

# areit

## Proposed Acquisitions of Telepark, Kim Chuan Telecommunications Complex, KA Centre and KA Place (the “Properties”)

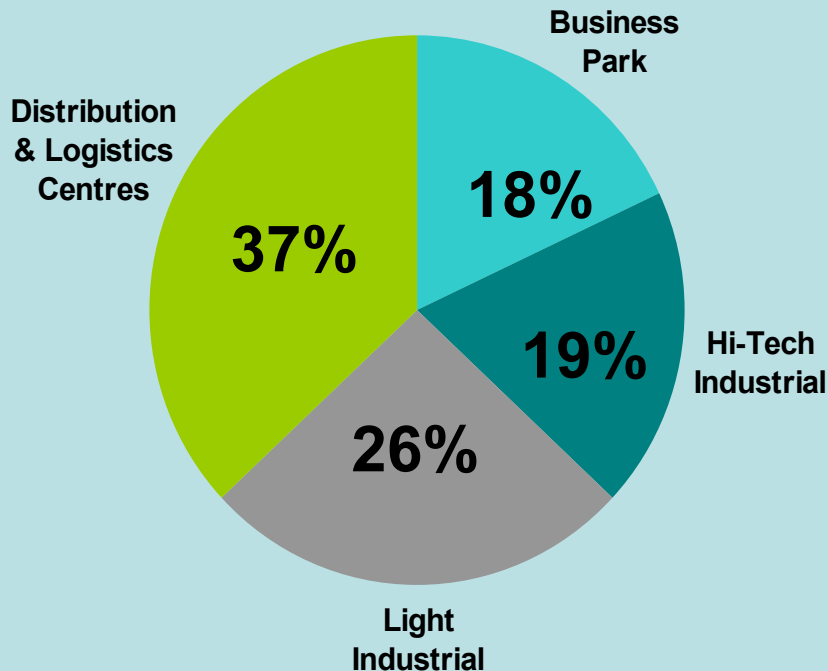


21 February 2005

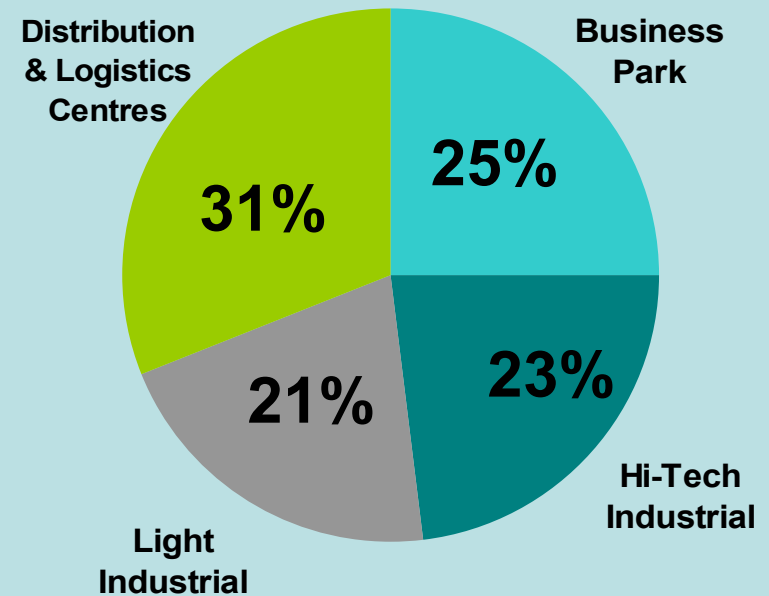
- **Impact of acquisitions on A-REIT**
  - Portfolio Diversification
  - Weighted Average Lease Expiry Profile
  - Pro forma Financial Effect
- The Properties
- Timetable for Completion
- Acquisition Summary

# Asset Class Diversification by Portfolio Value

Before the Acquisitions (1)



After the Acquisitions (2)

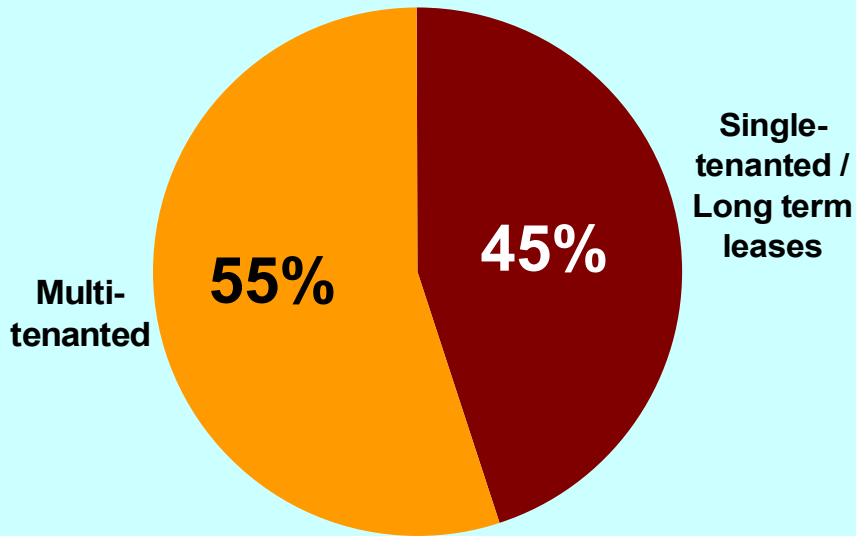


Notes:

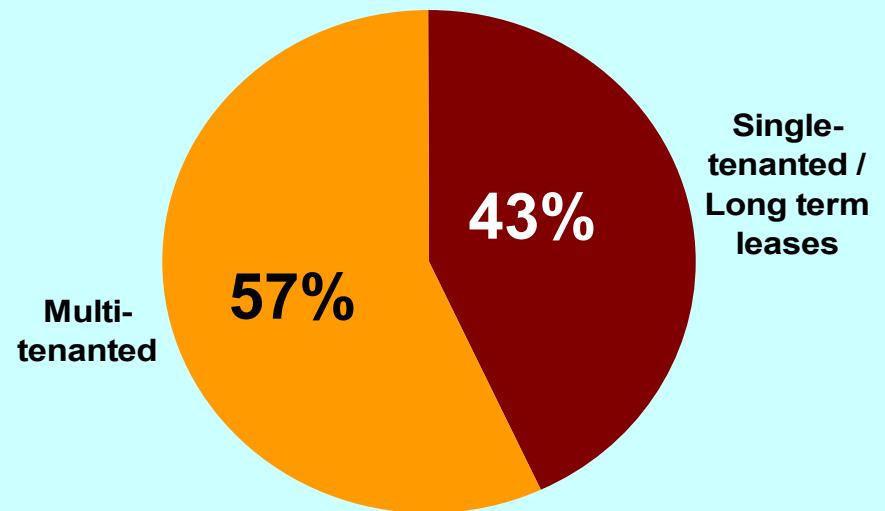
- (1) Based on A-REIT's portfolio of 32 properties as at 3 Jan 2005.
- (2) Based on A-REIT's portfolio of 36 properties after the acquisitions.

# Mix of Sale-&-Leaseback vs Multi-tenanted by Portfolio Value

Before the Acquisitions <sup>(1)</sup>



After the Acquisitions <sup>(2)</sup>



Notes:

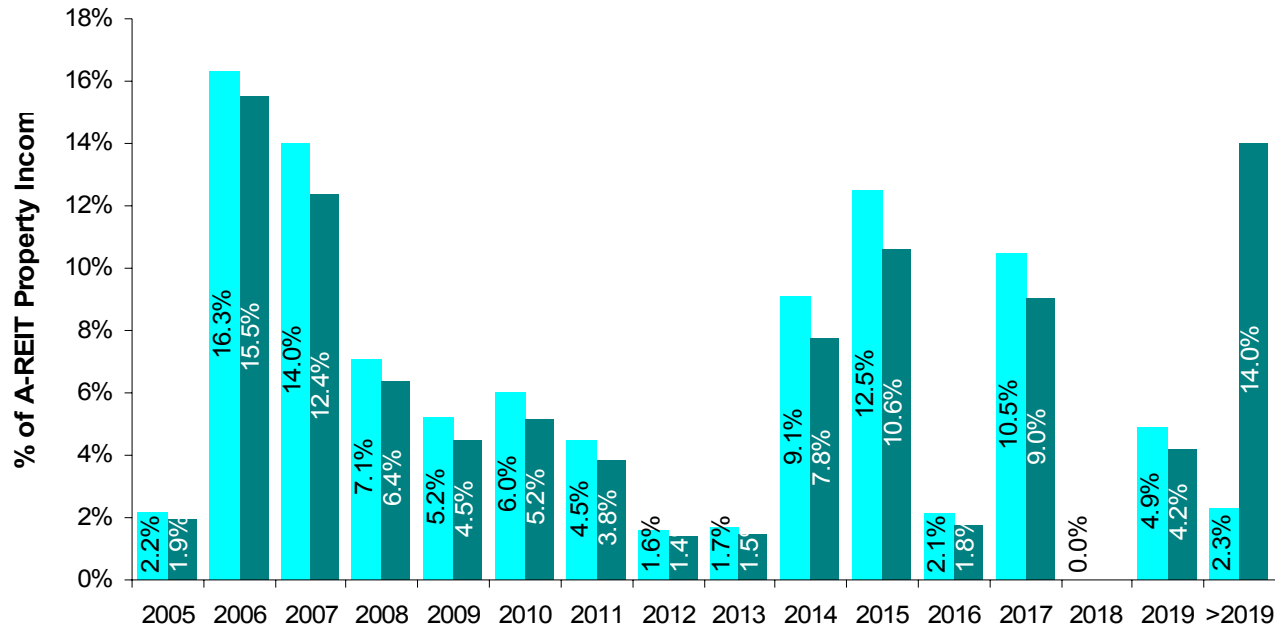
- (1) Based on A-REIT's portfolio of 32 properties as at 3 Jan 2005.
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# A-REIT's Weighted Average Lease Expiry Profile



## Weighted Lease Expiry Profile By Income



- Impact of acquisitions on A-REIT
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## Year Ending 31 Mar

	A-REIT's existing 32 Properties (as at 3 Jan 2005)	After Acquisition of SingTel's four Properties
Weighted Average Lease Term to Expiry	6.0 yrs	7.6 yrs

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# Distribution Per Unit ("DPU") Positive

## The Properties

Pro forma DPU Impact* (annualised)	0.48 cents
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### Note:

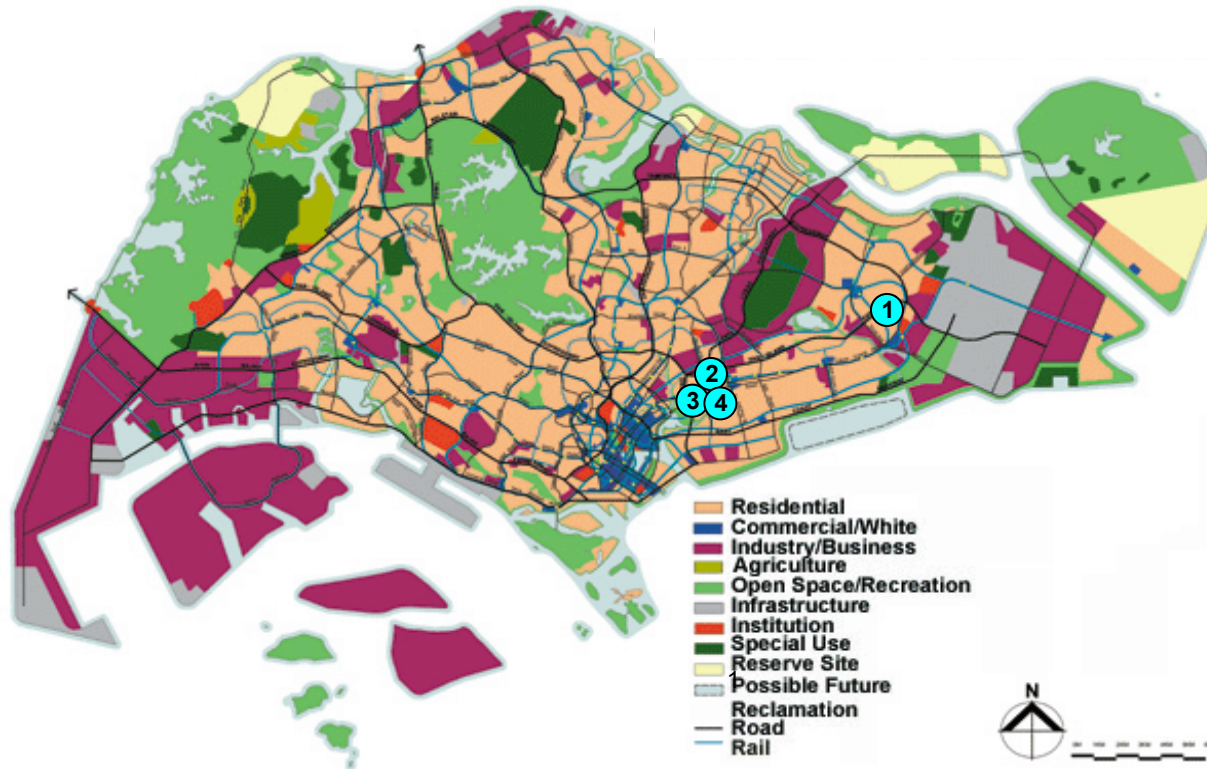
\* The pro forma DPU impact is derived based on the assumptions that:

- (1) A-REIT had purchased, held and operated the Properties for the whole of the financial year ended 31 March 2004;
- (2) the acquisitions of the Properties were funded with the net proceeds from a placement of new units in A-REIT and additional borrowings; and
- (3) 100% of the base component of the management fees payable to Ascendas-MGM Funds Management Limited (as manager of A-REIT) pursuant to A-REIT's trust deed shall be paid entirely in cash in respect of the Properties and 13 other properties acquired by A-REIT between Nov 2004 and Dec 2004 (namely, Infineon Building, Techpoint, Wisma Gulab, Autron Building, Exklusiv Centre, SB Building, Steel Industries Building, Volex Building, CG Aerospace Building, Fedex Building, Freight Links (Changi) Building, Freight Links (Toh Guan) Building and MacDermid Building) while the performance component of its management fees in respect of these properties shall be paid entirely in A-REIT's units.



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# Well Located, Diversified Portfolio



Impact of acquisitions on A-REIT

The Properties

Timetable for Completion

Acquisition Summary

1. Telepark
2. Kim Chuan Telecommunications Complex
3. KA Centre
4. KA Place

# Telepark

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An eight-storey building with a basement car park of 207 lots and some retail space

Purchase price : **S\$186 mil**

Valuation dated 1 Jan 2005 : S\$186 mil by CB Richard Ellis (Pte) Ltd

Land area : 11,001 sqm

Title : 99-year lease from 2 Apr 1992

GFA : 40,555 sqm

NLA : 24,252 sqm

Occupancy : 99%

Data Centre : SingTel (22,741 sqm)

Retail: Multi-tenanted (1,511 sqm)

**5 Tampines Central 6,  
Singapore 529482**

# Kim Chuan Telecommunications Complex

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A 10-storey office building

Purchase price : **S\$100 mil**

Valuation dated 1 Jan 05 : S\$100 mil by  
CB Richard Ellis (Pte) Ltd

Land area : 17,048 sqm

Title : 99-year lease from 31 March 1992

GFA : 35,456 sqm

NLA : 25,129 sqm

Occupancy : 100%

Tenant : SingTel

38 Kim Chuan Road

Singapore 537055

# KA Centre



A 7-storey hi-tech industrial cum office building

Purchase price : **S\$19.2 mil**

Valuation dated 1 Jan 05: S\$19.5 mil by  
CB Richard Ellis (Pte) Ltd

Land area : 7,630 sqm

Title : 99-year lease from 1 June 1959

GFA : 19,638 sqm

NLA : 13,509 sqm

Occupancy : 59%

Multi-tenanted Building (MTB)

150 Kampong Ampat

Singapore 368324



# KA Place



A 7-storey hi-tech industrial cum office building

Purchase price : **S\$11.1 mil**

Valuation dated 1 Jan 05 :S\$11.1 mil by  
CB Richard Ellis (Pte) Ltd

Land area : 3,817 sqm

Title : 99-year lease from 1 June 1959

GFA : 10,163 sqm

NLA : 6,946 sqm

Occupancy : 36%

Multi-tenanted Building (MTB)

**159 Kampong Ampat**

**Singapore 368328**

# Lease Terms

<b><u>Lease Terms</u></b>	Telepark	Kim Chuan Telecommunications Complex	KA Centre	KA Place
Lease with SingTel (yrs)	20	20 (with an option to renew for another 10 yrs)	N.A.	N.A.
Rental Escalation	Stepped rental increases with reviews at the beginning of Year 8 & Year 15	Stepped rental increases with reviews at the beginning of Year 8 & Year 15	N.A.	N.A.

# Outgoings

<u>Properties</u>	Telepark	Kim Chuan Telecommunications Complex	KA Centre	KA Place
Lease Mgt	Paid by A-REIT	Paid by A-REIT	Paid by A-REIT	Paid by A-REIT
Land Rent	N.A.	N.A.	N.A.	N.A.
Property Tax	Paid by A-REIT	Paid by A-REIT	Paid by A-REIT	Paid by A-REIT
Maintenance	Paid by SingTel	Paid by SingTel	Paid by A-REIT	Paid by A-REIT





# Agenda

- Impact of acquisitions on A-REIT
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# Timetable for Completion

## The Properties

### Signed Put and Call Option Agreements

- Exercise call options
- Execution of Sale and Purchase Agreements
- Completion

February 2005

March 2005

# Agenda



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# Acquisitions Summary

- Increase in portfolio diversification
- Acquisitions are in line with A-REIT's investment strategy of investing in a diverse portfolio to reduce income reliance on any particular property
- Positive DPU impact of 0.48 cents per unit

Impact of  
acquisitions  
on A-REIT

The  
Properties

Timetable for  
Completion

Acquisition  
Summary

## **Important Notice**

- **The value of units (“Units”) in Ascendas Real Estate Investment Trust (“A-REIT”) and the income derived from them may fall as well as rise. Units are not obligations of, deposits in, or guaranteed by, Ascendas-MGM Funds Management Limited (in its capacity as manager of A-REIT) (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 (the “SGX-ST”). Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.**
- **The past performance of A-REIT is not necessarily indicative of the future performance of A-REIT.**

**This presentation 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 other companies and venues for the sale or distribution of goods and services, shifts in customer demands, customers and partners, changes in operating expenses (including employee wages, benefits and training costs), governmental and public policy changes and the continued availability of financing in the amounts and the 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.**

**- End -**