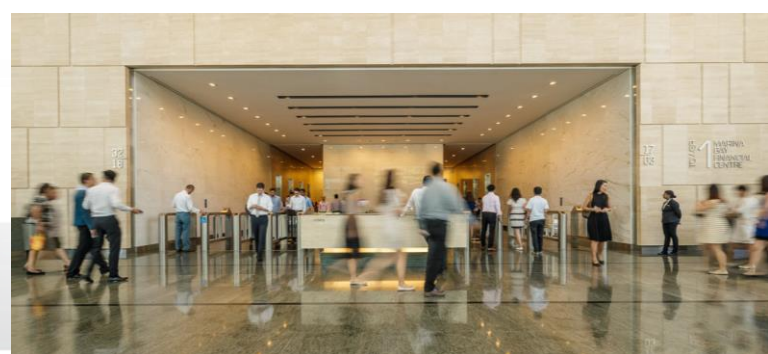
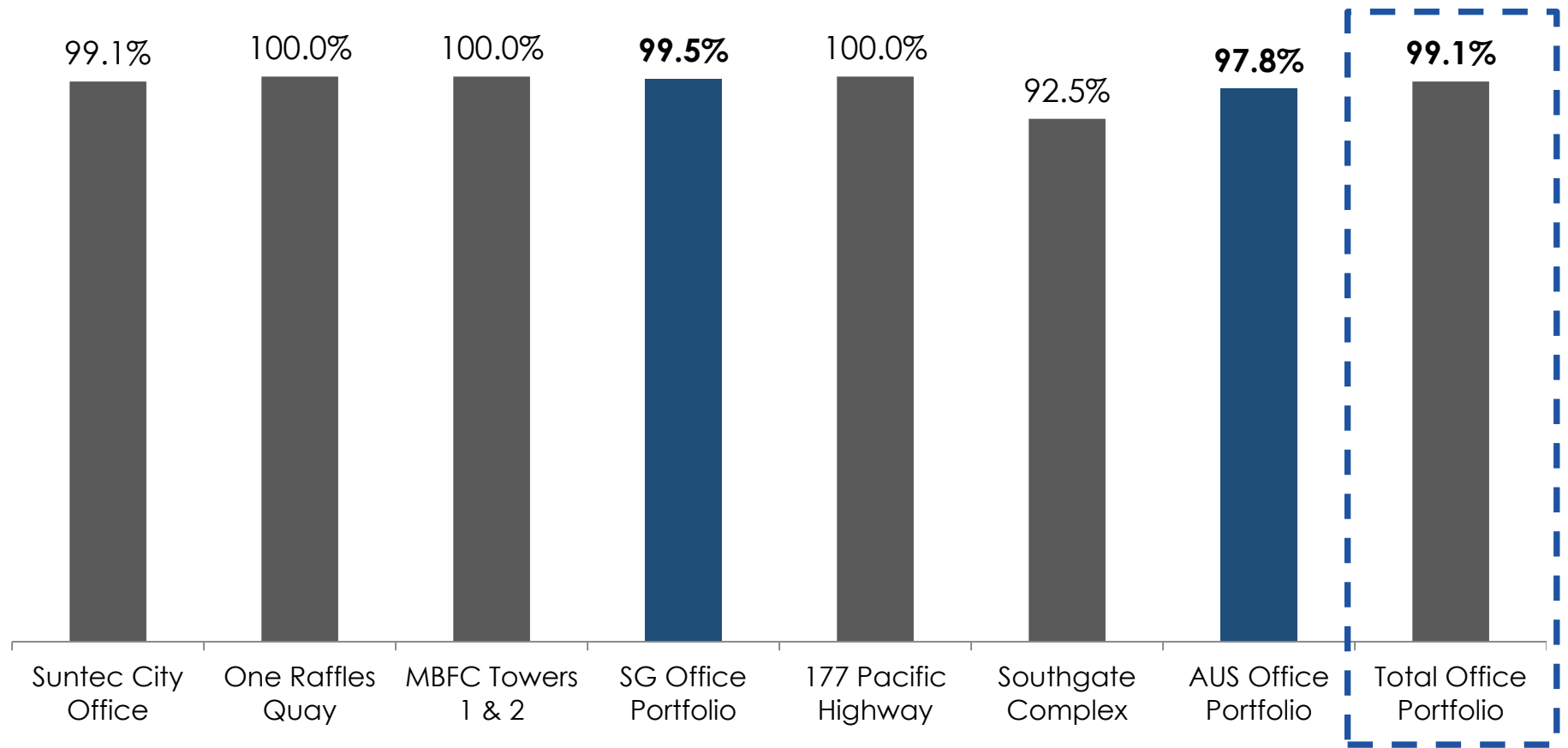
Extends Weighted Average Lease Expiry

- Asset WALE of ~7.74 years

OFFICE PORTFOLIO UPDATE



Office Portfolio Committed Occupancy



Suntec City Office

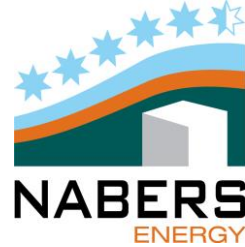
- Maintained **high committed occupancy** of 99.1% as at 31 March 2018
- **Reduced FY 2018 lease expiries** to approx. 14% of NLA
- In **final negotiations** for **~42%** of leases expiring in FY 2018
- New demand mainly from Consultancy and TMT sectors
- **Obtained approval to commence office upgrading** at MCST EGM in Feb 2018
 - Works to encompass upgrading of lift lobbies and washrooms at every level
 - 3-year project to commence in 4Q 18 and target to complete by end 2021



One Raffles Quay & MBFC Properties

- Located in Marina Bay, the **heart of the new financial district**
- Achieved **100% committed occupancies** for both ORQ and MBFC Properties
- **Strong tenant mix** with **high quality tenants**
- Connected to **Downtown** and **Raffles Place** MRT stations





- Maintained 100% committed occupancy
- Awarded **5 Star Green Star** – Office Design v3 Certified Rating
- Achieved **5.5 Star NABERS Energy** Rating in Jan 2018
- **No lease expiry** in 2018



Southgate Complex, Melbourne

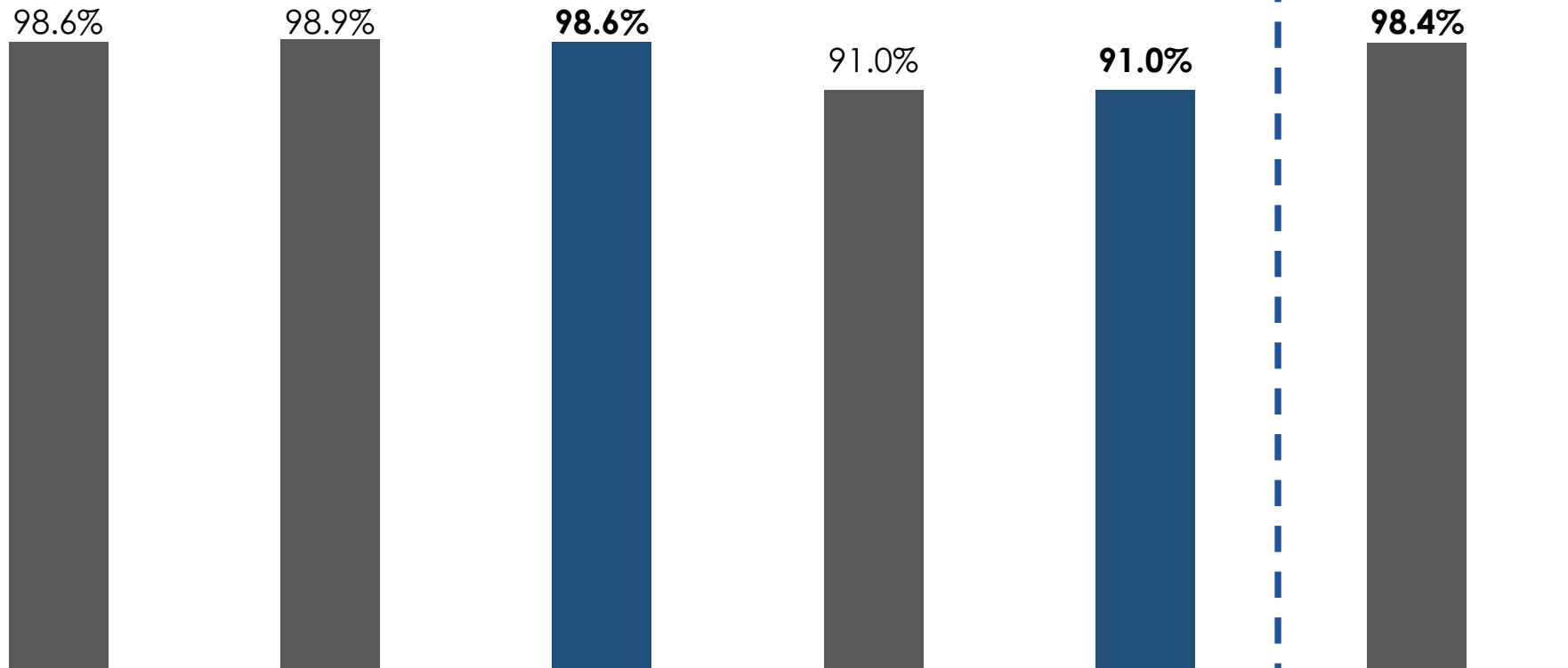
- Committed office occupancy **improved to 92.5%** as at 31 March 2018
- Completed **office refurbishment** for **9 floors** amounting to ~113,00 sq ft of NLA
- Expect to complete acquisition of **additional 25% interest** by end May 2018
- **End-of-trip facilities** to be completed by Q2 2018
- Commence **master planning** for the **repositioning of retail podium**



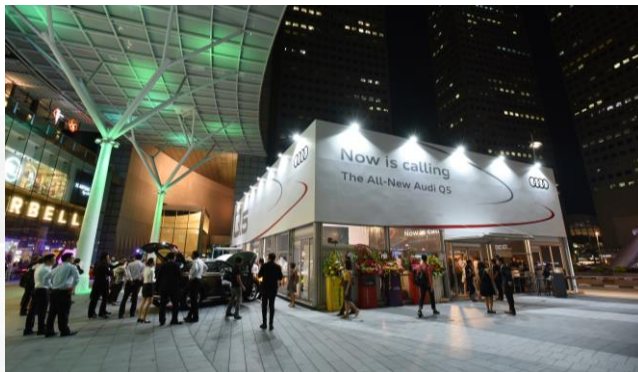


RETAIL PORTFOLIO UPDATE

Retail Portfolio Committed Occupancy



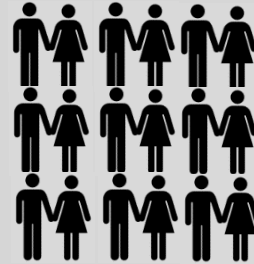
Suntec City Mall Marina Bay Link Mall SG Retail Portfolio Southgate Complex AUS Retail Portfolio Total Retail Portfolio



Strong operational performance



Committed Occupancy
98.6%



Footfall
+12.7% YOY



Tenants sales per sq ft
+5.2% YOY



Suntec City Mall – Strengthened Ecosystem in 2017

More than 20 new-to-market concept stores



COMMAS

Bern
sovereign couture

Da Vinci
INNOVATION LABS

DOOKKI Korean Tteokbokki buffet
Tteokbokki for the first meal! Fried rice for the second meal!



FIGHTZONE

KUNG FU
麻省理功 蘇州 蘇州 蘇州 蘇州

La Plage

MST GOLF
Everything Golf

NOSTIMO
GREEK DELI

Lincoln Richmond[®]
electric USA

NyaNya
YOUR PERANAKAN CAFE



PARTEA 茶派



SPLICE RETAIL & BÄRBERSHOP

Wonderful Bar-Sang
원더풀 밥사
LEE MART KITCHEN

Watch Wonderland



ZERO LATENCY

Beauté Hub
DISCOVER THE TRUE RESULTS IN YOU

英珍香
BEE CHENG HIANG

BOYLE'S COFFEE COLD BREW BAR

BONIA
The Italian Inspiration

CANDY EMPIRE

Chomel
Accessories for every Woman

DBS Treasures



our farms to your table
FARM FRESH FOODS



marie claire



NATURE café

老曾記
Old Chang Kee

Penang Place
Authentic • Quality • Value



PURE
YOGA

REMAX

streets
hong kong cafe

T2

TOKUTOKUYA From Japan



Zoff

Suntec City Mall – Optimised Prime Spaces

- Repositioned tenancy mix and reconfigured prime spaces near Esplanade and Promenade MRT entrances to enhance offerings



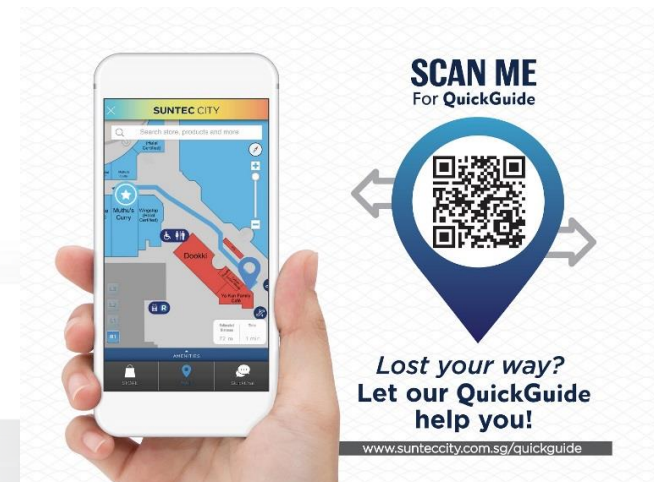
Suntec City Marcom & Atrium Events

Wide range of events to encourage communities to hub at Suntec City



Navigation Initiatives – Quick Series

- **QuickChat** - Send SMS or scan QR code to start real time chat with Customer Service Officer
- **QuickFind** - Kiosks stationed at various carpark lobby entrances to help drivers quickly locate their vehicles
- **QuickGuide (NEW)**- Scan QR Code or go to www.sunteccity.com.sg/quickguide to start web-based interactive in-mall directory with advanced search function to help shoppers locate shops/brands/products/services





Suntec City Mall is the largest shopping mall in downtown, Singapore

Strategic Partnerships & Value Added Services



← DROP BOX

honestbee

We'll deliver your shopping bags home from Suntec City!

Find us at the honestbee Concierge booths:

West Wing Level 2 Outside Tokyu Hands, #02-306	North Wing Level 2 Outside Owndays, #02-465	East Wing Level 1 Outside Candy Empire, #01-631
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HONESTBEE

惠买
少不了支付宝
Smart Shopping with Alipay™

惠吃
少不了支付宝
Smart Eating with Alipay™

支付宝 扫码领 ¥75元优惠券

SUNTEC CITY × 支付宝 ALIPAY

本服务与 uniwebPay 合作提供

ALIPAY

Suntec Rewards

- Total membership base of approx. **117,000 members to-date**
- Launched **Suntec Rewards Lounge** in May 2017
- To continue to **grow membership base** and **increase engagement** with members and participating merchants

Programming Bootcamp →



SUNTEC REWARDS 23 - 27 October 2017 **Beat the Queue** SUNTEC CITY

Grab your favourite deals on Suntec City's newest mobile app feature!
Check Flash Sales to grab these limited quantity deals now!

\$2.00 Per Taco (U.P. \$4.60) Beef Chicken / No. 41 Steak / Grilled Shrimp / Grilled Chicken / Beef / No. 41 (Sole) / Fried Pork Belly / Vegan	\$6.00 (U.P. \$6.00) Spicy Chicken / Teriyaki Don	\$5.00 (U.P. \$10.00) Margaritaville® Coke with Orange / Original / Pineapple / Strawberry / Wild Strawberry	\$2.00 Per Btl. (U.P. \$5.00)
\$18.00 (U.P. \$20.00) BACCARAT Habanero Heat & Kronenbourg Blanc CM Kronenbourg Lager	\$25.00 (U.P. \$40.00) 10 4 pints of Asahi	\$3.90 Per Cup (U.P. \$6.90) PASTERE S'pikan Tea + Fruits / Soochan Dolong Tea + Fruits	\$5.90 1-FOR-1 (U.P. \$11.80) L'Oréal Paris Skin Value Pack

Terms and conditions apply.



← Radium Beauty Wellness Talk

CONVENTION UPDATE



LG

THE ARTS IS A PART OF YOUR *Life*

ARTS FOR LIFE

Season's Greetings from Suntec City

A doctor case - A Pakistani court hearing the ret

Suntec
SINGAPORE
Convention & Exhibition Centre

SUNTEC CITY

PACIFIC

429 events held in 1Q 18



PROJECTS UNDER DEVELOPMENT



Projects Under Development

9 Penang Road, Singapore



- Steel super structure works in progress
- Scheduled to complete by end 2019

Olderfleet, 477 Collins Street, Australia



- Level five slab works in progress
- Scheduled to complete by mid 2020

FY18 FOCUS



Office

- Proactive management to maintain high occupancy
- Strengthen office proposition

Retail

- Proactive management to strengthen key operational indicators: Occupancy, footfall and tenant sales
- Enhance shopping experience
- Increase asset utilisation & right sizing

Convention

- Lead the industry through bold innovation, pursuit of excellence and offering unique, memorable experiences
- Increase synergy between Convention, Office and Retail business segments

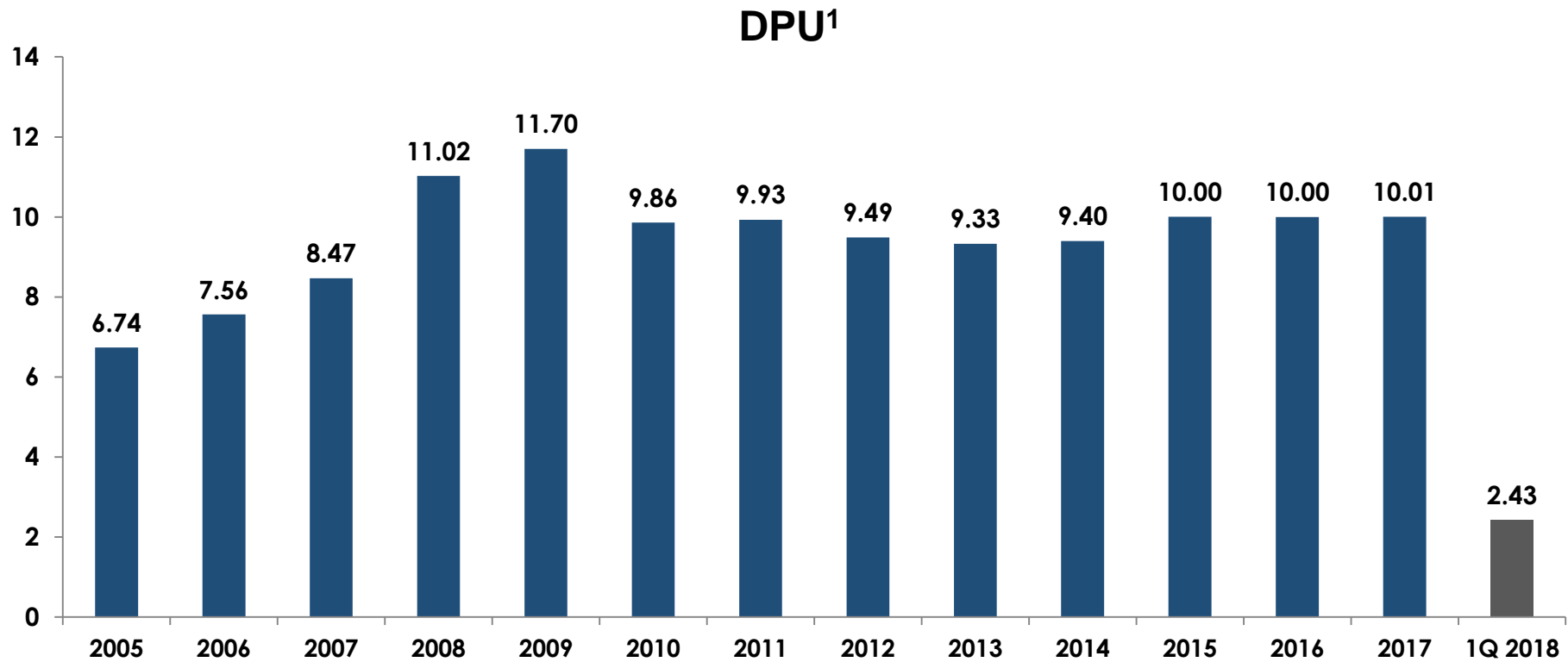


southgate

UNIT PERFORMANCE



Delivering Stable, Sustainable DPU



- **13-years track record of delivering stable returns** throughout the property market cycle
- 1Q 2018 annualised DPU of 9.867 cents

Note:
1. Based on calendar year

Established Track Record

1Q 18 DPU ————— 2.433 cents

Total DPU since IPO ————— 125.9 cents

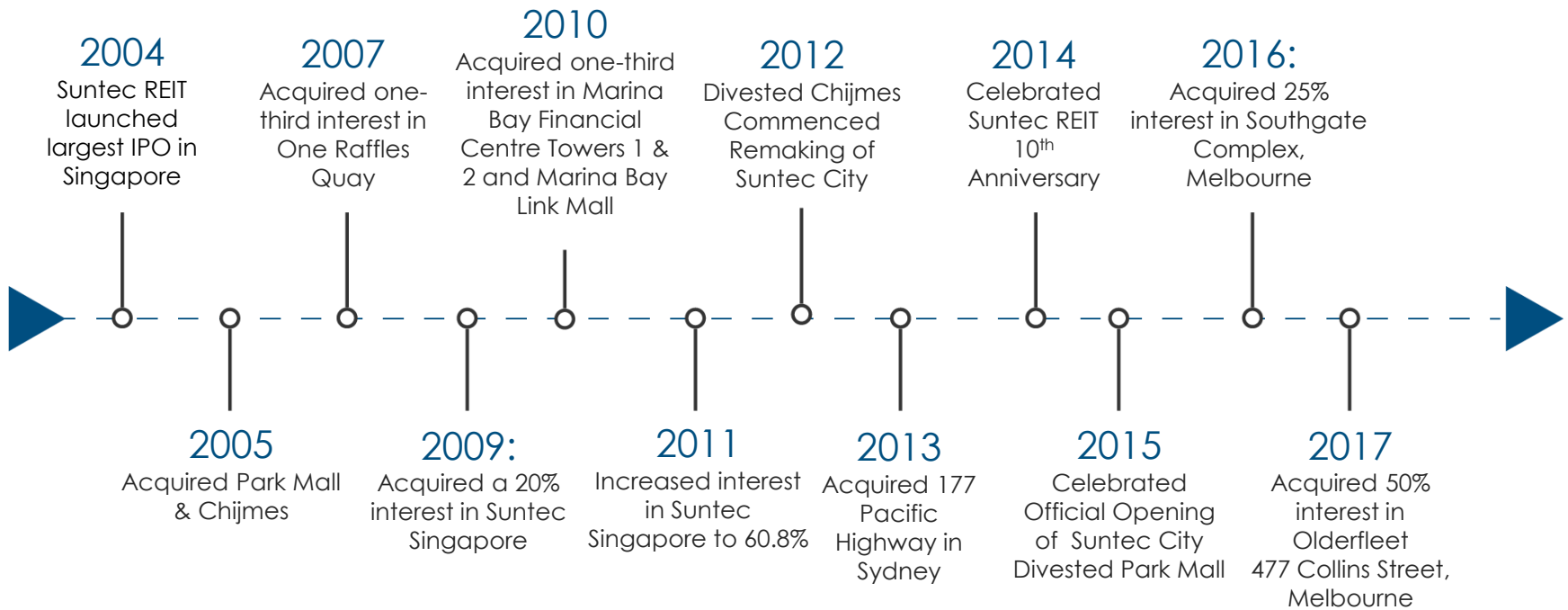
Total Return for IPO
Unitholders ————— 214.9%



THANK YOU



Milestones



This presentation should be read in conjunction with Suntec REIT's financial results for the quarter ended 31 March 2018 announced on SGXNET.

The information included in this release does not constitute an offer or invitation to sell or the solicitation of an offer or invitation to purchase or subscribe for units in Suntec REIT ("**Units**") in Singapore or any other jurisdiction.

This presentation may contain forward-looking statements that involve assumptions, risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from other developments or companies, shifts in the expected levels of occupancy rates, property rental income, changes in operating expenses, property expenses and governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. Past performance is not necessarily indicative of future performance. Predictions, projections or forecasts of the economy or economic trends of the markets are not necessarily indicative of the future or likely performance of Suntec REIT. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of management on future events.

IMPORTANT NOTICE

1. The value of Units and the income derived from them, if any, may fall or rise. Units are not obligations of, deposits in, or guaranteed by, ARA Trust Management (Suntec) Limited (as the manager of Suntec REIT) (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.
2. Investors should note that they will have no right to request the Manager to redeem or purchase their Units for so long as the Units are listed on the SGX-ST. It is intended that holders of Units may only deal in their Units through trading on the SGX-ST. The listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.
3. The past performance of Suntec REIT is not necessarily indicative of the future performance of Suntec REIT.