

# Third Quarter 2012 Financial Results 29 October 2012

• Singapore • Malaysia • China • Australia • Japan















## Agenda



## → Financial Highlights

- Portfolio Performance Update
  - Singapore
  - Kuala Lumpur
  - Chengdu
  - Perth
  - Tokyo
- → Outlook

## Highlights



### → Revenue for 3Q 2012 up 5.0% and NPI up 5.7% y-o-y

- Singapore portfolio achieved revenue and NPI growth of 9.2% and 10.9% y-o-y
- Wisma Atria retail mall in Singapore recorded NPI growth of 24.3% y-o-y

### → DPU for 3Q 2012 up 11.0% y-o-y to 1.11 cents

- Annualized yield of 5.78%
- YTD 2012 DPU of 3.26 cents

### → Occupancy for the portfolio remains strong at 99.4%

Rental demand in quality locations remain strong

### Strong capital base

- Gearing of 31.2%
- Entered into agreement to refinance A\$63 million term loan maturing in Jan 2013
- No debt refinancing until Sep 2013

## 3Q 2012 financial highlights



### DPU of 1.11 cents, up 11.0% over 3Q 2011

Period: 1 Jul – 30 Sep 2012	3Q 2012	3Q 2011	% Change
Gross Revenue	\$46.3 mil	\$44.0 mil	5.0%
Net Property Income	\$36.4 mil	\$34.4 mil	5.7%
Income Available for Distribution	\$24.7 mil	\$21.8 mil	13.2%
Income to be Distributed to Unitholders	\$21.6 mil <sup>(1)</sup>	\$19.4 mil	11.0%
Income to be Distributed to CPU holders	<b>\$2.3 mil</b> <sup>(2)</sup>	\$2.3 mil	(1.8%)
DPU	1.11 cents <sup>(3)</sup>	1.00 cent	11.0%

#### Notes

- 1. Approximately \$0.8 million of income available for distribution for 3Q 2012 has been retained for working capital requirements.
- 2. CPU distribution for 3Q 2012 is based on S\$ coupon of up to RM0.1322 per CPU, equivalent to a distribution rate of 5.65% per annum. Total number of CPU units in issue as at 30 September 2012 is 173,062,575.
- 3. The computation of DPU for 3Q 2012 is based on number of units entitled to distributions comprising number of units in issue as at 30 September 2012 of 1,943,023,078 units.

## YTD 2012 financial highlights



### DPU of 3.26 cents, up 4.8% over YTD 2011

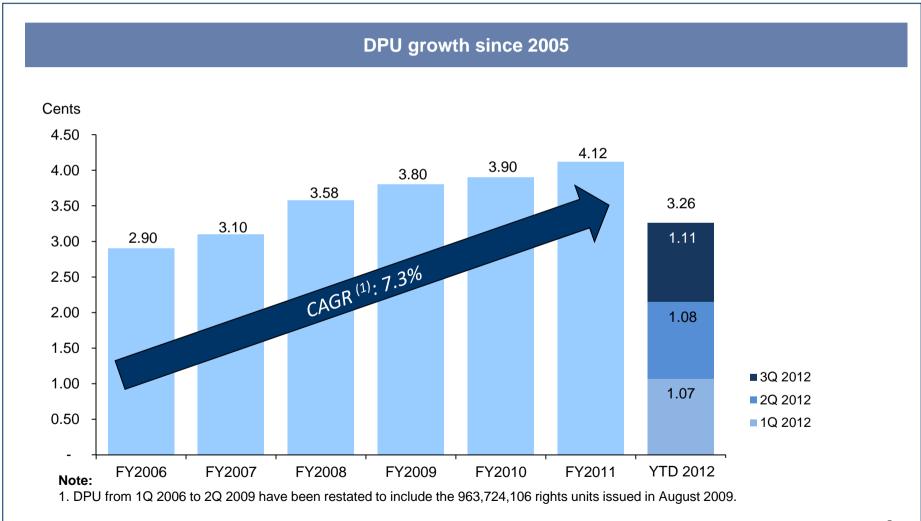
Period: 1 Jan – 30 Sep 2012	YTD 2012	YTD 2011	% Change
Gross Revenue	\$138.6 mil	\$134.1 mil	3.4%
Net Property Income	\$110.9 mil	\$107.1 mil	3.6%
Income Available for Distribution	\$71.3 mil	\$68.6 mil	4.0%
Income to be Distributed to Unitholders	\$63.3 mil <sup>(1)</sup>	\$60.4 mil	4.8%
Income to be Distributed to CPU holders	<b>\$6.9 mil</b> <sup>(2)</sup>	\$7.0 mil	(1.3%)
DPU	3.26 cents	3.11 cents	4.8%

#### Notes

- 1. Approximately \$0.8 million of income available for distribution for YTD 2012 has been retained for working capital requirements.
- 2. CPU distribution for the YTD 2012 is based on S\$ coupon of up to RM0.1322 per CPU, equivalent to a distribution rate of 5.65% per annum. Total number of CPU units in issue as at 30 September 2012 is 173,062,575.

## DPU performance









\$'000	3Q 2012	3Q 2011	% Change
Gross Revenue	46,252	44,043	5.0%
Less: Property Expenses	(9,836)	(9,595)	2.5%
Net Property Income	36,416	34,448	5.7%
Less: Fair Value Adjustment (1)	(144)	(124)	16.1%
Borrowing Costs	(8,110)	(8,658)	(6.3%)
Finance Income	125	170	(26.5%)
Management Fees	(3,547)	(3,509)	1.1%
Other Trust Expenses	(686)	(814)	(15.7%)
Tax Expenses (2)	(810)	(869)	(6.8%)
Net Income After Tax (3)	23,244	20,644	12.6%
Add: Non-Tax Deductibles (4)	1,437	1,150	25.0%
Income Available for Distribution	24,681	21,794	13.2%
Income to be Distributed to Unitholders	21,568	19,430	11.0%
Income to be Distributed to CPU holders	2,300	2,343	(1.8%)
DPU (cents)	1.11	1.00	11.0%

#### Notes:

- Being accretion of tenancy deposit stated at amortised cost in accordance with Financial Reporting Standard 39. This financial adjustment has no impact on the DPU.
- 2. Excludes deferred income tax.
- Excludes changes in fair value of derivative instruments.
- 4. Includes certain finance costs, sinking fund provisions, straight-line rent and fair value adjustment and trustee fees.





\$'000	YTD 2012	YTD 2011	% Change
Gross Revenue	138,641	134,126	3.4%
Less: Property Expenses	(27,739)	(27,032)	2.6%
Net Property Income	110,902	107,094	3.6%
Less: Fair Value Adjustment (1)	1,707	(29)	n.m.
Borrowing Costs	(24,637)	(25,427)	(3.1%)
Finance Income	417	513	(18.7%)
Management Fees	(10,554)	(10,404)	1.4%
Other Trust Expenses	(2,371)	(2,631)	(9.9%)
Tax Expenses (2)	(2,893)	(3,086)	(6.3%)
Net Income After Tax (3)	72,571	66,030	9.9%
Add: Non-Tax Deductibles (Chargeable) (4)	(1,260)	2,562	n.m.
Income Available for Distribution	71,311	68,592	4.0%
Income to be Distributed to Unitholders	63,343	60,427	4.8%
Income to be Distributed to CPU holders	6,936	7,024	(1.3%)
DPU (cents)	3.26	3.11	4.8%

#### Notes:

- 1. Being accretion of tenancy deposit stated at amortised cost in accordance with Financial Reporting Standard 39. This financial adjustment has no impact on the DPU.
- 2. Excludes deferred income tax.
- 3. Excludes changes in fair value of derivative instruments.
- 4. Includes certain finance costs, sinking fund provisions, straight-line rent and fair value adjustment and trustee fees.

## 3Q 2012 financial results



Revenue					
\$'000	3Q 2012	3Q 2011	% Change		
Wisma Atria					
Retail (1)	13,399	11,302	18.6%		
Office (2)	2,413	2,198	9.8%		
Ngee Ann City					
Retail	10,472	10,392	0.8%		
Office	3,318	3,228	2.8%		
Japan portfolio (3)	1,976	1,954	1.1%		
Chengdu (4)	3,350	3,769	(11.1%)		
Australia (5)	3,686	3,621	1.8%		
Malaysia	7,638	7,579	0.8%		
Total	46,252	44,043	5.0%		

Mari	1 Dunana anta				
Net Property Income					
\$'000	3Q 2012	3Q 2011	% Change		
Wisma Atria					
Retail (1)	9,699	7,806	24.3%		
Office (2)	1,824	1,583	15.2%		
Ngee Ann City					
Retail	8,538	8,494	0.5%		
Office	2,637	2,575	2.4%		
Japan portfolio (3)	1,395	1,294	7.8%		
Chengdu (4)	1,949	2,269	(14.1%)		
Australia (5)	2,953	3,051	(3.2%)		
Malaysia	7,421	7,376	0.6%		
Total	36,416	34,448	5.7%		

- 1. Mainly due to positive rental reversions resulting from the asset redevelopment.
- Mainly due to higher occupancy and positive rental reversions for Wisma Atria office.
   Mainly due to lower expenses for Japan Properties.

- Mainly due to softening of retail market in China.
   Mainly due to higher operating expenses, partially offset by step-up rent increases.

## YTD 2012 financial results



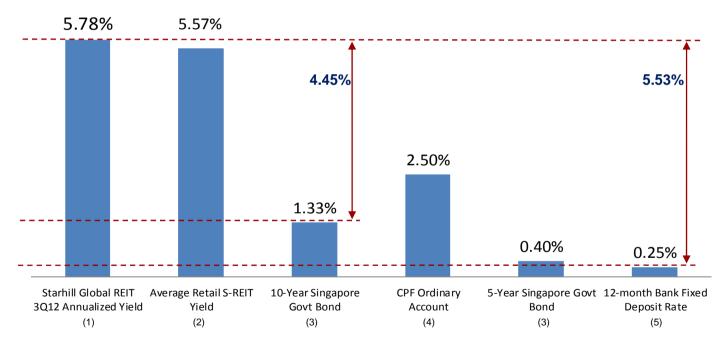
	Revenu	ıe		Ne	et Property	Income	
\$'000	YTD 2012	YTD 2011	% Change	\$'000	YTD 2012	YTD 2011	% Change
Wisma Atria				Wisma Atria			
Retail (1)	38,577	34,485	11.9%	Retail (1)	28,946	25,803	12.2%
Office (2)	7,108	6,537	8.7%	Office (2)	5,297	4,800	10.4%
Ngee Ann City				Ngee Ann City			
Retail	31,281	31,087	0.6%	Retail	25,461	25,274	0.7%
Office (3)	9,845	10,092	(2.4%)	Office (3)	7,918	8,026	(1.3%)
Japan portfolio (4)	5,932	5,548	6.9%	Japan portfolio <sup>(4)</sup>	4,295	4,058	5.8%
Chengdu (5)	11,529	12,551	(8.1%)	Chengdu (5)	7,213	7,722	(6.6%)
Australia (6)	11,117	10,803	2.9%	Australia (6)	9,161	9,018	1.6%
Malaysia	23,252	23,023	1.0%	Malaysia	22,611	22,393	1.0%
Total	138,641	134,126	3.4%	Total	110,902	107,094	3.6%

- 1. Mainly due to positive rental reversions resulting from the asset redevelopment.
- 2. Mainly due to higher occupancy and positive rental reversions for Wisma Atria office.
- 3. Mainly due to negative rental reversions for Ngee Ann City office.
- 4. Mainly due to higher occupancy for Japan Properties, partially offset by higher operating
- 5. Mainly due to lower revenue amidst increased competition and tenant renovations, partially offset by appreciation of RMB against the Singapore dollar.
- 6. Mainly due to higher rental rates achieved for David Jones Building, partially offset by higher operating expenses.

## Trading yield



### Attractive trading yield compared to other investment instruments

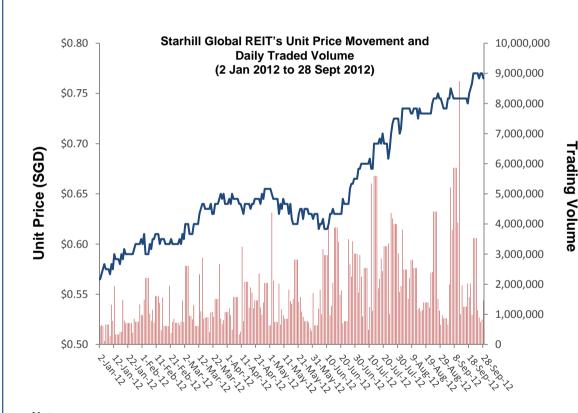


#### Notes:

- 1. Based on Starhill Global REIT's closing price of \$0.765 per unit as at 28 September 2012 and annualized 3Q 2012 DPU.
- 2. As at 28 September 2012, Average Retail S-REIT Yield excluding SGREIT (Source: Bloomberg).
- 3. As at 11 October 2012 (Source: Singapore Government Securities website).
- 4. Based on interest paid on Central Provident Fund (CPF) ordinary account in September 2012 (Source: CPF website).
- 5. As at 11 October 2012 (Source: DBS website).

## Unit price performance





Liquidity statistics	
Average daily traded volume (units) 1	1.64 mil
Estimated free float <sup>2</sup>	60%
Market cap (SGD) <sup>3</sup>	\$1,486 mil
Source: Bloomberg	

#### Notes:

- 1. For the quarter ended 30 September 2012.
- 2. Free float as at 30 September 2012. Mainly excludes the 29.38% stake held by YTL Group, and the 10.01% stake held by AIA Group.
- 3. By reference to Starhill Global REIT's closing price of \$0.765 per unit as at 28 September 2012.





Distribution Period	1 July to 30 September 2012
Distribution Amount	1.11 cents per unit

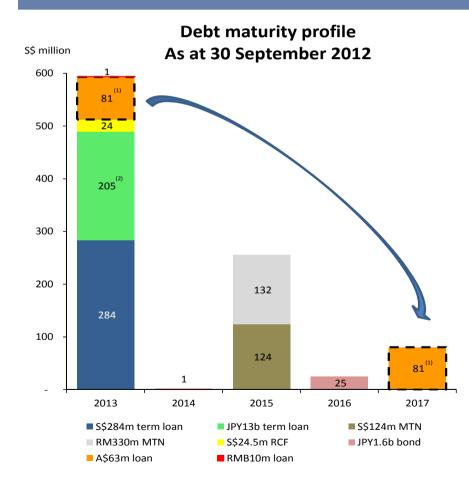
### **Distribution Timetable**

Notice of Books Closure Date	29 October 2012
Last Day of Trading on "Cum" Basis	1 November 2012, 5.00 pm
Ex-Date	2 November 2012, 9.00 am
Books Closure Date	6 November 2012, 5.00 pm
Distribution Payment Date	28 November 2012

## Debt profile



### No debt refinancing until September 2013



Total debt (3)	\$877 million
Gearing	31.2%
Interest cover (4)	4.9x
Average interest rate p.a. <sup>(5)</sup>	3.13%
Unencumbered assets ratio	42%
Fixed/hedged debt ratio (6)	77%
Weighted average debt maturity	1.5 years

#### Notes:

- Entered into an agreement with ANZ Bank in August 2012 to refinance the A\$63 million (\$81 million) term loan maturing in January 2013.
- (2) Comprises JPY13 billion (\$205 million) term loan facilities, of which JPY6.6 billion was drawn in 2011 and the remaining JPY6.4 billion was drawn in September 2012 to settle the maturing cross currency swaps.
- (3) As at 30 September 2012. Currently SG REIT has approximately \$1.88 billion of untapped balance from its \$2 billion MTN programme.
- (4) For the quarter ended 30 September 2012.
- (5) As at 30 September 2012. Includes interest rate derivatives but excludes upfront costs.
- (6) Includes interest rate derivatives.

### Balance sheet



As at 30 September 2012	\$'000		NAV statistics
Non Current Assets	2,722,951	<b>NAV Per Unit</b> (as at 30 Sep 2012) (2)	\$0.95
Current Assets	85,191	Adinoted NAV Den Heit	
Total Assets	2,808,142	Adjusted NAV Per Unit (net of distribution)	\$0.94
Current Liabilities (1)	612,389	Closing price as at 28 Sep 2012	\$0.765
Non Current Liabilities	346,251	Closing price as at 20 Sep 2012	φυ.765
Total Liabilities	958,640	Unit Price Premium/(Discount) To:	
Net Assets	1,849,502	<ul><li>NAV Per Unit</li><li>Adjusted NAV Per Unit</li></ul>	(19.5%)
Unitholders' Funds	1,676,057	Aujusteu WAV 1 et Offit	(18.6%)
Convertible Preferred Units	173,445	Corporate Rating (3)	BBB (S&P)

#### Notes:

- (1) Includes borrowings of \$571 million, of which approximately \$489 million term loans will mature in September 2013. SG REIT entered into an agreement with ANZ Bank in August 2012 to refinance A\$63 million (\$81 million) term loan maturing in January 2013.
- The computation of NAV per unit for 3Q 2012 is based on number of units entitled to distributions comprising number of units in issue as at 30 September 2012 of 1,943,023,078 units. For illustrative purpose, the NAV per unit assuming the full conversion of the CPU into ordinary units will be \$0.85. For avoidance of doubt, the CPU is only convertible after three years from the date of issuance (June 2010).
- (3) Reaffirmed by S&P in May 2012, with a stable outlook.

## Agenda



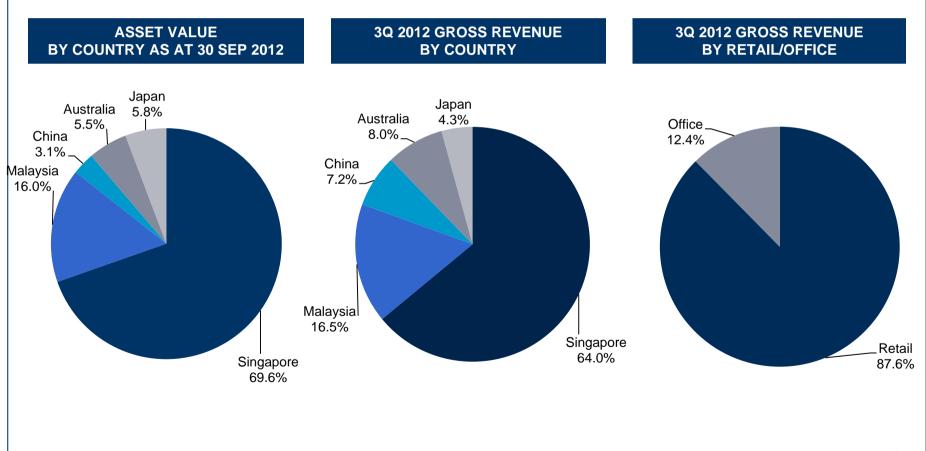
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## Portfolio summary



### Portfolio comprising 13 prime assets in 5 countries





## High occupancy

## Uptrend in portfolio occupancy since Global Financial Crisis

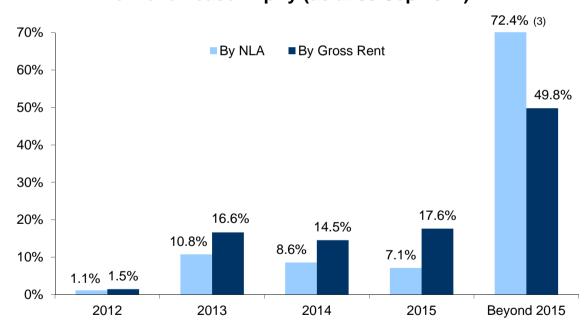
As at	31 Dec 05	31 Dec 06	31 Dec 07	31 Dec 08	31 Dec 09	31 Dec 10	31 Dec 11	30 Sep 12
Retail	100.0%	100.0%	100.0%	98.3%	100.0%	99.1%	98.3%	100.0%
Office	92.8%	97.8%	98.7%	92.4%	87.2%	92.5%	95.3%	97.9%
Singapore	97.3%	99.2%	99.5%	96.0%	95.1%	96.5%	97.1%	99.2%
Japan	-	-	100.0%	97.1%	90.4%	86.7%	96.3%	92.7%
China	-	-	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Australia	-	-	-	-	-	100.0%	100.0%	100.0%
Malaysia	-	•	-	-	-	100.0%	100.0%	100.0%
SG REIT portfolio	97.3%	99.2%	99.6%	96.6%	95.4%	98.2%	98.7%	99.4%

## Portfolio lease expiry



### Weighted average lease term of 7.3 and 5.8 years (by NLA and gross rent respectively)

### Portfolio Lease Expiry (as at 30 Sep 2012) (1) (2)



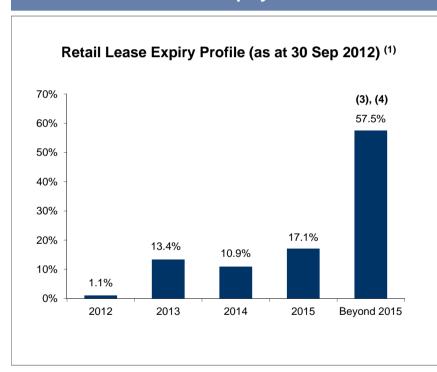
#### Notes:

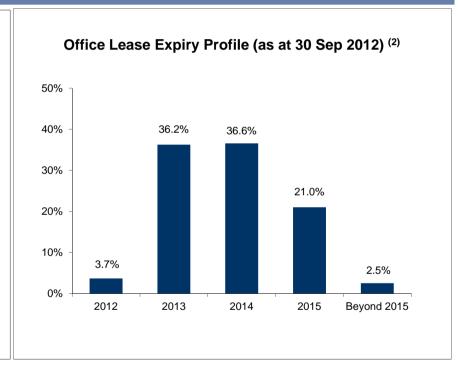
- 1. Portfolio lease expiry schedule includes Starhill Global REIT's properties in Singapore, Malaysia, Australia and Japan but excludes Renhe Spring Zongbei Property, China which operates as a department store with mostly short-term concessionaire leases running 3-18 months.
- 2. Lease expiry schedule based on committed leases as at 30 September 2012.
- 3. Consists of master tenant lease/ long-term lease that enjoy fixed rent escalation.

## Portfolio lease expiry profile



### Lease expiry schedule for retail and office portfolio (by gross rent)





#### Notes

- 1. Includes Starhill Global REIT's properties in Singapore, Malaysia, Australia and Japan but excludes Renhe Spring Zongbei Property, China which operates as a department store with mostly short-term concessionaire leases running 3-18 months.
- 2. Comprises Wisma Atria and Ngee Ann City office properties only.
- 3. Toshin Development Singapore Pte Ltd has exercised its option to renew for another 12-year term (expiring in 2025).
- 4. Consists of master tenant leases and long-term lease that enjoy fixed rent escalation.

## Portfolio top 10 tenants



### Top 10 tenants contributed 53.8% of portfolio gross rent

Tenant Name	Property	% of Portfolio Gross Rent <sup>(1)</sup> <sup>(2)</sup>	
Toshin Development Singapore Pte Ltd	Ngee Ann City, Singapore	18.8%	
YTL Group <sup>(3)</sup>	Ngee Ann City & Wisma Atria, Singapore Starhill Gallery & Lot 10, Malaysia	17.1%	
David Jones Limited	David Jones Building, Australia	5.8%	
FJ Benjamin Lifestyle Pte Ltd	Wisma Atria, Singapore	2.4%	
BreadTalk Group	Wisma Atria, Singapore	2.1%	
Cortina Watch Pte Ltd	Ngee Ann City & Wisma Atria, Singapore	2.0%	
Cotton On Singapore Pte Ltd	Wisma Atria, Singapore	2.0%	
LVMH	Ngee Ann City & Wisma Atria, Singapore	1.2%	
Feria Tokyo Co., Ltd	Terzo, Japan	1.2%	
Charles & Keith Group	Wisma Atria, Singapore	1.2%	

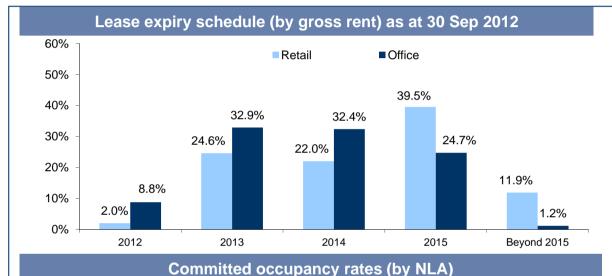
#### Notes:

- 1. For the month of September 2012.
- 2. The total portfolio gross rent is based on the gross rent of all the properties.
- 3. Consists of Katagreen Development Sdn Bhd, YTL Singapore Pte Ltd, YTL Starhill Global REIT Management Limited, YTL Starhill Global Property Management Pte Ltd, YTL Hotels (S) Pte Ltd and Lakefront Pte Ltd.

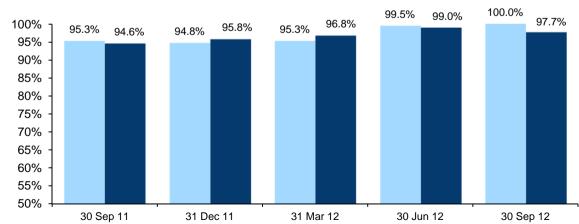
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## Singapore - Wisma Atria Property









Committed occupancy: 99.0%

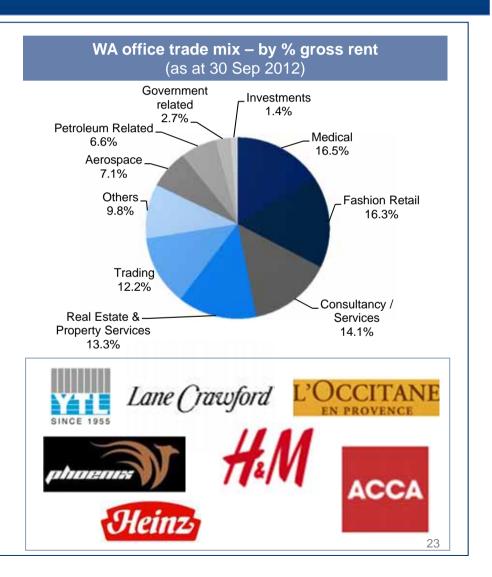
Retail: 100.0% Office: 97.7%

- Active lease management
  - Retail: Occupancy higher in 3Q 2012. Positive rental reversions were achieved for new and renewed leases.
  - Office: Committed leases enjoy positive reversion

## Wisma Atria Property - Diversified tenant base



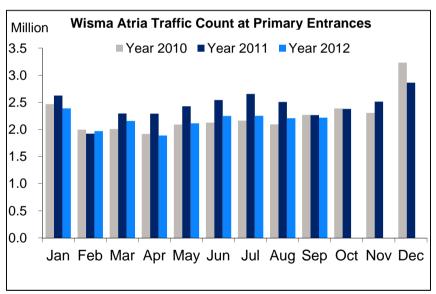
### WA retail trade mix - by % gross rent (as at 30 Sep 2012) General Trade Health & Beauty 4.2% 5.2% F&B. Fashion 15.3% 41.0% Shoes & Accessories 15.6% Jewellery & Watches 18.7% ROLEX OMEGA EST. 1941 SEAFOLLY PARIS BAGUETTE







### Shopper traffic and centre sales





- → The asset redevelopment works were completed in July 2012. Since then, centre sales have increased with S\$46.7 mil registered for 3Q 2012, a growth of 6.5% YOY.
- → For 3Q 2012 shopper traffic was 6.7 million, which is 6.8% higher than 2Q 2012, but 10% lower YOY.

### Wisma Atria Retail launch







## WISMA ATRIA Fash bash to launch new-look Wisma Atria

#### By ARTHUR LEE

A GLITZY fashion show foupuring Coach, Dickson. Watch & Jewellers and Cortime was held yesterday evening in celebration of Wisma Airia's facelift.

Starbill Global Rett on nothin 102 mode tnegs the shapping centre's new 123-metre long "Facade" that houses duplex flagship stores of international brands, such as Coach and new-to-market American label Tory Burch.

it also houses the Swatch concept store and the world's largest Tag Heoer store.







Sunday Times – 9 Oct 12

## New Wisma Atria is hip and classy

High-end watch outlets such as Cortina and Tag Heuer display their wares in shiny double-storey storefronts that enable shop-

The clunky escalators are gone and the brand new flight of steps replacing them twinkle with multi-coloured lights. Gone too, it the familiar blue grid facade.

Architects, which designed it, says the mail owners, YTL Starbill Global, "wanted a makeover to establish a stronger presence too, it the familiar blue grid facade.

with a striking and dynamic envelope". She adds that the new crystalline facade. which covers much of the previous blue

frankly, quite borin a new mall at Orch Mr Firdaus Oma barista in town, sa much classier now. lon too, so it suits t Filipino tourist

### new 'star' on the block





d+a (Issue- Oct 12

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# Wisma Atria Retail launch events - Official openings of flagship stores

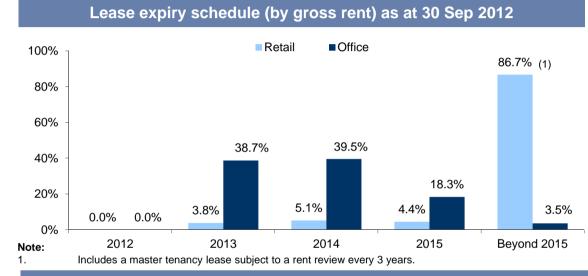




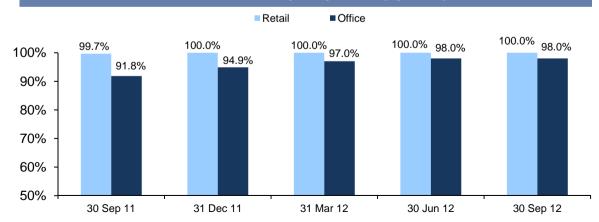
- → A series of store official openings were held in Wisma Atria in September 2012, attracting media coverage and boosting centre sales
- → Tag Heuer world's largest flagship boutique was officially opened by CEO of Tag Heuer Mr Jean Christophe Babin and Jenson Button, F1 Driver of Vodafone McLaren team

## Singapore - Ngee Ann City Property





### Committed occupancy rates (by NLA)



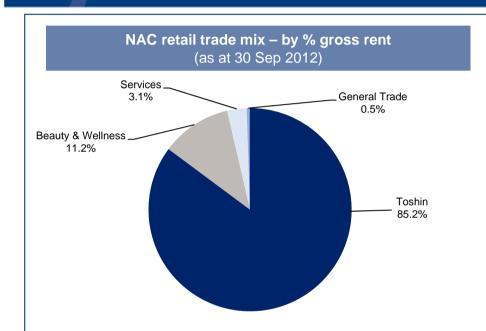
→ Committed occupancy : 99.3%

Retail: 100.0%Office: 98.0%

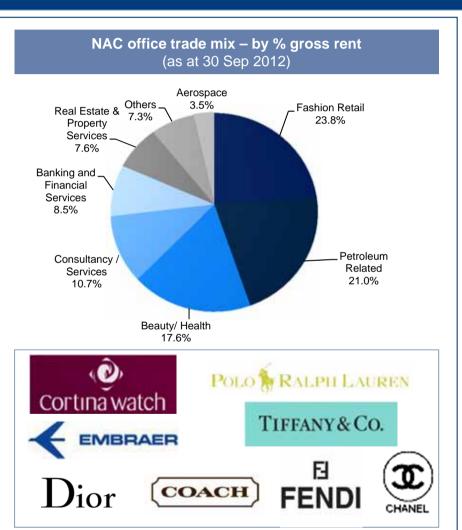
- Active lease management
  - Retail: Achieved full occupancy.
     Level 5 continues to enjoy strong demand as a health and beauty cluster.
  - Starhill Global REIT and Toshin Development Singapore Pte Ltd have jointly requested the President of the Singapore Institute of Surveyors and Valuers (SISV) to designate the 3 valuers required for the rent valuation of the Toshin master lease rent review.
  - Office: Maintained high occupancy in 3Q 2012 and leases committed enjoyed positive rental reversions.

## Ngee Ann City Property - Diversified tenant base









## Malaysia - Starhill Gallery and Lot 10 Quality assets in prime Kuala Lumpur location



### Two lifestyle destinations targeting trendy and affluent tourists & chic urbanites in KL, Malaysia

- → Both properties located within the heart of KL's popular shopping precinct Bukit Bintang
- Total retail lettable area of 562,924 sq ft (Starhill Gallery: 306,113 sq ft, Lot 10: 256,811 sq ft)
- Master leases with a fixed term of 3+3 years with a put and call option by the landlord and master tenant respectively to extend tenancies for further 3 years upon expiry. Payment obligations guaranteed by YTL Corporation Berhad

Diverse tenant mix of international brands including Louis Vuitton, Jaeger LeCoultre, Shiatzy Chen, Zara, Apple, Timberland and H&M







## Malaysia - Starhill Gallery and Lot 10 Quality assets in prime Kuala Lumpur location



### First H&M flagship store in KL, Malaysia opened in Lot 10 in September 2012

- → H&M's first flagship store at Lot 10 occupies about 35,000 sq ft, featuring the full range of the brand's retail merchandise and offerings
- → The store directly connects to the Bukit Bintang monorail station via a platform at Level 2 that will be opened by end 2012









- → H&M company CEO Karl-Johan Persson officiated the opening ceremony
- → The opening VIP night attracted many shoppers, media and fashion celebrities in Kuala Lumpur

## Renhe Spring Zongbei Property -Luxury mall in Chengdu



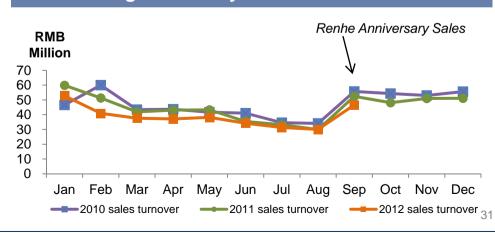
### Quality asset in Chengdu, China

- Chengdu continues to be among the fastest growing cities in China. To accommodate increased air traffic demand, the second airport terminal opened this quarter, enhancing connectivity to the city.
- → The slowdown in China's economy has resulted in a more restraint consumption, in particular the high end and luxury segments. Chengdu's retail market continues to outperform other cities in China, however, it is also attracting increased competition with the opening of new department stores and malls.
- → Since 1Q 2012, a series of tenant renovations were started to enhance the retail offerings of the department store. Armani Collezioni opened this quarter and contributed positively to the sales.





### **Zongbei Monthly Sales Performance**



# David Jones Building – Located in Perth CBD

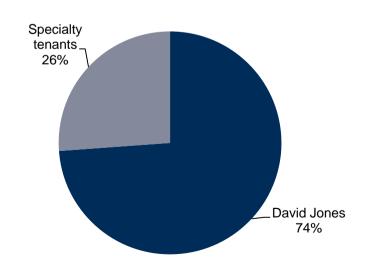


### Prime stable asset in Perth, Australia

- > Freehold prime property in Perth's CBD with total retail lettable area of 259,154 sq ft
- → Property is fully occupied and anchored by David Jones Department Store and six specialty tenants
- → Long term lease with David Jones expires in 2032 and incorporates an upward only rent review every 3 years with the last review in August 2011



### Retail trade mix – by % Gross rent (as at 30 Sep 2012)

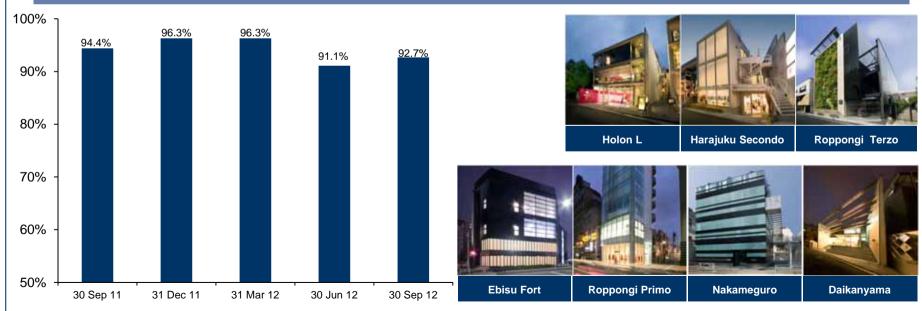


## Japan Properties – Located around prime Tokyo districts



- → Japan's economic recovery has slowed down mainly due to weak exports and industrial production.
  Nevertheless, domestic demand and private consumption have been resilient and Japan's economy is expected to experience moderate recovery over the next quarters\*
- Occupancy was 92.7% as at 30 Sep 12
- The Japan portfolio contributed 4.3% to the Group's revenue in 3Q 2012. NPI grew 7.8% on yoy basis in the quarter

### Committed occupancy rates



<sup>\*</sup> Source: Bank of Japan Monthly Report of Recent Economic and Financial Developments, Sep 2012

## Agenda



- → Financial Highlights
- Portfolio Performance Update
  - Singapore
  - Kuala Lumpur
  - Chengdu
  - Perth
  - Tokyo
- Outlook

## Singapore: Increasing tourist arrivals

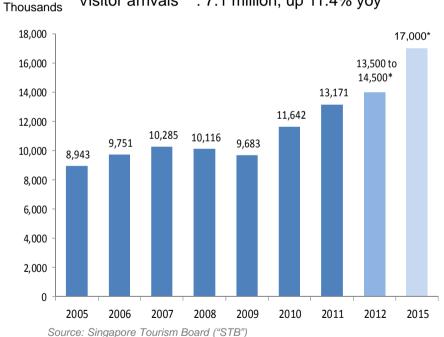




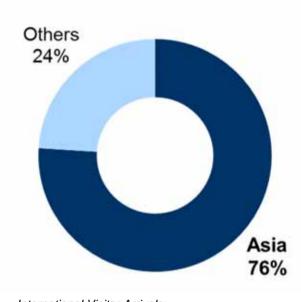
### **YTD June 2012**

\*STB's forecast for 2012 and 2015

Visitor arrivals : 7.1 million, up 11.4% yoy



### **Origin of Tourists Arrivals**



International Visitor Arrivals:

- 1.Indonesia
- 2.PR China
- 3.Malaysia

The Singapore Tourism Board targets 17m visitors and tourism receipts of S\$30bn by 2015

## Singapore: Limited retail supply pipeline in Orchard Road



### **Future Retail Supply (2012-2015) Summary** → New island-wide retail supply to 2015 of 4.77m sqft → New Orchard Road retail supply to 2015 of 0.5m sqft, or 10.5% of total supply to 2015 1,400,000 1,200,000 1,000,000 NLA (SQFT) 800,000 2012 600,000 2013 2014 400,000 ■ 2015 200,000 Orchard Rest of Central Area **Outside Central Region** Downtown Core Fringe Area ^Consist of (1) The Atrium @Orchard and (2) Orchard Gateway Source: URA, CBRE (1Q2012) 36

# 2012 Global Ranking – Top destinations for international retailers (CBRE)



China, S'pore and Japan rank amongst the top in the world for attracting international retailers

### **Ranking by Country**

## RANK 2012 #5 CHINA 47.2% PRESE



RANK 2012 #13
SINGAPORE
39.9% OF RETAILERS





### **Ranking by City**



Source: CBRE "How Global is the Business of Retail" 2012 Edition

Singapore is one of the top destinations for Chinese tourists to buy luxury watches and jewellery, with each spending an average of S\$8,757, compared to S\$7,221 in Italy and S\$3,127 in Germany.

Source: Global Blue on world's biggest tax free shoppers in 2011

Outside China, Kuala Lumpur is one of the most active development markets in the world.

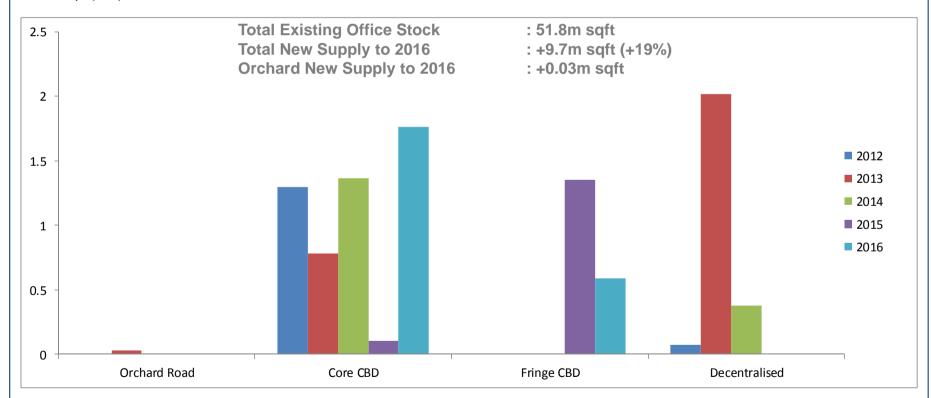
Source: CBRE retail research 2012 edition

## Singapore: Office



### Office supply in Orchard Road is less than 1% of upcoming supply of 9.7m sqft to 2016

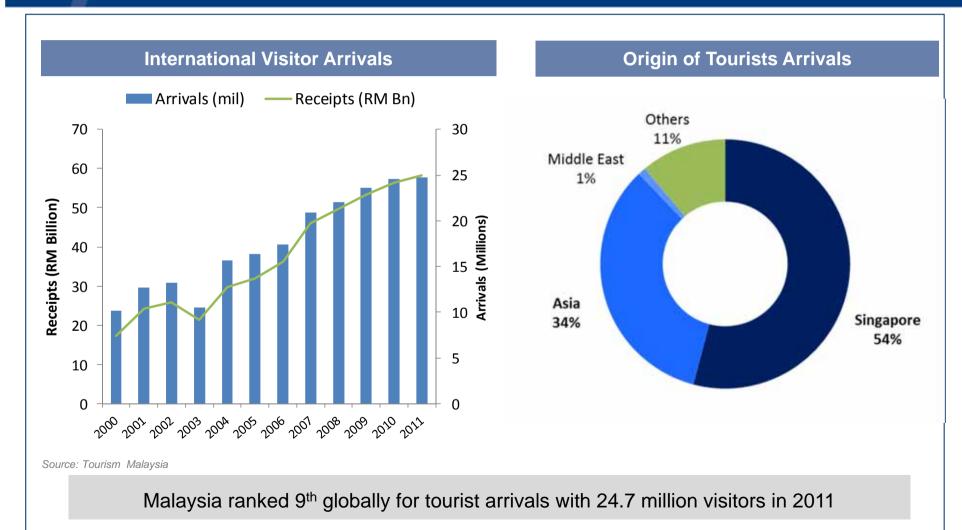
### Million sqft (Net)



Source: URA, CBRE (FY2011)

## Malaysia: Increasing tourist arrivals

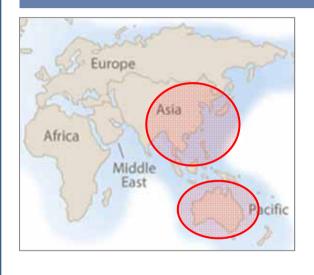




## Investment strategy



### Focus on good to prime assets in key gateway cities



S.E.A	Singapore, Malaysia	
China	Chengdu, Chongqing, Tianjin, Wuhan, Dalian, Xi-an, Shenzhen	
Australia	Perth, Sydney, Melbourne	

- Concentrate on existing markets Singapore, Malaysia, China and Australia
- Building critical mass in particular for China and Australia
- For China:
  - Chengdu: right of 1st refusal to purchase other malls of Renhe Department stores
  - Focusing on tier 2 cities

### **Growth drivers**



Steady organic growth from active asset management, rental reversion and asset enhancement Strong balance sheet with debt headroom

### **Rental reversion**

Wisma Atria and Ngee Ann City – Active asset management and ongoing rent reversions

Ngee Ann City - Toshin rental review from Jun 2011

Toshin's renewal of master lease

David Jones Building – DJ department store rent review every 3 yrs to 2032 (2011 review completed in August)

David Jones Building - Leases with specialty tenants allow for annual upwards rent review

Starhill Gallery and Lot 10 step-up only master tenancy revision

### **Asset enhancements**

Wisma Atria - Revenue increase from Asset Redevelopment

### Acquisitions

# Summary: Well positioned for the growth



Quality Assets: Prime Locations	<ul> <li>13 mid to high-end retail properties in five countries</li> <li>Singapore and Malaysia make up 85.6% of total assets. China, Australia and Japan account for the balance of the portfolio</li> <li>Quality assets with strong fundamentals strategically located with high shopper traffic</li> </ul>
Strong Financials: Financial Flexibility	<ul> <li>Gearing at 31.2% with no debt refinancing until September 2013</li> <li>S\$2 billion unsecured MTN programme</li> <li>Rated 'BBB' by Standard &amp; Poor's</li> </ul>
Developer Sponsor: Strong Synergies	<ul> <li>Strong synergies with the YTL Group, one of the largest companies listed on the Bursa Malaysia with total assets of about US\$16.5 billion as at FYE 30 June 2012</li> <li>Global presence with track record of success in real estate development and property management</li> </ul>
Management Team: Proven Track Record	<ul> <li>Demonstrated strong sourcing ability and execution by acquiring 3 quality malls</li> <li>DJ Building (Perth, Australia), Starhill Gallery and Lot 10 (Kuala Lumpur, Malaysia)</li> <li>Asset redevelopment of Wisma Atria and Starhill Gallery demonstrates the depth of the manager's asset management expertise</li> <li>International and local retail and real estate experience</li> </ul>

## References used in this presentation



1Q, 2Q, 3Q, 4Q means the periods between 1 January to 31 March; 1 April to 30 June; 1 July to 30 September; and 1 October to 31 December respectively

CPU means convertible preferred units in Starhill Global REIT

**DPU** means distribution per unit

FY means financial year for the period from 1 January to 31 December

**GTO** means gross turnover

IPO means initial public offering (Starhill Global REIT was listed on the SGX-ST on 20 September 2005)

**NLA** means net lettable area

NPI means net property income

pm means per month

psf means per square foot

**WA and NAC** mean the Wisma Atria Property (74.23% of the total share value of Wisma Atria) and the Ngee Ann City Property (27.23% of the total share value of Ngee Ann City) respectively

All values are expressed in Singapore currency unless otherwise stated

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