



**Keppel REIT**

# Canada and US Non-Deal Roadshow

22 - 24 July 2019

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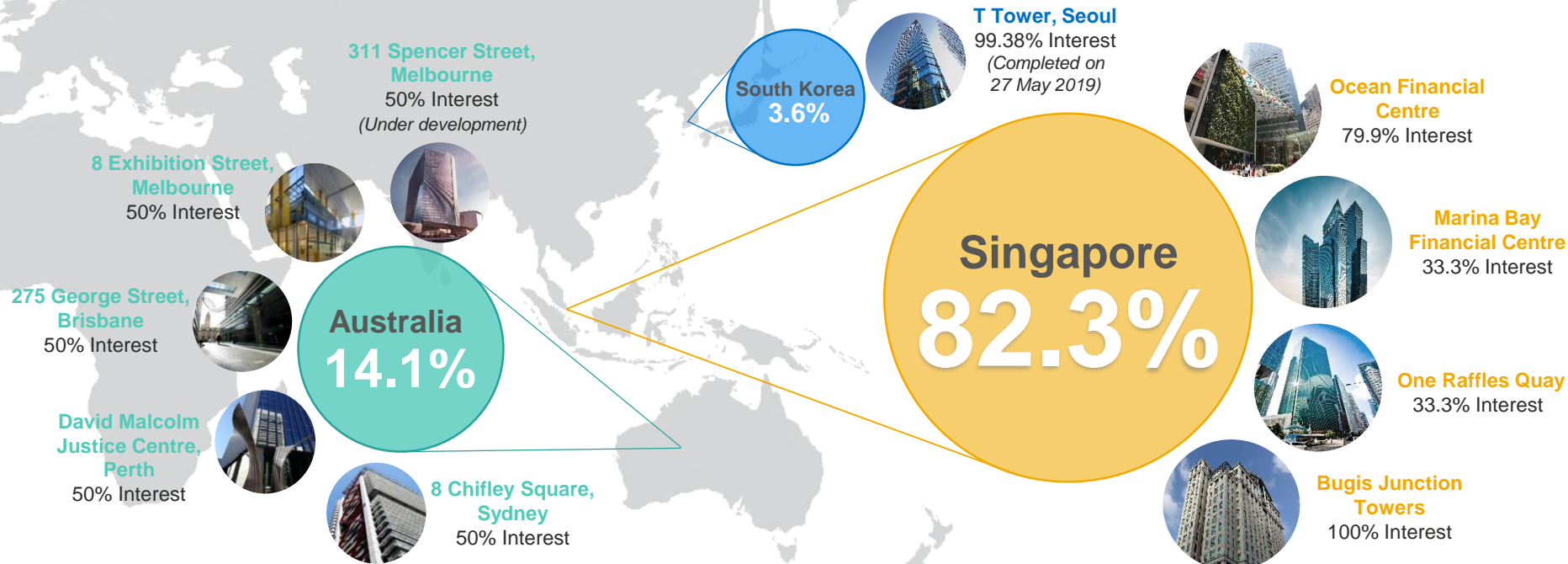
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# Pan-Asian REIT with Premium Office Portfolio

\$8.4b portfolio of 10 prime commercial assets  
in key business districts of Singapore, Australia and South Korea



Note: Based on total assets under management as at 30 June 2019.

## Key Highlights

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- Completed acquisition of T Tower in Seoul CBD
- Continued with DPU-accretive Unit buy-back programme
- Obtained first green secured loan facility
- Included in the GPR 250 Index and GPR 250 REIT Index

## 1H 2019 Performance Updates



- **2Q 2019 distributable income (DI)** of \$47.3 million<sup>(1)</sup>, bringing 1H 2019 DI to \$94.6 million<sup>(1)</sup>.
- **2Q 2019 Distribution per Unit (DPU)** was 1.39 cents; 1H 2019 DPU amounted to 2.78 cents
- **Weighted average term to maturity** extended to 3.7 years



- **High portfolio committed occupancy** of 99.1%
- **Long portfolio WALE** of 5.3 years



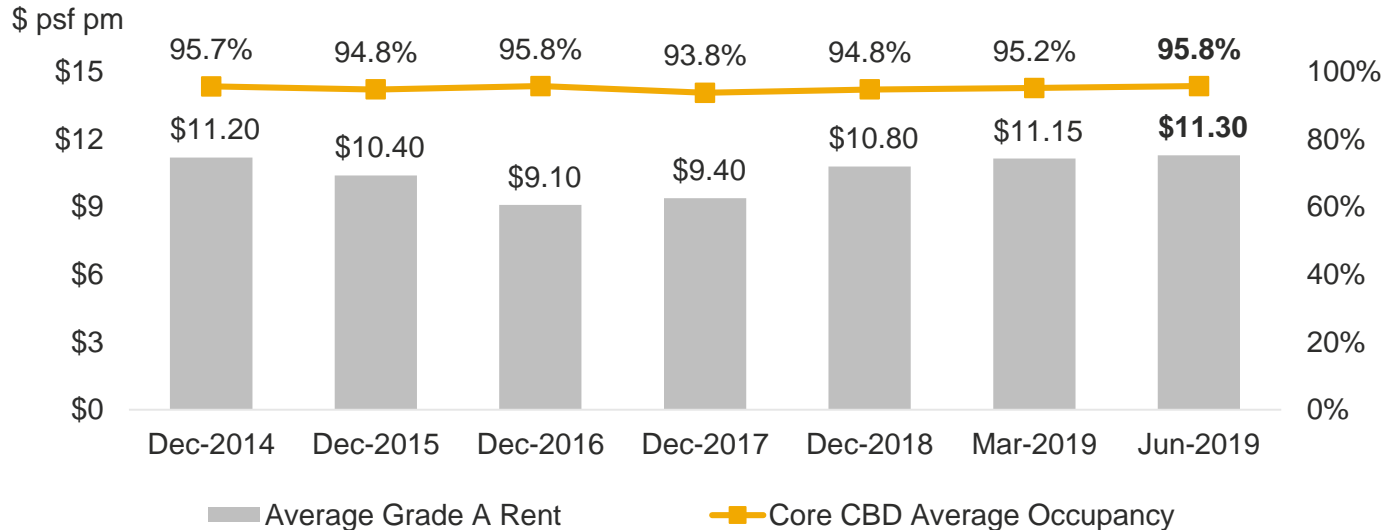
# Market Review

Singapore CBD Skyline



# Singapore Office Market

- Average Grade A office rents increased to \$11.30 psf pm as average occupancy in core CBD rose to 95.8% in 2Q 2019



Source: CBRE, 2Q 2019.

# Singapore Office Market (Cont'd)

## Office Demand and Supply

Past average annual net demand<sup>(1)</sup>:

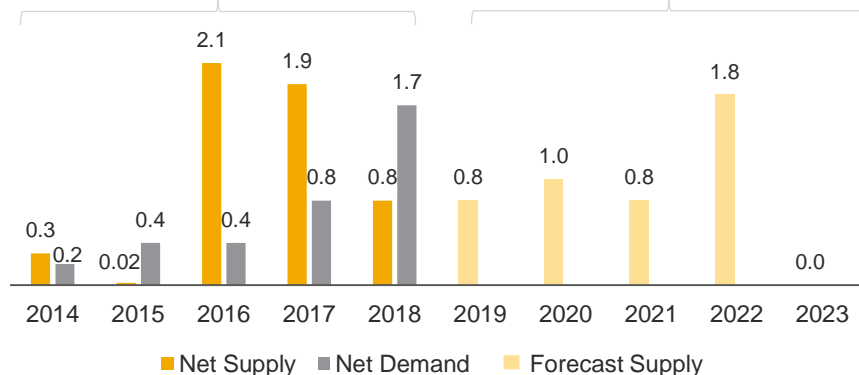
**0.7 million sf**

Past average annual net supply<sup>(1)</sup>:

**1.0 million sf**

Forecast average annual supply<sup>(2)</sup>:

**0.9 million sf**



Key Upcoming Supply in CBD <sup>(2)</sup>		sf
2H 2019	HD 139 9 Penang Road	84,000 381,000
2020	Oxley@Raffles Afro-Asia I-Mark ASB Tower	313,000 154,000 514,000
2021	CapitaSpring Hub Synergy Point Redevelopment	635,000 128,000
2022	Central Boulevard Towers Guoco Midtown	1,138,000 650,000

1) Based on URA data on historical net demand and supply of office space in Downtown Core and Rest of Central Area. 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.

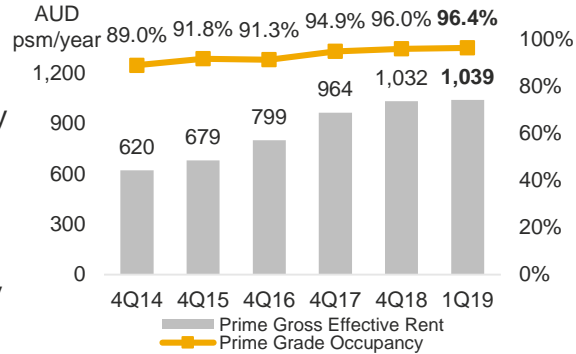
2) Based on CBRE data on CBD Core and CBD Fringe.

# Australia Office Market

## Sydney CBD

Prime Grade occupancy rose to 96.4%

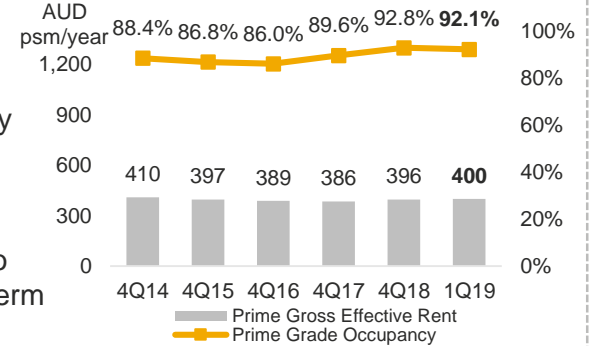
Steady leasing demand and limited supply to support high occupancy



## Brisbane CBD

Prime Grade occupancy rose to 92.1%

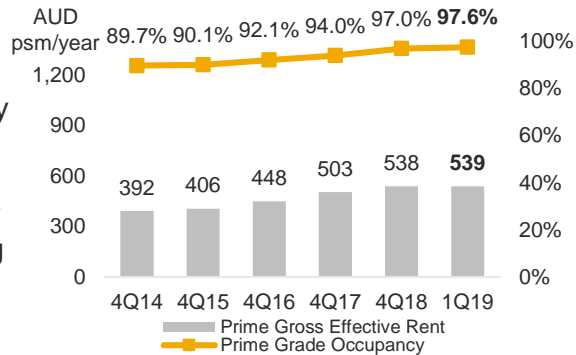
Leasing demand to improve and vacancy to decline over the short term



## Melbourne CBD

Prime Grade occupancy rose to 97.6%

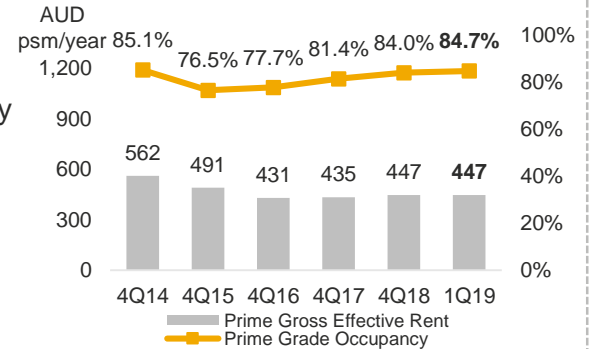
Vacancy to remain tight as majority of upcoming projects have been pre-committed



## Perth CBD

Prime Grade occupancy rose to 84.7%

Vacancy to reduce with minimal supply pipeline



Source: JLL Research, 1Q 2019.

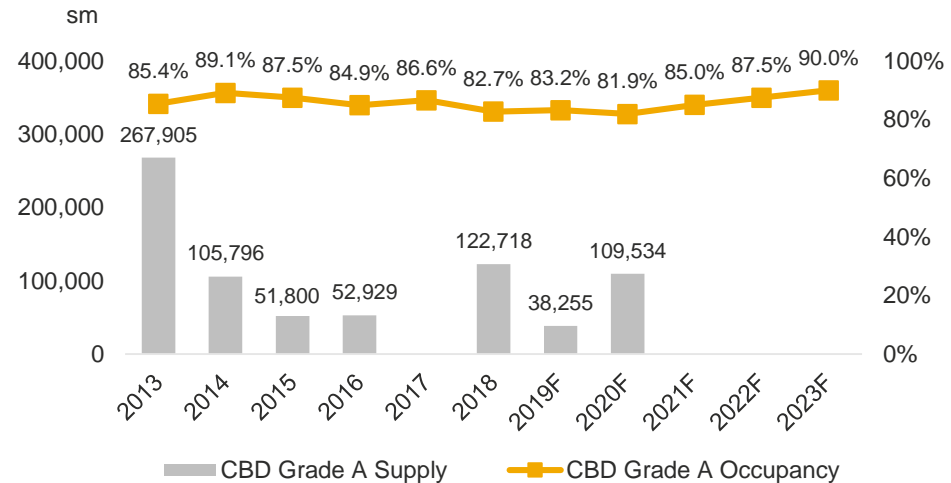


# Seoul Office Market



View from T Tower in Seoul

- CBD Grade A occupancy is expected to decline going into 2020, before rising in the subsequent years with the lack of new supply



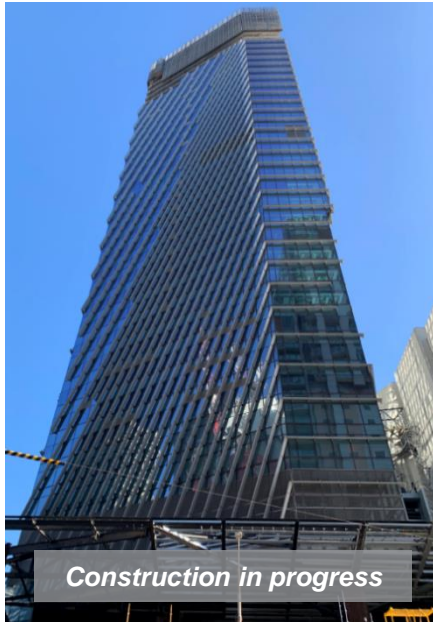
Source: JLL Research, 1Q 2019.

# Portfolio Optimisation

T Tower, Seoul

# 311 Spencer Street in Progress

- Development of 311 Spencer Street is progressing in Melbourne
- The freehold Grade A office building will be fully leased to the Victoria Police for 30 years upon completion expected in 1H 2020



**Average NPI Yield: 6.4%**<sup>(1)</sup>

**Stable income stream:**

30-year lease with fixed annual rental escalations

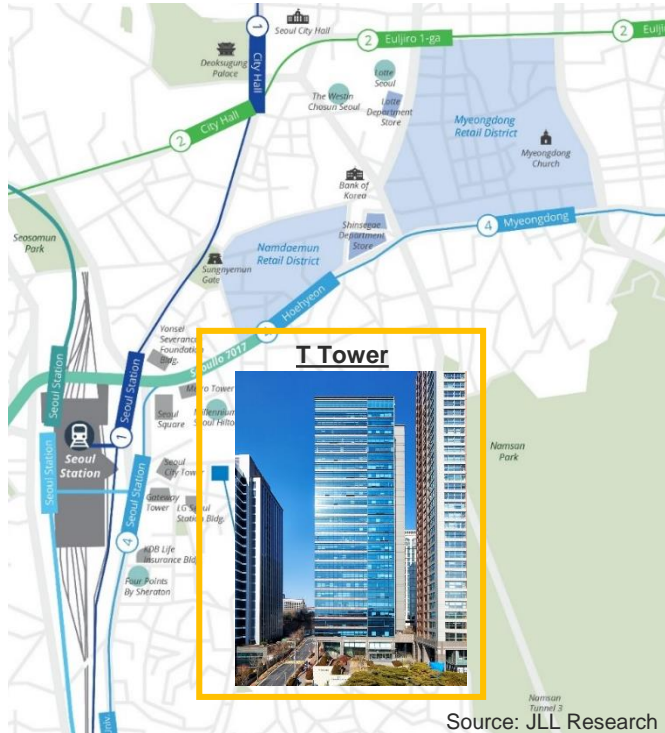
**Enhanced tenancy profile:**

311 Spencer Street will be headquarters for the Victoria Police, a AAA-rated tenant

*(1) Stable average yield based on the expected net property income of the building for the first 15 years of the lease to the tenant, over the consideration.*



# Completed Acquisition in Seoul



- Acquired a 99.38%<sup>(1)</sup> interest in T Tower, a freehold Grade A office building in Seoul CBD
- Entry into Seoul which has a deep office market with favourable fundamentals
- The DPU-accretive acquisition with an initial NPI yield of 4.7% is part of ongoing portfolio optimisation efforts

T Tower in Seoul CBD	
<b>Building Completion</b>	2010
<b>Attributable NLA</b>	226,945 sf
<b>Occupancy</b>	100% committed
<b>Agreed Property Value</b>	KRW 252.6 billion <sup>(2)</sup> (\$301.4 million) <sup>(3)</sup>

- (1) The remaining 0.62% stake was acquired by Keppel Capital Investment Holdings Pte. Ltd., a wholly-owned subsidiary of Keppel Capital Holdings Pte. Ltd. (Keppel Capital)
- (2) Based on an approximate 99.38% interest in T Tower. Equivalent to KRW 20.2 million/pyeong (py), based on attributable gross floor area of 444,979 sf and conversion of 1 py to 35.6 sf.
- (3) Based on an exchange rate of KRW 1,000 to \$1.193 as at 18 April 2019.

 [Click](#) to view property video



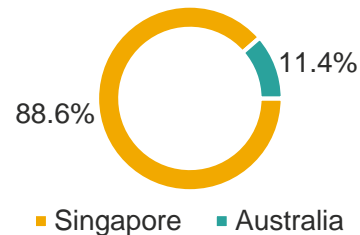
# 1H 2019 Leasing Update

Total Leases Committed

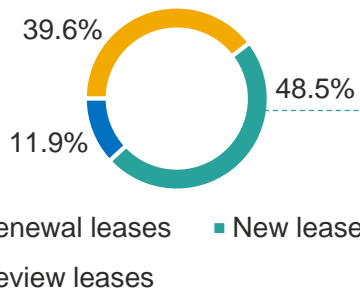
**~272,900 sf**

(Attributable ~112,600 sf)

Leases Committed by Geography<sup>(3)</sup>



Leases Committed by Type<sup>(3)</sup>



New leasing demand and expansions from:

Technology, media and telecommunications	40.5%
Banking, insurance and financial services	21.8%
Energy, natural resources, shipping and marine	11.7%
Retail and F&B	5.4%
Accounting and consultancy services	4.1%
Real estate and property services	3.9%
Others	12.6%

Average signing rent for  
Singapore office leases  
**~\$11.93<sup>(1)</sup> psf pm**

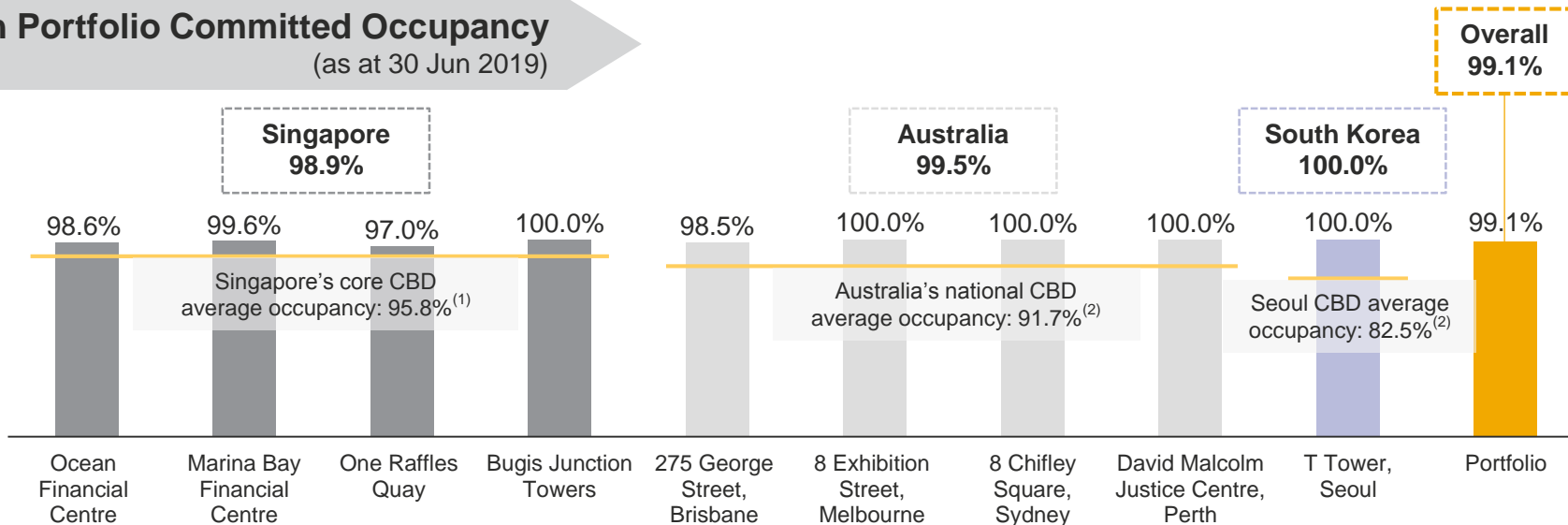
above Grade A core CBD market average  
of \$11.30<sup>(2)</sup> psf pm

# Proactive Leasing Strategy

- Portfolio committed occupancy improved to 99.1%

## High Portfolio Committed Occupancy

(as at 30 Jun 2019)



Sources: (1) CBRE, 2Q 2019 (2) JLL Research, 1Q 2019

Note: Based on committed attributable area.

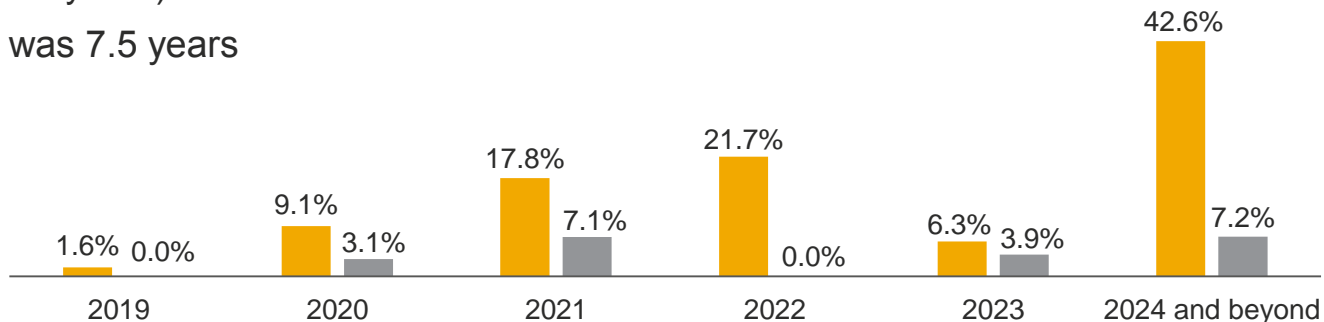


# Well-Spread Lease Expiry Profile

## Based on committed attributable NLA

- Long overall portfolio WALE of 5.3 years (Singapore portfolio: 4.2 years, Australia portfolio: 9.4 years, South Korea portfolio: 2.5 years)
- Top 10 tenants' WALE was 7.5 years

- Expiring leases
- Rent review leases



## Based on committed attributable gross rent

	2019	2020	2021	2022	2023	2024 and beyond
Expiring leases	2.1%	9.5%	18.5%	22.0%	6.4%	41.5%
Rent review leases	-	3.0%	7.5%	-	3.0%	7.3%

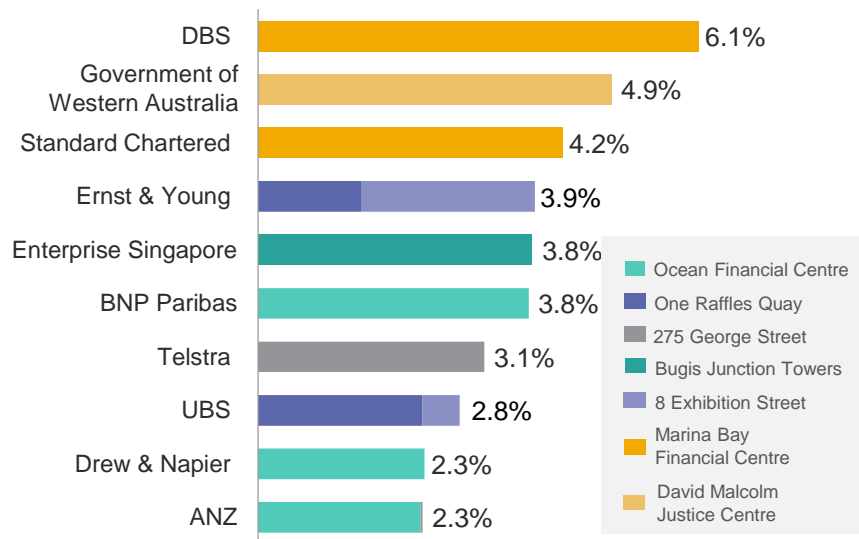
Note: All data as at 30 June 2019.

# Diversified Tenant Base

## Top 10 Tenants

**37.2%** of NLA

**34.8%** of gross rent



Note: All data as at 30 June 2019 and based on portfolio committed NLA.

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

## Profile of Tenant Base

**354<sup>(1)</sup>** tenants in total



# Proactive Capital Management

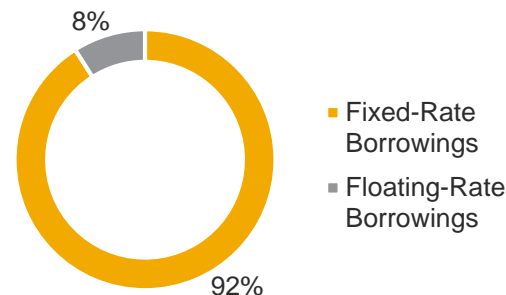
Marina Bay Financial Centre,  
Singapore



# Capital Management

- Completed refinancing of loans due in 2019
- Issued \$200.0 million of 5-year convertible bonds at coupon rate of 1.9% p.a.
- Obtained \$505.0 million<sup>(1)</sup> green secured loan facility

## Managing interest rate exposure



### Sensitivity to SOR<sup>(3)</sup>

Every 50 bps  $\uparrow$   $\downarrow$  in SOR

translates to

~0.03 cents  $\downarrow$   $\uparrow$  in DPU

As at 30 Jun 2019	
Interest Coverage Ratio <sup>(2)</sup>	3.7x
All-in Interest Rate	2.86% p.a.
Aggregate Leverage	38.4%
Weighted Average Term to Maturity	3.7 years
Unencumbered Assets	73%

(1) This relates to total amount secured at Ocean Properties LLP, which Keppel REIT has a 79.9% attributable interest in.

(2) Computed as EBITDA (including share of results of associates and joint ventures) over borrowing costs, after adjusting for non-cash items including but not limited to management fees paid in Units and fair value changes on derivatives.

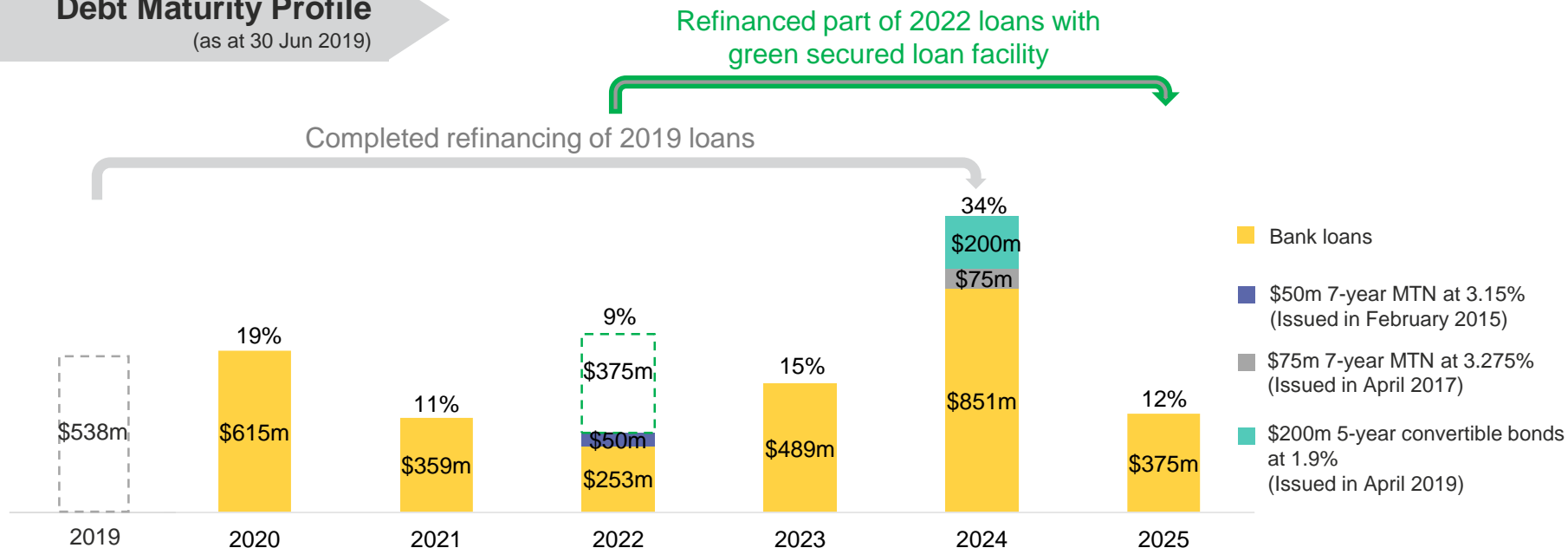
(3) Based on the Group's borrowings including those accounted for at the level of associates, and number of Units in issue as at 30 June 2019.

# Capital Management (Cont'd)

- Extended weighted average term to maturity from 3.3 years to 3.7 years

## Debt Maturity Profile

(as at 30 Jun 2019)

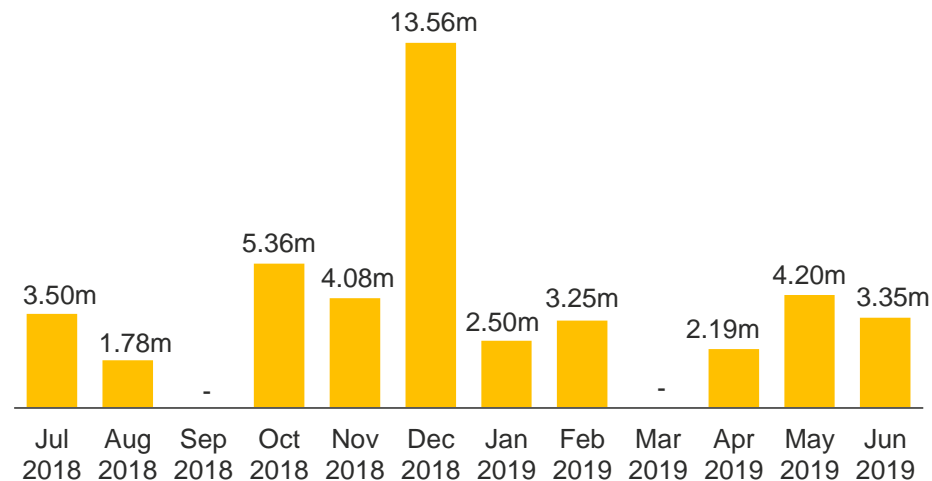


# Unit Buy-Back Programme

- Buying back Units below NAV is accretive to Unitholders and is part of proactive capital management strategy
- Received Unitholders' approval at the Annual General Meeting on 23 April 2019 to continue with the Unit buy-back programme

Total Units Purchased and Cancelled	
<b>In 2Q 2019</b>	9.7m
<b>Since initiation of Unit buy-back programme in 3Q 2018 till 2Q 2019</b>	43.8m

**Monthly Unit Buy-Back Volume**  
(since initiation of programme until 2Q 2019)





# Green and Sustainable Portfolio

## Commitment to Sustainability

BCA Green Mark Platinum award for all Singapore assets;  
5 Stars NABERS Energy rating for most Australian assets

## Young Portfolio with Strong Occupancy and WALE

High portfolio committed occupancy and long WALE provides income resilience

## Emphasis on Environmental, Social and Governance (ESG)

Part of the iEdge SG ESG Transparency Index and the iEdge SG ESG Leaders Index (formerly Singapore Exchange ESG Indices)

Marina Bay Financial Centre

One Raffles Quay

Ocean Financial Centre

# Additional Information

David Malcolm Justice Centre,  
Perth





# Milestones since Listing

Listed on  
SGX  
with over  
\$600m AUM



2007



Increased Stake in Prudential Towers in Singapore

2010



Acquired 50% of 8 Chifley Square in Sydney



Acquired 87.5% of Ocean Financial Centre in Singapore

2012



Acquired 50% of David Malcolm Justice Centre in Perth and 8 Exhibition Street in Melbourne



2014



Acquired three retail units at 8 Exhibition Street in Melbourne

2016



Acquired 50% of 311 Spencer Street development in Melbourne

2018



Expanded footprint to South Korea with 99.38% of T Tower in Seoul



2006



Maiden Acquisition: One Raffles Quay in Singapore

2009



Expanded footprint to Australia with 77 King Street in Sydney and 275 George Street in Brisbane

2011



Asset swap of Keppel Towers and GE Tower for one-third of MBFC Phase 1 in Singapore

2013



Increased stake to 99.9% for Ocean Financial Centre in Singapore



Divested stake in Prudential Tower in Singapore



Acquired one-third of MBFC Tower 3 in Singapore

2015



Divested 77 King Street in Sydney

2017



Divested 20% minority stake in Ocean Financial Centre in Singapore

2019

\$8.4b  
AUM

# Australia Office Market

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- Improvement of national CBD office market occupancy from 91.4% as at end December 2018 to 91.7% as at end March 2019
- Occupancy is expected to remain healthy on the back of stable leasing activity



Source: JLL Research, 1Q 2019.

## 3 Key Business Districts in Seoul

### Central Business District (CBD):

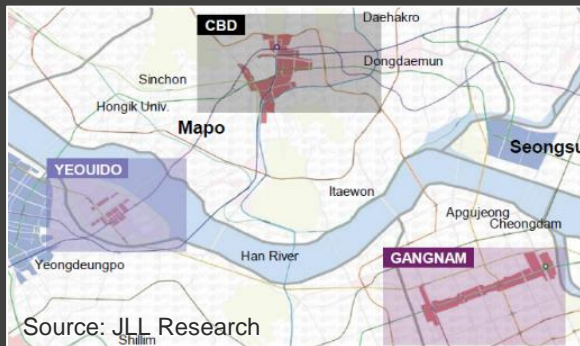
The traditional CBD, a well-established market

### Gangnam Business District (GBD):

Fastest growing of late, newest major market

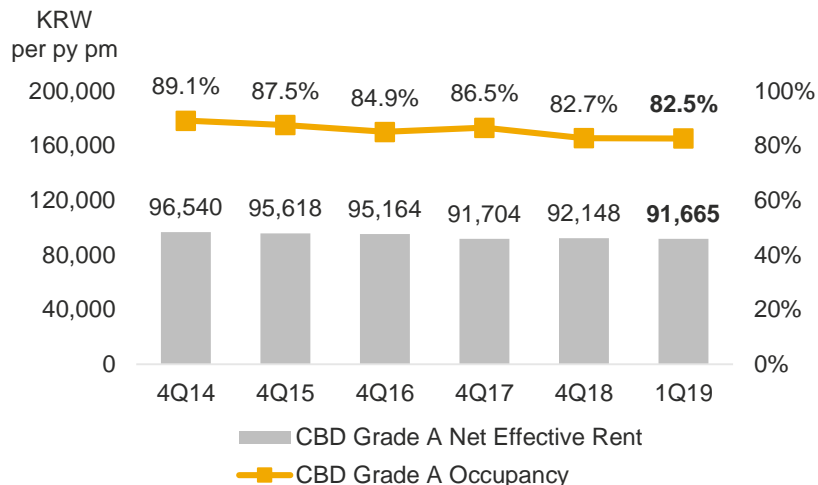
### Yeouido Business District (YBD):

Government-driven finance hub on an island



# Seoul Office Market

- South Korea is Asia's fourth largest economy<sup>(1)</sup>
- Seoul had the fourth highest volume of commercial real estate investment globally in 2018<sup>(2)</sup>
- CBD Grade A occupancy decreased from 82.7% as at end December 2018 to 82.5% as at end March 2019<sup>(3)</sup>



Sources:

- (1) IMF, April 2019
- (2) JLL Research, 4Q 2018
- (3) JLL Research, 1Q 2019

# Sustainability and Tenant Engagement

- **In conjunction with Earth Day:** Earth Hour was observed at all of Keppel REIT's properties in Singapore and Australia
- **In support of World Water Day:** Eco-roadshows were held in collaboration with Public Utilities Board to encourage water conservation at Ocean Financial Centre and Bugis Junction Towers
- **To rally fight against plastic pollution:** An interactive microplastics artwork made from Singapore's shore debris was displayed at office lobbies of Ocean Financial Centre and Marina Bay Financial Centre



*Removing microplastics from shore debris*



*Sharing water-saving tips*



# Financial Performance

	2Q 2019	2Q 2018	+ / (-)	1H 2019	1H 2018	+ / (-)
<b>Property Income</b>	\$39.9 m <sup>(1)</sup>	\$51.7 m	(22.7%)	\$79.9 m <sup>(1)</sup>	\$91.4 m	(12.5%)
<b>Net Property Income (NPI)</b>	\$31.1 m	\$43.2 m	(28.1%)	\$62.4 m	\$74.4 m	(16.2%)
Less: Attributable to Non-controlling Interests	(\$4.2 m)	-*	Nm	(\$8.3 m)	-*	Nm
<b>NPI Attributable to Unitholders</b>	\$26.9 m <sup>(2)</sup>	\$43.2 m	(37.8%)	\$54.1 m <sup>(2)</sup>	\$74.4 m	(27.2%)
<b>Share of Results of Associates and Joint Ventures</b>	\$27.0 m <sup>(3)</sup>	\$26.5 m	+1.9%	\$53.4 m	\$54.9 m	(2.7%)
<b>Distribution to Unitholders</b>	\$47.3 m <sup>(4)</sup>	\$48.3 m	(2.1%)	\$94.6 m <sup>(4)</sup>	\$96.6 m	(2.0%)
<b>DPU (cents)</b>	1.39	1.42	(2.1%)	2.78	2.84	(2.1%)

\* Denotes less than \$0.1m

(1) The decrease was due mainly to lower one-off income for early surrender of leases.

(2) Reflects amount attributable to Unitholders based on an interest of 79.9% in Ocean Financial Centre following the divestment of a 20% stake in December 2018, as well as an interest of 99.38% in T Tower in Seoul which was acquired in May 2019.

(3) Share of results of associates was higher year-on-year due mainly to higher one-off income. Share of results of joint ventures was lower year-on-year due mainly to depreciation of Australian dollar against Singapore dollar.

(4) Includes distribution of capital gains of \$3.0 million for 2Q 2019 and \$6.0 million for 1H 2019.

## Distribution Timetable

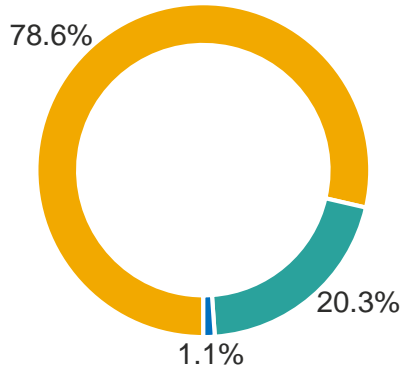
**Ex-Date:** Mon, 22 Jul 2019

**Books Closure Date:** Tue, 23 Jul 2019

**Payment Date:** Tue, 27 Aug 2019

# Income Contribution

## Breakdown by Geography (for 1H 2019)



■ Singapore ■ Australia ■ South Korea

	1H 2019	%	1H 2018	%
<b>Ocean Financial Centre<sup>(1)</sup></b>	32,796	27.0	54,719	38.4
<b>Marina Bay Financial Centre</b>	42,373	34.9	41,394	29.0
<b>One Raffles Quay</b>	12,313	10.1	13,506	9.5
<b>Bugis Junction Towers</b>	8,003	6.6	7,959	5.6
<b>8 Chifley Square</b>	6,214	5.1	6,507	4.6
<b>8 Exhibition Street</b>	6,355	5.2	5,888	4.1
<b>275 George Street</b>	5,651	4.7	5,805	4.1
<b>David Malcolm Justice Centre</b>	6,399	5.3	6,661	4.7
<b>T Tower<sup>(2)</sup></b>	1,311	1.1	-	-
<b>Total</b>	<b>121,415</b>	<b>100.0</b>	<b>142,439</b>	<b>100.0</b>

(1) Reflects the amount attributable to Unitholders based on an interest of 79.9% (1H 2018: 99.9%) following the divestment of a 20% stake in December 2018.

(2) Reflects the amount attributable to Unitholders based on an interest of 99.38% acquired on 27 May 2019.

# Balance Sheet

	As at 30 Jun 2019	As at 31 Mar 2019	+ / (-)
<b>Deposited Property<sup>(1)</sup></b>	\$8,512 m	\$8,206 m	+3.7%
<b>Total Assets</b>	\$7,936 m	\$7,616 m	+4.2%
<b>Borrowings<sup>(2)</sup></b>	\$3,267 m	\$2,930 m	+11.5%
<b>Total Liabilities</b>	\$2,684 m	\$2,321 m	+15.6%
<b>Unitholders' Funds</b>	\$4,672 m	\$4,714 m	(0.8%)
<b>Adjusted NAV per Unit<sup>(3)</sup></b>	\$1.36	\$1.37	(0.7%)

(1) Included interests in associates and joint ventures.

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

(3) For 30 June 2019 and 31 March 2019, these excluded the distributions to be paid in August 2019 and paid in May 2019 respectively.

# Portfolio Information: Singapore

	Ocean Financial Centre	Marina Bay Financial Centre <sup>(4)</sup>	One Raffles Quay	Bugis Junction Towers
Attributable NLA	699,945 sf	1,024,370 sf	442,224 sf	248,853 sf
Ownership	79.9%	33.3%	33.3%	100.0%
Principal tenants <sup>(1)</sup>	BNP Paribas, ANZ, Drew & Napier	DBS Bank, Standard Chartered Bank, Barclays	Deutsche Bank, UBS, Ernst & Young	Enterprise Singapore, InterContinental Hotels Group, UCommune
Tenure	99 years expiring 13 Dec 2110	99 years expiring 10 Oct 2104 <sup>(5)</sup> and 7 Mar 2106 <sup>(6)</sup>	99 years expiring 12 Jun 2100	99 years expiring 9 Sep 2089
Purchase Price (on acquisition)	S\$1,838.6m <sup>(3)</sup>	S\$1,426.8m <sup>(5)</sup> S\$1,248m <sup>(6)</sup>	S\$941.5m	S\$159.5m
Valuation <sup>(2)</sup>	S\$2,099.0m	S\$1,695.3m <sup>(5)</sup> S\$1,297.0m <sup>(6)</sup>	S\$1,275.6m	S\$515.0m
Capitalisation rates	3.60%	3.65% <sup>(5)</sup> 3.63% <sup>(6)</sup>	3.65%	3.65%

1) On committed gross rent basis.

2) Valuation as at 31 December 2018 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) office 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.

# Portfolio Information: Australia & South Korea

	8 Chifley Square, Sydney	8 Exhibition Street, Melbourne <sup>(3)</sup>	275 George Street, Brisbane	David Malcolm Justice Centre, Perth	311 Spencer Street, Melbourne <i>(Under construction)</i>	T Tower, Seoul
Attributable NLA	104,070 sf	244,491 sf	224,693 sf	167,784 sf	358,683 sf	226,945 sf
Ownership	50.0%	50.0%	50.0%	50.0%	50.0%	99.38%
Principal tenants <sup>(1)</sup>	Corrs Chambers Westgarth, Quantium, QBE Insurance	Ernst & Young, Amazon, Minister for Finance - State of Victoria	Telstra, Queensland Gas Company, The State of Queensland <sup>(6)</sup>	Minister for Works - Government of Western Australia	Minister for Finance - State of Victoria	Hankook Corporation, SK Communications, Philips Korea
Tenure	99 years expiring 5 Apr 2105	Freehold	Freehold	99 years expiring 30 Aug 2114	Freehold	Freehold
Purchase Price (on acquisition)	S\$197.8m	S\$201.3m <sup>(3)</sup>	S\$209.4m	S\$208.1m	S\$362.4m <sup>(7)</sup>	S\$301.4m <sup>(9)</sup>
Valuation <sup>(2)</sup>	S\$249.3m	S\$271.9m <sup>(3)</sup>	S\$232.2m	S\$221.6m	S\$233.8m <sup>(8)</sup>	S\$309.0m <sup>(9,10)</sup>
Capitalisation rates	4.88%	5.00% <sup>(4)</sup> ; 4.50% <sup>(5)</sup>	5.25%	5.50%	4.50%	4.50%

1) On committed gross rent basis.

2) Valuation of Australian assets as at 31 December 2018 based on Keppel REIT's interest in the respective properties and on the exchange rate of A\$1 = S\$1.0071.

3) Keppel REIT owns a 50% interest in the 8 Exhibition Street office building and a 100% interest in the three adjacent retail units.

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

5) Refers to Keppel REIT's 100% interest in the three adjacent retail units.

6) Refers to the Department of Housing and Public Works – The State of Queensland.

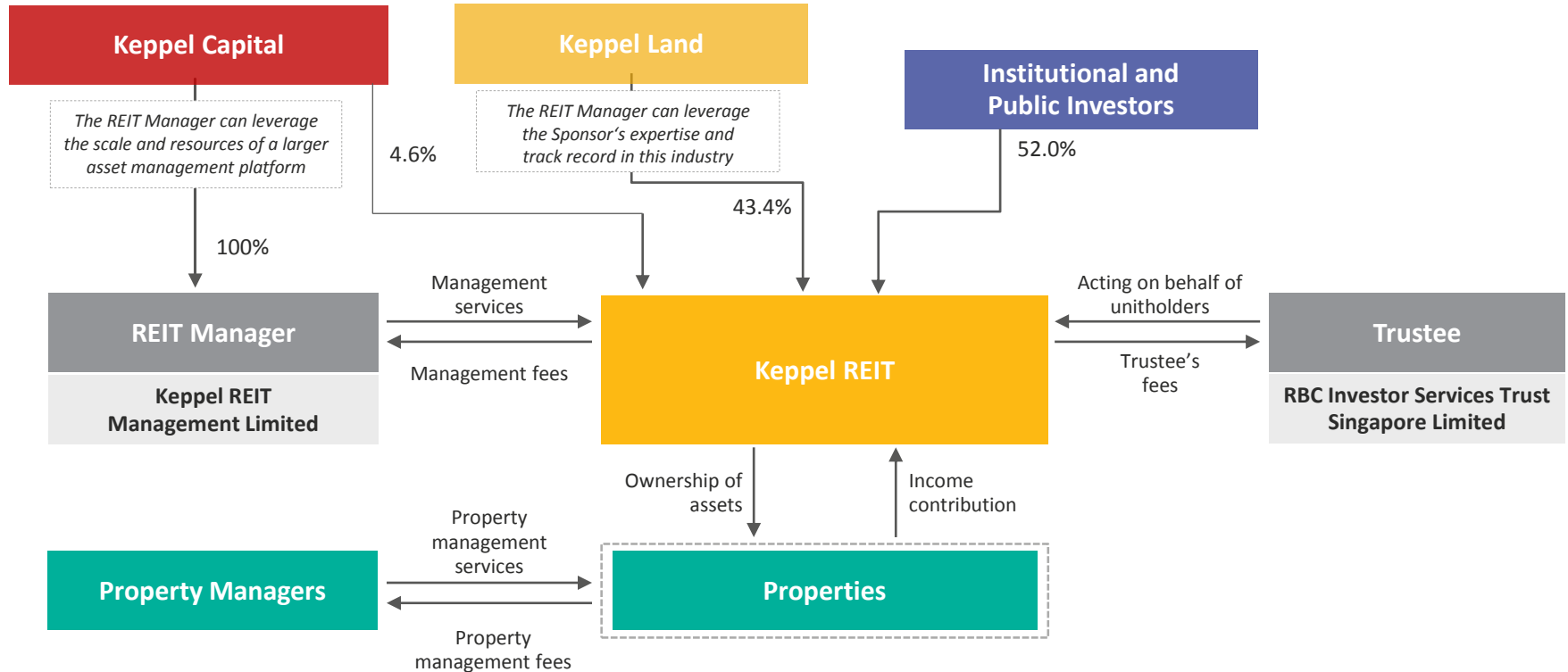
7) Based on the aggregate consideration paid-to-date and to be paid, including development costs of the building, at the exchange rate of A\$1=S\$1.042 as disclosed in the announcement dated 29 June 2017.

8) Based on "as is" valuation as at 31 December 2018.

9) Based on Keppel REIT's interest in T Tower and an exchange rate of KRW 1,000 to S\$1.193 as at 18 April 2019.

10) Valuation as at 25 March 2019.

# Keppel REIT Structure





**Thank You**