



ARA ASSET MANAGEMENT LIMITED

亚腾资产管理有限公司

**RESULTS FOR THE QUARTER ENDED
31 MARCH 2014**

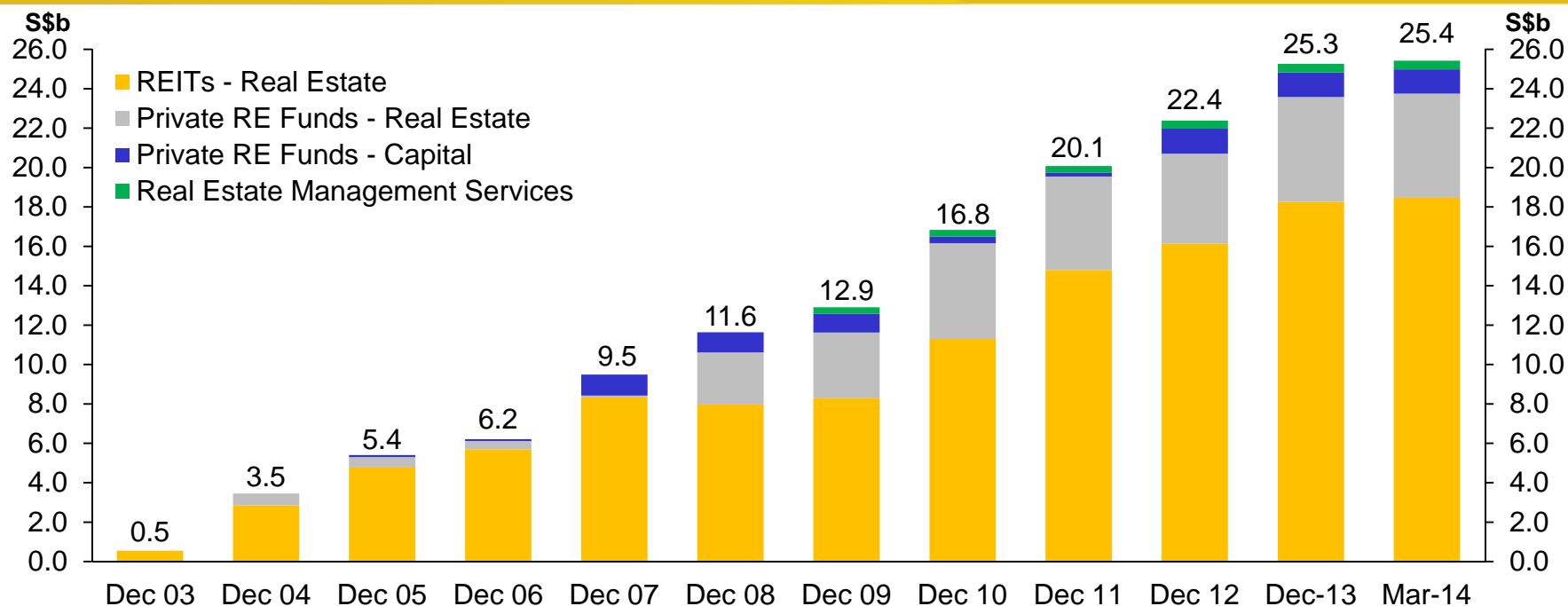
DEFINING STRATEGIES FOR EXCELLENCE



1Q2014 Highlights

1Q2014 HIGHLIGHTS

AUM as at 31 March 2014 stood at \$25.4 billion



Assets Under Management⁽¹⁾ (S\$ billion)

	Mar 2014	Dec 2013	Change
REITs – Real Estate ⁽²⁾	18.5	18.3	1.1%
Private Real Estate Funds – Real Estate	5.3	5.3	(0.6%)
Private Real Estate Funds – Capital ⁽³⁾	1.2	1.2	(1.0%)
Real Estate Management Services ⁽⁴⁾	0.4	0.4	0.0%
Total	25.4	25.3	0.6%

Notes:

1. Based on exchange rates as at 31 March 2014
2. Comprises gross property value of REITs managed by subsidiaries & associated companies
3. Excludes capital committed for projects pending completion
4. Revenue base for real estate management services fee computation

1Q2014 HIGHLIGHTS

Solid business model delivers growing financial performance



Financial Highlights		1Q2014	1Q2013	Change
Revenue				
Management fees ⁽¹⁾	(S\$'000)	29,684	26,674	11%
Acquisition, divestment and performance fees ⁽²⁾	(S\$'000)	2,613	953	174%
Finance income ⁽³⁾	(S\$'000)	5,817	4,588	27%
Other income	(S\$'000)	69	21	229%
Total Revenue	(S\$'000)	38,183	32,236	18%
Results from operating activities	(S\$'000)	20,883	19,235	9%
Share of Profit of Associates	(S\$'000)	807	845	(-4%)
Net Profit attributable to equity holders of the Company	(S\$'000)	17,830	16,815	6%
EPS ⁽⁴⁾	(S cents)	2.11	1.99	6%

Higher Total Revenue driven by:

- Higher management fees received from the REITs division and higher real estate management fees comprising leasing commission, property management fees, and convention and exhibition service fees.
- Higher acquisition, divestment and performance fees post acquisitions made by Prosperity REIT and progress payments by Suntec REIT for its acquisition of 177 Pacific Highway
- New contributions from MIP and SIP for the private real estate funds division

Notes:

(1) Recurrent management fees from REITs, private real estate funds and real estate management services

(2) Primarily REIT acquisition/divestment fees and project management and consultancy fees

(3) Comprises mainly distribution income from financial assets and net gains on fair valuation/disposal of REIT units

(4) Based on net profit attributable to equity holders of the Company, and the issued share capital of 845,151,093 shares as at 31 March 2014

1Q2014 HIGHLIGHTS

Asset-light business model with robust balance sheet

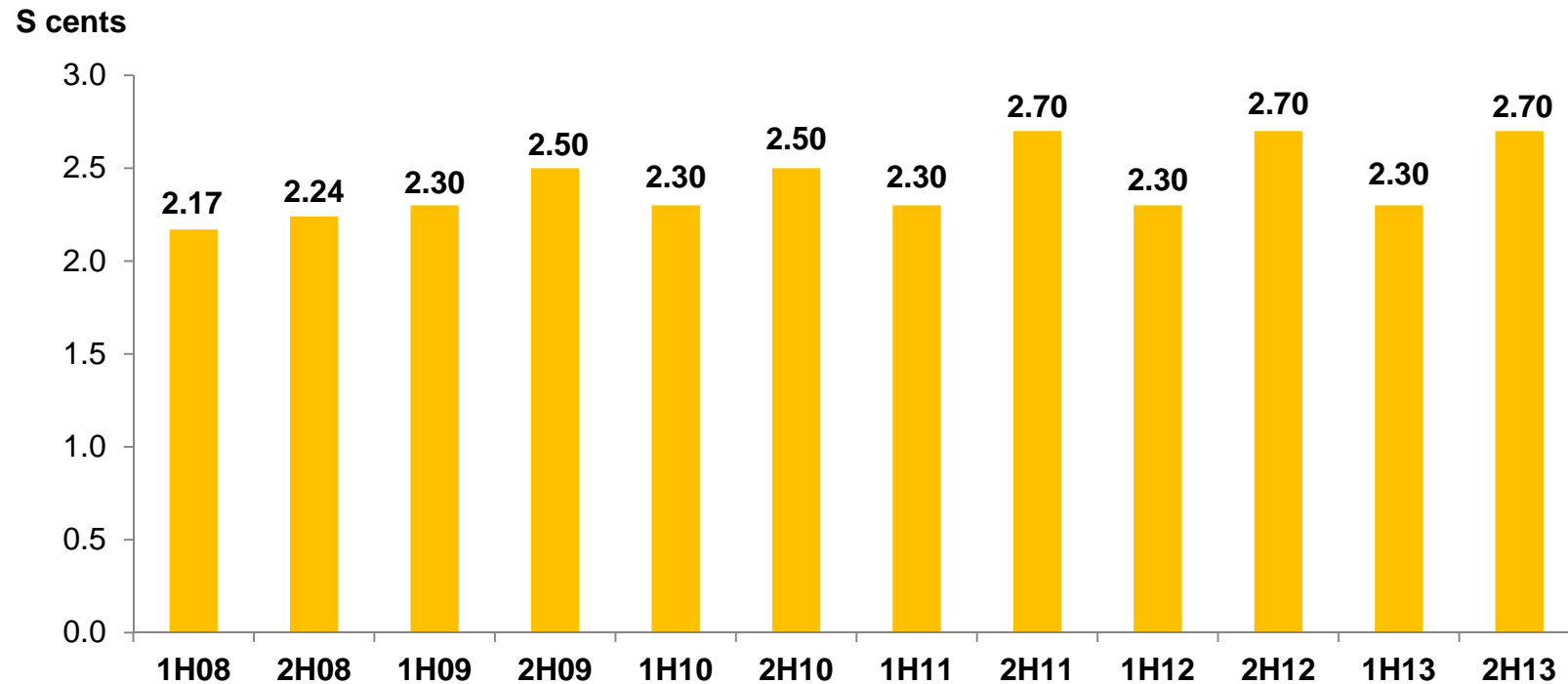


Group Balance Sheet as at 31 March 2014

	S\$'000		S\$'000
Plant and equipment	1,293	Loan and borrowings	129
Subsidiaries	-	Other payables	83
Associates	3,727	Deferred tax liabilities	61
Financial assets	211,568		
Other receivables	6,087		
Non-current assets	222,675	Non-current liabilities	273
Financial assets	32,032	Trade and other payables	21,117
Trade and other receivables	31,620	Loan and borrowings	4,686
Cash and cash equivalents	47,553	Current tax payable	12,608
Current assets	111,205	Current liabilities	38,411
		Total liabilities	38,684
		Total equity	295,196
Total assets	333,880	Total equity and liabilities	333,880

1Q2014 HIGHLIGHTS

Rewarding shareholders



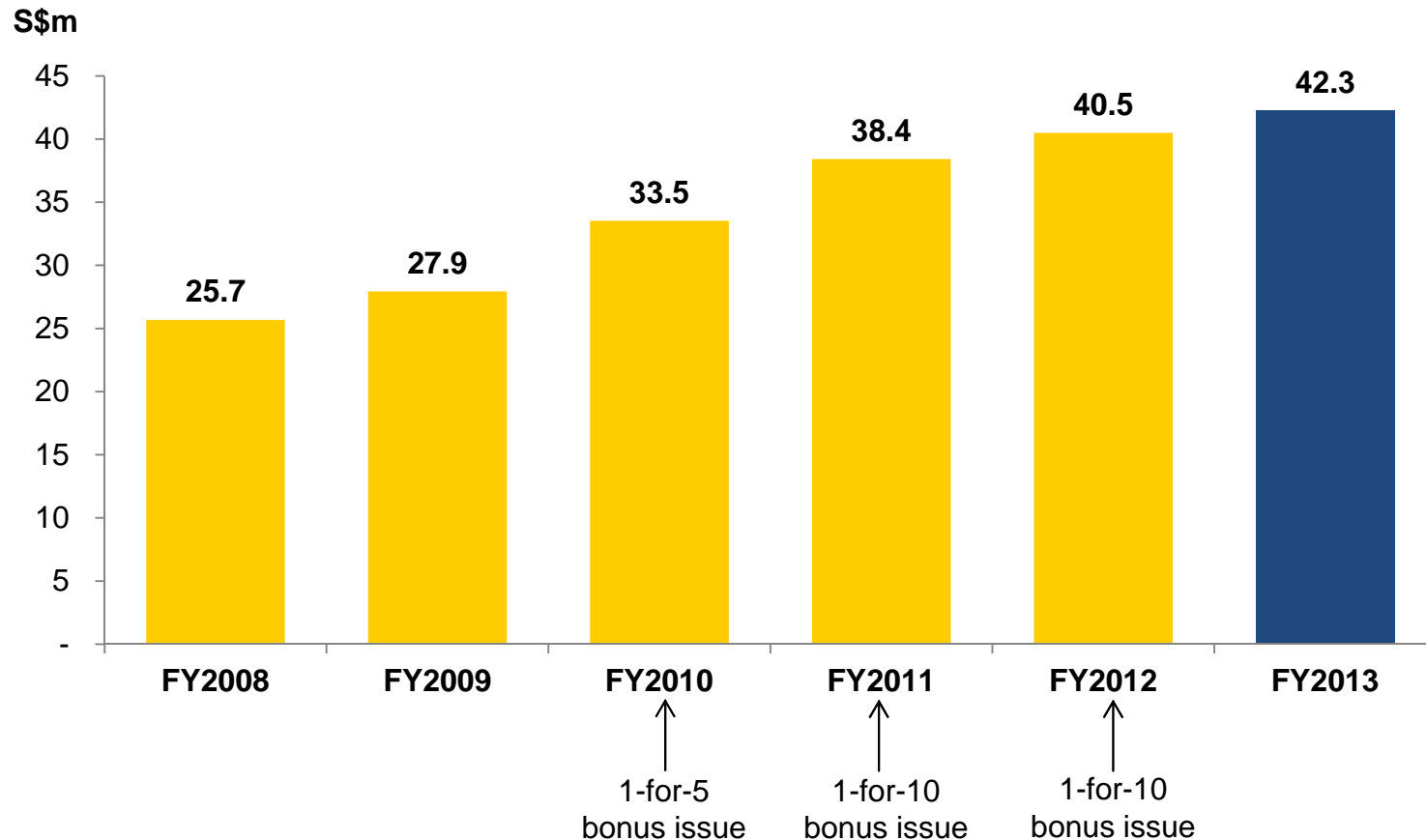
Sustainable dividend policy

5.0 Singapore Cents per share annually, barring any unforeseen circumstances

- Interim dividend – 2.3 Singapore Cents per share
- Final approved dividend – 2.7 Singapore Cents per share

1Q2014 HIGHLIGHTS

Approved FY2013 final dividend of S\$0.027 per share



Growing total dividends over time

- Issued bonus shares while maintaining the constant dividend of 5.0 Singapore Cents per share, barring any unforeseen circumstances
- Total dividends to be paid for FY2013 of S\$42.3 million







A grayscale background image of a Go board with several Go stones. The stones are arranged on the board, and the board itself has a grid pattern. The stones are of various colors, including white and black, and are scattered across the board.

Business Model

FUNDS & SERVICES

Diversified funds management platforms and complementary services



REITs	 FORTUNE REIT 豐富產業信託	 SUNTEC Real Estate Investment Trust	 PROSPERITY REIT 泓富產業信託	 AmFIRST Real Estate Investment Trust	 CACHE LOGISTICS TRUST	 HUI XIAN REIT 匯賢產業信託	ARA-NPS REITs
Listing Venue	SGX-ST & SEHK	SGX-ST	SEHK	Bursa	SGX-ST	SEHK	Private REITs
Listing Year	2003	2004	2005	2006	2010	2011	2007; 2010 ⁽¹⁾
Focus	Suburban retail properties in Hong Kong	Prime office & retail properties in Singapore and Australia	Office & industrial/ office properties in Hong Kong	Commercial properties in Malaysia	Logistics properties in the Asia Pacific region	Commercial properties in China	Office properties in South Korea
Property Value⁽²⁾	HK\$29,338m	S\$8,381m	HK\$9,582m	RM1,302m	S\$1,034m	RMB 37,040m	KRW 588,400m
Private Real Estate Funds	<i>ADF</i> ARA Asia Dragon Fund	<i>ADF II</i> ARA Asia Dragon Fund II	<i>HARMONY</i> ARA Harmony Fund	<i>CIP</i> ARA China Investment Partners	<i>MIP</i> Morningside Investment Partners	<i>SIP</i> Straits Investment Partners	
Description	Flagship strategic and opportunistic private real estate fund investing in Singapore, Hong Kong, China, Malaysia and other emerging economies in Asia	2nd strategic and opportunistic private real estate fund investing in Singapore, Hong Kong, China, Malaysia and other emerging economies in Asia	Single-asset private real estate fund which owns the Suntec Singapore Convention & Exhibition Centre	Core-plus private real estate fund investing in high quality office and commercial properties in key cities in China	Value-add private real estate fund investing in high quality office and commercial properties in Singapore, Hong Kong and Kuala Lumpur	Separate account to manage the real estate portfolio belonging to The Straits Trading Company Limited	
Fund Size	US\$1,133m (Committed Capital)	US\$441m (Committed Capital)	S\$648m (Gross Asset Value)	US\$830m ⁽³⁾ (Committed Capital)	US\$240m (Committed Capital)	S\$842m (Gross Asset Value)	

Real Estate Mgmt Svcs	 APM (A Member of the ARA Group)	 Suntec SINGAPORE Convention & Exhibition Centre	 Suntec INTERNATIONAL Convention & Exhibition Services
Description	Property management services provider	Operations, sales and marketing services provider & consultant for convention, exhibition, meeting and event facilities	

(1) Two closed-end REITs with finite term of 10 years

(2) Property values as of last publicly-announced valuation and based on exchange rates as at 31 March 2014 where applicable

(3) Includes the additional capital commitment of US\$330 million secured in July 2013

BUSINESS SEGMENTS

Delivering value to shareholders



ARA ASSET MANAGEMENT LIMITED

Business Segments	REITs	Private Real Estate Funds	Real Estate Management Services	Corporate Finance Advisory Services
Revenue - Recurrent (Primary Basis)	Base Fees (Gross Property Value)	Portfolio Management Fees (Committed Capital / Gross Property Value)	Property Management Fees (Property Gross Revenue)	
	Performance / Variable Fees (Net Property Income)		Convention & Exhibition Service Fees (Gross Revenue)	
Revenue - One-off (Primary Basis)	Acquisition / Divestment Fees (Gross Property Value)	Performance Fees (IRR above Hurdle)	Consultancy Fees (Project Value)	Advisory Fees (Purchase Value)
		Return on Seed Capital		

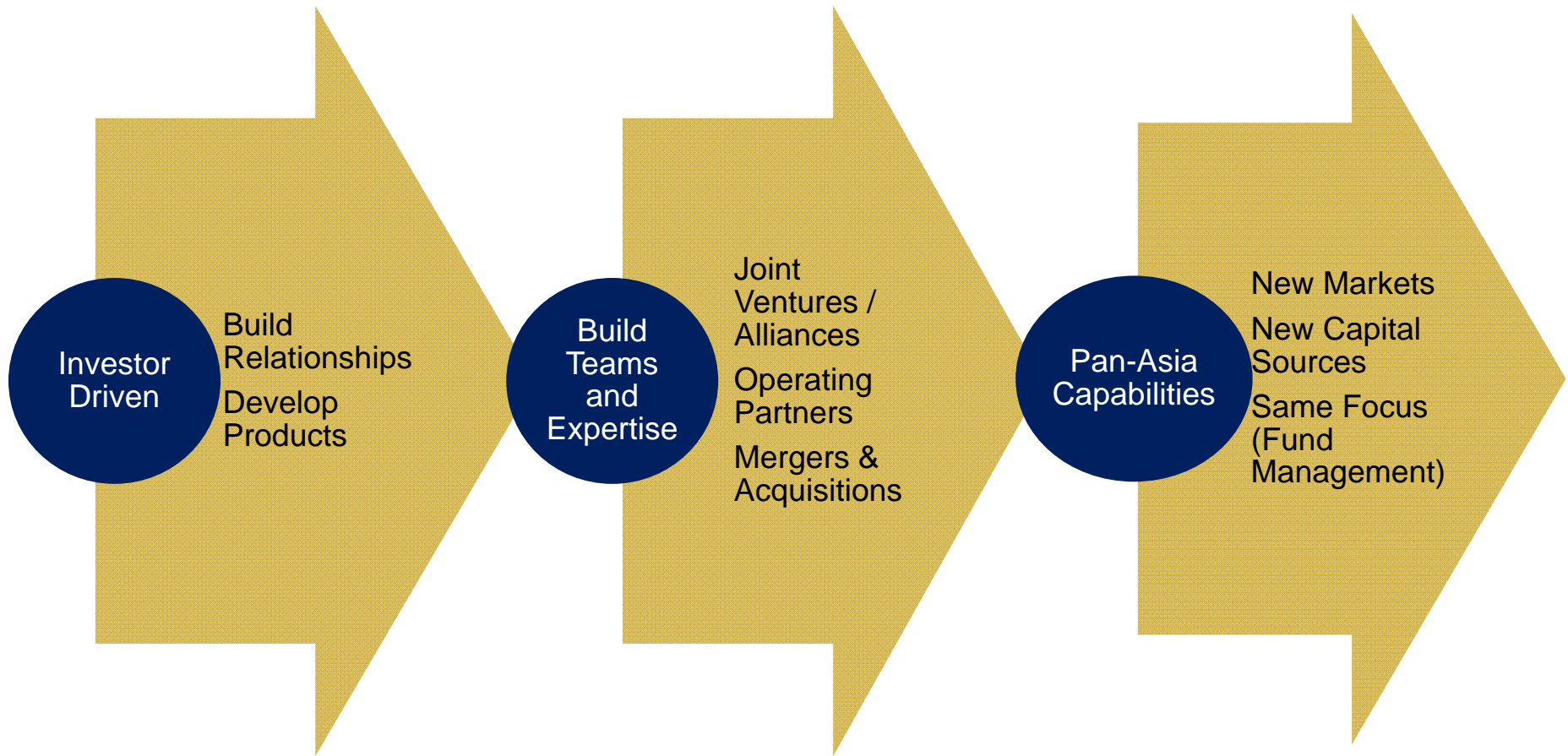
A grayscale background image of a Go board with several pieces. The pieces are circular with a decorative border and contain Chinese characters. The characters include '士' (Shi), '炮' (Pao), '馬' (Ma), '車' (Che), and '卒' (Zu).

Delivering Strategies



KEY INITIATIVES

Maintain focus and build on successes



ESTABLISHED REGIONAL NETWORK

Expanding regional footprint across Asia



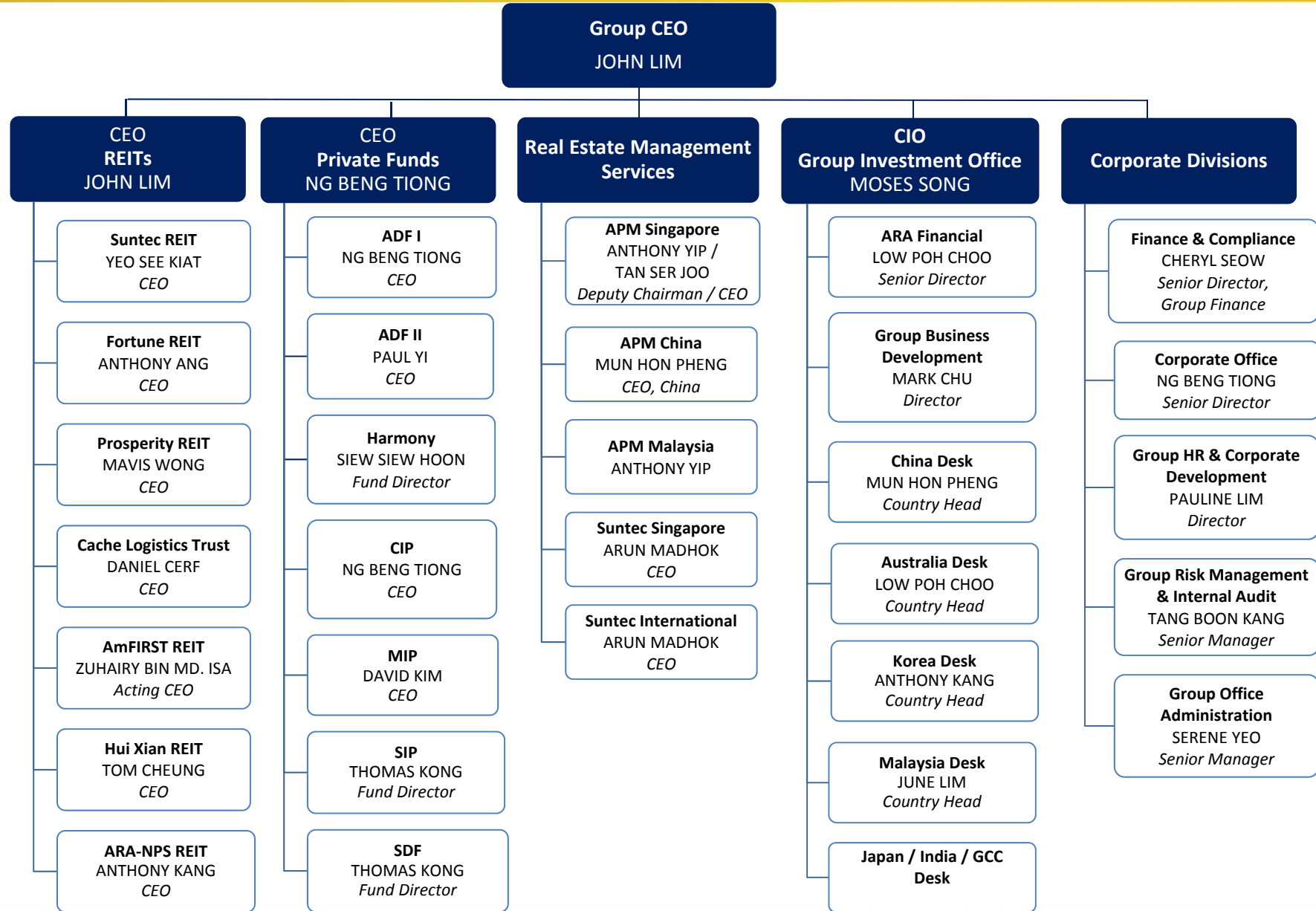
- Established regional network spanning 14 cities in the Asia-Pacific, including 6 cities in the China Mainland
- Network now extends across Singapore, Hong Kong, China, South Korea, Malaysia and Australia
- Staff strength of approximately 1,058⁽¹⁾

Notes:

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

MANAGEMENT TEAM

Experienced team with a proven track record



DISCLAIMER



These slides may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of uncertainties, risks and assumptions. Representative examples of these factors include but are not limited to general market and economic conditions, interest rate trends, competition from other real estate investors, changes in operating expenses including employee wages and benefits, changes in government policies, and the continued availability of financing in the amounts and terms necessary to support future business. You are cautioned not to place undue reliance on the forward-looking statements in these slides, which are based on the current view of management on future events. Information from external sources in these slides has not been independently verified by us nor have the external sources quoted consented to the inclusion of the information.

Contact

Cheryl Seow
Senior Director, Group Finance
cherylseow@ara.com.hk

Marilyn Tan
Senior Manager, Corporate Finance
marilyntan@ara.com.hk

Global Headquarters:

6 Temasek Boulevard
Suntec Tower Four, #16-02
Singapore 038986

Tel: (65) 6835 9232
Fax: (65) 6835 9672

Website: www.ara-asia.com