## Keppel REIT

# Fourth Quarter & Full Year 2019 Financial Results

22 January 2020

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# **Performance Highlights**

### **Financial Review**

- 4Q 2019 distributable income was \$47.1 million<sup>(1)</sup>;
   4Q 2019 DPU was up 2.9% y-o-y at 1.40 cents
- FY 2019 distributable income was \$189.3 million<sup>(1)</sup>;
   FY 2019 DPU was up 0.4% y-o-y at 5.58 cents
- Lowered aggregate leverage to 35.8% and all-in interest rate to 2.77% p.a.

### **Portfolio Updates**

- High portfolio committed occupancy of 99.1% and long portfolio weighted average lease expiry (WALE) of 4.9 years
- Acquisition of T Tower and divestment of Bugis Junction Towers as part of portfolio optimisation

**Active Portfolio Optimisation** 



Keppel REI1

## Portfolio Anchored by Singapore CBD Assets





# Financial Review

Marina Bay Financial Centre, Singapore



### **Financial Performance**

	4Q 2019	4Q 2018	+/(-)	FY 2019	FY 2018	+/(-)
Property Income	\$41.7 m	\$37.8 m	+10.4%	\$164.1 m	\$165.9 m	(1.1%)
Net Property Income (NPI)	\$33.4 m	\$30.5 m	+9.3%	\$128.9 m	\$133.2 m	(3.2%)
Less: Attributable to Non-controlling Interests	(\$4.4 m)	(\$0.9 m)	Nm	(\$16.8 m)	(\$1.1 m)	Nm
NPI Attributable to Unitholders	\$29.0 m <sup>(1)</sup>	\$29.6 m	(2.0%)	\$112.1 m <sup>(1)</sup>	\$132.1 m	(15.2%)
Share of Results of Associates and Joint Ventures	\$24.4 m <sup>(2)</sup>	\$23.9 m	+2.1%	\$106.4 m <sup>(2)</sup>	\$103.9 m	+2.4%
Distribution to Unitholders	\$47.1 m <sup>(3)</sup>	\$46.2 m <sup>(4)</sup>	+2.1%	\$189.3 m <sup>(3)</sup>	\$189.0 m <sup>(4)</sup>	+0.1%
DPU (cents)	1.40	1.36	+2.9%	5.58	5.56	+0.4%

Distribution Timetable				
<b>Ex-Date:</b> Thu, 30 Jan 2020	(2)			
Books Closure Date: Fri, 31 Jan 2020	(2)			
Payment Date: Fri, 28 Feb 2020	(3) (4)			

- (1) Reflects amount attributable to Unitholders based on an interest of 79.9% in Ocean Financial Centre following the divestment of a 20% stake in December 2018, as well as an interest of 99.38% in T Tower in Seoul which was acquired in May 2019.
- (2) Share of results of associates was higher year-on-year due mainly to higher rentals and one-off income. Share of results of joint ventures was lower year-on-year due mainly to depreciation of Australian dollar against Singapore dollar.

(3) Includes distribution of capital gains of \$4.0 million for 4Q 2019 and \$12.0 million for FY 2019.
(4) Includes distribution of capital gains of \$3.0 million for 4Q 2018 and FY 2018.



### **Income Contribution**

Breakdown by Geography (for FY 2019)		FY 2019 \$'m	%	FY 2018 \$'m	%
	Ocean Financial Centre <sup>(1)</sup>	66,691	27.4	93,691	35.5
	Marina Bay Financial Centre	81,935	33.6	81,008	30.7
76.7%	One Raffles Quay	23,852	9.8	24,793	9.4
	Bugis Junction Towers	14,371 <sup>(2)</sup>	5.9	16,145	6.1
	8 Chifley Square	12,832	5.3	13,019	4.9
	8 Exhibition Street	11,825	4.9	11,157	4.2
19.9%	275 George Street	11,019	4.5	11,135	4.2
3.4%	David Malcolm Justice Centre	12,703	5.2	13,169	5.0
	T Tower <sup>(3)</sup>	8,165	3.4	-	-
<ul> <li>Singapore</li> <li>Australia</li> <li>South Korea</li> </ul>	Total	243,393	100.0	246,117	100.0

(1) Reflects the amount attributable to Unitholders with consideration of the divestment of a 20% stake in December 2018 (before: 99.9%; after: 79.9%).
(2) For the period from 1 January 2019 to 29 November 2019 (date of divestment).

(3) Reflects the amount attributable to Unitholders based on an interest of 99.38% acquired on 27 May 2019.



	As at 31 Dec 2019	As at 31 Dec 2018	+/(-)
Deposited Property <sup>(1)</sup>	\$8,032 m	\$8,380 m	(4.2%)
Total Assets	\$7,449 m	\$7,784 m	(4.3%)
Borrowings <sup>(2)</sup>	\$2,879 m	\$3,044 m	(5.4%)
Total Liabilities	\$2,286 m	\$2,449 m	(6.7%)
Unitholders' Funds	\$4,585 m	\$4,757 m	(3.6%)
Adjusted NAV per Unit <sup>(3)</sup>	\$1.35	\$1.39	(2.9%)

(1) Included interests in associates and joint ventures.

(2) Included borrowings accounted for at the level of associates and excluded the unamortised portion of upfront fees in relation to the borrowings.

(3) For 31 December 2019 and 31 December 2018, these excluded the distributions to be paid in February 2020 and paid in February 2019 respectively.



# **Proactive Capital Management**

- Lowered aggregate leverage to 35.8% and reduced all-in interest rate to 2.77% p.a. as at end 2019
- Increased sustainability-focused funding with two green loan facilities obtained in FY 2019



#### As at 31 Dec 2019

Interest Coverage Ratio <sup>(1)</sup>	3.8x
All-in Interest Rate	2.77% p.a.
Aggregate Leverage	35.8%
Weighted Average Term to Maturity	3.4 years
Unencumbered Assets	78%



- (1) Computed as EBITDA (including share of results of associates and joint ventures) over borrowing costs, after adjusting for non-cash items including but not limited to management fees paid in Units and fair value changes of derivatives.
- (2) As at the date of announcement, we have received commitments to refinance loans that are due in FY 2020.
- (3) Based on the Group's borrowings including those accounted for at the level of associates, and number of Units in issue as at 31 December 2019.

### Keppel REI1

### Unit Buy-Back Programme

Executed DPU-accretive Unit buy-back programme as part of proactive capital management strategy





# Portfolio Optimisation

T Tower, Seoul

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# Active Portfolio Optimisation

- Portfolio optimisation in FY 2019 to improve yield and create long-term value for Unitholders
- Holding quality assets across different markets improves income diversification and growth opportunities in the long term



- (1) Based on an exchange rate of KRW 1,000 to \$1.156 used for payment.
- (2) The sale price was adjusted upwards from \$547.5 million to \$547.7 million, arising from an increase in leased area post-announcement of the divestment. The sale price per square foot (psf) remained unchanged at \$2,200 psf.
- (3) Based on an exchange rate of A\$1 to S\$1.042 as disclosed in the announcement dated 29 June 2017.
- (4) Stable average yield based on the expected net property income of the building for the first 15 years of the lease to the tenant, over the consideration.

### Keppel REI

# Acquisition in Seoul CBD



- Acquisition of T Tower, a freehold Grade A office building in Seoul CBD, complements Keppel REIT's Singapore-centric portfolio
- The DPU-accretive acquisition with an initial NPI yield of 4.7% is part of portfolio optimisation efforts

T Tower in Seoul CBD						
Building Completion	2010					
Attributable Interest	99.38% <sup>(1)</sup>					
Attributable NLA	226,945 sf					
Occupancy	100% committed					
Agreed Property Value	KRW 252.6 billion <sup>(2)</sup> (\$292.0 million) <sup>(3)</sup>					

- (1) The remaining 0.62% stake was acquired by Keppel Capital Investment Holdings Pte. Ltd., a wholly-owned subsidiary of Keppel Capital Holdings Pte. Ltd. (Keppel Capital)
- (2) Based on an approximate 99.38% interest in T Tower. Equivalent to KRW 20.2 million/pyeong (py), based on attributable gross floor area of 444,979 sf and conversion of 1 py to 35.6 sf.
- (3) Based on an exchange rate of KRW 1,000 to \$1.156 used for payment.



### Asset-level returns 19.4% p.a. Bugis Junction Towers was held since

Keppel REIT's listing in 2006

# Unlocking Value from Bugis Junction Towers

- Sale of strata ownership of Bugis Junction Towers for \$547.7 million<sup>(1)</sup> (\$2,200 psf), which translates to a net property income yield of 3.0%<sup>(2)</sup>
- Realised approximately \$378.4 million<sup>(3)</sup> of capital gains while maintaining exposure to Singapore CBD
- Provides improved financial flexibility for portfolio optimisation:
  - Continue DPU-accretive Unit buy-back programme
  - Redeploy funds to higher yielding assets
  - Distribute capital gains
  - Pare down debt



- (1) The sale price was adjusted upwards from \$547.5 million to \$547.7 million, arising from an increase in leased area post-announcement of the divestment.
- (2) Based on net property income for the 12 months preceding 30 June 2019.
- (3) Based on difference between sale price and purchase price, after taking into consideration capitalised expenditures and divestment costs.

## Major Lease Commencements Expected in 2Q 2020

### Marina Bay Financial Centre in Singapore:

Fit-out work ongoing for HSBC Singapore's new headquarters before its 10-year lease starts in May 2020



### **311 Spencer Street in Melbourne:**

30-year lease to the Victoria Police is expected to commence upon completion of the development







Average signing rent for Singapore office leases ~\$12.42<sup>(1)</sup> psf pm above Grade A core CBD market average of \$11.55<sup>(2)</sup> psf pm

# FY 2019 Leasing Update



Renewal leases

Review leases

3.9%

New leases

(1) For the Singapore office leases concluded in FY 2019 and based on a simple average calculation. Weighted average signing rent was \$12.08 psf pm.

Others

Energy, natural resources, shipping and marine

Accounting and consultancy services

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5.6%

1.9%

6.7%

Keppel REI

(3) Based on committed attributable area.

(2) Source: CBRE, 4Q 2019.

# Lease Expiry Profile and Expiring Rents

- Average expiring rents<sup>(1)</sup> of Singapore office leases (psf pm): \$9.69 in 2020, \$9.74 in 2021 and \$10.20 in 2022
- Majority of the Singapore office leases expiring and due for review in 2020 range between \$9.30 and \$11.70 psf pm



(1) Weighted average based on attributable NLA of office lease expiries and reviews in Singapore.

(2) Data as at 31 December 2019.

(3) Based on committed attributable NLA.



# **Proactive Leasing Strategy**

High portfolio committed occupancy of 99.1%

 Long overall portfolio WALE of 4.9 years (Singapore portfolio: 3.8 years, Australia portfolio: 9.0 years, South Korea portfolio: 1.9 years); Top 10 tenants' WALE was 7.0 years



Note: Based on committed attributable area.



# **Diversified Tenant Base**



Note: All data as at 31 December 2019 and based on portfolio committed NLA. (1) Tenants with multiple leases were accounted as one tenant.



Valuation based on Keppel REIT's interest	31 Dec 2018	31 Dec 2019	+/(-)	31 Dec 2019 (psf)	Cap Rate
Ocean Financial Centre (79.9% interest)	\$2,099.0 m	\$2,099.8 m	\$0.8 m	\$2,998	3.50%
Marina Bay Financial Centre	Towers 1 & 2, and MBLM <sup>(2)</sup> : \$1,695.3 m	\$1,695.3 m	-	\$2,928	3.63% <sup>(3)</sup>
(MBFC) (33.3% interest)	<b>Tower 3:</b> \$1,297.0 m	\$1,297.0 m	-	\$2,911	3.60%
One Raffles Quay (33.3% interest)	\$1,275.6 m	\$1,254.3 m	(\$21.3 m)	\$2,838	3.63%
Bugis Junction Towers <sup>(1)</sup> (100% interest)	\$515.0 m	-	(\$515.0 m)	n.a.	n.a.
Singapore Portfolio	\$6,881.9 m	\$6.346.4 m	(\$535.5 m)		

(1) Divested on 29 November 2019.

(2) Refers to Marina Bay Link Mall.

(3) Refers to MBFC Towers 1 and 2.



# Portfolio Valuation (Cont'd)

<u>l</u> 31 Dec 2018	<u>ocal currency</u> 31 Dec 2019	+/(-)	31 Dec 2018	<u>\$\$</u> 31 Dec 2019	+/(-)	31 Dec 2019	Cap Rate
A\$247.5 m	A\$240.0 m	(A\$7.5 m)	S\$249.3 m	S\$222.2 m	(S\$27.1 m)	A\$24,827 psm	4.75%
A\$270.0 m	A\$265.3 m	(A\$4.7 m)	S\$271.9 m	S\$245.6 m	(S\$26.3 m)	A\$11,680 psm	5.00% <sup>(3)</sup>
A\$230.6 m	A\$250.0 m	A\$19.4 m	S\$232.2 m	S\$231.4 m	(S\$0.8 m)	A\$11,985 psm	5.00%
A\$220.0 m	A\$232.5 m	A\$12.5 m	S\$221.6 m	S\$215.2 m	(S\$6.4 m)	A\$14,916 psm	5.38%
A\$232.2 m	A\$349.5 m	A\$117.3 m	S\$233.8 m	S\$323.5 m	S\$89.7 m	n.m.	4.50%
A\$1,200.3 m	A\$1,337.3 m	A\$137.0 m	S\$1,208.8 m	S\$1,237.9 m	S\$29.1 m		
-	KRW 259.0 b	n.a.	-	S\$299.9 m	n.a.	KRW 20.7 m /py	4.50%
			S\$8,090.7 m	S\$7,884.2 m	(S\$206.5 m)		
	31 Dec 2018         A\$247.5 m         A\$270.0 m         A\$230.6 m         A\$220.0 m         A\$2220.0 m	A\$247.5 m       A\$240.0 m         A\$270.0 m       A\$265.3 m         A\$230.6 m       A\$250.0 m         A\$220.0 m       A\$232.5 m         A\$232.2 m       A\$349.5 m         A\$1,200.3 m       A\$1,337.3 m	31 Dec 2018       31 Dec 2019       +/(-)         A\$247.5 m       A\$240.0 m       (A\$7.5 m)         A\$270.0 m       A\$265.3 m       (A\$4.7 m)         A\$230.6 m       A\$250.0 m       A\$19.4 m         A\$220.0 m       A\$232.5 m       A\$12.5 m         A\$232.2 m       A\$349.5 m       A\$117.3 m	31 Dec 2018       31 Dec 2019       +/(-)       31 Dec 2018         A\$247.5 m       A\$240.0 m       (A\$7.5 m)       S\$249.3 m         A\$270.0 m       A\$265.3 m       (A\$4.7 m)       S\$271.9 m         A\$230.6 m       A\$250.0 m       A\$19.4 m       S\$232.2 m         A\$220.0 m       A\$232.5 m       A\$12.5 m       S\$221.6 m         A\$232.2 m       A\$349.5 m       A\$117.3 m       S\$233.8 m         A\$1,200.3 m       A\$1,337.3 m       A\$137.0 m       S\$1,208.8 m         -       KRW 259.0 b       n.a.       -	31 Dec 2018       31 Dec 2019       +/(-)       31 Dec 2018       31 Dec 2019         A\$247.5 m       A\$240.0 m       (A\$7.5 m)       S\$249.3 m       S\$222.2 m         A\$270.0 m       A\$265.3 m       (A\$4.7 m)       S\$271.9 m       S\$245.6 m         A\$230.6 m       A\$250.0 m       A\$19.4 m       S\$232.2 m       S\$231.4 m         A\$220.0 m       A\$232.5 m       A\$12.5 m       S\$221.6 m       S\$215.2 m         A\$232.2 m       A\$349.5 m       A\$117.3 m       S\$233.8 m       S\$323.5 m         A\$1,200.3 m       A\$1,337.3 m       A\$137.0 m       S\$1,208.8 m       S\$1,237.9 m         -       KRW 259.0 b       n.a.       -       S\$299.9 m	31 Dec 2018       31 Dec 2019       +/(-)       31 Dec 2018       31 Dec 2019       +/(-)         A\$247.5 m       A\$240.0 m       (A\$7.5 m)       S\$249.3 m       S\$222.2 m       (S\$27.1 m)         A\$270.0 m       A\$265.3 m       (A\$4.7 m)       S\$271.9 m       S\$245.6 m       (S\$26.3 m)         A\$230.6 m       A\$250.0 m       A\$19.4 m       S\$232.2 m       S\$231.4 m       (S\$0.8 m)         A\$220.0 m       A\$232.5 m       A\$12.5 m       S\$221.6 m       S\$215.2 m       (S\$6.4 m)         A\$232.2 m       A\$349.5 m       A\$117.3 m       S\$233.8 m       S\$323.5 m       S\$89.7 m         A\$1,200.3 m       A\$1,337.3 m       A\$137.0 m       S\$1,208.8 m       S\$1,237.9 m       S\$29.1 m         -       KRW 259.0 b       n.a.       -       S\$299.9 m       n.a.	31 Dec 2018       31 Dec 2019       +/(-)       31 Dec 2018       31 Dec 2019       +/(-)       31 Dec 2019         A\$247.5 m       A\$240.0 m       (A\$7.5 m)       S\$249.3 m       S\$222.2 m       (S\$27.1 m)       A\$24,827 psm         A\$270.0 m       A\$265.3 m       (A\$4.7 m)       S\$271.9 m       S\$245.6 m       (S\$26.3 m)       A\$11,680 psm         A\$230.6 m       A\$250.0 m       A\$19.4 m       S\$232.2 m       S\$231.4 m       (S\$0.8 m)       A\$11,985 psm         A\$220.0 m       A\$232.5 m       A\$12.5 m       S\$221.6 m       S\$215.2 m       (S\$6.4 m)       A\$14,916 psm         A\$232.2 m       A\$349.5 m       A\$117.3 m       S\$233.8 m       S\$323.5 m       S\$89.7 m       n.m.         A\$1,200.3 m       A\$1,337.3 m       A\$137.0 m       S\$1,208.8 m       S\$1,237.9 m       S\$29.1 m         -       KRW 259.0 b       n.a.       -       S\$299.9 m       n.a.       KRW 20.7 m

(1) Based on the exchange rates of A\$1=\$1.0071 as at 31 December 2018 and A\$1=\$0.9257 as at 31 December 2019. (4) Under construction, on "as-is" basis. Includes A\$102m of development cost capitalised in 2019.
(5) Based on the exchange rate of KRW 1,000 to \$1.158 as at 31 December 2019.

(2) Includes 100% interest in the three adjacent retail units.

(3) Refers to Keppel REIT's 50% interest in the office building.



# Commitment to Sustainability

- Remains part of two key iEdge SG ESG Indices the iEdge SG ESG Transparency Index and the iEdge SG ESG Leaders Index
- Attained Prime status in ISS-oekom's ESG corporate rating and the Green Star Status at the Global Real Estate Sustainability Benchmark (GRESB) 2019
- Committed to engaging with and uplifting local communities

### Christmas Grant-A-Wish Project



### Promoting National Steps Challenge



### Collaborative Activities for Adopted Charity



# **Looking Ahead**

Singapore CBD Skyline

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# Singapore Office Market

 Average Grade A office rents increased to \$11.55 psf pm. Average occupancy in core CBD decreased slightly to 95.8% in 4Q 2019





#### **Office Demand and Supply**



- 1) Based on URA data on historical net demand and supply of office space in Downtown Core and Rest of Central Area. Supply is calculated as net change of stock over the year and may include office stock removed from market due to demolitions or change of use.
- 2) Based on CBRE data on CBD Core and CBD Fringe.

#### Keppel REIT

## Australia Office Market

 National CBD office market occupancy rose slightly quarter-on-quarter from 91.7% as at end June 2019 to 91.9% as at end September 2019



Source: JLL Research, 3Q 2019.



### Seoul Office Market

 CBD Grade A occupancy improved from 84.5% as at end June 2019 to 85.1% as at end September 2019



#### Lack of New Supply After 2020 85.4% 89.1% 87.5% 84.9% 86.6% 82.7% 87.6% 86.7% 88.5% 91.1% 93.7% 81.041 37,122 33.134 32.003 15.670 16.011 10.330 2017 2018 2019F 2020F 2021F 2022F 2023F 2013 2014 2015 2016 CBD Grade A Supply (py)

### **Occupancy Improvement**

Source: JLL Research, 3Q 2019.



# Committed to Delivering Stable Income & Sustainable Returns

### **Portfolio Optimisation**

- Portfolio optimisation to improve yield, while maintaining exposure to Singapore CBD
- Hold quality assets across different markets for improved income stability and to provide more long-term growth opportunities

### **Asset Performance**

- Drive individual asset performance with proactive leasing and cost management strategies
- Implement initiatives to future proof assets and enhance sustainability

### **Capital Efficiency**

- Optimise capital structure to reduce borrowing costs and improve returns
- Manage debt maturities and hedging profiles to reduce risk



# Additional Information

David Malcolm Justice Centre, Perth

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### Young and Green Commercial Assets

### Large Portfolio of Premium Office Assets

Approximately \$8 billion of Grade A commercial assets pan-Asia

### Strong Portfolio Occupancy and WALE

High portfolio committed occupancy and long WALE provides income resilience

# Commitment to Sustainability

BCA Green Mark Platinumaward for all Singapore assets;5 Stars NABERS Energy rating for most Australian assets



## **Milestones since Listing**



1) Based on assets under management as at 31 December 2019.



## Portfolio Information: Singapore

	Ocean Financial Centre	Marina Bay Financial Centre <sup>(4)</sup>	One Raffles Quay
Attributable NLA	700,504 sf	1,024,442 sf	441,995 sf
Ownership	79.9%	33.3%	33.3%
Principal tenants <sup>(1)</sup>	BNP Paribas, ANZ, Drew & Napier	DBS Bank, Standard Chartered Bank, Barclays	Deutsche Bank, UBS, Ernst & Young
Tenure	99 years expiring 13 Dec 2110	99 years expiring 10 Oct 2104 <sup>(5)</sup> and 7 Mar 2106 <sup>(6)</sup>	99 years expiring 12 Jun 2100
Purchase Price (on acquisition)	S\$1,838.6m <sup>(3)</sup>	S\$1,426.8m <sup>(5)</sup> S\$1,248m <sup>(6)</sup>	S\$941.5m
Valuation <sup>(2)</sup>	S\$2,099.8m	S\$1,695.3m <sup>(5)</sup> S\$1,297.0m <sup>(6)</sup>	S\$1,254.3m
Capitalisation rates	3.50%	3.63% <sup>(7)</sup> ; 4.50% <sup>(8)</sup> ; 3.60% <sup>(6)</sup>	3.63%

1) On committed gross rent basis.5) Refers to MBFC Towers 1 and 2 and MBLM.2) Valuation as at 31 December 2019 based on Keppel REIT's interest in the respective properties.6) Refers to MBFC Towers 3.3) Based on Keppel REIT's 79.9% of the historical purchase price.7) Refers to MBFC Towers 1 and 2.4) Comprises Marina Bay Financial Centre (MBFC) Towers 1, 2 and 3 and Marina Bay Link Mall (MBLM).8) Refers to MBLM.



## Portfolio Information: Australia & South Korea

	8 Chifley Square, Sydney	8 Exhibition Street, Melbourne <sup>(3)</sup>	275 George Street, Brisbane	David Malcolm Justice Centre, Perth	311 Spencer Street, Melbourne (Under development)	T Tower, Seoul
Attributable NLA	104,055 sf	244,490 sf	224,537 sf	167,784 sf	358,683 sf	226,945 sf
Ownership	50.0%	50.0%	50.0%	50.0%	50.0%	99.38%
Principal tenants <sup>(1)</sup>	Corrs Chambers Westgarth, Quantium, QBE Insurance	Ernst & Young, Amazon, Minister for Finance - State of Victoria	Telstra, Queensland Gas Company, The State of Queensland <sup>(6)</sup>	Minister for Works - Government of Western Australia	Minister for Finance - State of Victoria	Hankook Corporation, SK Communications, Philips Korea
Tenure	99 years expiring 5 Apr 2105	Freehold	Freehold	99 years expiring 30 Aug 2114	Freehold	Freehold
Purchase Price (on acquisition)	A\$165.0m S\$197.8m	A\$168.8m S\$201.3m <sup>(3)</sup>	A\$166.0m S\$209.4m	A\$165.0m S\$208.1m	A\$347.8m S\$362.4m <sup>(7)</sup>	KRW252.6b S\$292.0m <sup>(9)</sup>
Valuation <sup>(2)</sup>	A\$240.0m S\$222.2m	A\$265.3m S\$245.6m <sup>(3)</sup>	A\$250.0m S\$231.4m	A\$232.5m S\$215.2m	A\$349.5m S\$323.5m <sup>(8)</sup>	KRW259.0b S\$299.9m
Capitalisation rates	4.75%	5.00% <sup>(4)</sup> ; 4.50% <sup>(5)</sup>	5.00%	5.38%	4.50%	4.50%

1) On committed gross rent basis.

2) Valuation as at 31 December 2019 based on Keppel REIT's interest in the respective properties and on the exchange rates of A\$1 = S\$0.9257 and KRW 1,000 = S\$1.158.

3) Keppel REIT owns a 50% interest in the 8 Exhibition Street office building and a 100% interest in the three adjacent retail units.

4) Refers to Keppel REIT's 50% interest in the office building.

5) Refers to Keppel REIT's 100% interest in the three adjacent retail units.

6) Refers to the Department of Housing and Public Works – The State of Queensland.

- 7) Based on the aggregate consideration paid-to-date and to be paid, including development costs of the building, at the exchange rate of A\$1=S\$1.042 as disclosed in the announcement dated 29 June 2017.
- 8) Based on "as is" valuation as at 31 December 2019. Includes A\$102m of development cost capitalised in 2019.
- 9) Based on Keppel REIT's interest in T Tower and an exchange rate of KRW 1,000 to S\$1.156 used for payment.



## Keppel REIT Structure





# **Thank You**

