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Contents

- Frasers Property Overview
- Executing Our Business Strategies
- Looking Ahead
- In Conclusion
- Appendix
Overview of Frasers Property

Multi-national real estate company with multi-segment expertise
- S$33.7 billion assets under management\(^1\) across 5 asset classes
- Three strategic business units – Singapore, Australia, Hospitality; and Europe & rest of Asia

---

1. Comprises the full asset value of property assets in which the Group has an interest, including assets held by its REITs, joint ventures and associates
2. Including both owned and managed properties; and units pending opening
3. Comprises 100% of the logistics and industrial assets in Australia, Europe and Thailand, in which the Group has an interest, including assets held by its REITs, joint ventures, associates and assets pending completion of acquisitions
Key business highlights (FY2014 – 2015)

Re-listing on SGX in FY2014

Acquisition of Australand in FY2014
Key business highlights (FY2015 – 2018)

Completed family of SG REITs with FHT and FLT

Frasers Hospitality Trust (FY2015)
Frasers Log & Ind Trust (FY2016)

Defensive investments in UK/ Europe

5 UK Business Parks (FY2017)
Geneba (FY2017)
Alpha Industrial (FY2018)
Reshaped portfolio
Diversified across multiple geographies

FY2012

Total assets
$10.4B

Total assets outside Singapore
34%

1H FY2018

Total assets
$29.9B

Total assets outside Singapore
56%

Singapore  Australia  Europe  Others
Reshaped portfolio
Diversified across multiple asset classes

FY2012

Total property assets\(^1\)
$8.6B

Total investment properties
46%

1H FY2018

Total property assets\(^1\)
$26.5B

Total investment properties
79%

Development  Retail  Business Parks/Offices  Hospitality  Logistics/Industrial

1. Property assets comprise investment properties, property, plant and equipment, investment in joint ventures and associates, and properties held for sale
Dividend distribution track record

- Maintained annual dividend track record of 8.6 Singapore cents per share since listing, one of the highest among listed peers in Singapore

<table>
<thead>
<tr>
<th></th>
<th>FY17</th>
<th>FY16</th>
<th>FY15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interim Dividend</td>
<td>2.4 Singapore cents</td>
<td>2.4 Singapore cents</td>
<td>2.4 Singapore cents</td>
</tr>
<tr>
<td>Final Dividend</td>
<td>6.2 Singapore cents</td>
<td>6.2 Singapore cents</td>
<td>6.2 Singapore cents</td>
</tr>
<tr>
<td>Total Dividend</td>
<td>8.6 Singapore cents</td>
<td>8.6 Singapore cents</td>
<td>8.6 Singapore cents</td>
</tr>
</tbody>
</table>

Dividend Yield: 4.2% (based on FCL closing share price of S$2.070 on 8 Nov 17), 5.8% (based on FCL closing share price of S$1.495 on 8 Nov 16), 5.2% (based on FCL closing share price of S$1.655 on 6 Nov 15)

Payout Ratio (based on APBFE)¹: ~ 59%, ~ 60%, ~ 50%

- Interim dividend of 2.4 Singapore cents per share for 1H FY2018 on the back of healthy first half financial results

¹. After adjusting for distributions to perpetual securities holders
Executing our business strategies
Frasers Property business approach

Achieve sustainable earnings growth through significant development pipeline, investment properties, and fee income.

Grow portfolio in a balanced manner across geographies and property segments.

Optimise capital productivity through REIT platforms and active asset management initiatives.

Sustainable earnings growth + Balanced portfolio + Optimised capital productivity = Sustainable growth and long-term shareholder value.
Core strategy 1: Building platforms
Scalable platforms across asset classes and geographies

**Integrated value chain**

**Australia**
- Frasers Property Australia
  - Secured ~62 ha across four industrial sites in NSW, VIC, and QLD

**Europe**
- Frasers Property Europe
  - Acquired Alpha Industrial and six cross-dock facilities

**Thailand**
- TICON Industrial Connection Public Company Limited ("TICON")
  - Increased deemed interest from 40.95% to 89.5%¹

**REIT platforms**

**Frasers Logistics & Industrial Trust ("FLT")**
- FLT entered agreement² in April 2018 to acquire 21 stabilised European properties

**TREIT**
- Largest logistics & industrial REIT in Thailand

**Scaled logistics & industrial platforms in Australia, Europe and Thailand**

**Logistics & Industrial Assets Under Management³**
- S$8.1 Billion

**Logistics & Industrial Total GLA**
- 5.9 Million Sq M³

**Logistics & Industrial Total Development Pipeline⁴**
- 6.8 Million Sq M³

---

¹. Frasers Assets Co., Ltd. ("FAL"), the Group’s 49%-owned joint venture, had on 2 April 2018, pursuant to a share purchase agreement with Rojana Industrial Park Public Company Limited ("Rojana"), completed the acquisition of 26.1% of TICON’s share capital. Completion triggered a tender offer for the remaining ordinary shares of TICON (not held by FPHT and FAL) by FAL and upon closing of the tender offer, FAL acquired a further 22.42% of TICON’s share capital, increasing FPL’s deemed interest in TICON from 40.95% to 89.46%.

². FLT unitholders approved the transaction at an extraordinary general meeting held on 8 May 2018, subject to completion conditions.

³. Comprises 100% of the logistics and industrial assets in Australia, Europe and Thailand, in which the Group has an interest, including assets held by its REITs, joint ventures, associates and assets pending completion of acquisitions.

⁴. Including land bank.
Core strategy 1: Building platforms

Scalable platforms deliver greater network effect

- Portfolio of 5 quality, strategically-located, and income-producing business parks
- Integrated value chain for long-term leased, modern logistics assets and mission-critical light industrial facilities
- Owner-operator with around 7m sq ft of retail and commercial NLA
- Industrial & logistics platform via 89.5% deemed interest in TICON Industrial Connection
- Commercial/retail/hospitality mixed-use exposure via 39.9% stake in Golden Land and 19.8% stake in One Bangkok
- ~S$3.3B of investment assets with strong commercial & industrial (C&I) and retail pipeline totalling ~S$1.9B and ~95ha of C&I and retail landbank
Core strategy 1: Building platforms
Multi-segment platforms in core markets

Singapore Asset Breakdown by Business Segment as at 31 Mar 18
(S$ Million)

- Residential Development: 4,247.0
- Commercial & Industrial Development: 981.2
- Investment Properties: 449.7
- Hospitality: 208.8
- Corporate & Others: 212.1
- Development Properties: 1,550.4
- Commercial Properties: 2,418.8

Total Assets: 13,058.9

Australia Asset Breakdown by Business Segment as at 31 Mar 18
(S$ Million)

- Residential Development: 2,268.6
- Commercial & Industrial Development: 449.7
- Investment Properties: 449.7
- Hospitality: 208.8
- Corporate & Others: 212.1
- Development Properties: 1,550.4
- Commercial Properties: 2,418.8

Total Assets: 8,155.3
Core strategy 1: Building platforms
Establishing a platform in Thailand

Well balanced of asset class from residential and commercial / hospitality mixed-use to industrial assets

Through FPHT, an investment vehicle, 100% owned by FPL, and through Frasers Assets, 49% owned by FPL

GOLDENLAND

Segment
- Residential
  - 8 new projects launched in 2017 at THB 7.3b.
  - 33 new projects at THB 37b planned to be launched in 2018
- Office
  - 4 office buildings in prime location.
  - Leed Gold Certification (Sathorn Square)
- Mixed-Use & Hospitality
  - 4 high-end hotels / svc apts in central Bangkok
  - Developing “Samyan Mitrtown” to be completed in 2019.

One Bangkok

Mixed-Use & Hospitality
- Total gross floor area of 1.8m sqm consisting of
  - Grade A Office
  - Luxury and Lifestyle Hotels
  - Luxury Residential Towers
  - Distinctive Retails
  - Art & Culture Spaces

TICON

FACTORY
- Manages 1.1m sqm GLA in 16 locations

Logistics
- Manages 1.6m sqm GLA in 24 locations
- A leading developer-operator with a diversified portfolio totalling 2.7m sqm GLA

AUM
- THB 45.52 billion<sup>1</sup>

Listed REIT Platform
- Source: Financial Statement as of 31 March 2018

Financial Strength
- TRIS Rating BBB+

Golden Ventures REIT

Treit
- In December 2017, TLOGIS, TFUND and TGROWTH were converted into TREIT.
- TRIS Rating A

Note
1. Sum of total assets under Goldenland Property Development PCL (THB34.86 billion) and total assets under Golden Ventures REIT (THB10.66 billion)
2. Sum of total assets under TICON Industrial Connection PCL (THB31.52 billion) and total assets under its listed fund platforms (THB32.10 billion), including land bank
Core strategy 2: Balanced portfolio
Enhancing earnings resilience via recurring income portfolio

Recurring VS Non-Recurring Operating PBIT

<table>
<thead>
<tr>
<th>Year</th>
<th>Recurring</th>
<th>Non-Recurring</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY14</td>
<td>50%</td>
<td>50%</td>
</tr>
<tr>
<td>FY15</td>
<td>46%</td>
<td>54%</td>
</tr>
<tr>
<td>FY16</td>
<td>39%</td>
<td>61%</td>
</tr>
<tr>
<td>FY17</td>
<td>45%</td>
<td>55%</td>
</tr>
<tr>
<td>1H FY18</td>
<td>29%</td>
<td>71%</td>
</tr>
</tbody>
</table>

Core / Stable Income
- Broad and quality tenant base provides certainty on base rent
- Base rent increase over the years provides cushion to business volatility
- Diversified property portfolio in Singapore and Australia
- Improve income yield by constantly undertaking asset enhancement initiatives

Hospitality / Hotel
- Management fee from third parties for managing the properties on their behalf
- Well-established hospitality brands with quality assets in prime locations
- Focus on serviced apartments catering to corporate clients generates relatively stable cash flows

New Developments / Expansions
- Strong capital recycling model from developing/acquiring and then injecting into REITs
- ROFR of hospitality portfolio from TCC Group
- Strong development pipeline of industrial and commercial properties in Australia
Core strategy 2: Balanced portfolio
Supported by highly visible development cash flows

- Strong track record of project execution across geographies
- Development revenues backed by focused strategies
  - Highly focused product offerings, marketing efforts, and projects in line with market demand drive pre-sales
  - Able to move capital from one market to another depending on the market conditions and the yields being generated
- Well-managed operational risks mitigated by partnerships with established third-party construction vendors, progress payments (Singapore & Vietnam) and ring-fenced project level financing

Proven track record with international recognition in large-scale and complex mixed-use developments

**Strong Track Record of Property Development**

<table>
<thead>
<tr>
<th>No. of units sold</th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>1H FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Singapore</td>
<td>3,340</td>
<td>2,820</td>
<td>6,489</td>
<td>4,970</td>
<td>3,780</td>
<td>1,213</td>
</tr>
<tr>
<td>China</td>
<td>920</td>
<td>1,900</td>
<td>3,336</td>
<td>2,850</td>
<td>646</td>
<td>245</td>
</tr>
<tr>
<td>Australia</td>
<td>920</td>
<td>440</td>
<td>760</td>
<td>330</td>
<td>900</td>
<td>888</td>
</tr>
</tbody>
</table>

**Earnings Visibility from Unrecognised Revenue**

<table>
<thead>
<tr>
<th>Pre-sold revenue across Singapore, China, and Australia provides earnings visibility over next 2–3 years</th>
</tr>
</thead>
<tbody>
<tr>
<td>(S$ B)</td>
</tr>
<tr>
<td>FY13</td>
</tr>
<tr>
<td>------</td>
</tr>
<tr>
<td>Singapore</td>
</tr>
<tr>
<td>Australia</td>
</tr>
<tr>
<td>China</td>
</tr>
</tbody>
</table>
**Core strategy 3: Active capital management**

**Capital productivity optimisation and REIT strategy**

**Integrated Asset Recycling and Value Generation through REIT Platform**

<table>
<thead>
<tr>
<th>Retail</th>
<th>Commercial</th>
<th>Hospitality</th>
<th>Logistics and Industrial</th>
</tr>
</thead>
<tbody>
<tr>
<td>FRASERS CENTREPOINT TRUST</td>
<td>FRASERS COMMERCIAL TRUST</td>
<td>FRASERS HOSPITALITY TRUST</td>
<td>FRASERS LOGISTICS &amp; INDUSTRIAL TRUST</td>
</tr>
<tr>
<td>Portfolio Value S$2.7bn</td>
<td>Portfolio Value S$2.2bn</td>
<td>Portfolio Value S$2.4bn</td>
<td>Portfolio Value A$2.9bn</td>
</tr>
</tbody>
</table>

**Strong Presence in Capital Markets**

- **Equity Capital Market**
  - Total Market Capitalisation of FPL and its REITs amounted to S$12.2bn as at 31 Mar 2018.

- **Debt Capital Market**
  - FPL and its REITs have raised about S$5.3bn through debt capital market since 2012.

**Strong Banking Relationships**

- Maintains an active relationship with local and international banks
- Receives strong support from banks across all business segments
- About SGD 2bn of unutilised banking lines (as of Mar’18)
- Prudent funding mix / tenor so as to minimise costs

Total Market Capitalisation of FPL and its REITs amounted to S$12.2bn as at 31 Mar 2018.
Core strategy 3: Active capital management
Growing with REIT platforms

Win-win relationship

- Frasers Property Limited
  - Recycle capital
  - Benefit from continued ownership of quality investment properties
  - Maintain portfolio network effect
  - Stronger REITs are better positioned to continue contributing to the Group

- REITs
  - Access to, and visibility over, potential acquisition pipeline from FPL to grow portfolio
  - Assets continue to be managed by experienced team within the Group

Frasers Centrepoint Trust
11 consecutive years of DPU growth since listing

Frasers Commercial Trust
Expanded investment mandate to Europe - acquired Farnborough Business Park in the UK via a 50:50 JV with FPL

Frasers Hospitality Trust
Grew portfolio by acquiring third party assets with FPL’s support

Frasers Logistics & Industrial Trust
Grew portfolio from 51 assets at listing to 82 assets within 2 years by acquiring ROFR assets from FPL
Core strategy 3: Active capital management
Active capital recycling via REIT platforms

REIT platforms and active asset management help optimise capital productivity

1. Including acquisition of two call-option properties
2. For FY16, Frasers Property divested about S$0.7 billion of commercial properties to third parties. This includes four office assets in Australia, 19% interest in Compass Point, and 50% interest in One @ Changi City
3. Comprising a portfolio of seven industrial properties and one call option property in Australia
4. For FY17, Frasers Property divested about S$0.3 billion of student accommodation to third parties
5. For FY18, Frasers Property divested about S$67.4m of industrial properties to third parties
Looking Ahead
Operating in a VUCA environment
Volatility, Uncertainty, Complexity, Ambiguity

- Moderating global economic expansion
- Normalising monetary policy and rising interest rates
- Rising oil prices
- Strengthening USD and rising treasury yield
- Geopolitical risks – Trade war, Italy/EU
- Technological and business disruptions
Building resilience

Sustainable growth and long-term shareholder value
- Portfolio of quality assets
- Experience matters – platforms (people, products and services)
- Returns: Recurring yield + trading profits / capital appreciation

Three-pronged strategies

Business objective

- Building platforms
  - Multi-segment platforms in key core markets
  - Multi-cities platforms to deliver network effect

- Balanced portfolio
  - Recurring income portfolio
  - Supported by visible development cash flows

- Active capital management
  i) Active capital recycling
  ii) REITs platform
  iii) Treasury management

Foundation

- Foundation for resilience, good decision making, self governance

Culture and people
Leadership
Governance: Structure, Policies, Rules
Experience matters

Changed name to **Frasers Property Limited**

Consolidates the Group’s business under a **single, powerful, global property brand**

Reflects **multi-segment capabilities**

New unifying idea ‘**experience matters**’
In Conclusion
Key investment merits

1. Geographically and Operationally Diversified Platform

2. Focus on Growing Stable and Predictable Cash Flows

3. Highly Visible Development Cashflows Augmented by Strong Track Record

4. Proactive Approach to Managing Capital Structure

5. Strong Support From TCC Group

6. Focus on Sustainability
Among the top residential property developers in Singapore
- Over 20,000 homes built
- Two projects currently under development
  - North Park Residences
  - Seaside Residences
- Won the Jiak Kim Street site sold under the Government Land Sale programme in December 2017
  - Potential yield of about 500 residential units

NB: All figures as at 31 Mar 18.
One of the largest retail mall owners and/or operators in Singapore, with established REIT platforms that facilitate efficient capital recycling

- 11\(^1\) Retail Malls with \(\sim 2.2\) million sq ft of Net Lettable Area (“NLA”) across Singapore
- 11\(^2\) Office and Business Space Properties with \(> 4.8\) million sq ft of NLA across Singapore, Australia, and UK

**Portfolio Value (S$ Million)**

<table>
<thead>
<tr>
<th>Date</th>
<th>Portfolio Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>30 Sep 12</td>
<td>6,183</td>
</tr>
<tr>
<td>30 Sep 13</td>
<td>7,922</td>
</tr>
<tr>
<td>30 Sep 14</td>
<td>9,264</td>
</tr>
<tr>
<td>30 Sep 15</td>
<td>10,513</td>
</tr>
<tr>
<td>30 Sep 16</td>
<td>9,769</td>
</tr>
<tr>
<td>30 Sep 17</td>
<td>10,487</td>
</tr>
</tbody>
</table>

**11\(^1\) Retail Malls, Seven Offices and Business Space Properties**

NB: All figures as at 31 Mar 18.
1. Excludes Eastpoint Mall, a 200,000 sq ft third party-owned mall managed by Frasers Property Singapore.
2. Includes assets in Australia and UK held by Frasers Commercial Trust.
3. Portfolio value includes assets in Australia held by Frasers Commercial Trust. As at 30 Sep 16, portfolio value was lower than 30 Sep 15 due to the disposal of Compass Point and ONE@Changi City (Office) in FY16 and the reclassification of the commercial portfolio that excluded overseas non-REIT office/business park assets.
Singapore REIT - Frasers Centrepoint Trust

41.9%¹ stake in a stable retail REIT with six properties

<table>
<thead>
<tr>
<th>Country</th>
<th>Properties</th>
<th>Portfolio Value¹</th>
<th>2Q FY18 Portfolio Net Property Income</th>
</tr>
</thead>
</table>
| Singapore | Causeway Point  
Northpoint City North Wing (including Yishun 10 retail podium)  
Changi City Point  
Bedok Point  
YewTee Point  
Anchorpoint | S$2,674.2 million | S$34.8 million |

NB: FCT also holds 31.15% of the units in Hektar Real Estate Investment Trust (“H-REIT”). H-REIT, an associate of FCT, is a retail-focused REIT in Malaysia listed on the Main Market of Bursa Malaysia Securities Berhad.

1. As at 31 Mar 18
2. Book value as reported by FCT
Singapore REIT - Frasers Commercial Trust

24.9%¹ stake in an office and business space/parks REIT with seven properties

<table>
<thead>
<tr>
<th>Country</th>
<th>Properties</th>
<th>Portfolio Value¹</th>
<th>2Q FY18 Portfolio Net Property Income</th>
</tr>
</thead>
<tbody>
<tr>
<td>Singapore</td>
<td>2 office assets – China Square Central, 55 Market Street&lt;br&gt;1 business space asset – Alexandra Technopark</td>
<td>S$1,226.0 m (55%)</td>
<td>S$10.5 m (42%)</td>
</tr>
<tr>
<td>Australia</td>
<td>3 office assets – Caroline Chisholm Centre, Canberra; Central Park, Perth (50% interest); 357 Collins Street, Melbourne</td>
<td>S$832.4 m (38%)</td>
<td>S$12.0 m (49%)</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>1 business park asset – Farnborough Business Park, Thames Valley (50% interest)</td>
<td>S$160.8 m (7%)</td>
<td>S$2.1 m (9%)</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>5 office assets&lt;br&gt;2 business space/park assets</td>
<td>S$2,219.2 m²</td>
<td>S$24.6 m³</td>
</tr>
</tbody>
</table>

1. As at 31 Mar 18
2. Based on book value as at 31 March 2018 converted to Singapore dollars. FCOT’s 50% interest in Farnborough Business Park is held as a joint venture and is equity-accounted in the financial statements. See FCOT’s 2QFY18 Financial Statements for further information.
3. Portfolio net property income for 2QFY18 including 50% of net property income of Farnborough Business Park for the period from 29 January to 31 March 2018 (held as a joint venture and equity-accounted in the financial statements).
Australia
Frasers Property Australia

One of Australia’s leading diversified property groups

- 17,100 pipeline residential development units\(^1\)
- Strong commercial & industrial and retail development pipeline
- National presence in all major markets across Australia
- Investment portfolio with a 6.2 years weighted average lease expiry profile

<table>
<thead>
<tr>
<th>Development Pipeline</th>
<th>Gross Development Value(^5)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential (^1)</td>
<td>S$8.8 b</td>
</tr>
<tr>
<td>Commercial &amp; Industrial (^2)</td>
<td>S$1.3 b</td>
</tr>
<tr>
<td>Retail</td>
<td>S$0.6 b</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Land Bank</th>
<th>Estimated Total Saleable Area</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial &amp; Industrial</td>
<td>71 ha</td>
</tr>
<tr>
<td>Retail</td>
<td>24 ha</td>
</tr>
</tbody>
</table>

NB: All figures as at 31 Mar 18. All references to residential units include apartments, houses and land lots.

1. Excludes unrecognised lots and revenue; Includes commercial area; Includes 100% of joint arrangements (joint operation (“JO”) and joint venture (“JV”)) and Project development agreement (“PDAs”)
2. Estimated pipeline GDV includes GDV related to commercial and industrial (“C&I”) developments for the Group’s investment property portfolio, on which there will be no profit recognition; the mix of internal and external C&I developments in the pipeline changes in line with prevailing market conditions
3. Includes Frasers Property’s effective interest of joint arrangements (JO and JV) and PDAs
4. Comprises assets in Australia in which the Group has an interest, including assets held by FLT, excluding assets held by FCOT
5. Based on exchange rate S$/A$: 1.0125
# Australia

**REIT - Frasers Logistics & Industrial Trust**

20.36%¹ stake in logistics and industrial trust with 61 quality assets

<table>
<thead>
<tr>
<th>Country</th>
<th>Properties</th>
<th>Portfolio Value²</th>
<th>2Q FY18 Adjusted Net Property Income³</th>
</tr>
</thead>
<tbody>
<tr>
<td>Australia</td>
<td>Victoria – 30 logistics and industrial assets</td>
<td>A$1.9 billion</td>
<td>A$30.9 million</td>
</tr>
<tr>
<td></td>
<td>New South Wales – 15 logistics and industrial assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Queensland – 11 logistics and industrial assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>South Australia – 4 logistics and industrial assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Western Australia – 1 logistics and industrial asset</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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1. As at 31 Mar 18
2. Book value as reported by FLT
3. Comprises the actual net property income excluding straight lining adjustments for rental income and after adding back straight lining adjustments for ground leases
Hospitality
Frasers Hospitality

Well established hospitality brands with quality assets in prime locations
- International footprint cannot be easily replicated
- Scalable operations in more than 80 cities in over 20 countries

Breakdown of Total Units by Geography

<table>
<thead>
<tr>
<th>Region</th>
<th>Operational</th>
<th>Signed-Up</th>
</tr>
</thead>
<tbody>
<tr>
<td>North Asia</td>
<td>1,931</td>
<td>5,294</td>
</tr>
<tr>
<td>Asia Pacific ex North Asia</td>
<td>4,360</td>
<td>5,788</td>
</tr>
<tr>
<td>Europe, Middle East, and Africa</td>
<td>1,846</td>
<td>5,666</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>7,225</strong></td>
<td><strong>10,148</strong></td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>7,512</strong></td>
<td></td>
</tr>
</tbody>
</table>

International Footprint

NB: Figures include both directly-owned properties, and properties owned through Frasers Hospitality Trust
NB: All figures as at 31 Mar 18.
23.3% stake in global hotel and serviced residence trust; 15 quality assets

<table>
<thead>
<tr>
<th>Country</th>
<th>Properties</th>
<th>Portfolio Value 1,2,3</th>
<th>2Q FY18 Portfolio Net Property Income</th>
</tr>
</thead>
<tbody>
<tr>
<td>Australia</td>
<td>3 hotels, 1 serviced residence</td>
<td>S$806.8 m (A$796.8 m) (33%)</td>
<td>41%</td>
</tr>
<tr>
<td>Singapore</td>
<td>1 hotel, 1 serviced residence</td>
<td>S$840.5 m (35%)</td>
<td>23%</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>2 hotels, 4 serviced residences</td>
<td>S$334.6 m (£182.1 m) (14%)</td>
<td>11%</td>
</tr>
<tr>
<td>Japan</td>
<td>1 hotel</td>
<td>S$197.6 m (¥15,733.3 m) (8%)</td>
<td>12%</td>
</tr>
<tr>
<td>Malaysia</td>
<td>1 hotel</td>
<td>S$144.9 m (RM431.5 m) (6%)</td>
<td>7%</td>
</tr>
<tr>
<td>Germany</td>
<td>1 hotel</td>
<td>S$99.5 m (€61.2 m) (4%)</td>
<td>6%</td>
</tr>
<tr>
<td>TOTAL</td>
<td>9 hotels, 6 serviced residences</td>
<td>S$2,423.9 m 4</td>
<td>100%</td>
</tr>
</tbody>
</table>

1. As at 31 Mar 18
3. Book value as reported by FHT
4. Total investment property and property, plant and equipment value updated as at 31 Mar 18

15 Assets offering Prime Exposure in Asia, Australia and Europe

Portfolio Value
S$2.4 Billion
Europe & rest of Asia
Germany and the Netherlands

S$1.3 billion\(^1\) portfolio focused on strong tenants in key industries in Germany and the Netherlands
- 14 logistics, 10 light industrial properties and 3 cross dock facilities
- Mission critical to its tenants
- 99.4% occupancy rate and 8.6-year WALE

Platform with experienced real estate team
- Portfolio managed out of Amsterdam and Munich
- 99.5% stake in Geneba Properties N.V.
- Addition of development capabilities with acquisition of Alpha Industrial

High quality tenant base

Properties in key industrial and logistics markets in Germany and the Netherlands

NB: All figures as at 31 Mar 18.
1. As of 31 March 2018, including successful closing of three cross dock facilities
Europe & rest of Asia
United Kingdom

- **Business Parks**
  - Four business parks in Thames Valley\(^1\) and one in Glasgow
  - Platform of 5.4m sq ft let to over 460 tenants with a portfolio value of S$1.5 billion\(^3\)

- **Residential**
  - Over 700 homes built to date
  - One land bank – Nine Riverside Quarter, Wandsworth

- **Commercial**
  - Seeking planning approval for office development at Central House in Aldgate East
  - Fringe city location with strong tech sector focus
  - Proposal for 250,000 sq ft office and ground floor active frontage

### Business parks in the UK

<table>
<thead>
<tr>
<th>Location</th>
<th>Reading</th>
<th>Basingstoke</th>
<th>Camberley</th>
<th>Glasgow</th>
<th>Farnborough Business Park</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Built area ('000 sf)</strong></td>
<td>1,461</td>
<td>815</td>
<td>255</td>
<td>2,321</td>
<td>555</td>
</tr>
<tr>
<td><strong>Tenure</strong></td>
<td>Freehold</td>
<td>Freehold</td>
<td>Freehold</td>
<td>Freehold</td>
<td>Freehold</td>
</tr>
<tr>
<td><strong>Tenants</strong></td>
<td>56</td>
<td>53</td>
<td>32</td>
<td>290</td>
<td>35</td>
</tr>
<tr>
<td><strong>WALE(^2) (years)</strong></td>
<td>7.2</td>
<td>7.0</td>
<td>6.2</td>
<td>4.7</td>
<td>7.3</td>
</tr>
<tr>
<td><strong>Occupancy</strong></td>
<td>92%</td>
<td>89%</td>
<td>89%</td>
<td>89%</td>
<td>97%</td>
</tr>
</tbody>
</table>

Diversified tenant base for the business parks

---

NB: All figures as at 31 Mar 18
1. Includes Farnborough Business Park that was acquired via a 50:50 JV with FCOT
2. By rental income as at 31 Mar 18
3. Based on exchange rate S$/£: 1.7954
Europe & rest of Asia
China, Thailand, and Vietnam

**China**

- 9,900 Homes
  - Built to Date;
  - 3 Projects
  - Under Development

- S$0.3 Billion
  - Unrecognised Revenue

- 2,100 Units
  - Land Bank

**Thailand**

- 39.9% Stake
  - in Golden Land Property Development

- 89.5%¹ Stake
  - in TICON Industrial Connection

**Vietnam**

- Rapidly Growing Market

- 70.0% Stake
  - in Q2 Thao Dien, a Commercial and Residential Development in Ho Chi Minh City

- 75.0% Stake
  - in Me Linh Point, a 22-Storey Retail / Office Building in District 1, Ho Chi Minh City

NB: All figures as at 31 Mar 18. All references to residential units include apartments, houses and land lots.

1. FPHT has established a 49:51 joint venture company, FAL, with TCCAT. Pursuant to a share purchase agreement with Rojana, FAL completed the acquisition of 26.1% of TICON’s share capital on 2 April 2018. Completion triggered a tender offer for the remaining ordinary shares of TICON (not held by FPHT and FAL) by FAL and upon closing of the tender offer, FAL acquired a further 22.42% of TICON’s share capital, increasing FPL’s deemed interest in TICON from 40.95% to 89.46%.

2. Upon completion of the re-structuring of One Bangkok project, TCCAT and FPHT will have an effective economic interest of 80.2% and 19.8% in the One Bangkok project.
Frasers Property is well-equipped to manage its debt maturity

- Clear visibility over future cash flows
- Continuing efforts to extend debt maturities
- Capital productivity optimisation through REIT platforms and active asset management initiatives

NB: All figures as at 31 Mar 18
Group-wide sustainability efforts

Strong focus on sustainability initiatives group-wide

- Strong focus on sustainability initiatives group-wide
- FPL launched our first Green Mark residential project, a year after BCA launched the Green Mark Scheme
- The Azure – Gold
- FPL became a Founding Member of the Singapore Green Building Council
- Central Park in Perth achieved carbon neutrality
- FPL received its first Green Mark award for retail mall and office Building
- Causeway Point – Platinum
- Bedok Point – Gold
- Alexandra Point – Gold
- OHSAS 18001:2007 certification attained for all Singapore office properties
- Frasers Hospitality (FH) dedicated March as Frasers Environment Month
- One Central Park in Sydney was awarded winner of the International Green Infrastructure Award
- Award by the World Green Infrastructure Congress, and Best Tall Building (Asia & Australia) by the Council of Tall Buildings and Urban Habitat
- Published its first sustainability report in accordance with the Global Reporting Initiative (GRI) (G4 Core) guidelines
- Alexandra Point, Capri by Fraser Changi City, Singapore and Causeway Point in Singapore were named among the Top 10 energy efficient buildings in their respective categories by BCA
- The Ponds Shopping Centre in Sydney became the first retail project to achieve 6 Star Green Star rating by the Green Building Council of Australia
- Frasers Property Australia (FPA) achieved the first Green Star Performance portfolio certification in Australia
- Frasers Property was ranked among the Top 10 brands in Singapore by Brand Finance
- FPL became a signatory to the United Nation Global Compact
- Frasers Property piloted Building Information Modelling-Virtual Design and Construction (BIM-VDC) on a mixed-development in Singapore
- FPL dedicated August as Frasers Health & Safety Month
- FPA topped the Global Real Estate Sustainability Benchmark (GRESB) 2016 in the global diversified office/industrial/non-listed funds category
- FH launched 'Just One' hotel program with World Wide Fund for Nature (WWF) – Earth Hour to raise $3 million by 2020
- Frasers Property was ranked among the Top 10 brands in Singapore by Brand Finance
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- FH launched 'Just One' hotel program with World Wide Fund for Nature (WWF) – Earth Hour to raise $3 million by 2020
- FPL was a winner at Singapore Apex Corporate Sustainability Awards by Global Compact Network Singapore (GCNS)
- FPL named one of the Top Green Companies in Asia Awards at the Asia Corporate Excellence & Sustainability Awards
- FLT recognised as Industrial Sector Leader in GRESB 2017
- Alexandra Point achieved SGB-BCA Sustainability Leadership Award


The Azure, Singapore Causeway Point, Singapore Bedok Point, Singapore One Central Park, Sydney, Australia