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## **MEDIA RELEASE**

# Keppel REIT Unaudited Results for the Period 1 January to 30 September 2012

#### 15 October 2012

The Directors of Keppel REIT Management Limited, as manager of Keppel REIT, announce the unaudited results of Keppel REIT for the nine months ended 30 September 2012.

The materials are also available at www.keppelreit.com, www.keppelland.com.sg and www.kepcorp.com.

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## Keppel REIT's Distributable Income for YTD Sep 2012 Grew by 94.3% Year-on-Year

- K-REIT Asia is renamed Keppel REIT.
- Quarterly DPU payments to commence, with the next distribution payment to be made on 27 November 2012.
- Property Income and Net Property Income (NPI) for YTD Sep 2012 more than doubled to \$116.1m and \$91.9m respectively.
- Distributable Income increased by 94.3% year-on-year to \$150.0m due mainly to higher income contribution from its increased interest in Ocean Financial Centre ("OFC").
- Annualised YTD Sep 2012 Distribution Per Unit ("DPU") rose by 89.5% to 7.75 cents.
- Overall portfolio occupancy increased to 98.2% as at 30 September 2012.
- Income-accretive acquisition of a 50% interest in a new office tower to be developed on the Old Treasury Building site in Perth, Western Australia.

# **Summary of Results**

(\$'000)	3Q 2012	YTD Sep 2012	YTD Sep 2011	% Change
Property Income	40,200	116,073	55,348	109.7
Net Property Income	32,083	91,861	43,899	109.3
Share of Results of Associates	12,709	34,801	25,415	36.9
Distributable Income to Unitholders <sup>1</sup>	51,685	150,040	77,236	94.3
Distribution Per Unit (cents)	1.96	5.80	3.06 <sup>4</sup>	89.5
Annualised Distribution Per Unit (cents)	7.80	7.75	4.09 <sup>4</sup>	89.5
Distribution Yield (%)	6.6% <sup>2</sup>	6.5% <sup>2</sup>	4.1% <sup>3</sup>	

<sup>&</sup>lt;sup>1</sup> The distributable income to Unitholders is based on 100% of the income available for distribution.

<sup>&</sup>lt;sup>2</sup> The yield is based on the market closing price per unit of \$1.185 as at the last trading day, 28 September 2012.

The yield is based on the market closing price per unit of \$1.005 as at the last trading day, 30 September 2011.

Restated to take into account the effect of the fully underwritten, renounceable 17-for-20 rights issue of 1,159,694,000 units at an issue price of \$0.85 per rights unit and computed based on the issued units at end of the period aggregated with 1,159,694,000 units which were issued on 13 December 2011.

# **Financial Performance**

The Board and management of Keppel REIT Management Limited, the Manager of Keppel REIT, are pleased to announce that income available for distribution for YTD Sep 2012 increased 94.3% to \$150.0 million. In that same period, Keppel REIT achieved a DPU of 5.80 cents, an increase of 89.5%, compared with the corresponding period in 2011. The increase in income for YTD Sep 2012 was due mainly to the acquisition of the OFC interest, from an initial 87.5% interest as at end-2011 to a 99.9% interest as at 30 September 2012.

Income contribution was also higher for the first nine months in 2012. Property income and net property income increased 109.7% and 109.3% from the previous year to \$116.1 million and \$91.9 million respectively in 2012. This was due to the acquisition of the OFC interest and the higher occupancy rates of Prudential Tower and 77 King Street.

The 36.9% increase in share of results of associates can be attributed to positive rental reversions from One Raffles Quay and higher occupancy of Marina Bay Financial Centre Phase 1 ("MBFC Phase 1"). MBFC Phase 1 had also started contributing tax transparent income to Keppel REIT following the successful conversion of BFC Development Pte Ltd, which holds MBFC Phase 1, into a Limited Liability Partnership holding structure on 15 June 2012.

#### **K-REIT Asia is now Keppel REIT**

Since its listing in 2006, Keppel REIT has grown more than ten-folds to an asset under management ("AUM") of \$6.35 billion to-date. From an initial portfolio of three assets, Keppel REIT's now owns nine premium grade quality assets located in the CBDs of Singapore and Australia.

The renaming to Keppel REIT is to position it for further and sustainable growth. Keppel REIT's reliability and resilience reflects the Keppel brand name. Leveraging its association with the Keppel Group of companies, Keppel REIT will stand in good stead as it continues to deliver value and sustainable returns to its Unitholders by being a successful commercial REIT with a sterling portfolio of assets pan-Asia.

## **Quarterly Distribution Commences in 3Q 2012**

Starting 1 October 2012, Keppel REIT will pay out distributable income on a quarterly basis. The regular income distribution will improve investors' liquidity. This also underscores Keppel REIT's objective of delivering stable and sustainable returns to Unitholders.

Unitholders can look forward to receiving distributions every quarter in May, August, November, and February. The first quarterly DPU of 1.96 cents for 3Q 2012 will be distributed on 27 November 2012.

#### **Income-Accretive Acquisition**

On 26 September 2012, Keppel REIT entered into an agreement with Mirvac Projects Pty Limited to acquire a 50% interest in the new office tower which will be developed on the site of the Old Treasury Building in Perth, Western Australia, for A\$165.0 million or approximately \$212.0 million<sup>3</sup>.

The building is strategically located at the landmark General Post Office site in the heritage area of St. George's Cathedral in Perth's CBD. Slated for completion in the second half of 2015, the 35-storey premium Grade A office tower will have an estimated 331,500 sf of net lettable area ("NLA") and 203 car park lots. The office building is currently over 98% pre-committed to the Government of Western Australia, for a long-term lease of 25 years with options to extend for another 25 years. This acquisition will significantly lengthen Keppel REIT's portfolio weighted average lease expiry ("WALE") and will provide a steady stream of income to Unitholders

### **Portfolio Operations**

Keppel REIT continued to improve occupancy across its properties in 3Q2012. In Singapore, Prudential Tower and OFC recorded higher committed occupancy rates of 100.0% and 95.0% respectively. This brings Keppel REIT's total portfolio committed occupancy in Singapore to 98.2%, significantly higher than the average core CBD office occupancy rate of 93.2%. The improved committed occupancy at 77 King Street in Sydney, Australia, has also increased Keppel REIT's overseas portfolio committed occupancy rate to 99.0%.

There were a total of 216 tenants in Keppel REIT's portfolio of commercial properties as at end-September 2012. Keppel REIT's WALE remained at healthy levels of 7.5 years and 6.1 years for its top ten tenants and the entire portfolio respectively.

#### **Capital Management**

The Manager is currently in advance stages of refinancing the OFC construction loan, which will mature at the end of 2012. Upon refinancing the \$598 million loan, Keppel REIT's weighted average debt maturity profile will be extended to 3.4 years and a larger proportion of its portfolio will be unencumbered. Currently, approximately half of Keppel REIT's AUM is unencumbered.

The average all-in interest rate for 3Q 2012 was maintained at 2.00% and the aggregate leverage level stood at 44.1%. Moody's and Standard and Poor's have affirmed their credit ratings on Keppel REIT at Baa3 (positive) and BBB (stable) respectively.

#### **Singapore Office Market Stabilises**

The Singapore economy remained resilient in 3Q2012 even though the GDP growth rate slowed slightly to 1.3% in 3Q2012 from 2.3% in the previous quarter. According to CB Richard Ellis, the Singapore office

<sup>&</sup>lt;sup>3</sup> Based on an exchange rate of \$1.285: A\$1.00.

market outperformed market expectations as total net absorption YTD September 2012 amounted to 1.69 million sf, exceeding the historical 10-year average net absorption of 1.12 million sf per annum.

The overall office market continues to show signs of stabilising as occupancy in the CBD increased and the rate of rental decline eased in 3Q2012. The average Grade A rental in the core CBD dipped a marginal 3% Q-o-Q to \$9.80 psf pm in 3Q2012. The average occupancy in the core CBD increased from 91.6% in 2Q2012 to 93.2% in 3Q2012.

In contrast to the take-up that was dominated by the financial services sector in 2010/2011, lessees from the natural resource, legal services and multi-media sectors were largely responsible for the current take-up. Leasing demand in the core CBD mostly comprised smaller transactions that were under 30,000 sf.

Looking ahead, approximately 2.4 million sf of new supply is expected island-wide in 2013, of which 800,000 sf are located in the CBD. Despite the additional supply of office space coming on stream, rentals for well-located quality space in the core CBD and Marina Bay precincts continue to command a premium over CBD-fringe areas.

## **Australia Office Market Outlook Remains Positive**

The Australia economy continues to be supported by an accommodative monetary policy. To mitigate any softening of the mining and resources sectors, the Reserve Bank of Australia has reduced the official interest rate by 25 basis points to 3.25% in October. The lower rate is expected to boost private sector growth and domestic consumption.

In Sydney, prime gross face rents for its CBD office market held firm in 3Q2012. Over in Brisbane, strong real output growth forecast coupled with short-term supply tightness has led to stabilised occupancy and rental rates.

### **Looking Ahead**

The Manager remains confident of maintaining the performance of its properties. Keppel REIT's assets are nearly fully committed with leases with long tenures. Approximately 45% of the portfolio net lettable area is committed to leases which are five years and longer. The long weighted average lease expiry of the top ten tenants and portfolio at 7.2 years and 6.1 years respectively also reinforce income stability.

Going forward, the Manager will strive to maintain strong occupancy for its portfolio of properties by attracting new tenants, retaining existing tenants and managing the lease profile. It will actively seek to refinance maturing loans at competitive terms and extend the debt maturity profile. It will also maintain prudent interest rate and foreign exchange hedging policies so as to manage financial risks. The Manager will selectively pursue opportunities for strategic acquisitions so as to deliver long-term growth to Unitholders.

### About Keppel REIT (http://www.keppelreit.com)

Listed by way of an introduction on 28 April 2006, K-REIT Asia was renamed Keppel REIT on 15 October 2012. Keppel REIT is one of the largest real estate investment trusts ("REITs") listed on the Singapore Exchange Securities Trading Limited ("SGX-ST").

Keppel REIT's objective is to generate stable income and long-term growth for Unitholders by owning and investing in a portfolio of quality income-producing commercial real estate and real estate-related assets in Singapore and across Asia.

As at 30 September 2012, Keppel REIT has an asset size of \$6.35 billion comprising eight premium commercial assets strategically located in the central business districts of Singapore, and key cities of Sydney and Brisbane in Australia.

In Singapore, Keppel REIT owns Bugis Junction Towers, a one-third interest in Marina Bay Financial Centre Towers 1 & 2 and Marina Bay Link Mall ("MBFC Phase I"), a 99.9% interest in Ocean Financial Centre, a one-third interest in One Raffles Quay, and a 92.8% interest in Prudential Tower.

In Australia, Keppel REIT owns the 77 King Street Office Tower and a 50% interest in 8 Chifley Square, both in Sydney as well as a 50% interest in 275 George Street in Brisbane. On 26 September 2012, Keppel REIT announced the acquisition of a 50% interest in a new office tower to be built on the site of the Old Treasury Building in Perth, Australia. The acquisition is expected to be completed in end-March 2013.

Keppel REIT is sponsored by Keppel Land Limited (Keppel Land), one of Asia's leading property developers, and managed by Keppel REIT Management Limited, a wholly-owned subsidiary of Keppel Land.

### **Important Notice**

The value of units in Keppel REIT (Units) and the income 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 the SGX-ST. Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units. The past performance of Keppel REIT is not necessarily indicative of its future performance. This release may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of 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, 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. Investors are cautioned not to place undue reliance on these forward-looking statements, which are based on the Manager's current view on future events.