

# 1H 2004 RESULTS PRESENTATION

(Part 3/4)



14th July 2004

#### Disclaimers

This presentation is focused on comparing actual results versus forecasts stated in the IMM Circular to unitholders dated 11 June 2003 and subsequently updated in the Offer Information Statement dated 9 December 2003. This shall be read in conjunction with paragraph 9 of CMT 1H2004 Financial Statement Masnet 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, changes in operating expenses, including employee wages, benefits and training, property expenses and governmental and public policy changes. 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.



# Asset Enhancement Case Study Junction 8

#### Phase 2 – Asset Enhancement

Phase 2 of asset enhancement works will be completed progressively with full completion on schedule for target date of end 2004.

- Committed leases include Café Cartel, Thai Express, Coffee Bean & Tea Leaf, BreadTalk, Baleno and others
- Close to 83.5% or 44,318 sqft of NLA is committed for Phase 2



Approval has been granted to retain the entire 5-levels of office space to be used for non-commercial purposes

Office space

Size: approx 70,000sqft Gross Floor Area (GFA)

# Phase 1 – Asset Enhancement (Basement 1)

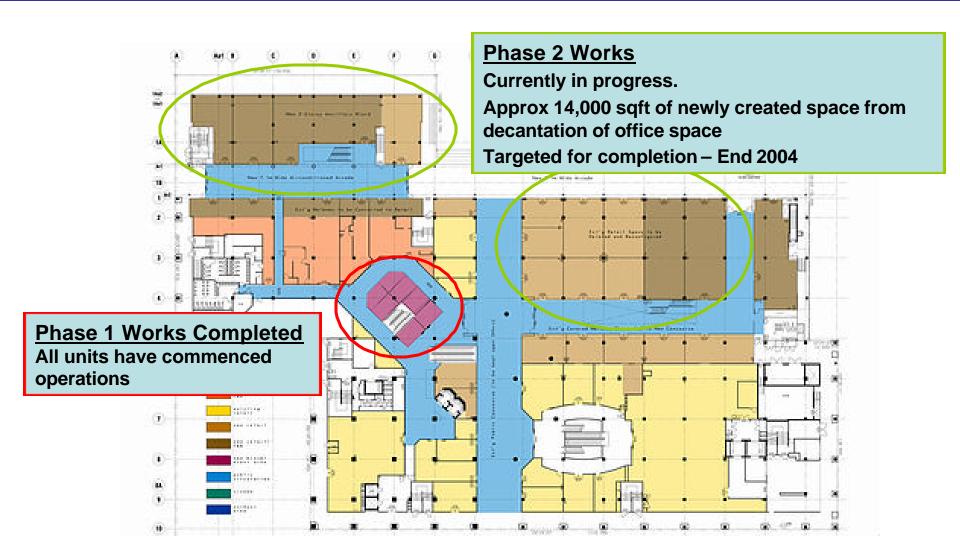


Carpark Area converted to retail units

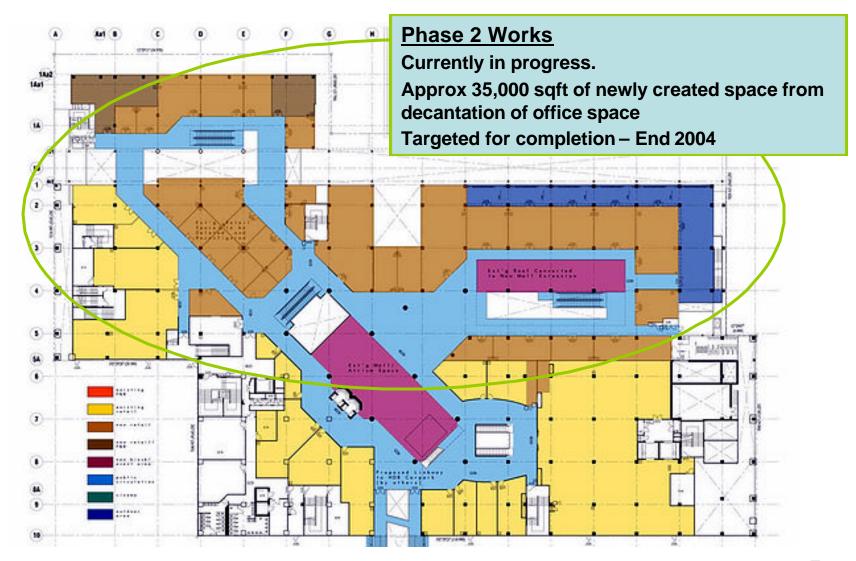




# L1 enhancement plan (Phase 1 & 2)



# L2 enhancement plan (Phase 2)



#### Phase 2 – Asset Enhancement



**Existing single storey annex** 

 Another additional level of retail space to be created on existing open plaza

New link bridge provides seamless access from

adjacent HDB carpark to

Junction 8, L2







**Ground level access to HDB** carpark

 Additional level of retail space to be created with double storey podium adjoined to existing mall

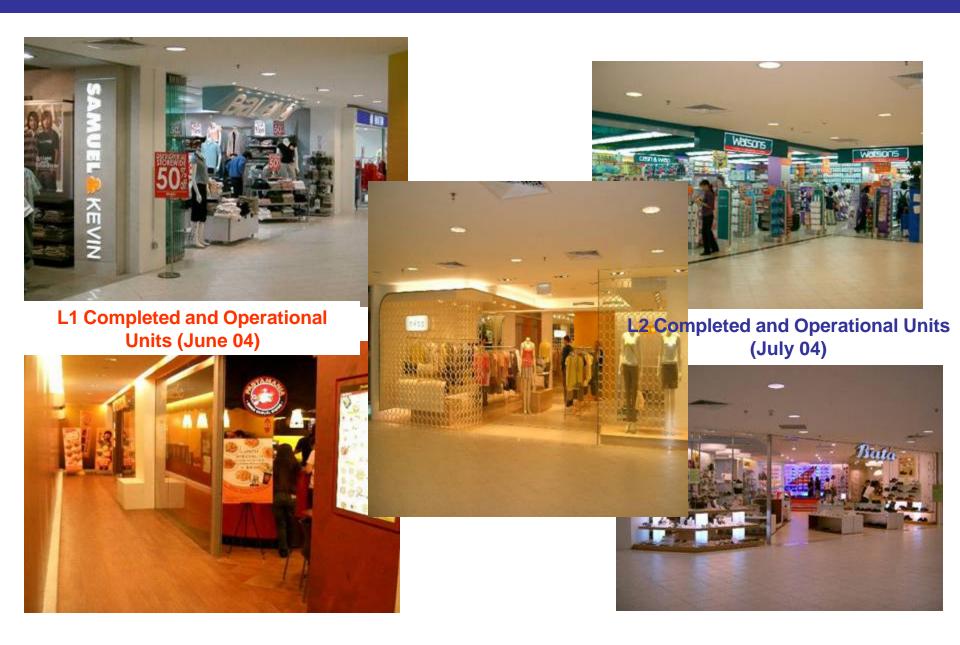


**Existing single storey podium** 



Podium isolated from mall

## L1 & L2 enhancement - Phase 2



#### Value creation – Junction 8 asset enhancements

	Gross Floor Area (sf)	Capital Expenditure	Start Date	Completion Date
IPO	51,652	S\$21.5m	2003	2004
Revised	74,434	S\$27.0m		
Phase 1 (B1 & L1)		S\$15.5m	May 2003	Nov 2003
Phase 2 (L1 & L2)		S\$12.2m <sup>1</sup>	Jan 2004	Dec 2004

Phase 1 and 2	Budget	Achieved to Date
Gross Revenue (net of rental loss from decanted space)	S\$5.5m pa	S\$6.5m pa
Net Property Income	S\$3.9m pa	S\$4.6m pa
Return On Investment	14%	17%
Capital Value (assumed at 7% capitalization rate)	S\$55.7m	S\$65.7m
Increase In Value (net of investment cost)	S\$28.0m	S\$38.7m

<sup>&</sup>lt;sup>1</sup> Based on Manager's forecasts

# **Improvements in Rental**

a) Rental improvements through active leasing for the period 1 Jan 2002 to 30 June 04

Achieved Rent for 1 Jan 02 - 30 Jun 04

Area	Achieved Rent	Achieved Rent increase over	
in sf	\$ psf pm	Budget Rent (%)	Preceding Rent (%)
154,054	9.85	5.6%	13.8%
Net Increase in Monthly Revenue		\$190K	

b) SAFE Superstore unit on Level 3 and 4 was reconfigured in 2003 to increase the rental efficiency

Achieved Rent for Reconfiguration of SAFE Superstore

Area	Achieved Rent	Achieved Rent increase over	
in sf	\$ psf pm	Budget Rent (%)	Preceding Rent (%)
39,354	5.28	10.2%	31.4%
Net Increase in Monthly Revenue		\$53K	

## Improvements in Rental – Cont'd

c) Phase 1 Asset enhancement works were completed by 2003 and some units from phase 2 enhancement works commenced trading in June 2004.

Achieved Rent for Phase 1 and Phase 2 units that have commenced trading

Area	Achieved Rent	Achieved Rent increase over	
in sf	\$ psf pm	Budget Rent (%)	Preceding Rent (%)
32,092(42%) <sup>1</sup>	\$17.71	17.6%	104.7%
Net Increase in Monthly Revenue		\$291K	

d) Some units from phase 2 enhancement works have been committed but have not commenced trading e.g. Swensen's, Secret Receipe, Bossini and etc.

Achieved Rent for Phase 2 units that have yet to commence trading

Area	Achieved Rent	Achieved Rent increase over	
in sf	\$ psf pm	Budget Rent (%)	Preceding Rent (%)
36,033(47%) <sup>1</sup>	\$16.08	17.7%	71.7%
Net Increase in Monthly Revenue		\$242K	

<sup>&</sup>lt;sup>1</sup> As a percentage of the total asset enhancement area.

## Improvements in Rental – Cont'd

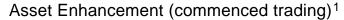
e) Budget Rent for the remaining units in Phase 2 Asset Enhancement

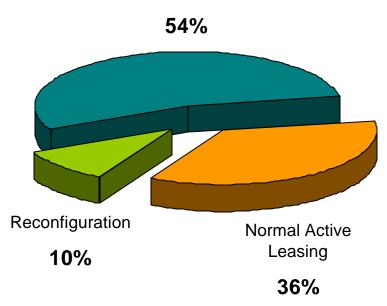
Budget Rent for remaining Phase 2 units (not committed)

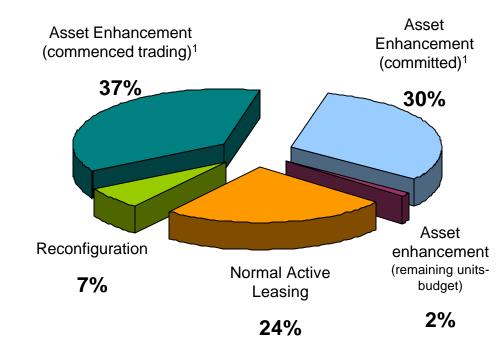
Area	Budget Rent	Budget Rent increase over
in sf	\$ psf pm	Preceding Rent (%)
8,741 (11%) <sup>1</sup>	\$10.78	15.1%
Net Increase in Monthly Revenue		\$12K

<sup>&</sup>lt;sup>1</sup> As a percentage of the total asset enhancement area.

## Improvements in Rental – Cont'd







Net Increase in Monthly Revenue of \$534K based on commenced leases

Net Increase in Monthly Revenue of \$788K based on committed and projected leases

<sup>1.</sup> Includes units coming on-stream