# 2Q 2016 Financial Results

14 July 2016





#### **DISCLAIMER**

This presentation has been prepared by Bowsprit Capital Corporation Limited, in its capacity as the manager of First Real Estate Investment Trust ("First REIT" and as manager of First REIT, the "Manager").

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 the SGX-ST. Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.

The value of units in First REIT ("Units") and the income from them may fall as well as 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.

This presentation may contain forward-looking statements that involve assumptions, risks and uncertainties based on the Manager's current view of future events. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of risks, uncertainties and assumptions – representative examples include, without limitation, general economic and industry conditions, interest rate trends, cost of capital, capital availability, shifts in expected levels of property rental income, change in operating expenses, property expenses and government and public policy changes and continued availability of financing in the amounts and the terms necessary to support future business. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the Manager's current view of future events.

The past performance of First REIT is not necessarily indicative of the future performance of First REIT.



# FINANCIAL HIGHLIGHTS



### **KEY HIGHLIGHTS**

Newly-acquired properties boosted income streams while growth pipeline remains strong

 Portfolio of 17 properties across Indonesia, Singapore & South Korea, with total assets-undermanagement at \$\$1.26 billion

#### Financial Performance

	2Q 2016	2Q 2015	Y-O-Y	1H 2016	1H 2015	Y-O-Y
Gross Revenue (S\$'m)	26.6	25.0	6.5%	53.1	49.7	6.8%
Net Property Income (S\$'m)	26.3	24.6	6.9%	52.5	48.9	7.5%
Distributable Income (S\$'m)	16.2	15.4	5.5%	32.4	30.7	5.8%
DPU (cents)	2.11	2.07	1.9%	4.22	4.13	2.2%

- Annualised DPU of 8.49 cents translates to distribution yield of 6.8%<sup>1</sup>
- Received Unitholders' approval on 29 December 2015 for Asset Enhancement Initiative (AEI) of Siloam Hospitals Surabaya
- First REIT has a strong financial position with no refinancing needs until 2017
- Announced the proposed acquisition of Siloam Hospitals Yogyakarta on 3 February 2016, which will increase total assets-under-management to S\$1.30 billion upon completion<sup>2</sup>
- Announced \$\$60 million subordinated perpetual securities priced at a fixed distribution rate of
   5.68% p.a. for the first 5 years

<sup>&</sup>lt;sup>2</sup> The transaction has taken a longer time than anticipated due to the unique structure of the joint acquisition. For more information, kindly refer to the announcement dated 15 June 2016 on our website.



<sup>&</sup>lt;sup>1</sup> Based on closing price of S\$1.25 on 30 June 2016

# KEY FINANCIAL HIGHLIGHTS (\$\$'000)

Acquired 8 hospitals, 1 integrated hospital & mall and 1 integrated hospital & hotel in the last 6 years

Indonesia: 2010MRCCCSHLC

Singapore: Mar 2011Divestment of Adam Road property

South Korea: Aug 2011Sarang Hospital

Indonesia: 2012MD PropertySHMK

Indonesia: 2013

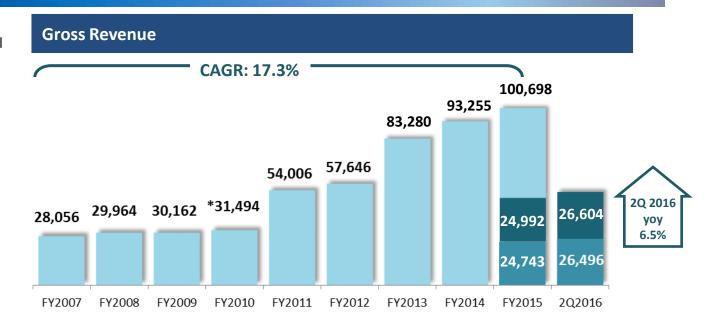
SHBLSHTS

Indonesia: 2014

SHPWSS

Indonesia: 2015Kupang Property

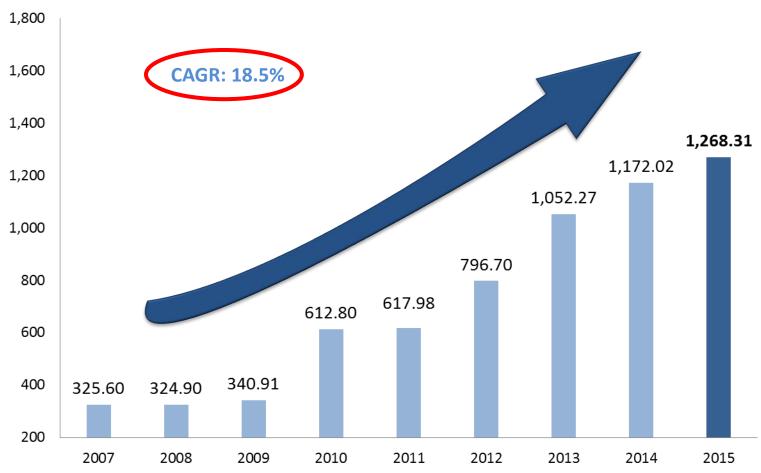






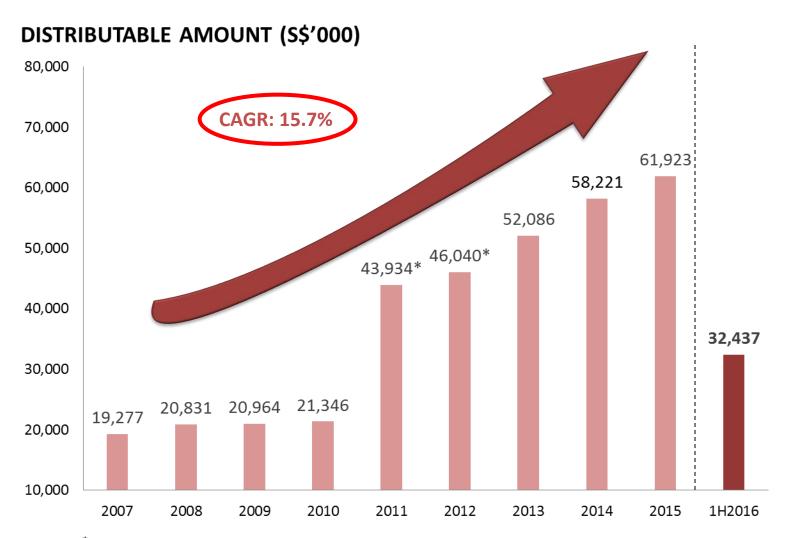
# **GROWTH IN ASSET SIZE**

#### ASSETS-UNDER-MANAGEMENT (S\$'million)





## DISTRIBUTION INCOME ON THE UPTREND



<sup>\*</sup> Includes other gain distribution



# DPU AND PRICE COMPARISON



### STEADY GROWTH IN QUARTERLY DPU



- (1) Actual paid for FY 2010 and the distribution per unit in 4Q 2010 was based on the enlarged unit base as a result of the rights issue in December 2010
- (2) The other gain distribution ("other gain") is the gain on divestment of the Adam Road property recognised in 1Q 2011, and was paid in 3Q 2011, 4Q 2011, 1Q 2012 and 2Q 2012
- (3) The advance distribution of 1.02 cents per unit for the period from 1 Oct to 25 Nov 2012 was paid on 26 Dec 2012 and calculated based on applicable number of units in issue as at 25 Nov 2012
- (4) The advance distribution of 0.99 cents per unit for the period from 1 Apr to 21 May 2013 was paid on 26 Jun 2013 and calculated based on applicable number of units in issue as at 21 May 2013



## STRONG CASH DISTRIBUTION MODEL

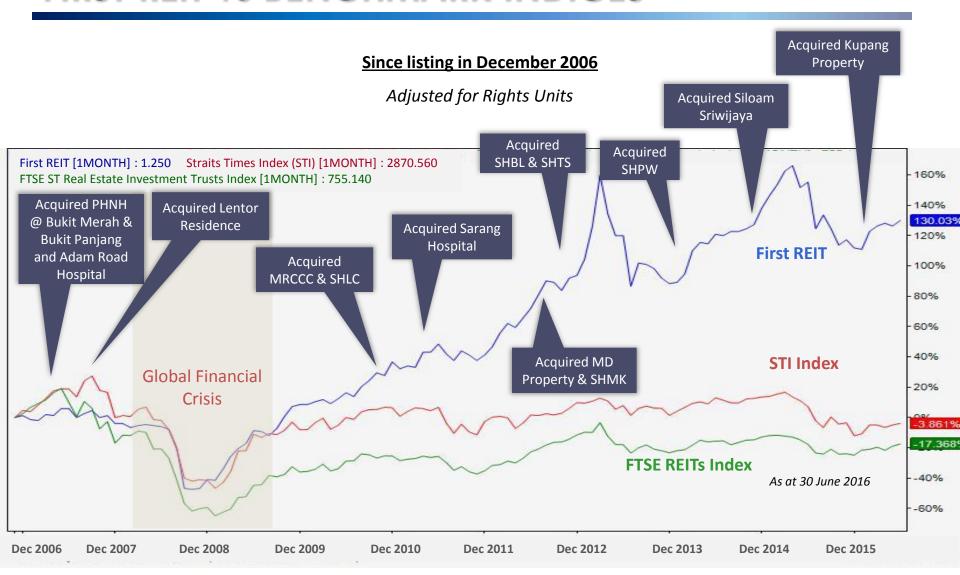
First REIT has maintained a payout policy of 100% of taxable income since listing in Dec 2006

Period	1 April 2016 to 30 June 2016
Distribution Per Unit	2.11¢
- Taxable	0.07¢
- Tax-Exempt	1.15¢
- Capital	0.89¢

Distribution Time Table	
Last trading day quoted on a "cum" distribution basis	20 July 2016
Ex-dividend date	21 July 2016
Book Closure Date	25 July 2016 at 5.00 pm
Distribution Payment Date	26 August 2016

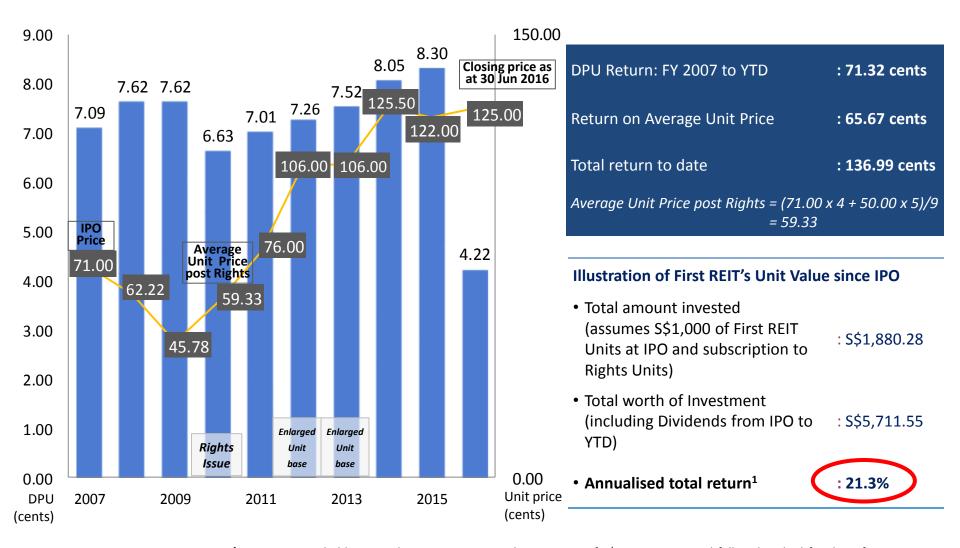


## FIRST REIT vs BENCHMARK INDICES





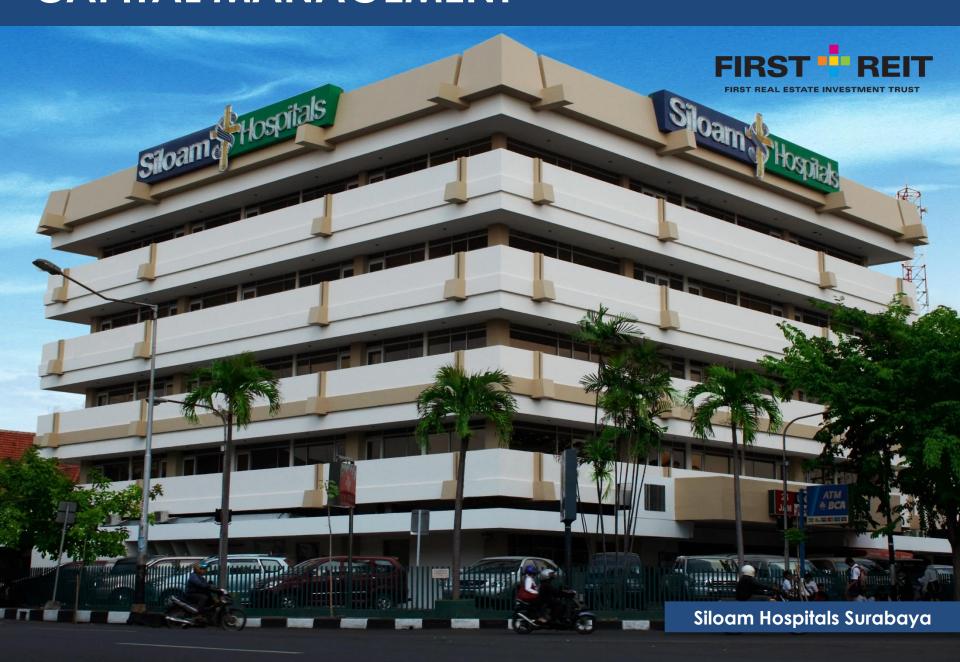
### % OF TOTAL RETURN - YTD & ANNUALISED



FIRST REIT

Assumes Unitholder owned First REIT Units at the IPO price of \$\$0.71 per unit and fully subscribed for the 5-for-4 Rights Issue at \$\$0.50 per unit in 2010. The annualised total return will vary for investors who purchased Units in the secondary market at a market price that differs from the IPO price of \$\$0.71 per unit and/or who did not fully subscribe for the 5-for-4 rights issue in 2010.

# CAPITAL MANAGEMENT



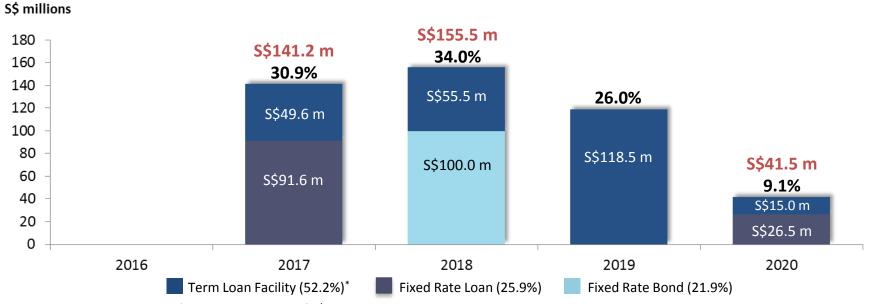
### MAJORITY OF S\$ LOANS ARE ON FIXED RATE BASIS

To mitigate the impact of interest rate fluctuations, 85.3% of First REIT's debt is on a fixed rate basis

	As at 30 Jun 2016	As at 31 Dec 2015
Total Debt <sup>(1)</sup>	S\$456.7 million	S\$447.6 million
Gearing Ratio	34.4% <sup>(2)</sup>	34.0%

<sup>(1)</sup> Before transaction costs

#### **Debt Maturity Profile**



<sup>\*</sup> Term loan amount of S\$171.6 million is hedged using interest rate swap



- First REIT has no refinancing needs until 2017
- Borrowings are secured by investment properties (except SHS, SS and Sarang Hospital)

<sup>(2)</sup> On 11 July 2016, First REIT's \$\$60 million subordinated perpetual securities has successfully listed. This has lowered our gearing ratio from 34% to around 30% which increases our debt headroom for future acquisition opportunities.

#### HEALTHY BALANCE SHEET WITH STRONG FINANCIAL POSITION

S\$'000	As at 30 Jun 2016	As at 31 Dec 2015	
ASSETS			
Non-current	1,261,074	1,271,919	
Current	66,039	43,971	
Total	1,327,113	1,315,162	
LIABILITIES			
Non-current	451,097	440,395	
Current	83,223	83,666	
Total	534,320	524,061	
Unitholders' Funds	792,793	791,101	
NAV/unit	103.12¢	103.88¢	



# PORTFOLIO HIGHLIGHTS



#### **CURRENT PORTFOLIO: 17 PROPERTIES ACROSS 3 REGIONS**

S\$1,260 m<sup>1</sup> First REIT has 17 properties **SOUTH** across Indonesia, Singapore **KOREA** Total Assets-Underand South Korea Management **Private doctor Sarang Hospital** 2021 Nearest date of rental renewals **SINGAPORE INDONESIA** Siloam Hospitals Group and PT Lippo Malls Indonesia Siloam Hospitals Kupang & Lippo Plaza Kupang Siloam Hospitals Group and The Aryaduta Hotel & Resort Group Siloam Hospitals Manado & **Hotel Aryaduta Manado** Pacific Healthcare Nursing Home Pte. Ltd. **Pacific Healthcare Nursing Home Siloam Hospitals Group** @Bukit Merah Siloam Sriwijaya Siloam Hospitals Purwakarta Pacific Eldercare and Nursing Pte. Ltd. Siloam Hospitals Bali **Pacific Healthcare Nursing Home II** Siloam Hospitals TB Simatupang @Bukit Paniang Siloam Hospitals Makassar **Mochtar Riady Comprehensive Cancer Centre** The Lentor Residence Pte. Ltd. The Lentor Residence Siloam Hospitals Lippo Cikarang Siloam Hospitals Lippo Village Siloam Hospitals Kebon Jeruk Siloam Hospitals Surabaya The Aryaduta Hotel & Resort Group



Total GFA of **Properties** 

Maximum number of beds/saleable rooms

4,629

100%

**Total Committed** Occupancy

#### **10-15** years

Long Lease terms with step up escalation



























Imperial Aryaduta Hotel & Country Club

FIRST REAL ESTATE INVESTMENT TRUST

<sup>&</sup>lt;sup>1</sup> Total Assets-Under-Management as at 30 June 2016

## PORTFOLIO VALUATION SINCE IPO

					Valuatio	n since IP	O (S\$m)				
Property	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	%
Indonesia											
Siloam Hospitals Lippo Village	132.5	139.0	138.5	146.8	147.3	153.8	158.1	158.2	162.1	161.4	12.7%
Siloam Hospitals Kebon Jeruk	71.2	75.1	74.1	81.2	82.0	85.9	88.4	90.3	91.9	94.7	7.5%
Siloam Hospitals Surabaya	23.6	25.8	26.2	27.4	29.7	30.9	31.7	32.6	33.2	33.3	2.6%
Imperial Aryaduta Hotel & Country Club	29.8	31.8	32.2	30.9	34.1	35.5	36.4	38.7	42.1	41.9	3.3%
Mochtar Riady Comprehensive Cancer Centre	-	-	-	-	216.0	217.5	223.3	240.1	253.2	264.3	20.8%
Siloam Hospitals Lippo Cikarang	-	-	-	-	41.3	41.3	42.9	45.4	46.0	46.7	3.7%
Siloam Hospitals Manado & Hotel Aryaduta Manado	-	-	-	-	-	-	96.5	100.2	104.2	104.7	8.3%
Siloam Hospitals Makassar	-	-	-	-	-	-	66.8	70.5	72.3	73.4	5.8%
Siloam Hospitals Bali	-	-	-	-	-	-	-	117.1	121.6	124.8	9.8%
Siloam Hospitals TB Simatupang	-	-	-	-	-	-	-	112.1	116.5	119.7	9.4%
Siloam Hospitals Purwakarta	-	-	-	-	-	-	-	-	38.1	39.1	3.1%
Siloam Sriwijaya	-	-	-	-	-	-	-	-	43.8	42.1	3.3%
Siloam Hospitals Kupang & Lippo Plaza Kupang	-	-	-	-	-	-	-	-	-	75.4 <sup>(1)</sup>	6.0%
Subtotal	<u>257.1</u>	271.7	<u>271.0</u>	286.3	<u>550.4</u>	<u>564.9</u>	<u>744.1</u>	1,005.2	1,125.0	1,221.5	<u>96.3%</u>
Singapore Pacific Healthcare Nursing Home @ Bukit Merah	-	12.6	12.0	11.4	11.1	11.0	10.8	10.7	10.5	10.3	0.8%
Pacific Healthcare Nursing Home II @ Bukit Panjang	-	11.5	11.4	11.1	11.0	11.0	10.7	10.8	10.6	10.3	0.8%
The Lentor Residence	-	13.1	13.0	12.5	12.1	14.0	16.8	17.6	17.6	17.3	1.4%
Subtotal	-	<u>37.2</u>	<u>36.4</u>	<u>35.0</u>	34.2	36.0	38.3	<u>39.1</u>	<u>38.7</u>	<u>37.9</u>	<u>3.0%</u>
South Korea Sarang Hospital	-	-	-	-	-	17.1 <sup>(2)</sup>	14.3 <sup>(2)</sup>	8.0 <sup>(2)</sup>	8.3 <sup>(2)</sup>	8.9 <sup>(2)</sup>	<u>0.7%</u>
Grand Total	<u>257.1</u>	308.9	307.4	<u>321.3</u>	<u>584.6</u>	618.0	796.7	1,052.3	1,172.0	1,268.3	100%



 $<sup>^{(1)}</sup>$  Based on the valuation by KJPP Winarta & Rekan as the valuation arm of Jones Lang LaSalle, appraised as at 1 October 2015

<sup>(2)</sup> Based on the exchange rate of US\$1=S\$1.2940 (as at 28 December 2011), US\$1=S\$1.2224 (as at 31 December 2012), US\$1=S\$1.2645 (as at 31 December 2013), US\$1=S\$1.3214 (as at 31 December 2014), US\$1=S\$1.4136 (as at 31 December 2015)

### LEASE STRUCTURE ENSURE CONSISTENT RETURNS

#### Stable, long-term master leases: 10 – 15 years per property

Indonesia properties' rental: Forex volatility is mitigated by pegging base rent to **SGD** 

Singapore properties' rental: SGD

South Korea property rental: USD

#### Resilient rental structure in place

#### Indonesia

- Fixed base rental
- Annual base rental escalation (2x percentage increase of Singapore CPI, capped at 2%)
- Additional variable rental growth component as a function of total gross revenue of Indonesian assets

#### Singapore | South Korea

- Fixed base rental
- Annual increment of 2%

#### **Triple-Net Leases**

During the term of each of the Master Lease Agreements, the Master Lessee will bear all operating costs relating to the Properties, including:

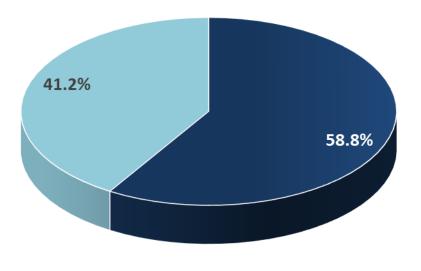
- Maintenance
- Certain taxes
- Insurance



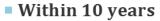
## **EARLIEST RENTAL RENEWALS IN 2021**

Master Lease	Expiry
Sarang Hospital	Aug 2021
Siloam Hospitals Lippo Village	Dec 2021
Siloam Hospitals Kebon Jeruk	Dec 2021
Siloam Hospitals Surabaya	Dec 2021
Imperial Aryaduta Hotel & Country Club	Dec 2021
Mochtar Riady Comprehensive Cancer Centre	Dec 2025
Siloam Hospitals Lippo Cikarang	Dec 2025
Pacific Healthcare Nursing Home @ Bukit Merah	Apr 2027
Pacific Healthcare Nursing Home II @ Bukit Panjang	Apr 2027
The Lentor Residence	Jun 2027
Siloam Hospitals Manado & Hotel Aryaduta Manado	Nov 2027
Siloam Hospitals Makassar	Nov 2027
Siloam Hospitals Bali	May 2028
Siloam Hospitals TB Simatupang	May 2028
Siloam Hospitals Purwakarta	May 2029
Siloam Sriwijaya	Dec 2029
Siloam Hospitals Kupang & Lippo Plaza Kupang	Dec 2030

Lease expiry profile as % of GFA









# RECENT TRANSACTIONS



## LATEST ACQUISITION: KUPANG PROPERTY

**Kupang Property** consists of a 4-storey hospital (**Siloam Hospitals Kupang - SHKP**) and a 3-storey mall (**Lippo Plaza Kupang - LPK**), located in Kupang, the capital city of East Nusa Tenggara.

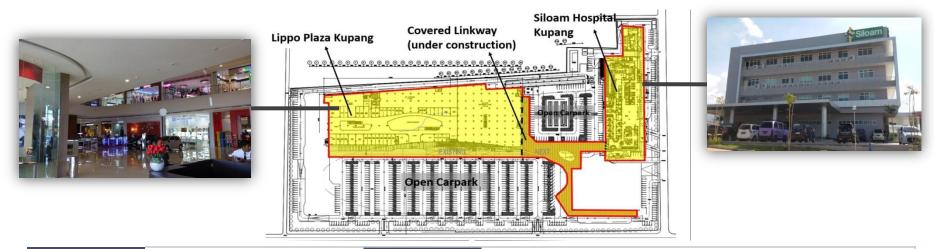








# **KUPANG PROPERTY: ACQUISITION DETAILS**



Property Type	Hospital & Mall	Master Lessee	PT Metropolis Propertindo Utama (Lessee of SHKP) PT Bumi Sarana Sejahtera (Lessee of LPK)
Purchase Consideration	S\$70.0 million	Base Rent	SHKP - Initial base rent of S\$3.84 million per annum LPK - Initial base rent of S\$3.10 million per annum 9.91% rental yield
Valuations	S\$75.42 million by Winarta <sup>1</sup> S\$73.34 million by W&R <sup>2</sup>	Base Rent Escalation	Takes effect from the fourth year and for subsequent years of the SHKP Master Lease at a rate equal to 2x percentage increase of Singapore CPI, capped at 2% LPK rent escalation starts from second year onwards
Discount to Valuation	<b>7.19%</b> (based on higher of 2 valuations)	Variable Rent	Takes effect from the fourth year and for subsequent years of the SHKP Master Lease based on SHKP Gross Operating Revenue growth No variable rent for LPK
Financing	Issuance of consideration units – <b>\$\$15.0 million</b> Cash and debt – <b>\$\$55.0 million</b>	Lease Term	15 years with option to renew for a further 15 years



<sup>&</sup>lt;sup>1</sup> KJPP Winarta & Rekan as the valuation arm of Jones Lang LaSalle, appraised as at 1 October 2015

 $<sup>^2\,\</sup>mbox{KJPP}$  Willson & Rekan in association with Knight Frank, appraised as at 7 October 2015

### **KUPANG PROPERTY: PROPERTY DETAILS**

#### Jalan Veteran No. 4, Arena Pameran Fatululi, Kupang, East Nusa Tenggara, Indonesia

Description	SHKP – Four-storey with one basement floor, 133 vehicle parking spaces LPK – Three-storey with a rooftop				
Established	2014	Gross Floor Area	55,368 sqm		
Hospital Beds	405	Centre of Excellence	Emergency & Trauma, Obstetrics,		
Property Classification	Hospital & Mall		Gynaecology and Paediatrics		









- ▶ SHKP is the most modern and wellequipped facility in the whole East Nusa Tenggara province
- Offers various specialties including Internal Medicine, Anaesthesiology, Cardiology, Obstetrics & Gynaecology, Neurology and General Surgery
- ▶ SHKP is fitted with advanced diagnostic technologies including 128-slice dual source CT Scanner, X-ray systems, 4-Dimension USG, Mammography, Dental Panoramic system, MRI, Haemodialysis Facility, and a fully equipped medical check-up facility
- ▶ LPK has a rooftop on which a cinema and parking lots are located



### **AEI: SILOAM HOSPITALS SURABAYA**



Descri	ntion
Descii	Pulli

12-storey hospital building with two podium floors and one lower ground floor, equipped with state-of-the-art medical equipment

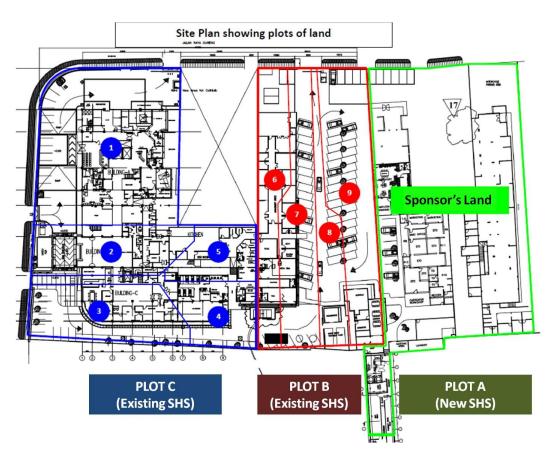
The mixed development will comprise the New SHS, a private school, an ancillary mall, a hotel and apartment and adequate car parks

3	THE RESIDENCE OF THE PARTY OF T	The second secon
	Gross Floor Area	24,246 sqm
	Max. No. of Beds	488
	Centre of Excellence	Cardiology, Emergency & Trauma, Fertility Treatment
	Expected date of completion	2019



### **AEI: SILOAM HOSPITALS SURABAYA**

- A New SHS, as part of a mixed development, will replace the Existing SHS in an <u>Asset Swap</u>
- The mixed development will be constructed on Plot A, Plot B and Plot C (where the existing SHS is situated)
- The new SHS will be constructed on Plot A
- On completion of development works and the issuance of the SLF\* and hospital operation permits and licences, the Existing SHS will be swapped with the New SHS



The numbers 1 to 9 referred to in the site plan are the plots of the "Right to Build" (*Hak Guna Bangunan* or "**HGB**") land titles which the existing SHS is situated on.

\*Sertifikat Layak Fungsi (Functional and Worthiness Certificate)



#### TRANSACTION SUMMARY

#### The SHS Asset Swap will be carried out through the following:

Divestment of Plot B (Completed)

• Divestment of Plot B for **\$\$8.2 million** owned by First REIT to its Sponsor, PT Lippo Karawaci Tbk (Lippo Karawaci)

**Development Works** 

- Lippo Karawaci will construct mixed development on Plot A (Sponsor's Land) and Plot B
- While Development Works is in progress, the Existing SHS will remain operational and this ensures **continuity in rental income** for First REIT

New SHS Acquisition and New Master Lease

 Upon completion of the New SHS, First REIT will acquire the New SHS located on Plot A for \$\$90.0 million from Lippo Karawaci and enter into a new master lease agreement with Lippo Karawaci

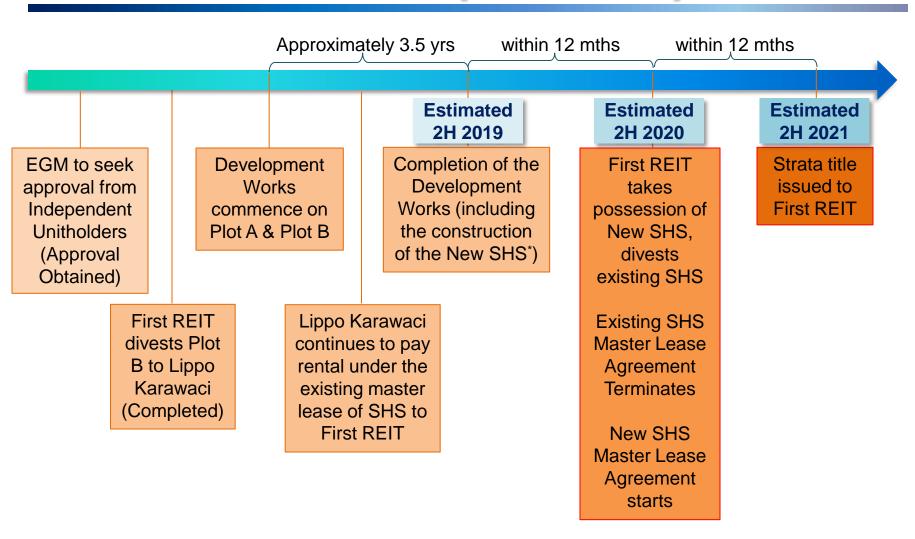
Divestment of Existing SHS<sup>1</sup>

 Divestment of Existing SHS located on Plot C for \$\$27.5 million owned by First REIT to Lippo Karawaci



<sup>&</sup>lt;sup>1</sup>The divestment of Existing SHS will be the higher of S\$27.5 million or the average of two independent valuations of the Existing SHS to be conducted prior to the completion of the Existing SHS Divestment.

# TRANSACTION TIMELINE (INDICATIVE)





<sup>\*</sup> Upon completion, Lippo Karawaci submits application for the SLF in relation to the New SHS, which is expected to be obtained within 9 months. Thereafter, Lippo Karawaci submits application for the necessary hospital operation permits and licenses in relation to the New SHS, which is expected to be obtained within 3 months.

# PROPOSED JOINT ACQUISITION



Entitled to all economic benefits, costs and undertakings related to Siloam Hospitals Yogyakarta (SHYG)



Yogyakarta has one of the highest population densities in Java



Integrated development in Yogyakarta consisting of a hospital (Siloam Hospitals Yogyakarta) and retail mall (Lippo Plaza Jogja)

Joint acquisition



Entitled to all economic benefits, costs and undertakings related to Lippo Plaza Jogja (LPJ)



## SILOAM HOSPITALS YOGYAKARTA







<b>Property Type</b>	Hospital	Master Lessee	PT Lippo Karawaci Tbk			
Purchase Consideration	S\$40.82 million	Base Rent	Initial base rent of S\$3.85 million per annum 9.4% gross yield			
Valuations	S\$41.52 million by W&R <sup>1</sup> S\$45.20 million by Rengganis <sup>2</sup>	Base Rent Escalation	Takes effect from the fourth year and for subsequent years of the SHYG Master Lease at a rate equal to 2x percentage increase of Singapore CPI, capped at 2%			
Discount to Valuation	9.69% (based on higher of 2 valuations)	Variable Rent	Takes effect from the fourth year and for subsequent years of the SHYG Master Lease based on SHYG Gross Operating Revenue growth			
Financing	Drawdown of committed debt and internal cash	7 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 -				
Property Title	Both SHYG and LPJ are held under one "Right to Build" (Hak Guna Bangunan or " <b>HGB</b> ") title certificate as current regulations do not allow the subdivision and issuing of separate strata titles. First REIT and LMIR Trust have therefore decided to jointly acquire the asset.					



<sup>&</sup>lt;sup>1</sup> KJPP Willson & Rekan in association with Knight Frank, appraised as at 30 September 2015

<sup>&</sup>lt;sup>2</sup> KJPP Rengganis, Hamid & Rekan in strategic alliance with CBRE Pte. Ltd., appraised as at 30 September 2015

### PROPERTY DETAILS: SILOAM HOSPITALS YOGYAKARTA

#### Jalan Laksda Adi Sucipto No. 32 – 34, Yogyakarta, Indonesia

Established	2015	Land Area	13,715 sqm
Hospital Beds	240	Gross Floor Area	12,474 sqm
Property Classification	Hospital	Centre of Excellence	Neuroscience and Cardiology





- ▶ SHYG is part of a 10-storey building with a basement and a mezzanine level, comprising the hospital and a retail mall
- ▶ Shares a multi-storey vehicle parking area with LPJ on the upper levels totalling 752 car lots and 875 motorcycle lots
- Newly furnished and fitted with state-of-theart medical facilities and technologies, equipped with a helipad on the roof
- Centrally located in Yogyakarta, highly accessible and situated approximately five kilometres from the Adisucipto International Airport



# **OUR GROWTH STRATEGY**



### CONTINUE ACQUISITION OF YIELD ACCRETIVE ASSETS

#### First REIT's potential pipeline for future acquisitions and AEIs

#### Strong sponsor in Indonesia with healthy pipeline

- ▶ Right of First Refusal to LK's healthcare properties
- LK has 21 hospitals under Siloam Hospitals network
- ▶ 43 hospitals in the pipeline
- ▶ Nationally and internationally accredited
- ▶ Transformational hospital group scale-up to US\$3.5 billion in 5 years
- ▶ Other pipeline properties:
  - Siloam Hospitals Sorong, West Papua
  - Siloam Hospitals Bogor, West Java
  - Siloam Hospitals Jember, East Java
  - Siloam Hospitals Bandung, West Java
  - Siloam Hospitals Panakkukang Makassar, South Sulawesi
  - Siloam Hospitals Pluit, North Jakarta
  - Siloam Hospitals Cempaka Putih, Central Jakarta
  - BIMC Hospital Kuta, Bali(1)
  - BIMC Hospital Nusa Dua, Bali(1)

#### Potential Asset Enhancement Initiatives (AEIs)

- ▶ Siloam Hospitals Kebon Jeruk (SHKJ), West Jakarta
- ▶ Imperial Aryaduta Hotel & Country Club (IAHCC), Lippo Village Tangerang

Singapore & Other **Markets** 

Indonesia

- Nursing homes
- ▶ Other quality and yield-accretive healthcare-related assets in Asia

#### **Pipeline properties**

**Siloam Hospitals Siloam Hospitals** Balikpapan

Jambi

**Siloam Hospitals** Bau-Bau



East Kalimantan 232 beds



East Sumatra • 100 beds



South East Sulawesi

#### Medan



North Sumatra

• 356 beds





Central Java

**Siloam Hospitals Labuan Bajo** 



East Nusa Tenggara

114 beds



## **OPTIONS FOR FUTURE DEBT & EQUITY**

#### **Debt**

- Secured Term Loans
- Medium Term Notes (MTN)
- Bonds



## **Equity**

- Private Placement
- Payment to Vendor
- Perpetual Securities
- Distribution Reinvestment Plan



### **THANK YOU**

Q&As





# PROPERTY DETAILS





Siloam Hospitals Kupang & Lippo Plaza Kupang



Siloam Sriwijaya



Siloam Hospitals Purwakarta

Туре	Integrated Hospital & Mall	Hospital	Hospital	
Centre of Excellence	Emergency & Trauma, Obstetrics, Gynaecology and Paediatrics	Emergency & Trauma, Gastroenterology	Emergency & Trauma	
Land Area	66,060 sqm		7,990 sqm	
Gross Floor Area	55,368 sqm	15,709 sqm <sup>(2)</sup>	8,254 sqm	
Purchase Price	S\$70.0 m	S\$39.16 m	S\$31.0 m	
Appraised Value	S\$75.4 m <sup>(1)</sup>	S\$42.1 m	S\$39.1 m	
Max no. of Beds / Saleable rooms	405	347	203	
Year of Building Completion	2014	2012	2005 & 2008	
Lease Commencement Date	14 December 2015	29 December 2014	28 May 2014	
Lease Terms	15 years with option to renew for 15 years	15 years with option to renew for 15 years	15 years with option to renew for 15 years	
Lease Expiry Date	13 December 2030	28 December 2029	27 May 2029	

FIRST REIT

 $<sup>^{(1)}</sup>$  Appraised by KJPP Winarta & Rekan as the valuation arm of Jones Lang LaSalle, as at 1 October 2015

<sup>(2)</sup> The strata floor area of Siloam Sriwijaya is 15,709 sqm



Siloam Hospitals Bali



Siloam Hospitals TB Simatupang



Siloam Hospitals Manado & Hotel Aryaduta Manado

Туре	Hospital	Hospital	Integrated Hospital & Hotel
Centre of Excellence	Cardiology, Emergency & Trauma, Orthopaedics	Cardiology, Emergency & Trauma, Neuroscience, Oncology	Emergency & Trauma
Land Area	9,025 sqm	2,489 sqm	5,518 sqm
Gross Floor Area	20,958 sqm	18,605 sqm	36,051 sqm
Purchase Price	S\$97.3 m	S\$93.1 m	S\$83.6 m
Appraised Value	S\$124.8 m	S\$119.7 m	S\$104.7 m
Max no. of Beds / Saleable rooms	295	271	224 beds / 200 rooms
Year of Building Completion	2012	2013	2011
Lease Commencement Date	13 May 2013	22 May 2013	30 Nov 2012
Lease Terms	15 years with option to renew for 15 years	15 years with option to renew for 15 years	15 years with option to renew for 15 years
Lease Expiry Date	12 May 2028	21 May 2028	29 Nov 2027





Siloam Hospitals Makassar



Mochtar Riady Comprehensive Cancer Centre



Siloam Hospitals Lippo Cikarang

Туре	Hospital	Hospital	Hospital
Centre of Excellence	Cardiology, Emergency & Trauma, Endocrinology	Emergency & Trauma, Gastroenterology, Oncology	Emergency & Trauma, Internal Medicine, Urology
Land Area	3,963 sqm	4,145 sqm	9,900 sqm
Gross Floor Area	14,307 sqm	37,933 sqm	11,125 sqm
Purchase Price	S\$59.3 m	\$\$170.5 m	\$\$35.0 m
Appraised Value	S\$73.4 m	S\$264.3 m	S\$46.7 m
Max no. of Beds / Saleable rooms	416	375	126
Year of Building Completion	2012	2010	2002
Lease Commencement Date	30 Nov 2012	30 Dec 2010	31 Dec 2010
Lease Terms	15 years with option to renew for 15 years	15 years with option to renew for 15 years	15 years with option to renew for 15 years
Lease Expiry Date	29 Nov 2027	29 Dec 2025	30 Dec 2025





Siloam Hospitals Lippo Village



Siloam Hospitals Kebon Jeruk



Siloam Hospitals Surabaya



Imperial Aryaduta Hotel & Country Club

Туре	Hospital	Hospital	Hospital	Hotel & Country Club
Centre of Excellence	Cardiology, Emergency & Trauma, Neuroscience, Orthopaedics	Cardiology, Emergency & Trauma, Orthopaedics, Urology	Cardiology, Emergency & Trauma, Fertility Treatment	
Land Area	17,442 sqm	11,420 sqm	4,306 sqm	54,410 sqm
Gross Floor Area	27,284 sqm	18,316 sqm	9,227 sqm	17,427 sqm
Purchase Price	S\$94.3 m	S\$50.6 m	S\$16.8 m	\$\$21.2 m
Appraised Value	S\$161.4 m	S\$94.7 m	S\$33.3 m	S\$41.9 m
Max no. of Beds / Saleable rooms	260	201	160	197
Year of Building Completion	1995	1991	1977	1994
Lease Commencement Date	11 Dec 2006	11 Dec 2006	11 Dec 2006	11 Dec 2006
Lease Terms	15 years with option to renew for 15 years	15 years with option to renew for 15 years	15 years with option to renew for 15 years	15 years with option to renew for 15 years
Lease Expiry Date	10 Dec 2021	10 Dec 2021	10 Dec 2021	10 Dec 2021



## FIRST REIT PROPERTY: SINGAPORE & SOUTH KOREA



Pacific Healthcare Nursing Home @ Bukit Merah



Pacific Healthcare Nursing Home II @ Bukit Panjang



The Lentor Residence



**Sarang Hospital** 

Туре	Nursing Home	Nursing Home	Nursing Home	Hospital
Land Area	1,984 sqm	2,000 sqm	2,486 sqm	2,142 sqm
Gross Floor Area	3,593 sqm	3,563 sqm	4,005 sqm	4,982 sqm
Purchase Price	S\$11.8 m	S\$11.5 m	S\$12.8 m	US\$13.0 m
Appraised Value	S\$10.3 m	S\$10.3 m	S\$17.3 m	US\$6.3 m
Max no. of Beds / Saleable rooms	259	265	208	217
Year of Building Completion	2004	2006	1999 & 2013 (new extension building)	2010
Lease Commencement Date	11 Apr 2007	11 Apr 2007	8 June 2007	5 Aug 2011
Lease Terms	10 years with option to renew for 10 years (Tenant has exercised the option)	10 years with option to renew for 10 years (Tenant has exercised the option)	10 years with option to renew for 10 years (Tenant has exercised the option)	10 years with option to renew for 10 years
Lease Expiry Date	10 Apr 2027	10 Apr 2027	7 June 2027	4 Aug 2021

