
Frasers Commercial Trust

Citi-REITAS-SGX C-Suite Singapore REITs and Sponsors
Forum in Singapore

22 August 2019



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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.

This advertisement has not been reviewed by the Monetary Authority of Singapore.

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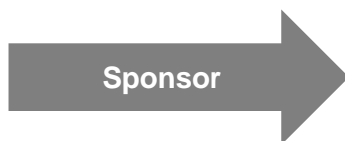
FCOT Overview



357 Collins Street, Melbourne, Australia

Frasers Commercial Trust (“FCOT”) Overview

- ◆ Commercial property REIT sponsored by Frasers Property Limited (“Frasers Property”)
- ◆ Portfolio comprises primarily office/business space/business park properties in Singapore, Australia and UK
- ◆ Investment mandate comprises Asia Pacific and Europe (with focus on UK)

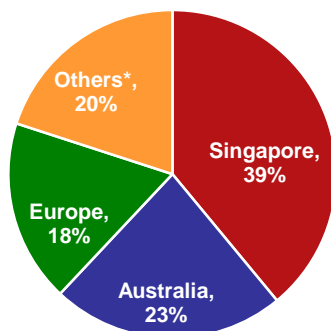


Singapore-listed, multi-national and multi-asset class real estate group

Market capitalisation: **S\$5.3 billion (listed on SGX-ST)**

Total assets: **S\$34 billion**

Fraser Property 3QFY19 total assets by geography



Listed on SGX-ST:	March 2006 (Stock code: Frasers Com Tr)^
Market capitalisation:	S\$1.5 billion
Total assets:	S\$2.1 billion
Free float:	74% (26% held by Frasers Property and its subsidiaries)
Presence:	6 office and business space/park properties (total 3.4 mil sf) in Singapore, Australia and the UK

As at 30 June 2019.

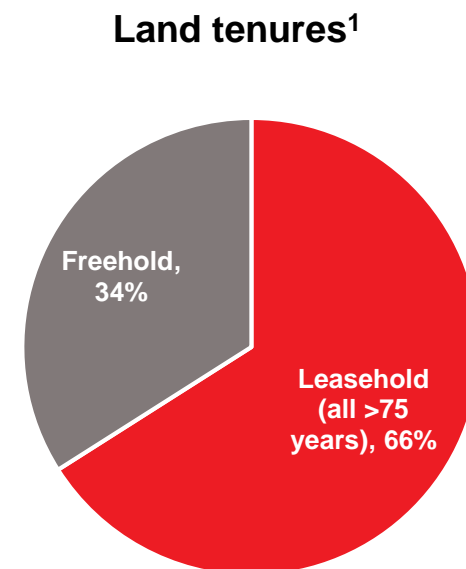
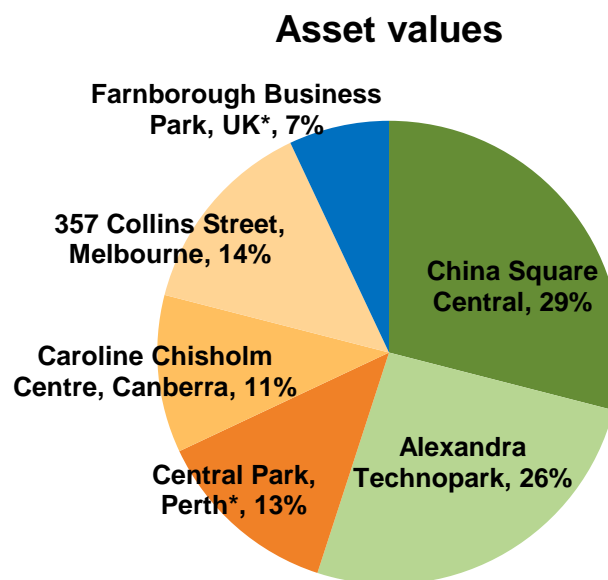
Sources: Bloomberg, Frasers Property 3QFY19 Results Presentation.

* Includes China, Vietnam, Thailand, Malaysia, Japan, Philippines, Indonesia and New Zealand.

^ Formerly known as Allco REIT, the Trust was renamed to Frasers Commercial Trust after Frasers Property acquired a stake in the Trust in August 2008.

Portfolio Overview

- ◆ Diversified portfolio with no single property accounting for more than 29% of portfolio value
- ◆ 100% of portfolio has land tenures greater than 75 years, including 34% with freehold tenures



Asset values as at 30 June 2019

Singapore	\$	1,159.7 mil	55%
Australia	\$	810.3 mil	38%
United Kingdom	\$	150.8 mil	7%
Portfolio asset value	\$	2,120.8 mil	100%

* In relation to FCOT's 50% interests. In addition, Farnborough Business Park is held as a joint venture and equity-accounted in the financial statements.

¹ Based on asset values as at 30 June 2019.

Accolades

- ◆ FCOT has received various awards for good corporate governance, investor relations practices and sustainability reporting
- ◆ FCOT was placed 5th out of 46 in the Singapore Governance and Transparency Index 2019 (REIT and Business Trust category)¹



Runner-up 2013, 2014 and 2015 in the Singapore Corporate Governance Award (REITs and Business Trusts Category) at the SIAS Investors Choice Award²



Inaugural Sustainability Report in 2015 was a finalist for Asia's Best First Time Sustainability Report at the Asia Sustainability Reporting Awards 2016




- Gold, Best Governed and Most Transparent Company
- Gold, Best Corporate Communications and Investor Relations



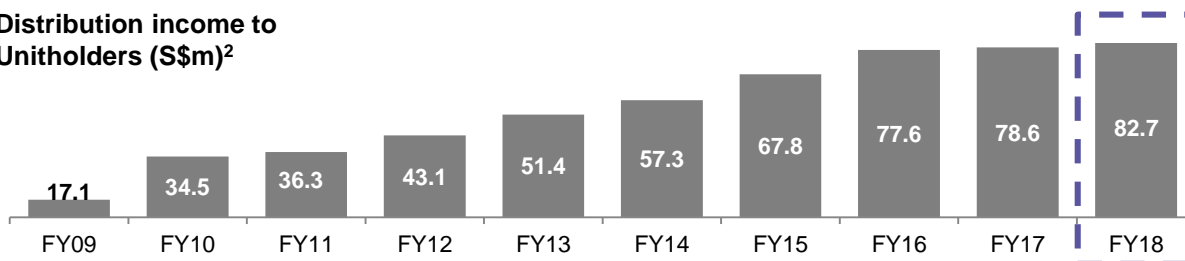
- Gold, Best Annual Report 2017 in the Singapore Corporate Awards (REITs and Business Trusts Category)

1. Joint initiative of CPA Australia, NUS Business School's Centre for Governance, Institutions and Organisations and Singapore Institute of Directors, and supported by The Business Times.
 2. There was no such category for REITs and Business Trust in 2016.

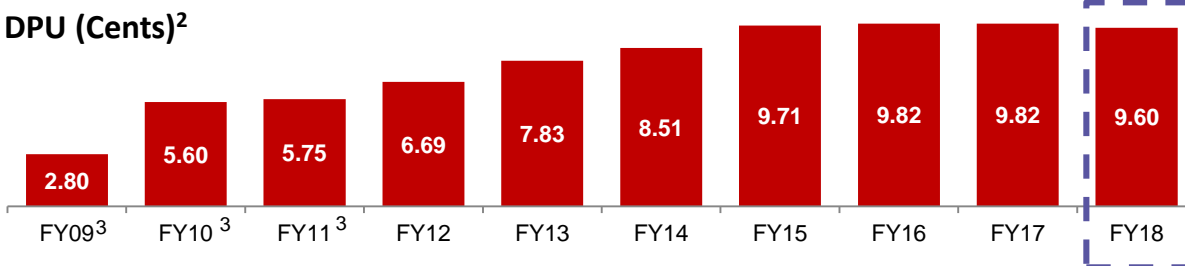
FCOT Track Record

- ◆ FCOT has been listed for 12 years since 30 March 2006 (initially as Allco Reit)
- ◆ Became part of Frasers Property Group in Aug 2008
- ◆ 5-year total return of 63.3% exceeded the FTSE Straits Times Index's total return of 22.1%¹

Distribution income to Unitholders (S\$m)²



DPU (Cents)²



Portfolio Growth

30 March 2006
No. of properties: 2 Portfolio value: S\$0.7 billion ⁴



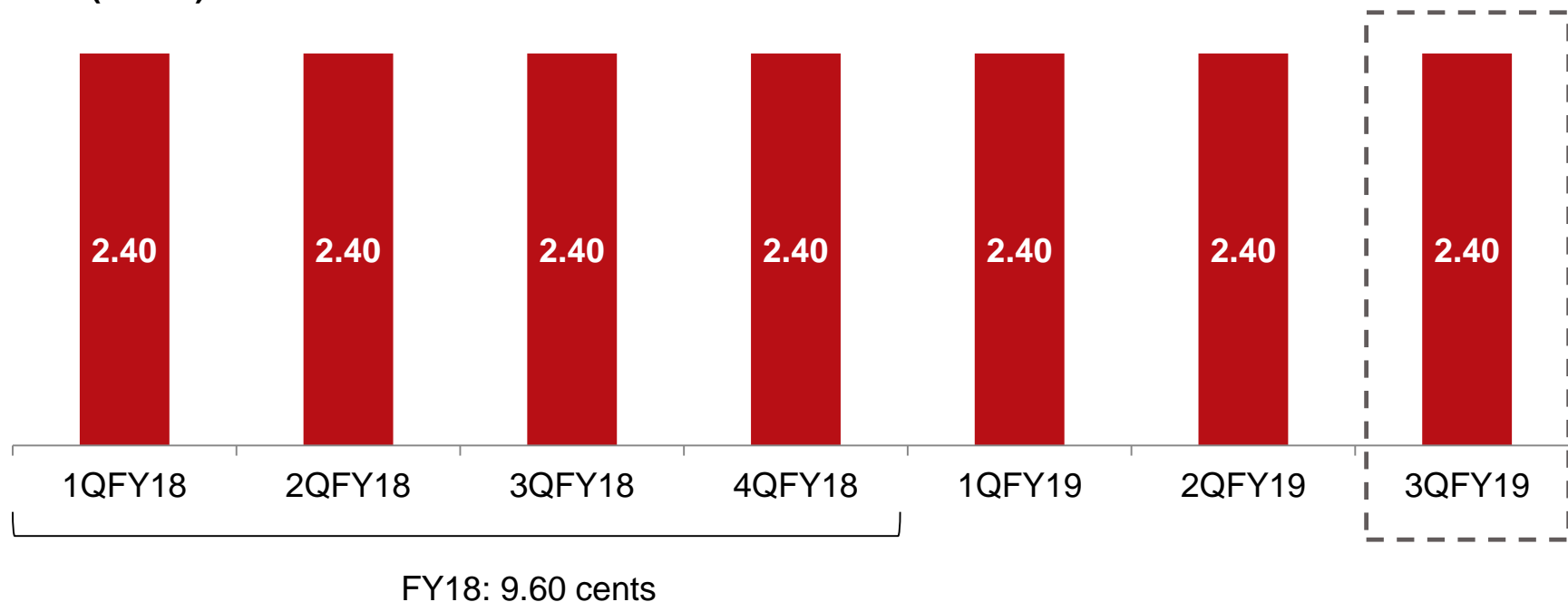
30 September 2018
No. of properties: 6 Portfolio value: S\$2.1 billion

1. 5-year up to September 2018. Assumes dividends are reinvested. Source: Bloomberg.
 2. On 26 August 2009, Frasers Commercial Trust changed its financial year end from 31 December to 30 September. As a result, FY09 comprised a 9-month period from 1 January to 30 September 2009.
 3. Adjusted for Unit consolidation.
 4. As set out in the prospectus dated 23 March 2006.

DPU profile

- ◆ 3QFY19 DPU was stable both Q-o-Q and Y-o-Y

DPU (Cents)¹

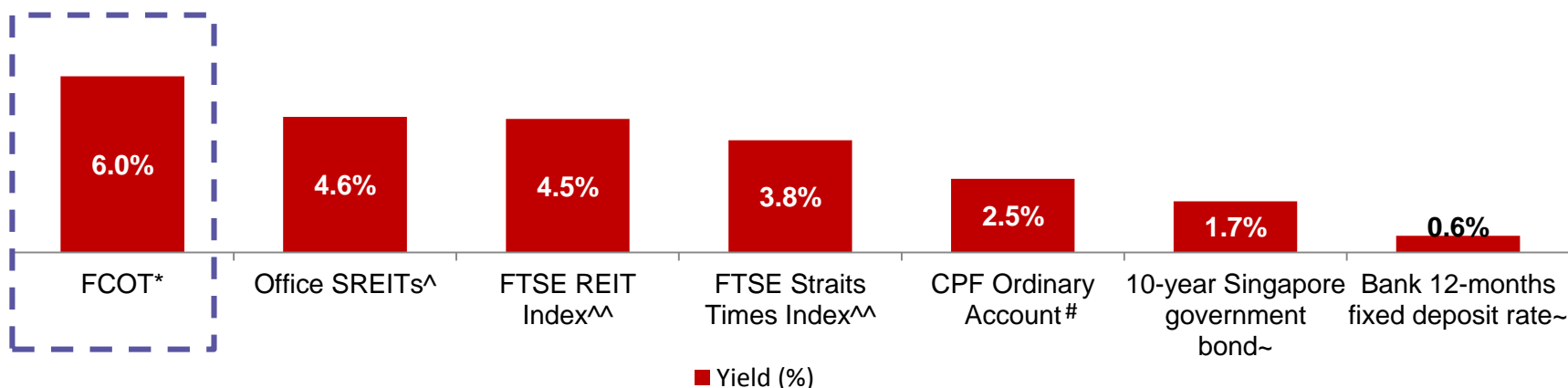


1. 100% management fees were paid in Units in 3QFY19, 2QFY19, 1QFY19 and all four quarters of FY18.

Attractive yield

- FCOT offers an attractive yield and currently trades around 430 basis points above the 10-year Singapore government bond

Yield (%)



Preferential tax rates for investors

Individuals
Qualifying unitholders (Singapore incorporated and tax-resident companies)
Foreign unitholders (non-individual)

Taxable dividends received**

Gross
Gross, but income tax payable at own applicable tax rates
Net of 10.0% withholding tax

* Based on FCOT's closing price of \$1.61 per Unit as at 31 July 2019 and annualised FY19 DPU of 9.63 cents.

^ Based on closing prices as at 31 July 2019 and annualised DPU. Source: Bloomberg. Weighted average (based on market capitalisation) and comprised Frasers Commercial Trust, Keppel REIT, CapitaLand Commercial Trust and Suntec REIT.

^^ As at 31 July 2019. Source: Bloomberg.

Based on the interest rate paid on the Central Provident Fund (CPF) Ordinary Account from Jul 2019 to Sep 2019. Source: www.cpf.gov.sg.

~ As at July 2019. Source: www.mas.gov.sg.

** Subject to declaration of tax status, and advice by investors' own tax advisors.

Capital structure and debt statistics

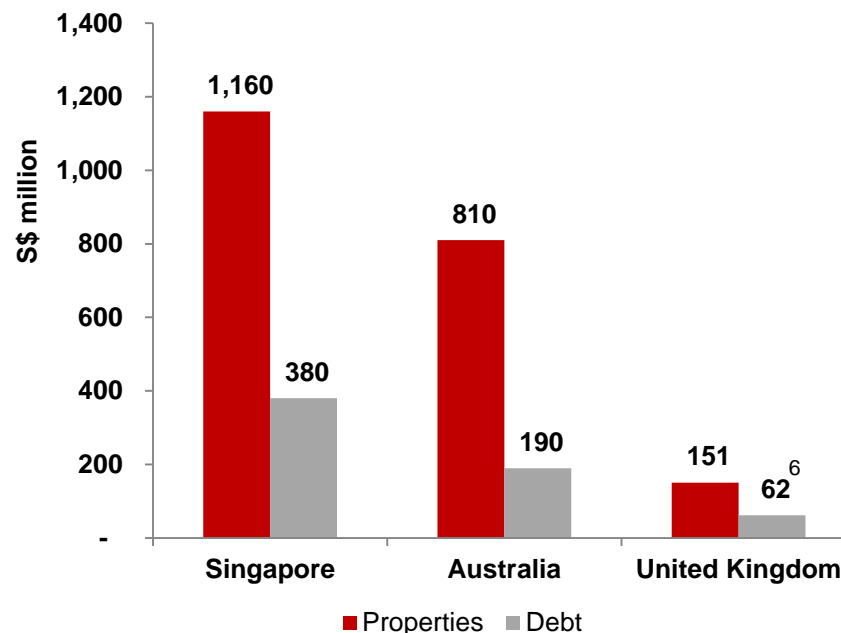
- ◆ Prudent gearing of 29.3% (regulatory limit: 45%) affords financial flexibility for accretive investments and other growth opportunities
- ◆ Healthy interest coverage ratio of 4.53 times
- ◆ Borrowings in local currencies provide natural hedges

Statistics

As at 30 Jun 2019

Total Assets (S\$'000)	2,157,078
Gross Borrowings (S\$'000)	632,400
Units on Issue and Issuable entitled to distribution	907,508,601
NAV per Unit (ex-DPU) (S\$) ¹	1.52
Gearing ²	29.3%
Interest coverage ratio (times) ³	4.53
Average borrowing rate ⁴	2.96% p.a.
FCOT Issuer rating by Moody's ⁵	Baa2

Borrowings and assets by currency



1. Based on issued Units for the financial quarter ended 30 June 2019.

2. Gross borrowing as a percentage of total assets.

3. Net income before changes in fair values of investment properties, interest, other investments and derivative instruments, income tax and distribution, and adding back certain non-recurring items/cash finance costs for the quarter ended 30 June 2019.

4. For quarter ended 30 June 2019.

5. Moody's affirmed FCOT's Baa2 rating and changed the outlook from negative to stable in its announcement dated 28 June 2019.

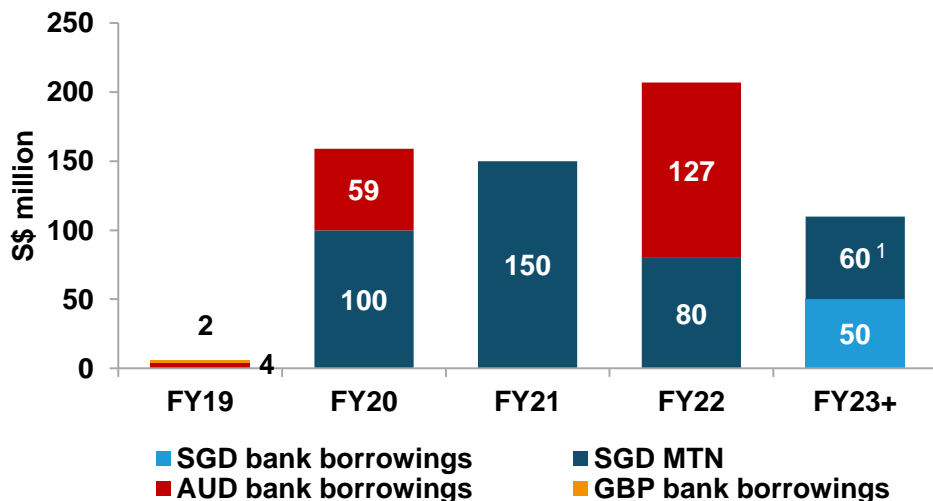
6. S\$60.0 million five-year senior unsecured notes issued in February 2018 was swapped into Sterling Pound.

Prudent capital management

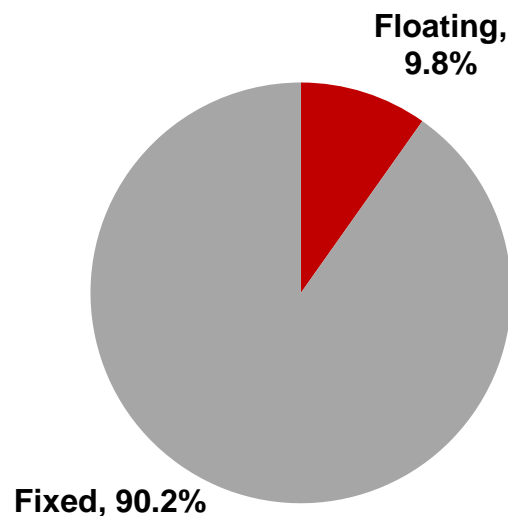
- ◆ Well-spread debt maturity profile
- ◆ All debts are unsecured
- ◆ 90.2% of gross borrowings on fixed rates

Debt maturity

Total borrowings: S\$632 million
 Weighted average term to maturity: 2.4 years



Debt composition – floating vs. fixed interest rates



1. S\$60.0 million senior unsecured notes issued in February 2018 and swapped into Sterling Pound.
 2. Data (including exchange rates) as at 30 June 2019.

Portfolio Review



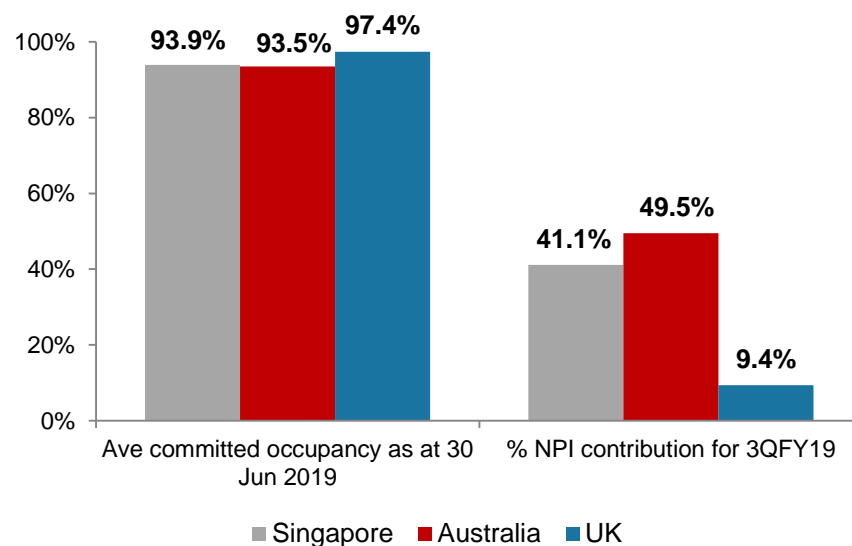
Central Park, Perth, Australia

Portfolio Review *Occupancy & WALE*

- ◆ Average committed occupancy rate rises to 94.1%¹ (↑12.6 pps from 2QFY19), boosted mainly by Google's lease at Alexandra Technopark²
- ◆ Committed WALE of 4.7 years^{1,3}

Key portfolio statistics as at 30 June 2019	Actual occupancy	Committed occupancy ¹
Ave Occupancy	77.5%	94.1%
Portfolio WALE by gross rental income ³	4.3 years	4.7 years
Portfolio WALB by gross rental income ^{3,4}	4.1 years	4.5 years

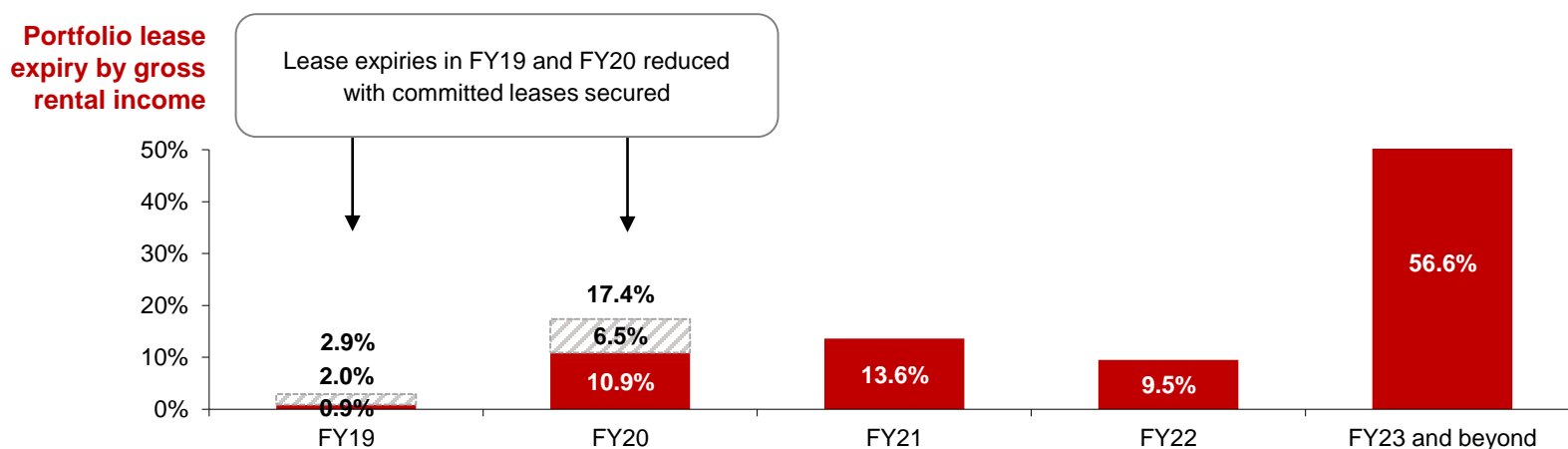
Geographical occupancy¹ and NPI² contribution



1. The total NLA of the portfolio used in the computation of occupancy rate has excluded 18 Cross Street retail podium (NLA c. 64,000 sf) which is currently closed for asset enhancement works.
2. As announced on 25 June 2019, Google Asia Pacific Pte. Ltd. had committed to lease around 344,100 sf of space at Alexandra Technopark, representing approximately 33.3% of the total net lettable area of the property as at 30 June 2019, for a term of five years commencing in 1Q 2020.
3. WALE – Weighted average lease tenure to expiry (excluding lease incentives and retail turnover rents, if any).
4. WALB – Weighted average lease tenure to break, reflecting contractual rights for tenants to pre-terminate leases in certain cases.

Portfolio Review *Lease expiry profile*

- Well-spread lease expiries and proactive forward leasing enhances income stability and defensiveness



Portfolio lease expiry by gross rental income¹

Number of leases expiring	15	43	49	39	93
NLA (sq ft) expiring	39,563	364,968	273,952	186,884	1,263,525
Expiries as % of total NLA	1.4%	13.0%	9.7%	6.6%	44.9%
Expiries as % of total Gross Rental Income	2.9%	17.4%	13.6%	9.5%	56.6%

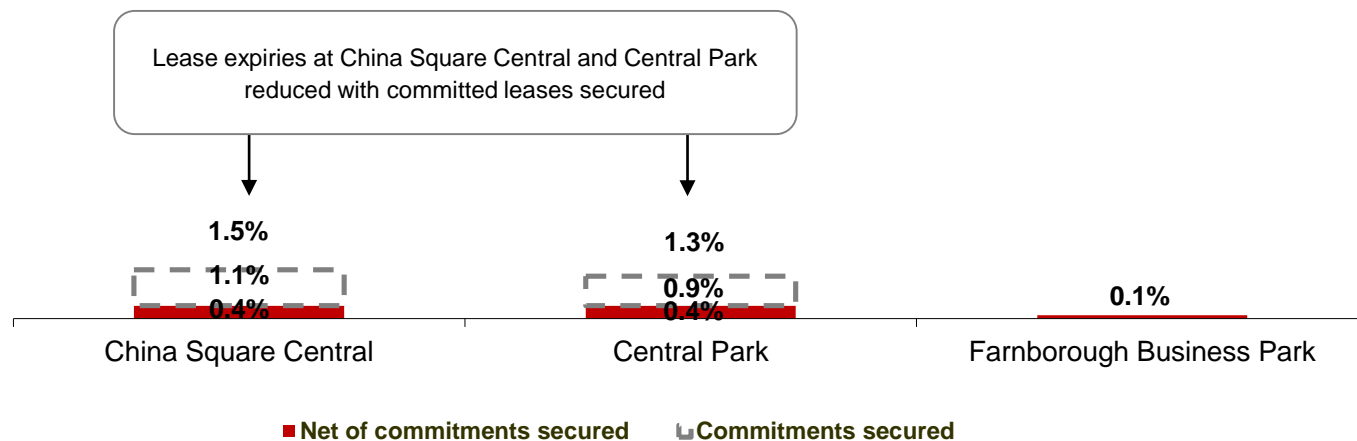
Data as at 30 June 2019, save for a lease renewal by Suntory Beverage & Food Asia Pte Ltd at China Square Central which was concluded in July 2019. Exclude lease incentives and retail turnover rents, if any.

1. The total NLA of the portfolio used in the computation has excluded 18 Cross Street retail podium (NLA c. 64,000 sf) which is currently closed for asset enhancement works.

Portfolio Review *Lease expiry profile for FY19*

- ◆ Proactive management of leases with forward commitments
- ◆ No outstanding lease expiries for FY19 at Alexandra Technopark, 357 Collins Street and Caroline Chisholm Centre

Lease Expiries in FY19 as a Proportion of Portfolio Gross Rental Income



As at 30 June 2019

Number of outstanding leases expiring in FY19 ¹	1 (office) 2 (retail)	1 (retail)	2
Average passing rents for expiring leases (excluding those with forward commitments secured) ²	S\$7.30 (office) S\$5.36 (retail)	A\$1,146 (retail) ³	£25.0

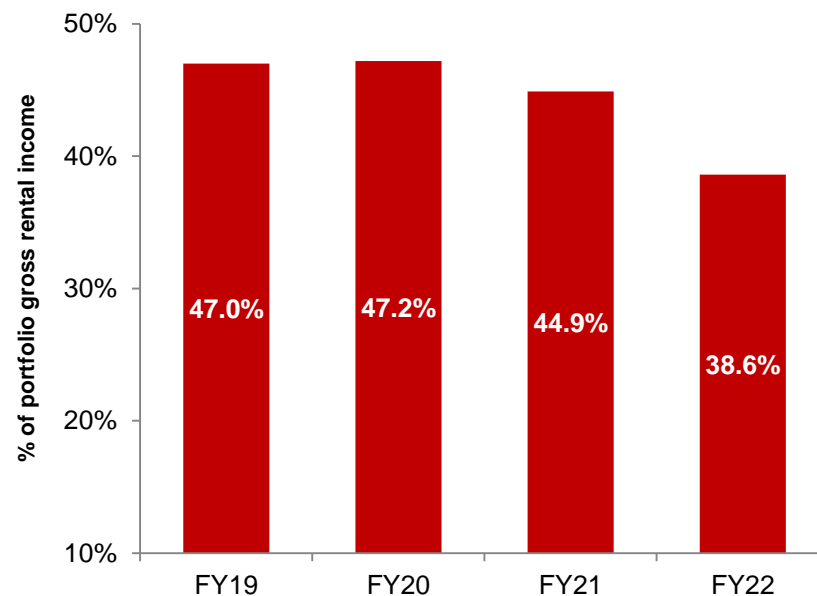
1. Adjusted for forward commitments secured.
2. Excludes lease incentives and retail turnover rents, if any. Figures for Singapore properties are on a gross rent per square foot per month basis, figures for Australian properties are based on net face rent per square metre per annum basis while figures for Farnborough Business Park is based on net rent per square foot per annum basis.
3. For a single lease which may not be reflective of other leases in the building.

Portfolio Review *Step-up rents*

47% of FY19 leases¹ by gross rental income incorporate rent escalations

Property	Leases	Average step-up	GROSS RENTAL INCOME ²	
			% of Property	% of Portfolio
China Square Central	7	2.6%	31.4%	5.5%
Alexandra Technopark	1	5.0%	0.1%	Negligible
Caroline Chisholm Centre	1	3.0%	100.0%	16.4%
Central Park	30	3.1%	86.5%	14.0%
357 Collins Street	27	3.9%	93.1%	11.0%
Farnborough Business Park	1	14.4%	1.0%	0.1%

% of portfolio gross rental income with rent escalations¹



Weighted average fixed step-ups	2.6%	2.7%	2.5%	2.4%
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1. Based on leases in place as at 30 September 2018.
 2. Excludes lease incentives and turnover rent, if any.

Portfolio Review *Top-10 tenants*

- ◆ Diversified tenant base
- ◆ Top-10 tenants with 5.2 years WALE¹ contributed 52% of portfolio gross rental income as at 30 June 2019

Top 10 tenants by gross rental income (as at 30 June 2019)

Tenant	Property	Sector	Lease Expiry	% Gross Rental Income ⁴
Commonwealth of Australia	Caroline Chisholm Centre	Government	Jul-25	16.6%
Rio Tinto Shared Services Pty Ltd	Central Park	Mining & resources	Jun-30	8.8%
Commonwealth Bank of Australia	357 Collins Street	Banking, insurance & financial services	Dec-22	6.9%
GroupM Singapore Pte Ltd	China Square Central	Consultancy & business services	Jul-23	3.7%
Service Stream Ltd	357 Collins Street	Multimedia & telecommunications	Dec-19/ Dec-24	3.5%
Microsoft Operations Pte Ltd	Alexandra Technopark	IT products & services	Jan-20 ²	3.1%
Fluor Limited	Farnborough Business Park	Engineering	Jun-25	2.9%
Suntory Beverage & Food Asia Pte Ltd	China Square Central	Food & beverage	May-23 ³	2.4%
Nokia Solutions and Networks (S) Pte Ltd	Alexandra Technopark	Multimedia & telecommunications	Feb-21/ Jun-21	2.1%
Olympus Singapore Pte Ltd	Alexandra Technopark	Medical/ pharmaceutical	Oct-24	1.9%
Total				51.9%

1. The WALB (after accounting for rights to break) is 5.0 years.

2. Microsoft had exercised its rights to shorten the lease tenure by two years to end in January 2020. Majority of space under active negotiations with prospective tenants.

3. Based on renewal concluded in July 2019.

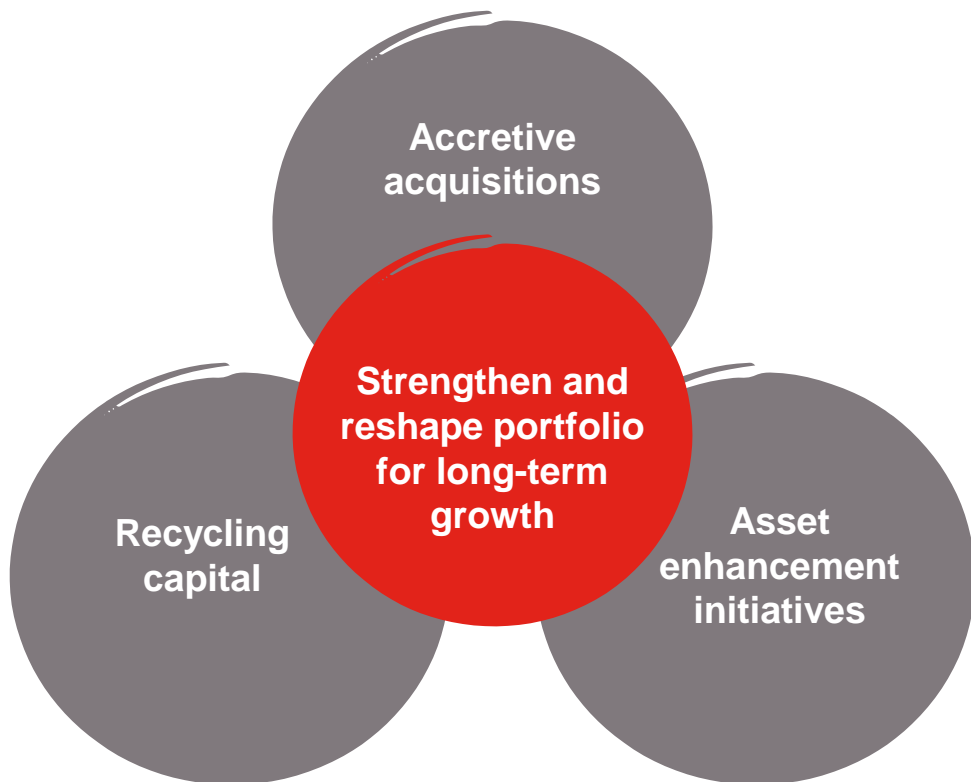
4. Exclude lease incentives and retail turnover rents, if any.

Strengthening and Reshaping the Portfolio



Alexandra Technopark, Singapore

Strengthening and reshaping the portfolio for long-term growth



Accretive Acquisitions

- ◆ Expanded investment mandate to Europe (including UK) in January 2018 for portfolio diversification and long-term growth
- ◆ Enhanced alignment with Sponsor's top-3 geographical markets (Singapore, Australia and Europe)
- ◆ Completed income-accretive acquisition of 50.0% interest in Farnborough Business Park on 29 Jan 2018
- ◆ Current gearing of 29.3% provides financial flexibility to pursue investment opportunities

Capital Recycling through Strategic Divestments

- ◆ To improve portfolio quality and long-term performance
- ◆ To recycle capital for growth opportunities
- ◆ Divested 55 Market Street on 31 Aug 2018 and realised a net gain of approximately S\$75.7 million¹

Asset Enhancement Initiatives

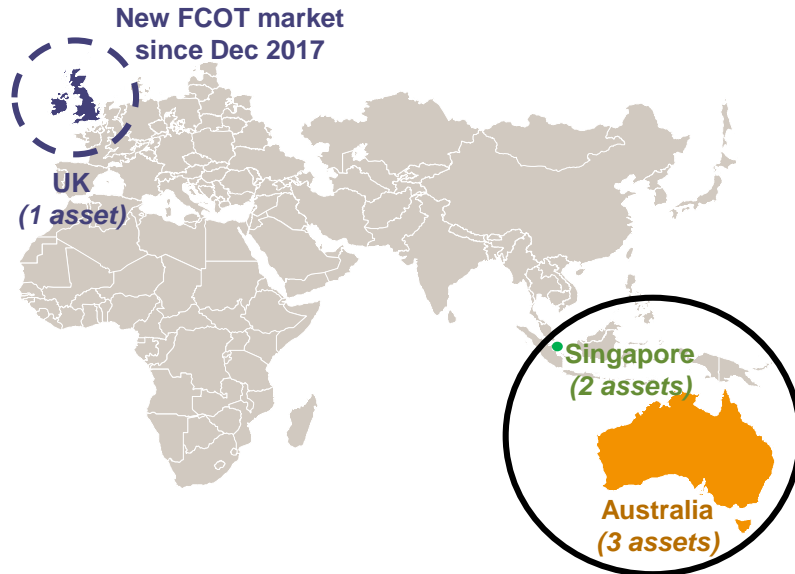
- ◆ Enhance long-term performance and competitiveness of properties and elevate tenants' and visitors' experiences
- ◆ Alexandra Technopark repositioned as a contemporary, vibrant and engaging business campus following a S\$45 million AEI which was fully completed in 2QFY19
- ◆ Upgraded retail podium at 18 Cross Street, China Square Central scheduled to recommence operations from end-2019 with refreshed trade mix and increased NLA
- ◆ AEI for the lobby and forecourt areas of Central Park currently underway and expected to complete in the third quarter of 2020

1. Net of transaction expenses and fees.

Expansion of Investment Mandate

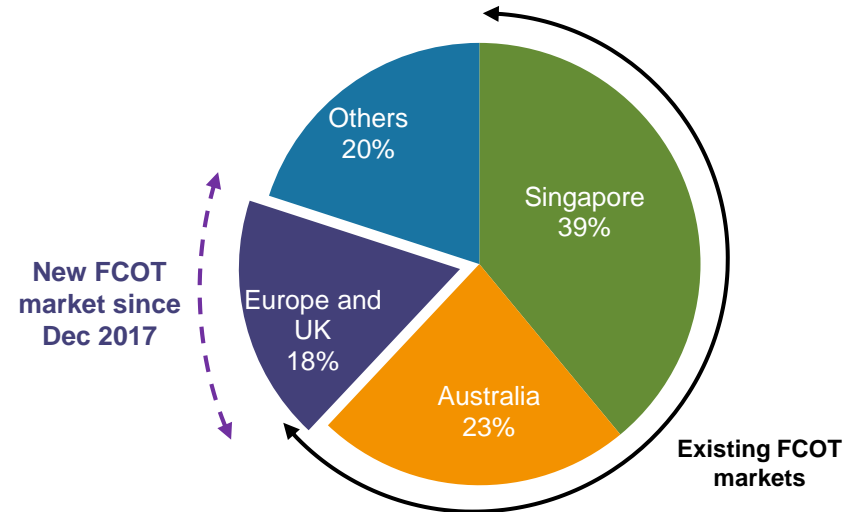
Synergistic alignment to Sponsor's top 3 markets for **GROWTH** and **DIVERSIFICATION**

- ◆ Announced expansion of investment mandate to Europe (with an initial focus on the UK) in Dec 2017
- ◆ Granted right of first refusal for Frasers Property's relevant office/business space/business park assets in Europe (including UK)
- ◆ Enhanced potential for future growth and diversification



Close alignment with Frasers Property's top 3 geographical markets

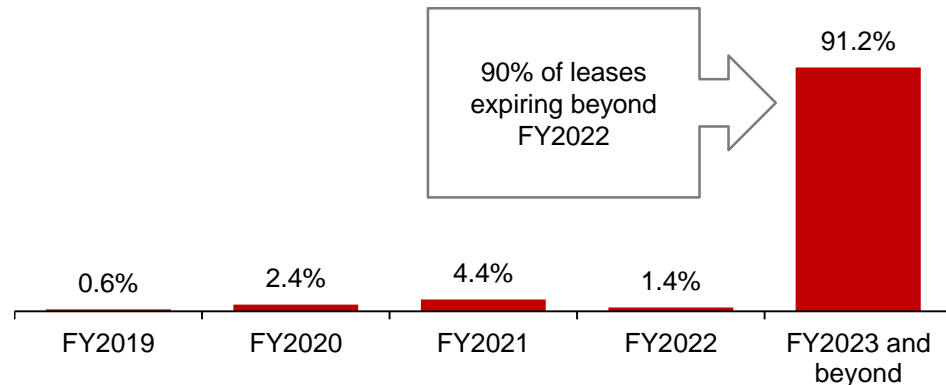
Frasers Property's assets by geography¹



Acquisition of Farnborough Business Park, UK

Strengthening portfolio for **LONG-TERM GROWTH**

- ◆ Acquisition of 50% interest in Farnborough Business Park (“FBP”) at a property value of £87.5 million¹ on 29 January 2018
- ◆ FBP is an award-winning business park with solid fundamentals in a well-connected location in Thames Valley



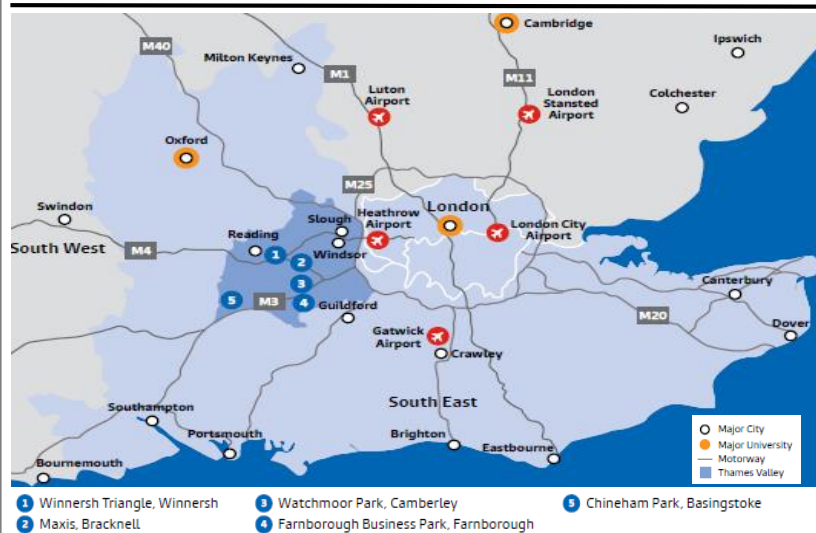
All data are as at 30 June 2019.

1. In respect of 50.0% interest in FBP. Refer to the announcement dated 14 December 2017.
2. By gross rental income. The WALB (after accounting for rights to break) is 5.5 years.
3. After adjusting for leases for which the tenants have exercised their rights to break.

Acquisition of Farnborough Business Park, UK (cont'd)

- 1**
- ◆ FBP is part of Frasers Property's 3.3m sf NLA portfolio in Thames Valley
 - ◆ Synergistic network effect and portfolio scale

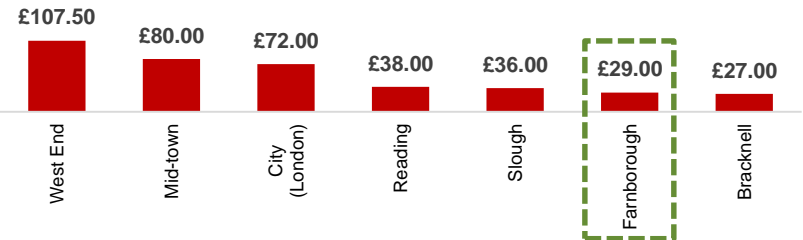
Frasers Property Group's Thames Valley Business Parks



- 2**
- Resilient UK business park market supported by cost-efficient positioning

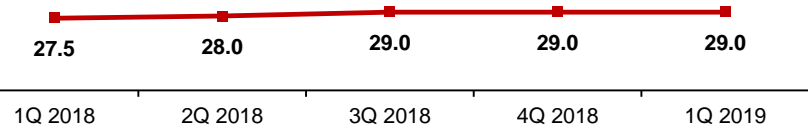
Cost-efficient alternative to CBD and London locations

Prime rents¹ (£ psf pa)



Rents continued growing post-Brexit referendum

Prime rents¹ £ psf pa in Farnborough Area



3

Thames Valley is the principal high-tech region in the UK

- ◆ Regarded as the principal high-tech region in the UK
- ◆ Home to over 200 of UK's top 300 companies
- ◆ Well-established key business clusters including in manufacturing, financial & business services, hi-tech, TMT and aerospace
- ◆ Access to quality workforce and talent pool from well-known universities
- ◆ Convenient transport linkages to London and Heathrow airport

3M Company	Aetna Inc	Aon Plc	Audi AG
Automatic Data Processing Ltd	Becton Dickinson UK Ltd	Dell	Fluor Limited
Flagship Food Group	General Electric Company	Hewlett-Packard	Huawei Technologies Co., Ltd
International Business Machines Corporation	Jacobs Engineering Group	Microsoft Corporation	Novartis AG
Oracle Corporation	Pabulum Ltd	Sanofi	Skillssoft
Telefonaktiebolaget LM Ericsson	Time Inc.		

Source: Market Overview Thames Valley and Farnborough Area, UK dated 30 November 2018, JLL Research, FCOT 2018 Annual Report, CBRE Market View, Thames Valley & M25 Office, Q1 2019, United Kingdom Offices Q2 2019, CBRE.

1. Prime rents is defined as the top open-market rent that could be expected for a notional office unit of the highest quality and specification in the best location in a market. It represents JLL's market view and is based on an analysis/review of actual transactions for prime office space, excluding any unrepresentative deals in a given time period.

Divestment of 55 Market Street

- ◆ Completed divestment of 55 Market Street to an unrelated third party for S\$216.8 million on 31 Aug 2018
- ◆ Sale price was almost triple of initial purchase price¹
- ◆ Significant value unlocked with a net gain of S\$75.7 million² over book value²
- ◆ Divestment proceeds used to repay debts, significantly reducing gearing to 28.3% as at 30 September 2018 (30 June 2018: 35.4%)
- ◆ Created substantial debt headroom and financial flexibility to pursue future growth opportunities initiatives



S\$216.8 mil or S\$3,020 psf sale consideration	c. 3X of S\$72.5 mil original purchase price in 2006	S\$75.7 mil net gain over S\$139.9 mil book value ¹	1.6% Implied exit NPI yield ³
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1. Acquired in 2006 for S\$72.5 million.
2. Net of transaction expenses and fees.
3. Based on the annualised net property income of 55 Market Street for 3QFY18.

Alexandra Technopark AEI fully completed

- ◆ \$45 million AEI fully completed in 2QFY19
- ◆ Contemporary business campus with a more vibrant, stimulating and engaging environment
- ◆ Generous offering of wellness, lifestyle, social and other amenities
- ◆ Well received by tenants and other stakeholders



Alexandra Technopark *A contemporary Business Campus*



- ◆ Wide range of wellness, lifestyle, social and other amenities



Alexandra Technopark *Value-enhancing transformation*

ATP AEI has brought about significant tangible benefits and positive outcomes

- ◆ Heightened market appeal with more than 410,000 sf of leasing transactions (including 387,000 sf of new leases) concluded since Jan 2019
- ◆ Recent signing rents at S\$4.00-4.60 psf/mth generally, above average passing rent of S\$3.97 psf/mth as at end-Dec 2018
- ◆ Other key improvements to property metrics:

	31 Dec 2018	30 Jun 2019	Change
Committed Occupancy	68.6%	93.7%	 25.1 pps
Committed WALE	1.9 years	3.2 years ^a	 1.3 years

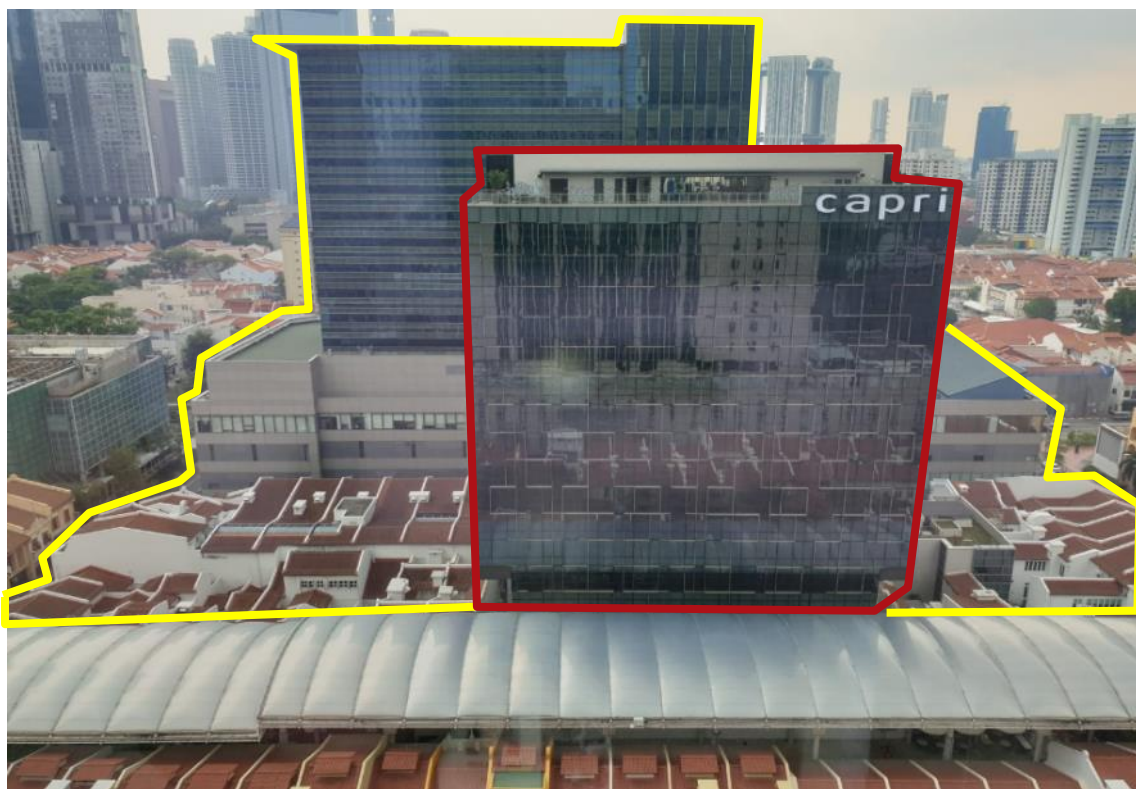
- ◆ Diversified mix of new tenants that includes well-established local and international names from a wide array of sectors
- ◆ Majority of Microsoft space expiring in Jan 2020^b under advance negotiations

a. Inclusive of the commitment by Google Asia Pacific Pte. Ltd. to lease around 344,100 sq ft of space, representing approximately 33.3% NLA of the property, for a term of five years commencing in 1Q 2020 (refer to the announcement dated 25 June 2019 for details).

b. Microsoft Operations Pte. Ltd. had exercised its rights to shorten the lease tenure in respect of 77,761 sf of space by two years to end in January 2020.

China Square Central *New hotel enhances vibrancy*

- ◆ 304-room Capri by Fraser, China Square hotel¹ commenced operations in May 2019
- ◆ Brings increased activity and vibrancy to China Square Central and benefits retail tenants



China Square Central

Capri by Fraser, China Square



Capri by Fraser, China Square



Reception area, Capri by Fraser, China Square

1. Owned by an entity of Frasers Property Limited. Refer to the Circular to Unitholders dated 3 June 2015 for details.

China Square Central *Revamping 18 Cross Street retail podium*

- ◆ S\$38 million AEI to rejuvenate and refresh tenant mix at retail podium for long-term income growth
- ◆ Upgraded retail podium expected to re-commence operations from end-2019
- ◆ Retail podium NLA increases to c.80,000 sf¹ from c.64,000 sf pre-AEI
- ◆ Close to 60% of NLA pre-committed to-date, with another c.20% under advanced negotiations
- ◆ JustCo to occupy the entire 2nd level of the retail podium and certain adjoining spaces



Artist's impression of the retail podium for illustration only



Artist's impression for illustration only

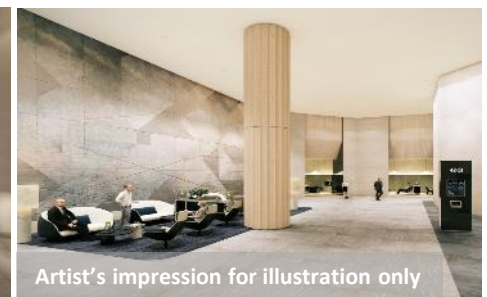
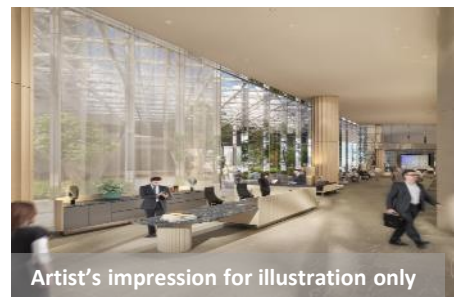
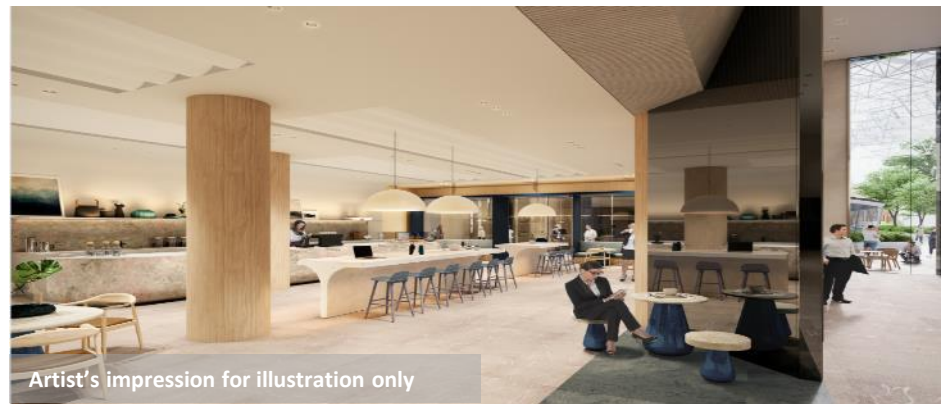
1. Subject to change.

Central Park *Enhancing experience and functionality*

- ◆ Central Park to undergo a S\$23 million AEI (FCOT's 50% share: S\$11.5 million) to upgrade lobby and forecourt areas to consolidate its position as a premium grade building in Perth CBD
- ◆ The AEI aims to create a contemporary, dynamic and community-friendly business environment with a higher quantum of amenities and flexible spaces
- ◆ Works commenced in 2Q 2019 and are expected to complete in 3Q 2020

Community-friendly features:

- *Contemporary lobby with modern finishes and more natural lighting*
- *Flexible work spaces supported by F&B amenities to cater to contemporary working styles*
- *Flexible public spaces to host art, community and wellness events*
- *Business pods with meeting facilities*
- *Lush landscaping and greenery*
- *Handicap-friendly access and toilet facilities*
- *Enhanced openness and connectivity to the 54,000 sf landscaped park adjacent the property*



Appendix



Portfolio Update *Singapore assets*

China Square Central – healthy occupancy



Alexandra Technopark – healthy occupancy a testament of successful AEI



Occupancy	94.8% ^{1,2} (office tower: 94.2% ²)	93.7% ²
WALE	2.4 years ¹	2.1 years (3.2 years ⁴)
WALB³	2.4 years ¹	1.9 years (2.9 years ⁴)
Tenants (selected)	<ul style="list-style-type: none"> ◆ Equinix Asia Pacific Pte Ltd ◆ GroupM Singapore Pte Ltd ◆ OCBC Properties Services Pte Ltd ◆ Suntory Beverage & Food Asia Pte Ltd ◆ WeWork Singapore Pte Ltd 	<ul style="list-style-type: none"> ◆ JT International Tobacco Services (Singapore) Pte Ltd ◆ Microsoft Operations Pte Ltd ◆ Nokia Solutions and Networks Singapore Pte Ltd ◆ Olympus Singapore Pte Ltd ◆ Omron Asia Pacific Pte Ltd

Data as at 30 June 2019.

1. Excluding 18 Cross Street retail podium (NLA c 64,000 sq ft) which is currently closed for asset enhancement works.
2. Committed occupancy as at 30 June 2019.
3. WALB – Weighted average lease to break, reflecting contractual rights for tenants to pre-terminate leases, if any.
4. Inclusive of the commitment by Google Asia Pacific Pte. Ltd. to lease around 344,100 sq ft of space at Alexandra Technopark, representing approximately 33.3% NLA of the property, for a term of five years commencing in 1Q 2020 (refer to the announcement dated 25 June 2019 for details).

Portfolio Update *Australia assets*

**Central Park –
long WALE of 7.5 years¹**



**Caroline Chisholm Centre –
fully occupied with long WALE
of 6.0 years**



**357 Collins Street – high
occupancy in a strong market**



Occupancy	83.1% ¹	100.0%	96.0%
WALE	7.5 years (8.3 years ²)	6.0 years	2.8 years (3.9 years ⁵)
WALB³	7.4 years (8.3 years ²)	6.0 years	2.8 years (3.8 years ⁵)
Tenants (selected)	<ul style="list-style-type: none"> ◆ Australian Energy Market Operator Limited ◆ IOOF Service Co Pty Ltd ◆ Japan Australia LNG (MIMI) Pty Ltd ◆ PF Lawyers Pty Limited (DLA Piper) ◆ Rio Tinto Shared Services Pty Ltd 	<ul style="list-style-type: none"> ◆ Commonwealth of Australia 	<ul style="list-style-type: none"> ◆ Analytical Systems Pty Ltd ◆ Commonwealth Bank of Australia ◆ Meridian Lawyers Limited ◆ Orange Business Services Australia Pty Ltd ◆ Service Stream Limited

Data as at 30 June 2019.

1. Committed occupancy as at 30 June 2019.
2. Inclusive of the commitment by WeWork to lease around 86,300 sq ft of space at Central Park, representing approximately 12.1% NLA of the property.
3. WALB – Weighted average lease to break, reflecting contractual rights for tenants to pre-terminate leases, if any.
4. Based on Moody's rating in June 2019.
5. Inclusive of lease commitments.

Portfolio Update *United Kingdom asset*

Farnborough Business Park – long WALE and healthy occupancy



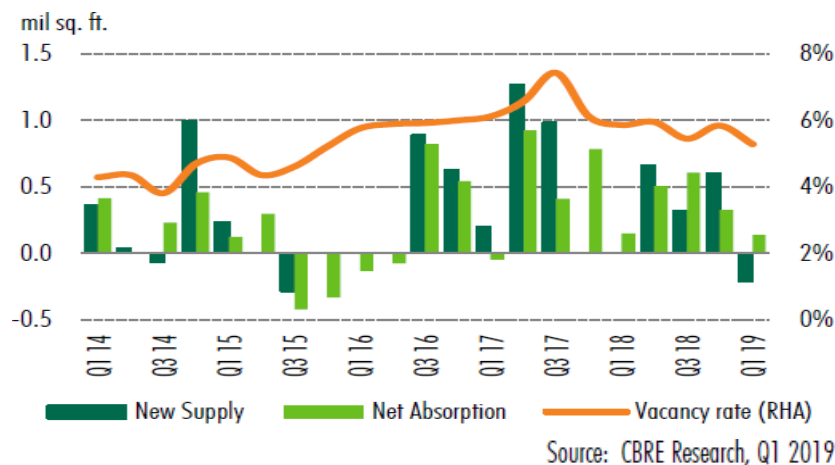
Occupancy	97.4% ¹
WALE	7.1 years
WALB²	5.5 years
Tenants (selected)	<ul style="list-style-type: none">◆ Aetna Global Benefits (UK) Ltd◆ Bolling Investments Limited◆ Fluor Limited◆ INC Research UK Ltd◆ TI Media Limited

Data as at 30 June 2019.

1. After adjusting for leases for which the tenants have exercised their rights to break.
2. WALB – Weighted average lease to break, reflecting contractual rights for tenants to pre-terminate leases, if any.

Demand, supply and outlook for Singapore CBD office market

Office supply-demand dynamics¹



Office vacancy rates¹

	Q1 19	Q-o-q	Y-o-y
Islandwide	5.3%	-56 bps	-58 bps
Core CBD	4.6%	-60 bps	-136 bps
Fringe CBD	5.4%	-31 bps	-104 bps
Decentralised	6.7%	-73 bps	166 bps
Grade A (Core CBD)	4.8%	-31 bps	-106 bps

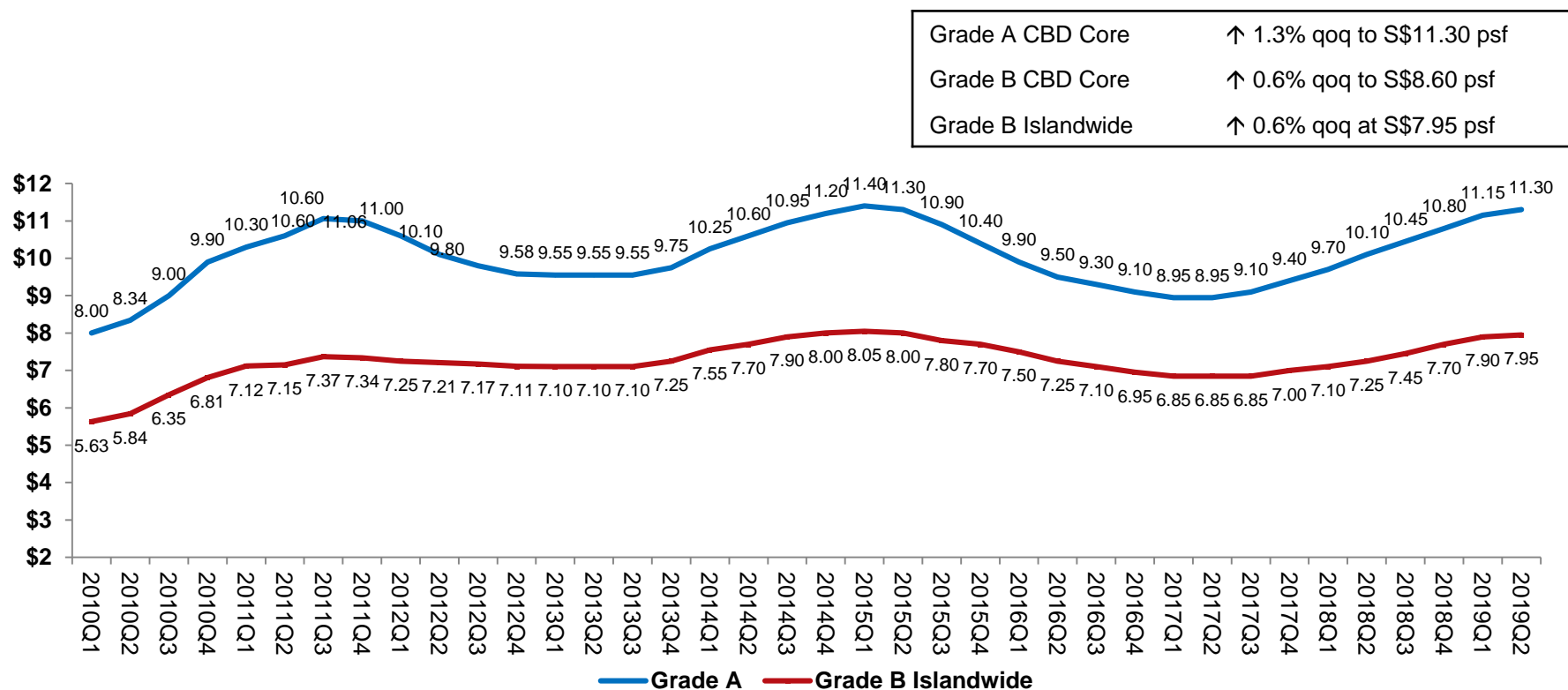
Source: CBRE Research, Q1 2019

- ◆ CBRE reported that the overall market continued to look robust with tightening vacancy, healthy absorption levels and increasing rents
- ◆ Island-wide office vacancy rate reduced to 5.3% as at March 2019 compared to 5.8% as at December 2018
- ◆ Tenant demand was mainly driven by the technology sector and co-working space operators, while the majority of leasing activities comprised of small and medium sized transactions
- ◆ According to CBRE, the positive outlook for rents is supported by the tapering new supply in the medium term
- ◆ CBRE also expects a potential medium-term reduction in the existing supply due to redevelopment activities.

Singapore office rents

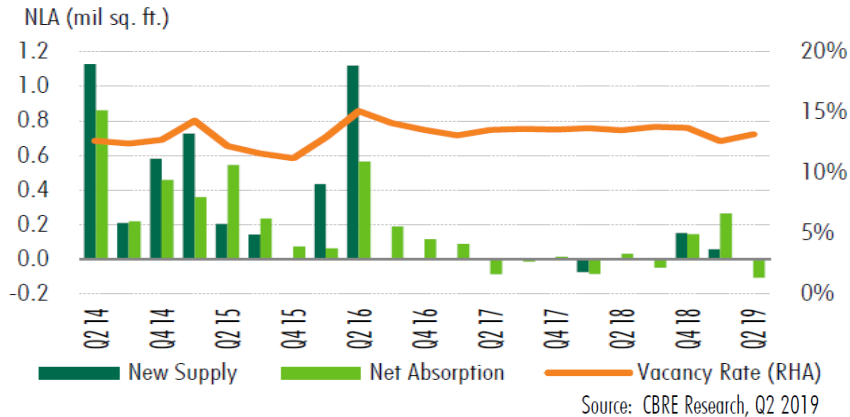
- ◆ General outlook for the office market is subdued in the medium term

Singapore Grade A and Grade B office rents¹



Singapore business park¹ trends and outlook

Business park supply-demand dynamics²



- ◆ Island-wide vacancy increased marginally by 0.6%-points to 13.2% in 2Q 2019
- ◆ The general muted leasing environment was mainly due to tight vacancies in higher quality buildings and lack of new multi-user stock
- ◆ According to CBRE, the outlook for business park space is stable and rents and vacancy are expected to remain stable over the medium term

Business park future pipeline²

	City Fringe	Rest of Island	Total
2019	-	-	-
2020	0.53 mil	1.07 mil	1.60 mil
2021	-	0.59 mil	0.59 mil
2022	0.18 mil	-	0.18 mil

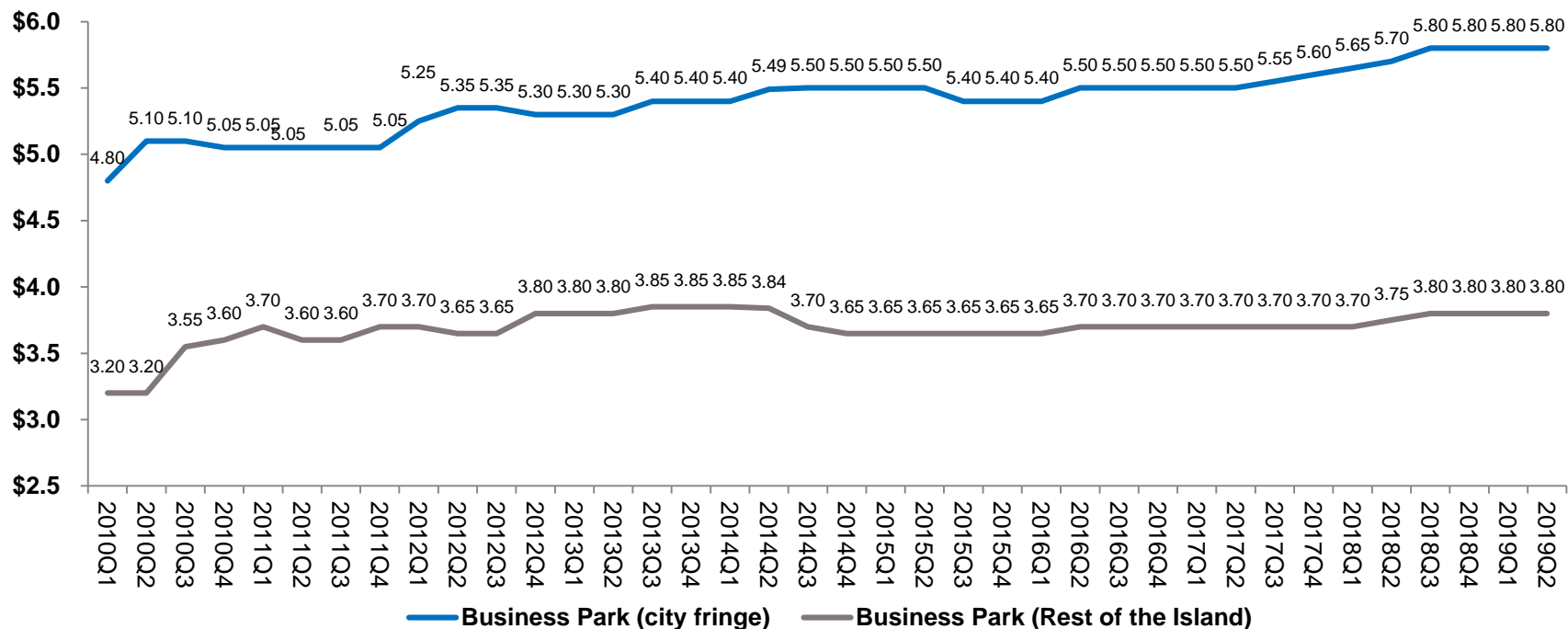
Source: CBRE Research, Q2 2019

1. Alexandra Technopark is a high-specification B1 industrial development located at the city-fringe, with certain physical attributes similar to business parks. Due to limited availability of market research information directly relating to the asset class of Alexandra Technopark, market research information for business parks is provided for indicative reference.
 2. CBRE, Singapore Market View, Q2 2019

Singapore business park rents¹

- ◆ City fringe and rest of the island business park average rents remain stable²

Singapore Business Park (city fringe) rents²

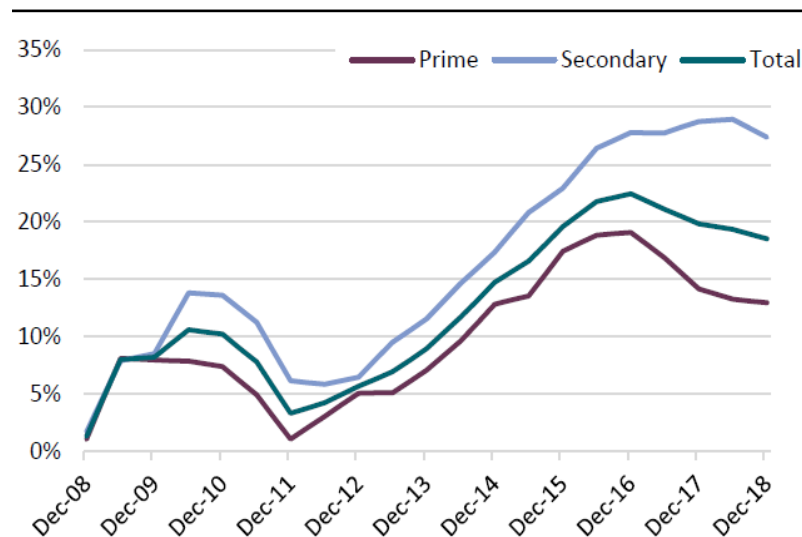


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Perth CBD office trends and outlook

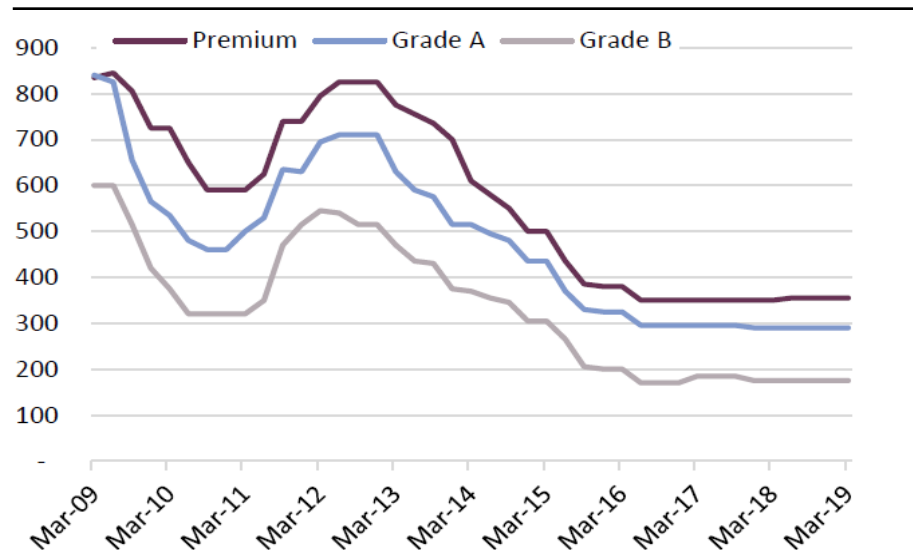
- ◆ Business confidence has returned to the Western Australian economy
- ◆ Premium Grade and Grade A CBD office segments continue to benefit from re-centralisation to CBD and 'flight to quality' trends
- ◆ Total market vacancy reduced 70 basis points to 18.5% in the six months to December 2018
- ◆ Premium Grade average net face rent was A\$600 to A\$725 per sqm per annum as at March 2019, with average lease incentives between 45% and 48%
- ◆ Savills Research forecasts overall vacancy rate to fall further over the next 5 years

Perth CBD office vacancy rate (%)



Source: PCA/ Savills Research

Perth CBD office net effective rents by grade (A\$/ sqm)

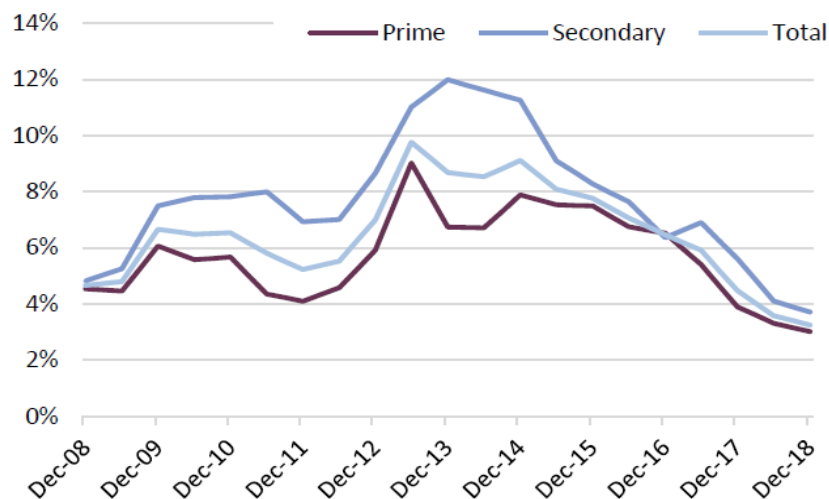


Source: Savills Research

Melbourne CBD office trends and outlook

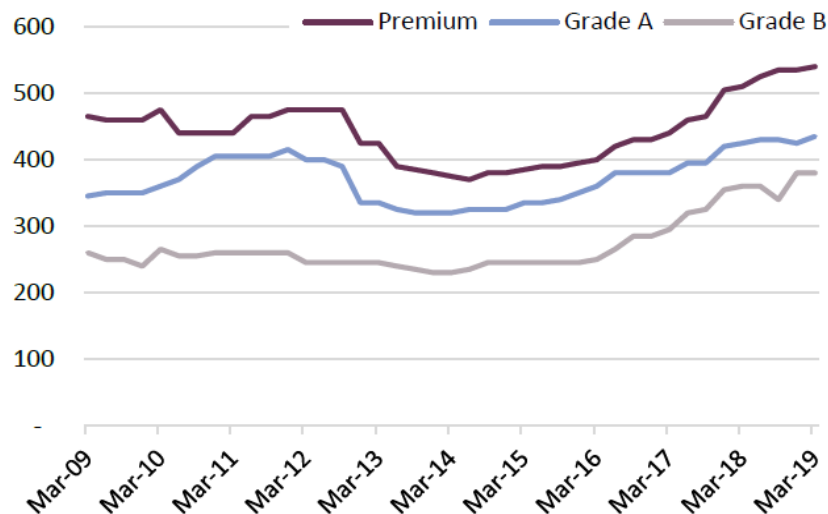
- ◆ Melbourne CBD office market continued to be strong, on the back of strong economic performance in the state of Victoria
- ◆ Total vacancy in Melbourne CBD of 3.2% as at end-December 2018 was the lowest level recorded in ten years and the lowest level recorded of all CBD markets in Australia
- ◆ Grade A office average net face rent was A\$500 to A\$650 per sqm per annum as at end-March 2019, with lease incentives between 22% and 28%
- ◆ Savills Research forecasts vacancy rate to reduce further to below 3.0% over the next twelve months and strong rental growth to continue until the next delivery of new supply in 2020

Melbourne CBD office vacancy rate (%)



Source: PCA/ Savills Research

Melbourne CBD office net effective rents by grade (A\$/ sqm)

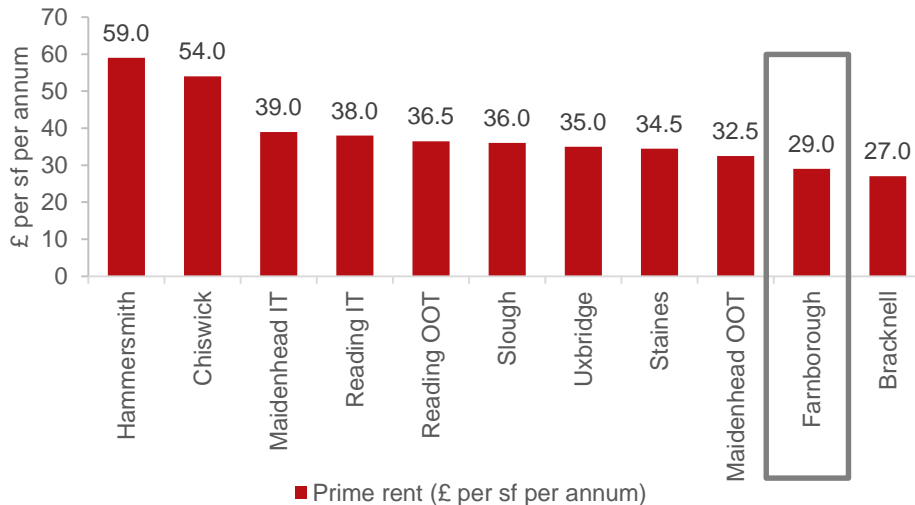


Source: Savills Research

Thames Valley office trends and outlook

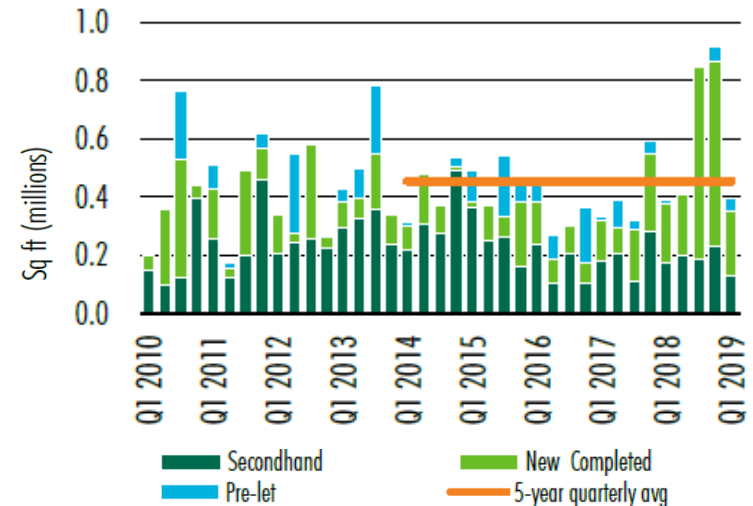
- ◆ Total absorption of 393,653 sf in 1Q 2019 signaled a solid start to the year
- ◆ Rents generally remained stable in 2018, with prime office rents in the majority of locations achieving all-time highs
- ◆ For the Farnborough area, the indicative prime office headline rent was £29.0 psf per annum as at end-March 2019, while lease incentives were generally around 17.5% (for typical 10-year lease terms)
- ◆ CBRE Research forecasts rents in the Farnborough area to be generally on an uptrend in the next twelve months, while incentives are expected to remain stable during the same period

Key Thames Valley Prime Grade office rents (£ per sf per annum)



Source: CBRE Research, Q1 2019

Thames Valley take up, Q1 2019



Source: CBRE Research, Q1 2019

Sustainability

- ◆ Sustainability is one of the key aspects contributing to our aspirations of becoming a leading owner of quality commercial real estate properties and the preferred choice for businesses and investors and to deliver long-term growth to our Unitholders
- ◆ FCOT's sustainability strategies and action plans are based on the Frasers Group's Sustainability Framework, which sets out sustainability priorities until 2030
- ◆ Key highlights of sustainability performance in FY2018 include:

Acting Progressively

- ◆ FCOT is constituents of the iEdge Singapore ESG Leader and iEdge Singapore ESG Transparency indices
- ◆ All FCOT properties in Singapore are BCA Green Mark certified
- ◆ All FCOT properties in Australia have National Australian Built Environment Rating System (NABERS) Energy base building rating of at least 5.0-star
- ◆ Farnborough Business Park won the prestigious Green Flag Award 2018 which recognises well-managed parks and green spaces globally
- ◆ No known breaches of environmental laws and regulations and no confirmed cases with regards to bribery and corruption reported
- ◆ No known incidents of non-compliance with regulations and voluntary codes in relation to marketing communications

Consuming Responsibly

- ◆ 11.1% year-on-year improvement in average building energy intensity
- ◆ 7.5% year-on-year improvement in greenhouse gas (GHG) emissions intensity
- ◆ 12.0% year-on-year improvement in average building water intensity
- ◆ 10.0% year-on-year decrease in building waste generated

Focusing on People

- ◆ 51.1 hours of training per employee, 27.8% higher than the target of 40.0 hours
- ◆ No major safety incidents across our portfolio
- ◆ More than S\$900,000 community investments raised and donated

**Experience
matters.**



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