

Full Year 2013 Financial Results 20 January 2014





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Keppel REIT



Portfolio of **ten** quality commercial Grade A office assets, tenanted to established corporate tenants well-diversified across various business sectors

Premium office buildings located in the prime CBDs of Singapore and Australia, both countries with AAA sovereign ratings

88% of portfolio in Singapore and 12% in Australia

Total portfolio value of more than **\$7.2 billion**

Total NLA of approximately **3.1m sf** as at 31 December 2013

Market capitalisation of **\$3.3 billion**¹ as at 31 December 2013

Strong sponsorship by Keppel Land Limited

¹ Based on market closing unit price of \$1.185 on 31 December 2013.

Ocean Financial Centre,

Singapore

Premium office buildings located in the **prime CBDs** of Singapore and Australia



Singapore Properties



Ocean Financial Centre (99.9% interest)

Marina Bay Financial Centre Phase 1 (33.3% interest) One Raffles Quay (33.3% interest)

Prudential Tower (92.8% interest) **Bugis Junction Towers**



8 Chifley Square (50% interest), Sydney 77 King Street Office Tower, Sydney **8 Exhibition Street** (50% interest), Melbourne **275 George Street** (50% interest), Brisbane

Old Treasury Building Office Tower (50% interest), Perth * *Expected to be completed in 2H 2015* 5

Milestones in 2013



1Q 2013

- ✓ Completed acquisition of Old Treasury Building in Perth
- ✓ Keppel REIT's free float increased to 28.3%
- ✓ Secured refinancing of all loans due in 2013

2Q 2013

- ✓ Keppel REIT's free float increased to 48.5%
- ✓ Inclusion of Keppel REIT in:
 - ✓ FTSE EPRA/NAREIT Global Developed Index
 - ✓ FTSE EPRA/NAREIT Pure Asia Index
 - ✓ GPR 250 Index

3Q 2013

- Completed acquisition of 8 Exhibition Street in Melbourne
- ✓ Moody's upgraded Keppel REIT by one notch to Baa2 (stable)
- ✓ Keppel REIT's free float increased to 55.3%
- Secured early refinancing of all loans due in 2014

4Q 2013

- Official opening of 8 Chifley Square in Sydney
- Completed construction of Ocean Financial Centre Phase 2 which includes the Ocean Colours retail and seven-storey car park annexe
- ✓ Ocean Financial Centre achieved 100% occupancy, bringing Keppel REIT's Singapore portfolio to full occupancy

1. Key Highlights



Ocean Financial Centre, Singapore

4Q & FY2013 Key Financial Highlights



Keppel REIT records its **highest full-year distributable income** of **\$214.0 million** for FY2013

Stronger performance from Ocean Financial Centre, Marina Bay Financial Centre Phase 1 and One Raffles Quay, and additional income from newly acquired 8 Exhibition Street and Old Treasury Building

Distributable Income		DPU	
4Q 2013	FY2013	4Q 2013	FY2013
\$ 54.9 mil 1.6% q-o-q	\$ 214.0 mil 16.0% y-o-y	1.97 cents 0% q-o-q	7.88 cents 1.4% y-o-y



4Q & FY2013 Key Capital Management Highlights



e Raffles Quay,

All borrowings due in 2014 and part of 2015 loans refinanced with a strong interest coverage ratio of 5.5 times and a weighted average term to maturity of borrowings extended to 3.6 years

Weighted Average Term to Maturity of Borrowings

3.6 years from 3.1 years in Dec 2012

Interest Coverage Ratio

5.5 times from 5.2 times in Dec 2012

Fixed Rates

70% of borrowings from 54% in Dec 2012

4Q & FY2013 Key Portfolio Highlights









All Singapore Properties fully committed in 4Q 2013

8 Chifley Square officially opened on 29 Oct 2013 and is approximately 95% committed with latest tenant, PPB Advisory signing a 10-year lease

4Q & FY2013 Key Portfolio Highlights





Annual Valuation Exercise



AUM increased **10.4%** y-o-y due mainly to the addition of 8 Exhibition Street in Melbourne, Old Treasury Building in Perth and higher capital values of properties in portfolio

Singapore portfolio cap rate of **4.0%** and Australia portfolio cap rate of **6.7%**

Assets Under Management

\$7.2 billion from \$6.5 billion in Dec 2012 Singapore Portfolio Cap Rate

4.0% Maintained from Dec 2012

Australia Portfolio Cap Rate

6.7% from Dec 2012



2. Financial Highlights

Keppel REIT

Guinness Book of Record 2013 "World's Largest Vertical Green Wall" Ocean Financial Centre actual night shot, Singapore

Distributable income **↑** 6% y-o-y to \$214.0 mil



	FY2013	FY2012	Change
Property Income	\$174.0 mil	\$156.9 mil	10.9 %
Net Property Income	\$138.3 mil	\$124.7 mil	10.9 %
Share of Results of Associates	\$62.1 mil	\$46.8 mil	32.6 %
Distributable Income to Unitholders ¹	\$214.0 mil	\$201.9 mil	6.0 %
Distribution Per Unit (DPU) - For the Year	7.88 cents	7.77 cents	1.4 %
Distribution Yield	6.6%	6.0%	
■ FY 2012 \$174.0 m	FY 2013	\$201.9	\$214.0m
\$156.9m \$138.3m \$124.7m	\$62.1m \$46.8m		
Property Income Net Property Income	Share of Results of Associates	Distrib	utable Income

Balance Sheet



	As at 31 Dec 2013	As at 31 Dec 2012
Non-current Assets	\$6,650 m	\$6,002 m
Total Assets	\$6,776 m	\$6,139 m
Borrowings ¹	\$3,031 m	\$2,801 m
Total Liabilities	\$2,877 m	\$2,674 m
Unitholders' Funds	\$3,897 m	\$3,464 m
Net Asset Value (NAV) Per Unit	\$1.40	\$1.32
Adjusted NAV Per Unit ²	\$1.38	\$1.30

¹ These include borrowings accounted for at the level of associates and excludes the unamortised portion of upfront fees in relation to the borrowings.

² For 31 December 2012, this excludes the distribution paid in February 2013.

For 31 December 2013, this excludes the distribution to be paid in February 2014.

4Q 2013 Distribution Per Unit



Distribution Per Unit (DPU)	1.97 cents	
Distribution Period	1 October 2013 - 31 December 2013	

Distribution Timetable	
Trading on "Ex" Basis	Friday, 24 January 2014
Books Closure Date	Tuesday, 28 January 2014
Distribution Payment Date	Friday, 28 February 2014



3. Capital Management

Keppel REIT



Capital Management



Proactive capital management resulted in all-in interest rate of 2.15% with early refinancing of all loans due in 2014 and part of 2015 loans

Loans due in 2014	Loans due in 2015	
100% refinanced	Early refinanced \$60 million	
All-in interest rate	Weighted average term to expiry	
Maintained at 2.15%	3.6 years	
Percentage of assets unencumbered	Borrowings on fixed-rate	
75% or \$5.4 billion of property portfolio	70% of borrowings	

Capital Management



	As at 31 Dec 2013
Gross Borrowings	\$3,031 m
Aggregate Leverage	42.1%
Interest Coverage Ratio	5.5 times

Debt Maturity Profile



1 All the \$282mil loan facilities outstanding in 2014 will be refinanced by loan facilities maturing in 2019.

2 For the loan facilities outstanding in 2015, early refinancing has been completed for \$60mil, with \$25mil refinanced to 2018 and another \$\$35mil to be refinanced by loan facilities maturing in 2017 and 2019.

4. Portfolio Analysis

Keppel REIT

One Raffles Quay, Singapore

Singapore Portfolio 100% Leased



Strong portfolio occupancy of 99.8%



Keppel REIT Historical Occupancy



Keppel REIT portfolio occupancy has strengthened by 1.3% y-o-y



Lease Portfolio



Top ten tenants, accounting for **43%** of portfolio NLA, have a long WALE of **8.9 years**¹



- ¹ Excluding the acquisition of the Old Treasury Building office tower, the top ten tenants WALE will be 6.8 years.
- ² Excluding the acquisition of the Old Treasury Building office tower, the portfolio WALE will be 5.4 years.
- ³ Long-term leases are those with lease terms to expiry of at least five years.

Lease Expiry Profile



Approximately **170,000 sf** of space renewed and **69,000 sf** of space newly committed in **4Q 2013** from Financial Services, Accounting, IT Services, Energy & Natural Resources and Retail sectors

Approximately **3.4%** (105,000 sf) of portfolio NLA due for renewal and **6.3%** (195,000 sf) of portfolio NLA due for rent review in 2014



Portfolio Lease Profile (by NLA) as at 31 Dec 2013

Tenants diversified across Various Business Sectors Keppel REIT



Tenant Base



Top ten tenants account for approximately **43%** of portfolio NLA, **diversified across 5 buildings**



Top Ten Tenants

Community Outreach







LEDs on façade of Ocean Financial Centre used as countdown mechanism for the Marina Bay Singapore Countdown 2014





CSR activities with students at MINDSville@Napiri:





5. Market Review and Outlook



275 George Street, Brisbane

Office Market - Singapore



- Leasing activity in the CBD recorded a significant improvement, with a particular focus on the Grade A market
- ✓ Available office supply in the core CBD is tightening noticeably, and consultants expect this to lead to rental growth in 2014
- ✓ Average core CBD occupancy increased to 95.2%, and average monthly rents of Grade A office space improved 2.1% to \$9.75 psf as at end December 2013¹



Singapore

- According to advanced estimates by the Ministry of Trade and Industry, Singapore' full-year GDP growth is expected to be 3.7%, significantly higher than the 1% to 3% growth forecasted in early 2013
- ✓ For 4Q 2013, advanced estimates by the Ministry and Trade Industry showed Singapore's economy will expand by 4.4%
- ✓ In 2014, the Singapore government has forecasted economic growth to be between 2% and 4%
- Demand for office space continues to come from the insurance, professional services, technology and social media sectors
- Limited new supply of Grade A office space over the next few years likely lead to rising rental rates¹
 ¹ Source: CBRE



Australia

- ✓ The RBA maintained interest rates at 2.5% to promote higher export earnings and domestic investments
- ✓ In 3Q 2013, construction, logistics and transport, financial and insurance services, public administration and health care sectors contributed to Australia's GDP growth
- Continued rebalancing of the Australian economy into other non-mining sectors
- Improved consumer confidence and competitive Australian dollar have supported the manufacturing and tourism industry¹
- ✓ Migration of office tenants from the fringe of the city into the CBDs of Sydney and Melbourne

¹ Source: Dow Jones Institutional News



6. Additional Information





Portfolio Information



AUM of **\$7.2 billion** as at 31 December 2013

More than **92%** of the Singapore portfolio is located in the **Raffles Place and Marina Bay precincts**

88% of portfolio in Singapore, and 12% in Australia

	Ocean Financial Centre	MBFC Phase 1 ⁽³⁾	One Raffles Quay ⁽³⁾	Prudential Tower	Bugis Junction Towers
Description	43-storey premium Grade A office tower	A pair of 33 and 50 storey premium Grade A office towers and subterranean mall	A pair of 50 and 29 storey premium Grade A office towers	30-storey Grade A office tower	15-storey Grade A office tower
Attributable NLA (sf)	884,525	581,895	444,750	221,241	244,997
Ownership	99.9 %	33.3%	33.3%	92.8%	100.0%
Number of tenants ⁽¹⁾	49	92	33	39	13
Principal tenants	ANZ, BNP Paribas, Drew & Napier LLC	Barclays Capital, BHP Billiton, Standard Chartered Bank	Royal Bank of Scotland, Deutsche Bank, UBS	Prudential Assurance Company, UniCredit Bank, Compass Office	IE Singapore, InterContinental Hotels Group, Keppel Land
Tenure	99 years expiring 13 Dec 2110	99 years expiring 10 Oct 2104	99 years expiring 12 Jun 2100	99 years expiring 14 Jan 2095	99 years expiring 9 Sep 2089
Valuation ⁽²⁾ (\$ million)	2,515.0	1,609.0	1,200.0	490.0	504.8
Committed occupancy	100.0%	100.0%	100.0%	100.0%	100.0%

(1) Tenants with multiple leases accounted as one tenant.

(2) Valuation as at 31 December 2013 based on Keppel REIT's interest in the respective properties unless otherwise stated.

(3) Refers to Keppel REIT's one-third interest in Marina Bay Financial Centre Towers 1 & 2 and Marina Bay Link Mall, and a one-third interest in One Raffles Quay.

Portfolio Information



	8 Chifley Square, Sydney	77 King Street, Sydney	8 Exhibition Street, Melbourne	275 George Street, Brisbane	Office Tower to be built at the Old Treasury Building site, Perth
Description	34-storey Grade A office tower	18-storey Grade A office tower	35-storey Grade A office tower	30-storey Grade A office tower	35-storey Grade A office tower scheduled for completion in 2H 2015
Attributable NLA (sf)	104,219	147,980	241,611	224,688	165,685
Ownership	50.0%	100.0%	50.0%	50.0%	50.0%
Number of tenants ⁽¹⁾	6	15	17	8	1
Principal tenants	Corrs Chambers Westgarth, QBE Insurance Group, Quantium	Apple, Facebook, Capgemini Australia	Ernst & Young, UBS, AECOM Australia	Queensland Gas Company, Telstra Corporation	Government of Western Australia ⁽³⁾
Tenure	99 years expiring 5 Apr 2105	Freehold	Freehold	Freehold	99 years ⁽⁴⁾
Valuation ⁽²⁾ (S\$ million)	197.3	143.0	193.6	219.6	128.1 ⁽⁵⁾
Committed occupancy	94.6%	95.1%	100.0%	100.0%	98.2%

(1) Tenants with multiple leases accounted as one tenant.

(2) Valuation as at 31 December 2013 based on Keppel REIT's interest in the respective properties unless otherwise stated and based on the exchange rate of A\$1 = S\$1.144.

(3) Pre-committed leases.

(4) The 99 year leasehold tenure will commence on the date of practical completion of the property.

(5) Based on the investment value and based on the exchange rate of A\$1 = \$\$1.144.