

#### **Disclaimer**

- ☐ This Presentation is focused on comparing actual results for the period from 1 July 2020 to 30 September 2020 ("3Q 2020") versus the period from 1 July 2019 to 30 September 2019 ("3Q 2019"). This shall be read in conjunction with PLife REIT 2020 Third Quarter Unaudited Financial Statement and Distribution Announcement in SGXNet.
- □ 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, shifts in expected levels of 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. Investors are cautioned not to place undue reliance on these forward-looking statements, which are based on the Manager's current view of future events.







## 3Q 2020 Key Highlights



#### **DPU** Growth of 7.4% for 3Q 2020

- DPU for 3Q 2020 at 3.54 cents; DPU for YTD 3Q 2020 at 10.22 cents
- DPU grew by 7.4% (3Q Y-O-Y) and 3.8% (YTD 3Q Y-O-Y)



### Strong Capital Structure<sup>1</sup>

- Interest cover ratio of 17.0 times
- Gearing remains optimal at 38.6%
- About 88% of interest rate exposure is hedged
- Low all-in cost of debt of 0.54%
- No long-term debt refinancing needs till June 2021
- Target to put in place loan facilities by 4Q 2020 to term out all maturing debts due in 2021





# 2. Financial Review



### Performance at a Glance

□ 3Q 2020 DPU grew by 7.4% to 3.54 cents

(\$\$'600)	3Q 2020	3Q 2019	%	YTD 3Q 2020	YTD 3Q 2019	%
Gross Revenue	30,180	29,929	0.8	90,326	87,183	3.6
Net Property Income	28,101	27,553	2.0	84,069	80,902	3.9
Amount available for distribution to Unitholders¹ Less: Amount retained for COVID-19 related relief measures Distributable Income to Unitholders	21,387 - <u>21,387</u>	19,916 - <u>19,916</u>	7.4 n.m. 7.4	63,200 (1,383) 61,817	59,577 - 59,577	6.1 n.m. 3.8
Available Distribution Per Unit (Cents) <sup>2</sup> - For the period - Annualised	3.54 14.16	3.30 13.20	7.4 7.4	10.22 13.63	9.85 13.13	3.8 3.8



. Net of amount retained for capital expenditure In computing Distribution per Unit ("DPU"), the number of units in issue as at the end of each period is used

ParkwayLife REIT"

#### **Revenue Growth**

☐ Revenue grew by 0.8% and 3.6% to \$30.2 million and \$90.3 million for 3Q 2020 and YTD 3Q 2020 respectively.

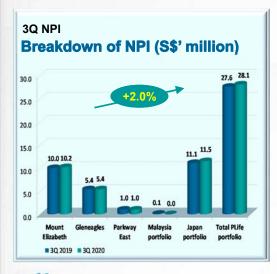






### **Net Property Income (NPI) Growth**

- ☐ Increase in NPI is largely due to:
  - Rent contribution from property acquisition in 4Q 2019
  - Upward minimum guarantee rent revision of Singapore hospitals by 1.17%<sup>1</sup>





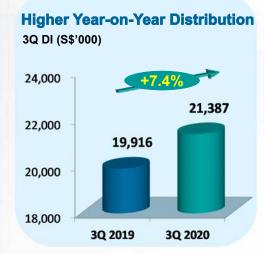
ParkwayLife REIT™ Note:
1. In 14th year of lea

1. In 14th year of lease commencing 23 August 2020 to 22 August 2021

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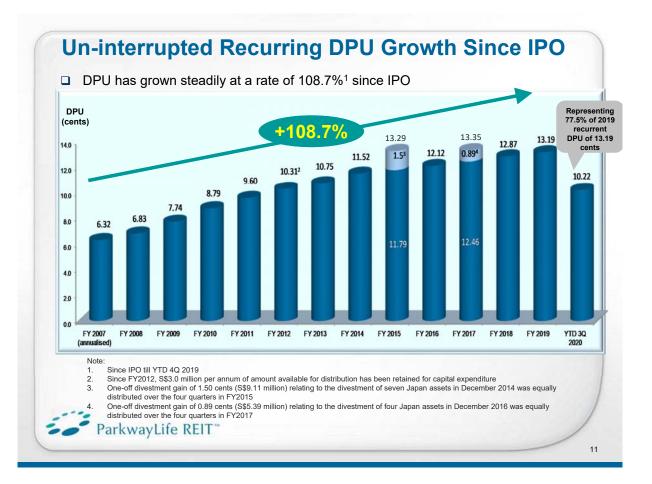
### **Distributable Income to Unitholders**

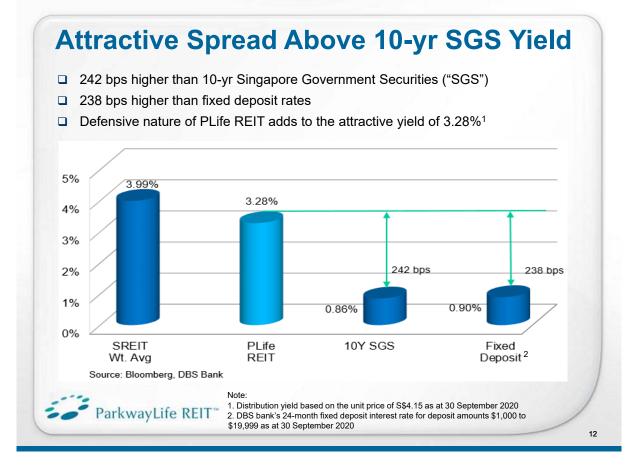
□ DI grew by 7.4% and 3.8% to \$21.4 million and \$61.8 million for 3Q 2020 and YTD 3Q 2020 respectively.





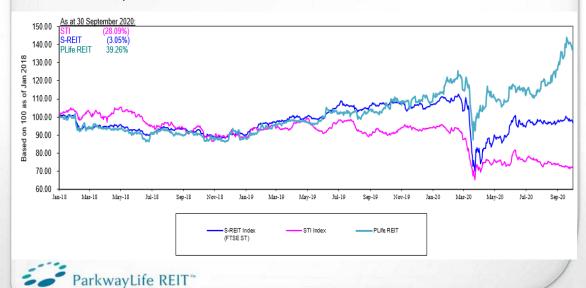






### **Unit Price Relative Performance**

- On 18 September 2020, PLife REIT was included in the FTSE EPRA NAREIT Global Developed Index after the close of business.
- □ PLife REIT's unit price performance has outperformed both S-REIT Index and STI Index as at 30 September 2020.



### **Distribution Details**

Stock Counter	Distribution Period	Distribution per unit (cents)
ParkwayLife REIT	01 July 2020 to 30 September 2020	3.54

#### **Distribution Timetable**

Ex-Date:

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(Units will be traded ex-date)

11 November 2020

Books Closure Date:

12 November 2020 at 5pm

Distribution Payment Date:

8 December 2020



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# 3. Capital and Financial Management



## **Healthy Balance Sheet**

☐ Healthy gearing of 38.6% as at 30 September 2020

Consolidated Balance Sheet (in S\$'000)	As at 30 September 2020	As at 31 December 2019
Total Assets	2,044,439	2,003,027
Total Debt <sup>1</sup>	789,943	743,881
Unitholders' Funds	1,175,398	1,181,848
Gearing <sup>2</sup> (%)	38.6	37.1



Note:
1. Total Debts (include lease liabilities, if any) before transaction costs
2. Total Debts ÷ Total Assets

#### Debt Maturity Profile<sup>1</sup> As at 30 September 2020 S\$ mil 250.0 209.2 200.0 155.4 156.7 150.0 102.3 81.9 100.0 64.7 50.0 2020 2021 2022 2023 2024 2025 2026 Current weighted average term to maturity of 2.7 years Current effective all-in cost of debt of 0.54% Interest coverage ratio of 17.0 times<sup>3</sup> About 88% of interest rate exposure is hedged No long-term debt refinancing needs till June 2021

Target to put in place loan facilities by 4Q 2020 to term out all maturing debts due in 2021

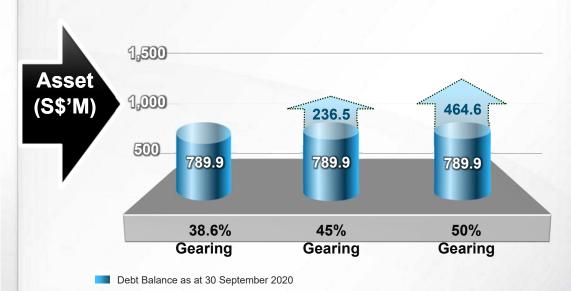
Excludes lease liabilities, if any
As at 30 September 2020, S\$2.5 million and JPY1,169 million of short term loans were drawn down for general working capital purposes
Interest coverage ratio as prescribed under the Monetary Authority of Singapore's Property Funds Appendix (last revised on 16 April 2020)

ParkwayLife REIT

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□ Debt headroom of \$236.5 million and \$464.6 million before reaching 45% and 50%1 gearing respectively.



ParkwayLife REIT Note:
1. On 16 April 2020, the MAS has raised the leverage limit for S-REITs from 45% to 50%.



# 4. Appendix

# Portfolio Highlights



### **PLife REIT Portfolio**

One of the largest listed healthcare REITs in Asia with an enlarged portfolio of \$\$1.96 billion1

#### **Core Strengths:**

- Defensive long term lease structure with downside protection
- Stable income stream supported by regular rental revision
- Diversified portfolio of high quality and yield accretive properties
- Well-positioned in fast growing healthcare sector within the Asia-Pacific region





- Based on existing lease agreements and subject to applicable laws Based on Gross Revenue as at 30 September 2020, including Malaysia property at 0.2%

## **Our Properties - Singapore**

- A portfolio of 3 strategically-located world-class local private hospitals worth S\$1.21 billion<sup>1</sup>
- Master Lease with Parkway Hospitals Singapore Pte. Ltd.a wholly owned subsidiary of Parkway Pantai Limited ("Parkway"), the largest private healthcare operator in Singapore and a key regional healthcare player
- ☐ Singapore Hospital Properties contribute approximately 57.6% of total gross revenue<sup>2</sup>











Parkway East Hospital

- Based on latest appraised values
   Based on Gross Revenue as at 30 September 2020





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## **Our Properties - Japan**

- A portfolio of 49 high quality healthcare properties worth S\$746.5 million<sup>1</sup>, comprising:
  - 1 pharmaceutical product distributing and manufacturing facility (P-Life Matsudo)
  - 48 private nursing homes
- Favorable lease structure with 26 lessees
- Comply with strict seismic safety standards and covered by earthquake insurance on a country-wide consolidated
- Nursing Home Properties strategically located in dense residential districts in major cities

- Based on latest appraised values
- The consolidated earthquake insurance cover procured by PLife REIT is based on an aggregated sum insured and it extends to occurrences resulting from earthquake such as flood, fire and tsunami etc.





P-Life Matsudo



Bon Sejour Yokohama Shin-**Yamashita** 



**Excellent Tenpaku Garden Hills** 

#### **Our Properties - Japan** 1 property with annual revision linked to Japan CPI; if CPI is negative, rent will remain Unique features of our Japan assets: unchanged 2.6% of Japan Gross Revenue<sup>1</sup> Long term lease structure with weighted "Up only" P-Life Matsudo is on fixed rent for the entire lease average lease term to Rent Review 40 properties have market revision **Provision for** expiry of 11.36 years<sup>1</sup> term of 10 years<sup>2</sup> most of our "Up only" Rental Review nursing 81.8% of Japan 3.4% of Japan Gross Revenue Gross Revenue<sup>1</sup> homes Provision for most of our nursing homes

100% committed Lessor/Lessee

7 properties have market revision every 2 to 3 years subject to mutual agreement

12.2% of Japan Gross Revenue<sup>1</sup>



occupancy

Based on Gross Revenue as at 30 September 2020 With effect from 14 December 2016

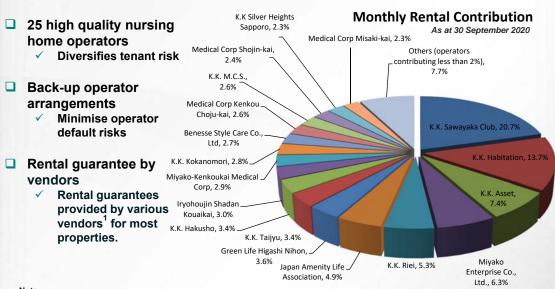
Based on existing lease agreements and subject to applicable laws. 38 properties with rent review every 2 to 5 years. 2 properties do not have rent review but rental cannot be reduced

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with downside

protection<sup>3</sup>

# **Diversified Nursing Home Operators**



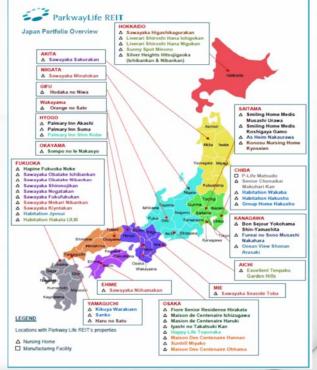
Vendors providing rental Guarantees include K.K. Bonheure, K.K. Uchiyama Holdings, Miyako Kenkoukai, K.K. Excellent Care System, K.K. Habitation and K.K. Living Platform



## **Introduction to Japan Properties**

#### Why Japan nursing homes?

- Acute aging population in Japan
  - ✓ 1 in 3 Japanese to be over 65 years old by 2050
- Well established laws and regulations
- Diversified rental sources complement Singapore hospital revenues to enhance revenue stability of overall portfolio





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## **Our Properties - Malaysia**

□ A portfolio of high quality healthcare assets worth S\$6.8 million<sup>1</sup> within MOB Specialist Clinics<sup>2</sup>, next to the 369-bed Gleneagles Hospital Kuala Lumpur











#### Note:

- 1. Based on latest appraised values
- Formerly known as Gleneagles Intan Medical Centre Kuala Lumpur

## **Our Portfolio - Summary**

Portfolio	Singapore	Japan	Malaysia	Total
Туре	3 Hospitals & Medical Centres	48 nursing homes; 1 pharmaceutical product distribution & manufacturing facility	Medical Centre	4 Hospitals & medical centre; 48 nursing homes; 1 pharmaceutical product distributing & manufacturing facility
Land Tenure	3 Leasehold	48 Freehold, 1 Leasehold	1 Freehold	49 Freehold & 4 Leasehold
Land Area (sq m)	36,354	215,411	3,450	255,215
Floor Area (sq m)	118,136	199,938	2,444	320,518
Beds	708	-	-	708
Strata Units/	40 strata units/		7 strata units/	47 strata units /
Car Park Lots	559 car park lots	-	69 car park lots	628 car park lots
Number of Units (Rooms)	-	3,906	-	3,906
Year of Completion	1979 to 1993	1964 to 2015	1999	1964 to 2015
Committed Occupancy	100%	100%	31% (excluding car park) <sup>3</sup>	99.7%
Leases/ Lessees	3 Leases; 1 Master Lessee	48 Leases <sup>1</sup> ; 26 Lessees	3 Lessees	54 Leases; 30 Lessees
Year of Acquisition	2007	2008 to 2019	2012	-
Appraised Value <sup>2</sup>	S\$1,210.7m Knight Frank Pte Ltd	¥60,254m (S\$746.5m) CBRE K.K. / JLL Morii Valuation & Advisory K.K. / Enrix Co., Ltd	RM20.5m (S\$6.8m) Nawawi Tie Leung Property Consultants Sdn. Bhd.	S\$1,964m



#### Note:

- 1. Single Lease Agreement for Habitation Hakusho and Group Home Hakusho
- 2. Based on latest appraised values; at an exchange rate of S\$1.00 : ¥80.71 and S\$1.00 : RM3.03
- Decline in committed occupancy due to expiry of an existing lease on 28 Feb 2019. Currently
  exploring conversion of unoccupied auditorium space to Medical Suites.

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### **Our Portfolio - Singapore**





#### Note:

- Based on strata area of Mount Elizabeth Hospital and Gleneagles Hospital owned by PLife REIT Gross floor area for Parkway East Hospital
- As at 31 December 2019
- Refers to operating rooms within major operating theatre area(s)

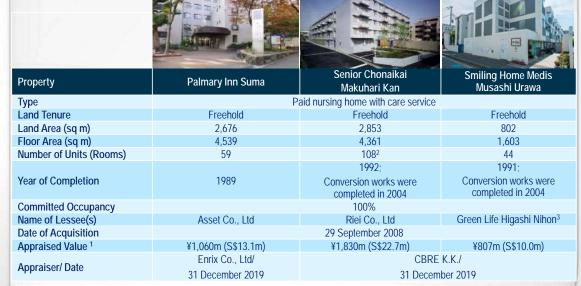
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At an exchange rate of S\$1.00 : ¥80.71
At an exchange rate of S\$1.00 : ¥80.71
Change of name with effect from 3 October 2017 due to acquisition of Alere Medical Co., Ltd. by Abbott Diagnostics Medical Co., Ltd.
On 1 April 2012, Benesse Style Care Co., Ltd merged as the surviving company with Bon Sejour Corporation

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- At an exchange rate of S\$1.00: ¥80.71
- As at 31 March 2009, total number of units increased from 107 to 108
  - Change of name with effect from 1 May 2013 due to organizational restructuring by Green Life Co., Ltd, parent company of Medis Corporation











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Property	Smiling Home Medis Koshigaya Gamo	Sompo no le Nakasyo <sup>3</sup>	Maison de Centenaire Ishizugawa
Туре		Paid nursing home with care service	
Land Tenure	Freehold	Freehold	Freehold
Land Area (sq m)	1,993	2,901	1,111
Floor Area (sq m)	3,834	3,231	2,129
Number of Units (Rooms)	100	100 75	
Year of Completion	1989; Conversion works were completed in 2005	2001	1988; Conversion works were completed in 2003
Committed Occupancy	·	100%	·
Name of Lessee(s)	Green Life Higashi Nihon <sup>2</sup>	Sompo Care Inc. <sup>4</sup> , Shakai Fukushi Houjin Keiyu - Kai	Miyako Kenkokai Medical Corporation
Date of Acquisition	29 September 2008 17 No		ber 2009
Appraised Value 1	¥1,630m (S\$20.2m)	¥702m (S\$8.7m)	¥922m (S\$11.4m)
Appraiser/ Date	CBRE K.K. /	Enrix Co	o., Ltd /
	31 December 2019	31 December 2019	



- 1. At an exchange rate of S\$1.00 : ¥80.71
  2. Change of name with effect from 1 May 2013 due to organizational restructuring by Green Life Co., Ltd, parent company of Medis Corporation
  3. Formerly known as Amille Nakasyo
  4. Change of name with effect from 7 March 2016 due to acquisition of Message Co. Ltd by Sompo Holdings, Inc.



Property	Maison de Centenaire Haruki	Hapine Fukuoka Noke	Fiore Senior Residence Hirakata	lyashi no Takatsuki Kan
Туре		Paid nursing home w	ith care service	
Land Tenure	Freehold	Freehold	Freehold	Freehold
Land Area (sq m)	801	1,396	727	2,023
Floor Area (sq m)	1,263	2,912	1,155	3,956 <sup>2</sup>
Number of Units (Rooms)	36	64	40	87
Year of Completion	1996; Conversion works were completed in 2006	2006	2007	1997; Conversion works were completed in 2005
Committed Occupancy		100%		
Name of Lessee(s)	Miyako Kenkokai Medical Corporation	Green Life Co. Ltd <sup>3</sup>	K.K. Vivac	Riei Co., Ltd
Date of Acquisition	17 November 2009			
Appraised Value 1	¥714m (S\$8.9m)	¥881m (S\$10.9m)	¥519m (S\$6.4m)	¥1,710m (S\$21.2m)
Appraiser/ Date	Enrix Co., Ltd / 31 December 2019			

- 1. At an exchange rate of S\$1.00 : ¥80.71



Property	Sawayaka Obatake Ichibankan	Sawayaka Obatake Nibankan	Sawayaka Shinmojikan		
Туре	Paid nursing home with care service	Short stay / Day care facility	Paid nursing home with care service		
Land Tenure	Freehold	Freehold	Freehold		
Land Area (sq m)	1,769	1,047	2,395		
Floor Area (sq m)	3,491	1,538	5,094		
Number of Units (Rooms)	78	26	112		
Year of Completion	2007	2007	2007		
Committed Occupancy	100%				
Name of Lessee(s)	K.K. Sawayaka Club	K.K. Sawayaka Club	K.K. Sawayaka Club		
Date of Acquisition	17 June 2010				
Appraised Value 1	¥846m (S\$10.5m)	¥402m (S\$5.0m)	¥1,060m (S\$13.1m)		
	Enrix Co., Ltd /				
Appraiser/ Date	31 December 2019				

Note:

1. At an exchange rate of S\$1.00 : ¥80.71



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## Our Portfolio - Japan



Noto

Appraiser / Date

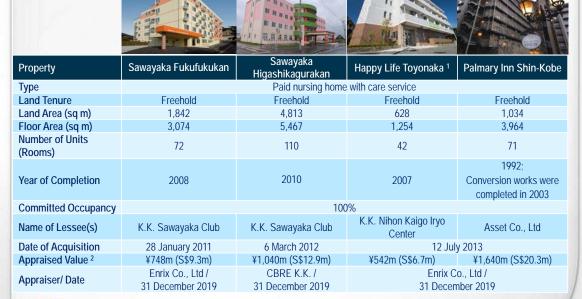
- 1. At an exchange rate of S\$1.00 : ¥80.71
- 2. Change of name with effect from 1 March 2020 due to acquisition of Y.K Shonan Fureai no Sono's operations by K.K. Japan Amenity Life Association

31 December 2019



31 December 2019

31 December 2019





#### Note:

- Formerly known as Heart Life Toyonaka
- 2. At an exchange rate of S\$1.00: ¥80.71

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## Our Portfolio - Japan



ParkwayLife REIT™





	No.	THE REAL PROPERTY.			
Property	Sawayaka Kiyotakan	Maison des Centenaire Hannan	Sunhill Miyako	Maison des Centenaire Ohhama	
Туре	Paid nursing home	Paid nursing home with care service		Paid nursing home with care service	
Land Tenure	Freehold	Freehold	Freehold	Freehold	
Land Area (sq m)	2,597	7,827	10,867	1,281	
Floor Area (sq m)	5,661	4,331	4,299	1,717	
Number of Units (Rooms)	108	95	34	47	
Year of Completion	2013	2010	1996	1990	
Committed Occupancy		100	0%		
Name of Lessee(s)	K.K. Sawayaka Club	Miyako Enterprise Co., Ltd	Miyako Enterprise Co., Ltd	Miyako Enterprise Co., Ltd	
Date of Acquisition	30 September 2013	28 March 2014			
Appraised Value 1	¥1,010m (S\$12.5m)	¥2,010m (S\$24.9m)	¥946m (S\$11.7m)	¥754m (S\$9.3m)	
Approisar/ Data	CBRE K.K. /	JLL	Morii Valuation & Advisory K	.K. /	
Appraiser/ Date	31 December 2019	31 December 2019			

1. At an exchange rate of S\$1.00: ¥80.71





				1	
Property	Habitation Jyosui	Ocean View Shonan Arasaki	Liverari Shiroishi Hana Ichigo-kan <sup>1</sup>	Liverari Shiroishi Hana Nigo-kan²	
Type	Paid nursing home with care service				
Land Tenure	Freehold	Freehold	Freehold	Freehold	
Land Area (sq m)	3,2593	3,067	628	436	
Floor Area (sq m)	6,0764	5,304	1,051	747	
Number of Units (Rooms)	87	79	48	24	
Year of Completion	2005	2007	2011	1990	
Committed Occupancy		100	0%		
Name of Lessee (s)	K.K. Habitation	K.K. Japan Amenity Life Association <sup>5</sup>	Living Platform, Ltd.	Living Platform, Ltd.	
Date of Acquisition	12 December 2014	6 January 2015	23 Marc	ch 2015	
Appraised Value <sup>6</sup>	¥3,780m (S\$46.8m)	¥2,060m (S\$25.5m)	¥370m (S\$4.6m)	¥185m (S\$2.3m)	
Appraiser/ Date	Enrix Co. Ltd. / 31 December 2019	CBRE K.K. / 31 December 2019	JLL Morii Valuation & Advisory K.K. / 31 December 2019		

- Formerly known as Hana Kitago Formerly known as Hana Kita 13 Jyo
- 3. Total land area for the integrated development
- Strata area of the Property owned by PLife REIT
- Change of name with effect from 1 June 2019 due to acquisition of K.K. Ouekikaku by K.K. Japan Amenity Life Association
- At an exchange rate of S\$1.00 : ¥80.71







Property	Sunny Spot Misono <sup>1</sup>	Habitation Hakata I, II, III	Excellent Tenpaku Garden Hills	Silver Heights Hitsujigaoka	
Туре	Group Home	Paid nursing home with care service			
Land Tenure	Freehold	Freehold	Freehold	Freehold	
Land Area (sq m)	429	15,336	6,593	5,694	
Floor Area (sq m)	724	21,415	4,000	9,013	
Number of Units (Rooms)	20	318	94	123	
Year of Completion	1993	1984 to 2003 <sup>2</sup>	2013	1987 to 1991 <sup>3</sup>	
Committed Occupancy		100%			
Name of Lessee(s)	K.K. Living Platform <sup>4</sup>	K.K. Habitation	K.K. Kokanomori	K.K. Silver Heights Sapporo	
Date of Acquisition	23 March 2015	23 March 2015	23 March 2015	31 March 2016	
Appraised Value <sup>5</sup>	¥207m (S\$2.6m)	¥4,030m (S\$49.9m)	¥1,860m (S\$23.0m)	¥1,180m (S\$14.6m)	
Appraiser/ Date	JLL Morii Valuation & Advisory K.K. /	CBRE K.K. / 31 December 2019			
	31 December 2019				



- Formerly known as Liverari Misono Hakata I on 1984, Hakata II on 1995, Hakata III on 2003 Silver Heights Hitsujigaoka Ichibankan on 1987 and Nibankan on 1991

# Our Portfolio - Japan







Property	Kikuya Warakuen	Sanko	Habitation Wakaba <sup>1</sup>	Habitation Hakusho <sup>2</sup>	
Туре		Paid nursing home	e with care service		
Land Tenure	Freehold	Freehold	Freehold	Freehold	
Land Area (sq m)	4,905	1,680	6,574	15,706	
Floor Area (sq m)	3,641	2,018	5,431	6,959	
Number of Units (Rooms)	70	53	135	124	
Year of Completion	1964 to 2004	2011	1993	1986	
Committed Occupancy		10	0%		
Name of Lessee(s)	K.K. M.C.S.	K.K. M.C.S.	K.K. Taijyu	K.K. Hakusho	
Date of Acquisition	24 February 2017				
Appraised Value <sup>3</sup>	¥859m (S\$10.6m)	¥552m (S\$6.8m)	¥2,150m (S\$26.6m)	¥1,670m (S\$20.7m)	
Appraiser/ Date	CBRE K.K. / 31 December 2019				

Formerly known as Wakaba no Oka Formerly known as Hakusho no Sato At an exchange rate of \$\$1.00 : ¥80.71

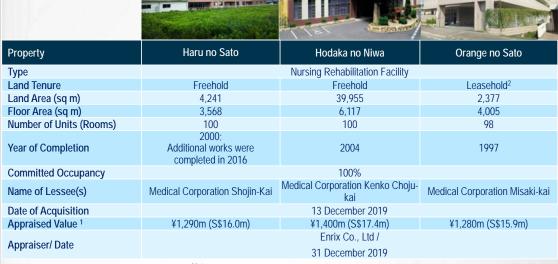


Property	Group Home Hakusho	Konosu Nursing Home Kyoseien
Туре	Group Home	Nursing Rehabilitation Facility
Land Tenure	Freehold	Freehold
Land Area (sq m)	2,859	8,715
Floor Area (sq m)	416	5,634
Number of Units (Rooms)	9	120
Year of Completion	2004	2015
Committed Occupancy	100%	100%
Name of Lessee(s)	K.K. Hakusho	Iryouhoujin Shadan Kouaikai
Date of Acquisition	24 February 2017	14 February 2018
Appraised Value <sup>1</sup>	¥105m (S\$1.3m)	¥1,680m (S\$20.8m)
Appraiser/ Date	CBRE K.K. / 31 December 2019	Enrix Co., Ltd / 31 December 2019

Note:
1. At an exchange rate of S\$1.00 : ¥80.71



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- 1. At an exchange rate of S\$1.00 : ¥80.71
- 2. Leasehold (Chijoken) 99 years with effect from 1 November 2019



# **Our Portfolio - Malaysia**



Property	MOB Specialist Clinics <sup>1</sup> , Kuala Lumpur
Туре	Medical Centre
Land Tenure	Freehold
Land Area (sq m)	3,450
Floor Area (sq m) <sup>2</sup>	2,444
Number of Car Park Lots	69, all of which owned by Parkway Life REIT
Year of Completion	1999
Committed Occupancy	31% (excluding car park) <sup>4</sup>
	Gleneagles Kuala Lumpur (a branch of Pantai Medical Centre Sdn. Bhd.)
Name of Lessee(s)	Excel Event Networks Sdn. Bhd.
	KL Stroke & Neuro Clinic Sdn. Bhd.
Date of Acquisition	1 August 2012
Appraised Value 3	RM20.5m (S\$6.8m)
Appraiser/ Date	Nawawi Tie Leung Property Consultants Sdn. Bhd. / 31 December 2019



:
Formerly known as Gleneagles Intan Medical Centre
Strata area of Property owned by PLife REIT
At an exchange rate of \$\$1.00 : RM3.03
Vacancy mainly due to expiry of auditorium space. Currently exploring conversion of unoccupied auditorium space to Medical Suites.

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