

**Keppel REIT**

# DBS Pulse of Asia Conference 2024

26 March 2024



# Outline

■ FY 2023 Key Highlights	3
■ Financial Results	4
■ Portfolio Review	8
■ Market Review	21
■ Additional Information	26

## Constituent of:



FTSE ST Large &  
Mid Cap Index



FTSE4Good

FTSE4GOOD  
Developed &  
FTSE4GOOD  
ASEAN 5 Index



FTSE EPRA Nareit Global  
Developed Index



GPR 250  
Index Series



MSCI Singapore  
Small Cap Index

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.

# FY 2023 Key Highlights

## Strong Operating Performance and Robust Balance Sheet



### Higher Net Property Income

**\$182.4m**

3.7% higher than FY 2022

### High Portfolio Occupancy

**97.1%**

As at 31 Dec 2023

### Long Portfolio WALE

**5.5 years**

Top 10 tenants' WALE at 9.7 years

As at 31 Dec 2023



### Healthy Aggregate Leverage

**38.9%**

As at 31 Dec 2023

### All-in interest rate

**2.89% p.a.**

As at 31 Dec 2023

### Fixed Borrowings

**75%**

Borrowings on fixed rates as at 31 Dec 2023



### Distribution to Unitholders

**\$218.7m**

### FY 2023 DPU

**5.80 cents**



# Financial Results

Keppel Bay Tower,  
Singapore



# Keppel REIT Achieves FY2023 Distribution to Unitholders of \$218.7m on Higher NPI

- NPI for FY 2023 was 3.7% higher due mainly to higher rentals and occupancy for the Singapore properties.
- FY 2023 Distribution to Unitholders was 1.0% lower year-on-year at **\$218.7m**, due mainly to increased borrowing costs

	2H 2023	2H 2022	+/(−)	FY 2023	FY 2022	+/(−)
<b>Property Income<sup>(1)</sup></b>	118.2m	109.5m	+7.9%	233.1m	219.3m	+6.3%
<b>Net Property Income (NPI)</b>	92.5m	86.5m	+7.0%	182.4m	175.9m	+3.7%
Less: Attributable to Non-controlling Interests	(9.5m)	(8.5m)	+12.5%	(18.6m)	(17.0m)	+9.7%
<b>NPI Attributable to Unitholders</b>	83.0m	78.0m	+6.4%	163.8m	158.9m	+3.0%
<b>Interest Income<sup>(2)</sup></b>	3.7m	16.2m	(77.4%)	7.3m	25.3m	(70.9%)
<b>Share of Results of Associates<sup>(3)</sup></b>	39.8m	33.2m	+20.1%	80.1m	77.8m	+3.0%
<b>Share of Results of Joint Ventures<sup>(4)</sup></b>	11.7m	11.2m	+4.3%	23.7m	22.9m	+3.3%
<b>Borrowing Costs</b>	(35.2m)	(32.5m)	+8.3%	(67.0m)	(57.7m)	+16.0%
<b>Distributable income from operations</b>	99.7m	100.4m	(0.7%)	198.7m	210.9m	(5.8%)
<b>Anniversary distribution<sup>(5)</sup></b>	10.0m	10.0m	-	20.0m	10.0m	+100%
<b>Distribution to Unitholders</b>	109.7m	110.4m	(0.6%)	218.7m	220.9m	(1.0%)
<b>DPU (cents)</b>	2.90	2.95	(1.7%)	5.80	5.92	(2.0%)

## FY 2023 Distribution Timetable

Distribution Period	1 Jul to 31 Dec 2023
Distribution per Unit	2.90 cents
Ex-Date	6 Feb 2024
Record Date	7 Feb 2024
Payment Date	15 Mar 2024

(1) Property income relates to income from directly-held properties including Ocean Financial Centre, 50% interest in 8 Exhibition Street office building and 100% interest in the three adjacent retail units, 50% interest in Victoria Police Centre, Pinnacle Office Park, T Tower, Keppel Bay Tower, KR Ginza II after it was acquired on 30 Nov 2022 and 2 Blue Street after it achieved practical completion on 3 Apr 2023.

(2) Consist mainly of interest income from advances to associates.

(3) Share of results of associates relates to Keppel REIT's one-third interests in One Raffles Quay and Marina Bay Financial Centre.

(4) Share of results of joint ventures relates to Keppel REIT's 50% interests in 8 Chifley Square and David Malcolm Justice Centre.

(5) As announced on 25 Oct 2022, to celebrate Keppel REIT's 20th anniversary, a total of \$100 million of Anniversary Distribution will be distributed over 5 years. \$20 million will be distributed annually with such distribution to be made semi-annually.



# Robust Balance Sheet

	As at 31 Dec 2023	As at 31 Dec 2022	+ / (-)
Deposited Property <sup>(1)</sup>	\$9,421m	\$9,395m	+0.3%
Total Assets	\$8,259m	\$8,881m	-7%
Borrowings <sup>(2)</sup>	\$3,664m	\$3,606m	+1.6%
Total Liabilities	\$2,508m	\$3,016m	-16.8%
Unitholders' Funds	\$5,005m	\$5,119m	-2.2%
Adjusted NAV per Unit <sup>(3)</sup>	\$1.29	\$1.34	-3.7%

(1) Included interests in associates and joint ventures.

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

(3) Adjusted NAV per Unit as at 31 Dec 2023 excluded the distribution to be paid in Mar 2024 (for 2H 2023). Adjusted NAV per Unit as at 31 Dec 2022 excluded the distribution paid in Mar 2023 (for 2H 2022).

# Healthy Debt Profile

- Aggregate leverage at 38.9% with 75% of borrowings on fixed rates
- AUD, KRW and JPY denominated loans formed ~15%, ~4% and ~3% of total portfolio borrowings<sup>(1)</sup> respectively
- Sustainability-focused funding constituted 64% of total borrowings<sup>(1)</sup>
- Access to ~\$1.2 billion of available borrowing facilities

(1) This includes Keppel REIT's share of external borrowings accounted for at the level of associates.

(2) Defined as trailing 12 months earnings before interest, tax, depreciation and amortisation (EBITDA) (excluding effects of any fair value changes of derivatives and investment properties, and foreign exchange translation), over trailing 12 months interest expense and borrowing-related fees.

(3) Defined as trailing 12 months EBITDA (excluding effects of any fair value changes of derivatives and investment properties, and foreign exchange translation), over trailing 12 months interest expense, borrowing-related fees and distributions on hybrid securities.

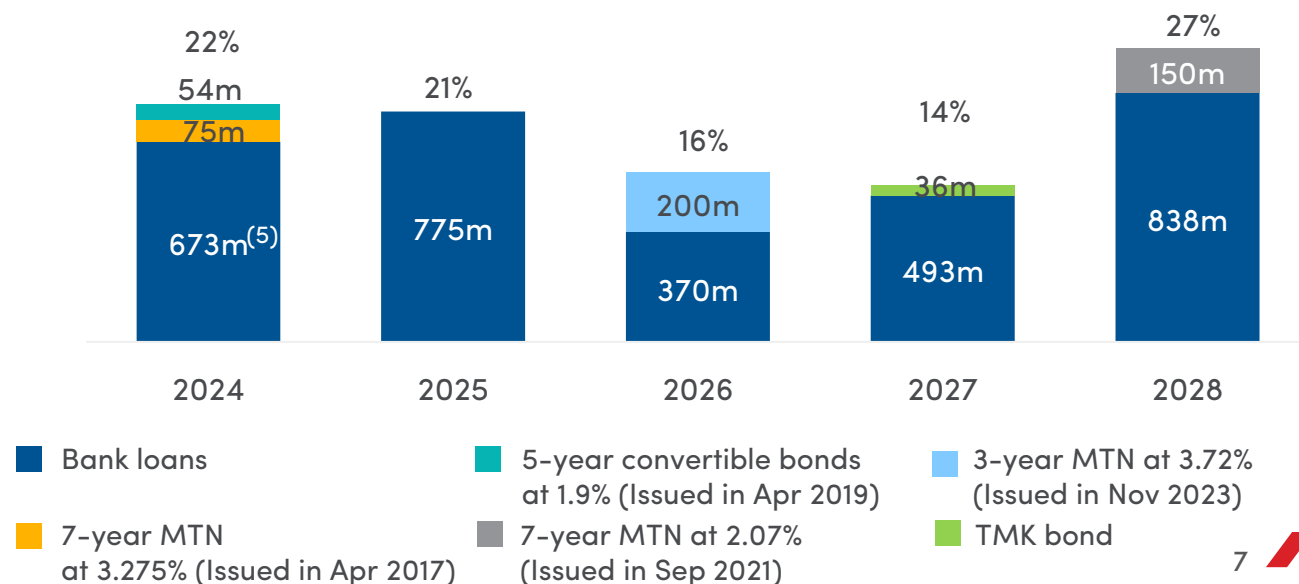
(4) Refers to changes to SORA and BBSW for applicable loans on floating rates.

(5) Refinancing discussions with respective lenders are in progress.

As at 31 Dec 2023	
Interest Coverage Ratio <sup>(2)</sup>	3.4x
Adjusted Interest Coverage Ratio <sup>(3)</sup>	3.0x
All-in Interest Rate	2.89% p.a.
Aggregate Leverage	38.9%
Weighted Average Term to Maturity	2.4 years
Borrowings on Fixed Rates	75%
Sensitivity to Interest Rates <sup>(4)</sup>	+/-25 bps = ~0.06 cents decrease/increase in DPU p.a.

## Debt Maturity Profile

(As at 31 Dec 2023)



# Portfolio Review

Ocean Financial Centre,  
Singapore

Photo Credit: Central Narcotics Bureau





# Diversified Portfolio of Prime Commercial Assets in Asia Pacific

**\$9.2b** portfolio of prime quality assets anchored across different markets enhance **income stability and long-term growth opportunities**

**T Tower, Seoul**  
99.4% Interest  
Occupancy: 95.8%



**South Korea**  
3.4%

**Japan**  
1.0%

**KR Ginza II, Tokyo**  
98.5% Interest  
Occupancy: 100.0%



**Ocean Financial Centre**  
79.9% Interest  
Occupancy: 100.0%



**Singapore**  
79.1%

**Marina Bay Financial Centre**  
33.3% Interest  
Occupancy: 98.7%



**One Raffles Quay**  
33.3% Interest  
Occupancy: 99.4%



**Keppel Bay Tower**  
100% Interest  
Occupancy: 97.7%



**David Malcolm Justice Centre, Perth**  
50% Interest  
Occupancy: 100.0%



**Australia**  
16.5%

**8 Chifley Square, Sydney**  
50% Interest  
Occupancy: 100.0%



**Pinnacle Office Park, Sydney**  
100% Interest  
Occupancy: 90.8%



**2 Blue Street (formerly known as Blue & William), Sydney**  
100% Interest  
Occupancy: 66.4%<sup>(1)</sup>



**8 Exhibition Street, Melbourne**  
50% Interest  
Occupancy: 99.1%



**Victoria Police Centre, Melbourne**  
50% Interest  
Occupancy: 100.0%

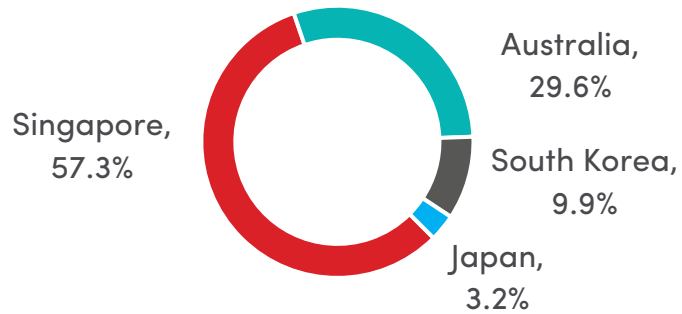


Note: Information as at 31 Dec 2023.

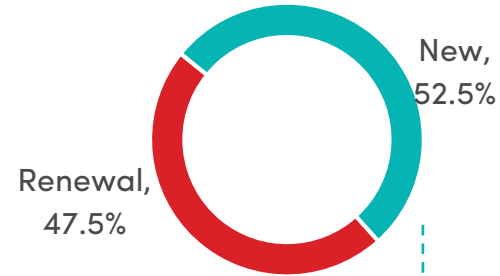
1. 2 Blue Street (formerly known as Blue & William) achieved practical completion on 3 Apr 2023 and is receiving rental support arrangement on unlet space for a period of up to three years from the practical completion date.

# FY 2023 Portfolio Performance

Leases Committed by Geography<sup>(1)</sup>



Leases Committed by Type<sup>(1)</sup>



Total Leases Committed  
**~1,509,800 sf**  
(Attributable ~773,900 sf)

Rental Reversion  
**+9.9%**

Retention Rate  
**73.7%**

**New leasing demand and expansions from:**

Technology, media and telecommunications	22.0%
Banking, insurance and financial services	18.8%
Energy, natural resources, shipping and marine	15.7%
Government agency	13.5%
Accounting and consultancy services	9.5%
Real estate and property services	4.9%
Manufacturing and distribution	2.8%
Retail and F&B	2.4%
Legal	1.2%
Services	0.7%
Others	8.5%
<b>Total</b>	<b>100.0%</b>

**As at 31 Dec 2023:**

**97.1%**

Portfolio committed occupancy

**9.7 years**

Top 10 tenants' WALE

**5.5 years**

Portfolio WALE

- Singapore portfolio: 2.5 years
- Australia portfolio: 11.5 years
- South Korea portfolio: 4.1 years
  - Japan portfolio: 2.6 years

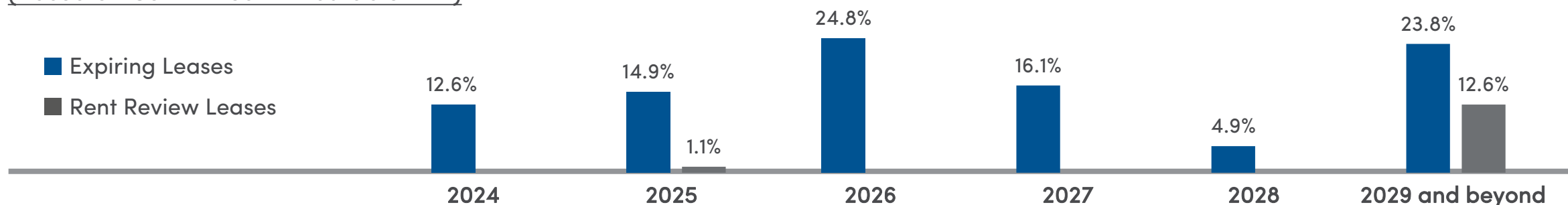
(1) Based on committed attributable area.

# Well-spread Lease Expiry Profile

- Average signing rent for Singapore office leases<sup>(1)</sup> concluded in FY 2023 was \$12.41 psf pm, supported by healthy demand from diverse sectors for prime office space
- Average expiring rents of Singapore office leases<sup>(2)</sup> (psf pm): \$11.19 in 2024, \$11.13 in 2025 and \$11.95 in 2026

## Lease Expiries and Rent Reviews as at 31 Dec 2023

(Based on Committed Attributable NLA)



## Lease Expiries and Rent Reviews (Based on Committed Attributable Gross Rent)

Expiring leases	13.7%	17.8%	23.5%	17.7%	5.3%	22.0%
Rent review leases	-	1.4%	-	-	-	9.5%

## Geographic Breakdown of Expiries and Rent Reviews<sup>(3)</sup>

Singapore	9.9%	14.9%	16.4%	10.8%	3.0%	5.9%
Australia	2.6%	0.8%	6.8%	3.5%	0.8%	29.3%
South Korea	0.1%	-	1.4%	1.5%	1.0%	1.2%
Japan	-	0.3%	0.2%	0.3%	0.1%	-

(1) Weighted average for Ocean Financial Centre, Marina Bay Financial Centre and One Raffles Quay.

(2) Weighted average based on attributable NLA of office lease expiries and rent reviews in Ocean Financial Centre, Marina Bay Financial Centre and One Raffles Quay.

(3) Based on committed attributable NLA.



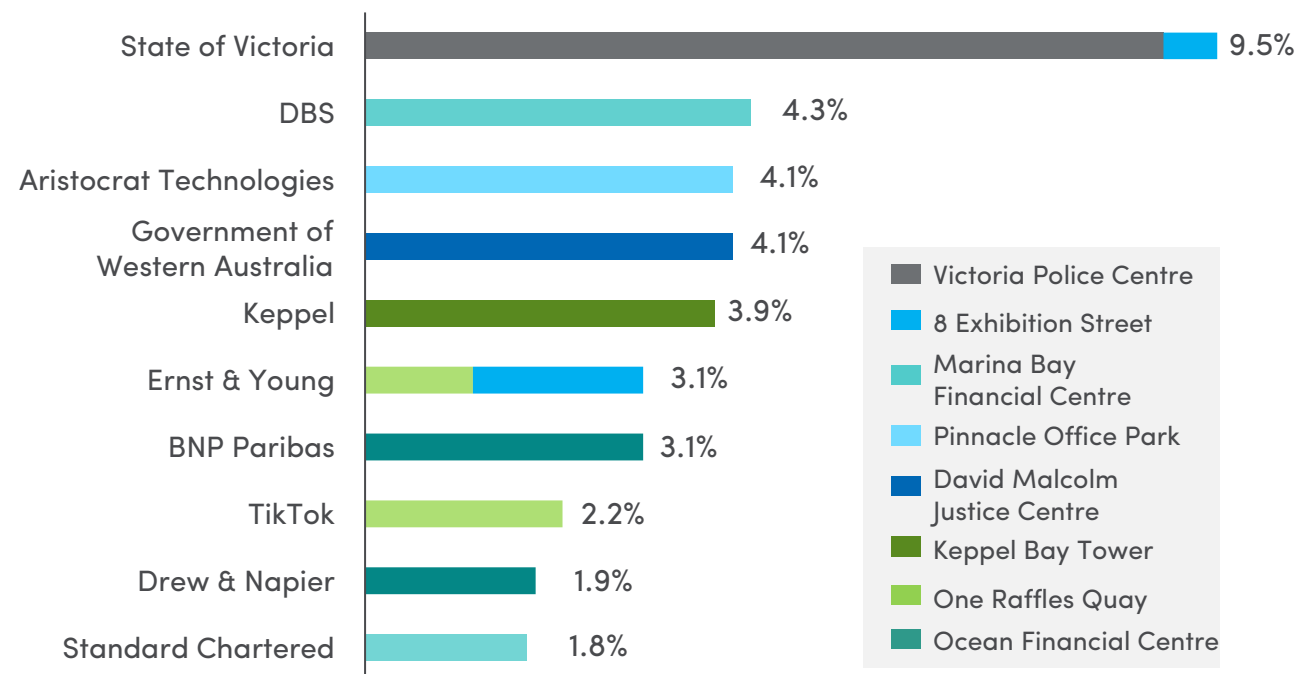
# Established and Diversified Tenant Base

- Keppel REIT has a diversified tenant base of 459<sup>(1)</sup> tenants, many of which are established blue-chip corporations

Tenant Business Sector	%
Banking, insurance and financial services	28.1%
Government agency	15.3%
Technology, media and telecommunications	15.1%
Energy, natural resources, shipping and marine	7.9%
Manufacturing and distribution	7.4%
Real estate and property services	6.3%
Legal	5.6%
Accounting and consultancy services	5.2%
Retail and F&B	2.6%
Services	2.5%
Others	4.0%
<b>Total</b>	<b>100.0%</b>

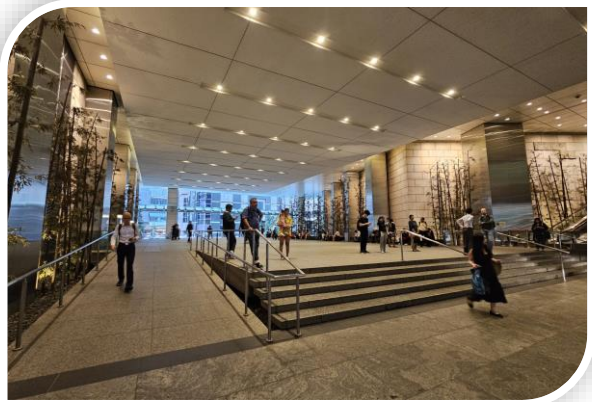
- Top 10 tenants take up 38.0% of NLA and contribute 32.7% of gross rent

## Top 10 Tenants



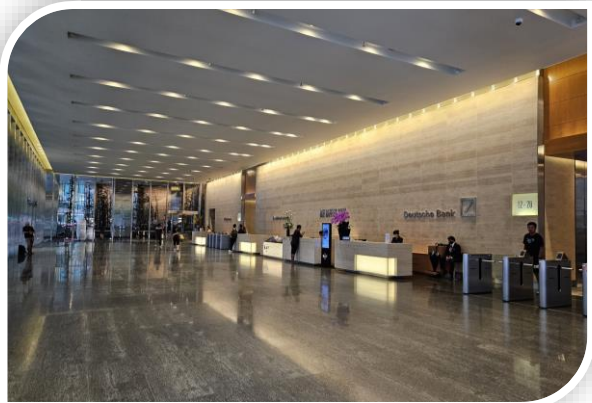
# Asset Enhancement Initiatives at One Raffles Quay: Elevate Arrival Experience and Promote Collaboration and Networking

Before



Elevate arrival experience at garden plaza

After



Refresh Tower Lobbies to promote collaboration



- Garden plaza, North and South Tower lobbies will be enhanced to elevate arrival experience
- New seating areas at North and South Tower lobbies will be created to promote collaboration and networking among the tenants and guests

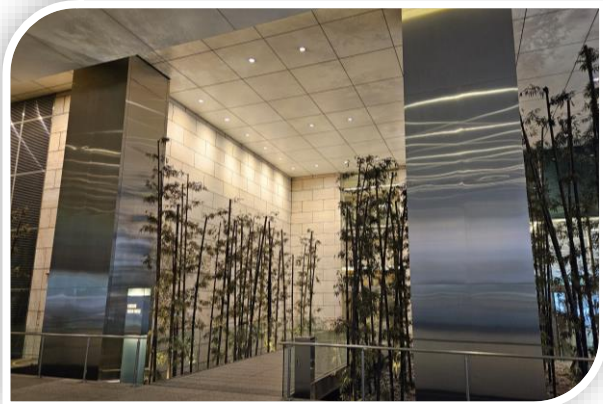
# Asset Enhancement Initiatives at One Raffles Quay: Expand Food & Beverage Offerings

Before

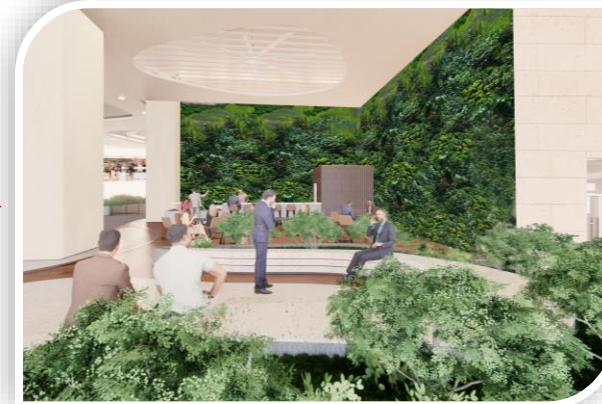


New F&B offerings at North Tower

After



New outdoor F&B offerings at garden plaza



Artist's Impression

- Food & beverage offerings will be expanded to enrich the building's amenities and provide more dining options
- Asset enhancement initiatives to commence in 1Q 2024 and target to complete in end 2024



# Completion of Refurbishment at Pinnacle Office Park Lobby

- Refurbishment at Pinnacle Office Park (Building B) lobby was completed in Jan 2024
  - Refreshed ground floor lobby, café area and lift lobby to elevate arrival and tenant experience
  - A convertible clubhouse lounge and meeting rooms were added for social events and meetings
  - The outdoor terrace was also renovated to modernise and freshen the seating area, as well as to create a walking track to allow tenants to socialise and encourage them to stay active

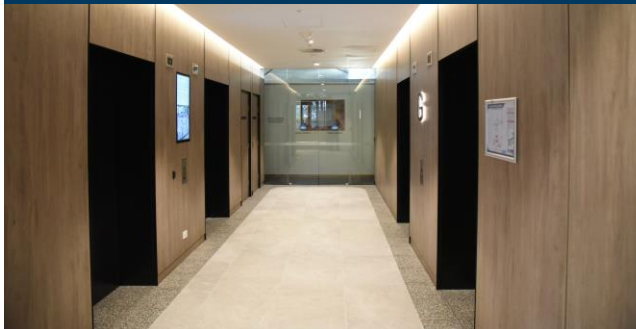
Refreshed lobby and café area to enhance arrival experience



New convertible clubhouse lounge for social events and meetings



Upgraded lift lobby to elevate tenant experience



Meeting rooms in common areas for tenants to reserve and host meetings



# Singapore Portfolio Valuations (As at 31 December 2023)

Valuation based on attributable interest	30 Jun 2023	31 Dec 2023	Variance		31 Dec 2023	Cap Rate (%)
			S\$	%		
Ocean Financial Centre (79.9% interest)	S\$2,140.5m	S\$2,149.3m	S\$8.8m	0.4	S\$3,082psf	3.40
Marina Bay Financial Centre (33.3% interest)	Towers 1 & 2, and MBLM <sup>(1)</sup> : S\$1,770.0m	S\$1,793.0m	S\$23.0m	1.3	S\$3,125psf	3.30
	Tower 3: S\$1,336.0m	S\$1,349.0m	S\$13.0m	1.0	S\$3,037psf	3.25
One Raffles Quay (33.3% interest)	S\$1,282.0m	S\$1,306.7m	S\$24.7m	1.9	S\$2,958psf	3.15
Keppel Bay Tower (100% interest)	S\$710.0m	S\$715.0m	S\$5.0m	0.7	S\$1,851psf	3.55
<b>Singapore Portfolio</b>	<b>S\$7,238.5m</b>	<b>S\$7,313.0m</b>	<b>S\$74.5m</b>	<b>1.0</b>		

# Overseas Property Valuations (As at 31 December 2023)

Valuation based on Keppel REIT's interest	Local Currency (A\$/KRW/JPY)				S\$				31 Dec 2023	Cap Rate (%)
	30 Jun 2023	31 Dec 2023	Variance		30 Jun 2023	31 Dec 2023	Variance			
			A\$/KRW/JPY	%			S\$	%		
<b>2 Blue Street<sup>(1, 2)</sup></b> (100% interest)	A\$295.0m	A\$287.0m	A\$(8.0m)	(2.7)	S\$259.0m	S\$253.3m	S\$(5.7m)	(2.2)	A\$20,235 psm	5.25
<b>8 Chifley Square<sup>(1)</sup></b> (50% interest)	A\$222.5m	A\$217.5m	A\$(5.0m)	(2.2)	S\$195.3m	S\$191.9m	S\$(3.4m)	(1.7)	A\$22,429 psm	5.38
<b>Pinnacle Office Park<sup>(1)</sup></b> (100% interest)	A\$265.0m	A\$265.0m	-	-	S\$232.6m	S\$233.9m	S\$1.2m	0.5	A\$7,668 psm	6.13
<b>8 Exhibition Street<sup>(1, 3)</sup></b> (50% interest)	A\$304.7m	A\$304.7m	-	-	S\$267.5m	S\$268.9m	S\$1.4m	0.5	A\$13,409 psm	5.13 <sup>(4)</sup>
<b>Victoria Police Centre<sup>(1)</sup></b> (50% interest)	A\$430.0m	A\$418.0m	A\$(12.0m)	(2.8)	S\$377.5m	S\$368.9m	S\$(8.6m)	(2.3)	A\$12,355 psm	4.50
<b>David Malcolm Justice Centre<sup>(1)</sup></b> (50% interest)	A\$240.0m	A\$239.5m	A\$(0.5m)	(0.2)	S\$210.7m	S\$211.4m	S\$0.7m	0.3	A\$15,365 psm	5.75
<b>Australia Portfolio</b>	<b>A\$1,757.2m</b>	<b>A\$1,731.7m</b>	<b>A\$(25.5m)</b>	<b>(1.5)</b>	<b>S\$1,542.5m</b>	<b>S\$1,528.2m</b>	<b>S\$(14.2m)</b>	<b>(0.9)</b>		
<b>T Tower<sup>(5)</sup></b> (99.4% interest)	KRW 293.5b	KRW 305.8b	KRW 12.3b	4.2	S\$299.9m	S\$316.8m	S\$16.9m	5.6	KRW 24.5m/py	4.20
<b>KR Ginza II<sup>(6)</sup></b> (98.5% interest)	JPY 9.0b	JPY 9.6b	JPY 0.6b	7.1	S\$86.8m	S\$87.0m	S\$0.2m	0.2	JPY 2.7m psm	2.70
<b>Total Portfolio</b>					<b>S\$9,167.7m</b>	<b>S\$9,245.0m</b>	<b>S\$77.3m</b>	<b>0.8</b>		

Due to rounding to the nearest 1 decimal place, numbers in the table may not add up.

(1) Based on the exchange rates of A\$1 = S\$0.8778 as at 30 Jun 2023 and A\$1 = S\$0.8825 as at 31 Dec 2023.

(2) Formerly known as "Blue & William". Achieved practical completion on 3 Apr 2023.

(3) Includes 100% interest in the three adjacent retail units.

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

(5) Based on the exchange rates of KRW 1,000 = S\$1.022 as at 30 Jun 2023 and KRW 1,000 = S\$1.036 as at 31 Dec 2023.

(6) Based on the exchange rates of JPY 100 = S\$0.9683 as at 30 Jun 2023 and JPY 100 = S\$0.9058 as at 31 Dec 2023.



# ESG Activities in 4Q 2023

As part of community engagement efforts, 158 children from Care Corner Singapore Ltd Student Care Centres were invited to attend a caroling performance by the Anglo-Chinese Junior College choir and receive gifts donated by Keppel Bay Tower tenants.



As part of National Recycling Week in Australia, an activity was hosted at David Malcolm Justice Centre to share with the office community on the waste and recycling initiatives in place through fun and engaging quizzes.



2 and 4 Drake Avenue, part of Pinnacle Office Park, attained Carbon Neutral certification from Climate Active, an Australian Government program.



# Advancing ESG Agenda



## Environmental Stewardship

>5% reduction in Scope 1 and 2 emissions<sup>1</sup>

>2% reduction in energy usage<sup>1</sup>

>14% reduction in water consumption<sup>1</sup>



## Responsible Business

100% of Keppel REIT's properties are certified<sup>2</sup>

64% sustainability-focused funding

Continued to uphold strong corporate governance



## People and Community

All Singapore assets have achieved the WELL Health-Safety rating

Achieved >20 training hours per employee in FY 2023

Together with Keppel Fund Management and Investment, dedicated >900 hours to community outreach activities

Based on preliminary data, actual performance will be disclosed in the 2023 Sustainability Report.  
(1) Based on FY 2023 preliminary data compared against 2019 baseline year.  
(2) Except for 2 Blue Street, which obtained practical completion in April 2023 and is in the process of certification.

# Continued Focus on ESG Excellence to Attract Quality Tenants



## ESG Benchmarks

- MSCI ESG Rating maintained at 'A'
- ISS Governance Risk Rating maintained at lowest risk level of "1" and ESG Corporate Rating maintained at "Prime" status
- Global Real Estate Sustainability Benchmark (GRESB) – Green Star status; 'A' rating for Public Disclosure



## ESG Indices

- FTSE4GOOD Developed & FTSE4GOOD ASEAN 5 Index
- iEdge SG ESG Transparency Index and ESG Leaders Index
- iEdge-UOB APAC Yield Focus Green REIT Index
- Solactive CarbonCare Asia Pacific Green REIT Index



## Green Credentials

- 100% of properties are **green certified** except for 2 Blue Street, which obtained practical completion in April 2023 and is in the process of certification
- All Singapore office assets have maintained **BCA Green Mark Platinum** certification
- **Fully powered by renewable energy:** Keppel Bay Tower, 8 Exhibition Street and Victoria Police Centre
- **Pinnacle Office Park (2 and 4 Drake Avenue)** achieved carbon neutral status in 4Q 2023, joining 8 Exhibition Street and Victoria Police Centre as carbon neutral properties

**Sustainability**  
**Focused**  
**Funding**

**64%**

of borrowings are Green  
Loans as at 31 Dec 2023



# Market Review

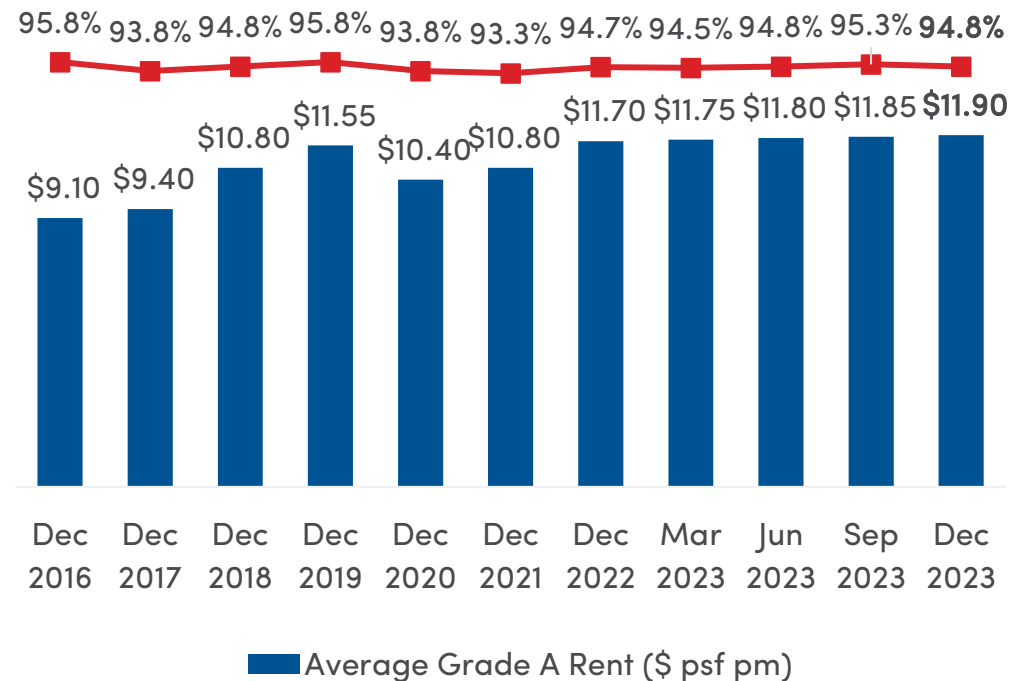
Marina Bay Financial Centre,  
Singapore



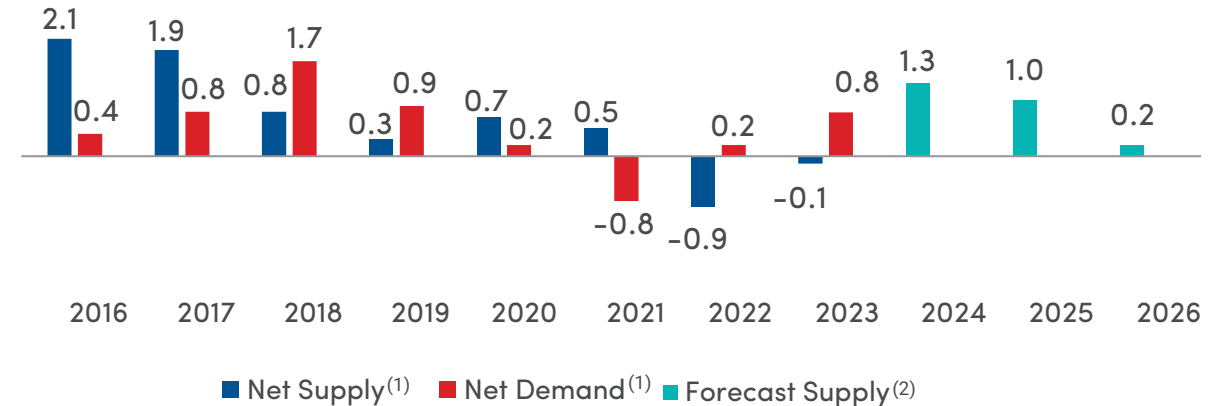
# Singapore Office Market

- Average core CBD Grade A office rents increased to \$11.90 psf pm with average occupancy in core CBD at 94.8% in 4Q 2023

## Grade A Rent and Core CBD Occupancy



## Demand and Supply (million sf)



### Key Upcoming Supply in CBD<sup>(2)</sup>

Year	Project Name	Supply (sf)
2024	IOI Central Boulevard Towers	1,258,000
	333 North Bridge Road	39,800
2025	Shaw Tower Redevelopment	435,000
	Keppel South Central	613,500
2026	Solitaire on Cecil	195,500

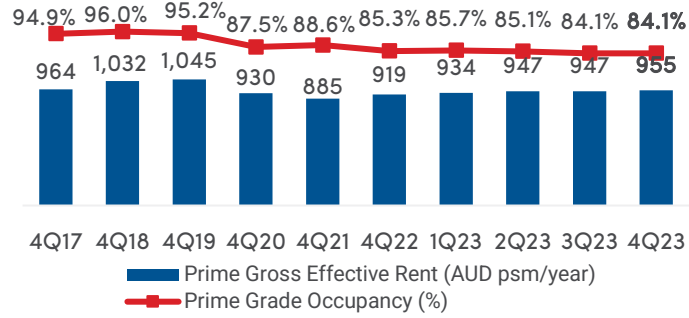
(1) Based on URA data on historical net demand and supply of office space in Downtown Core and Rest of Central Area as at 4Q 2023. Supply is calculated as net change of stock over the year and may include office stock removed from market due to demolitions or change of use.

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

# Australia Office Market

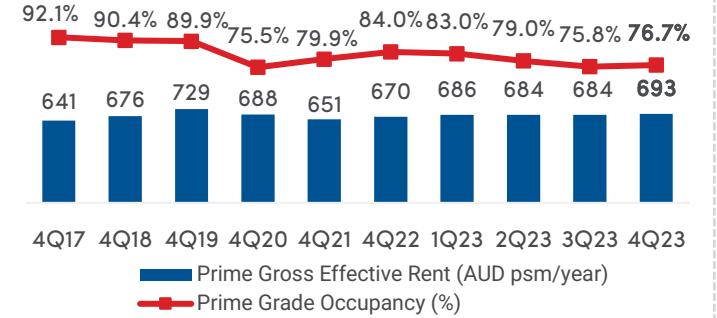
## Sydney CBD

Prime Grade  
occupancy  
at 84.1%



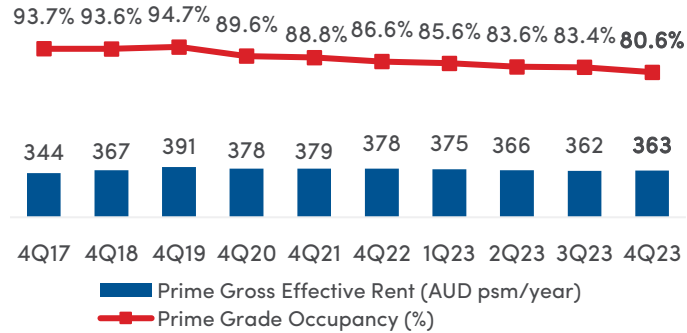
## North Sydney

Prime Grade  
occupancy  
at 76.7%



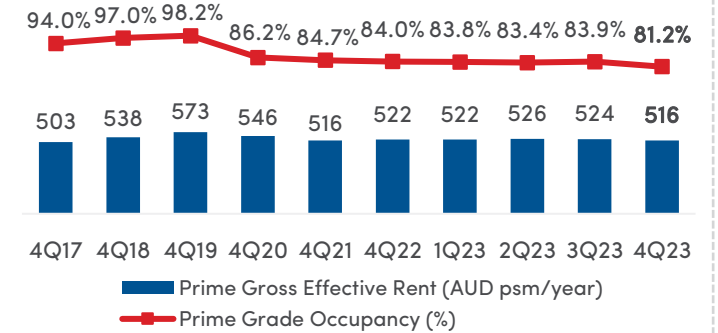
## Macquarie Park

Prime Grade  
occupancy  
at 80.6%



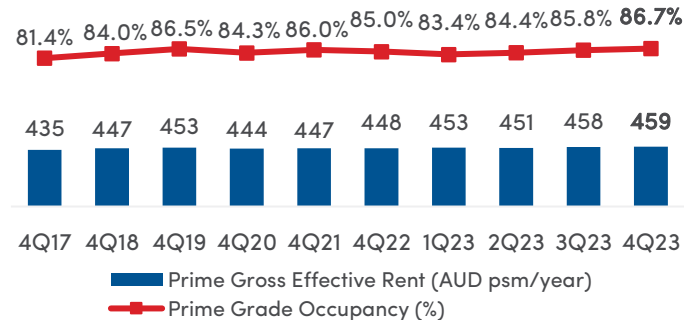
## Melbourne CBD

Prime Grade  
occupancy  
at 81.2%



## Perth CBD

Prime Grade  
occupancy  
at 86.7%

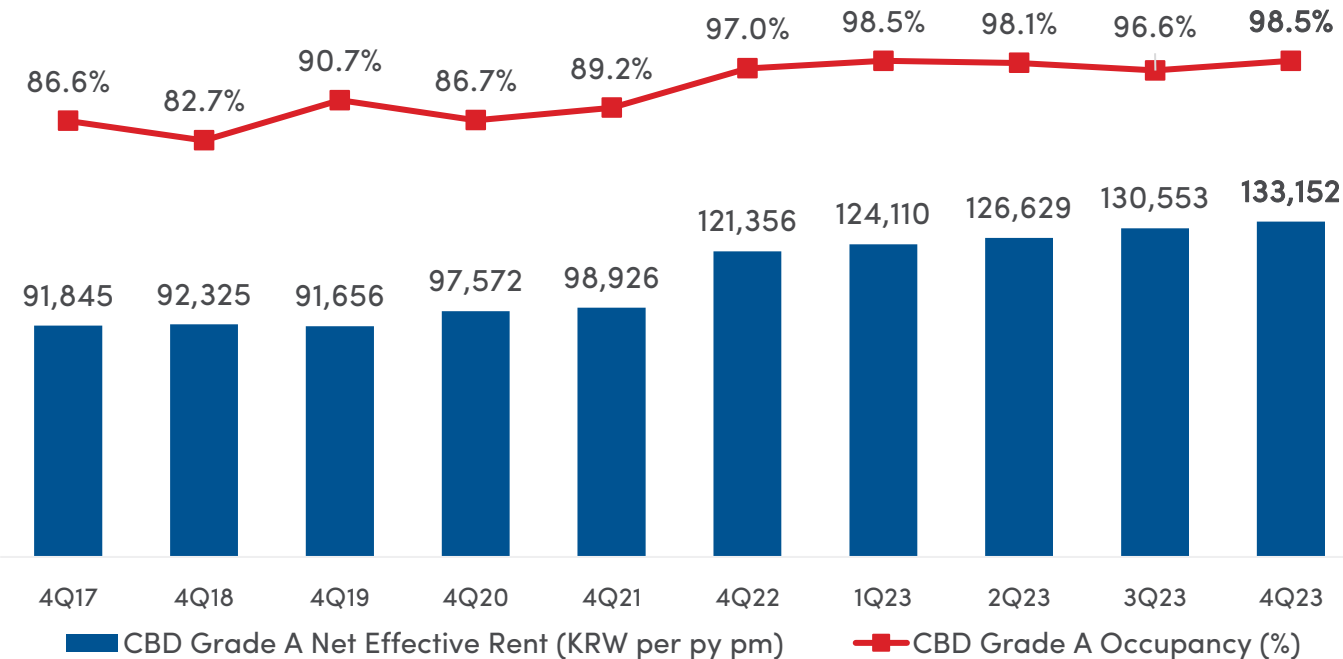




# Seoul Office Market

- CBD Grade A vacancy remains low with occupancy at 98.5% in 4Q 2023

## CBD Grade A Rent and Occupancy

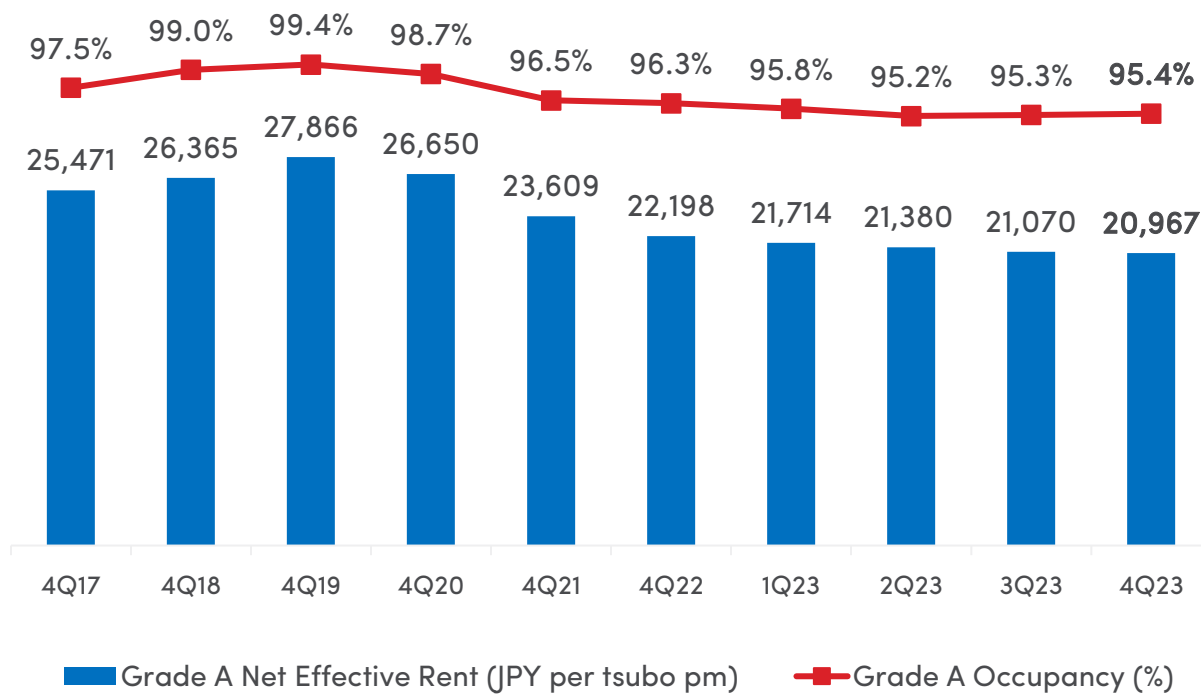


T Tower, Seoul

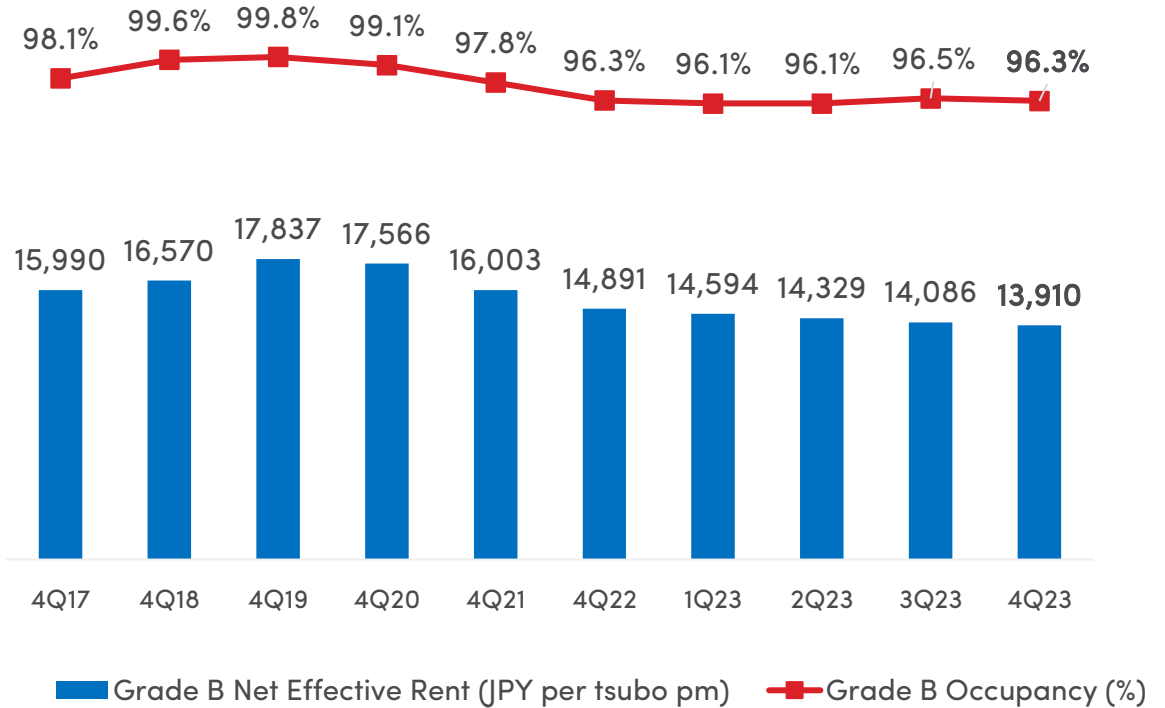
# Tokyo Office Market

- Occupancy continues to be high in 4Q 2023 for Grade A office in Tokyo central 5 wards at 95.4% and Grade B office occupancy at 96.3%

## Tokyo Central 5 Wards Grade A Rent and Occupancy



## Tokyo Central 5 Wards Grade B Rent and Occupancy



# Additional Information

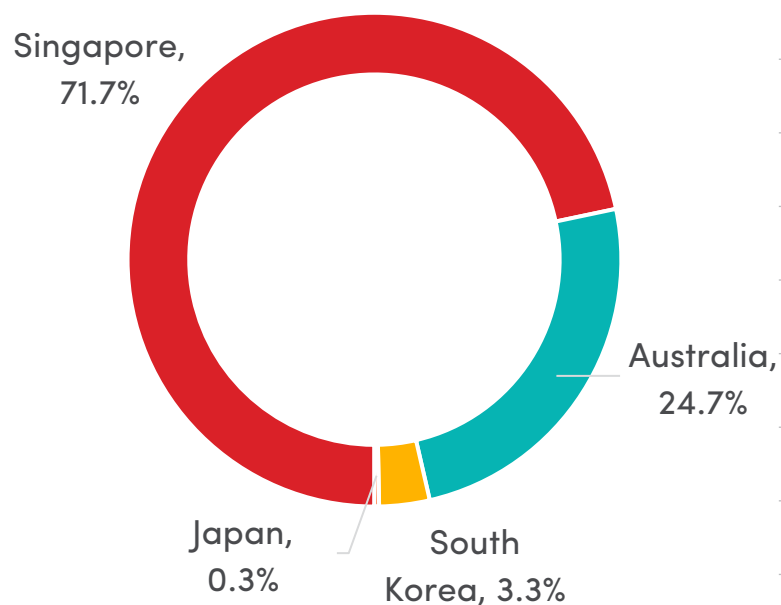
Keppel Bay Tower,  
Singapore





# Attributable NPI by Property

## Breakdown of Attributable NPI by Geography (For FY 2023)



	FY 2023 \$'000	%	FY 2022 \$'000	%
<b>Ocean Financial Centre</b>	73,601	21.4	67,127	21.2
<b>Marina Bay Financial Centre</b>	102,109	29.7	92,977	29.4
<b>One Raffles Quay</b>	44,090	12.8	39,587	12.5
<b>Keppel Bay Tower<sup>(1)</sup></b>	27,203	7.9	27,194	8.6
<b>2 Blue Street<sup>(2)</sup></b>	10,280	3.0	-	-
<b>8 Chifley Square</b>	8,418	2.4	6,652	2.1
<b>Pinnacle Office Park</b>	13,247	3.8	15,083	4.8
<b>8 Exhibition Street</b>	12,843	3.7	11,976	3.8
<b>Victoria Police Centre</b>	25,152	7.3	27,165	8.6
<b>David Malcolm Justice Centre</b>	15,166	4.4	16,257	5.2
<b>T Tower</b>	11,417	3.3	12,058	3.8
<b>KR Ginza II<sup>(3)</sup></b>	909	0.3	64	n.m.
<b>Total</b>	<b>344,435</b>	<b>100.0</b>	<b>316,140</b>	<b>100.0</b>

(1) Acquired on 18 May 2021. Includes rental support of \$1.7mil for FY 2022 and Nil for FY 2023.

(2) Previously known as "Blue & William". Achieved practical completion on 3 Apr 2023. Includes rental support of \$10.9mil for FY 2023.

(3) Acquired on 30 Nov 2022.

# Portfolio Information: Singapore

<u>As at</u> 31 Dec 2023	Ocean Financial Centre	Marina Bay Financial Centre <sup>(4)</sup>	One Raffles Quay	Keppel Bay Tower
Attributable NLA	697,434 sf	1,017,638 sf	441,690 sf	386,224 sf
Ownership	79.9%	33.3%	33.3%	100.0%
Principal tenants <sup>(1)</sup>	BNP Paribas, Drew & Napier, The Executive Centre	DBS Bank, Standard Chartered Bank, HSBC	TikTok, Deutsche Bank, Ernst & Young	Keppel Group, Pacific Refreshments, Syngenta Asia Pacific
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 30 Sep 2096
Purchase price (on acquisition)	S\$1,838.6m <sup>(3)</sup>	S\$1,426.8m <sup>(5)</sup> S\$1,248.0m <sup>(6)</sup>	S\$941.5m	S\$657.2m
Valuation <sup>(2)</sup>	S\$2,149.3m	S\$1,793.0m <sup>(5)</sup> S\$1,349.0m <sup>(6)</sup>	S\$1,306.7m	S\$715.0m
Capitalisation rate <sup>(2)</sup>	3.40%	3.30% <sup>(5)</sup> ; 3.25% <sup>(6)</sup>	3.15%	3.55%

(1) On committed gross rent basis.

(2) Valuation and capitalisation rate as at 31 Dec 2023, valuation was 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) 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 & Japan

As at 31 Dec 2023	2 Blue Street <sup>(3)</sup> , Sydney	8 Chifley Square, Sydney	Pinnacle Office Park, Sydney	8 Exhibition Street <sup>(4)</sup> , Melbourne	Victoria Police Centre, Melbourne	David Malcolm Justice Centre, Perth	T Tower, Seoul	KR Ginza II, Tokyo
Attributable NLA	152,009 sf	104,381 sf	372,007 sf	244,600 sf	364,180 sf	167,784 sf	226,949 sf	38,323 sf
Ownership	100.0%	50.0%	100.0%	50.0%	50.0%	50.0%	99.4%	98.5%
Principal tenants <sup>(1)</sup>	Equifax, Pacific National, Temenos Australia Services	The Reserve Bank of Australia, Infrabuild, NSW Business Chamber	Aristocrat Technologies, Konica Minolta, Coles Supermarkets	Ernst & Young, Amazon, CBRE	Minister for Finance - State of Victoria	Minister for Works - Government of Western Australia	Philips Korea, Korea Medical Dispute Mediation and Arbitration Agency, SK Communications	CEIESIEC GK, Netyear Group Corporation, New Rule Lab
Tenure	Freehold	99 years expiring 5 Apr 2105	Freehold	Freehold	Freehold	99 years expiring 30 Aug 2114	Freehold	Freehold
Purchase price (on acquisition)	A\$327.7m S\$322.2m	A\$165.0m S\$197.8m	A\$306.0m S\$289.9m	A\$168.8m S\$201.3m <sup>(4)</sup>	A\$347.8m S\$350.1m	A\$165.0m S\$208.1m	KRW252.6b S\$292.0m	JPY 8.83b S\$84.4m
Valuation <sup>(2)</sup>	A\$287.0m S\$253.3m	A\$217.5m S\$191.9m	A\$265.0m S\$233.9m	A\$304.7m S\$268.9m <sup>(4)</sup>	A\$418.0m S\$368.9m	A\$239.5m S\$211.4m	KRW305.8b S\$316.8m	JPY 9.6b S\$87.0m
Capitalisation rate <sup>(2)</sup>	5.25%	5.38%	6.13%	5.13% <sup>(5)</sup>	4.50%	5.75%	4.20%	2.70%

(1) On committed gross rent basis.

(2) Valuation and capitalisation rate as at 31 Dec 2023, valuation was based on Keppel REIT's interest in the respective properties and the exchange rates of A\$1 = S\$0.8825, KRW 1,000 = S\$1.036 and JPY 100 = S\$0.9058.

(3) Previously known as "Blue & William". Achieved practical completion on 3 Apr 2023.

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

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



# Committed to Delivering Stable Income & Sustainable Returns

## Portfolio Optimisation

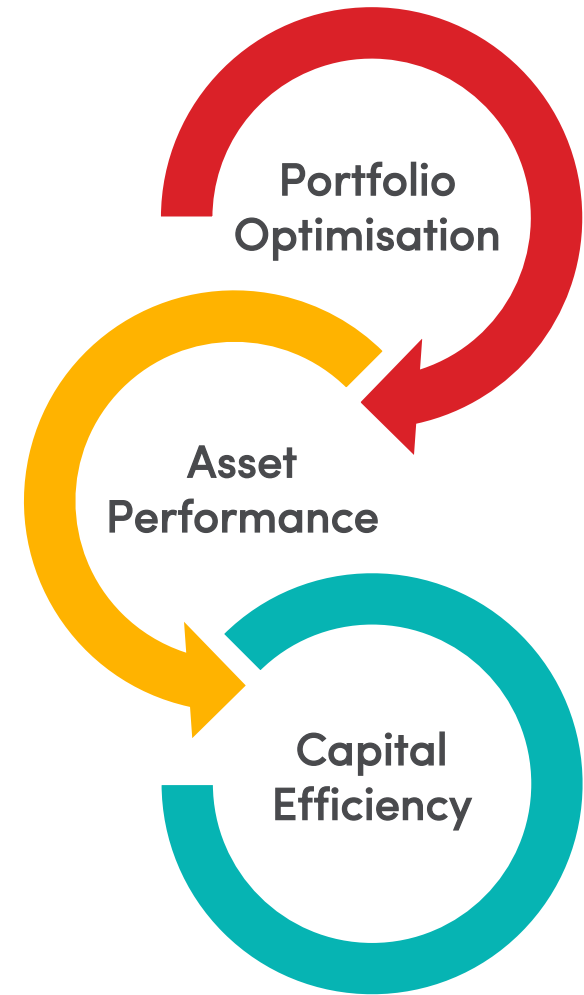
- Improve yield by enhancing Keppel REIT's portfolio of quality assets through strategic acquisitions and divestments
- Provide income stability and long-term capital appreciation of portfolio, anchored by prime CBD assets in Singapore and across different markets

## Asset Performance

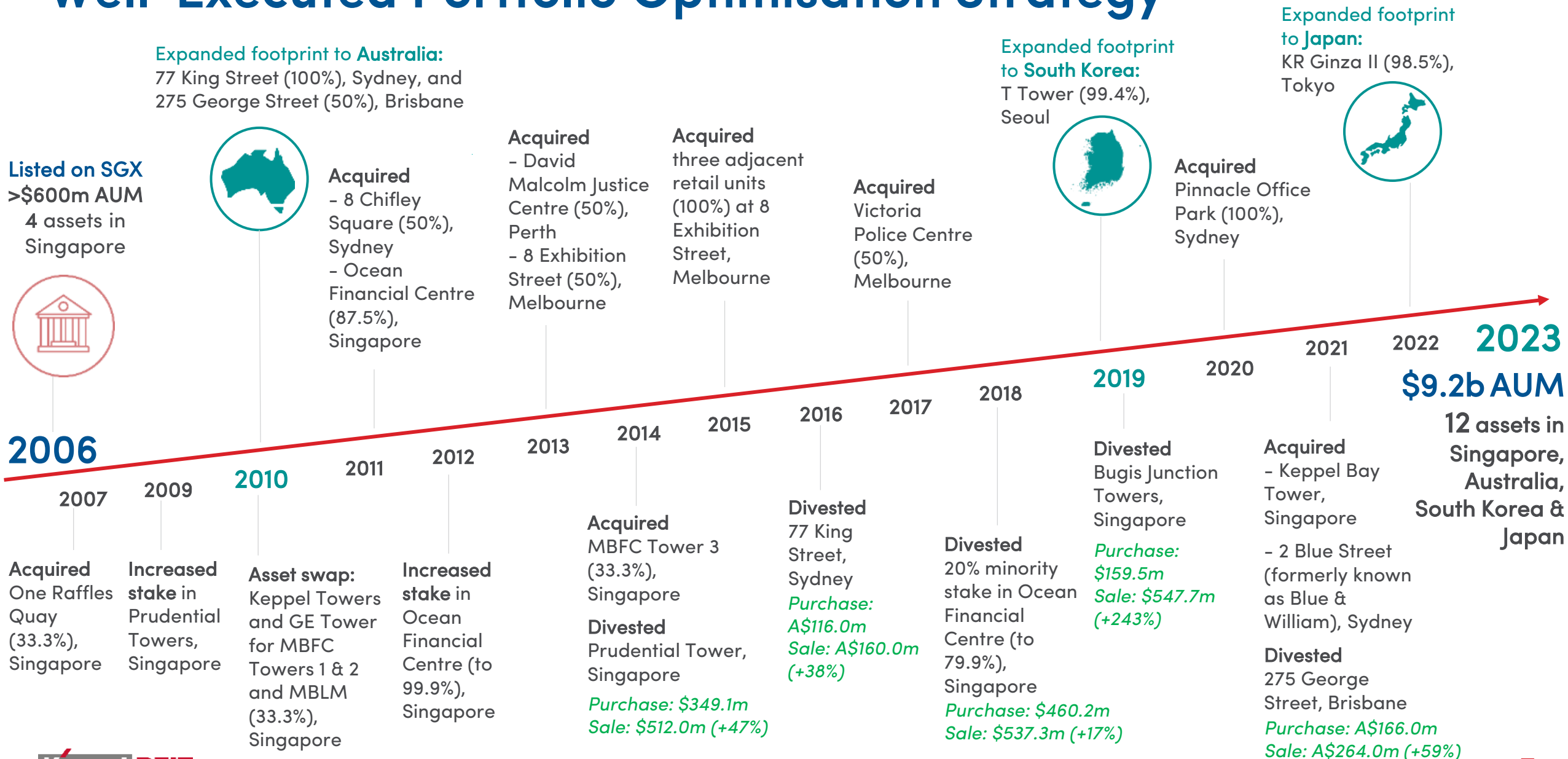
- Drive individual asset performance with proactive leasing and cost management strategies
- Implement initiatives to future proof assets and enhance sustainability

## Capital Efficiency

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



# Well-Executed Portfolio Optimisation Strategy



# To Distribute an Additional \$100m Over Five Years to Celebrate Keppel REIT's 20th Listing Anniversary in 2026

- Accumulated capital gains through successful execution of portfolio optimisation since listing in 2006
- As announced on 25 October 2022, to celebrate Keppel REIT's 20th anniversary in 2026, \$100m of Anniversary Distribution will be distributed out of accumulated capital gains as an appreciation to Unitholders for their support
- Distribute \$20m annually, such distributions to be made semi-annually
- Keppel REIT will continue to drive its portfolio optimisation strategy to create value and deliver sustainable total returns to Unitholders



# Thank you

One Raffles Quay,  
Singapore

