

First Quarter Ended 31 March 2009 6 May 2009

# Results Highlights

First Quarter Ended 31 Mar 2009

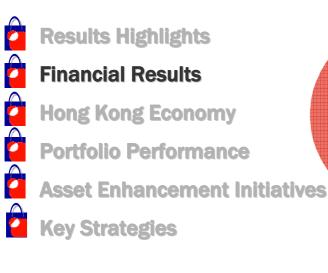
HK\$168.2 mil 10.4% YoY
HK\$123.1 mil 18.0% YoY
HK\$0.1006 14.4% YoY
15.3%
HK\$7.47
HK\$8,602 mil
26.6%
4.9%
95.5%

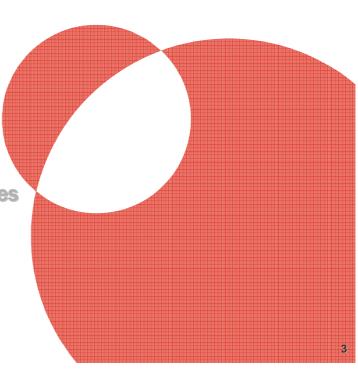
- Based on the closing Unit price of HK\$2.67 as at 31 Mar 09.
  As at 31 Dec 2008, Investment properties were re-valued by Knight Frank Petty Limited ("Knight Frank").
  For all renewal leases from 1 Jan 09 to 31 Mar 09.
  Actual occupancy as at 31 Mar 09.





## 置富產業信託**REIT** Managed by ARA Asset Management (Singapore) Limited





## rust Income

First Quarter Ended 31 Mar 2009

### Total Revenue And NPI Rose By 10.4% And 8.0% Respectively

	1Q09 (HK\$'000)	1Q08 (HK\$'000)	Variance (%)
Total revenue	168,249	152,383	10.4%
Property operating expenses	(41,308)	(34,849)	18.5%
Manager's performance fee	(3,808)	(3,526)	8.0%
Net property income ("NPI")	123,133	114,008	8.0%
Borrowing costs	(23,500)	(26,960)	(12.8%)
Profit before tax	99,633	87,048	14.5%
Hong Kong tax	(15,865)	(15,059)	5.4%
Net profit of property companies	83,768	71,989	16.4%
Income available for distribution	82,828	71,528	15.8%
DPU (HK\$)	0.1006	0.0879	14.4%









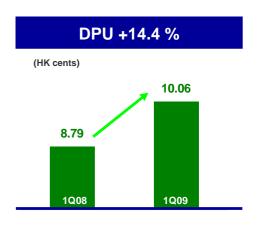


#### 15.3% Tax-exempt yield backed by clean, transparent and steady cashflow

1Q09	Tax-exempt	Pre-tax¹ Equivalent
DPU <sup>2,3</sup> (HK\$)	0.1006	0.1200
DPU yield⁴	15.3%	18.2%



- 1. 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
- Fortune REIT pays tax-exempt distributions semi-annually (for the half years ending Jun and Dec)
   Based on the deemed Units in issue of approximate 823.1m Units.
- 4. Based on the closing Unit price of HK\$2.67 on 31 Mar 09.







## Balance Sheet

First Quarter Ended 31 Mar 2009

As at 31 Mar 09	(HK\$'000)
Current Assets	217,768
Non Current Assets	8,612,584
Total Assets	8,830,352
Current Liabilities	217,885
Non Current Liabilities	2,518,293
Total Liabilities	2,736,178

|--|

Gearing Ratio	26.6%
Portfolio Valuation¹	HK\$8,602 M
NAV Per Unit <sup>2, 3</sup>	HK\$7.47

As at 31 Dec 2008 by Knight Frank.

Based on net assets of the Group excluding hedging reserve.

The number of Units used for computation of NAV per Unit is 823,118,206 Units. This comprises: (a) number of Units in issue as at 31 Mar 2009 of 820,818,975 Units; (b) Units issued on 6 Apr 2009 to the Manager as the Manager's Base Fees for 1Q 2009 of 2,299,231 Units.





# ebt management

### Low Gearing At 26.6%; Certainty Of Financing Cost

As at 31 Mar 09	Debt Profile
Total Debt <sup>1</sup>	HK\$2,349 mil
Gearing Ratio <sup>2</sup>	26.6%
Interest Cover <sup>3</sup>	5.2x
Weighted Avg. Cost of Debt	4.06%

No refinancing needs until June

100% of the interest cost has been fixed with various plain vanilla swaps

#### Notes:

- 1. 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 expense.

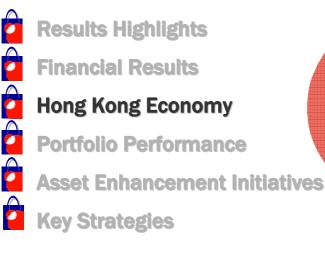


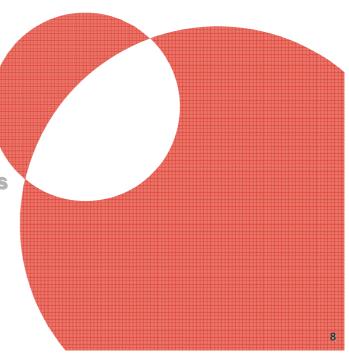
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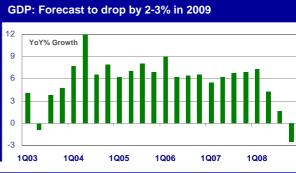


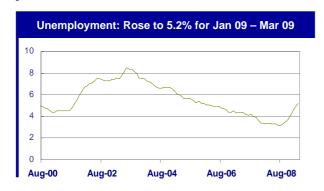


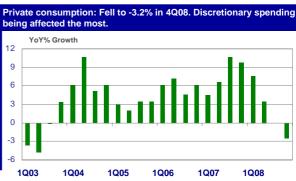
# Hong Kong Economy

#### Well positioned to recover from recession

- Outbreak of global financial turmoil derailed the economic upturn since 2003. HK economy expected to contract by 2-3% in 2009. Timing of turnaround critically depends on global situation.
- HK is better positioned than many other economies to withstand the crisis and recover, given its sound fundamentals and Mainland Central government's supportive measure.







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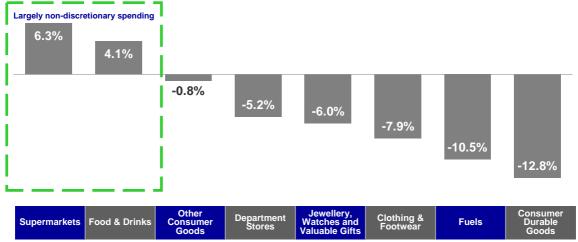
Source: Census & Statistics Department, HK

# Hong Kong Retail Sales

First Quarter Ended 31 Mar 2009

Suburban retail still benefiting from the growth of non-discretionary spending

Hong Kong Retails Sales Value down by 3.9% YoY for the three months ended Mar 2009



Source: Census & Statistics Department, Hi













## 置富產業信託**REIT** Managed by ARA Asset Management (Singapore) Limited



## **Occupancy and Passing Rent**

First Quarter Ended 31 Mar 2009

Portfolio Occupancy Remains Strong At 95.5%; Passing Rents at HK\$27.09 psf

As at 31 Mar 09	GRA (sf)	Occupancy (31 Mar 09)	Occupancy (31 Dec08)
1. City One Shatin Property	414,469	96.5%	97.0%
2. Ma On Shan Plaza	310,084	100.0%	99.9%
3. The Metropolis Mall	332,168	96.0%	95.9%
4. Waldorf Garden Property	80,842	100.0%	100.0%
5. Smartland	123,544	93.8%	94.4%
6. Tsing Yi Square Property	78,836	97.6%	97.6%
7. Jubilee Court Shopping Centre	170,616	84.8%	88.1%
8. The Household Center	91,779	87.7%	87.1%
9. Centre de Laguna Property	43,000	99.4%	100.0%
10. Lido Garden Property	9,836	100.0%	100.0%
11. Rhine Garden Property	14,604	100.0%	100.0%
Portfolio Total	1,669,778	95.5%	96.0%

Portfolio Occupancy (as at 31 Mar 09)	95.5%
Average Passing Rent (as at 31 Mar 09)	HK\$27.09 psf
Rental Reversion (for renewal in 1Q09)	4.9%





## Portfolio Expiry Profile

27.0% of Leases Expiring in 2Q - 4Q 2009

#### **Expiry Profile By Gross Rentable Area**

	% of occupied GRA		d GRA
As at 31 Mar 09	2Q-4Q 2009	2010	2011 & beyond
1. City One Shatin	35.2	32.7	32.1
2. Ma On Shan Plaza	19.0	37.9	43.1
3. The Metropolis Mall	28.6	27.9	43.5
4. Waldorf Garden	5.0	18.5	76.5
5. Smartland	36.2	11.6	52.2
6. Tsing Yi Square	29.7	42.7	27.6
7. Jubilee Court Shopping Centre	25.9	17.1	57.0
8. The Household Center	7.8	32.3	59.9
9. Centre de Laguna	53.5	41.4	5.1
10. Lido Garden	44.2	55.8	0.0
11. Rhine Garden	2.4	1.5	96.1
Portfolio Total	27.0	29.7	43.3

#### **Portfolio Expiry Profile**





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## ortfolio Trade Mix

First Quarter Ended 31 Mar 2009

### **Trade Mix Well Diversified To Meet Catchment Needs**

#### By Gross Rentable Area **Tenant's Trade Mix By Gross Rental Income** 8.7% 15.5% **Banking & Real Estate 1.7% 3.6% Community Services 1.9% 1.2%** Electronics & IT 3.0% **Fashion & Shoes** 5.4% ■ 29.1% Food & Beverage ■ 28.1% Gifts, Toys & Jewellery 3.1% 4.2% Homeware 2.0% 2.3% **Entertainment & Sports** 2.2% 1.5% **1.6% 1.9%** Services & Education 28.7% 26.3% Supermarket 11.2% 9.3% **Wet Markets** 1.1% 1.9% 4.5%

## Marketing And Promotions







Metropolis
Wedding Square



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**Results Highlights** 



**Financial Results** 



**Hong Kong Economy** 



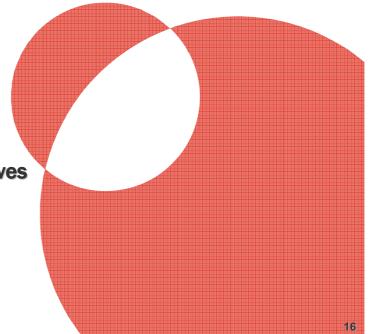
**Portfolio Performance** 



**Asset Enhancement Initiatives** 



**Key Strategies** 



## 2009 CAPEX Planning

### Capex: Planning to spend HK\$30M - HK\$40M in 2009



City One Shatin **Property** 



Air-conditioned corridor



Replacement of the chiller plant



**Upgrading of the Wet Market** 



**Metropolis Mall** 



Renovation of the food court



Upgrading of the toilet facilities



Waldorf Garden **Property** 



Completion of the toilet upgrading



**Smartland** 



Completion of the ceiling and floor tiles replacement



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# **AEI Continued in COP**

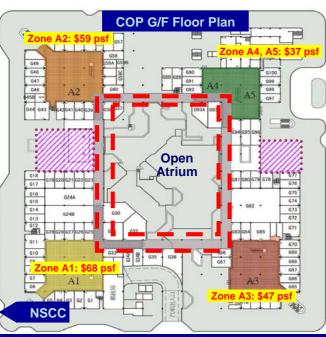
First Quarter Ended 31 Mar 2009

### Air-conditioned corridor

To enhance circulation of shoppers' traffic flow between zones and thus improve overall rental







Legend: Proposed air-conditioned corridor





















# Energy Efficiency Enhancement

#### **Chiller replacement in COP**

- To reduce energy consumption by 10-20%
- First phase completed. Full completion scheduled before summer season.

























# Other AEIs

First Quarter Ended 31 Mar 2009

#### **Smartland**





New ceiling, lighting and flooring

#### **Waldorf Garden**





Washroom renovation

#### Ma On Shan Plaza





Upgrading of escalator lobby















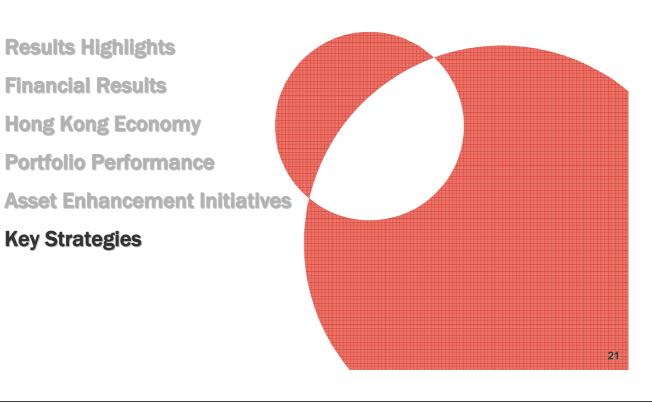




## 置富產業信託**REIT** Managed by ARA Asset Management (Singapore) Limited



**Key Strategies** 



# Key Strategies

First Quarter Ended 31 Mar 2009

## Focus on Stability and Sustainability



### **Operational**

- Maintain occupancy levels at all malls
- Work closely with tenants to drive footfall and sales



### Asset Enhancement

- ✓ Focus on cost savings measures
- ✓ Ongoing facilities upgrading



### **Capital Management**

- A prudent approach on gearing ratio and interest cost management
- ✓ Current market may present acquisition opportunities











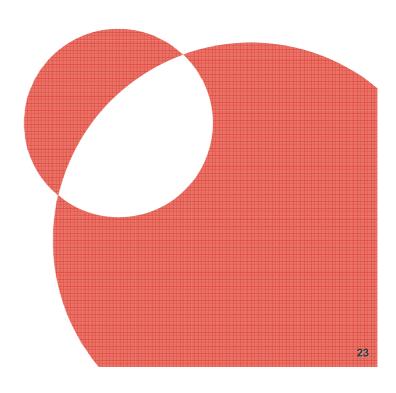






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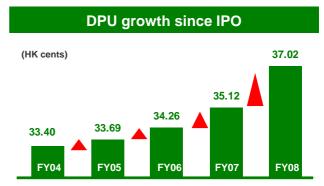


# Financial Information

First Quarter Ended 31 Mar 2009

Key facts and portfolio data		
Sponsor	Cheung Kong	
IPO	12 August 2003	
Latest Portfolio Valuation	HK\$8,602 M (as at 31 Dec 08)	
Portfolio Size	1,669,778sf	
No. of Tenants	833	
No. of Carpark Lots	1,434	

Unit data and yield performance (as at 31 Mar 09)		
Closing Unit Price	HK\$2.67	
NAV per Unit	HK\$7.47	
Units in Issue	820,818,975	
Market Cap	HK\$2.2 Billion	
Indicative Yield	15.3%	
Implied Property Yield	11.0%	













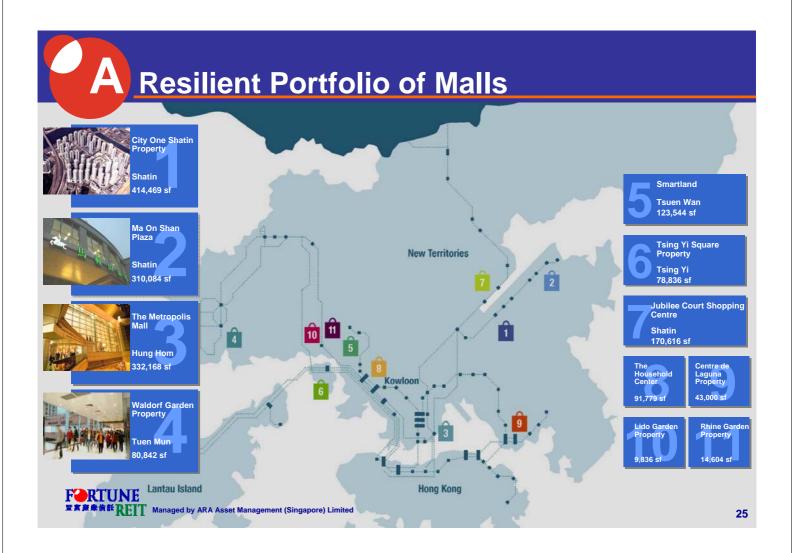












# Portfolio Highlights - COP

First Quarter Ended 31 Mar 2009





52 blocks of residential towers, about 50,000 residents as immediate catchment

Served by the City One MTR station

#### **City One Shatin Property**

GRA 414,469sf
Carpark lots 658
Valuation (end 08) HK\$3,259M
Cap Rate 6.25%
Occupancy (Mar 09) 96.5%

#### Top 5 trade by GRA

Services & Education 33.6%
Food & Beverages 31.8%
Banking and Real Estate 8.6%
Supermarkets 6.8%
Wet Market 4.0%





















# Portfolio Highlights – Ma On Shan Plaza



Directly linked to the Ma On Shan MTR station



Have been consistently in almost full occupancy

#### Ma On Shan Plaza

GRA 310,084sf
Carpark lots 290
Valuation (end 08) HK\$1,766M
Cap Rate 6.25%
Occupancy (Mar 09) 100%

#### Top 5 trade by GRA

Food & Beverages	24.6%
Services & Education	18.6%
Supermarkets	18.1%
Banking and Real Estate	15.8%
Gifts	5.7%





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## First Quarter Ended 31 Mar 2009

## ortfolio Highlights – Metropolis Mall





**Linked to the Hung Hom MTR station** 



Catchment of nearby residents, University students, office workers and concert-goers

#### The Metropolis Mall

GRA 332,168sf
Carpark lots 179
Valuation (end 08) HK\$1,342M
Cap Rate 6.00%
Occupancy (Mar 09) 96.0%

#### Top 5 trade by GRA

Food & Beverages 32.3%
Services & Education 31.6%
Banking and Real Estate 15.8%
Community Services 5.8%
Gifts 4.0%















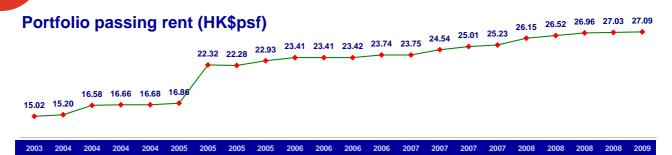




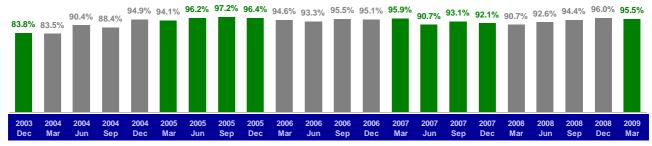




## Record Of A Resilient Performance



#### Portfolio occupancy



Note:

<sup>1.</sup> Data from Dec 03 – Dec 05 include 5 IPO properties only. 6 other properties were acquired in Jun 05 and thus data from Jun 05 onwards include 11 properties



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First Quarter Ended 31 Mar 2009

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