

The logo for Keppel REIT, featuring the word "Keppel" in white on a grey rectangular background, followed by "REIT" in red. A red diagonal line is positioned above the "K" in "Keppel".

Keppel REIT

UOB Kay Hian-REITAS S-REIT Webinar

2 Jun 2021

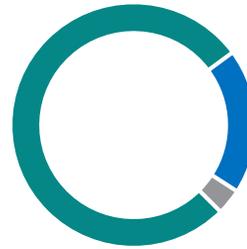


Sustainable Pan-Asian Portfolio with Income Resilience

\$8.9b

Grade A commercial portfolio with strong committed occupancy to an established and diversified tenant base

Singapore,
77.4%



Australia,
19.2%

South
Korea,
3.4%



ESG Awards

- **BCA Green Mark Platinum** award for all Singapore assets
- 5 Stars and above in the **NABERS Energy** rating for most Australian assets



ESG Benchmarking

- **ISS ESG corporate rating** – Prime status
- **Global Real Estate Sustainability Benchmark (GRESB)** – Green Star status



ESG Indices

- **iEdge SG ESG Transparency Index**
- **iEdge SG ESG Leaders Index**

Continuing Portfolio Optimisation

- Portfolio optimisation to improve yield and create long-term value for Unitholders
- Holding quality assets across different markets enhances income diversification and long-term stability



Dec 2018: Divested 20% of Ocean Financial Centre in Singapore



May 2019: Acquired T Tower in Seoul



Nov 2019: Divested Bugis Junction Towers in Singapore



Jul 2020: Completed Victoria Police Centre in Melbourne



Dec 2020: Acquired Pinnacle Office Park in Sydney

Recent development:

- Acquired Keppel Bay Tower, a Grade A office building in the Keppel Bay waterfront precinct of HarbourFront on 18 May 2021



Photo Credit: ST Press

May 2021: Acquired Keppel Bay Tower in Singapore

2018

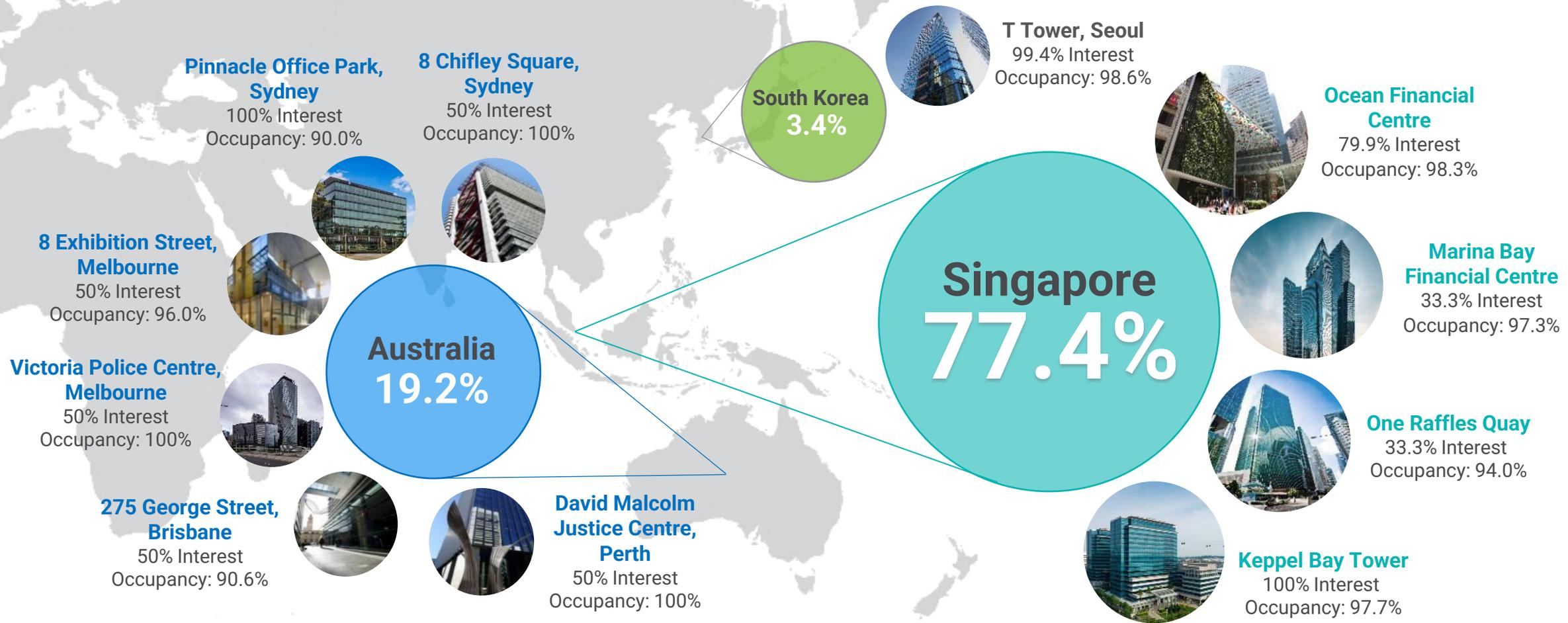
2019

2020

2021

Grade A Portfolio with High Occupancy and Long WALE

\$8.9 billion portfolio in key business districts of Singapore, Australia and South Korea enhances income diversification and long-term stability



Key Highlights



\$51.6m

1Q 2021 distributable income from operations⁽¹⁾

Up 22.0% y-o-y

\$270.0m

Gross proceeds raised from the private placement⁽²⁾ that was approximately 4.6 times covered

35.2%

Aggregate leverage as at 31 Mar 2021

Low all-in interest rate of 2.01% p.a.



96.5%

High portfolio committed occupancy as at 31 Mar 2021

6.7 years

Long portfolio weighted average lease expiry (WALE) as at 31 Mar 2021

Top 10 tenants' WALE was 11.8 years

Pinnacle Office Park

Commencement of income contribution in 1Q 2021, after acquisition completion on 31 Dec 2020



Keppel Bay Tower

Acquisition of Grade A office building in the Keppel Bay waterfront precinct has been completed on 18 May 2021

Established and Diversified Tenant Base

- Keppel REIT has a diversified tenant base of 354⁽¹⁾ tenants, many of which are established blue-chip corporations

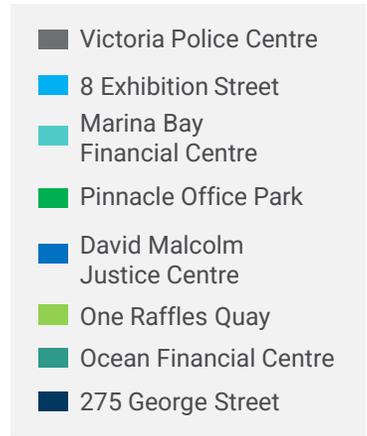
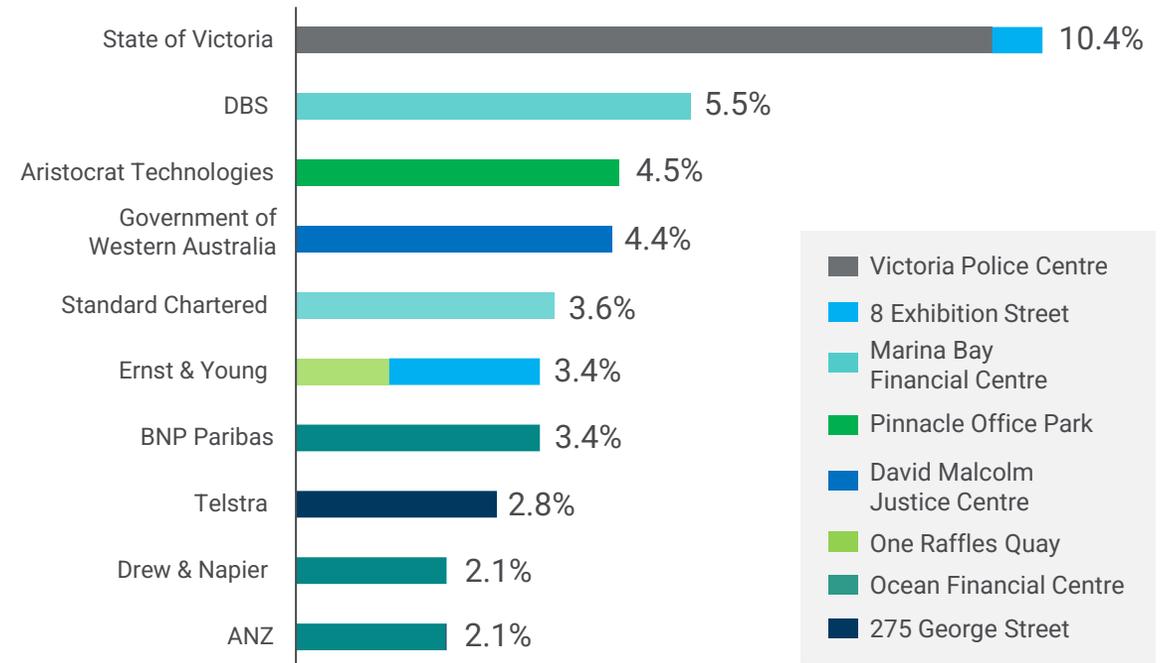
- Top 10 tenants take up 42.2% of NLA and contribute 37.3% of gross rent



Tenant Business Sector

Banking, insurance and financial services	32.0%
Government agency	16.3%
Technology, media and telecommunications	15.8%
Legal	7.4%
Energy, natural resources, shipping and marine	6.5%
Real estate and property services	4.9%
Accounting and consultancy services	4.8%
Services	4.6%
Manufacturing and distribution	4.2%
Retail and food & beverage	2.8%
Others	0.7%
Total	100%

Top 10 Tenants



1Q 2021 Portfolio Update

Managing the COVID-19 Situation:

- Keppel REIT's quality office portfolio and high-quality tenant profile continue to provide income stability and resilience
- The Manager will continue to implement strict safe management measures and leverage technology at Keppel REIT's properties to provide a safe and conducive work environment for building occupants



Rental collection⁽¹⁾

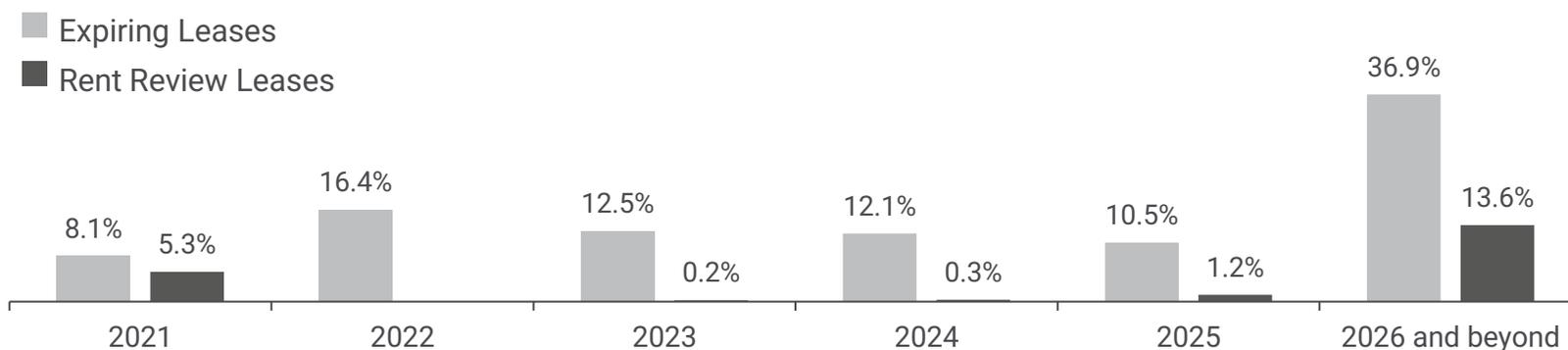
99%
in 1Q 2021



Tenant relief measures

Approx. \$0.1m
granted in 1Q 2021

Lease Expiries and Rent Reviews⁽²⁾



- Average signing rent for Singapore office leases concluded in 1Q 2021 was \$10.64⁽³⁾ psf pm
- Average expiring rents⁽⁴⁾ of Singapore office leases (psf pm): \$9.98 in 2021, \$10.27 in 2022 and \$10.96 in 2023

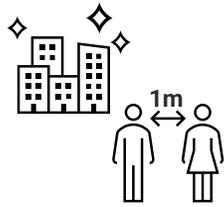
(1) Rent deferrals are excluded from rental collection in 1Q 2021.

(2) Based on committed attributable area.

(3) Based on a weighted average calculation. Simple average signing rent was \$10.94 psf pm.

(4) Weighted average based on attributable NLA of office lease expiries and reviews in Singapore.

Operating in the New Environment



Wellness

Strong hygiene, air quality and safe management measures to enhance well-being and safety



Flexibility

Incorporation of flexibility into office design and work arrangement to facilitate collaboration and increase resilience



Technology

Robust IT infrastructure and smart building technology to support tenant requirements, enhance workplace safety and optimise energy consumption



Ocean Financial Centre (pictured):
Singapore's first commercial building to achieve the WELL Health-Safety rating by the International WELL Building Institute

Keppel REIT will continue to optimise the portfolio and calibrate its leasing strategy to meet tenants' evolving business needs

- Build a robust portfolio with strong operational excellence which would be well sought after by tenants in view of health, environmental and business continuity considerations
- Proactive tenant engagement to develop mutually beneficial lease arrangements, as well as position Keppel REIT for the next leasing cycle

Committed to Delivering Stable Income & Sustainable Returns

Portfolio Optimisation

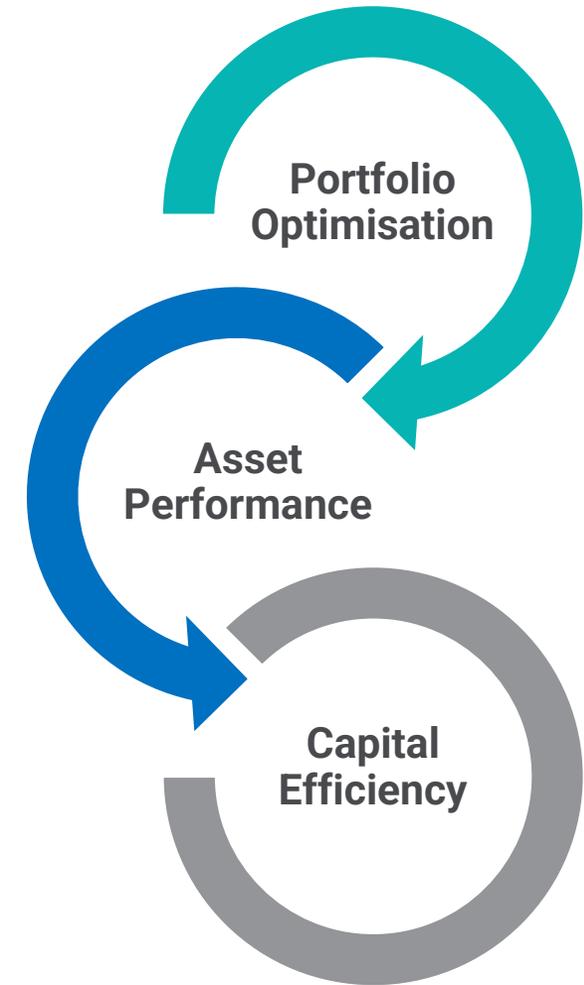
- Portfolio optimisation to improve yield, while maintaining exposure to Singapore CBD
- Hold quality assets across different markets for improved income stability and to provide more long-term growth opportunities

Asset Performance

- Drive individual asset performance with proactive leasing and cost management strategies
- Implement initiatives to future proof assets and enhance sustainability

Capital Efficiency

- Optimise capital structure to reduce borrowing costs and improve returns
- Manage debt maturities and hedging profiles to reduce risk



Thank You

For more information, please visit:
www.keppelreit.com

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Constituent of:



FTSE ST Large &
Mid Cap Index



GPR 250
Index Series



FTSE EPRA Nareit Global
Developed Index



MSCI Singapore
Small Cap Index



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