

**PRESS RELEASE**

**RECORD TOTAL REVENUE AT S\$122.8 MILLION  
DIVIDEND PAYOUT 15% HIGHER Y-O-Y**

- Total revenue rose 9% to S\$122.8 million
- Results boosted by strong REIT management fees and performance fees from private fund performance
- Total assets under management jumps 19% to S\$20.2 billion
- Proposed final dividend of S\$0.027 per share

**FY2011 Results Highlights**

		<b>FY2011</b>	<b>FY2010</b>	<b>% Change</b>
Revenue				
Management fees	(S\$'000)	90,860	84,630	7%
Acquisition and performance fees	(S\$'000)	21,288	17,499	22%
Other income	(S\$'000)	10,613	10,382	2%
Total Revenue	(S\$'000)	122,761	112,511	9%
Net Profit	(S\$'000)	68,202	63,812	7%
EPS <sup>1</sup>	(S cents)	8.88	8.31	7%
AUM <sup>2</sup>	(S\$ billion)	20.2	17.1	19%

**21 February 2012** – ARA Asset Management Limited (“**ARA**” or the “**Group**”) is pleased to report a 7% increase in net profit to S\$68.2 million for the financial year ended 31 December 2011 (“**FY2011**”). The net profit has included an accounting adjustment of mark-to-market loss of S\$6.1 million on the Suntec REIT acquisition units<sup>3</sup> received by the Group for the acquisition of a one-third interest in Marina Bay Financial Centre Towers 1 & 2, the Marina Bay Link Mall and 695 car park lots (the “**MBFC Property**”) by Suntec REIT on 9 December 2010. Excluding the effects of this mark-to-market adjustment and the related tax effects, the Group’s net profit would have been S\$73.3 million, 15% higher than that achieved in FY2010. Total assets under management (“**AUM**”) increased to S\$20.2 billion as at 31 December 2011, 19% higher year-on-year.

<sup>1</sup> Based on the enlarged share capital of 768,319,189 shares following the 1-for-10 bonus issue in June 2011.

<sup>2</sup> Assets under management as at year end based on exchange rates as at 31 December 2011.

<sup>3</sup> The said acquisition units were subject to a one year moratorium as stipulated in the Collective Investment Schemes issued by the Monetary Authority of Singapore.

ARA Group CEO, Mr John Lim said: "We are pleased to report another year of record earnings for ARA. Total revenue for FY2011 surged 9% year-on-year to a record S\$122.8 million, while net profit jumped 7% year-on-year to S\$68.2 million. Shareholders were also rewarded with a 1-for-10 bonus issue in June 2011, and with the enlarged share base, dividends for 2011 were 15% higher year-on-year. Our excellent results were achieved on the back of higher management fees from the REITs and strong performance from our private funds division."

REIT management fees were boosted by the full year contribution of Suntec REIT's acquisition of a one-third interest in the MBFC Property. The Group's acquisition and performance fees jumped 22% from S\$17.5 million in FY2010 to S\$21.3 million in FY2011, on the back of performance fees of S\$18.5 million received from the divestment of the entire equity interest in the ARA Harmony Fund by its private investors at an overall internal rate of return of 64.8%.

ARA's achievements and high standards were acknowledged by industry peers with the accolades it received in 2011. For the second year running, ARA was included in Forbes Asia's "200 Best under a Billion List" and was also recognized as a Business Superbrands in Singapore, a strong testament to ARA's excellent branding and recognition locally and abroad.

Commenting on the outlook for the Group, Mr Lim said: "The global economic growth outlook remains uncertain with the Eurozone's lingering sovereign debt crisis and uncertainty over the strength of recovery in the US. In China, although the Group believes that the perceived risks to the overall economy from the property and property-linked sectors are overstated, the Group does nonetheless expect to see economic growth continuing to slow. A "hard-landing" scenario is unlikely as inflation begins to moderate and restrictive policy measures are slowly eased over time. Accordingly, the Group does not expect to see any major policy stimulus in the near term. ARA is well positioned to capitalize on opportunities that may arise with our established platforms and strong track record."

Mr Lim added, "As we celebrate our 10<sup>th</sup> anniversary this year, we look forward to achieving our vision of becoming *the* premier integrated real estate fund manager in Asia."

The Board is pleased to propose a final cash dividend of S\$0.027 per share for FY2011. The proposed final cash dividend is subject to shareholders' approval at the Company's Annual General Meeting to be held on 26 April 2012. Inclusive of the interim cash dividend of S\$0.023 per share paid out on 8 September 2011, the total cash dividend for FY2011 amounts to S\$0.050 per share. With the Company's enlarged share base following the 1-for-10 bonus

issue in June 2011, the proposed dividend for FY2011 represents a 15% increase from the total dividend paid in FY2010.

- The End -

#### **About ARA Asset Management Limited**

ARA, an affiliate of the Cheung Kong group, is a real estate fund management company listed on the main board of the Singapore Exchange. ARA's business is focused on the following primary segments:

- (a) REITs – The Group is one of the largest REIT managers in Asia ex-Japan and currently manages six REITs listed in three countries namely, Fortune REIT dual-listed in Singapore and Hong Kong, Suntec REIT and Cache Logistics Trust listed in Singapore, Hui Xian REIT and Prosperity REIT listed in Hong Kong and AmFIRST REIT listed in Malaysia;
- (b) Private real estate funds – The Group manages several private funds investing in real estate in Asia;
- (c) Real estate management services – The Group provides property management services and manages the award-winning Suntec Singapore International Convention & Exhibition Centre; and
- (d) Corporate finance advisory services – The Group has an in-house advisory arm providing corporate finance advisory services to related corporations.

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