

The Link Real Estate Investment Trust

Corporate Presentation

December 2012



Profile of The Link REIT



- Formed from a divestment of assets by the Hong Kong Housing Authority with an initial portfolio of 180 assets in Hong Kong
- Consisting of properties with an IFA of approx.
 11M sq ft of retail facilities and close to 80,000 car parking spaces
- First REIT listed on the Stock Exchange of Hong Kong on 25 November 2005
- 100% publicly held by institutions and private investors
- Retail facilities located at housing estates, on the doorstep of the majority of Hong Kong population

Lok Fu Plaza



Chung Fu Plaza



Tsz Wan Shan Shopping Centre



Wong Tai Sin Plaza



Sheung Tak Shopping Centre



Sau Mau Ping Shopping Centre



Hau Tak Shopping Centre



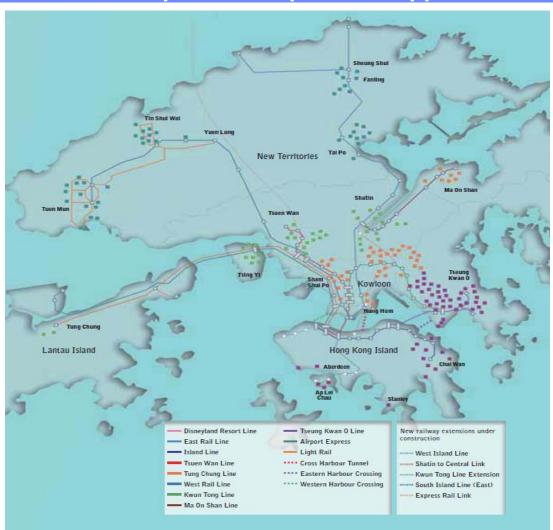
Cheung Fat Plaza



Diversified Portfolio at the Doorstep of the Majority of Hong Kong Population



Consist of assets built between 1970s to 2000s The Link's portfolio represents approx. 9% of Hong Kong retail facilities



| IFA (sq ft) | No. of retail facilities |
|-------------------|--------------------------|
| >200,000 | 4 |
| 100,000 - 200,000 | 36 |
| 50,000 - 100,000 | 51 |
| <50,000 | 62 |

Note: Data as at 31 March 2012









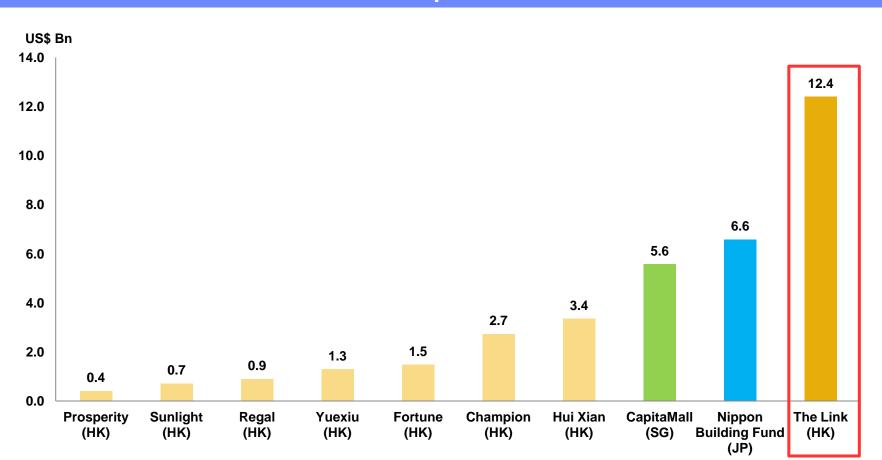




The Largest REIT in Asia in terms of Market Capitalisation



Market Capitalisation

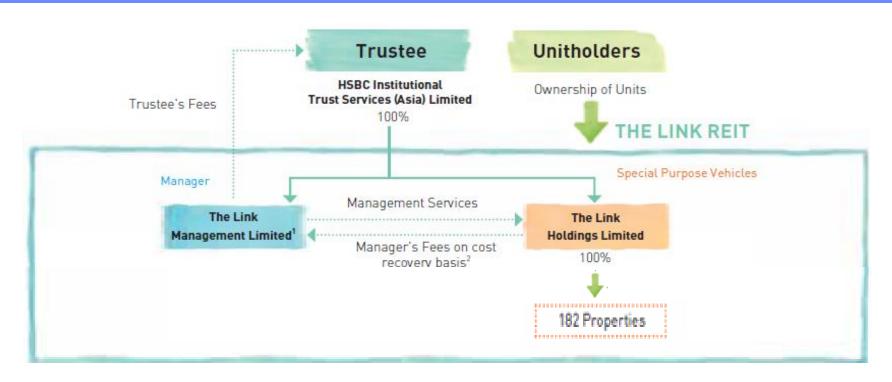


Note: As at 23 Nov 2012

Internalised Management Structure



The Manager of The Link REIT and the special purpose vehicles holding the assets and liabilities are stapled together



Better Alignment of Interest of the Unitholders and the Manager

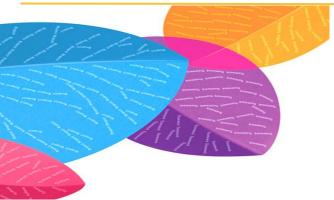
Delivery of Sustainable Growth



The Link REIT is focused on delivering total return growth



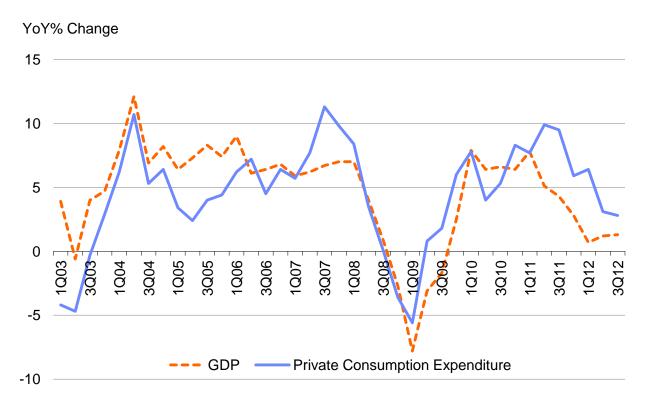




Overview of Hong Kong Economy

Hong Kong Gross Domestic Product and Private Consumption Expenditure





| | GDP Growth (YoY) | PCE Growth (YoY) |
|-------|------------------------|------------------------|
| 1Q12 | +0.7% | +6.4% |
| 2Q12 | +1.2% | +3.1% |
| 3Q12 | +1.3% | +2.8% |
| 2012F | +1.6% | +3.2% |
| 2013F | +2.2% | +2.4% |

Source: Census and Statistics Department and EIU

Private consumption fell in line with GDP

Unemployment Rate





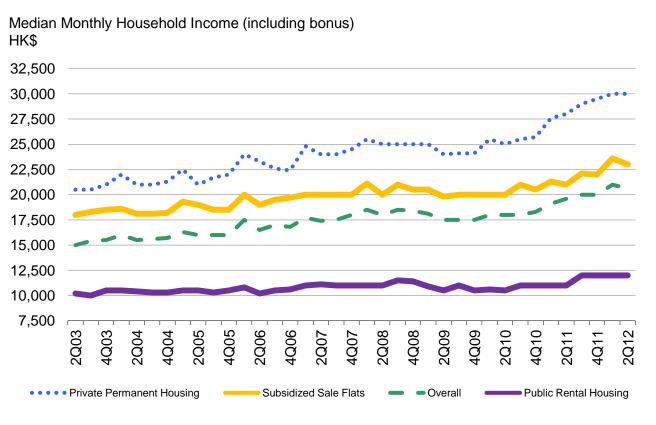
| Last 3 Mths | Unemployment Rate |
|----------------|----------------------|
| Aug 12 | 3.2% |
| Sep 12 | 3.3% |
| Oct 12 | 3.4% |
| 2012F | 3.4% |
| 2013F | 3.9% |

Source: CEIC, EIU

Unemployment rate is near historic low

Household Income by Types





| 2Q12 | YoY |
|---|------|
| Public Rental Housing | 9.1% |
| Subsidized Home Ownership Housing | 9.5% |
| Private Permanent Housing | 7.1% |
| Overall | 5.1% |

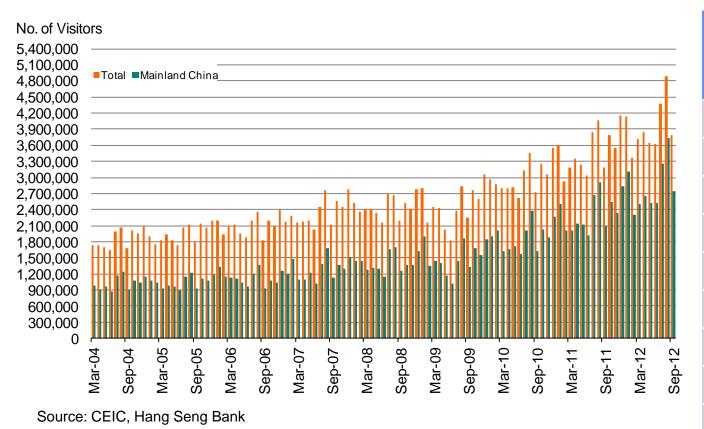
Source: CEIC

Household income recorded healthy growth in the last 4Qs



Tourist Arrivals





| | Tourist Arrivals (YoY) |
|--------|---------------------------|
| 2009 | +0.3% |
| 2010 | +21.8% |
| 2011 | +16.4% |
| Jul 12 | +13.8% |
| Aug 12 | +20.5% |
| Sep 12 | +18.8% |
| 9M12 | +16.3% |
| 2012F | +15.0% |
| 2013F | +10.0% |

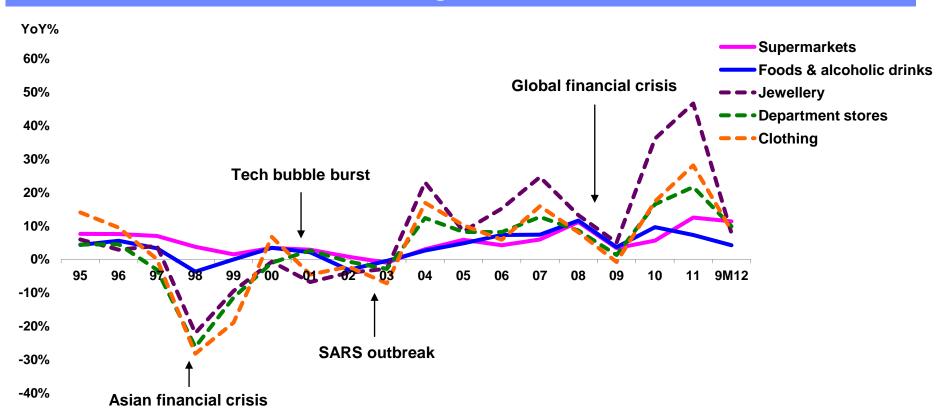
- PRC tourists arrivals:
 - > +23.9% in 2011 (account for approx 67% of total arrivals in 2011)
 - +24.2% in 9M2012 (account for approx 72% of total arrivals in 9M2012)

Visitor arrivals maintain steady growth

Hong Kong Retail Market: Performance of Key Retail Trades



Year-on-Year Change of Retail Sales Value



Source: Census & Statistics Department

Daily necessities resilient over long term

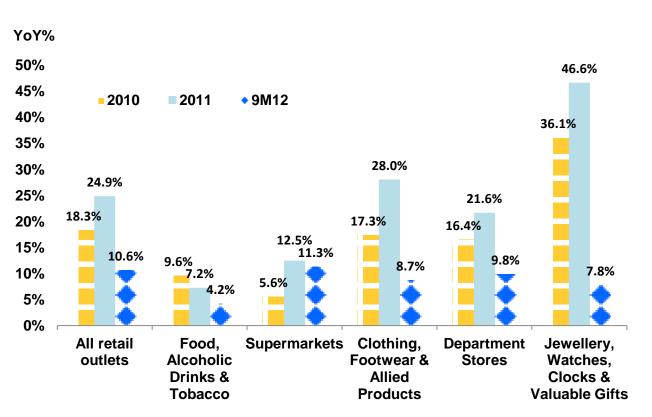


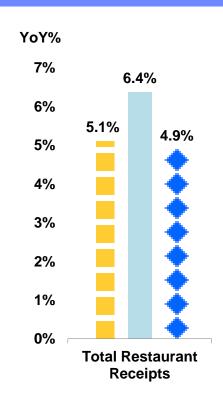
Hong Kong Retail Sales of Selected Categories



Growth Rate of Retail Sales Value

Total Restaurant Receipts





Source: Census & Statistics Department

Steady growth of daily necessities continued in 2012







Business Updates

Business Model of The Link REIT



ASSET MANAGEMENT

- Leasing strategy
 - Maintain strong reversion
 - Improve occupancy
 - Enhance tenant mix
- Property management strategy
 - Improve service quality
 - Cost control
 - Energy savings
 - Improve operating margins

ASSET ENHANCEMENT

- Rejuvenate shopping centres
 - Enhance environment
 - Improve traffic/circulation
- · Reposition shopping centres
 - Introduce variety/choices
 - Tailor trade/tenant mix to local shopper demand

ASSET

- Target mass market retail malls
- Leverage on synergy and economies of scale
- · Expand geographic coverage
- Improve competitiveness





Asset Management

Leasing strategy

- ✓ Maintain strong reversion
- ✓ Improve occupancy
- ✓ Enhance trade mix

Property management strategy

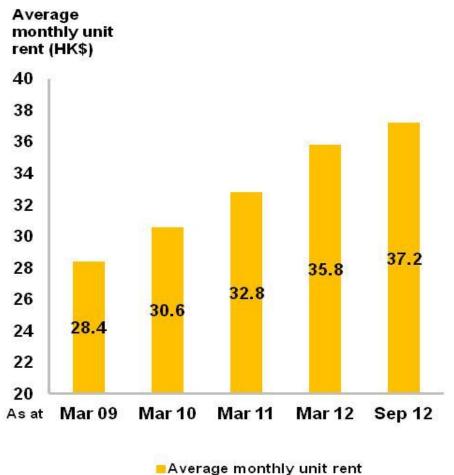
- ✓ Improve service quality
- Cost control
- Energy savings
- ✓ Improve operating margins



Asset Management: Continuous Growth in Our Retail Properties



Consistent Growth in Unit Rent

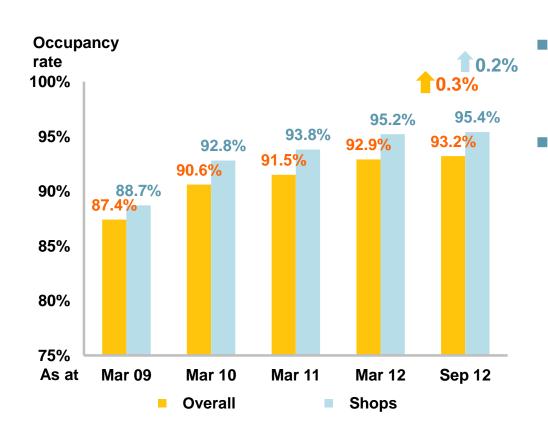


- Unit rent increased by 3.9% HoH supported by better shopping environment and improvement in tenants' sales
- Successful leasing strategy and growing demand from tenants supported rental reversion

Asset Management: Increasing Demand in Retail Space



Improving Occupancy



- Higher demand for our portfolio space due to better property conditions and service quality
- Consistent improvement in occupancy across the portfolio

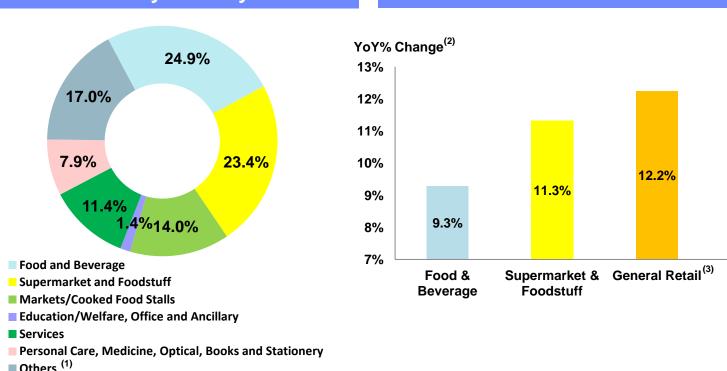
Asset Management: Our Stable Trade Mix



Retail Trade Mix – Focus on Daily Necessities

Retail Trade Mix by Monthly Rent

Solid Growth in Tenants' Sales



Notes: As at 30 September 2012

11.6%

Overall

⁽¹⁾ Including clothing, department store, electrical and household products, leisure and entertainment and valuable goods.

⁽²⁾ Percentage figure represents year-on-year change in tenants average monthly sales per square foot for the period.

³⁾ Including services, personal care, medicine, optical, books and stationery and others including clothing, department store, electrical and household products, leisure and entertainment and valuable goods.

Asset Management: Attract Quality Tenants



Extend our **Varieties** by New **Tenants**





















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GIORDANO















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Watsons.



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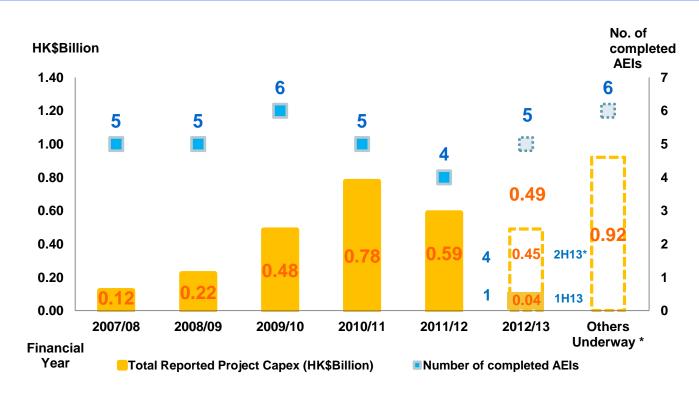
Asset Enhancement Initiatives

- Rejuvenate shopping centres
 - ✓ Enhance environment
 - ✓ Improve traffic/circulation
- Reposition shopping centres
 - ✓ Introduce variety/choices
 - Tailor trade/tenant mix to local shopper demand

Asset Enhancement Initiatives ("AEIs")



26 Completed AEIs with a Total Capex of HK\$2.2B



Note: As at 30 September 2012

* Estimated project Capex to be completed

Continue to invest in AEIs to build a sustainable growth platform

Asset Enhancement Initiatives (Cont'd)



Approved Asset Enhancement Projects Underway

| Projects | Total Estimated Project Capex HK\$'M | Target Completion Date |
|---|--------------------------------------|------------------------------|
| Leung King Plaza | 243 | Nov 2012 |
| Wah Sum Shopping Centre (1) | 56 | Dec 2012 |
| Yiu On Shopping Centre (1) | 34 | Dec 2012 |
| Oi Man Shopping Centre (2) | 117 | early 2013 |
| Sheung Tak Shopping Centre | 86 | mid 2013 |
| Chung Fu Plaza (Phase II Project) | 166 | mid 2013 |
| Choi Wan Commercial Complex (3) | 214 | late 2013 |
| Sha Kok Commercial Centre (2) (3) | 115 | mid 2014 |
| Yau Oi Commercial Centre (2) (3) On Ting Commercial Complex (3) | 339 | late 2014 |
| Total | 1,370 | |

- Extending AEI to "Beyond Top 50" properties
- Rolling out more fresh market upgrade as part of AEIs
- Increasing AEI investment with 4 new projects since 1 April 2012

Notes: (As at 30 September 2012)

- (1) AEIs beyond top 50
- (2) AEIs include fresh market upgrade
- (3) New projects commenced since 1 April 2012

Asset Enhancement : Completed AEI Project – Lok Fu Plaza





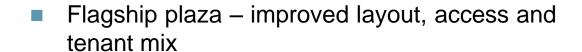
| Lok Fu Plaza | |
|------------------------|-----------------------|
| Year Built | Between 1983 and 1991 |
| IFA (sq ft) | 388,000 |
| CAPEX | HK\$426M |
| Year of AEI Completion | FY 2010/11 |
| ROI | 12.7% |





Asset Enhancement:Completed AEI Project – Lok Fu Plaza









Asset Enhancement: AEI Fresh Market Project – Tai Yuen Market





| Tai Yuen Commercial Centre | | |
|----------------------------|------------|--|
| Year Built | 1980 | |
| IFA (sq ft) | 136,000 | |
| CAPEX | HK\$120M | |
| Year of AEI Completion | FY 2011/12 | |
| ROI | 12.2% | |





Asset Enhancement: AEI Fresh Market Project – Tai Yuen Market





Pioneer fresh market AEI project











Asset Enhancement: AEI Project Underway – Oi Man Plaza





| Oi Man Plaza | |
|--------------|----------|
| Year Built | 1975 |
| IFA (sq ft) | 140,800 |
| CAPEX | HK\$117M |



Upgrade fresh market

Asset Enhancement: AEI Project Underway – Oi Man Plaza













New bowling centre



Completed AEIs Offering a Sustainable Business Platform

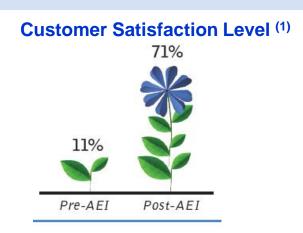


Broader Shopping Choices, More Vibrant Community

Wong Tai Sin Plaza







Wo Che Plaza





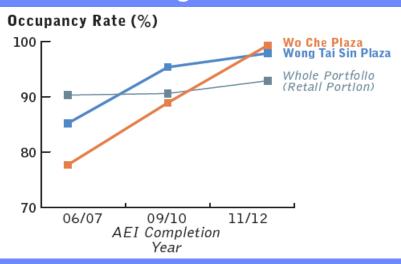


Note:

Persistent Performance after Completion of AEIs



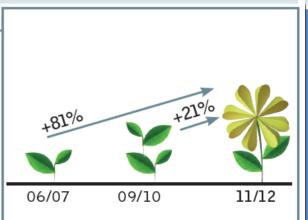
Thriving Business Environment for Tenants



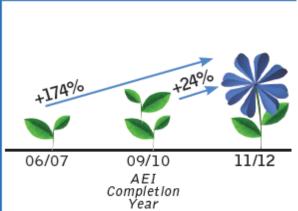
 Strong demand from shoppers and tenants supports high occupancy post AEI

Sustainable Growth in Net Property Income

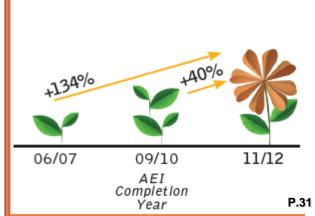
Whole Portfolio



Wong Tai Sin Plaza



Wo Che Plaza







Asset Acquisition

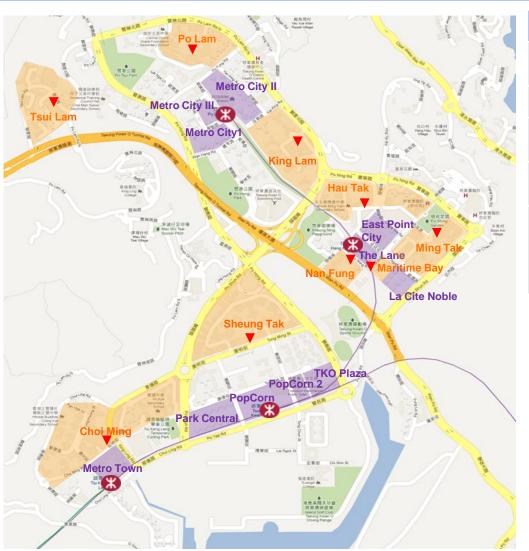
- Target mass market retail malls
- Leverage on synergy and economies of scale
- Expand geographic coverage
- Improve competitiveness
- Strengthen portfolio



Asset Acquisition: Two Assets Acquired in 2011



Completed acquisition of two assets in Hang Hau in Tseung Kwan O district



| | Nan Fung Plaza | Maritime Bay |
|--|----------------|--------------|
| Acquisition Date | Jun 2011 | Dec 2011 |
| Consideration | HK\$1,170 M | HK\$577.6 M |
| Valuation at acquisition | HK\$1,130 M | HK\$580 M |
| Valuation as at 31 Mar 2012 | HK\$1,223 M | HK\$597 M |
| Increase over valuation at time of acquisition | ↑ 8.2 % | ↑ 2.9 % |

Nan Fung Plaza



Maritime Bay



The Link's properties
Other competitors



Asset Acquisition: Revised Investment Strategy



Special resolution relating to the expansion of investment scope was passed at the AGM in July 2012

Old Investment Scope

Properties substantially used for:

- Retail
- Car park

Expanded Investment Scope

- All classes of sustainable-income producing properties (except residential, hotel and service apartments)
- Including standalone assets, comprehensive mixed-use (predominantly retail-based) developments in Hong Kong

Enhanced flexibility and stay competitive to further investment opportunities

Maintain prudent investment strategy within strict corporate governance



Building Stronger Relationshipwith Community

Building Our Relationship with the Community



Care for our Community

New Charity & Community Engagement Programme

- Focus on the elderly and disadvantaged living in our communities
- Provide education, training and development of children and youth services in our communities
- Not exceeding 0.25% of NPI (approximately HK\$10M)



Care for our Staff

Employee Unit Purchase Plan

- Cultivate a sense of ownership and loyalty
- Sharing of corporate achievements
- Retain competent staff



Building Our Relationship with the Community (Cont'd)



Support to our Tenants

The Link Tenant Academy

- Sharing of business knowledge
- Succession of family business
- Expand to include market tenants

Mystery Shopper Programme

Promote staff engagement and awareness of high-quality service culture

Cater to our Teenagers

The Link Community Sports Academy

- Provide free sports classes for children
- Offer foundation coach training courses specially for senior secondary school students





Strengthening Tenants' Relationship



Festive Programmes



Mid-Autumn Festival - Project Moon



Halloween Haunted Circus Lok Fu Plaza

Target Segment Focus



Chinese Restaurant Wine Pairing Dinner Nan Fung Plaza



Grand Opening & Book Launch
Tai Yuen Market

Strategic Partnerships



Winewalk 2012, Stanley Plaza



Lok Fu Plaza 1st Anniversary Programme featuring UNY



Sustainability



Key Milestones of the Period







First Asian REIT to be a signatory of the United Nations Environment Programme Finance Initiative

First Hong Kong
REIT to participate in
the United Nations
Global Compact

Endorsed Manifesto
for Energy Efficiency
in Buildings of World
Business Council for
Sustainable
Development

Key Awards and Recognition



Finance Related



The Asset Triple A Investment Awards 2012 Property Investor of The Year



REITs, Asia Pacific category, AsianInvestor Investment Performance Awards 2012

Corporate





Asia's Best Companies 2012

HKMA Quality Award 2012

Social and Community Related



Caring Company 2007-2012

Green Related



BCI Asia FuturArc Green Leadership Award 2012



Green Building Award 2012



BEAM Platinum Standard for Stanley Plaza



U Green Awards







Strategy and Outlook

Strategy and Outlook



Asset Management

- Introduce better quality tenants and expand product offerings
- Continue to enhance service quality and keep cost under control

Asset Enhancement

- Improve property standard and generate satisfactory investment return
- Produce higher quality portfolio to deliver sustainable growth

Asset Acquisition

- Expanded investment scope to provide more flexibility
- Continue to seek opportunity to expand market coverage
- Leverage on financial strength

Outlook

- Uncertain global market conditions could affect local economy
- Local rental market continued to grow but at slower rate
- Steady performance of tenants reflects resilient nature of portfolio





Appendix: Interim Results for Six Months Ended 30/9/2012

Financial and Operational Highlights



| Income Statement Summary | | | | |
|--|---|---|----------|--|
| | 6 months ended 30 Sep 2012 HK\$'M | 6 months ended 30 Sep 2011 HK\$'M | YoY % | |
| Revenues | 3,197 | 2,887 | 10.7 | |
| Property operating expenses | (941) | (846) | 11.2 | |
| Net property income | 2,256 | 2,041 | 10.5 | |
| General and administrative expenses | (104) | (147) | (29.3) | |
| Interest income | 22 | 11 | 100.0 | |
| Finance costs on interest bearing liabilities | (228) | (197) | 15.7 | |
| Profit before taxation, change in fair values of investment properties and transactions with Unitholders | 1,946 | 1,708 | 13.9 | |
| Change in fair values of investment properties | 6,787 | 3,272 | 107.4 | |
| Taxation | (317) | (288) | 10.1 | |
| Profit for the period, before transactions with Unitholders | 8,416 | 4,692 | 79.4 | |

| Distribution Statement Summary | | | | |
|---|---|---|----------|--|
| | 6 months ended 30 Sep 2012 HK\$'M | 6 months ended 30 Sep 2011 HK\$'M | YoY % | |
| Profit for the period, before transactions with Unitholders | 8,416 | 4,692 | 79.4 | |
| Change in fair values of investment properties | (6,787) | (3,272) | 107.4 | |
| Other non-cash income | (5) | - | N/A | |
| Total distributable income | 1,624 | 1,420 | 14.4 | |
| Distribution per unit (HK cents) | 71.08 | 63.11 | 12.6 | |

Financial Review - Revenue



2.2

100.0

Shops (1) 1,950 12.7 1.730 61.0 Popular merchandising mall Markets / Cooked Food 317 stalls provide varieties 309 2.6 9.9 and Stalls delivered good rental growth Education / Welfare / 2.0 63 1.6 64

15.0

10.7

Revenue Analysis

Car park rentals up 12.3%Car parks rentals: Monthly 476 424 12.3 14.9 supported by continued 5.1 Hourly 163 145 12.4 demand across portfolio and **Expenses recovery and other miscellaneous revenue:** of incentive result parking 4.9 Property related revenue (2) 158 156 1.3 schemes

Note:

Retail rentals:

Office / Ancillary
Mall Merchandising

3,197

69

60

2,887

⁽¹⁾ Rentals from shops include base and turnover rents

⁽²⁾ Including other revenue from retail properties of HK\$157 M (six months ended 2011:HK\$155 M) and car park portfolio of HK\$1 M (six months ended 2011:HK\$1 M)

Financial Review - Expenses



Expense Analysis

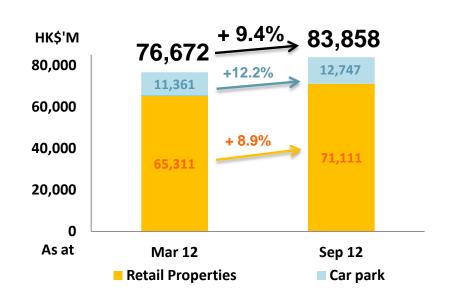
| | 6 months ended 30 Sep 2012 HK\$'M | 6 months ended 30 Sep 2011 HK\$'M | YoY % |
|--|---|---|----------|
| Property managers' fees, security and cleaning | 244 | 251 | (2.8) |
| Staff costs | 156 | 129 | 20.9 |
| Government rent and rates | 92 | 87 | 5.7 |
| Repair and maintenance | 103 | 103 | - |
| Utilities | 183 | 182 | 0.5 |
| Promotion and marketing expenses | 42 | 39 | 7.7 |
| Estate common area costs | 57 | 51 | 11.8 |
| Other property operating expenses | 64 | 4 | 1,500.0 |
| Total property operating expenses | 941 | 846 | 11.2 |

- Increased staff level to further enhance management strength and service quality
- Utilities expenses held steady against increased tariff due to effective energy saving initiatives
- Additional expenses for more focused promotion and marketing programmes
- NPI margin further improved to 70.6%

Financial Position – Valuation Increased



Valuation Drivers



Weighted Average Capitalisation Rate

| As at | 30 Sep 12 | 31 Mar 12 |
|----------|-----------|-----------|
| Retail | 5.62% | 5.87% |
| Car Park | 7.21% | 7.62% |
| Overall | 5.84% | 6.11% |

- Value of retail properties up 8.9% driven by higher rentals and lower cap rates of selected properties to reflect their growth potential
- Increasing usage of car parks drove value up by 12.2% on lower cap rates
- Overall weighted average cap rate contracted by 27bps to 5.84% reflecting the improved performance of portfolio

Valuation



| Valuation Drivers | | | | | |
|--|----------------|--------------|--------------|--|--|
| | As at | As at | As at | | |
| | 30 Sep 2012 | 31 Mar 2012 | 30 Sep 2011 | | |
| Retail properties (HK\$'M) | 71,111 | 65,311 | 61,573 | | |
| Car parks (HK\$'M) | 12,747 | 11,361 | 10,523 | | |
| Total (HK\$'M) | 83,858 | 76,672 | 72,096 | | |
| | | | | | |
| Income Capitalisation Approach - Capit | alisation Rate | | | | |
| Retail properties | 5.00 - 7.00% | 5.00 - 7.00% | 5.00 - 7.00% | | |
| Retail properties: weighted average | 5.62% | 5.87% | 5.88% | | |
| Car parks | 5.25 - 8.75% | 5.50 – 9.25% | 5.50 - 9.25% | | |
| Car parks: weighted average | 7.21% | 7.62% | 7.62% | | |
| Overall weighted average | 5.84% | 6.11% | 6.11% | | |
| | | | | | |
| DCF Approach | | | | | |
| Discount rate | 8.00% | 8.00% | 8.00% | | |

Financial Position & Investment Properties



| Financial Position Summary | | | |
|--|-----------------|-----------------|--|
| HK\$'M | As at 30 Sep 12 | As at 31 Mar 12 | |
| Total Assets | 87,469 | 79,225 | |
| Total Liabilities | 17,075 | 16,490 | |
| Net Assets Attributable to Unitholders | 70,394 | 62,735 | |
| Units in Issue (M) | 2,284.4 | 2,262.4 | |
| Net Asset Value Per Unit | \$30.82 | \$27.73 | |

| Fair Values of Investment Properties | | | | |
|--|---|-------------------------------------|-------------------------|--|
| | 6 months ended 30 Sep 2012 HK\$'M | Year ended 31 Mar 2012 HK\$'M | Increase/ (Decrease) | |
| At beginning of period / year | 76,672 | 67,318 | N/A | |
| Acquisitions | - | 1,710 | N/A | |
| Additions | 399 | 964 | N/A | |
| Change in fair values of investment properties | 6,787 | 6,680 | N/A | |
| At end of period / year | 83,858 | 76,672 | 9.4% | |

Capital Management – Strong Financial Position

nts



| | D | ebt Highligh |
|---|------------|--------------|
| As at | 30 Sep 12 | 31 Mar 12 |
| Debt | HK\$13.06B | HK\$12.60B |
| Gearing | 14.9% | 15.9% |
| Average outstanding life of debt facilities | 4.2 yrs | 4.3 yrs |
| Proportion of liabilities at fixed rate (after swaps) | 55% | 57% |
| Average outstanding life of fixed rate debt/swaps | 5.5 yrs | 5.0 yrs |
| Effective interest rate | 3.22% | 3.35% |

Available liquidity as at 30 Sep 2012

| | HK\$B |
|--------------------|-------|
| Standby facilities | 3.06 |
| Cash on hand | 2.72 |
| Total liquidity | 5.78 |
| | |

- Total debt stood at HK\$13 B
- Gearing decreased after valuation uplift
- Efforts in capital management further extended maturity and lower effective interest rate
- Increased liquidity to prepare for potential acquisition

Capital Management – Strong Financial Position

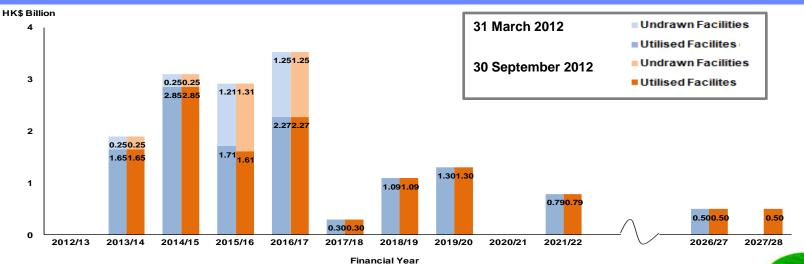


Key Transaction

HK\$500 million 15-year unsecured notes at a fixed rate of 3.55% per annum were issued under the Guaranteed Euro MTN Programme



Maturity Profile of Committed Facilities



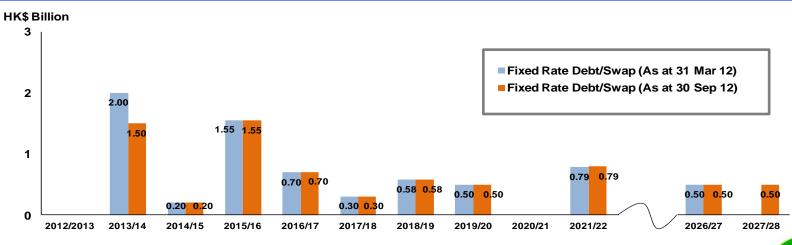
Capital Management



| Committed Debt Facilities (1) | | | | | |
|-------------------------------|-----------------------------------|---------------------------|------------------------|-----------------------|---------------------|
| As at 30 Sep 12 (HK\$'B) | Fixed Rate Debt ⁽²⁾ | Floating Rate Debt (2) | Utilised Facilities | Undrawn Facilities | Total Facilities |
| HKMC Loan (3) | 2.75 | 1.25 | 4.00 | - | 4.00 |
| 2011 Club Loan | 0.70 | 0.55 | 1.25 | 1.25 | 2.50 |
| Bilateral Loans | 0.20 | 1.91 | 2.11 | 1.81 | 3.92 |
| Medium Term Notes | 3.47 | 2.03 | 5.50 | - | 5.50 |
| Total | 7.12 | 5.74 | 12.86 | 3.06 | 15.92 |
| Percentage | 55% | 45% | 81% | 19% | 100% |

Notes: (1) All amounts are at face value. (2) After interest rate swaps. (3) Loan from The Hong Kong Mortgage Corporation Limited ("HKMC")

Fixed Rate Debt / Swap Maturity Profile



Capital Management – Strong Credit Metrics



| Key Credit Metrics by Rating Agencies | | | | | |
|---|-----------------------------------|-----------------------------------|---------------------|--------------------------|--|
| | As at 30 Sep 12 ⁽³⁾ | As at 31 Mar 12 ⁽⁴⁾ | S&P (A / Stable) | Moody's (A2 / Stable) | |
| Total debt / total assets | 14.9% | 16.0% | N/A | < 30% | |
| Total debt / total capital ⁽¹⁾ | 15.6% | 16.7% | < 35% | N/A | |
| FFO ⁽²⁾ : total debt (annualised) | 26.7% | 25.2% | > 15% | N/A | |
| EBITDA interest coverage | 9.1 | 8.6 | N/A | > 3.5x | |
| Total debt / EBITDA (annualised) | 3.0 | 3.2 | N/A | < 5.0x | |

Note:

- (1) Total capital is calculated by total debt add net assets attributable to Unitholders
- (2) Funds from operations is calculated by net property income less administrative expenses, and net financing charges and add depreciation
- (3) Ratios are yet to be confirmed by rating agencies
- (4) Ratios are based on reports or formula provided by rating agencies

Portfolio Metrics



| Positive Portfolio Metrics | | | | | |
|--|-------------------------------|-------------------------------|----------------|--|--|
| | 6 months ended 30 Sep 2012 | 6 months ended 30 Sep 2011 | YoY % | | |
| Average monthly unit rent (psf pm) at period end | | | | | |
| ShopsOverall (ex Self use office) | HK\$ 37.5 HK\$ 37.2 | HK\$ 34.2 HK\$ 34.2 | 9.6 % 8.8 % | | |
| Composite reversion rate | | | | | |
| Shops | 27.9 % | 22.7 % | 5.2 % | | |
| Overall | 25.9 % | 21.5 % | 4.4 % | | |
| Occupancy rate at period end | | | | | |
| Shops | 95.4 % | 94.6 % | 0.8 % | | |
| Overall | 93.2 % | 92.1 % | 1.1 % | | |
| Retention rate | | | | | |
| Shops | 79.5 % | 79.1 % | 0.4 % | | |
| Overall | 80.3 % | 79.3 % | 1.0 % | | |
| Net property income margin | 70.6 % | 70.7 % | (0.1 %) | | |
| Car park income per space per month | HK\$ 1,338 | HK\$ 1,193 | 12.2 % | | |

Retail Portfolio Analytics



| Portfolio Segmentation | | | | | | | |
|------------------------|---|-----------------------------|--|------------------|--|--|--|
| Retail properties (1) | Retail properties valuation HK\$'M | Retail revenue HK\$'M | Average monthly unit rent per leased IFA HK\$ psf | Occupancy rate % | | | |
| 1-10 | 19,663 | 660 | 52.7 | 97.7 | | | |
| 11-50 | 32,954 | 1,175 | 40.1 | 93.4 | | | |
| 51-100 | 15,307 | 592 | 29.3 | 91.8 | | | |
| 101-153 | 3,187 | 130 | 20.1 | 88.5 | | | |
| Total | 71,111 | 2,557 | 37.2 | 93.2 | | | |

Note:

⁽¹⁾ Properties ranked by retail valuation as at 30 September 2012

Car Park Review



| Car Park Performance Indicators | | | | | |
|--|-------------------------------|-------------------------------|--|--|--|
| | 6 months ended 30 Sep 2012 | 6 months ended 30 Sep 2011 | | | |
| Car park space allocation – monthly (%) | 87.0 | 87.0 | | | |
| Car park space allocation – hourly (%) | 13.0 | 13.0 | | | |
| Gross receipts by monthly users (%) | 74.5 | 74.5 | | | |
| Gross receipts by hourly users (%) | 25.5 | 25.5 | | | |
| Utilisation of car park space (%) | 81.1 | 78.3 | | | |
| Car park income per space per month (HK\$) | 1,338 | 1,193 | | | |
| NPI margin (%) | 64.5 | 59.8 ⁽¹⁾ | | | |
| Number of electric vehicle charging stations | 55 | 46 | | | |

Note:

⁽¹⁾ Excluding the write-back of the car park waiver fees provision



The Link Management Limited

HEAD OFFICE

33/F, AXA Tower, Landmark East, 100 How Ming Street, Kwun Tong, Kowloon, Hong Kong

Tel: +852 2175 1800 Fax: +852 2175 1900 Email: IR@thelinkreit.com

Website: http://www.thelinkreit.com

