



ARA ASSET MANAGEMENT LIMITED



**RESULTS PRESENTATION
FOR THE FULL YEAR ENDED
31 DECEMBER 2009**



AGENDA



1. Business Overview
2. Financial Results
3. Strategy

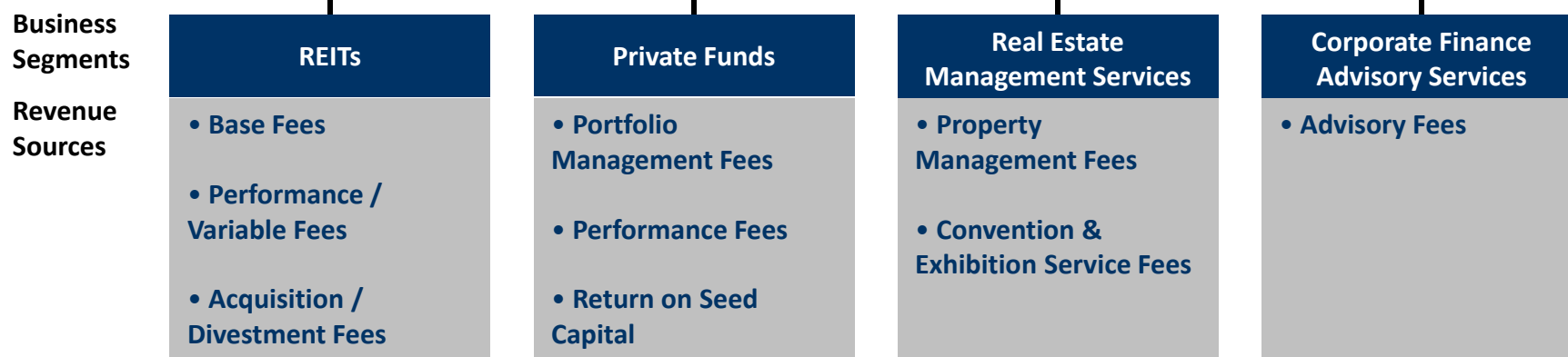


1. BUSINESS OVERVIEW

Business Segments



ARA ASSET MANAGEMENT LIMITED




Notes:	<p>For the REITs we manage, we earn:</p> <ul style="list-style-type: none"> • base fees based on the value of the properties of the REITs; • performance / variable fees based on the net property income of the REITs; and • acquisition / divestment fees based on the value of properties acquired / divested by the REITs. 	<p>For the private real estate funds we manage, we earn:</p> <ul style="list-style-type: none"> • portfolio management fees based on the committed capital, NAV or gross assets of the funds; • a share of the returns of the funds at the end of the funds' lives for performance beyond certain hurdle rates as performance fees; and • returns on seed capital. 	<p>We earn management fees for the provision of:</p> <ul style="list-style-type: none"> • property management services; • convention & exhibition services; and • management services for the common property of real estate developments. 	<p>We earn advisory fees for corporate finance advisory services rendered to related corporations.</p>
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Funds & Services



Diversified & complementary fund platforms & services

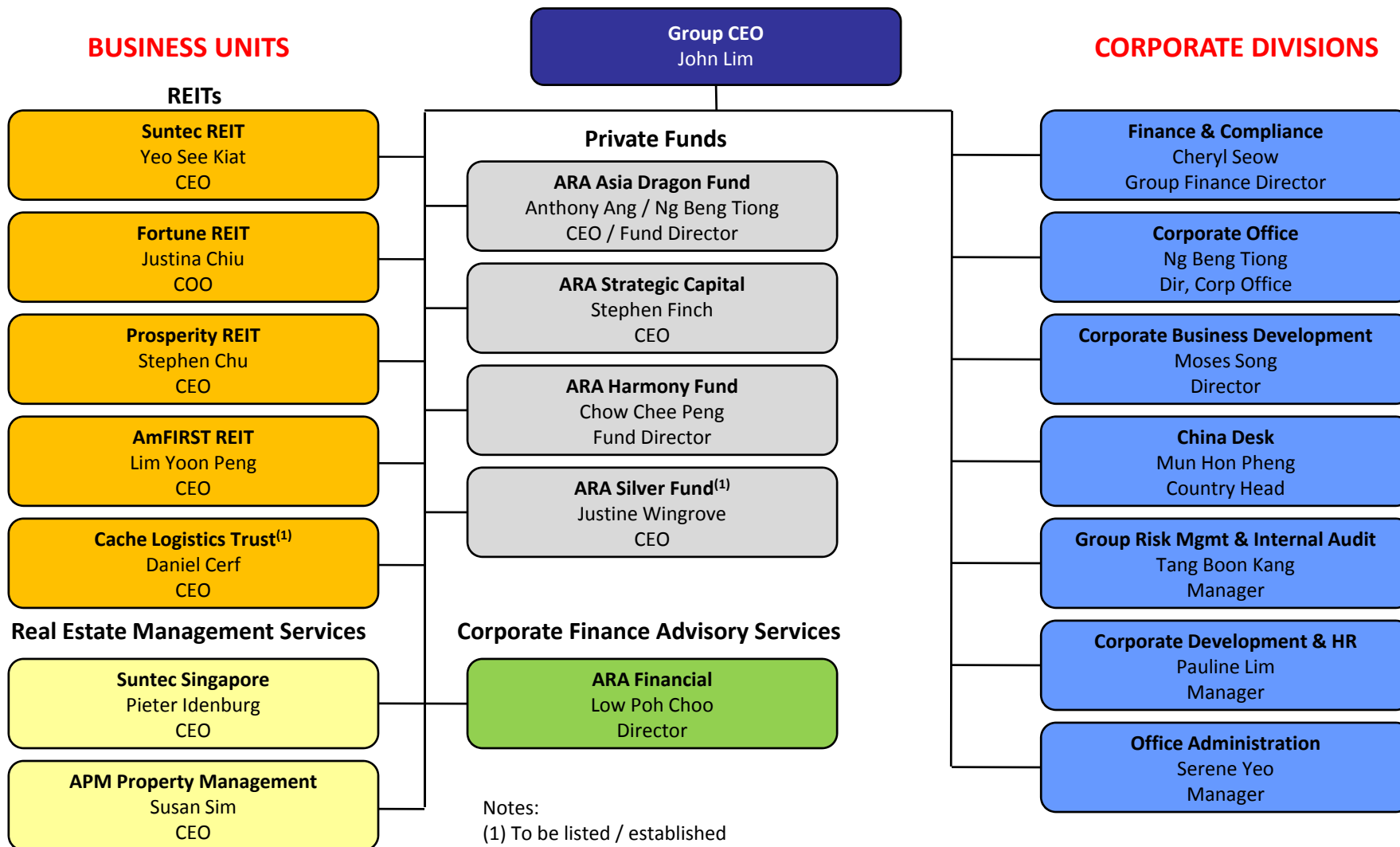
REITs				
Description	SGX-listed with Hong Kong retail assets	SGX-listed with Singapore retail and office assets	HKSE-listed with HK office and industrial/office assets	Bursa-listed with M'sian commercial assets
Property Value⁽¹⁾	HK\$11,500m	S\$5,185m	HK\$4,887m	RM988m
Rentable Area	2.0m sf	3.1m sf	1.2m sf	2.3m sf
Private Funds				
Description	ARA Asia Dragon Fund Flagship strategic and opportunistic private real estate fund investing in Singapore, Hong Kong, China, Malaysia and other emerging economies in Asia		ARA Asian Asset Income Fund Open-ended private fund investing in REITs, listed infrastructure and utilities trusts in the Asia-Pacific region	
Real Estate Management Services				
Description	Property management services provider		Operations, sales and marketing services provider for convention, exhibition, meeting and event facilities	

Notes:
 (1) Property values as of last publicly-announced valuation.

Management Team



Experienced team with a proven track record



Operations in 8 cities across Asia



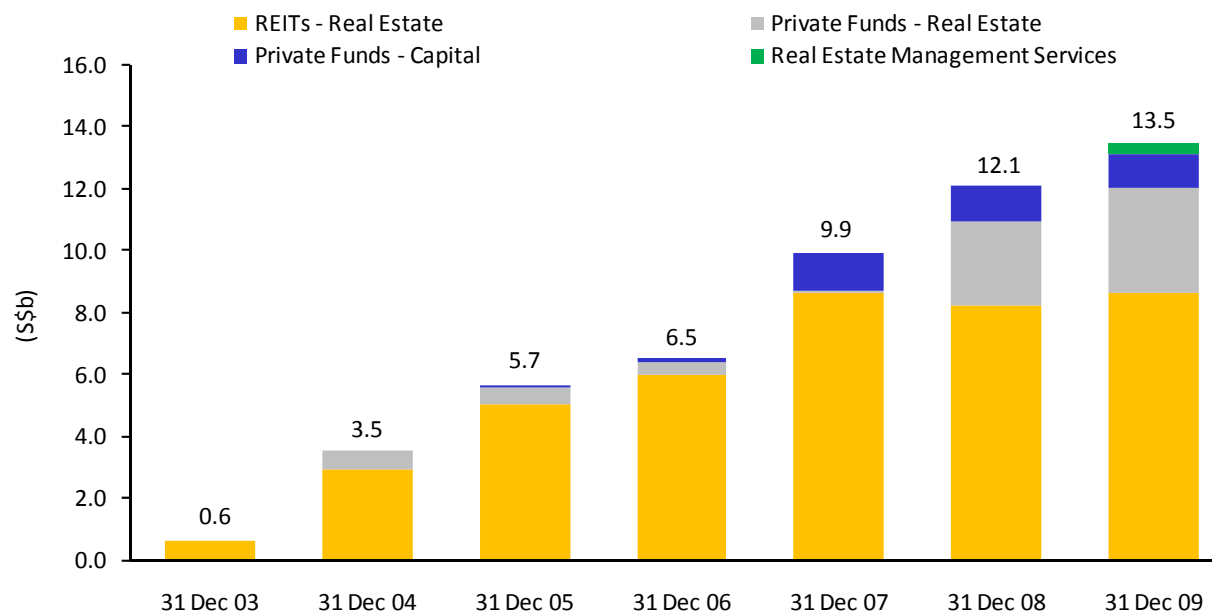
- New office established in Dalian
- Continue to seek to establish ARA's network in selected cities in China
- Staff strength of 806⁽¹⁾ as at 31 Jan 10

Notes:
(1) Inclusive of real estate management services business division and employees in joint-venture entities of the Group and various funds under management

Total Assets Under Management



S\$13.5 billion (US\$9.6 billion) as at 31 Dec 09



Assets Under Management		31 Dec 09	31 Dec 08	Change (%)
REITs – Real Estate	(billion)	S\$8.6 (US\$6.1)	S\$8.2 (US\$5.9)	5%
Private Funds – Real Estate	(billion)	S\$3.4 (US\$2.4)	S\$2.7 (US\$1.9)	26%
Private Funds – Capital	(billion)	S\$1.1 (US\$0.8)	S\$1.1 (US\$0.8)	(6%)
Real Estate Management Services ⁽¹⁾	(billion)	S\$0.3 (US\$0.2)	-	n.m.
Total AUM	(billion)	S\$13.5 (US\$9.6)	S\$12.1 (US\$8.6)	11%



2. FINANCIAL RESULTS

Results In Brief



Consistently strong earnings

Financial Highlights		FY09	FY08	Change (%)
Revenue				
Management fees ⁽¹⁾	(S\$'000)	67,102	64,484	4%
Acquisition and performance fees ⁽²⁾	(S\$'000)	7,494	1,148	553%
Other income ⁽³⁾	(S\$'000)	11,683	4,407	165%
Total Revenue	(S\$'000)	86,279	70,039	23%
EBIT	(S\$'000)	54,509	40,326	35%
Net Profit	(S\$'000)	48,339	36,729	32%
Financial Measures				
EPS ⁽⁴⁾	(S cents)	8.30	6.31	32%
Net Margin	(%)	56%	52%	4% pts

Notes:

- (1) Recurrent REIT and private fund management fees, and real estate management services fees
- (2) REIT acquisition fees and private fund arrangement and performance fees
- (3) Comprises mainly distribution income from financial assets and gain on disposal of held-for-trading securities received as part payment of REIT management fees
- (4) Based on 582,060,000 shares in issue as at 31 Dec 09 and 31 Dec 08

Dividend & Bonus Issue



Proposed final cash dividend of 2.50 Singapore cents per share & 1-for-5 bonus issue

Proposed final cash dividend

1H09 interim dividend	(S cents)	2.30	Paid on 3 Sep 09
FY09 final dividend	(S cents)	2.50	Subject to shareholders' approval
Total FY2009 cash dividend	(S cents)	4.80	

Proposed bonus issue

Bonus shares ⁽¹⁾		1-for-5	Subject to SGX-ST & shareholders' approval
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Timeline

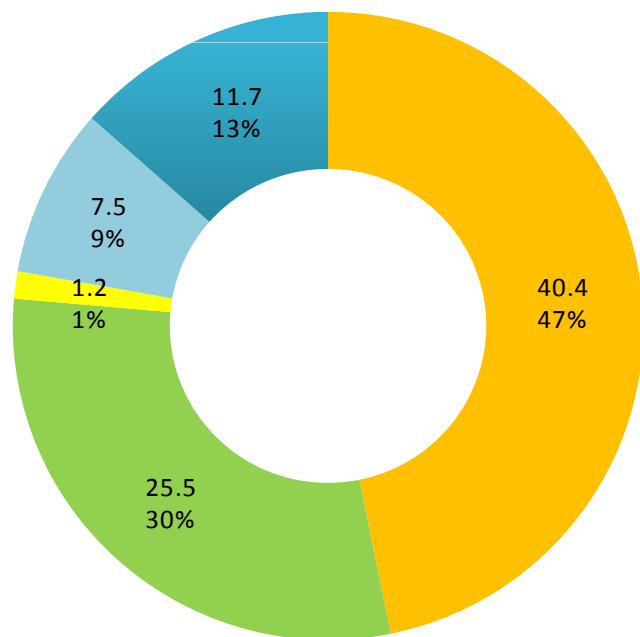
Shareholders' approval	26 Apr 10	AGM/ SGM
Ex date	29 Apr 10	Bonus Issue ex-date tba
Payment date for final cash dividend	18 May 09	

Revenue By Segments

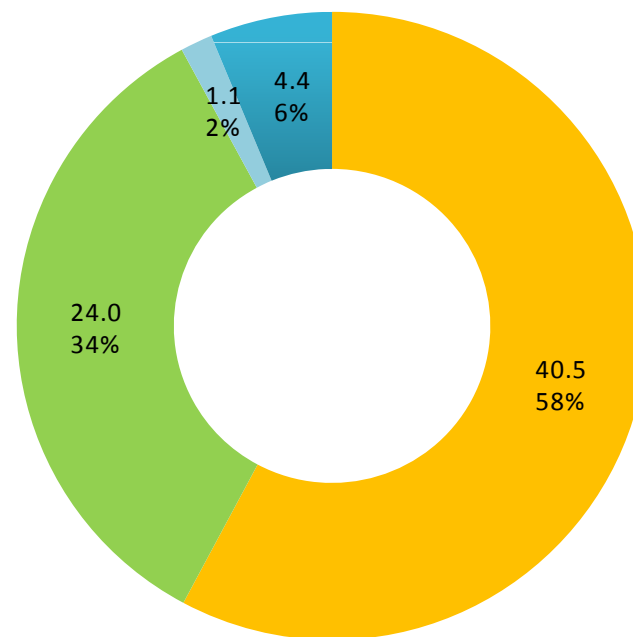


Stable and diversified income base

FY09 Total Revenue: (S\$m, % of total)
Total: S\$86.3m (+23%)



FY08 Total Revenue (S\$m, % of total)
Total: S\$70.0m



- REIT management fees
- Real estate management services
- Other income
- Private fund management fees
- Acquisition & performance fees

Balance Sheet



Sound balance sheet

Group balance sheet as at 31 Dec 09		S\$'000			S\$'000
Non-current assets			Non-current liabilities		
Plant and equipment		1,095	Financial liabilities		18,515
Tenancy deposits		625	Deferred tax liabilities		54
Associates		551			
Financial assets		92,432			
Goodwill		1,450			
		<u>96,153</u>			<u>18,569</u>
Current assets			Current liabilities		
Financial assets		4,174	Trade and other payables		17,760
Derivative assets		147	Financial liabilities		38
Trade and other receivables		22,451	Current tax payable		5,050
Cash and cash equivalents		46,148			
		<u>72,920</u>			<u>22,848</u>
			Total liabilities		<u>41,417</u>
			Shareholders' equity		<u>127,656</u>
Total assets		<u>169,073</u>	Total liabilities & Shareholders' equity		<u>169,073</u>



3. STRATEGY

Cache Logistics Trust (“CLT”)



Asia Pacific-focused logistics REIT jointly managed by ARA and CWT Limited



CWT Commodity Hub



CWT Cold Hub



Schenker Megahub



Hi-Speed Logistics Centre



C&P Changi Districentre



C&P Changi DC II

Overview of CLT

- Partner CWT Limited is a leading logistics operator listed in Singapore with global operations
- REIT Manager, ARA-CWT Trust Management (Cache) Limited, 60% owned by ARA and 40% owned by CWT
- Property Manager, Cache Property Management Pte. Ltd., 40% owned by ARA and 60% owned by CWT
- Initial portfolio comprises 6 high-quality logistics properties in Singapore valued at S\$730 million
- Secure income with annual rental escalation through master lease arrangements for all the properties

Timeline

- Letter of Eligibility-to-List received on 5 Feb 10
- Target for listing by 1H10

Seeking to become the premier real estate fund manager in Asia

Strong foundation

- **Sound balance sheet** – Ample cash reserves with limited borrowings
- **Consistent earnings** – Strong recurrent management fee income from REITs, private funds and real estate management services
- **Experienced management** – Experienced management team with a proven track record
- **Critical mass** – One of the largest real estate fund managers in Asia with AUM of over S\$13b and well-established operations in Singapore, Hong Kong, China and Malaysia

Sustaining our growth

- **Private funds** – ADF on track to place out bulk of remaining capital commitments by end of 2010. Seek to launch ADF II and new private funds, market conditions permitting
- **REITs** – Pursue growth in existing REITs under management and seek strategic partners to jointly establish and manage REITs in new sectors and/or markets
- **Real estate management services** – Establishment of real estate management services (“REMS”) business division marks transformation to fully-integrated real estate fund management platform. REMS division to leverage on REITs and private funds under management to drive growth

Disclaimer

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