



PROPERTY *Soul*

Notes from a Singapore property investor

Generate Passive Income from Singapore REIT

By Kenny Loh

13 Jan 2017

Venue Sponsors





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Challenges in buying Investment Properties

- Huge Capital Sum (> \$500,000)
- Initial Cash Outlay (> \$100,000)
- Stamp Duty (> \$10,000)
- Seller Stamp Duty
- TDSR
- Legal Fee and Agent Commission

\$\$\$

Lock In

Immediate Lose Money

What is REIT?



- **Real Estate Investment Trust**
- **Raises capital from unit holders to purchase real estate**
- **Distributes more than 90% of rental income back to shareholders**
- **Debt Limit: 45% of Total Asset Value**

What is REIT?



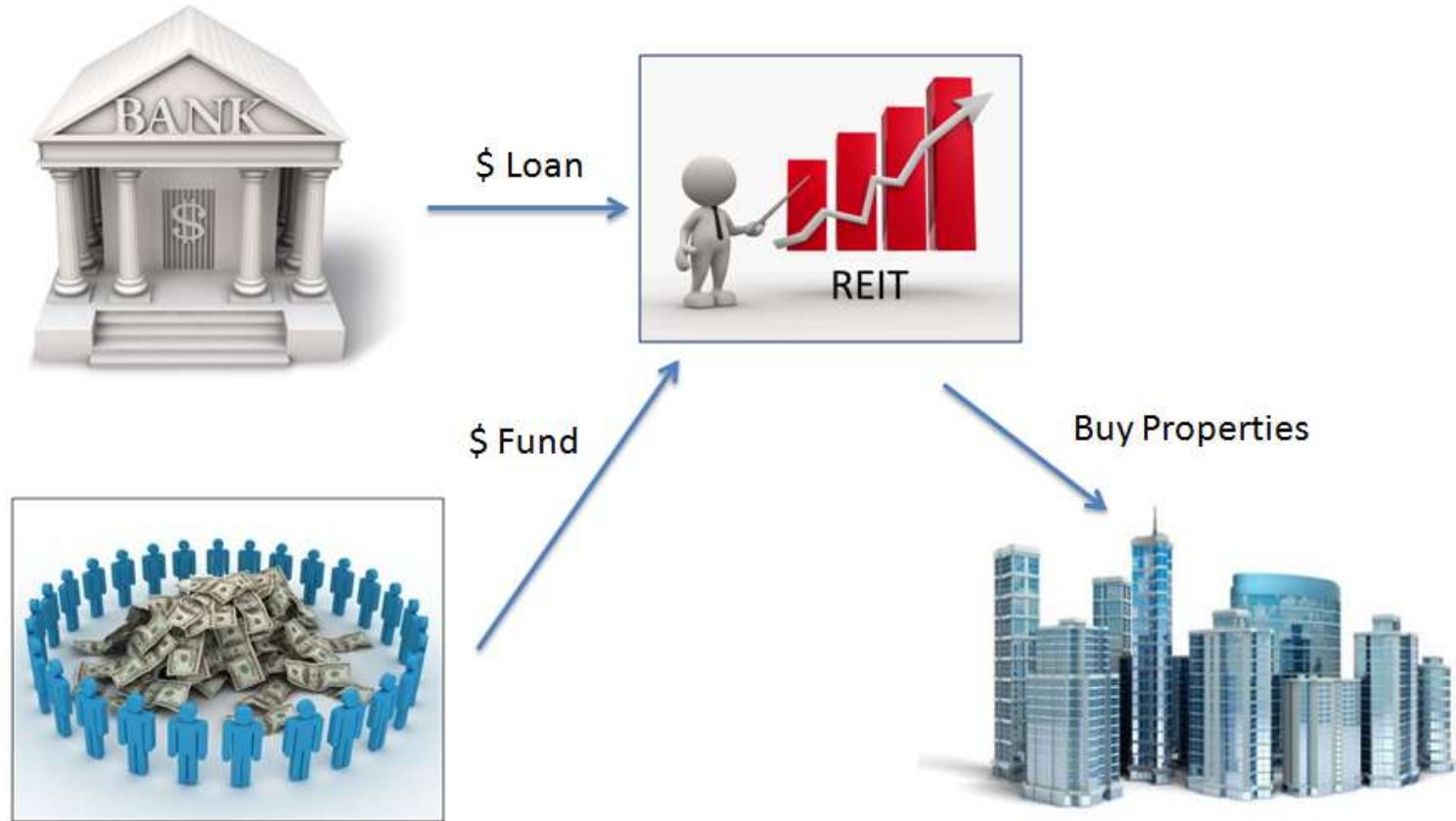
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A close-up, angled view of a stock market board. The board is black with white text. The main heading reads "THE FTSE 100 THE SHARES". Below this, there are several columns of data, including "Close", "High", "Low", "Open", and "Change". The numbers are in white, and the board is slightly tilted.

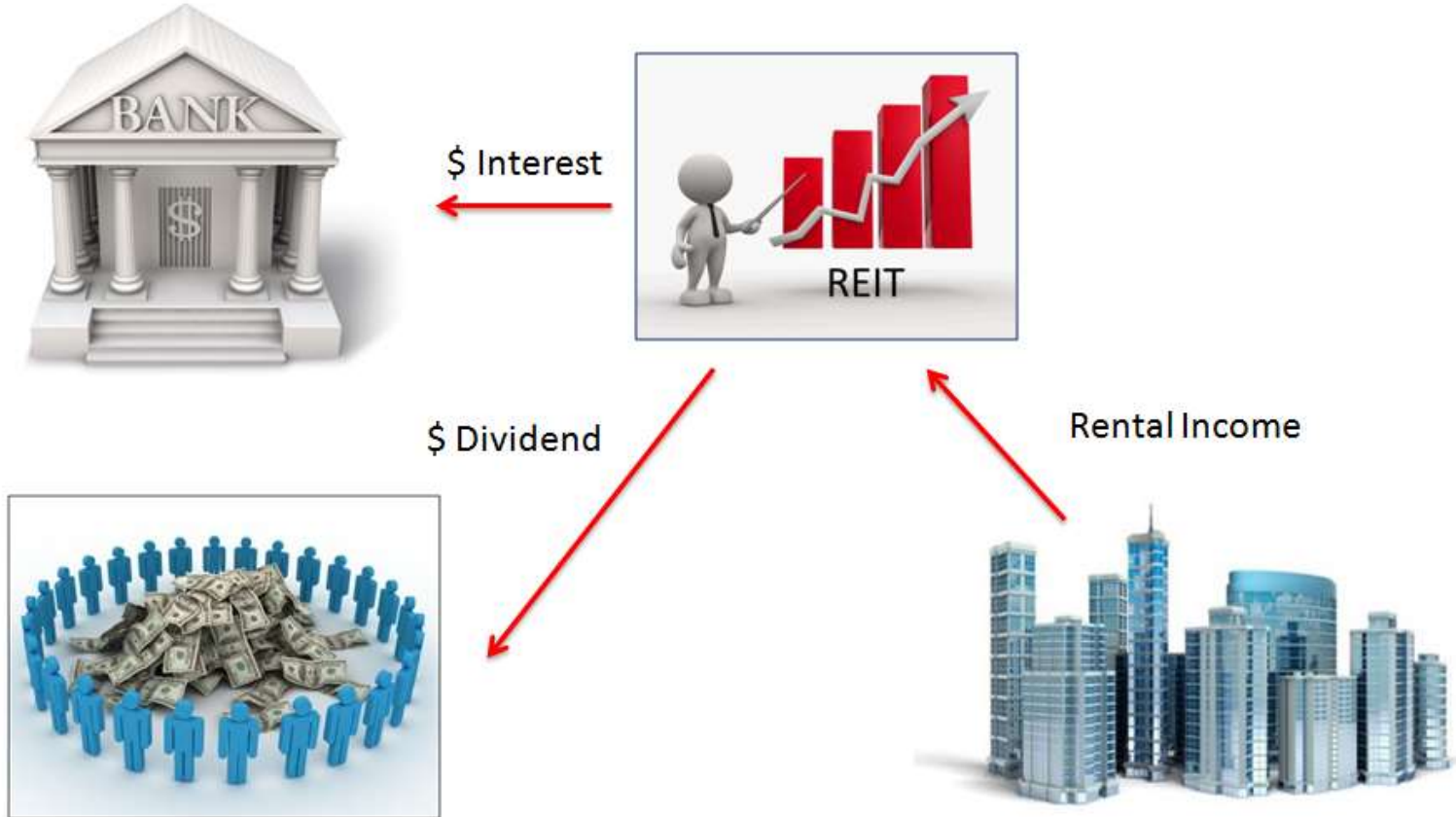
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REIT Business Model



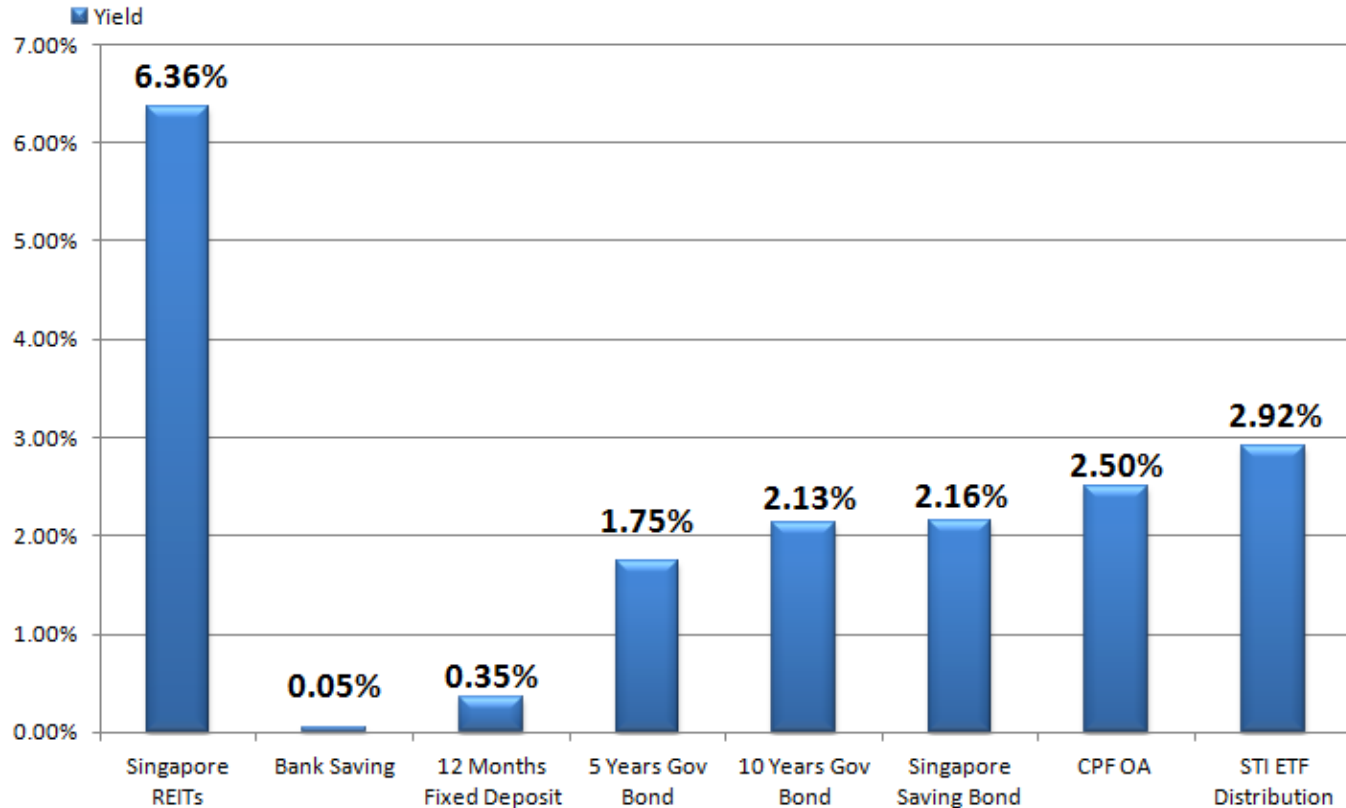
REIT Business Model



Physical Property vs REIT

Physical Property	REIT
Illiquid (high transaction cost)	Liquid (Low transaction cost)
Stamp duty/ Tax on Rental income / Property Tax	No stamp duty No tax on rental/ dividends
Need to manage tenants & maintain property	Professionally managed
Own 1-3 properties (location risk)	Own a portfolio of diversified properties in different markets
Rental Yield of 2-3% (Residential) 4-6% (Commercial / Industrial)	Distribution Yield of 5-8%
Ability to leverage without risk of margin calls & top ups	Leverage with the risk of margin calls and top ups

Yield Comparison for Income Assets (Singapore)



Source: MAS, CPF, MSI, POSB, spdrs.com.sg
Nov 14, 2017

Total 39 Singapore REIT in SGX

Sl#	Category	Name	Price	Yield (div)	Dividend	P/E Ratio NAV	P/E Ratio NAV 1B	P/E Ratio NAV Lo	NAV	Net Cap	Assets
1	Industrial	AIMSAMP Capd Reit	1.36	7.2%	37.3	1	1.33	0.58	1.36	670	Industrial (27) - Singapore + Australia
2	Industrial	Ascendas Real	2.72	5.87	33.1	1.06	1.55	1.06	2.04	7,963	Industrial (129) - Singapore (86%) + Australia (14%) By Valuation
3	Hospitality	Ascendas HT Real	0.86	6.47	32.6	0.97	1.31	0.78	0.86	871	Hotels (11) - Australia (48%) + Japan (27%) + Singapore (14%) + China (10%) by NPV
4	Hospitality	Aurora Reit	1.22	4.8	37.9	1	1.14	0.75	1.22	2,623	Serviced Apts (73) - Asia Pacific (81.8%) + Europe (28.4%) + US (18%) by Assets
5	Retail	BHG Retail REIT	0.74	7.96	32.6	0.99	0.96	0.71	0.85	360	Retail (China) - 5
6	Industrial	Catch Log Trust	0.868	6.36	35.7	1.11	1.52	0.84	0.77	912	Industrial (18) - Singapore (83%) + Australia (18%) + China (1%) By Gross Revenue
7	Office	CapitaCom Trust	1.95	4.84	33.8	1.1	1.10	0.75	1.75	6,964	Office (79%) + Retail (18%) + Hotel (11%) By Gross Rental Income
8	Retail	CapitaMall Trust	2.13	6.23	34.7	1.11	1.39	1.01	1.92	7,553	Retail (16) + Office
9	Retail	CapitaMall China Tr	1.62	6.23	35.4	1.01	1.11	0.83	1.61	1,461	Retail (China) - 11
10	Hospitality	CDL HT Real	1.69	5.99	33.5	1.15	1.27	0.80	1.47	2,026	Hotels - Singapore (58.1%) + Australia (10.2%) + Maldives (7.8%) + NZ (14.2%) + UK (6.1%) + Japan (3.7%) by NPV
	Office / Industrial	CromwellREIT EUR	0.55	7.8	37.2	1.06	1.08	1.00	0.55	1,384	Office (42.1%), Industrial (47.4%), 7a (Denmark, France, Germany, Italy and the Netherlands)
11	Industrial	EC World Real	0.76	7.97	39.9	0.85	0.93	0.72	0.89	395	Port, Warehouse & e-Commerce Infrastructure in China
12	Industrial	ESTI REIT	0.968	6.94	36.7	0.91	1.29	0.78	0.82	730	Industrial (49)
13	Hospitality	F&K East HT Real	0.72	6.65	32.1	0.81	1.19	0.93	0.89	1,338	Hotels (84.8%) + Commercial (22.3%) + Serviced Apts (12.9%) by Revenue
14	Healthcare	First Reit	1.39	6.19	32.8	1.06	1.71	1.06	1.91	1,084	Hospitals (13 - 1 in S Korea) + Hotel (Indonesia - 2) + Nursing Home (Singapore - 3)
15	Retail	Fortune Real HKD	0.61	5.2	38.4	0.73	0.83	0.57	13.38	3,187	Retail (40) - 17
16	Office	Fraser Com Tr	1.49	6.59	34.7	0.94	1.52	0.68	1.58	1,291	Singapore (52.7%) + Australia (47.3%) by NPV
17	Retail	Fraser Cpt Tr	2.24	5.31	36	1.11	1.49	0.95	2.02	2,073	Retail (6) + 31.17% of Heikar (MREIT)
18	Hospitality	Fraser HT Real	0.795	6.45	32.1	0.96	1.06	0.78	0.82	1,461	Hotel (9) + Serviced Apt (6) - Australia (38%) + Singapore (20%) + UK (11%) + Japan (14%) + Malaysia (6%) + Germany (5%) by NPV
19	Industrial	Fraser L&I Tr	1.16	6.64	36.1	1.23	1.23	1.00	0.94	1,762	Industrial (Australia) - 54
20	Office	REIT Global	0.775	6.28	47.7	1.16	1.25	0.84	0.67	495	Office - Germany (7)
21	Industrial	Maple DC Reit	1.43	4.8	37.9	1.07	1.54	1.11	0.93	6,812	Data Center - 12 + 1 (Linear Dev)
	Office	Maple REIT (USD)	0.9	6.59	36.1	1.07	1.06	1.05	0.84	750	Office (11 in US)
22	Office	Maple Reit	1.26	6.72	38.1	0.9	1.13	0.83	1.40	4,206	Office (8) - Singapore (83%) + Australia (11%) by Asset Value
23	Retail	Maple Retail Tr	0.4	6.75	38.9	1.14	1.28	0.76	0.29	1,130	Retail (Indonesia) - 20
24	Office	MapleRetail USD	0.908	6.69	33.1	1.05	1.16	0.99	0.84	1,270	Office - USA (3)
25	Retail	MapleRetail Com Tr	1.62	5.26	36.3	1.16	1.45	1.07	1.37	4,962	Retail + Office
26	Retail	MapleRetail JCC Tr	1.23	6.26	38.3	0.99	1.34	0.77	1.25	3,459	Retail + Office - HK (88.4%) + China (10.6%) by NPV - Retail (82%) + Office (36.3%) by NPV
27	Industrial	MapleRetail Ind Tr	2.05	5.77	30	1.06	1.46	1.13	1.41	3,836	Industrial (88)
28	Industrial	MapleRetail Log Tr	1.39	5.69	38	1.29	1.29	0.94	1.03	4,030	Industrial (127)
29	Office	ONE Com Reit	0.72	6.75	36.4	0.84	0.85	0.37	0.96	1,108	Office (85.1%) + Retail (15.9%) - Singapore (83.4%) + China (19.6%) by Revenue
30	Hospitality	ONE HT Real	0.85	6	38.2	1.17	1.12	0.71	0.76	1,536	Hotel (78%) + Retail (22%) by NPV
31	Hospitality	PacificMall Reit	2.99	6.36	37.5	1.06	1.78	1.33	1.68	5,959	Hospitals + Nursing Homes - 48 - Singapore (85%) + Japan (8%) by Gross Revenue
32	Industrial	Subaria Reit	0.395	6.31	36	1.09	1.05	0.48	0.57	416	Industrial (21)
33	Industrial	SulphurIsland	0.87	6.3	37.9	0.84	1.09	0.83	0.71	705	Industrial (12) - Business Park (32%) + Industrial (68%) by NPV
34	Retail	SPHREIT	1.05	6.27	36.5	1.11	1.10	0.98	0.95	2,684	Retail (2)
35	Retail	StarHubz Real	0.775	6.22	35.8	0.85	1.10	0.78	0.91	1,688	Retail + Office - Singapore (62.5%) + Australia (23.6%) + Malaysia (12.5%) + Others (2.8%) by Revenue
36	Office	Suntec Reit	2.15	4.48	36.8	1.05	1.03	0.73	2.99	5,703	Office (89%) + Retail (28%) + Convention (3%) by Income
37	Industrial	Viva Ind Tr	0.833	7.99	30.8	1.19	1.22	0.54	0.79	307	Industrial (8) - Bio Park (50.4%) + Light Industrial (23.4%) + Logistics (15.4%) + Hotel (10.8%) by NPV
		Avg		6.39	34.4	1.08					
				Yield (div)	Dividend	P/E Ratio					
				+ 5%	+ 35%	+ 1					
				6.7%	36.3%	0.87					
				6.5%	36.3%	1.1					

Date: 1 Jan 2018
 Sources: YieldSavvy, REITData
 Price/NAV Hi & Lo are since tracking started in 2012
 (C) Marubazu - <http://MyStocksInvesting.com>

High Yield Singapore REIT

Category ▲	Name ▲	Price ▲	TTM.Yld ▼	Gear ▲	P/NAV ▲	M.Cap ▲
Retail	Lippo Malls Tr	0.405	8.690	28.700	1.160	1,144.000
Industrial	SoilbuildBizReit	0.705	8.370	37.900	0.990	742.000
Industrial	Sabana Reit	0.405	8.300	36.000	0.710	426.000
Industrial	Cache Log Trust	0.865	8.080	35.700	1.120	923.000
Industrial	AIMSAMP Cap Reit	1.360	7.790	37.300	1.000	870.000
Industrial	Viva Ind Tr	0.950	7.760	39.600	1.210	922.000
Industrial	EC World Reit	0.775	7.720	29.200	0.870	607.000
Office	IREIT Global	0.785	7.500	41.700	1.180	491.000
Retail	BHG Retail Reit	0.770	7.090	32.500	0.930	384.000
Industrial	ESR-REIT	0.570	6.880	36.700	0.920	746.000
Office	ManulifeReit USD	0.955	6.670	33.100	1.140	1,341.000
Office	Frasers Com Tr	1.500	6.550	34.700	0.950	1,209.000

Top 12 Lowest Share Price REIT

Category ▲	Name ▲	Price ▲	TTM.Yld ▲	Gear ▲	P/NAV ▲	M.Cap ▲
Retail	Lippo Malls Tr	0.405	8.690	28.700	1.160	1,144.000
Industrial	Sabana Reit	0.405	8.300	36.000	0.710	426.000
Industrial	ESR-REIT	0.570	6.880	36.700	0.920	746.000
Industrial	SoilbuildBizReit	0.705	8.370	37.900	0.990	742.000
Hospitality	Far East HTrust	0.720	5.630	32.100	0.810	1,335.000
Office	OUE Com Reit	0.745	6.550	36.400	0.870	1,146.000
Retail	BHG Retail Reit	0.770	7.090	32.500	0.930	384.000
Retail	StarhillGbl Reit	0.770	6.260	35.400	0.850	1,680.000
Industrial	EC World Reit	0.775	7.720	29.200	0.870	607.000
Office	IREIT Global	0.785	7.500	41.700	1.180	491.000
Hospitality	Fraser's HTrust	0.790	6.390	32.100	0.970	1,470.000
Industrial	Cache Log Trust	0.865	8.080	35.700	1.120	923.000

Singapore REIT Index 2017 Annual Return

FTSE ST Real Estate Investment Trusts Index (FSTAS8670.SI) 31ms

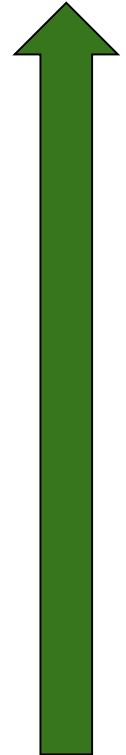
04-Jan-2018 Thursday

Total Return of **30.1%** in 2017

23.7% Capital Appreciation + 6.4% Dividend



+23.7%



5 REIT Sectors in Singapore



Industrial (Warehouse, Factory)



Retail (Suburb Malls, Luxury)



Healthcare (Hospital)



Office



Hospitality (Hotel, Service Apartment)

Shopping Malls (Singapore)



Shopping Malls (Indonesia)



OUR INDONESIA PRESENCE

Over the years, we have established a growing presence in key cities in Indonesia, where we see a steady demand for quality retail enclaves.



30



1,941.9
million (US\$)



3,429



851,850
sqm



94.3%



178.8
million

Shopping Malls (Hong Kong)

PORTFOLIO MAP

VISIT FORTUNE MALLS WEBSITE

FORTUNE
置富產業信託 **REIT**



PORTFOLIO

As at 30 Jun 2017

GRA 3.18 million sf

2,713 Carpark lots

Valuation@HK\$37.5 billion

Occupancy@96.6%

Hong Kong Island

9 Provident Square

Lantau Island

10 Caribbean Square

Kowloon

5 Fortune Metropolis

6 Laguna Plaza

14 Centre de Laguna

15 Hampton Loft

New Territories East

1 Fortune City One

3 Ma On Shan Plaza

4 Metro Town

11 Jubilee Square

New Territories West

2 Fortune Kingswood

7 Belvedere Square

8 Waldorf Avenue

12 Smartland

13 Tsing Yi Square

16 Lido Avenue

17 Rhine Avenue

5.1%

Shopping Malls (China)



7.1%



Hospital

CURRENT PORTFOLIO: 19 PROPERTIES ACROSS 3 REGIONS

First REIT has 19 properties across Indonesia, Singapore and South Korea



\$S1,302 m⁽¹⁾

Total Assets-Under-Management

2021

Nearest date of rental renewals

336,245 sqm⁽¹⁾

Total GFA of Properties

100%

Total Committed Occupancy

4,872⁽¹⁾

Maximum number of beds/saleable rooms

10-15 years

Long Lease terms with step up escalation



6.1%

Note

⁽¹⁾ Information includes the Buton Property which was acquired on 10 October 2017.

Office (Singapore)

Portfolio Overview

Keppel REIT

Best-in-Class Assets in Strategic Locations	Largest Portfolio of Premium Office Assets	Assets Under Management
9 quality Premium Grade and Grade A assets in the business and financial districts of Singapore and Australia ⁽¹⁾	3.7 million sf total attributable NLA ⁽¹⁾	S\$8.5 billion ⁽¹⁾⁽²⁾



4.6%

Office (USA)

High Quality Freehold Class A/Trophy Assets



6.7%

	Figueras	Michelson	Peachtree	Plaza	Exchange	Current Portfolio
NLA (sq ft) ¹	701,977	532,663	555,922	461,525	730,598	2,982,685
WALE (by NLA) ¹	5.1 years	4.6 years	5.7 years	8.6 years	5.8 years	5.8 years
Occupancy ²	92.1%	96.5%	96.8%	98.9%	97.0%	96.3%

(1) As at 30 Sep 2017, assuming acquisition of Exchange has been completed
 (2) Committed Occupancy as at 30 Sep 2017, assuming acquisition of Exchange has been completed

Office (Europe)



7.5%

Industrial / Office (Europe)



CROMWELL
EUROPEAN REIT

7.6%

Denmark	
Properties	13
Lettable Area (sq m) ¹	151,468
Appraised Value (€ million) ¹	78.8
% of IPO Portfolio ²	5.8%

Netherlands	
Properties	15
Lettable Area (sq m) ¹	206,109
Appraised Value (€ million) ¹	466.3
% of IPO Portfolio ²	34.5%

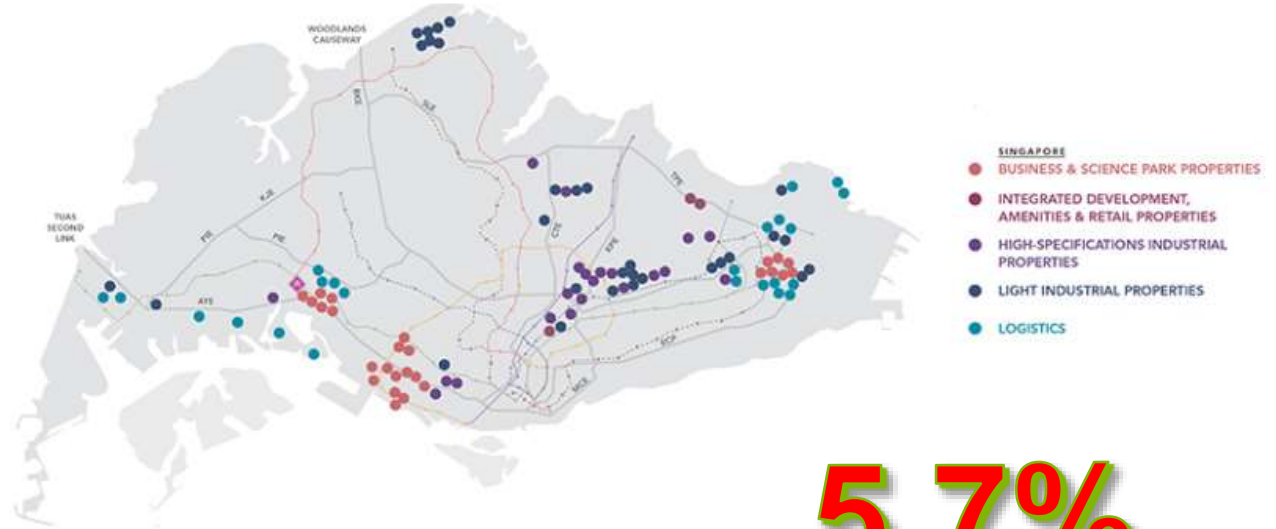
France	
Properties	21
Lettable Area (sq m) ¹	333,031
Appraised Value (€ million) ¹	299.4
% of IPO Portfolio ²	22.1%



Germany	
Properties	11
Lettable Area (sq m) ¹	166,467
Appraised Value (€ million) ¹	104.2
% of IPO Portfolio ²	7.7%

Italy ³	
Properties	14
Lettable Area (sq m) ¹	289,363
Appraised Value (€ million) ¹	405.2
% of IPO Portfolio ²	29.9%

Industrial (Singapore)



5.7%

Industrial (Australia)

Prime Properties Concentrated In Australia's Top Three Industrial Markets



61
PROPERTIES



Melbourne (Victoria)

Properties	30
GLA(%)	603,342 sq m
Valuation(%)	A\$741.7m
% of Portfolio	25.2%



Sydney (New South Wales)

Properties	15(%)
GLA(%)	455,471 sq m
Valuation(%)	A\$576.0m
% of Portfolio	20.2%



Brisbane (Queensland)

Properties	11
GLA(%)	247,091 sq m
Valuation(%)	A\$641.0m
% of Portfolio	28.4%



Adelaide (South Australia)

Properties	4
GLA(%)	33,032 sq m
Valuation(%)	A\$33.7m
% of Portfolio	1.5%



Perth (Western Australia)

Properties	1
GLA(%)	20,143 sq m
Valuation(%)	A\$17.0m
% of Portfolio	0.9%

5.9%

Service Residence

Total, Ascott Residence Trust's portfolio spans across 58 cities in 14 Countries.



5.7%

Hotels (Singapore)



5.6%

Hotels (Overseas)

PORTFOLIO



CDLHT Portfolio



5.5%



CDL HOSPITALITY TRUSTS

THE MALDIVES



Angsana Velavaru

Number of rooms: 113

Valuation: US\$66.0M

[READ MORE](#)



Dhevanafushi Maldives Luxury Resort, Managed by AccorHotels

Number of rooms: 37

Valuation: US\$49.5M

[READ MORE](#)

Why Invest in Singapore REIT?



- ✓ **Not many investment alternatives which can generate high return in current market condition**
- ✓ **High Yield**
- ✓ **Downside risks supported by Distribution Payout and tangible real estate**



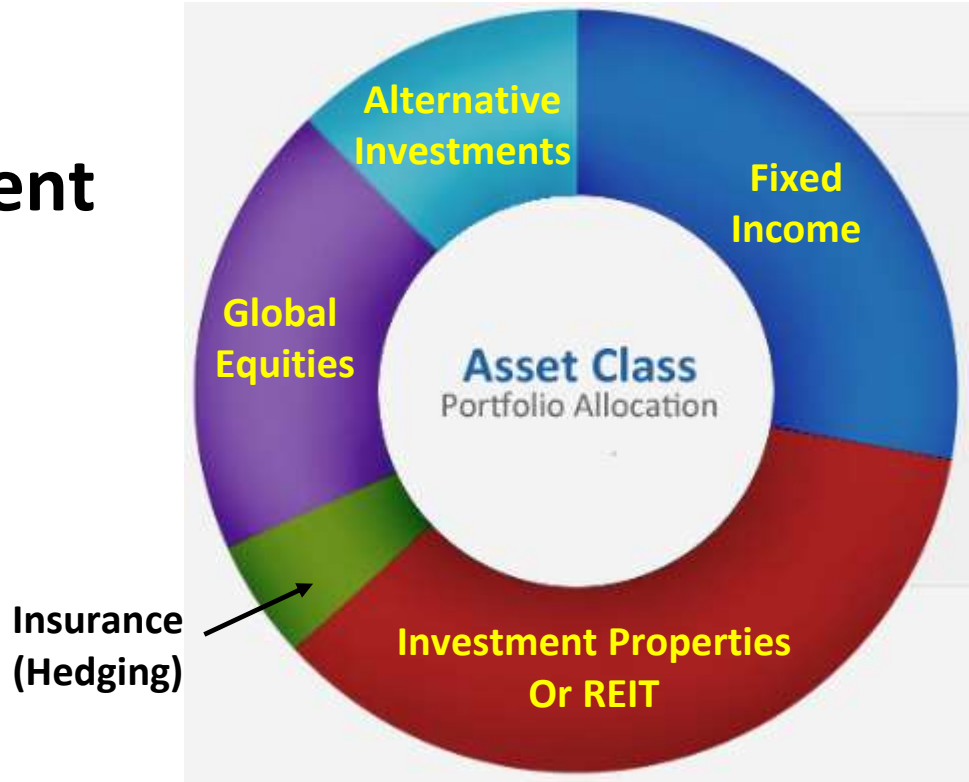
Why Invest in Singapore REIT?



- ✓ **Small Investment Amount as low as \$100**
- ✓ **Regular Passive Income (Quarterly or Half Yearly)**
- ✓ **Minimal Monitoring**
- ✓ **Hedge inflation**
- ✓ **Liquid**
- ✓ **Simple Business Model**
- ✓ **90% Predictable Payout**

Summary

- **Alternative to physical investment properties**
- **Diversification**
- **Liquidity**
- **Passive Income**



Where to Find Me?

My Stocks Investing Journey

Singapore Stock Analysis, Singapore REITs, Singapore Stock Blog, Value Investing, Momentum Investing of Singapore Stocks and US Stocks.



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Table Discussion (REIT, Personal Financial Planning)



PERSONAL FINANCIAL ADVISORY

Provides everything from wealth protection to retirement planning and will writing.



PRIVATE WEALTH ADVISORY

Provides everything needed to maximise the wealth of individuals with high net worth.



ISLAMIC WEALTH ADVISORY

Provides Islamic financial products that are in compliant or close to the Syariah law.



FEE-BASED ADVISORY

Provides a detailed report of your personal financial health to help you achieve your financial goals.

Solutions



4

ESTATE PLANNING PARTNERS



4

INVESTMENT PLATFORMS



14

LIFE INSURANCE PARTNERS



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BANK LOAN PARTNERS



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GENERAL INSURANCE PARTNERS



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ASSETS MANAGEMENT COMPANIES