



UOB Kay Hian S-REITs Virtual Corporate Day

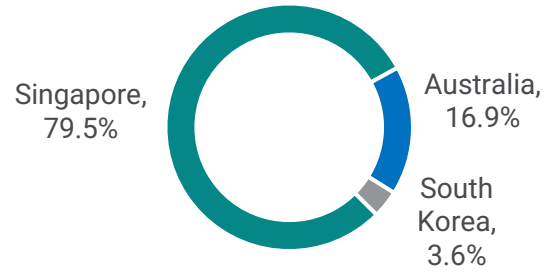
11 August 2021



Sustainable Pan-Asian Portfolio with Income Resilience

\$8.7b

Grade A commercial portfolio with strong committed occupancy to an established and diversified tenant base



ESG Awards

- **BCA Green Mark Platinum** award for all Singapore assets
- 5 Stars and above in the **NABERS Energy** rating for majority of the Australian assets



ESG Benchmarking

- **ISS ESG corporate rating** – Prime status
- **Global Real Estate Sustainability Benchmark (GRESB)** – Green Star status



ESG Indices

- iEdge SG ESG **Transparency** Index
- iEdge SG ESG **Leaders** Index

1H 2021 Key Highlights



2.94 cents

1H 2021 DPU⁽¹⁾

Up 5.0% y-o-y; Comprises advanced distribution of 0.94 cents paid on 31 Mar 2021 and 2.00 cents to be paid on 27 Aug 2021

\$105.7m

1H 2021 distributable income⁽¹⁾

Up 11.5% y-o-y

38.9%⁽²⁾

Aggregate leverage as at 30 Jun 2021

Low all-in interest rate of 1.97% p.a.



96.7%

High portfolio committed occupancy as at 30 Jun 2021

6.2 years

Long portfolio weighted average lease expiry (WALE) as at 30 Jun 2021
Top 10 tenants' WALE was 11.2 years

Keppel Bay Tower

Completed acquisition of Grade A office building in Keppel Bay waterfront precinct on 18 May 2021



Continuing Portfolio Optimisation

Divestment of 275 George Street in Brisbane to realise attractive gains and provide financial flexibility

(1) Includes advanced distribution of \$32.2m (0.94 cents per Unit) for the period from 1 Jan 2021 to 28 Feb 2021 that was paid to eligible Unitholders on 31 Mar 2021, in connection with the private placement launched on 18 Feb 2021. Distribution for the period from 1 Mar 2021 to 30 Jun 2021 is 2.00 cents per Unit and will be paid on 27 Aug 2021.

(2) A contract of sale was entered into on 30 Jun 2021 for the divestment of 275 George Street which is targeted for completion in 3Q 2021. Assuming the entire amount of adjusted consideration is used to repay debt and related transaction costs before 30 Jun 2021, Keppel REIT's aggregate leverage would be lowered to 37.4%.

Portfolio Review

Ocean Financial Centre,
Singapore



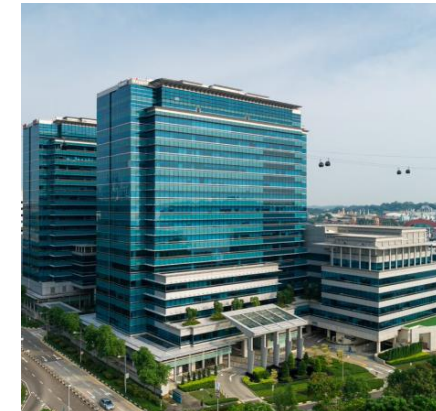
Continuing Portfolio Optimisation

- Portfolio optimisation strategy to enhance income resilience and deliver sustainable total return to Unitholders
- Build a robust portfolio of quality and well-located assets across different markets for improved income stability and more long-term growth opportunities



Developments in 1H 2021:

- Acquired Keppel Bay Tower, a Grade A office building in the Keppel Bay waterfront precinct in HarbourFront on 18 May 2021
- Unlocking value with the divestment of 275 George Street in Brisbane



May 2021: Acquired Keppel Bay Tower in Singapore



Jun 2021: Signed contract of sale for 275 George Street in Brisbane

2018

2019

2020

2021

Unlocking Value with Divestment of Brisbane Asset

- Sale of 50% interest in 275 George Street is part of continuing portfolio optimisation and expected to complete in 3Q 2021
- Before redeployment to strategic and higher yielding growth opportunities, the divestment proceeds will be used to repay debt and transaction costs in the interim to enhance capital efficiency and manage borrowing costs

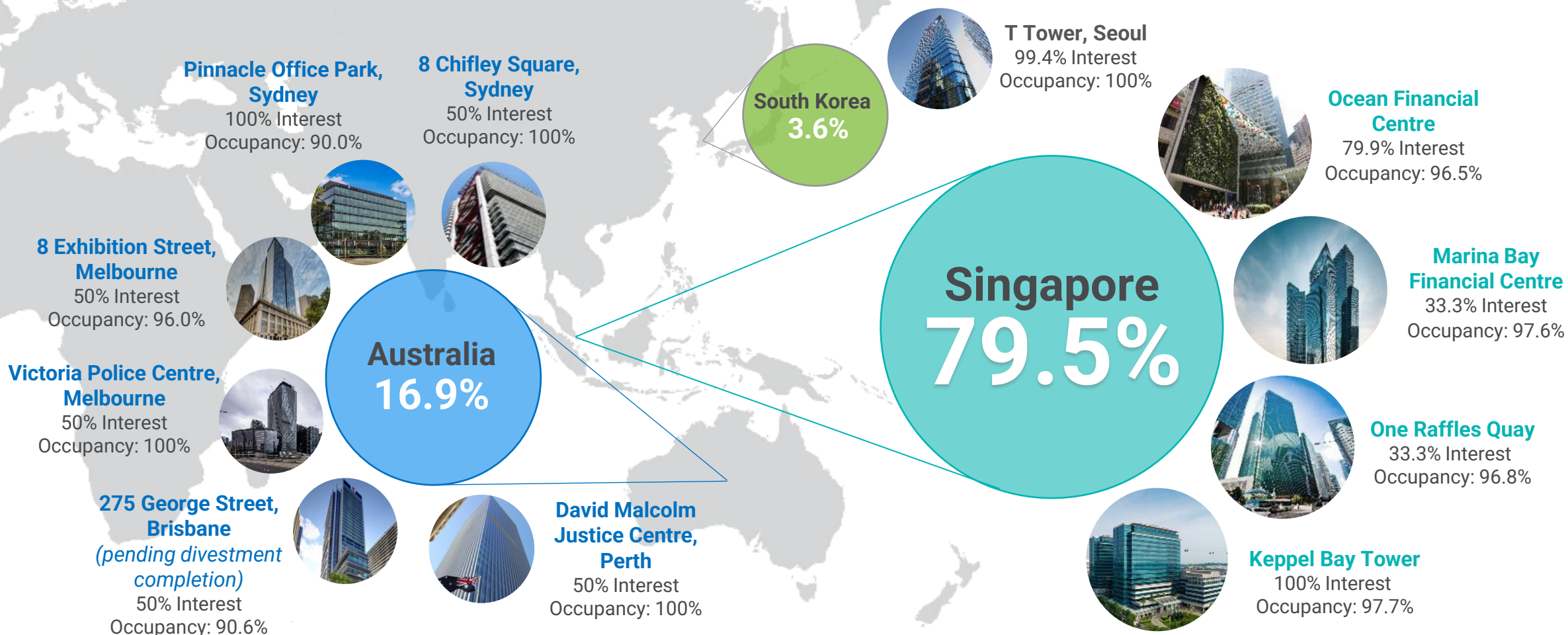
Divestment of 275 George Street,
Keppel REIT's first Australian asset
acquired in 2010

Divestment of 50% interest in 275 George Street, Brisbane

Adjusted Consideration	A\$264.0m ⁽¹⁾ (7.8% above the last valuation ⁽²⁾ , 59.0% above the original purchase price)
Estimated Accounting Gain⁽³⁾	A\$9.8m (approximately \$10.0m)

Grade A Portfolio with High Occupancy and Long WALE

\$8.7b portfolio in key business districts of Singapore, Australia and South Korea enhances income diversification and long-term stability



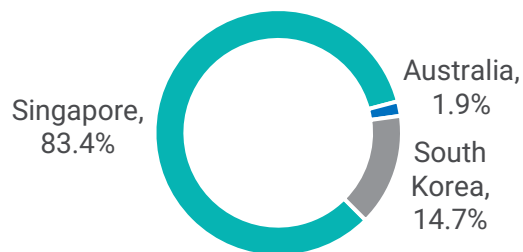
1H 2021 Portfolio Update

Total Leases Committed
~721,500 sf

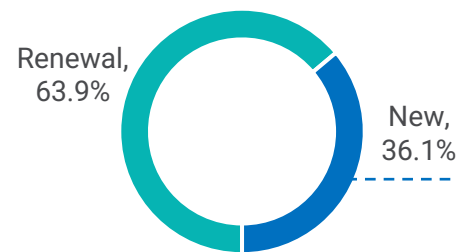
(Attributable ~319,000 sf)

Retention Rate
60%⁽¹⁾

Leases Committed
by Geography⁽²⁾



Leases Committed
by Type⁽²⁾



New leasing demand and expansions from:

Banking, insurance and financial services	32.6%
Manufacturing and distribution	29.5%
Technology, media and telecommunications	20.3%
Energy, natural resources, shipping and marine	7.3%
Legal	6.4%
Real estate and property services	1.5%
Government agency	1.0%
Accounting and consultancy services	0.7%
Retail and F&B	0.7%

- High portfolio committed occupancy of 96.7%
- Long overall portfolio WALE of 6.2 years (Singapore portfolio: 2.9 years, Australia portfolio: 12.5 years, South Korea portfolio: 2.2 years); Top 10 tenants' WALE was 11.2 years
- Rental collection remained healthy, while outstanding rent deferrals were reduced to \$0.5m as tenants progressively repay their deferred rents



Rental collection⁽³⁾

99%

in 1H 2021



Tenant relief measures

~\$1.6m

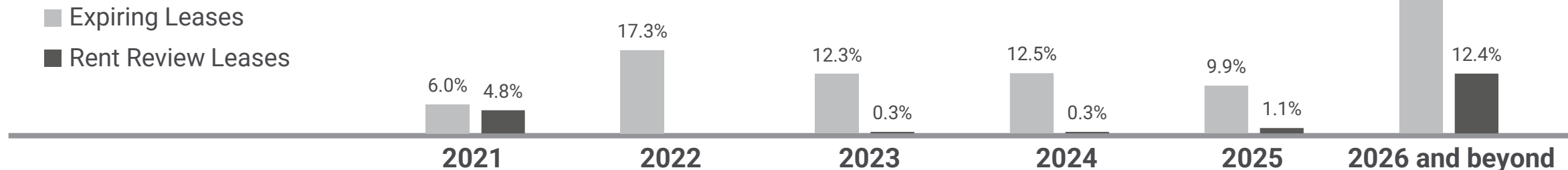
granted in 1H 2021

1H 2021 Portfolio Update (Cont'd)

- Average signing rent for Singapore office leases⁽¹⁾ concluded in 1H 2021 was \$10.73 psf pm
- Average expiring rents of Singapore office leases⁽²⁾(psf pm): \$10.03 in 2021, \$10.26 in 2022 and \$10.90 in 2023

Lease Expiries and Rent Reviews

(Based on Committed Attributable NLA)



Lease Expiries and Rent Reviews (Based on Committed Attributable Gross Rent)

Expiring leases	6.5%	18.7%	13.3%	15.2%	11.5%	34.8%
Rent review leases	5.6%	-	0.4%	0.3%	1.4%	11.1%

Geographic Breakdown of Expiries and Rent Reviews⁽³⁾

Singapore	9.0%	13.3%	9.1%	11.4%	8.4%	13.5%
Australia	1.3%	1.7%	2.2%	1.3%	2.5%	36.6%
South Korea	0.5%	2.3%	1.3%	0.1%	0.1%	1.0%

(1) Weighted average for Ocean Financial Centre, Marina Bay Financial Centre and One Raffles Quay. Simple average signing rent was \$10.95 psf pm.

(2) Weighted average based on attributable NLA of office lease expiries and rent reviews in Ocean Financial Centre, Marina Bay Financial Centre and One Raffles Quay.

(3) Based on committed attributable area.

Established and Diversified Tenant Base

- Keppel REIT has a diversified tenant base of 385⁽¹⁾ tenants, many of which are established blue-chip corporations

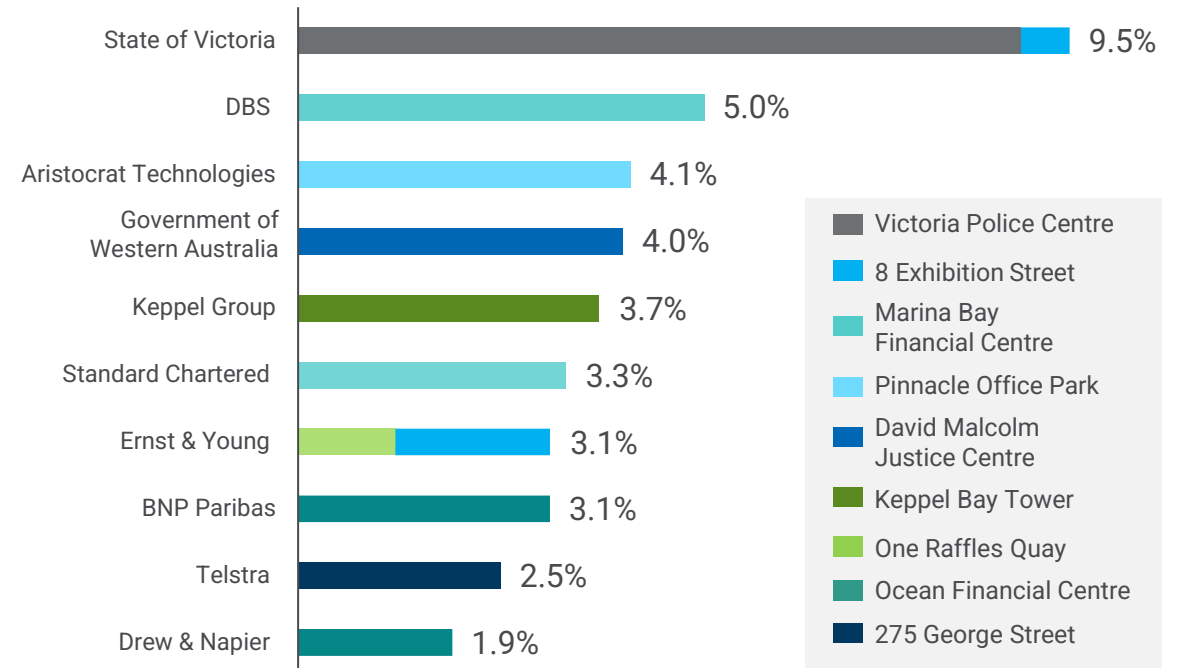


Tenant Business Sector

Banking, insurance and financial services	29.2%
Technology, media and telecommunications	15.5%
Government agency	14.8%
Energy, natural resources, shipping and marine	7.4%
Legal	6.7%
Manufacturing and distribution	6.7%
Real estate and property services	5.9%
Accounting and consultancy services	4.4%
Services	4.3%
Retail and food & beverage	2.5%
Others	2.6%
Total	100%

- Top 10 tenants take up 40.2% of NLA and contribute 35.6% of gross rent

Top 10 Tenants



Victoria Police Centre
 8 Exhibition Street
 Marina Bay Financial Centre
 Pinnacle Office Park
 David Malcolm Justice Centre
 Keppel Bay Tower
 One Raffles Quay
 Ocean Financial Centre
 275 George Street

Portfolio Valuation

- Excluding Keppel Bay Tower, Singapore building valuations remained largely stable with a 0.9% decrease in Marina Bay Financial Centre Tower 3's valuation due mainly to potential occupancy changes and lower rental assumptions

Valuation based on attributable interest	31 Dec 2020	30 Jun 2021	Variance		30 Jun 2021	Cap Rate
			S\$	%		
Ocean Financial Centre (79.9% interest)	S\$2,066.2m	S\$2,066.2m	-	-	S\$2,955psf	3.50%
Marina Bay Financial Centre (33.3% interest)	Towers 1 & 2, and MBLM⁽¹⁾: S\$1,665.0m	S\$1,665.0m	-	-	S\$2,881psf	3.45% ⁽²⁾
	Tower 3: S\$1,277.3m	S\$1,265.3m	(S\$12.0m)	(0.9)	S\$2,840psf	3.63%
One Raffles Quay (33.3% interest)	S\$1,240.0m	S\$1,240.0m	-	-	S\$2,811psf	3.45%
Keppel Bay Tower (100% interest)	-	S\$667.3m	S\$667.3m	n.a.	S\$1,726psf	3.60%
Singapore Portfolio	S\$6,248.5m	S\$6,903.8m				

Portfolio Valuation (Cont'd)

- Valuation increase of 0.5-5.4% at certain Australian properties due mainly to cap rate compression
- Valuation of T Tower in Seoul increased 1.8% due to cap rate compression

Valuation based on Keppel REIT's interest	Local currency				S\$			30 Jun 2021	Cap Rate
	31 Dec 2020	30 Jun 2021	Variance		31 Dec 2020	30 Jun 2021	Variance S\$		
			A\$	%					
8 Chifley Square⁽¹⁾ (50% interest)	A\$234.5m	A\$234.5m	-	-	S\$231.5m	S\$239.9m	S\$8.4m	A\$24,258 psm	4.63%
Pinnacle Office Park⁽¹⁾ (100% interest)	A\$306.1m	A\$307.5m	A\$1.4m	+0.5	S\$302.1m	S\$314.6m	S\$12.5m	A\$8,780 psm	5.13%
8 Exhibition Street^(1,2) (50% interest)	A\$259.5m	A\$273.4m	A\$13.9m	+5.4	S\$256.2m	S\$279.7m	S\$23.5m	A\$12,028 psm	5.00% ⁽³⁾
Victoria Police Centre⁽¹⁾ (50% interest)	A\$385.0m	A\$385.0m	-	-	S\$380.0m	S\$393.9m	S\$13.9m	A\$11,379 psm	4.50%
275 George Street⁽¹⁾ (50% interest)	A\$245.0m	Note 4	n.a.	n.a.	S\$241.8m	Note 4	n.a.	n.a.	n.a.
David Malcolm Justice Centre⁽¹⁾ (50% interest)	A\$232.5m	A\$235.0m	A\$2.5m	+1.1	S\$229.5m	S\$240.4m	S\$10.9m	A\$15,076 psm	5.38%
Australia Portfolio	A\$1,662.6m	A\$1,435.4m⁽⁵⁾			S\$1,641.1m	S\$1,468.5m⁽⁵⁾			
T Tower⁽⁶⁾ (99.4% interest)	KRW 260.2b	KRW 264.7b	KRW 4.6b	+1.8	S\$314.3m	S\$315.3m	S\$1.0m	KRW 21.2m/py	3.80%
Total Portfolio					S\$8,203.9m	S\$8,687.7m^(5,7)	S\$483.8m⁽⁵⁾		

(1) Based on the exchange rates of A\$1=S\$0.9871 as at 31 Dec 2020 and A\$1=S\$1.0231 as at 30 Jun 2021.

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

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

(4) 275 George Street was not revalued as at 30 Jun 2021 as a contract of sale was entered into on 30 Jun 2021, with completion targeted in 3Q 2021.

(5) Assuming 275 George Street had been divested before 30 Jun 2021.

(6) Based on the exchange rate of KRW 1,000 = S\$1.208 as at 31 Dec 2020 and KRW 1,000 = S\$1.191 as at 30 Jun 2021.

(7) Due to rounding to the nearest 1 decimal place, numbers in the table may not add up exactly to the total.

Meeting Diverse Tenant Needs

Robust portfolio of Grade A office properties that caters to tenants' diverse business needs

Quality Workplaces with Strong ESG Focus

Grade A office buildings that are well managed with sustainable and technologically-advanced features



Fitted/Flexible Solutions

Providing greater tenant flexibility with fully fitted out spaces and/or flexible space operators in Keppel REIT's portfolio



Hub-and-Spoke Business Model

Offering alternatives to tenants seeking cost-effective solutions or dual locations for business continuity purposes



Market Update

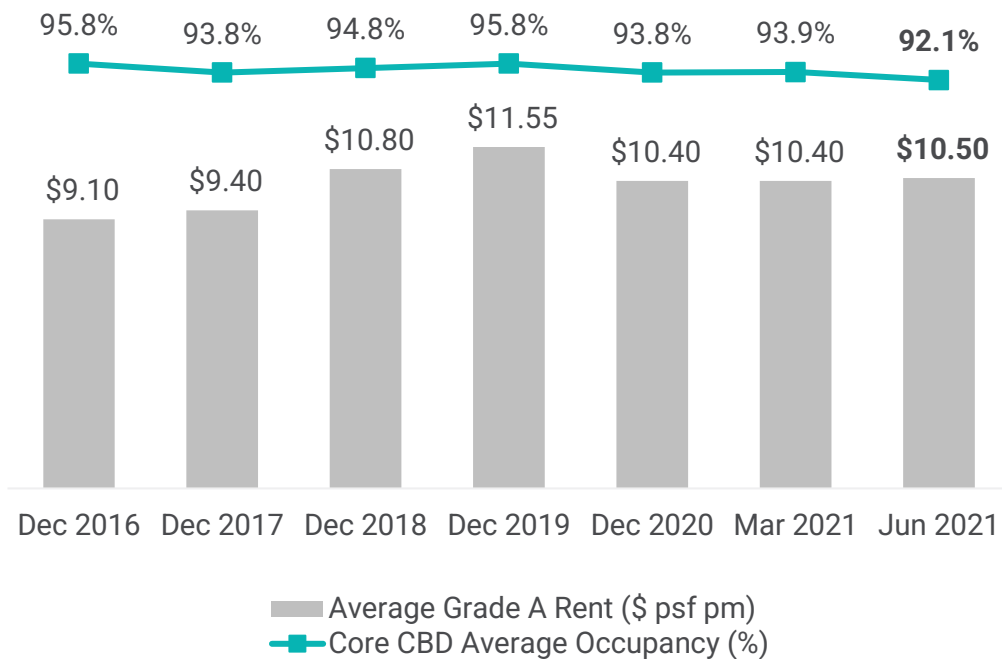
Pinnacle Office Park,
Sydney



Singapore Office Market

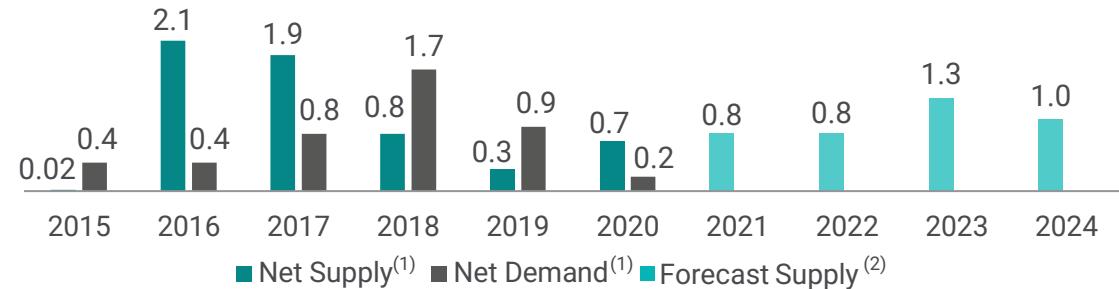
- Average core CBD Grade A office rents increased slightly to \$10.50 psf pm in 2Q 2021 while average occupancy in core CBD decreased to 92.1%

Grade A Rent and Core CBD Occupancy



Source: CBRE, 2Q 2021.

Demand and Supply



Key Upcoming Supply in CBD⁽²⁾

		sf
2H 2021	CapitaSpring	635,000
2022	Guoco Midtown	650,000
	Hub Synergy Point Redevelopment	131,200
2023	IOI Central	1,258,000
	333 North Bridge Road	40,000
2024	Keppel Towers Redevelopment	525,600
	Shaw Towers Redevelopment	435,600

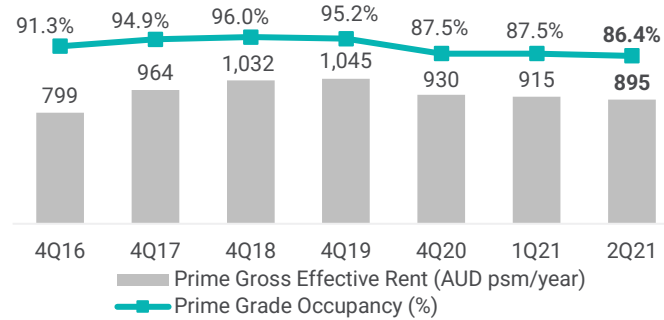
(1) Based on URA data on historical net demand and supply of office space in Downtown Core and Rest of Central Area. Supply is calculated as net change of stock over the year and may include office stock removed from market due to demolitions or change of use.

(2) Based on CBRE data on CBD Core and CBD Fringe.

Australia Office Market

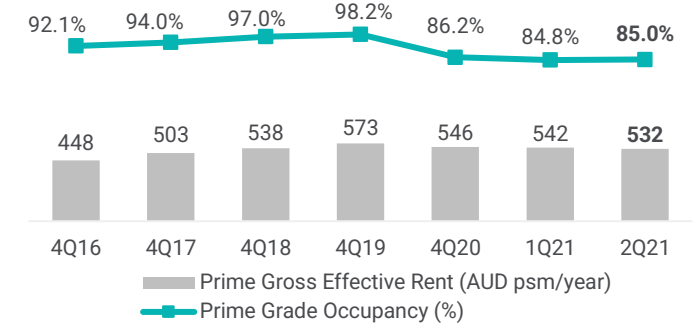
Sydney CBD

Prime Grade occupancy was lower at 86.4%



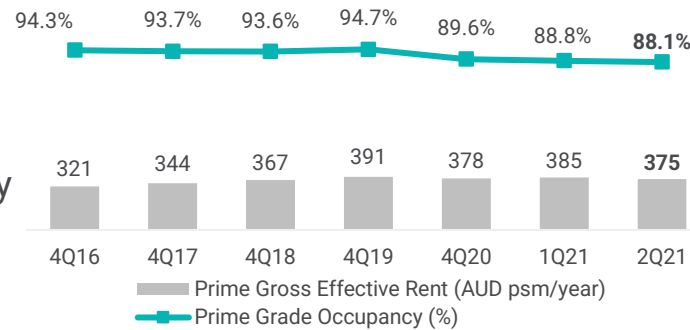
Melbourne CBD

Prime Grade occupancy was higher at 85.0%



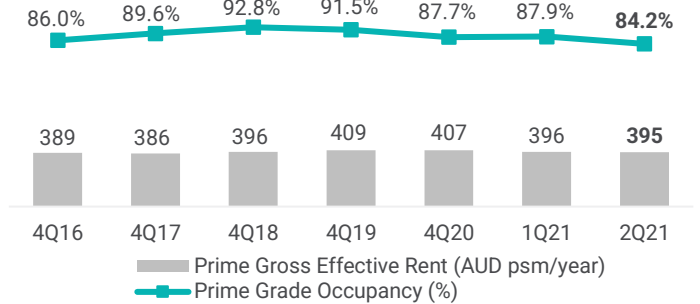
Macquarie Park

Prime Grade occupancy was lower at 88.1%



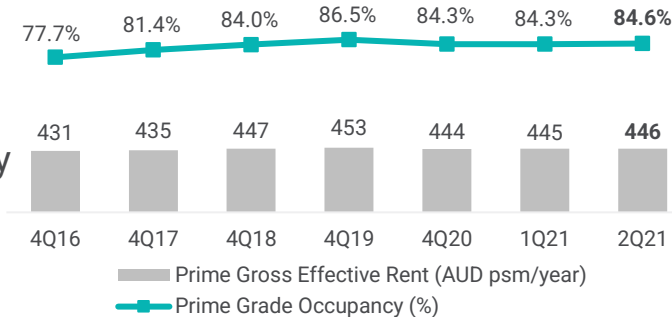
Brisbane CBD

Prime Grade occupancy was lower at 84.2%



Perth CBD

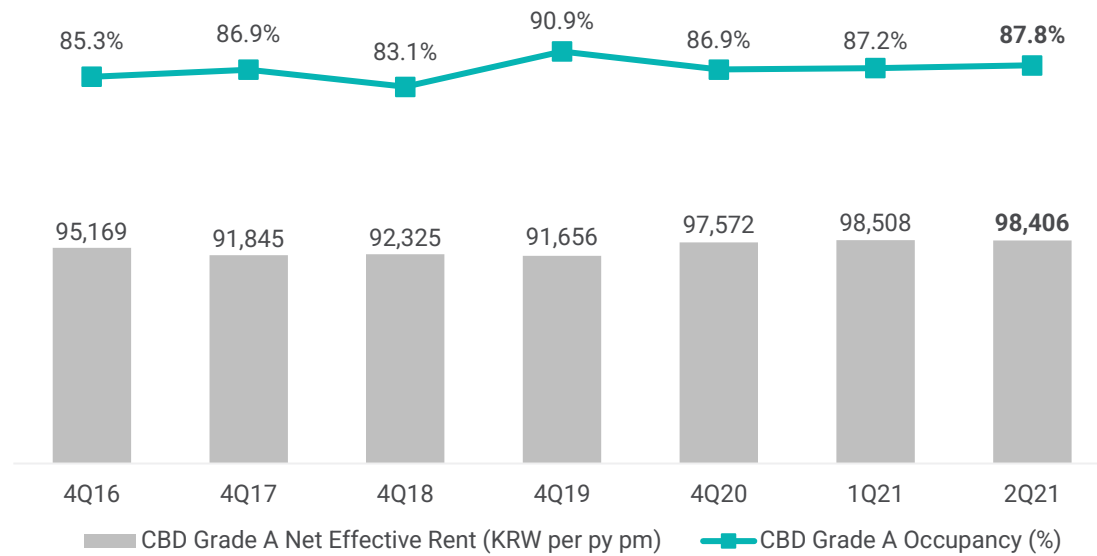
Prime Grade occupancy was higher at 84.6%



Seoul Office Market

- CBD Grade A occupancy increased to 87.8% in 2Q 2021

CBD Grade A Rent and Occupancy



Committed to Delivering Stable Income & Sustainable Returns

Portfolio Optimisation

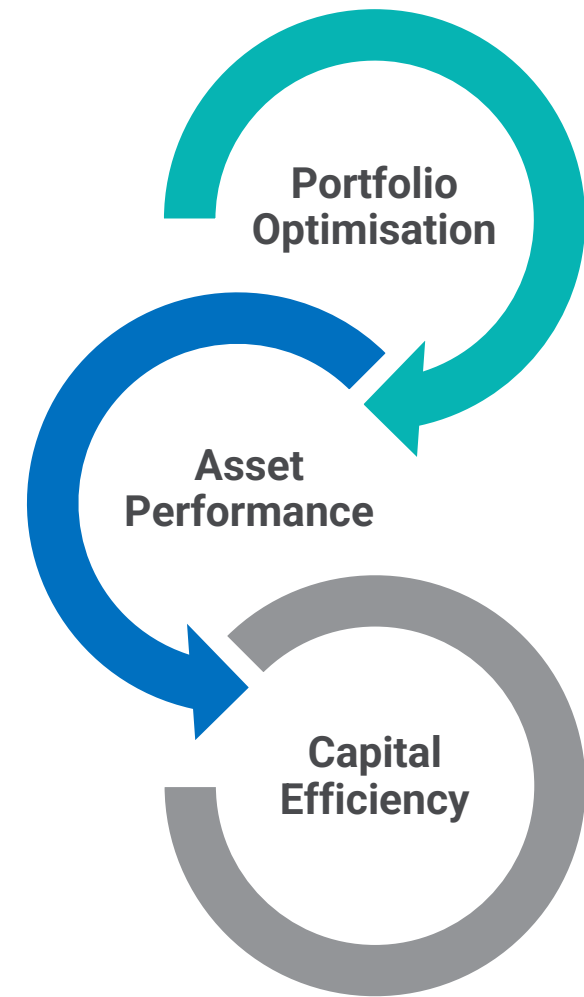
- Portfolio optimisation to improve yield, while maintaining exposure to Singapore CBD
- Hold quality assets across different markets for improved income stability and to provide more long-term growth opportunities

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



Thank You

For more information, please visit:
www.keppelreit.com

Connect with us on: 

Constituent of:



FTSE ST Large &
Mid Cap Index



GPR 250
Index Series



FTSE EPRA Nareit Global
Developed Index



MSCI Singapore
Small Cap Index



Important Notice

The past performance of Keppel REIT is not necessarily indicative of its future performance. Certain statements made in this presentation may not be based on historical information or facts and may be “forward-looking” statements due to 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 similar developments or shifts in expected levels of property rental income, changes in operating expenses, including employee wages, benefits and training, property expenses and governmental and public policy changes, and the continued availability of financing in the amounts and terms necessary to support future business.

Prospective investors and unitholders of Keppel REIT (“Unitholders”) are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of Keppel REIT Management Limited, as manager of Keppel REIT (the “Manager”) on future events. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information, or opinions contained in this presentation. None of the Manager, the trustee of Keppel REIT or any of their respective advisors, representatives or agents shall have any responsibility or liability whatsoever (for negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. The value of units in Keppel REIT (“Units”) and the income derived from them may fall as well as 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 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 Singapore Exchange Securities Trading Limited (“SGX-ST”). Listing of the Units on SGX-ST does not guarantee a liquid market for the Units.