

Fraser's Property Limited Reports S\$399 Million Attributable Profit for 9M FY18

- ◆ Recurring income from investment properties continues to anchor operating results
- ◆ Further enhanced presence in the logistics and industrial property space

SINGAPORE, 8 AUGUST 2018

Fraser's Property Limited ("Fraser's Property" or the "Company", and together with its subsidiaries, the "Group") today announced its financial results for the third quarter and nine months ended 30 June 2018 ("3Q FY18" and "9M FY18", respectively).

FINANCIAL HIGHLIGHTS

	3Q FY18 (S\$ 'mil)	3Q FY17 (S\$ 'mil)	Inc/(Dec) (%)	9M FY18 (S\$ 'mil)	9M FY17 (S\$ 'mil)	Inc/(Dec) (%)
Revenue	1,361.5	1,398.6	(2.7)	2,943.2	3,076.0	(4.3)
PBIT	360.5	356.6	1.1	879.0	867.0	1.4
Attributable Profit Before Fair Value Change and Exceptional Items ("APBFE")	166.8	182.4	(8.6)	360.2	435.6	(17.3)
Fair Value Change	30.3	-	N/M	38.8	-	N/M
Exceptional Items	1.0	-	N/M	-	5.5	N/M
Attributable Profit	198.1	182.4	8.6	399.0	441.1	(9.5)

Mr Panote Sirivadhanabhakdi, Group Chief Executive Officer of Fraser's Property, commented, "Our strategy of strengthening our recurring income base continues to feature prominently in our results. During the reporting period, maiden contributions from the Group's industrial and logistics parks in Continental Europe and business parks in the United Kingdom ("UK") helped to anchor operating results and provided stability against the inherent lumpiness of development income."

"This last quarter saw us complete major transactions and initiatives in our efforts to build resilience in our business, including the buy-out of the remaining shares in Geneva Properties N.V. ("Geneva"), the tender offer for TICON Industrial Connection Public Company Limited ("TICON"), and the sale of interests in 21 properties in Germany and the Netherlands to Fraser's Logistics & Industrial Trust ("FLT"). The completion of these initiatives underscore the emphasis the Group places on building business platforms, which includes our people, systems and business infrastructure. Going forward, we will focus on ensuring that our platforms are robust and well-equipped to deliver sustainable, long term value to our shareholders," added Mr Sirivadhanabhakdi.

KEY HIGHLIGHTS IN FY18

Fraser's Property completed several initiatives to further scale up its logistics and industrial platforms in Europe and Thailand in FY18 to-date. These include completing the buy-out of the remaining shares in Geneva, and completing the purchase of 11 logistics and light industrial assets and Alpha Industrial GmbH & Co KG, with the completion of the remaining 11 assets expected by the end of this calendar year. A tender

offer for shares in TICON was also completed in May 2018, with Frasers Property increasing its deemed interest in TICON from 67% to 89%¹.

In addition, Frasers Property recently completed the sale of interests in 21 properties in Germany and the Netherlands, which were valued at approximately S\$984.4 million², to FLT. The transaction is in line with the Group's strategy to optimise capital productivity by recycling capital from stabilised investment properties via its REIT platforms and supporting their growth in the process.

Frasers Property also further expanded into Vietnam through its indirect wholly-owned subsidiary Frasers Property Investments (Vietnam) 2 Pte. Ltd, acquiring 75% of Phu An Dien Real Estate Joint Stock Company ("PAD") in July 2018. PAD will develop a residential-cum-commercial project on a mixed-use development site in Linh Trung Ward, Thu Duc District, Ho Chi Minh City.

Partnering Singapore's sovereign wealth fund GIC and leading co-working space provider JustCo, Frasers Property is also looking to jointly develop a co-working space platform across Asia. The three partners are jointly investing US\$177 million to enable JustCo to build on its presence in Singapore, Indonesia, Thailand, as well as expand into other Asian markets.

LOOKING AHEAD

In Singapore, the Group achieved solid pre-sales for existing launches. With Parc Life Executive Condominium 97% sold and Seaside Residences over 84% sold, the Group has only around 150 unsold units in its inventory. Planning for a residential development on Jiak Kim Street that can yield around 500 units is in progress, with the project expected to be launched in the first half of 2019. The Group's portfolio of retail malls continues to be resilient, recording rising occupancy rates and positive rental reversions. In the commercial space, pre-lease commitments of around 80% for Frasers Tower has been achieved and tenants are in the process of fitting out at the building following its completion in May 2018.

In the residential segment in Australia, the Group released 1,250 units for sale in 9M FY18 and plans to release over 600 more in the remaining quarter. The Group is on track to complete around 3,000 units by the end of FY18, having completed 1,955 units in 9M FY18. In the commercial & industrial and retail development space, the team is working on delivering 10 facilities spanning 131,000 sq m in aggregate, of which six of the facilities with an investment value on delivery of approximately S\$229 million will be retained as part of the Group's investment properties portfolio.

On the hospitality front, Frasers Hospitality opened Hotel du Vin Stratford-Upon-Avon in the UK and Fraser Place Binhai Tianjin in China in May 2018 and June 2018 respectively. A new management contract for a property in Kuala Lumpur, Malaysia was signed and the Group entered a new city, Changchun, in China. With these additions, the Group now has equity interests in and/or manages over 16,000 units and has more than 8,000 units signed up and pending openings.

END

¹ Frasers Assets Co., Ltd. ("FAL"), the Group's 49%-owned joint venture, had on 2 April 2018, pursuant to a share purchase agreement with Rojana Industrial Park Public Company Limited ("Rojana") dated 9 February 2018, completed the acquisition of 26.1% of TICON's share capital, increasing FPL's deemed interest in TICON from 40.95% to 67.05%. Completion triggered a tender offer for the remaining ordinary shares of TICON (not held by FPHT and FAL) by FAL and upon closing of the tender offer, FAL acquired a further 22.42% of TICON's share capital, increasing FPL's deemed interest in TICON from 67.05% to 89.46%.

² As announced by FLT on 20 April 2018 and based on 100% interest in each of the properties.



ABOUT FRASERS PROPERTY LIMITED

Fraser's Property Limited ("Fraser's Property" or the "Company"), is a multi-national company that owns, develops and manages a diverse, integrated portfolio of properties. Listed on the Main Board of the Singapore Exchange Securities Trading Limited ("SGX-ST") and headquartered in Singapore, the Company is organised around five asset classes with total assets of approximately S\$32 billion as at 30 June 2018.

Fraser's Property's assets range from residential, retail, commercial and business parks, to logistics and industrial in Singapore, Australia, Europe, China and Southeast Asia. Its well-established hospitality business owns and / or operates serviced apartments and hotels in over 80 cities across Asia, Australia, Europe, the Middle East and Africa. The Company is unified by its commitment to deliver enriching and memorable experiences to customers and stakeholders, leveraging on its knowledge and capabilities from across markets and property sectors, to deliver value in its multiple asset classes.

Fraser's Property is also the sponsor of three real estate investment trusts and one stapled trust listed on the SGX-ST. Fraser's Centrepoint Trust, Fraser's Commercial Trust, and Fraser's Logistics & Industrial Trust are focused on retail, commercial, and logistics and industrial properties respectively. Fraser's Hospitality Trust (comprising Fraser's Hospitality Real Estate Investment Trust and Fraser's Hospitality Business Trust) is a stapled trust focused on hospitality properties.

For more information on Fraser's Property, please visit frasersproperty.com.

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