A-REIT 3rd Quarter Financial Results 01 October to 31 December 2012 - Supplementary Information



Supplementary Information For three months ended 31 December 2012

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Table 1: Occupancy Rates for A-REIT's portfolio

	SINGLE-TENANTED BUILDINGS	Net	(Occupancy as at		
Α.		lettable area (sqm)	31 Dec 12	30 Sep 12	30 Jun 12	
	Science Parks					
1.	PSB Building	21,689	100.0%	100.0%	100.0%	
	Business Parks					
2.	31 International Business Park	51,917	100.0%	100.0%	100.0%	
3.	DBS Asia Hub	32,104	100.0%	100.0%	100.0%	
	Light Industrial					
4.	Osim HQ Building	15,068	100.0%	100.0%	100.0%	
5.	Ghim Li Building	7,230	100.0%	100.0%	100.0%	
6.	SB Building	11,895	100.0%	100.0%	100.0%	
7.	Volex Building	8,000	100.0%	100.0%	100.0%	
8.	52 Serangoon North Ave 4	11,799	100.0%	100.0%	100.0%	
9.	Hyflux Building	16,980	100.0%	100.0%	100.0%	
10.	Weltech Building	6,509	100.0%	100.0%	100.0%	
11.	BBR Building	5,421	100.0%	100.0%	100.0%	
12.	Hoya Building	6,282	100.0%	100.0%	100.0%	
13.	NNB Industrial Building	9,794	100.0%	100.0%	100.0%	
14.	37A Tampines St 92	9,604	100.0%	100.0%	100.0%	
15.	Hamilton Sunstrand Building	16,744	100.0%	100.0%	100.0%	
16.	Thales Building	7,772	100.0%	100.0%	100.0%	
17.	Aztech Building	13,807	100.0%	100.0%	100.0%	
18.	Super Industrial Building	18,079	100.0%	100.0%	100.0%	
19.	26 Senoko Way	10,723	100.0%	100.0%	100.0%	
20.	1 Kallang Place	12,265	100.0%	100.0%	100.0%	
21.	11 Woodlands Terrace	2,219	100.0%	100.0%	100.0%	
22.	18 Woodlands Loop	16,601	100.0%	100.0%	100.0%	
23.	9 Woodlands Terrace	2,341	100.0%	100.0%	100.0%	
24.	SKP Industrial Building	12,069	100.0%	100.0%	100.0%	
25.	31 Joo Koon Circle	14,635	100.0%	100.0%	100.0%	
26.	247 Alexandra Road	12,803	100.0%	100.0%	100.0%	
	Hi-Tech Industrial (Data Centres)					
07	Kim Chuan Telecommunications	0F 400	100.00/	100.00/	100.00/	
27.	Complex	25,129	100.0%	100.0%	100.0%	
28.	38A Kim Chuan Road	32,885	100.0%	100.0%	100.0%	
20	Hi-Tech Industrial	27 279	100.00/	100.00/	100.00/	
29. 30.	Infineon Building	27,278	100.0%	100.0% 100.0%	100.0%	
	Wisma Gulab	11,821	100.0%		100.0% 100.0%	
31.	138 Depot Road	26,485	100.0%	100.0%		
32.	2 Changi South Lane CGGVeritas Hub	20,939	100.0%	100.0%	100.0%	
33.		8,671	100.0%	100.0%	100.0%	
34.	30 Tampines Industrial Ave 3	9,593	100.0%	100.0%	100.0%	
25	Logistics & Distribution Centres	21,883	100.09/	100.09/	100.09/	
35.	IDS Logistics Corporate HQ	128,020	100.0%	100.0%	100.0%	
36.	C&P Logistics Hub	5,085	100.0%	100.0%	100.0%	
37.	MacDermid Building	· · · · · · · · · · · · · · · · · · ·	100.0%	100.0%	100.0%	
38.	SENKEE Logistics Hub	71,748	100.0%	100.0%	100.0%	

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39.	JEL Centre	9,494	100.0%	100.0%	100.0%
40.	Logistics 21	47,616	100.0%	100.0%	100.0%
41.	Sembawang Kimtrans Logistics Centre	15,410	100.0%	100.0%	100.0%
42.	Sim Siang Choon Building	12,981	100.0%	100.0%	100.0%
43.	71 Alps Ave	11,627	100.0%	100.0%	100.0%
44.	15 Changi North Way	28,974	100.0%	100.0%	100.0%
45.	90 Alps Avenue	26,277	100.0%	100.0%	100.0%
	Warehouse Retail Facilities				
46.	Courts MegaStore	28,410	100.0%	100.0%	100.0%
47.	Giant Hypermart	42,178	100.0%	100.0%	100.0%
	Sub-total for Single-tenanted Buildings	966,855	100.0%	100.0%	100.0%

Net Lettable Occupancy as at В. Area **MULTI-TENANTED BUILDINGS** 31 Dec 12 30 Sep 12 30 Jun 12 (sqm) **Science Parks** 1. The Alpha 20,129 84.2% 86.0% 92.7% 95.6% 2. The Aries 11.683 91.9% 92.7% 3. The Capricorn 20,542 88.8% 87.4% 96.9% 4. The Gemini 22,856 96.9% 96.7% 94.3% 5. Rutherford & Science Hub 18,472 81.1% 81.9% 79.2% Neuros & Immunos 6. 26.202 99.9% 99.9% 99.3% 7. Cintech I 93.1% 93.1% 10,531 93.1% Cintech II 8. 7,915 91.4% 93.0% 93.0% 9. Cintech III & IV 18.593 94.2% 93.2% 93.7% **Business Parks** 10. Honeywell Building 14,475 90.2% 95.2% 89.3% 11. HansaPoint@CBP 16,988 100.0% 100.0% 100.0% 12. 1,3,5 Changi Business Park Crescent 62,669 98.1% 98.7% 98.7% 13. 3 Changi Business Park Vista 15,316 98.1% 95.0% 95.0% 14. 1 Changi Business Park Ave 1 10,127 100.0% 100.0% 100.0% 15. 94.1% 94.1% 94.1% Acer Building 21,149 16. iQuest @ IBP 80.2% 9,454 85.9% 80.2% 70.5% 17. Techquest 6.545 62.3% 65.4% 13 International Business Park 18. 60.3% 60.3% 60.3% 7,189 19. Nordic European Centre 22,263 87.9% 83.3% 83.8% **Hi-tech Industrial (Data Centre)** 20. Telepark 100.0% 100.0% 100.0% 24,717 **Hi-tech Industrial** 21. Techlink 34,542 93.9% 93.3% 92.2% 22. Siemens Center 27,781 98.9% 100.0% 100.0% 23. Techpoint 41,628 96.2% 94.0% 93.0% 24. KA Centre 13.555 98.8% 96.9% 98.1% KA Place 96.9% 96.9% 25. 6,652 93.7% Pacific Tech Centre 86.2% 26. 19,619 90.6% 88.1% 74.0% 27. **Techview** 37,811 87.2% 66.3% 28. 6,083 100.0% 100.0% 100.0% 1 Jalan Kilang 29. 50 Kallang Avenue 14,196 77.9% 73.6% 79.5% 79.6% 30. Corporation Place 58,065 75.4% 75.3% 35.2%¹ 34.7% 67.9% 31. 10 Toh Guan Road 43,007

¹ As at date of announcement, about 8,833 sqm of space is under offer to a prospective tenant. Occupancy is expected to increase to 55.8% when the offer is accepted.

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- Supplementary Information

	Light Industrial			- Supplementary	
32.	Techplace I	59,596	96.3%	94.9%	93.3%
33.	Techplace II	76,067	97.4%	97.2%	97.6%
34.	27 Ubi Road 4	7,227	94.0%	100.0%	100.0%
35.	Tampines Biz-Hub	14,494	86.3%	78.7%	84.5%
36.	Ubi Biz-Hub	10,725	100.0%	100.0%	100.0%
37.	84 Genting Lane	9,774	100.0%	100.0%	100.0%
38.	Steel Industries Building	11,273	100.0%	100.0%	100.0%
39.	Progen Building	16,609	100.0%	100.0%	100.0%
40.	3 Tai Seng Drive	12,208	97.4%	94.5%	97.5%
41.	53 Serangoon North Ave 4	7,779	95.5%	95.5%	93.2%
42.	FoodAxis @ Senoko	44,439	56.4% ²	51.2%	37.2%
	Logistics & Distribution Centres				
43.	LogisTech	27,554	93.4%	93.2%	93.2%
44.	Changi Logistics Centre	39,611	97.2%	98.5%	98.8%
45.	Nan Wah Building	15,858	97.9%	97.9%	97.9%
46.	Xilin Districentre Building A & B	20,788	100.0%	100.0%	100.0%
47.	Xilin Districentre Building D	14,236	100.0%	100.0%	54.1%
48.	LogisHub@Clementi	23,071	95.2%	95.2%	95.6%
49.	1 Changi South Lane	23,528	100.0%	100.0%	100.0%
50.	Pioneer Hub	81,103	100.0%	100.0%	100.0%
51.	Xilin Districentre Building C	13,280	87.3%	87.3%	87.3%
52.	9 Changi South Street 3	24,197	60.1% ³	89.2%	89.2%
53.	5 Toh Guan Road East	23,723	62.0% ⁴	100.0%	100.0%
54.	6 Pioneer Walk	20,094	100.0%	100.0%	100.0%
	AREIT Beijing				
55.	Ascendas Z-link	27,450	100.0%	100.0%	100.0%
	Sub-total for Multi-tenanted Buildings	1,295,438	89.6%	89.6%	90.1%
	Subtotal (A) + (B)	2,262,293	94.0%	94.3%	94.6%

² As at the date of this announcement, FoodAxis @ Senoko has a committed occupancy of 68.2%. ³ 3Q FY12/13 lettable area includes an additional 7,900 sqm from the completion of asset enhancement in December 2012. The Manager has successfully leased 2,012 sqm (25.4%) of this newly created space and is in active negotiation for the balance of the space. As at the date of this announcement, 9 Changi South Street 3 has a committed occupancy of 68.4%. $^{\rm 4}$ 5 Toh Guan Road East was converted to a multi-tenanted building in December 2012

Table 2: A-REIT gross rental rates for the three months ended 31 December 2012

Gross Rental Rates (S\$ psf per month)						
	(pst	Market ⁽¹⁾ (psf per month)				
Sector	Range	Weighted Average ⁽²⁾	Median			
Business & Science Park	\$2.70 - \$4.40	\$3.58	\$3.75	\$4.10		
Hi-tech Industrial	\$2.10 - \$3.70	\$2.74	\$2.80	\$2.88		
Light Industrial & Flatted Factories	\$1.42 - \$2.15	\$1.66	\$1.62	\$1.94 ⁽³⁾		
Logistics & Distribution Centres	\$1.04 - \$1.70	\$1.43	\$1.50	\$1.79 ⁽⁴⁾		

Notes:

- (1) Source: URA 3Q 2012 for business park rental, CBRE Market View Singapore 3Q 2012 for hi-tech industrial rental, 4Q 2012 for light industrial and logistics rental.
- (2) A-REIT's rates are based on the weighted average of gross rental rates for new leases, expansions and renewals
- (3) S\$1.94 psf per month for ground floor space. S\$1.58 psf per month achieved for upper floor space
- (4) S\$1.79 psf per month for ground floor space. S\$1.48 psf per month achieved for upper floor space

Figure 3: Existing industrial space stock of 39.01 million sqm of which 7.3 million sqm is logistics and distribution centres

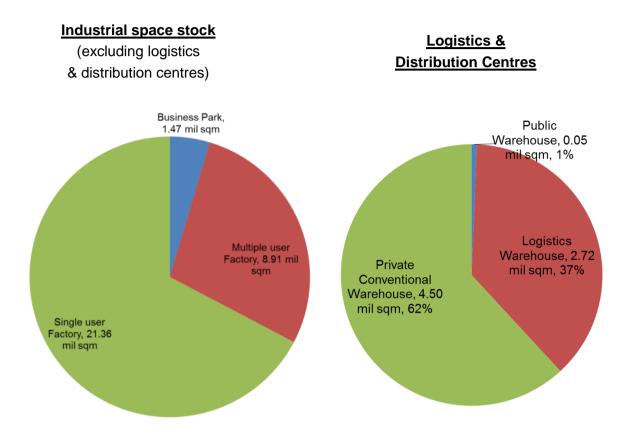


Table 4: Sector Performance

Net Property Income for 3 months ended 31 December 2012

	40	(1)	3Q FY12/13 vs 3Q FY11/12
Properties	3Q FY12/13 ⁽¹⁾	3Q FY11/12 ⁽¹⁾	Variance
	S\$'m	S\$'m	S\$'m
Business & Science Park Properties			
Gross Revenue	49.1	46.1	3.0 ⁽²⁾
Property Operating Expenses	16.0	13.7	2.3
Net Property Income	33.1	32.4	0.7
Hi-Tech Industrial Properties			
Gross Revenue	41.7	31.3	10.4 ⁽²⁾
Property Operating Expenses	12.8	9.6	3.2
Net Property Income	28.9	21.7	7.2
Light Industrial Properties			
Gross Revenue	22.9	20.5	2.4
Property Operating Expenses	5.4	4.6	0.8
Net Property Income	17.5	15.9	1.6
Logistics Properties			
Gross Revenue	27.7	26.1	1.6
Property Operating Expenses	5.8	5.0	0.8
Net Property Income	21.9	21.1	0.8
Warehouse Retail Facilities			
Gross Revenue	3.8	3.3	0.5
Property Operating Expenses	0.5	0.5	-
Net Property Income	3.3	2.8	0.5
<u>Total</u>			
Gross Revenue	145.2	127.3	17.9
Property Operating Expenses	40.5	33.4	7.1
Net Property Income	104.7	93.9	10.8

¹ Based on 102 properties as at 31 December 2012 and 97 properties as at 31 December 2011

² Increased mainly due to completion of development projects and new acquisitions in FY11/12 which have full quarter impact in the current financial period

Figure 5a: A-REIT Portfolio By Gross Revenue - Tenant Industry Mix

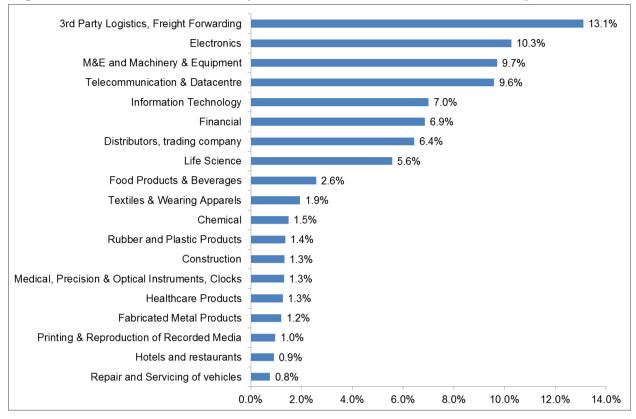


Figure 5b: A-REIT Portfolio By Gross Revenue - Tenants' Country of Origin

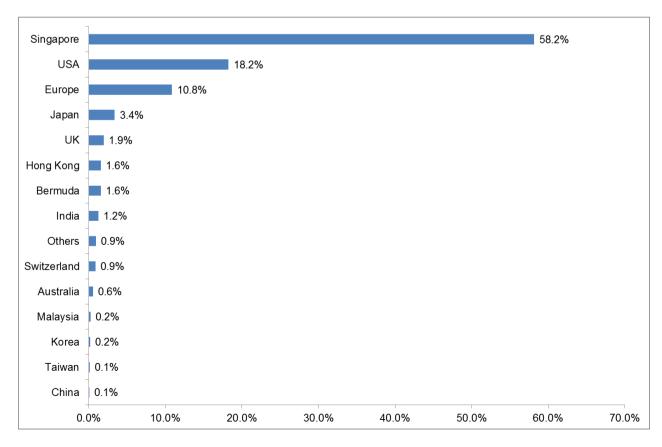


Figure 6a: Business & Science Park Properties By Gross Revenue - Tenant Industry Mix

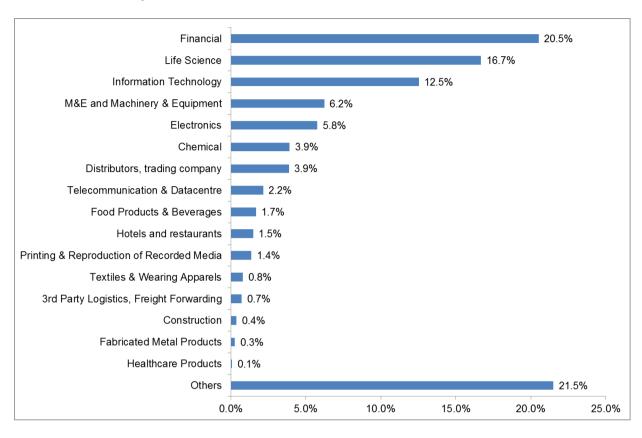


Figure 6b: Business & Science Park Properties By Gross Revenue - Tenant's country of origin

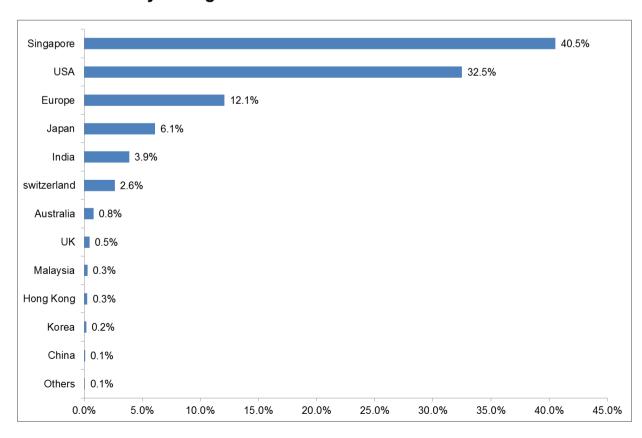


Figure 7a: Hi-Tech Industrial Properties By Gross Revenue - Tenant Industry Mix

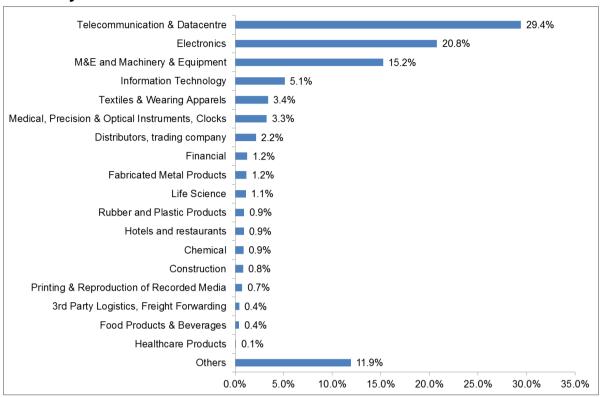


Figure 7b: Hi-Tech Industrial Properties By Gross Revenue - Tenant's country of origin

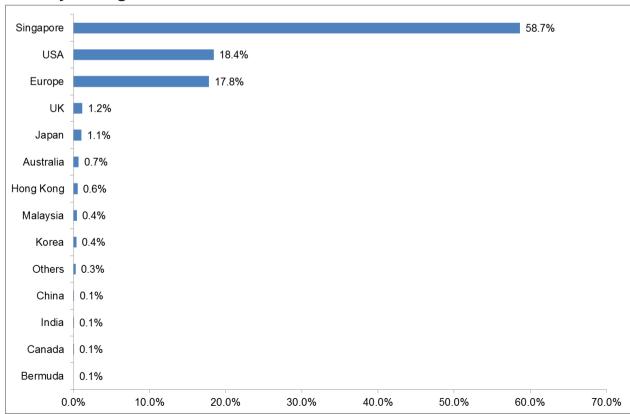


Figure 8a: Light Industrial Properties By Gross Revenue - Tenant Industry Mix

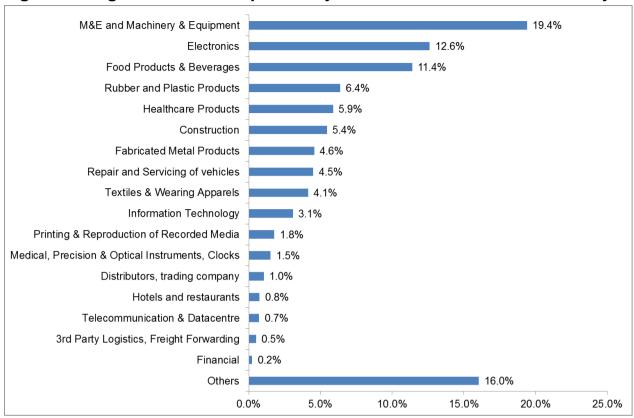
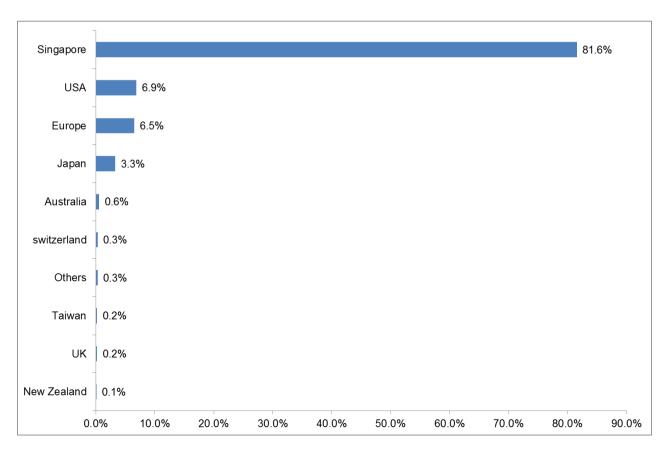


Figure 8b: Light Industrial Properties By Gross Revenue - Tenant's country of origin





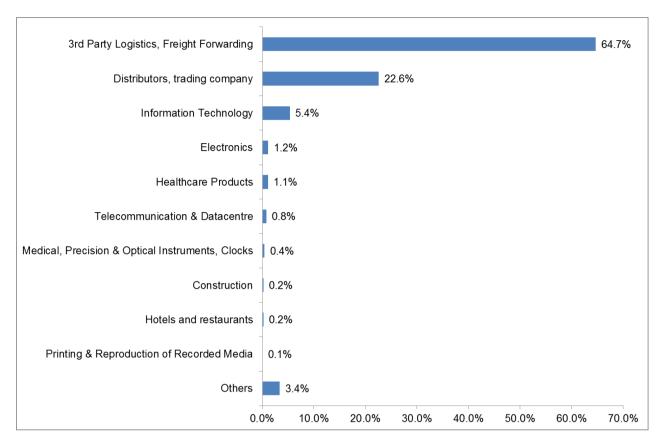


Figure 9b: Logistics & Distribution Centres By Gross Revenue - Tenant's country of origin

