



REPOSITIONED FOR **GROWTH**

ANNUAL GENERAL MEETING

9 APRIL 2019



DISCLAIMER

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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.

FY 2018 HIGHLIGHTS



The Lantor Residence

KEY HIGHLIGHTS

- ❖ **OUE Limited (OUE) and OUE Lippo Healthcare Limited (OUELH)** acquired 100% of Bowsprit Capital Corporation Limited; **OUELH** acquired 83,593,683 of First REIT's units in October 2018
- ❖ Portfolio size of **20 properties** across Indonesia, Singapore & South Korea, with total **assets-under-management** at **S\$1.35 billion**

❖ Financial Performance

	4Q 2018	4Q 2017	Y-O-Y ↑	FY 2018	FY 2017	Y-O-Y ↑
GROSS REVENUE (S\$'M)	29.3	28.6	2.7%	116.2	111.0	4.7%
NET PROPERTY INCOME (S\$'M)	28.5	28.0	1.9%	114.4	109.5	4.5%
DISTRIBUTABLE INCOME (S\$'M)	17.0	16.8	1.4%	67.7	66.7	1.4%
DPU (CENTS)	2.15	2.15	-	8.60	8.57	0.4%

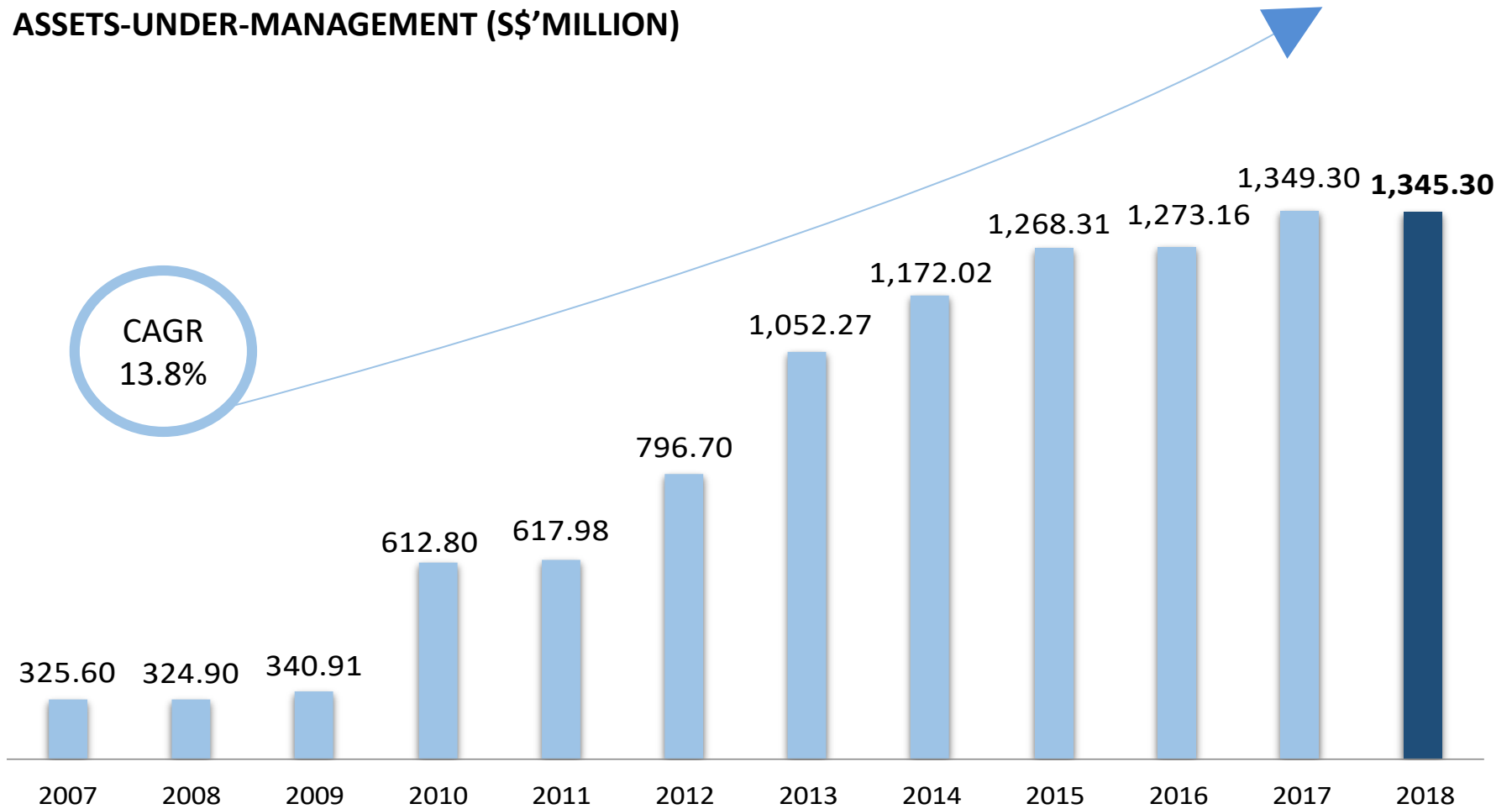
- ❖ Annualised DPU of 8.60 cents translates to distribution yield of **8.7%**⁽¹⁾
- ❖ Maintained **gearing below 45%** despite significant growth in portfolio value, distributable amount and DPU

Note

⁽¹⁾ Based on closing price of S\$0.99 on 29 March 2019.

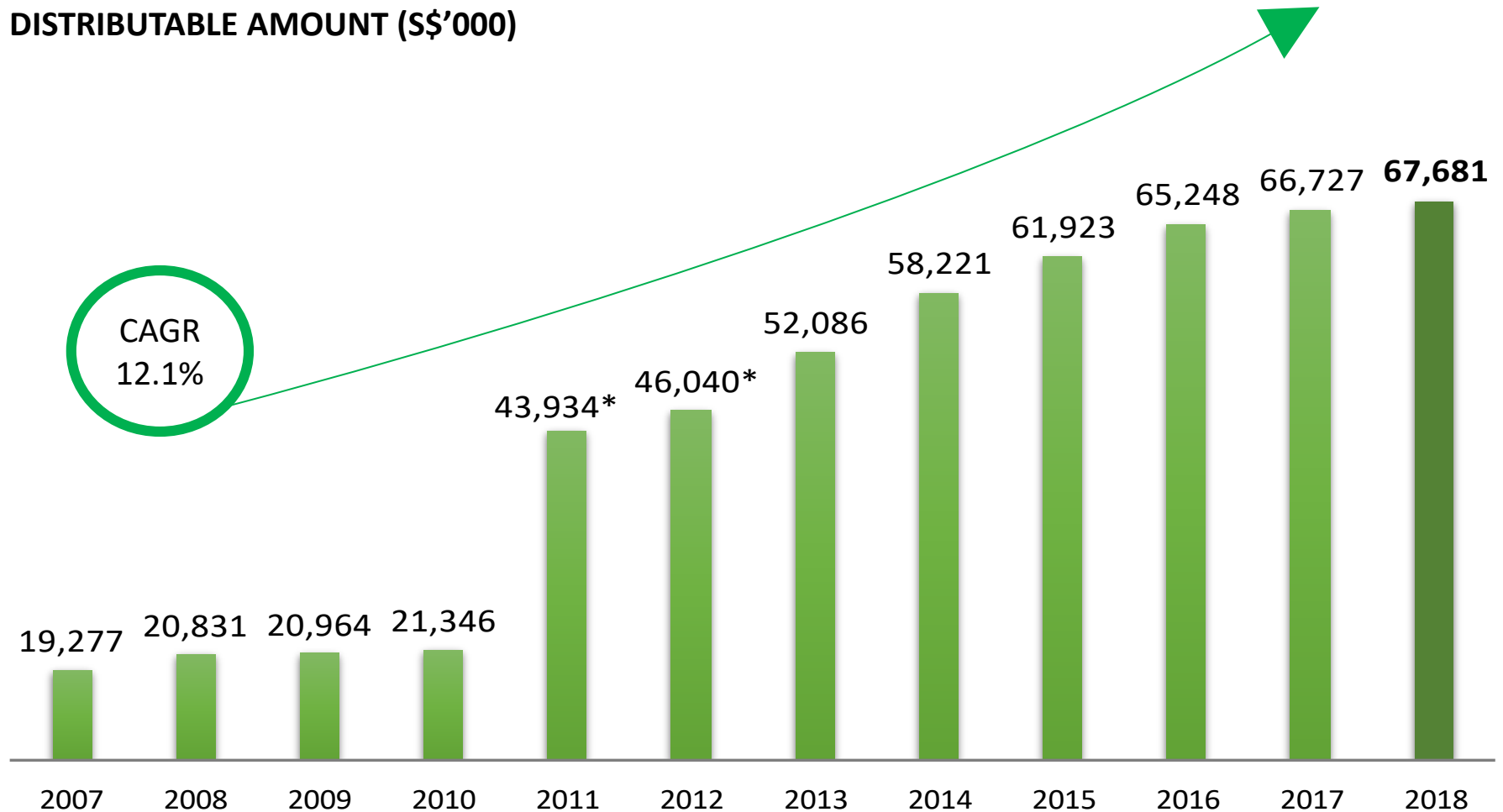
GROWTH IN ASSET SIZE

ASSETS-UNDER-MANAGEMENT (\$\$'MILLION)



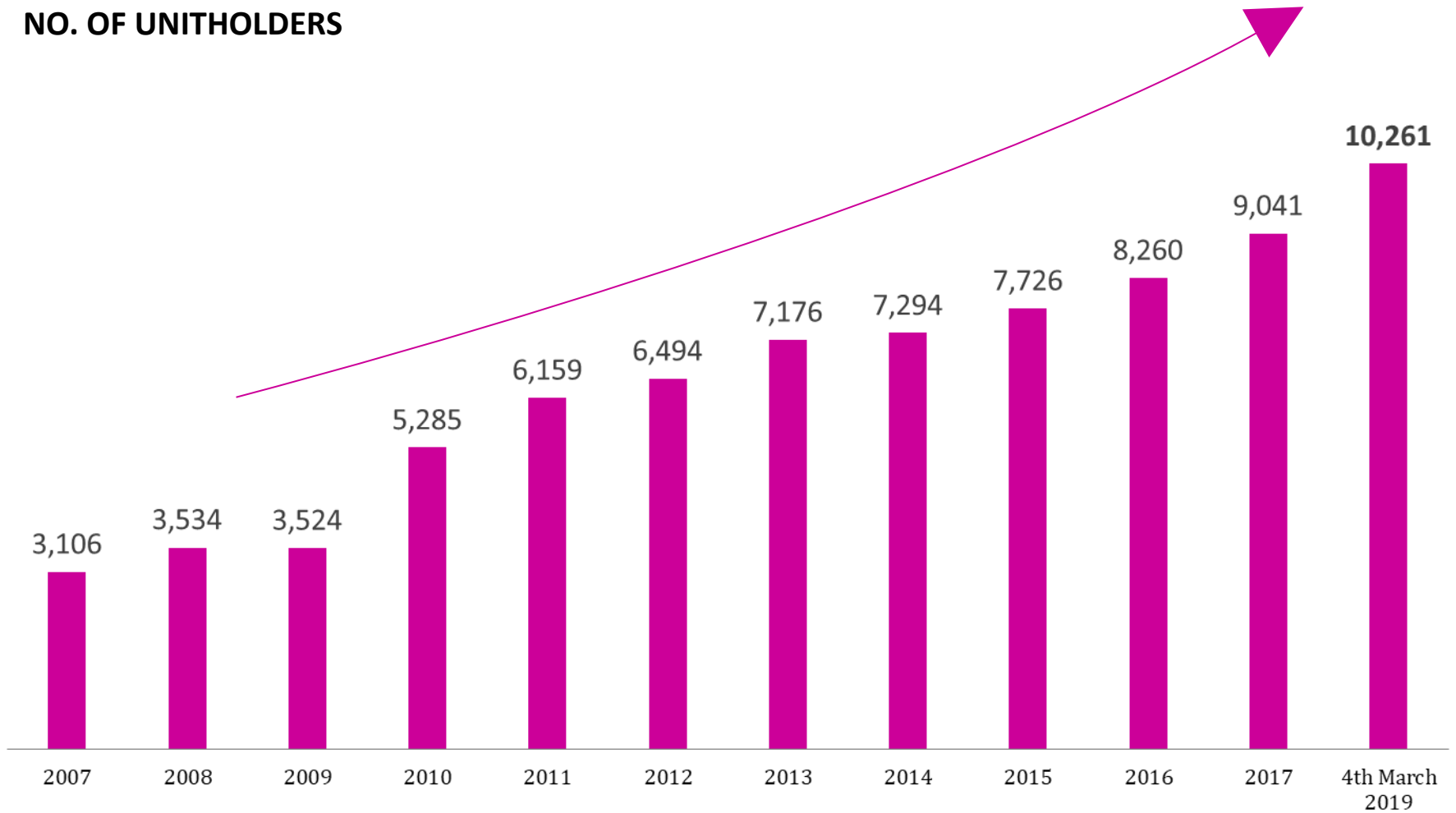
DISTRIBUTION INCOME ON THE UPTREND

DISTRIBUTABLE AMOUNT (S\$'000)



EXPANDING UNITHOLDER BASE

NO. OF UNITHOLDERS



GROWTH IN OPERATING PERFORMANCE

Acquired 10 hospitals,
2 integrated hospital & malls and 1
integrated hospital & hotel in the
last 8 years

Indonesia: 2010

- MRCCC
- SHLC

Singapore: Mar 2011

- Divestment of Adam Road property

South Korea: Aug 2011

- Sarang Hospital

Indonesia: 2012

- MD Property
- SHMK

Indonesia: 2013

- SHBL
- SHTS

Indonesia: 2014

- SHPW
- SS

Indonesia: 2015

- SHS Asset Swap Deal
- Kupang Property

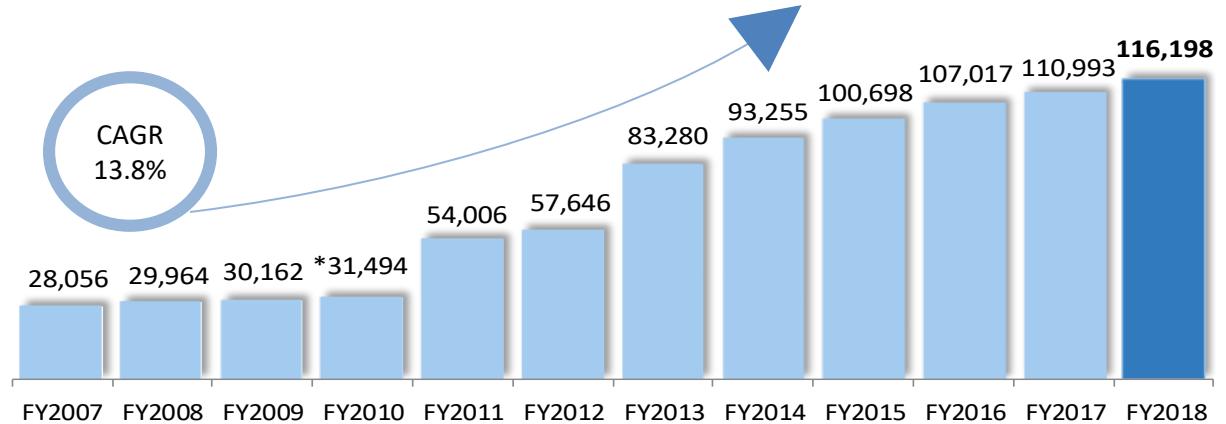
Indonesia: 2016

- SHLB

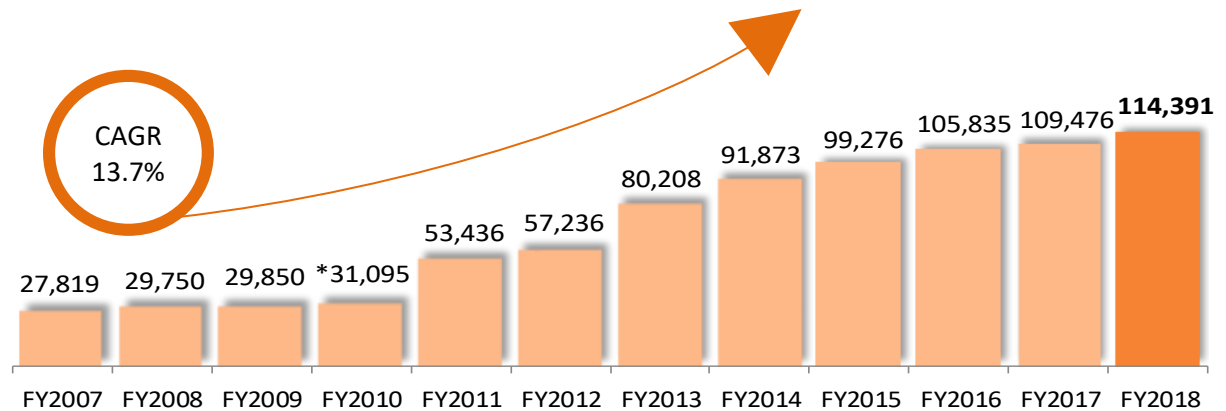
Indonesia: 2017

- Buton Property
- SHYG

Gross Revenue (S\$'000)



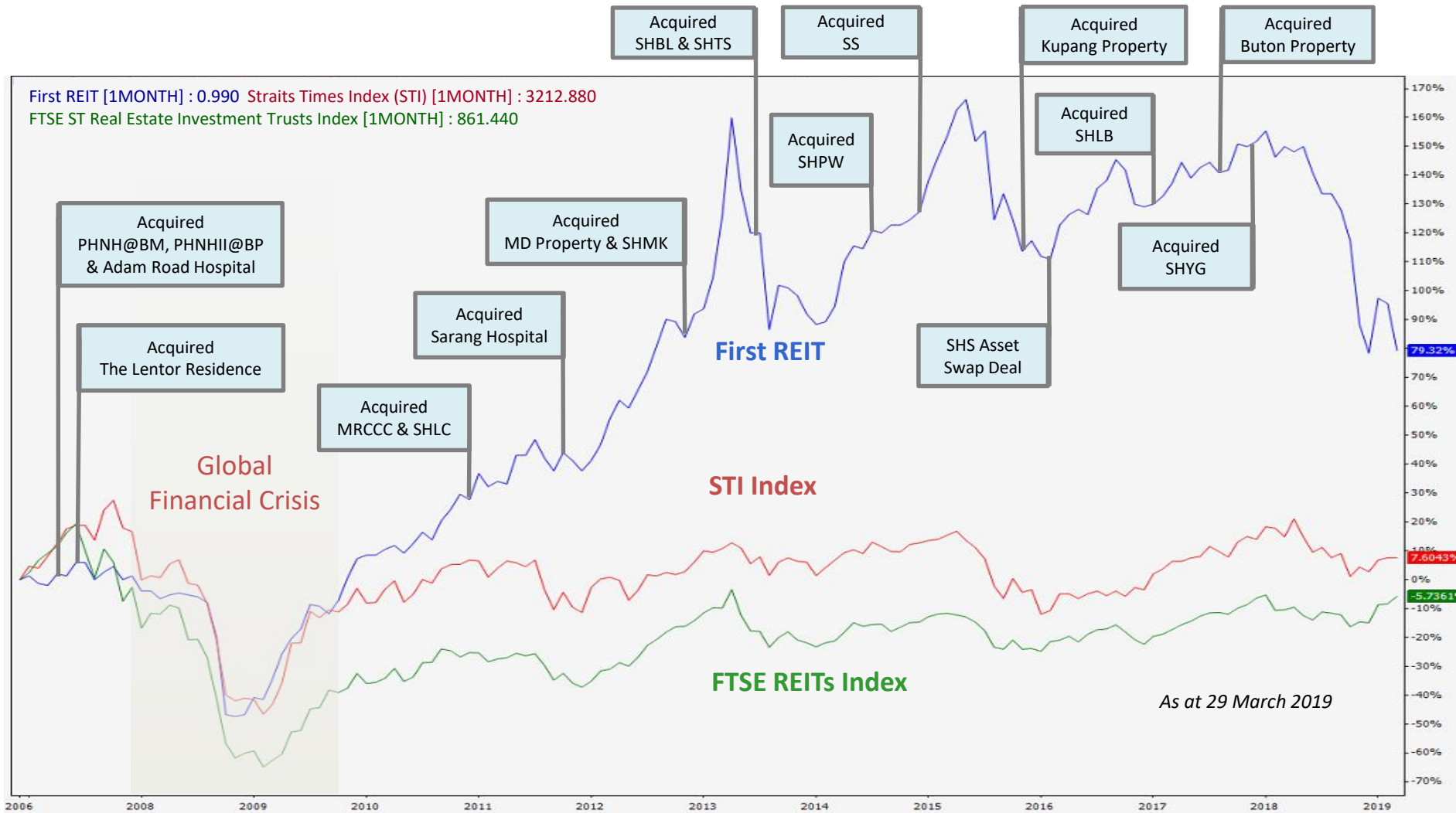
Net Property Income (S\$'000)



*Includes deferred rental income from Adam Road property as at 31 December 2010, which was divested on 25 March 2011

FIRST REIT VS BENCHMARK INDICES

SINCE LISTING IN DECEMBER 2006 AND ADJUSTED FOR RIGHTS UNITS



% OF TOTAL RETURN: YTD & ANNUALISED

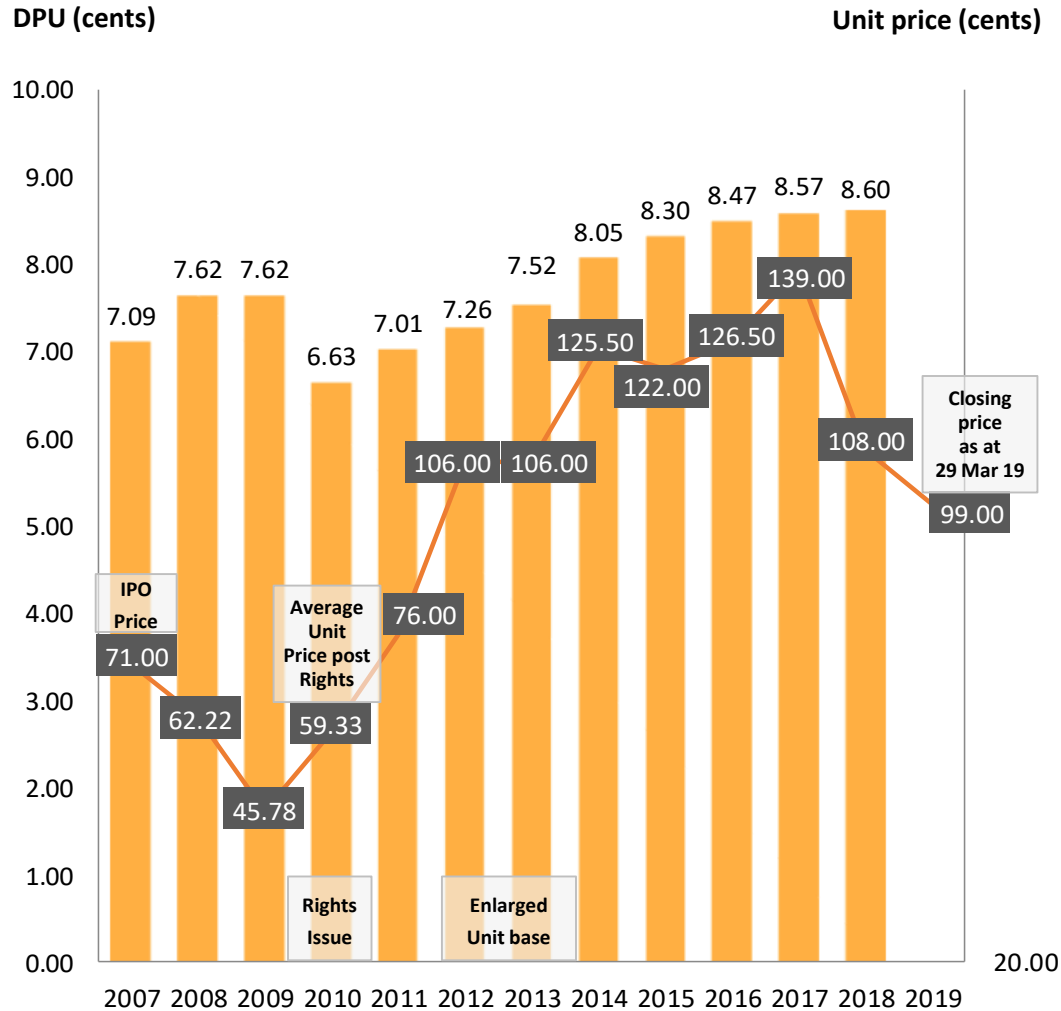


Illustration of Total Return Calculations

- DPU Return FY 2007 = 92.74 cents to YTD
- Return on Average Unit Price = 39.67 cents
- Total return to date = 132.41 cents
- Average Unit Price post Rights Issue = $(71.00 \times 4 + 50.00 \times 5) / 9 = 59.33$ cents

Illustration of First REIT's Unit Value since IPO

- Total amount invested (assumes S\$1,000 of First REIT Units at IPO and subscription to Rights Units) = S\$1,880.28
- Total worth of Investment (including Dividends from IPO to YTD) = S\$5,566.41
- **Annualised total return⁽¹⁾ = 15.9%**

Note

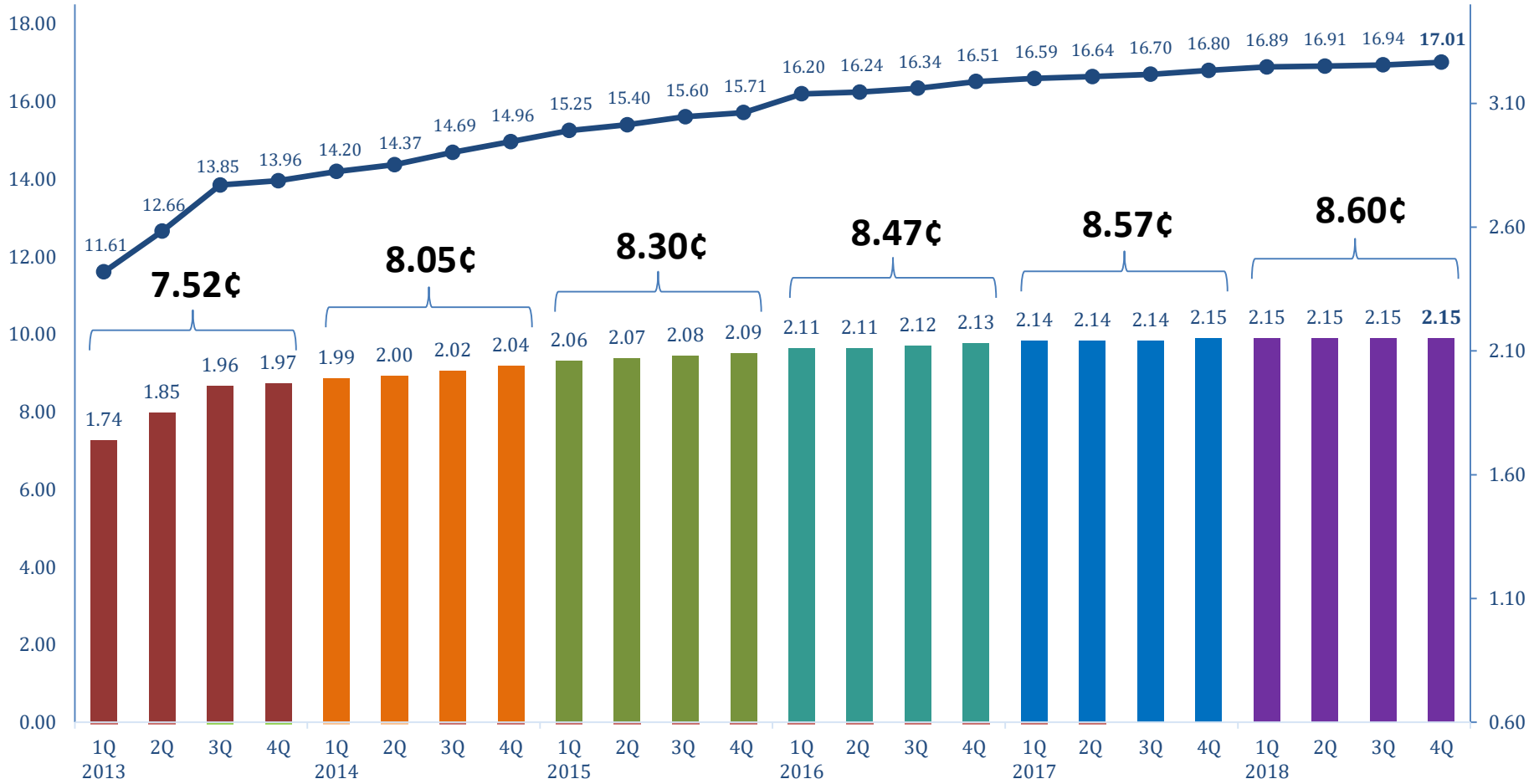
⁽¹⁾ Assumes Unitholder owned First REIT Units at the IPO price of S\$0.71 per unit and fully subscribed for the 5-for-4 Rights Issue at S\$0.50 per unit in 2010. The annualised total return will vary for investors who purchased Units in the secondary market at a market price that differs from the IPO price of S\$0.71 per unit and/or who did not fully subscribe for the 5-for-4 rights issue in 2010.

STEADY DPU & DISTRIBUTION GROWTH

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

DISTRIBUTABLE AMOUNT (S\$'MILLION)

DPU (SINGAPORE CENTS)



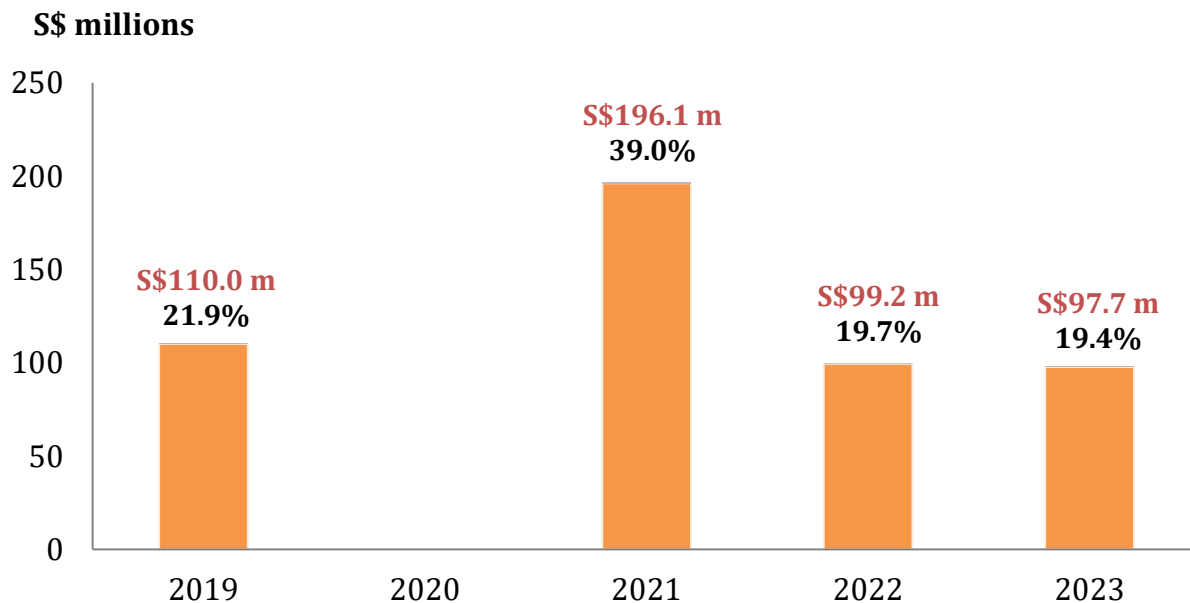
DISCIPLINED AND PRUDENT CAPITAL MANAGEMENT

DEBT MATURITY PROFILE

	As at 31 Dec 2018	As at 31 Dec 2017 ⁽¹⁾
Total Debt ⁽¹⁾	S\$503.0 million	S\$478.6 million
Gearing Ratio	35.0%	33.6%

⁽¹⁾ Before transaction costs.

DEBT MATURITY PROFILE (AS AT 31 DEC 18)



Legend

■ Term Loan Facilities (100.0%)

Notes

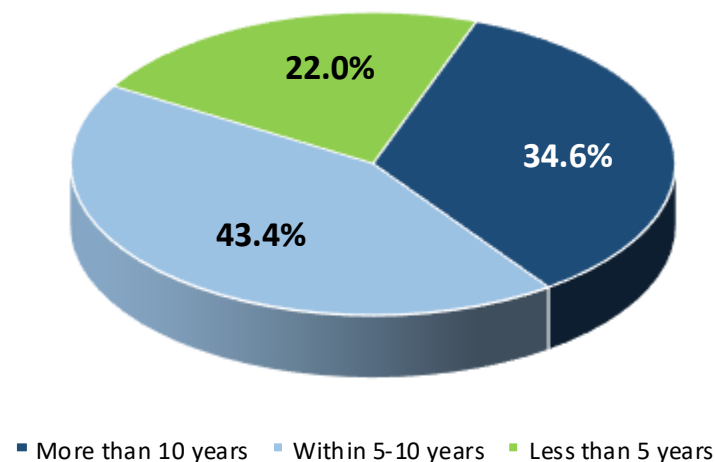
- First REIT has S\$110.0 million in term loan facilities maturing in 2019, of which S\$10.0 million has been repaid in March 2019. For the remaining S\$100.0 million due in 2019, details have been finalized and we are awaiting approval from the relevant banks.
- Term loan amount of S\$296.7 million (59.0% of total debt) is hedged using interest rate swaps to mitigate interest rate fluctuations.
- The Weighted Average Debt Maturity is at 2.36 years as at 31 December 2018.
- The Weighted Average Cost of Debt is 3.84% p.a. as at 31 December 2018 (excluding one-off write off of unamortised costs).

LONG WALE & LEASE EXPIRY PROFILE

EARLIEST LEASE RENEWALS IN 2021

Master Lease	Expiry
Sarang Hospital	Aug-21
Siloam Hospitals Lippo Village	Dec-21
Siloam Hospitals Kebon Jeruk	Dec-21
Siloam Hospitals Surabaya	Dec-21
Imperial Aryaduta Hotel & Country Club	Dec-21
Mochtar Riady Comprehensive Cancer Centre	Dec-25
Siloam Hospitals Lippo Cikarang	Dec-25
Pacific Healthcare Nursing Home @ Bukit Merah	Apr-27
Pacific Healthcare Nursing Home II @ Bukit Panjang	Apr-27
The Lentor Residence	Jun-27
Siloam Hospitals Manado & Hotel Aryaduta Manado	Nov-27
Siloam Hospitals Makassar	Nov-27
Siloam Hospitals Bali	May-28
Siloam Hospitals TB Simatupang	May-28
Siloam Hospitals Purwakarta	May-29
Siloam Sriwijaya	Dec-29
Siloam Hospitals Kupang & Lippo Plaza Kupang	Dec-30
Siloam Hospitals Labuan Bajo	Dec-31
Siloam Hospitals Buton & Lippo Plaza Buton	Oct-32
Siloam Hospitals Yogyakarta	Dec-32

Lease expiry profile as % of GFA
(as at 31 December 2018)



8.5 years

Weighted Average Lease Expiry (WALE)
(As at 31 December 2018)

OUR GROWTH STRATEGY



Siloam Hospitals Lippo Village

STRATEGIC AND SYNERGISTIC BENEFITS

OUE & OUELH

Summary of Acquisition by OUE Limited (OUE) and OUE Lippo Healthcare (OUELH) as announced on 18 September 2018, and completed on 26 October 2018:

1. OUE and OUELH acquired 100% of Bowsprit Capital
2. OUELH acquired 83,593,683 of First REIT's units in October 2018

Benefits to First REIT

1. Additional Sponsor

- OUELH, a subsidiary of OUE, is principally engaged in the development and management of healthcare facilities in Asia, and seeks to expand its portfolio across China, Japan and Southeast Asia

2. ITOCHU Corporation as strategic partner of OUELH

- As at 31 Dec 2018, ITOCHU Corporation has a 25.3% stake in OUELH
- OUELH will serve as the primary entity for ITOCHU Corporation to collaborate with Lippo Group on investments and management of hospitals and other healthcare-related facilities in Asia

3. Access to new Asian Markets and Geographical Networks

- Leverage on regional presence and networks of the Sponsors

STRATEGIC AND SYNERGISTIC BENEFITS

OUE & OUELH

Strong Healthcare Synergies and Shareholder Commitment

OUE LIPPO
Healthcare

OUE

- OUE is listed on SGX Mainboard
- Diversified real estate owner, developer and operator with real estate portfolio located in Asia and the United States
- Grows its business by leveraging its brands and proven expertise in developing and managing assets across the commercial, hospitality, retail, residential and healthcare sectors

ITOCHU
ITOCHU

- ITOCHU Corporation is amongst the largest trading companies with a diversified global presence, and a market capitalisation of approximately US\$25 billion as at 31 December 2018
- OUELH serves as primary entity to collaborate with Lippo Group on investments and management of hospitals and other healthcare-related facilities in Asia

ACQUISITION OF YIELD-ACCRETIVE ASSETS

PIPELINE, STRATEGY AND FOCUS

Sponsors

Two Sponsors with healthy pipelines

- Right of First Refusal to LK's properties in Indonesia
- Another ROFR from OUELH and opportunities to tap on OUELH's growing healthcare network

Indonesia

Largest operator of private hospitals in Indonesia

- 35 operational hospitals under Siloam Hospitals network across Indonesia, with potentially up to 50 operational hospitals by end 2019

Strategic Rebalancing of Portfolio

- Focus on core markets and value generating assets

Deriving value through AEs

- Ongoing & Potential Asset Enhancement Initiatives
 - Siloam Hospitals Surabaya Asset Swap
 - Aging properties or properties with development potential within existing portfolio

Other Asian Markets

Leverage on Sponsors and existing network for access to other Asian Markets

- Other quality and yield-accretive healthcare-related assets in Asia, including:
 - Australia
 - China
 - Japan
 - Malaysia
 - Singapore

LK Pipeline Properties (Completed)

Siloam Hospitals
Balikpapan



East Kalimantan
232 beds

Siloam Hospitals
Bogor



West Java
200 beds

Siloam Hospitals
Bangka Belitung



South-East Sumatra
310 beds

OUELH Healthcare Network

Japan



China



Myanmar



Malaysia



OPTIONS FOR FUTURE DEBT & EQUITY

Debt

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



Equity

- Rights Issue/Private Placement
- Payment to Vendor
- Perpetual Securities
- Distribution Reinvestment Plan

EXTRAORDINARY RESOLUTION 4

Proposed Distribution Date Trust Deed Supplement



Siloam Hospitals Lippo Cikarang

EXTRAORDINARY RESOLUTION 4

Proposed Distribution Date Trust Deed Supplement

- **Background**

On 26 October 2018, the Manager announced the completion of the following transactions (collectively, the “**Transactions**”):

- i. the acquisition of 100.0% of the shares in the Manager by OUE Limited (“**OUE**”) and OUE Lippo Healthcare Limited (“**OUELH**”) from LK REIT Management Pte. Ltd., an indirect wholly-owned subsidiary of PT Lippo Karawaci Tbk (“**Lippo Karawaci**”); and
- ii. the acquisition of 83,593,683 units in First REIT by OLH Healthcare Investments Pte. Ltd., an indirect wholly-owned subsidiary of OUELH, from Bridgewater International Limited, an indirect wholly-owned subsidiary of Lippo Karawaci.

Following the Transactions, a review was conducted, with a view to **align the administrative and logistical operations of the Manager, with OUE Group**, where appropriate.

EXTRAORDINARY RESOLUTION 4

Proposed Distribution Date Trust Deed Supplement

- **Current Arrangement**

The time period permitted for the payment of distributions (the “**Distribution Payment Period**”) of both OUE H-Trust and OUE C-REIT is **90 days**.

The time period permitted for the Distribution Payment Period of First REIT is **60 days**.

- **Proposed Arrangement**

The time period permitted for the Distribution Payment Period of First REIT is **90 days**.

- **Rationale**

The change in the Distribution Payment Date will streamline the administrative operations of the Manager and First REIT, generating savings in time and resources.

Unitholders are not materially prejudiced as First REIT can earn interest on the distribution amount during the 30-day interim period.

THANK YOU

Q&A

FIRST REIT
FIRST REAL ESTATE INVESTMENT TRUST



Siloam Hospitals Kupang & Lippo Plaza Kupang

APPENDIX

PROPERTY DETAILS

FIRST REIT
FIRST REAL ESTATE INVESTMENT TRUST



Imperial Aryaduta Hotel & Country Club

FIRST REIT AT A GLANCE

01 WELL-DEFINED ACQUISITION STRATEGY

- Distinct growth strategy by **acquiring yield-accretive properties** in the healthcare and healthcare-related industry which fulfils its investment criteria

04 LEASING TENANCY ARRANGEMENT

- Long lease terms of **minimum 10 years up to 15 years** with step up escalation

02 ASSET SIZE AND CLASS

- **20 Assets:** S\$1.35 billion
- **Indonesia:** 12 hospitals, 2 integrated hospital & mall, 1 integrated hotel & hospital and 1 hotel & country club
- **Singapore:** 3 nursing homes
- **South Korea:** 1 hospital

05 FINANCING ARRANGEMENT

- Term loan facilities with Banks: S\$503.0 million

03 RESILIENT HEALTHCARE-RELATED REAL ESTATE INVESTMENT TRUST IN SINGAPORE

- Mandated to invest in **quality, income-producing** healthcare and/or healthcare-related real estate assets in Asia

06 MARKET CAPITALISATION

- Market Capitalisation: S\$0.78 billion (as at 31 December 2018)
- Total number of Units: 788,479,925 (as at 31 December 2018)
- OUE and OUE Lippo Healthcare ≈ 17.8% (as at 31 December 2018)
- Lippo Karawaci ≈ 10.6% (as at 31 December 2018)
- Number of Unitholders ≈ 10,000 + (as at 4 March 2019)

SUPERIOR HEALTHCARE PORTFOLIO

20 PROPERTIES ACROSS 3 REGIONS

First REIT has 20 properties across Indonesia, Singapore and South Korea



\$S1.35 bln

Total Assets-Under-Management

2021

Nearest date of rental renewals

350,850 sqm

Total GFA of Properties

100%

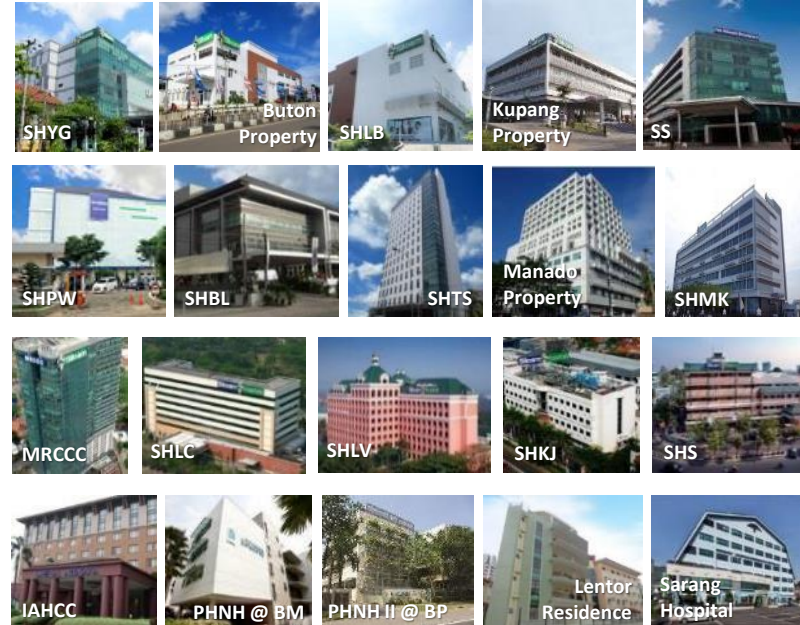
Total Committed Occupancy

5,092

Maximum number of beds/saleable rooms

10-15 years

Long lease terms with step up escalation



PROPERTY DETAILS

INDONESIA



**Siloam Hospitals
Yogyakarta**



**Siloam Hospitals Buton &
Lippo Plaza Buton**



**Siloam Hospitals
Labuan Bajo**



**Siloam Hospitals Kupang &
Lippo Plaza Kupang**

Type	Hospital	Integrated Hospital & Mall	Hospital	Integrated Hospital & Mall
Centre of Excellence	Neuroscience and Cardiology	Emergency & Trauma	Emergency Medicine, Internal Medicine and Neuroscience	Emergency & Trauma, Obstetrics, Gynaecology and Paediatrics
Land Area	13,715 sqm	21,874 sqm	2,837 sqm	66,060 sqm
Gross Floor Area	12,474 sqm	21,934 sqm	7,604 sqm	55,368 sqm
Purchase Price	S\$27.0 m	S\$28.5 m	S\$20.0 m	S\$75.0 m
Appraised Value	S\$27.2 m	S\$28.8 m	S\$20.6 m	S\$74.1 m
Max no. of Beds / Saleable rooms	220	160	153	416
Year of Building Completion	2015	2016	2015	2014
Lease Commencement Date	22 Dec 2017	10 Oct 2017	30 Dec 2016	14 Dec 2015
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	21 Dec 2032	9 Oct 2032	29 Dec 2031	13 Dec 2030

PROPERTY DETAILS

INDONESIA



Siloam Sriwijaya



Siloam Hospitals
Purwakarta



Siloam Hospitals
Bali



Siloam Hospitals
TB Simatupang

Type	Hospital	Hospital	Hospital	Hospital
Centre of Excellence	Emergency & Trauma, Gastroenterology	Emergency & Trauma	Cardiology, Emergency & Trauma, Orthopaedics	Cardiology, Emergency & Trauma, Neuroscience, Oncology
Land Area	--	7,990 sqm	9,025 sqm	2,489 sqm
Gross Floor Area	15,709 sqm ⁽¹⁾	8,254 sqm	20,958 sqm	18,605 sqm
Purchase Price	S\$39.2 m	S\$31.0 m	S\$97.3 m	S\$93.1 m
Appraised Value	S\$41.6 m	S\$40.4 m	S\$123.8 m	S\$119.4 m
Max no. of Beds / Saleable rooms	357	202	281	269
Year of Building Completion	2012	2005 & 2008	2012	2013
Lease Commencement Date	29 Dec 2014	28 May 2014	13 May 2013	22 May 2013
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	28 Dec 2029	27 May 2029	12 May 2028	21 May 2028

Note

⁽¹⁾ The strata floor area of Siloam Sriwijaya is 15,709 sqm.

PROPERTY DETAILS

INDONESIA



**Siloam Hospitals Manado
& Hotel Aryaduta Manado**



**Siloam Hospitals
Makassar**



**Mochtar Riady
Comprehensive
Cancer Centre**



**Siloam Hospitals
Lippo Cikarang**

Type	Integrated Hospital & Hotel	Hospital	Hospital	Hospital
Centre of Excellence	Emergency & Trauma	Cardiology, Emergency & Trauma, Endocrinology	Emergency & Trauma, Gastroenterology, Oncology	Emergency & Trauma, Internal Medicine, Urology
Land Area	5,518 sqm	3,963 sqm	4,145 sqm	9,900 sqm
Gross Floor Area	36,051 sqm	14,307 sqm	37,933 sqm	13,256 sqm
Purchase Price	S\$83.6 m	S\$59.3 m	S\$170.5 m	S\$35.0 m
Appraised Value	S\$104.5 m	S\$72.9 m	S\$267.3 m	S\$54.0 m
Max no. of Beds / Saleable rooms	238 beds / 200 rooms	360	334	114
Year of Building Completion	2011	2012	2010	2002
Lease Commencement Date	30 Nov 2012	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	15 years with option to renew for 15 years
Lease Expiry Date	29 Nov 2027	29 Nov 2027	29 Dec 2025	30 Dec 2025

PROPERTY DETAILS

INDONESIA



**Siloam Hospitals
Lippo Village**



**Siloam Hospitals
Kebon Jeruk**



**Siloam Hospitals
Surabaya**



**Imperial Aryaduta
Hotel & Country Club**

Type	Hospital	Hospital	Hospital	Hotel & Country Club
Centre of Excellence	Cardiology, Emergency & Trauma, Neuroscience, Orthopaedics	Cardiology, Emergency & Trauma, Orthopaedics, Urology	Cardiology, Emergency & Trauma	--
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	S\$21.2 m
Appraised Value	S\$162.3 m	S\$96.2 m	S\$28.1 m	S\$40.6 m
Max no. of Beds / Saleable rooms	274	215	160	190
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

PROPERTY DETAILS

SINGAPORE & SOUTH KOREA



Pacific Healthcare Nursing Home @ Bukit Merah



Pacific Healthcare Nursing Home II @ Bukit Panjang



The Lentor Residence



Sarang Hospital

Type	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\$9.5 m	S\$9.7 m	S\$15.7 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 Jun 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 Jun 2027	4 Aug 2021

