

The Link Real Estate Investment Trust

Year Ended 31 March 2013

Annual Results Presentation

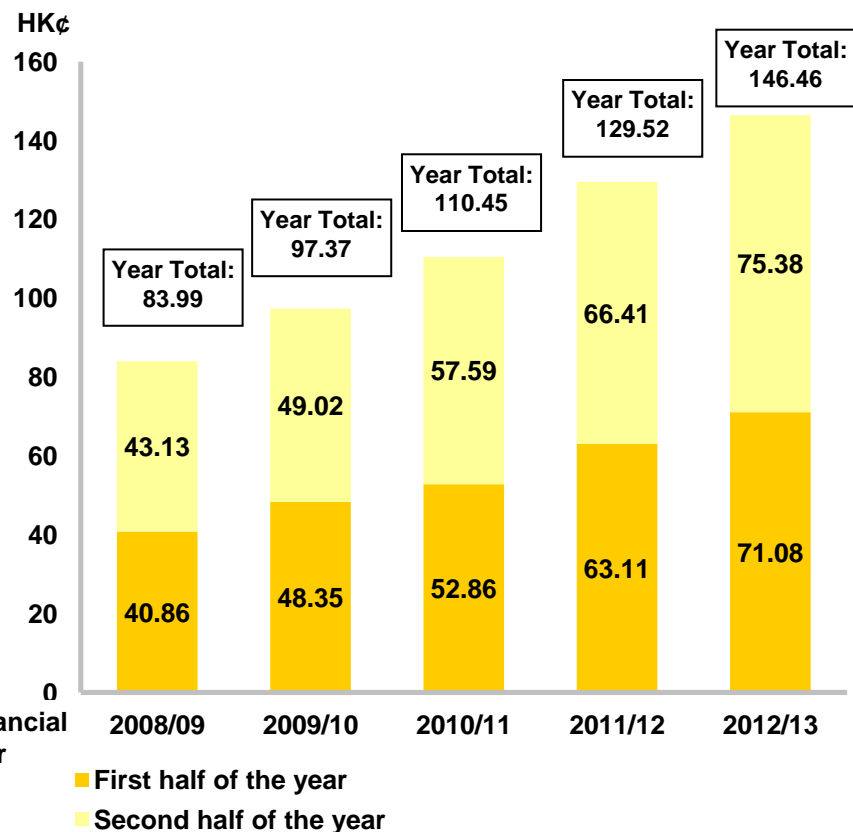
Press Conference

5 June 2013



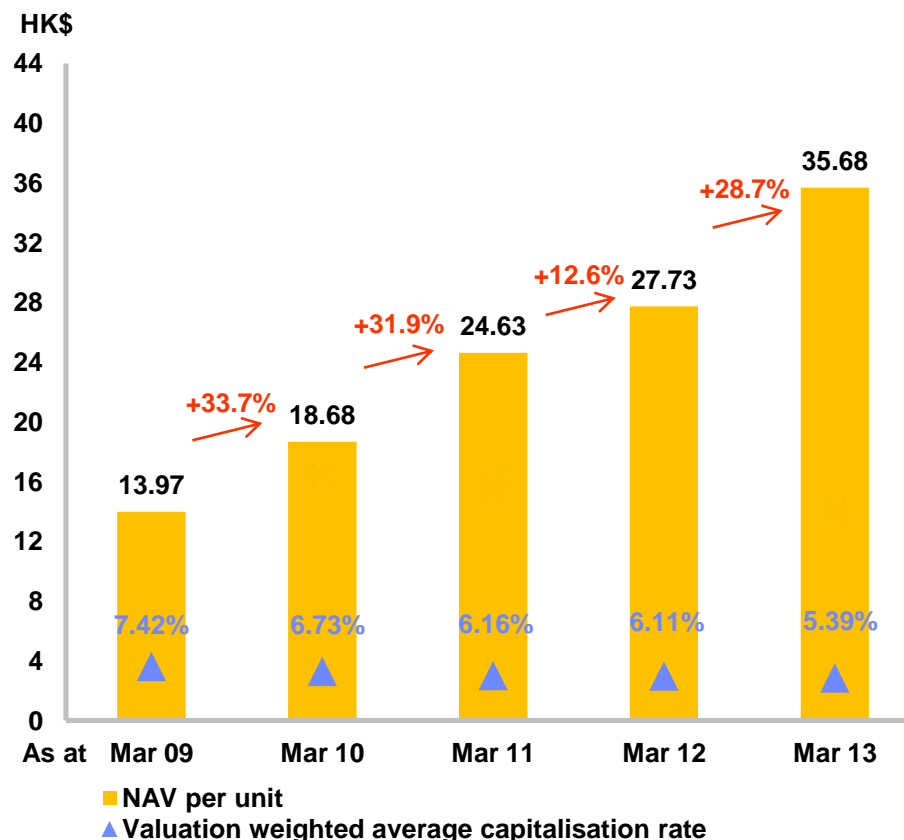
Financial Highlight

DPU Growth



DPU up 13.1% YoY to HK **146.46** cents

NAV Per Unit



NAV per unit up 28.7% YoY to HK\$ **35.68**

Increasing Our Community Engagement

The Link Tenant Academy



Executive Development Programme



The Link Community Sports Academy



The Link Together Initiatives





Results Overview

Results Overview

Consistent Growth

Revenue	HK\$ 6,506 M	↑ 9.7%
NPI	HK\$ 4,616 M	↑ 10.3%
DPU	HK 146.46cents	↑ 13.1%
Payout Ratio		100%

Positive Operating Performance

Retail gross sales of tenants		↑ 9.6%
Average monthly unit rent		↑ 7.3% to HK\$ 38.4psf
Overall occupancy rate		↑ to 94.1%
Net property income margin		↑ to 70.9%



Results Overview

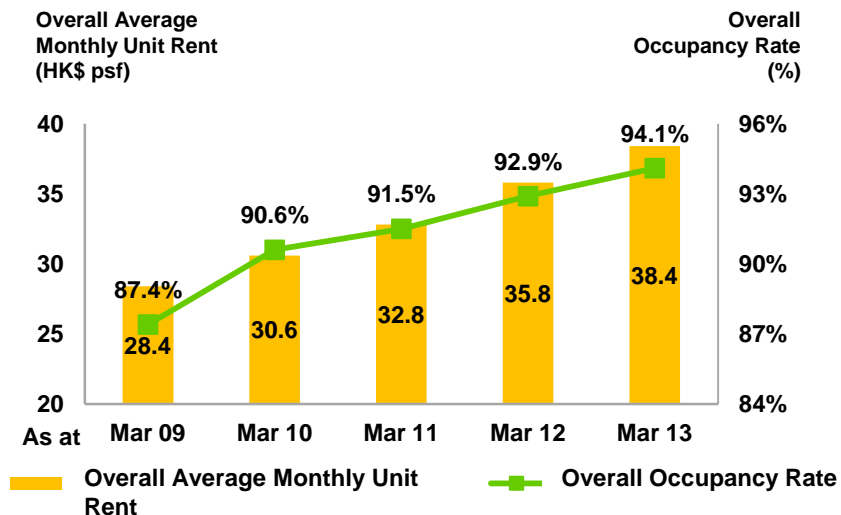
Solid Financial Position

NAV per unit	HK\$ 35.68	↑ 28.7%
Gearing ratio		↓ to 13.6%
Effective interest rate		↓ to 3.07%
Strong credit ratings		A (S&P) / A2 (Moody's)
Available liquidity		HK\$ 6.21 B
No major refinancing in the financial year ending 31 March 2014		

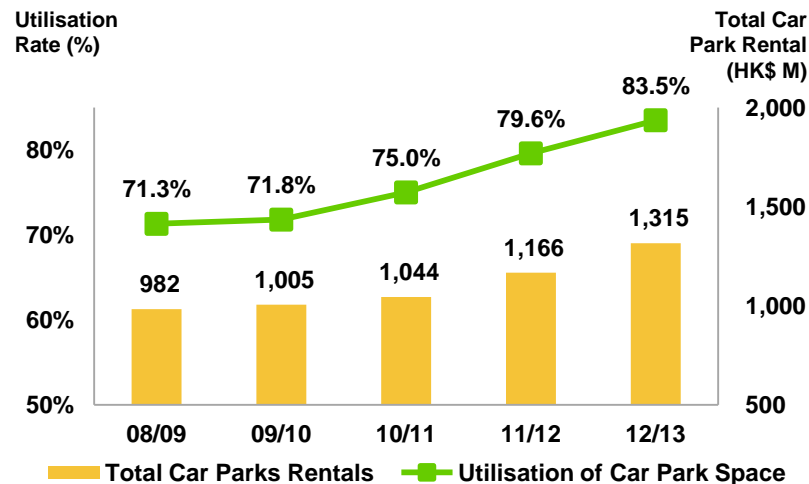


Steady Income Growth & Diligent Cost Control

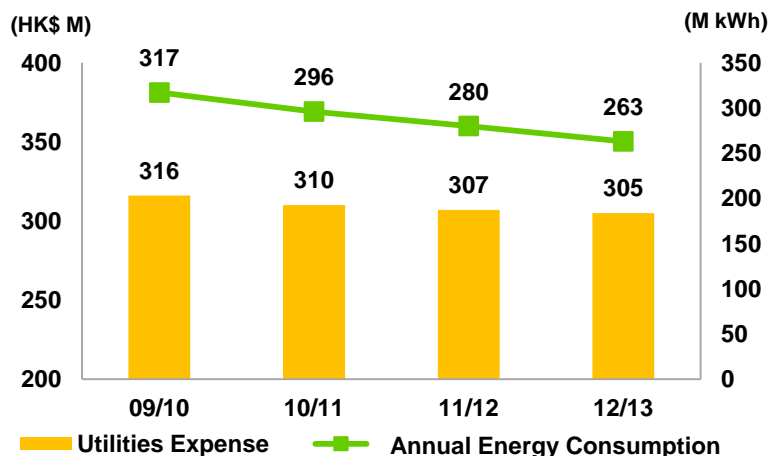
Steady Growing Retail Portfolio



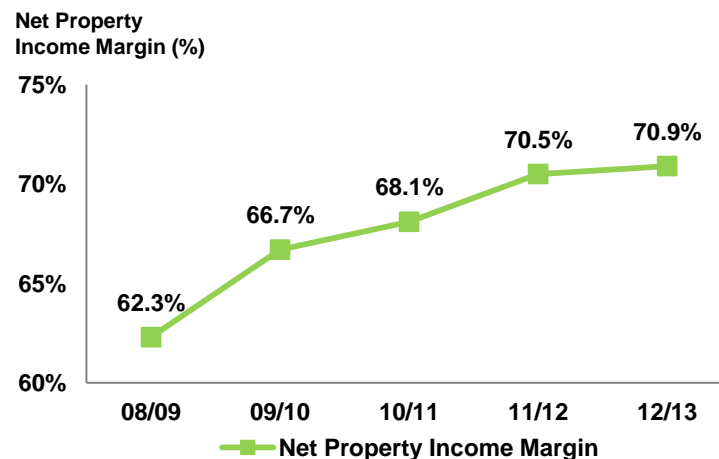
Robust Car Park Performance



Well Controlled Utilities Expense

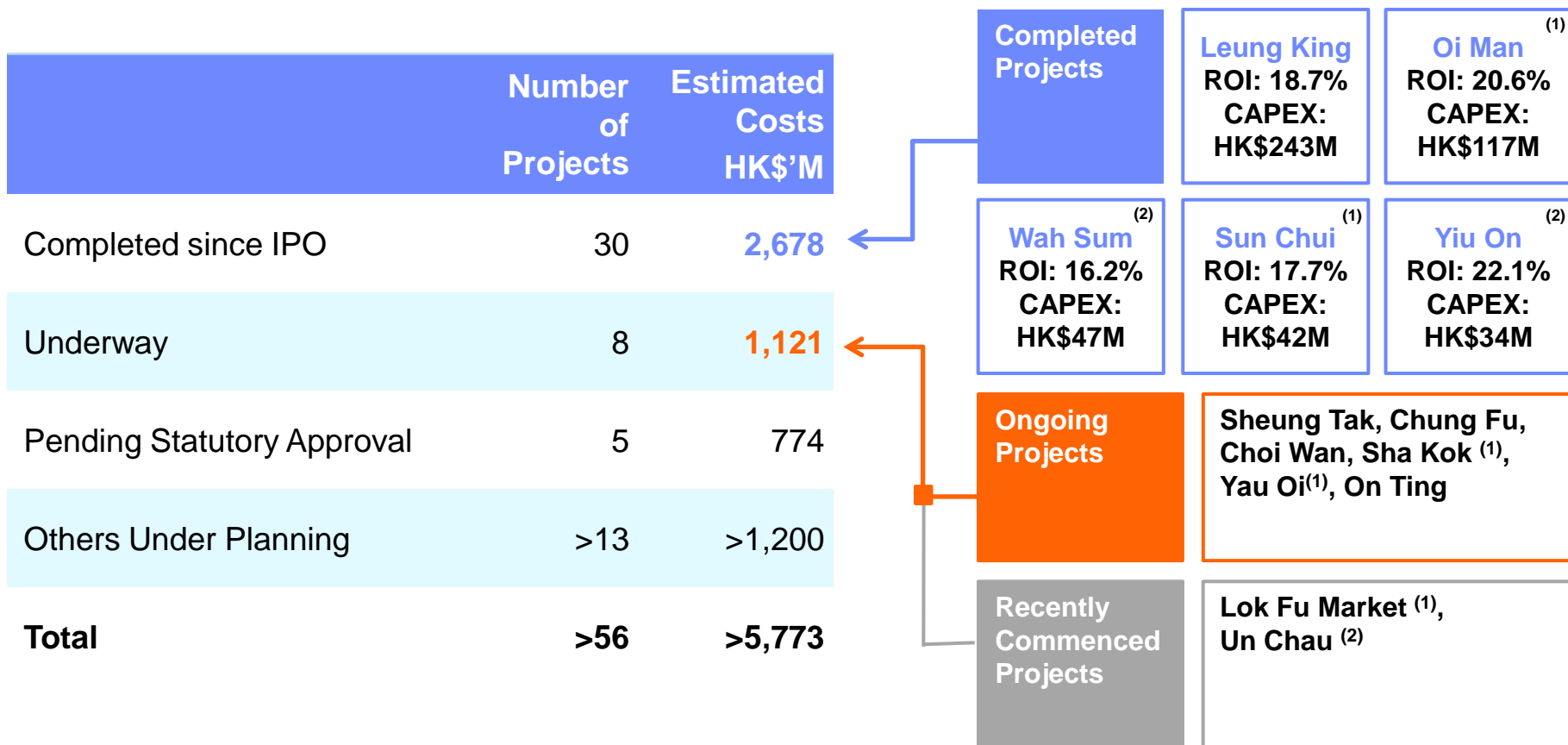


Continuous Margin Improvement



Asset Enhancement

Status of Asset Enhancement Projects



Notes:

⁽¹⁾ Projects include a market upgrade

⁽²⁾ Properties ranked outside of top 50 by valuation

⁽³⁾ Estimated return on investment ("ROI") is calculated based on projected net property income post project minus net property income pre project divided by estimated project capital expenditures and loss of rental.

Asset Enhancement

Asset Enhancement Projects Underway

Target Completion Date	Projects	Estimated Costs (HK\$'M) ⁽³⁾
Mid 2013	Chung Fu Plaza (Phase II Project)	167
	Sheung Tak Plaza	87
Late 2013	Choi Wan Commercial Complex	222
	Lok Fu Market ⁽¹⁾	120
Late 2014	Sha Kok Shopping Centre ⁽¹⁾	120
	Yau Oi Commercial Centre On Ting Commercial Complex ⁽¹⁾	339
	Un Chau Shopping Centre ⁽²⁾	66
		1,121

Notes:

- (1) Projects include a market upgrade
- (2) Properties ranked outside of top 50 by valuation
- (3) To be finalised at project completion



Community Investment

Care for Our Community

The Link Together Initiatives

- ✓ Approved by Unitholders at AGM July 2012
- ✓ Not exceeding 0.25% of NPI (approximately HK\$10M)
- ✓ Focus on the elderly and disadvantaged living in our communities
- ✓ Partnered with HKCSS WiseGiving Limited



Cater to Our Teenagers

The Link Community Sports Academy

- ✓ Using our facilities to provide free sports classes for children
- ✓ Offer foundation coach training courses specially for senior secondary school students
- ✓ Partnering with tenants to provide special offers to participants



Support to Our Tenants

The Link Tenant Academy & Mystery Shopper Programme

- ✓ Tenant Academy provides training to facilitate succession of family business covering retail shops and market tenants
- ✓ Established Mystery Shopper Programme to enhance shopping experience
- ✓ Extended to assess BFA facilities and customer services for the disabled



Care for Our Staff

Employee Unit Purchase Plan & Executive Programme

- ✓ Cultivate a sense of ownership and share corporate achievements
- ✓ More than 50% eligible staff have participated
- ✓ Partnered with Hong Kong Polytechnic University to launch Executive Development Programme in Shopping Mall Management



Key Achievements in Sustainability



UNEP Finance Initiative
Innovative financing for sustainability



20/20 Vision

Aim to reduce Annual
Energy Consumption by
20% of 2010 Levels by
2020



FTSE4Good



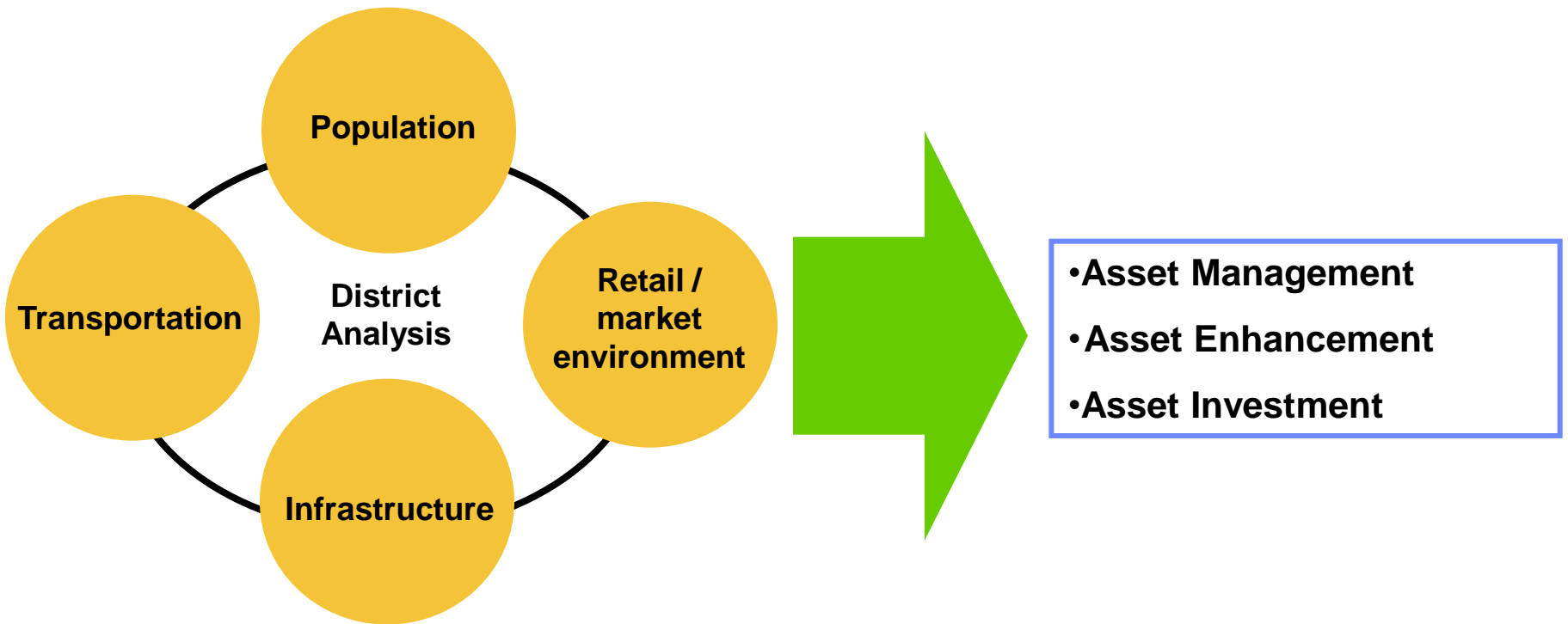
World Business Council for
Sustainable Development

Dedicated to
Develop Our
Sustainability
Platform



District Focus

Thoughtful Strategy Through District Analysis



Invest strategically after in-depth district analysis

Our Investment in Tseung Kwan O District

Capturing the Potential Growth in the District

Hau Tak Shopping Centre



Sheung Tak Shopping Centre



Nan Fung Plaza



Maritime Bay



Asset
Enhancement

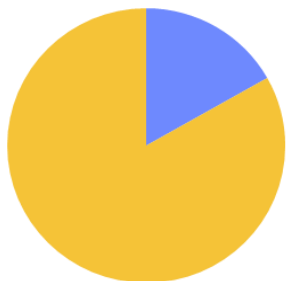
Asset
Investment

Growth supported by rapidly growing population, rising household income and improvement of transportation infrastructure

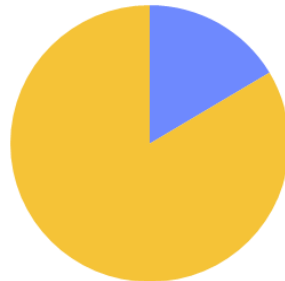
Strategic Review – New Territories West

Our Portfolio

- The Link REIT has a cluster of shopping centres in NT West (Tuen Mun & Yuen Long)



➤ 16.9% by valuation

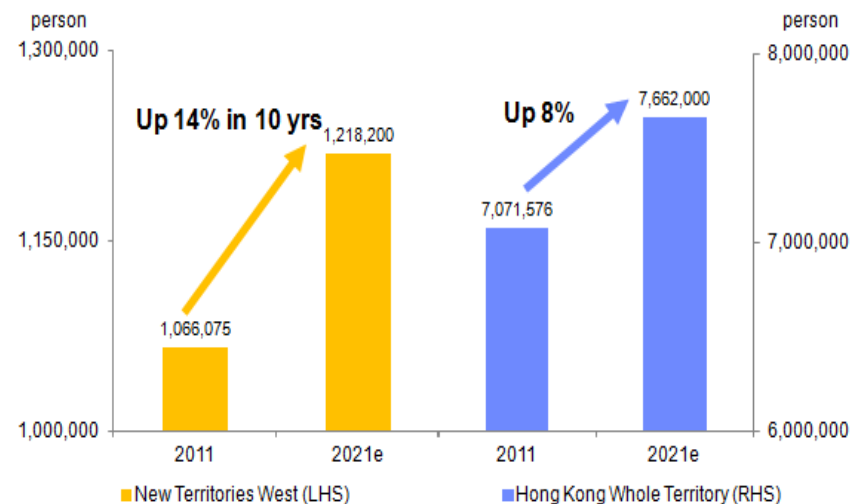


➤ 16.1% by Retail IFA

Growing Household Income

1Q13	YoY	As % of total HK household	As % of NT West household
Public Rental Housing	12.5%	30%	34%
Subsidised Home Ownership Housing	2.1%	16%	17%
Private Permanent Housing	3.0%	54%	49%
Overall	4.8%	100%	100%

Growing Population



Note: Historical data is based on Population Census conducted by Census and Statistics Department, while projection is based on Projections of Population Distribution (2013-2021) conducted by Planning Department

Source: Population Census 2011 by Census and Statistics Department, Projections of Population Distribution by Planning Department, CEIC

Strong potential well supported by demography and economic fundamentals

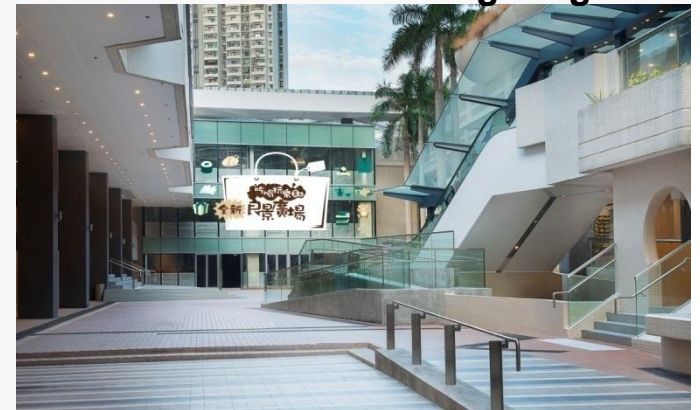
Capturing the Potential

Investment in New Territories West

Butterfly Plaza



Leung King Plaza



Asset
Enhancement
Completed

Yau Oi and On Ting



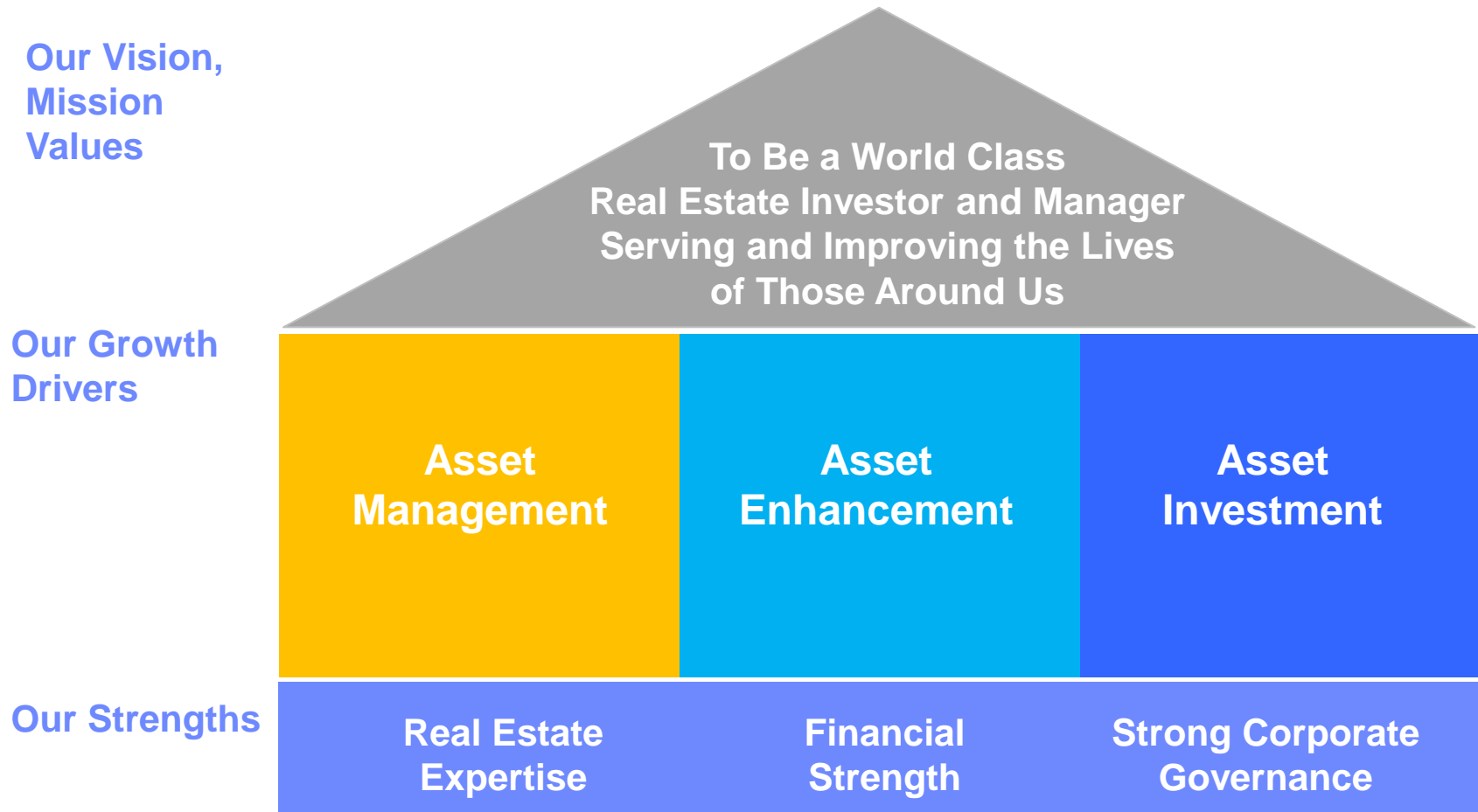
Chung Fu Plaza



Asset
Enhancement
Underway

Continuous investment to upgrade our regional centres

Business Model with Multiple Growth Drivers





What will be the major challenges in the coming year?

Major Challenges and Supporting Factors

Our Biggest Risks

- ❖ Uncertainties in the global economic environment
- ❖ Potential slowdown of China's economic growth
- ❖ Local property market volatility and government intervention
- ❖ Labour shortage, leading to higher wages

Solid Fundamentals

- ❖ More retailers expand into non-core area
- ❖ Strong growth in tourist arrival, especially mid market shoppers
- ❖ Low unemployment and rising household income supporting increasing consumption
- ❖ Foundation set for further energy savings



Investor Information

Distribution

- | | |
|---|---|
| ▪ Distribution period | Oct 2012 – Mar 2013 |
| ▪ Last day of trading on a “cum” basis | 18 Jun 2013 |
| ▪ Ex Distribution date | 19 Jun 2013 |
| ▪ Distribution book close | 21 – 25 Jun 2013
(both days inclusive) |
| ▪ Record date for entitlement to distribution | 25 Jun 2013 |
| ▪ Distribution Reinvestment Scheme | |
| ○ Announcement of Scrip Price and other details | 25 Jun 2013 |
| ○ Despatch of election documents | 4 Jul 2013 |
| ▪ Payment of distribution | 2 Aug 2013 |
- Participation in distribution reinvestment scheme, where units are issued based on prevailing market price, is at the sole discretion of Unitholders.

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The Link Real Estate Investment Trust

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: mediaenquiries@thelinkreit.com

Website: www.thelinkreit.com

