



# Acquisition of 18 Rental Housing Properties in Tokyo, Japan

12 November 2007

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# Acquisition Highlights

- Signed conditional sales and purchase agreement to acquire 18 rental housing properties in Tokyo for a total purchase price of ¥12.2 billion (S\$158.6 million)
- Legal completion expected in December 2007
- Acquired at estimated annualised property yield<sup>1</sup> of 4.1%
- Will be funded by borrowings, bringing gearing to 36.8% which is well within the 60% gearing limit allowable under MAS property fund guidelines
- In line with ART's investment mandate to acquire yield accretive and quality serviced residence and rental housing assets
  - Achieves a more balanced mix of serviced residence and rental housing assets



*Asyl Court Nakano Sakaue  
(Nakano Ward)*

<sup>1</sup> For the Forecast Year 2008.

# Acquisition Highlights

- Grows ART's rental housing assets to 760 units, forming 22% of the total units on its portfolio
- Rental housing an attractive investment proposition in more developed economies like Japan
  - Long tenancy leases of two years on average and high average occupancy of 90%
  - High gross operating profit (GOP) margin
  - Potential for organic growth
- Expands ART's portfolio to 36 properties in seven countries with a total property value of S\$1.34 billion



*Zesty Nishi Shinjuku III  
(Shinjuku Ward)*



*Gala Hachimanyana I  
(Suginami Ward)*

# Strategically Located in Tokyo

- Strategically located in eight wards in Tokyo, namely Shinjuku, Bunkyo, Meguro, Setagaya, Nakano, Suginami, Nerima and Taito Ku



# Highlights of the Properties

<b>Description of Properties</b>	18 rental housing properties comprising purpose-built studio and one-bedroom apartment units managed under a mixture of four local rental housing brands, namely Zesty, Joy City, Gala and Asyl Court. All are within walking distance to the Tokyo subway, other public transportation, restaurants and supermarkets.
<b>Date of Completion</b>	Between November 2004 and September 2006
<b>Facilities</b>	Well-equipped apartments with broadband internet access, security access phones, air-conditioners, fully-fitted kitchens, built-in wardrobes and water heaters
<b>Title</b>	Freehold
<b>Number of Units</b>	509 rental housing apartment units - Studio and one-bedroom units which are popular with the growing singles customer segment
<b>Average Occupancy</b>	90%
<b>Total Net Lettable Area</b>	13,318 sqm

# Attractions of Japan and Tokyo

- **Sustained economic growth**
  - Annual GDP growth forecasted<sup>1</sup> to be 2.3% in 2007
  - Steady annual economic growth of about 2% in 2009 - 2012 expected<sup>1</sup>
- **Experiencing influx of international visitors**
  - Decade-high of 7.3 million international visitors in 2006, a 9% increase over 2005<sup>2</sup>
- **Tokyo - A hub of dynamic economic and consumer activity popular with both local and international companies**
  - Half of Japan's publicly listed corporations are headquartered in Tokyo<sup>3</sup>
  - Location of the Asian regional subsidiary offices for numerous Fortune Global 500 companies<sup>3</sup>

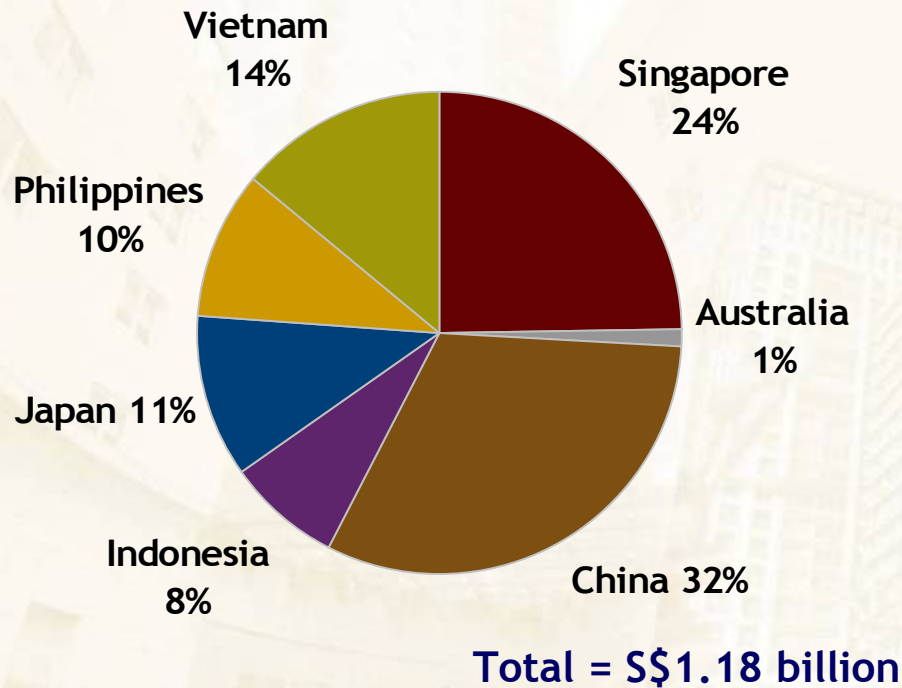
1 Source: Economist Intelligence Unit.

2 Source: Japan National Tourist Organisation.

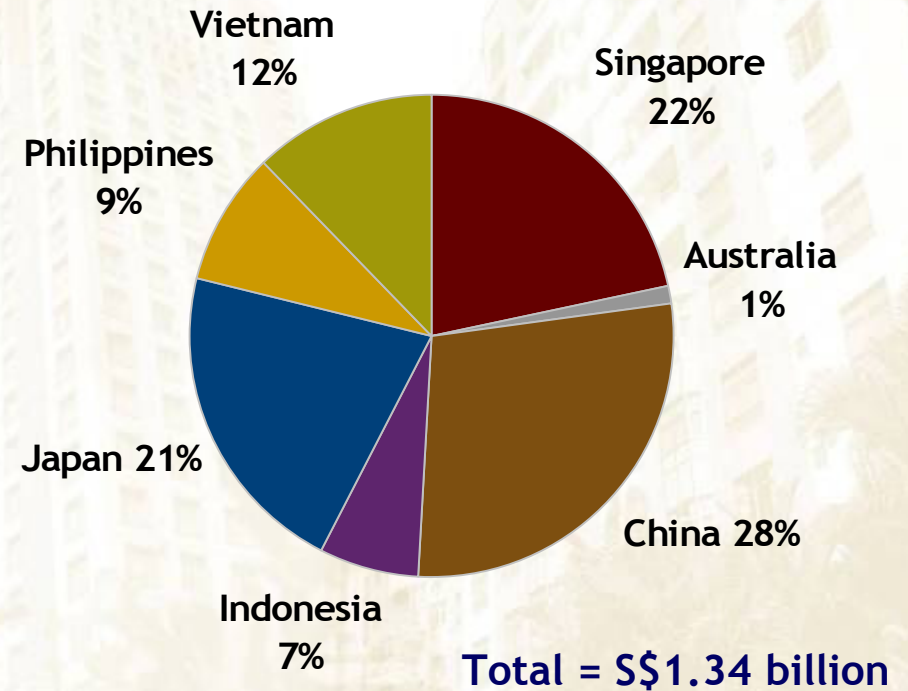
3 Source: Tokyo Metropolitan Government.

# ART's Share of Property Values

## Pre-Acquisition



## Post-Acquisition



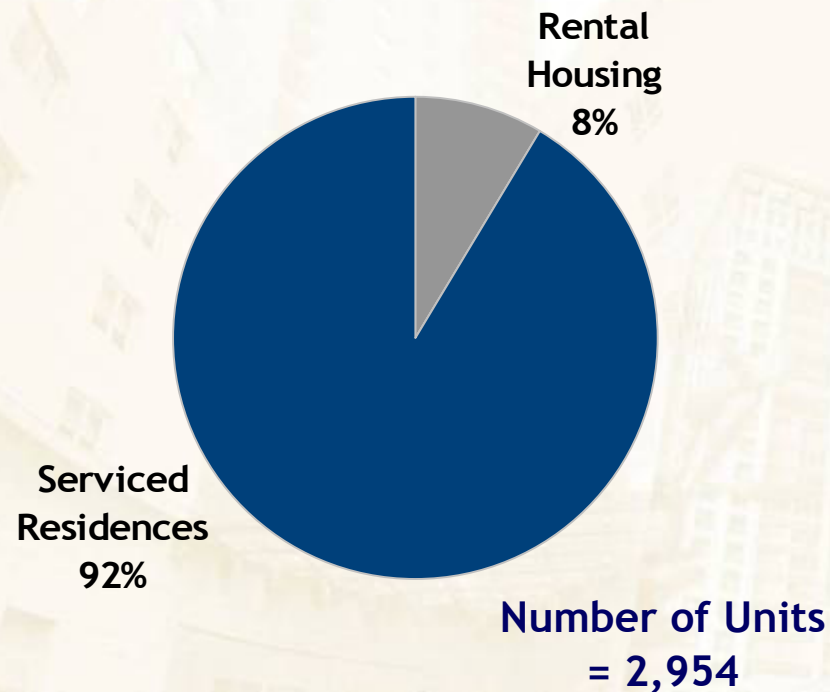
## Balance Of Assets Between Stable and Emerging Markets

Note: Stable economies comprise Singapore, Australia and Japan while emerging markets comprise China, Indonesia, the Philippines and Vietnam.

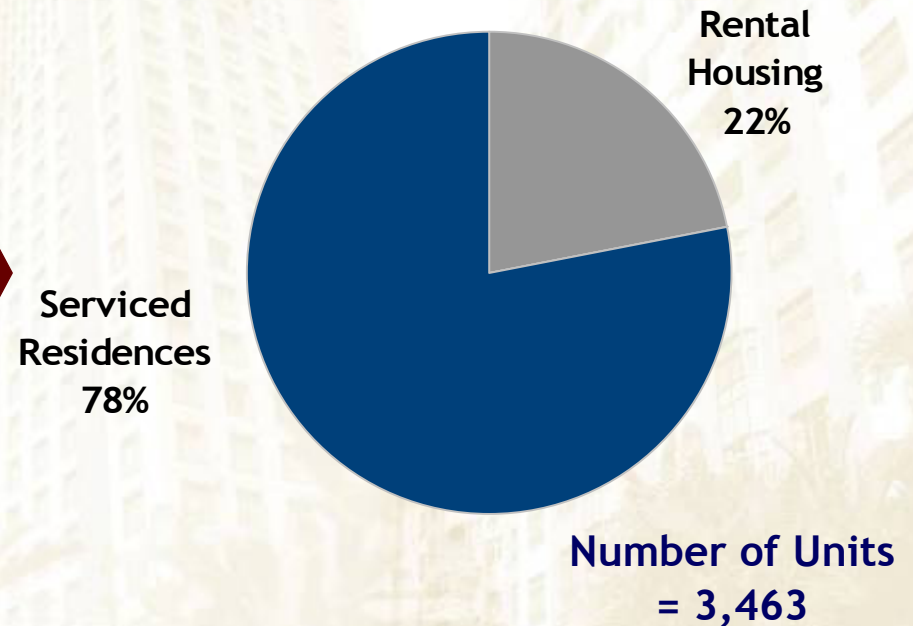


# Greater Diversification By Apartment Type

## Pre-Acquisition



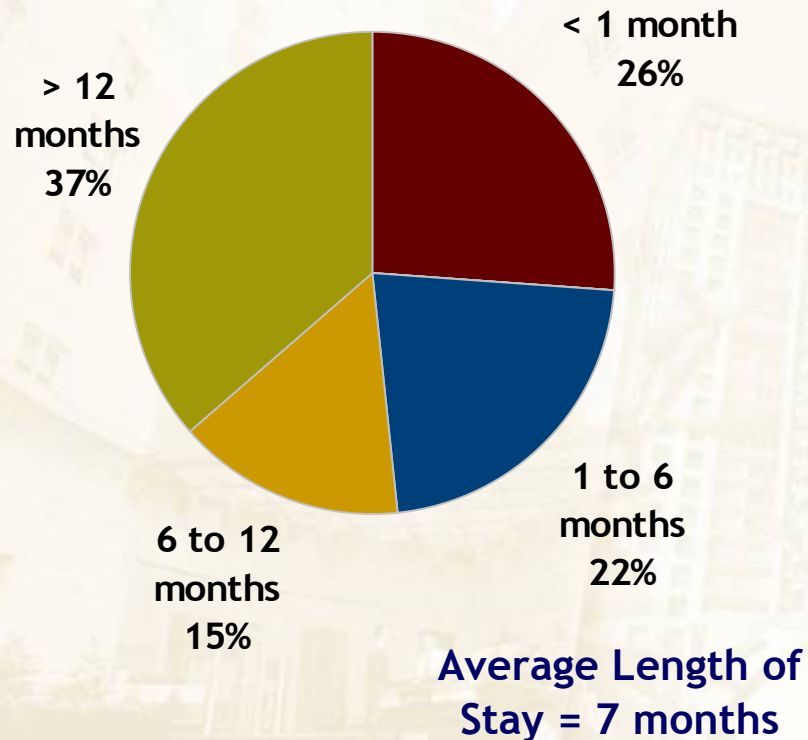
## Post-Acquisition



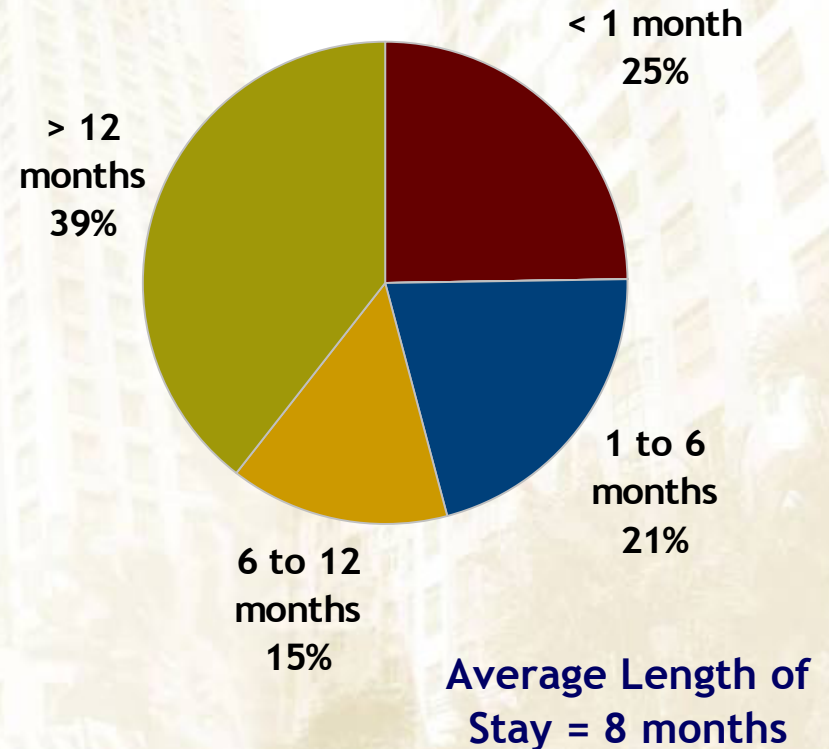
**Mix Of Rental Housing and Serviced Residence Properties Increases Income Stability of Portfolio**

# Apartment Rental Income By Length of Stay

## Pre-Acquisition



## Post-Acquisition



\* For the period January to September 2007.

# World's First and Only Pan-Asian Serviced Residence REIT

## Australia

*1 property with 43 units in Melbourne*

## China

*4 properties with 742 units in Beijing, Shanghai and Tianjin*

## Indonesia

*3 properties with 652 units in Jakarta*

## Japan

*20 properties with 652 units in Tokyo*

## The Philippines

*3 properties with 515 units in Manila*

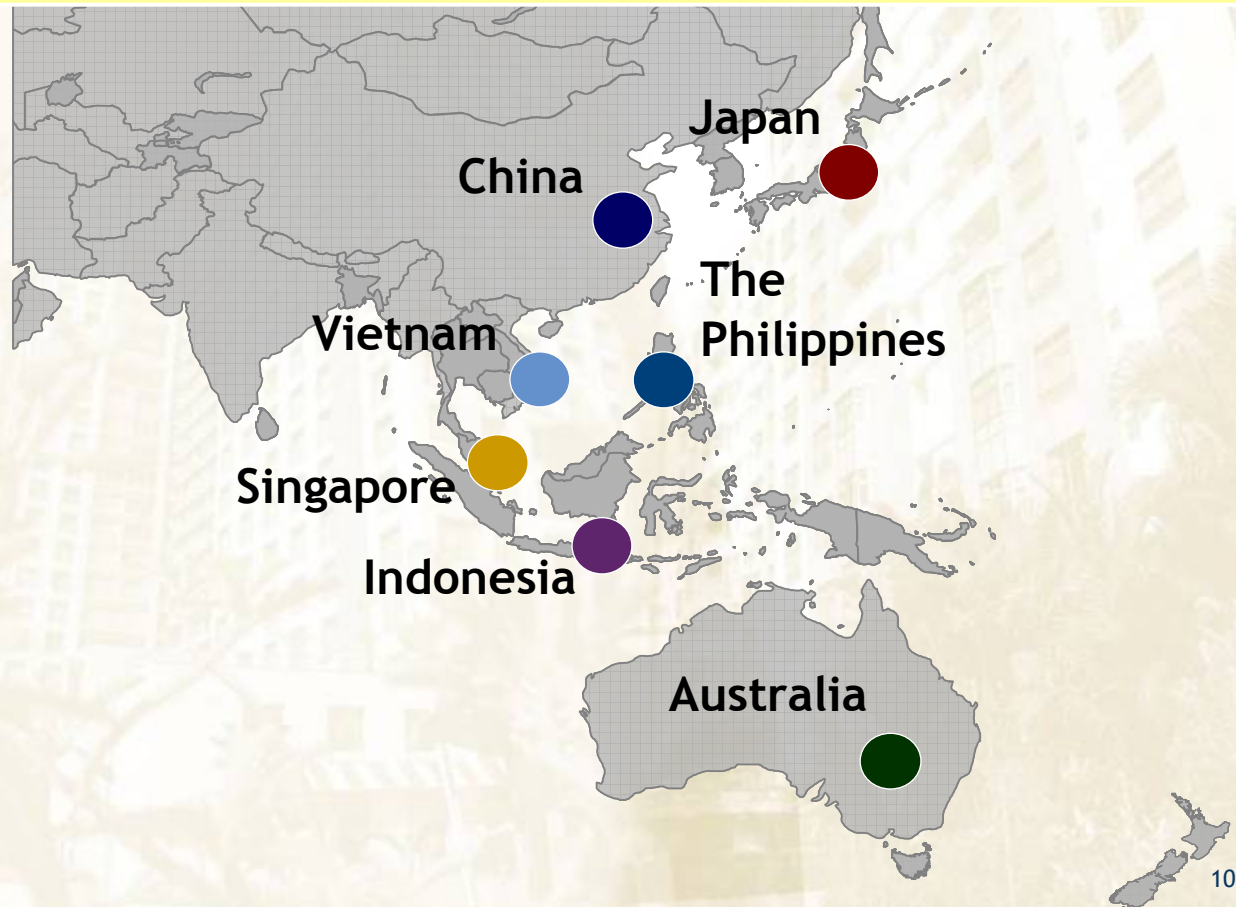
## Singapore

*2 properties with 337 units*

## Vietnam

*3 properties with 522 units in Hanoi and Ho Chi Minh City*

**S\$1.34 billion portfolio value**  
**3,463 apartment units in 36 properties**  
**10 Pan-Asian cities in 7 countries**





**Thank You**