OUE REIT

NHIS-DBS-SGX S-REITs Corporate Day Investor Presentation

March 2025







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Agenda

04 Overview of OUE REIT

07 Key Investment Highlights

30 Opportunities & Growth Strategies





Creating Value through Unique Investment Mandate

Revenue Resilience Commercial Segment Present Hospitality Segment Return Hospitality

OUE REIT Today: A Leading Diversified Singapore REIT

Delivering resilience and sustainable growth for Unitholders with high quality and strategically located office, hospitality and retail assets in Singapore

Manages c. 1.8 million sq ft net lettable area



1,655 upper upscale hotel rooms





Proven Track Record in Value Creation and Sustainable Growth





Well-recognised in Investment and Stakeholders Communities

7 Analysts Coverage	Constituent of Key Indices	Awards & Recognitions		
DBS 6 CGS	EPRA Nareit Global Developed Index	Awarded a 4-Star rating in the 2024 Global Real Estate Sustainability Benchmark assessment		
Maybank OCBC	S&P Global Ex-US Property Index	ESG Score: 3.4 ICB Supersector: Real Estate Percentile rank: 66 0		
PhillipCapital Your Partner In Finance	Morningstar Global Markets REIT	CENTRE FOR GOVERNANCE AND SUSTAINABILITY Alt South and Control of the state of the		
-		National Winner of the Singapore Business		



OUE REIT



Constituent of iEdge S-REIT Index, iEdge S-REIT Leaders Index SGD etc



BUSINESS Awards

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Key Investment Highlights





Strength of Diversified Portfolio

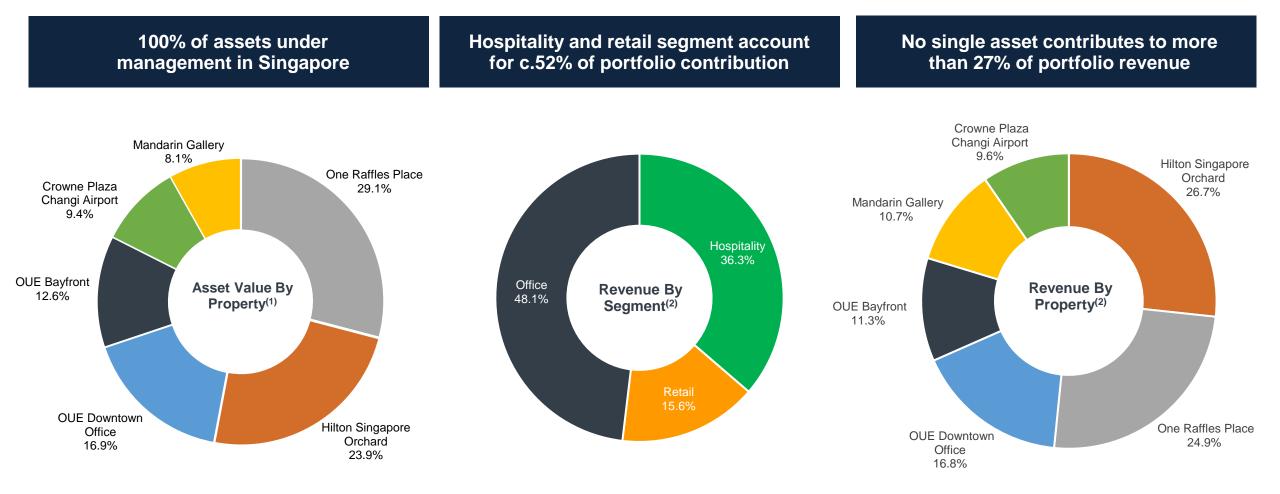
Provides Income Resilience & Attractive Returns

Sec.

OUE Bayfront

Singapore-focused and Well-balanced Portfolio Provides Stable Returns

OUE REIT



(1) Based on independent valuations as of 31 December 2024 and OUE REIT's proportionate interest in the respective properties as of 31 December 2024.

(2) Based on FY 2024 revenue and OUE REIT's proportionate interest in the respective properties and excluding the revenue contribution of S\$22.3 million from Lippo Plaza Shanghai which was divested on 27 December 2024.

Resilient Performance Despite Heightened Macroeconomic Volatility



- FY 2024 revenue increased by 3.7% YoY. The better performance from the hospitality segment, while Singapore's commercial properties continued to deliver stable performance.
- NPI marginally decreased by 0.4% YoY in FY 2024. Adjusting for the upward revision of prior years' property tax for Hilton Singapore Orchard and Crowne Plaza Changi Airport, NPI would have increased by 2.3% YoY.
- Including the release of the remaining S\$5.0 million capital distribution from the 50% divestment of OUE Bayfront, FY 2024 distributable income was S\$113.7 million, translating to a DPU of 2.06 Singapore cents.



Prime Assets at Core Locations

Delivered sustained performance and long-term growth

oneraftesplace

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One Raffles Place

Improved Valuation backed by Singapore-centric Portfolio

Portfolio valuation increased by 0.2% YoY to S\$5,839.8 million as of 31 December 2024 on a like-for-like basis, mainly due to overall higher valuations of Singapore's office properties.

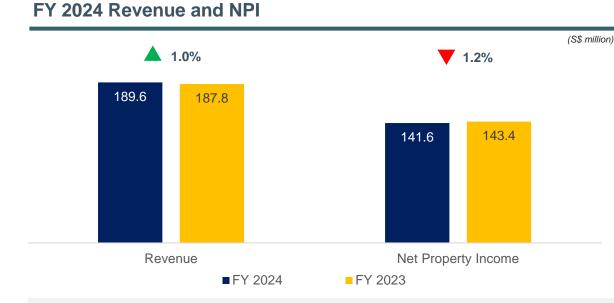
	S\$ million		Change		
	As of 31 Dec 2024	As of 31 Dec 2023	(%)	Capitalisation Rate	Unit Valuation
OUE Bayfront (100% interest)	1,388.0	1,340.0	3.6	Office: 3.35%	S\$3,473 psf
OUE Bayfront (50% interest)	694.0	670.0	3.6	As above	As above
One Raffles Place ⁽¹⁾	1,926.3	1,909.0	0.9	Office: 3.50% – 3.75% Retail: 4.00% - 4.25%	S\$2,737 psf
OUE Downtown Office	930.0	930.0	-	4.13%	S\$1,758 psf
Mandarin Gallery	451.0	453.5	(0.6)	5.00%	S\$3,573 psf
Hilton Singapore Orchard	1,318.5	1,346.0	(2.0)	-	S\$1.2m / key
Crowne Plaza Changi Airport	520.0	519.0	0.2	-	S\$0.9m / key
Total (including attributable 50% interest in OUE Bayfront)	5,839.8	5,827.5 ⁽²⁾	0.2	-	-
Total (excluding OUE Bayfront)	5,145.80	5,157.5 ⁽²⁾	(0.2)	-	-



(1) Based on OUB Centre Limited's 81.54% interest in One Raffles Place. OUE REIT has an 83.33% indirect interest in OUB Centre Limited.
 (2) Excludes Lippo Plaza which was divested on 27 December 2024.

Commercial Segment Revenue & NPI Performance

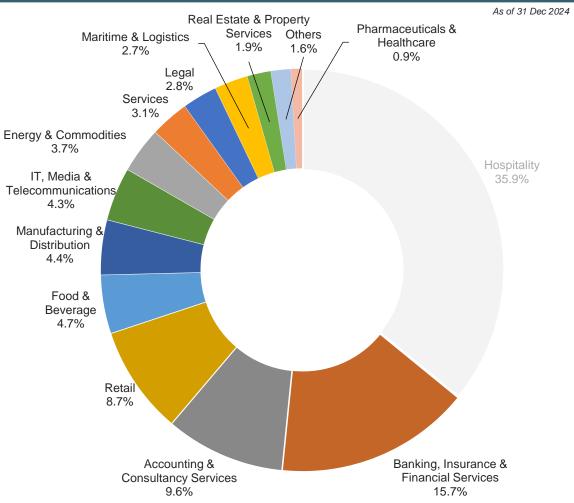
Strategically-located assets and proactive leasing strategies delivered resilient performance



For FY 2024, revenue was 1.0% higher YoY at S\$189.6 million underpinned by the resilient performance of the Singapore office portfolio. NPI slightly decreased by 1.2% YoY, mainly due to higher operating expenses.

- Top 10 tenants contributed 28.5% of commercial segment's gross rental income ("GRI")⁽¹⁾
- WALE⁽²⁾ remains well-distributed at 2.1 years by both net lettable area ("NLA") and GRI

Diversified tenant mix provides stability





(1) Tenant by trade sector and lease expiry profile is based on GRI (excluding provision of rental rebates and turnover rent), and OUE REIT's proportionate interest in the respective properties. Excludes the tenants in Lippo Plaza which was divested on 27 December 2024.
 (2) WIVID Excludes the tenants in Lippo Plaza which was the properties.

Singapore Office Portfolio Performance Overview

Healthy operating metrics supported by prime assets

Committed Occupancy

94.6% V0.8 ppt QoQ

As of 31 Dec 2024

Average Passing Rent

\$\$10.72 psf ▲1.0% QoQ

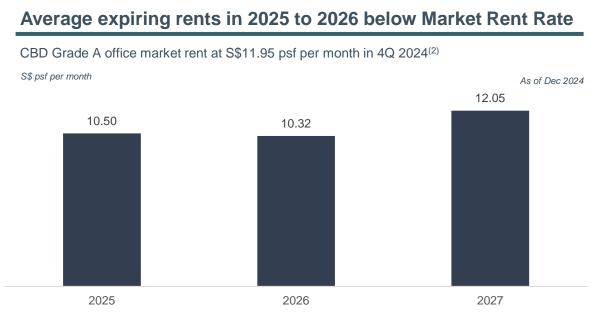
As of Dec 2024

Rental Reversion⁽¹⁾

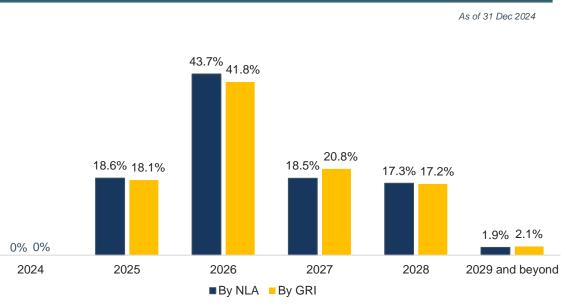
6.4%

10.7%

Addressing macroeconomic headwinds through proactive lease management



WALE of 2.0 years by both NLA & GRI





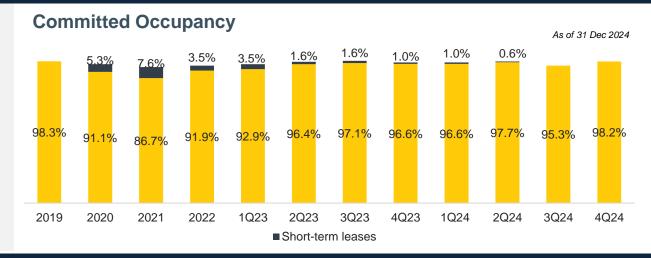
Rental reversion is based on average incoming committed rents versus average outgoing rents.
 CBRE, Singapore Figures, 4Q 2024.

Mandarin Gallery Performance Overview

Improved operating metrics underpinned by continued tourism recovery



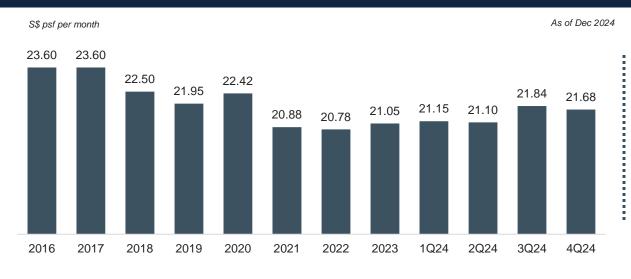
Average passing rent stood at S\$21.68 psf per month

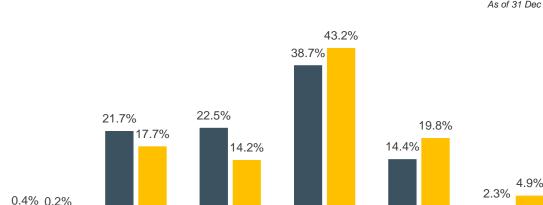


WALE of 2.1 years (NLA); 2.3 years (GRI)

2025

2024





By NLA By GRI

2027

2028

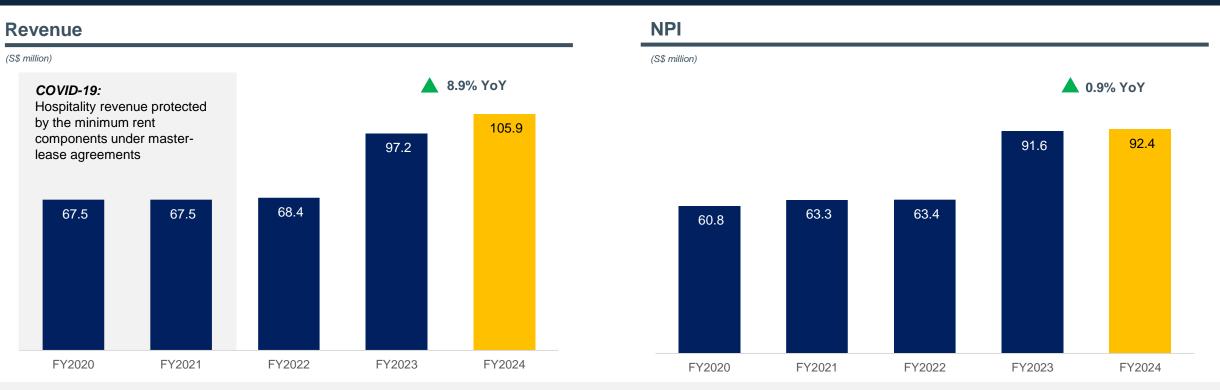
2026

As of 31 Dec 2024

2029 and beyond

Hospitality Segment Revenue & NPI Performance

Higher revenue due to full opening of Crowne Plaza Changi Airport and ongoing tourism recovery

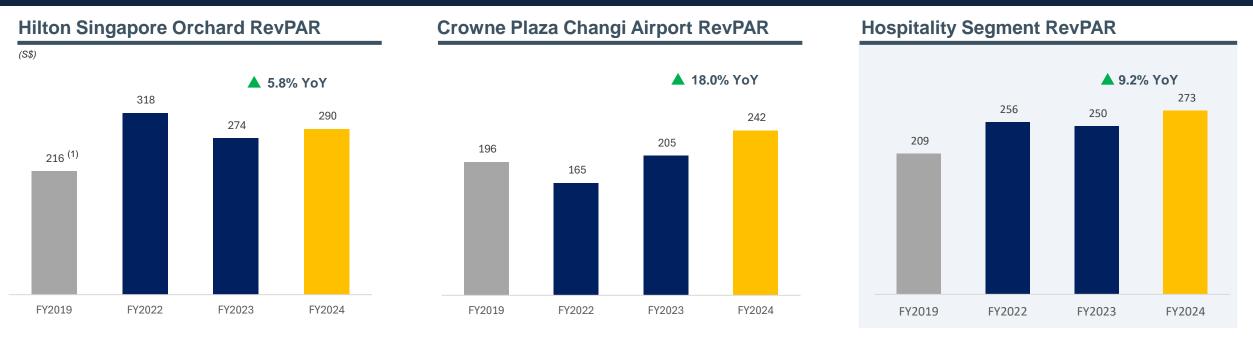


- For FY 2024, the hospitality segment revenue surged by 8.9% YoY to S\$105.9 million, fuelled by the robust concerts and MICE pipeline in the first half of 2024, as well as continued improvement in visitor arrivals throughout the year.
- Adjusting for the upward revision of property taxes for FY 2022 and FY 2023 for Hilton Singapore Orchard and Crowne Plaza Changi Airport, the NPI for the hospitality segment would have increased by 8.1% YoY in FY 2024.



Hospitality Segment RevPAR Performance

FY 2024 RevPAR of both hotels surpassed FY 2019 levels

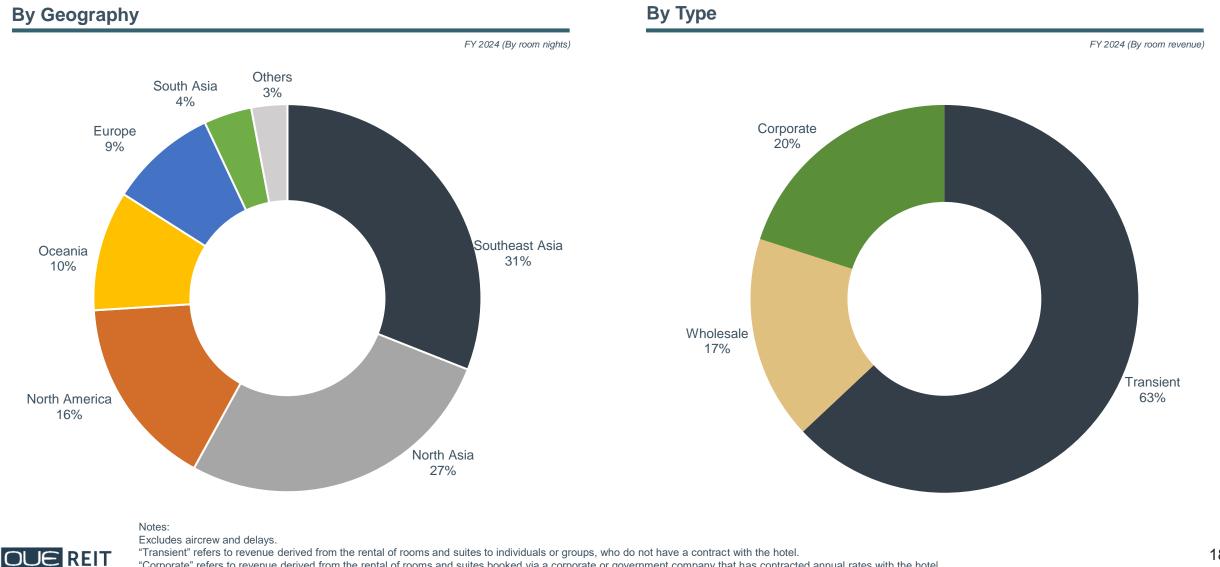


- For FY 2024, overall hospitality RevPAR increased by 9.2% YoY to S\$273.
- Crowne Plaza Changi Airport's FY 2024 RevPAR was 18.0% higher YoY to reach S\$242 following the successful asset enhancement completed in December 2023.
- Hilton Singapore Orchard's FY 2024 RevPAR improved by 5.8% YoY to S\$290. This improved performance was attributed to higher room rates and occupancies supported by the strong MICE and event pipeline in the first quarter of 2024, which offset the impact of the normalisation of tourist spending on accommodation.



FY 2024 Hospitality Segment Performance

Diversified business mix towards higher-yielding markets



"Corporate" refers to revenue derived from the rental of rooms and suites booked via a corporate or government company that has contracted annual rates with the hotel. "Wholesale" refers to revenue derived from the rental of rooms and suites booked via a third-party travel agent on a wholesale contracted rate basis.

Favourable Industry Fundamentals

Reinforces advantages of a Singaporefocused portfolio, allowing OUE REIT to deliver long-term stable performance while maintaining growth potential

Crowne Plaza Changí Aírport

Singapore: Benefitting from Southeast Asia's Rapid Growth

692

million people

5th

65%

middle class by 2030

US\$5.2 trillion

Gross Domestic Product by 2027

One of the largest consumer markets in the world Combined consumer market value of US\$ 3 trillion

largest single market

Over half of its population under the age of 30 Reached US\$4.25 trillion as of Oct 2024, up from just over US\$3 trillion in 2020

20

Singapore as an ideal springboard

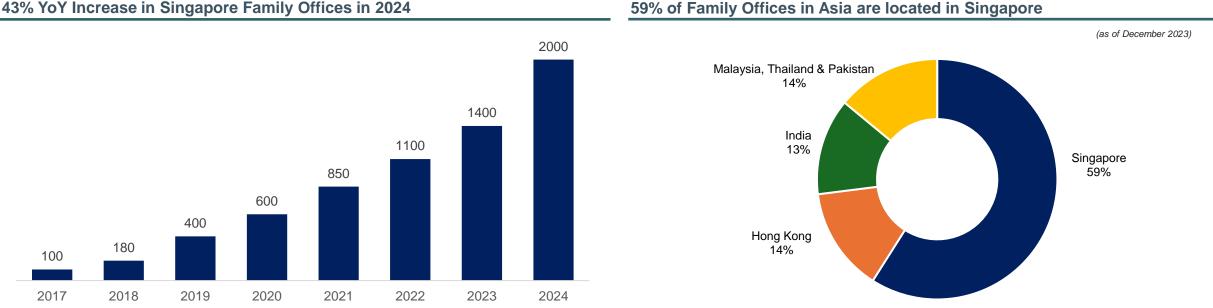
- World-class infrastructure and diverse talent pool
- Excellent connectivity and logistic network to the region
 - A trusted hub for innovation and trade

Sources:

- (1) International Monetary Fund, Southeast Asia Datasets, October 2024.
- (2) "Top Locations in Asia Technology Sector." Colliers Radar, 19 September 2018, https://www2.colliers.com/en-sg/research/top-locations-in-asia-technology-sector. Accessed 19 July 2021
- (3) Chin, V. et al. "Winning in ASEAN: How Companies Are Preparing for Economic Integration." Boston Consulting Group (BCG), 7 October 2014, https://www.bcg.com/ publications/2014/globalizationwinning-emerging-markets-asean-companies-preparingeconomic-integration. Accessed 4 August 2021.
- (4) Anandan, R. et al. "e-Conomy SEA Spotlight 2017: Unprecedented Growth for Southeast Asia's \$50b Internet Economy." Think with Google, December 2017, <a href="https://www.thinkwithgoogle.com/intl/en-apac/future-of-marketing/digital-transformation/e-conomysea-spotlight-2017-unprecedented-growth-southeast-asia-50-billion-internet-economy." Accessed 3 August 2021.



Singapore: A Global Financial and Family Office Hub



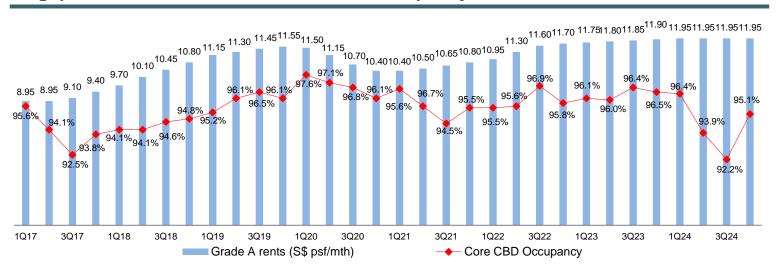
43% YoY Increase in Singapore Family Offices in 2024

- Singapore's pro-business and pro-innovation stance has created a stable, well-regulated environment for long-term investment, with financial services and wealth management set to remain key growth areas for the city-state in 2025
- From 2011 to 2022, investors under the Global Investor Programme have brought in more than S\$5.6 billion in total business expenditure via direct investments
- Family Office principals can apply for Singapore permanent residency status to reside and work in Singapore, provided they meet the requisite conditions, which include having investable assets (exc. Real estate) of at least S\$200 million and at least 5 years of an entrepreneurial or business track record
- Attractive tax exemption scheme and incentives for family office, including Offshore Fund Tax Exception Scheme, Onshore Fund Tax Exemption Scheme and Enhanced Tier Fund Tax Exemption Scheme



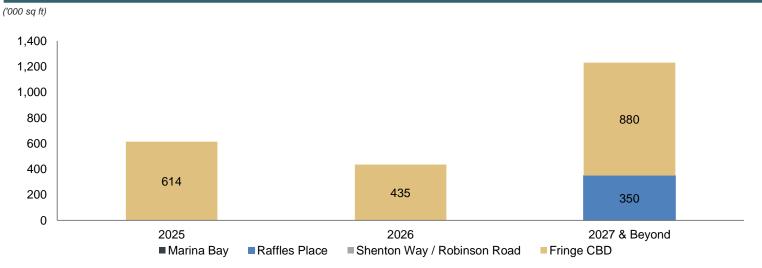
Singapore Office Market

- Core CBD (Grade A) occupancy improved to 95.1% in 4Q 2024, up from 92.2% in the previous quarter, with net absorption reaching 0.57 million sq. ft. This was driven by steady take-up in the new supply.
- Core CBD (Grade A) rents remained unchanged at S\$11.95 psf per month while full-year rents grew at a slower pace of 0.4% YoY.
- High-quality office spaces with superior specifications remain a key consideration for occupiers, with prime locations like Marina Bay and Raffles Place continuing to be in high demand.
- Below-historical-average office supply in the Core CBD (Grade A) over the next four years, combined with anticipated interest rate cuts, is likely to bolster corporate confidence in expansion during 2025.
- Core CBD (Grade A) rents are forecasted to grow by 2.0% in 2025, supported by the ongoing flight-to-quality trend.



Singapore Core CBD Grade A Rents and Occupancy

Below-historical-average office supply in the Core CBD (Grade A)⁽¹⁾



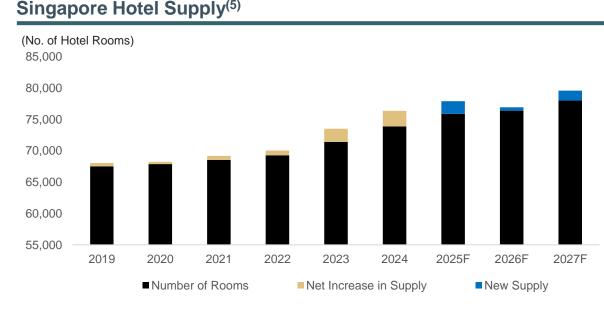


Singapore Hospitality & Retail Market

- Visitor arrivals in 2024 was 16.5 million, reaching the upper bound of the Singapore Tourism Board's ("STB") full-year forecast of 15 to 16.5 million arrivals.
- Visitor arrivals for January 2025 grew by 15.0% YoY to reach 1.63 million⁽¹⁾, primarily driven by an increase in visitors during Chinese New Year. STB expects 2025 international visitor arrivals to reach between 17.0 to 18.5 million, bringing in approximately \$29.0 to \$30.5 billion in tourism receipts⁽²⁾.
- Orchard Road retail rents outperformed other submarkets, rising by 0.8% QoQ to S\$37.75 psf per month. This growth was underpinned by retailers' confidence in the ongoing recovery of the tourism sector.
- The outlook for FY 2025 remains cautious, with challenges posed by the absence of high-profile concerts and MICE events, and competition from more affordable regional destinations. Overall retail rents are projected to recover to pre-pandemic levels by 2025, supported by below-historical-average new supply.
- New hotel supply⁽³⁾ is expected to remain muted with a CAGR of 1.7% between 2025 and 2027 compared to a pre-pandemic historical five-year CAGR of 4.4% between 2014 and 2019.
- The total population of China, India and Southeast Asia is expected to reach 3.7 billion by 2030⁽⁴⁾. The rise of middle class, which is expected to reach 65% of Southeast Asia's population by 2030, as well as rising disposable incomes will support continued tourism growth in the longer term.



Visitor Arrivals in Singapore⁽¹⁾



Singapore Tourism Board's International Visitor Arrival Statistics.

- Singapore Tourism Board, Singapore Achieves Historical High in Tourism Receipts in 2024, 4 February 2025.
- Excluding serviced apartment rooms.
- (4)United Nations Economic and Social Commission for Asia and Pacific.
- CBRE Hotels, 4Q 2024. (5)

Proactive & Prudent Capital Management

Enhance capital structure and improve financial flexibility

Improved Balance Sheet with Effective Capital Management Actions in 2024

Well-positioned to navigate uncertain interest rate outlook

 Completed an unsecured SLL of S\$600 million referencing its recalibrated 40% absolute Greenhouse Gas ("GHG") emission reduction target.

- Issued its first S\$250 million 3-year investment grade Green Notes at 4.10%. Institutional investors accounted for 74% of final allocation.
- Issued its first S\$180 million 7-year investment grade Green Notes at 3.90%. Approximately 70% of the final allocation went towards institutional investors.

 Established a S\$2.0 billion Euro Medium-Term Note programme, enabling OUE REIT to tap into diversified sources of funding and optimise capital structure profile.



- Undertook a bond re-tap issuance of S\$120 million in November in addition to its existing 7-year investment grade Green Notes at 100.714% of the tap reoffer price, representing a tighter tap reoffer yield of 3.78% – the lowest ever bond issuance yield achieved by OUE REIT.
- Almost all allocation went towards institutional investors.
- With the re-tap, the total issuance size of the 7-year investment grade Green Notes increased to S\$300 million, enabling it to be included in the Markit iBoxx SGD Overall Bond Index and further enhanced the investment appetite.



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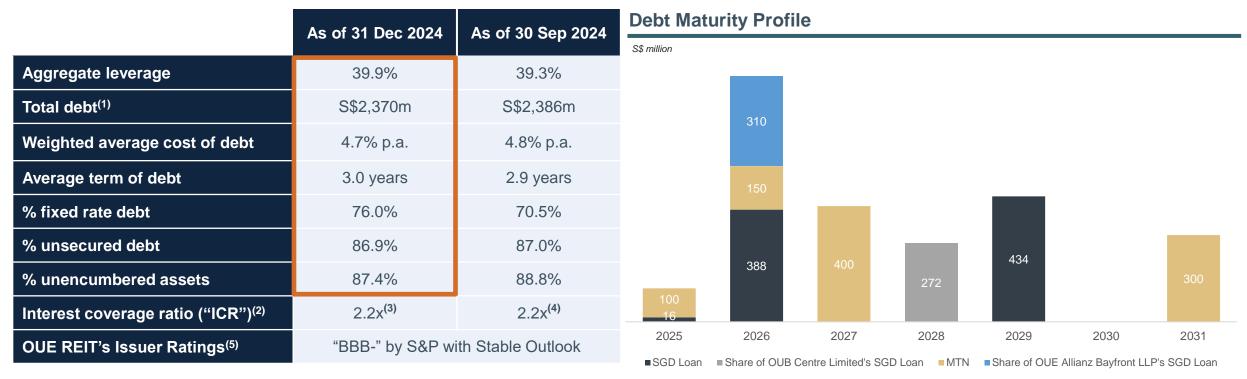
Jun

Sep

Proactive and Prudent Capital Management

Well-spread debt maturity profile with only 4.9% of total debt due in 2025

- Weighted average cost of debt decreased to 4.7% p.a. while aggregate leverage remained stable at 39.9%.
- Well-spread out debt maturity profile with average term of debt at 3.0 years.
- Only S\$116 million debt due in 2025, accounting for 4.9% of total debt.
- 69.4% of OUE REIT's total borrowings are green financing.
- Assuming a 25 basis points decrease in interest rates, DPU would increase by 0.03 Singapore cents.

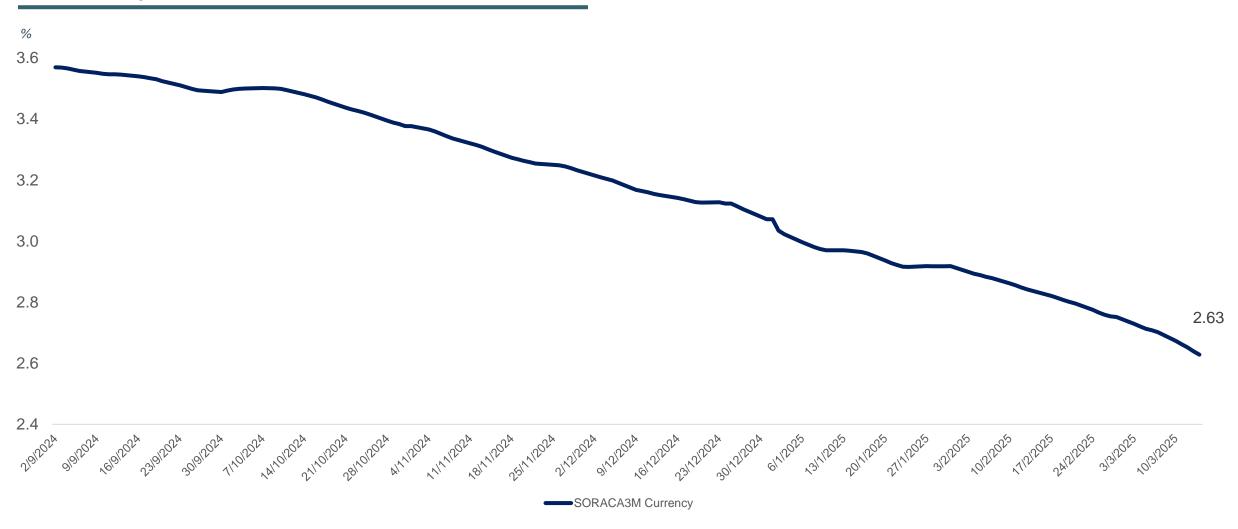


(1) Includes OUE REIT's share of OUB Centre Limited's loan and OUE Allianz Bayfront LLP's loan.

- (2) As prescribed under Appendix 6 of the Monetary Authority of Singapore's Code on Collective Investment Schemes (last revised on 28 November 2024).
- (3) Including the write-off of upfront fees from early refinancing, ICR stands at 2.1x as of 31 December 2024.
 (4) Including the write-off of upfront fees from early refinancing, ICR stands at 2.1x as of 30 September 2024.
 - (4) Including the write-off of upfront fees from early refinancing, ICR stands at 2.1x as of 30 September 2024.
 (5) S&P Global Rating assigned OUE REIT an investment grade BBB- credit rating with a stable outlook on 30 October 2023.

Favourable Singapore Overnight Rate Average ("SORA")

3-month Compounded SORA Historical Chart





Advancing Sustainability

VICTORIA'S SECRE

Future-proofing OUE REIT with enhanced sustainability credentials

Mandarín Gallery

Uphold Our Sustainability Responsibilities to Benefit Stakeholders

Advancing in our ESG journey



Established ESG Vision 2030 – Key initiatives include reducing 40% absolute Scope 1 and 2 GHG emissions for commercial properties by FY 2030.⁽¹⁾



<u>95.4%</u> of our assets are green-certified.



<u>64.2%</u> of Singapore commercial segment net lettable area are green leases.



Joined Singapore Green Building Council to reflect our ESG commitment and enhance employees' trainings on ESG.



Completed second climaterisk scenario analysis.



GRESB

FTSE Russell ESG score improved to 3.4 from 2.9.

Awarded a 4-Star rating

Sustainability Benchmark

("GRESB") assessment.

in the 2024 Global Real Estate

Awards & Recognitions

Employees Health & Well-being



First Aid and AED

training course

Ranked 26 out of a total 43 REITs and Business Trusts in 2024.

Supporting the local community



Supporting Singapore's OneMillionTrees movement



Prepared meals at Willing Hearts for people in need



Bike assembly for underprivileged children during Team Bonding in Bangkok



Monthly nature walk



Opportunities & Growth Strategies

Optimising Near-term Profitability with Long-term Value Creation

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OUE Downtown Office

Optimising Near-term Profitability while Monitoring Long-term Value Creation Opportunities

Maximise Asset Performance	 Focus on tenant retention and optimise occupancy – actively monitor market sentiment and customise asset-specific leasing strategies to meet occupiers' need amidst softened leasing sentiment. Diversify retail tenant mix in response to the shift in consumer preferences and behaviours. Strengthen corporate partnerships and offerings to diversify hotel guest source. Improve the environmental credential of OUE REIT's properties to future proof asset performance and value. Tap on asset enhancement initiatives to create value and maximise portfolio returns.
Reinforce Capital Structure	 Continue to maintain a prudent approach to capital management and funding. Proactively manage refinancing requirements to optimise debt cost of debt and extend debt maturity profile with the investment grade credit rating. Closely monitor the capital market and adopt appropriate hedging strategies to manage the cost of debt.
Pursue Value Creation Opportunities	 Continue to monitor portfolio reconstitution opportunities to unlock value amidst improved capital market sentiment. Further leverage our balanced portfolio to deliver attractive potential returns and achieve our target to increase revenue contribution from hospitality segment to 40.0%. Review opportunities in Singapore as well as key gateway cities in Australia (Sydney), Japan, Hong Kong, and the United Kingdom (London). Seek further exposure to hotels, offices or mixed-use developments in prime CBD areas.



Prudent Value Creation Approach

Strengthen our Singapore-centric portfolio



- **Review Yield-Accretive Opportunities in Key Gateway Cities**
- C To ar



Top destinations for both international and local corporate and leisure travellers

Core-prime locations







Sydney, Australia

- Healthy Net absorption of Premium office space totalled 125,182 sqm over the second half of 2024.
- Cap rates for prime assets in Sydney Core CBD reached 5.9%, with indicative yield ranging between 5.25% 5.50%.
- Flight-to-quality trends continues with the highest levels of leasing activity recorded in Premium grade office assets.
- OUE REIT's Key focus: Prime office buildings in Core CBD

 Singapore's strong economic fundamentals and status as a global business hub further amplify the benefits of a Singapore-focused portfolio, allowing OUE REIT to deliver long-term stable performance while maintaining growth potential.



Tokyo, Japan

- Japan hotels are seen as attractive investments by both local and international investors as an asset type that can take advantage of increasing tourist numbers and benefitting from inflations
- According to Japan National Tourism Organization (JNTO), the estimated number of international travelers to Japan in Nov 2024 reached 3.2 million (+30.5% compared to 2019).
- Expected NOI yields for hotels in the five central wards of Tokyo remained unchanged since 2Q 2024.
- OUE REIT's Key focus: Hotels in prime locations



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Thank you!





