



Frasers Commercial Trust 1QFY12 Financial Results

01 February 2012

Important notice

Certain statements in this Presentation constitute “forward-looking statements”, including forward-looking financial information. Such forward-looking statement and financial information involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of FCOT or the Manager, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements and financial information. Such forward-looking statements and financial information are based on numerous assumptions regarding the Manager’s present and future business strategies and the environment in which FCOT or the Manager will operate in the future. Because these statements and financial information reflect the Manager’s current views concerning future events, these statements and financial information necessarily involve risks, uncertainties and assumptions. Actual future performance could differ materially from these forward-looking statements and financial information.

The Manager expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statement or financial information contained in this Presentation to reflect any change in the Manager’s expectations with regard thereto or any change in events, conditions or circumstances on which any such statement or information is based, subject to compliance with all applicable laws and regulations and/or the rules of the SGX-ST and/or any other regulatory or supervisory body or agency.

The value of Frasers Commercial Trust units (“Units”) and the income derived from them, if any, may fall or 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 should note that they 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 Singapore Exchange Securities Trading Limited (“SGX-ST”). Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.

This document is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for the Units. The past performance of REIT and the Manager is not necessarily indicative of the future performance of Frasers Commercial Trust and the Manager.

This Presentation contains certain information with respect to the trade sectors of the Trust’s tenants. The Manager has determined the trade sectors in which the Trust’s tenants are primarily involved based on the Manager’s general understanding of the business activities conducted by such tenants. The Manager’s knowledge of the business activities of the Trust’s tenants is necessarily limited and such tenants may conduct business activities that are in addition to, or different from, those shown herein.

This Presentation includes market and industry data and forecast that have been obtained from internal survey, reports and studies, where appropriate, as well as market research, publicly available information and industry publications. Industry publications, surveys and forecasts generally state that the information they contain has been obtained from sources believed to be reliable, but there can be no assurance as to the accuracy or completeness of such included information. While the Manager has taken reasonable steps to ensure that the information is extracted accurately and in its proper context, the Manager has not independently verified any of the data from third party sources or ascertained the underlying economic assumptions relied upon therein.

→ **Results**

→ **Portfolio review**

→ **Capital management**




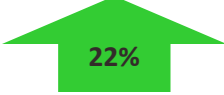

→ **Moving Forward**

Results

Key highlights:

- Gross revenue of S\$30.7m, ↑ 6% Y-o-Y
- Net property income of S\$24.6m, ↑ 7% Y-o-Y
- Distributable income to Unitholders of S\$9.6m, ↑ 22% Y-o-Y
- Distribution to CPPU holders of S\$4.7m, represents annualised distribution yield of 5.5% on the offer price of S\$1.0
- Portfolio average occupancy rates remain healthy at 97.6%
- Successful early refinancing of the AUD facility in November 2011

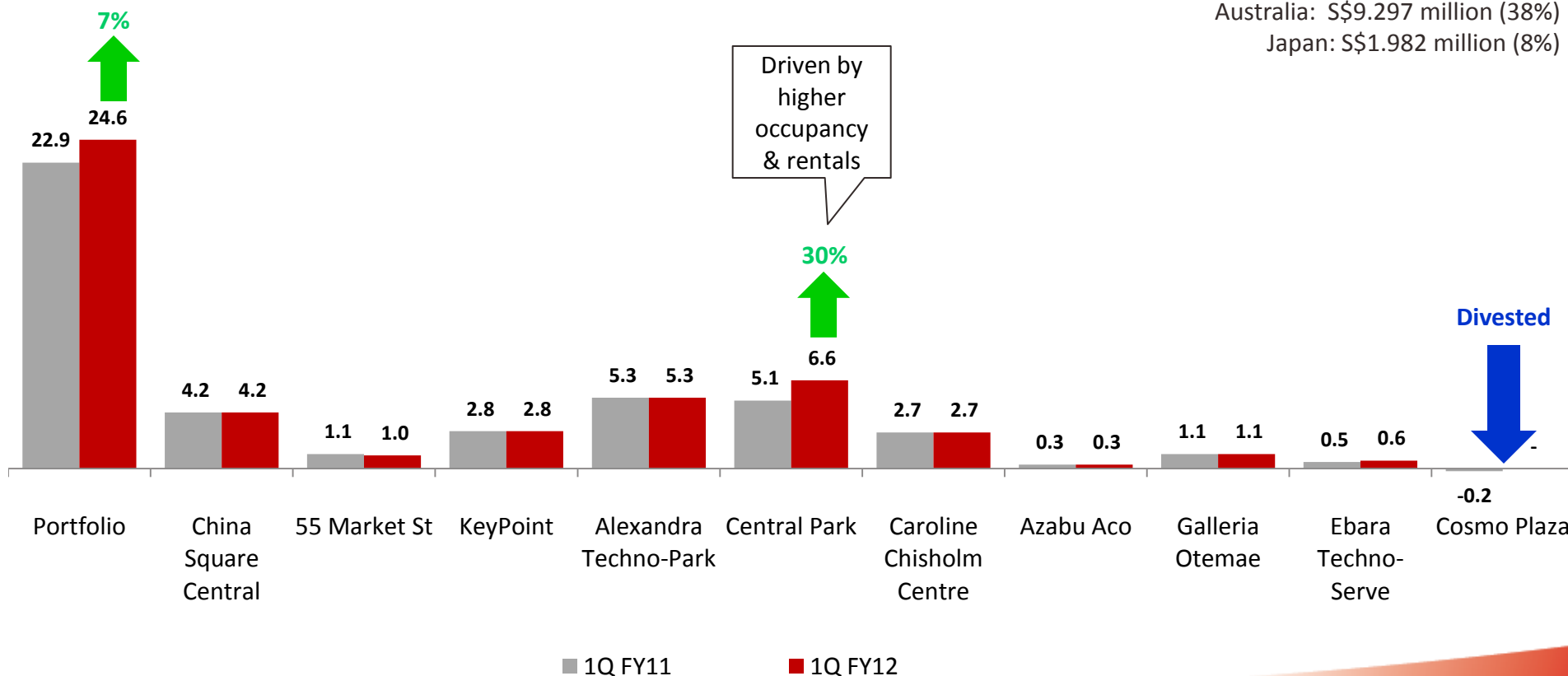
1QFY12 DPU rose by 21% Y-o-Y

1 Oct 2011 – 31 Dec 2011 (S\$ '000)	1Q FY12	Y-o-Y Change (%)	Contributing factors
Gross Revenue	30,661	 6%	▪ Higher contribution from Central Park was offset by loss of contribution from Cosmo Plaza
Net Property Income	24,633	 7%	▪ Higher contribution from Central Park
Total distributable income	14,341	 13%	▪ Increase in NPI carried through to total distributable income coupled with reduction in interest expense
- Unitholders	9,606	 22%	▪ Attributable to increase in total distributable income
- CPPU holders	4,735	-	▪ Full quarter distribution for CPPU holders
Distribution per CPPU Unit	1.38¢	-	▪ Full quarter distribution for CPPU holders
Distribution per Unit (DPU) ¹	1.51¢	 21%	▪ DPU increased Y-o-Y in line with distributable income

¹ The number of Units used to calculate the DPU has been adjusted for the effect of the consolidation of every five existing Units (the "Unit Consolidation") held by the Unitholders into one consolidated Unit pursuant to the completion of the Unit Consolidation on 11 February 2011.

Rising occupancy & rentals translate to higher NPI Y-o-Y

Net Property Income (\$m)

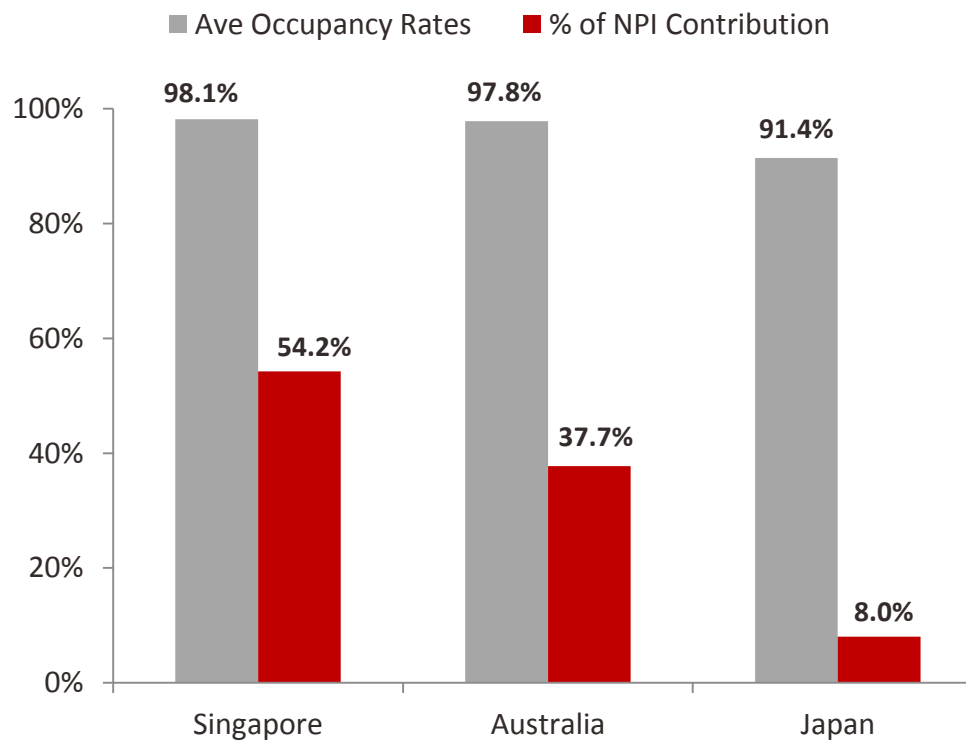


Portfolio review

Singapore & Australian portfolio contribute > 91.5% of NPI income

Key portfolio statistics	As at 31 December 2011
WALE by gross rental income	3.4 years
Ave Occupancy	97.6%

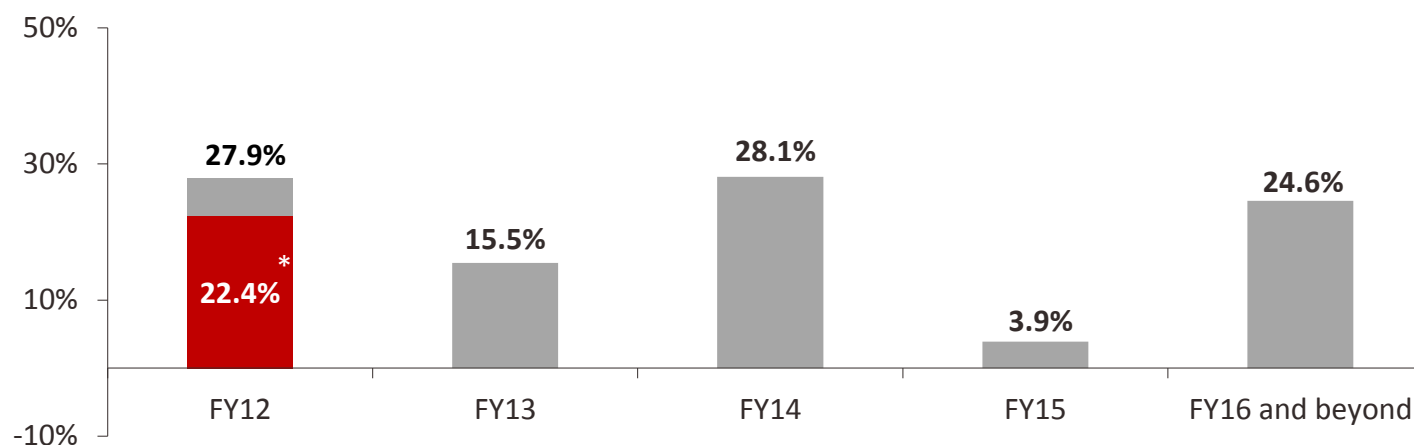
Geographical occupancy and % of NPI contribution



As at 31 December 2011. Excludes retail turnover rent

Healthy lease expiry profile

Portfolio lease expiry by gross rental income



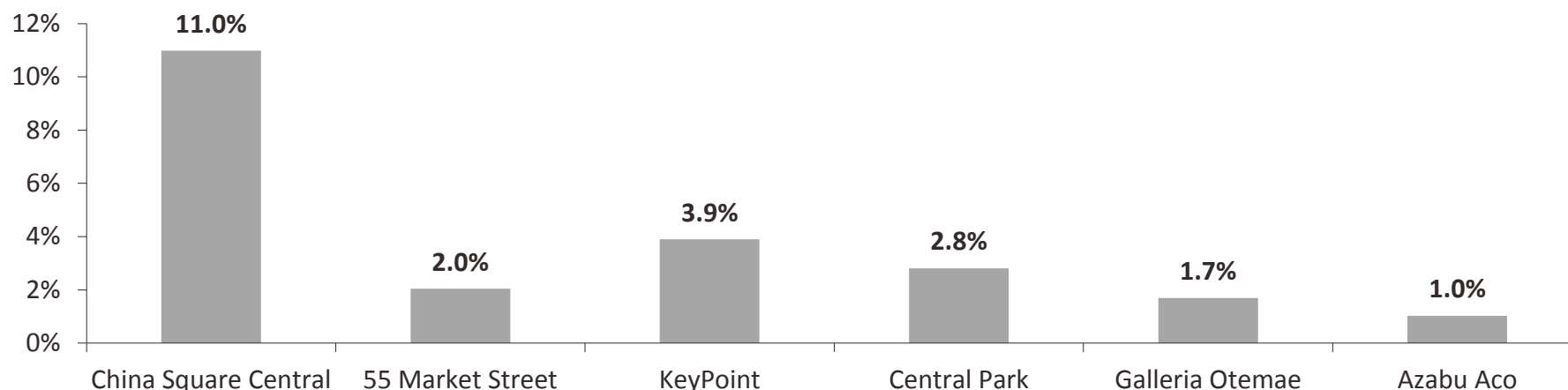
Number of leases expiring	92	111	51	11	16
NLA (sq ft) expiring	549,236	259,103	1,190,207	73,695	417,385
Expiries as % total NLA	21.5%	10.2%	46.7%	2.9%	16.4%
Expiries as % total Gross Rental Income	27.9%	15.5%	28.1%	3.9%	24.6%

* Lease expiries reduced to 22.4% on a see through basis of the China Square Central underlying leases

As at 31 December 2011. Excludes retail turnover rent

Breakdown of FY12 profile on a see through basis of CSC underlying leases

Property Lease Expiry as a proportion of total Portfolio Gross Rental Income



Ave passing rent for expiring leases

Number of leases expiring	46	5	66	4	14	2
NLA (sq ft) expiring	179,821	20,851	80,012	35,082	32,155	12,898
Average passing rent	\$6.0*	\$10.5^	\$4.7	AUD \$491#	¥11,006	¥16,621

* Based on underlying leases

^ For office leases

Exclude one lease extension given to existing tenant at rent of AUD \$700 psm

As at 31 December 2011. Excludes retail turnover rent

Organic growth provided by built-in step-up rents

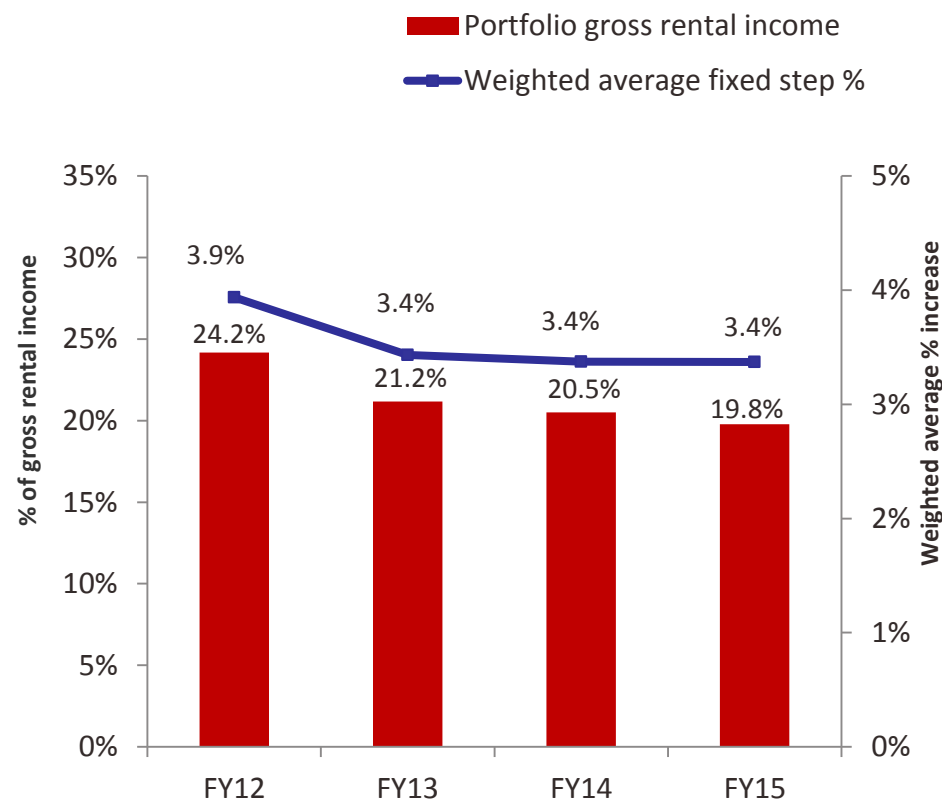
FY12 - Fixed % lease rent reviews

Property	Leases	Average step-up rent	GROSS RENTAL INCOME	
			Property	Total Portfolio
China Square Central	10	6.4%	7.0%	1.6%
KeyPoint	9	5.1%	8.4%	1.2%
Caroline Chisholm Centre	1	3.0%	100.0%	9.7%
Central Park	12	4.5%	48.0%	11.8%

FY12- Other mid-term lease rent reviews

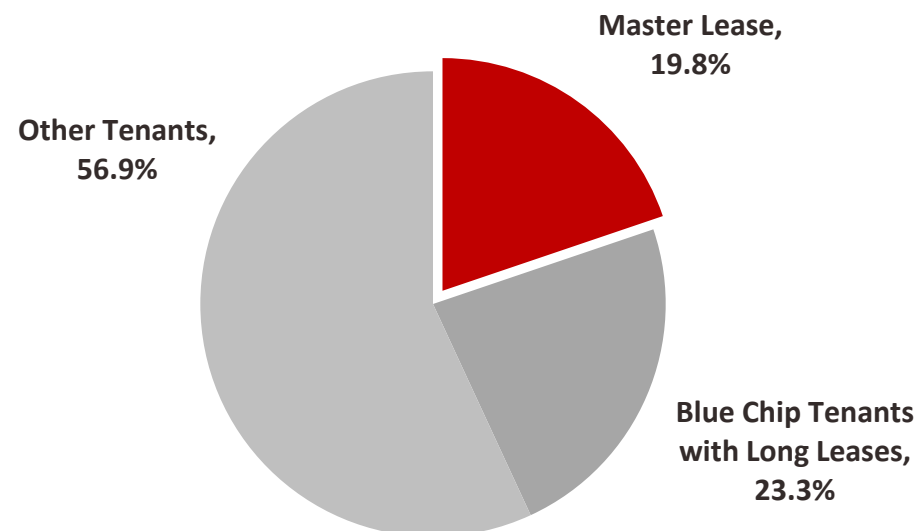
Property	Leases	Review mechanism	GROSS RENTAL INCOME	
			Property	Total Portfolio
Central Park	4	Market	19.7%	5.1%
Central Park	6	CPI	16.9%	4.4%

FY12 – 15 - Portfolio fixed % reviews



Master lessees/ blue chip tenants with long leases contribute >43% of total gross rental income

Master Lease		
Tenant	Lease Expiry	% (Gross Rental Income)
Alexandra Technopark – Orrick Investments Pte Ltd	Aug 2014	19.8%
Blue Chip Tenants with Long Leases		
Tenant	Lease Expiry	% (Gross Rental Income)
Commonwealth of Australia (Centrelink)	Jul 2025	10.1%
Hamersley Iron Pty Ltd	Jun 2018	6.8%
BHP Billiton Petroleum Pty Ltd	Nov 2015	2.0%
PF Lawyers Pty Ltd (DLA Piper)	Jun 2020	1.4%
Government Employees Superannuation Board (WA)	May 2017	1.2%
Plan B Administration Pty Ltd	April 2019	1.1%
Jones Lang LaSalle (WA) Pty Ltd	March 2021	0.7%
Total		23.3%



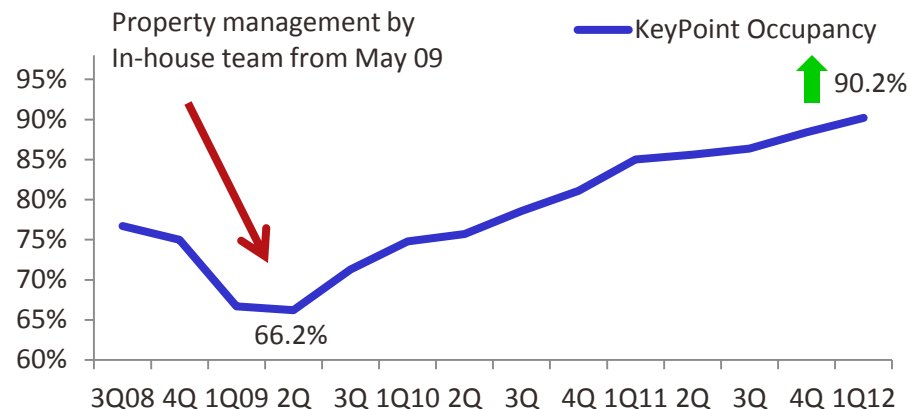
Master Lessees
 +
Blue Chip Tenants with Long Leases
 =
 43.1% portfolio income secured

KeyPoint – Occupancy above 90%

▪ Tenancy activity:

- Major tenants commenced/renewed include Singapore Accredited Estate Agencies, Version 2 Singapore and Edward Whistler International
- Occupancy ↑ 1.8% pts to 90.2% in September from 88.4% a quarter ago
- Rental range for office tenants from \$4.2 to \$5.5 psf pm
- Retail rental range from \$4.0 to \$14.5 psf pm

KeyPoint occupancy rate



KeyPoint Leases	Number	NLA	Average rental range S\$ psf pm
New leases (commenced 1QFY12)	7	8,936	4.0 – 5.3
Renewals	5	4,655	4.2 – 14.5
Total	12	13,591	4.0 – 14.5

China Square Central – Taking over the management

▪ Tenancy activity:

- Major tenants commenced/renewed include Australia and New Zealand Banking Group, Sushi Tei and Cold Storage Singapore
- Occupancy rate as at 31 December was 92.5%

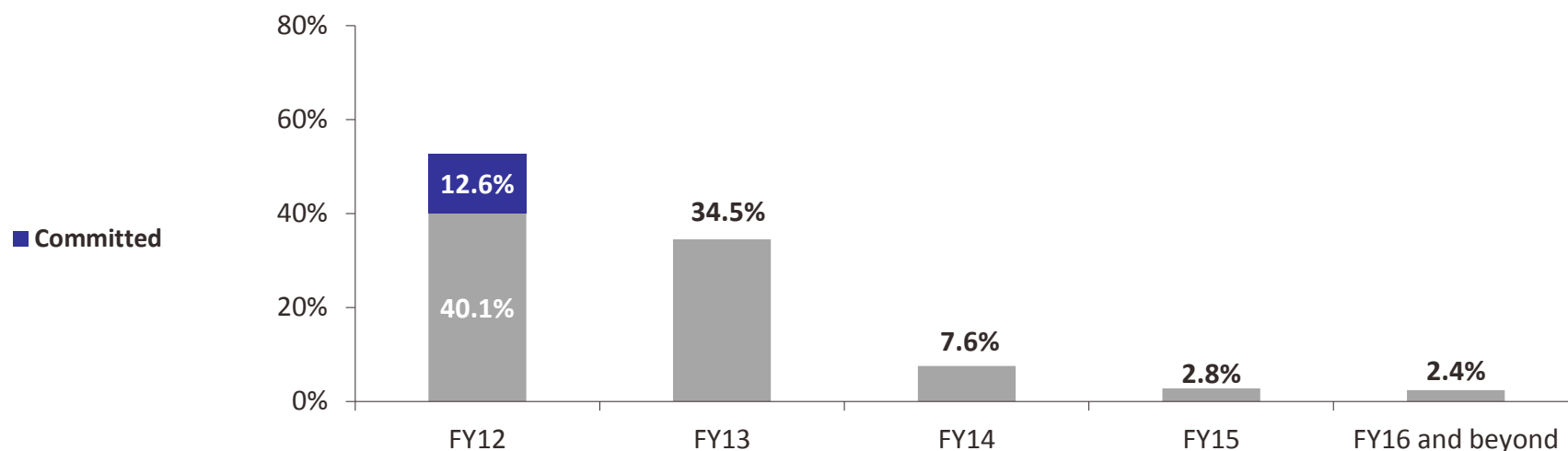
▪ Master Lease:

- Taking over the management upon the expiry of Master Lease on 29 March 2012
- Manager is working closely with the master lessee to ensure a smooth transition
- Will explore options to enhance and rejuvenate the asset to capitalise on the opening of Telok Ayer MRT station in 2013



China Square Central – Average passing rent below \$6.1 psf pm

Lease expiry by gross rental income



Number of leases expiring	46	51	14	6	1
NLA (sq ft) expiring	179,821	114,942	26,964	8,814	10,056
Expiries as % total Gross Rental Income	52.7%	34.5%	7.6%	2.8%	2.4%
Average passing rent	\$6.0	\$6.1	\$5.7	\$6.4	\$4.9

Central Park – Secured three new leases

▪ Tenancy activity:

- Hamersley Iron has signed two new leases for expansion at Central Park commencing in January and April 2012 respectively
- Secured a new retail tenant commencing in April 2012
- In total, all three new leases account for 7.0% of Central Park NLA
- Occupancy rate will reached 99.8% upon the commencement of the three new leases
- Long WALE of 4.1 years



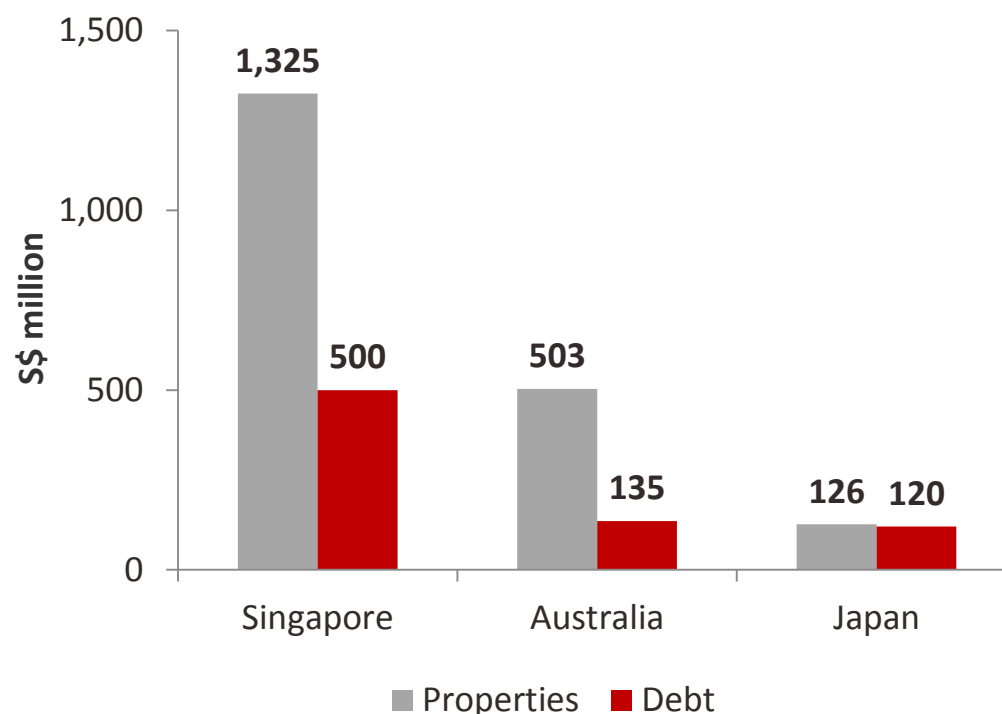
Capital management

A portion of the investment in overseas assets is hedged naturally

Statistics

	As at 31 December 2011
Total Assets (S\$'000)	2,052,014
Gross Borrowings (S\$'000)	754,833
Units on Issue and Issuable	637,814,207
NAV per Unit (ex-DPU) ¹ (S\$)	1.33
NAV per Unit (assuming all CPPUs are converted into Units) ^{1,2} (S\$)	1.29
Gearing ³	36.8%
Interest coverage ratio (times) ⁴	3.04
Average borrowing rate ⁵	4.0%

Borrowings and assets by currency



¹ The number of Units used to calculate NAV per Unit has been adjusted for the effect of the Unit Consolidation.

² 342,500,000 Series A CPPUs are converted into Conversion Units at the conversion price of S\$1.1845 per Unit

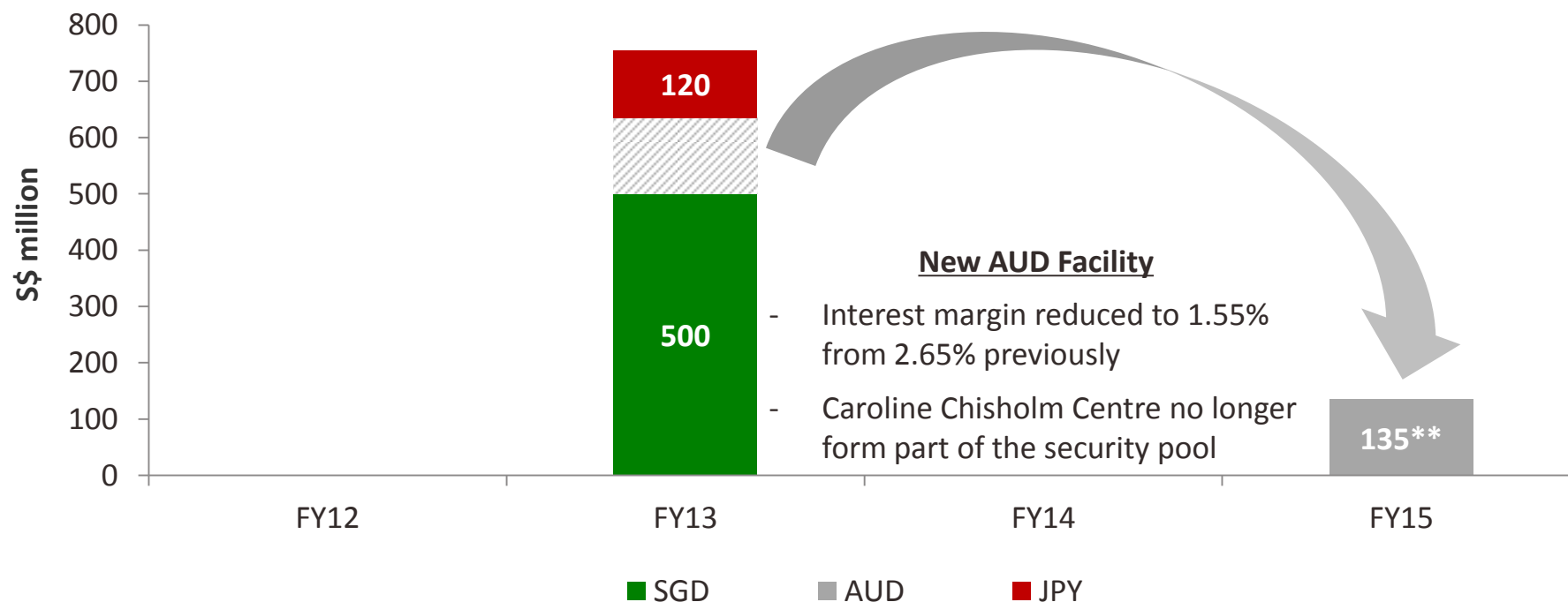
³ Calculated as gross borrowing as a percentage of total assets

⁴ Calculated as net income before changes in fair values of investment properties, interest, other investment and derivative financial instruments, income tax and distribution and adding back certain non-recurring items/ cash finance costs for the quarter ended 31 December 2011. See accompanying 1QFY12 Financial Statements announcement for more details.

⁵ For quarter ended 31 December 2011

Successful refinancing of the AUD Loan extends debt maturity to FY15

Debt Maturity Profile*



*Debt Maturity Profile after completion of the New AUD Facility

** Refinancing completed on 28 November 2011

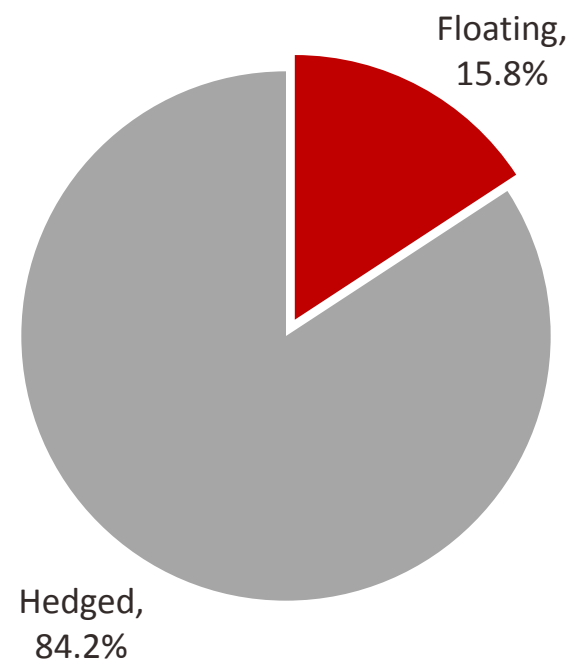
1 Based on an exchange rate of S\$1.00=¥59.63 and A\$1.00 = S\$1.2965 as at 31 December 2011

Hedged about 84% of Gross Borrowings

Hedging debt

As a % of:	As at 31 December 2011
Total Gross Borrowings	84.2%

Debt composition – floating vs. hedged



Moving forward

Office market moderated marginally in 4Q 2011

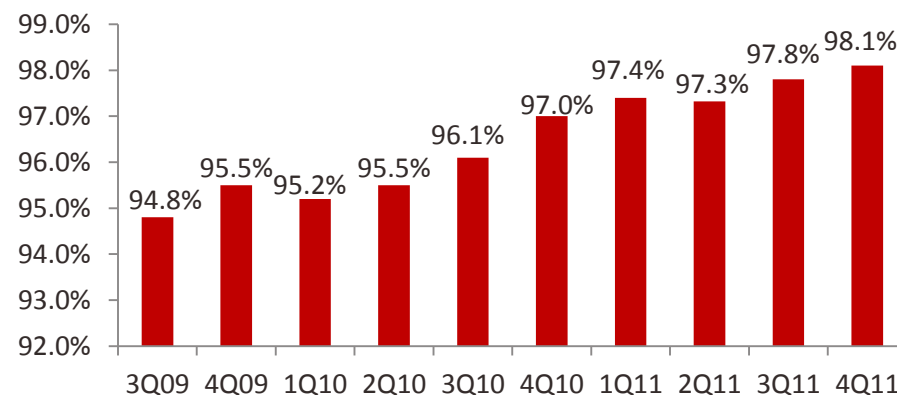
■ Market conditions ¹

- The annual net absorption came to over 2 million sf in 2011
- Grade A rents declined marginally by 0.5% q-o-q to \$11.00 psf/mth
- Singapore's office market will continue to be highly competitive, balancing a downward rental movement with increasing pressure on financial incentives from occupiers

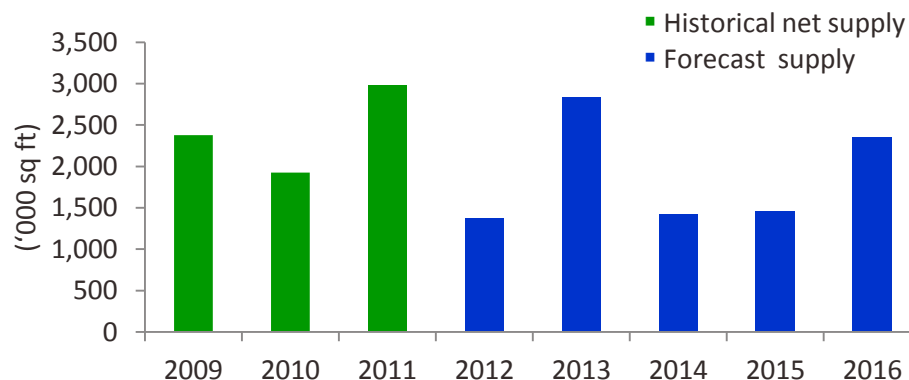
■ Supply ¹

- Office market supply grew by 6.1% in 2011 with 450,000 sf completed in 4Q
- Total office stock reached 51.8 million sf
- The future supply of 9.8 million sf to be delivered between 2012 and 2016

FCOT's Singapore properties average occupancy



Singapore office new supply ²

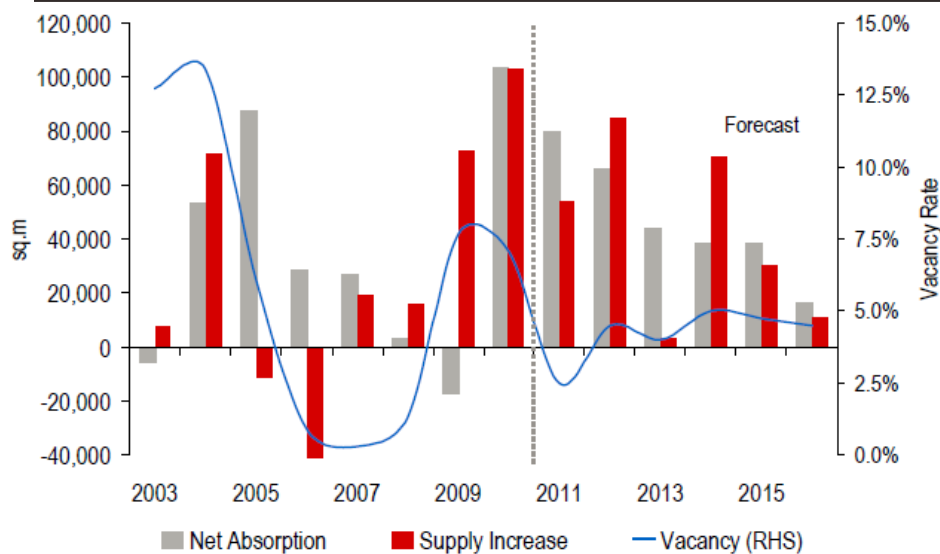


¹ CB Richard Ellis, "MarketView Singapore", 4Q2011

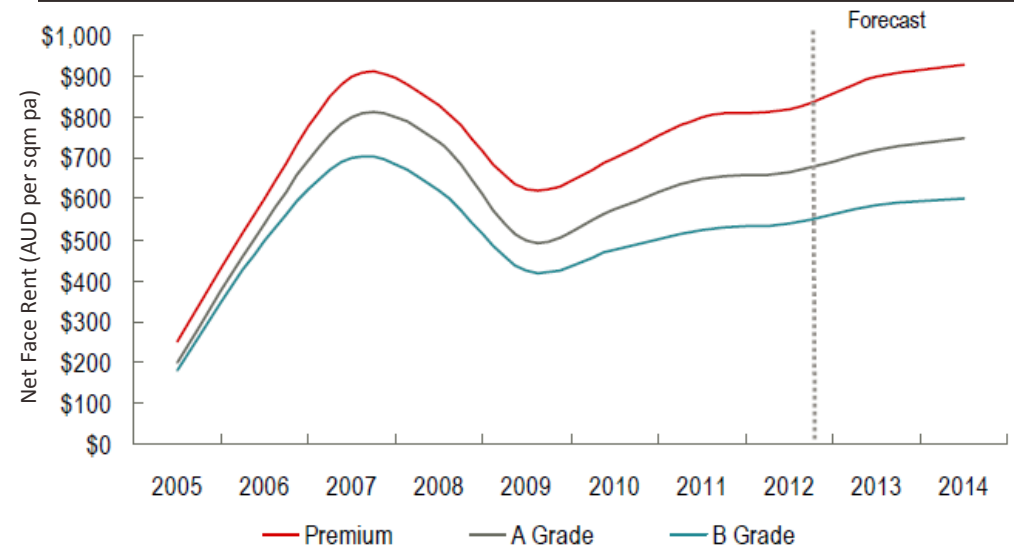
² Source: URA; CBRE Research

Strong demand from resource related tenants in Perth CBD office markets

Perth CBD supply ¹



Perth CBD average net face rents ¹



Market conditions ¹

- Strong demand from resource related tenants coupled with supply-side constraints
- Premium grade net face rents sit between A\$740 to A\$850 psm pa
- Premium Grade vacancy at 0% as of September 2011

¹ Jones Lang LaSalle "Perth CBD Office Market Outlook", January 2012

Key focus

- Continue to focus and implement a proactive leasing strategy
- Take over the management of China Square Central and explore opportunities for enhancement
- Undertake an early refinancing for the debt facilities
- Continue to review and reshape the portfolio

Thank you

Frasers Centrepont Asset Management (Commercial) Limited
Level 21 | 438 Alexandra Road | Alexandra Point | Singapore 119958
Tel: +65 6276 4882 | Fax: +65 6276 8942 | Email: fcot@fraserscentrepont.com
www.fraserscommercialtrust.com