



3QFY2008/09
Financial Results Presentation
15 January 2009

Disclaimers

This Presentation is focused on comparing results for the three months ended 31 December 2008 versus actual results year-on-year (“yoy”). This shall be read in conjunction with A-REIT’s Results for the period from 1 October 2008 to 31 December 2008 in the SGXNet announcement.

This presentation may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from similar developments, shifts in expected levels of property rental income and occupancy, changes in operating expenses, including employee wages, benefits and training, property expenses and governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. You are cautioned not to place undue reliance on these forward looking statements, which are based on the Manager’s current view of future events.

Agenda

- **Key Highlights**
- Financial Performance
- Investment Management
- Capital Management
- Asset Management
 - Portfolio Update
 - Portfolio Resilience
 - Portfolio Growth
- Market Outlook
- Conclusion

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Key Highlights for 3Q FY2008/09

- 3QFY2008/09 DPU is 4.05 cents, 13.8% higher yoy
- 3QFY2008/09 Net Property Income of S\$74.2 million is 20.9% higher yoy and 2.2% higher than 2QFY2008/09
- 74.7% of interest rate exposure is hedged into fixed rate for the next 3.7 years
- Achieved double-digit renewal rental rates growth across all sectors. Business & Science Parks and Hi-Tech Industrial sectors continued to achieve growth in new take up rental rates
- Balance portfolio of long and short term leases - portfolio weighted average lease to expiry (by income) of 5.3 years. Weighted average lease to expiry for sale-and-leaseback properties is 7.6 years
- Only 1.6% of total portfolio income is due for renewal for the rest of the financial year and 14.7% in the next financial year.

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Distribution Details

Stock counter	Distribution Period	Distribution per unit (cents)
Ascendasreit	1 Oct 08 to 31 Dec 08	4.05

Distribution Timetable

Last day of trading on “cum” basis	20 January 2009, Tuesday
Ex-date	21 January 2009, Wednesday
Books closure date	23 January 2009, Friday
Distribution payment date	27 February 2009, Wednesday

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DPU – 3QFY2008/09 vs 3QFY2007/08

(S\$'000)	3QFY2008/09 ⁽¹⁾	3QFY2007/08 ⁽¹⁾	% Change
Gross revenue	102,343	80,225	27.6%
Less: Property operating expenses ⁽²⁾	(28,148)	(18,867)	49.2%
Net property income	74,195	61,358	20.9%
Borrowing costs ⁽³⁾	(15,939)	(10,759)	48.1%
FRS 39 F.V. Adjustments ⁽⁴⁾	(55)	(247)	-77.7%
Non-property expenses	(6,218)	(4,811)	29.2%
Net income	51,983	45,541	14.1%
Available for distribution	53,976	47,158	14.5%
Distribution per unit	4.05	3.56	13.8%

Notes:

- (1) Based on 88 properties as at 31 Dec 2008 and 79 properties as at 31 Dec 2007
- (2) Property expenses increased by 49% due to the additional properties in the portfolio; higher utilities costs due to higher energy prices; and increase in property taxes due to upward revision in annual values of properties.
- (3) Borrowing costs include amortisation of CMBS establishment and annual maintenance costs
- (4) Fair value adjustments for deferred payments and refundable security deposits.

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3QFY2008/09 vs 2QFY2008/09

(S\$'000)	3QFY08/09 ⁽¹⁾	2QFY08/09 ⁽¹⁾	% Change
Gross revenue	102,343	97,330	5.2%
Less: Property operating expenses ⁽²⁾	(28,148)	(24,714)	13.9%
Net property income	74,195	72,616	2.2%
Borrowing costs ⁽³⁾	(15,939)	(14,582)	9.3%
FRS 39 F.V. Adjustments ⁽⁴⁾	(55)	(417)	-86.8%
Non-property expenses	(6,218)	(6,523)	-4.7%
Net income	51,983	51,094	1.7%
Available for distribution	53,976	53,352	1.2%
Distribution per unit	4.05	4.01	1.0%

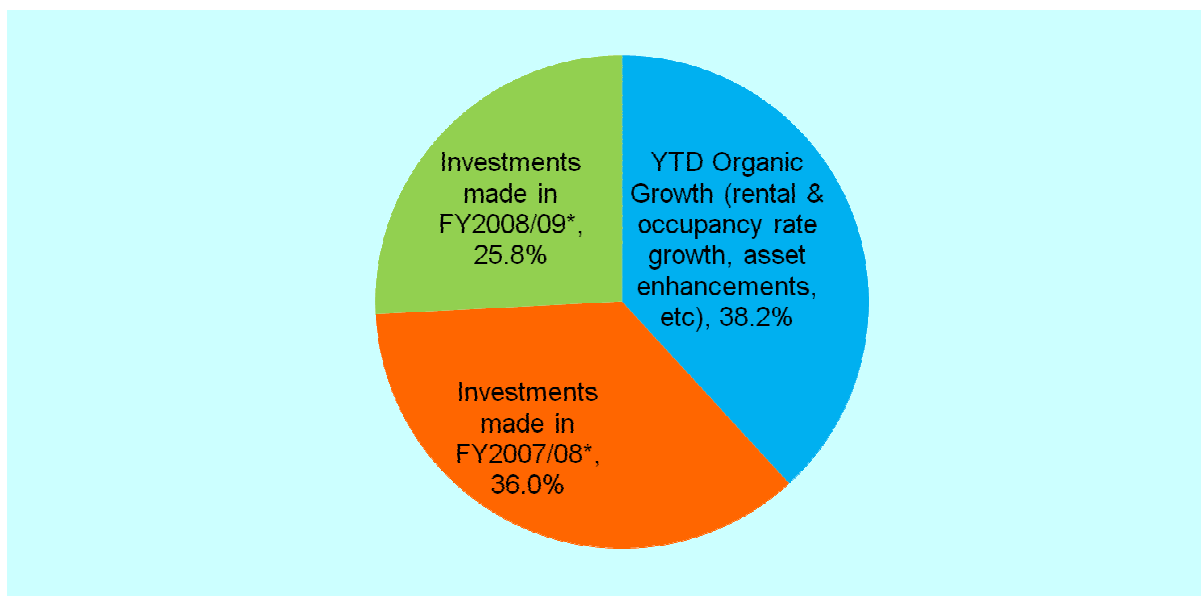
Notes:

- (1) Based on 88 properties as at 31 Dec 2008 and 30 Sep 2008
- (2) Property expenses increased by 14% due to the increased number of properties in the portfolio; higher utilities costs due to higher energy prices; and increase in property taxes due to upward revision in annual values of properties.
- (3) Borrowing costs include amortisation of CMBS establishment and annual maintenance costs
- (4) Fair value adjustments for deferred payments and refundable security deposits.

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Healthy Organic Growth

- Organic growth contributed to 38.2% of the 20.9% NPI growth



* Investments made in FY2007/08 contributing full year NPI impact in FY2008/09; Investments made in FY2008/09 do not contribute to full year NPI.

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A-REIT Relative Price Performance YTD - 31 December 2008

	% change
Straits Times Index	- 49.2%
FTSE ST Mid Cap Index	- 60.6%
S-REIT	- 61.3%
Industrial S-REIT	- 62.6%
A-REIT	- 44.3%

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Development Projects

	Est Dev Cost (S\$m)	Expected Commencement Date	Expected Completion Date
Plot 8 Changi Business Park Phase 1	61.9	Started	4Q FY08/09
Plot 8 MTB & Amenity Centre, Changi Business Park	107.1	Started	3Q FY09/10
Expeditors Built-to-suit at Airport Logistic Park Singapore (ALPS)	25.6	Started	3Q FY09/10
Plot 8 Changi Business Park Phase 2	39.0 [^]	1Q FY09/10	3Q FY10/11
Total Development Cost	233.6*		

* Approximately S\$70.9m has already been funded and capitalised as development cost as at 31 Dec 2008

[^] Contract yet to be awarded

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Development projects: Plot 8

at Changi Business Park : Suburban business space



June 08



Dec 08: Construction of Phase 1 building on schedule



Sep 08

- Estimated GFA: 21,000 sqm
- Phase 1 completion expected by 4Q FY2008/09
- Built-to-suit for Citigroup; Phase 1 is 100% pre-committed



Artist Impression of Plaza 8 Phase 1

Development project: Plot 8

at Changi Business Park: Suburban business space



Business Park & Amenities Centre

- Multi-tenanted building with expected GFA of about 33,000 sqm including approximately 8,000 sq m of amenity space to serve the needs of the growing CBP population and surrounding area.
- Development expected to be completed in 3Q FY2009/10



Sept 08: Commenced construction of MTB Building



Dec 08: Construction in progress

Development project: Built-to-Suit for Expeditors Singapore

- Development of a part 2-storey / part 4-storey logistics facility at Plot 6 of Airport Logistics Park (within Airport Free Trade Zone)
- 100% pre-commitment by Expeditors Singapore Pte Ltd
- Target completion date: 3Q FY09/10

Dec 2008 – construction in progress



Artist impression

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Healthy Balance Sheet

(S\$bn)	As at 31 Dec 08	As at 31 Dec 07
Total Assets	4.6	3.4
Borrowings	1.9	1.3
Net assets attributable to unitholders	2.4	2.0
Aggregate Leverage	42.2%	38.9%
Net asset value per unit	182 cents	149 cents

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Interest Rate Risk Management

- 74.7% of interest rate exposure fixed for the next 3.68 years

Debt Profile	31 Dec 2008	31 Dec 2007
Aggregate leverage	42.2% ⁽¹⁾	38.9%
Total debt	S\$1,915m	S\$1,285m
<ul style="list-style-type: none"> • Fixed rate debt 	S\$1,431m	S\$1,131m
Fixed as a % of total debt	74.7%	88.0%
Weighted average all-up funding cost ⁽²⁾	3.46%	3.39%
Weighted average term for fixed debt	3.68 yrs	3.92 yrs
Interest cover ratio	4.60 times	5.32 times

Notes:

(1) Aggregate leverage includes deferred settlements of about \$28m

(2) Including margins and weighted swap rates for hedged debt, current floating rates on unhedged debt, annual maintenance costs and amortisation of CMBS establishment cost

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Interest Cost Sensitivity

- 74.7% of debt is hedged into fixed rate for the next 3.7 years
- Floating rate portion is subject to interest rates fluctuation
- Every incremental 0.1% increase in interest rate is expected to decrease DPU by 0.04 cents per annum

Increase in Interest rate	Expected resultant weighted average funding cost	Expected Impact on DPU* (cents)
0.1%	3.482%	-0.04
0.5%	3.583%	- 0.18
1.0%	3.710%	-0.36

Note:

* Based on number of units in issued as at 31 Dec 2008

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High Occupancy; Long Leases

- Healthy renewals & new take-up

	As at 31 Dec 08	As at 31 Dec 07
Total Portfolio GFA (sqm)	2,242,001	1,902,635
Portfolio occupancy	97.2%	98.7%
MTB⁽¹⁾ occupancy	94.0%	97.0%
Total Portfolio renewals/new leases (sqm)	41,766⁽²⁾	46,933⁽³⁾
Total New leases/Expansions (sqm)	20,671⁽²⁾	16,961⁽³⁾
Total Renewals (sqm)	21,095⁽²⁾	29,972⁽³⁾
Weighted Average Lease to Expiry (years)	5.3	6.2

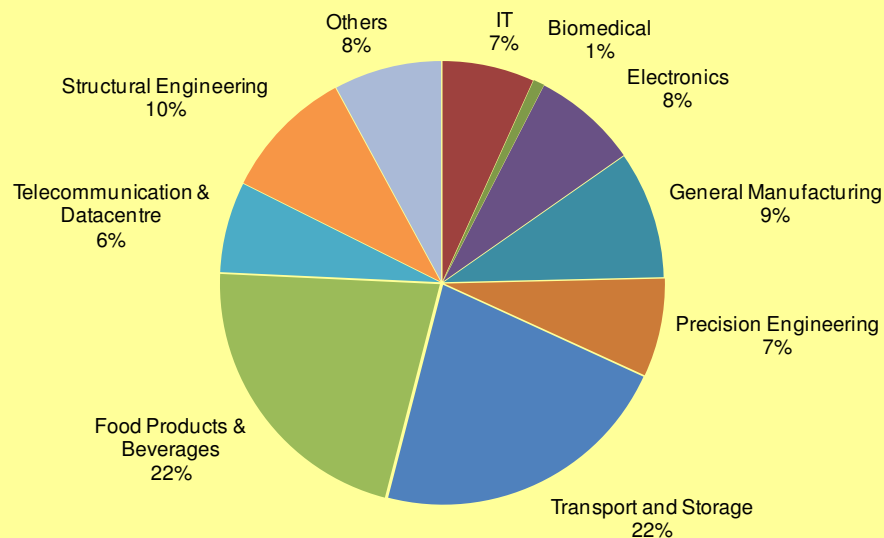
Notes :

- 1) MTB = Multi-tenanted buildings which accounts for about 51% of portfolio value
- 2) For the three months ended 31 Dec 08
- 3) For the three months ended 31 Dec 07

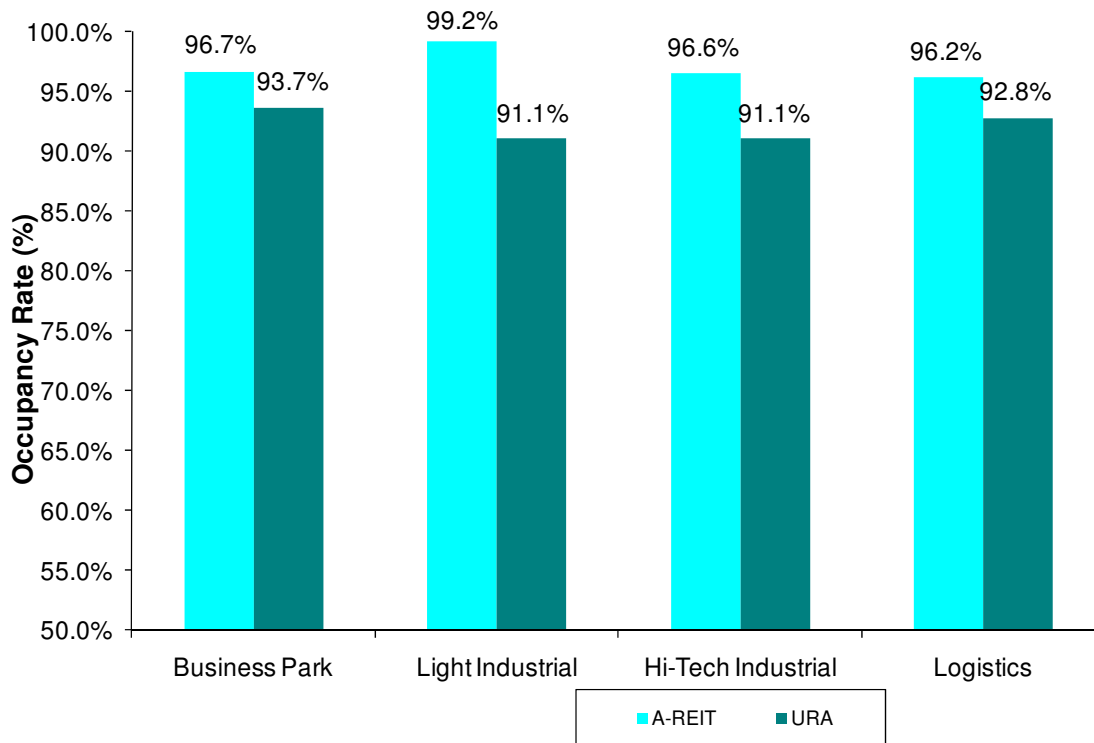
Broad based sources of new demand

3QFY08/09 tenants' industry sector by net lettable area

- Continue to attract new demand from tenants from various sectors due to diversity of properties in the portfolio



Occupancy rates - Higher than Market Average

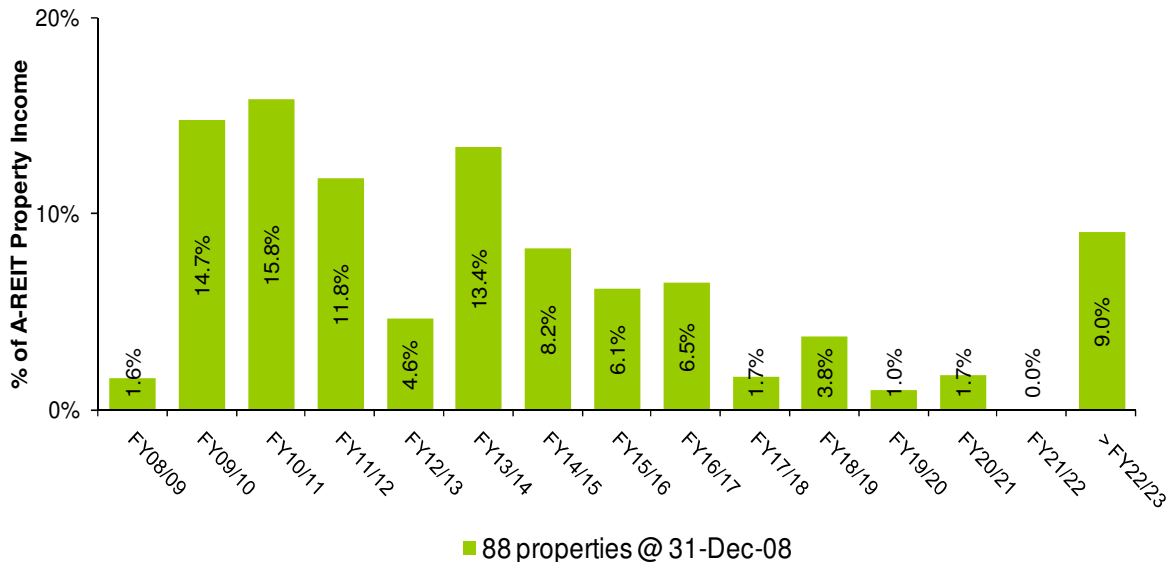


Source: URA Official Statistics as at Sep 2008
Ascendas Funds Management (S) Limited ("AFM") as at 31 December 2008

Weighted Average Lease to Expiry - Overall portfolio



- Weighted average lease to expiry for the portfolio is 5.3 years
- Lease expiry profile is well balanced and extends beyond 2021
- Stability in portfolio as only 1.6% of income up for renewal for balance of FY2008/09.

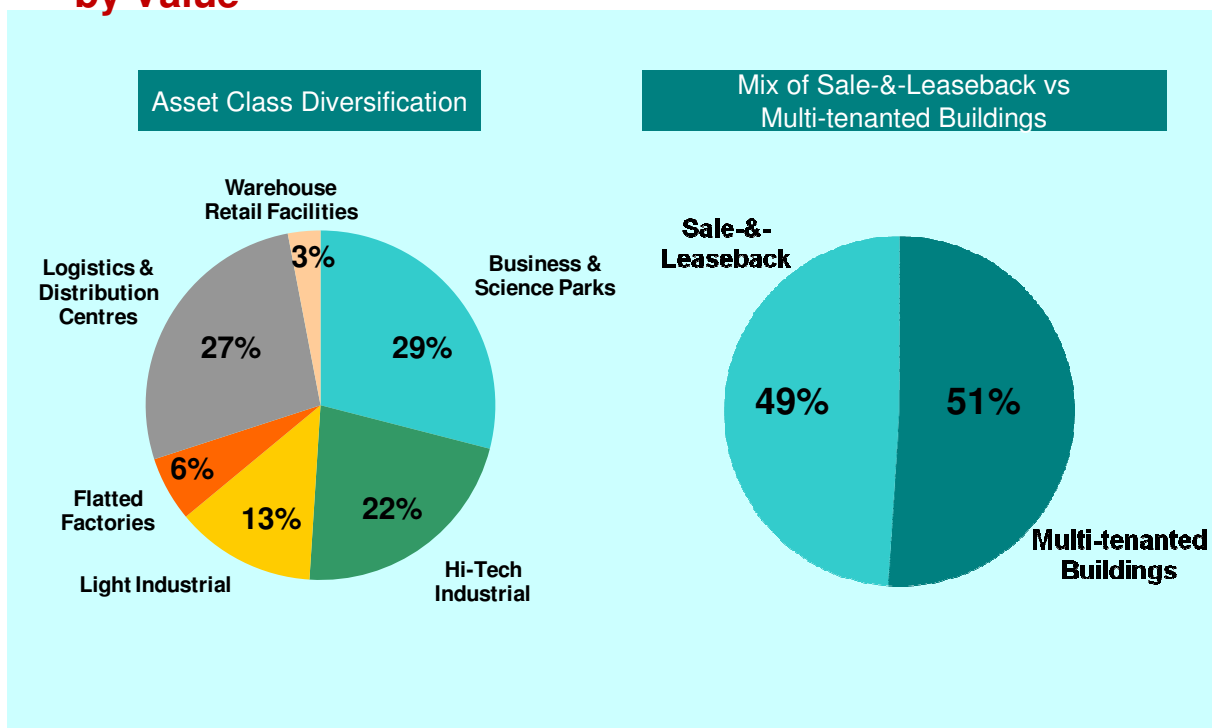


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Well Diversified Portfolio - by Value

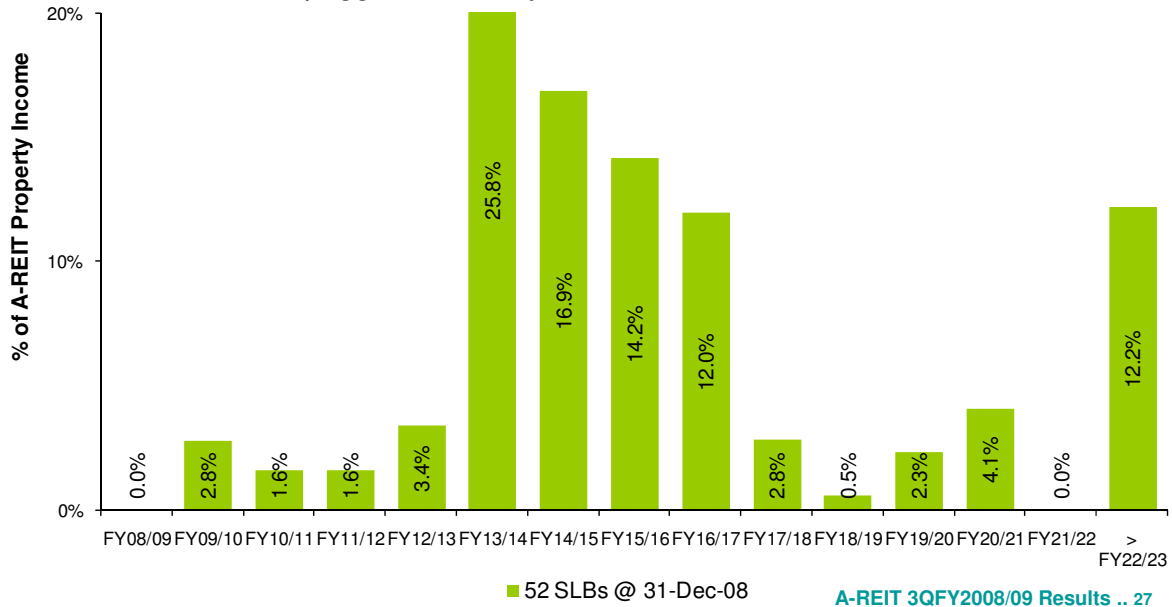


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Weighted Average Lease to Expiry

- Sale & Leaseback Properties

- Weighted average lease to expiry for sale & leaseback properties is 7.6 years
- No properties up for renewal until 2HFY2009/10
- All leases have stepped rental increases, of which about 32.5% by gross rental income have CPI pegged rental adjustments



Security deposit for sale & leaseback properties

- Amount of security deposit for sale-and-leaseback transactions depends on evaluation of credit standing of the tenant and commercial negotiation
- Security deposits for sale & leaseback properties range from 8 to 16 months

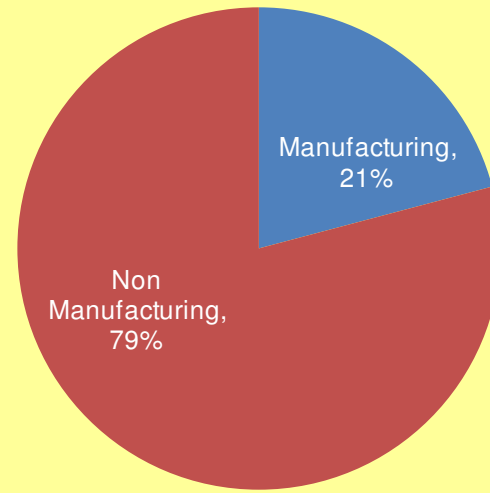
	No. of SLB Properties	Weighted Average No. of Months Rent as Security Deposit*
Business & Science Parks	4	16
Hi-Tech Properties	7	8
Light Industrial	26	12
Logistics & Distribution Centres	13	10
Warehouse Retail Facilities	2	11
	52	11

* Excluding cases where rental is paid upfront

Limited exposure to conventional manufacturing

3QFY08/09 tenants' business activities by net lettable area

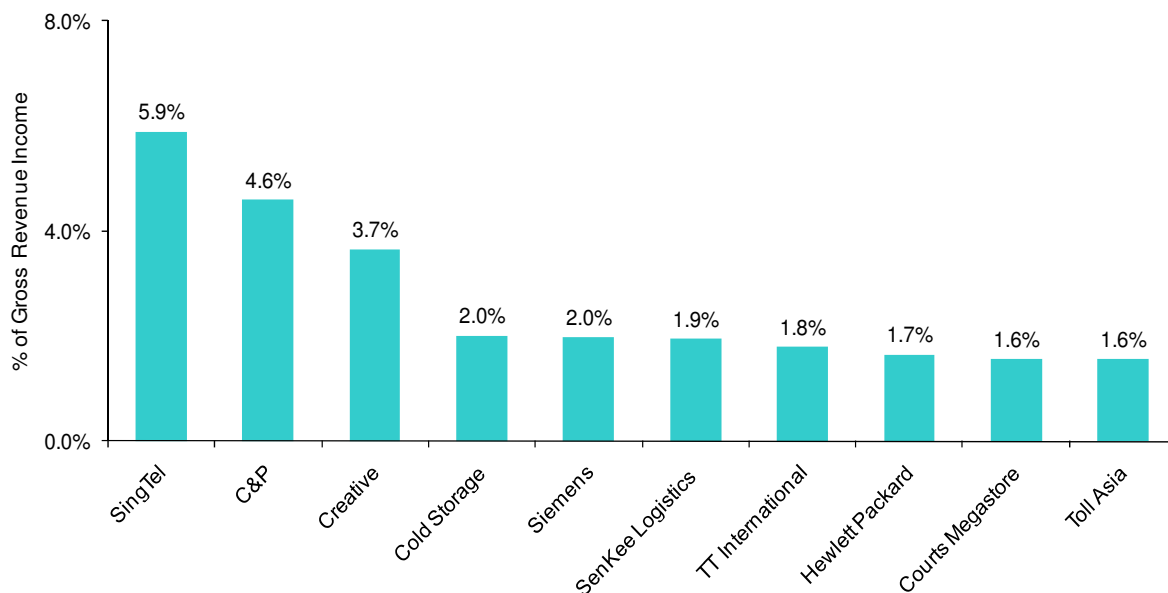
- 21% of NLA are occupied by tenants engaged in conventional manufacturing activities. Of which 64% are tenants with long-term leases
- Manufacturing activities include food & beverages, aeronautical auxiliary equipment, precision engineering etc.
- Non-manufacturing activities include R&D, telecommunications & data centre, software and media consultancy services as well as transport & storage



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Quality and Diversified Tenant Base

- Total tenant base in excess of 860 tenants
- Top 10 tenants account for 26.8% of total portfolio income, of which majority are listed entities with established track record in their respective industry sectors



MTB Occupancy Rate: NPI / DPU Sensitivity

- Every 5% decline in MTB occupancy will result in a 2.6% overall decline in net property income and will result in approximately 0.61 cents decrease in FY2008/09 annualised DPU.

% decline in MTB Occupancy	Est. Decline in MTB NPI (\$ m) per annum	Overall % Portfolio NPI Decline	Impact on DPU (cents) Full FY*
10%	16.2	5.3%	1.22
15%	24.3	7.9%	1.82
20%	32.4	10.5%	2.43
25%	40.5	13.1%	3.04

Note:

* Based on number of units in issued as at 31 Dec 2008

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Subsector Performance

- Recorded double digit growth in renewal rate across all sectors
- Continued rental reversion for new take up and renewal for Business & Science Parks and Hi-Tech Industrial space

Multi-tenanted properties	Net Lettable Area		Occupancy Rate (%)		Renewal rates ⁽¹⁾	New take up rates ⁽²⁾
	Area (sqm)	% of MTB NLA	As at 31 Dec 08	As at 31 Dec 07		
Business & Science Park	197,221	22.9%	95.2%	96.7%	↑ 60.6%	↑ 9.6%
Hi-Tech Industrial	203,696	23.7%	94.4%	94.4%	↑ 85.8%	↑ 14.0%
Light Industrial	186,925	21.7%	98.0%	95.5%	↑ 11.6%	↑ 10.8%
Logistics & Distribution Centres	272,003	31.6%	90.2%	88.7%	↑ 16.3%	↓ (33.3%)*

(1) Renewal rental rates for 3QFY2008/09 versus previous contracted rate

(2) Rental rates for new take up (including expansion) in 3QFY2008/09 versus rates in 3QFY2007/08

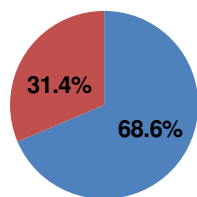
* New take up rental rates in 3QFY2007/08 included aircon charges.

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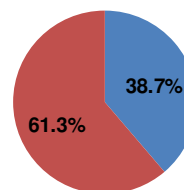
Spilt of short term & long term leases within sector

Majority of leases in high growth sectors of business and science park and hi-tech industrial are on short term basis. Hence, potential to enjoy positive rental reversion

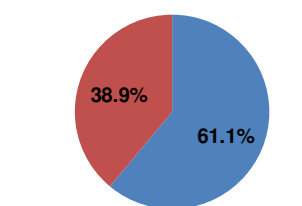
Science and Business Park (by NLA)



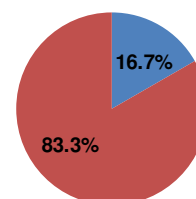
Logistics and Distribution Centres (by NLA)



■ Multi tenanted
■ Sale & Leaseback



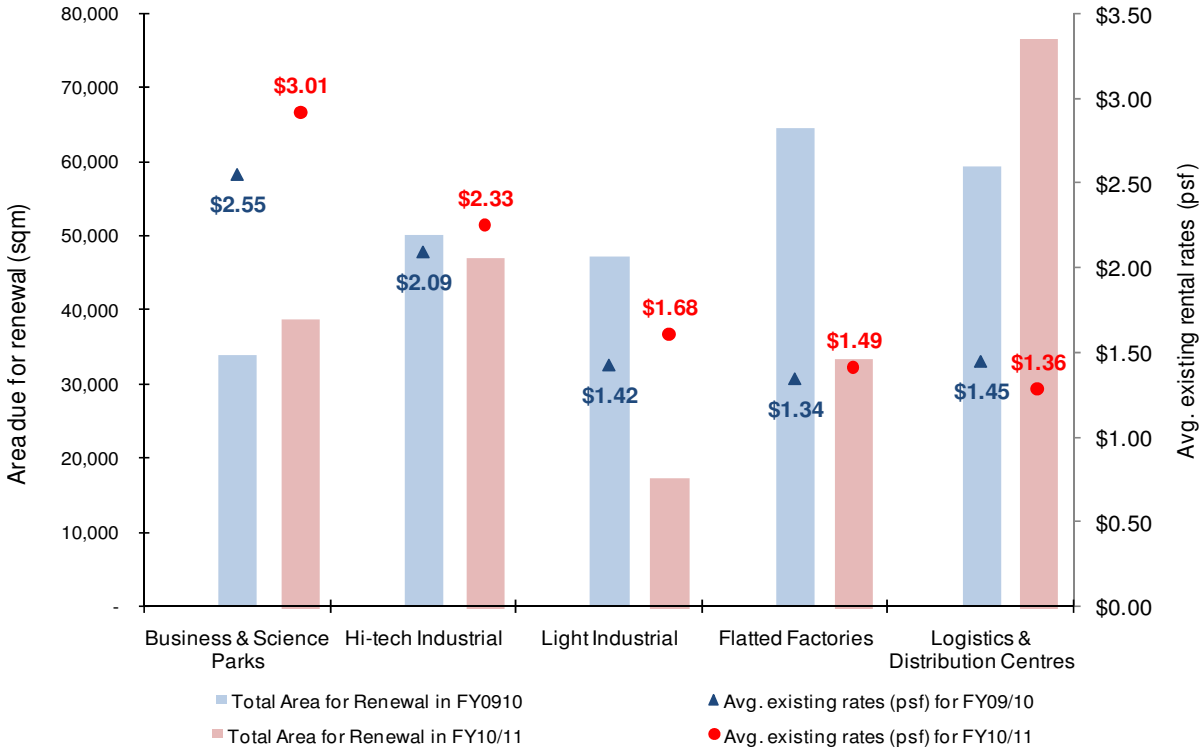
Hi-tech Industrial (by NLA)



Light Industrial (by NLA)

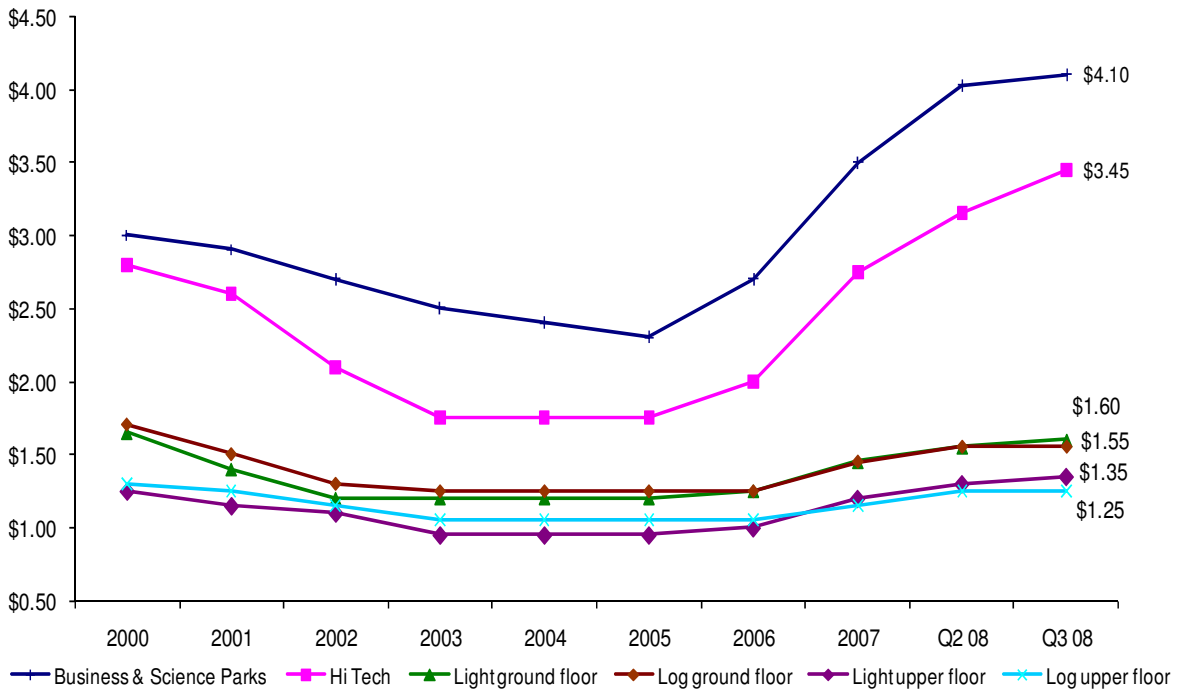
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Current Passing Rent Level of space due for renewal is relatively low



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Average Market Gross Rents by Sector



Source : CBRE Q3 Report, JTC

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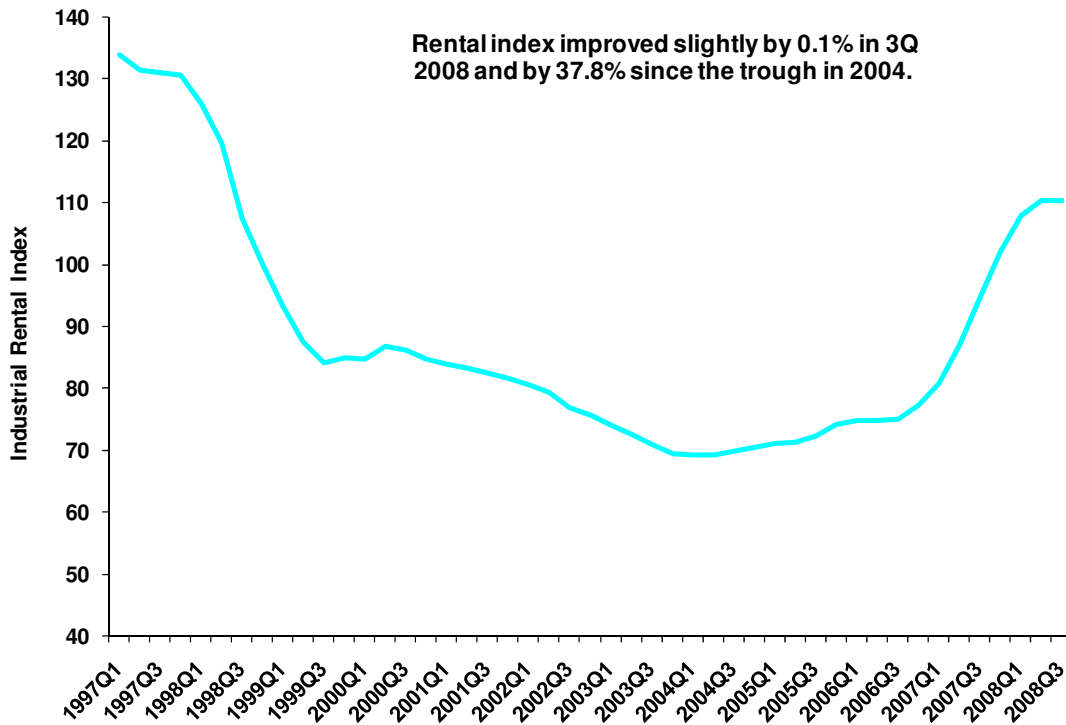
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Market Outlook

- Advance GDP Estimates for 4Q2008 reflected a contraction of 2.6% in real terms over the same period in 2007
- Estimated Singapore GDP growth for 2008 was 1.5% vs 7.7% achieved in 2007. Government expects Singapore economy to grow between -2.0% and 1.0% in 2009
- 2009 is expected to be a difficult year given the global financial and economic crisis. Outlook in FY09/10 will depend largely on the extent and depth of the unfolding impact of the global economic recession on our existing tenants as well as on demand for industrial space

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Industrial Property Rental Trend



Base year: Q41998

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Potential New Supply

- Potential supply of 2.9 million sqm of industrial space expected over the next three years

Sector ('000 sqm)	New Supply (total)	2009	2010	2011
Business & Science Park	566	276	217	73
% pre-committed (est)		39%	59%	90%
Industrial (Hi-tech and Light industrial)	1,823	923	877	23
% pre-committed (est)		54%	60%	100%
Logistics & Distribution Centres	581	400	181	0
% pre-committed (est)		30%	63%	-

Source: CBRE Q3 Report, URA Q3 Report

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A-REIT's strengths

Diversity and Depth

- Largest business and industrial REIT in Singapore
- Solid and well diversified portfolio
 - ✓ Six property asset classes
 - ✓ Well-located quality properties
 - ✓ Balance of long term vs short term leases provides stability with potential for positive rental reversions
 - ✓ No single property accounts for more than 5% of revenue
 - ✓ High predictability and sustainability in income

Strong Sponsor

- Sponsor Ascendas has a track record of more than 20 years in this sector
- Committed sponsor and alignment of interest with A-REIT unitholders

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A-REIT's strengths

- **Downside protection in earnings**
 - Stable portfolio with only 1.6% of total portfolio revenue due for renewal for the balance of the financial year and 14.7% in the next FY
 - Mix of long term and short term leases provides earnings stability. Long term leases have a weighted average lease to expiry of 7.6 years and are backed with an average of 11 months rental in security deposits
 - Portfolio weighted average lease to expiry of 5.3 yrs
 - Diversified portfolio which continue to attract new demand from various sectors
 - No significant re-financing requirements
 - High percentage of interest rate risk exposure hedged

A-REIT's strengths

Development capability

- Has development capability to create own assets which are more yield accretive than acquisitions of income producing properties

Operational platform

- Dedicated asset management, sales/marketing, leasing and property management team of over 80 people
- Possess in-depth understanding of this property sector

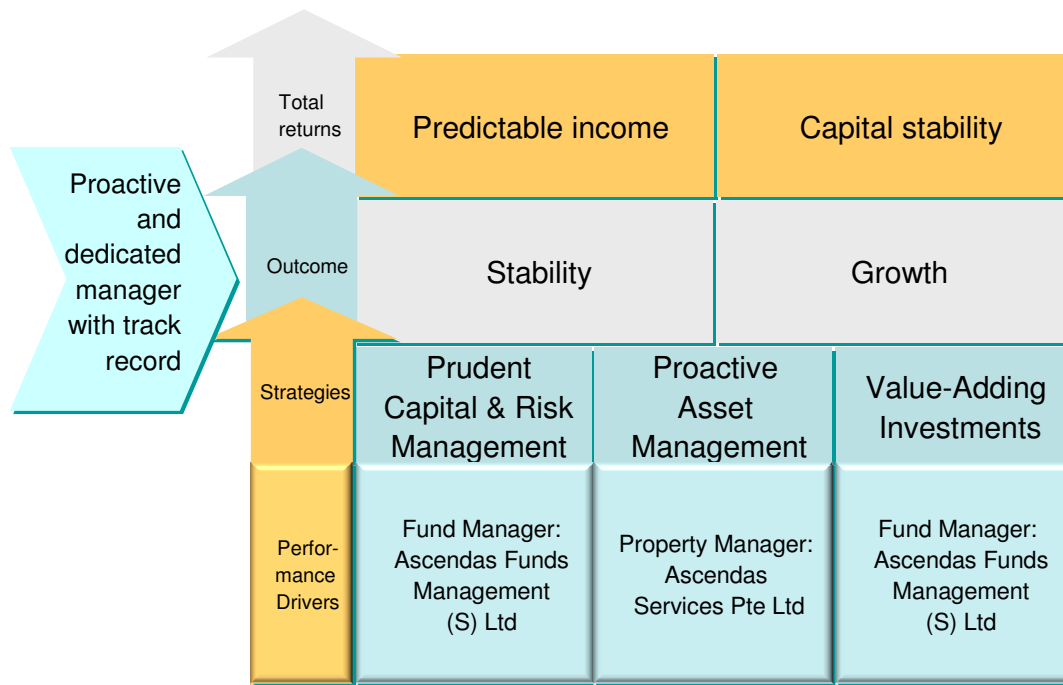
Customer focus

- Over 860 tenants from international and local companies
- Track record of customers growing with us

Size advantages

- Market capitalization accounting for 15% of S-REITs and 9% of Asian ex Japan REIT sector
- Accounts for about 9% of S-REITs total trading volume in 3Q FY08/09
- Winner of SIAS Corporate Transparency Award 2008
- Included in major indices (eg. MSCI, FTSE ST Mid Cap Index)

A-REIT's strategies



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Thank you

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