





**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.



### **Portfolio Overview**



<b>Best-in-Class Assets</b>
in Strategic Locations

11 office towers in 8 quality Premium Grade and Grade A assets in the business and financial districts of Singapore and Australia

#### Largest Portfolio of Premium Office Assets

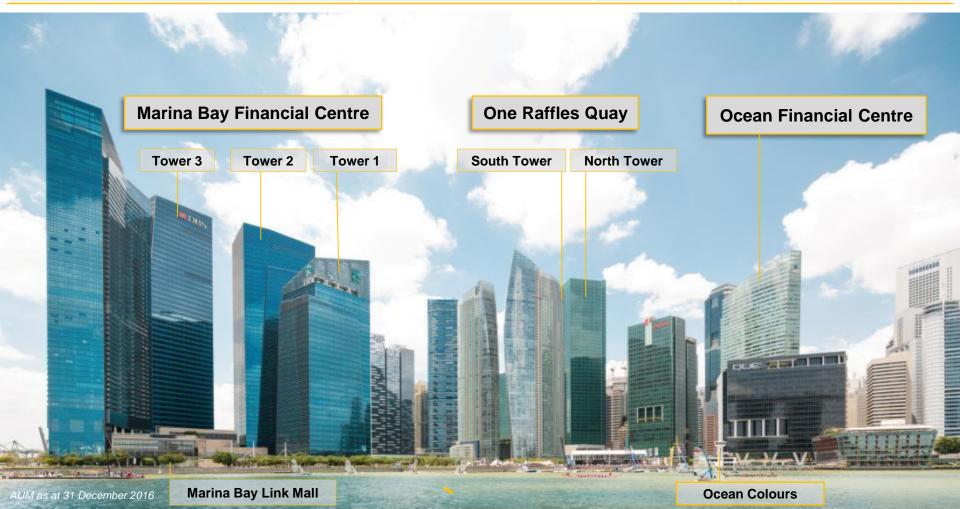
3.3 million sf total attributable NLA

#### Assets Under Management

S\$8.4 billion

#### Well-Diversified Tenant Base

Over 300 tenants diversified across various business sectors





### **Premium Grade A Office Portfolio**





Singapore\*

89%



Ocean Financial Centre (99.9% interest)

Marina Bay Financial Centre (33.3% interest)

One Raffles Quay (33.3% interest)

Bugis Junction Towers (100% interest)

Australia\*

11%



Sydney
(50% interest)

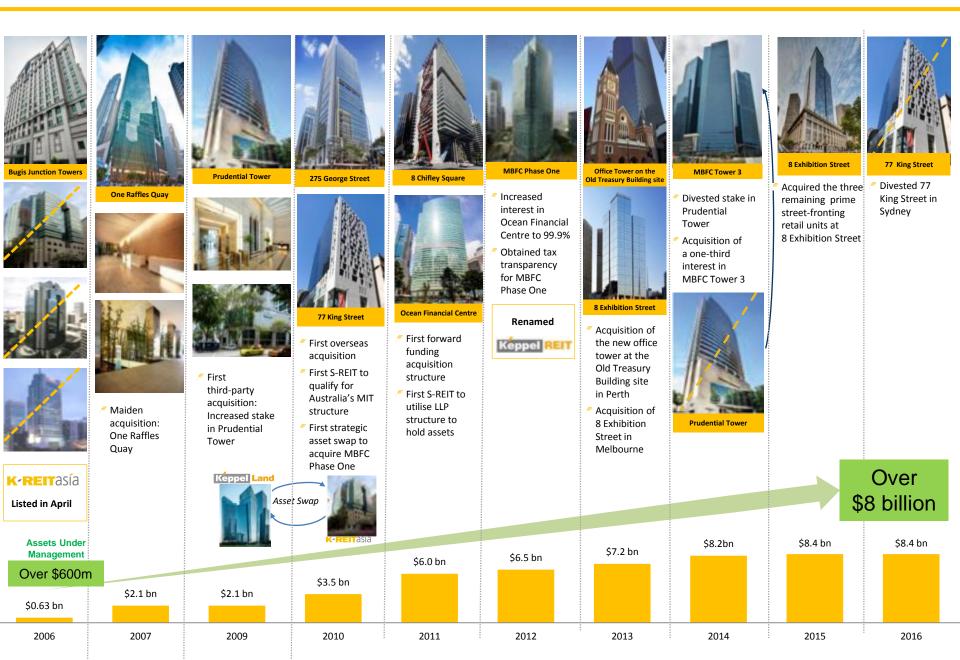
8 Exhibition Street, Melbourne (50% interest)

275 George Street, Brisbane (50% interest)

David Malcolm
Justice Centre, Perth
(50% interest)

<sup>\*</sup> Based on Keppel REIT's total assets under management of approximately \$8.4 billion, as at 31 December 2016.



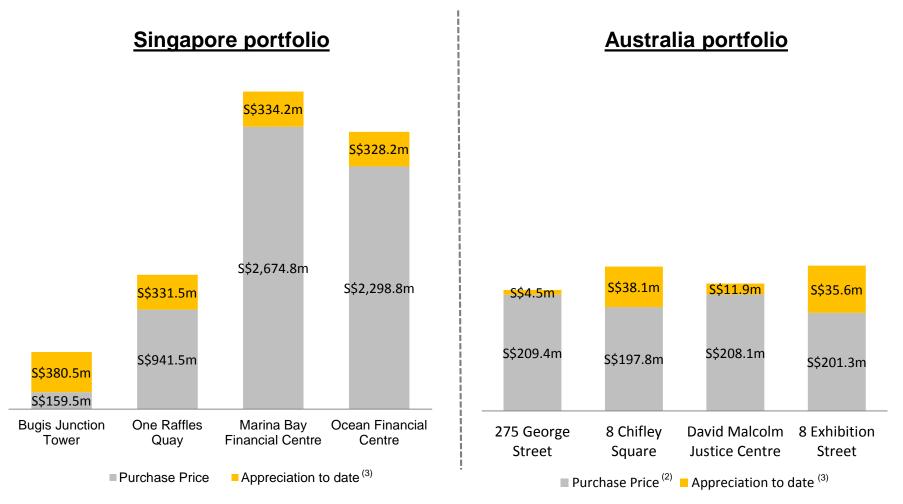




# Portfolio Capital Appreciation<sup>(1)</sup>



- Appreciation of approximately 21% for the current portfolio
- Approximately S\$1.5 billion in unrealised capital gains to-date



<sup>(1)</sup> Based on total market valuation compared to total purchase price.

<sup>(2)</sup> Based on the respective exchange rates at the point of acquisition.

<sup>(3)</sup> Based on the valuation as at 31 December 2016 and the exchange rate as at 31 December 2016, where applicable.



# **Key Highlights for FY 2016**



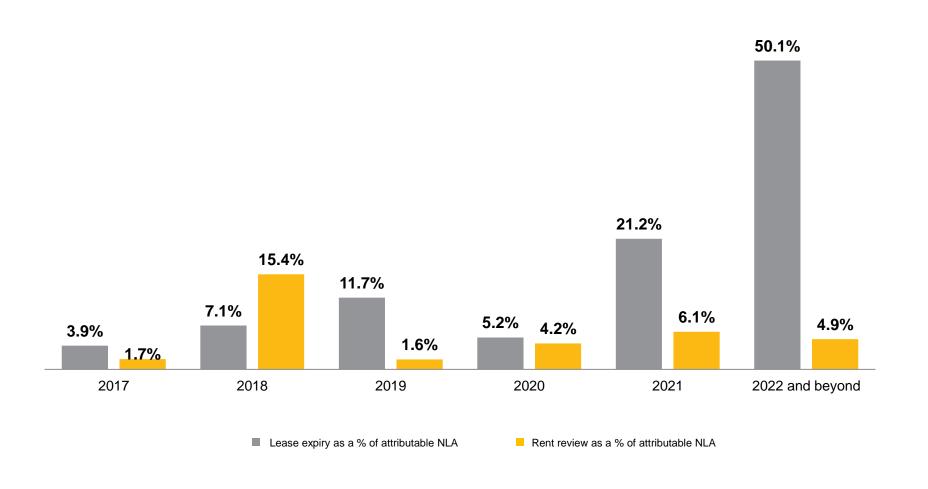
Financial Highlights & Capital Management	\$208.1 mil Distributable Income	6.37 cents DPU	6.2% (1) Distribution Yield
	Aggregate leverage at 38.5%	All-in interest 2.51%	ICR at <b>4.7</b> x
	No refinancing requirements until 2018	75% fixed-rate loans	
		84% unencumbered assets	
Portfolio Performance	Concluded 136 leases or  2.2 mil sf of spaces (attributable NLA: 1.3 mil sf)	High committed portfolio occupancy 99.2%	
	Long WALE 9 years & 6 years Top 10 tenants & overall portfolio	95% Tenant retention rate	Rent reversion -9%







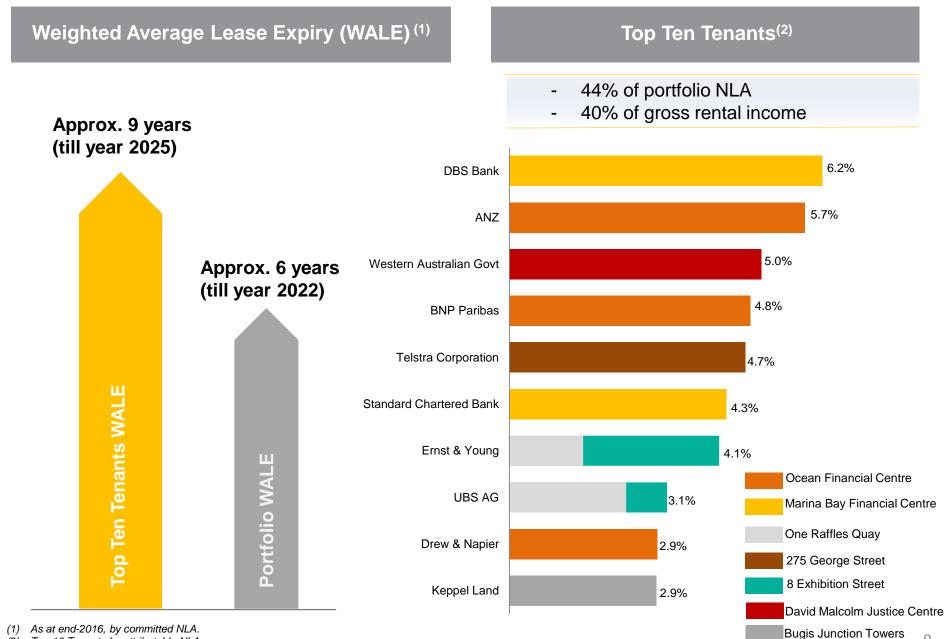
#### Portfolio Lease Profile (By Attributable NLA) as at 31 December 2016





# **Long Weighted Average Lease Expiry**



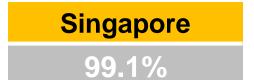


Top 10 Tenants by attributable NLA.

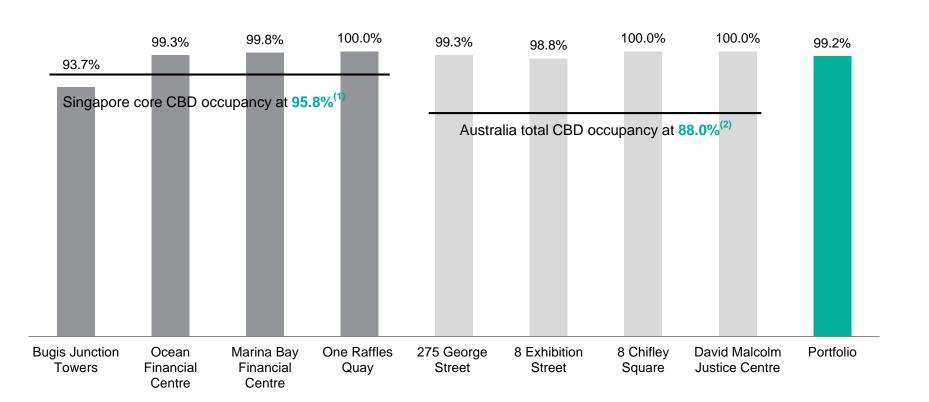


# **High Committed Occupancy Levels**





Australia 99.4% Overall 99.2%



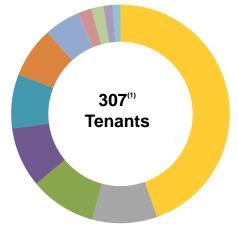
<sup>(1)</sup> CBRE, 4Q 2016.

2) JLL, October 2016.



#### **Well-Diversified Tenant Base**

#### **Tenant Business Sector Analysis by Committed NLA** as at 31 December 2016



Banking, insurance & financial services	44.6%
■Legal	9.8%
■TMT	9.6%
■ Energy, natural resources, shipping and marine	8.9%
■ Government agencies	8.0%
Real estate & property services	7.5%
Accounting & consultancy services	5.3%
Retail and F&B	2.0%
■ Services	1.8%
■ Hospitality & leisure	1.4%
Others	1.1%

#### Concluded 136 leases in FY 2016





























**Cathay United Bank** 















# **Key Highlights for 1Q 2017**



Financial	\$48.1 mil Distributable Income	1.45 cents DPU	
Financial Highlights & Capital Management	Aggregate leverage at 38.4%	All-in interest 2.57%	ICR at 4.6x
	No refinancing requirements until 2018	75% fixed-rate loans	
		84% unencumbered assets	
Portfolio Performance	Committed 10 leases or ~82,700 Sf of spaces (attributable NLA: ~67,700 sf)	High committed portfolio occupancy 99.4%	
	2.8% & 1.7% of leases due for renewal and review in 2017 respectively	87% Tenant retention rate	Rent reversion -1%





## **Portfolio Optimisation Strategy**

# Selective Acquisitions • Stable income growth • Capital appreciation Opportunistic Divestments • Unlock value for Unitholders

Uncertain global economic environment and competitive office leasing landscape in Singapore

Proactive and disciplined approach to renew leases so as to retain tenants and mitigate leasing risk

Borrowing costs likely to increase as a consequence of the anticipated US rate hikes

Prudent capital management approach to mitigate financing, interest rate and foreign exchange risks





# **Thank You**