

Second Half & Full Year 2022 Financial Results

27 January 2023

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FY 2022 Key Highlights

\$10 million of the Anniversary Distribution will be distributed in March 2023⁽¹⁾



Higher Distribution to Unitholders

\$220.9m

Up 4.1% у-о-у

Healthy Aggregate Leverage

38.4%

As at 31 Dec 2022

All-in interest rate

2.29% p.a.

Increased borrowings on fixed rate from 72% as at 30 Sep 2022 to 76% as at 31 Dec 2022



High Portfolio Occupancy

96.3%

As at 31 Dec 2022

Long Portfolio WALE

6.0 years

Top 10 tenants' WALE at 10.5 years As at 31 Dec 2022

Achieving New ESG Milestone

100%

Operational properties are green certified⁽²⁾ T Tower achieved LEED Platinum Certification

Pan-Asian Portfolio with Income Resilience

Anchored in key business districts of Singapore, Australia, South Korea and Japan



(1) As announced on 25 October 2022, to celebrate Keppel REIT's 20th anniversary, a total of \$100 million of Anniversary Distribution will be distributed over 5 years. \$20 million will be distributed annually with such distribution to be made semi-annually.

(2) Blue & William, which is currently under development, is designed to achieve the 5 Star Green Star Design and As Built Rating by the Green Building Council of Australia upon completion and the 5.5 Stars NABERS energy rating.

Sustainable and Future Ready Portfolio with ESG Excellence



T Tower, Seoul





- MSCI ESG Rating maintained at 'A'
- ISS Governance Risk Rating maintained at lowest risk level of "1" and ESG Corporate Rating maintained at "Prime" status
- Global Real Estate Sustainability Benchmark (GRESB) Green Star status; 'A' rating for Public Disclosure

ESG Indices

= 0

- iEdge SG ESG Transparency Index and ESG Leaders Index
- iEdge-UOB APAC Yield Focus Green REIT Index
- Morningstar Singapore REIT Yield Focus Index
- Solactive CarbonCare Asia Pacific Green REIT Index

Green Credentials and Green Financing

- 100% of operational properties are green certified after T Tower obtained LEED Platinum Certification. Blue & William, which is currently under development, is designed to achieve the 5 Star Green Star Design and As Built Rating by the Green Building Council of Australia upon completion and the 5.5 Stars NABERS energy rating
- All Singapore office assets have maintained BCA Green Mark Platinum certification
- NABERS energy rating for Victoria Police Centre has improved from 4.5 stars to 5 stars; Majority of the operational Australian assets achieved 5 Stars and above in the NABERS Energy rating
- **Fully powered by renewable energy:** Keppel Bay Tower, 8 Exhibition Street and Victoria Police Centre
- Carbon neutral: 8 Exhibition Street and Victoria Police Centre
- Approximately 50% of Keppel REIT's total borrowings are green

Financial Results

Pinnacle Office Park, Sydney

FY 2022 Distribution to Unitholders Increased 4.1%

- FY 2022 Distribution to Unitholders increased 4.1% year-on-year to \$220.9m, which included the first tranche of the Anniversary Distribution of \$10m⁽¹⁾
- 2H 2022 DPU grew 2.4% year-on-year to 2.95 cents; FY 2022 DPU increased 1.7% to 5.92 cents

Distribution to Unitholders (\$m)		2H 2022	2H 2021	+/(-)	FY 2022	FY 2021	+/(-)
+4.1%	Property Income ⁽²⁾	109.5m	110.8m	(1.2%)	219.3m	216.6m	+1.2%
220.9m 212.1m 2.0m	Net Property Income (NPI) Less: Attributable to Non-controlling Interests NPI Attributable to Unitholders	86.5m (8.5m) 78.0m	88.2m (8.3m) 79.9m	(1.9%) +2.7% (2.4%)	175.9m (17.0m) 158.9m	172.5m (16.7m) 155.8m	+2.0% +1.7% +2.0%
210.1m 210.9m	Interest Income ⁽³⁾	16.2m	7.7m	+109.0%	25.3m	15.6m	+61.9%
	Share of Results of Associates ⁽⁴⁾	33.2m	42.3m	(21.6%)	77.8m	89.0m	(12.6%)
FY 2021 FY 2022 Capital Gains/Anniversary Distribution	Share of Results of Joint Ventures ⁽⁵⁾	11.2m	14.2m	(20.9%)	22.9m	29.6m	(22.5%)
From Operations	Distributable income from operations	100.4m	104.4m	(3.8%)	210.9m	210.1m	0.4%
2H 2022 Distribution Timetable	Capital gains distribution	-	2.0m	N.m.	-	2.0m	N.m.
Ex-Date: Fri, 3 Feb 2023	Anniversary distribution	10.0m	-	N.m.	10.0m	-	N.m.
Record Date: Mon, 6 Feb 2023	Distribution to Unitholders	110.4m	106.4m	+3.7%	220.9m	212.1m	+4.1%
Payment Date: Wed, 1 March 2023	DPU (cents)	2.95	2.88	+2.4%	5.92	5.82	+1.7%

(1) As announced on 25 October 2022, to celebrate Keppel REIT's 20th anniversary, a total of \$100 million of Anniversary Distribution will be distributed over 5 years. \$20 million will be distributed annually with such distribution to be made semi-annually.

(2) Property income relates to income from directly-held properties including Ocean Financial Centre, 50% interest in 8 Exhibition Street office building and 100% interest in the three adjacent retail units, 50% interest in Victoria Police Centre, Pinnacle Office Park, T Tower, Keppel Bay Tower after it was acquired on 18 May 2021, KR Ginza II after it was acquired on 30 Nov 2022 and 50% interest in 275 George Street before it was divested on 30 Jul 2021.

(3) Consist mainly of interest income from advances to associates.

(4) Share of results of associates relates to Keppel REIT's one-third interests in One Raffles Quay and Marina Bay Financial Centre.

(5) Share of results of joint ventures relates to Keppel REIT's 50% interests in 8 Chifley Square and David Malcolm Justice Centre.

Healthy Balance Sheet

	As at 31 Dec 2022	As at 31 Dec 2021	+/(-)
Deposited Property ⁽¹⁾	\$9,395m	\$9,085m	+3.4%
Total Assets	\$8,881m	\$8,488m	+4.6%
Borrowings ⁽²⁾	\$3,606m	\$3,485m	+3.5%
Total Liabilities	\$3,016m	\$2,898m	+4.1%
Unitholders' Funds	\$5,119m	\$4,866m	+5.2%
Adjusted NAV per Unit ⁽³⁾	\$1.34	\$1.29	+3.9%

(1) Included interests in associates and joint ventures.

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

(3) Adjusted NAV per Unit as at 31 Dec 2022 excluded the distributions to be paid in Mar 2023 (for 2H 2022). Adjusted NAV per Unit as at 31 Dec 2021 excluded the distributions paid in Mar 2022 (for 2H 2021).



Prudent Capital Management

- Maintained a healthy aggregate leverage of 38.4%
- Increased borrowings on fixed rates from 72% as at 30 Sep 2022 to 76% as at 31 Dec 2022
- AUD, KRW and JPY denominated loans formed ~20%, ~4% and ~3% of total portfolio borrowings⁽¹⁾ respectively
- 50% of the total borrowings are maintained as sustainability-focused funding⁽¹⁾
- In Jan 2023, \$486m of loans maturing in 2023 have been refinanced

- This includes Keppel REIT's share of external borrowings accounted for at the level of associates.
- Refers to changes to SOR/SORA/BBSW for applicable loans on floating rates.
- Computed based on DPU of 5.92 cents for FY 2022. (3)

ent			As at 3	1 Dec 2022	ec 2022			
	Interest Co	overage Rati	0		3.3x			
%	All-in Inter	rest Rate			2.29% p).a.		
at	Aggregate	e Leverage			38.4%	6		
	Weighted	Average Ter	m to Matur	ity	2.7 years			
	Borrowing	s on Fixed R	ates		76%			
1)	Sensitivity	to Interest R	ates ⁽²⁾	~0.11 c	+50 bps = ~0.11 cents/~1.9% ⁽³⁾ ↓ in DPU			
Ə TMK bond 2m	156m 2023 Bank loans \$75m 7-ye	In Jan 2 loans t 22% 54m 75m 673m 2024 s ar MTN at 3.275	22% 775m 2025 5-yec (Issue \$150m	nced the me e maturity t 10% 358m 2026 ar convertible k ed in Apr 2019) n 7-year MTN	2028	486m 150m 11% 250m 2028 TMK bond		
	(Issued in /			ed in Sep 2021)				

Portfolio Review

Ocean Financial Centre, Singapore

Photo Gredit: Central Narcotics Bureau

Diversified Pan-Asian Portfolio of Prime Commercial Assets

\$9.2b portfolio of prime quality assets anchored across different markets enhance **income stability and long-term growth opportunities**



FY 2022 Portfolio Performance



Total Leases Committed ~1,829,600 sf (Attributable ~909,500 sf)

Retention Rate **78%**

(1) Based on committed attributable area.

Keppel REIT



New leasing demand and expansions from	m:
Technology, media and telecommunications	22.2%
Manufacturing and distribution	19.4%
Banking, insurance and financial services	18.8%
Real estate and property services	9.7%
Legal	8.7%
Services	4.4%
Energy, natural resources, shipping and marine	4.4%
Retail and F&B	2.2%
Accounting and consultancy services	2.1%
Others	8.1%

<u>As at 31 Dec 2022:</u>

96.3%

Portfolio committed occupancy

10.5 years

Top 10 tenants' WALE

6.0 years

Portfolio WALE

- Singapore portfolio: 2.9 years
- Australia portfolio: 12.8 years
- South Korea portfolio: 3.4 years
 - Japan portfolio: 3.2 years

Well-spread Lease Expiry Profile

- Average signing rent for Singapore office leases⁽¹⁾ concluded in FY 2022 was \$11.54 psf pm, reflecting steady demand for prime office space
- Average expiring rents of Singapore office leases⁽²⁾(psf pm): **\$11.43** in 2023, **\$11.03** in 2024 and **\$11.11** in 2025



(1) Weighted average for Ocean Financial Centre, Marina Bay Financial Centre and One Raffles Quay.

(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 422⁽¹⁾ tenants, many of which are established blue-chip corporations

Tenant Business Sector	%
Banking, insurance and financial services	27.9%
Government agency	14.8%
Technology, media and telecommunications	14.3%
Manufacturing and distribution	7.7%
Legal	7.3%
Energy, natural resources, shipping and marine	6.9%
Real estate and property services	6.6%
Accounting and consultancy services	5.1%
Services	3.2%
Retail and food & beverage	2.7%
Others	3.5%
Total	100%

 Top 10 tenants take up 39.5% of NLA and contribute 34.0% of gross rent

Top 10 Tenants





Blue & William Secured First Anchor Tenant

- Blue & William secured its first anchor tenant, Equifax, a global data, analytics and technology company
- Equifax will occupy ~4,350 sqm, ~1/3 of the building's NLA
- Blue & William on track to complete by mid-2023 and Equifax will move in from late 2023
- In negotiation with a few prospective tenants for the remaining space



Blue & William's distinct terracotta façade

Outdoor terraces that offer panoramic views of the Sydney Harbour Bridge



Increase in Singapore Portfolio Valuations

Valuation based on	30 Jun 2022	31 Dec 2022	Varian	се	31 Dec	Cap Rate
attributable interest	30 Juli 2022	51 Dec 2022	S\$	%	2022	
Ocean Financial Centre (79.9% interest)	S\$2,086.2m	S\$2,140.5m	S\$54.3m	2.6	S\$3,067psf	3.40%
Marina Bay Financial Centre	Towers 1 & 2, and MBLM⁽¹⁾: S\$1,711.0m	S\$1,757.0m	S\$46.0m	2.7	S\$3,057psf	3.30%
(33.3% interest)	Tower 3: S\$1,285.0m	S\$1,310.0m	S\$25.0m	1.9	S\$2,948psf	3.25%
One Raffles Quay (33.3% interest)	S\$1,269.0m	S\$1,282.0m	S\$13.0m	1.0	S\$2,905psf	3.50%
Keppel Bay Tower (100% interest)	S\$685.0m	S\$710.0m	S\$25.0m	3.6	S\$1,838psf	3.55%
Singapore Portfolio	S\$7,036.2m	S\$7,199.5m	S\$163.3m	2.3		



Overall Increase in Overseas Property Valuations

Valuation for Blue & William increased by 16.0% due to construction progress

Valuation based on	Local Currency	(A\$/KRW/JPY)	Variance	e	S\$ Variance		e		Сар	
Keppel REIT's interest	30 Jun 2022	31 Dec 2022	A\$/KRW/JPY	%	30 Jun 2022	31 Dec 2022	S\$	%	31 Dec 2022	Rate (%)
8 Chifley Square⁽¹⁾ (50% interest)	A\$235.0m	A\$227.5m	A\$(7.5m)	(3.2)	S\$231.5m	S\$209.2m	S\$(22.3m)	(9.6)	A\$23,534 psm	4.75
Pinnacle Office Park ⁽¹⁾ (100% interest)	A\$313.0m	A\$305.0m	A\$(8.0m)	(2.6)	S\$308.3m	S\$280.5m	S\$(27.8m)	(9.0)	A\$8,740 psm	5.38
Blue & William ^(1, 2) (100% interest)	A\$198.2m	A\$230.0m	A\$31.8m	16.0	S\$195.2m	S\$211.5m	S\$16.3m	8.3	n.a.	4.63
8 Exhibition Street ^(1, 3) (50% interest)	A\$298.6m	A\$304.7m	A\$6.1m	2.0	S\$294.2m	S\$280.2m	S\$(13.9m)	(4.7)	A\$13,436 psm	5.13(4)
Victoria Police Centre ⁽¹⁾ (50% interest)	A\$420.0m	A\$430.0m	A\$10.0m	2.4	S\$413.7m	S\$395.5m	S\$(18.3m)	(4.4)	A\$12,709 psm	4.25
David Malcolm Justice Centre ⁽¹⁾ (50% interest)	A\$237.5m	A\$241.0m	A\$3.5m	1.5	S\$234.0m	S\$221.6m	S\$(12.3m)	(5.3)	A\$15,461 psm	5.50
Australia Portfolio	A\$1,702.3m	A\$1,738.2m	A\$35.9m	2.1	S\$1,676.9m	S\$1,598.6m	S\$(78.3m)	(4.7)		
T Tower⁽⁵⁾ (99.4% interest)	KRW 274.6b	KRW 275.9b	KRW 1.3b	0.5	S\$304.5m	S\$286.4m	S\$(18.2m)	(6.0)	KRW 22.1m/py	3.90
KR Ginza II ⁽⁶⁾ (98.5% interest)	n.a.	JPY 9.0b	n.a.	n.a.	n.a.	S\$88.3m	n.a.	n.a.	JPY 2.7m psm	2.70
Total Portfolio					S\$9,017.6m	S\$9,172.8m	S\$155.1m	1.7		
Due to rounding to the nearest 1 decimal place, numbers in the table may not add up. (4) Refers to Keppel REIT's 50% interest in the office building. (1) Based on the exchange rates of A\$1=S\$0.9851 as at 30 Jun 2022 and A\$1=S\$0.9197 as at 31 Dec (5) Based on the exchange rates of KRW 1,000 = S\$1.038 as at 31 Dec										

2022.

Based on the exchange rates of A\$1=S\$0.9851 as at 30 Jun 2022 and A\$1=S\$0.9197 as at 31 Dec 2022.

(2) Under development and based on "as-is" valuation as at 30 Jun 2022 and 31 Dec 2022.

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

(6) Based on the exchange rate of |PY| 100 = S\$0.9849 as at 31 Dec 2022.

Advancing ESG Agenda





Market Review

Marina Bay Financial Centre, Singapore

Singapore Office Market

 Average core CBD Grade A office rents increased to \$11.70 psf pm and average occupancy in core CBD maintained at 94.7% in 4Q 2022

95.8% 93.8% 94.8% 95.8% 93.8% 93.3% 93.8% 93.6% 94.8% 94.7% \$10.40 \$10.80 \$10.95 \$11.30 \$11.60 **\$11.70** \$10.80 ^{\$11.55} \$9.10 \$9.40 Dec Dec Dec Dec Mar Sep Dec Dec lun Dec 2017 2019 2016 2018 2020 2021 2022 2022 2022 2022

Grade A Rent and Core CBD Occupancy





(eppel REIT

Demand and Supply (million sf)



- (1) Based on URA data on historical net demand and supply of office space in Downtown Core and Rest of Central Area as at 3Q 2022. 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





Seoul Office Market

CBD Grade A occupancy increased to 97.0% in 4Q 2022



CBD Grade A Rent and Occupancy





Tokyo Office Market

 Occupancies for both Grade A and Grade B office in Tokyo central 5 wards increased to 96.3% in 4Q 2022



REIT

Additional Information

Keppel Bay Tower, Singapore



Committed to Delivering Stable Income & Sustainable Returns

Portfolio Optimisation

- Improve yield by enhancing Keppel REIT's portfolio of quality assets through strategic acquisitions and divestments
- Provide income stability and long-term capital appreciation of portfolio, anchored by prime CBD assets in Singapore and across different markets

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



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Well-Executed Portfolio Optimisation Strategy



Expanded footprint

To Distribute an Additional \$100m Over the Next Five Years to Celebrate Keppel REIT's 20th Listing Anniversary in 2026

- Accumulated capital gains through successful execution of portfolio optimisation since listing in 2006
- To celebrate Keppel REIT's 20th anniversary in 2026, we will distribute \$100m of Anniversary Distribution out of accumulated capital gains as an appreciation to Unitholders for their support
- Distribute \$20m annually, such distributions to be made semi-annually
- Keppel REIT will continue to drive its portfolio optimisation strategy to create value and deliver sustainable total returns to Unitholders



Attributable NPI by Property

Singapore

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Proakdown of Attributable		FY 2022 \$'000	%	FY 2021 \$'000	%
Breakdown of Attributable NPI by Geography	Ocean Financial Centre	67,127	21.2	65,965	20.8
(For FY 2022)	Marina Bay Financial Centre	92,977	29.4	94,133	29.6
	One Raffles Quay	39,587	12.5	35,453	11.2
71.7%	Keppel Bay Tower ⁽¹⁾	27,194	8.6	16,493	5.2
	8 Chifley Square	6,652	2.1	12,449	3.9
	Pinnacle Office Park ⁽²⁾	15,083	4.8	16,958	5.3
	8 Exhibition Street	11,976	3.8	11,602	3.7
24.5%	Victoria Police Centre	27,165	8.6	28,421	8.9
3.8%	275 George Street ⁽³⁾	-	-	5,517	1.7
	David Malcolm Justice Centre	16,257	5.2	17,141	5.4
Singapore 📮 Australia 📮 South Korea	T Tower	12,058	3.8	13,569	4.3
	KR Ginza II ⁽⁴⁾	64	n.m.	-	-
	Total	316,140	100.0	317,701	100.0

(1) Acquired on 18 May 2021. Includes rental support of \$1.7mil for FY 2022 and \$0.7mil for FY 2021.

Includes rental support of \$1.9mil for FY 2021. (2)

Divested on 30 July 2021. (3)

Acquired on 30 November 2022. (4)

Portfolio Information: Singapore

<u>As at</u> <u>31 Dec 2022</u>	Ocean Financial Centre	Marina Bay Financial Centre ⁽⁴⁾	One Raffles Quay	Keppel Bay Tower
Attributable NLA	697,855 sf	1,019,159 sf	441,496 sf	386,223 sf
Ownership	79.9%	33.3%	33.3%	100.0%
Principal tenants ⁽¹⁾	BNP Paribas, Drew & Napier, The Executive Centre	DBS Bank, Standard Chartered Bank, HSBC	TikTok, Deutsche Bank, Ernst & Young	Keppel Group, Pacific Refreshments, BMW Asia
Tenure	99 years expiring 13 Dec 2110	99 years expiring 10 Oct 2104 ⁽⁵⁾ and 7 Mar 2106 ⁽⁶⁾	99 years expiring 12 Jun 2100	99 years expiring 30 Sep 2096
Purchase price (on acquisition)	S\$1,838.6m ⁽³⁾	S\$1,426.8m ⁽⁵⁾ S\$1,248.0m ⁽⁶⁾	S\$941.5m	S\$657.2m
Valuation ⁽²⁾	S\$2,140.5m	S\$1,757.0m ⁽⁵⁾ S\$1,310.0m ⁽⁶⁾	S\$1,282.0m	S\$710.0m
Capitalisation rates	3.40%	3.30% ⁽⁵⁾ ; 3.25% ⁽⁶⁾	3.50%	3.55%

(1) On committed gross rent basis.

(2) Valuation as at 31 Dec 2022 based on Keppel REIT's interest in the respective properties.

(3) Based on Keppel REIT's 79.9% of the historical purchase price.

(4) Comprises Marina Bay Financial Centre (MBFC) Towers 1, 2 and 3 and Marina Bay Link Mall (MBLM).

(5) Refers to MBFC Towers 1 and 2 and MBLM.

(6) Refers to MBFC Tower 3.

Keppel REIT

Portfolio Information: Australia, South Korea & Japan

<u>As at</u> <u>31 Dec 2022</u>	8 Chifley Square, Sydney	Pinnacle Office Park, Sydney	Blue & William ⁽³⁾ , Sydney (Under Development)	8 Exhibition Street ⁽⁴⁾ , Melbourne	Victoria Police Centre, Melbourne	David Malcolm Justice Centre, Perth	T Tower, Seoul	KR Ginza II, Tokyo
Attributable NLA	104,055 sf	375,640 sf	152,666 sf	244,600 sf	364,180 sf	167,784 sf	226,949 sf	36,324 sf
Ownership	50.0%	100.0%	100.0%	50.0%	50.0%	50.0%	99.4%	98.5%
Principal tenants ⁽¹⁾	Corrs Chambers Westgarth, QBE Insurance, NSW Business Chamber	Aristocrat Technologies, Konica Minolta, Coles Supermarkets	Pending Practical Completion	Ernst & Young, Amazon, Minister for Finance – State of Victoria	Minister for Finance – State of Victoria	Minister for Works – Government of Western Australia	Hankook Corporation, Philips Korea, SK Communications	Netyear Group Corporation
Tenure	99 years expiring 5 Apr 2105	Freehold	Freehold	Freehold	Freehold	99 years expiring 30 Aug 2114	Freehold	Freehold
Purchase price (on acquisition)	A\$165.0m S\$197.8m	A\$306.0m S\$289.9m	A\$327.7m S\$322.2m	A\$168.8m S\$201.3m ⁽⁴⁾	A\$347.8m S\$350.1m	A\$165.0m S\$208.1m	KRW252.6b S\$292.0m	JPY 8.83b S\$84.4m
Valuation ⁽²⁾	A\$227.5m S\$209.2m	A\$305.0m S\$280.5m	A\$230.0m ⁽³⁾ S\$211.5m	A\$304.7m S\$280.2m ⁽⁴⁾	A\$430.0m S\$395.5m	A\$241.0m S\$221.6m	KRW275.9b S\$286.4m	JPY 9.0b S\$88.3m
Capitalisation rates	4.75%	5.38%	4.63%	5.13% ⁽⁵⁾	4.25%	5.50%	3.90%	2.70%

(1) On committed gross rent basis.

(2) Valuation as at 31 Dec 2022 based on Keppel REIT's interest in the respective properties and the exchange rates of A\$1 = S\$0.9197, KRW 1,000 = S\$1.1038 and JPY 100 = S\$0.9849

Keppel REIT

- (3) Under development and based on "as-is" valuation as at 31 Dec 2022.
- (4) Keppel REIT owns a 50% interest in the 8 Exhibition Street office building and a 100% interest in the three adjacent retail units.

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

Thank you

Blue & William, Sydney Artist Impression

