

### **FINANCIAL RESULTS**

from 1 January to 30 September 2007

10 October 2007



### K-REITasía

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### **Highlights**

Financial Results (1 Jan to 30 Sept 2007)

- Net profit of \$11.8m, up 46.6% from YTD Sept 2006
- Distribution Per Unit (DPU) of 6.14 cents (8.21 cents annualised)
- 99.6% committed occupancy as at 30 Sept 2007
- Total return of 10.1% (1) for YTD 3Q2007 and 169% since listing (2)
- Based on unit price appreciation from closing prices of \$2.50 on 29 Dec 2006 to \$2.69 on 28 Sept 2007 and DPU of 6.14 cents for 1 Jan 2007 to 30 Sept 2007
   Based on unit price appreciation from first day opening price of \$1.04 on 28 Apr 2006 to closing price of \$2.69 on 28 Sept 2007 and DPU of 10.77 cents for 26 Apr 2006 to 30 Sept 2007

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Financial Results



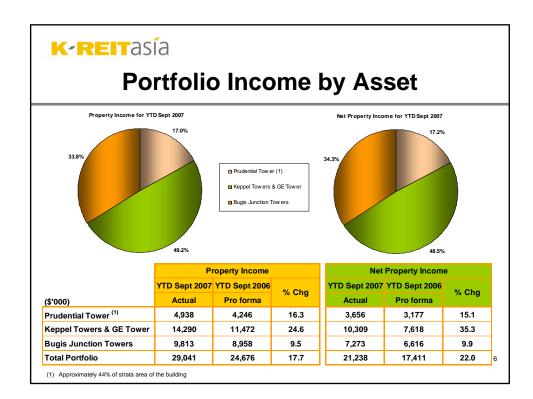
### **Earnings Continued to Outperform**

■ Distributable income outperforms by **34.8%** to reach **\$14.9m** for YTD Sept 2007

	YTD Sept 2007	YTD Sept 2006	% Chq	3Q2007	3Q2006	% Chg
(\$'000)	Actual	Pro forma (1)	% City	Actual	Actual	
Property Income	29,041	24,676	17.7	10,323	8,769	17.7
Property Expenses	(7,803)	(7,265)	7.4	(2,830)	(2,507)	12.9
Net Property Income	21,238	17,411	22.0	7,493	6,262	19.7
Non-Property Expenses	(9,468)	(9,383)	0.9	(3,330)	(3,117)	6.8
Net Profit	11,770	8,028	46.6	4,163	3,145	32.4
Revaluation of Investment Properties	137,964	-	nm	137,964	-	nm
Net Profit After Revaluation	149,734	8,028	1,765.1	142,127	3,145	4,419.1
Distributable Income to Unitholders	14,892	11,051	34.8	5,411	4,121	31.3

<sup>(1)</sup> As K-REIT Asia has no income and expenses for period prior to 26 April 2006, the comparative figures have been compiled based on (i) unaudited financial statements of Mansfield Realty Ltd, Keppel Land (Tower D) Pte Ltd and BCH Office Investment Pte Ltd for the period of 1 January 2006 to 25 April 2006 after making certain assumptions and adjustments; and (ii) actual results of K-REIT Asia from 26 April 2006 to 30 Sent 2006

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### **DPU Outperforms**

- 3Q2007 DPU of **2.23 cents**, outperforms 3Q2006 by **30.4%**
- DPU of 6.14 cents for YTD Sept 2007 (annualised at 8.21 cents)

	YTD Sept 2007	3Q2007	3Q2006
DPU	6.14 ¢	2.23 ¢	1.71¢
Annualised DPU	8.21 ¢	8.85 ¢	6.78¢
Distribution Yield (1)	3.05%	3.29%	2.52%

(1) Based on closing price of \$2.69 on 28 Sept 2007



# **Capital Management**

- Minimal interest rate exposure
  - > 100% fixed until May 2011
- Gearing improves significantly to 22.9%

	As At			
	30-Sep-07	30-Jun-07	31-Mar-07	31-Dec-06
Borrowings	\$190.1m	\$190.1m	\$190.1m	\$190.1m
Gearing <sup>(1)</sup>	22.9%	27.3%	27.5%	27.4%
Interest Coverage Ratio (2)	3.2 times	3.3 times	3.0 times	2.7 times
All-in Interest Rate (3)	4.06%	4.06%	4.06%	4.06%
Weighted Average Term to Expiry	3.7 years	3.9 years	4.1 years	4.3 years

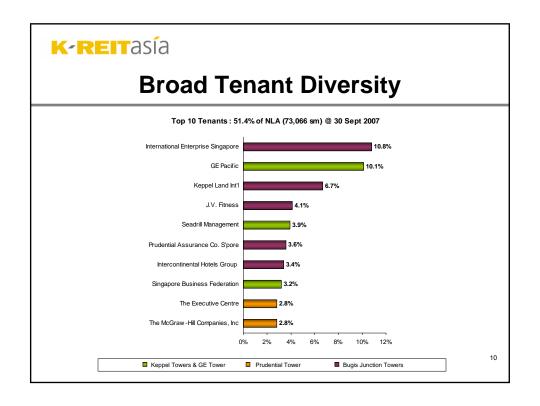
Gearing = Borrowings / total assets

Interest coverage ratio = YTO profit before interest and tax / net interest

All-in interest rate for 5-year term loans includes amortisation of upfront debt arrangement expenses of approximately \$1.2m



# Portfolio Performance





# **Strong Trade Sector Mix**

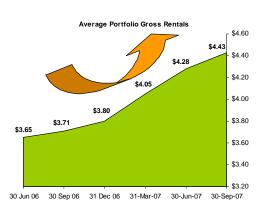
- Diverse tenant base
  - > A total of **94** tenants from various industries
    - Financial and business services
    - Hospitality
    - Government agencies
    - Pharmaceuticals and healthcare
    - IT services and consultancy
- Risk diversification
  - Top tenant by NLA contributes less than 15% of gross rental revenue

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# **Further Appreciation in Portfolio Rents**

- Average portfolio gross rent up 16.6% from end-2006
- Uptrend in rental rates remains intact

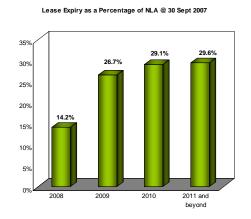


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### **Positive Rent Reversions**

- About 70% of NLA due for renewal from 2008 to 2010
- Positive rent reversions on sustained demand for prime office space

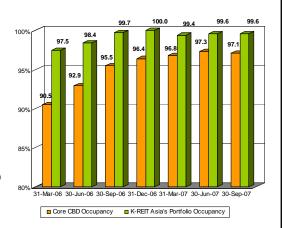


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# **Strong Occupancy Rates**

 Committed occupancy remains strong at 99.6%, higher than Core CBD and Fringe CBD occupancy of 97.1% and 96.5% respectively (Source: CBRE)



1.



# Proposed Acquisition of One-third Interest in One Raffles Quay

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### **Significant Maiden Acquisition**

- Proposed acquisition of Keppel Land's one-third stake in One Raffles Quay (ORQ) for about \$941.5m
- Significant maiden acquisition (1)
  - > Asset size more than doubles from \$815m to \$1.76 bn
  - > Portfolio net lettable area grows from 0.79m sf to 1.23m sf
  - > Expected to be yield-accretive
- Acquisition will strengthen K-REIT Asia's position as an office-focused commercial REIT

(1) Acquisition is subject to unitholders' approval at EGM scheduled on 11 Oct 2007



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Market Review and Outlook



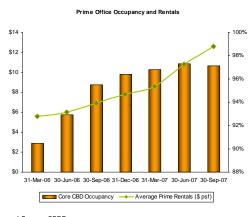
# **Strong Demand for Quality Space**

- Robust Singapore economy
  - > Government revised upwards 2007 GDP growth forecast to 7 - 8% from 5 - 7% previously
- Strong growth in financial services sector
- More broad-based demand from shipping, energy, trading, legal and IT sectors
- Rental and occupancy rates supported by continued demand for prime office space

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### **Upward Trend in Office Rents**

- Rents supported by sustained office demand arising from economic growth
- Average prime rents up from \$10.80 psf in 2Q2007 to **\$12.60** psf in 3Q2007 \*



\* Source : CBRE



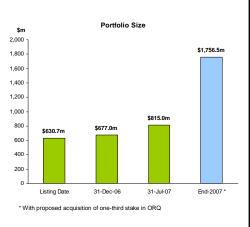
# Going Forward

#### K-REITasía **Growth Strategy** Achieve better returns through **Organic** proactive management and active Growth leasing of properties Seek growth acquisitions in **Acquisition** Singapore and overseas that will Growth potentially value-add to the portfolio **Identify asset enhancement** Asset initiatives to better meet the needs of **Enhancement** tenants and increase asset value 22



### **A Pan-Asian Commercial REIT**

- Target portfolio size of \$2 bn within reach
- Grow portfolio by identifying and pursuing quality commercial assets in Singapore and other Asian growth cities
- Ride on different market cycles to allow for risk diversification across countries



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Additional Information



# **Total Return Outperforms Major Indices**

■ Total return of 169% since listing (1)



Based on unit price appreciation from first day opening price of \$1.04 on 28 Apr 2006 to closing price of \$2.69 on 28 Sept 2007 and total DPU of 10.77 cents from 26 Apr 2006 to 30 Sept 2007

Source : Bloomberg as at 28 Sept 2007

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# **Property Portfolio**

	Prudential Tower <sup>(1)</sup>	Keppel Towers	GE Tower	Bugis Junction Towers	
Net Lettable Area (sm)	10,074	40,	002	22,990	
Car Park Lots		288		-	
Number of Tenants	14	68		12	
Principal Tenants	McGraw-Hill Companies The Executive Centre KBC Bank N.V.	GE Pacific Seadrill Management Singapore Business Federation		IE Singapore J.V. Fitness Prudential Assurance Co.	
Title	Leasehold estate of 99 years expiring 14 Jan 2095	Estate in fee simple		Leasehold estate of 99 years expiring 9 Sep 2089	
Valuation <sup>(2)</sup>	\$152 million	\$444 million		\$219 million	
		99.3%			

(1) Approximately 44% of strata area of the building (2) Valuation as at 31 July 2007 by Colliers International



# **Snapshot of K-REIT Asia**

Manager	K-REIT Asia Management Limited	
Property Portfolio	Four quality office buildings valued at \$815 million	
Listing and Trading Date	28 Apr 2006 on Singapore Stock Exchange	
Market Capitalisation	\$718.4 million (as at 9 Oct 2007) (1)	
Unit Price	\$2.96 (closing price on 9 Oct 2007)	
Total No. of Units	242,698,853 <sup>(2)</sup>	
Free Float	28% (as at 9 Oct 2007) (3)	

- (1) Based on closing price of \$2.96 and 242,698,853 units issued as at 9 Oct 2007 (2) Includes issue of new units in payment of management fees (3) Excludes total unitholding of about 72% held by Keppel Land and Keppel Corporation

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## Thank You

Important Notice

The value of units in K-REIT Asia ("Units") and the income 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 altest it is intended that United loss may only deal in their Units through trading on the BSCK-ST Listing of the Units on the SGK-ST does not guarantee a liquid market for the Units. The past performance of K-REIT Asia is not necessarily indicative of its future performance. This release may contain 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, competition from similar developments, 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. Investors are cautioned not to place undue reliance on these forward-looking statements, which are based on the Manager's current view on future events.