

# **INVESTOR MEETINGS**

11 July 2008



## K-REITasía

## **Contents**

- Overview
- Diversified and Resilient Portfolio
- Market Outlook
- Going Forward
- Additional Information



#### **Overview of K-REIT Asia**

- Commercial REIT with Pan-Asian mandate
- Portfolio of 5 quality office assets producing steady and sustainable returns
  - Assets under management<sup>(1)</sup>: S\$2,102 million
  - Net lettable area: 114,425 sm or 1,231,673 sf

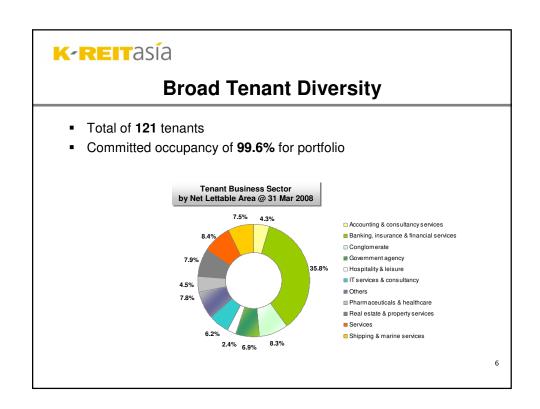
Prudential Tower(2) **Keppel Towers** One Raffles Quay **Bugis Junction** & GE Tower Towers : 10,074 sm : 40,002 sm : 22,990 sm : 41,359 sm<sup>(3)</sup> Valuation : \$303m (\$1,224 psf) :\$227m (\$2,093 psf) Valuation : \$580m (\$1,347 psf) Valuation : \$992m<sup>(3)</sup> (\$2,228 psf) Valuation Occupancy: 100%(4) Occupancy: 99.2%(4) Occupancy: 99.2%(4 Occupancy: 100%(4)

- Based on valuation as at 10 December 2007 K-REIT Asia owns approximately 44% of the strata area of the building Based on K-REIT Asia's one-third interest of One Raffles Quay Pte Ltd Committed occupancy as at 31 March 2008

3

#### **K-REIT**asía **Rising DPU Yields** FY2008 forecast DPU yield of 5.58% Annualised DPU Post-Rights Issue Forecast 2.14 1.77 2Q 2007 1Q 4Q FY2008 FY2006 FY2007 FY2008 Forecast<sup>(1)</sup> Distribution Per Unit (DPU) 6.76 ¢<sup>(2)</sup> 8.82¢ Distribution Yield (3) 2.70% 4.14% 5.58% Based on the forecast in K-REIT Asia's Circular dated 9 April 2008 for the renounceable rights issue Annualised DPU; K-REIT Asia made its trading debut on 28 April 2006 Based on K-REIT Asia's closing unit prices of \$1.35 as at 10 July 2008 for FY2008 yield, \$2.13 as at 31 December 2007 for FY2007 yield and \$2.50 as at 29 December 2006

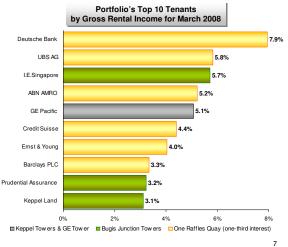




#### K-REITasía

## **Blue-chip Tenants on Long Leases**

- Top 10 tenants account for 47.9% of monthly gross rental income
- Weighted average lease term of 6.2 years
  - Enhances stability of rental income



#### **K-REIT**asía

#### Portfolio Lease Expiry & Rent Review Profiles

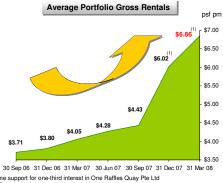
- Positive rent reversions expected due to limited prime office space
  - ➤ About **42.2%** of NLA due for lease expiry from 2008 to 2010
  - About 20.2% of NLA due for rent review from 2008 to 2010



#### K-REITasía

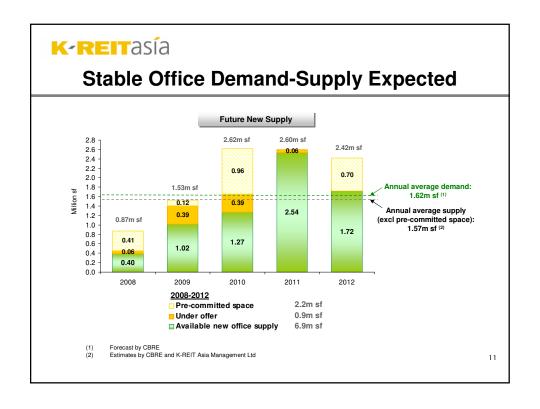
## **Rents Expected to Trend Upwards**

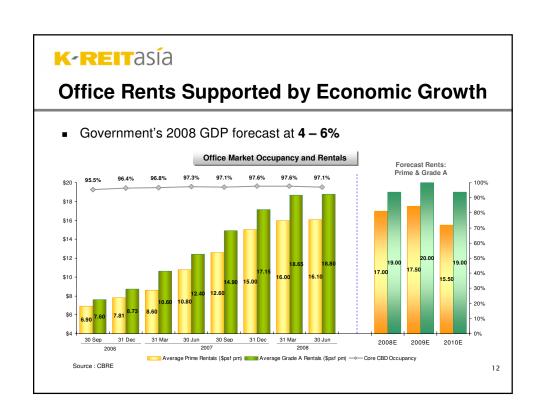
- Average gross rent of portfolio at \$6.86 psf in March 2008
  - ➤ **Up 69%** year-on-year and **14%** from end-2007
  - ➤ Relatively lower than average prime office rental of \$16.10 psf<sup>(2)</sup> in 2Q 2008



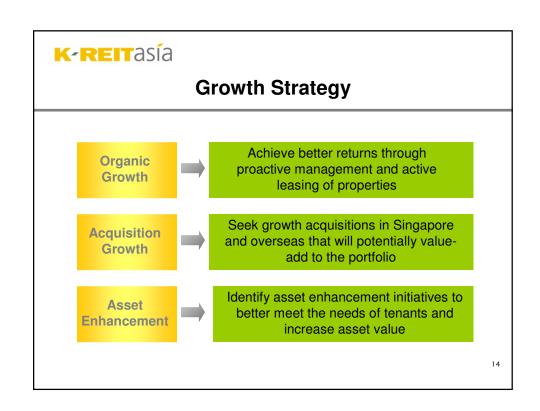
(1) Includes income support for one-third interest in One Raffles Quay Pte Ltd
(2) Source: CBRE











#### K-REITasía

#### **Leveraging on Key Strengths**

- Pan-Asian office-focused S-REIT
- **/**

Quality assets and tenants

**/** 

Stable income stream

**/** 

Positive rental reversions

**/** 

Sponsor's strong support

**/** 

15

#### **K-REIT**asía

## **Building on Track Record**

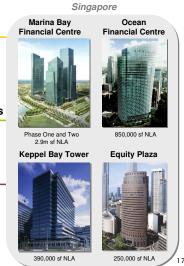
- Grow portfolio by identifying and pursuing quality commercial assets in Singapore and other Asian growth cities
- Ride on different market cycles to allow for risk diversification across countries





#### **Strong Keppel Land Sponsorship**

- 1 Leading development expertise
  - Leading property developer in Asia
  - Currently has 5.2m sf NLA of prime office space in Singapore, including 3.8m sf under development in CBD and New Downtown, with joint venture partners
- Strong alignment with K-REIT Asia's Unitholders
  - ♦ ~44% anchor stake in K-REIT Asia
  - Growing fund management platform
- Established property management expertise
  - Sizeable economies of scale
  - · Effective marketing and asset management





#### **Strong Keppel Land Sponsorship**

- Pan-Asian platform and network

   Strong network in 10 major cities across Asia
  - Currently has 1.7m sf NLA of prime office space overseas, with joint venture partners
  - Competitive edge in sourcing and pursuing pan-Asian acquisition opportunities

Vietnam
Saigon Centre, Ho Chi Minh City



Wisma BCA, Jakarta







#### K-REITasía **Snapshot of K-REIT Asia** Manager K-REIT Asia Management Limited **Property Portfolio** 5 quality commercial office assets valued at \$2.1 bil $^{(1)}$ **Listing Date** 28 Apr 2006 on Singapore Stock Exchange **Market Capitalisation** \$874 million (2) \$1.35 (2) **Unit Price** 647,157,086 (2) Number of units in issue 24.9% (2)(3) **Free Float** Aggregate Leverage 27.7% Valuation as at 10 December 2007 As at 10 July 2008 Excludes stakes of about 43.6% held by Keppel Land and 31.5% held by Keppel Corporation





#### **Distributable Income on Upward Trend**

Actual	Actual		Actual	Pro forma (1)	
1Q2008	1Q2007	% Chg	FY2007	FY2006	% Chg
11,506	8,866	29.8	40,069	33,778	18.6
(2,365)	(2,404)	(1.6)	(11,807)	(10,153)	16.3
9,141	6,462	41.5	28,262	23,625	19.6
11,009	116	nm	2,632	236	nm
(17,841)	(3,130)	nm	(18,205)	(12,665)	43.7
2,309	3,448	(33.0)	12,689	11,196	13.3
-	-	nm	432,964	-	nm
(1,012)	-	nm	(163)	-	nm
1,297	3,448	(62.4)	445,490	11,196	nm
11,405	4,289	165.9	21,812	15,307	42.5
4.60	1.77	159.9	8.82	4.63(4)	nm
	1Q2008 11,506 (2,365) 9,141 11,009 (17,841) 2,309 - (1,012) 1,297 11,405	1Q2008         1Q2007           11,506         8,866           (2,365)         (2,404)           9,141         6,462           11,009         116           (17,841)         (3,130)           2,309         3,448           -         -           (1,012)         -           1,297         3,448           11,405         4,289	1Q2008         1Q2007         % Chg           11,506         8,866         29.8           (2,365)         (2,404)         (1.6)           9,141         6,462         41.5           11,009         116         nm           (17,841)         (3,130)         nm           2,309         3,448         (33.0)           -         -         nm           (1,012)         -         nm           1,297         3,448         (62.4)           11,405         4,289         165.9	1Q2008         1Q2007         % Chg         FY2007           11,506         8,866         29.8         40,069           (2,365)         (2,404)         (1.6)         (11,807)           9,141         6,462         41.5         28,262           11,009         116         nm         2,632           (17,841)         (3,130)         nm         (18,205)           2,309         3,448         (33.0)         12,689           -         -         nm         432,964           (1,012)         -         nm         (163)           1,297         3,448         (62.4)         445,490           11,405         4,289         165.9         21,812	1Q2008         1Q2007         % Chg         FY2007         FY2006           11,506         8,866         29.8         40,069         33,778           (2,365)         (2,404)         (1.6)         (11,807)         (10,153)           9,141         6,462         41.5         28,262         23,625           11,009         116         nm         2,632         236           (17,841)         (3,130)         nm         (18,205)         (12,665)           2,309         3,448         (33.0)         12,689         11,196           -         -         nm         432,964         -           (1,012)         -         nm         (163)         -           1,297         3,448         (62.4)         445,490         11,196           11,405         4,289         165.9         21,812         15,307

- Based on (i) unaudited financial statements of Mansfield Realty Ltd, Keppel Tower (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) the actual results of K-REIT Asia from 26 April 2006 to 31 December 2006

  Comprises (a) share of results of associated company for K-REIT Asia's one-third interest in One Raffles Quay Pte Ltd (b) income support and (c) interest income

  Comprises (a) amortisation of income support (b) borrowing costs (c) Manager's management fees and (d) trust expenses

  K-REIT Asia's actual DPU for the period 26 Apr 2006 to 31 Dec 2006 was 4.63 cents per unit, equivalent to annualised 6.76 cents per unit

23



## **Income Contribution by Assets**

(01000)	Actual	Actual	~ ~	Actual	Pro forma	۰, ۵,
(\$'000)	1Q2008	1Q2007	% Chg	FY2007	FY2006	% Chg
Prudential Tower	1,832	1,283	42.8	5,037	4,395	14.6
Keppel Towers and GE Tower	4,678	2,863	63.4	13,741	10,598	29.7
Bugis Junction Towers	2,631	2,316	13.6	9,484	8,632	9.9
Total net property income for initial properties	9,141	6,462	41.5	28,262	23,625	19.6
Income support	6,145	-	nm	1,080	-	nm
Interest income	2,845	-	nm	690	-	nm
Dividend income	1,898	-	nm	1,000	-	nm
Total income from 1/3 interest in ORQPL	10,888	-	nm	2,770	-	nm
Total income contribution	20,029	6,462	210.0	31,032	23,625	31.4



#### **Balance Sheet**

- NAV per unit: about \$2.29 post-Rights Issue (1)
- Debt Profile, post-Rights Issue:
  - Fixed-rate mortgage loans of \$190m: 4.06% p.a. until May 2011
  - > Fixed-rate bridging loan of \$391m: 2.28% p.a. maturing in Sep 2008

Post-Rights Issue Pre-Rights Issue

	Pro forma		
(\$million)	31 Mar 2008	31 Mar 2008	31 Dec 2007
Non-current Assets	2,055.0	2,055.0	2,061.8
Total Assets	2,082.7	2,081.7	2,088.1
Borrowings (2)	580.6	1,131.3	1,131.3
Total Liabilities	606.3	1,157.0	1,154.3
Unitholders' Funds	1,476.4	924.6	933.8
Net Asset Value Per Unit	\$2.29	\$3.73	\$3.78

- Based on the pro forma NAV per unit stated in the Circular dated 9 April 2008 Borrowings are stated net of unamortised upfront debt arrangement expenses of approximately \$1.2 million for the 5-year term loans of \$190 million

  Assuming distribution income has been paid out to Unitholders

25



#### **Prudential Tower Property**

- 30-storey Grade-A building
- Located at Raffles Place, within a 5-minute walk from MRT station
- 44.4% of building's strata area owned by K-REIT Asia
- Winner of prestigious office/ industrial category of the FIABCI Prix d'excellence 2003 Awards

Key Property Information	
Net Lettable Area	10,074 sm (108,439 sf)
Tenure	99 years expiring 14 January 2095
Committed Occupancy	100%, as at 31 Mar 2008
Purchase price (on acquisition)	\$117.7 million
Valuation (as at 10 Dec 2007)	\$227 million (\$2,093 psf)
Number of Tenants	13
Number of car park lots	181
Principal Tenants	KBC Bank N.V. McGraw-Hill Companies The Executive Centre





## **Keppel Towers & GE Tower**

- Keppel Towers: 27-storey office building
- GE Tower: 13-storey office building, within a five-minute walk from MRT station
- Located in the Tanjong Pagar vicinity

<b>Key Property Information</b>	
Net Lettable Area	40,002 sm (430,582 sf)
Tenure	Estate in fee simple
Committed Occupancy	99.2%, as at 31 Mar 2008
Purchase price (on acquisition)	\$353.3 million
Valuation (as at 10 Dec 2007)	\$580 million (\$1,347 psf)
Number of Tenants	68
Number of car park lots	288
Principal Tenants	GE Pacific Seadrill Management Singapore Business Federation



27

## K-REITasía

# **Bugis Junction Towers**

- 15-storey office tower located along Victoria Street,
- Directly linked to Bugis MRT station
- Part of an integrated development known as Bugis Junction with a popular retail mall and the five-star InterContinental Singapore hotel

Key Property Information	
Net Lettable Area	22,990 sm (247,464 sf)
Tenure	99 years expiring 9 Sep 2089
Committed Occupancy	99.2%, as at 31 Mar 2008
Purchase price (on acquisition)	\$159.5 million
Valuation (as at 10 Dec 2007)	\$303.0 million (\$1,224 psf)
Number of Tenants	9
Number of car park lots	648 (for the entire integrated development)
Principal Tenants	IE Singapore J.V. Fitness Prudential Assurance Co





# **One Raffles Quay**

- Strategically located at Marina Bay and gateway to Singapore's new business and financial district
- One of the largest office developments with a 50storey North Tower and a 29-storey South Tower
- Direct underground link to Raffles Place MRT station

Key Property Information	
Net Lettable Area (1)	41,359 sm (445,188 sf)
Tenure	99 years expiring 12 Jun 2100
Committed Occupancy	99.2%, as at 31 Mar 2008
Purchase price (on acquisition)(1)	\$941.5 million
Valuation (as at 10 Dec 2007) <sup>(1)</sup>	\$992.0 million (\$2,228 psf)
Number of Tenants	31
Number of car park lots	713
Principal Tenants	ABN Amro Deutsche Bank UBS



) The information shown is related to K-REIT Asia's one-third interest in One Raffles Quay Pte Ltd and not as a whole interest