



## The Link Real Estate Investment Trust

Stock Code : 823



**ANNUAL REPORT 2012**



## VISION

**To be a world class real estate investor and manager serving and improving the lives of those around us**



## MISSION

**Building relationships with our stakeholders through**

- Providing value and quality service
- Partnering with local communities
- Delivering sustainable growth

## VALUES

**Managing and operating our business with**

- Respect
- Excellence
- Integrity
- Teamwork



## CONTENTS

2	<b>Our Portfolio</b>
4	<b>Operating and Financial Highlights</b>
8	<b>Chairman's Statement</b>
10	<b>Conversation with Chief Executive Officer</b>
18	<b>Our Key Milestones</b>
22	<b>Management Discussion and Analysis</b>
54	<b>Sustainability</b>
62	<b>Board of Directors of the Manager</b>
65	<b>Management Team</b>
67	<b>Our Governance</b>
67	Corporate Governance Report
92	Long-term Incentive Plan
98	Interests of Substantial Unitholders, Directors and Connected Persons
101	Connected Party Transactions
108	<b>Trustee's Report</b>
109	<b>Independent Auditor's Report</b>
111	<b>Consolidated Financial Statements</b>
111	Consolidated Income Statement
112	Consolidated Statement of Comprehensive Income
113	Consolidated Statement of Distributions
114	Consolidated Statement of Financial Position
115	Consolidated Statement of Changes in Equity and Net Assets Attributable to Unitholders
116	Consolidated Statement of Cash Flows
117	Notes to the Consolidated Financial Statements
155	<b>Valuation Report</b>
206	<b>Glossary</b>
208	<b>Five Year Performance Summary</b>
211	<b>Financial Calendar</b>
inside back	<b>Corporate Information</b>

## The Link REIT

The Link Real Estate Investment Trust ("The Link REIT") is the first real estate investment trust in Hong Kong and currently the largest in Asia in terms of market capitalisation. Wholly owned by private and institutional investors, The Link REIT has been listed on The Stock Exchange of Hong Kong Limited (the "Hong Kong Stock Exchange") since 25 November 2005.

As at 31 March 2012, the portfolio consists of properties with an internal floor area ("IFA") of approximately 11 million square feet ("sq ft") of retail space and approximately 80,000 car park spaces.

The portfolio's retail facilities, located on the doorstep of over 40% of Hong Kong's households, primarily serve the daily needs of people in Hong Kong. The car parks mainly serve tenants and customers of the retail facilities and residents of the surrounding neighbourhoods.

The current investment strategy of The Link REIT's manager, The Link Management Limited (the "Manager"), is to invest in sustainable income producing properties in Hong Kong that are mainly for retail and car park use and to maximise their value through asset enhancement works encompassing physical structure, trade-mix, customer service and promotional activities. As these enhancement projects progress, the portfolio offers customers a better shopping experience with more choices at reasonable prices, whilst improving returns for unitholders of The Link REIT ("Unitholders").

The Manager is licensed by the Securities and Futures Commission (the "SFC") to conduct the regulated activity of asset management and is responsible for managing The Link REIT's portfolio of properties.

# Our Portfolio

## NEW TERRITORIES

- |                     |                       |                       |                       |
|---------------------|-----------------------|-----------------------|-----------------------|
| 1 Butterfly Plaza   | 13 Ming Nga Court CP  | 25 Tai Wo Plaza       | 37 Tin Yuet Estate CP |
| 2 Cheung Wah SC     | 14 On Ting CC         | 26 Tai Yuen CC        | 38 Wah Ming SC        |
| 3 Choi Yuen Plaza   | 15 Po Nga Court RC    | 27 Tin Chak SC        | 39 Wah Sum SC         |
| 4 Chung Fu Plaza    | 16 Po Tin SC          | 28 Tin King Estate CP | 40 Wan Tau Tong SC    |
| 5 Fu Heng SC        | 17 Sam Shing CC       | 29 Tin Ping SC        | 41 Wang Fuk Court CP  |
| 6 Fu Shin SC        | 18 San Wai Court CP   | 30 Tin Shing SC       | 42 Yan Shing Court RC |
| 7 Fu Tai SC         | 19 Shan King CC       | 31 Tin Shui SC        | 43 Yau Oi CC          |
| 8 Ka Fuk SC         | 20 Siu Hei CC         | 32 Tin Tsz SC         | 44 Yee Nga Court CP   |
| 9 Kin Sang SC       | 21 Siu Lun SC         | 33 Tin Wah Estate RC  | 45 Yung Shing SC      |
| 10 Kwong Fuk CC     | 22 Siu On Court RC    | 34 Tin Yat Estate RC  |                       |
| 11 Leung King Plaza | 23 Tai Hing CC        | 35 Tin Yau Court CP   |                       |
| 12 Long Ping CC     | 24 Tai Ping Estate RC | 36 Tin Yiu Plaza      |                       |

## SHATIN, TSING YI

- |                          |                       |                         |                      |
|--------------------------|-----------------------|-------------------------|----------------------|
| 46 Cheung Fat Plaza      | 56 Ka Tin Court CP    | 66 Ning Fung Court CP   | 76 Tai Wo Hau CC     |
| 47 Cheung Hang SC        | 57 Kwai Fong Plaza    | 67 On Yam SC            | 77 Tsing Yi CC       |
| 48 Cheung Hong CC        | 58 Kwai Hing SC       | 68 Sha Kok CC           | 78 Wah Lai Estate CP |
| 49 Cheung On Estate RC   | 59 Kwai Hong Court CP | 69 Shek Lei SC Phase I  | 79 Wo Che Plaza      |
| 50 Cheung Wang Estate RC | 60 Kwai Shing East SC | 70 Shek Lei SC Phase II | 80 Yat Tung SC       |
| 51 Ching Wah Court RC    | 61 Kwong Yuen SC      | 71 Shek Wai Kok CC      | 81 Yin Lai Court SC  |
| 52 Ching Wang Court CP   | 62 Lek Yuen Plaza     | 72 Shek Yam SC          | 82 Yu Chui SC        |
| 53 Chun Shek SC          | 63 Lung Hang CC       | 73 Sui Wo Court CC      |                      |
| 54 Fu Tung Plaza         | 64 Mei Chung Court RC | 74 Sun Chui SC          |                      |
| 55 Hin Keng SC           | 65 Mei Lam CC         | 75 Sun Tin Wai CC       |                      |

## KOWLOON, MA ON SHAN

- |                                |                        |                                      |                                       |
|--------------------------------|------------------------|--------------------------------------|---------------------------------------|
| 83 Choi Fai Estate RC          | 95 Hoi Fu SC           | 107 Lok Fu Plaza                     | 119 Tsz Wan Shan SC                   |
| 84 Choi Ha Estate RC           | 96 Hong Keung Court CP | 108 Lower Wong Tai Sin (I) Estate CP | 120 Tung Tau Estate RC                |
| 85 Choi Wan CC                 | 97 Hung Hom Estate RC  | 109 Lung Cheung Plaza                | 121 Un Chau SC                        |
| 86 Chuk Yuen (North) Estate CP | 98 Kai Yip CC          | 110 Nam Cheong Estate RC             | 122 Wang Tau Hom<br>(Wang Fai Centre) |
| 87 Chuk Yuen Plaza             | 99 Kam On Court CP     | 111 Oi Man SC                        | 123 Wong Tai Sin Plaza                |
| 88 Chung On SC                 | 100 Kam Tai SC         | 112 Pang Ching Court CP              | 124 Yee Kok Court CP                  |
| 89 Fortune SC                  | 101 Kam Ying Court SC  | 113 Po Hei Court CC                  | 125 Ying Fuk Court RC                 |
| 90 Fu Cheong SC                | 102 King Lai Court CP  | 114 Tin Ma Court CC                  | 126 Yiu On SC                         |
| 91 Fung Lai Court CP           | 103 Lai Kok SC         | 115 Tin Wang Court RC                |                                       |
| 92 Fung Tak SC                 | 104 Lai On Estate CP   | 116 Tsz Ching SC (I) & (II)          |                                       |
| 93 Heng On CC                  | 105 Lee On SC          | 117 Tsz Man Estate CP                |                                       |
| 94 Homantin Plaza              | 106 Lei Cheng Uk SC    | 118 Tsz Oi Court RC                  |                                       |

## TSEUNG KWAN O, HONG KONG ISLAND

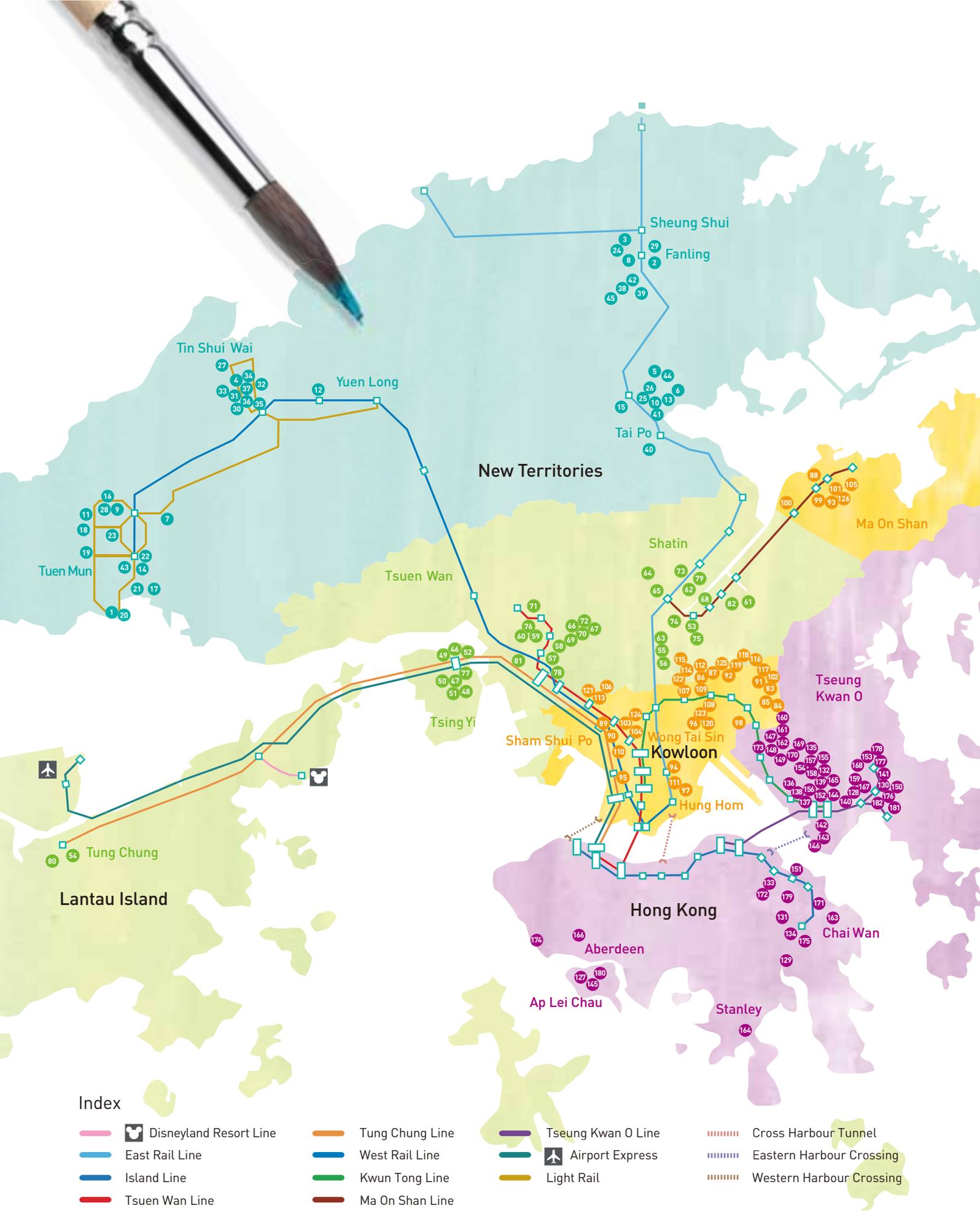
- |                           |   |                                  |   |
|---------------------------|---|----------------------------------|---|
| 127 Ap Lei Chau Estate RC | 141 King Lam SC                             | 155 Po Tat SC                    | 169 Tsui Ping North SC                    |
| 128 Choi Ming SC          | 142 Ko Chun Court RC                        | 156 Sau Mau Ping SC              | 170 Tsui Ping South Estate CP             |
| 129 Fung Wah Estate RC    | 143 Ko Yee Estate RC                        | 157 Sau Mau Ping (I) Estate CP   | 171 Tsui Wan Estate RC                    |
| 130 Hau Tak (II) SC       | 144 Kwong Tin SC                            | 158 Sau Mau Ping (III) Estate RC | 172 Tung Hei Court RC                     |
| 131 Hing Man CC           | 145 Lei Tung CC                             | 159 Sheung Tak SC                | 173 Upper Ngau Tau Kok Estate CP          |
| 132 Hing Tin CC           | 146 Yau Mei & Ko Cheung (Lei Yue Mun Plaza) | 160 Shun Lee CC                  | 174 Wah Kwai SC                           |
| 133 Hing Tung SC          | 147 Lok Nga Court RC                        | 161 Shun On CC                   | 175 Wan Tsui CC                           |
| 134 Hing Wah Plaza        | 148 Lok Wah CC                              | 162 Shun Tin Estate RC           | 176 Wo Ming Court RC                      |
| 135 Hiu Lai SC            | 149 Lok Wah (South) Estate RC               | 163 Siu Sai Wan Plaza            | 177 Yan Ming Court RC                     |
| 136 Hong Pak Court RC     | 150 Ming Tak SC                             | 164 Stanley Plaza                | 178 Ying Ming Court CP                    |
| 137 Hong Shui Court RC    | 151 Oi Tung SC                              | 165 Tak Tin Plaza                | 179 Yiu Tung SC                           |
| 138 Hong Yat Court RC     | 152 Ping Tin SC                             | 166 Tin Wan SC                   | 180 Yue On Court CP                       |
| 139 Kai Tin SC            | 153 Po Lam SC                               | 167 Tong Ming Court RC           | 181 Maritime Bay (acquired in Jan 2012)   |
| 140 Kin Ming Estate CP    | 154 Po Pui Court CP                         | 168 Tsui Lam SC                  | 182 Nan Fung Plaza (acquired in Jul 2011) |

SC = Shopping Centre / Circuit

CC = Commercial Centre / Complex

RC = Retail & Car Park

CP = Car Park



Index

- Disneyland Resort Line
- East Rail Line
- Island Line
- Tsuen Wan Line
- Tung Chung Line
- West Rail Line
- Kwun Tong Line
- Ma On Shan Line
- Tseung Kwan O Line
- Airport Express
- Light Rail
- Cross Harbour Tunnel
- Eastern Harbour Crossing
- Western Harbour Crossing

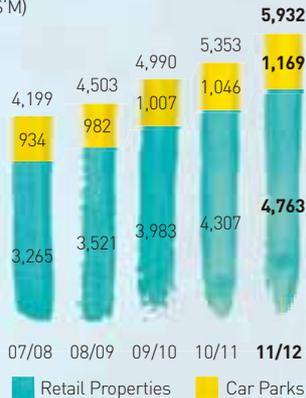
# Operating and Financial Highlights

## +10.8%

Positive rental reversion and higher occupancy continued to be the key contributors to revenue growth

### Revenue

(HK\$'M)



## 92.9%

Continued high demand for retail space in our portfolio has further improved the occupancy rate

### Occupancy

(%)



## +13.9%

The valuation uplift was mainly driven by strong rental performance

### Valuation

(HK\$'M)



## +17.3%

The total distribution per unit ("DPU") represents a distribution yield of 4.5% based on the closing market price of HK\$28.90 on 31 March 2012

### Distribution Per Unit

(HK cents)

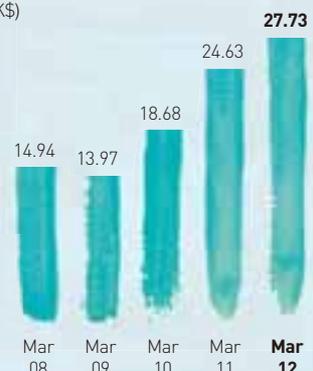


## +12.6%

Improved performance along with valuation uplift bring about an increase in net asset value per unit to HK\$27.73

### Net Asset Value Per Unit

(HK\$)



# +9.1%

Improving retail sales supports our average monthly unit rent growth to HK\$35.8 per square foot ("psf")

## Average Monthly Unit Rent

(HK\$ psf)

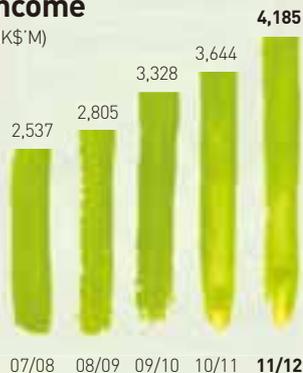


# +14.8%

Total net property income for the year ended 31 March 2012 rose to HK\$4,185 million due largely to rental growth

## Net Property Income

(HK\$'M)



# 70.5%

Net Property Income Margin improved due to revenue growth and effective cost management initiatives undertaken

## Net Property Income Margin

(%)



# 15.9%

Strong financial position and credit ratings

## Gearing Ratio

(%)





- Improve property's overall appeal and upgrade service quality
- Identify core target customer segments for each property
- Roll out segment-specific marketing programmes to reach out to cross-district customers



**Miss Yan**  
Owner of  
fashion shop  
at Lok Fu Plaza

**The wide array of marketing and sales promotion activities has helped to create a leisure shopping environment and attract more shopper visits. Customers are especially impressed by the entertaining Chinese New Year programme.**



# TARGETED MARKETING STRATEGY TO ATTRACT CROSS-DISTRICT FOOTFALL



*To attract dog-lovers and the public to visit post-renovation Stanley Plaza and enjoy the new leisure shopping experience, "Paws by the Sea" event series was organised in late 2011. Stanley Plaza is the first dog-friendly property in The Link's portfolio.*



# Chairman's Statement



On behalf of the Board of Directors (the “**Board**”) of The Link Management Limited, I am pleased to present the Annual Report of The Link REIT for the year ended 31 March 2012.

## FINANCIAL PERFORMANCE AND DISTRIBUTION

The Link REIT has delivered another year of strong growth and solid financial performance with its resilient and diverse portfolio. Revenue grew by 10.8% to HK\$5,932 million and net property income climbed 14.8% year-on-year to HK\$4,185 million. The Board has approved a final distribution of HK66.41 cents per unit which, together with the interim distribution per unit of HK63.11 cents, gives a total distribution per unit of HK129.52 cents for the year, representing an increase of 17.3% over last year.

## VALUE-BASED MANAGEMENT

Since the listing of The Link REIT, we have been committed to building success by better serving the people around us, based on our vision, mission and values. With a portfolio that serves over 40% of Hong Kong's households, we are dedicated to providing our tenants with facilities that can support the community's needs.

To align our actions with our mission in providing value and quality service, partnering with local communities and delivering sustainable growth, the prime priorities of our management teams have been tenant sustainability and community well-being. Our Link Tenant Academy seeks to increase our tenants' competitiveness through a series of tailor-made workshops, allowing them to keep abreast of the latest market trends and matching their quality with shoppers' expectations. Our trade mix strategy aims to create the right environment for fulfilling the neighbourhoods' daily needs and providing quality shopping, whilst our creative marketing

campaigns and festive decorations are designed to provide an ambiance for the neighbourhood to socialise. Overall property management standards are raised through internal training and incentive schemes.

If we are to continuously improve our standards, we have to invest in our people. Properly equipping our staffs is crucial to delivering service excellence, while adhering to our core values. Through prioritising staff well-being, learning and development, we can strengthen staff morale and ensure that all have consistent objectives, in terms of service quality and commitment.

All these have only one goal – to provide a better shopping experience for a thriving community.

## OUTLOOK AND APPRECIATION

Uncertainty in Europe is likely to continue, since reforms will take time. In China, rising commodity prices and slowing GDP growth suggest a cooling economy. For Hong Kong, local retail sales are still growing albeit more slowly, while household income, including those from public housing, has generally increased. So despite external uncertainties, local economic stability gives us reasons for optimism over retailing. The Link REIT is committed to build on our expertise and grow beyond the existing portfolio, by seeking opportunities for inorganic growth in Hong Kong.



The Board is grateful to Dr. Allan ZEMAN, who has been an independent non-executive director of the Manager for seven years. Dr. Allan ZEMAN has played a most valuable role in the development of The Link REIT during his term. The Board and its Nomination Committee will continue to review the composition and performance of the Board on an ongoing basis.

The Board would also like to take this opportunity to extend its sincere gratitude to our management and staff, whose professionalism and commitment have been crucial to our continual success. I have full confidence that, with the dedication of our people, The Link REIT will prosper and build a sustainable business that everyone can be proud of in the future.

**Nicholas Robert SALLNOW-SMITH**

*Chairman*

**The Link Management Limited**

**As Manager of The Link Real Estate Investment Trust**

6 June 2012

# Conversation with Chief Executive Officer



**Mr. George Hongchoy, CEO of the Manager, reviews the performance of the six-year-old REIT and offers perspective on its future and the opportunity that the market presents for its strategic business model.**

*With the extensive portfolio located on the doorstep of over 40% of Hong Kong's households, The Link REIT is dedicated to serve and improve the lives of those around it. Since its listing in 2005, The Link REIT has delivered sustainable growth while expanding its reach to the community. In the following interview, Mr. George Hongchoy reflects on the priority of value-based management and corporate social responsibility and discusses how The Link REIT is living up to its mission.*



## A MISSION TO DELIVER SUSTAINABLE GROWTH



### What are the major financial achievements for The Link REIT this year?

- The Link REIT has recorded its sixth year of growth in DPU. From our IPO to the end of March 2012, we have delivered a **compound average annualised total return of 21.1%**. That is a combination of capital appreciation and distribution paid out to our Unitholders. The growth of our unit price was remarkable and outperformed the Hang Seng Property Index. We have also continued to achieve satisfactory return from our asset enhancement initiative ("AEI") and **added acquisition as an additional growth lever**.

The Link REIT is focused  
on delivering total  
return growth





**Can you tell us more about the AElS completed during the year?**

- Through **rejuvenating and repositioning our shopping centres**, we strive to improve the shopping environment for our tenants and the community. Rejuvenation strategy focuses on hardware upgrades and circulation improvement, while reposition strategy seeks to maximise the potential of shopping centres by changing the trade mix in order to attract larger catchment of shoppers.

This year we have completed four more AElS, namely Tin Shui Shopping Centre, Choi Yuen Plaza, Stanley Plaza, and Tai Yuen Market. They have been well received by tenants and shoppers alike. Since the IPO, The Link REIT has **invested more than HK\$2 billion in the 25 completed AElS**.

We are proud that Stanley Plaza has achieved the Hong Kong Building Environmental Assessment Method (“**BEAM**”) Platinum Standard, in recognition of its high level of environmental performance. We target to **comply with the BEAM standards for our future AElS for environmental sustainability**.



**Tai Yuen Market is The Link REIT’s first fresh market AElS. What is the feedback from tenants and shoppers?**

- Employing overseas fresh market design and experience, the trading environment and service quality for our tenants and local community have significantly improved. New retailers have been added so that we can offer more varieties for our shoppers. We have also introduced an environmental-friendly food waste collection system and an Octopus e-payment service to the market operation which are new to Hong Kong.

The success and experience we gained from Tai Yuen has provided us with a foundation to improve our portfolio with **more fresh market AElS in the pipeline**.





Please talk briefly about the two acquisitions in the year.

- We completed two yield-accretive acquisitions, Nan Fung Plaza and Maritime Bay, both **creating synergy with our existing portfolio**. With our **proven asset management capability**, these two properties have **integrated seamlessly into our operation**. The transactions gave us experience on which we can build and fine tune our evaluation and execution process as we look for more acquisition opportunities.



## A COMMITMENT TO CHANGE FOR THE BETTER



For a better shopping environment, what has been done to improve the physical condition of the shopping centres?

- Besides AEs, we have invested a lot of resources in **a systematic facilities upgrade programme for all our shopping centres, big and small**. Major programmes include upgrading barrier free access facilities for the disabled, elderly, pregnant women and families with young children, and improving our recreational and landscaping facilities to attract shoppers to our centres. We are in our second year of increasing the CCTV coverage in our car parks and shopping centres. Such “hardware” upgrades will make the **retail ambiance and shopping experience better for our tenants and shoppers**.



What about the “software” part? What has been done to service quality at the shopping centres?

- In addition to hardware, we have enhanced service quality through a **people-oriented approach**.

As we fine-tune the direct management for our properties, we have strengthened our collaboration with our service providers in property management through standardisation of work and setting clear and unique KPIs specific for each individual centre. I am glad to see that our improved service quality has been well received.

To ensure that we continue to deliver satisfactory service, the “Mystery Shopper Programme” was launched this year to regularly review the service attitude and recognise the professionalism of our frontline staff.

These efforts have led to **enhanced performance and experience in the eyes of our tenants and customers.**



**Have these changes resulted in a better trading environment for the tenants?**



We have achieved a win-win solution by actively managing and investing in our properties. Tenant satisfaction can be reflected by **higher occupancy and retention rates** while shoppers are provided with **broader shopping choices**. **Tenant sales have increased across the board** for the year.



**On tenant satisfaction, what is your strategy towards small tenants in the portfolio?**



Tenants are at the core of The Link REIT's business. All the works we have done in improving both hardware and software contribute towards tenant sustainability.

Small tenants, quality independent operators (“QIOs”), are key to our success as they **provide a wider trade mix as well as individuality to our shopping centres**. Throughout the years, the number of small tenants, QIOs, in our portfolio is around 60% of our total retail shops.

To nurture the growth of our tenants, we update them with the latest retail trends and business knowledge through The Link Tenant Academy which conducted 9 seminars and workshops with over 1,200 attendees. I am delighted to see that many members of the 2nd generation of these QIOs are taking up the family businesses in our centres and many of them have even expanded their businesses within our portfolio.



### Besides the operating environment, how has The Link REIT showed contribution to the community?



We believe that a thriving community is the key to our success.

Our community involvement ranges from concessionary rents to NGOs (8% of our floor area), staff volunteering and sponsoring exhibition and performance venues. Our employees have regularly participated in different community services and activities organised by NGOs, such as The Child Development Matching Fund, St. James' Settlement, and Green Power.

By upgrading our properties and improving our service quality, we have **created jobs and career development opportunities for many families** in the neighbourhood.

## A STRATEGY TO CAPITALISE ON OPPORTUNITIES



### Looking ahead, what will be your major challenges?



Against the uncertainty in the global financial markets and the inflationary pressure facing the local economy, The Link REIT has taken steps in the past year to better prepare ourselves for the future.

Our strong credit ratings have enabled us to raise long-term funding at attractive terms. The 15-year notes we issued in January 2012 marked one of the longest tenor for debt issuance by Asian REITs at the time. We are glad to say that we have **no refinancing needs for the next 12 months**.

I am confident that the retail segments we focus on will provide steady growth to support the strong resilience of our portfolio. That being said, we need to stay vigilant. Inflation expectations may spiral upwards due to the persistingly high energy cost and rising labour and building material costs. Inflation pressure will likewise affect our tenants and shoppers.



**What would be The Link REIT's strategic priorities in the coming year?**

- We will continue to execute our three-pronged business model – asset management, asset enhancement and asset acquisition.

### The Link REIT's Business Model



Our asset management strategy will **focus on tenant and staff sustainability, and improving the efficiency of our operations**. Through active communication and extensive marketing events, we hope to further enhance the trading environment of our tenants. New learning platforms, training workshops and staff events will play a key role in building our talent pool and improving our staff well-being. Effective cost management will allow us to deliver a sustainable net property income growth from our existing portfolio.

Asset enhancement strategy will remain a vital growth driver for The Link REIT. We will **continue to upgrade and improve the trading environment and unlock the full potential of our assets**. In the latest AEI pipeline, we have added several rejuvenation projects of fresh markets. With the success and experience gained from Tai Yuen Market, we are confident that improvements undertaken in this business segment will be welcomed by shoppers and tenants alike.

While the organic growth prospect of our existing portfolio remains intact, we could **further create value by acquiring more properties given our proven asset management capabilities**. Going forward, we will continue to look for suitable properties to leverage on our financial and business strengths, to provide a better shopping environment for shoppers, to further advance our position as a leading retail property investor and manager and to deliver a satisfactory return to our Unitholders.



#### Is there anything else you would like to add?



Yes. I want to take this opportunity to thank our tenants for their continuing support during the year. We are particularly pleased to see the strong retail sales growth this year.

I am also grateful for the guidance from the Board throughout the year. Special thanks to Dr Allan ZEMAN for his contributions to The Link REIT during his term as director.

Finally, I would like to applaud the hard work and professionalism of our 800 plus staff, especially in face of occasional misunderstanding and criticism. I have every confidence that our team can make further progress towards achieving our mission and continue to create value for our Unitholders in the coming years.

# Our Key Milestones

2011  
**MAY**



The Link REIT was awarded the Caring Company Certificate by the Hong Kong Council of Social Service for the fourth year in a row

2011  
**JUN**

The first Link Awards Ceremony was held to recognise frontline staff's performance in Mystery Shopper Programme



2011  
**JUL**



The Link REIT completed its first acquisition – Nan Fung Plaza



2011  
**AUG**

Ten shopping centres of The Link were presented certificates of Commendation Scheme for Commercial and Industrial Waste

2011  
**APR**



Lok Fu Eco Terrace won the Hong Kong Public Relations Excellence Award



2011  
**NOV**

Directors of the Year Awards in both categories: Non-Executive Directors (to our Chairman) and Executive Directors (to our CEO)



2011  
**OCT**

The Link and Dah Sing Bank launched the Dah Sing The Link Happy Visa Card, offering a new shopping platform and rewards for shoppers



2011  
**DEC**

The Link REIT was named winner of Hong Kong Outstanding Corporate Citizenship Award



2012  
**JAN**

The Link REIT completed its second acquisition – Maritime Bay



2012  
**FEB**

Hong Kong's first-ever bike lending service was launched to promote green living



*The Cupping Room, a specialty coffee shop at Stanley Plaza founded by a young Stanley resident who got interested in the coffee business while studying abroad, exemplifies the quality retail choices resulting from our trade mix enhancement.*

# REVITALISING BUSINESS ENVIRONMENT WITH PROACTIVE LEASING APPROACH



- Conduct market study for trade mix planning and market positioning
- Introduce wider range of quality tenants to draw shoppers
- Locate tenants at strategic locations to improve shopper traffic throughout each property



**Derek Chiu**

Shop owner of The Cupping Room at Stanley Plaza and second-place winner at the Hong Kong Barista Championship

**The unique trade mix and the resort-style setting of Stanley Plaza are appealing to international tourists and locals alike. It is an ideal location for opening the coffee shop of my life-long dream.**

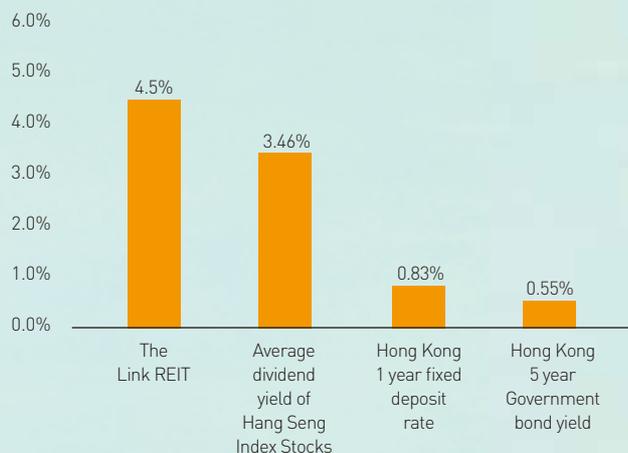


# Management Discussion and Analysis

## Unit Price of The Link REIT vs Other Benchmarking Indices



## The Link REIT's Distribution Yield Comparables



As at 31 March 2012

## OVERALL FINANCIAL RESULTS

The Link REIT delivered a solid set of results in the year under review to provide its Unitholders continuing growth in total return.

Distribution per unit for the year increased 17.3% to HK129.52 cents (2011: HK110.45 cents), comprising an interim DPU of HK63.11 cents (2011: HK52.86 cents) and a final DPU of HK66.41 cents (2011: HK57.59 cents). The Manager has continued with its policy of distributing 100% of The Link REIT's distributable income. The total DPU represents a distribution yield of 4.5% based on the closing market price of the units of HK\$28.90 on 31 March 2012. Unit price performance during the year was particularly strong with closing market price increasing from HK\$24.35 a year ago to HK\$28.90 (18.7% appreciation) as at 31 March 2012 amidst a downward trend of the other benchmarking market indices during the same period.

Valuation of the investment properties portfolio continued to improve during the year due to increase in rental income and two newly acquired properties. Net asset value per unit grew 12.6% to HK\$27.73 as at 31 March 2012 (31 March 2011: HK\$24.63).

Taking both distributions payout and unit price appreciation into account, The Link REIT has delivered to Unitholders a compound average annualised total return of 21.1% since its initial public offering to the end of March 2012.

## OPERATIONS REVIEW

### How have we done in the financial year ended 31 March 2012?

#### Key Performance Indicators

	How did we do?	How is this measured?	Why this matters to the business and management?
<b>Retail Portfolio</b>			
<b>Retail Revenue Growth</b>	+10.6%	Percentage change in total retail revenue this year vs last year	Reflects income growth momentum as led by asset management, asset enhancement and asset acquisition strategies
<b>Overall Occupancy Rate</b>	92.9%	Percentage of leased IFA over total leasable IFA	Improving trading environment leads to stronger demand for retail space
<b>Average Monthly Unit Rent</b>	HK\$35.8 psf	Monthly average base rent plus management fee generated from each square foot of leased IFA	Demonstrates the key growth pattern of our retail portfolio
<b>Retention Rate</b>	79.2%	Percentage of tenants retained upon lease expiry	Better operating conditions improve tenants' willingness to stay in our portfolio
<b>Proportion of Quality Independent Operators ("QIO")<sup>(1)</sup></b>	60%	Percentage of retail shops in our portfolio leased to small tenants fitting the definition of QIO	Provides more variety and aims to add individuality to each shopping centre
<b>Tenants' Gross Sales Growth</b>	+10.7%	Percentage change in reported psf gross sales of tenants this year vs last year	Improving trade mix together with targeted marketing effort leads to increase in footfall
<b>Car Park Portfolio</b>			
<b>Car Park Revenue Growth</b>	+11.8%	Percentage change in total car park revenue this year vs last year	Reflects the success of our marketing strategies that leads to increased demand
<b>Car Park Utilisation Rate</b>	79.6%	The number of monthly tickets sold divided by the number of monthly parking spaces available	Reflects the strong demand for monthly parking spaces

Note:

<sup>(1)</sup> QIO are tenants with shop's IFA less than or equals 1,000 sq ft, excluding top 50 tenants by monthly base rent and trades such as councilor office, post office, department store, bank, off course betting centre, elderly centre and single operator shopping centre.

## Retail Portfolio

Retail properties form a major part of our portfolio and comprised over 11 million sq ft of IFA as at 31 March 2012. Revenue generated from the retail properties accounted for over 80% of the total revenue of The Link REIT during the year under review.

Against the backdrop of a strong local economy boosting retail sales and private consumption, performance of The Link REIT's retail portfolio has been satisfactory with revenue growing by 10.6% to HK\$4,763 million (2011: HK\$4,307 million). This has also been made possible by the Manager's success in executing various initiatives to improve the shopping environment:

- undertaking asset enhancement works to rejuvenate or reposition the properties;
- executing leasing strategies to enhance trade mix while carrying out a wide array of portfolio-wide and property specific marketing events to improve tenants' gross sales;
- upgrading our service quality; and
- providing wide-ranging courses and seminars to our tenants on latest market trends and know-how.



*Asset Enhancement works rejuvenate shopping environment for the public*

Aiming to improve the shopping environment and to equip staff to better serve our tenants and shoppers, all these have successfully attracted higher patronage and in turn enhanced tenants' business to thrive in our portfolio.

### Improving Shopping Environment

#### ***Asset Enhancement Initiatives***

The Manager is committed to enhance the trading environment for the tenants especially through AELs. In the year under review, four AELs were completed, bringing the total number of completed AELs to 25 with a total IFA of some 3.3 million sq ft.



The four completed AEs have achieved satisfactory returns on investments, with Stanley Plaza and Tai Yuen Market slightly below our target.

Stanley Plaza, an award winning life-style centre, is our newly completed centre with improved design and shopping environment. The extensive works and extended construction period have affected the return of the project.

Tai Yuen Market is our pilot fresh market project with new store designs, new layouts and new operational concepts introduced. We will be able to apply the valuable experience gained in Tai Yuen Market for our future fresh market AEs.

### Return on Investment of AEs completed in the year ended 31 March 2012

	Total IFA as at 31 March 2012 '000 sq ft	Total Project Capex HK\$'M	Estimated Return on Investment <sup>(1)</sup> %
Choi Yuen Plaza	128	162	36.3%
Tin Shui Shopping Centre	73	78	15.9%
Stanley Plaza	100	227	13.0%
Tai Yuen Market	35	120	12.2%
<b>Total</b>	<b>336</b>	<b>587</b>	

Note:

<sup>(1)</sup> Estimated return on investment is calculated based on projected net property income after AEI, minus net property income before AEI, divided by AEI capital expenditure and loss of rental.

### Approved AEs Underway<sup>(1)</sup>

	Estimated Total Project Capex HK\$'M	Target Completion Date
Leung King Plaza	234	mid 2012
Sun Chui Shopping Centre	53	mid 2012
Oi Man Shopping Centre	116	late 2012
Wah Sum Shopping Centre	56	late 2012
Yiu On Shopping Centre	34	late 2012
Sheung Tak Shopping Centre	72	early 2013
Chung Fu Plaza (Phase II project)	166	mid 2013
<b>Total</b>	<b>731</b>	

Note:

<sup>(1)</sup> Projects which have secured all internal and necessary statutory approvals.

### Status of AEs

	Number of Projects	Total Project Capex HK\$'M
Completed since initial public offering	25	2,195
Underway	7	731
Pending statutory approval	5	786
Others under planning	>15	>1,200
<b>Total</b>	<b>&gt;52</b>	<b>&gt;4,912</b>

## Projects Completed in the Current Year



Before AEI

### CHOI YUEN PLAZA

Choi Yuen Plaza is situated adjacent to Sheung Shui MTR station, one station away from Shenzhen. With the upgrade, Choi Yuen Plaza is now better positioned to capture the influx of mainland tourists as well as demand from cross district shoppers. Various new retailers were introduced – Esprit Outlet, Sa Sa Cosmetics, Suning Citicall Appliance and Baleno.



➤ Modernised façade and public square

← Addition of escalators and air-conditioned area



➤ The first Esprit Outlet in The Link REIT's portfolio

→ Improved layout and circulation

## TIN SHUI SHOPPING CENTRE

Tin Shui Shopping Centre is situated in the western part of Tin Shui Wai district. By completing the internal makeover, refurbishing the common areas and open courtyard, the Manager turned the centre into an ideal place for shopping and dining for residents nearby.



Before AEI

## Projects Completed in the Current Year



- The revamped amphitheatre is a focal point of Stanley for outdoor performance
- ← Modernised façade and more retail offerings

## TAI YUEN MARKET



Before AEI

Tai Yuen Market is The Link REIT's pioneer fresh market AEI project. A lot of new designs, and operational concepts were introduced and were well received by tenants and shoppers.



## STANLEY PLAZA

Stanley Plaza is located at the scenic Stanley Bay, an established leisure destination for local and tourist attraction with more than 3.3 million visitors in 2011. The plaza is repositioned as a life-style centre with an extended range of retail and dining offerings. It is also the first dog-friendly shopping centre in The Link's portfolio.



Before AEI



➤ Attractive façade and welcoming entrance

➔ Neat and tidy market stalls



**Expanding Trade Mix**

The Manager is continuously refining and expanding the trade mix within its portfolio to provide a better shopping experience for the shoppers – to fulfill the ever-changing shoppers’ demands. The Manager has been able to attract both entrepreneurs and new tenant groups to start business within our portfolio leading to a diverse base of tenants of various sizes including some

of the major retail groups in Hong Kong and a large number of small tenants, QIOs. As at 31 March 2012, these small tenants accounted for 60% of the total retail shops in our portfolio.

The Manager believes that these small tenants are key to The Link REIT’s success as they provide a much wider variety of offerings to our shoppers and individuality to our shopping centres.



*Home-styling retailer G.O.D has opened a new shop at Stanley Plaza*



*ItaMoMo, an Italian restaurant at Kai Tin Shopping Centre*



*Western restaurant at Stanley Plaza with stylish deco*



## New Retailers

### New Tenants Offering Varieties



### Loyal Tenants Providing Daily Necessities



## Who are our top 10 tenants?

### A.S. Watson Group (HK) Ltd.

**Trade Sectors:** Convenience Store, Supermarket, Electrical and Household Products, Personal Care, Wine Cellar



### Café de Coral Holdings Ltd.

**Trade Sectors:** Food and Beverage Operator



### China Resources Retail (Group) Co. Ltd.

**Trade Sectors:** Convenience Store, Personal Care, Supermarket



### The Dairy Farm Co. Ltd.

**Trade Sectors:** Convenience Store, Personal Care, Supermarket



### Fairwood Fast Food Ltd.

**Trade Sectors:** Food and Beverage Operator



### Japan Home Centre (HK) Ltd.

**Trade Sectors:** Books and Stationery, Electrical and Household Products



### Li & Fung

**Trade Sectors:** Clothing, Footwear and Allied Products, Convenience Store, Bakery and Cake Shop



### Maxim's Caterers Ltd.

**Trade Sectors:** Food and Beverage Operator, Bakery and Cake Shop



### McDonald's Restaurants (HK) Ltd.

**Trade Sectors:** Food and Beverage Operator



### Wang On Majorluck Ltd.

**Trade Sectors:** Single Letting Market



### Implementing Targeted Marketing Strategy to Improve Tenants' Sales

Tactical promotion campaigns were conducted to raise overall awareness of our shopping centres. These marketing and promotion events, from portfolio-wide promotions such as festive promotions to property specific campaigns such as Paws by the Sea in Stanley Plaza, have earned much publicity for tenants and successfully drawn higher patronage and spending to our shopping centres.



*The Link's "We wish you a Merry Xmas" event series brings more shopper traffic to the shopping centres through an extensive publicity campaign*



*Participants at "Time Out Wine Walk" event sample fine wines at Stanley Plaza*

*Luminous Bike Dragon Dance in Tin Shui Wai is a highlight of our Bicycle-themed Chinese New Year event*





*The Link Award Ceremony aims at recognising frontline service teams with strong performance in the Mystery Shopper Programme*

*Bicycle lending service turns our centres into pit stops for bike enthusiasts, and helps promote our network of shopping centres*



*Gold winning team of The Link Award*



**Upgrading Service Quality and Knowledge Sharing**

***Mystery Shopper Programme***

We upgraded the contractors' performance as well as improved the frontline services during the year. The Manager launched the Mystery Shopper Programme to recognise top performers and cultivate a high-quality service culture at our shopping centres. Participants to the programme included all staff working at the shopping centres, irrespective of whether they are directly employed by The Link REIT or indirectly by the contractors. Disguised shoppers from an

independent consultant, Hong Kong Quality Assurance Agency, visited the selected shopping centres to review, score and comment on the service levels of the frontline staff based on certain pre-defined criteria. The increasing average scores reported during the year indicates the service quality at our properties has been improving.

***The Link Tenant Academy***

The Link Tenant Academy held talks and workshops to help our tenants stay in tune with the latest market trends. It facilitates interaction and exchange of ideas as tenants share their experiences to sharpen their competitive edge. This year, nine seminars and workshops were conducted attracting over 1,200 attendees. Renowned speakers and experts were invited to share their experiences with the tenants, covering a wide range of topics including management concepts,

retail business techniques, customer expectation and loyalty management, quality of catering and energy saving measures.

A lot of these seminars and workshops were attended by our small tenants, QIOs, who often have remarkable stories of their own, so that they can have a platform to share with each other their experiences, knowledge and business wisdom.



*A lively, interactive session at The Link Tenant Academy*



*The Link Tenant Academy aims at helping tenants enhance their business skills*

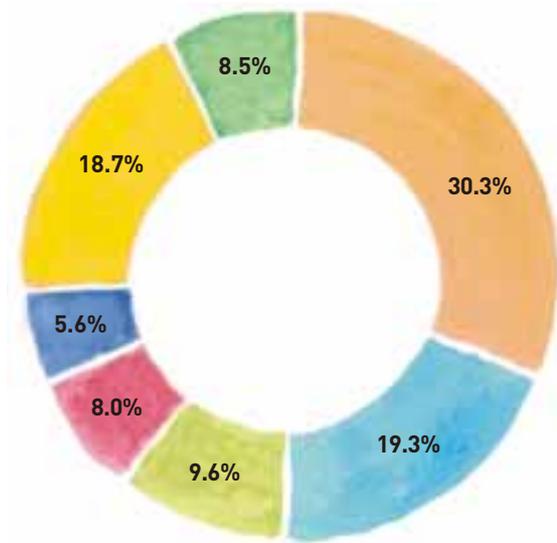
## Delivering Results

### *Focusing on Daily Necessities*

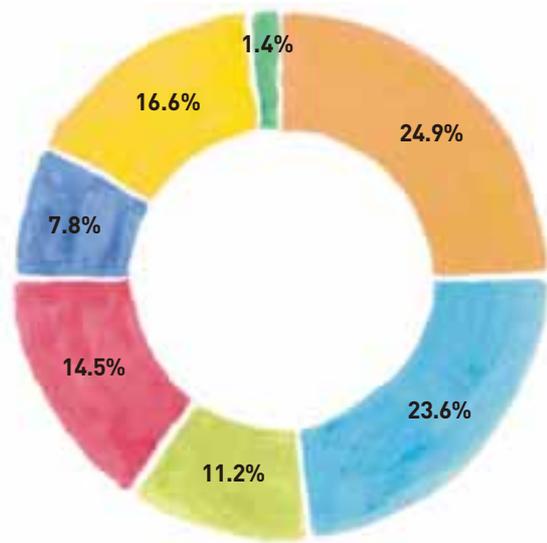
The Link REIT has been providing through its tenants daily necessities to its shoppers with approximately

50% of leased IFA (or by monthly rent) attributable to “Food and Beverage” and “Supermarket and Foodstuff” trades as at 31 March 2012.

**Retail Trade Mix by Leased IFA**



**Retail Trade Mix by Monthly Rent**



- Food and Beverage
- Supermarket and Foodstuff
- Services
- Markets/Cooked Food Stalls
- Personal Care, Medicine, Optical, Books and Stationery
- Others<sup>(1)</sup>
- Education/Welfare, Office and Ancillary

Note: As at 31 March 2012

<sup>(1)</sup> Including clothing, department stores, electrical and household products, leisure and entertainment, and valuable goods.



**Increasing Gross Sales**

Average monthly retail gross sales psf during the year as reported by our tenants increased by 10.7% as compared to the previous year. “Food and Beverage” and “Supermarket and Foodstuff”, the dominant daily necessity trades in our portfolio, recorded an encouraging year-on-year growth in

gross sales psf of 11.6% and 8.5%, respectively, whilst “General Retail” recorded an increase of 10.9%.

This underlies the support from the shoppers on the Manager’s strategy of enriching the shopping environment by adding product and service varieties, AEI upgrades and improved customer service.



**Gross Sales of Selected Trades**



Note:  
<sup>(1)</sup> Including services, personal care, medicine, optical, books and stationery, and others.

### Improving Operational Statistics

Overall occupancy rate of the portfolio improved slightly to 92.9% as at 31 March 2012 (31 March 2011: 91.5%) and composite reversion rate (on average 3-year lease) maintained at a healthy level of 21.7% against last year's 21.4%. Average monthly unit rent improved from HK\$32.8 psf as at 31 March 2011 to HK\$35.8 psf as at 31 March 2012, reflecting both the efforts of our leasing team and strong performance of our tenants.

Even as we are refining our trade mix and improving occupancy, our retention rate has remained stable throughout the years. In fact, the retention rate of 79.2%

for the year has been driven by our tenants' loyalty and sustainability and increased footfall to our properties leading to more leases being renewed.



More shopping choices are offered to customers through trade mix adjustments



### Operational Statistics for the Portfolio

Category	Occupancy Rate		Composite Reversion Rate		Average Monthly Unit Rent Per Leased IFA		% of Total IFA <sup>(1)</sup>
	As at 31 March 2012	As at 31 March 2011	Year ended 31 March 2012	Year ended 31 March 2011	As at 31 March 2012	As at 31 March 2011	As at 31 March 2012
	%	%	%	%	HK\$ psf	HK\$ psf	%
Shops	95.2	93.8	23.4	20.9	36.0	32.6	81.6
Markets/Cooked Food Stalls	81.2	81.8	14.6	22.8	65.2	63.0	9.1
Education/Welfare, Office and Ancillary	84.7	81.1	14.2	5.2	6.2	5.9	9.3
<b>Total</b>	<b>92.9</b>	<b>91.5</b>	<b>21.7</b>	<b>21.4</b>	<b>35.8</b>	<b>32.8</b>	<b>100.0</b>

Note:

<sup>(1)</sup> Total excluding self use office.

### Key Car Park Property Performance Indicators

	Year ended 31 March 2012	Year ended 31 March 2011
Car park space allocation – monthly (%)	87.0	87.0
Car park space allocation – hourly (%)	13.0	13.0
Gross receipts by monthly users (%)	74.2	74.5
Gross receipts by hourly users (%)	25.8	25.5
Utilisation of car park space (%)	79.6	75.0
Car park income per space per month (HK\$)	1,222	1,095
Net property income margin (%)	61.1 <sup>(1)</sup>	58.5
Number of electric vehicle charging stations	55	46

Note:

<sup>(1)</sup> Excluding the write-back of the car park waiver fees provision.



*Car parks offer synergy with our retail facilities*

### Car Park Portfolio

Car park portfolio comprises approximately 80,000 parking spaces and contributed about 20% of the total revenue of The Link REIT for the year.

Car park revenue grew 11.8% to HK\$1,169 million (2011: HK\$1,046 million) due to increasing demand and implementation of various parking incentive schemes. During the year, a number of enhancement initiatives were undertaken to upgrade the car park facilities, including increasing CCTV coverage, improved barrier-free access facilities, more energy efficient lighting systems, and more electric vehicle charging stations.

The car park operating margin further improved to 61.1% this year (2011: 58.5%) even excluding the write-back of an over provision for car park waiver fees.

## Acquisitions

During the year, The Link REIT embarked on a new initiative to grow its business inorganically. The Manager made two yield-accretive acquisitions in the Tseung Kwan O district in the New Territories of Hong Kong, namely, the commercial portion of Nan Fung Plaza (**"Nan Fung Plaza"**) and the commercial accommodation of Maritime Bay (**"Maritime Bay"**), with consideration of HK\$1,170 million and HK\$577.6 million, respectively. This marks a new milestone in The Link REIT's business development and paved the way for further growth opportunities.

Nan Fung Plaza and Maritime Bay have been successfully integrated into The Link REIT's portfolio of assets following completion of the acquisitions in

July 2011 and January 2012 respectively. Valuation of Nan Fung Plaza rose 8.2% from HK\$1,130 million as at appraisal date on 1 June 2011 to HK\$1,223 million as at 31 March 2012 while valuation of Maritime Bay rose 3.0% from HK\$580 million as at appraisal date on 21 December 2011 to HK\$597 million as at 31 March 2012.

Taking advantage of geographical synergies, the two newly acquired properties are expected to enhance the overall retail environment, better capture the growing catchments in the Hang Hau district in Tseung Kwan O and further leverage on the Manager's expertise in retail property management. The Manager believes that together with its existing assets, the two newly acquired properties will bring more business opportunities for tenants and a better shopping environment for shoppers in the nearby areas.



*Nan Fung Plaza*



*Maritime Bay*

## FINANCIAL PERFORMANCE

### How have we done in the financial year ended 31 March 2012?

#### Key Performance Indicators

	How did we do?	How is this measured?	Why this matters to the business and management?
<b>Financial Performance</b>			
<b>Total Revenue Growth</b>	+10.8%	Percentage change in total revenue this year vs last year	Reflects income growth momentum as led by the asset management, asset enhancement and asset acquisition strategies
<b>Property Operating Expenses Increase</b>	+2.2%	Percentage change in property operating expenses this year vs last year	Reflects The Link REIT's continued efforts in cost management
<b>Net Property Income Margin</b>	70.5%	Net property income divided by total revenue	Reflects accomplishments from income growth and cost management
<b>Distribution Per Unit</b>	HK129.52 cents	Total distributable income for the year divided by the number of units outstanding at year end	Reflects sustainable growth of the business
<b>Financial Position</b>			
<b>Portfolio Valuation Growth</b>	+13.9%	Percentage change in valuation undertaken by independent valuer this year vs last year	Upward trend reflects improvement in net property income and enhanced conditions of our portfolio
<b>Net Asset Value Per Unit Growth</b>	+12.6%	Percentage change in total net asset value of The Link REIT divided by the number of units outstanding this year vs last year	Upward trend reflects sustainable growth of the business

## Overall Results

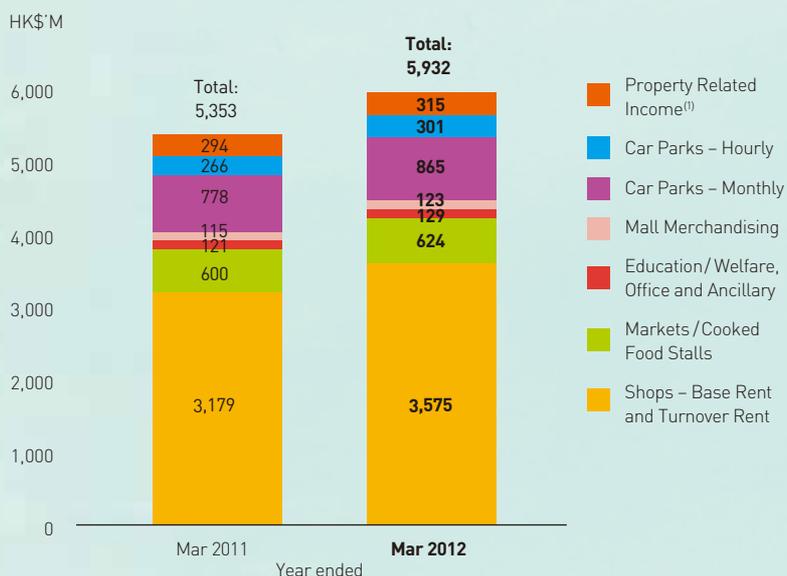
Driven by the strong performance of our tenants and the Manager's efforts in cost containment, net property income grew 14.8% to HK\$4,185 million (2011: HK\$3,644 million) while total DPU for the year reached HK129.52 cents, an increase of 17.3% over HK110.45 cents in 2011.

In the year, there were two one-off cost items recorded in the consolidated income statement. Firstly, there was a write-back of an over provision for car park waiver fees accrued in prior periods. This was grouped under "Other Property Operating Expenses". Secondly, the related expenses for the two acquisitions were captured under "General and Administrative Expenses".

## Revenue Analysis

Total revenue for the year increased to HK\$5,932 million (2011: HK\$5,353 million), mainly due to increased rental income from retail properties of HK\$4,451 million (2011: HK\$4,015 million), from car parks of HK\$1,166 million (2011: HK\$1,044 million) and from other property related income of HK\$315 million (2011: HK\$294 million).

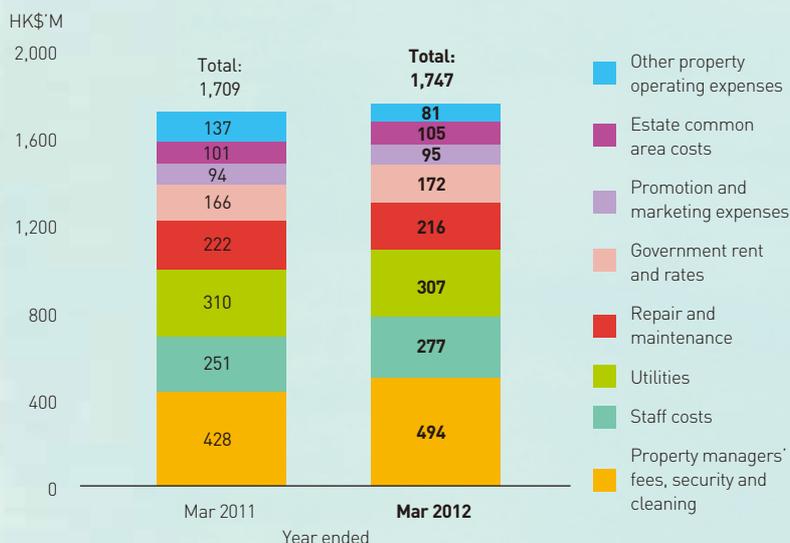
## Total Revenue



Note:

<sup>(1)</sup> Include income from retail properties of HK\$312 million (2011: HK\$292 million) and car park portfolio of HK\$3 million (2011: HK\$2 million).

## Total Property Expenses



## Expenses Analysis

Total property operating expenses for the year increased 2.2% to HK\$1,747 million (2011: HK\$1,709 million). Amidst an inflationary environment, the Manager was able to contain its costs at a reasonable level while improving its service quality to tenants and shoppers.

During the year, there was an increase in property managers' fees, security and cleaning expenses as the Manager agreed to reimburse its contractors affected by the Minimum Wage Ordinance which became effective on 1 May 2011. On top of this, the Manager offered additional reimbursement for paid rest-days and meal breaks. Staff costs also increased as the Manager strengthened its workforce, particularly in property management, in pursuit of improving its service quality.

The continuation of energy savings, and repair and maintenance initiatives which the Manager started in 2010, have delivered encouraging results. Electricity consumption dropped by 16 million kilowatt hours against last year and this savings favourably offset the increase in electricity tariff. Property condition has been further improved while the cost level has remained

intact as compared to last year. We are confident the continued roll-out of these initiatives will deliver further savings in the next few years.

## Financial Position

The Link REIT's financial position remains strong with total value of investment properties appraised at HK\$76,672 million as at 31 March 2012 (31 March 2011: HK\$67,318 million), an appreciation of 13.9% as compared to a year ago.

The increase in properties' overall rental income as well as the inclusion of the value of Nan Fung Plaza and Maritime Bay led to the increase. Net asset value per unit rose from HK\$24.63 a year ago to HK\$27.73 as at 31 March 2012, an increase of 12.6%.

## Valuation Review

The valuation of the retail properties rose 13.6% from HK\$57,510 million as at 31 March 2011 to HK\$65,311 million as at 31 March 2012 while the value of the car park portfolio rose 15.8% from HK\$9,808 million as at 31 March 2011 to HK\$11,361 million as at 31 March 2012.



Excluding the two new acquisitions, the value of the portfolio has increased by HK\$7,534 million or 11.2% compared to a year ago.

The principal valuer of The Link REIT, Jones Lang LaSalle Limited, adopted a combination of the discounted cash flow (“DCF”) and income capitalisation approaches to value The Link REIT’s property portfolio. The increase in value of the retail properties was supported by the improved quality and rental growth prospect of the portfolio as driven by the increase in net property income of the portfolio, improved quality of specific properties which had undergone AEIs, and the acquisitions made in the year.

### Portfolio Breakdown

The top 10 properties, by retail value, contributed 26.7% of the portfolio’s retail revenue given the improved quality and better trade mix of these assets within The Link REIT’s portfolio, and included most of the properties that had undergone AEIs. The average monthly unit rent psf of the top 10 properties reached HK\$50.4 as at 31 March 2012 (31 March 2011: HK\$46.5). The 11th to 50th properties, a mixture of some AEI and non AEI centres, achieved average monthly unit rent psf of HK\$38.1 as at 31 March 2012 (31 March 2011: HK\$34.4).

### Valuation Approach

	As at 31 March 2012	As at 31 March 2011
<b>Income Capitalisation Approach – Capitalisation Rate</b>		
Retail properties	<b>5.00-7.00%</b>	5.00-7.00%
Retail properties: weighted average	<b>5.87%</b>	5.92%
Car parks	<b>5.50-9.25%</b>	5.50-9.25%
Car parks: weighted average	<b>7.62%</b>	7.63%
Overall weighted average	<b>6.11%</b>	6.16%
<b>DCF Approach</b>		
Discount rate	<b>8.00%</b>	8.00%

### Properties<sup>(1)</sup>

	Retail Properties Valuation HK\$'M	Retail Revenue HK\$'M	Average Monthly Unit Rent Per Leased IFA HK\$ psf	Occupancy Rate %
1-10	18,076	1,272	50.4	97.2
11-50	30,044	2,117	38.1	93.9
51-100	14,186	1,128	28.6	91.2
Remaining Properties	3,005	246	19.7	86.6
<b>Total</b>	<b>65,311</b>	<b>4,763</b>	<b>35.8</b>	<b>92.9</b>

Note:

<sup>(1)</sup> Properties ranked by retail valuation as at 31 March 2012, including Nan Fung Plaza and Maritime Bay.

## Which are Our Top 10 Properties?

### 1 Lok Fu Plaza

Lok Fu Plaza is situated in central Kowloon, within a strong residential hub consisting of both public housing estates and private developments. Easily accessible with MTR station, bus terminal, mini-bus and taxi stand. It is considered as the flagship of The Link REIT in terms of its size and comprehensive trade mix, including the presence of UNY (a Japanese department store) as an anchor tenant.



#### Key Statistics

IFA:	388,133 sq ft
Car Park Spaces:	793
Value:	HK\$3,744.2M
Cap Rate:	5.03%
Net passing income:	HK\$189.1M pa

### 2 Chung Fu Plaza

Chung Fu Plaza is located at the centre of Tin Shui Wai District with good accessibility. The Plaza is next to Chung Fu Light Rail Station which connects it to different parts of the New Territories, Kowloon and Hong Kong Island via an extensive network of MTR, buses and taxis. It is also close to Hong Kong Wetland Park, a popular tourist attraction for both local and foreign visitors.



#### Key Statistics

IFA:	205,568 sq ft
Car Park Spaces:	1,177
Value:	HK\$2,144.3M
Cap Rate:	5.59%
Net passing income:	HK\$118.6M pa

### 3 Tsz Wan Shan Shopping Centre

Tsz Wan Shan Shopping Centre is situated in the vicinity of both Wong Tai Sin and Diamond Hill. It is conveniently located above a bus terminal and is easily accessible by mini-bus and taxi. Its self-contained fresh market complements the shopping centre, making it a daily visiting place for the community.



#### Key Statistics

IFA:	202,978 sq ft
Car Park Spaces:	940
Value:	HK\$1,985.9M
Cap Rate:	5.83%
Net passing income:	HK\$120.1M pa

### 4 Wong Tai Sin Plaza

Wong Tai Sin Plaza is right on top of Wong Tai Sin MTR Station, supplemented by public transportation with bus terminals, public light bus terminal and a taxi waiting area. In addition to the frequent pedestrian traffic the Plaza benefits from the nearby Wong Tai Sin Temple which is a famous destination for both tourists and locals.



#### Key Statistics

IFA:	148,023 sq ft
Car Park Spaces:	688
Value:	HK\$1,819.9M
Cap Rate:	5.34%
Net passing income:	HK\$103.1M pa

### 5 Kai Tin Shopping Centre

Kai Tin Shopping Centre is at Lam Tin in Kwun Tong District and is easily accessible from Kowloon and Hong Kong Island via buses, mini-buses and taxis. It only takes a 3 minute walk to get from Lam Tin MTR Station to Kai Tin Shopping Centre. Lam Tin is a densely-populated area in Kwun Tong District surrounded by both public housing estates and private developments. JUSCO Supermarket in Kai Tin Shopping Centre is the largest superstore in Lam Tin area.



#### Key Statistics

IFA:	183,686 sq ft
Car Park Spaces:	461
Value:	HK\$1,711.5M
Cap Rate:	5.81%
Net passing income:	HK\$107.8M pa

## 6 Sheung Tak Shopping Centre

Sheung Tak Shopping Centre is situated in the developed area of Tseung Kwan O with close proximity to the adjacent public housing estates and private developments. The shopping centre is above a bus terminus and taxi stand. It is easily accessible via mini-buses and is within walking distance to Tseung Kwan O MTR Station.



### Key Statistics

IFA:	130,421 sq ft
Car Park Spaces:	1,280
Value:	HK\$1,680.1M
Cap Rate:	5.65%
Net passing income:	HK\$102.8M pa

## 7 Sau Mau Ping Shopping Centre

Sau Mau Ping Shopping Centre is located in Kwun Tong District and is easily accessible from Kowloon and Hong Kong Island via buses, mini-buses and taxis. Sau Mau Ping is a densely-populated area in Kwun Tong District surrounded by Sau Mau Ping Estate, Po Tat Estate and Hiu Lai Court. More public housing estates are currently being constructed in its vicinity.



### Key Statistics

IFA:	158,889 sq ft
Car Park Spaces:	611
Value:	HK\$1,677.7M
Cap Rate:	5.79%
Net passing income:	HK\$102.2M pa

## 8 Hau Tak Shopping Centre

Hau Tak Shopping Centre is connected to Hang Hau MTR Station via a footbridge. Hang Hau is a well-developed and densely populated area in Tseung Kwan O district. It is connected by an extensive network of MTR, buses, taxis and mini-buses.



### Key Statistics

IFA:	177,952 sq ft
Car Park Spaces:	623
Value:	HK\$1,651.0M
Cap Rate:	5.42%
Net passing income:	HK\$96.9M pa

## 9 Cheung Fat Plaza

Cheung Fat Plaza is located in the urban centre of Tsing Yi Island. The Plaza is near Tsing Yi MTR Station (Tung Chung Line) and Tsing Yi Station of Airport Express. It is also well connected by various types of transportation including buses, mini-buses and taxis.



### Key Statistics

IFA:	165,667 sq ft
Car Park Spaces:	590
Value:	HK\$1,544.1M
Cap Rate:	5.85%
Net passing income:	HK\$95.1M pa

## 10 Lung Cheung Plaza

Lung Cheung Plaza is linked to Wong Tai Sin MTR Station and is next to Wong Tai Sin Temple, which is a popular destination for both tourists and locals. The spacious drop-off area accommodates coaches bringing large number of tourists every day.



### Key Statistics

IFA:	154,270 sq ft
Car Park Spaces:	473
Value:	HK\$1,483.0M
Cap Rate:	5.54%
Net passing income:	HK\$90.3M pa

## Capital Management as at 31 March 2012

### Key Performance Indicators

	How did we do?	How is this measured?	Why this matters to the business and management?
<b>Gearing</b>	15.9%	Total borrowings divided by total assets	Indicates financial strength and the capacity to raise further debt
<b>Net Interest Coverage</b>	9.9 times	Operating profit before change in fair values of investment properties and depreciation divided by net interest expense	Measures the ability to service interest payments through operating profits
<b>Average Facilities Maturity</b>	4.3 years	Weighted average remaining life of committed debt facilities including banking facilities and notes	Indicates the pressure for refinancing or repayment in the future
<b>Fixed Rate Debt</b>	57%	Borrowings effectively in fixed rate divided by total borrowings	Measures the extent of debt affected by the risk of current market interest rate fluctuation
<b>Average Life of Fixed Rate Debt/Swap</b>	5.0 years	Weighted average remaining life of fixed rate debt and floating-to-fixed interest rate swap	Measures how long the average interest rate protection is provided by the fixed rate debt/swap
<b>Effective Interest Rate</b>	3.35%	Weighted average interest rate for all the borrowings including amortisation of any upfront fee, notes issue discount and interest rate hedging	Indicates the cost of debt of The Link REIT at year end date

## Debt Portfolio Management

Financial markets in the year was volatile amid concerns about the sovereign debt crisis in the Euro-zone and tightening monetary policies on mainland China. Liquidity squeeze in banking markets has resulted in higher corporate borrowing margins. However, The Link REIT has been able to secure a total of HK\$6.5 billion funding at favourable rates. In the next financial year, The Link REIT has no refinancing needs while maintaining a high level of available liquidity.

Key financing transactions during the year are summarised below:

- A new HK\$2.5 billion 5-year club loan was put in place with various banks at an all-in cost of HIBOR +0.85% per annum. HK\$1.25 billion of the club loan is revolving in nature.
- A total of HK\$2.9 billion unsecured notes were issued under the Guaranteed Euro Medium Term Note Programme, including HK\$0.5 billion 5-year notes, HK\$1.1 billion 7-year notes, HK\$0.8 billion 10-year notes and HK\$0.5 billion 15-year notes. HK\$1 billion equivalent amount of the notes was swapped into Hong Kong Dollars floating debts using interest rate swap and cross currency swap contracts.

- A total of HK\$1.1 billion 3-year new bilateral loan facilities were signed with banks, of which an equivalent amount of HK\$300 million loan denominated in Australian Dollars was swapped into Hong Kong Dollars loan using cross currency swap contract.
- The 2006 syndicated loan was fully repaid.
- HK\$500 million notional principal amount of cash flow hedging interest rate swap was unwound. A fair value loss of HK\$28.8 million originally recognised in the cash flow hedging reserve was realised as finance costs.

The overall average interest rate of the debt portfolio, after taking into account interest rate hedging, improved to 3.35% as at 31 March 2012 from 3.72% as at 31 March 2011. At the same time, average outstanding life of the Group's committed debt facilities was lengthened to 4.3 years as at 31 March 2012 from 3.4 years as at 31 March 2011. Debt maturities have been further spread out.



## Committed Debt Facilities<sup>(1)</sup>

As at 31 March 2012 (HK\$ billion)	Fixed Rate Debt <sup>(2)</sup>	Floating Rate Debt <sup>(2)</sup>	Utilised Facilities	Undrawn Facilities	Total Facilities
HKMC loan <sup>(3)</sup>	3.25	0.75	4.00	–	4.00
2011 Club Loan	0.70	0.55	1.25	1.25	2.50
Bilateral Loans	0.20	2.01	2.21	1.71	3.92
Medium Term Notes	2.97	2.03	5.00	–	5.00
<b>Total</b>	<b>7.12</b>	<b>5.34</b>	<b>12.46</b>	<b>2.96</b>	<b>15.42</b>
<b>Percentage</b>	<b>57%</b>	<b>43%</b>	<b>81%</b>	<b>19%</b>	<b>100%</b>

Notes:

<sup>(1)</sup> All amounts are at face value.

<sup>(2)</sup> After interest rate swaps.

<sup>(3)</sup> Loan from The Hong Kong Mortgage Corporation Limited ("HKMC").

### Maturity Profile of Committed Debt Facilities



### Maturity Profile of Fixed Rate Debt/Swap



## Liquidity Management

The Link REIT has further increased its available liquidity in order to withstand a possible prolonged liquidity crunch and potentially capture any acquisition opportunity. As at 31 March 2012, available liquidity stood at HK\$4.67 billion (31 March 2011: HK\$2.41 billion), comprising HK\$1.71 billion cash and deposits and HK\$2.96 billion committed undrawn facilities.

All the deposits are placed with banks with strong credit ratings. As at 31 March 2012, all the deposits were held in banks with S&P credit rating of at least "A-" or equivalent. Counterparty risk is monitored on a regular basis while maximum counterparty exposure is limited by pre-defined deposit limits, which are assigned to each bank based primarily on its respective credit standing.

## Credit Ratings

The Link REIT has been assigned strong credit ratings by rating agencies. The Link REIT's credit ratings were affirmed by Standard and Poor's at A/Stable on 22 December 2011 and by Moody's Investors Service at A2/Stable on 28 September 2011.

## HUMAN RESOURCES

The Manager's remuneration policy is to provide an equitable, motivating and competitive remuneration package with a view to attracting, motivating and retaining high performing staff. The remuneration policies and practices will be reviewed regularly with the assistance of independent consultants in order to keep in line with market trends and practices. As at 31 March 2012, the Manager had 833 staff (31 March 2011: 798).



Annual Dinner 2012 features "Back to Schools" theme



Staff have a fun time at Christmas Party in Disneyland



Customer service staff take part in a carnival to promote care for people with hearing disabilities

The Management Trainee Programme continues into its second year with fresh graduates recruited from local universities. These trainees undergo a two-year intensive programme incorporating on-the-job training and job rotations to different functions of the Manager. Summer trainees were also recruited from local universities during the year and with the intention that they could be a source of talented candidates for the Management Trainee Programme.

In an effort to strengthen our capability to hire highly qualified candidates, the Manager introduced an Employee Referral Programme. Through this programme, a referral award will be granted to those who have successfully referred others to fill vacant positions of the Manager.

A new e-learning platform was launched during the year by the Manager. Through this platform, colleagues can enroll in different kinds of learning courses and register for staff events. It is hoped that the platform can link all colleagues together and provide them with updated information and knowledge. It is also an effective platform for self-paced learning and views exchange and it will encourage colleagues to add value to themselves.

## AWARDS

The Link REIT's efforts in corporate social responsibility, green initiatives, corporate governance, and service and branding have been well recognised. We have received numerous prestigious and respected awards, both local and international ones, as listed below:

Awards	Corporate / Events	Date
<b>Corporate social responsibility and green initiatives</b>		
Hong Kong Public Relations Excellence Award	"Eco Terrace" Community Engagement Project at Lok Fu Plaza	April 2011
Certificate of the Caring Company Scheme	Corporate	May 2011
Corporate Social Responsibility Awards	Corporate	May 2011
Certificate of Commendation Scheme for Commercial and Industrial Waste	Corporate	August 2011
Asian CSR Awards in Environmental Excellence – Revitalisation Project of Tai Yuen Market	Corporate	October 2011
International Council of Shopping Centers Asia Pacific Shopping Centre Gold Award in Cause Related Marketing	"Eco Terrace" Community Engagement Project at Lok Fu Plaza	November 2011
HKQAA-HSBC CSR Advocate Mark	Corporate	November 2011
Second Hong Kong Outstanding Corporate Citizenship Award	Corporate	December 2011
U Green Awards 2011	Corporate	May 2012
2011 Hong Kong Awards for Environmental Excellence, Property Management (Certificate of Merit)	Corporate	May 2012
Caring Company Certificate for 5th Year in a Row	Corporate	May 2012
BCI Asia FuturArc Green Leadership Award 2012 – Citation, Commercial Architecture for Tai Yuen Market	Corporate	June 2012
<b>Corporate Governance</b>		
Asia Pacific Entrepreneurship Awards' Outstanding Entrepreneurship Award	Chief Executive Officer and Executive Director	July 2011
Directors of the Year Awards:		November 2011
• Non-Executive Directors Categories	Chairman	
• Executive Directors Categories	Chief Executive Officer and Executive Director	
Hong Kong Outstanding Enterprise Awards	Corporate	December 2011
<b>Corporate</b>		
Hong Kong Esteemed Brands Awards	Corporate	December 2011
Hong Kong's Most Popular Cooked Food Stall, 12th China Restaurants Golden Horse Awards	Wong Tai Sin Cooked Food Stall	March 2012
AsianInvestor's 2012 Investment Performance Awards, Reits, Asia Pacific	Corporate	May 2012
FinanceAsia – Best Managed Companies Poll 2011: Hong Kong	Corporate	May 2012
– Most committed to a Strong Dividend Policy (ranked 1st)		
– Best Managed Company (ranked 2nd)		
– Best CEO (Runner-up)		
– Best Investor Relations (ranked 2nd)		
– Best Corporate Social Responsibility (ranked 3rd)		
– Best Corporate Governance (ranked 4th)		

All these awards serve as recognition that encourages us to work harder towards our vision of becoming a world class real estate investor and manager.





*At a Tenant Academy seminar, tenants learn new skills to enhance retail staff morale from an industry expert.*

**SHOP DESIGN**

**SUCCESS IN RETAILING**

**CUSTOMER LOYALTY**



# HELPING TENANTS KEEP PACE WITH CHANGING TIME

- “The Link Tenant Academy” offers seminars to our tenants on a wide range of retail-related topics, from customer relations to latest industry trends, from store management to modern shop-front design
- Over 1,200 tenants participated in 9 seminars during the current financial year to acquire the latest business know-how and to share experience



**We place great emphasis on staff training. We encourage our staff to join Tenant Academy seminars as these practical workshops can help improve our competitiveness.**



**Fanny Chan**  
Owner of  
hair salon at  
Wong Tai Sin  
Plaza



# Sustainability

## THE LINK REIT SUSTAINABILITY FRAMEWORK

The Manager believes in the sustainable development of The Link REIT's business and the community it serves. Sustainability is recognised as an essential component of the way in which the Manager makes business decisions.

The Manager's daily operations are guided by its vision, mission and values ("VMV"). Based on this VMV, the Manager developed a sustainability framework

that puts sustainable growth, stakeholders' interests and responsible business practices at the heart of its operations.

The framework encompasses seven areas of corporate sustainability, namely tenant, asset/brand, corporate governance, staff, community, economy and environment. The sustainability framework enables the Manager to set clear and quantifiable sustainability objectives and performance indicators, and helps establish and integrate sustainability deliverables into The Link REIT's future strategy.

## The Link REIT's Vision, Mission and Values underline the seven areas of sustainability



During the year, one of the most important outcomes of the Manager's commitment was the formation of The Link REIT's Sustainability Committee. The Committee's role is to oversee policies, share best practices and provide co-ordination on issues relating to sustainability. It is chaired by Mr George HONGCHOY, the Manager's Chief Executive Officer, and consists of other members of the senior management team from all aspects of The Link REIT's operations.

## **CORPORATE GOVERNANCE, RISK MANAGEMENT AND STAKEHOLDER ENGAGEMENT**

Good corporate governance is one of the cornerstones of sustainability. The Manager has incorporated key elements of good governance in The Link REIT, such as dominance of independent non-executive directors on the Board, internal monitoring and auditing, risk management and internal and external feedback mechanisms.

The Board comprises eight independent non-executive directors (including the Chairman), one non-executive director, and two executive directors (for a total of 11 members). The proportion of independent non-executive directors is relatively high for Hong Kong and provides the Manager with an unusually independent point of view.

Auditing and monitoring are important elements of good corporate governance. The Link REIT's Internal Audit team performs audit of key operational functions of the business, highlights control weaknesses and risk management issues, and provides recommendations for rectification. The Manager has a well-developed process to identify risks in business operations and develop appropriate management approaches to eliminate, transfer, treat or assume these risks.

Feedback mechanisms are also an important part of good governance. Internally, the Manager has a Whistleblowing Policy, Escalation Policy and a designated email for staff to provide recommendations to the Chief Executive Officer. An intranet discussion forum – YourVoice.com – has been developed so staff can provide views, comments and feedback on the Manager's policies and operations. Externally, a customer hotline for the public is provided. The Annual General Meeting provides a venue for Unitholders to express their views to the Manager's highest governing body. Senior managers periodically participate in road shows and investor conferences to meet and obtain feedback from investors in Hong Kong and overseas.

The Link REIT engages and communicates regularly with stakeholders to understand and respond to their needs, concerns and expectations in sustainability issues. The stakeholders, with direct and indirect interests in The Link REIT, include tenants, customers, community, investors, investment analysts, contractors and suppliers, government authorities, Legislative and District Councillors, special need groups, green groups, welfare organisations, media and staff members.

## TENANT SUSTAINABILITY

Tenants are at the core of The Link REIT's business. The Manager has launched a wide range of initiatives to support and enhance tenants' business operations. In terms of physical improvement of hardware, these include AEs which involved capital investments of over HK\$587 million in 2011/12 to upgrade facilities and increase foot traffic through the shopping centres. In the same year, the Manager also spent HK\$216 million in repair and maintenance of the shopping centres and car park facilities across the portfolio.



*Renowned gourmet Walter Kei shares his ideas on healthy diet trends with the tenants of Tai Yuen Market*



*Frontline service is enhanced by equipping staff with new skills, and recognising strong performance*

Apart from hardware improvements, the Manager also focused on delivering better customer service to both tenants and shoppers. To assist and provide the tenants with the latest retail trends and business knowledge, The Link Tenant Academy organised regular seminars and workshops to ensure tenants were kept abreast of the latest market trends and business skills. During the year under review, the Manager conducted nine seminars and workshops, which attracted over 1,200 attendees.

In 2011/12, the Manager conducted three rounds of Mystery Shopper Programme assessments in 102 shopping centres selected by an independent organisation, the Hong Kong Quality Assurance Agency. In order to provide a more comprehensive service, the Manager plans to extend the programme to assess barrier-free access facilities, customer services for the disabled and car park facilities in 2012/13.

To further generate footfall for the tenants' benefit, the Manager has embarked on a marketing strategy to promote the tenants in its shopping centres and fresh markets. One of the marketing campaigns involved mixing cycling and shopping. In February 2012, the Manager joined hands with renowned bicycle brand STRiDA to promote bike culture and green living in Hong Kong. The launch of Hong Kong's first-ever bike lending service at designated shopping centres was aimed to attract more shoppers while encouraging a reduction of carbon footprint.

## ENVIRONMENTAL SUSTAINABILITY

Environmental sustainability is one of The Link REIT's top priorities. The Manager strives to improve the environmental performance and efficiency of the buildings it manages. The Manager educates its staff on environmental management and helps raise community awareness on environmental issues by providing knowledge that can be applied to daily life.

The Manager implemented aggressive programmes to improve energy performance and reduce the carbon footprint. In the year under review, the Manager invested over HK\$95 million in energy reduction initiatives and achieved energy savings of over 16 million kilowatt hours. Major savings were achieved through the Chiller Replacement Programme, with an additional 37 chillers replaced in 25 shopping centres and fresh markets during the year. The Manager also replaced lighting fixtures in 51 car parks with more energy efficient ones, such as T5 fluorescent lamps and LED EXIT signs lamps.

Additional energy savings were achieved as a result of installing Variable Speed Drives that controlled electricity to air handling units included installing doors at air-conditioned premises and applying solar film on skylights and glass walls, led to further energy savings. Another measure to better monitor and control the Manager's energy usage includes the implementation of the Electricity Consumption Management Scheme ("ECMS") which allows the Manager to identify viable energy management measures to lower the energy consumption and operating cost for identified facilities. ECMS was completed for 28 properties in the year under review with the remaining 32 properties to be completed in the coming financial year.



*Energy-efficient water-cooled chiller is progressively introduced at The Link's portfolio*



*The new Work-Life balance Centre offers a venue for staff members to wind down and mingle*

## STAFF SUSTAINABILITY

The Board's Human Resources and Compensation Committee oversees the coordination of human resource policies and initiatives. As an equal opportunities employer, The Manager offers its staff competitive remuneration and benefit packages which are reviewed annually with performance appraisal based on both financial and non-financial performance indicators. In addition, the Manager outlines a range of initiatives designed to make The Link REIT an employer of choice. It understands that the cornerstones of creating a good workplace environment also include training, communication, work-life balance, management relations and health and safety. Starting in 2010, The Link REIT increased investments in workforce training and development. Major new staff initiatives during the year under review included a e-learning platform (LinkUp); the soft launch of a Staff Work-Life Balance Centre, a fully equipped centre with game rooms, gym and yoga space to provide staff with a space to mingle and relax; and an Employee Assistance Programme, including a 24-hour counselling hotline and wellness courses, to provide one-stop professional services in preventing, identifying and resolving concerns, difficulties or problems, whether they are personal, family or work related.

The Link REIT's properties are focal points for the community and the Manager has an important role to play in raising public awareness on waste issues. The Manager works with the tenants, customers and communities to implement various waste programmes by promoting the 4Rs of Reduce, Replace, Reuse and Recycle. Waste separation recycling bins are placed at 14 shopping centres of The Link REIT. In the year under review, 157,006 kg of waste paper, 1,318 kg of plastic and 760 kg of aluminium were collected at these shopping centres.

The Link REIT initiated a landscape improvement programme and engaged with certified arborists and registered landscape architects to provide technical advice to improve tree and plant growth. A HK\$16 million investment is planned for the next two years for landscaping improvement works.

The Link Staff Academy provides a comprehensive training program for property management. Through a structured learning curriculum, attendees learn how to be market leaders in their profession. The curriculum focuses on how to improve technical skills relevant to the daily operations. About 520 staff attended the Academy during the year under review, for a total of approximately 1,300 hours.

In 2011/12, in recognition of the contribution by property management staff and contract workers, the Manager held "The Link Award Ceremony". Based on mystery shopper rating by independent consultants of Hong Kong Quality Assurance Agency, awards were given to recognise the best performers and teams under different categories.

## COMMUNITY SUSTAINABILITY

The Link REIT's extensive portfolio of community-oriented retail and car park facilities are at the doorsteps of over 40% of Hong Kong's households. The Manager has a long-standing commitment to the communities in which it operates.

The Link REIT's community involvement includes concessionary rents to welfare organisations, letting approximately 8% of our floor area to welfare organisations at concessionary rents. The Manager also offers full waiver or discounts to the Government and welfare organisations on letting fees for venues to host events at The Link REIT's properties. During the year, the Manager received and approved 2,021 applications to waive venue fees. Sponsorship of charitable letting accounts for a total of around 2,307 days to welfare organisations and 433 days to government bodies in the year under review.

In order to provide an accessible environment, The Link REIT has committed to deploying no less than HK\$200 million to upgrade the retail facilities. This comprehensive upgrade will be rolled out in three phases over five years, with anticipated completion of the last phase in 2016.

To ensure the investment in barrier-free access facilities will address the community's needs, the Manager maintains on-going dialogue with the Access Advisory Group, which solicits feedback from 11 rehabilitation organisations on the upgrading process.

The Link REIT's focus on barrier-free access extends beyond people with physical and mobility disabilities, but also people with hearing disabilities. To enhance the service from our Customer Service Ambassadors ("CSA"), The Link REIT arranged more than 10 CSAs to attend a Sign Language Workshop organised by "Silence", a non-profit organisation serving people with hearing disabilities. The objective of the workshop was to train our CSAs with a basic knowledge of sign language, so they can serve any customers with hearing disabilities.

The Link REIT has been exploring technologies to better serve the community. The Manager uses both text and audible information system about community events with smart phone functions. For example, QR code was used to promote mini concerts of The Eden Trio, a visually impaired choir from Taiwan.

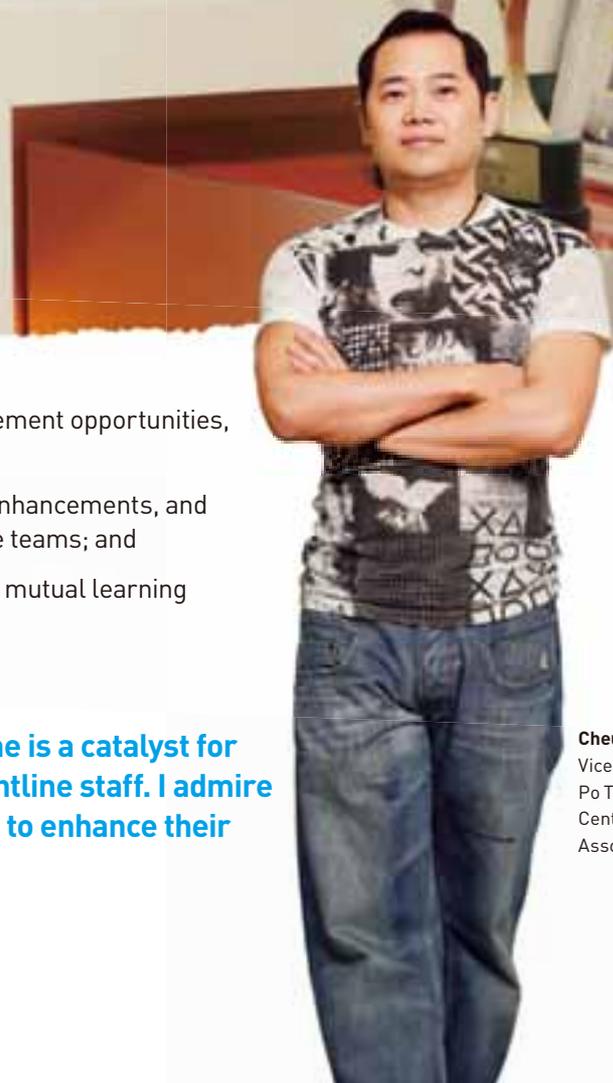


*Eden Trio, the choir group of blind people from Taiwan, performs at a shopping centre to promote inclusive society*



*A Customer Service Ambassador at Sau Mau Ping Shopping Centre, which won the Gold Award, answers a shopper's enquiry at the customer service counter, where the award trophies are on display.*

# FOSTERING A CUSTOMER- ORIENTED SERVICE CULTURE



Apart from giving frontline staff more skill-enhancement opportunities, we have started a Mystery Shopper Programme to:

- Highlight the importance of continuous service enhancements, and improve service performance across all frontline teams; and
- Promote stronger team cohesion and encourage mutual learning through competitions in service performance.



**The Mystery Shopper Programme is a catalyst for service improvement among frontline staff. I admire them for being so self-motivated to enhance their skills and service performance.**

**Cheung Chi Chun**  
Vice-chairman of  
Po Tat Shopping  
Centre Tenant  
Association



# Board of Directors of the Manager

## Mr Nicholas Robert SALLNOW-SMITH

### **Chairman (also an Independent Non-Executive Director)**

Mr Sallnow-Smith, aged 62, has been an Independent Non-Executive Director and the Chairman of the Board of Manager since April 2007. He is also the Chairman of the Nomination Committee and the Finance and Investment Committee of the Manager.

Mr Sallnow-Smith has over 36 years of experience in the finance and treasury field in the United Kingdom and Hong Kong, and has extensive knowledge of the property investment/management industry in Hong Kong. He was Chief Executive of Hongkong Land Limited between 2000 and 2007.

Mr Sallnow-Smith is an Independent Non-Executive Director of Wynn Macau, Limited (a company listed on the Main Board of the Hong Kong Stock Exchange) and Unitech Corporate Parks PLC (a company listed on AIM of the London Stock Exchange), and a Non-Executive Director of Aviva Life Insurance Company Limited. He also serves as a member of the Advisory Board of Winnington Group.

Mr Sallnow-Smith has been actively involved in public service and is currently a Director of the Hong Kong Philharmonic Society, Chairman of the Hong Kong Youth Arts Foundation, a member of the Council of the Treasury Markets Association and Chairman of the General Committee of The British Chamber of Commerce in Hong Kong. He is also a Director of AFS Intercultural Exchanges Limited, a Councillor of Foundation for the Arts and Music in Asia Limited, and a Director of The Photographic Heritage Foundation Limited.

Mr Sallnow-Smith was presented “Directors of the Year Awards” under the category of Listed Companies – Non-Executive Directors by The Hong Kong Institute of Directors in 2011.

## Mr George Kwok Lung HONGCHOY

### **Executive Director and Chief Executive Officer**

Mr Hongchoy, aged 50, joined the Manager as Chief Financial Officer in January 2009, was appointed as

an Executive Director in February 2009, and became Chief Executive Officer in May 2010. Mr Hongchoy is currently a member of the Nomination Committee, the Finance and Investment Committee and the Human Resources and Compensation Committee of the Manager and director of The Link Holdings Limited, The Link Properties Limited and The Link Finance Limited, being the principal subsidiaries of The Link REIT. Mr Hongchoy holds a Bachelor of Commerce degree from the University of Canterbury and a MBA degree from The Wharton School, University of Pennsylvania. He is a Chartered Accountant under the New Zealand Institute of Chartered Accountants. He is also a Fellow member of the Hong Kong Institute of Certified Public Accountants, The Hong Kong Institute of Directors, Hong Kong Securities Institute, and Institute of Shopping Centre Management. He has over 23 years of experience in investment banking, financial consulting and accounting in Asia and New Zealand with focus on real estate, financial services and consumer/retail sectors.

Mr Hongchoy is a director of Hong Kong Cyberport Management Company Limited, Hong Kong Applied Science and Technology Research Institute Company Limited, Asia Pacific Real Estate Association Limited and the Chairman of its Hong Kong Chapter Board. He is also a member of the Asia Executive Board of The Wharton School and the Faculty Advisory Committee of Faculty of Business at The Hong Kong Polytechnic University. Mr Hongchoy was a Council Member of the Hong Kong Institute of Certified Public Accountants and Chairman of its Corporate Finance Committee in 2008, a member of the Advisory Committee on Human Resources Development in the Financial Sector of The Government of the HKSAR in 2008-2010 and a director of Hong Kong Securities Institute in 2006-2011.

Mr Hongchoy was presented “Directors of the Year Awards” under the category of Listed Companies – Executive Directors by The Hong Kong Institute of Directors and “Outstanding Entrepreneurship Award” by Enterprise Asia in 2011.

### **Mr Andy CHEUNG Lee Ming**

#### ***Executive Director and Chief Financial Officer***

Mr Cheung, aged 45, joined the Manager as an Executive Director and Chief Financial Officer in June 2010. He is also a member of the Finance and Investment Committee of the Manager and director of The Link Holdings Limited, The Link Properties Limited and The Link Finance Limited, being the principal subsidiaries of The Link REIT. Mr Cheung has over 20 years of experience in the areas of business development, finance and audit. He holds a Bachelor degree in Business Administration from the Boston University and a Master of Business Administration degree from the McMaster University. He is a Certified Public Accountant of the State of Illinois in the United States.

Prior to joining the Manager, Mr Cheung was an Executive Director and Chief Financial Officer of Paul Y. Engineering Group Limited and was an Executive Director of Hopewell Holdings Limited from 2003 to 2007, both of which are listed on the Main Board of the Hong Kong Stock Exchange.

### **Mr Ian Keith GRIFFITHS**

#### ***Non-Executive Director***

Mr Griffiths, aged 57, has been a Non-Executive Director of the Manager since September 2007. He is also a member of the Finance and Investment Committee of the Manager. Mr Griffiths has practiced architecture for 33 years, with 29 years in Hong Kong. He is the Chairman of Aedas Limited, Chairman of the Asian Youth Orchestra, an Honorary Professor of Architecture at The University of Hong Kong and a member of the Board of Directors of the City Chamber Orchestra of Hong Kong. Aedas is the largest architectural practice in Hong Kong and the world and has 32 offices and 2,000 staff internationally.

### **Mr Michael Ian ARNOLD**

#### ***Independent Non-Executive Director***

Mr Arnold, aged 68, has been an Independent Non-Executive Director of the Manager since September 2004. He is also the Chairman of the Human Resources and Compensation Committee and a member of the Nomination Committee and the Finance and Investment Committee of the Manager. Mr Arnold is

an Independent Non-Executive Director of VinaLand Limited (a company listed on AIM of the London Stock Exchange). He is a Chartered Surveyor and has some 45 years of experience in the property industry.

### **Mr William CHAN Chak Cheung**

#### ***Independent Non-Executive Director***

Mr Chan, aged 64, has been an Independent Non-Executive Director of the Manager since October 2009. He is also the Chairman of the Audit Committee and a member of the Remuneration Committee of the Manager. Mr Chan is a retired partner of PricewaterhouseCoopers with a career spanning 33 years in Canada, Hong Kong and mainland China. Mr Chan is an Independent Non-Executive Director of King Fook Holdings Limited and National Electronics Holdings Limited, both of which are listed on the Main Board of the Hong Kong Stock Exchange, as well as a director of several non-listed companies. Mr Chan brings senior management skills and experience in solving complex business issues in many different industries including the real estate industry, and also brings experience in matters on corporate governance.

### **Mr Anthony CHOW Wing Kin, SBS, JP**

#### ***Independent Non-Executive Director***

Mr Chow, aged 61, has been an Independent Non-Executive Director of the Manager since May 2006. He is also a member of the Audit Committee, the Remuneration Committee and the Nomination Committee of the Manager. Mr Chow is a solicitor admitted to practice in Hong Kong and England and Wales. He has been a practising solicitor in Hong Kong for over 30 years and is currently a partner of the law firm Messrs. Peter C Wong, Chow & Chow. His principal areas of practice include corporate and commercial, property law, probate and civil litigation. Mr Chow is a China-Appointed Attesting Officer and a member of the Guangzhou Arbitration Commission. He is also the Chairman of the Process Review Panel for the Securities and Futures Commission of Hong Kong and a steward of The Hong Kong Jockey Club. Mr Chow is a Non-Executive Director of Kingmaker Footwear Holdings Limited and an Independent Non-Executive Director of Fountain Set (Holdings) Limited; and was an Independent Non-Executive Director of

Ping An Insurance (Group) Company of China, Ltd, all of which are listed on the Main Board of the Hong Kong Stock Exchange. He is the former President of The Law Society of Hong Kong.

**Dr Patrick FUNG Yuk Bun, JP**

***Independent Non-Executive Director***

Dr Fung, aged 65, has been an Independent Non-Executive Director of the Manager since August 2005. He is also the Chairman of the Remuneration Committee of the Manager. Dr Fung is a veteran banker with over 35 years of experience. He has been Chairman and Chief Executive of Wing Hang Bank, Limited since 1996 and is also a Non-Executive Director of Miramar Hotel and Investment Company, Limited, both of which are listed on the Main Board of the Hong Kong Stock Exchange. Dr Fung is the Chairman of Executive Committee and Vice President of the Council of The Hong Kong Institute of Bankers and a member of the Hong Kong Tourism Board.

**Mr Stanley KO Kam Chuen, BBS, JP**

***Independent Non-Executive Director***

Mr Ko, aged 66, has been an Independent Non-Executive Director of the Manager since September 2005. He is also a member of the Audit Committee and the Human Resources and Compensation Committee of the Manager. Mr Ko has extensive experience in business development and management of business portfolios. He is Chairman of Jardine Airport Services Limited, Advisor to the board of Jardine Matheson Limited and an Independent Non-Executive Director of Sunwah Kingsway Capital Holdings Limited (a company listed on the Main Board of the Hong Kong Stock Exchange). Mr Ko is Chairman of Lark International Group Limited.

**Mr David Charles WATT**

***Independent Non-Executive Director***

Mr Watt, aged 62, has been an Independent Non-Executive Director of the Manager since August 2009. He is also a member of the Remuneration Committee

and the Finance and Investment Committee of the Manager. Mr Watt holds a Master of Arts in Modern History from the University of Oxford and completed the International Executive Programme at INSEAD, France in 1991. He is a Fellow of the Royal Institution of Chartered Surveyors and also a member of its Global Communications Board and is a member of the General Committee of The British Chamber of Commerce in Hong Kong. Mr Watt was an International Director of DTZ with responsibility for business development and client services across the Asia-Pacific Region. He has over 38 years of international experience on a wide range of commercial development projects. He is a member of the International Council of Shopping Centres and former member of its European Advisory Board.

**Professor Richard WONG Yue Chim, SBS, JP**

***Independent Non-Executive Director***

Professor Wong, aged 59, has been an Independent Non-Executive Director of the Manager since September 2007. He is also a member of the Audit Committee and the Human Resources and Compensation Committee of the Manager. Professor Wong is Professor of Economics at The University of Hong Kong. His main research interest is in the economic analysis of competition, regulation and economic development. He has been actively involved in public services and serves on numerous public bodies. Professor Wong is an Independent Non-Executive Director of Great Eagle Holdings Limited, CK Life Sciences Int'l., (Holdings) Inc., Orient Overseas (International) Limited, Pacific Century Premium Developments Limited and Sun Hung Kai Properties Limited, all of which are listed on the Main Board of the Hong Kong Stock Exchange. He is also an Independent Non-Executive Director of the Hong Kong Mercantile Exchange Limited and Industrial and Commercial Bank of China (Asia) Limited (the latter was listed on the Hong Kong Stock Exchange until December 2010).

# Management Team

## Mr George Kwok Lung HONGCHOY

**Executive Director and Chief Executive Officer**

## Mr Andy CHEUNG Lee Ming

**Executive Director and Chief Financial Officer**

## Mr Hubert CHAK

**Director (Corporate Development)**

Mr Chak, aged 51, oversees the formulation of corporate development strategy of the Manager with a holistic view of the current property portfolio and investment opportunities. He also oversees the investor relations function of the Manager and is one of the responsible officers of the Manager for the purpose of the Securities and Futures Ordinance. Mr Chak joined the Manager in June 2010. He holds a Master of Business Administration degree and a Bachelor of Science degree in Mechanical Engineering from University of Wales (now known as Cardiff University). Before joining the Manager, he was the Group Chief Operating Officer and Executive Director of CSI Properties Limited. Mr Chak held various senior management positions at PCCW Limited between 1999 and 2007 and was an executive director of Pacific Century Premium Developments Limited until February 2007. He is currently an independent non-executive director of Tradelink Electronic Commerce Limited.

## Mr Ricky CHAN Ming Tak

**Director (Legal) & Company Secretary**

Mr Chan, aged 53, oversees all the Manager's legal and company secretarial affairs and regulatory compliance issues. Mr Chan joined the Manager in August 2010 and has over 28 years of experience in the legal profession with extensive experience in real estate, corporate finance, listing matters and cross-border transactions. Before joining the Manager, Mr Chan was the Group General Counsel of Littauer Technologies Co., Ltd (Kosdaq-listed), the Head Legal Counsel and company secretary of K. Wah International Holdings Limited

and the General Counsel of Pacific Century Premium Developments Limited. Mr Chan holds a Bachelor of Laws from The University of Hong Kong, a Master of Laws from University of London and is a qualified solicitor in Hong Kong.

## Mr Tony LAM Kwok Tai

**Director (Human Resources)**

Mr Lam, aged 57, oversees the strategic human resources management, learning and development and general administration of the Manager. He joined the Manager in May 2010 and has extensive experience in human resources and operation management across different industries. Before joining the Manager, Mr Lam has managed a number of complex organisations which required him to deal with business growth, consolidation, acquisition and cross-border human resources issues. He holds a Bachelor of Science degree in Business Management and Master of Organisation Behaviour degree from Brigham Young University.

## Mr POON Kai Tik

**Director (Corporate Communications)**

Mr Poon, aged 59, oversees corporate communications, marketing and promotional functions across the portfolio, as well as advising on corporate sustainability of The Link REIT. He joined the Manager in January 2010 and has over 36 years of experience working in major advertising and marketing agencies, public media companies and public organisations in Hong Kong, which included an eight-year tenure as Assistant Director/Corporate and Community Relations for the Hong Kong Housing Authority. Before joining the Manager, Mr Poon served as Head of Corporate Communications for the Hong Kong Hospital Authority. He holds a Master of Business Administration degree from the Chinese University of Hong Kong and a Bachelor of Arts degree from the University of Hong Kong.

### **Mr Dennis CHAN King On**

#### ***Head of Strategy***

Mr Chan, aged 42, oversees the strategic development projects and research matters of The Link REIT. He joined the Manager in May 2012. Prior to joining the Manager, Mr Chan has over 18 years' experience in corporate strategic development, direct investment, investment banking and finance. Mr Chan completed the Ph.D. economic programme courses at the Princeton University. He holds a Master of Arts in Economics, Bachelor of Arts in Economics and Bachelor of Science in Electrical Engineering from the Rutgers University.

### **Ms Amy HO Shui Yung**

#### ***Head of Asset Management***

Ms Ho, aged 47, leads the development and execution of asset plans to improve the value of the properties and drives and coordinates the asset enhancement activities of the properties of The Link REIT. Ms Ho joined the Manager in December 2011. Prior to joining the Manager, she got 20 years of real estate industry experience in both Hong Kong and PRC. Ms Ho holds both MHKIS (General Practice) and MRICS (General Practice) qualifications, and is a member of China Institute of Real Estate Appraisers and Agents. She holds a Master of Science in Real Estate and a Postgraduate Diploma in Surveying from The University of Hong Kong.

### **Ms Peonie KONG Po Yan**

#### ***Head of Leasing***

Ms Kong, aged 42, oversees the leasing of the Manager's asset portfolio. She joined the Manager in March 2005 and has 19 years of experience in the real estate industry. Prior to joining the Manager, she had held managerial positions in different sizable and reputable companies. Ms Kong holds a Bachelor of Arts degree in Geography from The University of Hong Kong.

### **Mr Michael LO Kam Chuen**

#### ***Head of Operations***

Mr Lo, aged 61, oversees the facility and engineering management of the Manager's asset portfolio to ensure reliable and efficient asset management. He joined the Manager in June 2010 and has 40 years of experience in the property and facility management business. Mr Lo holds a Master of Science degree in Facility Management from The Hong Kong Polytechnic University and a Certificate in Housing Management from The University of Hong Kong. He is Certified Facility Manager with the International Facility Management Association ("IFMA") and plays an active role in the professional community by serving as past Director and Vice President of the Hong Kong Chapter of IFMA.

### **Mr Gordon WU Chi Ping**

#### ***Head of Property Management and Operations***

Mr Wu, aged 45, oversees the property, facility and car park management of the asset portfolio of The Link REIT. He joined the Manager in September 2011. Prior to joining the Manager, Mr Wu has over 20 years of experience in property management and got experience in both Hong Kong and PRC in running a group of management companies and set up a number of training academies. Mr Wu holds a Master of Science in Real Estate from The University of Hong Kong. He is a fellow member of Hong Kong Institute of Housing.

# Our Governance

Corporate Governance Report

## OUR PHILOSOPHY

Good corporate governance is at the heart of The Link REIT's organisation, business activities, and culture. It is the firm belief of the Board that a strong corporate governance structure underpins The Link REIT's success and sustainable growth.

## AN INTERNALLY MANAGED REIT

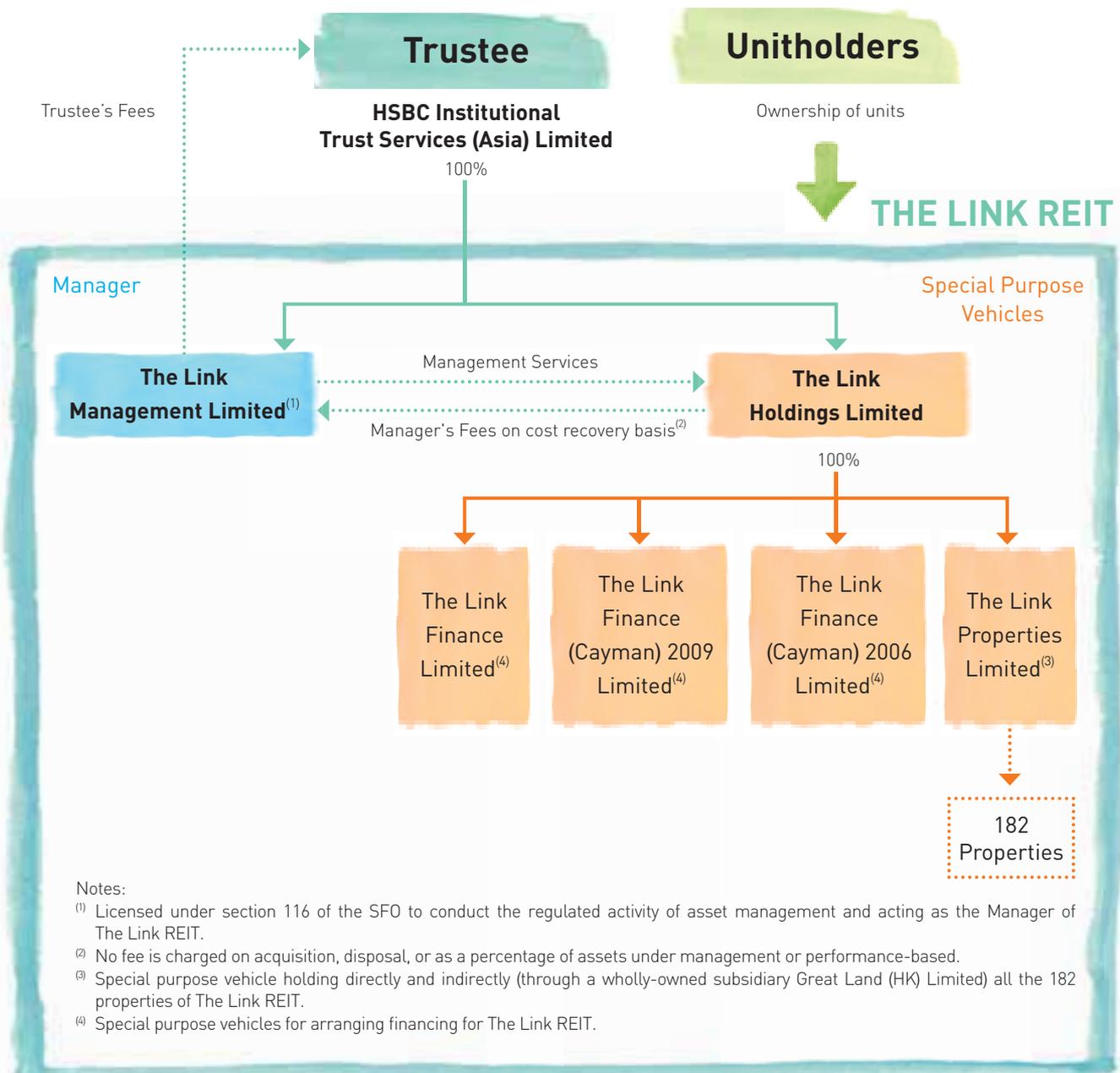
Different from many other real estate investment trusts in Asia, The Link REIT adopts an internalised management structure, with the Manager and the assets of The Link REIT being put under the unitary ownership of the trustee (the "**Trustee**") to hold in trust for all the Unitholders. This, together with the fact that the Manager's remuneration is on a cost recovery basis, minimises perceivable conflict of interest and better aligns the interest of the Unitholders with that of the Manager.

## THE AUTHORISATION STRUCTURE

The overarching governance feature of The Link REIT is that its activities (being the integral part of a collective investment scheme) and that of the Manager (being a corporation licensed to conduct the regulated activity of asset management) require to be authorised, and they remain regulated, by the SFC under the Securities and Futures Ordinance (the "**SFO**") and the Code on Real Estate Investment Trusts (the "**REIT Code**"). Following the resignation of Mr James Andrew CLARK, the Manager currently has 4 responsible officers whose names appear in the "Corporate Information" section.

The Trustee (being HSBC Institutional Trust Services (Asia) Limited) is a registered trust company for collective investment schemes under the SFO and the REIT Code. The Trustee is the custodian of the assets of The Link REIT, whilst the Manager professionally manages these assets in the sole interest of the Unitholders. The Trustee and the Manager operate independent of each other and their respective rights and obligations are governed by the trust deed constituting The Link REIT as amended by eight supplemental deeds (collectively, the "**Trust Deed**").

## CORPORATE CHART OF THE LINK REIT



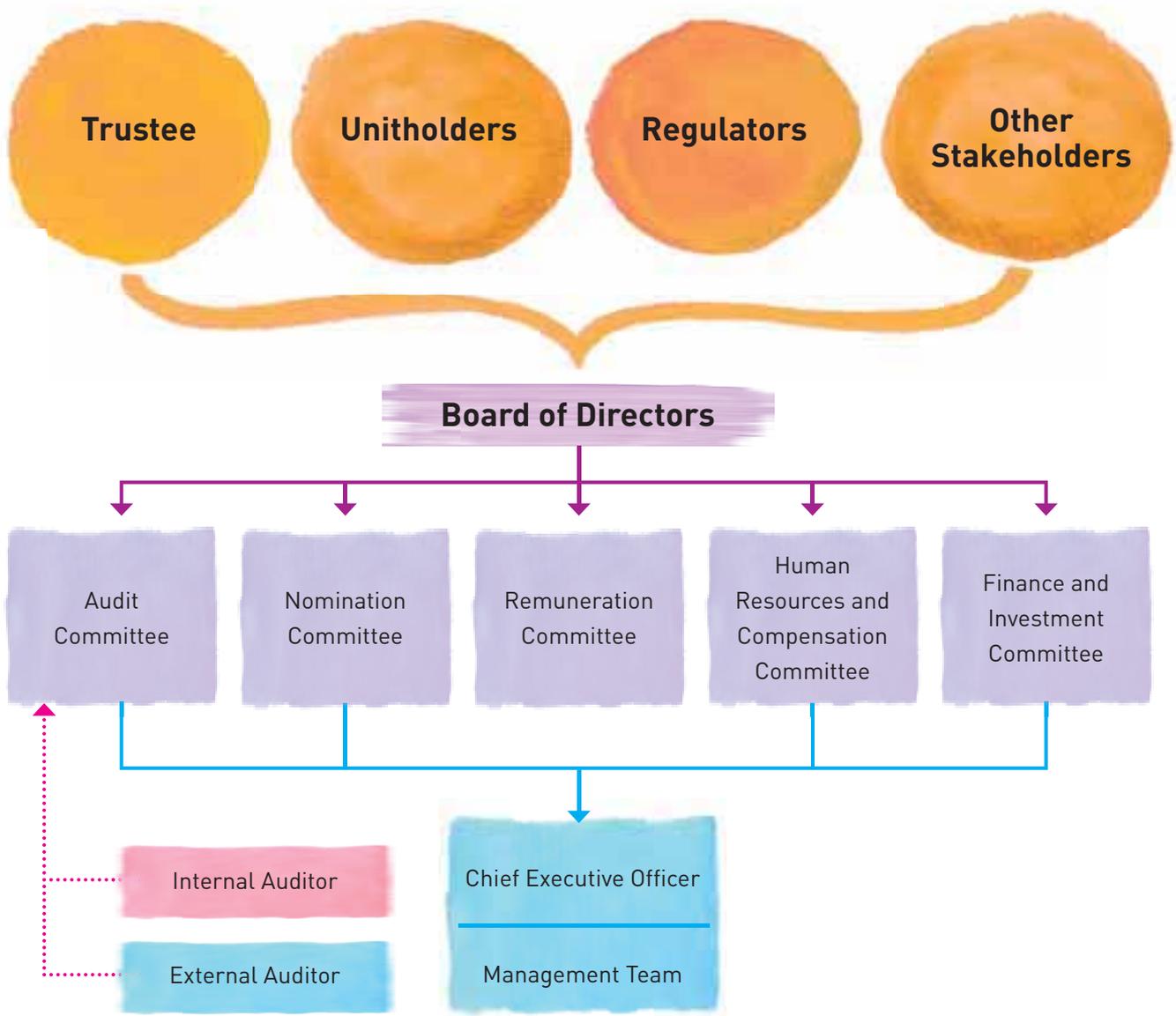
**Notes:**

- <sup>(1)</sup> Licensed under section 116 of the SFO to conduct the regulated activity of asset management and acting as the Manager of The Link REIT.
- <sup>(2)</sup> No fee is charged on acquisition, disposal, or as a percentage of assets under management or performance-based.
- <sup>(3)</sup> Special purpose vehicle holding directly and indirectly (through a wholly-owned subsidiary Great Land (HK) Limited) all the 182 properties of The Link REIT.
- <sup>(4)</sup> Special purpose vehicles for arranging financing for The Link REIT.

## CORPORATE GOVERNANCE FRAMEWORK

The following key features underscore the Manager's approach to corporate governance:

- An empowered and effective Board leading a disciplined management team headed by the Chief Executive Officer;
- Effective checks and balances on the management both internally by the Board and externally by the Trustee and the regulators;
- Efficient system of internal controls and risk management disciplines covering all significant business issues; and
- Transparency through proactive engagement of the Unitholders and other stakeholders.



## COMPLIANCE

The Manager and The Link REIT have confirmed that throughout the year ended 31 March 2012:

- they complied with the applicable requirements of the SFO, the REIT Code, (wherever applicable) the provisions of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the “**Listing Rules**”), the Trust Deed and the corporate governance policy set out in the Manager’s compliance manual adopted for the management of The Link REIT (the “**Compliance Manual**”); and
- they applied the principles and met the code provisions (where appropriate) in the Code on Corporate Governance Practices contained in the old Appendix 14 to the Listing Rules which were in effect up till 31 March 2012.

On 1 April 2012, the “Corporate Governance Code and Corporate Governance Report” (the “**Revised Code**”) under the amended Appendix 14 to the Listing Rules came into force. The Link REIT’s corporate governance policy has largely been in line with and in some areas exceeded the requirements of the Revised Code.

Amended Listing Rules/Revised Code	The Link REIT’s Corporate Governance Policy	Exceeded
At least one-third of the directors shall be INEDs	At least half of the directors (“ <b>Directors</b> ”) of the Manager shall be INEDs	✓
INED serving more than 9 years shall be re-appointed by separate shareholders’ resolution	INED serving up to the maximum term of 9 years is only eligible for re-appointment by separate Unitholders’ resolution after a lapse of 3 years	✓
Majority of members (including chairman) of RC shall be INEDs	RC members (including chairman) of the Manager are all INEDs and Board Chairman shall not sit on RC	✓
Remuneration of directors and senior management shall be determined by RC or Board (under RC’s recommendations)	2 Board committees oversee the remuneration of the Directors and senior management separately: <ul style="list-style-type: none"> <li>– RC (comprising 4 INEDs) recommends on remuneration of Directors for Board approval</li> <li>– HRC (with 3 out of the 4 members, including chairman, being INEDs) determines remuneration of senior management</li> </ul>	✓
NC shall be established with a majority of its members (including chairman) being INEDs	NC of the Manager was established even before the listing of The Link REIT. It currently has 4 members, 3 of whom (including chairman) are INEDs	✓
AC shall include in its terms of reference arrangements for employees to raise concerns about possible improprieties in financial reporting	AC of the Manager already met this requirement whilst it was still a recommended best practice	✓

Amended Listing Rules/Revised Code	The Link REIT's Corporate Governance Policy	Exceeded
AC shall establish a whistle blowing policy ( <i>recommended best practice</i> )	The Manager has whistle blowing policy in place which applies to all staff	✓
There shall be regular board performance evaluation ( <i>recommended best practice</i> )	NC of the Manager has been performing annual evaluation of Board performance with NED and INEDs commenting on an anonymous basis and the evaluation result being reported to the Board	✓
Monthly updates shall be provided to directors	The Manager already adopted the practice of circulating monthly financial and operations updates to the Directors	✓

The Board has enhanced the following aspects of its corporate governance policy and practices to bring them in line with the Revised Code:

Directors' training	<ul style="list-style-type: none"> <li>✓ A system of Directors' training has been set up with information of relevant training courses being provided to the Directors on a regular basis</li> <li>✓ The Board recommends the Directors to take such number of training hours as suggested by The Hong Kong Institute of Directors</li> </ul>
Unitholders' communication policy	<ul style="list-style-type: none"> <li>✓ The policy has been enhanced, emphasising: <ul style="list-style-type: none"> <li>- regular dialogue with major Unitholders</li> <li>- arranging for INEDs to meet major Unitholders to articulate their views as independent directors on management actions</li> </ul> </li> </ul>
Corporate governance functions	<ul style="list-style-type: none"> <li>✓ The Board acknowledges the overall responsibility whilst delegating specific corporate governance functions to different Board committees with recommendations reported back to the Board</li> </ul>

Keys:

AC: Audit Committee

HRC: Human Resources and Compensation Committee

INED: Independent Non-Executive Director

NC: Nomination Committee

NED: Non-Executive Director

RC: Remuneration Committee

## AN EFFECTIVE BOARD

The Manager's Board is strong in independence, with members possessing a great diversity of skill and experience and devoting a significant amount of time to the business and affairs of The Link REIT.

### Composition

The Board is set for a maximum of 14 and a minimum of 9 members. Currently, it is comprised of 11 Directors, including the Chairman, the Chief Executive Officer and the Chief Financial Officer (who are the only Executive Directors), one Non-Executive Director, and 8 Independent Non-Executive Directors. No individual or small group will dominate the Board's decision-making. The biographies of the Directors appear on pages 62 to 64 of this annual report.

### Independence

The Board's composition is underpinned by the principle of independence. The Manager's corporate governance policy requires Independent Non-Executive Directors:

- to account for at least half of the Board members;
- to take the role of Board Chairman; and
- to have one-third of their number to retire by rotation at each annual general meeting.

All Board Committees are chaired by Independent Non-Executive Directors, who constructively challenge and help develop proposals on strategy, scrutinise the performance of management in setting objectives and meeting business goals, and monitor the risk profile and the reporting of performance of The Link REIT.

Independence is assessed by reference to the independence criteria set out in the Manager's corporate governance policy, which models on the independence guidelines under the Listing Rules. For the year under review, the Nomination Committee assessed and considered that all the Independent Non-Executive Directors have remained independent. Each of them has also provided to the Manager an annual confirmation of independence.

Each Non-Executive Director was appointed for a specific term of not more than 3 years, which is renewable up to a maximum of 9 years. To ensure independence, an Independent Non-Executive Director serving up to the maximum term must wait for 3 years before becoming eligible for re-appointment.

### Diversity in Skill and Experience

The Board includes a strong presence of seasoned business executives, professionals and leader in academic area as its members. Together, they bring external perspective as well as expertise and experience from professional and business sectors that directly bear on the business of The Link REIT, and critical judgement and constructive analysis on proposals by management.

## Board Composition and Expertise

Name	Position	Diversity of Skill and Experience				Age	Chairman (C) / Member of Board Committee(s)	Commencement of Appointment
		Real Estate	Board / General Management	Financial Services / Investment	Professional* / Academic			
Nicholas Robert SALLNOW-SMITH	Chairman/ INED	✓	✓	✓		62	FIC (C), NC (C)	Apr 2007
George Kwok Lung HONGCHOY	CEO/ED	✓	✓	✓	✓ (accounting)	50	FIC, HRC, NC	Jan 2009
Andy CHEUNG Lee Ming	CFO/ED	✓	✓		✓ (accounting)	45	FIC	Jun 2010
Ian Keith GRIFFITHS	NED	✓	✓		✓ (architect)	57	FIC	Sep 2007
Michael Ian ARNOLD	INED	✓	✓		✓ (surveying)	68	HRC (C), FIC, NC	Sep 2004
William CHAN Chak Cheung	INED		✓		✓ (accounting)	64	AC (C), RC	Oct 2009
Anthony CHOW Wing Kin	INED	✓	✓		✓ (legal)	61	AC, NC, RC	May 2006
Patrick FUNG Yuk Bun	INED		✓	✓		65	RC (C)	Aug 2005
Stanley KO Kam Chuen	INED		✓	✓		66	AC, HRC	Sep 2005
David Charles WATT	INED	✓	✓		✓ (surveying)	62	FIC, RC	Aug 2009
Richard WONG Yue Chim	INED		✓		✓ (academic)	59	AC, HRC	Sep 2007

\* This refers to member of professional body such as accountant, architect, lawyer or surveyor

### Keys:

CEO: Chief Executive Officer

CFO: Chief Financial Officer

ED: Executive Director

INED: Independent Non-Executive Director

NED: Non-Executive Director

AC: Audit Committee

FIC: Finance and Investment Committee

HRC: Human Resources and Compensation Committee

NC: Nomination Committee

RC: Remuneration Committee

## Change of Director and Updates of Directors' Particulars

At the last annual general meeting held on 13 July 2011, Dr Allan ZEMAN retired as an Independent Non-Executive Director and accordingly ceased to be a member of the Audit Committee. Dr Patrick FUNG Yuk Bun, Mr Stanley KO Kam Chuen and Mr Michael Ian ARNOLD were re-elected as Independent Non-Executive Directors. Save as aforesaid, there were no changes in the members of the Board or any Board Committees in the year.

By reference to the requirement of Rule 13.51B of the Listing Rules, further updates of the biographical information of the Directors since the publication of the 2011/2012 interim report, include:

- Mr Nicholas Robert SALLNOW-SMITH resigned as an independent non-executive director of Dah Sing Financial Holdings Limited (which is listed on the Hong Kong Stock Exchange) with effect from 1 April 2012.
- Mr Anthony CHOW Wing Kin resigned as an independent non-executive director of Evergro Properties Limited (which had been delisted from the Singapore Exchange Securities Trading Limited since 7 December 2009).
- The name of "SW Kingsway Capital Holdings Limited", a company listed on the Main Board of the Hong Kong Stock Exchange of which Mr Stanley KO Kam Chuen is its independent non-executive director, changed its name to "Sunwah Kingsway Capital Holdings Limited" with effect from 14 September 2011.

Other biographical details of the Directors are set out in the "Board of Directors of the Manager" section.

## Roles and Functions of the Board

There is a clear division of responsibilities between the Board and the management. The Board leads the corporate strategy and direction of The Link REIT. It supervises and monitors the performance of management, scrutinises control and governance functions to ensure sound internal controls and risk management systems, approves major financial decisions and reviews the overall performance of The Link REIT. Its powers are governed by the Manager's articles of association and the Compliance Manual.

The roles of the Board Chairman and the Chief Executive Officer are undertaken by two separate individuals to maintain segregation of duties. The Board Chairman regularly meets the Chief Executive Officer for briefing on developments and activities of The Link REIT.

## Leadership Structure of the Board



## Delegation by and Reserved Matters of the Board

The Board is assisted by the Board Committees on specific functions to enhance overall effectiveness. However, certain matters are reserved for consideration by the full Board:

- (i) approval of interim and final distributions, interim and annual reports and financial statements and circulars to Unitholders;
- (ii) recommending to Unitholders on any change of the memorandum and articles of association of the Manager or the provisions of the Trust Deed;
- (iii) approval of sale and/or acquisition of properties;
- (iv) appointment or removal of the Chief Executive Officer and any other Directors as well as the company secretary;
- (v) issue of new units and/or repurchase of units of The Link REIT;
- (vi) approval of any matter which would have a material effect on The Link REIT's financial position, liabilities, future strategy or reputation; and
- (vii) delegation of powers and authority to various Board Committees.

## Supply of Information

The Board regularly reviews reports from the Chief Executive Officer and the management on progress against financial objectives, business developments, and investors and external relations. The chairmen of Board Committees also report regularly at Board Meetings on their recommendations and activities. Management will be invited to attend Board meetings to deliberate on business proposals and update the Board on developments of The Link REIT's business. The external auditor and independent property valuer will be invited to attend Audit Committee and Board meetings convened to approve interim and annual results.

Meeting calendar for the Board and Board Committees is circulated at the beginning of the year and notice of at least 14 days in advance is given for each regular meeting to facilitate Directors' attendance. Agenda and meeting papers are distributed not less than 3 days in advance to allow time for Directors to include items they thought appropriate for discussion and for making informed decisions. Minutes of meetings are circulated to the Directors in draft form for comment with the final signed versions copied for their records.

All Directors have full and timely access to relevant information and free and open contact with management staff at all levels. The Directors may take independent professional advice if necessary at the Manager's expense. Non-Executive Directors will be invited to attend regular tours arranged by the management to visit properties of The Link REIT and meet frontline staff to understand the business operations. They will also participate in corporate events to get to know the affairs, well-being and concerns of staff.

## Commitment and Diligence

### Directors' Meeting Attendance (Number of Meetings Attended/Eligible to Attend)

Name	Board	Audit Committee	Remuneration Committee	Nomination Committee	Finance and Investment Committee	Human Resources and Compensation Committee	2011 Annual General Meeting of Unitholders
<b>Current Directors</b>							
Nicholas Robert SALLNOW-SMITH	8/8	-	-	2/2	8/8	-	1/1
George Kwok Lung HONGCHOY	8/8	-	-	2/2	8/8	3/3	1/1
Andy CHEUNG Lee Ming	8/8	-	-	-	8/8	-	1/1
Ian Keith GRIFFITHS	5/8	-	-	-	8/8	-	0/1
Michael Ian ARNOLD	7/8	-	-	2/2	7/8	3/3	0/1
William CHAN Chak Cheung	8/8	3/4	2/2	-	-	-	1/1
Anthony CHOW Wing Kin	7/8	4/4	2/2	2/2	-	-	1/1
Patrick FUNG Yuk Bun	7/8	-	2/2	-	-	-	1/1
Stanley KO Kam Chuen	8/8	4/4	-	-	-	3/3	1/1
David Charles WATT	7/8	-	1/2	-	7/8	-	0/1
Richard WONG Yue Chim	7/8	4/4	-	-	-	3/3	1/1
<b>Former Director</b>							
Allan ZEMAN <sup>(1)</sup>	0/2	0/1	-	-	-	-	0/1
<b>In attendance</b>							
External Auditor	-	3/4	-	-	-	-	1/1
Internal Auditor	-	4/4	-	-	-	-	-
<b>Total meetings held</b>	<b>8</b>	<b>4</b>	<b>2</b>	<b>2</b>	<b>8</b>	<b>3</b>	<b>1</b>
<b>Minimum meetings required<sup>(2)</sup></b>	<b>4</b>	<b>3</b>	<b>2</b>	<b>2</b>	<b>4</b>	<b>2</b>	<b>1</b>

Notes:

<sup>(1)</sup> Retired on 13 July 2011.

<sup>(2)</sup> According to the Compliance Manual and the terms of reference of each Board Committee.

8 Board meetings (including a 2-day off-site strategy meeting) were held in the year, which exceeded the minimum of 4 board meetings in a year as required by the code provisions under Appendix 14 of the Listing Rules. On average, regular Board meetings lasted for more than 2 hours and Board Committee meetings over an hour.

## Board Performance Evaluation

The composition and structure of the Board are reviewed on an annual basis, and also as and when required, with recommendations made by the Nomination Committee to ensure its effectiveness in leadership and on succession planning. Board performance is also evaluated on an annual basis.

## Induction and Ongoing Development

Full, formal and tailored induction programmes, with particular emphasis on the regulatory and corporate framework of The Link REIT, are arranged for newly appointed Directors. The Directors also received comprehensive guidances on directors' duties and liabilities. In line with the code provisions in the Revised Code, arrangements have been made for Directors to have access to external training and development resources in a personalised approach. The company secretary will provide information of relevant training courses to the Directors on a regular basis, and keep records of training and development activities of the Directors.

## Appointment, Removal and Re-appointment of Directors

The Board may (on recommendation of the Nomination Committee) appoint or remove any Director. For removal of a Director, the Board shall give the incumbent Director notice to that effect signed by all the other Directors. A Director shall abstain from voting in respect of his own re-appointment.

Unitholders may also appoint, re-appoint or remove any Director by ordinary resolution. In this regard, not less than two registered Unitholders holding together not less than 10% of the units in issue may serve written request to the Manager and the Manager shall then convene a meeting of the Unitholders in Hong Kong to consider the proposed ordinary resolution. In the case the proposed resolution is supported by a recommendation of the Nomination Committee, the effective quorum for the relevant Unitholders' meeting shall be two (or more) registered Unitholders holding together not less than 10% of the units in issue; or in the absence of such recommendation, the effective quorum shall be two (or more) registered Unitholders holding together not less than 25% of the units in issue. Subject to the passing of the ordinary resolution, the Trustee and the Manager shall take all necessary actions to give effect to such appointment, re-appointment or removal of Director.

The articles of association of the Manager contains provisions governing retirement and re-election of Directors, pursuant to which any Director appointed by the Board shall be subject to re-election at the next following annual general meeting after appointment, and one-third of the Non-Executive Directors shall be subject to retirement by rotation and re-election at each annual general meeting. In addition, the Manager's corporate governance policy imposes further restriction to require one-third of the Independent Non-Executive Directors to retire by rotation at each annual general meeting.

## Directors' Service Contracts

There is no service contract, which is not determinable by the Manager within one year without payment of compensation (other than statutory compensation) in respect of those Directors who are due to retire and offer for re-election at the forthcoming annual general meeting of the Unitholders of The Link REIT.

## Directors' Interests in Contracts

Save as disclosed on pages 101 to 105 under the "Connected Party Transactions" section and in Note 28 to the consolidated financial statements, no contracts of significance in relation to The Link REIT's business to which the Manager was a party and in which a Director had a material interest, whether directly or indirectly, subsisted at the end of the year or at any time during the year.

## Directors' Responsibility for the Financial Statements

The Directors acknowledge their responsibilities for the preparation of the financial statements of The Link REIT for the year ended 31 March 2012, which have been reviewed by the Audit Committee and the Board to ensure accuracy and completeness of disclosures.

The statement of the auditor regarding its reporting responsibilities on the consolidated financial statements of The Link REIT is set out in the independent auditor's report on pages 109 and 110.

## BOARD COMMITTEES

The Board Committees assist the Board on well-defined areas with their duties set out in the respective terms of references that can be found on the website of The Link REIT. Each Board Committee is comprised of a high majority of Independent Non-Executive Directors with great diversity of skill and experience, and shall report to the Board on its recommendations and decisions on a regular basis including circulation to the Board minutes of meetings and resolutions.

### Audit Committee

Members	Independent Non-Executive (4 out of 4)
William CHAN Chak Cheung <sup>(1)</sup> ( <i>Chairman</i> )	✓
Anthony CHOW Wing Kin	✓
Stanley KO Kam Chuen	✓
Richard WONG Yue Chim	✓

<sup>(1)</sup> Mr William CHAN Chak Cheung has the requisite financial expertise prescribed by the Listing Rules.

The Chief Executive Officer, the Chief Financial Officer, the Head of Risk Management & Compliance and the Head of Internal Audit are regular attendees of Audit Committee meetings. The external auditor and the independent property valuer are invited to attend the meetings when annual and interim results are reviewed. The Audit Committee will also meet the external auditor without the presence of management. During the year ended 31 March 2012, the Audit Committee met 4 times.

Primary Duties	Key Tasks Performed in the Year
Oversee the disclosure of information to Unitholders to ensure the completeness, accuracy, clarity and fairness of information disclosed	Reviewed the interim and annual results announcements and reports and the financial statements of The Link REIT in conjunction with the external auditor and the independent property valuer to ensure compliance with applicable legal and regulatory requirements  Reviewed all announcements, circulars and other corporate communications issued by The Link REIT to Unitholders in the year
Review and monitor connected party transactions	Reviewed connected party transactions on a quarterly basis to ensure compliance with the requirements of the REIT Code and the conditions of the SFC waivers
Consider the scope, approach, nature and findings of internal and external audits	Updated the internal audit terms of reference  Reviewed internal audit activity reports and monitored the progress of the implementation of recommended actions  Approved internal audit plan for the new financial year
Review reports from the external auditor	Considered the reports from PricewaterhouseCoopers ("PwC") on interim review and annual audit of the financial statements of The Link REIT
Recommend appointment or re-appointment of the external auditor to the Board	Reviewed the work scope and quality, fees and terms of engagements of the audit and non-audit services from, and the independence of, PwC, and based on the review, recommended to the Board the re-appointment of PwC as the external auditor of The Link REIT
Review integrity of internal controls and management of risks	Reviewed quarterly compliance reports  Reviewed and followed up whistle blowing cases

## Nomination Committee

Members	Independent Non-Executive (3 out of 4)
Nicholas Robert SALLNOW-SMITH ( <i>Chairman</i> )	✓
George Kwok Lung HONGCHOY ( <i>Chief Executive Officer</i> )	
Michael Ian ARNOLD	✓
Anthony CHOW Wing Kin	✓

During the year ended 31 March 2012, the Nomination Committee met 2 times.

Primary Duties	Key Tasks Performed in the Year
Review the structure, size and composition of the Board and Board Committees on an ongoing basis, and evaluate the performance of the Board and its members	<p>Reviewed the composition of the Board and each Board Committee by taking into account the diversity of skill and experience of the members and the overall structure</p> <p>Conducted annual Board performance evaluation</p> <p>Reviewed and considered Board succession planning</p> <p>Reviewed Directors' attendance of Board and Board Committee meetings in the year and their outside directorships</p>
Recommend the appointment, re-appointment and removal of Directors	<p>Assessed independence of each Independent Non-Executive Director</p> <p>Recommended the renewal of the term of appointment of 3 Independent Non-Executive Directors after assessing their independence</p> <p>Recommended the re-election of all the retiring Directors at the forthcoming annual general meeting after considering their performance, skill and expertise and contributions</p>

## Remuneration Committee

Members	Independent Non-Executive (4 out of 4)
Patrick FUNG Yuk Bun ( <i>Chairman</i> )	✓
William CHAN Chak Cheung	✓
Anthony CHOW Wing Kin	✓
David Charles WATT	✓

During the year ended 31 March 2012, the Remuneration Committee met 2 times.

Primary Duties	Key Tasks Performed in the Year
Oversee, develop and administer an accountable and fair remuneration policy and framework for the Directors, the Chief Executive Officer and the Chief Financial Officer to ensure that appropriate incentives are provided to encourage enhanced performance and contributions	<p>Reviewed the remuneration policies of the Directors, the Chief Executive Officer and the Chief Financial Officer</p> <p>Reviewed and recommended to the Board the remuneration packages of the Chief Executive Officer and Chief Financial Officer</p> <p>Recommended the grant of restricted unit awards to Directors under the long-term incentive plan of The Link REIT</p> <p>Reviewed and recommended the level of fees payable to Non-Executive and Independent Non-Executive Directors</p>

## Human Resources and Compensation Committee

Members	Independent Non-Executive (3 out of 4)
Michael Ian ARNOLD ( <i>Chairman</i> )	✓
George Kwok Lung HONGCHOY ( <i>Chief Executive Officer</i> )	
Stanley KO Kam Chuen	✓
Richard WONG Yue Chim	✓

During the year ended 31 March 2012, the Human Resources and Compensation Committee met 3 times.

Primary Duties	Key Tasks Performed in the Year
Oversee the human resources strategy and policies, and set broad remuneration principle and manpower strategy for staff and management (excluding Directors)	Reviewed the organisation structure, manpower plan, employment terms and staff benefits, new human resources initiatives, senior management appointments (except Directors) and other related issues
Oversee the overall compensation strategy and policies and pay level of employees (except Directors), and administer the long-term incentive plan of The Link REIT	Determined the salary increase and bonus payments for employees (except Directors) Approved the grant of restricted unit awards to eligible participants (except Directors) under the long-term incentive plan of The Link REIT

## Finance and Investment Committee

Members	Independent Non-Executive (3 out of 6)
Nicholas Robert SALLNOW-SMITH ( <i>Chairman</i> )	✓
George Kwok Lung HONGCHOY ( <i>Chief Executive Officer</i> )	
Andy CHEUNG Lee Ming ( <i>Chief Financial Officer</i> )	
Ian Keith GRIFFITHS	
Michael Ian ARNOLD	✓
David Charles WATT	✓

During the year ended 31 March 2012, the Finance and Investment Committee met 8 times.

Primary Duties	Key Tasks Performed in the Year
Review the financial performance	Reviewed regularly management reports and accounts in respect of business and financial performance of The Link REIT
Review budget, forecasts and annual financial plan	Reviewed and recommended for Board approval the 3-year budget and financial plans
Approve investment decisions on behalf of the Board	Approved new asset enhancement projects within the authority limits set by the Board and monitored regularly the progress of existing projects
Evaluate and make recommendations on proposed acquisition and/or disposal of assets	Evaluated investment opportunities within the investment criteria approved by the Board Made recommendations to the Board on acquisition exercises in the year
Make recommendations on financing plans; monitor implementation of financing strategies; recommend changes to financial authority, policies and procedures	Reviewed regular reports on capital management issues and treasury matters and considered various financing/refinancing proposals

## REMUNERATION POLICY

### Non-Executive/Independent Non-Executive Directors

The Manager's objective is to remunerate Non-Executive and Independent Non-Executive Directors sufficiently but not excessively, having regard to their time and efforts dedicated to the Manager's affairs and their roles and duties. The level of fees is reviewed annually in the light of market trends and practices. Additional fees will be paid for undertaking extra duties of the Board Committees. They are also eligible to participate in the long-term incentive plan of The Link REIT.

### Executive Directors and Other Staff

The remuneration policy for Executive Directors and other staff is to provide an equitable, motivating and competitive remuneration package with a view to attracting, motivating and retaining high performing staff. The remuneration policies and practices will be reviewed regularly with the assistance of independent consultants in order to keep in line with market trends and practices.

A full-time and permanent staff (including Executive Directors) is eligible for a discretionary bonus, the payment of which is based on both individual performance and the overall performance of The Link REIT. Staff benefits, amongst others, include contribution to mandatory provident fund, annual leave, sick leave, maternity/paternity leave, medical insurance, life and personal accident insurance, employee compensation, and industry-specific club/professional association memberships. Executive Directors and key employees (based on contributions) are eligible to participate in the long-term incentive plan of The Link REIT.

### Remuneration of Senior Management

The following table lists out in bands the remuneration of the senior management whose names appear in the "Management Team" section (including the two Executive Directors), for the year under review:

HK\$	HK\$	No. of Persons
1 –	1,000,000	1
1,000,001 –	2,000,000	1
3,000,001 –	4,000,000	1
4,000,001 –	5,000,000	3
5,000,001 –	6,000,000	2
8,000,001 –	9,000,000	1
22,000,001 –	23,000,000	1
Total No. of Persons		10

## COMMUNICATIONS WITH UNITHOLDERS AND OTHER STAKEHOLDERS

The Board believes that transparency is the cornerstone of good corporate governance. To that end, the Manager actively engages the Unitholders and other stakeholders through effective channels to articulate the business objectives of The Link REIT and collect their views and suggestions. At a broad level, the Manager proactively engages media and community interest groups to explain and gauge their views on the activities of The Link REIT.

- (i) **press conferences and analyst meetings** after announcing interim and final results of The Link REIT
- (ii) **annual general meeting** where the Directors will meet the Unitholders “face-to-face” to have direct “Q&A” dialogue. Comments received from prior year’s annual general meeting will be followed up and reported back at the following year’s annual general meeting
- (iii) **corporate website** for posting of announcements, Directors and senior management profile, financial calendar and other news and latest developments of The Link REIT
- (iv) **email and investor hotline** to receive and timely answer enquiries
- (v) **investors’ conferences and roadshows** to explain the strategies and business developments of The Link REIT, promoting transparency and inter-active communication with the investment community
- (vi) **regular meetings with media** to articulate the position of The Link REIT on current social, business and other issues that are of interests to the community
- (vii) **proactively engaging proxy advisors** to understand and match the corporate governance expectations of the major Unitholders

### Roadshows and Investors’ Conferences

Month	Event	Organiser	Venue
<b>2011</b>			
April	Property Access Day	Bank of America Merrill Lynch	Hong Kong
	APREA Property Leaders Forum	Macquarie	Beijing
	DBS Vickers Pulse of Asia Conference	DBS Vickers	Hong Kong
June	Post Final Results Roadshow	Bank of America Merrill Lynch	Hong Kong/Singapore
	Regional Property Access Conference	CLSA	Hong Kong
	Post Final Results Roadshow	Macquarie	Sydney
	Asian Financials Conference	HSBC	London
	Hong Kong/China Investment Seminar	Daiwa	Hong Kong
July	Hong Kong/China Mini Conference	Citi	Hong Kong
August	North Asia Conference	Macquarie	Hong Kong
September	2011 Global Real Estate Conference	Bank of America Merrill Lynch	New York
	Daiwa Asia REIT day	Daiwa	Hong Kong
	Hong Kong/China Property Conference 2011	UBS	Hong Kong
October	2nd HSBC Annual Asian Property Conference	HSBC	Hong Kong
	Greater China Investor Conference	Citi	Macau
November	Post Interim Results Roadshow	Deutsche Bank	Hong Kong/Singapore/London
	2011 Global Real Estate CEO Conference	UBS	London
December	Greater China Property Corporate Day	Bank of America Merrill Lynch	Hong Kong

Month	Event	Organiser	Venue
<b>2012</b>			
January	Hong Kong Corporate Summit	Daiwa	Hong Kong
	Asian Real Estate & Consumer Conference	Credit Suisse	Hong Kong
	Access China Conference 2012	Deutsche Bank	Beijing
	Greater China Conference 2012	UBS	Shanghai
March	Investment Conference	Daiwa	Tokyo
	Asian Investment Conference 2012	Credit Suisse	Hong Kong

## Reporting and Transparency

Information and developments of The Link REIT are timely reported to the Unitholders to keep them well apprised of The Link REIT's position.

- The Link REIT's annual report is published by the Manager within 3 months after each financial year ending on 31 March and the interim report within 2 months after each half-yearly period ending on 30 September. In addition, the Manager also publishes results highlights in major newspapers to widen dissemination.
- Announcements and circulars of material information and developments with respect to The Link REIT are published in accordance with the REIT Code and other applicable regulatory requirements. Additionally, announcement is also published on a voluntary basis when the Board considers it appropriate to keep the Unitholders informed of the relevant subject matter.
- A sustainability report is sent along with the annual report to the Unitholders. The sustainability report 2012 is based on the Global Reporting Initiative ("GRI") reporting framework, and complies with the GRI-G3.1 Level B+ criteria, whereas the previous sustainability report was Level C. The advancement to Level B+ is evidence of improved performance and increase in transparency. This sustainability report 2012 is also The Link REIT's first to have an independent verifier to provide assurance on the information disclosed.

## General Meetings

The Link REIT is required to hold an annual general meeting of Unitholders once every year. Other meetings of Unitholders will be held as and when required.

A general meeting of Unitholders may be convened:

- (i) by the Trustee; or
- (ii) by the Manager; or
- (iii) by not less than two Unitholders, registered as together holding not less than 10% of the units in issue, who may serve written request to the Manager to ask the Manager to convene such general meeting of Unitholders and to propose resolutions for consideration at the meeting.

Notice convening the annual general meeting or other meeting of Unitholders will be given to the Unitholders in accordance with the requirements of the Trust Deed, the REIT Code and the Listing Rules. Generally, two or more Unitholders present in person or by proxy registered as holding together not less than 10% of the units in issue shall form a quorum for the transaction of business but for passing a special resolution, the quorum shall be not less than 25%. Resolution at any meeting of Unitholders shall be decided by way of poll.

The last annual general meeting of Unitholders was held on 13 July 2011 where the Board Chairman (who is also the chairman of the Nomination Committee) and the chairmen of the Audit Committee and the Remuneration Committee as well as other Board members, accompanied by The Link REIT's external auditor, attended such meeting to meet the Unitholders and address their questions. All resolutions approving re-election of Directors (except for Dr Allan ZEMAN) and grant of general mandate to repurchase units were duly passed, and the poll voting results were announced on the same day after the meeting.

## Matters to be decided by Unitholders by Special Resolution

Pursuant to the Trust Deed, the following matters require specific approval by way of special resolution:

- (i) disposal of any property forming part of the assets of The Link REIT within two years of acquisition of such property;
- (ii) disposal by the Trustee of all or any of the issued share capital of the Manager;
- (iii) any increase in the maximum percentage rate or change to the structure of the Trustee's fee;
- (iv) any modification, alteration or addition to the Trust Deed, save in certain circumstances specified in the Trust Deed;
- (v) termination or merger of The Link REIT; and
- (vi) under certain circumstances, removal of the Trustee.

## INTERNAL CONTROL AND RISK MANAGEMENT

The Board has the overall responsibility to oversee that a sound and effective internal control system is maintained, while management is charged with the responsibility to design and implement the control system to manage risks and compliance. The system is designed to manage the risk of failure to achieve business objectives and can provide reasonable and not absolute assurance against material misstatement or loss.

## Three Line of Defense System

The Manager has developed a three-line defense system which allows the Board to consider control issues effectively. The Board receives regular reports through Audit Committee from the risk management and the internal audit departments.



### 1st Line of Defense – Internal Control & Operational Management

Control and monitoring procedures over compliance and risk management have been integrated into the daily operations with clear policies and procedures, which are reviewed on an annual basis to ensure their effectiveness. With this approach, management is operating within the guideline and established control framework. Comprehensive trainings is provided to staff to ensure their understanding of the control requirements.

### 2nd Line of Defense – Risk Management & Compliance

The risk management and compliance function monitors the effectiveness of the established control framework. Irregularities identified at the functional level, if any, will be reported to the risk management and compliance team who takes the lead to red-flag risks for attention to senior management for timely rectification.

### 3rd Line of Defense – Internal Audit

The internal audit function carries out independent review of key business processes and controls in accordance with its approved audit plan. The internal audit function reports to the Audit Committee and has regular meetings with the chairman of the Audit Committee bringing a systematic and disciplined approach to evaluate and improve the effectiveness of risk management, control, and governance processes. Recommendations on improvement and implementation progress of auditor's recommendations are regularly reported to the Board through Audit Committee.

External auditors also report on any control issues identified in the course of their audit work.

With the assistance of the Audit Committee, the Board has reviewed and is satisfied with the effectiveness and adequacy of internal controls for the year having regard to the key processes of The Link REIT. It has also reviewed and considered the adequacy of resources, qualifications and experience of and training programme for the accounting staff with the assistance of the Human Resources and Compensation Committee.

### CONFLICT OF INTEREST

The Manager has instituted stringent internal procedures to monitor and deal with conflict of interest issues. In particular:

- (i) Directors are required to periodically report and update changes to other directorships and positions they hold in other organisations. A register of such directorships and positions is also maintained;
- (ii) Directors in general cannot vote on business in which they have an interest and cannot be counted in the quorum;
- (iii) Unitholders cannot vote (nor will they be counted in the quorum) on business in which they have a material interest which is different from the interests of other Unitholders as a whole;
- (iv) the Manager does not manage any real estate investment trusts other than The Link REIT; and
- (v) all connected party transactions will be managed in accordance with the procedures set out in the REIT Code, the Compliance Manual, the memorandum and articles of association of the Manager and other relevant policies and guidelines issued and adopted by The Link REIT.

### AUDITOR'S APPOINTMENT AND REMUNERATION

The Audit Committee makes recommendation on the appointment or re-appointment of external auditor. In making such recommendation, the Audit Committee will take into consideration the quality and effectiveness of the work performed, the remuneration and the independence of the external auditor. It will also consider the scope of non-audit services provided and assess whether independence and objectivity will be affected. Non-audit services normally include review of interim results and report, review of internal control systems, taxation and other ad hoc non-recurring assignments. There are established approval and reporting guidelines governing the engagement of the external auditor for provision of non-audit services.

Fees paid/payable to the external auditor for audit and non-audit services for the year ended 31 March 2012 are disclosed in Note 9 to the consolidated financial statements on page 133.

## ACQUISITION OF REAL ESTATES

The Link Properties Limited, a wholly-owned subsidiary of The Link REIT, acquired the following properties in the year:

- (i) the acquisition of the commercial portion of Nan Fung Plaza pursuant to a sale and purchase agreement dated 8 June 2011, which was completed on 11 July 2011; and
- (ii) the acquisition of the entire issued share capital of Great Land (HK) Limited, being the sole registered owner of the commercial accommodation of Maritime Bay, pursuant to a sale and purchase agreement dated 22 December 2011, which was completed on 16 January 2012.

The two acquisitions were announced by the Manager on 9 June 2011 and 22 December 2011, respectively. Save as disclosed, The Link REIT and/or its subsidiaries made no other acquisition nor disposal of real estate in the year.

## ISSUE OF NEW UNITS

During the year ended 31 March 2012, the Manager and The Link REIT did not issue any new units in breach of the pre-emption right of the Unitholders and have observed the relevant provisions and restrictions in the REIT Code regarding issue of new units. In the year, 30,088,390 new units in aggregate were issued comprising:

- (i) 15,827,490 new units issued on 26 July 2011 at an issue price of HK\$26.51 per unit pursuant to the final distribution reinvestment scheme for the year ended 31 March 2011;
- (ii) 12,691,607 new units issued on 13 January 2012 at an issue price of HK\$27.86 per unit pursuant to the interim distribution reinvestment scheme for the six months ended 30 September 2011; and
- (iii) 1,569,293 new units issued pursuant to the long-term incentive plan of The Link REIT.

The number of new units issued in the year represented approximately 1.3% of 2,262,372,930 units in issue as at 31 March 2012.

## PURCHASE, SALE OR REDEMPTION OF THE LINK REIT'S LISTED UNITS

Neither the Manager nor any of The Link REIT's subsidiaries purchased, sold or redeemed any of The Link REIT's listed units during the year ended 31 March 2012.

## DEALINGS IN SECURITIES OF THE LINK REIT BY DIRECTORS AND SENIOR EXECUTIVES

The Manager has included in the Compliance Manual a “Code Governing Dealings in Securities of The Link REIT by Directors and Senior Executives” (the “**Securities Dealing Code**”) on terms no less exacting than those set out in the Model Code for Securities Transactions by Directors of Listed Issuers set out in Appendix 10 to the Listing Rules, for governing dealings in the securities of The Link REIT by Directors and senior executives of the Manager and their respective associates. After making specific enquiry on each of the Directors, all of them confirmed that they complied with the required standard set out in the Securities Dealing Code throughout the year ended 31 March 2012.

Pursuant to the Securities Dealing Code, Directors or senior executives wishing to deal in the securities of The Link REIT must first have regard to the provisions of Parts XIII and XIV of the SFO with respect to insider dealing and market misconduct as if such SFO provisions apply to The Link REIT. Also, they must refrain from dealing in the securities of The Link REIT if they are aware of or privy to any negotiations or agreements relating to intended acquisitions or disposals which are significant transactions or in possession of unpublished price-sensitive information until proper disclosure is made.

The Manager has stringent procedures to protect confidentiality of unpublished price-sensitive information, including adopting black-out periods in relation to interim and annual results announcements as set out in the Listing Rules.

## MAJOR REAL ESTATE AGENTS

During the year ended 31 March 2012, commissions were paid to two real estate agents as follows:

Real Estate Agents	Services	Value of Services HK\$'M	Percentage of Relevance Cost %
DTZ Debenham Tie Leung Limited	Agency fee for acquisition of the commercial portion of Nan Fung Plaza	11.7	98.3
Knight Frank Hong Kong Limited	Leasing agency services	0.2	1.7
Total		11.9	100.0

## MAJOR CONTRACTORS

The aggregate value of service contracts of the top five contractors engaged by The Link REIT during the year ended 31 March 2012 and their respective value of services rendered were as follows:

Contractors	Nature of Services	Value of Services HK\$'M	Percentage of Relevance Cost %
Ray On Construction Co., Ltd.	Projects and maintenance	129	6.8
IBI Limited	Projects and maintenance	97	5.1
Pat Davie Limited	Projects and maintenance	91	4.8
TJ Engineering Services Limited	Projects and maintenance	84	4.4
Synergis Management Services Limited	Car park management	82	4.3
Total		483	25.4

## MAJOR CUSTOMERS AND SUPPLIERS

For the year ended 31 March 2012, the percentages attributable to the five largest customers combined and the five largest suppliers combined are less than 30% of The Link REIT's total turnover and total purchases for the year, respectively.

So far as the Directors are aware, none of the Directors, their associates and any Unitholder, which to the knowledge of the Directors own more than 5% of the issued units of The Link REIT, had any interest in the five largest customers or the five largest suppliers.

## UNITHOLDERS STATISTICS

An analysis of the registered Unitholders as at 31 March 2012 according to the register of The Link REIT was as follows:

	Number of Holders	Number of Units	Percentage (%)
0-1,000	8,333	5,698,327	0.3
1,001-5,000	16,108	34,821,598	1.5
5,001-10,000	1,087	7,552,243	0.3
10,001-100,000	582	15,649,215	0.7
100,001 or over	63	2,198,651,547	97.2
Total	26,173	2,262,372,930	100.0

Note: HKSCC Nominees Limited was the registered holder of 2,176,085,147 units (96.2%) as at 31 March 2012.

## PUBLIC FLOAT

There were 2,262,372,930 units of The Link REIT in issue as at 31 March 2012 and the public float capitalisation as at that date is set out in Note 23 to the consolidated financial statements. Based on the information publicly available to the Manager, The Link REIT continued to maintain the required public float with not less than 25% of its issued units held in public hands as at 31 March 2012.

# Our Governance

## Long-term Incentive Plan

A long-term incentive plan (the “**LTI Plan**”) was adopted on 23 July 2007 pursuant to which equity incentive in the form of restricted unit award giving a conditional right to receive units (the “**Restricted Unit Award**”), unit option giving an option to subscribe for units (the “**Unit Option**”) and cash incentive in the form of conditional cash award (the “**Conditional Cash Award**”) (and, each individually referred to as an “**Award**” and collectively as “**Awards**”) may be granted.

## SUMMARY OF THE LTI PLAN

### Purpose

The principal purposes of the LTI Plan are:

- (i) to align the interests of the participants of the LTI Plan with the achievement of the strategic long-term goals of the Manager for The Link REIT and the interests of the Unitholders as a whole;
- (ii) to enhance the ability to attract and retain talented management and key employees of the Manager whose contributions are essential to the long-term growth and prosperity of The Link REIT and the creation of value for the Unitholders; and
- (iii) to provide The Link REIT with the ability to incentivise and/or reward the management and key employees of the Manager so as to motivate them to achieve superior performance.

### Participants

Persons eligible to participate in the LTI Plan (the “**Participants**”) include (i) Directors; and (ii) key employees of the Manager who, in the sole opinion of the Human Resources and Compensation Committee of the Manager, have contributed or have the potential to contribute to the success of The Link REIT.

### Grant of Award

Grant of Award shall be approved by the Human Resources and Compensation Committee, except for the grant of Award to a Director, the chief executive officer of the Manager, or a significant holder (as defined in the REIT Code) of The Link REIT, or any of their respective associates (other than a person who is an associate only by virtue of such person’s employment with the Manager) which shall be approved by the Board (including the Independent Non-Executive Directors). No Director shall be involved in the decision of granting Award to himself.

### Total Number of Units Available for Issue under the LTI Plan

The total number of units which may be issued pursuant to all the Awards granted under the LTI Plan shall not in aggregate exceed 213,745,400 units (being 10% of the then units in issue as at the date of the adoption of the LTI Plan). As at the date of this report, 205,051,243 units are available for further grant of Awards under the LTI Plan, representing approximately 9.06% of the units in issue.

### Maximum Entitlement of Each Participant

Unless approved by the Unitholders by way of an ordinary resolution, no Participant shall be granted an Award which, if accepted and vested (for Restricted Unit Award) and/or exercised (for Unit Option) in full, would result in such Participant becoming entitled to receive such number of

units that, when aggregated with the total units already issued or to be issued to him/her pursuant to all the Awards granted or to be granted (including Awards vested and/or exercised, cancelled and outstanding) to him/her within a 12-month period immediately preceding the date of such proposed grant, would exceed 1% of the total units in issue as at the proposed date of grant of such Award.

If an Award is proposed to be granted to an Independent Non-Executive Director or a significant holder (as defined in the REIT Code) of The Link REIT or any of their respective associates which would result in the units issued and to be issued pursuant to all the Awards granted or to be granted (including Awards vested and/or exercised, cancelled and outstanding) to him/her within a 12-month period up to and including the date of such proposed grant, (i) representing in aggregate over 0.1% of the total units in issue; and (ii) having an aggregate value, based on the closing price of the units at the date of such proposed grant, in excess of HK\$5 million, such further grant of Award shall be approved by the Unitholders by way of an ordinary resolution and the relevant Participant and his associate(s) shall abstain from voting on the relevant ordinary resolution. In addition, grant of Awards to an Independent Non-Executive Director shall not, among others, exceed 1% of the total units in issue.

#### **Vesting Period/Option Period**

The vesting period of Restricted Unit Award is generally one year to three years, or such other period(s) as determined by the Human Resources and Compensation Committee. The option period for Unit Option is such period (but no longer than 10 years) as determined by the Human Resources and Compensation Committee.

#### **Exercise Price of Unit Option**

The exercise price of a Unit Option shall not be less than the higher of: (i) the closing price of the units as quoted on the Hong Kong Stock Exchange on the date of grant; and (ii) the average of the closing prices of the units as quoted on the Hong Kong Stock Exchange for the five trading days immediately preceding the date of grant.

#### **Performance Targets**

The performance targets and/or other vesting conditions for a Restricted Unit Award shall be determined by the Human Resources and Compensation Committee, who shall determine in its absolute discretion whether, and to what extent, such performance targets and/or vesting conditions have been satisfied (or, if applicable, waived) upon vesting.

#### **Conditional Cash Award**

Conditional Cash Award shall be granted, in the absolute discretion of the Human Resources and Compensation Committee, only in conjunction with Restricted Unit Award and shall vest under the same performance targets and/or other conditions and vesting period applicable to the relevant Restricted Unit Award. Conditional Cash Award gives the grantee a conditional right to receive a cash payment equal to the aggregate distributions per unit paid to the Unitholders during the vesting period multiplied by the actual number of units finally vested with such grantee.

### Acceptance of Award and Consideration Payable

An offer for grant of an Award shall be accepted within 14 days (or such other period as specified by the Human Resources and Compensation Committee) from the date of grant. Consideration payable on acceptance of an Award (if any) shall be determined by the Human Resources and Compensation Committee in its sole discretion.

### Duration of the LTI Plan

Save for early termination pursuant to the provisions in the LTI Plan, it shall remain valid for 10 years from 23 July 2007, its date of adoption.

## UNIT OPTIONS

No Unit Option has ever been granted since the adoption of the LTI Plan.

## RESTRICTED UNIT AWARDS

The movements in Restricted Unit Awards, which were granted in conjunction with Conditional Cash Awards<sup>(5)</sup>, under the LTI Plan during the year ended 31 March 2012 and the balances as at the beginning and end of the year are as follows:

Name (Position)	Date of grant	Vesting period	Outstanding at 1 Apr 2011 <sup>(1)</sup>	Granted during the year <sup>(1), (2)</sup>	Vested during the year <sup>(3), (5)</sup>	Cancelled during the year	Lapsed during the year <sup>(4)</sup>	Outstanding at 31 Mar 2012 <sup>(1)</sup>
<b>Current Directors</b>								
Nicholas Robert SALLNOW-SMITH (Independent Non-Executive Director)	13 Feb 2009	13 Feb 2009 to 30 Jun 2011	93,000	-	(93,000)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2011	73,000	-	(73,000)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2012	73,000	-	-	-	-	73,000
	12 Nov 2010	12 Nov 2010 to 30 Jun 2012	70,500	-	-	-	-	70,500
	12 Nov 2010	12 Nov 2010 to 30 Jun 2013	70,500	-	-	-	-	70,500
	23 Sep 2011	23 Sep 2011 to 30 Jun 2013	-	52,500	-	-	-	52,500
George Kwok Lung HONGCHOY (Executive Director)	23 Sep 2011	23 Sep 2011 to 30 Jun 2014	-	52,500	-	-	-	52,500
	16 Jan 2009	16 Jan 2009 to 15 Jan 2012	140,515	-	(140,515)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2011	121,500	-	(121,500)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2012	121,500	-	-	-	-	121,500
	12 Nov 2010	12 Nov 2010 to 30 Jun 2012	177,500	-	-	-	-	177,500
	12 Nov 2010	12 Nov 2010 to 30 Jun 2013	177,500	-	-	-	-	177,500
Andy CHEUNG Lee Ming (Executive Director)	23 Sep 2011	23 Sep 2011 to 30 Jun 2013	-	154,000	-	-	-	154,000
	23 Sep 2011	23 Sep 2011 to 30 Jun 2014	-	154,000	-	-	-	154,000
	12 Nov 2010	12 Nov 2010 to 30 Jun 2012	84,000	-	-	-	-	84,000
	12 Nov 2010	12 Nov 2010 to 30 Jun 2013	84,000	-	-	-	-	84,000
	23 Sep 2011	23 Sep 2011 to 30 Jun 2013	-	64,500	-	-	-	64,500
	23 Sep 2011	23 Sep 2011 to 30 Jun 2014	-	64,500	-	-	-	64,500

Name (Position)	Date of grant	Vesting period	Outstanding at 1 Apr 2011 <sup>(1)</sup>	Granted during the year <sup>(2)</sup>	Vested during the year <sup>(3)</sup>	Cancelled during the year	Lapsed during the year <sup>(4)</sup>	Outstanding at 31 Mar 2012 <sup>(5)</sup>
Ian Keith GRIFFITHS (Non-Executive Director)	13 Feb 2009	13 Feb 2009 to 30 Jun 2011	25,000	-	(25,000)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2011	19,500	-	(19,500)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2012	19,500	-	-	-	-	19,500
	12 Nov 2010	12 Nov 2010 to 30 Jun 2012	19,500	-	-	-	-	19,500
	12 Nov 2010	12 Nov 2010 to 30 Jun 2013	19,500	-	-	-	-	19,500
	23 Sep 2011	23 Sep 2011 to 30 Jun 2013	-	14,500	-	-	-	14,500
	23 Sep 2011	23 Sep 2011 to 30 Jun 2014	-	14,500	-	-	-	14,500
Michael Ian ARNOLD (Independent Non-Executive Director)	13 Feb 2009	13 Feb 2009 to 30 Jun 2011	33,000	-	(33,000)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2011	26,000	-	(26,000)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2012	26,000	-	-	-	-	26,000
	12 Nov 2010	12 Nov 2010 to 30 Jun 2012	25,000	-	-	-	-	25,000
	12 Nov 2010	12 Nov 2010 to 30 Jun 2013	25,000	-	-	-	-	25,000
	23 Sep 2011	23 Sep 2011 to 30 Jun 2013	-	18,500	-	-	-	18,500
	23 Sep 2011	23 Sep 2011 to 30 Jun 2014	-	18,500	-	-	-	18,500
William CHAN Chak Cheung (Independent Non-Executive Director)	12 Nov 2010	12 Nov 2010 to 30 Jun 2012	26,000	-	-	-	-	26,000
	12 Nov 2010	12 Nov 2010 to 30 Jun 2013	26,000	-	-	-	-	26,000
	23 Sep 2011	23 Sep 2011 to 30 Jun 2013	-	19,500	-	-	-	19,500
	23 Sep 2011	23 Sep 2011 to 30 Jun 2014	-	19,500	-	-	-	19,500
Anthony CHOW Wing Kin (Independent Non-Executive Director)	13 Feb 2009	13 Feb 2009 to 30 Jun 2011	30,500	-	(30,500)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2011	24,000	-	(24,000)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2012	24,000	-	-	-	-	24,000
	12 Nov 2010	12 Nov 2010 to 30 Jun 2012	26,000	-	-	-	-	26,000
	12 Nov 2010	12 Nov 2010 to 30 Jun 2013	26,000	-	-	-	-	26,000
	23 Sep 2011	23 Sep 2011 to 30 Jun 2013	-	19,500	-	-	-	19,500
	23 Sep 2011	23 Sep 2011 to 30 Jun 2014	-	19,500	-	-	-	19,500
Patrick FUNG Yuk Bun (Independent Non-Executive Director)	13 Feb 2009	13 Feb 2009 to 30 Jun 2011	33,000	-	(33,000)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2011	26,000	-	(26,000)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2012	26,000	-	-	-	-	26,000
	12 Nov 2010	12 Nov 2010 to 30 Jun 2012	20,500	-	-	-	-	20,500
	12 Nov 2010	12 Nov 2010 to 30 Jun 2013	20,500	-	-	-	-	20,500
	23 Sep 2011	23 Sep 2011 to 30 Jun 2013	-	15,000	-	-	-	15,000
	23 Sep 2011	23 Sep 2011 to 30 Jun 2014	-	15,000	-	-	-	15,000
Stanley KO Kam Chuen (Independent Non-Executive Director)	13 Feb 2009	13 Feb 2009 to 30 Jun 2011	30,500	-	(30,500)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2011	24,000	-	(24,000)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2012	24,000	-	-	-	-	24,000
	12 Nov 2010	12 Nov 2010 to 30 Jun 2012	24,000	-	-	-	-	24,000
	12 Nov 2010	12 Nov 2010 to 30 Jun 2013	24,000	-	-	-	-	24,000
	23 Sep 2011	23 Sep 2011 to 30 Jun 2013	-	18,000	-	-	-	18,000
	23 Sep 2011	23 Sep 2011 to 30 Jun 2014	-	18,000	-	-	-	18,000

Our Governance  
Long-term Incentive Plan

Name (Position)	Date of grant	Vesting period	Outstanding at 1 Apr 2011 <sup>(1)</sup>	Granted during the year <sup>(2), (3)</sup>	Vested during the year <sup>(3), (5)</sup>	Cancelled during the year	Lapsed during the year <sup>(4)</sup>	Outstanding at 31 Mar 2012 <sup>(7)</sup>
David Charles WATT <i>(Independent Non-Executive Director)</i>	12 Nov 2010	12 Nov 2010 to 30 Jun 2012	21,500	-	-	-	-	21,500
	12 Nov 2010	12 Nov 2010 to 30 Jun 2013	21,500	-	-	-	-	21,500
	23 Sep 2011	23 Sep 2011 to 30 Jun 2013	-	16,000	-	-	-	16,000
	23 Sep 2011	23 Sep 2011 to 30 Jun 2014	-	16,000	-	-	-	16,000
Richard WONG Yue Chim <i>(Independent Non-Executive Director)</i>	13 Feb 2009	13 Feb 2009 to 30 Jun 2011	30,500	-	(30,500)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2011	24,000	-	(24,000)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2012	24,000	-	-	-	-	24,000
	12 Nov 2010	12 Nov 2010 to 30 Jun 2012	24,000	-	-	-	-	24,000
	12 Nov 2010	12 Nov 2010 to 30 Jun 2013	24,000	-	-	-	-	24,000
	23 Sep 2011	23 Sep 2011 to 30 Jun 2013	-	18,000	-	-	-	18,000
	23 Sep 2011	23 Sep 2011 to 30 Jun 2014	-	18,000	-	-	-	18,000
<b>Former Director</b>								
Allan ZEMAN <i>(Former Independent Non-Executive Director)</i>	13 Feb 2009	13 Feb 2009 to 30 Jun 2011	27,500	-	(27,500)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2011	21,500	-	(21,500)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2012	21,500	-	-	-	(7,506) <sup>(8)</sup>	13,994
	12 Nov 2010	12 Nov 2010 to 30 Jun 2012	22,000	-	-	-	(13,008) <sup>(8)</sup>	8,992
	12 Nov 2010	12 Nov 2010 to 30 Jun 2013	22,000	-	-	-	(16,420) <sup>(8)</sup>	5,580
<b>Other Participants</b>								
(In aggregate)	5 May 2008	5 May 2008 to 4 May 2011	273,240	-	(114,778)	-	(158,462)	-
	5 May 2008	5 May 2008 to 4 May 2012	273,240	-	-	-	-	273,240
	13 Feb 2009	13 Feb 2009 to 30 Jun 2011	342,000	-	(340,000)	-	(2,000)	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2011	311,500	-	(311,500)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2012	311,500	-	-	-	(71,500)	240,000
	12 Nov 2010	12 Nov 2010 to 30 Jun 2012	725,500	-	-	-	(141,000)	584,500
	12 Nov 2010	12 Nov 2010 to 30 Jun 2013	725,500	-	-	-	(141,000)	584,500
	23 Sep 2011	23 Sep 2011 to 30 Jun 2013	-	827,500	-	-	(62,500)	765,000
	23 Sep 2011	23 Sep 2011 to 30 Jun 2014	-	827,500	-	-	(62,500)	765,000
<b>Total</b>			<b>5,205,995</b>	<b>2,475,000</b>	<b>(1,569,293)</b>	<b>-</b>	<b>(675,896)</b>	<b>5,435,806</b>

Notes:

- <sup>(1)</sup> These figures represent the maximum number of units that may be issued on vesting of the Restricted Unit Awards. The actual number of units that will finally vest and be issued to each Participant may range from zero to such maximum number depending on whether, and to what extent, the relevant vesting conditions are met.
- <sup>(2)</sup> The closing price of the units on 22 September 2011, being the business day immediately preceding the date of grant of the Restricted Unit Awards was HK\$26.75 per unit. On the assumption that the Restricted Unit Awards granted during the year were finally vested for the maximum number of units, the estimated fair value of such Restricted Unit Awards would amount to approximately HK\$77.84 million as at 31 March 2012 based on the valuation of an independent valuer.
- <sup>(3)</sup> The weighted average closing price of the units on the business days immediately preceding the dates on which the Restricted Unit Awards were vested during the year was HK\$26.57 per unit.
- <sup>(4)</sup> These figures represent the maximum number of units relating to the Restricted Unit Awards lapsed in the year. The Conditional Cash Awards granted in conjunction with such Restricted Unit Awards lapsed simultaneously.
- <sup>(5)</sup> The Restricted Unit Awards in the above table were all granted in conjunction with Conditional Cash Awards of which an aggregate amount of HK\$3,762,163.64 was paid in the year for the Conditional Cash Awards vested. Based on the maximum number of units to be issued in respect of the Restricted Unit Awards granted but not yet vested in the year, the aggregate weighted average value carried by each of the Conditional Cash Awards at the year end was HK\$1.4745 per unit.
- <sup>(6)</sup> These represented Restricted Unit Awards lapsed as a result of Dr Allan ZEMAN's retirement as an Independent Non-Executive Director on 13 July 2011 and the related Conditional Cash Awards lapsed simultaneously.

Based on the maximum number of 5,435,806 units to be issued upon vesting of all the Restricted Unit Awards outstanding at year end and the closing price of HK\$28.90 per unit as at that date, the aggregate value of the units as at 31 March 2012 would be approximately HK\$157.09 million.

The Restricted Unit Awards and Conditional Cash Awards are to be expensed through The Link REIT's consolidated income statement over the relevant vesting period. Further details of the LTI Plan (including the valuation by an independent valuer) are set out in Note 19 to the consolidated financial statements.

# Our Governance

Interests of Substantial Unitholders, Directors and Connected Persons

## Interests of Substantial Unitholders in Units

According to disclosure of interests to the Hong Kong Stock Exchange and the Manager pursuant to the provisions of Part XV of the SFO and the register kept by the Manager, persons having 5% or more interests in the units of The Link REIT as at 31 March 2012 were as follows:

Name	Capacity	Number of units in Long Position (L)/ Short Position (S)/ Lending Pool (LP)	Approximate percentage of total units in issue <sup>(1)</sup> %
Blackrock, Inc.	Interests of controlled corporations	(L) 148,707,862 (S) 2,597,437	6.57 0.11
Capital Research and Management Company	Investment Manager	(L) 185,956,000	8.21
Commonwealth Bank of Australia	Interests of controlled corporations	(L) 157,472,434	6.96
The Bank of New York Mellon Corporation	Interest of a controlled corporation	(L) 155,104,556 (LP) 150,067,806	6.85 6.63

Note:

<sup>(1)</sup> The approximate percentages were calculated based on 2,262,372,930 units in issue as at 31 March 2012 (rounded down to two decimal places).

Save as disclosed above, based on the above-mentioned disclosure of interests and the register kept by the Manager, there were no other persons having 5% or more interests in the units as at 31 March 2012.

## Interests of Directors in Units

According to disclosure of interests to the Hong Kong Stock Exchange and the Manager pursuant to Part XV of the SFO and the register kept by the Manager, the interests of the Directors in units and underlying units of The Link REIT as at 31 March 2012 were as follows:

Name	Number of units				Interest in underlying units <sup>(3)</sup>	Total interest held at 31 Mar 2012	Approximate percentage of total units in issue <sup>(4)</sup> %	Total interest held at 30 Sep 2011
	Personal interest <sup>(2)</sup>	Family interest	Corporate interest	Other interest				
<b>Current Directors</b>								
<b>Chairman (also an Independent Non-Executive Director)</b>								
Nicholas Robert SALLNOW-SMITH	334,432	-	-	-	319,000	653,432	0.029	646,025
<b>Executive Directors</b>								
George Kwok Lung HONGCHOY	290,112	-	-	-	784,500	1,074,612	0.047	1,208,687
Andy CHEUNG Lee Ming	-	-	-	-	297,000	297,000	0.013	297,000
<b>Non-Executive Director</b>								
Ian Keith GRIFFITHS	72,203	-	-	-	87,500	159,703	0.007	158,104
<b>Independent Non-Executive Directors</b>								
Michael Ian ARNOLD	116,724	-	-	-	113,000	229,724	0.010	227,224
William CHAN Chak Cheung	-	-	-	-	91,000	91,000	0.004	91,000
Anthony CHOW Wing Kin	315,998	-	-	-	115,000	430,998	0.019	423,999
Patrick FUNG Yuk Bun	118,239	-	-	-	97,000	215,239	0.010	212,620
Stanley KO Kam Chuen	102,005	-	-	-	108,000	210,005	0.009	210,005
David Charles WATT	-	-	-	-	75,000	75,000	0.003	75,000
Richard WONG Yue Chim	98,529	-	-	-	108,000	206,529	0.009	204,347
<b>Former Independent Non-Executive Director</b>								
Allan ZEMAN <sup>(1)</sup>	95,023	-	-	-	28,566	123,589	0.005	123,589

Notes:

- (1) These interests in units and underlying units (referring to unvested Restricted Unit Awards) represented only Dr Allan ZEMAN's position as at 13 July 2011 (his date of retirement), adjusted for those Restricted Unit Awards lapsed on his retirement (also see Note 6 to the "Long-term Incentive Plan" section above).
- (2) The personal interests of the Directors in units as stated above are long position interests. There is no short position interest held by any Director.
- (3) These interests in underlying units are long position interests and represent the maximum number of units which may be issued to the Directors on vesting of the Restricted Unit Awards granted to them under the LTI Plan.
- (4) The approximate percentages were calculated based on 2,262,372,930 units in issue as at 31 March 2012.

Save as disclosed above and so far as the Manager is aware, none of the Directors or any of their respective associates held any interests in the units or underlying units as at 31 March 2012.

## Interests of Connected Persons in Units

After making reasonable enquiry and according to information available to the Manager, the following persons (other than Directors and any of their respective associates<sup>(5)</sup>), being connected persons to The Link REIT as defined under the REIT Code, held interests in units of The Link REIT as at 31 March 2012 as follows:

Name	Number of units held as at 31 Mar 2012	Approximate percentage of total units in issue <sup>(4)</sup> %	Number of units held as at 30 Sep 2011
The Hongkong and Shanghai Banking Corporation Limited and its subsidiaries <sup>(1)</sup>	2,110,130	0.093	2,169,665
Wing Hang Bank, Limited <sup>(2)</sup>	100,000	0.004	100,000
Dah Sing Life Assurance Company Limited <sup>(3)</sup>	1,310,500	0.058	1,310,500
Dah Sing Insurance Company (1976) Limited <sup>(3)</sup>	25,500	0.001	–
Dah Sing Insurance Company Limited <sup>(3)</sup>	–	–	25,500

Notes:

- <sup>(1)</sup> The Trustee is an indirect subsidiary of The Hongkong and Shanghai Banking Corporation Limited and hence The Hongkong and Shanghai Banking Corporation Limited and its subsidiaries are connected persons to The Link REIT.
- <sup>(2)</sup> Wing Hang Bank, Limited is a connected person to The Link REIT as Dr Patrick FUNG Yuk Bun, director of the Manager, is the chairman of Wing Hang Bank, Limited.
- <sup>(3)</sup> Dah Sing Life Assurance Company Limited, Dah Sing Insurance Company (1976) Limited and Dah Sing Insurance Company Limited were connected persons to The Link REIT as Mr Nicholas Robert SALLNOW-SMITH, Chairman of the Manager, was an independent non-executive director of each of them up till 31 March 2012.
- <sup>(4)</sup> The approximate percentages stated above were calculated based on 2,262,372,930 units in issue as at 31 March 2012.
- <sup>(5)</sup> The interests of Directors (as connected persons to The Link REIT) are disclosed in the "Interests of Directors in Units" section above.

# Our Governance

## Connected Party Transactions

### WAIVERS FROM STRICT COMPLIANCE

Chapter 8 of the REIT Code governs connected party transactions between a real estate investment trust and its connected persons.

On the listing of The Link REIT and subsequently on 8 June 2007, 26 October 2007, 25 February 2009 and 15 March 2010, waivers from strict compliance with the disclosure and Unitholders' approval requirements under Chapter 8 of the REIT Code for certain connected party transactions were granted by the SFC to The Link REIT (the "**Waivers**"). The Waivers are subject to stipulated terms and conditions such that, inter alia, the relevant transactions should be entered into at arm's length on normal commercial terms, with specific caps on transaction amounts or fees paid, to be reviewed by the auditor and the Audit Committee, and approved by the Board. During the year ended 31 March 2012, The Link REIT has complied with the terms and conditions of the Waivers.

### CONNECTED PERSONS AND CONNECTED PARTY TRANSACTIONS

The following table sets out the names of those connected persons (as defined under Chapter 8 of the REIT Code) with whom The Link REIT and/or its subsidiaries entered into the following connected party transactions during the year:

Name of Connected Person	Relationship with The Link REIT	Nature of the Transactions	Income Derived HK\$'M	Expenses Incurred HK\$'M
The Link Management Limited	Manager of The Link REIT	Management fee <sup>(1)</sup>	N/A	(484.9) <sup>(1)</sup>
HSBC Institutional Trust Services (Asia) Limited	Trustee of The Link REIT	Trustee's fee <sup>(2)</sup>	N/A	(5.5) <sup>(2)</sup>
Jones Lang LaSalle Limited	Principal Valuer of The Link REIT	Valuation fees	N/A	(3.6) <sup>(3)</sup>
The Hongkong and Shanghai Banking Corporation Limited (" <b>HSBC</b> ") and its subsidiaries (excluding the Trustee and its proprietary subsidiaries) (" <b>HSBC Group</b> ")	Associates of Trustee	Tenancy/licence <sup>(4)</sup> and other income <sup>(5)</sup>	21.0 <sup>(6)</sup>	N/A
		Interest expenses and financing charges	N/A	(105.7)
		Arrangement fees and bank charges	N/A	(3.4)
Industrial and Commercial Bank of China (Asia) Limited (" <b>ICBC (Asia)</b> ") <sup>(7)</sup>	Associate of Professor Richard WONG Yue Chim	Tenancy/licence <sup>(4)</sup>	5.5 <sup>(6)</sup>	N/A
		Interest income	4.9	N/A
		Interest expenses and financing charges	N/A	(0.3)
Wing Hang Bank, Limited (" <b>Wing Hang Bank</b> ")	Associate of Dr Patrick FUNG Yuk Bun	Interest income	2.0	N/A

Name of Connected Person	Relationship with The Link REIT	Nature of the Transactions	Income Derived HK\$'M	Expenses Incurred HK\$'M
Aedas Limited and its subsidiaries ("Aedas") <sup>(8)</sup>	Associates of Mr Ian Keith GRIFFITHS	Fees for architectural and renovation consultancy services	N/A	(7.3)
Dah Sing Bank, Limited ("Dah Sing Bank")	Associate of Mr Nicholas Robert SALLNOW-SMITH	Tenancy/licence <sup>(4)</sup>	5.4 <sup>(6)</sup>	N/A
		Interest income	0.5	N/A
		Interest expenses and financing charges	N/A	(0.8)
		Arrangement fees and bank charges	N/A	(0.1)
DTZ Debenham Tie Leung Limited	Associate of Mr David Charles WATT	Agency commission to act for The Link REIT in the acquisition of the commercial portion of Nan Fung Plaza <sup>(7)</sup>	N/A	(11.7)
Asia Pacific Real Estate Association	Associate of Mr George Kwok Lung HONGCHOY and Mr Michael Ian ARNOLD	Training and membership fees	N/A	(0.1)

Notes:

- <sup>(1)</sup> The Manager, as an internalised management company of The Link REIT, recovers its expenses from The Link REIT on a cost recovery basis.
- <sup>(2)</sup> The Trustee is entitled to a fee at the rate of 0.008% per annum of the latest property values as determined in the latest annual valuation report of the principal valuer, subject to a minimum of HK\$150,000 per month.
- <sup>(3)</sup> Included fees of HK\$0.3 million for valuation services provided for acquisition exercises in the year.
- <sup>(4)</sup> For shops, ATMs and showcases at various locations.
- <sup>(5)</sup> Other income refers to interest income of HK\$1,000.
- <sup>(6)</sup> Amounts excluding deposits received.
- <sup>(7)</sup> Details of such connected party transaction were disclosed in the announcement of The Link REIT dated 9 June 2011.
- <sup>(8)</sup> Total aggregate value contracted with Aedas in the year amounted to approximately HK\$9.5 million.
- <sup>(9)</sup> Save as disclosed, arrangement fees and bank charges of HK\$45,000 were paid to ICBC (Asia) in the year.

Apart from the above, The Link REIT and/or its subsidiaries had also entered into connected party transactions in the year with Hong Kong Youth Arts Foundation (associate of Mr Nicholas Robert SALLNOW-SMITH); Hong Kong Securities Institute (associate of Mr George Kwok Lung HONGCHOY) and BEAM Society Limited (associate of Mr Michael Ian ARNOLD). None of the aggregate value of the connected party transactions entered into with any of these connected persons in the year was more than HK\$100,000.

Notwithstanding the above, (i) Hong Kong Securities Institute has ceased to be a connected person of The Link REIT with effect from 7 December 2011 following Mr George Kwok Lung HONGCHOY's resignation as its director; and (ii) Dah Sing Bank has ceased to be a connected person of The Link REIT with effect from 1 April 2012 following Mr Nicholas Robert SALLNOW-SMITH's resignation as its director.

## LEASE TRANSACTIONS WITH CONNECTED PERSONS

Set out below are tenancies entered into or renewed by The Link REIT and/or its subsidiaries with connected persons (as defined under Chapter 8 of the REIT Code) in the year of which the aggregate annual rent exceeded HK\$1 million:

Name of Tenant	Nature of the Transaction	Lease Term	Annual Rent <sup>(1)</sup> HK\$'M	Rental Deposit received as at 31 March 2012 HK\$'M
Dah Sing Bank	Tenancy for shop 132 at Chung Fu Plaza (Phase 2)	Term of 3 years expiring on 31 October 2014	1.2	0.3
ICBC (Asia)	Tenancy for shops F18 & F19A – F19C at Oi Man Shopping Centre	Term of 3 years expiring on 31 August 2014	1.3	0.4
	Tenancy for shops 21-23 at Tai Hing Commercial Centre	Term of 2 years expiring on 31 July 2013	1.1	0.3
HSBC	Tenancy for shops L202-L206 at Lok Fu Plaza	Term of 3 years expiring on 21 August 2014 <sup>(3)</sup>	2.6	0.7 <sup>(2)</sup>
	Tenancy for shop L201 at Lok Fu Plaza	Term of 3 years expiring on 21 August 2014	1.0	0.3 <sup>(2)</sup>

Notes:

- <sup>(1)</sup> The annual rent is calculated using the monthly base rent on a 12-month basis as if such monthly rent were received from the beginning of the financial year.
- <sup>(2)</sup> In the form of bank guarantee.
- <sup>(3)</sup> The term and monthly rent of the tenancy were extended and adjusted, respectively, following disclosures in the 2011/2012 interim report.

## PROVISION OF BANKING AND FINANCIAL SERVICES BY CONNECTED PERSONS

The Link REIT and its subsidiaries have engaged the HSBC Group, ICBC (Asia), Wing Hang Bank and Dah Sing Bank to provide ordinary course banking and financial services during the year. The HSBC Group also provided services to subsidiaries of The Link REIT in relation to Mandatory Provident Fund accounts, general insurance, and payment and receipt arrangements. Bank accounts were maintained with the HSBC Group, ICBC (Asia), Wing Hang Bank and Dah Sing Bank for deposits and rent collection purposes.

## LOANS

A syndicated loan facility was made available to The Link Finance Limited, an indirect wholly-owned subsidiary of The Link REIT, in August 2006 of which HSBC, ICBC (Asia) and Dah Sing Bank were, among others, the lenders. This loan was fully repaid in the year.

The Link Finance Limited concluded a HK\$500 million bilateral loan in May 2010 with HSBC of which the outstanding balance as at 31 March 2012 was HK\$200 million.

A new HK\$2.5 billion 5-year club loan was concluded by The Link Finance Limited in April 2011 of which HSBC and Dah Sing Bank were, among others, the lenders. The outstanding balances due to HSBC and Dah Sing Bank under this new club loan were HK\$200 million and HK\$50 million, respectively, as at 31 March 2012.

## DEPOSITS

As at 31 March 2012, subsidiaries of The Link REIT placed deposits with HSBC, ICBC (Asia) and Wing Hang Bank of approximately HK\$30 million, HK\$390 million and HK\$234 million respectively.

## OTHER BANKING TRANSACTIONS

The Link Finance Limited maintained interest rate swap contracts with HSBC during the year. The total notional principal outstanding value in respect of such swap contracts with HSBC was HK\$1.8 billion as at 31 March 2012.

HSBC acted as dealer in 4 tranches of fixed rate private notes for HK\$300 million, HK\$203 million, HK\$589 million and HK\$500 million, respectively, issued by The Link Finance (Cayman) 2009 Limited (a wholly-owned subsidiary of the Link REIT) pursuant to the Guaranteed Euro Medium Term Note Programme in the year.

## CONFIRMATION BY THE MANAGER AND THE TRUSTEE IN RESPECT OF CORPORATE FINANCE TRANSACTIONS WITH HSBC GROUP

Save as disclosed above, each of the Trustee and the Manager confirms that there was no other corporate finance transaction entered into with the HSBC Group during the year ended 31 March 2012.

## REPORT FROM AUDITOR IN RELATION TO CERTAIN CONNECTED PARTY TRANSACTIONS

The continuing connected party transactions conducted in the year have been reviewed by the auditor in accordance with Hong Kong Standard on Assurance Engagements 3000 "Assurance Engagements Other Than Audits or Reviews of Historical Financial Information" and with reference to Practice Note 740 "Auditor's Letter on Continuing Connected Transactions under the Hong Kong Listing Rules" issued by the Hong Kong Institute of Certified Public Accountants. The auditor has issued an unqualified letter containing its findings and conclusions in respect of the connected party transactions including lease transactions and corporate finance transactions in accordance with the Waivers from strict compliance with the disclosure requirements under Chapter 8 of the REIT Code granted by the SFC.

## CONFIRMATION BY THE AUDIT COMMITTEE

The management submitted quarterly compliance reports to the Audit Committee.

The Audit Committee has reviewed and is satisfied that the general nature and types of banking and financial services provided by the HSBC Group, ICBC (Asia), Wing Hang Bank and Dah Sing Bank are of the types that are contemplated in the Waivers granted by the SFC and are of the nature and types that would be entered into in the ordinary and usual course of business at arm's length on normal commercial terms and there are no material inconsistencies with the internal procedures of the Manager that should be drawn to the attention of the Unitholders.

The Audit Committee also confirms that, after review of the terms of all relevant connected party transactions, it is satisfied that such transactions were entered into in the year:

- (i) at arm's length and on normal commercial terms;
- (ii) in the ordinary and usual course of business of The Link REIT;
- (iii) are fair and reasonable; and
- (iv) in the interest of the Unitholders as a whole.

## CONFIRMATION BY THE MANAGER

The Board (including the Independent Non-Executive Directors) confirms that:

- (i) based on the information provided, and representations made, by the Trustee, it is satisfied with the internal controls and compliance procedures of the Trustee, which demonstrate that the Trustee's operations are run independently of other banking and financial functions or operations of the HSBC Group;
- (ii) the basis of the cap amount in relation to the corporate advisory transactions for the provision of corporate finance advice set out in the Waivers is fair and reasonable in light of The Link REIT's operations and unit holding structure, including the objectives and strategies of The Link REIT, the size, geographical and tenancy mix of its property portfolio and its management structure;
- (iii) the scope and terms of the Waivers applied for are fair and reasonable, and in the best interests of the Unitholders; and
- (iv) the Manager is not bound to enter into corporate finance transactions with the HSBC Group despite the Waivers granted.

## CONTINUATION WITH THE WAIVERS GRANTED WITHOUT UNITHOLDERS' APPROVAL

The Audit Committee has reviewed the terms of the Waivers. The Audit Committee and the Board (including the Independent Non-Executive Directors) are satisfied that (on the basis of the terms of the Waivers and the internal controls and procedures in place) it is fair and reasonable and in the best interests of the Unitholders that the Waivers be continued without Unitholders' approval.



Enhancements to the property's physical structure include:

- Reconfiguration of retail zone layout to allow easier access to shops and improve visibility
- Installation of new escalators and elevators to move shopper flow throughout the centre and to ensure barrier free access

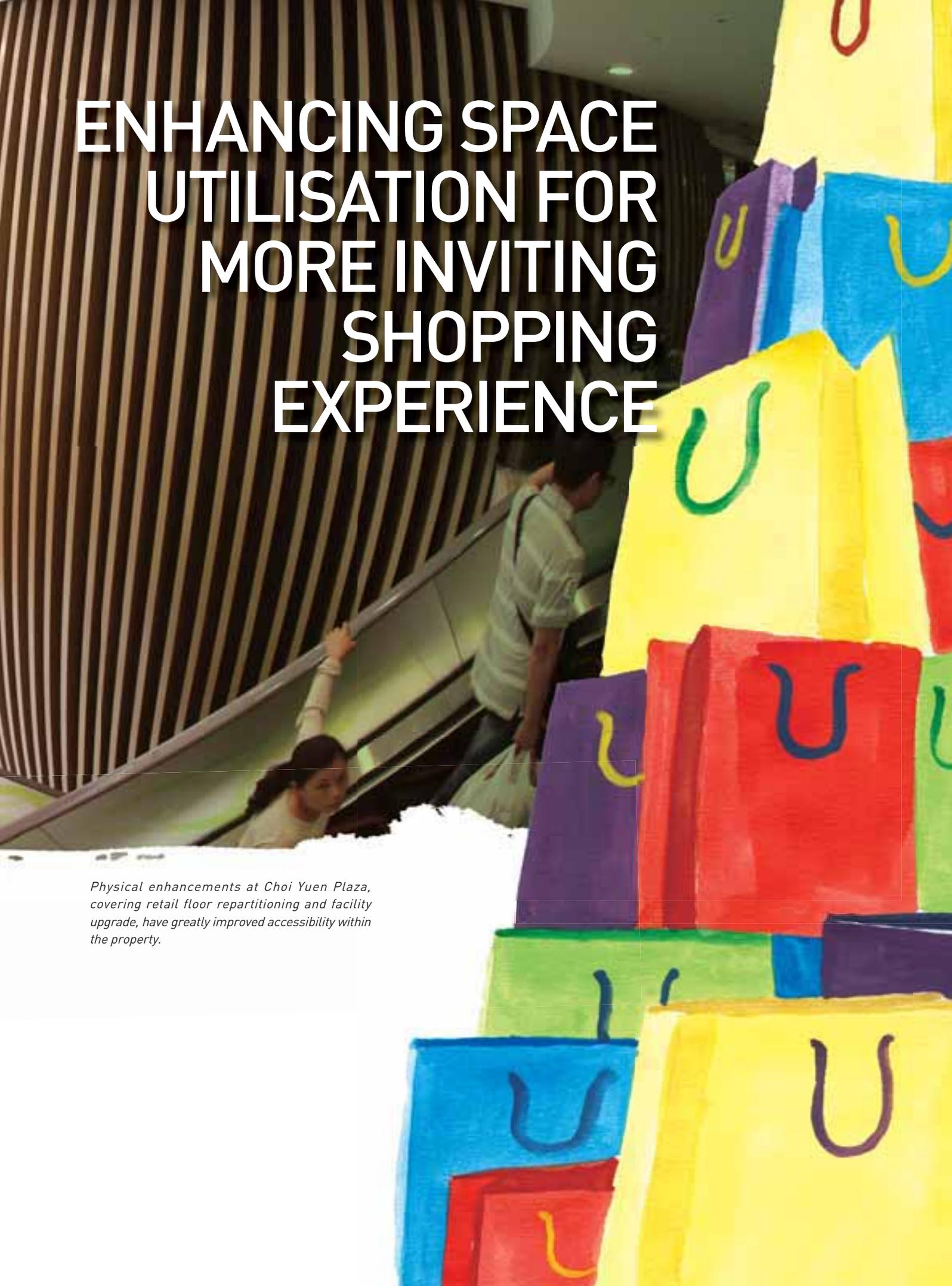


**Ms Cheung**  
A restaurant owner  
at Choi Yuen Plaza

**The post-renovation Choi Yuen Plaza offers wider trade-mix, better lighting and enhanced facilities. The centre's facelift has effectively expanded the customer base by attracting mainland tourists.**



# ENHANCING SPACE UTILISATION FOR MORE INVITING SHOPPING EXPERIENCE



*Physical enhancements at Choi Yuen Plaza, covering retail floor repartitioning and facility upgrade, have greatly improved accessibility within the property.*

# Trustee's Report

We hereby confirm that, in our opinion, the Manager of The Link Real Estate Investment Trust has, in all material respects, managed The Link Real Estate Investment Trust in accordance with the provisions of the Trust Deed dated 6 September 2005, as amended and supplemented by eight supplemental deeds, for the financial year ended 31 March 2012.

**HSBC Institutional Trust Services (Asia) Limited**  
**in its capacity as the Trustee of The Link Real Estate Investment Trust**

Hong Kong, 6 June 2012

# Independent Auditor's Report



羅兵咸永道

## INDEPENDENT AUDITOR'S REPORT TO THE UNITHOLDERS OF THE LINK REAL ESTATE INVESTMENT TRUST

(a collective investment scheme authorised under section 104 of the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong))

We have audited the consolidated financial statements of The Link Real Estate Investment Trust ("**The Link REIT**") and its subsidiaries (together, the "**Group**") set out on pages 111 to 154, which comprise the consolidated statement of financial position as at 31 March 2012, and the consolidated income statement, consolidated statement of comprehensive income, consolidated statement of changes in equity and net assets attributable to Unitholders, consolidated statement of cash flows and consolidated statement of distributions for the year then ended, and a summary of significant accounting policies and other explanatory information.

## MANAGER'S RESPONSIBILITY FOR THE CONSOLIDATED FINANCIAL STATEMENTS

The Manager of The Link REIT is responsible for the preparation of these consolidated financial statements that give a true and fair view in accordance with Hong Kong Financial Reporting Standards issued by the Hong Kong Institute of Certified Public Accountants and is responsible for ensuring that the consolidated financial statements have been properly prepared in accordance with the relevant provisions of the Trust Deed dated 6 September 2005, as amended by the eight Supplemental Deeds (the "**Trust Deed**"), and the relevant disclosure requirements set out in Appendix C of the Code on Real Estate Investment Trusts established by the Securities and Futures Commission of Hong Kong (the "**REIT Code**"), and for such internal control as the Manager determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

## AUDITOR'S RESPONSIBILITY

Our responsibility is to express an opinion on these consolidated financial statements based on our audit and to report our opinion solely to the Unitholders, as a body, and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report.

We conducted our audit in accordance with Hong Kong Standards on Auditing issued by the Hong Kong Institute of Certified Public Accountants. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

---

*PricewaterhouseCoopers, 22/F Prince's Building, Central, Hong Kong*  
T: +852 2289 8888, F: +852 2810 9888, [www.pwchk.com](http://www.pwchk.com)

## **AUDITOR'S RESPONSIBILITY** (continued)

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of consolidated financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Manager of The Link REIT, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## **OPINION**

In our opinion, the consolidated financial statements give a true and fair view of the state of affairs of the Group as at 31 March 2012 and of the results and cash flows of the Group for the year then ended in accordance with Hong Kong Financial Reporting Standards and have been properly prepared in accordance with the relevant provisions of the Trust Deed and the relevant disclosure requirements set out in Appendix C of the REIT Code.

**PricewaterhouseCoopers**

*Certified Public Accountants*

Hong Kong, 6 June 2012

# Consolidated Financial Statements

## Consolidated Income Statement

For the year ended 31 March 2012

	Note	2012 HK\$'M	2011 HK\$'M
<b>Revenues</b>	6	<b>5,932</b>	5,353
Property operating expenses	8	<b>(1,747)</b>	(1,709)
Net property income		<b>4,185</b>	3,644
General and administrative expenses		<b>(269)</b>	(176)
Change in fair values of investment properties	14	<b>6,680</b>	12,812
<b>Operating profit</b>	9	<b>10,596</b>	16,280
Interest income		<b>33</b>	4
Finance costs on interest bearing liabilities	10	<b>(431)</b>	(501)
Profit before taxation and transactions with Unitholders		<b>10,198</b>	15,783
Taxation	12	<b>(596)</b>	(503)
<b>Profit for the year, before transactions with Unitholders</b> (Note (i))	13	<b>9,602</b>	15,280
Distributions paid to Unitholders:			
– 2010 final distribution		–	(1,079)
– 2011 interim distribution		–	(1,172)
– 2011 final distribution		<b>(1,286)</b>	–
– 2012 interim distribution		<b>(1,420)</b>	–
		<b>6,896</b>	13,029
Represented by:			
Change in net assets attributable to Unitholders, excluding issues of new units		<b>6,943</b>	13,169
Amount arising from cash flow hedging reserve movement	24	<b>(47)</b>	(140)
		<b>6,896</b>	13,029

The notes on pages 117 to 154 are an integral part of these consolidated financial statements.

Notes:

- (i) Earnings per unit, based upon profit after taxation and before transactions with Unitholders and the weighted average number of units in issue, is set out in Note 13 to the consolidated financial statements.
- (ii) Total Distributable Income (as defined in the Trust Deed constituting The Link Real Estate Investment Trust) is determined in the consolidated statement of distributions. The final distribution declared in respect of this year as set out in the consolidated statement of distributions will be paid to Unitholders on or about 2 August 2012.

# Consolidated Financial Statements

## Consolidated Statement of Comprehensive Income

For the year ended 31 March 2012

	Note	Before transactions with Unitholders HK\$'M	Transactions with Unitholders (Note (i)) HK\$'M	After transactions with Unitholders HK\$'M
<b>For the year ended 31 March 2012</b>				
Profit for the year		9,602	(9,649)	(47)
Other comprehensive income				
– Cash flow hedging reserve		47	–	47
<b>Total comprehensive income for the year</b>	(ii)	<b>9,649</b>	<b>(9,649)</b>	<b>–</b>
<b>For the year ended 31 March 2011</b>				
Profit for the year		15,280	(15,420)	(140)
Other comprehensive income				
– Cash flow hedging reserve		140	–	140
<b>Total comprehensive income for the year</b>	(ii)	<b>15,420</b>	<b>(15,420)</b>	<b>–</b>

The notes on pages 117 to 154 are an integral part of these consolidated financial statements.

Notes:

- (i) Transactions with Unitholders comprise the distributions to Unitholders of HK\$2,706 million (2011: HK\$2,251 million) and change in net assets attributable to Unitholders, excluding issues of new units, of HK\$6,943 million (2011: HK\$13,169 million).
- (ii) In accordance with the Trust Deed, The Link Real Estate Investment Trust is required to distribute to Unitholders not less than 90% of Total Distributable Income for each financial year. Accordingly, the units contain contractual obligations of the trust to pay cash distributions. The Unitholders' funds are therefore classified as a financial liability rather than equity in accordance with Hong Kong Accounting Standard 32: Financial Instruments: Presentation. Consistent with Unitholders' funds being classified as a financial liability, the distributions to Unitholders and change in net assets attributable to Unitholders, excluding issues of new units, are finance costs. Accordingly, the total comprehensive income, after the transactions with Unitholders, is zero.

# Consolidated Financial Statements

## Consolidated Statement of Distributions

For the year ended 31 March 2012

	Note	2012 HK\$'M	2011 HK\$'M
<b>Profit for the year, before transactions with Unitholders</b>		<b>9,602</b>	15,280
Adjustments:			
– Change in fair values of investment properties		<b>(6,680)</b>	(12,812)
– Other non-cash income		–	(10)
<b>Total Distributable Income</b> (Note (i))		<b>2,922</b>	2,458
Interim distribution, paid		<b>1,420</b>	1,172
Final distribution, to be paid to the Unitholders		<b>1,502</b>	1,286
Total distributions for the year (Note (ii))		<b>2,922</b>	2,458
As a percentage of Total Distributable Income		<b>100%</b>	100%
Units in issue at 31 March	23	<b>2,262,372,930</b>	2,232,284,540
Distributions per unit to Unitholders:			
– Interim distribution per unit, paid (Note (iii))		<b>HK63.11 cents</b>	HK52.86 cents
– Final distribution per unit, to be paid to the Unitholders (Note (iv))		<b>HK66.41 cents</b>	HK57.59 cents
<b>Distribution per unit for the year</b>		<b>HK129.52 cents</b>	HK110.45 cents

The notes on pages 117 to 154 are an integral part of these consolidated financial statements.

### Notes:

- (i) Under the terms of the Trust Deed, the Total Distributable Income is the consolidated profit after taxation attributable to Unitholders (equivalent to profit for the year, before transactions with Unitholders) adjusted to eliminate the effects of certain non-cash adjustments which have been recorded in the consolidated income statement for the relevant year.
- (ii) Pursuant to the Trust Deed, The Link Real Estate Investment Trust is required to ensure that the total amount distributed to Unitholders as distributions for each financial year shall be no less than 90% of Total Distributable Income, plus at its discretion, any other additional amount that the Manager determines is distributable. The Manager has decided to distribute 100% (2011: 100%) of Total Distributable Income as the distribution for the year ended 31 March 2012. The interim distribution was paid to Unitholders on 13 January 2012. The final distribution will be paid to Unitholders on or about 2 August 2012.
- (iii) The interim distribution per unit of HK63.11 cents for the six months ended 30 September 2011 was calculated based on the interim distribution of HK\$1,420 million for the period and 2,249,540,808 units in issue as at 30 September 2011. The interim distribution per unit of HK52.86 cents for the six months ended 30 September 2010 was calculated based on the interim distribution of HK\$1,172 million for the period and 2,217,446,050 units in issue as at 30 September 2010.
- (iv) The final distribution per unit of HK66.41 cents for the year ended 31 March 2012 is calculated based on the final distribution to be paid to the Unitholders of HK\$1,502 million for the second half of the financial year and 2,262,372,930 units in issue as at 31 March 2012. The final distribution per unit of HK57.59 cents for the year ended 31 March 2011 was calculated based on the final distribution of HK\$1,286 million for the period and 2,232,284,540 units in issue as at 31 March 2011.

# Consolidated Financial Statements

## Consolidated Statement of Financial Position

As at 31 March 2012

	Note	2012 HK\$'M	2011 HK\$'M
<b>Non-current assets</b>			
Goodwill	25	331	281
Investment properties	14	76,672	67,318
Property, plant and equipment	15	76	76
Derivative financial instruments	21	191	34
		<b>77,270</b>	67,709
<b>Current assets</b>			
Trade and other receivables	16	188	159
Deposits and prepayments		55	32
Short-term bank deposits	17	1,562	155
Cash and cash equivalents	17	150	699
		<b>1,955</b>	1,045
<b>Total assets</b>		<b>79,225</b>	68,754
<b>Current liabilities</b>			
Trade payables, receipts in advance and accruals	18	1,118	1,026
Security deposits		897	739
Provision for taxation		179	139
Current portion of long-term incentive plan provision	19	51	38
Interest bearing liabilities	20	–	2,598
Derivative financial instruments	21	–	37
		<b>2,245</b>	4,577
<b>Net current liabilities</b>		<b>290</b>	3,532
<b>Total assets less current liabilities</b>		<b>76,980</b>	64,177
<b>Non-current liabilities, excluding net assets attributable to Unitholders</b>			
Long-term incentive plan provision	19	35	29
Interest bearing liabilities	20	12,595	7,782
Derivative financial instruments	21	329	332
Deferred tax liabilities	22	1,286	1,059
		<b>14,245</b>	9,202
<b>Total liabilities, excluding net assets attributable to Unitholders</b>		<b>16,490</b>	13,779
<b>Net assets attributable to Unitholders</b>		<b>62,735</b>	54,975
Units in issue	23	<b>2,262,372,930</b>	2,232,284,540
Net assets per unit attributable to Unitholders		<b>HK\$27.73</b>	HK\$24.63

The notes on pages 117 to 154 are an integral part of these consolidated financial statements.

On behalf of the Board of Directors of  
The Link Management Limited, as the Manager

**Nicholas Robert SALLNOW-SMITH**  
Chairman  
6 June 2012

**George Kwok Lung HONGCHOY**  
Chief Executive Officer  
6 June 2012

# Consolidated Financial Statements

## Consolidated Statement of Changes in Equity and Net Assets Attributable to Unitholders

For the year ended 31 March 2012

	Note	Net assets attributable to		
		Total equity HK\$'M	Unitholders HK\$'M	Total HK\$'M
Net assets attributable to Unitholders at 1 April 2011		-	54,975	54,975
Issuance of units				
– under distribution reinvestment scheme		-	774	774
– under long-term incentive plan		-	43	43
Profit for the year ended 31 March 2012, before transactions with Unitholders		-	9,602	9,602
Distributions paid to Unitholders				
– 2011 final distribution		-	(1,286)	(1,286)
– 2012 interim distribution		-	(1,420)	(1,420)
Change in fair values of cash flow hedges	24	(173)	-	(173)
Amount transferred to the consolidated income statement	24	220	-	220
Amount arising from cash flow hedging reserve movement	24	(47)	47	-
Change in net assets attributable to Unitholders for the year ended 31 March 2012, excluding issues of new units		-	6,943	6,943
<b>Net assets attributable to Unitholders at 31 March 2012</b>		-	<b>62,735</b>	<b>62,735</b>
Net assets attributable to Unitholders at 1 April 2010		-	41,145	41,145
Issuance of units				
– under distribution reinvestment scheme		-	625	625
– under long-term incentive plan		-	36	36
Profit for the year ended 31 March 2011, before transactions with Unitholders		-	15,280	15,280
Distributions paid to Unitholders				
– 2010 final distribution		-	(1,079)	(1,079)
– 2011 interim distribution		-	(1,172)	(1,172)
Change in fair values of cash flow hedges	24	(191)	-	(191)
Amount transferred to the consolidated income statement	24	331	-	331
Amount arising from cash flow hedging reserve movement	24	(140)	140	-
Change in net assets attributable to Unitholders for the year ended 31 March 2011, excluding issues of new units		-	13,169	13,169
Net assets attributable to Unitholders at 31 March 2011		-	54,975	54,975

The notes on pages 117 to 154 are an integral part of these consolidated financial statements.

# Consolidated Financial Statements

## Consolidated Statement of Cash Flows

For the year ended 31 March 2012

	Note	2012 HK\$'M	2011 HK\$'M
<b>Operating activities</b>			
<b>Net cash generated from operating activities</b>	26(a)	<b>3,770</b>	3,365
<b>Investing activities</b>			
Acquisition of businesses	25	<b>(1,748)</b>	-
Additions to investment properties		<b>(858)</b>	(725)
Additions to property, plant and equipment		<b>(27)</b>	(16)
Proceeds from disposal of property, plant and equipment		-	1
Interest income received		<b>27</b>	4
(Increase)/decrease in short-term bank deposits with original maturity of more than three months		<b>(1,407)</b>	88
<b>Net cash used in investing activities</b>		<b>(4,013)</b>	(648)
<b>Financing activities</b>			
Proceeds from interest bearing liabilities, net of transaction costs		<b>14,345</b>	4,682
Repayment of interest bearing liabilities		<b>(12,290)</b>	(5,230)
Interest expenses paid on interest bearing liabilities		<b>(429)</b>	(477)
Distributions paid to Unitholders		<b>(1,932)</b>	(1,626)
<b>Net cash used in financing activities</b>		<b>(306)</b>	(2,651)
<b>Net (decrease)/increase in cash and cash equivalents</b>		<b>(549)</b>	66
Cash and cash equivalents at 1 April		<b>699</b>	633
<b>Cash and cash equivalents at 31 March</b>		<b>150</b>	699

The notes on pages 117 to 154 are an integral part of these consolidated financial statements.

# Consolidated Financial Statements

## Notes to the Consolidated Financial Statements

### 1 CORPORATE INFORMATION

The Link Real Estate Investment Trust (“**The Link REIT**”) is a collective investment scheme authorised under section 104 of the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong). The Link REIT is governed by a trust deed entered into on 6 September 2005 (as amended and supplemented by the First Supplemental Deed dated 4 November 2005, the Second Supplemental Deed dated 8 November 2005, the Third Supplemental Deed dated 16 January 2006, the Fourth Supplemental Deed dated 21 November 2006, the Fifth Supplemental Deed dated 13 July 2007, the Sixth Supplemental Deed dated 23 July 2007, the Seventh Supplemental Deed dated 5 October 2009 and the Eighth Supplemental Deed dated 23 July 2010) (together the “**Trust Deed**”).

The principal activity of The Link REIT and its subsidiaries (the “**Group**”) is investment in retail properties and car park operations in Hong Kong. The addresses of the registered offices of the Manager, The Link Management Limited, and the Trustee, HSBC Institutional Trust Services (Asia) Limited, are 33/F., AXA Tower, Landmark East, 100 How Ming Street, Kwun Tong, Kowloon, Hong Kong and 1 Queen’s Road Central, Hong Kong, respectively.

### 2 BASIS OF PREPARATION

#### (a) Statement of compliance

The consolidated financial statements have been prepared in accordance with the Hong Kong Financial Reporting Standards (“**HKFRSs**”), the requirements of the Trust Deed and the relevant disclosure requirements as set out in Appendix C of the Code on Real Estate Investment Trusts (the “**REIT Code**”) issued by the Securities and Futures Commission of Hong Kong. HKFRSs is a collective term which includes all applicable Hong Kong Financial Reporting Standards, Hong Kong Accounting Standards (“**HKASs**”) and Interpretations issued by the Hong Kong Institute of Certified Public Accountants (“**HKICPA**”).

As at 31 March 2012, the Group’s current liabilities exceeded its current assets by HK\$290 million (2011: HK\$3,532 million). Taking into account the unutilised committed bank loan facilities of HK\$2,960 million, the Group considers that its liquidity and financial position as a whole is healthy and it has a reasonable expectation that the Group has adequate resources to meet its liabilities and commitments as and when they fall due and to continue in operational existence for the foreseeable future. Accordingly, it continues to adopt the going concern basis in preparing the consolidated financial statements.

#### (b) Accounting convention and functional currency

The consolidated financial statements have been prepared under the historical cost convention, as modified by the revaluation of investment properties, derivative financial instruments and long-term incentive plan awards, which are stated at fair values as explained in the significant accounting policies set out in Note 3.

The consolidated financial statements are presented in millions of Hong Kong Dollars, the functional currency of The Link REIT.

## 2 BASIS OF PREPARATION (continued)

### (c) Adoption of new and revised HKFRSs

For the year ended 31 March 2012, the Group has adopted all the new standards, amendments and interpretations that are currently in issue and effective.

HKFRS 1 Amendment	Limited Exemptions from Comparative HKFRS 7 Disclosures for First-time Adopters
HK(IFRIC)-Int 14 Amendment	Prepayments of a Minimum Funding Requirement
HK(IFRIC)-Int 19	Extinguishing Financial Liabilities with Equity Instruments
Improvements to HKFRSs 2010	

The adoption of these new standards, amendments and interpretations has not had any significant effect on the accounting policies or the results and financial position of the Group.

The following new standards, amendments and interpretations, which have been published but are not yet effective, have not been early adopted in these consolidated financial statements. These are effective for the Group's accounting periods beginning on or after 1 April 2012.

HKAS 1 (Revised) Amendment	Presentation of Items of Other Comprehensive Income <sup>(1)</sup>
HKAS 19 (2011)	Employee Benefits <sup>(2)</sup>
HKAS 27 (2011)	Separate Financial Statements <sup>(2)</sup>
HKAS 28 (2011)	Investments in Associates and Joint Ventures <sup>(2)</sup>
HKAS 32 Amendments	Offsetting Financial Assets and Financial Liabilities <sup>(3)</sup>
HKFRS 1 Amendments	Government Loans <sup>(2)</sup>
HKFRS 1 Amendments	Severe Hyperinflation and Removal of Fixed Dates for First-time Adopters <sup>(4)</sup>
HKFRS 7 Amendments	Disclosures – Transfers of Financial Assets <sup>(4)</sup>
HKFRS 7 Amendments	Disclosures – Offsetting Financial Assets and Financial Liabilities <sup>(2)</sup>
HKFRS 7 Amendments	Disclosures – Mandatory Effective Date of HKFRS 9 and Transition Disclosures <sup>(5)</sup>
HKFRS 9	Financial Instruments <sup>(5)</sup>
HKFRS 10	Consolidated Financial Statements <sup>(2)</sup>
HKFRS 11	Joint Arrangements <sup>(2)</sup>
HKFRS 12	Disclosures of Interests in Other Entities <sup>(2)</sup>
HKFRS 13	Fair Value Measurement <sup>(2)</sup>
HK(IFRIC)-Int 20	Stripping Costs in the Production Phase of a Surface Mine <sup>(2)</sup>

<sup>(1)</sup> effective for accounting periods beginning on or after 1 July 2012

<sup>(2)</sup> effective for accounting periods beginning on or after 1 January 2013

<sup>(3)</sup> effective for accounting periods beginning on or after 1 January 2014

<sup>(4)</sup> effective for accounting periods beginning on or after 1 July 2011

<sup>(5)</sup> effective for accounting periods beginning on or after 1 January 2015

The Group is in the process of making an assessment of the impact of these new and revised HKFRSs upon initial application. So far, the Manager has concluded that while the adoption of the new or revised HKFRSs may result in new or amended disclosures, it is unlikely to have a significant impact on the Group's results of operations and financial position.

### 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies adopted in the preparation of the consolidated financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated in Note 2.

#### (a) Basis of consolidation

The consolidated financial statements incorporate the assets and liabilities of The Link REIT and all its subsidiaries as at 31 March 2012 and their results for the year then ended.

Subsidiaries are all entities over which The Link REIT has the power to govern the financial and operating policies, generally accompanying a shareholding of more than one half of the voting rights. The existence and effect of potential voting rights that are currently exercisable or convertible are considered when assessing whether the Group controls another entity.

Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are deconsolidated from the date that control ceases.

Inter-company transactions, balances and unrealised gains on transactions between group companies are eliminated. Unrealised losses are also eliminated unless the transaction provides evidence of impairment of the asset transferred.

The Group applies the acquisition method to account for business combinations. The consideration transferred for the acquisition of a subsidiary is the fair values of the assets transferred, the liabilities incurred to the former owners of the acquiree and the units issued by the Group. The consideration transferred includes the fair value of any asset or liability resulting from a contingent consideration arrangement. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date. Acquisition-related costs are expensed as incurred.

#### (b) Segment reporting

A segment is a distinguishable component of the Group that is engaged either in providing a particular type of services (operating segment), or in providing services within a particular economic environment (geographical segment), which is subject to risks and rewards that are different from those of other segments. Consistent with the Group's internal financial reporting to the Manager, being the chief operating decision maker, for the purpose of making decisions about allocating resources and assessing performance, operating segment is determined with segment assets consisting primarily of tangible assets and receivables and segment liabilities mainly comprising operating liabilities. No geographical segment information has been prepared as all the properties are located within Hong Kong for the years presented.

#### (c) Investment properties

A property that is held for long-term rental yields or for capital appreciation or both, is classified as an investment property.

Investment property comprises land held under government leases and treated under finance lease and buildings held under finance leases.

An investment property is measured initially at its cost, including related transaction costs.

### 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

**(c) Investment properties** (continued)

After initial recognition, an investment property is carried at fair value, being the amount for which the asset can be exchanged between knowledgeable willing parties in an arm's length transaction. The carrying value of the investment property is reviewed every six months and is independently valued by external valuers at least annually.

Changes in fair values of the investment properties are recognised in the consolidated income statement.

Subsequent expenditure is capitalised to the asset's carrying amount only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other repair and maintenance costs are expensed in the consolidated income statement during the year in which they are incurred.

**(d) Property, plant and equipment**

Property, plant and equipment are stated at historical cost less accumulated depreciation and accumulated impairment losses. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other repair and maintenance costs are expensed in the consolidated income statement during the year in which they are incurred.

Depreciation of property, plant and equipment is calculated using the straight-line method to allocate cost less estimated residual value less accumulated impairment losses over the shorter of the estimated useful lives or their lease terms (if applicable), as follows:

Leasehold improvements	5 years
Equipment	3 to 5 years
Motor vehicles	5 years

An asset's residual value and useful life are reviewed and adjusted if appropriate, at each reporting date.

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

Gains and losses on disposals are determined by comparing the proceeds with the carrying amounts and are recognised in the consolidated income statement.

**(e) Trade and other receivables**

Trade and other receivables are recognised initially at fair value and subsequently measured at amortised cost, less provision for impairment. A provision for impairment of trade and other receivables is established when there is objective evidence that the Group will not be able to collect all amounts due according to the original terms of the receivables. The amount of the provision is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the effective interest rate. The amount of the provision is recognised in the consolidated income statement.

### 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

**(f) Cash and cash equivalents**

Cash and cash equivalents include cash in hand, deposits held at call with banks, other short-term highly liquid investments with original maturities of three months or less and bank overdrafts.

**(g) Goodwill**

Goodwill represents the excess of the cost of an acquisition over the fair value of the Group's share of the net identifiable assets of the acquired business at the date of acquisition. Goodwill on business combinations is stated as a separate asset. Separately recognised goodwill is tested annually for impairment and carried at cost less accumulated impairment losses. Impairment losses on goodwill are not reversed. Gains and losses on the disposal of an entity include the carrying amount of goodwill relating to the entity sold. Goodwill is allocated to cash-generating units for the purpose of impairment testing.

**(h) Unitholders' funds as a financial liability**

In accordance with the Trust Deed, The Link REIT is required to distribute to Unitholders not less than 90% of the Group's Total Distributable Income for each financial year. The trust also has a limited life of 80 years from the date of establishment. Accordingly, the units contain contractual obligations of the trust to pay to its Unitholders cash distributions and also upon termination of the trust, a share of all net cash proceeds derived from the sale or realisation of the assets of the trust less any liabilities, in accordance with their proportionate interests in the trust at the date of the termination. The Unitholders' funds are therefore classified as a financial liability rather than equity in accordance with HKAS 32: Financial Instruments: Presentation. This liability is shown on the consolidated statement of financial position as the net assets attributable to Unitholders. Distributions to Unitholders are recognised in the consolidated income statement.

**(i) Trade payables and provisions**

**(i) Trade payables**

Trade payables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method.

**(ii) Provisions**

Provisions are recognised when there is a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources will be required to settle the obligation and a reliable estimate of the amount can be made. Where a provision is expected to be reimbursed, the reimbursement is recognised as a separate asset but only when the reimbursement is virtually certain.

Provisions are measured at the present value of the expenditures expected to be required to settle the obligation using a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the obligation. The increase in the provision due to passage of time is recognised as interest expense.

**(i) Operating leases**

Leases where substantially all the risks and rewards of ownership of assets remain with the leasing company are accounted for as operating leases. Details of the recognition of operating lease rental income are set out in Note 3(n) (i) below.

### 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### (k) Current and deferred taxation

The tax expense for the year comprises current and deferred tax. Tax is recognised in the consolidated income statement, except to the extent that it relates to items recognised in other comprehensive income or directly in equity. In this case the tax is also recognised in other comprehensive income or directly in equity, respectively.

The current income tax charge is calculated on the basis of the tax laws enacted or substantively enacted at the reporting date in the countries where the Group's subsidiaries operate and generate taxable income. Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax regulation is subject to interpretation. It establishes provisions where appropriate on the basis of amounts expected to be paid to the tax authorities.

Deferred taxation is provided in full, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the consolidated financial statements. Deferred taxation is determined using tax rates (and laws) that have been enacted or substantially enacted by the reporting date and are expected to apply when the related deferred tax asset is realised or the deferred tax liability is settled.

Deferred tax assets are recognised to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

Deferred taxation is provided on temporary differences arising on investments in subsidiaries, except where the timing of the reversal of the temporary differences is controlled by the Group and it is probable that the temporary differences will not reverse in the foreseeable future.

Deferred tax liability or deferred tax asset arising from investment property is determined based on the presumption that the carrying amount of such investment property will be recovered through sale with the corresponding tax rate applied.

#### (l) Interest bearing liabilities

Interest bearing liabilities are recognised initially at fair value, net of transaction costs incurred. Interest bearing liabilities are subsequently stated at amortised cost; any difference between the proceeds (net of transaction costs) and the redemption value is recognised in the consolidated income statement over the period of the instrument using the effective interest method.

#### (m) Impairment of non-financial assets

Assets are reviewed for impairment annually and whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. Non-financial assets other than goodwill that suffered impairment are reviewed for possible reversal of the impairment at each reporting date.

### 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

**(n) Revenue recognition**

**(i) Rental income from retail properties**

Operating lease rental income is recognised on a straight-line basis over the term of the lease agreement. Contingent rental income (representing income over and above base rent) such as turnover rent, is recognised according to the terms of the lease agreements when the amount can be reliably measured, in the accounting period in which it is earned. Lease incentives provided, such as rent-free periods, are amortised on a straight-line basis and are recognised as a reduction of rental income over the respective term of the lease.

**(ii) Gross receipts from car parks**

Gross receipts from car parks are recognised as revenue on an accrual basis.

**(iii) Service fees and charges**

Service fees and charges such as air conditioning income arising from the provision of services are recognised when such services are rendered.

**(iv) Interest income**

Interest income is recognised on a time proportion basis using the effective interest method.

**(o) Expenditure**

Expenditures, including property related outgoings and other expenses, are recognised on an accrual basis.

**(p) Employee benefits**

Employee benefits such as wages, salaries and bonuses are recognised as an expense when the employee has rendered the service.

Employee entitlements to annual leave are recognised when they accrue to employees. A provision is made for the estimated liability for annual leave as a result of services rendered by employees up to the reporting date. Employee entitlements to sick leave and maternity leave are not recognised until the time of leave. The employer's contributions to the Mandatory Provident Fund for employees are expensed as incurred.

**(q) Employees' long-term incentive plan**

Incentives in the form of a long-term incentive plan are provided to eligible employees (including directors).

Employee services received in exchange for the grant of the long-term incentive plan awards are recognised as an expense, with a corresponding increase in the liability incurred, at fair value as the employees render services. This expense is charged to the consolidated income statement over the vesting periods. Until the liability is settled, the fair value of the liability is re-measured at each reporting date and at the date of settlement, with any changes in fair value recognised in the consolidated income statement for the year. At each reporting date, estimates of the number of long-term incentive plan awards that are expected to vest will be revised and the impact of the revision is recognised in the consolidated income statement. The carrying value of the long-term incentive plan awards is reviewed every six months and is independently valued by external valuers at least annually. If the awards do not vest on the vesting dates, the amounts charged to the consolidated income statement will be written back.

### 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### (r) **Derivative financial instruments and hedging activities**

A derivative is initially recognised at fair value on the date a derivative contract is entered into and is subsequently re-measured at its fair value. The method of recognising the resulting gain or loss depends on whether the derivative is designated as a hedging instrument, and if so, the nature of the item being hedged.

##### (i) **Cash flow hedge**

Hedging relationships are classified as cash flow hedges when such relationships are used to hedge against exposure to variability in cash flows that are attributable to a particular risk associated with a recognised asset or liability and such variability could affect profit or loss.

The Group documents at the inception of the transaction the relationship between hedging instruments and hedged items, as well as its risk management objective and strategy for undertaking various hedge transactions. The Group also documents its assessment, both at hedge inception and on an ongoing basis, of whether the derivatives that are used in hedging transactions have been and will continue to be highly effective in offsetting changes in cash flows of hedged items.

The changes in the fair value of the effective portion of derivatives that are designated and qualify as cash flow hedges are recognised in other comprehensive income and deferred in a cash flow hedging reserve. The gain or loss relating to the ineffective portion is recognised immediately in the consolidated income statement.

Amounts accumulated in hedging reserve are transferred to the consolidated income statement in the periods when the hedged item affects earnings. However, when the highly probable forecast transaction that is hedged results in the recognition of a non-financial asset or a non-financial liability, the gains and losses previously deferred in cash flow hedging reserve are transferred from hedging reserve and included in the measurement of the initial cost or carrying amount of the asset or liability.

When a hedging instrument expires or is sold or terminated, or when a hedge no longer meets the criteria for hedge accounting, any cumulative gain or loss existing in the cash flow hedging reserve at that time shall remain in hedging reserve and is recognised when the forecast transaction is ultimately recognised in the consolidated income statement. When a forecast transaction is no longer expected to occur, the cumulative gain or loss that was reported in hedging reserve is immediately transferred to the consolidated income statement.

##### (ii) **Fair value hedge**

Derivatives designated as hedging instruments to hedge the fair value of recognised assets or liabilities may qualify as fair value hedges.

The Group uses interest rate swap contracts to hedge its exposure to variability in fair values of recognised liabilities against changes in market interest rates.

The Group uses cross currency swap contracts to hedge its exposure to variability in fair value of recognised foreign currency liabilities against changes in foreign currency exchange rates and market interest rates. The changes in fair values of the cross currency swap contracts are recognised directly in the consolidated income statement.

### 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### (r) Derivative financial instruments and hedging activities (continued)

##### (ii) Fair value hedge (continued)

Changes in the fair values of these derivative contracts, together with the changes in the fair values of the hedged liabilities attributable to the hedged risk are recognised in the consolidated income statement as finance costs on interest bearing liabilities. At the same time the carrying amount of the hedged liability in the consolidated statement of financial position is adjusted for the changes in fair value.

#### (s) Borrowing costs

Borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial period of time to get ready for their intended use or sale, are added to the cost of those assets, until such time as the assets are substantially ready for their intended use or sale. All other borrowing costs are recognised in the consolidated income statement in the period in which they are incurred.

### 4 FINANCIAL RISK MANAGEMENT

#### (a) Financial risk factors

The Group's activities expose it to a variety of financial risks: market risk (including interest rate risk and currency risk), credit risk and liquidity risk.

Risk management is carried out by the Manager. The Group's overall risk management programme focuses on the unpredictability of financial markets and seeks to minimise potential adverse effects on the Group's financial performance. The Group uses derivative financial instruments such as interest rate swap contracts and cross currency swap contracts to manage financial risk.

##### (i) Market risk

###### (A) Interest rate risk

The Group is exposed to interest rate risk through the impact of rate changes in interest bearing liabilities and assets. The risks can be separated into cash flow interest rate risk and fair value interest rate risk.

Cash flow interest rate risk is the risk that changes in market interest rates will impact cash flows arising from variable rate financial instruments. Borrowings at floating rates therefore expose the Group to cash flow interest rate risk. The Group manages its cash flow interest rate risk by using floating-to-fixed interest rate swap contracts. Such interest rate swap contracts have the economic effect of converting borrowings from floating rates to fixed rates.

Fair value interest rate risk is the risk that the values of financial liabilities will fluctuate because of changes in market interest rates. The Group manages its fair value interest rate risk by entering into interest rate swap contracts which have the economic effect of converting borrowings from fixed rates to floating rates.

As at 31 March 2012, if interest rates on floating rate interest bearing liabilities net of floating rate interest bearing assets had been 100 basis points higher/lower with all other variables held constant, profit for the year, before transactions with Unitholders, would have been HK\$28 million (2011: HK\$28 million) lower/higher, mainly as a result of higher/lower interest expense on floating rate borrowings. As at 31 March 2012, if interest rates had been 100 basis points higher/lower, the hedging reserve would have been HK\$107/112 million (2011: HK\$160/167 million) higher/lower mainly as a result of an increase/decrease in the fair values of the cash flow hedges as described above.

#### 4 FINANCIAL RISK MANAGEMENT (continued)

(a) **Financial risk factors** (continued)

(i) **Market risk** (continued)

(B) *Currency risk*

Currency risk arises on account of monetary assets and liabilities denominated in a currency that is not the functional currency. The Group has bank loans and medium term notes denominated in New Zealand Dollars and Australian Dollars. It uses cross currency swap contracts to hedge its exposure against changes in the New Zealand Dollars and Australian Dollars exchange rates, management therefore considers that there are no significant currency risk with respect to New Zealand Dollars and Australian Dollars. As at 31 March 2012, the Hong Kong Dollars equivalent of the New Zealand Dollars bank loan and the Australian Dollars bank loan and medium term notes stand at HK\$445 million (2011: HK\$415 million) and HK\$508 million (2011: Nil), respectively.

(ii) **Credit risk**

Credit risk arises from the potential failure of the Group's counterparties to meet their obligations under financial contracts. The Group is exposed to credit risk on its cash and cash equivalents and deposits with banks and financial institutions, derivative financial instruments as well as trade and other receivables.

Credit risk is managed on a group basis. The Group manages its deposits with banks and financial institutions by limiting the level of deposits to be placed with any counterparties. In addition, deposits placed with any individual counterparty cannot exceed a pre-defined limit assigned to the individual counterparty. As at 31 March 2012, deposits with banks amounted to HK\$1,711 million (2011: HK\$853 million), all of which were placed with financial institutions with external credit ratings of no less than "A-".

In respect of credit exposures to tenants, credit risk exposure is minimised by undertaking transactions with a large number of counterparties and conducting credit reviews on prospective tenants. The Group also has policies in place to ensure that rental security deposits are required from tenants prior to commencement of leases. It also has other monitoring procedures to ensure that follow-up action is taken to recover overdue debts. In addition, the Group regularly reviews the recoverable amount of each individual trade receivable to ensure that adequate provision for impairment losses is made for irrecoverable amounts. The Group has no significant concentrations of credit risk.

The maximum exposure to credit risk is represented by the carrying amount of each financial asset in the consolidated statement of financial position after deducting any impairment allowance. The Group's exposure to credit risk arising from trade receivables amounted to HK\$53 million (2011: HK\$51 million) and is set out in Note 16. The Group's exposure to credit risk arising from bank deposits amounted to HK\$1,711 million (2011: HK\$853 million) and is set out in Note 17. The Group's exposure to derivative financial instruments amounted to HK\$191 million (2011: HK\$34 million) and is set out in Note 21.

## 4 FINANCIAL RISK MANAGEMENT (continued)

### (a) Financial risk factors (continued)

#### (iii) Liquidity risk

Prudent liquidity risk management includes maintaining sufficient cash and the availability of funding from committed credit facilities and operating cashflow.

The Group has cash and cash equivalents and short-term bank deposits of HK\$1,712 million as at 31 March 2012 (2011: HK\$854 million). In addition to the cash resources, the Group has total available borrowing facilities amounting to HK\$15.42 billion (2011: HK\$11.93 billion), of which HK\$12.46 billion (2011: HK\$10.37 billion) was drawn as at 31 March 2012. The undrawn committed facilities, in the form of bank loan, totalled HK\$2.96 billion as at 31 March 2012 (2011: HK\$1.56 billion).

As at 31 March 2012, the Group's current liabilities exceeded its current assets by HK\$290 million (2011: HK\$3,532 million). The Group will continue to monitor market conditions to assess the possibility of arranging longer term refinancing at favourable rates and extending the maturity profile of its debts.

The table below analyses the Group's financial liabilities into relevant maturity groupings based on the remaining period at the reporting date to the contractual maturity dates. The amounts disclosed in the table are the contractual undiscounted cash flows which comprise both interest and principal cash flows.

	Less than 1 year HK\$'M	Between 1 and 2 years HK\$'M	Between 2 and 5 years HK\$'M	Over 5 years HK\$'M
<b>At 31 March 2012</b>				
Interest bearing liabilities	279	1,959	7,452	4,463
Trade payables and accruals	991	-	-	-
Security deposits	312	244	305	36
Unitholders' funds	-	-	-	62,735
Derivative financial instruments (net settled)	130	99	108	20
<b>At 31 March 2011</b>				
Interest bearing liabilities	2,780	239	6,164	2,324
Trade payables and accruals	903	-	-	-
Security deposits	265	207	245	22
Unitholders' funds	-	-	-	54,975
Derivative financial instruments (net settled)	173	127	72	1

#### 4 FINANCIAL RISK MANAGEMENT (continued)

##### (b) Capital management

The Group's objectives when managing capital are to safeguard the Group's ability to continue as a going concern whilst seeking to maximise benefits to Unitholders.

The Group monitors capital on a regular basis and observes the REIT Code's maximum gearing ratio of 45%. This ratio is calculated as total borrowings (including current and non-current borrowings) divided by total asset value as shown in the consolidated statement of financial position.

	2012 HK\$'M	2011 HK\$'M
Interest bearing liabilities (Note 20)	12,595	10,380
Total asset value	79,225	68,754
Gearing ratio	15.9%	15.1%

##### (c) Fair value estimation

###### (i) Fair value hierarchy

For financial instruments that are measured at fair value, HKFRS 7 requires disclosure of fair value measurement by three levels of fair value measurement hierarchy:

Level 1: Quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2: Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices).

Level 3: Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs).

The fair values of interest rate swap contracts and cross currency swap contracts are calculated by reference to the present values of the estimated future cash flows, taking into account current interest and exchange rates observed in the market. The Group's interest rate swap contracts and cross currency swap contracts are included in Level 2 (2011: Level 2).

###### (ii) Fair value disclosure

The carrying values less impairment provision of trade and other receivables and the carrying values of trade payables, accruals, bank deposits and short-term interest bearing liabilities are a reasonable approximation of their fair values due to their short-term maturities.

The fair values of long-term interest bearing liabilities are based on market prices or are estimated by using the expected future payments discounted at market interest rates.

## 5 CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS

The preparation of the consolidated financial statements in conformity with HKFRSs requires the use of certain critical accounting estimates. It also requires the Manager to exercise its judgement in the process of applying the Group's accounting policies.

Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

The Group makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next year are discussed below.

### (a) Investment properties

The fair value of each investment property is individually determined at each reporting date by independent valuers based on a market value assessment, on an existing use basis. The valuers have relied on the discounted cash flow analysis and the income capitalisation approach as their primary methods, cross-referenced to the direct comparison method. These methodologies are based upon estimates of future results and a set of assumptions specific to each property to reflect its tenancy and cashflow profile. Discount rate of 8% (2011: 8%) and income capitalisation rates in the range of 5.00% to 8.50% (2011: 5.02% to 8.48%) were used in the discounted cash flow analysis and the capitalisation of income approach respectively. The fair value of each investment property reflects, among other things, rental income from current leases and assumptions about rental income from future leases in the light of current market conditions. The fair value also reflects, on a similar basis, any cash outflows that could be expected in respect of the property.

### (b) Financial instruments

In estimating the fair value of its financial instruments, the Group uses valuation techniques such as dealer quotes and discounted cash flows. The Group also makes assumptions that are based on market conditions existing at each reporting date.

### (c) Long-term incentive plan valuation

The fair value of awards granted is estimated based on valuation techniques. The valuations are based on various assumptions on future unit prices, outstanding length of the awards and distribution pay-out rates, which management considers as representing the best estimate of the fair value of the liability for such awards at the reporting date. The carrying value of the long-term incentive plan awards is reviewed every six months and is independently valued by external valuers at least annually.

## 5 CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS (continued)

### (d) Goodwill

Goodwill is recorded as a separate asset and it is subject to an annual impairment test. The tests undertaken as at 31 March 2011 and 2012 indicated that no impairment provision was necessary.

For the purposes of impairment tests, the recoverable amount of goodwill is determined based on the cash flow projections inherent in the valuation of investment properties by the principal valuer. Judgement was required to determine key assumptions for adoption in the cash flow projections, such as income and expenditure growth rates, discount rate, income capitalisation rate, etc. The income and expenditure growth rates were driven by the forecast occupancy rates, reversion rate, progress on asset enhancement projects and inflation. The discount rates and income capitalisation rates stated in Note 5(a) were used in the cash flow projections. Changes to these key assumptions can significantly affect the cash flow projections and therefore the results of the impairment tests.

## 6 REVENUES

Revenues recognised during the year comprise:

	2012 HK\$'M	2011 HK\$'M
Rental income from retail properties	4,451	4,015
Gross rental revenue from car parks	1,166	1,044
	5,617	5,059
Other revenues		
– Air conditioning service fees	291	276
– Other property related income	24	18
	315	294
<b>Total revenues</b>	<b>5,932</b>	<b>5,353</b>

Leases with tenants provide for monthly base rent and recovery of certain outgoings. Additional rents based on business turnover amounted to HK\$125 million (2011: HK\$84 million) and have been included in the rental income.

## 7 SEGMENT INFORMATION

	Retail properties HK\$'M	Car parks HK\$'M	Head office HK\$'M	Total HK\$'M
<b>For the year ended 31 March 2012</b>				
Revenues	4,763	1,169	-	5,932
Segment results	3,413	772	(269)	3,916
Change in fair values of investment properties	5,189	1,491	-	6,680
Interest income				33
Finance costs on interest bearing liabilities				(431)
Profit before taxation and transactions with Unitholders				10,198
Taxation				(596)
Profit for the year, before transactions with Unitholders				9,602
Capital expenditure	2,612	62	25	2,699
Depreciation	-	-	(25)	(25)
<b>As at 31 March 2012</b>				
Segment assets	65,456	11,410	125	76,991
Goodwill				331
Derivative financial instruments				191
Short-term bank deposits				1,562
Cash and cash equivalents				150
Total assets				79,225
Segment liabilities	1,590	136	289	2,015
Provision for taxation				179
Long-term incentive plan provision				86
Interest bearing liabilities				12,595
Derivative financial instruments				329
Deferred tax liabilities				1,286
Total liabilities, excluding net assets attributable to Unitholders				16,490
Net assets attributable to Unitholders				62,735

**7 SEGMENT INFORMATION** (continued)

	Retail properties HK\$'M	Car parks HK\$'M	Head office HK\$'M	Total HK\$'M
For the year ended 31 March 2011				
Revenues	4,307	1,046	-	5,353
Segment results	3,032	612	(176)	3,468
Change in fair values of investment properties	11,495	1,317	-	12,812
Interest income				4
Finance costs on interest bearing liabilities				(501)
Profit before taxation and transactions with Unitholders				15,783
Taxation				(503)
Profit for the year, before transactions with Unitholders				15,280
Capital expenditure	700	25	16	741
Depreciation	-	-	(24)	(24)
As at 31 March 2011				
Segment assets	57,650	9,838	97	67,585
Goodwill				281
Derivative financial instruments				34
Short-term bank deposits				155
Cash and cash equivalents				699
Total assets				68,754
Segment liabilities	1,347	199	219	1,765
Provision for taxation				139
Long-term incentive plan provision				67
Interest bearing liabilities				10,380
Derivative financial instruments				369
Deferred tax liabilities				1,059
Total liabilities, excluding net assets attributable to Unitholders				13,779
Net assets attributable to Unitholders				54,975

## 8 PROPERTY OPERATING EXPENSES

	2012 HK\$'M	2011 HK\$'M
Property managers' fees, security and cleaning	494	428
Staff costs (Note 11)	277	251
Government rent and rates	172	166
Repair and maintenance	216	222
Utilities	307	310
Promotion and marketing expenses	95	94
Estate common area costs	105	101
Other property operating expenses	81	137
	<b>1,747</b>	1,709

## 9 OPERATING PROFIT BEFORE FINANCE COSTS, TAXATION AND TRANSACTIONS WITH UNITHOLDERS

	2012 HK\$'M	2011 HK\$'M
Operating profit before finance costs, taxation and transactions with Unitholders is stated after charging:		
Staff costs (Note 11)	405	364
Depreciation of property, plant and equipment	25	24
Loss on disposal of property, plant and equipment	–	1
Trustee's fee	6	4
Valuation fee	4	4
Auditor's remuneration		
– audit service	4	4
– non-audit service	4	2
Bank charges	4	3
Operating lease charges	13	13
Other legal and professional fees	22	10
Commission to property agents	12	–

## 10 FINANCE COSTS ON INTEREST BEARING LIABILITIES

	2012 HK\$'M	2011 HK\$'M
Interest expenses on interest bearing liabilities wholly repayable within five years	171	121
Interest expenses on interest bearing liabilities wholly repayable beyond five years	108	85
Other borrowing costs (Note (i))	179	323
	<b>458</b>	529
Less: capitalised under investment properties (Note (ii))	<b>(27)</b>	(28)
	<b>431</b>	501

Notes:

(i) Other borrowing costs include HK\$220 million (2011: HK\$331 million) net losses on interest rate swap contracts designated as cash flow hedges, HK\$56 million (2011: HK\$37 million) net gains on interest rate swap contracts and cross currency swap contracts designated as fair value hedges and various banking and financing charges.

(ii) Interest expenses have been capitalised under investment properties at an average interest rate of 3.70% (2011: 4.55%) per annum.

## 11 STAFF COSTS

	2012 HK\$'M	2011 HK\$'M
Wages and salaries	373	340
Contributions to mandatory provident fund scheme	9	8
Long-term incentive plan awards (Note 19)	65	59
	<b>447</b>	407
Less: capitalised under investment properties	<b>(42)</b>	(43)
	<b>405</b>	364

(a) Staff costs can be further analysed as below:

	2012 HK\$'M	2011 HK\$'M
Included under property operating expenses (Note 8)	277	251
Included under general and administrative expenses	128	113
	<b>405</b>	364

## 11 STAFF COSTS (continued)

### (b) Directors' emoluments

The remunerations of directors are set out below:

Name of Director	Cash and other benefits in kind – received during the year					2011 Total cash remuneration HK\$'000
	Fees HK\$'000	Base pay, allowance and other benefits (Note (i)) HK\$'000	Contribution to pension scheme HK\$'000	Variable remuneration related to performance (Note (ii)) HK\$'000	2012 Total cash remuneration HK\$'000	
Mr Nicholas Robert SALLNOW-SMITH	1,975	-	-	-	1,975	1,975
Mr George Kwok Lung HONGCHOY	-	5,896	12	5,316	11,224	9,082
Mr Andy CHEUNG Lee Ming	-	3,140	12	2,050	5,202	2,315
Mr Ian Keith GRIFFITHS	542	-	-	-	542	542
Mr Michael Ian ARNOLD	693	-	-	-	693	693
Mr William CHAN Chak Cheung	725	-	-	-	725	725
Mr Anthony CHOW Wing Kin	725	-	-	-	725	725
Dr Patrick FUNG Yuk Bun	565	-	-	-	565	565
Mr Stanley KO Kam Chuen	675	-	-	-	675	675
Mr David Charles WATT	602	-	-	-	602	603
Prof Richard WONG Yue Chim	675	-	-	-	675	675
Dr Allan ZEMAN (Note (iv))	175	-	-	-	175	615
Mr Ian David Murray ROBINS (Note (v))	-	-	-	-	-	7,001
	<b>7,352</b>	<b>9,036</b>	<b>24</b>	<b>7,366</b>	<b>23,778</b>	<b>26,191</b>

Name of Director	Long-term incentive plan awards (LTI) – Provision made based on fair values and over vesting period (Note (iii))				Total remuneration – Cash and provision	
	Current year grants HK\$'000	Prior years grants HK\$'000	2012 LTI provision HK\$'000	2011 LTI provision HK\$'000	2012 HK\$'000	2011 HK\$'000
Mr Nicholas Robert SALLNOW-SMITH	771	3,916	4,687	4,826	6,662	6,801
Mr George Kwok Lung HONGCHOY	2,261	9,028	11,289	7,252	22,513	16,334
Mr Andy CHEUNG Lee Ming	947	2,325	3,272	1,076	8,474	3,391
Mr Ian Keith GRIFFITHS	213	1,066	1,279	1,201	1,821	1,743
Mr Michael Ian ARNOLD	273	1,391	1,664	1,711	2,357	2,404
Mr William CHAN Chak Cheung	286	720	1,006	333	1,731	1,058
Mr Anthony CHOW Wing Kin	286	1,365	1,651	1,605	2,376	2,330
Dr Patrick FUNG Yuk Bun	220	1,266	1,486	1,654	2,051	2,219
Mr Stanley KO Kam Chuen	264	1,310	1,574	1,571	2,249	2,246
Mr David Charles WATT	235	595	830	275	1,432	878
Prof Richard WONG Yue Chim	264	1,310	1,574	1,474	2,249	2,149
Dr Allan ZEMAN (Note (iv))	-	694	694	1,436	869	2,051
Mr Ian David Murray ROBINS (Note (v))	-	-	-	1,344	-	8,345
	<b>6,020</b>	<b>24,986</b>	<b>31,006</b>	<b>25,758</b>	<b>54,784</b>	<b>51,949</b>

Notes:

- (i) Other benefits include leave pay, insurance premium and club membership fee.
- (ii) The variable remuneration paid during the year was in relations to performance and services for the year ended 31 March 2011, based on financial and non-financial key performance indicators.
- (iii) Fair values of the LTI awards are estimated based on valuation techniques and assumptions on future unit prices, outstanding length of the awards and distribution pay-out rates. There is no commitment to pay out the fair values provided. The eventual amounts to be paid depend on the scale of achievement against certain performance and service related vesting conditions. For the portion of the awards which do not vest on the vesting dates, the amounts previously charged to the consolidated income statement will be written back. Details on the long-term incentive plan of the Group are set out in Note 19.

For the year ended 31 March 2012, certain long-term incentive plan awards have been vested and units of The Link REIT have been issued under the plan. The amounts recognised as expenses represent the provision recognised as set out in the accounting policy Note 3 (q).

- (iv) Retired on 13 July 2011.
- (v) Resigned on 17 May 2010.

## 11 STAFF COSTS (continued)

### (c) Five highest paid individuals

The five individuals whose emoluments were the highest in the Group for the year include three (2011: three) directors whose emoluments are reflected in the analysis presented above. The emoluments payable to the remaining two (2011: two) individuals during the year are as follows:

	2012 HK\$'M	2011 HK\$'M
Basic salaries, other allowances and benefits in kind	6	2
Discretionary bonus	3	1
Contractual compensation for loss of office	2	–
Long-term incentive plan awards	2	5
<b>Total</b>	<b>13</b>	<b>8</b>

The emoluments of the five individuals fell within the following bands:

	2012 Number of individuals	2011 Number of individuals
Emolument bands		
HK\$4,000,001-HK\$4,500,000	–	2
HK\$5,500,001-HK\$6,000,000	1	–
HK\$6,500,001-HK\$7,000,000	2	1
HK\$8,000,001-HK\$8,500,000	1	1
HK\$16,000,001-HK\$16,500,000	–	1
HK\$22,500,001-HK\$23,000,000	1	–

### (d) Pension – defined contribution plan

The Group operates a pension scheme – Mandatory Provident Fund. The scheme is a defined contribution plan funded through payments to trustee-administered funds. A defined contribution plan is a pension plan under which the employer pays fixed contributions into a separate entity (a fund). The Group has no further payment obligations once the contributions have been paid.

## 12 TAXATION

Hong Kong profits tax has been provided for at the rate of 16.5% (2011: 16.5%) on the estimated assessable profit for the year.

The amount of taxation charged to the consolidated income statement represents:

	2012 HK\$'M	2011 HK\$'M
Current taxation	370	310
Deferred taxation		
– Accelerated depreciation allowances	226	193
<b>Taxation</b>	<b>596</b>	<b>503</b>

The differences between the Group's expected tax charge, using the Hong Kong profits tax rate, and the Group's taxation for the year were as follows:

	2012 HK\$'M	2011 HK\$'M
Profit before taxation	10,198	15,783
Expected tax calculated at the Hong Kong profits tax rate of 16.5% (2011: 16.5%)	1,683	2,604
Tax effect of non-deductible expenses	21	14
Tax effect of non-taxable income	(1,108)	(2,114)
Adjustment in respect of prior years	–	(1)
<b>Taxation</b>	<b>596</b>	<b>503</b>

### 13 EARNINGS PER UNIT BASED UPON PROFIT AFTER TAXATION AND BEFORE TRANSACTIONS WITH UNITHOLDERS

	2012	2011
Profit after taxation and before transactions with Unitholders	<b>HK\$9,602 million</b>	HK\$15,280 million
Weighted average number of units for the year for calculating basic earnings per unit	<b>2,246,879,750</b>	2,215,158,272
Adjustment for dilutive contingently issuable units under long-term incentive plan	<b>2,576,563</b>	2,294,244
Weighted average number of units for the year for calculating diluted earnings per unit	<b>2,249,456,313</b>	2,217,452,516
Basic earnings per unit based upon profit after taxation and before transactions with Unitholders	<b>HK\$4.27</b>	HK\$6.90
Diluted earnings per unit based upon profit after taxation and before transactions with Unitholders	<b>HK\$4.27</b>	HK\$6.89

### 14 INVESTMENT PROPERTIES

(a) Details of the movements of investment properties are as follows:

	Retail properties HK\$'M	Car parks HK\$'M	Total HK\$'M
At 1 April 2011	57,510	9,808	67,318
Acquisition of businesses (Note 25)	1,710	–	1,710
Additions	902	62	964
Change in fair values	5,189	1,491	6,680
<b>At 31 March 2012</b>	<b>65,311</b>	<b>11,361</b>	<b>76,672</b>
At 1 April 2010	45,315	8,466	53,781
Additions	700	25	725
Change in fair values	11,495	1,317	12,812
At 31 March 2011	57,510	9,808	67,318

(b) Government leases

The properties included as investment properties on the consolidated statement of financial position comprise properties where the Group has legal title under government leases for a fixed number of years (with renewal rights in one case). As at 31 March 2012, the remaining lease periods range from 31 to 48 years (2011: 32 to 49 years).

## 14 INVESTMENT PROPERTIES (continued)

### (c) Fair values

The investment properties were revalued on an open market value basis as at 31 March 2011 and 2012 by Jones Lang LaSalle Limited, an independent firm of professional qualified valuers and the principal valuer of The Link REIT.

### (d) Restrictions of the REIT Code

The Link REIT acquired the commercial portion of the Nan Fung Plaza and the commercial accommodation of Maritime Bay on 11 July 2011 and 16 January 2012, respectively. In accordance with the REIT Code, The Link REIT is prohibited from disposing of its properties for at least two years from the time such properties are acquired, unless the Unitholders have passed a special resolution consenting to the proposed disposal.

### (e) Security for the Group's loan facilities

As at 31 March 2012, certain of the Group's investment properties, amounting to approximately HK\$7.6 billion (2011: HK\$6.9 billion), were pledged to secure the loan from The Hong Kong Mortgage Corporation Limited ("HKMC"). No property was pledged to secure any bank loan or medium term note.

## 15 PROPERTY, PLANT AND EQUIPMENT

	Leasehold improvements HK\$'M	Motor vehicles HK\$'M	Equipment HK\$'M	Total HK\$'M
At 1 April 2011	35	4	37	76
Additions	6	-	19	25
Depreciation charge for the year	(16)	(1)	(8)	(25)
<b>At 31 March 2012</b>	<b>25</b>	<b>3</b>	<b>48</b>	<b>76</b>
<b>At 31 March 2012</b>				
Cost	67	5	101	173
Accumulated depreciation	(42)	(2)	(53)	(97)
Net book value	25	3	48	76
At 1 April 2010	40	2	44	86
Additions	11	3	2	16
Disposals	(1)	(1)	-	(2)
Depreciation charge for the year	(15)	-	(9)	(24)
At 31 March 2011	35	4	37	76
At 31 March 2011				
Cost	62	6	82	150
Accumulated depreciation	(27)	(2)	(45)	(74)
Net book value	35	4	37	76

## 16 TRADE AND OTHER RECEIVABLES

	2012 HK\$'M	2011 HK\$'M
Trade receivables	55	55
Less: provision for impairment of trade receivables	(2)	(4)
Trade receivables – net	53	51
Other receivables	135	108
	<b>188</b>	159

Receivables are denominated in Hong Kong Dollars and the carrying amounts of these receivables approximate their fair values.

There are no specific credit terms given to the tenants. The trade receivables are generally fully covered by the rental deposits/bank guarantees from corresponding tenants.

The ageing analysis of trade receivables is as follows:

	2012 HK\$'M	2011 HK\$'M
0 – 30 days	51	48
31 – 90 days	2	4
Over 90 days	2	3
	<b>55</b>	55

Monthly rentals in respect of retail properties are payable in advance by tenants in accordance with the leases while daily gross receipts from car parks are received from the car park operators in arrears.

Included in the net trade receivables of HK\$53 million (2011: HK\$51 million) presented above were HK\$31 million (2011: HK\$28 million) of accrued car park income and HK\$11 million (2011: HK\$7 million) of accrued turnover rent, which were not yet due as at 31 March 2012. The remaining HK\$11 million (2011: HK\$16 million) were past due but not impaired.

The ageing analysis of the past due but not impaired trade receivables is as follows:

	2012 HK\$'M	2011 HK\$'M
0 – 30 days	9	13
31 – 90 days	2	3
	<b>11</b>	16

## 16 TRADE AND OTHER RECEIVABLES (continued)

As at 31 March 2012, trade receivables of HK\$2 million (2011: HK\$4 million) were considered as impaired and had been provided for. The individually impaired receivables are those where collectibility is in doubt.

The ageing analysis of the impaired trade receivables is as follows:

	2012 HK\$'M	2011 HK\$'M
31 – 90 days	–	1
Over 90 days	2	3
	2	4

Movements on the provision for impairment of trade receivables are as follows:

	2012 HK\$'M	2011 HK\$'M
At 1 April	4	4
Provision for impairment of trade receivables	1	4
Receivables written off during the year as uncollectible	(3)	(4)
At 31 March	2	4

The creation and release of provision for impairment of trade receivables have been included in property operating expenses in the consolidated income statement. Amounts charged to the provision account will be written off when there is no expectation of recovering additional cash.

The other classes of receivables included in the trade and other receivables do not contain impaired assets.

The maximum exposure to credit risk at the reporting date is the fair value of trade and other receivables.

## 17 CASH AND CASH EQUIVALENTS AND SHORT-TERM BANK DEPOSITS

	2012 HK\$'M	2011 HK\$'M
Cash in hand	1	1
Cash at bank	38	36
Short-term bank deposits with original maturity of less than three months	111	662
Cash and cash equivalents	150	699
Short-term bank deposits with original maturity of more than three months	1,562	155
	<b>1,712</b>	854

## 18 TRADE PAYABLES, RECEIPTS IN ADVANCE AND ACCRUALS

	2012 HK\$'M	2011 HK\$'M
Trade payables	74	75
Receipts in advance	127	123
Accruals	917	828
	<b>1,118</b>	1,026

Payables are denominated in Hong Kong Dollars and the carrying amounts of these payables approximate their fair values.

The ageing analysis of trade payables is as follows:

	2012 HK\$'M	2011 HK\$'M
0 – 30 days	38	60
31 – 90 days	34	14
Over 90 days	2	1
	<b>74</b>	75

## 19 LONG-TERM INCENTIVE PLAN PROVISION

	2012 HK\$'M	2011 HK\$'M
Long-term incentive plan provision	86	67
Less: current portion of long-term incentive plan provision	(51)	(38)
Non-current portion of long-term incentive plan provision	35	29

A long-term incentive plan (the "Plan") was approved and adopted by ordinary resolution on 23 July 2007 at the annual general meeting of the Unitholders. The Plan shall be valid and effective for 10 years commencing on the adoption date.

Under the Plan, the Manager may grant three types of awards, the Restricted Unit Awards ("RUA"), Unit Options and Conditional Cash Awards ("CCA") (collectively the "Awards") to directors and key employees of the Manager. Awards are approved by the Human Resources and Compensation Committee and, in the case of directors of the Manager, by the Board on recommendation of Remuneration Committee. No Unit Option has been granted since the adoption date.

Upon the vesting of RUA, units are to be issued to the grantees on a sliding scale, depending on the scale of achievement against the total Unitholders return ("TUR") or net property income ("NPI"), where appropriate, providing that the minimum criteria for the performance measure determined by the Human Resources and Compensation Committee has been met.

During the year, certain directors and employees of the Manager were granted the RUA and CCA at nil monetary consideration. The RUA granted under the Plan, in general, will vest approximately two to three years from the date of grant.

The eventual numbers of units to be issued under the RUA on vesting, which are linked to the performance of The Link REIT based on the TUR, NPI and/or certain vesting conditions, where appropriate, will range from 0% to 300% of the RUA granted. CCA is granted in conjunction with the grant of RUA, bestowing upon the grantee a conditional right to receive a cash payment representing an amount equivalent to the aggregate of the distributions per unit to Unitholders during the vesting period, multiplied by the number of units that will eventually be issued to such grantee pursuant to RUA vested.

During the vesting period, a liability is recognised representing the estimated fair value of the Awards granted and the portion of the vesting period expired as at the reporting date. The fair value of the Awards was estimated at the reporting date by Towers Watson Hong Kong Limited, an independent external valuer based on valuation techniques and assumptions on unit prices, outstanding length of the Awards and distribution pay-out rates. The change in fair value of the outstanding Awards was charged to the consolidated income statement. In the event that the vesting conditions are not met, the amount previously accrued will be written back accordingly.

During the year, the Group issued 1,569,293 units for RUA vested in accordance with the vesting conditions under the Plan.

## 19 LONG-TERM INCENTIVE PLAN PROVISION (continued)

Movements in the number of RUA during the year and the maximum number of units to be issued upon vesting of RUA are as follows:

Date of grant	Vesting period	Outstanding as at 1 April 2011	Granted during the year	Vested during the year <sup>(i)</sup>	Lapsed during the year	Outstanding as at 31 March 2012	Maximum to be issued on vesting date <sup>(ii)</sup>
5 May 2008	5 May 2008 to 4 May 2011	117,150	-	(114,778)	(2,372)	-	-
	5 May 2008 to 4 May 2012	117,150	-	-	-	117,150	273,240
16 January 2009	16 January 2009 to 15 January 2012	140,515	-	(140,515)	-	-	-
13 February 2009	13 February 2009 to 30 June 2011	322,500	-	(321,500) <sup>(iii)</sup>	(1,000)	-	-
24 September 2009	24 September 2009 to 30 June 2011	335,500	-	(335,500) <sup>(iii)</sup>	-	-	-
	24 September 2009 to 30 June 2012	335,500	-	-	(39,503)	295,997	591,994
12 November 2010	12 November 2010 to 30 June 2012	633,000	-	-	(77,004)	555,996	1,111,992
	12 November 2010 to 30 June 2013	633,000	-	-	(78,710)	554,290	1,108,580
23 September 2011	23 September 2011 to 30 June 2013	-	618,750	-	(31,250)	587,500	1,175,000
	23 September 2011 to 30 June 2014	-	618,750	-	(31,250)	587,500	1,175,000
Subtotal		2,634,315	1,237,500	(912,293)	(261,089)	2,698,433	5,435,806
Additional units vested over 100% of the RUA granted		-	-	(657,000) <sup>(iii)</sup>	-	-	-
Total		2,634,315	1,237,500	(1,569,293)	(261,089)	2,698,433	5,435,806

Notes:

(i) RUA vesting percentages during the year ranged from 98% to 200%.

(ii) If certain vesting conditions are met.

(iii) Additional units over 100% of the RUA granted were vested pursuant to the relevant vesting conditions.

## 20 INTEREST BEARING LIABILITIES

	2012 HK\$'M	2011 HK\$'M
Bank borrowings	3,491	4,268
HKMC loan (secured)	4,000	4,000
Medium term notes	5,104	2,112
	<b>12,595</b>	10,380
Less: current portion of interest bearing liabilities	-	(2,598)
Non-current portion of interest bearing liabilities	<b>12,595</b>	7,782

Interest bearing liabilities are repayable as follows:

	2012 HK\$'M	2011 HK\$'M
<b>Due in the first year</b>		
Bank borrowings	-	2,598
<b>Due in the second year</b>		
HKMC loan (secured)	1,000	-
Bank borrowings	694	-
	<b>1,694</b>	-
<b>Due in the third year</b>		
HKMC loan (secured)	2,000	1,000
Bank borrowings	854	664
	<b>2,854</b>	1,664
<b>Due in the fourth year</b>		
HKMC loan (secured)	1,000	2,000
Bank borrowings	708	-
	<b>1,708</b>	2,000
<b>Due in the fifth year</b>		
Bank borrowings	1,235	1,006
HKMC loan (secured)	-	1,000
Medium term notes	1,011	-
	<b>2,246</b>	2,006
<b>Due beyond the fifth year</b>		
Medium term notes	4,093	2,112
	<b>12,595</b>	10,380

**20 INTEREST BEARING LIABILITIES** (continued)

Notes:

- (i) Except for a bank loan of HK\$445 million (2011: HK\$415 million) which is denominated in New Zealand Dollars, bank loan of HK\$308 million (2011: Nil) and medium term notes of HK\$200 million (2011: Nil) which are denominated in Australian Dollars, all the other interest bearing liabilities are denominated in Hong Kong Dollars.
- (ii) The effective interest rate of the interest bearing liabilities (taking into account interest rate swap contracts and cross currency swap contracts) at the reporting date was 3.35% (2011: 3.72%). The carrying amounts of the interest bearing liabilities approximate their fair values.

**21 DERIVATIVE FINANCIAL INSTRUMENTS**

	2012 HK\$'M	2011 HK\$'M
<b>Derivative assets</b>		
<b>Non-current item</b>		
Designated as fair value hedge		
– interest rate swap contracts	137	19
– cross currency swap contracts	54	15
	<b>191</b>	34
<b>Derivative liabilities</b>		
<b>Current item</b>		
Designated as cash flow hedge – interest rate swap contracts	–	(37)
<b>Non-current item</b>		
Designated as cash flow hedge – interest rate swap contracts	(322)	(332)
Designated as fair value hedge – cross currency swap contracts	(7)	–
	<b>(329)</b>	(332)
	<b>(329)</b>	(369)
	<b>(138)</b>	(335)

## 21 DERIVATIVE FINANCIAL INSTRUMENTS (continued)

Notes:

- (i) The Group uses interest rate swap contracts and cross currency swap contracts (swapping from foreign currencies to Hong Kong Dollars) to minimise its exposure to movements in interest rates and foreign currency exchange rates in relation to its interest bearing liabilities. The fair values of these interest rate swap contracts and cross currency swap contracts are classified as non-current items should the remaining maturities of the hedged items extend for more than 12 months. Any change in fair values of the effective portion of the cash flow hedges in relation to interest rate swap contracts is recognised in the hedging reserve. Any change in fair values of the fair value hedges in relation to interest rate swap contracts and any change in fair values of cross currency swap contracts are recognised directly in the consolidated income statement. A net amount of HK\$47 million (2011: HK\$140 million) has been credited to the hedging reserve during the year as further set out in Note 24.
- (ii) As at 31 March 2012, the derivative financial instruments qualifying as cash flow hedges have, in effect, provided the Group with an average fixed interest rate period of 2.7 years on HK\$4.15 billion borrowings (2011: 3.1 years on HK\$5.1 billion borrowings) from the reporting date. The notional principal amount and the weighted average fixed interest rate of the outstanding floating rates to fixed rates interest rate swap contracts as at 31 March 2012 were HK\$4.15 billion (2011: HK\$5.1 billion) and 3.88% (2011: 4.39%) respectively.
- (iii) As at 31 March 2012, the derivative financial instruments qualifying as fair value hedges have, in effect, converted part of the Group borrowings into Hong Kong Dollars floating rates interest bearing liabilities. The notional principal amounts of the outstanding interest rate swap contracts and cross currency swap contracts qualifying as fair value hedges as at 31 March 2012 were HK\$1.82 billion (2011: HK\$1 billion) and HK\$907 million (2011: HK\$650 million) respectively.
- (iv) Gains and losses on interest rate swap contracts recognised in the hedging reserve (Note 24) as at 31 March 2012 will be released to the consolidated income statement.

## 22 DEFERRED TAX LIABILITIES

Deferred taxation is calculated in full on temporary differences under the liability method using a tax rate of 16.5% (2011: 16.5%).

The movements in deferred tax liabilities during the year were as follows:

	2012 HK\$'M	2011 HK\$'M
Temporary differences		
At 1 April	1,059	866
Acquisition of businesses (Note 25)	1	-
Recognised in the consolidated income statement:		
– Accelerated depreciation allowances claimed	226	193
At 31 March	1,286	1,059

The deferred tax liabilities solely arose from accelerated depreciation allowances claimed.

## 23 UNITS IN ISSUE

	2012 Number of units	2011 Number of units
At 1 April	2,232,284,540	2,202,043,479
Units issued under distribution reinvestment scheme	28,519,097	28,424,478
Units issued under long-term incentive plan	1,569,293	1,816,583
At 31 March	2,262,372,930	2,232,284,540

Closing price of the units as at 31 March 2012 was HK\$28.90 (2011: HK\$24.35) per unit. Based on 2,262,372,930 units in issue as at 31 March 2012 (2011: 2,232,284,540 units), market capitalisation was HK\$65,383 million (2011: HK\$54,356 million).

## 24 RESERVES

	Hedging reserve HK\$'M	Earnings retained for cash flow hedge adjustments HK\$'M	Total reserves HK\$'M
At 1 April 2011	(369)	369	-
Cash flow hedges:			
– Change in fair values	(173)	-	(173)
– Amount transferred to the consolidated income statement (Note)	220	-	220
	47	-	47
Net assets attributable to Unitholders			
– Amount arising from cash flow hedging reserve movement	-	(47)	(47)
<b>At 31 March 2012</b>	<b>(322)</b>	<b>322</b>	<b>-</b>
At 1 April 2010	(509)	509	-
Cash flow hedges:			
– Change in fair values	(191)	-	(191)
– Amount transferred to the consolidated income statement (Note)	331	-	331
	140	-	140
Net assets attributable to Unitholders			
– Amount arising from cash flow hedging reserve movement	-	(140)	(140)
At 31 March 2011	(369)	369	-

Note: Amount transferred to the consolidated income statement in respect of cash flow hedges was included in "Finance costs on interest bearing liabilities" (Note 10).

## 25 ACQUISITION OF BUSINESSES

On 8 June 2011, The Link REIT, through a wholly owned subsidiary, entered into a sale and purchase agreement to acquire the commercial portion of Nan Fung Plaza from certain vendors which are companies of the Nan Fung group at a cash consideration of HK\$1,170 million. The transaction was completed on 11 July 2011.

On 22 December 2011, The Link REIT, through a wholly owned subsidiary, entered into a sale and purchase agreement to acquire the entire issued share capital of Great Land (HK) Limited from King Chance Development Limited, which is a direct wholly-owned subsidiary of Sino Land Company Limited. Great Land (HK) Limited is the sole registered owner of the commercial accommodation of Maritime Bay and the transaction was completed on 16 January 2012 at a consideration of HK\$577.6 million.

The acquisitions are expected to enhance distribution yield of The Link REIT and, through adding quality income-producing properties, drive synergy value among The Link REIT's existing portfolio.

Nan Fung Plaza contributed revenues of HK\$48 million and NPI of HK\$37 million since the acquisition date, while such information before the acquisition date is not available to The Link REIT.

Maritime Bay contributed revenues of HK\$7 million and profit after taxation of HK\$21 million since the acquisition date. Should the results of Great Land (HK) Limited be consolidated from 1 April 2011, revenues of HK\$83 million and profit after taxation of HK\$152 million would have been contributed to the Group.

The fair values of the assets and liabilities and goodwill arising from the acquisitions are as follows:

	Nan Fung Plaza Fair value HK\$'M	Maritime Bay Fair value HK\$'M	Total Fair value HK\$'M
Investment properties (Note 14) (Note)	1,130	580	1,710
Other net current liabilities	–	(11)	(11)
Deferred tax liabilities (Note 22)	–	(1)	(1)
Net assets acquired	1,130	568	1,698
Goodwill	40	10	50
Cash outflow on acquisitions	1,170	578	1,748
Acquisition-related costs (included in "General and administrative expenses" in the consolidated income statement for the year ended 31 March 2012)	63	7	70

Note: Nan Fung Plaza and Maritime Bay were revalued at 1 June 2011 and 21 December 2011 respectively by Jones Lang LaSalle Limited, the principal valuer of The Link REIT. These approximate the fair values of the investment properties at their acquisition dates.

## 26 NOTE TO THE CONSOLIDATED STATEMENT OF CASH FLOWS

### (a) Net cash generated from operating activities

	2012 HK\$'M	2011 HK\$'M
Profit before taxation and transactions with Unitholders	10,198	15,783
Loss on disposal of property, plant and equipment	–	1
Long-term incentive plan awards	65	59
Depreciation expenses	25	24
Interest income	(33)	(4)
Finance costs on interest bearing liabilities	431	501
Change in fair values of investment properties	(6,680)	(12,812)
(Increase)/decrease in trade and other receivables, deposits and prepayments	(18)	9
(Decrease)/increase in trade payables, receipts in advance and accruals	(30)	32
Increase in security deposits	150	109
Long-term incentive plan paid	(4)	(21)
Hong Kong profits tax paid	(334)	(316)
<b>Net cash generated from operating activities</b>	<b>3,770</b>	<b>3,365</b>

### (b) Major non-cash transactions

During the year, distributions amounting to HK\$774 million (2011: HK\$625 million) were paid to Unitholders in the form of additional units under the distribution reinvestment scheme. Additional units of HK\$43 million (2011: HK\$36 million) were issued under the long-term incentive plan.

## 27 COMMITMENTS

### (a) Capital commitments

	2012 HK\$'M	2011 HK\$'M
Improvement projects to existing investment properties		
– Authorised but not contracted for	932	753
– Contracted but not provided for	427	603
	<b>1,359</b>	<b>1,356</b>

### (b) Operating lease commitments

As at 31 March 2012, the analysis of the Group's aggregate future minimum lease rental payables under non-cancellable operating leases is as follows:

	2012 HK\$'M	2011 HK\$'M
Within one year	10	9
Between one and five years	10	8
	<b>20</b>	<b>17</b>

## 28 CONNECTED PARTY TRANSACTIONS AND SIGNIFICANT RELATED PARTY TRANSACTIONS AND BALANCES

Information required to be disclosed concerning related party transactions is set out in this note unless disclosed elsewhere in these consolidated financial statements.

### (a) Nature of relationship with connected/related parties

The table set forth below summarises the names of the connected/related parties, as defined in the REIT Code/HKAS 24 (Revised) "Related Party Disclosures", and nature of their relationship with the Group as at 31 March 2012:

Connected/related party	Relationship with the Group
HSBC Institutional Trust Services (Asia) Limited (the " <b>Trustee</b> ") *	The Trustee of The Link REIT
The Hongkong and Shanghai Banking Corporation Limited and its subsidiaries (excluding the Trustee and its proprietary subsidiaries) (the " <b>HSBC Group</b> ") *	Associates # of the Trustee
Jones Lang LaSalle Limited (the " <b>Principal Valuer</b> ")	The Principal Valuer of The Link REIT
Hong Kong Youth Arts Foundation *	Director in common
Wing Hang Bank, Limited (" <b>Wing Hang Bank</b> ") *	Director in common
Industrial and Commercial Bank of China (Asia) Limited (" <b>ICBC (Asia)</b> ")	Director in common
Aedas Limited and its subsidiaries (the " <b>Aedas Group</b> ") *	Associates # of director
Hong Kong Securities Institute (Note)	Director in common
Asia Pacific Real Estate Association	Associate # of directors
Dah Sing Bank, Limited (" <b>Dah Sing Bank</b> ")	Director in common
BEAM Society Limited *	Director in common
DTZ Debenham Tie Leung Limited *	Associate # of director

\* These connected parties are also considered as the related parties of the Group.

# "Associate" has the meaning ascribed to it under the REIT Code.

Note: Hong Kong Securities Institute ceased to be considered as a connected/related party since 7 December 2011.

## 28 CONNECTED PARTY TRANSACTIONS AND SIGNIFICANT RELATED PARTY TRANSACTIONS AND BALANCES (continued)

### (b) Transactions with connected/related parties

The following transactions were carried out with connected/related parties:

	2012 HK\$'M	2011 HK\$'M
Trustee fee paid and payable to the Trustee (Note (ii))	(6)	(4)
Valuation fee paid and payable to the Principal Valuer (Note (iii))	(4)	(4)
Transactions with the HSBC Group (Note (iv))		
Interest expense and various financing charges to the HSBC Group on interest bearing liabilities and interest rate swap contracts	(109)	(78)
Staff expense to the HSBC Group on medical/group life insurance and insurance brokerage fee	–	(2)
Rental income from the HSBC Group on leasing of retail units	21	19
Transactions with ICBC (Asia) (Note (iv))		
Interest expense and various financing charges to ICBC (Asia) on interest bearing liabilities	–	(2)
Rental income from ICBC (Asia) on leasing of retail units	5	5
Interest income from ICBC (Asia) on short-term bank deposits	5	1
Transactions with Wing Hang Bank (Note (iv))		
Interest expense and various financing charges to Wing Hang Bank on interest bearing liabilities	–	(1)
Interest income from Wing Hang Bank on short-term bank deposits	2	–
Architectural/renovation consultancy services fees paid and payable to the Aedas Group (Note (iv))	(7)	(4)
Transactions with Dah Sing Bank (Note (iv))		
Interest expense and various financing charges to Dah Sing Bank on interest bearing liabilities	(1)	(1)
Rental income from Dah Sing Bank on leasing of retail units	5	5
Interest income from Dah Sing Bank on short-term bank deposits	1	–
Agency commission paid to DTZ Debenham Tie Leung Limited (Note (iv))	(12)	–

## 28 CONNECTED PARTY TRANSACTIONS AND SIGNIFICANT RELATED PARTY TRANSACTIONS AND BALANCES (continued)

### (b) Transactions with connected/related parties (continued)

Notes:

- (i) All connected party transactions were carried out in accordance with the terms of the relevant agreements governing the transactions and in the ordinary course of business.
- (ii) The Trustee is entitled to receive an annual trustee's fee (calculated and paid monthly) at a rate of 0.008% per annum of the latest property value as determined in the latest annual valuation report of an independent property valuer recommended by the Manager and appointed by the Trustee for and on behalf of The Link REIT from time to time, subject to a minimum of HK\$150,000 per month.
- (iii) Jones Lang LaSalle Limited was appointed as the Principal Valuer of The Link REIT with effect from 17 November 2010. The former Principal Valuer was Knight Frank Petty Limited who was responsible for the property valuation of The Link REIT up till the period ended 30 September 2010. Valuation fee for the year ended 31 March 2012 was paid and payable to Jones Lang LaSalle Limited while valuation fees of HK\$3 million and HK\$1 million were paid to Jones Lang LaSalle Limited and Knight Frank Petty Limited respectively for the year ended 31 March 2011.

The transactions with the Principal Valuer were entered into at arm's length on normal commercial terms.

- (iv) The transactions were entered into at arm's length on normal commercial terms.

### (c) Balances with related parties

Balances with related parties are set out below:

	2012 HK\$'M	2011 HK\$'M
Interest bearing liabilities with the HSBC Group	(400)	(806)
Net interest rate swap contracts with the HSBC Group	(80)	(159)
Security deposits from the HSBC Group	(1)	(1)
Net interest payable to the HSBC Group	(5)	(6)
Short-term bank deposits and savings placed with the HSBC Group	30	27
Short-term bank deposits placed with Wing Hang Bank	234	21
Interest receivable from Wing Hang Bank	1	-

### (d) Key management compensation

The aggregate amounts of emoluments of the key management staff of the Group are as follows:

	2012 HK\$'M	2011 HK\$'M
Fees	7	8
Basic salaries, allowances and other benefits	36	28
Long-term incentive plan awards	39	29
	82	65

## 29 FUTURE MINIMUM RENTAL RECEIVABLES

As at 31 March 2012, the analysis of the Group's aggregate future minimum rental income receivables under non-cancellable operating leases is as follows:

	2012 HK\$'M	2011 HK\$'M
Within one year	3,220	2,703
Between one and five years	3,579	2,772
Beyond five years	90	62
	<b>6,889</b>	5,537

Most of the operating leases are on fixed terms and for terms of 3 years (2011: 3 years).

## 30 SUBSIDIARIES

The Link REIT held the following wholly owned subsidiaries as at 31 March 2012:

Name	Place of establishment and kind of legal entity/place of operations	Principal activities	Particulars of issued share capital	Interest held
<i>Directly held:</i>				
The Link Holdings Limited	Cayman Islands, limited liability company/Hong Kong	Investment holding	US\$1	100%
The Link Management Limited	Hong Kong, limited liability company/Hong Kong	Asset management	HK\$5,000,001	100%
<i>Indirectly held:</i>				
The Link Properties Limited	Cayman Islands, limited liability company/Hong Kong	Property holding and leasing	US\$1	100%
The Link Finance Limited	Hong Kong, limited liability company/Hong Kong	Financing	HK\$1	100%
The Link Finance (Cayman) 2006 Limited	Cayman Islands, limited liability company/Hong Kong	Dormant	US\$1	100%
The Link Finance (Cayman) 2009 Limited	Cayman Islands, limited liability company/Hong Kong	Financing	US\$1	100%
Great Land (HK) Limited	Hong Kong, limited liability company/Hong Kong	Property holding and leasing	HK\$1,000,000	100%

## 31 APPROVAL OF THE CONSOLIDATED FINANCIAL STATEMENTS

The consolidated financial statements were authorised for issue by the Board and the Trustee on 6 June 2012.

# Valuation Report



Jones Lang LaSalle Limited  
Valuation Advisory Services  
6/F Three Pacific Place 1 Queen's Road East Hong Kong  
tel +852 2846 5000 fax +852 2968 0078  
Company Licence No.: C-003464

仲量聯行有限公司  
物業估價部  
香港皇后大道東1號太古廣場三期6樓  
電話 +852 2846 5000 傳真 +852 2968 0078  
牌照號碼C-003464



18 May 2012

The Board of Directors  
The Link Management Limited  
(For itself as manager of The Link Real Estate  
Investment Trust ("The Link REIT"), and for and  
on behalf of The Link REIT)  
33/F, AXA Tower, Landmark East  
100 How Ming Street  
Kwun Tong  
Kowloon  
Hong Kong

Trustee  
HSBC Institutional Trust Services (Asia) Limited  
1 Queen's Road Central  
Hong Kong

Dear Sirs

## THE LINK REIT – ANNUAL VALUATION AS AT 31 MARCH 2012

### **Instructions**

We refer to the instruction from **The Link Management Limited ("LML")**, acting as the manager of The Link Real Estate Investment Trust ("**Link REIT**"), and **HSBC Institutional Trust Services (Asia) Limited ("Trustee")** to conduct property valuations ("**Valuation**") for the portfolio of retail and car parking facilities ("**Properties**") of the Link REIT for presentation in its 2011-2012 Annual Report in compliance with the relevant requirements set out in the Code on Real Estate Investment Trusts issued by the Securities and Futures Commission of Hong Kong (SFC), the trust deed of the Link REIT dated 6 September 2005 as supplemented from time to time by the supplemental deeds and, where applicable, the Rules Governing the Listing of Securities on the Stock Exchange of Hong Kong (SEHK).

### **Valuer's Interest**

We hereby certify Jones Lang LaSalle Limited is independent of the scheme, the trustee, the management company and each of the significant holders of the scheme, as per the Code on Real Estate Investment Trust issued by the SFC.

### **Basis of Valuation**

Unless otherwise stated, our valuation has been prepared in accordance with the "HKIS Valuation Standards on Properties" published by The Hong Kong Institute of Surveyors ("**HKIS**") and our General Principles of Valuation. Where the HKIS Valuation Standards are silent on subjects requiring guidance, we would refer to the "International Valuation Standards" published by the International Valuation Standards Committee ("**IVSC**") and/or "The RICS Valuation Standards" published by the Royal Institution of Chartered Surveyors ("**RICS**"), subject to variation to meet local established law, custom, practice and market conditions.

Our valuation of the Properties is made on the basis of the '**Market Value**' adopted by the HKIS, set out as follows:

*"Market Value is the estimated amount for which a property should exchange on the date of valuation between a willing buyer and a willing seller in an arm's-length transaction after proper marketing wherein the parties had each acted knowledgeably, prudently and without compulsion."*

Our valuation services have been executed in accordance with our Quality Assurance System, accredited by HKQAA via ISO 9001: 2008 and our report prepared with reference to the assumptions, definitions and limiting conditions as set out in our General Principles of Valuation.

### **Valuation Methodologies**

We have relied on the Income Capitalisation Approach and Discounted Cash Flow Analysis ("**DCF**") as the primary approaches, cross-referenced to the Direct Comparison method.

#### *Income Capitalisation Approach*

The income capitalisation approach is based on the capitalisation of the current passing rental income and potential reversionary income over the remaining tenure of the property from the date of valuation at appropriate investment yields to arrive at the capital value. The appropriate adjustments/deductions for rent free period, ongoing vacancy voids/marketing periods and non-recoverable expenses for the vacant space have been allowed.

The income capitalisation approach can more accurately reflect these property specific factors by utilising various specific assumptions which have been derived via analysis of market evidence. The ability to apply these assumptions in the capitalisation approach is by far more appropriate for valuing an investment property where investors' emphasis on delivering returns is of paramount importance.

The range of Capitalisation Rates adopted in our valuation is as follows:

Retail	:	5.00% – 7.00%
Car Park	:	5.50% – 9.25%
Blended	:	5.00% – 8.50%

#### *Discounted Cash Flow Analysis ("**DCF**")*

The DCF approach requires periodic net cash flows to be forecasted over the life of the investment and discounted at a risk-adjusted opportunity cost of capital to arrive at a present value.

The DCF takes into consideration the yearly net cash flows after deductions for expenditure, and having regard to the assumptions made relating to rental growth projections, vacancies, rent frees, replacement reserve, non-recoverable outgoings and leasing costs. The DCF analysis incorporates an assumed 10-year holding period and the reversionary value in year eleven, discounted by an appropriate discount rate to derive a net present value.

The main assumptions made in our DCF analysis, are summarised below:

- Growth and/or inflation rates for retail and car park income, management fees, air-conditioning charges for each of the Properties;
- Outgoings such as operating expenses, government rates and rents, agent fee, stamp duty, legal costs, capex have been allowed for;
- Marketing periods, rent-free periods, retention rates and vacancy allowances have been allowed for.

#### *Direct Comparison*

Although many types of property in Hong Kong are valued on direct comparison (unit value) approach, this method has inherent limitations in quantitatively capturing various property specific characteristics including the quality of occupancy, existing rental income and reversionary potential, management and levels of performance of the Properties, existing tenant covenants and investors' expectations on returns. The ability to apply these assumptions in the income capitalisation approach is more appropriate for valuing an investment property where investors' emphasis on delivering returns is of paramount importance. The specific factors and assumptions applied within the income capitalisation approach have been derived via analysis and appreciation of market evidence and expectations.

The direct comparison approach is however useful as cross check to the overall unit values (per square foot) derived from the income capitalisation approach.

#### **Valuation Reconciliation**

The results of the three valuation methods will be reconciled and the assessed value will be analysed in terms of initial passing yield and internal rate of return and on a dollar per square foot basis.

#### **Valuation Assumptions**

The valuations have been made on the assumption that the Link REIT sells the property interests in the open market without the benefit of deferred-terms contracts, leasebacks, joint ventures, management agreements or any similar arrangements which could serve to affect the values of the property interests.

No allowance has been made in our valuations for any charges, mortgages or amounts owing on the Properties nor for any expenses or taxation which may be incurred in effecting sales. Unless otherwise stated, it is assumed that the Properties are free of encumbrances, restrictions and outgoings of an onerous nature which could affect their capital values.

#### *Title Investigation and Encumbrances*

We have been provided with copies of the title documents relating to the Properties. As per the information provided by LML, as at the Valuation Date, all the Properties have obtained their legal titles. We have conducted land searches of the Properties with the Land Registry. However, we have not examined the original documents to verify ownership or to ascertain the existence of any lease amendments, which may not appear on the copies handed to us. All documents and leases have been used for reference only and all dimensions, measurements and areas are approximate.

#### *Site Investigation*

We have not carried out any investigations on site in order to determine the suitability of ground conditions and services etc. for future redevelopment, nor did we undertake archaeological, ecological or environmental surveys. Our valuation is on the basis that these aspects are satisfactory and that where developments are contemplated, no extraordinary expenses or delays will be incurred during the construction period due to these, or to archaeological or ecological matters. In the course of our assessments, we have assumed that no contamination affecting the Properties or the neighbouring land. However, should it be established subsequently that contamination exists at the Properties or on any neighbouring land, or that the premises have been or are being put to any contaminative use, we reserve the right to adjust the values reported herein.

*Plant and Machinery*

Our valuation normally includes all plant and machinery that form part of the building services installations. However, process plant, machinery and equipment which may have been installed wholly in connection with the occupiers' commercial processes, together with furniture and furnishings, tenants' fixtures and fittings are excluded in our valuation.

*Car Parking Spaces*

We are advised that for those Properties where temporary/permanent planning approvals or waivers are required for letting of surplus car parks to non-residents, these have already been or are in the process of being obtained from the relevant Government authorities.

*Telecommunication Facilities*

We have assumed that all telecommunication facilities at the Properties are permitted and that all necessary approvals have been obtained from the relevant authorities.

**Acknowledgement of Information**

We have relied to a considerable extent on the information provided by the LML and have accepted advice given to us on such matters as identification of the Properties, planning approvals, statutory notices, easements, tenure, occupation, floor plans, floor areas, tenancy schedule and all other relevant matters.

In the course of our valuation, we have also made reference to inter alia, the following information was provided by LML:

1. Copy of Tenancy Schedule as at 31 March 2012 and subsequent updates;
2. Copy of Other Retail (including turnover rent, mall merchandising income and miscellaneous income) and Car Park incomes (including Monthly Car Park, Hourly Car Park, and miscellaneous income) from March 2011 to February 2012;
3. Copy of Retail Actual Income from March 2011 to February 2012;
4. Copy of Operating Expenses from March 2011 to February 2012;
5. Copy of Management Fee to Estate Common Area 2012/2013 Budget;
6. Copy of CAPEX schedules as at 17 February 2012 and 23 February 2012;
7. Copy of Asset Enhancement Initiative Plans & layout plans of the Properties; and
8. Copy of Government Leases, Assignments and Deed of Mutual Covenant Documents of the Properties.

Dimensions, measurements and areas included in the report are based on information contained in copies of documents provided to us and are therefore only approximations. No on site measurements have been taken. We have not been instructed to independently verify the information provided to us. Our valuation is totally dependent on the adequacy and accuracy of the information supplied and/or the assumptions made. Should these prove to be incorrect or inadequate, the accuracy of the valuation may be affected.

We have not seen original planning and/or development and occupation consents. We have assumed that the Properties have been erected, being occupied and used in accordance with such consents and that there are no outstanding statutory notices.

**Summary of Values**

A summary of Retail Internal Floor Area ("IFA"), number of car parking spaces, assessed market values, initial yield and indicated IRR of each Property is shown in the attached Schedule of Values.

**Valuation**

We are of the opinion that the market value of the unencumbered leasehold interest of the Portfolio, subject to the existing tenancies, as at 31 March 2012, was in the sum of

**HK\$76,672,100,000 (HONG KONG DOLLARS SEVENTY SIX BILLION SIX HUNDRED SEVENTY TWO MILLION AND ONE HUNDRED THOUSAND).**

The notional apportionment of the Retail Facilities and Carparking Facilities was as follows:-

## Retail Facilities

- Retail value was HK\$65,311,500,000 (Hong Kong Dollars Sixty Five Billion Three Hundred Eleven Million and Five Hundred Thousand)
- Initial Yield of 5.8%

## Carparking Facilities

- Car Park value was HK\$11,360,600,000 (Hong Kong Dollars Eleven Billion Three Hundred Sixty Million and Six Hundred Thousand)
- Initial Yield of 7.2%

## Total Portfolio

- Total portfolio value was HK\$76,672,100,000 (Hong Kong Dollars Seventy Six Billion Six Hundred Seventy Two Million and One Hundred Thousand)
- Initial Yield of 6.0%

**Conversion Factor**

Conversion factors used in this report are:

1 square metre = 10.764 square feet

1 metre = 3.2808 feet

Yours faithfully

For and on behalf of

**Jones Lang LaSalle Limited**

## Schedule of Values

No.	Property Name	No.	Property Name
11	Butterfly Plaza	59	Fu Tai Shopping Centre
158	Car Park within Ching Wang Court	26	Fu Tung Plaza
181	Car Park within Chuk Yuen (North) Estate	50	Fung Tak Shopping Centre
177	Car Park within Fung Lai Court	8	Hau Tak (II) Shopping Centre
169	Car Park within Hong Keung Court	36	Heng On Commercial Centre
144	Car Park within Ka Tin Court	37	Hin Keng Shopping Centre
175	Car Park within Kam On Court	136	Hing Man Commercial Centre
118	Car Park within Kin Ming Estate	120	Hing Tin Commercial Centre
173	Car Park within King Lai Court	94	Hing Tung Shopping Centre
176	Car Park within Kwai Hong Court	55	Hing Wah Plaza
146	Car Park within Lai On Estate	73	Hiu Lai Shopping Centre
180	Car Park within Lower Wong Tai Sin (I) Estate	33	Homantin Plaza
170	Car Park within Ming Nga Court	79	Hoi Fu Shopping Centre
145	Car Park within Ning Fung Court	89	Ka Fuk Shopping Centre
179	Car Park within Pang Ching Court	5	Kai Tin Shopping Centre
153	Car Park within Po Pui Court	75	Kai Yip Commercial Centre
165	Car Park within San Wai Court	77	Kam Tai Shopping Centre
178	Car Park within Sau Mau Ping (I) Estate	106	Kam Ying Court Shopping Centre
139	Car Park within Tin King Estate	110	Kin Sang Shopping Centre
166	Car Park within Tin Yau Court	80	King Lam Shopping Centre
134	Car Park within Tin Yuet Estate	56	Kwai Fong Plaza
143	Car Park within Tsui Ping South Estate	103	Kwai Hing Shopping Centre
140	Car Park within Tsz Man Estate	63	Kwai Shing East Shopping Centre
168	Car Park within Upper Ngau Tau Kok Estate	60	Kwong Fuk Commercial Centre
129	Car Park within Wah Lai Estate	99	Kwong Tin Shopping Centre
157	Car Park within Wang Fuk Court	34	Kwong Yuen Shopping Centre
161	Car Park within Yee Kok Court	102	Lai Kok Shopping Centre
167	Car Park within Yee Nga Court	68	Lee On Shopping Centre
156	Car Park within Ying Ming Court	96	Lei Cheng Uk Shopping Centre
151	Car Park within Yue On Court	54	Lei Tung Commercial Centre
9	Cheung Fat Plaza	38	Lek Yuen Plaza
91	Cheung Hang Shopping Centre	12	Leung King Plaza
44	Cheung Hong Commercial Centre	1	Lok Fu Plaza
83	Cheung Wah Shopping Centre	67	Lok Wah Commercial Centre
18	Choi Ming Shopping Centre	72	Long Ping Commercial Centre
29	Choi Wan Commercial Complex	10	Lung Cheung Plaza
13	Choi Yuen Plaza	58	Lung Hang Commercial Centre
20	Chuk Yuen Plaza	39	Maritime Bay
90	Chun Shek Shopping Centre	65	Mei Lam Commercial Centre
2	Chung Fu Plaza	104	Ming Tak Shopping Centre
27	Chung On Shopping Centre	16	Nan Fung Plaza
119	Fortune Shopping Centre	28	Oi Man Shopping Centre
84	Fu Cheong Shopping Centre	49	Oi Tung Shopping Centre
57	Fu Heng Shopping Centre	52	On Ting Commercial Complex
41	Fu Shin Shopping Centre	100	On Yam Shopping Centre

<b>No.</b>	<b>Property Name</b>	<b>No.</b>	<b>Property Name</b>
112	Ping Tin Shopping Centre	71	Shek Yam Shopping Centre
124	Po Hei Court Commercial Centre	6	Sheung Tak Shopping Centre
48	Po Lam Shopping Centre	40	Shun Lee Commercial Centre
42	Po Tat Shopping Centre	121	Shun On Commercial Centre
105	Po Tin Shopping Centre	126	Siu Hei Commercial Centre
76	Retail and Car Park within Ap Lei Chau Estate	107	Siu Lun Shopping Centre
117	Retail and Car Park within Cheung On Estate	21	Siu Sai Wan Plaza
111	Retail and Car Park within Cheung Wang Estate	23	Stanley Plaza
133	Retail and Car Park within Ching Wah Court	85	Sui Wo Court Commercial Centre
171	Retail and Car Park within Choi Fai Estate	47	Sun Chui Shopping Centre
132	Retail and Car Park within Choi Ha Estate	116	Sun Tin Wai Commercial Centre
148	Retail and Car Park within Fung Wah Estate	61	Tai Hing Commercial Centre
125	Retail and Car Park within Hong Pak Court	66	Tai Wo Hau Commercial Centre
172	Retail and Car Park within Hong Shui Court	15	Tai Wo Plaza
138	Retail and Car Park within Hong Yat Court	43	Tai Yuen Commercial Centre
159	Retail and Car Park within Hung Hom Estate	25	Tak Tin Plaza
128	Retail and Car Park within Ko Chun Court	19	Tin Chak Shopping Centre
182	Retail and Car Park within Ko Yee Estate	122	Tin Ma Court Commercial Centre
163	Retail and Car Park within Lok Nga Court	78	Tin Ping Shopping Centre
123	Retail and Car Park within Lok Wah (South) Estate	31	Tin Shing Shopping Centre
127	Retail and Car Park within Mei Chung Court	30	Tin Shui Shopping Centre
141	Retail and Car Park within Nam Cheong Estate	98	Tin Tsz Shopping Centre
154	Retail and Car Park within Po Nga Court	115	Tin Wan Shopping Centre
164	Retail and Car Park within Sau Mau Ping (III) Estate	22	Tin Yiu Plaza
155	Retail and Car Park within Siu On Court	108	Tsing Yi Commercial Complex
160	Retail and Car Park within Tai Ping Estate	74	Tsui Lam Shopping Centre
137	Retail and Car Park within Tin Wah Estate	45	Tsui Ping North Shopping Circuit
174	Retail and Car Park within Tin Wang Court	92	Tsz Ching Shopping Centre (I) & (II)
149	Retail and Car Park within Tin Yat Estate	3	Tsz Wan Shan Shopping Centre
131	Retail and Car Park within Tong Ming Court	64	Un Chau Shopping Centre
135	Retail and Car Park within Tsui Wan Estate	93	Wah Kwai Shopping Centre
147	Retail and Car Park within Tsz Oi Court	62	Wah Ming Shopping Centre
162	Retail and Car Park within Tung Hei Court	95	Wah Sum Shopping Centre
114	Retail and Car Park within Tung Tau Estate	69	Wan Tau Tong Shopping Centre
130	Retail and Car Park within Wo Ming Court	86	Wan Tsui Commercial Complex
152	Retail and Car Park within Yan Ming Court	101	Wang Tau Hom (Wang Fai Centre)
142	Retail and Car Park within Yan Shing Court	17	Wo Che Plaza
150	Retail and Car Park within Ying Fuk Court	4	Wong Tai Sin Plaza
88	Retail and Carpark within Shun Tin Estate	24	Yat Tung Shopping Centre
97	Sam Shing Commercial Centre	14	Yau Mei & Ko Cheung (Lei Yue Mun Plaza)
7	Sau Mau Ping Shopping Centre	46	Yau Oi Commercial Centre
32	Sha Kok Commercial Centre	113	Yin Lai Court Shopping Centre
51	Shan King Commercial Centre	70	Yiu On Shopping Centre
87	Shek Lei Shopping Centre Phase I	109	Yiu Tung Shopping Centre
53	Shek Lei Shopping Centre Phase II	35	Yu Chui Shopping Centre
81	Shek Wai Kok Commercial Centre	82	Yung Shing Shopping Centre

The Link Management Limited

HSBC Institutional Trust Services (Asia) Limited

**Schedule of Values**

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Analysis	
					Cap. Rate	Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	Indicated IRR
<b>1</b>	<b>Lok Fu Plaza</b>	<b>388,133</b>	<b>793</b>	<b>189.1</b>	<b>5.03%</b>	<b>3,871.5</b>	<b>8.00%</b>	<b>3,616.8</b>	<b>3,744.2</b>	<b>5.05%</b>	<b>8.35%</b>
	Brief Description:	Lok Fu Plaza, completed between 1983 and 1991, comprises a 6-storey (including basement) commercial building ("Commercial Centre I"), a 7-storey (including basement) commercial building ("Commercial Centre II"), a 4-storey car park building ("Car Park I"), a 2-storey car park building (Car Park II"), some Integrated Commercial/Car Park Accommodation in Wang Shun House, Wang Tat House and Wang Yat House as well as Associated Areas in Lok Fu Estate. There are a total of 793 car parking spaces in Lok Fu Plaza.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 107,428/335,530th equal and undivided shares of and in New Kowloon Inland Lot No. 6451 and is held under a Government Lease for a term of 50 years from 31 December 2007.									
<b>2</b>	<b>Chung Fu Plaza</b>	<b>205,568</b>	<b>1,177</b>	<b>118.6</b>	<b>5.59%</b>	<b>2,195.4</b>	<b>8.00%</b>	<b>2,093.1</b>	<b>2,144.3</b>	<b>5.53%</b>	<b>8.50%</b>
	Brief Description:	Chung Fu Plaza comprises a 9-storey commercial/car park building (Chung Fu Plaza Phase 1) and a 3-storey commercial building (Chung Fu Plaza Phase 2) connected by a footbridge on the 1st floor, a kindergarten and day nursery respectively on the ground and 1st floors of the Ancillary Facilities Block and open car park spaces in Tin Chung Court. There are a total of 1,177 parking spaces in Chung Fu Plaza. Phase 1 of Chung Fu Plaza was completed in 1999 while Chung Fu Plaza Phase 2 was completed in 2000.									
	Title Details:	The property is held by The Link Properties Limited. Chung Fu Plaza Phase 1 comprises all that piece or parcel of ground in Section A of Tin Shui Wai Town Lot No.18 and 2,021/363,535th equal and undivided shares of and in the Remaining Portion of Tin Shui Wai Town Lot No.18 and is held under a Government Lease for a term of 50 years commencing from 8 January 1999. Chung Fu Plaza Phase 2 comprises portion of 50,802/297,568th equal and undivided shares of and in Tin Shui Wai Town Lot No. 41 and is held under a Government Lease for a term of 50 years from 8 June 2010.									
<b>3</b>	<b>Tsz Wan Shan Shopping Centre</b>	<b>202,978</b>	<b>940</b>	<b>120.1</b>	<b>5.83%</b>	<b>2,029.4</b>	<b>8.00%</b>	<b>1,942.4</b>	<b>1,985.9</b>	<b>6.05%</b>	<b>8.53%</b>
	Brief Description:	Tsz Wan Shan SC, completed in 1997, comprises an 8-storey commercial block with car parking facility (Commercial/Car Park Block), a 3-storey car park (Multi-storey car park), a 3-storey car park building (Car Park Block A), another split-level 4-storey car park building (Car Park Block B), a lift tower, some facilities in Integrated Commercial/Car Park Accommodation in Ancillary Facilities Block, various open car parks and associated areas in Tsz Lok Estate (Open Car Parks). There are a total of 940 car parking spaces in Tsz Wan Shan SC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 81,055/481,546th equal and undivided shares of and in the Remaining Portion of New Kowloon Inland Lot No. 6442 and is held under a Government Lease for a term of 50 years from 8 October 2007.									

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Analysis	
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	Indicated IRR	
<b>4</b>	<b>Wong Tai Sin Plaza</b>	<b>148,023</b>	<b>688</b>	<b>103.1</b>	<b>5.34%</b>	<b>1,889.7</b>	<b>8.00%</b>	<b>1,750.0</b>	<b>1,819.9</b>	<b>5.67%</b>	<b>8.30%</b>	
	Brief Description:	Wong Tai Sin Plaza, completed in phases between 1982 and 1983, comprises Commercial Blocks, a 4-storey Multi-storey Commercial/Car Park Accommodation, a 5-storey commercial/Car Park block, a single storey car park block, some integrated commercial/Car Park accommodations in Lung Kwong House, Lung Fai House, Lung Lok House and Lung On House, open Car Parks and associated areas in Lower Wong Tai Sin (II) Estate. There are a total of 688 Car Parking spaces in Wong Tai Sin Plaza.										
	Title Details:	The property is held by The Link Properties Limited. It comprises 51,200/323,235th equal and undivided shares of and in New Kowloon Inland Lot No. 6438 and is held under a Government Lease for a term of 50 years commencing from 17 May 2007.										
<b>5</b>	<b>Kai Tin Shopping Centre</b>	<b>183,686</b>	<b>461</b>	<b>107.8</b>	<b>5.81%</b>	<b>1,778.2</b>	<b>8.00%</b>	<b>1,644.7</b>	<b>1,711.5</b>	<b>6.30%</b>	<b>8.29%</b>	
	Brief Description:	Kai Tin SC, completed by phases in 1999 & 2003, comprises a 7-storey Commercial/Car Park Block, a 5-storey Kai Tin Shopping Centre and various associated areas and car parks in Kai Tin Estate. There are a total of 461 car parking spaces in Kai Tin SC.										
	Title Details:	The property is held by The Link Properties Limited. It comprises 65,207/256,946th equal and undivided shares of and in New Kowloon Inland Lot No. 6481 and is held under a Government Lease for a term of 50 years commencing from 29 September 2009.										
<b>6</b>	<b>Sheung Tak Shopping Centre</b>	<b>130,420.9</b>	<b>1,280</b>	<b>102.8</b>	<b>5.65%</b>	<b>1,745.5</b>	<b>8.00%</b>	<b>1,614.7</b>	<b>1,680.1</b>	<b>6.12%</b>	<b>8.29%</b>	
	Brief Description:	Sheung Tak SC, completed in 1998, comprises a 4-storey commercial/car park block (Commercial/Car Park Block), three 5-storey car park buildings (Car Parks A, B and C), Integrated Commercial/Car Park Accommodation on the ground floor of Sheung Mei House, various open car parks and associated areas in Sheung Tak Estate. There are a total of 1,280 car parking spaces in Sheung Tak SC.										
	Title Details:	The property is held by The Link Properties Limited. It comprises 95,092/467,545th equal and undivided shares of and in Tseung Kwan O Town Lot No. 98 and is held under a Government Lease for a term of 50 years from 26 March 2007.										
<b>7</b>	<b>Sau Mau Ping Shopping Centre</b>	<b>158,889</b>	<b>611</b>	<b>102.2</b>	<b>5.79%</b>	<b>1,737.5</b>	<b>8.00%</b>	<b>1,617.9</b>	<b>1,677.7</b>	<b>6.09%</b>	<b>8.34%</b>	
	Brief Description:	Sau Mau Ping SC, completed in 2002, comprises a 4-storey Commercial/Car Park Block, a 5-storey car park podium of the Ancillary Facilities Building (Multi-storey Car Park A) and some associated areas in Sau Mau Ping Estate. There are a total of 611 car parking spaces in Sau Mau Ping SC.										
	Title Details:	The property is held by The Link Properties Limited. It comprises 57,670/833,450th equal and undivided shares of and portion of 10/833,450th equal and undivided shares of and in New Kowloon Inland Lot No. 6453 and is held under a Government Lease for a term of 50 years from 23 February 2007.										

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Income Capitalization Cap. Rate	Value (HK\$M)	DCF Analysis Discount Rate	Value (HK\$M)	Assessment as at	Initial Yield	Indicated IRR
									31 March 2012		
<b>8</b>	<b>Hau Tak (II) Shopping Centre</b>	<b>177,952</b>	<b>623</b>	<b>96.9</b>	<b>5.42%</b>	<b>1,729.1</b>	<b>8.00%</b>	<b>1,572.9</b>	<b>1,651.0</b>	<b>5.87%</b>	<b>8.17%</b>
	Brief Description:	Hau Tak (II) SC, completed in 1993, comprises two 5-storey Commercial/Car Park Blocks (East Wing & West Wing), various open car parks and associated areas in Hau Tak Estate. There are a total of 623 car parking spaces in Hau Tak (II) SC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 49,962/324,918th equal and undivided shares of and in Tseung Kwan O Town Lot No. 99 and is held under a Government Lease for a term of 50 years from 14 October 2005.									
<b>9</b>	<b>Cheung Fat Plaza</b>	<b>165,667</b>	<b>590</b>	<b>95.1</b>	<b>5.85%</b>	<b>1,588.0</b>	<b>8.00%</b>	<b>1,500.1</b>	<b>1,544.1</b>	<b>6.16%</b>	<b>8.44%</b>
	Brief Description:	Cheung Fat Plaza, completed in 1987, comprises a 7-storey (including basement) shopping centre and an Electricity Substation in Cheung Fat Estate. There are a total of 590 car parking spaces in Cheung Fat Plaza.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 49,331/171,904th equal and undivided shares of and in Tsing Yi Town Lot No. 172 and is held under a Government Lease for a term of 50 years from 22 December 2005.									
<b>10</b>	<b>Lung Cheung Plaza</b>	<b>154,270</b>	<b>473</b>	<b>90.3</b>	<b>5.54%</b>	<b>1,546.5</b>	<b>8.00%</b>	<b>1,419.5</b>	<b>1,483.0</b>	<b>6.09%</b>	<b>8.24%</b>
	Brief Description:	Lung Cheung Plaza, completed in 2001, comprises a 5-storey (including a basement level) Commercial/Car Park Accommodation and some associated areas in Upper Wong Tai Sin Estate. There are a total of 473 car parking spaces in Lung Cheung Plaza.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 53,974/311,854th equal and undivided shares of and in New Kowloon Inland Lot No. 6439 and is held under a Government Lease for a term of 50 years from 23 February 2007.									
<b>11</b>	<b>Butterfly Plaza</b>	<b>174,651</b>	<b>313</b>	<b>83.4</b>	<b>5.81%</b>	<b>1,504.9</b>	<b>8.00%</b>	<b>1,420.5</b>	<b>1,462.7</b>	<b>5.70%</b>	<b>8.43%</b>
	Brief Description:	Butterfly Plaza, completed in 1983, comprises a 3-storey commercial building with market (Commercial Complex), various shop units on the ground and first floors of Tip Sum House (Integrated Commercial/Car Park Accommodation) and Tip Ling House (Integrated Commercial/Car Park Accommodation), a 4-storey car park building (Multi-storey Car Park), cooked food stalls at the Commercial Area near Block 6, various open car parks, open loading and unloading spaces and associated area in Butterfly Estate. There are a total of 313 parking spaces in Butterfly Plaza.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 38,316/248,783rd equal and undivided shares of and in Tuen Mun Town Lot No. 473 and is held under a Government Lease for a term of 50 years from 14 October 2005.									

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Analysis	
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	Indicated IRR	
<b>12</b>	<b>Leung King Plaza</b>	<b>152,126</b>	<b>616</b>	<b>81.0</b>	<b>6.05%</b>	<b>1,424.8</b>	<b>8.00%</b>	<b>1,394.1</b>	<b>1,409.5</b>	<b>5.75%</b>	<b>8.65%</b>	
	Brief Description:	Leung King Plaza, completed in 1988, comprises a 4-storey commercial/car park building (Commercial/Car Park Block), HA Open Car Parks and HA Road in Leung King Estate. There are a total of 616 parking spaces in Leung King Plaza.										
	Title Details:	The property is held by The Link Properties Limited. It comprises 54,922/426,295th equal and undivided shares of and in Tuen Mun Town Lot No. 458 and is held under a Government Lease for a term of 50 years commencing from 8 February 2001.										
<b>13</b>	<b>Choi Yuen Plaza</b>	<b>127,935</b>	<b>536</b>	<b>89.4</b>	<b>5.92%</b>	<b>1,401.7</b>	<b>8.00%</b>	<b>1,367.4</b>	<b>1,384.6</b>	<b>6.46%</b>	<b>8.64%</b>	
	Brief Description:	Choi Yuen Plaza, completed in 1982, comprises a 6-storey (include a basement level) retail/car park building (Commercial/Car Park Block), open car parks, associated areas and various shop units in Choi Chu House, Choi Yuk House, Choi Ping House and Choi Wah House (Integrated Commercial/Car Park Accommodation) in Choi Yuen Estate. There are a total of 536 car parking spaces in Choi Yuen Plaza.										
	Title Details:	The property is held by The Link Properties Limited. It comprises 34,746/286,392nd equal and undivided shares of and in Fanling Sheung Shui Town Lot No. 230 and is held under a Government Lease for a term of 50 years from 17 September 2005.										
<b>14</b>	<b>Yau Mei &amp; Ko Cheung (Lei Yue Mun Plaza)</b>	<b>99,303</b>	<b>0</b>	<b>84.8</b>	<b>5.75%</b>	<b>1,394.7</b>	<b>8.00%</b>	<b>1,281.6</b>	<b>1,338.2</b>	<b>6.34%</b>	<b>8.24%</b>	
	Brief Description:	Lei Yue Mun Plaza, completed in 2001, comprises a 4-storey retail podium underneath Blocks J, K and L of Yau Mei Court (Commercial Accommodation).										
	Title Details:	The property is held by The Link Properties Limited. It comprises 19,357/392,161st equal and undivided shares of and in New Kowloon Inland Lot No. 6459 and is held under a Government Lease for a term of 50 years from 3 June 2005.										
<b>15</b>	<b>Tai Wo Plaza</b>	<b>143,456</b>	<b>454</b>	<b>78.8</b>	<b>5.90%</b>	<b>1,342.9</b>	<b>8.00%</b>	<b>1,267.0</b>	<b>1,305.0</b>	<b>6.04%</b>	<b>8.43%</b>	
	Brief Description:	Tai Wo Plaza, completed in 1989, comprises two Commercial/Car Park Blocks (Phase 1: 3-storey plus a Basement level and Phase 2: 2-storey plus a Basement level), a single storey Cooked Food Centre and Portions of the Integrated HA Accommodation comprising shops, stores, offices and clinics on the ground, second and third floors of Oi Wo House and shops, offices and clinics on the ground, second and third floors of On Wo House and the entrance access on the ground floor of Hei Wo House that leads to the ground floor of Phase 1 Commercial Block in Tai Wo Estate. There are a total of 454 car parking spaces in Tai Wo Plaza.										
	Title Details:	The property is held by The Link Properties Limited. It comprises 40,117/414,930th equal and undivided shares of and in Tai Po Town Lot No. 176 and is held under a Government Lease for a term of 50 years commencing from 10 February 2000.										

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Analysis	
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	Indicated IRR	
<b>16</b>	<b>Nan Fung Plaza</b>	<b>83,137</b>	<b>0</b>	<b>55.0</b>	<b>5.00%</b>	<b>1,234.8</b>	<b>8.00%</b>	<b>1,210.3</b>	<b>1,222.6</b>	<b>4.50%</b>	<b>8.67%</b>	
Brief	Nan Fung Plaza, completed in 1999, comprises various commercial units, a kindergarten on ground floor and											
Description:	podium level 1 and various external wall advertising spaces of the commercial podium in Nan Fung Plaza.											
Title Details:	The property is held by The Link Properties Limited. It comprises 154,634/1,485,995th equal and undivided shares of and in Tseung Kwan O Town Lot No. 23 and is held under New Grant No. 8648 for a term commencing from 21 November 1995 and due to expire on 30 June 2047.											
<b>17</b>	<b>Wo Che Plaza</b>	<b>191,685</b>	<b>828</b>	<b>74.1</b>	<b>5.94%</b>	<b>1,213.7</b>	<b>8.00%</b>	<b>1,157.6</b>	<b>1,185.7</b>	<b>6.25%</b>	<b>8.51%</b>	
Brief	Wo Che Plaza, completed in 1977, comprises a 4-storey retail/car park building (Commercial/Car Park Block),											
Description:	various retail units on the ground floors of Tai Wo House, Foo Wo House, King Wo House, Hau Wo House and Chi Wo house (Integrated Commercial/Car Park Accommodation), associated areas and open car parks in Wo Che Estate. There are a total of 828 car parking spaces in Wo Che Plaza.											
Title Details:	The property is held by The Link Properties Limited. It comprises 55,437/474,742nd equal and undivided shares of and in Sha Tin Town Lot No. 549 and is held under a Government Lease for a term of 50 years from 23 February 2007.											
<b>18</b>	<b>Choi Ming Shopping Centre</b>	<b>99,006</b>	<b>765</b>	<b>77.2</b>	<b>5.88%</b>	<b>1,201.1</b>	<b>8.00%</b>	<b>1,152.5</b>	<b>1,176.8</b>	<b>6.56%</b>	<b>8.54%</b>	
Brief	Choi Ming SC comprises a 5-storey (including the basement) Commercial/Car Park Block, an 8-storey											
Description:	Carport Building, all those covered parking spaces on the ground floor of Choi Ming Court and the ground floor of a 6-storey Retail/Car Park Building in Kin Ming Estate (Known as Extension Block). There are a total of 765 car parking spaces in Choi Ming SC. Choi Ming Court was completed in 2001 and the Extension Block was completed in 2003.											
Title Details:	The property is held by The Link Properties Limited. Choi Ming Shopping Centre (within Choi Ming Court's portion) comprises 44,614/346,996th equal and individual shares of and in Tseung Kwan O Town Lot No. 82 and is held under a Government Lease for a term of 50 years commencing from 4 May 2001. Choi Ming Shopping Centre Extension Block comprises portion of 39,133/420,644th equal and undivided shares of and in Tseung Kwan O Town Lot No. 109 and is held under a Government Lease for a term of 50 years commencing from 15 March 2010.											
<b>19</b>	<b>Tin Chak Shopping Centre</b>	<b>142,326</b>	<b>302</b>	<b>74.0</b>	<b>6.06%</b>	<b>1,195.6</b>	<b>8.00%</b>	<b>1,135.8</b>	<b>1,165.7</b>	<b>6.35%</b>	<b>8.48%</b>	
Brief	Tin Chak SC, completed in 2001, comprises a 4-storey commercial block, a 4-storey car park building, kiosk											
Description:	at the entrance of the commercial block and associate areas in Tin Chak Estate. There are a total of 302 car parking spaces in Tin Chak SC.											
Title Details:	The property is held by The Link Properties Limited. It comprises 38,810/272,897th equal and undivided shares of and in Tin Shui Wai Town Lot No. 37 and is held under a Government Lease for a term of 50 years commencing from 14 October 2005.											

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Analysis	
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	Indicated IRR	
<b>20</b>	<b>Chuk Yuen Plaza</b>	<b>137,966</b>	<b>1,103</b>	<b>65.2</b>	<b>5.85%</b>	<b>1,160.0</b>	<b>8.00%</b>	<b>1,080.8</b>	<b>1,120.4</b>	<b>5.82%</b>	<b>8.34%</b>	
Brief Description:	Chuk Yuen Plaza, completed in 1984, comprises a 5-storey commercial block with basement car park (Commercial/Car Park Block), a 4-storey car park podium of Chui Yuen House (Multi-storey Car Park Accommodation), various shop units on the ground and second floors of Sau Yuen House, various free standing cooked food stalls (Cooked Food Stalls), various open car parking spaces (Open Car Parks) and associated areas in Chuk Yuen South Estate. There are a total of 1,103 car parking spaces in Chuk Yuen Plaza.											
Title Details:	The property is held by The Link Properties Limited. It comprises 62,198/354,665th equal and undivided shares of and in the Remaining Portion of New Kowloon Inland Lot No. 6452 and is held under a Government Lease for a term of 50 years from 16 August 2007.											
<b>21</b>	<b>Siu Sai Wan Plaza</b>	<b>101,187</b>	<b>558</b>	<b>65.4</b>	<b>5.89%</b>	<b>1,092.2</b>	<b>8.00%</b>	<b>1,013.0</b>	<b>1,052.6</b>	<b>6.22%</b>	<b>8.31%</b>	
Brief Description:	Siu Sai Wan Plaza, completed in 1989, comprises a 5-storey Shopping Centre interconnected with a 12-level Car Park Block, a 2-storey Car Park Block (i.e. Siu Sai Wan Estate Phase 3 Car Park), a post office (i.e. the Integrated Commercial Accommodation) on the ground floor of Sui Yick House and various car parking spaces in Siu Sai Wan Estate. There are a total of 558 car parking spaces in Siu Sai Wan Plaza.											
Title Details:	The property is held by The Link Properties Limited. It comprises 34,606/418,894th equal and undivided shares of and in Chai Wan Inland Lot No. 176 and is held under a Government Lease for a term of 50 years from 26 March 2007.											
<b>22</b>	<b>Tin Yiu Plaza</b>	<b>97,122</b>	<b>480</b>	<b>65.6</b>	<b>6.13%</b>	<b>1,058.6</b>	<b>8.00%</b>	<b>1,022.8</b>	<b>1,040.7</b>	<b>6.30%</b>	<b>8.60%</b>	
Brief Description:	Tin Yiu Plaza, completed in 1992, comprises a 4-storey commercial/car park building (Commercial/Car Park Block), open car parks and associated areas in Tin Yiu Estate. There are a total of 480 car parking spaces in Tin Yiu Plaza.											
Title Details:	The property is held by The Link Properties Limited. It comprises 31,581/574,611th equal and undivided shares of and in Tin Shui Wai Town Lot No. 38 and is held under a Government Lease for a term of 50 years from 17 September 2005.											
<b>23</b>	<b>Stanley Plaza</b>	<b>100,211</b>	<b>411</b>	<b>57.0</b>	<b>5.59%</b>	<b>1,050.0</b>	<b>8.00%</b>	<b>1,001.8</b>	<b>1,025.9</b>	<b>5.55%</b>	<b>8.49%</b>	
Brief Description:	Stanley Plaza, completed in phases between 1999 and 2000, consists of three portions. Portion 1, Stanley Plaza, comprises a 6-storey retail/car park building (Commercial/Car Park Block), a 3-storey retail building (Murray House) and three single-storey shop stalls/kiosks at the Village Square together with the open venue thereof. Portion 2 comprises various open car parking spaces near Lung Tak Court within Ma Hang Estate. Portion 3 comprises two shop units on the ground floor of Leung Ma House and the 2-storey basement car park building (Basement Car Park Block) situated adjacent to Leung Ma House of Ma Hang Estate. There are a total of 426 car parking spaces in Stanley Plaza.											
Title Details:	The property is held by The Link Properties Limited. It comprises 37,045/116,974th equal and undivided shares of and in Stanley Inland Lot No.98 and is held under a Government Lease for a term of 50 years from 11 June 2009.											

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Analysis	
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	Indicated IRR	
<b>24</b>	<b>Yat Tung Shopping Centre</b>	<b>192,619</b>	<b>1,900</b>	<b>57.4</b>	<b>6.07%</b>	<b>972.6</b>	<b>8.00%</b>	<b>930.4</b>	<b>951.5</b>	<b>6.04%</b>	<b>8.53%</b>	
Brief Description:	Yat Tung SC, completed in phases between 2001 and 2003, comprises a 3-storey Commercial Centre 1 (Commercial Blocks), a 4-storey Commercial Centre 2 (Commercial Blocks), a 6-storey Car Park Block (Multi-Storey Car Park 1), a second 6-storey Car Park Block (Commercial/Car Park Block), a third 6-storey Car Park Block (Multi-Storey Car Park 3), various open car parks and associated areas in Yat Tung Estate. There are a total of 1,900 car parking spaces in Yat Tung SC.											
Title Details:	The property is held by The Link Properties Limited. It comprises 107,811/930,819th equal and undivided shares of and in Tung Chung Town Lot No. 30 and is held under a Government Lease for a term of 50 years from 5 February 2009.											
<b>25</b>	<b>Tak Tin Plaza</b>	<b>98,492</b>	<b>754</b>	<b>56.8</b>	<b>6.04%</b>	<b>927.5</b>	<b>8.00%</b>	<b>878.2</b>	<b>902.9</b>	<b>6.30%</b>	<b>8.46%</b>	
Brief Description:	Tak Tin Plaza, completed in 1991, comprises a 4-storey commercial building ("Commercial Block"), a 7-storey (14 split-levels) car park building ("Car Park Block A"), a 6-storey (10 split-levels) car park building ("Car Park Block B"), a single-storey car park podium ("Car Park Block C") located underneath the residential block of Tak Hong House, open car parking spaces near to Tak Shing House, and portions of the Integrated HA Accommodation on the 2nd Floor of Tak King House in Tak Tin Estate. There are a total of 754 car parking spaces in Tak Tin Plaza.											
Title Details:	The property is held by The Link Properties Limited. It comprises 25,782/308,756th equal and undivided shares of and in New Kowloon Inland Lot No. 6326 and is held under a Government Lease for a term of 50 years commencing from 18 March 1999.											
<b>26</b>	<b>Fu Tung Plaza</b>	<b>104,686</b>	<b>537</b>	<b>52.3</b>	<b>6.11%</b>	<b>877.8</b>	<b>8.00%</b>	<b>842.5</b>	<b>860.2</b>	<b>6.09%</b>	<b>8.55%</b>	
Brief Description:	Fu Tung Plaza, completed in 1997, comprises a 4-storey retail/car park building (Commercial/Car Park Block), a 3-storey car park building (Car Park Block) and various open car parks (Open Car Parks) and associated areas in Fu Tung Estate. There are a total of 537 car parking spaces in Fu Tung Plaza.											
Title Details:	The property is held by The Link Properties Limited. It comprises 44,218/209,377th equal and undivided shares of and in Tung Chung Town Lot No. 40 and is held under a Government Lease for a term of 50 years from 30 April 2008.											
<b>27</b>	<b>Chung On Shopping Centre</b>	<b>83,856</b>	<b>995</b>	<b>51.9</b>	<b>6.53%</b>	<b>782.4</b>	<b>8.00%</b>	<b>779.7</b>	<b>781.1</b>	<b>6.65%</b>	<b>8.82%</b>	
Brief Description:	Chung On SC, completed in 1996, comprises a 6-storey (including roof) Commercial/Car Park Block with associated areas, covered parking spaces on the ground floor of Chung Ping House (namely the Integrated Commercial/Car Park Accommodation) and all the open car parks in Chung On Estate. There are a total of 995 car parking spaces in Chung On SC.											
Title Details:	The property is held by The Link Properties Limited. It comprises 41,385/223,886th equal and undivided shares of and in Sha Tin Town Lot No. 544 and is held under a Government Lease for a term of 50 years from 14 October 2005.											

No.	Property name	IFA (sqft)	Car Park Spaces	Income Capitalization		DCF Analysis		Assessment as at	Analysis		
				Net Passing Income HK\$pa (M)	Cap. Rate	Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	31 March 2012	Initial Yield
<b>28</b>	<b>Oi Man Shopping Centre</b>	<b>140,803</b>	<b>808</b>	<b>29.6</b>	<b>6.09%</b>	<b>769.7</b>	<b>8.00%</b>	<b>752.7</b>	<b>761.2</b>	<b>3.89%</b>	<b>8.64%</b>
Brief Description:	Oi Man SC, completed in 1975, comprises a 3-storey retail building linked with four 3-storey garage buildings namely Garages A to D (Multi-storey Commercial/Car Park Accommodation), various cooked food stalls (Commercial Block 1), a single storey wet market (Commercial Block 2), various open car parking areas, various shop units on ground floors of Chiu Man House, Hong Man House and Chung Man House and the associated areas within Oi Man Estate. There are a total of 808 car parking spaces within Oi Man SC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 54,395/204,983rd equal and undivided shares of and in the Remaining Portion of Kowloon Inland Lot No. 9826 and is held under Conditions of Grant No.UB10562 for a term of 75 years commencing from 1 April 1968.										
<b>29</b>	<b>Choi Wan Commercial Complex</b>	<b>166,255</b>	<b>859</b>	<b>37.3</b>	<b>6.08%</b>	<b>732.4</b>	<b>8.00%</b>	<b>715.0</b>	<b>723.7</b>	<b>5.15%</b>	<b>8.67%</b>
Brief Description:	Choi Wan CC, completed in 1980, comprises a 5-storey (with split-levels on lower ground, ground and first floors) retail/car park building standing beside Block 6 (Commercial/Car Park Block 1), a 7-storey retail/car park building beside Block 15 (Commercial/Car Park Block 2), a 2-storey building (Commercial Block 1), various shop units on the ground and first floors of Fei Fung House, various free standing cooked food stalls (Commercial Block 2) and various open car parks, associated areas and integrated accommodations in Choi Wan Estate (Open Car Parks). There are a total of 859 car parking spaces in Choi Wan CC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 61,003/394,552th equal and undivided shares of and in the Remaining Portion of New Kowloon Inland Lot No. 6461 and is held under a Government Lease for a term of 50 years from 29 December 2008.										
<b>30</b>	<b>Tin Shui Shopping Centre</b>	<b>72,898</b>	<b>577</b>	<b>49.8</b>	<b>6.35%</b>	<b>734.5</b>	<b>8.00%</b>	<b>701.5</b>	<b>718.0</b>	<b>6.93%</b>	<b>8.51%</b>
Brief Description:	Tin Shui SC, completed in 1992, comprises a 2-storey commercial block, a 4-storey commercial/car park block (connected internally and together known as Commercial/Car Park Block), various open car parks and associated areas in Tin Shui Estate. There are a total of 577 car parking spaces in Tin Shui SC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 34,646/599,404th equal and undivided shares of and in Tin Shui Wai Town Lot No. 39 and is held under a Government Lease for a term of 50 years from 5 September 2007.										
<b>31</b>	<b>Tin Shing Shopping Centre</b>	<b>80,235</b>	<b>1,458</b>	<b>47.2</b>	<b>6.48%</b>	<b>713.6</b>	<b>8.00%</b>	<b>706.9</b>	<b>710.3</b>	<b>6.65%</b>	<b>8.78%</b>
Brief Description:	Tin Shing SC, completed in 2000, comprises an 8-storey commercial/car park building (Ting Shing Commercial Centre), a 3-storey kindergarten and day nursery (Ancillary Facilities Block) in Tin Shing Estate. There are a total of 1,458 car parking spaces in Tin Shing SC.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A and 1,480/357,800th equal and undivided shares of and in the Remaining Portion of Tin Shui Wai Town Lot No. 17 that is held under a Government Lease for a term of 50 years from 28 November 1997.										

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Analysis	
					Cap. Rate	Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	Indicated IRR
<b>32</b>	<b>Sha Kok Commercial Centre</b>	<b>102,554</b>	<b>662</b>	<b>41.7</b>	<b>6.40%</b>	<b>702.5</b>	<b>8.00%</b>	<b>687.8</b>	<b>695.2</b>	<b>6.00%</b>	<b>8.69%</b>
	Brief Description:	Sha Kok CC, completed in 1980, comprises a 4-storey retail/car park building (Commercial Block), various shop units on the ground floors of Sand Martin House and Osprey House (Integrated Commercial/Car Park Accommodation), several cooked food stalls and open car parks in Sha Kok Estate. There are a total of 662 car parking spaces in Sha Kok CC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 32,438/340,309th equal and undivided shares of and in Sha Tin Town Lot No. 552 and is held under a Government Lease for a term of 50 years from 3 July 2008.									
<b>33</b>	<b>Homantin Plaza</b>	<b>101,470</b>	<b>299</b>	<b>42.0</b>	<b>6.24%</b>	<b>670.0</b>	<b>8.00%</b>	<b>642.0</b>	<b>656.0</b>	<b>6.40%</b>	<b>8.54%</b>
	Brief Description:	Homantin Plaza, completed in 2001, comprises a 4-storey commercial/car park building and a 3-storey car park block in Homantin Estate. There are a total of 299 car parking spaces in Homantin Plaza.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 3,411/57,202nd equal and undivided shares of and in Section A and 20,327/214,270th equal and undivided shares of and in the Remaining Portion of Kowloon Inland Lot No. 11119 that is held under a Government Lease for a term of 50 years from 20 November 1998.									
<b>34</b>	<b>Kwong Yuen Shopping Centre</b>	<b>80,678</b>	<b>736</b>	<b>41.9</b>	<b>6.49%</b>	<b>651.4</b>	<b>8.00%</b>	<b>638.7</b>	<b>645.1</b>	<b>6.50%</b>	<b>8.70%</b>
	Brief Description:	Kwong Yuen SC, completed in 1991, comprises five 2-storey to 3-storey retail buildings (Commercial Complex-Commercial Block Nos 1-5) with associated area, two separate 5-storey and 6-storey car park buildings (Car Park Block Nos 1 & 2) with associated area and open car parks in Kwong Yuen Estate. There are a total of 736 car parking spaces in Kwong Yuen SC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 29,929/279,026th equal and undivided shares of and in Sha Tin Town Lot No. 506 and is held under a Government Lease for a term of 50 years from 8 February 2001.									
<b>35</b>	<b>Yu Chui Shopping Centre</b>	<b>105,873</b>	<b>1,175</b>	<b>39.0</b>	<b>6.29%</b>	<b>643.3</b>	<b>8.00%</b>	<b>620.1</b>	<b>631.7</b>	<b>6.18%</b>	<b>8.59%</b>
	Brief Description:	Yu Chui SC, completed in 2001, comprises a 7-storey including mezzanine floor shopping centre (Commercial Complex), a 4-storey stand-alone ancillary facilities building (Car Park and Ancillary Facilities Block) and various open loading and unloading spaces in Yu Chui Court. There are a total of 1,175 car parking spaces provided in Yu Chui SC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 48,967/361,200th equal and undivided shares of and in Sha Tin Town Lot No. 462 and is held under a Government Lease for a term of 50 years from 18 May 2001.									

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Analysis
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	
<b>36</b>	<b>Heng On Commercial Centre</b>	<b>115,001</b>	<b>585</b>	<b>41.9</b>	<b>6.53%</b>	<b>635.2</b>	<b>8.00%</b>	<b>621.1</b>	<b>628.2</b>	<b>6.67%</b>	<b>8.69%</b>
Brief Description:	Heng On CC, completed in 1987, comprises a 5-storey commercial/car park building (Commercial/Car Park Block), all those associated areas and lorry parking spaces along the Estate Roads in Heng On Estate. There are a total of 585 car parking spaces in Heng On CC.										
Title Details:	The property is held by The Link Properties Limited. The Commercial/Car Park Block and Associated Areas comprises 39,206/40,831st equal and undivided shares of and in Section C of Sha Tin Town Lot No. 500. The Lorry Parking Spaces along Estate Roads comprise 812/247,314th equal and undivided shares of and in the Remaining Portion of Sha Tin Town Lot No. 500. They are held under a Government Lease for a term of 50 years from 8 April 1998.										
<b>37</b>	<b>Hin Keng Shopping Centre</b>	<b>95,435</b>	<b>636</b>	<b>38.7</b>	<b>6.41%</b>	<b>628.7</b>	<b>8.00%</b>	<b>613.6</b>	<b>621.2</b>	<b>6.23%</b>	<b>8.68%</b>
Brief Description:	Hin Keng SC, completed in 1987, comprises a 6-storey retail/car park building with basement floor (Commercial/Car Park Complex), open car parks, several cooked food stalls and HA Roads in Hin Keng Estate. There are a total of 636 car parking spaces in Hin Keng SC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 37,320/396,392nd equal and undivided shares of and in Sha Tin Town Lot No. 503 and is held under a Government Lease for a term of 50 years from 10 February 2000.										
<b>38</b>	<b>Lek Yuen Plaza</b>	<b>105,735</b>	<b>438</b>	<b>38.6</b>	<b>6.18%</b>	<b>630.8</b>	<b>8.00%</b>	<b>595.7</b>	<b>613.3</b>	<b>6.30%</b>	<b>8.44%</b>
Brief Description:	Lek Yuen Plaza, completed in 1976, comprises a 3-storey retail/car park block (Commercial/Car Park Block), various retail units and premises on the ground to second floors of Wing Shui House, Wah Fung House, Fu Yu House, Fook Hoi House and Kwai Wo House (Integrated Commercial/Car Park Accommodation) as well as open car parks in Lek Yuen Estate. There are a total of 438 car parking spaces in Lek Yuen Plaza.										
Title Details:	The property is held by The Link Properties Limited. It comprises 28,600/199,774th equal and undivided shares of and in Sha Tin Town Lot No. 550 and is held under a Government Lease for a term of 50 years from 7 May 2007.										
<b>39</b>	<b>Maritime Bay</b>	<b>41,017</b>	<b>0</b>	<b>25.7</b>	<b>5.00%</b>	<b>588.6</b>	<b>8.00%</b>	<b>605.8</b>	<b>597.2</b>	<b>4.30%</b>	<b>8.99%</b>
Brief Description:	Maritime Bay, completed in 1998, comprises various commercial units on ground floor and upper ground floor of the commercial accommodation of Maritime Bay.										
Title Details:	The property is held by Great Land (HK) Limited. It comprises 573/5,411th equal and undivided shares of and in Tseung Kwan O Town Lot No. 49 and is held under New Grant No. 8530 for a term commencing from 27 March 1995 and due to expire on 30 June 2047.										

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at	Analysis
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	31 March 2012	
<b>40</b>	<b>Shun Lee Commercial Centre</b>	<b>214,754</b>	<b>731</b>	<b>35.4</b>	<b>6.34%</b>	<b>605.7</b>	<b>8.00%</b>	<b>583.3</b>	<b>594.5</b>	<b>5.95%</b>	<b>8.58%</b>
	Brief Description:	Shun Lee CC, completed in 1978, comprises a 4-storey Commercial Complex I, a 3-storey Commercial Complex II, a 3-storey Car Park Block A, a 3-storey Car Park Block C and retail units at Lee Foo House, Lee Hong House, Lee Yat House and Lee Yip House as well as open car parks in Shun Lee Estate. There are a total of 731 car parking spaces in Shun Lee CC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 56,354/295,872nd equal and undivided shares of and in New Kowloon Inland Lot No. 6465 and is held under a Government Lease for a term of 50 years from 31 March 2010.									
<b>41</b>	<b>Fu Shin Shopping Centre</b>	<b>98,567</b>	<b>525</b>	<b>36.6</b>	<b>6.48%</b>	<b>595.7</b>	<b>8.00%</b>	<b>585.6</b>	<b>590.7</b>	<b>6.20%</b>	<b>8.72%</b>
	Brief Description:	Fu Shin SC, completed in 1986, comprises an 8-storey Commercial/Car Park Building, a single-storey Cooked Food Stalls, various associated areas and open car parking spaces in Fu Shin Estate. There are a total of 525 car parking spaces in Fu Shin SC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 33,761/330,620th equal and undivided shares of and in Tai Po Town Lot No. 189 and is held under a Government Lease for a term of 50 years from 14 October 2005.									
<b>42</b>	<b>Po Tat Shopping Centre</b>	<b>83,797</b>	<b>1,083</b>	<b>37.7</b>	<b>6.37%</b>	<b>589.4</b>	<b>8.00%</b>	<b>577.5</b>	<b>583.5</b>	<b>6.47%</b>	<b>8.70%</b>
	Brief Description:	Po Tat SC, completed in 2002, comprises a 7-storey retail/car park building (Commercial Centre), two 3-storey car park podiums underneath Blocks A to C (Car Park Podium I) and Blocks D to F (Car Park Podium II), Integrated Commercial/Car Park Accommodation in Tat Cheung House and various associated areas in Po Tat Estate. There are a total of 1,083 car parking spaces in Po Tat SC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 75,195/546,029th equal and undivided shares of and in New Kowloon Inland Lot No. 6470 and is held under a Government Lease for a term of 50 years from 9 April 2009.									
<b>43</b>	<b>Tai Yuen Commercial Centre</b>	<b>136,217</b>	<b>594</b>	<b>32.1</b>	<b>5.94%</b>	<b>590.6</b>	<b>8.00%</b>	<b>559.1</b>	<b>574.9</b>	<b>5.59%</b>	<b>8.44%</b>
	Brief Description:	Tai Yuen CC, completed in 1980, comprises a 3-storey (including basement) commercial building (Commercial Block A), a 4-storey commercial building (Commercial Block B), a 4-storey Car Park Block, various commercial accommodations in Tai Wing House, Tai Man House and Tai Tak House, various associated areas, a pump room and various open car parks in Tai Yuen Estate. There are a total of 594 car parking spaces in Tai Yuen CC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 38,718/353,530th equal and undivided shares of and in Tai Po Town Lot No. 192 and is held under a Government Lease for a term of 50 years commencing from 29 June 2007.									

No.	Property name	IFA (sqft)	Car Park Spaces	Income Capitalization		DCF Analysis		Assessment as at	Analysis		
				Net Passing Income HK\$pa (M)	Cap. Rate	Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	31 March 2012	Initial Yield
<b>44</b>	<b>Cheung Hong Commercial Centre</b>	<b>135,028</b>	<b>709</b>	<b>32.2</b>	<b>6.66%</b>	<b>567.4</b>	<b>8.00%</b>	<b>562.3</b>	<b>564.9</b>	<b>5.69%</b>	<b>8.78%</b>
	Brief Description:	Cheung Hong CC, completed in 1980, comprises a 5-storey (including Lower Ground Floor) commercial/car park building known as Commercial Centre No. 1, a 4-storey commercial building known as Commercial Centre No. 2, a 3-storey car park building known as Car Park Block No. 1, a 3-storey car park/market/games area complex known as Car Park Block No. 2, various shop stalls and welfare units on the ground and 1st floors of Hong Wo House, various shop units at Hong Fu House, Hong Tai House and Hong Kwai House, a 2-storey restaurant block, various cooked food stalls and open car parks within Cheung Hong Estate. There are a total of 709 car parking spaces in Cheung Hong CC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 48,055/467,365th equal and undivided shares of and in Tsing Yi Town Lot No. 175 and is held under a Government Lease for a term of 50 years from 10 September 2009.									
<b>45</b>	<b>Tsui Ping North Shopping Circuit</b>	<b>109,067</b>	<b>421</b>	<b>34.1</b>	<b>6.40%</b>	<b>567.2</b>	<b>8.00%</b>	<b>546.7</b>	<b>557.0</b>	<b>6.13%</b>	<b>8.59%</b>
	Brief Description:	Tsui Ping North SC, completed in 1990, comprises a 2-storey retail podium with associated areas (Commercial Complex), a 4-storey car park building with associated area and external walls (Car Park Block), portions of the Integrated HA Accommodation in Tsui Tsz House, Tsui Lau House, Tsui Pak House, Tsui On House, Tsui Yue House and Tsui To House as well as various open car parks in Tsui Ping (North) Estate. There are a total of 421 car parking spaces in Tsui Ping North SC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 31,542/345,220th equal and undivided shares of and in Kwun Tong Inland Lot No. 754 and is held under a Government Lease for a term of 50 years from 24 January 2002.									
<b>46</b>	<b>Yau Oi Commercial Centre</b>	<b>101,118</b>	<b>780</b>	<b>35.6</b>	<b>6.36%</b>	<b>567.4</b>	<b>8.00%</b>	<b>546.1</b>	<b>556.8</b>	<b>6.39%</b>	<b>8.57%</b>
	Brief Description:	Yau Oi CC, completed in 1980, comprises a 3-storey commercial complex composing the Restaurant Block and portions of Oi Yung House, an annexed single storey commercial podium, a 6-storey (including Mezzanine Floor) car park and market building, a 4-storey split-level car park building, various cooked food stalls and open car parks in Yau Oi Estate. There are a total of 780 parking spaces in Yau Oi CC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 41,037/551,040th equal and undivided shares of and in Tuen Mun Town Lot No. 479 and is held under a Government Lease for a term of 50 years from 14 July 2010.									

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Analysis	
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	Indicated IRR	
<b>47</b>	<b>Sun Chui Shopping Centre</b>	<b>77,236</b>	<b>620</b>	<b>32.7</b>	<b>6.39%</b>	<b>562.0</b>	<b>8.00%</b>	<b>548.1</b>	<b>555.1</b>	<b>5.90%</b>	<b>8.65%</b>	
Brief Description:	Sun Chui SC, completed in 1983, comprises a 2-storey retail building (Commercial Centre), a single storey market building (Market), a separate 3-storey car park building (Car Park 1), two separate single storey car park buildings (Car Parks 2 & 3), premises on the ground and second floors of Sun Yee House (Portions of the Integrated HA Accommodation), several cooked food stalls and open car parks in Sun Chui Estate. There are a total of 620 car parking spaces in Sun Chui SC.											
Title Details:	The property is held by The Link Properties Limited. It comprises 27,934/395,903rd equal and undivided shares of and in Sha Tin Town Lot No. 554 and is held under a Government Lease for a term of 50 years from 25 May 2009.											
<b>48</b>	<b>Po Lam Shopping Centre</b>	<b>101,809</b>	<b>398</b>	<b>36.5</b>	<b>6.48%</b>	<b>555.9</b>	<b>8.00%</b>	<b>549.2</b>	<b>552.6</b>	<b>6.60%</b>	<b>8.75%</b>	
Brief Description:	Po Lam SC, completed in 1989, comprises a 4-storey Commercial Complex I, a 3-storey Commercial Complex II, a 3-storey Car Park Block, the Integrated HA Accommodation in Po Ning House and Po Kan House, various open car parks as well as the electricity sub-station in Po Lam Estate. There are a total of 398 car parking spaces in Po Lam SC.											
Title Details:	The property is held by The Link Properties Limited. It comprises 25,495/341,494th equal and undivided shares of and in Tseung Kwan O Town Lot No. 88 and is held under a Government Lease for a term of 50 years from 19 October 2004.											
<b>49</b>	<b>Oi Tung Shopping Centre</b>	<b>81,184</b>	<b>634</b>	<b>34.2</b>	<b>6.25%</b>	<b>553.6</b>	<b>8.00%</b>	<b>539.9</b>	<b>546.8</b>	<b>6.26%</b>	<b>8.67%</b>	
Brief Description:	Oi Tung SC, completed in 2000, comprises a 3-storey retail building (Commercial Centre), a 6-storey car-parking podium accommodating various welfare units and car parking spaces within Oi Sin House (Multi-storey Commercial/Car Park Accommodation and the Integrated Commercial/Car Park Accommodation) and various associated areas in Oi Tung Estate. There are a total of 634 car parking spaces in Oi Tung SC.											
Title Details:	The property is held by The Link Properties Limited. It comprises 34,910/194,191st equal and undivided shares of and in Shau Kei Wan Inland Lot No. 849 and is held under a Government Lease for a term of 50 years from 17 September 2005.											
<b>50</b>	<b>Fung Tak Shopping Centre</b>	<b>72,346</b>	<b>487</b>	<b>30.3</b>	<b>6.19%</b>	<b>543.9</b>	<b>8.00%</b>	<b>519.3</b>	<b>531.6</b>	<b>5.70%</b>	<b>8.52%</b>	
Brief Description:	Fung Tak SC, completed in 1991, comprises a 4-storey commercial building (Commercial Centre), various shop units at Ban Fung House and Ngan Fung House and a 6-storey car park building in Fung Tak Estate. There are a total of 487 car parking spaces in Fung Tak SC.											
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Sections A and C and 1,070/202,138th equal and undivided shares of and in the Remaining Portion of New Kowloon Inland Lot No. 6318 that is held under a Government Lease for a term of 50 years from 8 April 1998.											

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at	Analysis
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	31 March 2012	
<b>51</b>	<b>Shan King Commercial Centre</b>	<b>128,319</b>	<b>638</b>	<b>29.8</b>	<b>6.38%</b>	<b>533.3</b>	<b>8.00%</b>	<b>519.3</b>	<b>526.3</b>	<b>5.65%</b>	<b>8.66%</b>
	Brief Description:	Shan King CC, completed in 1983, comprises a 5-storey Car Park/Commercial Complex, a 4-storey Car Park/Community Block, portions of the Integrated HA Accommodation on the ground and second floors of King Wah House, the ground floor cooked food stalls and open car parks in Shan King Estate. There are a total of 638 car parking spaces in Shan King CC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 41,369/477,867th equal and undivided shares of and in Tuen Mun Town Lot No. 469 and is held under a Government Lease for a term of 50 years from 20 August 2004.									
<b>52</b>	<b>On Ting Commercial Complex</b>	<b>102,950</b>	<b>546</b>	<b>20.7</b>	<b>6.08%</b>	<b>513.9</b>	<b>8.00%</b>	<b>499.4</b>	<b>506.7</b>	<b>4.09%</b>	<b>8.63%</b>
	Brief Description:	On Ting CC, completed in 1980, comprises a 5-storey (including a Mezzanine Floor) Car Park and Market Building, a 6-storey Commercial Accommodation that occupies portion of Ting Cheung House, an adjacent 3-storey new Annex Block, a Restaurant Block and various open car parks and associated areas in On Ting Estate. There are a total of 546 car parking spaces in On Ting CC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 41,242/323,574th equal and undivided shares of and in the Remaining Portion of Tuen Mun Town Lot No. 476 and is held under a Government Lease for a term of 50 years from 29 September 2009.									
<b>53</b>	<b>Shek Lei Shopping Centre Phase II</b>	<b>83,890</b>	<b>179</b>	<b>30.5</b>	<b>6.38%</b>	<b>498.0</b>	<b>8.00%</b>	<b>480.0</b>	<b>489.0</b>	<b>6.23%</b>	<b>8.59%</b>
	Brief Description:	Shek Lei SC Phase II, completed in 1999, comprises a 6-storey commercial/car park building (Commercial/Car Park Block) in Shek Lei Estate. There are a total of 179 car parking spaces in Shek Lei SC Phase II.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 28,398/655,826th equal and undivided shares of and in The Remaining Portion of Kwai Chung Town Lot No. 505 and is held under a Government Lease for a term of 50 years from 31 March 2010.									
<b>54</b>	<b>Lei Tung Commercial Centre</b>	<b>90,868</b>	<b>687</b>	<b>23.5</b>	<b>6.54%</b>	<b>484.3</b>	<b>8.00%</b>	<b>478.8</b>	<b>481.6</b>	<b>4.87%</b>	<b>8.76%</b>
	Brief Description:	Lei Tung CC, completed in 1988, comprises a 4-storey retail building (Commercial Complex 1) and a 7-storey (including 3 split-level basement car parks) retail/car park building (Commercial Complex 2) interlinked by 2 footbridges across Lei Tung Estate Bus Terminus, a 4-level car park/market building (Car Park/Market Block), a 3-level car park/community hall building (Car Park/Community Hall Block), various ancillary units and car parking spaces on ground, second & third floors of Tung Hing House, ground floor of Tung Mau House, basement, ground & second floors of Tung Sing House, second to fourth floors of Tung On House (Portions of the Integrated HA Accommodation) and various associated areas within Commercial Complex 1, Car Park/Market Block and Car Park/Community Hall (Associated Areas to the Detached HA Accommodation) within Lei Tung Estate. There are a total of 687 car parking spaces in Lei Tung CC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 45,424/451,716th equal and undivided shares of and in Ap Lei Chau Inland Lot No. 133 and is held under a Government Lease for a term of 50 years from 20 December 2004.									

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at	Analysis
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	31 March 2012	
<b>55</b>	<b>Hing Wah Plaza</b>	<b>82,011</b>	<b>268</b>	<b>30.0</b>	<b>5.86%</b>	<b>495.8</b>	<b>8.00%</b>	<b>461.0</b>	<b>478.4</b>	<b>6.27%</b>	<b>8.33%</b>
	Brief Description:	Hing Wah Plaza, completed in 2000, comprises a 2-storey Commercial Centre, a 9-storey Car Park Block, the Integrated Commercial/Car Park Accommodation on the ground floor (Podium Level) of May Wah House and associated areas in Hing Wah Estate. There are a total of 268 car parking spaces in Hing Wah Plaza.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 27,675/160,197th equal and undivided shares of and in Chai Wan Inland Lot No. 177 and is held under a Government Lease for a term of 50 years from 28 February 2007.									
<b>56</b>	<b>Kwai Fong Plaza</b>	<b>57,822</b>	<b>483</b>	<b>29.1</b>	<b>6.37%</b>	<b>465.1</b>	<b>8.00%</b>	<b>455.0</b>	<b>460.1</b>	<b>6.32%</b>	<b>8.69%</b>
	Brief Description:	Kwai Fong Plaza, completed by phases in 1995 and 2000, comprises a 6-storey Car Park Block 1, the roof and upper roof of Car Park Block 2, a 2-storey Commercial/Car Park Block, the Integrated Commercial/Car Park Accommodations in Kwai Oi House and Kwai Kin House, the Multi-storey Commercial/Car Park Accommodation, open car parks and associated areas in Kwai Fong Estate. There are a total of 483 car parking spaces in Kwai Fong Plaza.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 24,107/408,730th equal and undivided shares of and in Kwai Chung Town Lot No. 500 and is held under a Government Lease for a term of 50 years from 27 March 2009.									
<b>57</b>	<b>Fu Heng Shopping Centre</b>	<b>56,496</b>	<b>517</b>	<b>30.7</b>	<b>6.63%</b>	<b>460.2</b>	<b>8.00%</b>	<b>456.2</b>	<b>458.2</b>	<b>6.70%</b>	<b>8.79%</b>
	Brief Description:	Fu Heng SC, completed in 1990, comprises a 3-storey (including a Semi-Basement) Commercial/Car Park Building with a 2-storey Car Park/Indoor Recreational Centre annexed thereto (i.e. Multi-purpose Complex), a 3-storey Car Park Block and various open car parking spaces on the estate road of Fu Heng Estate. The Indoor Recreational Centre does not form part of Fu Heng SC. There are a total of 517 car parking spaces in Fu Heng SC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 22,900/358,013th equal and undivided shares of and in Tai Po Town Lot No. 178 and is held under a Government Lease for a term of 50 years commencing from 10 February 2000.									
<b>58</b>	<b>Lung Hang Commercial Centre</b>	<b>69,278</b>	<b>440</b>	<b>27.5</b>	<b>6.44%</b>	<b>458.8</b>	<b>8.00%</b>	<b>452.6</b>	<b>455.7</b>	<b>6.02%</b>	<b>8.74%</b>
	Brief Description:	Lung Hang CC, completed in 1983, comprises a 3-storey retail/car park building (Commercial Complex), a single storey market building (Market), a single storey car park building (Car Park Block), cooked food stalls and open car parks in Lung Hang Estate. There are a total of 440 car parking spaces in Lung Hang CC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 23,047/289,255th equal and undivided shares of and in Sha Tin Town Lot No. 557 and is held under a Government Lease for a term of 50 years from 31 March 2010.									

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Analysis	
					Cap. Rate	Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	Indicated IRR
<b>59</b>	<b>Fu Tai Shopping Centre</b>	<b>62,639</b>	<b>635</b>	<b>28.1</b>	<b>6.37%</b>	<b>449.1</b>	<b>8.00%</b>	<b>433.2</b>	<b>441.2</b>	<b>6.38%</b>	<b>8.59%</b>
	Brief Description:	Fu Tai SC, completed in 2000, comprises a 6-storey Commercial/Car Park Accommodation, various open car parks and associated areas in Fu Tai Estate. There are a total of 635 car parking spaces in Fu Tai SC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 38,769/382,833rd equal and undivided shares of and in Tuen Mun Town Lot No. 418 and is held under a Government Lease for a term of 50 years from 12 March 2001.									
<b>60</b>	<b>Kwong Fuk Commercial Centre</b>	<b>69,016</b>	<b>461</b>	<b>26.5</b>	<b>6.56%</b>	<b>439.6</b>	<b>8.00%</b>	<b>433.1</b>	<b>436.4</b>	<b>6.07%</b>	<b>8.74%</b>
	Brief Description:	Kwong Fuk CC, completed in 1983, comprises a 3-storey Commercial Complex erected over a 2-storey Car Park and Market Complex, various ground floor shops at Kwong Yan House, all the cooked food stalls and open car parks within Kwong Fuk Estate. There are a total of 461 parking spaces in Kwong Fuk CC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 23,946/351,384th equal and undivided shares of and in Tai Po Town Lot No. 196 and is held under a Government Lease for a term of 50 years from 17 March 2010.									
<b>61</b>	<b>Tai Hing Commercial Centre</b>	<b>112,991</b>	<b>672</b>	<b>22.1</b>	<b>6.46%</b>	<b>440.2</b>	<b>8.00%</b>	<b>432.4</b>	<b>436.3</b>	<b>5.06%</b>	<b>8.72%</b>
	Brief Description:	Tai Hing CC, completed in 1977, comprises two 2-storey commercial blocks (Blocks 1 & 2), various open car parks and associated areas in Tai Hing Estate. Commercial Block 1 is intersected by Tai Fong Street into two parts and connected via a footbridge on the 1st floor. There are a total of 672 car parking spaces in Tai Hing CC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 27,288/474,882nd equal and undivided shares of and in Remaining Portion of Tuen Mun Town Lot No. 484 and is held under a Government Lease for a term of 50 years from 18 March 2009.									
<b>62</b>	<b>Wah Ming Shopping Centre</b>	<b>66,528</b>	<b>295</b>	<b>27.4</b>	<b>6.49%</b>	<b>441.1</b>	<b>8.00%</b>	<b>431.4</b>	<b>436.3</b>	<b>6.28%</b>	<b>8.69%</b>
	Brief Description:	Wah Ming SC, completed in 1990, comprises two 3-storey retail/car park blocks (Commercial/Car Park Blocks) interlinked by a footbridge on the second floor, and portions of the parking areas within Wah Ming Estate. There are a total of 295 car parking spaces in Wah Ming SC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 22,726/324,858th equal and undivided shares of and in Fanling Sheung Shui Town Lot No. 204 and is held under a Government Lease for a term of 50 years from 18 March 1999.									

No.	Property name	IFA (sqft)	Car Park Spaces	Income Capitalization		DCF Analysis		Assessment as at	Analysis		
				Net Passing Income HK\$pa (M)	Cap. Rate	Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	Indicated IRR
<b>63</b>	<b>Kwai Shing East Shopping Centre</b>	<b>110,848</b>	<b>583</b>	<b>24.7</b>	<b>6.23%</b>	<b>437.7</b>	<b>8.00%</b>	<b>418.7</b>	<b>428.2</b>	<b>5.77%</b>	<b>8.53%</b>
Brief	Kwai Shing East SC, completed in 1999, comprises a 5-storey commercial block (Shopping Centre), another										
Description:	5-storey commercial block, a stand-alone single-storey retail block and a single-storey carport underneath Shing Ka House in Kwai Shing East Estate. There are a total of 583 car parking spaces in Kwai Shing East SC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 50,672/426,967th equal and undivided shares of and in Kwai Chung Town Lot No. 498 and is held under a Government Lease for a term of 50 years from 13 October 2009.										
<b>64</b>	<b>Un Chau Shopping Centre</b>	<b>50,478</b>	<b>213</b>	<b>25.9</b>	<b>5.98%</b>	<b>435.9</b>	<b>8.00%</b>	<b>408.3</b>	<b>422.1</b>	<b>6.13%</b>	<b>8.38%</b>
Brief	Un Chau SC, completed in 1999, comprises a 2-storey retail building (Commercial Podium), a single-storey										
Description:	car park podium under Un Hong House (Car Park Podium) and a 2-storey car park building (Car Park Block) in Un Chau Estate. There are a total of 213 car parking spaces in Un Chau SC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 17,388/355,830th equal and undivided shares of and in New Kowloon Inland Lot No. 6478 and is held under a Government Lease for a term of 50 years from 11 March 2010.										
<b>65</b>	<b>Mei Lam Commercial Centre</b>	<b>86,352</b>	<b>375</b>	<b>24.7</b>	<b>6.46%</b>	<b>415.9</b>	<b>8.00%</b>	<b>413.7</b>	<b>414.8</b>	<b>5.95%</b>	<b>8.80%</b>
Brief	Mei Lam CC, completed in 1981, comprises a 3-storey retail building (Commercial Complex), an adjoining										
Description:	4-storey car park building (Multi-Storey Car Park), various retail units on the ground floor of Mei Fung House (Portions of the Integrated HA Accommodation), cooked food stalls and open car parks in Mei Lam Estate. There are a total of 375 car parking spaces in Mei Lam CC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 29,125/273,313th equal and undivided shares of and in Sha Tin Town Lot No. 558 and is held under a Government Lease for a term of 50 years from 22 March 2010.										
<b>66</b>	<b>Tai Wo Hau Commercial Centre</b>	<b>78,834</b>	<b>609</b>	<b>24.7</b>	<b>6.74%</b>	<b>406.3</b>	<b>8.00%</b>	<b>407.2</b>	<b>406.8</b>	<b>6.08%</b>	<b>8.86%</b>
Brief	Tai Wo Hau CC, completed in two phases in 1984 and 1993, comprises a 4-storey commercial block/car										
Description:	park block (Commercial/Car Park Block), a single-storey commercial block (Commercial Block), a 4-storey car park (Car Park Block), car parks on Levels 1 and 2 of the Multi-storey Car Park (Multi-storey Car Park Accommodation), units on various floors of Fu On House, Fu Man House, Fu Pong House, Fu Pik House, Fu Tak House and the Indoor Recreation Centre (Integrated Commercial/Car Park Accommodation), various open car parks and associated areas in Tai Wo Hau Estate. There are a total of 609 car parking spaces in Tai Wo Hau CC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 32,793/475,099th equal undivided shares of and in The Remaining Portion of Kwai Chung Town Lot No. 503 and is held under a Government Lease for a term of 50 years from 29 December 2008.										

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Analysis
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	
<b>67</b>	<b>Lok Wah Commercial Centre</b>	<b>108,510</b>	<b>650</b>	<b>23.3</b>	<b>6.27%</b>	<b>387.0</b>	<b>8.00%</b>	<b>371.3</b>	<b>379.2</b>	<b>6.15%</b>	<b>8.55%</b>
Brief Description:	Lok Wah CC, completed in 1985, comprises a 4-storey Commercial/Car Park Complex, various Integrated Commercial/Car Park Accommodations, associated areas and open car parks in Lok Wah (North) Estate. There are a total of 650 car parking spaces in Lok Wah CC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 38,134/513,788th and portion of 667/513,788th equal and undivided shares of and in New Kowloon Inland Lot No. 6460 and is held under a Government Lease for a term of 50 years commencing from 9 September 2008.										
<b>68</b>	<b>Lee On Shopping Centre</b>	<b>49,497</b>	<b>390</b>	<b>25.8</b>	<b>6.68%</b>	<b>378.5</b>	<b>8.00%</b>	<b>378.3</b>	<b>378.4</b>	<b>6.81%</b>	<b>8.84%</b>
Brief Description:	Lee On SC, completed in 1993, comprises a 4-storey commercial centre with retail, market and car parking spaces therein, associated areas under estate road and various open car parking spaces scattered over Lee On Estate. There are a total of 390 car parking spaces in Lee On SC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 21,025/258,612th equal and undivided shares of and in Sha Tin Town Lot No. 553 and is held under a Government Lease for a term of 50 years from 26 February 2008.										
<b>69</b>	<b>Wan Tau Tong Shopping Centre</b>	<b>54,464</b>	<b>438</b>	<b>23.2</b>	<b>6.59%</b>	<b>371.2</b>	<b>8.00%</b>	<b>366.6</b>	<b>368.9</b>	<b>6.30%</b>	<b>8.76%</b>
Brief Description:	Wan Tau Tong SC, completed in 1991, comprises a 2-storey Commercial Centre, a 4-storey Car Park Building, a shop unit on the ground floor of Wan Loi House and various open car parks in Wan Tau Tong Estate. There are a total of 438 car parking spaces in Wan Tau Tong SC.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A, E, F and 135/104,741st equal and undivided shares of and in the Remaining Portion of Tai Po Town Lot No. 172 and is held under a Government Lease for a term of 50 years commencing from 8 April 1998.										
<b>70</b>	<b>Yiu On Shopping Centre</b>	<b>27,861</b>	<b>547</b>	<b>18.2</b>	<b>6.58%</b>	<b>365.1</b>	<b>8.00%</b>	<b>372.4</b>	<b>368.8</b>	<b>4.93%</b>	<b>8.97%</b>
Brief Description:	Yiu On SC, completed in 1989, comprises a 7-storey multi-purpose complex with retail shops, market and parking spaces therein and various open car parking spaces adjacent to the complex in Yiu On Estate. There are a total of 547 parking spaces in Yiu On SC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 12,616/306,501st equal and undivided shares of and in Sha Tin Town Lot No. 505 and is held under a Government Lease for a term of 50 years from 18 March 1999.										

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Analysis	
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	Indicated IRR	
<b>71</b>	<b>Shek Yam Shopping Centre</b>	<b>71,954</b>	<b>424</b>	<b>20.8</b>	<b>6.59%</b>	<b>370.0</b>	<b>8.00%</b>	<b>361.6</b>	<b>365.8</b>	<b>5.68%</b>	<b>8.68%</b>	
	Brief Description:	Shek Yam SC, completed in 2000, comprises a 7-storey commercial building in Shek Yam Estate. There are a total of 424 car parking spaces therein.										
	Title Details:	The property is held by The Link Properties Limited. It comprises 45,184/191,130th equal and undivided shares of and in the Remaining Portion of Kwai Chung Town Lot No. 506. They are held under a Government Lease for a term of 50 years from 11 January 2010.										
<b>72</b>	<b>Long Ping Commercial Centre</b>	<b>93,625</b>	<b>564</b>	<b>21.2</b>	<b>6.55%</b>	<b>368.7</b>	<b>8.00%</b>	<b>359.4</b>	<b>364.1</b>	<b>5.81%</b>	<b>8.66%</b>	
	Brief Description:	Long Ping CC, completed in 1987, comprises a 6-storey (including a Mezzanine Floor) Commercial/Car Park Block, a 2-storey Car Park/Community Centre Block, open car parks and several retail units at Yuk Ping House, Shek Ping House and Kang Ping House as well as some areas in Blocks 4, 5 & 6 in Long Ping Estate. There are a total of 564 car parking spaces in Long Ping CC.										
	Title Details:	The property is held by The Link Properties Limited. It comprises 32,958/498,969th equal and undivided shares of and in Yuen Long Town Lot No. 521 and is held under a Government Lease for a term of 50 years from 15 March 2006.										
<b>73</b>	<b>Hiu Lai Shopping Centre</b>	<b>36,671</b>	<b>637</b>	<b>25.4</b>	<b>7.10%</b>	<b>357.4</b>	<b>8.00%</b>	<b>368.1</b>	<b>362.8</b>	<b>7.01%</b>	<b>9.06%</b>	
	Brief Description:	Hiu Lai SC, completed in 1996, comprises a 9-storey (split-level from Levels 2 to 8) Commercial/Car Park Block and two kindergartens on the ground floors of Hiu Tin House and Hiu On House in Hiu Lai Court. There are a total of 637 car parking spaces in Hiu Lai SC.										
	Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A and 1,000/249,375th equal and undivided shares of and in the Remaining Portion of New Kowloon Inland Lot No. 6205 that is held under a Government Lease for a term from 11 November 1994 to 30 June 2047.										
<b>74</b>	<b>Tsui Lam Shopping Centre</b>	<b>87,723</b>	<b>711</b>	<b>22.8</b>	<b>6.86%</b>	<b>348.7</b>	<b>8.00%</b>	<b>367.3</b>	<b>358.0</b>	<b>6.38%</b>	<b>9.20%</b>	
	Brief Description:	Tsui Lam SC, completed in 1989, comprises portions of the Detached HA Accommodation, which includes a 6-storey commercial/car park block (excluding the canteen and bus regulator on the ground floor), two cooked food stalls, a 2-storey car park block and an oil tank as well as all those portions of the Integrated HA Accommodation on the ground floor, 2nd floor and 3rd floor of Pik Lam House and Sau Lam House in Tsui Lam Estate. There are a total of 711 car parking spaces in Tsui Lam SC.										
	Title Details:	The property is held by The Link Properties Limited. It comprises 35,166/319,299th equal and undivided shares of and in Tseung Kwan O Town Lot No. 96 and is held under a Government Lease for a term of 50 years from 15 February 2006.										

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Analysis	
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	Indicated IRR	
<b>75</b>	<b>Kai Yip Commercial Centre</b>	<b>76,139</b>	<b>383</b>	<b>19.2</b>	<b>6.34%</b>	<b>337.4</b>	<b>8.00%</b>	<b>322.3</b>	<b>329.9</b>	<b>5.83%</b>	<b>8.52%</b>	
	Brief Description:	Kai Yip CC, completed in 1981, comprises a 4-storey retail/car park building (Commercial Centre), open car parking areas, various cooked food stalls and various shop units in Kai Yip Community Hall as well as the ground floor of Kai Yin House and Kai Lok House in Kai Yip Estate. There are a total of 383 car parking spaces in Kai Yip CC.										
	Title Details:	The property is held by The Link Properties Limited. It comprises 26,955/211,867th equal and undivided shares of and in New Kowloon Inland Lot No. 6466 and is held under a Government Lease for a term of 50 years from 3 July 2008.										
<b>76</b>	<b>Retail and Car Park within Ap Lei Chau Estate</b>	<b>46,779</b>	<b>325</b>	<b>20.4</b>	<b>6.75%</b>	<b>330.7</b>	<b>8.00%</b>	<b>328.6</b>	<b>329.7</b>	<b>6.18%</b>	<b>8.80%</b>	
	Brief Description:	Ap Lei Chau RC, completed in 1980, comprises a 6-storey retail/car park building (Commercial/Car Park Block), a 2-storey market/office building (Market/Office Block), various shop units located on the ground floors of Lei Chak House, Lei Fook House, Lei Moon House, Lei Ning House, Lei Tim House and Lei Yee House and various open car parking spaces scattered within Ap Lei Chau Estate. There are a total of 325 car parking spaces in Ap Lei Chau RC.										
	Title Details:	The property is held by The Link Properties Limited. It comprises 18,111/246,593rd equal and undivided shares of and in Ap Lei Chau Inland Lot No. 134 and is held under a Government Lease for a term of 50 years from 4 May 2010.										
<b>77</b>	<b>Kam Tai Shopping Centre</b>	<b>45,709</b>	<b>758</b>	<b>23.1</b>	<b>6.80%</b>	<b>324.2</b>	<b>8.00%</b>	<b>334.3</b>	<b>329.3</b>	<b>7.01%</b>	<b>9.07%</b>	
	Brief Description:	Kam Tai SC, completed in 2001, comprises a 7-storey commercial/car park block in Kam Tai Court. There are a total of 758 car parking spaces therein.										
	Title Details:	The property is held by The Link Properties Limited. It comprises 31,347/32,708th equal and undivided shares of and in Section A of Sha Tin Town Lot No. 447 and is held under a Government Lease for a term of 50 years from 29 June 1998.										
<b>78</b>	<b>Tin Ping Shopping Centre</b>	<b>61,658</b>	<b>471</b>	<b>21.3</b>	<b>6.83%</b>	<b>326.8</b>	<b>8.00%</b>	<b>328.0</b>	<b>327.4</b>	<b>6.50%</b>	<b>8.88%</b>	
	Brief Description:	Tin Ping SC, completed in 1989, comprises a 6-storey (including lower ground floor) retail/car park building (Commercial/Car Park Block), a single-storey Cooked Food Centre (currently occupied as a fast food restaurant), various open car parking spaces (Open Car Parks) and various shop units/storerooms on the ground floors of Tin Hor House, Tin Ming House and Tin Mei House (Portions of the Integrated HA Accommodation) in Tin Ping Estate. There are a total of 471 car parking spaces in Tin Ping SC.										
	Title Details:	The property is held by The Link Properties Limited. It comprises 23,852/353,579th equal and undivided shares of and in Fanling Sheung Shui Town Lot No. 208 and is held under a Government Lease for a term of 50 years from 10 February 2000.										

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Income Capitalization Cap. Rate	DCF Analysis Value (HK\$M)	Discount Rate	Value (HK\$M)	Assessment as at	Initial Yield	Indicated IRR
									31 March 2012		
<b>79</b>	<b>Hoi Fu Shopping Centre</b>	<b>34,934</b>	<b>225</b>	<b>22.3</b>	<b>6.59%</b>	<b>325.9</b>	<b>8.00%</b>	<b>321.5</b>	<b>323.7</b>	<b>6.89%</b>	<b>8.75%</b>
Brief Description:	Hoi Fu SC, completed in 1999, comprises portions of a 2-storey commercial building ("Block E") and portions of a 6-storey car parking/elderly housing/care attention home building ("Block D") in Hoi Fu Court. There are a total of 225 car parking spaces in Hoi Fu SC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 9,413/204,120th equal and undivided shares of and in Kowloon Inland Lot No. 11141 and is held under a Government Lease for a term of 50 years from 16 July 1999.										
<b>80</b>	<b>King Lam Shopping Centre</b>	<b>58,442</b>	<b>418</b>	<b>20.1</b>	<b>6.63%</b>	<b>318.3</b>	<b>8.00%</b>	<b>315.9</b>	<b>317.1</b>	<b>6.35%</b>	<b>8.80%</b>
Brief Description:	King Lam SC, completed in 1990, comprises a 4-storey commercial/car park building, various shop units on the ground floors of King Chung House and King Lui House and various open car parks in King Lam Estate. There are a total of 418 car parking spaces in King Lam SC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 18,412/278,433rd equal and undivided shares of and in Tseung Kwan O Town Lot No. 83 and is held under a Government Lease for a term of 50 years from 8 February 2001.										
<b>81</b>	<b>Shek Wai Kok Commercial Centre</b>	<b>129,596</b>	<b>578</b>	<b>15.1</b>	<b>6.64%</b>	<b>313.5</b>	<b>8.00%</b>	<b>315.7</b>	<b>314.6</b>	<b>4.79%</b>	<b>8.89%</b>
Brief Description:	Shek Wai Kok CC, completed in 1980, comprises a 4-storey commercial block (Shopping Centre 1), a 3-storey (including podium) car park block (Car Park Building A), a 5-storey car park block (Car Park Building B), various shop units on the ground, 1st and 2nd floors of Shek Fong House, 1st and 2nd floors of Shek Ho House as well as various open car parks and associated areas in Shek Wai Kok Estate. There are a total of 578 car parking spaces in Shek Wai Kok CC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 33,098/393,762nd equal and undivided shares of and in Tsuen Wan Town Lot No. 411 and is held under a Government Lease for a term of 50 years commencing from 29 April 2009.										
<b>82</b>	<b>Yung Shing Shopping Centre</b>	<b>58,230</b>	<b>283</b>	<b>19.8</b>	<b>6.66%</b>	<b>306.5</b>	<b>8.00%</b>	<b>316.3</b>	<b>311.4</b>	<b>6.35%</b>	<b>9.06%</b>
Brief Description:	Yung Shing SC, completed in 1999, comprises a 3-storey retail building and the car park podium of the adjoining 7-storey ancillary facilities block (together known as Portions of the Composite Block) in Yung Shing Estate. There are a total of 283 car parking spaces in Yung Shing SC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 12,641/161,475th equal and undivided shares of and in Fanling Sheung Shui Town Lot No. 207 and is held under a Government Lease for a term of 50 years commencing from 16 July 1999.										

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Analysis	
					Cap. Rate	Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	Indicated IRR
<b>83</b>	<b>Cheung Wah Shopping Centre</b>	<b>67,239</b>	<b>353</b>	<b>18.2</b>	<b>6.58%</b>	<b>305.3</b>	<b>8.00%</b>	<b>303.0</b>	<b>304.2</b>	<b>5.97%</b>	<b>8.79%</b>
	Brief Description:	Cheung Wah SC, completed in 1984, comprises a 4-storey retail building (Commercial Centre), an adjoining 3-storey market building (Market) and a 2-storey car park building (Car Park 2) with cooked food stalls on the roof. The property also includes a 4-storey car park building (Car Park 1), open car parking spaces and various shop units located on the ground floors of Cheung Chung House and Cheung Lai House in Cheung Wah Estate. There are a total of 353 car parking spaces in Cheung Wah SC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 26,310/299,811st equal and undivided shares of and in Fanling Sheung Shui Town Lot No. 226 and is held under a Government Lease for a term of 50 years from 16 June 2004.									
<b>84</b>	<b>Fu Cheong Shopping Centre</b>	<b>49,156</b>	<b>547</b>	<b>16.5</b>	<b>6.50%</b>	<b>304.2</b>	<b>8.00%</b>	<b>295.9</b>	<b>300.1</b>	<b>5.51%</b>	<b>8.65%</b>
	Brief Description:	Fu Cheong SC, completed in 2002, comprises a 3-storey commercial podium (Multi-storey Commercial Accommodation and Integrated Commercial/Car Park Accommodation, Fu Yun House (Ancillary Facilities Block)) beneath Fu Yun House and a 4-storey car park podium (Multi-storey Car Park Accommodation) beneath Fu Hoi House and Fu Yee House of Fu Cheong Estate. There are a total of 547 car parking spaces in Fu Cheong SC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 31,469/355,647th equal and undivided shares of and in New Kowloon Inland Lot No. 6437 and is held under a Government Lease for a term of 50 years from 17 September 2005.									
<b>85</b>	<b>Sui Wo Court Commercial Centre</b>	<b>61,782</b>	<b>980</b>	<b>18.1</b>	<b>6.77%</b>	<b>285.5</b>	<b>8.00%</b>	<b>290.5</b>	<b>288.0</b>	<b>6.30%</b>	<b>8.98%</b>
	Brief Description:	Sui Wo Court CC, completed in 1980, comprises a 2-storey retail/car park building with basement floor (Commercial/Car Park Block), two separate 3-storey car park buildings (Multi-Storey Car Parks A and C), a freestanding 6-storey car park building (Multi-Storey Car Park B), open car parks and associated areas in Sui Wo Court. There are a total of 980 car parking spaces in Sui Wo Court CC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 26,994/32,808th equal and undivided shares of and in Section A of Sha Tin Town Lot No. 43 that is held under a Government Lease for a term of 99 years less the last 3 days from 1 July 1898 and has been statutorily extended to 30 June 2047.									
<b>86</b>	<b>Wan Tsui Commercial Complex</b>	<b>83,918</b>	<b>359</b>	<b>19.4</b>	<b>6.65%</b>	<b>291.2</b>	<b>8.00%</b>	<b>284.0</b>	<b>287.6</b>	<b>6.75%</b>	<b>8.67%</b>
	Brief Description:	Wan Tsui CC, completed in 1979, comprises a 5-storey retail building (Commercial Block), a single-storey car park building adjacent to Hei Tsui House (Car Park Block), a 2-storey (including a basement) market/car park building (Market/Car Park Block), a 2-storey car park podium beneath Chak Tsui House (Car Park Podium), various shop units on the ground floor of Yee Tsui House and Shing Tsui House, a Government clinic on the ground floor of Lee Tsui House and various open car parking spaces along the estate roads (Open Car Parks) within Wan Tsui Estate. There are a total of 359 car parking spaces within Wan Tsui CC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 26,208/222,534th equal and undivided shares of and in The Remaining Portion of Chai Wan Inland Lot No. 180 and is held under a Government Lease for a term of 50 years from 31 March 2010.									

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Income Capitalization		DCF Analysis		Assessment as at	Analysis	
					Cap. Rate	Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	31 March 2012	Initial Yield
<b>87</b>	<b>Shek Lei Shopping Centre Phase I</b>	<b>39,076</b>	<b>459</b>	<b>16.7</b>	<b>6.76%</b>	<b>272.2</b>	<b>8.00%</b>	<b>268.1</b>	<b>270.2</b>	<b>6.16%</b>	<b>8.74%</b>
	Brief Description:	Shek Lei SC Phase I, completed in 1993, comprises a 4-storey commercial/car park building (Commercial/Car Park Block), a 2-storey car park building, various shop units on the ground floors of Shek Ning House and Shek Sau House, as well as various open parking spaces in Shek Lei Estate. There are a total of 459 car parking spaces in Shek Lei SC Phase I.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 23,677/655,826th equal and undivided shares of and in The Remaining Portion of Kwai Chung Town Lot No. 505 and is held under a Government Lease for a term of 50 years from 31 March 2010.									
<b>88</b>	<b>Retail and Carpark within Shun Tin Estate</b>	<b>67,951</b>	<b>581</b>	<b>16.8</b>	<b>6.70%</b>	<b>268.8</b>	<b>8.00%</b>	<b>264.8</b>	<b>266.8</b>	<b>6.29%</b>	<b>8.74%</b>
	Brief Description:	Shun Tin RC, completed in 1981, comprises Commercial Blocks A, B & C, a 4-storey Car Park A, a 3-storey Car Park B, the Integrated Commercial/Car Park Accommodations in Tin Kam House, Tin Wing House, Tin Kuen House, Tin Kei House, Tin Yiu House and various open car parks in Shun Tin Estate. There are a total of 581 car parking spaces in Shun Tin RC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 24,566/378,187th equal and undivided shares of and in The Remaining Portion of New Kowloon Inland Lot No. 6474 and is held under a Government Lease for a term of 50 years from 9 February 2009.									
<b>89</b>	<b>Ka Fuk Shopping Centre</b>	<b>58,719</b>	<b>312</b>	<b>16.7</b>	<b>6.50%</b>	<b>269.7</b>	<b>8.00%</b>	<b>263.7</b>	<b>266.7</b>	<b>6.24%</b>	<b>8.69%</b>
	Brief Description:	Ka Fuk SC, completed in 1995, comprises a 5-storey retail/car park building and an adjoining 2-storey retail building interlinked on the first floor via a footbridge (Commercial Centre) and various open car parks in Ka Fuk Estate. There are a total of 312 car parking spaces in Ka Fuk SC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 21,652/153,283rd equal and undivided shares of and in Fanling Sheung Shui Town Lot No. 234 and is held under a Government Lease for a term of 50 years from 30 April 2008.									
<b>90</b>	<b>Chun Shek Shopping Centre</b>	<b>61,362</b>	<b>583</b>	<b>15.7</b>	<b>6.54%</b>	<b>264.4</b>	<b>8.00%</b>	<b>262.5</b>	<b>263.5</b>	<b>5.98%</b>	<b>8.79%</b>
	Brief Description:	Chun Shek SC, completed in 1984, comprises a 4-storey retail building (Commercial Complex), an adjoining 4-storey car park building (Car Park Block 1), a free-standing 2-storey car park building (Car Park Block 2), open car parks and various shop units on the ground floor of Shek Jing House (Portions of the Integrated HA Accommodation) in Chun Shek Estate. There are a total of 583 car parking spaces in Chun Shek SC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 26,567/155,467th equal and undivided shares of and in Sha Tin Town Lot No. 555 and is held under a Government Lease for a term of 50 years from 30 September 2009.									

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Analysis
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	
<b>91</b>	<b>Cheung Hang Shopping Centre</b>	<b>60,580</b>	<b>327</b>	<b>16.0</b>	<b>6.80%</b>	<b>258.1</b>	<b>8.00%</b>	<b>254.8</b>	<b>256.5</b>	<b>6.23%</b>	<b>8.76%</b>
	Brief Description:	Cheung Hang SC, completed in 1990, comprises a 5-storey commercial centre and a 5-storey car park building in Cheung Hang Estate. There are a total of 327 car parking spaces in Cheung Hang SC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 26,593/289,056th equal and undivided shares of and in Tsing Yi Town Lot No. 177 and is held under a Government Lease for a term of 50 years from 29 December 2008.									
<b>92</b>	<b>Tsz Ching Shopping Centre (I) &amp; (II)</b>	<b>18,125</b>	<b>882</b>	<b>18.0</b>	<b>6.89%</b>	<b>250.3</b>	<b>8.00%</b>	<b>258.0</b>	<b>254.2</b>	<b>7.07%</b>	<b>9.07%</b>
	Brief Description:	Tsz Ching SC, completed in phases between 1996 and 2001, comprises a 3-storey commercial/car park building (Commercial/Car Park I Block), a 4-storey including basement commercial/car park building (Multi-storey Commercial/Car Park II Accommodation), a 5-storey plus a mezzanine floor car park building (Car Park III Block), various shop units on the ground floor of Ching Wo House (Integrated Commercial/Car Park Accommodation of Ching Wo House), various open commercial loading/unloading space and associated areas in Tsz Ching Estate. There are a total of 882 car parking spaces in Tsz Ching SC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 32,549/507,335th equal and undivided shares of and in New Kowloon Inland Lot No. 6444 and is held under a Government Lease for a term of 50 years from 28 February 2007.									
<b>93</b>	<b>Wah Kwai Shopping Centre</b>	<b>42,132</b>	<b>413</b>	<b>17.4</b>	<b>6.95%</b>	<b>254.0</b>	<b>8.00%</b>	<b>253.9</b>	<b>254.0</b>	<b>6.86%</b>	<b>8.85%</b>
	Brief Description:	Wah Kwai SC, completed in 1991, comprises a 4-storey (including 2 basement levels) commercial/car park building (Commercial/Car Park Block with Associated Areas therein) and Integrated Commercial/Car Park Accommodation, Clinics 1 and 2 on the ground floor of Wah Oi House (Block 6), portion of Store Room (For Commercial Use) on the ground floor of Wah Lim House (Block 3) and some open car parks in Wah Kwai Estate. There are a total of 413 car parking spaces in Wah Kwai SC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 15,518/23,148th equal and undivided shares of and in Section A of Aberdeen Inland Lot No. 443 and the Extension thereto and is held under a Government Lease for a term of 50 years from 8 April 1998. It also comprises 681/144,409th equal and undivided shares of and in the Remaining Portion of Aberdeen Inland Lot No. 443 and is held under a Government Lease for a term of 50 years from 8 April 1998.									
<b>94</b>	<b>Hing Tung Shopping Centre</b>	<b>56,172</b>	<b>420</b>	<b>14.8</b>	<b>6.76%</b>	<b>242.3</b>	<b>8.00%</b>	<b>243.6</b>	<b>243.0</b>	<b>6.10%</b>	<b>8.89%</b>
	Brief Description:	Hing Tung SC, completed in 1995, comprises a 7-storey commercial/car park building (Commercial/Car Park Block) and a shop unit at the 2-storey stand-alone lift tower (i.e. Lift Tower No. 1 that is linked to the Commercial/Car Park Block by a footbridge across Yiu Hing Road) in Hing Tung Estate. There are a total of 420 car parking spaces in Hing Tung SC.									
	Title Details:	The property is held by The Link Properties Limited. It comprises 23,786/155,258th equal and undivided shares of and in Shau Kei Wan Inland Lot No. 851 and is held under a Government Lease for a term of 50 years from 8 February 2010.									

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Income Capitalization Cap. Rate	Value (HK\$M)	DCF Analysis Discount Rate	Value (HK\$M)	Assessment as at	Initial Yield	Indicated IRR
									31 March 2012		
<b>95</b>	<b>Wah Sum Shopping Centre</b>	<b>20,408</b>	<b>356</b>	<b>8.4</b>	<b>6.79%</b>	<b>230.5</b>	<b>8.00%</b>	<b>243.9</b>	<b>237.2</b>	<b>3.55%</b>	<b>9.22%</b>
Brief Description:	Wah Sum SC, completed in 1995, comprises a 2-storey retail building (Commercial Centre), an adjoining 4-storey car park building (Car Park Block) interconnected with the Commercial Centre on the first floor and various open car parking spaces in Wah Sum Estate. There are a total of 356 car parking spaces in Wah Sum SC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 16,753/109,515th equal and undivided shares of and in Fanling Sheung Shui Town Lot No. 236 and is held under a Government Lease for a term of 50 years from 16 January 2009.										
<b>96</b>	<b>Lei Cheng Uk Shopping Centre</b>	<b>78,548</b>	<b>461</b>	<b>14.8</b>	<b>6.62%</b>	<b>235.3</b>	<b>8.00%</b>	<b>235.4</b>	<b>235.4</b>	<b>6.31%</b>	<b>8.85%</b>
Brief Description:	Lei Cheng Uk SC, completed in 1984, comprises a 4-storey commercial/car park podium (Commercial/Car Park Areas), a single-storey car park building near Lai Yeung House (Car Park Block), various open car parking spaces (Open Car Parks) and various shop units and portions in Yan Oi House, Chung Hou House, Wo Ping House and Shun Yee House (Portions of the Integrated HA Accommodation) within Lei Cheng Uk Estate. There are a total of 461 car parking spaces in Lei Cheng Uk SC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 21,862/264,258th equal and undivided shares of and in New Kowloon Inland Lot No. 6416 and is held under a Government Lease for a term of 50 years from 24 January 2002.										
<b>97</b>	<b>Sam Shing Commercial Centre</b>	<b>75,285</b>	<b>176</b>	<b>16.4</b>	<b>6.72%</b>	<b>231.2</b>	<b>8.00%</b>	<b>238.5</b>	<b>234.9</b>	<b>6.98%</b>	<b>9.04%</b>
Brief Description:	Sam Shing CC, completed in 1980, comprises a 3-storey commercial/car park building (Commercial Complex), an annexed single storey market building (Market), cooked food stalls, shop stalls, open parking spaces, portions of ground floors of Block 1 (Chun Yu House), Block 2 (Moon Yu House) and portions of the ground and first floors of Block 3 (Fung Yu House) of Sam Shing Estate. There are a total of 176 parking spaces in Sam Shing CC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 14,434/115,271st equal and undivided shares of and in Tuen Mun Town Lot No. 481. They are held under a Government Lease for a term of 50 years from 22 March 2010.										
<b>98</b>	<b>Tin Tsz Shopping Centre</b>	<b>36,880</b>	<b>289</b>	<b>13.0</b>	<b>6.47%</b>	<b>228.9</b>	<b>8.00%</b>	<b>228.1</b>	<b>228.5</b>	<b>5.69%</b>	<b>8.81%</b>
Brief Description:	Tin Tsz SC, completed in 1997, comprises a 2-storey commercial centre, several ground floor shops at Tsz Ping House, a 4-storey car park building and various open car parks and associated areas in Tin Tsz Estate. There are a total of 289 car parking spaces in Tin Tsz SC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 17,511/202,482nd equal and undivided shares of and in Tin Shui Wai Town Lot No. 40 and is held under a Government Lease for a term of 50 years from 29 June 2007.										

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Analysis	
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	Indicated IRR	
<b>99</b>	<b>Kwong Tin Shopping Centre</b>	<b>57,868</b>	<b>53</b>	<b>14.2</b>	<b>6.30%</b>	<b>233.3</b>	<b>8.00%</b>	<b>222.7</b>	<b>228.0</b>	<b>6.22%</b>	<b>8.52%</b>	
	Brief	Kwong Tin SC, completed in 1993, comprises a 3-storey commercial/car park block and associated areas in Kwong Tin Estate. There are a total of 53 car parking spaces in Kwong Tin SC.										
	Description:	Kwong Tin SC, completed in 1993, comprises a 3-storey commercial/car park block and associated areas in Kwong Tin Estate. There are a total of 53 car parking spaces in Kwong Tin SC.										
	Title Details:	The property is held by The Link Properties Limited. It comprises 12,957/162,870th equal and undivided shares of and in New Kowloon Inland Lot No. 6445 and is held under a Government Lease for a term of 50 years from 14 October 2005.										
<b>100</b>	<b>On Yam Shopping Centre</b>	<b>40,619</b>	<b>347</b>	<b>13.8</b>	<b>6.97%</b>	<b>220.1</b>	<b>8.00%</b>	<b>223.9</b>	<b>222.0</b>	<b>6.21%</b>	<b>8.97%</b>	
	Brief	On Yam SC, completed in 1994, comprises a 7-storey (excluding cockloft) Commercial/Car Park Block, various open Car Parks and associated areas in On Yam Estate. There are a total of 347 Car Parking spaces in On Yam SC.										
	Description:	On Yam SC, completed in 1994, comprises a 7-storey (excluding cockloft) Commercial/Car Park Block, various open Car Parks and associated areas in On Yam Estate. There are a total of 347 Car Parking spaces in On Yam SC.										
	Title Details:	The property is held by The Link Properties Limited. It comprises 17,323/369,270th equal and undivided shares of and in Kwai Chung Town Lot No. 497 and is held under a Government Lease for a term of 50 years commencing from 14 October 2005.										
<b>101</b>	<b>Wang Tau Hom (Wang Fai Centre)</b>	<b>25,414</b>	<b>290</b>	<b>13.0</b>	<b>6.61%</b>	<b>218.6</b>	<b>8.00%</b>	<b>216.4</b>	<b>217.5</b>	<b>5.98%</b>	<b>8.76%</b>	
	Brief	Wang Tau Hom (Wang Fai Centre), completed in 1982, comprises a 3-storey retail building (Wang Fai Centre), a single-storey market (Fou Mou Street Market), a 5-storey split-level car park building (Car Park Block), various open car parking spaces and associated areas in Wang Tau Hom Estate. There are a total of 290 car parking spaces in Wang Tau Hom (Wang Fai Centre).										
	Description:	Wang Tau Hom (Wang Fai Centre), completed in 1982, comprises a 3-storey retail building (Wang Fai Centre), a single-storey market (Fou Mou Street Market), a 5-storey split-level car park building (Car Park Block), various open car parking spaces and associated areas in Wang Tau Hom Estate. There are a total of 290 car parking spaces in Wang Tau Hom (Wang Fai Centre).										
	Title Details:	The property is held by The Link Properties Limited. It comprises 12,507/373,309th equal and undivided shares of and in New Kowloon Inland Lot No. 6462 and is held under a Government Lease for a term of 50 years from 16 July 2008.										
<b>102</b>	<b>Lai Kok Shopping Centre</b>	<b>81,198</b>	<b>140</b>	<b>9.9</b>	<b>6.34%</b>	<b>210.3</b>	<b>8.00%</b>	<b>207.3</b>	<b>208.8</b>	<b>4.72%</b>	<b>8.74%</b>	
	Brief	Lai Kok SC, completed in 1981, comprises a 3-storey commercial building, a single storey wet market, a 3-storey car park building, various ground level shop units opposite to Lai Ho House, and various shop units on the ground floors of Lai Huen House, Lai Lan House and Lai Mei House in Lai Kok Estate. There are a total of 140 car parking spaces in Lai Kok SC.										
	Description:	Lai Kok SC, completed in 1981, comprises a 3-storey commercial building, a single storey wet market, a 3-storey car park building, various ground level shop units opposite to Lai Ho House, and various shop units on the ground floors of Lai Huen House, Lai Lan House and Lai Mei House in Lai Kok Estate. There are a total of 140 car parking spaces in Lai Kok SC.										
	Title Details:	The property is held by The Link Properties Limited. It comprises 17,339/164,134th equal and undivided shares of and in New Kowloon Inland Lot No. 6475 and is held under a Government Lease for a term of 50 years from 30 October 2009.										

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at	Analysis
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	31 March 2012	
<b>103</b>	<b>Kwai Hing Shopping Centre</b>	<b>24,577</b>	<b>277</b>	<b>13.4</b>	<b>6.94%</b>	<b>205.7</b>	<b>8.00%</b>	<b>209.9</b>	<b>207.8</b>	<b>6.47%</b>	<b>9.00%</b>
Brief	Kwai Hing SC, completed in 1991, comprises portions of the ground and 2nd floors of Hing Kok House (i.e. Integrated HA Accommodation), a 2-storey commercial block, a 3-storey car park block and various open car parks in Kwai Hing Estate. There are a total of 277 car parking spaces in Kwai Hing SC.										
Description:											
Title Details:	The property is held by The Link Properties Limited. It comprises 9,824/102,732nd equal and undivided shares of and in Kwai Chung Town Lot No. 489 and is held under a Government Lease for a term of 50 years from 24 January 2002.										
<b>104</b>	<b>Ming Tak Shopping Centre</b>	<b>38,792</b>	<b>383</b>	<b>12.6</b>	<b>6.53%</b>	<b>202.1</b>	<b>8.00%</b>	<b>202.1</b>	<b>202.1</b>	<b>6.22%</b>	<b>8.84%</b>
Brief	Ming Tak SC, completed in 1999, comprises a 4-storey commercial/car park block, various open car parks, associated areas and guard kiosks in Ming Tak Estate. There are a total of 383 car parking spaces in Ming Tak SC.										
Description:											
Title Details:	The property is held by The Link Properties Limited. It comprises 20,354/108,489th equal and undivided shares of and in Tseung Kwan O Town Lot No. 108 and is held under a Government Lease for a term of 50 years from 28 July 2008.										
<b>105</b>	<b>Po Tin Shopping Centre</b>	<b>63,505</b>	<b>62</b>	<b>11.9</b>	<b>6.56%</b>	<b>198.1</b>	<b>8.00%</b>	<b>202.1</b>	<b>200.1</b>	<b>5.93%</b>	<b>8.98%</b>
Brief	Po Tin SC, completed in 2000, comprises a 4-storey commercial building and various open parking spaces in Po Tin Estate. There are a total of 62 parking spaces within Po Tin SC.										
Description:											
Title Details:	The property is held by The Link Properties Limited. It comprises 12,479/240,980th equal and undivided shares of and in Tuen Mun Town Lot No. 485 and is held under a Government Lease for a term of 50 years from 17 February 2010.										
<b>106</b>	<b>Kam Ying Court Shopping Centre</b>	<b>37,260</b>	<b>492</b>	<b>13.3</b>	<b>7.03%</b>	<b>191.9</b>	<b>8.00%</b>	<b>198.0</b>	<b>195.0</b>	<b>6.81%</b>	<b>9.07%</b>
Brief	Kam Ying SC, completed in 1991, comprises a 3-storey commercial/car park building (Commercial/Car Park Block) and associated areas in Kam Ying Court. There are a total of 492 car parking spaces in Kam Ying SC.										
Description:											
Title Details:	The property is held by The Link Properties Limited. It comprises 17,433/22,627th equal and undivided shares of and in the Remaining Portion of Sha Tin Town Lot No. 305 and is held under a Government Lease for a term from 16 May 1990 to 30 June 2047.										
<b>107</b>	<b>Siu Lun Shopping Centre</b>	<b>32,022</b>	<b>463</b>	<b>12.6</b>	<b>6.90%</b>	<b>189.8</b>	<b>8.00%</b>	<b>194.3</b>	<b>192.1</b>	<b>6.56%</b>	<b>9.01%</b>
Brief	Siu Lun SC, completed in 1993, comprises a single storey kindergarten, a 2-storey commercial centre and two 4-storey car park blocks (Phases 1 and 2 Carports) in Siu Lun Court. There are a total of 463 car parking spaces in Siu Lun SC.										
Description:											
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Sections A, B and C of Tuen Mun Town Lot No. 357 and is held under a Government Lease for a term from 6 September 1991 to 30 June 2047.										

No.	Property name	IFA (sqft)	Car Park Spaces	Income Capitalization		DCF Analysis		Assessment as at	Analysis	
				Net Passing Income HK\$pa (M)	Cap. Rate	Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield
<b>108 Tsing Yi Commercial Complex</b>										
		<b>49,706</b>	<b>344</b>	<b>12.0</b>	<b>6.94%</b>	<b>188.7</b>	<b>8.00%</b>	<b>194.0</b>	<b>191.4</b>	<b>6.29%</b> <b>9.04%</b>
Brief Description:	Tsing Yi CC, completed in 1986, comprises a 4-storey Commercial Complex, a 4-storey car park building (Car Park Block 1), a 3-storey car park building (Car Park Block 2), HA parking area, open car parks and associated areas in Tsing Yi Estate. There are a total of 344 car parking spaces in Tsing Yi CC.									
Title Details:	The property is held by The Link Properties Limited. It comprises 20,014/222,251st equal and undivided shares of and in Tsing Yi Town Lot No. 167 and is held under a Government Lease for a term of 50 years from 8 February 2001.									
<b>109 Yiu Tung Shopping Centre</b>										
		<b>66,264</b>	<b>685</b>	<b>7.9</b>	<b>6.74%</b>	<b>180.1</b>	<b>8.00%</b>	<b>190.1</b>	<b>185.1</b>	<b>4.25%</b> <b>9.21%</b>
Brief Description:	Yiu Tung SC, completed in 1994, comprises a 3-storey retail building (Commercial Centre), a 2-storey car park building (Car Park No. 1), an 8-storey car park building (Car Park No. 2) and a ground floor unit in Yiu Tung Estate. Escalators and footbridges in Yiu Tung Estate provide direct access to the bottom of Yiu Hing Road and Nam Hong Street. There are a total of 685 car parking spaces in Yiu Tung SC.									
Title Details:	The property is held by The Link Properties Limited. It comprises 35,548/381,831st equal and undivided shares of and in Shau Kei Wan Inland Lot No. 852 and is held under a Government Lease for a term of 50 years from 29 March 2010.									
<b>110 Kin Sang Shopping Centre</b>										
		<b>36,558</b>	<b>273</b>	<b>8.7</b>	<b>6.52%</b>	<b>164.1</b>	<b>8.00%</b>	<b>160.9</b>	<b>162.5</b>	<b>5.32%</b> <b>8.71%</b>
Brief Description:	Kin Sang SC, completed in 1990, comprises a 3-storey commercial building (Commercial Block), a 4-storey car park building (Car Park Block) and associated areas in Kin Sang Estate. There are a total of 273 car parking spaces in Kin Sang SC.									
Title Details:	The property is held by The Link Properties Limited. It comprises 14,100/28,621st equal and undivided shares of and in Section A of Tuen Mun Town Lot No. 441 and is held under a Government Lease for a term of 50 years from 8 April 1998.									
<b>111 Retail and Car Park within Cheung Wang Estate</b>										
		<b>11,532</b>	<b>333</b>	<b>11.2</b>	<b>6.70%</b>	<b>164.1</b>	<b>8.00%</b>	<b>160.9</b>	<b>162.5</b>	<b>6.92%</b> <b>8.72%</b>
Brief Description:	Cheung Wang RC, completed in 2001, comprises a single storey Commercial/Car Park Block, a 2-storey multi-storey Car Park Accommodation, the associated areas and various open car parks within Cheung Wang Estate. There are a total of 333 car parking spaces in Cheung Wang RC.									
Title Details:	The property is held by The Link Properties Limited. It comprises 13,010/259,640th shares of and in Tsing Yi Town Lot No. 178 and is held under a Government Lease for a term of 50 years from 25 March 2009.									

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at	Analysis
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	31 March 2012	
<b>112 Ping Tin Shopping Centre</b>											
		<b>23,060</b>	<b>406</b>	<b>9.7</b>	<b>6.79%</b>	<b>162.9</b>	<b>8.00%</b>	<b>162.0</b>	<b>162.5</b>	<b>5.96%</b>	<b>8.81%</b>
Brief	Ping Tin SC, completed in 1997, comprises a 3-storey retail building (Commercial Centre), a split-level										
Description:	4-storey annexed car park building (Car Park Block), the ground and first floors car park of a 4-storey ancillary facilities building (Ancillary Facilities Block) and various open car parking spaces near to the ingress of the car park building in Ping Tin Estate. There are a total of 406 car parking spaces in Ping Tin SC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 16,966/362,174th equal and undivided shares of and in New Kowloon Inland Lot No. 6446 and is held under a Government Lease for a term of 50 years from 30 March 2009.										
<b>113 Yin Lai Court Shopping Centre</b>											
		<b>16,300</b>	<b>150</b>	<b>10.9</b>	<b>6.53%</b>	<b>163.6</b>	<b>8.00%</b>	<b>157.9</b>	<b>160.8</b>	<b>6.76%</b>	<b>8.60%</b>
Brief	Yin Lai SC, completed in 1991, comprises a 4-storey retail/car park building in Yin Lai Court. There is direct										
Description:	access to Lai King station at floor LG2. There are a total of 150 car parking spaces in Yin Lai SC.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A of Kwai Chung Town Lot No. 389 and is held under a Government Lease for a term from 21 September 1990 to 30 June 2047.										
<b>114 Retail and Car Park within Tung Tau Estate</b>											
		<b>38,653</b>	<b>493</b>	<b>8.3</b>	<b>6.82%</b>	<b>153.3</b>	<b>8.00%</b>	<b>156.8</b>	<b>155.1</b>	<b>5.32%</b>	<b>9.01%</b>
Brief	Tung Tau RC, completed in 1982, comprises a split-level single-storey retail building with basement car park										
Description:	(Commercial Complex), a 3-storey car park block (Car Park Block) and various open car parking spaces (Open Car Parks), shop units on the ground floor in front of the Commercial Complex, shops on the ground floors of Cheung Tung House, Hong Tung House, On Tung House, Wong Tung House and Yue Tung House in Tung Tau (II) Estate. There are a total of 493 car parking spaces in Tung Tau RC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 16,942/349,186th equal and undivided shares of and in New Kowloon Inland Lot No. 6413 and is held under a Government Lease for a term of 50 years from 24 January 2002.										
<b>115 Tin Wan Shopping Centre</b>											
		<b>35,490</b>	<b>417</b>	<b>8.3</b>	<b>7.12%</b>	<b>145.6</b>	<b>8.00%</b>	<b>152.7</b>	<b>149.2</b>	<b>5.57%</b>	<b>9.18%</b>
Brief	Tin Wan SC, completed in 1997, comprises a 6-storey retail building (Commercial Block), the LG/F and four										
Description:	levels of car parks in the adjoining 6-storey car park building (Car Park Block) and the ground floor of Tin Wan Estate Housing for Senior Citizens in Tin Wan Estate. There are a total of 417 car parking spaces in Tin Wan SC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 23,010/32,144th equal and undivided shares of and in The Remaining Portion of Aberdeen Inland Lot No. 455 and is held under a Government Lease for a term of 50 years from 24 July 2009.										

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Initial Yield	Indicated IRR
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)			
<b>116 Sun Tin Wai Commercial Centre</b>												
		<b>54,625</b>	<b>320</b>	<b>7.4</b>	<b>7.02%</b>	<b>145.2</b>	<b>8.00%</b>	<b>151.3</b>	<b>148.3</b>	<b>4.97%</b>	<b>9.12%</b>	
Brief Description:	Sun Tin Wai CC, completed in 1981, comprises a 6-storey retail/car park building (Sun Tin Wai Commercial Centre), open car parks and various isolated cooked food stalls in Sun Tai Wai Estate. There are a total of 320 car parking spaces in Sun Tin Wai CC.											
Title Details:	The property is held by The Link Properties Limited. It comprises 22,891/213,346th equal and undivided shares of and in Sha Tin Town Lot No. 551 and is held under a Government Lease for a term of 50 years from 26 February 2008.											
<b>117 Retail and Car Park within Cheung On Estate</b>												
		<b>3,915</b>	<b>484</b>	<b>10.5</b>	<b>7.69%</b>	<b>131.0</b>	<b>8.00%</b>	<b>144.5</b>	<b>137.8</b>	<b>7.60%</b>	<b>9.56%</b>	
Brief Description:	Cheung On RC, completed in 1988, comprises a 4-storey car park building, known as Car Park 1, a 2-storey split-level car park building known as Car Park 2, and various shops and medical centre on the ground floor of On Tao House in Cheung On Estate. There are a total of 484 car parking spaces in Cheung On RC.											
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section D, Section F and 403/293,522nd equal and undivided shares of and in the Remaining Portion of Tsing Yi Town Lot No. 160 that is held under a Government Lease for a term of 50 years from 8 April 1998.											
<b>118 Car Park within Kin Ming Estate</b>												
		<b>0</b>	<b>763</b>	<b>10.9</b>	<b>8.50%</b>	<b>126.3</b>	<b>8.00%</b>	<b>147.9</b>	<b>137.1</b>	<b>7.96%</b>	<b>10.02%</b>	
Brief Description:	Kin Ming CP, completed in 2003, comprises car parking spaces in the 6-storey commercial/car park block and various car parking spaces in Kin Ming Estate. There are a total of 763 car parking spaces in Kin Ming CP.											
Title Details:	The property is held by The Link Properties Limited. It comprises portion of 39,133/420,644th equal and undivided shares of and in Tseung Kwan O Town Lot No. 109 and is held under a Government Lease for a term of 50 years from 15 March 2010.											
<b>119 Fortune Shopping Centre</b>												
		<b>24,298</b>	<b>153</b>	<b>6.8</b>	<b>6.54%</b>	<b>136.4</b>	<b>8.00%</b>	<b>137.1</b>	<b>136.8</b>	<b>5.00%</b>	<b>8.87%</b>	
Brief Description:	Fortune SC, completed in 2000, comprises a 5-storey Car Park Block, a 2-storey multi-storey Commercial/Car Park Accommodation, the associated areas, covered areas, guard kiosk and portion of Multi-purpose HA Accommodation (the Integrated Commercial/Car Park Accommodation on the second floor of Fook Ming House). There are a total of 153 car parking spaces in Fortune SC.											
Title Details:	The property is held by The Link Properties Limited. It comprises 11,807/115,133rd equal and undivided shares of and in New Kowloon Inland Lot No. 6484 and is held under a Government Lease for a term of 50 years from 27 April 2009.											

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Analysis	
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	Indicated IRR	
<b>120 Hing Tin Commercial Centre</b>												
		<b>28,312</b>	<b>387</b>	<b>7.4</b>	<b>6.97%</b>	<b>130.8</b>	<b>8.00%</b>	<b>133.5</b>	<b>132.2</b>	<b>5.56%</b>	<b>8.99%</b>	
Brief Description:	Hing Tin CC, completed in 1988, comprises a 2-storey commercial block (including a market) (Commercial Complex), several shop units on the ground floors of Mei Tin House and Yan Tin House, a 2-storey car park building (Car Park B), a 4-storey car park building (Car Park C), and various cooked food stalls near to Mei Tin House and Choi Tin House in Hing Tin Estate. There are a total of 387 car parking spaces in Hing Tin CC.											
Title Details:	The property is held by The Link Properties Limited. It comprises 15,570/149,828th equal and undivided shares of and in New Kowloon Inland Lot No. 6377 and is held under a Government Lease for a term of 50 years commencing from 8 February 2001.											
<b>121 Shun On Commercial Centre</b>												
		<b>87,236</b>	<b>459</b>	<b>5.9</b>	<b>6.71%</b>	<b>119.6</b>	<b>8.00%</b>	<b>121.4</b>	<b>120.5</b>	<b>4.92%</b>	<b>8.95%</b>	
Brief Description:	Shun On CC, completed in 1978, comprises portions of the two Commercial Blocks 1&2, a 2-storey retail/4-storey car park building (Commercial/Car Park Block), the Integrated Commercial/Car Park Accommodations in On Kwan House, On Chung House and On Yat House, various Commercial Facilities, associated areas and open car parks in Shun On Estate. There are a total of 459 car parking spaces in Shun On CC.											
Title Details:	The property is held by The Link Properties Limited. It comprises 20,130/179,429th equal and undivided shares of and in The Remaining Portion of New Kowloon Inland Lot No. 6472 and is held under a Government Lease for a term of 50 years from 28 July 2008.											
<b>122 Tin Ma Court Commercial Centre</b>												
		<b>38,286</b>	<b>585</b>	<b>6.4</b>	<b>6.79%</b>	<b>114.4</b>	<b>8.00%</b>	<b>116.2</b>	<b>115.3</b>	<b>5.56%</b>	<b>8.93%</b>	
Brief Description:	Tin Ma Court CC, completed in 1986, comprises a 3-storey commercial centre (Commercial Centre) and an adjoining 5-storey car park building (Car Park Block) in Tin Ma Court. There are a total of 585 car parking spaces in Tin Ma Court CC.											
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A of New Kowloon Inland Lot No. 5994 that is held under a Government Lease for a term of 99 years less the last 3 days from 1 July 1898 and has been statutorily extended to 30 June 2047.											
<b>123 Retail and Car Park within Lok Wah (South) Estate</b>												
		<b>16,659</b>	<b>226</b>	<b>5.1</b>	<b>6.85%</b>	<b>111.6</b>	<b>8.00%</b>	<b>113.0</b>	<b>112.3</b>	<b>4.55%</b>	<b>8.93%</b>	
Brief Description:	Lok Wah (South) RC, completed in 1982, comprises a 4-storey Car Park Block, three free standing cooked food stalls near On Wah House, market stalls at Chin Wah House, portion of the ground floor of On Wah House, associated areas and open car parks in Lok Wah (South) Estate. There are a total of 226 car parking spaces in Lok Wah (South) RC.											
Title Details:	The property is held by The Link Properties Limited. It comprises 13,231/513,788th and portion of 667/513,788th equal and undivided shares of and in New Kowloon Inland Lot No. 6460 and is held under a Government Lease for a term of 50 years commencing from 9 September 2008.											

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Analysis
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	
<b>124 Po Hei Court Commercial Centre</b>											
		<b>13,686</b>	<b>0</b>	<b>5.2</b>	<b>6.00%</b>	<b>95.0</b>	<b>8.00%</b>	<b>88.3</b>	<b>91.7</b>	<b>5.68%</b>	<b>8.31%</b>
Brief	Po Hei Court CC, completed in 1993, comprises shops on the ground floor of Blocks A & B of Po Hei Court.										
Description:											
Title Details:	The property is held by The Link Properties Limited. It comprises 1,354/20,256th equal and undivided shares of and in New Kowloon Inland Lot No. 6117 and is held under a Government Lease for a term from 17 July 1992 to 30 June 2047.										
<b>125 Retail and Car Park within Hong Pak Court</b>											
		<b>17,956</b>	<b>549</b>	<b>6.4</b>	<b>7.93%</b>	<b>82.0</b>	<b>8.00%</b>	<b>91.9</b>	<b>87.0</b>	<b>7.39%</b>	<b>9.69%</b>
Brief	Hong Pak RC, completed in 1993, comprises a 7-storey car park block with two kindergartens located on										
Description:	Level 7 in Hong Pak Court. There are a total of 549 car parking spaces in Hong Pak RC.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A of New Kowloon Inland Lot No. 6095 and is held under a Government Lease for a term from 25 September 1991 to 30 June 2047.										
<b>126 Siu Hei Commercial Centre</b>											
		<b>23,436</b>	<b>560</b>	<b>5.3</b>	<b>7.50%</b>	<b>81.1</b>	<b>8.00%</b>	<b>88.2</b>	<b>84.7</b>	<b>6.25%</b>	<b>9.42%</b>
Brief	Siu Hei CC, completed in 1986, comprises a 3-storey (including mezzanine floor) commercial centre with										
Description:	retail, market and welfare facilities therein and a 4-storey split level car park block in Siu Hei Court. There are a total of 560 parking spaces in Siu Hei CC.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A of Tuen Mun Town Lot No. 255 that is held under a Government Lease for a term of 99 years less the last 3 days from 1 July 1898 and has been statutorily extended to 30 June 2047.										
<b>127 Retail and Car Park within Mei Chung Court</b>											
		<b>1,077</b>	<b>385</b>	<b>5.5</b>	<b>8.04%</b>	<b>76.7</b>	<b>8.00%</b>	<b>84.6</b>	<b>80.7</b>	<b>6.76%</b>	<b>9.56%</b>
Brief	Mei Chung RC, completed in 1996, comprises a 5-storey car park building with a retail shop located on Level										
Description:	2 in Mei Chung Court. There are a total of 385 car parking spaces in Mei Chung RC.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A of Sha Tin Town Lot No. 396 and is held under a Government Lease for a term from 11 November 1994 to 30 June 2047.										
<b>128 Retail and Car Park within Ko Chun Court</b>											
		<b>7,332</b>	<b>323</b>	<b>6.1</b>	<b>7.79%</b>	<b>76.0</b>	<b>8.00%</b>	<b>84.6</b>	<b>80.3</b>	<b>7.53%</b>	<b>9.64%</b>
Brief	Ko Chun RC, completed in 1993, comprises a 6-storey (12 split-levels) commercial/car park block and a										
Description:	kindergarten on the ground floor of Chun Moon House of Ko Chun Court. There are a total of 323 car parking spaces in Ko Chun RC.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A and 530/81,791st equal and undivided shares of and in the Remaining Portion of New Kowloon Inland Lot No. 6189 that is held under a Government Lease for a term from 3 June 1993 to 30 June 2047.										

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Income Capitalization Cap. Rate	Value (HK\$M)	DCF Analysis Discount Rate	Value (HK\$M)	Assessment as at	Initial Yield	Indicated IRR
									31 March 2012		
<b>129 Car Park within Wah Lai Estate</b>											
		<b>0</b>	<b>411</b>	<b>5.6</b>	<b>7.50%</b>	<b>71.1</b>	<b>8.00%</b>	<b>78.5</b>	<b>74.8</b>	<b>7.45%</b>	<b>9.57%</b>
Brief	Wah Lai CP, completed in 2001, comprises a 5-storey carport building in Wah Lai Estate. There are a total of										
Description:	411 car parking spaces in Wah Lai CP.										
Title Details:	The property is held by The Link Properties Limited. It comprises 21,700/102,614th equal and undivided shares of and in the Remaining Portion of Section A of Kwai Chung Town Lot No. 445 and is held under a Government Lease for a term of 50 years from 25 May 2001.										
<b>130 Retail and Car Park within Wo Ming Court</b>											
		<b>7,342</b>	<b>379</b>	<b>5.0</b>	<b>7.64%</b>	<b>67.0</b>	<b>8.00%</b>	<b>73.9</b>	<b>70.5</b>	<b>7.14%</b>	<b>9.56%</b>
Brief	Wo Ming RC, completed in 1999, comprises a 6-storey car park building and a kindergarten on the ground										
Description:	floor of Block A in Wo Ming Court. There are a total of 379 car parking spaces in Wo Ming RC.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A and 728/82,796th equal and undivided shares of and in the Remaining Portion of Tseung Kwan O Town Lot No. 52 that is held under a Government Lease for a term of 50 years from 28 November 1997.										
<b>131 Retail and Car Park within Tong Ming Court</b>											
		<b>21,283</b>	<b>291</b>	<b>4.4</b>	<b>7.62%</b>	<b>62.3</b>	<b>8.00%</b>	<b>67.7</b>	<b>65.0</b>	<b>6.84%</b>	<b>9.46%</b>
Brief	Tong Ming RC, completed in 1999, comprises a 5-storey car park building with various shop units and a										
Description:	children & youth centre on the ground floor; and a day nursery and a kindergarten respectively on the ground floors of Tong Wong House and Tong Fu House in Tong Ming Court. There are a total of 291 car parking spaces in Tong Ming RC.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A and 1,153/98,512th equal and undivided shares of and in the Remaining Portion of Tseung Kwan O Town Lot No. 54 and is held under a Government Lease for a term commencing from 26 June 1997 and expiring on 30 June 2047.										
<b>132 Retail and Car Park within Choi Ha Estate</b>											
		<b>21,438</b>	<b>205</b>	<b>3.5</b>	<b>7.56%</b>	<b>60.7</b>	<b>8.00%</b>	<b>65.8</b>	<b>63.3</b>	<b>5.49%</b>	<b>9.43%</b>
Brief	Choi Ha RC, completed in 1989, comprises a 5-storey Car Park Block, various shops on the ground floors of										
Description:	Choi Yuet House and Choi Sing House as well as various open car parks in Choi Ha Estate. There are a total of 205 car parking spaces in Choi Ha RC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 12,255/129,695th equal and undivided shares of and in New Kowloon Inland Lot No. 6348 and is held under a Government Lease for a term of 50 years from 10 February 2000.										
<b>133 Retail and Car Park within Ching Wah Court</b>											
		<b>11,863</b>	<b>348</b>	<b>4.2</b>	<b>7.60%</b>	<b>60.2</b>	<b>8.00%</b>	<b>65.8</b>	<b>63.0</b>	<b>6.72%</b>	<b>9.50%</b>
Brief	Ching Wah RC, completed in 1984, comprises a 3-storey commercial/car park building in Ching Wah Court.										
Description:	There are a total of 348 car parking spaces in Ching Wah RC.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A of Tsing Yi Town Lot No. 100 and is held under a Government Lease for a term of 99 years less the last 3 days from 1 July 1898 and has been statutorily extended to 30 June 2047.										

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Analysis
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	
<b>134 Car Park within Tin Yuet Estate</b>											
		<b>0</b>	<b>560</b>	<b>4.7</b>	<b>8.50%</b>	<b>56.7</b>	<b>8.00%</b>	<b>66.4</b>	<b>61.6</b>	<b>7.63%</b>	<b>10.01%</b>
Brief	Tin Yuet CP, completed in 2000, comprises a 4-storey (including a Mezzanine Floor) Carport Block in Tin Yuet Estate. There are a total of 560 car parking spaces in Tin Yuet CP.										
Description:											
Title Details:	The property is held by The Link Properties Limited. It comprises portion of 50,802/297,568th equal and undivided shares of and in Tin Shui Wai Town Lot No. 41 and is held under a Government Lease for a term of 50 years from 8 June 2010.										
<b>135 Retail and Car Park within Tsui Wan Estate</b>											
		<b>8,561</b>	<b>182</b>	<b>3.6</b>	<b>7.00%</b>	<b>60.3</b>	<b>8.00%</b>	<b>61.5</b>	<b>60.9</b>	<b>5.93%</b>	<b>9.00%</b>
Brief	Tsui Wan RC, completed in 1993, comprises various self-standing single storey retail units, a 3-storey retail/office building (Commercial Accommodation), a single-storey car park building (Car Park Block) and various open car parking spaces (Open Car Park) in Tsui Wan Estate. There are a total of 182 car parking spaces in Tsui Wan RC.										
Description:											
Title Details:	The property is held by The Link Properties Limited. It comprises 3,254/123,068th equal and undivided shares of and in Chai Wan Inland Lot No. 166 and is held under a Government Lease for a term of 50 years from 18 March 1999.										
<b>136 Hing Man Commercial Centre</b>											
		<b>33,915</b>	<b>226</b>	<b>2.6</b>	<b>7.15%</b>	<b>55.5</b>	<b>8.00%</b>	<b>56.3</b>	<b>55.9</b>	<b>4.70%</b>	<b>8.95%</b>
Brief	Hing Man CC, completed in 1982, comprises a 6-storey (including roof but excluding the access lift tower at Chai Wan Road) commercial/car park building (Commercial/Car Park Block) in Hing Man Estate. There are a total of 226 car parking spaces in Hing Man CC.										
Description:											
Title Details:	The property is held by The Link Properties Limited. It comprises 12,404/126,748th equal and undivided shares of and in Chai Wan Inland Lot No. 179 and is held under a Government Lease for a term of 50 years from 29 March 2010.										
<b>137 Retail and Car Park within Tin Wah Estate</b>											
		<b>1,476</b>	<b>287</b>	<b>3.5</b>	<b>6.99%</b>	<b>50.8</b>	<b>8.00%</b>	<b>51.8</b>	<b>51.3</b>	<b>6.85%</b>	<b>9.01%</b>
Brief	Tin Wah RC, completed in 1999, comprises two ground floor shop units and car parking spaces on the ground to second floors of the 7-storey Ancillary Facilities Block in Tin Wah Estate. There are a total of 287 car parking spaces in Tin Wah RC.										
Description:											
Title Details:	The property is held by The Link Properties Limited. It comprises 11,225/236,423rd equal and undivided shares of and in Tin Shui Wai Town Lot No. 43 and is held under a Government Lease for a term of 50 years from 12 May 2010.										
<b>138 Retail and Car Park within Hong Yat Court</b>											
		<b>7,040</b>	<b>355</b>	<b>3.8</b>	<b>8.10%</b>	<b>47.5</b>	<b>8.00%</b>	<b>54.2</b>	<b>50.9</b>	<b>7.38%</b>	<b>9.79%</b>
Brief	Hong Yat RC, completed in 1993, comprises a 7-storey car park block with a kindergarten on Level 13 (6th Floor) in Hong Yat Court. There are a total of 355 car parking spaces in Hong Yat RC.										
Description:											
Title Details:	The property is held by The Link Properties Limited. It comprises 4,582/99,200th equal and undivided shares of and in New Kowloon Inland Lot No. 6329 and is held under a Government Lease for a term of 50 years from 5 February 2001.										

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at	Initial Yield	Indicated IRR
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	31 March 2012		
<b>139 Car Park within Tin King Estate</b>												
		<b>0</b>	<b>380</b>	<b>4.0</b>	<b>8.25%</b>	<b>47.1</b>	<b>8.00%</b>	<b>54.4</b>	<b>50.8</b>		<b>7.95%</b>	<b>9.89%</b>
Brief Description:	Tin King CP, completed in 1989, comprises the ground, second and third, portions of 4th and 5th floors, roof and upper roof of a 5-storey Car Park Block as well as various open car parks in Tin King Estate. There are a total of 380 car parking spaces in Tin King CP.											
Title Details:	The property is held by The Link Properties Limited. It comprises 4,036/197,161st equal and undivided shares of and in Tuen Mun Town Lot No. 444 and is held under a Government Lease for a term of 50 years from 18 March 1999.											
<b>140 Car Park within Tsz Man Estate</b>												
		<b>0</b>	<b>364</b>	<b>3.8</b>	<b>8.25%</b>	<b>45.8</b>	<b>8.00%</b>	<b>52.9</b>	<b>49.4</b>		<b>7.69%</b>	<b>9.89%</b>
Brief Description:	Tsz Man CP, completed in 1994, comprises a 4-storey car park building with associated area in Tsz Man Estate. There are a total of 364 car parking spaces in Tsz Man CP.											
Title Details:	The property is held by The Link Properties Limited. It comprises 9,121/139,291st equal and undivided shares of and in New Kowloon Inland Lot No. 6441 and is held under a government Lease for a term of 50 years from 28 February 2008.											
<b>141 Retail and Car Park within Nam Cheong Estate</b>												
		<b>8,112</b>	<b>156</b>	<b>3.1</b>	<b>7.22%</b>	<b>47.1</b>	<b>8.00%</b>	<b>50.0</b>	<b>48.6</b>		<b>6.32%</b>	<b>9.28%</b>
Brief Description:	Nam Cheong RC, completed in 1989, comprises a single-storey car park block (Car Park Block), various open car parking spaces and various shop units on the ground floor of Cheong Shun House, Cheong Yat House, Cheong On House and Cheong Yin House in Nam Cheong Estate. There are a total of 156 car parking spaces in Nam Cheong RC.											
Title Details:	The property is held by The Link Properties Limited. It comprises 3,670/109,764th equal and undivided shares of and in New Kowloon Inland Lot No. 6427 and is held under a Government Lease for a term of 50 years from 17 August 2005.											
<b>142 Retail and Car Park within Yan Shing Court</b>												
		<b>11,702</b>	<b>252</b>	<b>2.9</b>	<b>7.60%</b>	<b>45.0</b>	<b>8.00%</b>	<b>48.6</b>	<b>46.8</b>		<b>6.12%</b>	<b>9.41%</b>
Brief Description:	Yan Shing RC, completed in 1993, comprises a 6-storey car park block (Car Park Block) with a retail shop, estate office and kindergarten on the ground floor in Yan Shing Court. There are a total of 252 car parking spaces in Yan Shing RC.											
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A of Fanling Sheung Shui Town Lot No. 39 and is held under a Government Lease for a term from 10 September 1992 to 30 June 2047.											
<b>143 Car Park within Tsui Ping South Estate</b>												
		<b>5,275</b>	<b>229</b>	<b>2.5</b>	<b>7.98%</b>	<b>43.4</b>	<b>8.00%</b>	<b>48.5</b>	<b>46.0</b>		<b>5.52%</b>	<b>9.64%</b>
Brief Description:	Tsui Ping South CP, completed in 1990, comprises a 3-storey Car Park Block with a management office on the second floor and various open car parks in Tsui Ping South Estate. There are a total of 229 car parking spaces in Tsui Ping South CP.											
Title Details:	The property is held by The Link Properties Limited. It comprises 6,785/291,576th equal and undivided shares of and in the Remaining Portion of Kwun Tong Inland Lot No. 755 and is held under a Government Lease for a term of 50 years from 27 November 2009.											

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Analysis
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	
<b>144 Car Park within Ka Tin Court</b>											
		<b>0</b>	<b>348</b>	<b>3.3</b>	<b>8.25%</b>	<b>42.3</b>	<b>8.00%</b>	<b>48.9</b>	<b>45.6</b>	<b>7.32%</b>	<b>9.92%</b>
Brief Description:	Ka Tin Court CP, completed in 1988, comprises a 3-storey car park building in Ka Tin Court. There are a total of 348 car parking spaces in Ka Tin Court CP.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A of Sha Tin Town Lot No. 290 and is held under a Government Lease for a term of 99 years less the last 3 days from 1 July 1898 that has been statutorily extended to 30 June 2047.										
<b>145 Car Park within Ning Fung Court</b>											
		<b>0</b>	<b>299</b>	<b>3.5</b>	<b>8.25%</b>	<b>41.8</b>	<b>8.00%</b>	<b>48.3</b>	<b>45.1</b>	<b>7.68%</b>	<b>9.90%</b>
Brief Description:	Ning Fung CP, completed in 2001, comprises a 3-storey carport building in Ning Fung Court. There are a total of 299 car parking spaces in Ning Fung CP.										
Title Details:	The property is held by The Link Properties Limited. It comprises 3,072/78,707th equal and undivided shares of and in Kwai Chung Town Lot No. 477 and is held under a Government Lease for a term of 50 years from 15 October 1999.										
<b>146 Car Park within Lai On Estate</b>											
		<b>0</b>	<b>181</b>	<b>3.3</b>	<b>7.75%</b>	<b>42.5</b>	<b>8.00%</b>	<b>47.6</b>	<b>45.1</b>	<b>7.27%</b>	<b>9.66%</b>
Brief Description:	Lai On CP, completed in 1993, comprises a 3-storey car park building and various open car parks in Lai On Estate. There are a total of 181 car parking spaces in Lai On CP.										
Title Details:	The property is held by The Link Properties Limited. It comprises 5,099/9,011th equal and undivided shares of and in the Remaining Portion of New Kowloon Inland Lot No. 6482 that is held under a Government Lease for a term of 50 years from 6 March 2009.										
<b>147 Retail and Car Park within Tsz Oi Court</b>											
		<b>13,306</b>	<b>199</b>	<b>3.0</b>	<b>7.70%</b>	<b>41.3</b>	<b>8.00%</b>	<b>45.7</b>	<b>43.5</b>	<b>6.85%</b>	<b>9.58%</b>
Brief Description:	Tsz Oi RC, completed in phases between 1997 and 2000, comprises a 6-storey car park building with a kindergarten on 6/F (Car Park Block) of Tsz Oi Court and a single-storey kindergarten building in Tsz Oi Court Stage III. There are a total of 199 car parking spaces in Tsz Oi RC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 699/113,761st equal and undivided shares of and in New Kowloon Inland Lot No. 6265 and is held under a Government Lease for a term of 50 years from 7 May 1999. It also comprises the entire Section A of New Kowloon Inland Lot No. 6211 that is held under a Government Lease for a term from 9 June 1995 to 30 June 2047.										
<b>148 Retail and Car Park within Fung Wah Estate</b>											
		<b>9,821</b>	<b>161</b>	<b>2.2</b>	<b>7.29%</b>	<b>41.9</b>	<b>8.00%</b>	<b>44.8</b>	<b>43.4</b>	<b>5.12%</b>	<b>9.32%</b>
Brief Description:	Fung Wah RC, completed in 1993, comprises portions of the Integrated HA Accommodation on LG/F and UG/F of Block 2 Hiu Fung House, the G/F and LG/F of Block 3 Sau Fung House, a 2-storey Car Park Block as well as open car parks in Fung Wah Estate. There are a total of 161 car parking spaces in Fung Wah RC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 5,638/76,232nd equal and undivided shares of and in Chai Wan Inland Lot No. 169 and is held under a Government Lease for a term of 50 years from 10 February 2000.										

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Analysis	
					Cap. Rate	Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	Indicated IRR
<b>149 Retail and Car Park within Tin Yat Estate</b>											
		<b>8,784</b>	<b>446</b>	<b>2.2</b>	<b>7.47%</b>	<b>40.1</b>	<b>8.00%</b>	<b>43.7</b>	<b>41.9</b>	<b>5.21%</b>	<b>9.47%</b>
Brief	Tin Yat RC, completed in 2001, comprises a 7-storey car park building with a kindergarten on the ground floor										
Description:	and various open car parks in Tin Yat Estate. There are a total of 446 parking spaces in Tin Yat RC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 15,485/226,221st equal and undivided shares of and in Tin Shui Wai Town Lot No. 42 and is held under a Government Lease for a term of 50 years from 28 October 2008.										
<b>150 Retail and Car Park within Ying Fuk Court</b>											
		<b>786</b>	<b>163</b>	<b>3.1</b>	<b>7.99%</b>	<b>39.1</b>	<b>8.00%</b>	<b>44.0</b>	<b>41.6</b>	<b>7.42%</b>	<b>9.69%</b>
Brief	Ying Fuk RC, completed in 2001, comprises a 4-storey split-level car park building with a shop unit on the										
Description:	ground floor (Car Park Block) in Ying Fuk Court. There are a total of 163 car parking spaces in Ying Fuk RC.										
Title Details:	The property is held by The Link Properties Limited. It comprises the Remaining Portion of New Kowloon Inland Lot No. 6266 and is held under a Government Lease for a term of 50 years from 7 May 1999.										
<b>151 Car Park within Yue On Court</b>											
		<b>1,323</b>	<b>296</b>	<b>3.0</b>	<b>8.20%</b>	<b>38.2</b>	<b>8.00%</b>	<b>43.8</b>	<b>41.0</b>	<b>7.41%</b>	<b>9.86%</b>
Brief	Yue On CP, completed in 1988, comprises a 5-storey car park block (Car Park Block) with an office on the										
Description:	ground floor. There are a total of 296 car parking spaces in Yue On CP.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A of Ap Lei Chau Inland Lot No. 117 and is held under a Government Lease for a term of 75 years from 1 February 1982 renewable for another 75 years.										
<b>152 Retail and Car Park within Yan Ming Court</b>											
		<b>7,019</b>	<b>262</b>	<b>2.5</b>	<b>8.05%</b>	<b>38.2</b>	<b>8.00%</b>	<b>43.5</b>	<b>40.9</b>	<b>6.20%</b>	<b>9.77%</b>
Brief	Yan Ming RC, completed in 1990, comprises a 3-storey commercial/car park centre in Yan Ming Court. There										
Description:	are a total of 262 car parking spaces in Yan Ming RC.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A of Junk Bay Town Lot No. 9 and is held under a Government Lease for a term from 22 January 1987 to 30 June 2047.										
<b>153 Car Park within Po Pui Court</b>											
		<b>0</b>	<b>277</b>	<b>3.0</b>	<b>8.25%</b>	<b>37.0</b>	<b>8.00%</b>	<b>42.7</b>	<b>39.9</b>	<b>7.60%</b>	<b>9.89%</b>
Brief	Po Pui CP, completed in 1995, comprises a 3-storey Car Park Block in Po Pui Court. There are a total of 277										
Description:	car parking spaces in Po Pui CP.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A of Kwun Tong Inland Lot No. 728 and is held under a Government Lease from 8 February 1994 to 30 June 2047.										

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Analysis
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	
<b>154 Retail and Car Park within Po Nga Court</b>											
		<b>13,951</b>	<b>246</b>	<b>2.5</b>	<b>7.80%</b>	<b>37.5</b>	<b>8.00%</b>	<b>41.7</b>	<b>39.6</b>	<b>6.37%</b>	<b>9.62%</b>
Brief	Po Nga RC, completed in 1989, comprises a 3-storey car park building, a kindergarten on the ground floor of										
Description:	Ka Wo House and a nursery on the ground floor of Hing Wo House in Po Nga Court. There are a total of 246 car parking spaces in Po Nga RC.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A and 2/59,187th equal and undivided shares of and in the Remaining Portion of Tai Po Town Lot No. 73 that is held under a Government Lease for a term from 29 March 1988 to 30 June 2047.										
<b>155 Retail and Car Park within Siu On Court</b>											
		<b>17,084</b>	<b>273</b>	<b>2.7</b>	<b>7.56%</b>	<b>37.8</b>	<b>8.00%</b>	<b>41.1</b>	<b>39.5</b>	<b>6.79%</b>	<b>9.43%</b>
Brief	Siu On RC, completed in 1981, comprises a 4-storey split-level car park building, a kindergarten spreads										
Description:	across the ground floors of Ting Chi House and Ting Yin House as well as a Youth & Children Centre across the ground floors of Ting Kay House, Ting On House and Ting Hoi House in Siu On Court. There are a total of 273 parking spaces in Siu On RC.										
Title Details:	The property is held by the Link Properties Limited. It comprises the entire Section A and 2/26,863rd equal and undivided shares of and in the Remaining Portion of Tuen Mun Town Lot No. 216 that is held under a Government Lease for a term of 99 years less the last 3 days from 1 July 1898 and has been statutorily extended to 30 June 2047.										
<b>156 Car Park within Ying Ming Court</b>											
		<b>0</b>	<b>274</b>	<b>2.9</b>	<b>8.50%</b>	<b>35.6</b>	<b>8.00%</b>	<b>41.7</b>	<b>38.7</b>	<b>7.48%</b>	<b>10.01%</b>
Brief	Ying Ming CP, completed in 1989, comprises a 2-storey carport building in Ying Ming Court. There are a total										
Description:	of 274 car parking spaces in Ying Ming CP.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire lot section of and in Section A of Junk Bay Town Lot No. 4 and is held under a Government Lease for a term of 99 years less the last 3 days from 1 July 1898 and has been statutorily extended to 30 June 2047.										
<b>157 Car Park within Wang Fuk Court</b>											
		<b>0</b>	<b>408</b>	<b>2.5</b>	<b>8.00%</b>	<b>33.8</b>	<b>8.00%</b>	<b>38.5</b>	<b>36.2</b>	<b>6.98%</b>	<b>9.78%</b>
Brief	Wang Fuk CP, completed in 1983, comprises a 5-storey car park building (including a basement) in Wang Fuk										
Description:	Court. There are a total of 408 car parking spaces in Wang Fuk CP.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A of Tai Po Town Lot No. 27 and is held under a Government Lease for a term of 99 years less the last 3 days from 1 July 1898 and has been statutorily extended to 30 June 2047.										

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Income Capitalization Cap. Rate	DCF Analysis Value (HK\$M)	Discount Rate	Value (HK\$M)	Assessment as at	Initial Yield	Indicated IRR
									31 March 2012		
<b>158 Car Park within Ching Wang Court</b>											
		<b>0</b>	<b>179</b>	<b>2.8</b>	<b>8.50%</b>	<b>32.8</b>	<b>8.00%</b>	<b>38.5</b>	<b>35.7</b>	<b>7.81%</b>	<b>10.00%</b>
Brief	Ching Wang CP, completed in 2001, comprises a 2-storey car park building in Ching Wang Court. There are a										
Description:	total of 179 car parking spaces in Ching Wang CP.										
Title Details:	The property is held by The Link Properties Limited. It comprises 2,516/36,665th equal and undivided shares of and in Tsing Yi Town Lot No. 137 and is held under a Government Lease for a term of 50 years from 20 April 1999.										
<b>159 Retail and Car Park within Hung Hom Estate</b>											
		<b>3,994</b>	<b>45</b>	<b>1.9</b>	<b>7.30%</b>	<b>29.2</b>	<b>8.00%</b>	<b>30.9</b>	<b>30.1</b>	<b>6.28%</b>	<b>9.25%</b>
Brief	Hung Hom RC, completed in 1999, comprises a single-storey car park building (Car Park Block), various shop										
Description:	units on the lower ground floor of Hung Fai House and various open car parking spaces scattered within Hung Hom Estate (Open Car Parks). There are a total of 45 car parking spaces in Hung Hom RC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 1,573/51,548th equal undivided shares of and in Hung Hom Inland Lot No. 554 and is held under a Government Lease for a term of 50 years from 29 August 2008.										
<b>160 Retail and Car Park within Tai Ping Estate</b>											
		<b>3,339</b>	<b>101</b>	<b>1.6</b>	<b>6.78%</b>	<b>29.4</b>	<b>8.00%</b>	<b>29.6</b>	<b>29.5</b>	<b>5.42%</b>	<b>8.89%</b>
Brief	Tai Ping RC, completed in 1989, comprises various retail shops on the ground floor of Ping Hay House										
Description:	(Portions of the Integrated HA Accommodation), a 2-storey car park block (Car Park Block) and various open car parking space (Open Car Parks) in Tai Ping Estate. There are a total of 101 car parking spaces in Tai Ping RC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 2,787/86,121st equal and undivided shares of and in Fanling Sheung Shui Town Lot No. 223 and is held under a Government Lease for a term of 50 years from 24 January 2002.										
<b>161 Car Park within Yee Kok Court</b>											
		<b>0</b>	<b>240</b>	<b>2.1</b>	<b>8.25%</b>	<b>27.2</b>	<b>8.00%</b>	<b>31.4</b>	<b>29.3</b>	<b>7.18%</b>	<b>9.89%</b>
Brief	Yee Kok CP, completed in 1981, comprises a 5-storey (including a basement) car park building in Yee Kok										
Description:	Court. There are a total of 240 car parking spaces in Yee Kok CP.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A of New Kowloon Inland Lot No. 5911 that is held under a Government Lease for a term of 99 years less the last 3 days from 1 July 1898 and has been statutorily extended to 30 June 2047.										

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Income Capitalization Cap. Rate	Value (HK\$M)	DCF Analysis Discount Rate	Value (HK\$M)	Assessment as at	Initial Yield	Indicated IRR
									31 March 2012		
<b>162 Retail and Car Park within Tung Hei Court</b>											
		<b>6,340</b>	<b>146</b>	<b>2.0</b>	<b>8.09%</b>	<b>27.0</b>	<b>8.00%</b>	<b>30.7</b>	<b>28.9</b>	<b>6.76%</b>	<b>9.77%</b>
Brief	Tung Hei RC, completed in 1995, comprises a kindergarten on the ground floors of Blocks A and B (King Hei										
Description:	House & Yat Hei House) and a 2-storey Car Park building (Car Park Block) in Tung Hei Court. There are a total of 146 car parking spaces in Tung Hei RC.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A and 690/122,407th equal and undivided shares of and in the Remaining Portion of Shau Kei Wan Inland Lot No. 834 that is held under a Government Lease for a term from 20 June 1989 to 30 June 2047.										
<b>163 Retail and Car Park within Lok Nga Court</b>											
		<b>12,616</b>	<b>265</b>	<b>1.8</b>	<b>7.81%</b>	<b>27.1</b>	<b>8.00%</b>	<b>30.3</b>	<b>28.7</b>	<b>6.26%</b>	<b>9.65%</b>
Brief	Lok Nga RC, completed in 1984, comprises a 5-storey Car Park Block with an indoor sports hall on Level 6										
Description:	and various open car parks located at the centre of Lok Nga Court. There are a total of 265 car parking spaces in Lok Nga RC.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A and 1/28,952nd equal and undivided share of and in the Remaining Portion of New Kowloon Inland Lot No. 5969 that is held under a Government Lease for a term of 99 years less the last 3 days from 1 July 1898 and has been statutorily extended to 30 June 2047.										
<b>164 Retail and Car Park within Sau Mau Ping (III) Estate</b>											
		<b>1,507</b>	<b>205</b>	<b>1.8</b>	<b>7.04%</b>	<b>26.6</b>	<b>8.00%</b>	<b>27.8</b>	<b>27.2</b>	<b>6.52%</b>	<b>9.16%</b>
Brief	Sau Mau Ping (III) RC, completed in 1996, comprises a 4-storey Car Park Block with a retail unit located on the										
Description:	ground floor of Sau Mau Ping (III) Estate. There are a total of 205 car parking spaces in Sau Mau Ping (III) RC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 7,222/833,450th equal and undivided shares of and in New Kowloon Inland Lot No. 6453 and is held under a Government Lease for a term of 50 years from 23 February 2007.										
<b>165 Car Park within San Wai Court</b>											
		<b>0</b>	<b>185</b>	<b>2.0</b>	<b>8.25%</b>	<b>24.4</b>	<b>8.00%</b>	<b>28.1</b>	<b>26.3</b>	<b>7.68%</b>	<b>9.87%</b>
Brief	San Wai CP, completed in 1990, comprises a 3-storey car park building (Multi-Storey Car Park) in San Wai										
Description:	Court. There are a total of 185 car parking spaces in San Wai CP.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A of Tuen Mun Town Lot No. 326 and is held under a Government Lease for a term from 3 January 1989 to 30 June 2047.										

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Analysis	
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	Indicated IRR	
<b>166 Car Park within Tin Yau Court</b>												
		<b>0</b>	<b>192</b>	<b>1.7</b>	<b>8.50%</b>	<b>22.7</b>	<b>8.00%</b>	<b>26.6</b>	<b>24.7</b>	<b>7.04%</b>	<b>9.97%</b>	
Brief	Tin Yau CP, completed in 1992, comprises a 3-storey car park building (Carport) in Tin Yau Court. There are a											
Description:	total of 192 car parking spaces in Tin Yau CP.											
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A of Tin Shui Wai Town Lot No. 10 and is held under a Government Lease for a term from 23 January 1992 to 30 June 2047.											
<b>167 Car Park within Yee Nga Court</b>												
		<b>0</b>	<b>159</b>	<b>1.7</b>	<b>8.50%</b>	<b>22.6</b>	<b>8.00%</b>	<b>26.5</b>	<b>24.6</b>	<b>7.04%</b>	<b>10.00%</b>	
Brief	Yee Nga CP, completed in 1993, comprises a total of 159 car parking spaces located on the ground floor of Yee											
Description:	Nga Court.											
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A of Tai Po Town Lot No. 120 and is held under a Government Lease for a term of 22 May 1991 to 30 June 2047.											
<b>168 Car Park within Upper Ngau Tau Kok Estate</b>												
		<b>0</b>	<b>228</b>	<b>1.7</b>	<b>8.25%</b>	<b>22.3</b>	<b>8.00%</b>	<b>25.8</b>	<b>24.1</b>	<b>7.24%</b>	<b>9.87%</b>	
Brief	Upper Ngau Tau Kok CP, completed in 2002, comprises a 3-storey Car Park Block and associated areas in											
Description:	Upper Ngau Tau Kok Estate. There are a total of 228 car parking spaces in Upper Ngau Tau Kok CP.											
Title Details:	The property is held by The Link Properties Limited. It comprises 9,334/126,664th equal and undivided shares of and in New Kowloon Inland Lot No. 6471 and is held under a Government Lease for a term of 50 years from 6 May 2008.											
<b>169 Car Park within Hong Keung Court</b>												
		<b>0</b>	<b>93</b>	<b>1.6</b>	<b>8.25%</b>	<b>21.6</b>	<b>8.00%</b>	<b>25.0</b>	<b>23.3</b>	<b>6.92%</b>	<b>9.93%</b>	
Brief	Hong Keung CP, completed in 1999, comprises a 2-storey Car Park Block and a self-use office in Hong Keung											
Description:	Court. There are a total of 93 car parking spaces in Hong Keung CP.											
Title Details:	The property is held by The Link Properties Limited. It comprises the Remaining Portion of New Kowloon Inland Lot No. 6239 and is held under a Government Lease for a term of 50 years from 8 January 1999.											
<b>170 Car Park within Ming Nga Court</b>												
		<b>0</b>	<b>345</b>	<b>1.6</b>	<b>8.25%</b>	<b>20.5</b>	<b>8.00%</b>	<b>23.6</b>	<b>22.1</b>	<b>7.06%</b>	<b>9.87%</b>	
Brief	Ming Nga CP, completed in 1985, comprises a 3-storey (including basement) car park building in Ming Nga											
Description:	Court. There are a total of 345 car parking spaces in Ming Nga CP.											
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A of Tai Po Town Lot No. 36 that is held under a Government Lease for a term of 99 years less the last 3 days from 1 July 1898 and has been statutorily extended to 30 June 2047.											

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Analysis
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	
<b>171 Retail and Car Park within Choi Fai Estate</b>											
		<b>1,045</b>	<b>93</b>	<b>1.4</b>	<b>8.33%</b>	<b>19.5</b>	<b>8.00%</b>	<b>22.3</b>	<b>20.9</b>	<b>6.74%</b>	<b>9.81%</b>
Brief	Choi Fai RC, completed in 1995, comprises a 3-storey car park building (Car Park Block), some open car parks										
Description:	and a shop unit on the ground floor of Choi Ip House (Integrated Commercial/Car Park Accommodation) in Choi Fai Estate. There are a total of 93 car parking spaces in Choi Fai RC.										
Title Details:	The property is held by The Link Properties Limited. It comprises 3,391/89,760th equal and undivided shares of and in the New Kowloon Inland Lot No. 6483 and is held under a Government Lease for a term of 50 years from 15 June 2009.										
<b>172 Retail and Car Park within Hong Shui Court</b>											
		<b>345</b>	<b>102</b>	<b>1.5</b>	<b>8.14%</b>	<b>18.7</b>	<b>8.00%</b>	<b>21.4</b>	<b>20.1</b>	<b>7.25%</b>	<b>9.83%</b>
Brief	Hong Shui RC, completed in 1999, comprises a 2-storey split-level car park block (Car Park Block) with a retail										
Description:	unit on Level 2 in Hong Shui Court. There are a total of 102 car parking spaces in Hong Shui RC.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A of New Kowloon Inland Lot No. 6227 and is held under a Government Lease for a term of 50 years from 14 May 1998.										
<b>173 Car Park within King Lai Court</b>											
		<b>0</b>	<b>158</b>	<b>1.3</b>	<b>8.50%</b>	<b>17.8</b>	<b>8.00%</b>	<b>20.7</b>	<b>19.3</b>	<b>6.79%</b>	<b>10.05%</b>
Brief	King Lai CP, completed in 1989, comprises a 3-storey car park block and various open car parks. There are a										
Description:	total of 158 car parking spaces in King Lai CP.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A of New Kowloon Inland Lot No. 5943 and is held under a Government Lease for a term of from 4 March 1985 to 30 June 2047.										
<b>174 Retail and Car Park within Tin Wang Court</b>											
		<b>9,946</b>	<b>79</b>	<b>0.9</b>	<b>7.66%</b>	<b>18.0</b>	<b>8.00%</b>	<b>19.3</b>	<b>18.7</b>	<b>4.79%</b>	<b>9.31%</b>
Brief	Tin Wang RC, completed in 1992, comprises a 3-storey car park building (Car Park Block) with a kindergarten										
Description:	located on the second floor in Tin Wang Court. There are a total of 79 car parking spaces in Tin Wang RC.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Remaining Portion of New Kowloon Inland Lot No. 6131 and is held under a Government Lease for a term from 21 May 1991 to 30 June 2047.										
<b>175 Car Park within Kam On Court</b>											
		<b>0</b>	<b>238</b>	<b>1.3</b>	<b>8.25%</b>	<b>16.5</b>	<b>8.00%</b>	<b>19.0</b>	<b>17.8</b>	<b>7.58%</b>	<b>9.89%</b>
Brief	Kam On CP, completed in 1987, comprises a 3-storey car park building in Kam On Court. There are a total of										
Description:	238 car parking spaces in Kam On CP.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A of Sha Tin Town Lot No. 283 that is held under a Government Lease for a term of 99 years less the last 3 days from 1 July 1898 and has been statutorily extended to 30 June 2047.										

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at	Analysis
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	31 March 2012	
<b>176 Car Park within Kwai Hong Court</b>											
		<b>0</b>	<b>88</b>	<b>1.1</b>	<b>8.25%</b>	<b>15.5</b>	<b>8.00%</b>	<b>17.9</b>	<b>16.7</b>	<b>6.42%</b>	<b>9.92%</b>
Brief Description:	Kwai Hong CP, completed in 1993, comprises a 3-storey car park building in Kwai Hong Court. There are a total of 88 car parking spaces in Kwai Hong CP.										
Title Details:	The property is held by The Link Properties Limited. It comprises 1,100/35,351st equal and undivided shares of and in Kwai Chung Town Lot No. 420 and is held under a Government Lease for a term from 1 March 1990 to 30 June 2047.										
<b>177 Car Park within Fung Lai Court</b>											
		<b>0</b>	<b>134</b>	<b>1.1</b>	<b>8.50%</b>	<b>15.3</b>	<b>8.00%</b>	<b>17.9</b>	<b>16.6</b>	<b>6.50%</b>	<b>10.00%</b>
Brief Description:	Fung Lai CP, completed in 1997, comprises a 3-storey car park building and various open car parks in Fung Lai Court. There are a total of 134 car parking spaces in Fung Lai CP.										
Title Details:	The property is held by The Link Properties Limited. It comprises 1,512/33,911th equal and undivided shares of and in New Kowloon Inland Lot No. 6240 and is held under a Government Lease for a term from 7 June 1996 to 30 June 2047.										
<b>178 Car Park within Sau Mau Ping (I) Estate</b>											
		<b>0</b>	<b>395</b>	<b>0.7</b>	<b>8.25%</b>	<b>10.1</b>	<b>8.00%</b>	<b>11.6</b>	<b>10.9</b>	<b>6.29%</b>	<b>9.84%</b>
Brief Description:	Sau Mau Ping (I) CP, completed in 2002, comprises a 3-storey Car Park B beneath the residential block of Sau Ming House, the Integrated Commercial/Car Park Accommodation on the ground floor and roof of Sau Ming House as well as associated areas in Sau Mau Ping (I) Estate. There are a total of 395 car parking spaces in Sau Mau Ping (I) CP.										
Title Details:	The property is held by The Link Properties Limited. It comprises 14,364/833,450th and portion of 10/833,450th equal and undivided shares of and in New Kowloon Inland Lot No. 6453 and is held under a Government Lease for a term of 50 years from 23 February 2007.										
<b>179 Car Park within Pang Ching Court</b>											
		<b>0</b>	<b>67</b>	<b>0.6</b>	<b>8.50%</b>	<b>9.9</b>	<b>8.00%</b>	<b>11.0</b>	<b>10.5</b>	<b>5.54%</b>	<b>9.56%</b>
Brief Description:	Pang Ching CP, completed in 1991, comprises various open car parking areas in Pang Ching Court. There are a total of 67 car parking spaces in Pang Ching CP.										
Title Details:	The property is held by The Link Properties Limited. It comprises the entire Section A of New Kowloon Inland Lot No. 6121 and is held under a Government Lease for a term from 21 September 1990 to 30 June 2047.										
<b>180 Car Park within Lower Wong Tai Sin (I) Estate</b>											
		<b>0</b>	<b>70</b>	<b>0.2</b>	<b>6.75%</b>	<b>10.0</b>	<b>8.00%</b>	<b>9.5</b>	<b>9.8</b>	<b>2.52%</b>	<b>8.39%</b>
Brief Description:	Lower Wong Tai Sin CP, completed in 1982, comprises two open car parking areas (Open Car Parks) in Lower Wong Tai Sin (I) Estate. There are a total of 70 car parking spaces in Lower Wong Tai Sin CP.										
Title Details:	The property is held by The Link Properties Limited. It comprises 674/240,107th equal and undivided shares of and in New Kowloon Inland Lot No. 6373 and is held under a Government Lease for a term of 50 years from 8 February 2001.										

No.	Property name	IFA (sqft)	Car Park Spaces	Net Passing Income HK\$pa (M)	Cap. Rate	Income Capitalization		DCF Analysis		Assessment as at 31 March 2012	Analysis	
						Value (HK\$M)	Discount Rate	Value (HK\$M)	Value (HK\$M)	Initial Yield	Indicated IRR	
<b>181 Car Park within Chuk Yuen (North) Estate</b>												
		<b>0</b>	<b>61</b>	<b>0.6</b>	<b>8.50%</b>	<b>8.6</b>	<b>8.00%</b>	<b>9.3</b>	<b>9.0</b>	<b>6.54%</b>	<b>9.30%</b>	
Brief	Chuk Yuen (North) CP, completed in 1987, comprises two open car parking areas in Chuk Yuen (North) Estate.											
Description:	There are a total of 61 car parking spaces in Chuk Yuen (North) CP.											
Title Details:	The property is held by The Link Properties Limited. It comprises 687/364,071st equal and undivided shares of and in New Kowloon Inland Lot No. 6327 and is held under a Government Lease for a term of 50 years from 18 March 1999.											
<b>182 Retail and Car Park within Ko Yee Estate</b>												
		<b>0</b>	<b>38</b>	<b>0.1</b>	<b>7.49%</b>	<b>4.6</b>	<b>8.00%</b>	<b>3.4</b>	<b>4.0</b>	<b>2.80%</b>	<b>6.49%</b>	
Brief	Ko Yee RC, completed in 1994, comprises a single storey Commercial Block, a single storey Car Park Block and open car parks in Ko Yee Estate. There are a total of 38 car parking spaces within Ko Yee RC.											
Title Details:	The property is held by The Link Properties Limited. It comprises 1,518/80,343rd equal and undivided shares of and in New Kowloon Inland Lot No. 6480 and is held under a Government Lease for a term of 50 years commencing from 8 January 2010.											

The above Schedule of Values is a summary of the Full Valuation Report, a comprehensive version (in English) of which is available for inspection at the registered office of the Manager.

# Glossary

AEI	asset enhancement initiative, which means asset enhancement works, encompassing improvements in trade-mix, customer service, promotional activities and the physical layout and structure
average monthly unit rent	the average base rent plus management fee per month per square foot leased IFA
base rent	in respect of a lease, the standard rent payable under the lease, exclusive of any additional turnover rent (if applicable) and other charges and reimbursements
car park utilisation rate	the number of tickets sold to monthly users as a percentage of the number of monthly parking spaces available
completed AEI centres	properties where AEI works have been completed
composite reversion rate	the percentage change in per square foot average unit rent between old and new leases on the same store
DPU	distribution per unit, calculated based on the total distributable income for a financial year/period divided by the number of units in issue as at the end of such financial year/period
IFA	internal floor area, the internal area within the enclosure and available for the exclusive use of the occupier(s) of a building excluding common area and the thickness of all enclosing walls
internally managed REIT	the manager who manages the REIT is beneficially owned by the REIT itself rather than being owned by an external party
lease	a lease or a tenancy agreement (both of which grant a possessory interest) or a license (which merely constitutes an authority to do something) in respect of premises at the retail properties granted to a tenant
leased IFA	the IFA being let out under a lease
market capitalisation	the market value of the REIT calculated by multiplying the number of units in issue by the prevailing unit price quoted on The Stock Exchange of Hong Kong Limited
NPI	net property income, being total revenue less direct property related expenses
occupancy rate	the aggregated leased IFA as a percentage of total leasable IFA

QIO	quality independent operator, being tenant with shop's IFA less than or equals 1,000 square feet, excluding the top 50 tenants by monthly base rent and trades such as councilor office, post office, department store, bank, off course betting centre, elderly centre and single operator shopping centre
retail operations	the operations within the shopping centres, including shop units, market stalls, cooked food stalls, education and welfare, office, ancillary and mall merchandising
retention rate	the percentage of tenants being retained in the same shopping centre upon the expiry of leases
return on investment	projected NPI after AEI minus NPI before AEI divided by the amount of capital expenditure and loss of rental
SLM	single letting market, the market is leased to a single tenant who will take up all sub-leasing activities and day-to-day management/operation of the market as a whole
tenant	a lessee, tenant or licensee (as the case may be) under a lease
total distributable income	the consolidated profit after taxation attributable to Unitholders (equivalent to profit for the financial year/period, before transactions with Unitholders) adjusted to eliminate the effect of certain non-cash adjustments
Trust Deed	the trust deed dated 6 September 2005 between the Trustee and the Manager constituting The Link REIT as amended and supplemented by the Supplemental Deeds from time to time
Trustee	HSBC Institutional Trust Services (Asia) Limited, the trustee of The Link REIT
turnover rent	rent calculated and charged by reference to a pre-determined percentage of a tenant's gross sales turnover in excess of the base rent
vacancy rate	the aggregated vacant IFA as a percentage of total leasable IFA

# Five Year Performance Summary

## FINANCIAL DATA

	Year ended 31 March 2012 HK\$'M	Year ended 31 March 2011 HK\$'M	Year ended 31 March 2010 HK\$'M	Year ended 31 March 2009 HK\$'M	Year ended 31 March 2008 HK\$'M
<b>Consolidated income statement</b>					
Revenues	5,932	5,353	4,990	4,503	4,199
Property operating expenses	(1,747)	(1,709)	(1,662)	(1,698)	(1,662)
Net property income	4,185	3,644	3,328	2,805	2,537
General and administrative expenses	(269)	(176)	(120)	(134)	(102)
Change in fair values of investment properties	6,680	12,812	9,809	(1,865)	4,265
Operating profit	10,596	16,280	13,017	806	6,700
Interest income	33	4	6	37	78
Finance costs on interest bearing liabilities	(431)	(501)	(583)	(511)	(604)
Profit before taxation and transactions with Unitholders	10,198	15,783	12,440	332	6,174
Taxation	(596)	(503)	(458)	(330)	(288)
Profit for the year, before transactions with Unitholders	9,602	15,280	11,982	2	5,886
Distributions paid to Unitholders	(2,706)	(2,251)	(1,990)	(1,710)	(1,515)
	6,896	13,029	9,992	(1,708)	4,371
Represented by:					
Change in net assets attributable to Unitholders, excluding issues of new units	6,943	13,169	10,219	(2,117)	4,155
Amount arising from cash flow hedging reserve movement	(47)	(140)	(227)	409	216
	6,896	13,029	9,992	(1,708)	4,371
<b>Consolidated statement of distributions</b>					
Profit for the year	9,602	15,280	11,982	2	5,886
Adjustments:					
– Change in fair values of investment properties	(6,680)	(12,812)	(9,809)	1,865	(4,265)
– Deferred taxation on change in tax rate	-	-	-	(29)	-
– Other non-cash income	-	(10)	(39)	(19)	(19)
Total distributable income	2,922	2,458	2,134	1,819	1,602
<b>Distribution per unit (HK cents)</b>					
Interim DPU	63.11	52.86	48.35	40.86	36.11
Final DPU	66.41	57.59	49.02	43.13	38.29
Total DPU	129.52	110.45	97.37	83.99	74.40

**FINANCIAL DATA** (continued)

		As at 31 March 2012	As at 31 March 2011	As at 31 March 2010	As at 31 March 2009	As at 31 March 2008
<b>Assets and liabilities</b>						
Investment properties	HK\$ M	<b>76,672</b>	67,318	53,781	43,255	44,307
Other non-current assets	HK\$ M	<b>598</b>	391	367	346	330
Current assets	HK\$ M	<b>1,955</b>	1,045	1,076	1,372	2,007
<b>Total assets</b>	HK\$ M	<b>79,225</b>	68,754	55,224	44,973	46,644
Current liabilities	HK\$ M	<b>2,245</b>	4,577	1,807	1,689	3,481
Non-current liabilities	HK\$ M	<b>14,245</b>	9,202	12,272	13,001	10,903
Total liabilities, excluding net assets attributable to Unitholders	HK\$ M	<b>16,490</b>	13,779	14,079	14,690	14,384
<b>Net assets attributable to Unitholders</b>	HK\$ M	<b>62,735</b>	54,975	41,145	30,283	32,260
Interest bearing liabilities to total assets	%	<b>15.9</b>	15.1	19.7	25.7	26.1
Total liabilities to total assets	%	<b>20.8</b>	20.0	25.5	32.7	30.8
Valuation of investment properties	HK\$ M	<b>76,672</b>	67,318	53,781	43,255	44,307
Valuation weighted average capitalisation rate	%	<b>6.11</b>	6.16	6.73	7.42	6.95
Net assets per unit attributable to Unitholders	HK\$	<b>27.73</b>	24.63	18.68	13.97	14.94
Closing price per unit	HK\$	<b>28.90</b>	24.35	19.14	15.32	17.26
Market capitalisation	HK\$ M	<b>65,383</b>	54,356	42,147	33,199	37,259
Premium/(discount) of unit price to net assets per unit attributable to Unitholders	%	<b>4.2</b>	(1.1)	2.5	9.7	15.5
Units in issue		<b>2,262,372,930</b>	2,232,284,540	2,202,043,479	2,167,040,427	2,158,677,767

**PORTFOLIO DATA**

		<b>Year ended 31 March 2012</b>	Year ended 31 March 2011	Year ended 31 March 2010	Year ended 31 March 2009	Year ended 31 March 2008
<b>Operational Data</b>						
Average monthly unit rent at year end	HK\$ psf	<b>35.8</b>	32.8	30.6	28.4	25.4
Average monthly unit rent excluding Self use office, Education/Welfare, Office and Ancillary at year end	HK\$ psf	<b>38.5</b>	35.3	33.0	30.9	27.7
Composite reversion rate						
– Shops	%	<b>23.4</b>	20.9	23.7	28.5	24.8
– Overall	%	<b>21.7</b>	21.4	20.5	25.2	22.5
Occupancy rate at year end	%	<b>92.9</b>	91.5	90.6	87.4	89.3
Net property income margin	%	<b>70.5</b>	68.1	66.7	62.3	60.4
Retention rate	%	<b>79.2<sup>(i)</sup></b>	74.1 <sup>(i)</sup>	71.4 <sup>(i)</sup>	72.9	71.9
Number of turnover rent leases (excluding ancillary) at year end		<b>4,806</b>	4,258	3,206	1,996	907
Car park income per space per month	HK\$	<b>1,222</b>	1,095	1,054	1,029	979
Car park utilisation rate at year end	%	<b>79.6</b>	75.0	71.8	71.3	71.2
<b>Performance Data</b>						
The highest premium of the traded price to net assets per unit attributable to Unitholders (Note (ii))	HK\$	<b>2.07</b>	1.22	1.67	5.83	5.26
The highest discount of the traded price to net assets per unit attributable to Unitholders (Note (ii))	HK\$	<b>(4.68)</b>	(6.09)	(4.60)	(3.01)	(0.74)
Net yield per unit (Note (iii))	%	<b>4.5</b>	4.5	5.1	5.5	4.3
Net yield per unit on listing price of HK\$10.30 per unit	%	<b>12.6</b>	10.7	9.5	8.2	7.2

## Notes:

- (i) Includes tenants who relocated within the same property.
- (ii) The highest premium and discount are calculated based on the highest and lowest traded prices of HK\$29.80 (2011: HK\$25.85) and HK\$23.05 (2011: HK\$18.54) respectively on The Stock Exchange of Hong Kong Limited during the year.
- (iii) Net yield per unit is calculated based on distribution per unit for the year ended 31 March 2012 of HK\$28.90 (2011: HK\$24.35) over the closing price as at 31 March 2012 of HK\$28.90 (2011: HK\$24.35).

# Financial Calendar

## LISTING OF THE UNITS

The Link REIT's units are listed on the Main Board of the Hong Kong Stock Exchange (stock code: 823) in board lot size of 500 units.

There were 2,262,372,930 units in issue as at 31 March 2012. Further details of units in issue as at 31 March 2012 are set out in Note 23 to the consolidated financial statements.

## INVESTOR CALENDAR

Final results announcement for the financial year ended 31 March 2012	6 June 2012
Ex-final distribution date	19 June 2012
Five trading days to determine unit price for scrip in lieu of final cash distribution	19 June to 25 June 2012 (both days inclusive)
Closure of register of Unitholders (for final distribution) <sup>(1)</sup>	21 June to 25 June 2012 (both days inclusive)
Record date for final distribution	25 June 2012
Announcement of unit price for scrip in lieu of final cash distribution	On or about 25 June 2012
Despatch of distribution reinvestment scheme circular and related documents	On or about 4 July 2012
Final date for scrip election <sup>(2)</sup>	19 July 2012 not later than 4:30 pm
Closure of register of Unitholders (for 2012 annual general meeting of Unitholders) <sup>(3)</sup>	23 July to 25 July 2012 (both days inclusive)
2012 annual general meeting of Unitholders	25 July 2012
Final distribution payment date	On or about 2 August 2012
Interim results announcement for the six months ending 30 September 2012	On or before 30 November 2012

### Notes:

<sup>(1)</sup> In order to qualify for the final distribution, Unitholders should ensure that all transfer documents accompanied by the relevant unit certificates must be lodged with The Link REIT's unit registrar, Computershare Hong Kong Investor Services Limited (the "Unit Registrar") at Shops 1712-1716, 17/F., Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong for registration not later than 4:30 pm on 20 June 2012.

<sup>(2)</sup> A distribution reinvestment scheme is made available to eligible Unitholders with a registered address in Hong Kong, who may elect to receive the final distribution for the year ended 31 March 2012 wholly in cash or wholly in new units or a combination of both. For those Unitholders electing for scrip, **the relevant election form must be returned to and reach the Unit Registrar (at the address above) not later than 4:30 pm on 19 July 2012. Unitholders should note that any election form arrived/received after the aforesaid deadline will be taken as invalid.**

<sup>(3)</sup> The register of Unitholders is closed for ascertaining Unitholders' right to attend the 2012 annual general meeting of the Unitholders of The Link REIT. In order for Unitholders to be eligible to attend and vote at the said annual general meeting, all transfer documents accompanied by the relevant unit certificates must be lodged with the Unit Registrar (at the address above) for registration not later than 4:30 pm on 20 July 2012.

## **INVESTOR INFORMATION**

Financial reports, announcements, circulars, notices, corporate communications, press releases and other investor information of The Link REIT are available online at its website at [www.thelinkreit.com](http://www.thelinkreit.com).

## **INVESTOR RELATIONS CONTACT**

Investor Relations Department

Address: 33/F., AXA Tower, Landmark East, 100 How Ming Street, Kwun Tong, Kowloon, Hong Kong

Telephone: (852) 2175 1800

Facsimile: (852) 2175 1900

Email: [ir@thelinkreit.com](mailto:ir@thelinkreit.com)

## **CORPORATE COMMUNICATIONS CONTACT**

Corporate Communications Department

Address: 33/F., AXA Tower, Landmark East, 100 How Ming Street, Kwun Tong, Kowloon, Hong Kong

Telephone: (852) 2175 1800

Facsimile: (852) 2175 1938

Email: [mediaenquiries@thelinkreit.com](mailto:mediaenquiries@thelinkreit.com)

Customer Service Hotline: (852) 3168 0080

## **WEBSITES**

[www.thelinkreit.com](http://www.thelinkreit.com) (The Link REIT website)

[www.lokfuplaza.com](http://www.lokfuplaza.com) (Lok Fu Plaza website)

[www.stanleyplaza.com.hk](http://www.stanleyplaza.com.hk) (Stanley Plaza website)

# Corporate Information

## BOARD OF DIRECTORS OF THE MANAGER

### Chairman

*(also an Independent Non-Executive Director)*

Nicholas Robert SALLNOW-SMITH

### Executive Directors

George Kwok Lung HONGCHOY

*(Chief Executive Officer)*

Andy CHEUNG Lee Ming

*(Chief Financial Officer)*

### Non-Executive Director

Ian Keith GRIFFITHS

### Independent Non-Executive Directors

Michael Ian ARNOLD

William CHAN Chak Cheung

Anthony CHOW Wing Kin

Patrick FUNG Yuk Bun

Stanley KO Kam Chuen

David Charles WATT

Richard WONG Yue Chim

## RESPONSIBLE OFFICERS OF THE MANAGER

George Kwok Lung HONGCHOY

Andy CHEUNG Lee Ming

Hubert CHAK

Eric YAU Siu Kei

## COMPANY SECRETARY OF THE MANAGER

Ricky CHAN Ming Tak

## AUTHORISED REPRESENTATIVES

George Kwok Lung HONGCHOY

Ricky CHAN Ming Tak

## TRUSTEE

HSBC Institutional Trust Services (Asia) Limited

## AUDITOR

PricewaterhouseCoopers

## PRINCIPAL VALUER

Jones Lang LaSalle Limited

## PRINCIPAL BANKERS

Australia and New Zealand Banking Group Limited,  
Hong Kong Branch

Bank of China (Hong Kong) Limited

DBS Bank Ltd, Hong Kong Branch

Scotiabank (Hong Kong) Limited

Standard Chartered Bank (Hong Kong) Limited

The Bank of East Asia, Limited

The Bank of Tokyo-Mitsubishi UFJ, Ltd, Hong Kong Branch

The Hongkong and Shanghai Banking Corporation Limited

## REGISTERED OFFICE OF THE MANAGER

33/F., AXA Tower, Landmark East,

100 How Ming Street,

Kwun Tong, Kowloon,

Hong Kong

## TOWN OFFICE OF THE MANAGER

Suite 3004, 30/F.,

9 Queen's Road Central,

Hong Kong

## UNIT REGISTRAR AND TRANSFER OFFICE

Computershare Hong Kong Investor Services Limited

Shops 1712-1716, 17/F.,

Hopewell Centre,

183 Queen's Road East, Wanchai, Hong Kong

Telephone: (852) 2862 8555



**The Link Real Estate Investment Trust**

[www.thelinkreit.com](http://www.thelinkreit.com)

