Page 1 of 1 **MISCELLANEOUS**



Miscellaneous

* Asterisks denote mandatory information

| Name of Announcer * | FORTUNE REAL ESTATE INV TRUST |
|---|-------------------------------|
| Company Registration No. | N/A |
| Announcement submitted on behalf of | FORTUNE REAL ESTATE INV TRUST |
| Announcement is submitted with respect to * | FORTUNE REAL ESTATE INV TRUST |
| Announcement is submitted by * | Lim Hwee Chiang |
| Designation * | Director |
| Date & Time of Broadcast | 06-Nov-2007 18:52:12 |
| Announcement No. | 00151 |

>> Announcement Details

The details of the announcement start here ...

Announcement Title *

Presentation Slides - Fortune REIT 3Q07 Financial Results (Part 1 of 2)

Description

Please see attached.

Attachments:

Slides_2007_3Q_final_1_of_2a.pdf

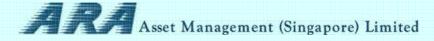
Total size = **1001K** (2048K size limit recommended)

Close Window





Results for the quarter ended 30 Sep 2007





Quarter ended 30 Sep 2007

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- **7** Portfolio Performance
- Growth Strategies







Results **Highlights**

ARA Asset Management (Singapore) Limited



Quarter ended 30 Sep 2007

Results Highlights

| Total Revenue, YTD Sep 07 | HK\$456.6 mil - 1.6 % | |
|---|---|--|
| Net Property Income (NPI), YTD Sep 07 | HK\$336.5 mil + 1.9 % | |
| Distribution Per Unit (DPU), YTD Sep 07 | HK\$0.2556 + 0.6 % ¹ | |
| Annualized Tax-exempt Yield ² | 5.84% | |
| | | |
| Net Asset Value (NAV) Per Unit | HK\$8.41, trading at discount of 30.4% ² | |
| Total Asset ³ | HK\$9,493 mil | |
| Gearing | 24.7% | |
| | | |
| Portfolio Rental Reversion ⁴ | 15.9% | |
| Portfolio Occupancy⁵ | 94.2% | |
| Cost-to-Revenue Ratio ⁶ , YTD Sep 07 | 24.0% | |
| Notes | | |

- comparison before the gain on disposal of investment property. There was an one-off gain of approximately HK\$3mil arising from the sale of 314 car park lots in City One Shatin Property in 2006.

 Based on the closing Unit price of HK\$5.85 on 28 Sep 07.

 Investment properties were valued at HK\$9,235 mil. as at 31 Dec 06 by Savills Valuation and Professional Services Ltd ("Savills").

 For all renewal leases from 1 Jan 07 to 30 Sep 07.

 Committed occupancy as at 30 Sep 07. Actual occupancy of 93.1% as at 30 Sep 07.

 Cost to revenue ratio before Manager's performance fee.







Financial Results

ARA Asset Management (Singapore) Limited

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Quarter ended 30 Sep 2007

Trust Income

Net Property Income Rose 1.9% In YTD Sep 07 vs YTD Sep 06

| | YTD Sep 07 (HK\$'000) | YTD Sep 06 (HK\$'000) | Variance (%) |
|---|--------------------------|--------------------------|-----------------|
| Total revenue | 456,620 | 463,940 | (1.6%) |
| Property operating expenses Manager's performance fee | (109,735) (10,398) | (123,576) (10,211) | (11.2%) 1.8% |
| Net property income ("NPI") | 336,487 | 330,153 | 1.9% |
| Borrowing costs | (82,666) | (79,729) | 3.7% |
| Profit before tax | 253,821 | 250,424 | 1.4% |
| Hong Kong tax | (45,076) | (44,310) | 1.7% |
| Net profit of property companies | 208,745 | 206,114 | 1.3% |
| Income available for distribution | 207,284 | 204,882 ¹ | 1.2% |
| DPU (HK\$) | 0.2556 | 0.2541 ¹ | 0.6% |

- NPI and DPU increased by 1.9% and 0.6% respectively despite a slight dip in revenue mainly due to ongoing asset enhancement and repositioning initiatives
- Cost-to-revenue ratio² effectively managed at 24.0%

Note:

- Before the gain on disposal of investment property. There was an one-off gain of approximately HK\$3mil arising from the sale of 314 car park lots in City One Shatin Property in 2006.
- 2. Before Manager's performance fee.



Distribution Yield

Delivers Tax Exempt Yield Of 5.84%; YTD Sep 07 DPU Of 25.56 HK Cents

Pre-tax Yield Of 7.11%

YTD 3Q07 Tax-exempt Actual Pre-tax¹ Equivalent DPU^{2,3} (HK\$) 0.2556 0.3112 DPU yield⁴ 5.84% 7.11%

Notes:

- Before HK income taxes. This figure is shown solely to illustrate the yield before the impact of HK taxes on the property companies. It does not imply investors are eligible for any dividend tax credits.
- Fortune REIT pays tax-exempt distributions semi-annually (for the half years ending Jun and Dec).
- 3. Based on the deemed Units in issue of approximate 810.9m Units.
- 4. Based on the closing Unit price of HK\$5.85 on 28 Sep 07.
- 5. Before the gain on disposal of investment property. There was an one-off gain of approximately HK\$3mil arising from the sale of 314 car park lots in City One Shatin Property in 2006.



ARA Asset Management (Singapore) Limited

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Quarter ended 30 Sep 2007

Debt Management

Low Gearing At 24.7% Offers Financing Flexibility

| As at 30 Sep 2007 | Debt Profile | |
|-----------------------------|---------------|--|
| Total Debt ¹ | HK\$2,349 mil | 22% debt floated at 3M HIBOR 78% debt fixed at 1 yr to 3 yrs |
| Gearing Ratio ² | 24.7% | Further debt flexibility of |
| Interest Cover ³ | 4.1x | approximately HK\$1.5 bn to HK\$3.5bn to finance new acquisitions ⁴ |
| Weighted Avg. Cost of Debt | 4.7% | |

- Excludes the debt front end fee.
- According to the Singapore Property Fund Guidelines, Aggregate Borrowing Limit as a % of Deposited Property must not exceed 35%, but it can increase to 60% with a credit rating.
- 3. Interest cover = EBIT / Total interest expenses.
- 4. Assume a gearing ratio of between 35% to 45%.



Balance Sheet

| As at 30 Sep 2007 | (HK\$'000) |
|-------------------------|------------|
| Non Current Asset | 9,249,551 |
| Current Asset | 243,703 |
| Total Asset | 9,493,254 |
| Current Liabilities | 233,415 |
| Non Current Liabilities | 2,451,314 |
| Total Liabilities | 2,684,729 |
| Net Asset | 6,808,525 |
| Units In Issue ('000) | 809,641 |

| | NAV Statistics |
|---|----------------|
| NAV Per Unit ^{1,2} | HK\$ 8.41 |
| Closing Unit Price (as at 28 Sep 2007) | HK\$ 5.85 |
| Trading Discount to NAV Per Unit | 30.4% |

Source: ARASL

Notes:

- 1. Based on net assets of the Group excluding hedging reserve.
- 2. The number of Units used for computation of NAV per Unit is 810,853,651 Units. This comprises: (a) number of Units in issue as at 30 Sep 2007 of 809,641,049 Units; (b) Units issued on 5 Oct 2007 to the Manager as the Manager's Base Fees for 3Q 2007 of 1,212,602 Units.

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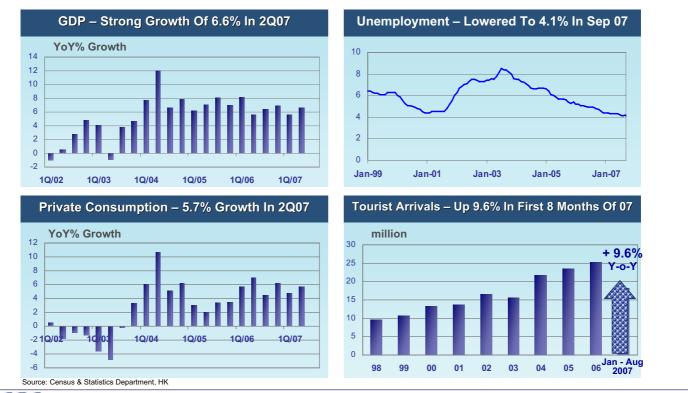




Hong Kong
Economy



Solid And Sustainable Economic Growth



ARA Asset Management (Singapore) Limited

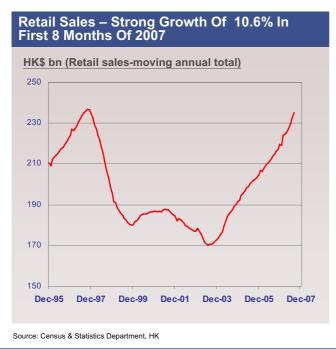
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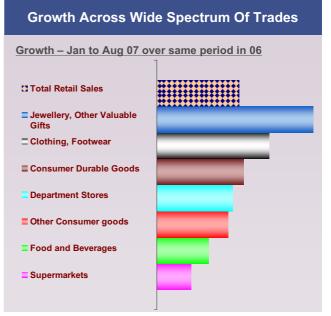


Quarter ended 30 Sep 2007

Retail Sales

Strong Retail Sales In Hong Kong





Source: Census & Statistics Department, HK



Retail Property Market Overview

Suburban Shopping Centre Rents Increased by 5% Y-o-Y Retail Rental Indices Dec 2002 to Jun 2007 KF Suburban Shopping Centre Rental Index KF Prime Street Shop Rental Index RVD Private Retail Rental Index 200 180 160 140 120 圆螺接 Laguna Pearl Jun-07 112.0 + 5.0% F Prime Street Shop Rental Index 210.4 + 15.7% RVD Private Retail Rental Index 131.9 + 7.9%

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