



Interim Results
Analyst Presentation
2020/2021

01

Interim Highlights



Defensive Performance amid Challenging Environment

- Resilient Performance: high occupancy and rental collections
- Steady DPU: maintained 100% payout
- Business as Mutual: supporting our tenants with HK\$600 million Tenant Support Scheme
- Solid Financial Position: ample liquidity and strong credit profile
- Vision 2025: prudent portfolio growth with quality acquisitions



Financial Performance

Revenue

HK\$5,233M

-1.9% YoY

DPU

HK\$1.4165 (1)

+0.1% YoY

NPI

HK\$4,037M

-0.8% YoY

NAV per unit

HK\$74.60

-3.9% vs March 2020

Our key financial performance indicators reflect our steady business performance despite challenges and uncertainties

Note:

(1) Includes discretionary distribution of HK7.00 cents per unit.

Operational Performance

We have been resilient so far in protecting the productivity of our portfolio

Occupancy Rates

96.1%

94.7%

100.0%

100.0%

Hong Kong Retail

Mainland China Retail

Australia Office **United Kingdom Office**

Reversion Rates

-2.6%

8.1%

Hong Kong Retail Mainland China Retail

> 95.0%

Overall Retail Portfolio

Rental Collection Rate

Note

(1) All figures for the period ended / as at 30 September 2020.



Operating "Business As Mutual"

Management Priorities

- Health and safety of community and employees our top priority
- Assist tenants and stakeholders with most pressing needs

Responses to Challenges

- ✓ HK\$600M Tenant Support Scheme
- ✓ Lease restructuring, rent reduction and management fee waivers, etc.
- ✓ Free disinfection service to tenants on request
- ✓ Car park discounts to school bus operators
- ✓ Flexible work arrangements for employees





Realising Vision 2025



Sustain growth in AUM and DPU

Employee Well-being

Introduced Virtual Wellness Resources Centre, and family care and examination leave

Organic Portfolio

~95%

Maintained high occupancy in both Hong Kong and Mainland China portfolios

Inorganic Drivers

Completed 2 acquisitions in overseas markets

Credit Ratings

A Stable

Maintained investment grade "A" rating from 3 credit agencies



Become "Employer of Choice"

Learning Culture

Launched digital learning management system

Talent Acquisition

Continued to offer student internships and Management Associate Programme



Placemaking through innovation

Solar Panel Installation

28 properties identified

Generating electricity that is equivalent to ~300 households' annual electricity consumption

Sustainability Financing Link Together Initiatives

HK\$2B

2 sustainability-linked loans signed

190 university scholarships

Totalling HK\$3.8M to the first university students in three generations of their families

02

Operational Updates

63.1%

Hong Kong

Office

Diversified Asset Portfolio



GEOGRAPHY

NO. OF **PROPERTIES**

AREA

Total Portfolio Value HK\$195B (1)

Hong Kong

126 Retail, office and car park

~ 9M sq ft Retail and

office space

3.2% 1.9% 1.9% 10.0%



Mainland China

Retail and office

~ 5M sq ft Retail and office space

Hong Kong 4.2% 83.0% **Mainland China** 13.2% 15.7% **Overseas** 3.8%

Note:

(1) By valuation as at 30 September 2020.

Overseas

Office

~ 305K sq ft **Sydney**

~ 482K sq ft London

Sydney Office

Retail

Mainland

China Retail

- Hong Kong

 - London Office
- Hong Kong Car park
- Mainland China Office

Hong Kong Retail

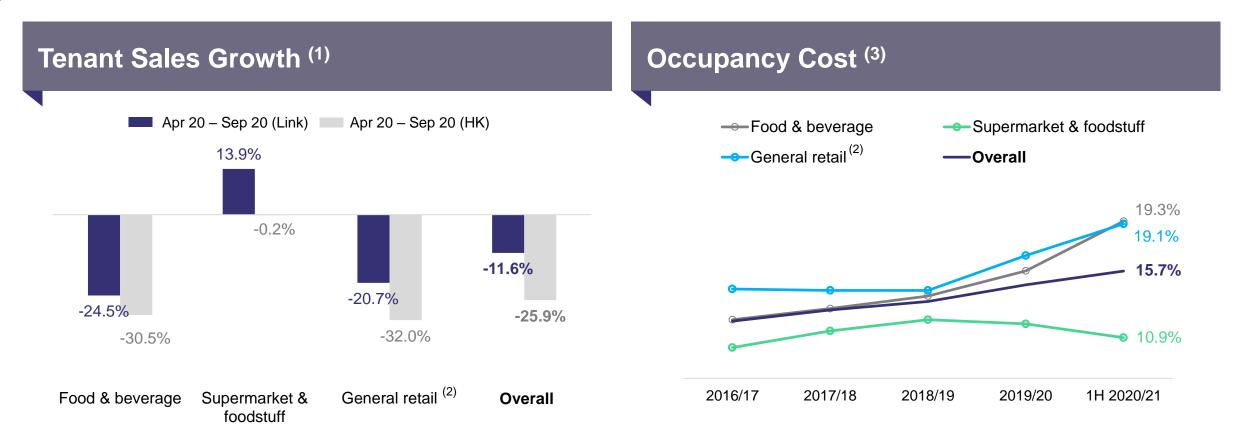


Revenue growth YoY	-5.5%
Occupancy rate	96.1%
Reversion rate	-2.6%
Average unit rent per square foot	HK\$68.7

- No major concerns over rental collection and arrears
- Over 200 new leases joined our portfolio since April 2020 despite challenging operating environment

Note:

Hong Kong Tenant Performance



Tenant sales were impacted by social distancing measures and weaker sentiment due to COVID-19

Occupancy cost slightly increased up with general retail facing highest pressures due to dampened consumer sentiment

Notes:

- (1) Percentage figures represent year-on-year change in tenants' average monthly sales per square foot of the respective periods/years.
- (2) Including clothing, department store, electrical and household products, personal care/medicine, optical, books and stationery, newspaper, valuable goods, services, leisure and entertainment, and retail others.
- (3) A ratio of base rent plus management fee to tenant sales.

Hong Kong Carpark



Revenue growth YoY	-5.7%
Car park income per space per month	HK\$2,745
Average valuation per space	~HK\$541K

- Hourly parking adversely impacted by the partial lockdown
- Ticket sales, especially hourly parking, have been gradually recovering in September/October 2020

Note:

(1) All figures for the period ended / as at 30 September 2020.

Hong Kong Office



Office occupancy rate (1)	~80%
Retail occupancy rate (1)	~76%

- Successfully achieved additional leasing during COVID-19
- Two floors previously occupied by co-working operator were vacated in October 2020 and being actively marketed

Mainland China Retail



Occupancy rate	94.7%
Reversion rate	8.1%

- Occupancy was affected by COVID-19 lockdowns and the commencement of asset enhancement work in CentralWalk, Shenzhen
- Achieved positive reversion even during the pandemic
- Tenant sales in our shopping centres has recovered to ~90% of pre-COVID level
- Healthy rental collection without major issues
- Rolling out Link Plaza branding across
 Mainland China

Note:

(1) All figures for the period ended / as at 30 September 2020.

Mainland China Office



Occupancy rate	94.8%
Reversion rate	-7.7%

- Reversion was impacted due to a surge of new office supply in Shanghai
- Successfully extended the lease with our leading anchor tenant by ten years
- Enhancement plan for office lobby and common areas to commence in mid 2021

Notes

(1) All figures for the period ended / as at 30 September 2020.

Overseas Offices

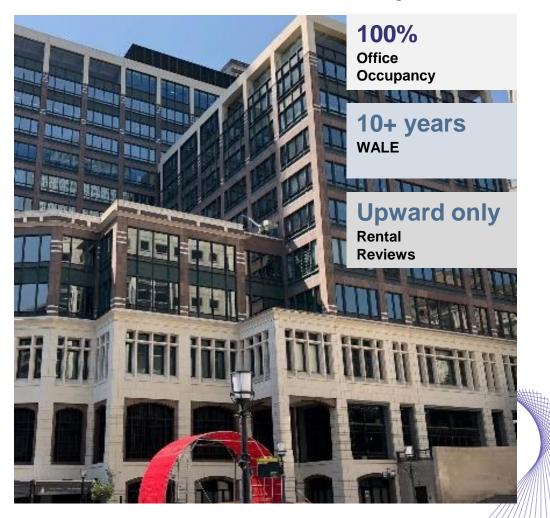
100 Market Street

Premium Grade A office in Sydney, Australia



The Cabot

Premium Grade A office in London, United Kingdom



Note:

(1) As at 30 September 2020.

Asset Enhancements

Completed 2 projects
yet ROIs were impacted
by dampened leasing
market





More prudent and flexible pipeline going forward

	Estimated Costs	Target Completion Date
Underway	535M	
Kai Tin Shopping Centre	153M	Late 2020
Tai Wo Plaza	50M	Early 2021
Hing Wah Shopping Centre	30M	Mid 2021
CentralWalk, Shenzhen	302M	Late 2021 -
Under Planning	>1.0B	

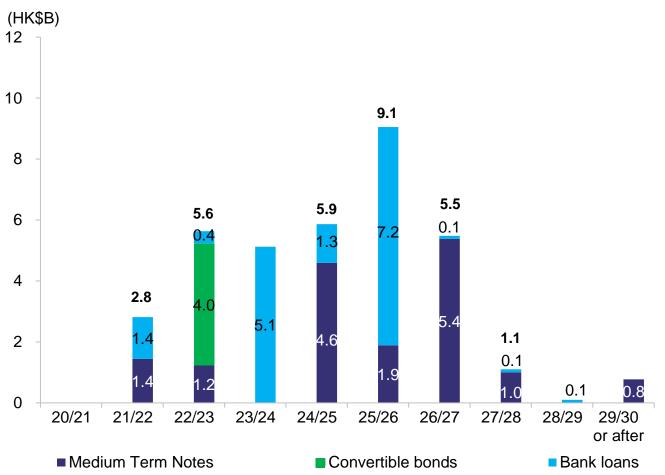


Note:

⁽¹⁾ Estimated return on investment ("ROI") is calculated based on projected annualised net property income post-project minus net property income pre-project divided by estimated project capital expenditures and loss of rental.

Prudent Capital Management

Staggered Debt Maturity Profile as at 30 September 2020



Sound capital position with strong liquidity

Key Debt Metrics	
Average borrowing cost	2.84%
Available liquidity	HK\$13.6B
Fixed rate debt / total debt	55.9%
Average fixed rate debt maturity	4.6 years
Gearing ratio	17.7%

ok .
A (Stable)
A2 (Stable)
A (Stable)

Notes:

- (1) All amounts are at face value.
- (2) HK\$4B convertible bond has a maturity of 5 years with a 3-year put option exercisable in 2022/23.

Proactive Debt Management

Total Debt of HK\$36.0B

Diversified funding base



Well-managed interest rate risk exposure



Staggered maturity with no imminent financing needs



FX exposure managed by borrowing in foreign currencies



Recent Transactions at Low Funding Costs

April 2020

Issued HK\$1.01B 5-year 2.35%p.a. notes Raised AUD444M 5-year term loan

May 2020

Arranged HK\$1B 5-year sustainability-linked loan

June 2020

Arranged HK\$1B 5-year sustainability-linked loan

August 2020

Arranged GBP370M 5-year bank financing

October 2020

Issued HK\$400M 18-year 2.18%p.a. notes

Valuation

HK\$'M	As at 30 Sep 2020	As at 31 Mar 2020	As at 30 Sep 2020	As at 31 Mar 2020
■ Hong Kong	30 3ep 2020	31 Mai 2020	30 Sep 2020	31 Wai 2020
Retail properties	123,012	127,515	3.10% – 4.50%	3.10% – 4.50%
Car parks	30,588	31,732	3.10% - 5.30%	3.10% - 5.30%
Office property		9,914 (1)	3.00%	3.00%
■ Mainland China				
Retail properties	19,583	19,146	4.25% – 4.75%	4.25% – 4.75%
Office property	6,266	6,171	4.25%	4.25%
Overseas				
Australia office	3,773	=	4.50%	N/A
United Kingdom office	3,712	=	5.22%	N/A
Total valuation	196,294	194,478		
Valuation of investment properties	195,112 ⁽²⁾	193,224 ⁽²⁾		

Hong Kong

Decline in value of Hong Kong properties was mainly due to decline in market rent assumptions

Mainland China

Increase in value of Mainland China properties was mainly due to RMB appreciation of 4.1% (Sep 2020 vs Mar 2020)

Notes:

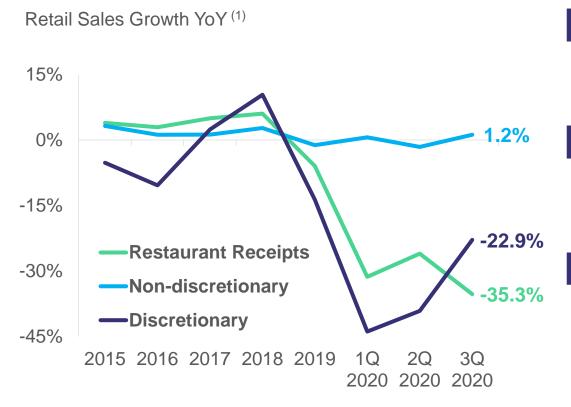
- (1) The amount represents the office portion only of The Quayside.(2) The amount has excluded two floors of The Quayside which Link has occupied for self-used office and was classified as property, plant and equipment.

03

Macro-environment and Strategy

Operating Landscape – Hong Kong

Fragile economy as COVID-19 disrupted economic activities



Higher unemployment rate impacting median household income

6.4%⁽²⁾ -9.8% YoY⁽³⁾ -7.8% YoY⁽³⁾

Unemployment Rate Overall Public Rental Housing
Household Income Household Income

Rising vacancy exerted pressure on office rents

-18.8% YoY⁽²⁾ -12.8% YoY⁽²⁾

Overall Hong Kong Kowloon East
Grade A Office Rental Grade A Office Rental

Steady parking demand

0.5% YoY⁽²⁾

Private Car Licensing

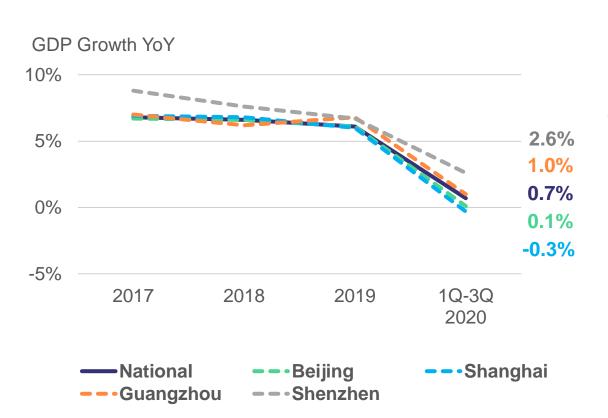
Notes:

- (1) Non-discretionary retail sales include supermarkets and foodstuff, and discretionary retail sales include the remaining retail trades
- (2) Figures for 3Q 2020 / as at 3Q 2020
- (3) Figures for 2Q 2020

Source: Hong Kong Census and Statistics Department, JLL and Hong Kong Transport Department

Operating Landscape – Mainland China

Initial impact from COVID-19 but quickly stabilised



Decline in retail sales narrowed

-6.2% YoY⁽¹⁾ -13.1% YoY⁽¹⁾

-9.0% YoY⁽¹⁾

Guangzhou

Shenzhen

Office rent declined due to soft demand

-4.5% YoY⁽²⁾

-9.7% YoY⁽²⁾

Puxi Core CBD Grade A Office

Pudong Core CBD

Grade A Office

Urban household disposable income growth improved in line with economic recovery

2.5% YoY⁽¹⁾

4.9% YoY⁽¹⁾

3.0% YoY⁽¹⁾

Beijing

Beijing

Guangzhou

Shenzhen

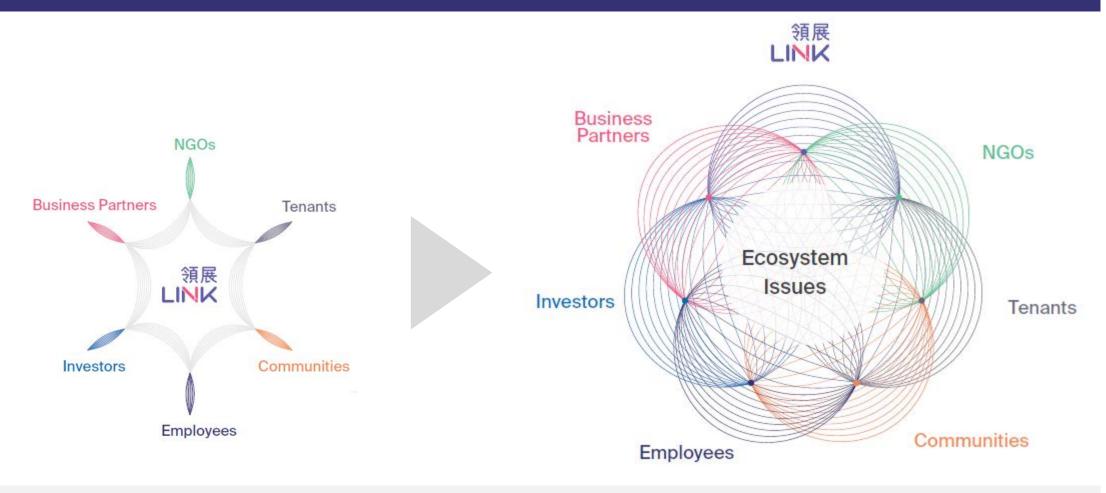
Notes:

- (1) Figures for 1Q-3Q 2020
- (2) Figures as at 3Q 2020

Source: National Bureau of Statistics of China, Beijing Municipal Bureau of Statistics, Shanghai Municipal Statistics Bureau, Statistics Bureau of Guangzhou Municipality, Statistics Bureau of Shenzhen Municipality and JLL

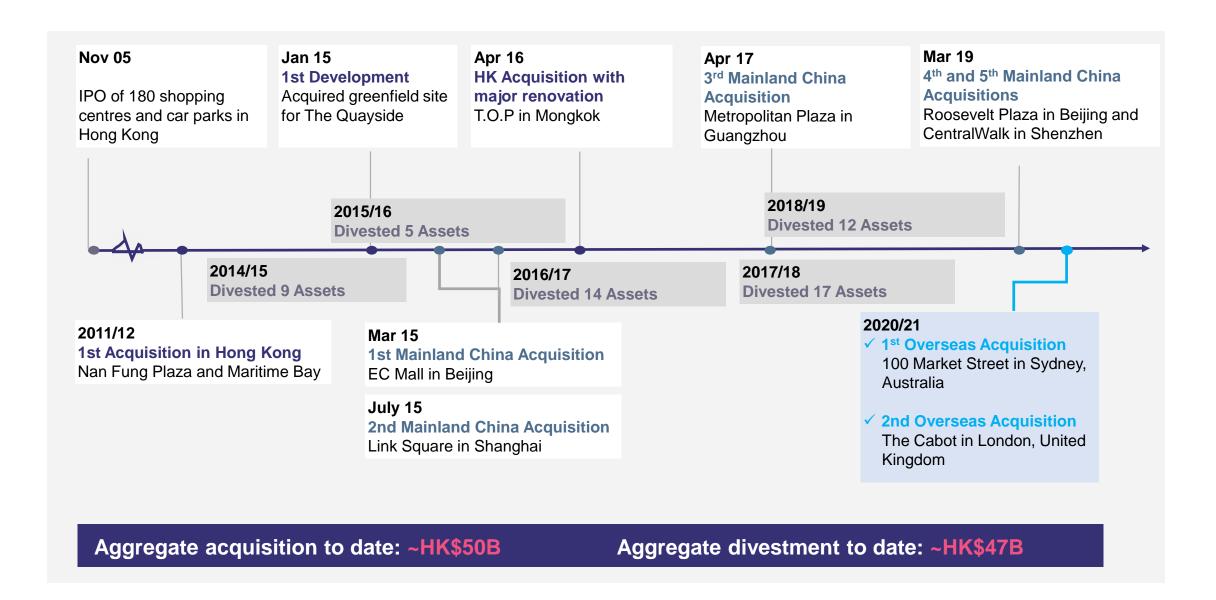
Our Business As Mutual Ethos

From Business as Usual to Business as Mutual



An interactive framework for business operations to improve overall resilience and long-term sustainability of the Link ecosystem via collaboration

15 Years of Successful Track Record and Execution



Near-term Priorities – Asset Management

Focus on our defensive core platform

Business As Mutual

Shopping Environment

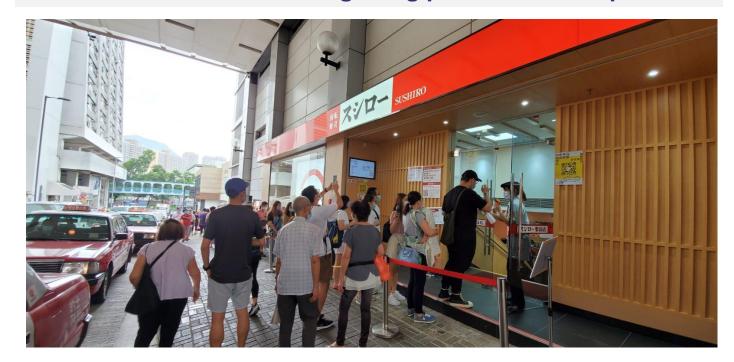
Creating Value

Deep collaboration with stakeholders to ride through external challenges

Provide our shoppers and stakeholders with hygienic and quality ambience

Focus on maintaining occupancy and strategically managing existing portfolio

>200 new leases in our Hong Kong portfolio since April 2020



Maintain high hygiene standard



Near-term Priorities – Portfolio and Capital Management

Quality portfolio with sustainable growing returns

Our Strategy

Focus on our existing "core" while adding "core-plus" and "value-add" assets

Inorganic Growth Drivers Assets in Hong Kong, Mainland China tier-1 cities and their surrounding delta areas and overseas including United Kingdom, Australia, Singapore and Japan

Prudent Approach

Seeking to deliver stable and quality income

Strong capital structure to steer through uncertainties

Ample Facilities

Constant monitoring to ensure sufficient coverage for operations and potential acquisition funding

Credit Ratings

Maintain high credit ratings for favourable funding cost

ForexManagement

Cost effective hedging of foreign currency exposure to Mainland China and overseas markets

Capital Return

Further buyback will depend on market conditions and other regulatory concerns

Distribution Payout Maintain 100% payout ratio and remain committed to the HK14 cents per year discretionary distribution up till 2021/2022

Interim Distribution Calendar

Distribution period	April 2020 – September 2020		
Last day of trading on a "cum" basis	18 November 2020		
Ex-distribution date	19 November 2020		
Distribution book close	23 November – 24 November 2020 (inclusive)		
Record date for entitlement to distribution	24 November 2020		
Ten trading days to determine issue price for scrip in lieu of interim cash distribution	23 November – 4 December 2020 (both days inclusive)		
Final date for scrip election	14 December 2020 (no later than 4:30 pm)		
Payment of distribution	28 December 2020		

03

Appendix

Appendix 1			
Key Financial Data	Six months ended	Six months ended	
	30 Sep 2020	30 Sep 2019	YoY
Consolidated	HK\$'M	HK\$'M	%
Revenue	5,233	5,332	-1.9
Net property income	4,037	4,071	-0.8
Rentals			
Hong Kong retail properties	3,239	3,390	-4.5
Hong Kong car parks	931	988	-5.8
Mainland China retail properties	479	541	-11.5
Others	393	185	+112.4
Other revenue			
Air conditioning service fee	139	188	-26.1
Other property related revenue	52	40	+30.0
Total revenue	5,233	5,332	-1.9
Total property expenses	1,196	1,261	-5.2

Appendix 2 Financials – Income Statement Summary

	Six months ended	Six months	
		ended	
	30 Sep 2020	30 Sep 2019	YoY
	HK\$'M	HK\$'M	%
Revenue	5,233	5,332	-1.9
Property operating expenses	(1,196)	(1,261)	-5.2
Net property income	4,037	4,071	-0.8
General and administrative expenses	(220)	(201)	+9.5
Interest income	71	95	-25.3
Finance costs	(405)	(233)	+73.8
Profit before taxation, change in fair values of investment properties, impairment of goodwill and transactions with Unitholders	3,483	3,732	-6.7
Change in fair values of investment properties and impairment of goodwill	(7,275)	3,662	-298.7
Taxation	(533)	(677)	-21.3
Non-controlling interest	232	25	+828.0
(Loss) / profit for the period, before transactions with Unitholders attributable to Unitholders	(4,093)	6,742	-160.7

Appendix 3 Financials – Distribution Statement Summary

	Six months ended 30 Sep 2020 HK\$'M	Six months ended 30 Sep 2019 HK\$'M	YoY %
(Loss) / profit for the period, before transactions with Unitholders	(4,093)	6,742	-160.7
Change in fair values of investment properties attributable to Unitholders and impairment of goodwill	7,048	(3,644)	-293.4
Change in fair values of derivative components of convertible bonds	-	(58)	-100.0
Deferred taxation on change in fair values of investment properties attributable to Unitholders	(61)	65	-193.8
Change in fair values of financial instruments	(70)	(225)	-68.9
Depreciation and amortisation of real estate and related assets	28	13	+115.4
Other non-cash income	(75)	(72)	+4.2
Total distributable income	2,777	2,821	-1.6
Discretionary distribution	144	145	-0.7
Total distributable amount	2,921	2,966	-1.5
Distribution per unit (HK cents)	141.65	141.47	+0.1

Appendix 4 Financials – Financial Position & Investment Properties

Financial Position Summary

	As at	As at	As at
HK\$'M	30 Sep 2020	31 Mar 2020	30 Sep 2019
Total assets	203,186	207,619	231,902
Total liabilities	49,159	47,502	41,414
Non-controlling interest	174	406	562
Net assets attributable to Unitholders	153,853	159,711	189,926
Units in Issue (M)	2,062.4	2,057.9	2,096.8
Net asset value Per Unit (HK\$)	74.60	77.61	90.58

Fair Value of Investment Properties

	As at	As at	As at
HK\$'M	30 Sep 2020	31 Mar 2020	30 Sep 2019
At beginning of period / year	193,224	218,496	218,496
Acquisition	7,255	-	-
Exchange adjustments	1,482	(1,791)	(1,598)
Additions	380	1,583	990
Transfer to property, plant and equipment	-	(1,116)	(1,116)
Change in fair values of investment properties	(7,229)	(23,948)	3,662
At end of period / year	195,112	193,224	220,434

Appendix 5 Financials – Capital Management

Committed Debt Facilities	HK\$ B		%	
	Sep-20	Mar-20	Sep-20	Mar-20
HK\$ Bank loans	7.6	11.8	21.1	34.1
AUD Bank loans	3.6	1.0	10.0	2.9
GBP Bank loans	3.7	N/A	10.3	N/A
Medium Term Notes	16.3	15.6	45.3	45.1
Convertible bonds	4.0	4.0	11.1	11.6
RMB Bank loans	0.8	2.2	2.2	6.3
Total debt	36.0	34.6	100.0	100.0
Cash	1.8	7.9	13.2	48.8
Undrawn facilities	11.8	8.3	86.8	51.2
Total liquidity	13.6	16.2	100.0	100.0

Key Credit Metrics by Rating Agencies

racy create meaned by rading rage	(1)		S&P	Moody's	Fitch
	As at	As at	requirement	requirement	requirement
	30 Sep 2020	31 Mar 2020	(A / Stable)	(A2 / Stable)	(A / Stable)
Net debt / IP	17.5%	13.9%	N/A	N/A	< 30%
FFO (2) / debt (annualised)	17.1%	22.7%	> 12%	N/A	N/A
EBITDA interest coverage	7.7x	8.2 x	N/A	> 3.5x - 4.0x	> 3.5x
Net debt / EBITDA (annualised)	4.4x	3.3 x	N/A	< 6.5x	N/A

(1) Preliminary figures to be confirmed by rating agencies.(2) Funds from operations is net cash generated from operating activities adjusted by operating lease expenses, interest expenses and income.

Appendix 6 HK Portfolio – Retail Revenue Analysis

	Six months ended 30 Sep 2020 (HK\$'M)	Six months ended 30 Sep 2019 (HK\$'M)	YoY %	Percentage contribution Six months ended 30 Sep 2020 %
Retail rentals:				
Shops (1)	2,602	2,778	-6.3	76.8
Markets / cooked food stalls	484	451	+7.3	14.3
Education / welfare and ancillary	70	70	-	2.1
Mall merchandising	83	91	-8.8	2.4
Expenses recovery and other miscellaneous revenue	151	196	-23.0	4.4
Total	3,390	3,586	-5.5	100.0

Notes:

⁽¹⁾ Rental from shops includes turnover rent of HK\$26 million (2019: HK\$ 32 million).

Percentage



Car park rentals:	Six months ended 30 Sep 2020 (HK\$'M)	Six months ended 30 Sep 2019 (HK\$'M)	YoY %	contribution Six months ended 30 Sep 2020 %
oai park remais.				
Monthly	724	759	-4.6	77.6
Hourly	207	229	-9.6	22.2
Expenses recovery and other miscellaneous revenue	2	1	+100.0	0.2
Total	933	989	-5.7	100.0

Appendix 8 HK Portfolio – Expenses Analysis

	Six months ended 30 Sep 2020 (HK\$'M)	Six months ended 30 Sep 2019 (HK\$'M)	YoY (%)	Percentage contribution Six months ended 30 Sep 2020 (%)
Property managers' fees, security and cleaning	296	286	+3.5	29.0
Staff costs	187	226	-17.3	18.4
Repair and maintenance	82	98	-16.3	8.1
Utilities	145	159	-8.8	14.2
Government rent and rates	133	154	-13.6	13.1
Promotion and marketing expenses	44	52	-15.4	4.3
Estate common area costs	46	42	+9.5	4.5
Other property operating expenses	86	90	-4.4	8.4
Total property expenses	1,019	1,107	-7.9	100.0

Appendix 9 HK Portfolio – Retail Portfolio Data

	No. of	Total area ('000 sq. ft.)	Retail properties Valuation (HK\$'M)	Retail rentals (HK\$'M)	Average n unit re (HK\$ p	ent	Occupano (%)	cy rate
	No. of properties	As at 30 Sep 2020	As at 30 Sep 2020	Six months ended 30 Sep 2020	As at 30 Sep 2020	As at 31 Mar 2020	As at 30 Sep 2020	As at 31 Mar 2020
Destination	6	1,296	26,366	634	87.3	91.1	92.3	93.3
Community	35	4,063	67,680	1,830	75.8	77.5	97.2	96.9
Neighbourhood	57	2,722	28,966	775	49.4	50.1	96.3	97.4
Overall	98	8,081	123,012	3,239	68.7	70.3	96.1	96.5

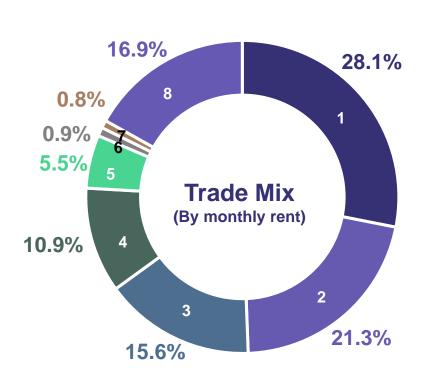
Appendix 10 HK Portfolio – Retail and Car Park Portfolio Data

	As at 30 Sep 2020	As at 31 Mar 2020	Change
Average monthly unit rent (psf pm)	30 Ocp 2020	31 Mai 2020	Change
■ Shops	HK\$68.4	HK\$70.6	-3.1%
Overall (ex self use office)	HK\$68.7	HK\$70.3	-2.3%
Occupancy rate			
Shops	96.0%	96.4%	-0.4%
Markets/cooked food stalls	95.0%	95.0%	-
Education/welfare and ancillary	99.5%	99.4%	+0.1%
■ Overall	96.1%	96.5%	-0.4%
	Six months ended 30 Sep 2020	Six months end 30 Sep 2019	YoY Change
Composite reversion rate	•		
Shops	-8.6%	18.9%	-27.5%
Markets/cooked food stalls	+29.0%	12.5%	+16.5%
Education/welfare and ancillary	+4.7%	14.0%	-9.3%
Overall	-2.6%	18.1%	-20.7%
Net property income margin	77.2%	76.5%	+0.7%
Car park income per space per month	HK\$ 2,745	HK\$ 2,929	-6.3%

Appendix 11 HK Portfolio – Retail Lease Expiry Profile

	As % of total area	As % of monthly rent
As at 30 September 2020	%	%
FY20/21	13.0	13.5
FY21/22	30.6	28.8
FY22/23	22.4	25.3
FY23/24 and beyond	26.1	27.0
Short-term lease and vacancy	7.9	5.4
Total	100.0	100.0

Appendix 12 Hong Kong Portfolio – Retail Trade Mix



	Sep-20	Mar-20
1. Food and beverage	28.1%	28.9%
2. Supermarket and foodstuff	21.3%	20.6%
3. Markets/ cooked food stalls	15.6%	14.6%
4. Services	10.9%	11.1%
5. Personal care/ medicine	5.5%	5.7%
6. Education/ welfare and ancillary	0.9%	0.9%
7. Valuable goods (Including jewellery, watches and clocks)	0.8%	0.9%
8. Others ⁽¹⁾	16.9%	17.3%
Total	100%	100%

Notes:

(1) Including clothing, department store, electrical and household products, optical, books and stationery, newspaper, leisure and entertainment.

Appendix 13 Mainland China Portfolio – Trade Mix

Sep-20

29.5%

28.4%

17.8%

14.7%

9.6%

100%



Retail

Total

2. Fashion

1. Food and beverage

3. General retail & others

4. Leisure & entertainment

5. Supermarket & foodstuff



Mar-20

28.5%

26.9%

17.3%

12.7%

14.6%

100%

26.5% Office Trade Mix (By area) 12.8% 14.8%

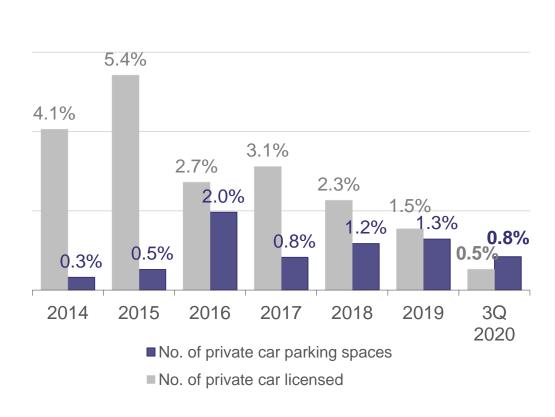
Office	Sep-20	Mar-20
1. Professional services	39.9%	41.1%
2. Technology, Media, Telecom	14.8%	14.9%
3. Pharmacy	2.6%	6.6%
4. Industrial goods & services	12.8%	12.9%
5. Retailers & consumer products	3.4%	3.3%
6. Others	26.5%	21.2%
Total	100%	100%

Appendix 14 Mainland China Portfolio – Lease Expiry Profile

	Retail		Office	
As at 30 September 2020	As % of total area (%)	As % of monthly rent (%)	As % of total area (%)	As % of monthly rent (%)
FY20/21	9.8	13.1	4.3	4.9
FY21/22	16.1	23.3	29.8	31.2
FY22/23	23.3	28.1	27.6	30.2
FY23/24 and beyond	45.5	35.5	33.1	33.7
Vacancy	5.3	-	5.2	-
Total	100.0	100.0	100.0	100.0

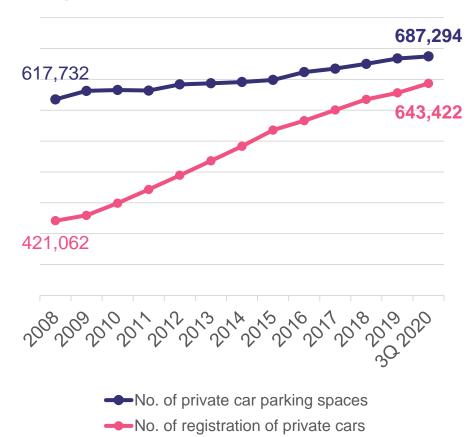
Appendix 15 Hong Kong Car Park Demand and Supply

Private Car Demand and Supply (YoY)



Source: Transport Department

No. of Registration of Vehicles and Parking Spaces (Private Cars)



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