

# **VISION**

To be a world class real estate investor and manager serving and improving the lives of those around us

# **MISSION**

Building relationships with our stakeholders through

- Providing value and quality service
- Partnering with local communities
- Delivering sustainable growth

# **VALUES**

Managing and operating our business with

- Respect
- Excellence
- Integrity
- Teamwork

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# The Link REIT

The Link Real Estate Investment Trust ("The Link REIT") is the first real estate investment trust in Hong Kong and currently the largest in Asia in terms of market capitalisation. Wholly owned by private and institutional investors, The Link REIT has been listed on The Stock Exchange of Hong Kong Limited (the "Hong Kong Stock Exchange") since 25 November 2005.

As at 30 September 2011, the portfolio consists of properties with an internal floor area ("**IFA**") of approximately 11 million square feet ("**sq ft**") of retail space and approximately 80,000 car park spaces.

The portfolio's retail facilities, located on the doorstep of over 40% of Hong Kong's households, primarily serve the daily needs of people in Hong Kong. The car parks mainly serve tenants and customers of the retail facilities and residents of the surrounding neighbourhoods.

The current investment strategy of The Link REIT's manager, The Link Management Limited (the "Manager"), is to invest in sustainable income producing properties in Hong Kong that are mainly for retail and car park use and to maximise their value through asset enhancement works encompassing physical structure, trade-mix, customer service and promotional activities. As these enhancement projects progress, the portfolio offers customers a better shopping experience with more choices at reasonable prices, whilst improving returns for unitholders of The Link REIT ("Unitholders").

The Manager is licensed by the Securities and Futures Commission (the "SFC") to conduct the regulated activity of asset management and is responsible for managing The Link REIT's portfolio of properties.





# **HIGHLIGHTS FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2011**

Continuous Growth		
Revenue	HK\$2,887 million	<b>↑</b> 10.1%
Net property income	HK\$2,041 million	<b>↑</b> 15.6%
Distribution to Unitholders	HK\$1,420 million	<b>↑</b> 21.2%
Distribution per unit	HK63.11 cents	<b>↑</b> 19.4%
Distribution payout ratio		100%
Growing Demand from Tenants		100
Average monthly unit rent (1)	HK\$34.2 psf	<b>↑</b> 4.3%
Occupancy rate		↑ to 92.19
Net property income margin		♠ to 70.7%
Retention rate		↑ to 79.3%
Strong Financial Position		
Net asset value per unit <sup>(1)</sup>	HK\$26.14	<b>↑</b> 6.19
Valuation	Stream to the He	(\$72,096 millio
Gearing ratio		16.7%
Average outstanding life of debt facilities	ENGLISHED BY	3.8 year
Credit ratings Credit ratings	A (S8	&P)/A2 (Moody's
Available liquidity - No refinancing in the next 18 months		HK\$4.45 billio

#### Note:

<sup>(1)</sup> These comparisons are based on 31 March 2011 figures while others are based on period ended 30 September 2010 figures.

# FIRST ACQUISITION SINCE IPO FIRST VENTURE INTO PRIVATE-SECTOR RETAIL FACILITY

**Commercial Portion of Nan Fung Plaza** 







# **CHAIRMAN'S STATEMENT**

On behalf of the Board of Directors (the "Board") of The Link Management Limited, I am pleased to present The Link REIT's interim report for the six months ended 30 September 2011.

# CONTINUOUS EFFORTS TO IMPROVE

Since the listing of The Link REIT almost six years ago, the Manager has been actively managing the diversified portfolio of properties to enhance the shopping environment for our tenants and to consolidate our core strength in providing daily necessities for the communities we serve.

We have also carried out major refurbishments through asset enhancement initiatives to reposition and invigorate the shopping experience in our properties. In our drive to provide an enhanced environment for our tenants and the community, we continually update the fabric of our centres, and improve their layout and circulation. We also work to upgrade our property services and our shopping centres' trade mix in response to changing shopper demands. These improvements of the hardware and the software of our assets create higher economic value for our Unitholders.

Our efforts have resulted in higher occupancy, improved rental return, enhanced trade mix and better service quality. The Manager will continue to upgrade and improve the portfolio to optimise its potential. I am confident that through active asset management and continuing asset enhancements, we can further enhance value in the future.

# **NEW GROWTH INITIATIVES**

Our current strategies to improve the standard of our properties primarily focus on maintaining our market position through improving our core strength in providing daily shopping needs. New initiatives to grow beyond our existing portfolio will enable us to explore synergies with nearby shopping centres. This should position us to turn inevitable competitive challenges into opportunities.

The acquisition of the commercial portion of Nan Fung Plaza ("Nan Fung Plaza") was the first acquisition since The Link REIT's listing and marked our debut in retail properties within private residential developments. With all our other properties situated close to public housing estates, the acquisition opens up additional expansion opportunities for future growth. We will pursue this expansion strategy prudently when we can find value enhancement opportunities in the local retail property sector.



# **OUTLOOK AND APPRECIATION**

The global economy has continued to be affected by the European sovereign debt crisis. The renewed threat of further economic slowdown in the United States has created more uncertainties. Meanwhile, China's economic growth may moderate, amid tightening fiscal policy by the central government. Although the low interest rate environment is likely to remain in the near term, we remain cautious as the local market may be affected by increasing inflation.

The operating environment in the period under review was satisfactory, as retail sales growth in Hong Kong has been reasonably strong, despite financial turbulence. Looking ahead, the resilient nature of our portfolio should be able to generate relatively stable returns, and we remain positive on our performance in the second half of the financial year.

The Board would like to express its sincere thanks to our management and staff, whose professionalism and dedication are central to our continued success. I have full confidence that, with the devotion of our team, The Link REIT will continue to develop its capabilities in the industry and achieve solid growth in the future.

The Board also wishes to extend its appreciation to Dr Allan ZEMAN, who served as an independent non-executive director of the Manager from September 2004 to July 2011, for his contribution to the Board and The Link REIT during his tenure. The Board and its Nomination Committee will review the composition and performance of the Board on an ongoing basis.

Nicholas Robert SALLNOW-SMITH

Chairman

The Link Management Limited

As Manager of The Link Real Estate Investment Trust

9 November 2011



# REPORT OF THE CHIEF EXECUTIVE OFFICER

I am pleased to report the unaudited interim results of The Link REIT and its subsidiaries (the "Group") for the six months ended 30 September 2011.

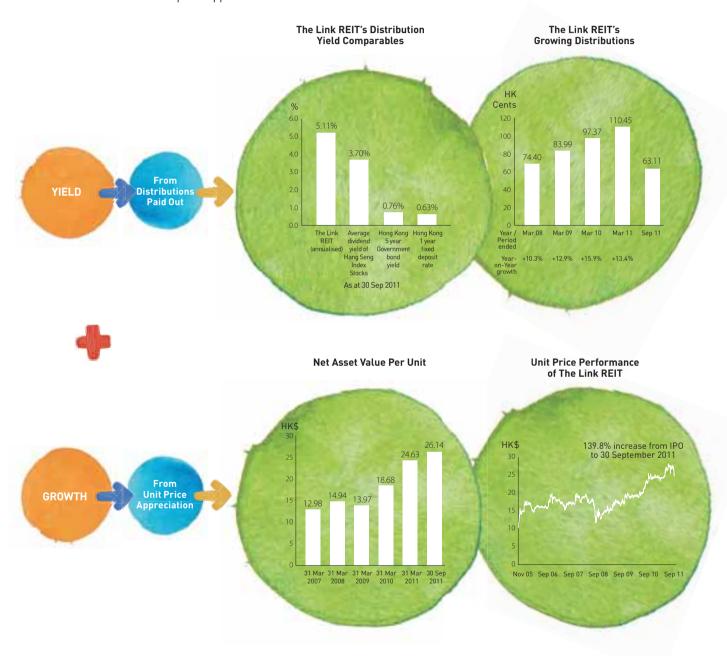
# FINANCIAL REVIEW Financial Performance

The six months under review was a period of continued growth for The Link REIT. Driven by the strong performance of the portfolio and continuous efforts in cost management, total revenue for the six months ended 30 September 2011 amounted to HK\$2,887 million (six months ended 30 September 2010: HK\$2,621 million), an increase of 10.1% while total property operating expenses were held stable at HK\$846 million (six months ended 30 September 2010: HK\$856 million). The interim distribution per unit for the six months ended 30 September 2011 was HK63.11 cents (six months ended 30 September 2010: HK52.86 cents), which represents an increase of 19.4% year-on-year.

The value of our portfolio as at 30 September 2011 grew 7.1% to HK\$72,096 million, compared to 31 March 2011. Net asset value per unit also grew 6.1% to HK\$26.14 as at 30 September 2011 (31 March 2011: HK\$24.63) due primarily to the value appreciation of investment properties.

#### Total Unit Return of The Link REIT

From our initial public offering in November 2005 to the end of September 2011, The Link REIT has delivered to Unitholders a compound average annualised total return of 20%, being a combination of unit price appreciation and distributions.





#### Income Statement Summary

	Six months ended 30 September 2011 HK\$'M	Six months ended 30 September 2010 HK\$'M (Restated) <sup>(1)</sup>	YoY %
Revenue	2,887	2,621	10.1
Property operating expenses	(846)	(856)	(1.2)
Net property income	2,041	1,765	15.6
General and administrative expenses	(147)	(80)	83.8
Interest income	11	1	1,000.0
Finance costs on interest bearing liabilities	(197)	(271)	(27.3)
Profit before taxation, change in fair values of investment properties and transactions with Unitholders	1,708	1,415	20.7
Change in fair values of investment properties	3,272	3,259	0.4
Taxation	(288)	(236)	22.0
Profit for the period, before transactions with Unitholders	4,692	4,438	5.7

#### Note:

### Distribution Statement Summary

	Six months ended 30 September 2011 HK\$'M	Six months ended 30 September 2010 HK\$'M (Restated) (7)	YoY %
Profit for the period, before transactions with Unitholders	4,692	4,438	5.7
Change in fair values of investment properties	(3,272)	(3,259)	0.4
Other non-cash income	-	(7)	N/A
Total distributable income	1,420	1,172	21.2
Distribution per unit (HK cents)	63.11	52.86	19.4

#### Note:

<sup>(1)</sup> Comparative figures have been restated as a result of the early adoption of the amendments to the Hong Kong Accounting Standard ("HKAS") 12 "Deferred Tax: Recovery of Underlying Assets".

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# **Revenue Analysis**

For the six months under review, total revenue rose 10.1% to HK\$2,887 million (six months ended 30 September 2010: HK\$2,621 million), comprising rental income from retail properties of HK\$2,162 million (six months ended 30 September 2010: HK\$1,967 million), rental income from car park properties of HK\$569 million (six months ended 30 September 2010: HK\$510 million) and income from other sources of HK\$156 million (six months ended 30 September 2010: HK\$144 million).

	Six months ended 30 September 2011 HK\$'M	Six months ended 30 September 2010 HK\$'M	YoY %	Percentage contribution six months ended 30 September 2011 %
Rental income:				
Retail:				
Shops (1)	1,730	1,554	11.3	59.9
Markets/Cooked Food Stalls	309	297	4.0	10.7
Others (2)	123	116	6.0	4.3
Car parks:				
Monthly	424	382	11.0	14.7
Hourly	145	128	13.3	5.0
Expenses recovery and other miscellaneous income:				
Property related income	156	144	8.3	5.4
	2,887	2,621	10.1	100.0

#### Notes:

<sup>(1)</sup> Rental income from shops includes base and turnover rents.

These include income from Education/Welfare, Housing Department ("HD") Office, Ancillary and Mall Merchandising.



#### **Expenses Analysis**

Total property expenses during the period under review fell 1.2% to HK\$846 million (six months ended 30 September 2010: HK\$856 million) due primarily to the reversal of an over provision of car park waiver fees (grouped under "Other property operating expenses" below) accrued in prior periods. The coming into effect of the Minimum Wage Ordinance on 1 May 2011 and the Manager's offer to reimburse the existing service contractors for the costs they incurred (including those on paid rest-days and meal-breaks) resulted in the increase in property managers' fees, security and cleaning expenses. Staff costs also increased as the Manager added front line headcount so as to continue to strengthen the work force and pursue better quality service to customers.

The increase in utilities tariff rates was offset by the continuous efforts by management to deploy savings initiatives to reduce energy consumption. Repair and maintenance costs were slightly down year-on-year due to the Manager's efforts to better plan and control repair and maintenance works across the portfolio.

	Six months ended 30 September 2011 HK\$'M	Six months ended 30 September 2010 HK\$'M	YoY %
Property managers' fees, security and cleaning	251	212	18.4
Staff costs	129	123	4.9
Utilities	182	182	0.0
Repair and maintenance	103	116	(11.2)
Government rent and rates	87	78	11.5
Promotion and marketing expenses	39	39	0.0
Estate common area costs	51	49	4.1
Other property operating expenses	4	57	(93.0)
Total property expenses	846	856	(1.2)

# **Financial Position**

The financial position of The Link REIT remains strong with total value of investment properties increased to HK\$72,096 million as at 30 September 2011 (31 March 2011: HK\$67,318 million), an increase of 7.1%. The increase was partly due to the inclusion of the value of the commercial portion of the Nan Fung Plaza acquired in July 2011. Net asset value per unit rose from HK\$24.63 as at 31 March 2011 to HK\$26.14 as at 30 September 2011. The increase in net asset value per unit was due primarily to the increase in fair values of investment properties driven by improvement in rental income.



### Financial Position Summary

	As at 30 September 2011 HK\$'M	As at 31 March 2011 HK\$'M
Current Assets	2,330	1,045
Non Current Assets	72,638	67,709
Total Assets	74,968	68,754
Current Liabilities	3,871	4,577
Non Current Liabilities	12,290	9,202
Total Liabilities	16,161	13,779
Net Assets Attributable to Unitholders	58,807	54,975
Units in Issue ('000)	2,249,541	2,232,285
Net Asset Value Per Unit	HK\$26.14	HK\$24.63
Liquidity ratio (%)	60.2	22.8
Gearing ratio (%)	16.7	15.1

#### **Valuation Review**

Based on the valuation of Jones Lang LaSalle Limited, the principal valuer of The Link REIT (the "Principal Valuer"), the value of the retail properties grew 7.1% from HK\$57,510 million as at 31 March 2011 to HK\$61,573 million as at 30 September 2011 while the value of the car parks grew from HK\$9,808 million as at 31 March 2011 to HK\$10,523 million as at 30 September 2011. The Principal Valuer used a combination of the discounted cash flow ("DCF") and income capitalisation approaches to value The Link REIT's property portfolio. The valuation uplift for the retail properties was largely due to the increase in property income of the portfolio, improved quality of specific properties which had undergone asset enhancement initiatives ("AEIs") and rental growth prospects in general.

#### Movements in Investment Properties

	Retail properties HK\$'M	Car parks HK\$'M	Total HK\$'M
At 1 April 2011	57,510	9,808	67,318
Additions	1,486	20	1,506
Change in fair values	2,577	695	3,272
At 30 September 2011	61,573	10,523	72,096



#### Valuation Approach

	As at 30 September 2011	As at 31 March 2011
Income Capitalisation Approach – Capitalisation Rate		
Retail properties	5.00 - 7.00%	5.00 - 7.00%
Retail properties: weighted average	5.88%	5.92%
Car parks	5.50 - 9.25%	5.50 - 9.25%
Car parks: weighted average	7.62%	7.63%
Overall weighted average	6.11%	6.16%
DCF Approach		
Discount rate	8.00%	8.00%

# **CAPITAL MANAGEMENT**

During the period under review, the financial markets experienced a significant amount of volatility. The commercial banks in Hong Kong encountered a liquidity squeeze and increased credit margin. The Link REIT continued to focus on extending and spreading out debt maturity and lowering average interest cost. As a result, there will be no refinancing necessary in the next 18 months.

Key financing transactions in the period are summarised below:

- A new HK\$2.5 billion 5-year club loan was put in place with various banks at an all-in cost of HIBOR + 0.85% per annum of which HK\$1.25 billion of the club loan is revolving in nature.
- A total of HK\$1.5 billion unsecured notes were issued under the Guaranteed Euro Medium Term Note Programme.
- A further HK\$500 million of the 2006 syndicated loan was prepaid.

The overall average interest rate of the debt portfolio, after taking into account interest rate hedging, reduced from 3.72% as at 31 March 2011 to 3.45% as at 30 September 2011. Average outstanding life of the Group's committed debt facilities was extended to 3.8 years as at 30 September 2011 from 3.4 years as at 31 March 2011.



# Debt Highlights

	As at 30 September 2011	As at 31 March 2011
Debt (face value)	HK\$12.47 billion	HK\$10.37 billion
Gearing (debt : total assets)	16.7%	15.1%
Average outstanding life of debt facilities	3.8 years	3.4 years
Proportion of liabilities at fixed rates (after swaps)	58%	60%
Average outstanding life of fixed rate debt/swaps	3.8 years	3.7 years
Effective interest rate	3.45%	3.72%

### Committed Debt Facilities (1)

As at 30 September 2011 (HK\$ Billion)	Fixed Rate Debt <sup>(2)</sup>	Floating Rate Debt <sup>(2)</sup>	Utilised Facilities	Undrawn Facilities	Total Facilities
HKMC Loan <sup>(3)</sup>	3.75	0.25	4.00	-	4.00
2006 Syndicated Loan	1.35	0.50	1.85	-	1.85
2011 Club Loan	_	1.75	1.75	0.75	2.50
Bilateral Loans	0.20	1.07	1.27	1.56	2.83
Medium Term Notes	1.88	1.72	3.60	-	3.60
Total	7.18	5.29	12.47	2.31	14.78
Percentage	58%	42%	84%	16%	100%

## Notes:

 $<sup>^{(1)}</sup>$  All amounts are at face value.

<sup>(2)</sup> After interest rate swaps.

<sup>(3)</sup> Loan from The Hong Kong Mortgage Corporation Limited ("HKMC").



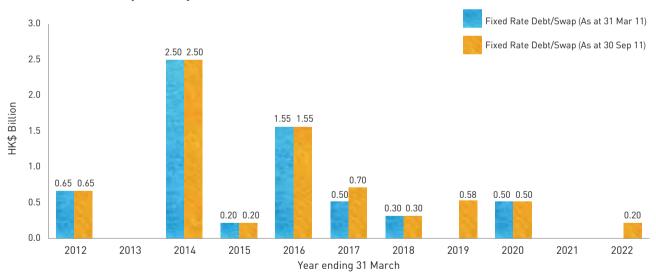


### **Maturity Profile of Committed Facilities**



Note:

#### Fixed Rate Debt/Swap Maturity Profile



### **Available Liquidity**

The Link REIT has increased liquidity available for both risk management and potential growth purposes. As at 30 September 2011, available liquidity stood at HK\$4.45 billion (31 March 2011: HK\$2.41 billion), comprising HK\$2.14 billion cash and deposits and HK\$2.31 billion committed undrawn facilities.

# **Credit Ratings**

The Link REIT commands strong credit ratings by rating agencies. The Link REIT's credit ratings were affirmed by Standard and Poor's at A/Stable on 15 July 2011 and by Moody's Investors Service at A2/Stable on 28 September 2011.

<sup>(1)</sup> The HK\$1.85 billion 2006 Syndicated Loan was fully repaid in October 2011.



# BUSINESS REVIEW Retail Portfolio

The Manager is delighted with the strong performance of the retail properties in the period under review. Rental income from the retail properties, which contributed 74.9% of revenue in the period under review, grew 9.9% year-on-year to HK\$2,162 million (six months ended 30 September 2010: HK\$1,967 million). The solid revenue growth was driven by higher rental rates, improving occupancy rates, increasing contributions from properties with completed AEIs and better trade mix.

# **Average Unit Rent**

Within The Link REIT's portfolio, the top 10 and top 50 properties by retail properties' valuation accounted for 27% and 71% respectively of retail revenue for the period under review, reflecting the improved quality and better trade mix of these assets which included most of the properties that had undergone AEIs. Among the properties with a retail component, the top 10 properties and the 11th to 50th properties achieved average monthly unit rent per square foot of HK\$47.8 and HK\$36.6 respectively, as at 30 September 2011 (31 March 2011: HK\$46.5 and HK\$34.4, respectively).

#### Retail Portfolio Breakdown

Properties <sup>(7)</sup>	Retail properties valuation HK\$'M	A Retail revenue HK\$'M	verage monthly unit rent per leased IFA HK\$ psf	Occupancy rate %
1-10	17,576	577	47.8	97.2
11-50	28,135	958	36.6	91.5
51-100	13,138	515	26.8	91.4
Remaining properties	2,724	112	19.3	86.9
Total	61,573	2,162	34.2	92.1

#### Note:

<sup>(1)</sup> Properties ranked by retail properties' valuation as at 30 September 2011, including Nan Fung Plaza.



# **Composite Reversion Rate**

The composite reversion rate is an indicator of rental growth comparing the newly achieved rental rates of a like for like space with those leases expired during the period. The composite reversion rate for the retail properties showed a slight decline to 21.5% (six months ended 30 September 2010: 22.7%). The composite reversion rate for shops, which accounted for the major share of revenue, was 22.7% (six months ended 30 September 2010: 22.2%).

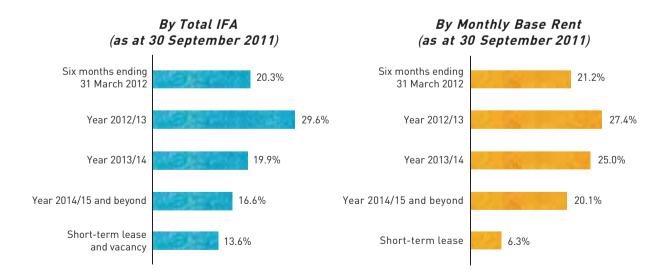
# Composite Reversion Rate by Trade Category

	Six months ended 30 September 2011 %	Six months ended 30 September 2010 %	% of total IFA (exclude Self use office) as at 30 September 2011 %
Shops	22.7	22.2	81.3
Markets/Cooked Food Stalls	14.3	24.8	9.1
Others <sup>(1)</sup>	15.2	3.5	9.6
Overall Retail Properties	21.5	22.7	100.0

Note:

#### Portfolio Lease Expiry Profile

In the financial year ending 31 March 2012, leases accounting for 20.3% by IFA and 21.2% by monthly base rent of the retail properties will expire.



Others include Education/Welfare, HD Office, and Ancillary.



# **Portfolio Occupancy Analysis**

The portfolio's overall occupancy rate improved to 92.1% as at 30 September 2011 (31 March 2011: 91.5%), demonstrating our team's efforts in filling the vacant space and the strong demand for space in our portfolio. The occupancy rate for shops in our portfolio improved steadily, and achieved 94.6% as at 30 September 2011 (31 March 2011: 93.8%).

## Occupancy of Different Categories of Space for the Portfolio

	As a	at 30 September 201	1	As at 31 March 2011				
Category	Total IFA '000 sq ft	Average monthly unit rent per leased IFA HK\$ psf	Occupancy rate %	A Total IFA '000 sq ft	verage monthly unit rent per leased IFA HK\$ psf	Occupancy rate %		
Shops	8,885	34.2	94.6	8,883	32.6	93.8		
Markets/Cooked Food Stalls	994	64.6	80.6	986	63.0	81.8		
Others (1)	1,055	6.0	82.0	1,055	5.9	81.1		
Total excluding Self use office	10,934	34.2	92.1	10,924	32.8	91.5		
Self use office	138	N/A	N/A	143	N/A	N/A		
Total including Self use office	11,072			11,067				
Total excluding Self use office, Education/ Welfare, HD Office and Ancillary	9,879	36.9	93.1	9,869	35.3	92.6		

#### Note:

### Retail Trade Mix Analysis

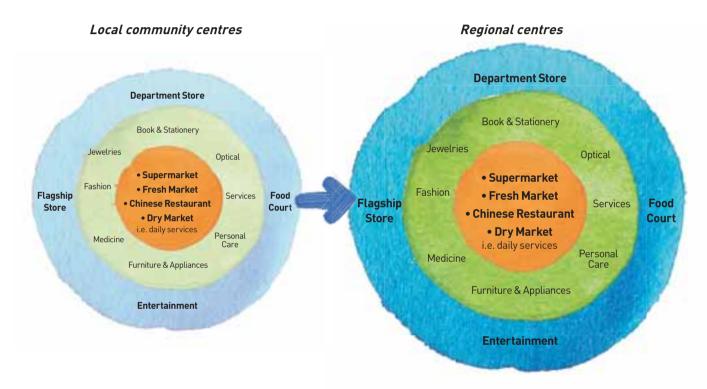
As at 30 September 2011	Leased IFA '000 sq ft	% of leased IFA	% of monthly rent
Food and Beverage	3,071	30.5	24.9
Supermarket and Foodstuff	1,927	19.1	23.4
Services	963	9.6	10.9
Market Stall	351	3.5	7.6
Single Letting Market	331	3.3	6.0
Personal Care, Medicine, Valuable Goods, Optical, Books and Stationery	604	6.0	8.4

<sup>(1)</sup> Others include Education/Welfare, HD Office, and Ancillary.



The core strength of The Link REIT's properties is to provide the local community with their basic necessities and focuses on general food stuff, restaurants, markets and daily services. To create a better business environment for our tenants and drive higher footfall, the Manager has been evaluating the potential demand for higher quality services and expanding the product offerings and variety of trades in selected AEI properties to create an enhanced shopping experience to serve the needs of shoppers in the district.

### Expanding Trade Mix for More Diversity



Core Trade Mix is Our Strength

Expanding to the Outer Layers



#### Review of Asset Enhancement Initiatives

AEI is a key component of The Link REIT's growth strategy which the Manager has been implementing actively. The HK\$168 million asset enhancement work at Choi Yuen Plaza was completed in September 2011 and the Manager is pleased with its good return on investment. The Manager had completed 22 AEI projects since The Link REIT was listed in 2005, and properties with completed AEI projects accounted for 39.6% of the Group's revenue (excluding car parks) for the period under review and a total IFA of approximately 3 million square feet.

Seven AEI projects with a total investment of approximately HK\$753 million are currently under construction which are expected to be completed within the next two financial years. The grand opening of one of our flagship centres, Stanley Plaza, will take place on 25 November 2011. Seven additional AEI projects with an aggregate investment of over HK\$600 million are in various stages of obtaining statutory approvals.

#### Status of AEIs

		Capital
	Number of projects	expenditure HK\$'M
Completed since initial public offering	22	1,771
Underway	7	753
Pending statutory approval	7	602
Others under planning <sup>(1)</sup>	>18	>1,400
Total $^{(l)}$	>54	>4,526

Note:

#### Approved AEI Projects Underway (1)

	Total estimated project Capex HK\$'M	Target completion date
Stanley Plaza	227	late 2011
Tai Yuen Commercial Centre	120	late 2011
Leung King Shopping Centre	200	early 2012
Tin Shui Shopping Centre	66	early 2012
Sun Chui Shopping Centre	33	mid 2012
Oi Man Shopping Centre	64	late 2012
Sheung Tak Shopping Centre	43	early 2013
Total	753	

Note:

<sup>(1)</sup> Latest estimated figures.

<sup>(1)</sup> Projects which have secured all internal and necessary statutory approvals.

# First Acquisition – Nan Fung Plaza

On 9 June 2011, the Manager announced the acquisition by The Link REIT of the commercial portion of Nan Fung Plaza from the Nan Fung group of companies for HK\$1,170 million. The acquisition is the first one for The Link REIT since its initial public offering in 2005, and the first venture into retail properties in a private residential development. The acquisition is expected to enhance distribution yield of The Link REIT and capitalise on the synergy value when the operations of Hau Tak Shopping Centre are combined with those of Nan Fung Plaza. This marks a new milestone in The Link REIT's business development and paved the way for further growth opportunities.

Nan Fung Plaza is located adjacent to the Hang Hau mass transit railway station in the Tseung Kwan O district in the New Territories. It is connected by footbridges to The Link REIT's Hau Tak Shopping Centre in Hang Hau. The Manager believes that the addition of Nan Fung Plaza allows us to better leverage on the Manager's expertise in retail property management to bring more business opportunities for the tenants and provide a better shopping environment for the shoppers in the area.

Nan Fung Plaza has been successfully integrated into The Link REIT's portfolio of assets following completion of the acquisition on 11 July 2011. The Manager is focusing on strategies to improve trade mix and has integrated this newly acquired property into the portfolio's marketing plans. New tenants and services will be introduced to Nan Fung Plaza including a bakery shop and the installation of an automatic teller machine. Rental reversion rate and occupancy have been encouraging since completion, which demonstrates our capability in asset management.

#### Performance of Nan Fung Plaza

Periorilance of Nan Fung Plaza	
	As at 30 September 2011
Occupancy rate	98.4%
Valuation	HK\$1,183 million
Average monthly unit rent	an increase of 3.7% since acquisition completed $^{(\prime)}$

Note:

#### Car Park Portfolio

Revenue from car parks accounted for 19.7% of total revenue for the six months ended 30 September 2010: 19.5%). In the six months under review, rental income from car parks grew 11.6% year-on-year to HK\$569 million (six months ended 30 September 2010: HK\$510 million). The implementation of various incentive parking schemes and the closure of some neighbourhood car parks have further stimulated parking demand among our portfolio. The car park operating margin was 59.8% for the six months under review (six months ended 30 September 2010: 57.5%) which excluded the write-back of the waiver fees provision as the final waiver fees assessed by the government were lower than our original estimation.

<sup>(1)</sup> Based on end July 2011 and end September 2011 figures.



#### Key Car Park Property Performance Indicators

	Six months ended 30 September 2011	Six months ended 30 September 2010
Car park space allocation – monthly (%)	87.0	87.0
Car park space allocation – hourly (%)	13.0	13.0
Gross receipts by monthly users (%)	74.5	74.9
Gross receipts by hourly users (%)	25.5	25.1
Utilisation of car park space (%)	78.3	72.6
Car park income per space per month (HK\$)	1,193	1,067
Net property income margin (%)	<b>59.8</b> <sup>(1)</sup>	57.5

Note:

#### **Human Resources**

The Manager's remuneration policy is to provide an equitable, motivating and competitive remuneration package in order to attract, motivate and retain high performing staff. As an ongoing practice of adhering to these principles, the Manager regularly reviews the remuneration policies and practices with the assistance of independent consultants. All full-time and permanent staff are eligible for a discretionary bonus, the payment of which is based on both the individual staff's performance and the performance of The Link REIT. Staff benefits include contribution to mandatory provident fund, annual leave, sick leave, maternity leave, newly introduced paternity leave, medical insurance, life and personal accident insurance.

During the six months ended 30 September 2011, there was a 2% growth in headcount with additional frontline staff in property management. The Manager has appointed new members of senior management including Head of Property Management and Operations, Head of Marketing and General Manager of Quantity Surveying in the period. As at 30 September 2011, the Manager had 814 (31 March 2011: 798) staff.

To continuously improve service quality and recognise the contribution of staff from cleaning and security contractors alongside the front line staff in property management and operations, the Manager has organised the first "The Link Award Ceremony" in June 2011. Based on the scores rated by mystery shoppers of an independent consultant, awards were given to the best performers and teams under different categories.

As one of the key initiatives in caring for its staff, the Manager has introduced an Employee Assistance Programme to all staff members and their families. An independent service provider has been appointed to provide one-stop professional services in preventing, identifying and resolving concerns, difficulties or problems from personal, family and work lives. Qualified and experienced professionals would offer tailor-made information or solutions to those in need.

<sup>(1)</sup> Excluding the write-back of the car park waiver fees provision.

#### **Awards**

In May 2011, the Manager was awarded the Caring Company Certificate by the Hong Kong Council of Social Service. The Caring Company Scheme recognises businesses that make outstanding contribution in Caring for the Community, Caring for Employees and Caring for the Environment. The Manager has been awarded the Caring Company Certificate from 2007 through 2011.

In the same month, the Manager received the Corporate Social Responsibility Awards 2011 organised by Capital Magazine and Capital Weekly. This award acknowledges the Manager's contributions to society and natural development while providing excellent services to customers through its territory-wide portfolio of properties.

In July 2011, Executive Director and CEO of the Manager, Mr George HONGCHOY, won the Outstanding Entrepreneurship Award of Asia Pacific Entrepreneurship Awards organised by Enterprise Asia. This award programme honours leading entrepreneurs who show outstanding performance and achievements in their respective industries in the Asia Pacific region.

Ten of The Link REIT's shopping centres were granted the Certificate of Commendation Scheme for Commercial and Industrial Waste in August 2011. This scheme, run by the Environmental Protection Department, appreciates the Manager's continued commitment to facilitate waste separation and recycling in the workplace and shopping centres with a view to reducing waste.

In October 2011, the Revitalisation of Tai Yuen Fresh Market Project emerged as the winner in the Environmental Excellence category of the Asian CSR Awards 2011, organised by the Asian Institute of Management, for its marked impact upon human health, safety, environment and considerable enrichment of the local economy.

In November 2011, our green community engagement project Eco Terrace held at Lok Fu Plaza has won the Gold Award of the International Council of Shopping Centers Asia Pacific Shopping Center Awards 2011 in the Cause Related Marketing category out of a record 122 marketing and 19 design entries from all over the Asia Pacific region.

# Sustainability Framework

The Manager continues to build on our sustainability initiatives within the seven key areas, namely asset/brand, community, corporate governance, economic, environmental, staff and tenant. Our investment in the portfolio has maintained momentum, with one AEI – Choi Yuen Plaza – completed in the period under review, and another seven AEIs underway. Such efforts to reposition and revitalise our shopping centres create better operating environments for our tenants and enhanced shopping ambience for customers. We also embed environmental-friendly designs and technologies in the retrofitting works. Most notably, Stanley Plaza will complete its asset enhancement by November 2011 and is the first asset within The Link REIT's portfolio to achieve Building Environmental Assessment Method ("BEAM") Platinum standard in recognition of its environmental-friendly construction.



In addition to investing in AEIs, the Manager has also continued with its investment in energy efficient hardware. During the period under review, the Manager replaced 21 chiller units across 14 shopping centres, bringing the total number of energy-efficient chillers replaced to 87. We have also installed four new chiller units in Leung King Shopping Centre, resulting in a total of 22 new chiller units installed in our markets and shopping centres. We also carried out lighting improvement programme, other energy efficiency and work process improvements to achieve savings in electricity usage which compensate for the electricity tariff rates increase in January 2011.

The Link REIT's commitment to the community is highlighted by our support for the statutory minimum wage which came into effect on 1 May 2011 and our offer to reimburse the costs of our contractors to pay for rest-days and meal-breaks for workers of our existing contracted service providers. The Manager believes this commitment is important to strengthen worker morale and labour relations.

The Manager is pleased with the progress on the upgrading works for barrier free access ("BFA") which are planned to be completed in phases by 2016. The upgraded BFA facilities include the provision of accessible lifts, vertical platforms, tactile guide paths, accessible customer service counters, ramps, braille and tactile floor plans and accessible toilets, which will benefit persons with disabilities, the elderly, people with other physical limitations, pregnant women and families with young children.

# Strategy and Outlook

The Manager believes there is further room to improve the existing portfolio and will continue to execute its asset management strategy to enhance trade mix, achieve higher rental return, improve occupancy and deliver better service quality. The successful execution of its AEI strategy has demonstrated that AEI not only generates satisfactory investment return immediately after completion, but also continues to deliver sustainable growth in the long-term as the upgraded properties provide an enhanced shopping environment to attract new tenants. These new tenants widen the appeal to shoppers, generate higher footfall and create a better business environment for other tenants. The Manager is reviewing the feasibility studies on a number of properties and will roll out more AEI projects of various scales in the near future.

The Manager announced its first acquisition for The Link REIT in June 2011 and Nan Fung Plaza has been integrated smoothly into The Link REIT's portfolio upon completion of the acquisition in July 2011. The Manager believes that it can create value on third party assets with its proven asset management capability and will continue to seek suitable acquisition opportunities in the local retail sector to leverage on its strength. Such acquisitions will complement the existing portfolio and enhance its competitiveness going forward. The Link REIT has a strong financial position and sufficient fund raising capacity to finance future acquisitions.



#### Expansion of The Link REIT's Business Model



The buoyant local retail market was evidenced by strong retail sales in the first half of this financial year. Although recent retail sales growth was partly driven by strong tourist influx, private consumption also recorded healthy growth indicated by continuous increase in local consumer spending. The Link REIT's portfolio should benefit from this trend as an above average number of leases are due for renewal in the remainder of the current financial year.

Supported by the strong retail market, positive rental reversion and increasing contributions from completed AEIs, the Manager expects to continue with the rental growth in the second half of the financial year. Cost management will be challenging as inflationary pressure builds up and affects most of our cost items. The Manager remains confident that The Link REIT will sustain stable growth for the full year.

# George Kwok Lung HONGCHOY

Chief Executive Officer

The Link Management Limited
As Manager of The Link Real Estate Investment Trust



# OUR GOVERNANCE

# **CORPORATE GOVERNANCE**

The Link REIT is committed to high standards of corporate governance. The Manager practised effective internal controls and stringent disclosures for high transparency to stakeholders. The board of directors of the Manager (the "Board") comprises a high majority of independent non-executive directors with expertise on real estate, finance and other areas relevant to the business of The Link REIT.

There has been no change to the authorisation structure of The Link REIT since its last corporate governance report for the financial year ended 31 March 2011 (the "latest CG Report"). HSBC Institutional Trust Services (Asia) Limited (the "Trustee") is the trustee of The Link REIT.

# **Compliance**

Throughout the six months ended 30 September 2011:

- the Manager and The Link REIT complied with applicable laws, The Link REIT's trust deed and the Manager's compliance manual;
- the Manager and The Link REIT met the code provisions, wherever applicable, set out in the Code on Corporate Governance Practices in Appendix 14 to the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Listing Rules");
- all the directors of the Manager (the "Directors"), upon specific enquiry on each of them, confirmed that they complied with the required standard set out in the Code Governing Dealings in Securities of The Link REIT by Directors and Senior Executives (which forms part of the Manager's compliance manual and contains provisions no less exacting than those set out in the Model Code for Securities Transactions by Directors of Listed Issuers in Appendix 10 to the Listing Rules);
- the Manager continued to implement stringent internal procedures to monitor and deal with conflict of interest issues which were described in detail in the latest CG Report; and
- the corporate governance policies and practices adopted for The Link REIT were in line with those disclosed in the latest CG Report.

# Changes in the Period under Review

- Mr Simon HO Kam Por ceased to be, and Mr Eric YAU Siu Kei became, a responsible officer
  of the Manager. As at the date of this report, the Manager has 5 responsible officers whose
  names appear in the "Corporation Information" section.
- Dr Allan ZEMAN retired as an Independent Non-Executive Director and ceased to be a member of the audit committee of the Manager (the "Audit Committee") on 13 July 2011. As at the date of this report, the Manager has 11 Directors whose names appear in the "Corporate Information" section.



- Updates on Directors' biographical information:
  - (i) Mr Nicholas Robert SALLNOW-SMITH has been appointed as independent non-executive director of Unitech Corporate Parks PLC (listed on AIM of the London Stock Exchange), Dah Sing Life Assurance Company Limited, Dah Sing Insurance Company Limited and Dah Sing Insurance Company (1976) Limited. He ceased to be the chairman of the board of LionRock Master Fund Limited in Singapore.
  - (ii) Mr Anthony CHOW Wing Kin had retired as an independent non-executive director of Ping An Insurance (Group) Company of China, Ltd (listed on the Main Board of the Hong Kong Stock Exchange).

# **Review by Audit Committee and Auditor**

The condensed consolidated interim financial information of The Link REIT for the six months ended 30 September 2011 had been reviewed by the Audit Committee and The Link REIT's auditor.

# **Acquisition of Real Estate**

On 8 June 2011, The Link Properties Limited (which is wholly owned by The Link REIT) entered into a sale and purchase agreement to acquire the commercial portion of the Nan Fung Plaza and the acquisition was completed on 11 July 2011. Further details of such acquisition were set out in the announcement of The Link REIT dated 9 June 2011 and are on page 22 and Note 22 to the condensed consolidated interim financial information of this interim report.

Save as disclosed herein, The Link REIT and/or its subsidiaries made no other acquisition nor disposal of any real estate in the period.

### Issue of New Units

17,256,268 new units of The Link REIT were issued in the period, comprising (i) 15,827,490 new units issued pursuant to the distribution reinvestment scheme in respect of the final distribution for the financial year ended 31 March 2011; and (ii) 1,428,778 new units issued on vesting of restricted unit awards under the long-term incentive plan of The Link REIT.

# Purchase, Sale or Redemption of The Link REIT's Listed Units

Neither the Manager nor any of The Link REIT's subsidiaries purchased, sold or redeemed any of The Link REIT's listed units during the six months ended 30 September 2011.

#### Public Float

Based on information publicly available to the Manager, The Link REIT continued to maintain the required public float with not less than 25% of its issued units held in public hands as at 30 September 2011.



# **LONG-TERM INCENTIVE PLAN**

No unit options have been granted under the long-term incentive plan of The Link REIT (the "LTI Plan") since its adoption on 23 July 2007. Set out below are movements in the outstanding restricted unit awards (the "RUAs"), which were granted in conjunction with conditional cash awards (the "CCAs") (note 5), under the LTI Plan during the six months ended 30 September 2011 and the balances as at the beginning and end of the period:

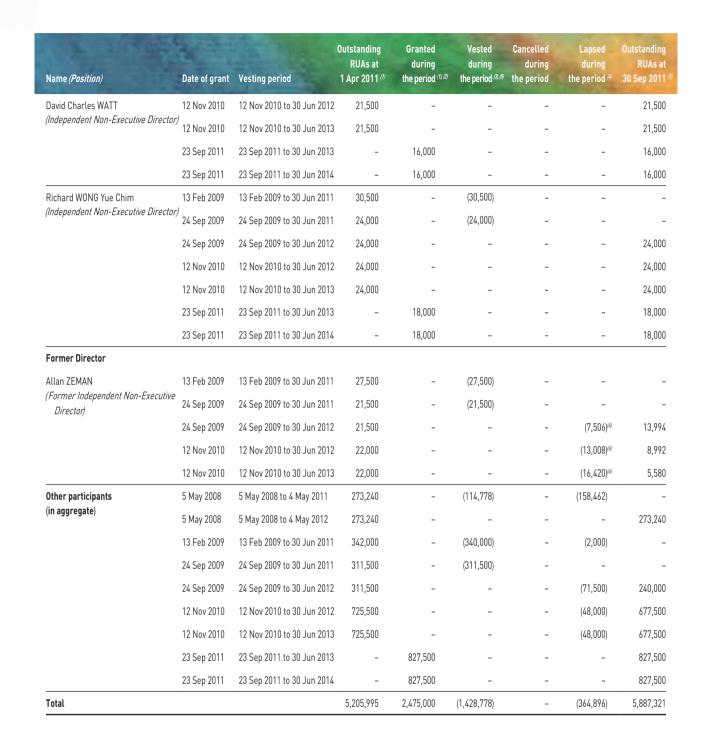
Name ( <i>Position</i> )	Date of grant	Vesting period	Outstanding RUAs at 1 Apr 2011 (7)	Granted during the period (% 2)	Vested during the period <sup>@.©</sup>	Cancelled during the period	Lapsed during the period <sup>(4)</sup>	Outstanding RUAs at 30 Sep 2011 (7)
Current Directors								
Nicholas Robert SALLNOW-SMITH	13 Feb 2009	13 Feb 2009 to 30 Jun 2011	93,000	-	(93,000)	-	-	-
(Independent Non-Executive Director,	24 Sep 2009	24 Sep 2009 to 30 Jun 2011	73,000	-	(73,000)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2012	73,000	-	-	-	-	73,000
	12 Nov 2010	12 Nov 2010 to 30 Jun 2012	70,500	-	-	-	-	70,500
	12 Nov 2010	12 Nov 2010 to 30 Jun 2013	70,500	-	-	-	-	70,500
	23 Sep 2011	23 Sep 2011 to 30 Jun 2013	-	52,500	-	-	-	52,500
	23 Sep 2011	23 Sep 2011 to 30 Jun 2014	-	52,500	-	-	-	52,500
George Kwok Lung HONGCHOY	16 Jan 2009	16 Jan 2009 to 15 Jan 2012	140,515	-	-	-	-	140,515
(Executive Director)	24 Sep 2009	24 Sep 2009 to 30 Jun 2011	121,500	-	(121,500)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2012	121,500	-	-	-	-	121,500
	12 Nov 2010	12 Nov 2010 to 30 Jun 2012	177,500	-	-	-	-	177,500
	12 Nov 2010	12 Nov 2010 to 30 Jun 2013	177,500	-	-	-	-	177,500
	23 Sep 2011	23 Sep 2011 to 30 Jun 2013	-	154,000	-	-	-	154,000
	23 Sep 2011	23 Sep 2011 to 30 Jun 2014	-	154,000	-	-	-	154,000
Andy CHEUNG Lee Ming	12 Nov 2010	12 Nov 2010 to 30 Jun 2012	84,000	-	-	-	-	84,000
(Executive Director)	12 Nov 2010	12 Nov 2010 to 30 Jun 2013	84,000	-	-	-	-	84,000
	23 Sep 2011	23 Sep 2011 to 30 Jun 2013	-	64,500	-	-	-	64,500
	23 Sep 2011	23 Sep 2011 to 30 Jun 2014	-	64,500	-	-	-	64,500
lan Keith GRIFFITHS	13 Feb 2009	13 Feb 2009 to 30 Jun 2011	25,000	-	(25,000)	-	-	_
(Non-Executive Director)	24 Sep 2009	24 Sep 2009 to 30 Jun 2011	19,500	-	(19,500)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2012	19,500	-	-	-	-	19,500
	12 Nov 2010	12 Nov 2010 to 30 Jun 2012	19,500	-	-	-	-	19,500
	12 Nov 2010	12 Nov 2010 to 30 Jun 2013	19,500	-	-	-	-	19,500
	23 Sep 2011	23 Sep 2011 to 30 Jun 2013	-	14,500	-	-	-	14,500
	23 Sep 2011	23 Sep 2011 to 30 Jun 2014	-	14,500	-	-	-	14,500

# OUR GOVERNANCE (CONTINUED)



Name ( <i>Position</i> )	Date of grant	Vesting period	Outstanding RUAs at 1 Apr 2011 (7)	Granted during the period (%,@)	Vested during the period <sup>(3, 8)</sup>	Cancelled during the period	Lapsed during the period <sup>(4)</sup>	Outstanding RUAs at 30 Sep 2011 (7)
Michael Ian ARNOLD	13 Feb 2009	13 Feb 2009 to 30 Jun 2011	33,000	-	(33,000)	-	-	-
(Independent Non-Executive Director)	24 Sep 2009	24 Sep 2009 to 30 Jun 2011	26,000	-	(26,000)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2012	26,000	-	-	-	-	26,000
	12 Nov 2010	12 Nov 2010 to 30 Jun 2012	25,000	-	-	-	-	25,000
	12 Nov 2010	12 Nov 2010 to 30 Jun 2013	25,000	-	-	-	-	25,000
	23 Sep 2011	23 Sep 2011 to 30 Jun 2013	-	18,500	-	-	-	18,500
	23 Sep 2011	23 Sep 2011 to 30 Jun 2014	-	18,500	-	-	-	18,500
William CHAN Chak Cheung	12 Nov 2010	12 Nov 2010 to 30 Jun 2012	26,000	-	-	-	-	26,000
(Independent Non-Executive Director)	12 Nov 2010	12 Nov 2010 to 30 Jun 2013	26,000	-	-	-	-	26,000
	23 Sep 2011	23 Sep 2011 to 30 Jun 2013	-	19,500	-	-	-	19,500
	23 Sep 2011	23 Sep 2011 to 30 Jun 2014	-	19,500	-	-	-	19,500
Anthony CHOW Wing Kin (Independent Non-Executive Director)	13 Feb 2009	13 Feb 2009 to 30 Jun 2011	30,500	-	(30,500)	-	-	
	24 Sep 2009	24 Sep 2009 to 30 Jun 2011	24,000	-	(24,000)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2012	24,000	-	-	-	-	24,000
	12 Nov 2010	12 Nov 2010 to 30 Jun 2012	26,000	-	-	-	-	26,000
	12 Nov 2010	12 Nov 2010 to 30 Jun 2013	26,000	-	-	-	-	26,000
	23 Sep 2011	23 Sep 2011 to 30 Jun 2013	-	19,500	-	-	-	19,500
	23 Sep 2011	23 Sep 2011 to 30 Jun 2014	-	19,500	-	-	-	19,500
Patrick FUNG Yuk Bun	13 Feb 2009	13 Feb 2009 to 30 Jun 2011	33,000	-	(33,000)	-	-	_
(Independent Non-Executive Director)	24 Sep 2009	24 Sep 2009 to 30 Jun 2011	26,000	-	(26,000)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2012	26,000	-	-	-	-	26,000
	12 Nov 2010	12 Nov 2010 to 30 Jun 2012	20,500	-	-	-	-	20,500
	12 Nov 2010	12 Nov 2010 to 30 Jun 2013	20,500	-	-	-	-	20,500
	23 Sep 2011	23 Sep 2011 to 30 Jun 2013	-	15,000	-	-	-	15,000
	23 Sep 2011	23 Sep 2011 to 30 Jun 2014	-	15,000	-	-	-	15,000
Stanley KO Kam Chuen	13 Feb 2009	13 Feb 2009 to 30 Jun 2011	30,500	-	(30,500)	-	-	_
(Independent Non-Executive Director)	24 Sep 2009	24 Sep 2009 to 30 Jun 2011	24,000	-	(24,000)	-	-	-
	24 Sep 2009	24 Sep 2009 to 30 Jun 2012	24,000	-	-	-	-	24,000
	12 Nov 2010	12 Nov 2010 to 30 Jun 2012	24,000	-	-	-	-	24,000
	12 Nov 2010	12 Nov 2010 to 30 Jun 2013	24,000	-	-	-	-	24,000
	23 Sep 2011	23 Sep 2011 to 30 Jun 2013	-	18,000	-	-	-	18,000
	23 Sep 2011	23 Sep 2011 to 30 Jun 2014	_	18,000	_	_	-	18,000





# **OUR GOVERNANCE** (CONTINUED)



#### Notes:

- (1) These figures represent the maximum number of units that may be issued on vesting of the RUAs. The actual number of units that will finally vest and be issued to each participant may range from zero to such maximum number depending on whether, and the extent to which, the relevant vesting conditions are met.
- The closing price of the units as quoted on the Hong Kong Stock Exchange was HK\$26.75 per unit on 22 September 2011, being the business day immediately preceding the date on which the RUAs were granted. On the assumption that the RUAs granted during the period finally vested for the maximum number of units, the estimated fair value of such RUAs would amount to approximately HK\$53.5 million as at 30 September 2011 based on the valuation of an independent valuer.
- (3) The weighted average closing price of the units on the business days immediately preceding the dates on which the RUAs vested in the period is HK\$26.39 per unit.
- (4) These figures represent the maximum number of units relating to the RUAs lapsed in the period. The CCAs granted in conjunction with such RUAs also lapsed simultaneously.
- The RUAs in the above table were all granted in conjunction with CCAs pursuant to which, on vesting of the RUAs, each relevant grantee will be entitled to receive a cash amount equal to the aggregate distributions per unit paid during the relevant vesting period, multiplied by the actual number of units that finally vest and be issued. An aggregate amount of HK\$3,320,862.23 was paid in the period for the CCAs vested. Based on the maximum number of units to be issued in respect of the RUAs granted but not yet vested in the period, the aggregate weighted average value carried by each of the CCAs at 30 September 2011 was HK\$0.8736 per unit.
- (6) These represent RUAs lapsed as a result of Dr Allan ZEMAN's retirement as an Independent Non-Executive Director on 13 July 2011. The CCAs granted in conjunction with such RUAs also lapsed simultaneously.

The RUAs and CCAs are to be expensed through The Link REIT's consolidated income statement over the relevant vesting period. Further details of the LTI Plan are set out in Note 17 to the condensed consolidated interim financial information in this interim report.

# INTERESTS OF SUBSTANTIAL UNITHOLDERS, DIRECTORS AND CONNECTED PERSONS

# Interests of Substantial Unitholders in Units

According to disclosure of interests to the Hong Kong Stock Exchange and the Manager pursuant to the provisions of Part XV of the SFO and the register kept by the Manager, persons having 5% or more interests in the units of The Link REIT as at 30 September 2011 were as follows:

Name	Capacity	Number of units in Long Position (L)/ Short Position (S)/ Lending Pool (LP)	Approximate percentage of total units in issue (*) %
Blackrock, Inc.	Interests of controlled corporations	(L) 140,615,401 (S) 51,445	6.25 0.00
Capital Research and Management Company	Investment Manager	(L) 156,727,000	6.96
Commonwealth Bank of Australia	Interests of controlled corporations	(L) 157,472,434	7.00
The Bank of New York Mellon Corporation	Interest of a controlled corporation	(L) 155,104,556 (LP) 150,067,806	6.89 6.67

#### Note:

Save as disclosed above, there were no other persons having 5% or more interests in the units as at 30 September 2011.

<sup>(1)</sup> The approximate percentages were calculated based on 2,249,540,808 units in issue as at 30 September 2011 (rounded down to two decimal places).



### Interests of Directors in Units

According to disclosure of interests to the Hong Kong Stock Exchange and the Manager pursuant to Part XV of the SFO and the register kept by the Manager, the interests of the Directors in units and underlying units of The Link REIT as at 30 September 2011 were as follows:

100000000		Number	of units	3 5	ALC:	98	Approximate	
	Personal interest®	Family interest	Corporate interest	Other interest	Interest in underlying units <sup>(3)</sup>	Total interest held at 30 Sep 2011	percentage of total units in issue <sup>(4)</sup> %	Total interest held at 31 Mar 2011
Current Directors								
Chairman (also an Independent Non-Executive Director)								
Nicholas Robert SALLNOW-SMITH	327,025	-	-	-	319,000	646,025	0.0287	537,602
Executive Directors								
George Kwok Lung HONGCHOY	283,672	-	-	-	925,015	1,208,687	0.0537	838,515
Andy CHEUNG Lee Ming	-	-	-	-	297,000	297,000	0.0132	168,000
Non-Executive Director								
lan Keith GRIFFITHS	70,604	-	-	-	87,500	158,104	0.0070	128,549
Independent Non-Executive Directors								
Michael Ian ARNOLD	114,224	-	-	-	113,000	227,224	0.0101	190,224
William CHAN Chak Cheung	-	-	-	-	91,000	91,000	0.0040	52,000
Anthony CHOW Wing Kin	308,999	-	-	-	115,000	423,999	0.0188	379,589
Patrick FUNG Yuk Bun	115,620	-	-	-	97,000	212,620	0.0095	181,416
Stanley KO Kam Chuen	102,005	-	-	-	108,000	210,005	0.0093	172,995
David Charles WATT	-	-	-	-	75,000	75,000	0.0033	43,000
Richard WONG Yue Chim	96,347	-	-	-	108,000	204,347	0.0091	157,670
Former Independent Non-Executive Director								
Allan ZEMAN (7)	95,023	-	_	-	28,566	123,589	0.0055	160,523

#### Notes:

Save as disclosed above, none of the Directors or any of their respective associates held any interests in the units or underlying units as at 30 September 2011.

<sup>(1)</sup> These interests in units and underlying units (referring to unvested RUAs) represented only Dr Allan ZEMAN's position as at 13 July 2011 (his date of retirement), adjusted for those RUAs lapsed on his retirement (also see note 6 to the "Long-term Incentive Plan" section above).

<sup>[2]</sup> The personal interests of the Directors in units as stated above are long position interests. There is no short position interest held by any Director.

<sup>(9)</sup> These interests in underlying units are long position interests and represent the maximum number of units which may be issued to the Directors on vesting of the RUAs granted to them under the LTI Plan.

 $<sup>^{(4)}</sup>$  The approximate percentages were calculated based on 2,249,540,808 units in issue as at 30 September 2011.



#### **Interests of Connected Persons in Units**

After making reasonable enquiry and according to information available to the Manager, the following persons (other than Directors and any of their respective associates<sup>(5)</sup>), being connected persons to The Link REIT as defined under the Code on Real Estate Investment Trusts (the "REIT Code"), held interests in units of The Link REIT as at 30 September 2011 as follows:

Name	Number of units held as at 30 Sep 2011	Approximate percentage of total units in issue (4)	Number of units held as at 31 Mar 2011
The Hongkong and Shanghai Banking Corporation Limited ("HSBC") and its subsidiaries <sup>(1)</sup>	2,169,665	0.0964	2,155,592
Wing Hang Bank, Limited <sup>(2)</sup> ("Wing Hang Bank")	100,000	0.0044	100,000
Dah Sing Life Assurance Company Limited <sup>(3)</sup>	1,310,500	0.0583	903,000
Dah Sing Insurance Company Limited <sup>(3)</sup>	25,500	0.0011	25,000

#### Notes:

- (1) The Trustee is an indirect subsidiary of HSBC and hence HSBC and its subsidiaries are connected persons to The Link REIT.
- Wing Hang Bank is a connected person to The Link REIT as Dr Patrick FUNG Yuk Bun, director of the Manager, is the chairman of Wing Hang Bank.
- Dah Sing Life Assurance Company Limited and Dah Sing Insurance Company Limited became connected persons to The Link REIT as Mr Nicholas Robert SALLNOW-SMITH, Chairman of the Manager, has been appointed an independent non-executive director of each of these two companies.
- (4) The approximate percentages stated above were calculated based on 2,249,540,808 units in issue as at 30 September 2011.
- The interests of Directors (as connected persons to The Link REIT) are disclosed in the "Interests of Directors in Units" section above.

## **CONNECTED PARTY TRANSACTIONS**

The following table sets out the connected persons (as defined under the REIT Code) who had entered into transactions with The Link REIT and/or its subsidiaries during the period:

Name of Connected Person	Relationship with The Link REIT	Nature of the Transactions	Income Derived HK\$'M	Expenses Incurred HK\$'M
The Link Management Limited	Manager of The Link REIT	Management fee <sup>(f)</sup>	N/A	(223.5)(1)
HSBC Institutional Trust Services (Asia) Limited	Trustee of The Link REIT	Trustee's fee <sup>(2)</sup>	N/A	(2.8)
Jones Lang LaSalle Limited	Principal Valuer of The Link REIT	Valuation fee	N/A	(0.9)
HSBC and its subsidiaries (excluding the Trustee and its proprietary subsidiaries)	Trustee's holding company and subsidiaries of such holding company	Tenancy/licence <sup>©</sup> and other income	10.24	N/A
("HSBC Group")		Interest expenses and financing charges	N/A	(39.6)
		Arrangement fees and bank charges	N/A	(1.4)



Name of Connected Person	Relationship with The Link REIT	Nature of the Transactions	Income Derived HK\$'M	Expenses Incurred HK\$'M
Industrial and Commercial Bank of China	Associate of Professor Richard WONG	Tenancy/licence <sup>(3)</sup>	2.64	N/A
(Asia) Limited ("ICBC (Asia)")	Yue Chim	Interest income	1.6	N/A
		Interest expenses, financing charges, arrangement fees and bank charges	N/A	(0.3) <sup>5)</sup>
Wing Hang Bank	Associate of Dr Patrick FUNG Yuk Bun	Interest income	0.4	N/A
Aedas Limited and its subsidiaries	Associates of Mr Ian Keith GRIFFITHS	Fees for architectural and renovation consultancy services	N/A	(1.8)
Dah Sing Bank, Limited ("Dah Sing Bank")	Associate of Mr Nicholas Robert SALLNOW-SMITH	Tenancy/licence <sup>(3)</sup>	2.6 <sup>(4)</sup>	N/A
		Interest income	0.1	N/A
		Interest expenses and financing charges	N/A	(0.5)
		Arrangement fees and bank charges	N/A	(0.1)
DTZ Debenham Tie Leung Limited	Associate of Mr David Charles WATT	Agency commission to act for The Link REIT in the acquisition of the commercial portion of Nan Fung Plaza <sup>69</sup>	N/A	(11.7)

#### Notes:

- (1) The Manager, as an internalised management company of The Link REIT, recovers its expenses from The Link REIT on a cost recovery basis.
- The Trustee is entitled to a fee at the rate of 0.008% per annum of the latest property value as determined in the latest annual valuation report of the independent valuer, subject to a minimum of HK\$150,000 per month.
- $\,^{\scriptscriptstyle{(3)}}$   $\,$  For shops, ATMs and showcases at various locations.
- (4) Amounts excluding deposits received.
- The amount included arrangement fees and bank charges paid to ICBC (Asia) of approximately HK\$39,000.
- (6) Details of such connected party transaction were set out in the announcement of The Link REIT dated 9 June 2011.

Apart from the above, The Link REIT and/or its subsidiaries had also entered into connected party transactions in the period with Hong Kong Youth Arts Foundation (associate of Mr Nicholas Robert SALLNOW-SMITH); Hong Kong Securities Institute (associate of Mr George Kwok Lung HONGCHOY); BEAM Society Limited (associate of Mr Michael Ian ARNOLD); and Asia Pacific Real Estate Association (associate of both Mr Michael Ian ARNOLD and Mr George Kwok Lung HONGCHOY). None of the aggregate value of the connected party transactions with each of these connected persons in the period was higher than HK\$100,000.



#### **Lease Transactions with Connected Persons**

In addition to those tenancies set out on page 91 of the annual report 2011 of The Link REIT (of which these tenancies still remained in effect up to period end), the following lease transactions were entered into by The Link REIT and/or its subsidiaries with connected persons (as defined under the REIT Code) in the period with an annual rent exceeding HK\$1 million:

Name of tenant	Nature of transaction	Lease term	Rent HK\$"M	Rental deposit received as at 30 Sep 2011 HK\$'M
ICBC (Asia)	Renewed tenancy for shops F18 & F19 A-C at Oi Man Shopping Centre	Term of 3 years expiring on 31/08/2014	1.3 <sup>(7)</sup>	0.4
	Tenancy for shops 21-23, Ground Floor at Tai Hing Commercial Centre	Term of 2 years expiring on 31/07/2013	1.1(7)	0.3
HSBC	Renewed tenancy for shops L202-L206 at Lok Fu Plaza	Term of 6 months expiring on 21/02/2012	1.1	0.6 <sup>(2)</sup>

#### Notes:

## **Provision of Banking and Financial Services by Connected Persons**

The Link REIT and its subsidiaries engaged the HSBC Group, ICBC (Asia), Wing Hang Bank and Dah Sing Bank to provide ordinary course banking and financial services in the period. Further details are set out in Note 24 to the condensed consolidated interim financial information in this interim report.

In addition, HSBC acted as dealer in two tranches of fixed rate private notes for HK\$300 million and HK\$203 million, respectively, issued pursuant to the Guaranteed Euro Medium Term Note Programme in the period.

## **Waivers from Strict Compliance**

During the period, the Manager complied with the terms and conditions of various waivers granted by the SFC from strict compliance with certain requirements of Chapter 8 of the REIT Code in respect of certain connected party transactions entered into by The Link REIT with its connected persons (as defined in the REIT Code).

<sup>(1)</sup> The rent is calculated by the monthly base rent on a 12-month basis as if such rent would have been received throughout the financial year ending 31 March 2012.

<sup>(2)</sup> In the form of bank guarantee.

# OUR GOVERNANCE (CONTINUED)



## **INVESTOR RELATIONS**

The Manager has continually communicated with both the stakeholders and the Unitholders during the period under review. Since 1 April 2011, the Manager had participated in the following road-shows and investors' conferences to enhance investors' understanding of The Link REIT's operations and developments.

Month	Event	Organiser	Venue
2011			
April	Property Access Day	Bank of America Merrill Lynch	Hong Kong
April	APREA Property Leaders Forum	Macquarie	Beijing
April	DBS Vickers Pulse of Asia Conference	DBS Vickers	Hong Kong
June	Post Final Results Roadshow	Bank of America Merrill Lynch	Hong Kong/Singapore
June	Regional Property Access Conference	CLSA	Hong Kong
June	Post Final Results Roadshow	Macquarie	Sydney
June	Asian Financials Conference	HSBC	London
June	Real Estate Investment World Asia 2011	Terrapinn	Singapore
June	Hong Kong/China Investment Seminar	Daiwa	Hong Kong
July	Hong Kong/China Mini Conference	Citi	Hong Kong
August	North Asia Conference	Macquarie	Hong Kong
September	2011 Global Real Estate Conference	Bank of America Merrill Lynch	New York
September	Daiwa Asia REIT day	Daiwa	Hong Kong
September	Hong Kong/China Property Conference 2011	UBS	Hong Kong

### **AUDITOR'S REVIEW REPORT**





羅兵咸永道

REPORT ON REVIEW OF INTERIM FINANCIAL INFORMATION
TO THE BOARD OF DIRECTORS OF THE LINK MANAGEMENT LIMITED
(as "Manager" of THE LINK REAL ESTATE INVESTMENT TRUST)

#### Introduction

We have reviewed the interim financial information set out on pages 40 to 67, which comprises the condensed consolidated statement of financial position of The Link Real Estate Investment Trust ("The Link REIT") and its subsidiaries (together, the "Group") as at 30 September 2011 and the related condensed consolidated income statement, the condensed consolidated statement of comprehensive income, the condensed consolidated statement of changes in equity and net assets attributable to unitholders, the condensed consolidated statement of cash flows and the consolidated statement of distributions for the six-month period then ended, and a summary of significant accounting policies and other explanatory notes. The Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited require the preparation of a report on interim financial information to be in compliance with the relevant provisions thereof and Hong Kong Accounting Standard 34 "Interim Financial Reporting" issued by the Hong Kong Institute of Certified Public Accountants. The directors of the Manager are responsible for the preparation and presentation of this interim financial information in accordance with Hong Kong Accounting Standard 34 "Interim Financial Reporting". Our responsibility is to express a conclusion on this interim financial information based on our review and to report our conclusion solely to you, as a body, in accordance with our agreed terms of engagement and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report.

## **Scope of Review**

We conducted our review in accordance with Hong Kong Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Hong Kong Institute of Certified Public Accountants. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Hong Kong Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

#### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim financial information is not prepared, in all material respects, in accordance with Hong Kong Accounting Standard 34 "Interim Financial Reporting".

#### **PricewaterhouseCoopers**

Certified Public Accountants

Hong Kong, 9 November 2011

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## CONDENSED CONSOLIDATED INCOME STATEMENT

For the six months ended 30 September 2011

	Note	Six months ended 30 September 2011 (Unaudited) HK\$'M	Six months ended 30 September 2010 (Unaudited) HK\$'M (Restated)
Revenues	4	2,887	2,621
Property operating expenses	6	(846)	(856)
Net property income		2,041	1,765
General and administrative expenses		(147)	(80)
Change in fair values of investment properties		3,272	3,259
Operating profit	7	5,166	4,944
Interest income		11	1
Finance costs on interest bearing liabilities	8	(197)	(271)
Profit before taxation and transactions with Unitholders		4,980	4,674
Taxation	10	(288)	(236)
Profit for the period, before transactions with Unitholders (Note (i))	11	4,692	4,438
Distributions paid to Unitholders (Note (ii))		(1,286)	(1,079)
		3,406	3,359
Represented by:			
Change in net assets attributable to Unitholders, excluding issues of new units		3,373	3,317
Amount arising from cash flow hedging reserve movement	21	33	42
		3,406	3,359

The notes on pages 46 to 67 are an integral part of these condensed consolidated interim financial information.

#### Notes:

- (i) Earnings per unit, based upon profit after taxation and before transactions with Unitholders and the weighted average number of units in issue, is set out in Note 11 to the condensed consolidated interim financial information.
- (ii) This represents the final distribution of HK\$1,286 million for the year ended 31 March 2011 (2010: HK\$1,079 million) paid during the period.
- (iii) Total Distributable Income (as defined in the Trust Deed constituting The Link Real Estate Investment Trust) for the six months ended 30 September 2011 is determined in the consolidated statement of distributions. The interim distribution declared in respect of this financial period as set out in the consolidated statement of distributions will be paid to Unitholders on or about 13 January 2012.

# CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

For the six months ended 30 September 2011

	Note	Before transactions with Unitholders (Unaudited) HK\$'M	Transactions with Unitholders (Note (i)) (Unaudited) HK\$'M	After transactions with Unitholders (Unaudited) HK\$'M
Six months ended 30 September 2011				
Profit for the period		4,692	(4,659)	33
Other comprehensive loss  Cash flow hedging reserve		(33)	-	(33)
Total comprehensive income for the period	(ii)	4,659	(4,659)	

	Note	Before transactions with Unitholders (Unaudited) HK\$'M (Restated)	Transactions with Unitholders (Note (i)) (Unaudited) HK\$'M (Restated)	After transactions with Unitholders (Unaudited) HK\$'M
Six months ended 30 September 2010				
Profit for the period		4,438	(4,396)	42
Other comprehensive loss Cash flow hedging reserve		(42)	_	(42)
Total comprehensive income for the period	(ii)	4,396	(4,396)	_

The notes on pages 46 to 67 are an integral part of these condensed consolidated interim financial information.

#### Notes:

<sup>(</sup>i) Transactions with Unitholders comprise the distributions to Unitholders of HK\$1,286 million (2010: HK\$1,079 million) and change in net assets attributable to Unitholders, excluding issues of new units, of HK\$3,373 million (2010: HK\$3,317 million, as restated).

<sup>(</sup>ii) In accordance with the Trust Deed, The Link Real Estate Investment Trust is required to distribute to Unitholders not less than 90% of Total Distributable Income for each financial period. Accordingly, the units contain contractual obligations of the trust to pay cash distributions. The Unitholders' funds are therefore classified as a financial liability rather than equity in accordance with Hong Kong Accounting Standard 32: Financial Instruments: Presentation. Consistent with Unitholders' funds being classified as a financial liability, the distributions to Unitholders and change in net assets attributable to Unitholders, excluding issues of new units, are finance costs. Accordingly, the total comprehensive income, after the transactions with Unitholders, is zero.



## CONSOLIDATED STATEMENT OF DISTRIBUTIONS

For the six months ended 30 September 2011

N	lote	Six months ended 30 September 2011 (Unaudited) HK\$'M	Six months ended 30 September 2010 (Unaudited) HK\$'M (Restated)
Profit for the period, before transactions with Unitholders		4,692	4,438
Adjustments:			
Change in fair values of investment properties		(3,272)	(3,259)
Other non-cash income		-	(7)
Total Distributable Income (Note (i))		1,420	1,172
Interim distribution for the period, to be paid to the Unitholders (Note (ii))		1,420	1,172
As a percentage of Total Distributable Income		100%	100%
Units in issue as at 30 September	20	2,249,540,808	2,217,446,050
Distribution per unit to Unitholders for the period (Note (iii))		HK63.11 cents	HK52.86 cents

The notes on pages 46 to 67 are an integral part of these condensed consolidated interim financial information.

#### Notes:

- (i) Under the terms of the Trust Deed, the Total Distributable Income is the consolidated profit after taxation attributable to Unitholders (equivalent to profit for the period, before transactions with Unitholders) adjusted to eliminate the effects of certain non-cash adjustments which have been recorded in the condensed consolidated income statement for the relevant period.
- (ii) Pursuant to the Trust Deed, The Link Real Estate Investment Trust is required to ensure that the total amount distributed to Unitholders as distributions for each financial period shall be no less than 90% of Total Distributable Income, plus at its discretion, any other additional amount that the Manager determines is distributable. The Manager has decided to distribute 100% of Total Distributable Income as the distribution for the six months ended 30 September 2011 (2010: 100%). The interim distribution will be paid to Unitholders on or about 13 January 2012.
- (iii) The interim distribution per unit of HK63.11 cents for the six months ended 30 September 2011 is calculated based on the interim distribution of HK\$1,420 million for the period and 2,249,540,808 units in issue as at 30 September 2011. The interim distribution per unit of HK52.86 cents for the six months ended 30 September 2010 was calculated based on the interim distribution of HK\$1,172 million for the period and 2,217,446,050 units in issue as at 30 September 2010.

## CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at 30 September 2011

	Note	30 September 2011 (Unaudited) HK\$'M	31 March 2011 (Audited) HK\$'M
Non-current assets			
Goodwill		321	281
Investment properties	12	72,096	67,318
Property, plant and equipment	13	73	76
Derivative financial instruments	19	148	34
		72,638	67,709
Current assets			
Trade and other receivables	14	153	159
Deposits and prepayments		41	32
Short-term bank deposits	15	1,061	155
Cash and cash equivalents	15	1,075	699
		2,330	1,045
Total assets		74,968	68,754
Current liabilities			
Trade payables, receipts in advance and accruals	16	890	1,026
Security deposits		824	739
Provision for taxation		268	139
Current portion of long-term incentive plan provision	17	34	38
Interest bearing liabilities	18	1,850	2,598
Derivative financial instruments	19	5	37
		3,871	4,577
Net current liabilities		1,541	3,532
Total assets less current liabilities		71,097	64,177
Non-current liabilities, excluding net assets attributable to Unitholders			
Long-term incentive plan provision	17	14	29
Interest bearing liabilities	18	10,704	7,782
Derivative financial instruments	19	420	332
Deferred tax liabilities		1,152	1,059
		12,290	9,202
Total liabilities, excluding net assets attributable to Unitholders		16,161	13,779
Net assets attributable to Unitholders		58,807	54,975
Units in issue	20	2,249,540,808	2,232,284,540
Net assets per unit attributable to Unitholders		HK\$26.14	HK\$24.63

The notes on pages 46 to 67 are an integral part of these condensed consolidated interim financial information.

On behalf of the Board of Directors of The Link Management Limited, as the Manager

Nicholas Robert SALLNOW-SMITH Chairman 9 November 2011 **George Kwok Lung HONGCHOY** *Chief Executive Officer*9 November 2011



# CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY AND NET ASSETS ATTRIBUTABLE TO UNITHOLDERS

For the six months ended 30 September 2011

	Note	Total equity (Unaudited) HK\$'M	Net assets attributable to Unitholders (Unaudited) HK\$'M	Total (Unaudited) HK\$'M
Net assets attributable to Unitholders at 1 April 2011		_	54,975	54,975
Issuance of units				
under distribution reinvestment scheme		-	420	420
under long-term incentive plan		- ,	39	39
Profit for the period ended 30 September 2011, before transactions with Unitholders		-	4,692	4,692
Distributions paid to Unitholders 2011 final distribution		-	(1,286)	(1,286)
Change in fair values of cash flow hedges	21	(139)	-	(139)
Amount transferred to the condensed consolidated income statement	21	106	-	106
Amount arising from cash flow hedging reserve movement	21	33	(33)	-
Change in net assets attributable to Unitholders for the period ended 30 September 2011, excluding issues of new units		_	3,373	3,373
Net assets attributable to Unitholders at			3,5.5	3,070
30 September 2011		-	58,807	58,807
Net assets attributable to Unitholders at 1 April 2010		-	38,444	38,444
Prior year adjustments in respect of changes in accounting policy		-	2,701	2,701
Net assets attributable to Unitholders at 1 April 2010, as restated		-	41,145	41,145
Issuance of units			0.40	0.40
under distribution reinvestment scheme		_	268	268
under long-term incentive plan Profit for the period ended 30 September 2010, before transactions with		_	36	36
Unitholders, as restated		-	4,438	4,438
Distributions paid to Unitholders 2010 final distribution		_	(1,079)	(1,079)
Change in fair values of cash flow hedges		(218)	-	(218)
Amount transferred to the condensed consolidated income statement		176	-	176
Amount arising from cash flow hedging reserve movement		42	(42)	
Change in net assets attributable to Unitholders for the period ended 30 September 2010, excluding issues of new units, as restated		_	3,317	3,317
Net assets attributable to Unitholders at			0,017	0,017
30 September 2010, as restated		-	44,766	44,766

The notes on pages 46 to 67 are an integral part of these condensed consolidated interim financial information.

# **CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS**

For the six months ended 30 September 2011

		Six months	Six months
		ended	ended
		30 September	30 September
		2011	2010
	Note	(Unaudited) HK\$'M	(Unaudited) HK\$'M
Operating activities	Note	ПҚФМ	ти фин
Net cash generated from operating activities		1,849	1,627
Investing activities			
Acquisition of Nan Fung Plaza	22	(1,170)	-
Additions to investment properties		(406)	(297)
Additions to property, plant and equipment		(10)	(3)
Proceeds from disposal of property, plant and equipment		-	1
Interest income received		9	1
(Increase)/decrease in short-term bank deposits with origina maturity of more than three months	l	(906)	243
Net cash used in investing activities		(2,483)	(55)
Financing activities			
Proceeds from interest bearing liabilities,			0.400
net of transaction costs		6,597	2,492
Repayment of interest bearing liabilities		(4,520)	(2,730)
Interest expenses paid on interest bearing liabilities		(201)	(249)
Distributions paid to Unitholders		(866)	(811)
Net cash generated from/(used in) financing activities		1,010	(1,298)
Net increase in cash and cash equivalents		376	274
Cash and cash equivalents at 1 April		699	633
Cash and cash equivalents at 30 September		1,075	907

The notes on pages 46 to 67 are an integral part of these condensed consolidated interim financial information.



# NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL INFORMATION

### 1 Corporate information

The Link Real Estate Investment Trust ("The Link REIT") is a collective investment scheme authorised under section 104 of the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong). The Link REIT is governed by a trust deed entered into on 6 September 2005 (as amended and supplemented by the First Supplemental Deed dated 4 November 2005, the Second Supplemental Deed dated 8 November 2005, the Third Supplemental Deed dated 16 January 2006, the Fourth Supplemental Deed dated 21 November 2006, the Fifth Supplemental Deed dated 13 July 2007, the Sixth Supplemental Deed dated 23 July 2007, the Seventh Supplemental Deed dated 5 October 2009 and the Eighth Supplemental Deed dated 23 July 2010) (together the "Trust Deed").

The principal activity of The Link REIT and its subsidiaries (the "Group") is investment in retail properties and car park operations in Hong Kong. The addresses of the registered offices of the Manager, The Link Management Limited, and the trustee of The Link REIT, HSBC Institutional Trust Services (Asia) Limited, are 33/F., AXA Tower, Landmark East, 100 How Ming Street, Kwun Tong, Kowloon, Hong Kong and 1 Queen's Road Central, Hong Kong, respectively.

## 2 Basis of preparation

The condensed consolidated interim financial information for the six months ended 30 September 2011 has been prepared in accordance with Hong Kong Accounting Standard ("HKAS") 34 "Interim Financial Reporting" issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA"). The condensed consolidated interim financial information should be read in conjunction with the audited consolidated financial statements for the year ended 31 March 2011.

As at 30 September 2011, the Group's current liabilities exceeded its current assets by HK\$1,541 million. Taking into account the unutilised committed bank loan facilities of HK\$2,310 million, the Group considers that its liquidity and financial position as a whole is healthy and it has a reasonable expectation that the Group has adequate resources to meet its liabilities and commitments as and when they fall due and to continue in operational existence for the foreseeable future. Accordingly, it continues to adopt the going concern basis in preparing the condensed consolidated interim financial information.

## 3 Accounting policies

The accounting policies adopted are consistent with those set out in the audited consolidated financial statements for the year ended 31 March 2011, except for the adoption of the following new standards, amendments and interpretations issued by the HKICPA which became effective for the six months ended 30 September 2011.

HKFRS 1 Amendment Limited Exemptions from Comparative HKFRS 7 Disclosures for

First-time Adopters

HK(IFRIC)-Int 14 Amendment Prepayments of a Minimum Funding Requirement

HK(IFRIC)-Int 19 Extinguishing Financial Liabilities with Equity Instruments

Improvements to HKFRSs 2010

The adoption of these new standards, amendments and interpretations has not had any significant effect on the accounting policies or results and financial position of the Group.



### 3 Accounting policies (continued)

#### Early adoption of amendments to HKAS 12 "Deferred Tax: Recovery of Underlying Assets"

The HKICPA issued the amendments to HKAS 12 "Deferred Tax: Recovery of Underlying Assets" in December 2010, effective for annual periods beginning on or after 1 January 2012 with early adoption permitted. The amendments require deferred tax on an investment property, carried under the fair value model in HKAS 40, to be measured presuming that an investment property is recovered through sale.

The Group had early adopted these amendments retrospectively for the year ended 31 March 2011 and certain comparative figures in the condensed consolidated interim financial information for the period ended 30 September 2010 have been restated to reflect the change in accounting policy. The effects of adoption are summarised below:

(i) On the condensed consolidated income statement for the period ended 30 September 2010

	HK\$'M
Decrease in taxation	(538)
Increase in profit for the period, before transactions with Unitholders	538
Increase in net assets attributable to Unitholders	538
Increase in earnings per unit, basic and diluted	HK\$0.24

(ii) The effects of adopting the amendments to HKAS12 on the consolidated statement of financial position as at 31 March 2011 were disclosed in Note 2(c) to the audited consolidated financial statements for the year ended 31 March 2011.

The following new standards, amendments and interpretations, which have been published but are not yet effective, have not been early adopted in the condensed consolidated interim financial information. These are effective for the Group's accounting periods beginning on or after 1 April 2012.

Presentation of Items of Other Comprehensive Income 1

HKAS 19 (2011)

HKAS 27 (2011)

Separate Financial Statements <sup>2</sup>

HKAS 28 (2011)

Investments in Associates and Joint Ventures <sup>2</sup>

Severe Hyperinflation and Removal of Fixed Dates for First-time Adopters <sup>3</sup>

HKFRS 7 Amendments

Disclosures – Transfers of Financial Assets <sup>3</sup>

HKFRS 9

HKFRS 10

Consolidated Financial Statements <sup>2</sup>

HKFRS 11 Joint Arrangements <sup>2</sup>

HKFRS 12 Disclosures of Interests in Other Entities <sup>2</sup>

HKFRS 13 Fair Value Measurement <sup>2</sup>

effective for accounting periods beginning on or after 1 July 2012

HKAS 1 (Revised) Amendment

- effective for accounting periods beginning on or after 1 January 2013
- effective for accounting periods beginning on or after 1 July 2011





## 3 Accounting policies (continued)

The Group is in the process of making an assessment of the impact of these new and revised Hong Kong Financial Reporting Standards ("HKFRSs") upon initial application. So far, the Manager has concluded that while the adoption of the new or revised HKFRSs may result in new or amended disclosures, these are unlikely to have a significant impact on the Group's results of operations and financial position.

#### 4 Revenues

Revenues recognised during the period comprise:

	Six months	Six months
	ended	ended
	30 September	30 September
	2011	2010
	(Unaudited)	(Unaudited)
	HK\$'M	HK\$'M
Rental income from retail properties	2,162	1,967
Gross rental revenue from car parks	569	510
	2,731	2,477
Other revenues		
Air conditioning service fees	143	136
Other property related income	13	8
	156	144
Total revenues	2,887	2,621

Leases with tenants provide for monthly base rent and recovery of certain outgoings. Additional rents based on business turnover amounted to HK\$56 million (2010: HK\$38 million) and had been included in the rental income.



# 5 Segment information

	Retail properties HK\$'M	Car parks HK\$'M	Head office HK\$'M	Total HK\$'M
For the six months ended 30 September 2011 (Unaudited)				
Revenues	2,317	570	-	2,887
Segment results	1,642	399	(147)	1,894
Change in fair values of investment properties	2,577	695	_	3,272
Interest income				11
Finance costs on interest bearing liabilities				(197)
Profit before taxation and transactions with Unitholders				4,980
Taxation				(288)
Profit for the period, before transactions with Unitholders				4,692
Capital expenditure	1,486	20	10	1,516
Depreciation	-	-	(13)	(13)
As at 30 September 2011 (Unaudited)				
Segment assets	61,709	10,555	99	72,363
Goodwill				321
Derivative financial instruments				148
Short-term bank deposits				1,061
Cash and cash equivalents				1,075
Total assets				74,968
Segment liabilities	1,403	114	197	1,714
Provision for taxation				268
Long-term incentive plan provision				48
Interest bearing liabilities				12,554
Derivative financial instruments				425
Deferred tax liabilities			_	1,152
Total liabilities, excluding net assets attributable to Unitholders				16,161
Net assets attributable to Unitholders			_	58,807



# 5 Segment information (continued)

For the six months ended 30 September 2010 (Unaudited) Revenues	2,111			
Revenues	2,111			
		510	_	2,621
Segment results	1,472	293	(80)	1,685
Change in fair values of investment properties	2,738	521	-	3,259
Interest income				1
Finance costs on interest bearing liabilities				(271)
Profit before taxation and transactions with Unitholders			_	4,674
Taxation				(236)
Profit for the period, before transactions with Unitholders				4,438
Capital expenditure	286	11	3	300
Depreciation	_	_	(9)	(9)
(Audited) Segment assets Goodwill Derivative financial instruments Short-term bank deposits	57,650	9,838	97	67,585 281 34 155
Cash and cash equivalents				699
Total assets				68,754
Total assets				
Segment liabilities	1,347	199	219	1,765
Provision for taxation	·			139
Long-term incentive plan provision				67
Interest bearing liabilities				10,380
Derivative financial instruments				369
Deferred tax liabilities				1,059
Total liabilities, excluding net assets attributable to Unitholders				13,779
Net assets attributable to Unitholders			_	54,975



# 6 Property operating expenses

	Six months ended 30 September 2011 (Unaudited) HK\$'M	Six months ended 30 September 2010 (Unaudited) HK\$'M
Property managers' fees, security and cleaning	251	212
Staff costs (Note 9)	129	123
Government rent and rates	87	78
Repair and maintenance	103	116
Utilities	182	182
Promotion and marketing expenses	39	39
Estate common area costs	51	49
Other property operating expenses	4	57
	846	856

# 7 Operating profit before finance costs, taxation and transactions with Unitholders

	Six months ended 30 September 2011 (Unaudited) HK\$'M	Six months ended 30 September 2010 (Unaudited) HK\$'M
Operating profit before finance costs, taxation and transactions with Unitholders is stated after charging:		
Staff costs (Note 9)	188	174
Depreciation of property, plant and equipment	13	9
Trustee's fee	3	2
Valuation fee	1	1
Auditor's remuneration	2	2
Bank charges	2	2
Operating lease charges	6	6
Other legal and professional fees	4	6
Commission to property agents	12	-



# 8 Finance costs on interest bearing liabilities

	Six months ended 30 September 2011 (Unaudited) HK\$'M	Six months ended 30 September 2010 (Unaudited) HK\$'M
Interest expenses on interest bearing liabilities wholly repayable within five years	66	58
Interest expenses on interest bearing liabilities wholly repayable beyond five years	51	43
Other borrowing costs (Note)	93	185
	210	286
Less: capitalised under investment properties	(13)	(15)
	197	271

Note: Other borrowing costs include HK\$106 million (2010: HK\$176 million) net losses on interest rate swaps designated as cash flow hedges, HK\$22 million (2010: HK\$15 million) net gains on interest rate swaps and cross currency swaps designated as fair value hedges and various banking and financing charges.

#### 9 Staff costs

	Six months ended 30 September 2011 (Unaudited) HK\$'M	Six months ended 30 September 2010 (Unaudited) HK\$'M
Wages and salaries	183	163
Contributions to mandatory provident fund scheme	4	4
Long-term incentive plan awards (Note 17)	23	27
	210	194
Less: capitalised under investment properties	(22)	(20)
	188	174

#### Staff costs can be further analysed as below:

	Six months ended 30 September 2011 (Unaudited) HK\$'M	Six months ended 30 September 2010 (Unaudited) HK\$`M
Included under property operating expenses (Note 6)	129	123
Included under general and administrative expenses	59	51
	188	174

## NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL INFORMATION (CONTINUED)



### 10 Taxation

Hong Kong profits tax has been provided for at the rate of 16.5% (2010: 16.5%) on the estimated assessable profit for the period.

The amount of taxation charged to the condensed consolidated income statement represents:

	Six months ended 30 September 2011 (Unaudited) HK\$'M	Six months ended 30 September 2010 (Unaudited) HK\$'M (Restated)
Current taxation	195	154
Deferred taxation - Accelerated depreciation allowances	93	82
Taxation	288	236

# 11 Earnings per unit based upon profit after taxation and before transactions with Unitholders

	Six months ended 30 September 2011 (Unaudited)	Six months ended 30 September 2010 (Unaudited) (Restated)
Profit after taxation and before transactions with Unitholders	HK\$4,692 million	HK\$4,438 million
Weighted average number of units for the period for calculating basic earnings per unit	2,238,682,214	2,207,118,833
Adjustment for dilutive contingently issuable units under long-term incentive plan	1,921,518	2,059,471
Weighted average number of units for the period for calculating diluted earnings per unit	2,240,603,732	2,209,178,304
Basic earnings per unit based upon profit after taxation and before transactions with Unitholders	HK\$2.10	HK\$2.01
Diluted earnings per unit based upon profit after taxation and before transactions with Unitholders	HK\$2.09	HK\$2.01



### 12 Investment properties

### (a) Details of the movements of investment properties are as follows:

	Retail properties (Unaudited) HK\$'M	Car parks (Unaudited) HK\$'M	Total (Unaudited) HK\$'M
At 1 April 2011	57,510	9,808	67,318
Acquisition of Nan Fung Plaza (Note 22)	1,130	-	1,130
Additions	356	20	376
Change in fair values	2,577	695	3,272
At 30 September 2011	61,573	10,523	72,096

#### (b) Government leases

The properties included as investment properties on the condensed consolidated statement of financial position comprise properties where the Group has legal title under government leases for a fixed number of years (with renewal rights in one case). As at 30 September 2011, the remaining lease periods range from 32 to 49 years (31 March 2011: 32 to 49 years).

#### (c) Fair values

The investment properties were revalued on an open market value basis as at 31 March and 30 September 2011 by Jones Lang LaSalle Limited, an independent firm of professional qualified valuers and the principal valuer of The Link REIT.

#### (d) Restriction of the Code on Real Estate Investment Trusts (the "REIT Code")

The commercial portion of the Nan Fung Plaza was acquired on 11 July 2011 and in accordance with the REIT Code, The Link REIT is prohibited from disposing of its property for at least two years from the time such property is acquired, unless the Unitholders have passed a special resolution consenting to the proposed disposal.

#### (e) Security for the Group's loan facilities

As at 30 September 2011, certain of the Group's investment properties, amounting to approximately HK\$7.2 billion (31 March 2011: HK\$6.9 billion), were pledged to secure the loan from The Hong Kong Mortgage Corporation Limited ("HKMC"). No property was pledged to secure any bank loan or medium term note.



# 13 Property, plant and equipment

	Leasehold improvements (Unaudited) HK\$'M	Motor vehicles (Unaudited) HK\$'M	Equipment (Unaudited) HK\$'M	Total (Unaudited) HK\$'M
At 1 April 2011	35	4	37	76
Additions	3	-	7	10
Depreciation charge for the period	(8)	(1)	(4)	(13)
At 30 September 2011	30	3	40	73
At 30 September 2011				
Cost	65	4	89	158
Accumulated depreciation	(35)	(1)	(49)	(85)
Net book value	30	3	40	73

## 14 Trade and other receivables

	30 September 2011 (Unaudited) HK\$'M	31 March 2011 (Audited) HK\$'M
Trade receivables	51	55
Less: provision for impairment of trade receivables	(2)	(4)
Trade receivables – net	49	51
Other receivables	104	108
	153	159

Receivables are denominated in Hong Kong Dollars and the carrying amounts of these receivables approximate their fair values.

There are no specific credit terms given to the tenants. The trade receivables are generally fully covered by the rental deposits/bank guarantees from corresponding tenants.



## 14 Trade and other receivables (continued)

The ageing analysis of trade receivables is as follows:

	30 September 2011 (Unaudited) HK\$'M	31 March 2011 (Audited) HK\$'M
0 – 30 days	48	48
31 – 90 days	2	4
Over 90 days	1	3
	51	55

Monthly rentals in respect of retail properties are payable in advance by tenants in accordance with the leases while daily gross receipts from car parks are received from the car park operators in arrears.

## 15 Cash and cash equivalents and short-term bank deposits

	30 September 2011 (Unaudited) HK\$'M	31 March 2011 (Audited) HK\$`M
Cash in hand	1	1
Cash at bank	26	36
Short-term bank deposits with original maturity of less than three months	1,048	662
Cash and cash equivalents	1,075	699
Short-term bank deposits with original maturity of more than three months	1,061	155
	2,136	854



# 16 Trade payables, receipts in advance and accruals

	30 September 2011 (Unaudited) HK\$'M	31 March 2011 (Audited) HK\$'M
Trade payables	77	75
Receipts in advance	99	123
Accruals	714	828
	890	1,026

The ageing analysis of trade payables is as follows:

	30 September 2011 (Unaudited) HK\$'M	31 March 2011 (Audited) HK\$'M
0 – 30 days	45	60
31 – 90 days	31	14
Over 90 days	1	1
	77	75

Payables are denominated in Hong Kong Dollars and the carrying amounts of these payables approximate their fair values.

# 17 Long-term incentive plan provision

	30 September 2011 (Unaudited) HK\$'M	31 March 2011 (Audited) HK\$'M
Long-term incentive plan provision	48	67
Less: current portion of long-term incentive plan provision	(34)	(38)
Non-current portion of long-term incentive plan provision	14	29





### 17 Long-term incentive plan provision (continued)

A long-term incentive plan (the "Plan") was approved and adopted by ordinary resolution on 23 July 2007 at the annual general meeting of the Unitholders. The Plan shall be valid and effective for 10 years commencing on the adoption date.

Under the Plan, the Manager may grant three types of awards, the Restricted Unit Awards ("RUA"), Unit Options and Conditional Cash Awards ("CCA") (collectively the "Awards") to directors and key employees of the Manager. Awards are approved by the Human Resources and Compensation Committee and, in the case of directors of the Manager, by the Board on recommendation of Remuneration Committee. No Unit Option has been granted since the adoption date.

Upon the vesting of RUA, units are to be issued to the grantees on a sliding scale, depending on the scale of achievement against the total Unitholders return ("TUR") or net property income ("NPI"), where appropriate, providing that the minimum criteria for the performance measure determined by the Human Resources and Compensation Committee has been met.

During the period, certain directors and employees of the Manager were granted the RUA and CCA at nil monetary consideration. The RUA granted under the Plan, in general, will vest approximately two to three years from the date of grant.

The eventual numbers of units to be issued under the RUA on vesting, which are linked to the performance of The Link REIT based on the TUR, NPI and/or certain vesting conditions, where appropriate, will range from 0% to 300% of the RUA granted. CCA is granted in conjunction with the grant of RUA, bestowing upon the grantee a conditional right to receive a cash payment representing an amount equivalent to the aggregate of the distributions per unit to Unitholders during the vesting period, multiplied by the number of units that will eventually be issued to such grantee pursuant to RUA vested.

During the vesting period, a liability is recognised representing the estimated fair value of the Awards granted and the portion of the vesting period expired as at the reporting date. The fair value of the Awards was estimated at the reporting date by Towers Watson Hong Kong Limited, an independent external valuer based on valuation techniques and assumptions on unit prices, lives of the Awards and distribution pay-out rates. The change in fair value of the outstanding Awards was charged to the condensed consolidated income statement. In the event that the vesting conditions are not met, the amount previously accrued will be written back accordingly.

During the period, the Group issued 1,428,778 units for RUAs vested under the Plan.



## 17 Long-term incentive plan provision (continued)

Movements in the number of RUA during the period and the maximum number of units to be issued upon vesting of RUA are as follows:

Date of grant	Vesting period	Outstanding as at 1 April 2011	Granted during the period	Vested during the period <sup>®</sup>	Lapsed during the period	Outstanding as at 30 September 2011	Maximum to be issued on vesting date <sup>(ii)</sup>
5 May 2008	5 May 2008 to 4 May 2011	117,150	-	(114,778)	(2,372)	-	-
	5 May 2008 to 4 May 2012	117,150	-	-	-	117,150	273,240
16 January 2009	16 January 2009 to 15 January 2012	140,515	-	-	-	140,515	140,515
13 February 2009	13 February 2009 to 30 June 2011	322,500	-	(321,500) <sup>(ii)</sup>	(1,000)	-	-
24 September 2009	24 September 2009 to 30 June 2011	335,500	-	(335,500)(iii)	-	-	-
	24 September 2009 to 30 June 2012	335,500	-	-	(39,503)	295,997	591,994
12 November 2010	12 November 2010 to 30 June 2012	633,000	-	-	(30,504)	602,496	1,204,992
	12 November 2010 to 30 June 2013	633,000	-	-	(32,210)	600,790	1,201,580
23 September 2011	23 September 2011 to 30 June 2013	-	618,750	-	-	618,750	1,237,500
	23 September 2011 to 30 June 2014	-	618,750	-	-	618,750	1,237,500
Subtotal		2,634,315	1,237,500	(771,778)	(105,589)	2,994,448	5,887,321
Additional units vested o	ver 100% of the RUA granted	-	-	(657,000) <sup>(ii)</sup>	-	-	-
Total		2,634,315	1,237,500	(1,428,778)	(105,589)	2,994,448	5,887,321

#### Notes:

<sup>(</sup>i) RUA vesting percentages during the period ranged from 98% to 200%.

<sup>(</sup>ii) If certain vesting conditions are met.

<sup>(</sup>iii) Additional units over 100% of the RUA granted were vested pursuant to the relevant vesting conditions.



# 18 Interest bearing liabilities

	30 September 2011 (Unaudited) HK\$'M	31 March 2011 (Audited) HK\$'M
Bank borrowings	4,855	4,268
HKMC loan (secured)	4,000	4,000
Medium term notes	3,699	2,112
	12,554	10,380
Less: current portion of interest bearing liabilities	(1,850)	(2,598)
Non-current portion of interest bearing liabilities	10,704	7,782

Interest bearing liabilities are repayable as follows:

	30 September 2011 (Unaudited) HK\$'M	31 March 2011 (Audited) HK\$'M
Due in the first year		
Bank borrowings	1,850	2,598
Due in the second year		
HKMC loan (secured)	1,000	_
Bank borrowings	665	_
	1,665	_
Due in the third year		
HKMC loan (secured)	2,000	1,000
Bank borrowings	-	664
	2,000	1,664
Due in the fourth year		
HKMC loan (secured)	1,000	2,000
Bank borrowings	607	-
	1,607	2,000
Due in the fifth year		
Bank borrowings	1,733	1,006
HKMC loan (secured)	-	1,000
Medium term notes	186	-
	1,919	2,006
Due beyond the fifth year		
Medium term notes	3,513	2,112
	12,554	10,380

## NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL INFORMATION (CONTINUED)



#### 18 Interest bearing liabilities (continued)

Notes:

- (i) Except for a bank loan of HK\$416 million (31 March 2011: HK\$415 million) which is denominated in New Zealand Dollars and medium term notes of HK\$186 million (31 March 2011: Nil) which is denominated in Australian Dollars, all the other interest bearing liabilities are denominated in Hong Kong Dollars.
- (ii) The effective interest rate of the interest bearing liabilities (taking into account interest rate swap contracts and cross currency swap contracts) at the reporting date was 3.45% (31 March 2011: 3.72%). The carrying amounts of the interest bearing liabilities approximate their fair values.

#### 19 Derivative financial instruments

	30 September 2011 (Unaudited) HK\$'M	31 March 2011 (Audited) HK\$`M
Derivative assets Non-current item		
Designated as cash flow hedge – interest rate swaps	1	-
Designated as fair value hedge		
– interest rate swaps	131	19
– cross currency swaps	16	15
	148	34
Derivative liabilities Current item		
Designated as cash flow hedge – interest rate swaps	(5)	(37)
Non-current item		
Designated as cash flow hedge – interest rate swaps	(398)	(332)
Designated as fair value hedge – cross currency swaps	(22)	-
	(420)	(332)
	(425)	(369)
	(277)	(335)

#### Notes:

- (i) The Group uses interest rate swaps and cross currency swaps (swapping from foreign currencies to Hong Kong Dollars) to minimise its exposure to movements in interest rates and foreign currency exchange rates in relation to its interest bearing liabilities. The fair values of these interest rate swaps and cross currency swaps are classified as non-current items should the remaining maturities of the hedged items extend for more than 12 months. Any change in fair values of the effective portion of the cash flow hedges in relation to interest rate swaps is recognised in the hedging reserve. Any change in fair values of the fair value hedges in relation to interest rate swaps and any change in fair values of cross currency swaps are recognised directly in the condensed consolidated income statement. A net amount of HK\$33 million (2010: HK\$42 million) has been debited to the hedging reserve during the period as further set out in Note 21.
- (ii) As at 30 September 2011, the derivative financial instruments qualifying as cash flow hedges have, in effect, provided the Group with an average fixed interest rate period of 2.7 years on HK\$5.3 billion borrowings (31 March 2011: 3.1 years on HK\$5.1 billion borrowings) from the reporting date. The notional principal amount and the weighted average fixed interest rate of the outstanding floating rates to fixed rates interest rate swap contracts as at 30 September 2011 were HK\$5.3 billion (31 March 2011: HK\$5.1 billion) and 4.27% (31 March 2011: 4.39%) respectively.
- (iii) As at 30 September 2011, the derivative financial instruments qualifying as fair value hedges have, in effect, converted part of the Group's borrowings into Hong Kong Dollars floating rates interest bearing liabilities. The notional principal amounts of the outstanding interest rate swap contracts and cross currency swap contracts qualifying as fair value hedges as at 30 September 2011 were HK\$1.5 billion (31 March 2011: HK\$1 billion) and HK\$607 million (31 March 2011: HK\$650 million) respectively.
- (iv) Gains and losses on interest rate swap contracts recognised in the hedging reserve (Note 21) as at 30 September 2011 will be released to the condensed consolidated income statement.



#### 20 Units in issue

	Number of units
At 1 April 2011	2,232,284,540
Units issued under distribution reinvestment scheme	15,827,490
Units issued under long-term incentive plan	1,428,778
At 30 September 2011	2,249,540,808

Last traded price of the units as at 30 September 2011 was HK\$24.70 (31 March 2011: HK\$24.35) per unit. Based on 2,249,540,808 units in issue as at 30 September 2011 (31 March 2011: 2,232,284,540 units), market capitalisation was HK\$55,564 million (31 March 2011: HK\$54,356 million).

Earnings retained

#### 21 Reserves

	Hedging reserve (Unaudited) HK\$'M	for cash flow hedge adjustments (Unaudited) HK\$'M	Total reserves (Unaudited) HK\$'M
At 1 April 2011	(369)	369	-
Cash flow hedges:			
– Change in fair values	(139)	-	(139)
<ul> <li>Amount transferred to the condensed consolidated income statement (Note)</li> </ul>	106	-	106
	(33)	-	(33)
Net assets attributable to Unitholders:			
– Amount arising from cash flow hedging reserve movement	_	33	33
At 30 September 2011	(402)	402	-

Note: Amount transferred to the condensed consolidated income statement in respect of cash flow hedges was included in "Finance costs on interest bearing liabilities" (Note 8).



## 22 Acquisition of Nan Fung Plaza

On 8 June 2011, The Link REIT, through a wholly owned subsidiary, entered into a sale and purchase agreement to acquire the commercial portion of the Nan Fung Plaza from certain vendors which are companies of the Nan Fung group at a cash consideration of HK\$1.17 billion. The transaction was completed on 11 July 2011. The purchase consideration payable to Nan Fung group was HK\$1.17 billion, drawn down from The Link REIT's own cash resources and existing debt facilities. The acquisition is expected to enhance distribution yield of The Link REIT and capitalise on the synergy value when the operations of Hau Tak Shopping Centre are combined with those of Nan Fung Plaza.

Nan Fung Plaza contributed revenues of HK\$14 million and NPI of HK\$11 million since the acquisition date, while such information before the acquisition date is not available to The Link REIT.

The fair value of the investment property and goodwill arising from the acquisition are as follows:

	Fair value HK\$'M
Investment property acquired (Note 12) (Note)	1,130
Goodwill	40
Cash outflow on acquisition	1,170
Acquisition-related costs (included in "General and administrative expenses" in the condensed consolidated income statement	
for the six months ended 30 September 2011)	63

Note: The investment property was revalued at 1 June 2011 by Jones Lang LaSalle Limited, the principal valuer of The Link REIT. This approximates the fair value of the investment property at the acquisition date.

## 23 Capital commitments

	30 September	31 March
	2011	2011
	(Unaudited)	(Audited)
	HK\$'M	HK\$'M
Improvement projects to existing investment properties		
Authorised but not contracted for	1,044	753
Contracted but not provided for	616	603
	1,660	1,356



# 24 Connected party transactions and significant related party transactions and balances

Information required to be disclosed concerning related party transactions is set out in this note unless disclosed elsewhere in these condensed consolidated interim financial information.

#### (a) Nature of relationship with connected/related parties

The table set forth below summarises the names of the connected/related parties, as defined in the REIT Code/HKAS 24 (Revised) "Related Party Disclosures", and nature of their relationship with the Group as at 30 September 2011:

Connected/related party	Relationship with the Group
HSBC Institutional Trust Services (Asia) Limited (the "Trustee") *	The Trustee of The Link REIT
The Hongkong and Shanghai Banking Corporation Limited and its subsidiaries (excluding the Trustee and its proprietary subsidiaries) (the "HSBC Group") *	Associates# of the Trustee
Jones Lang LaSalle Limited (the "Principal Valuer")	The Principal Valuer of The Link REIT
Hong Kong Youth Arts Foundation *	Director in common
Wing Hang Bank, Limited ("Wing Hang Bank") *	Director in common
Industrial and Commercial Bank of China (Asia) Limited ("ICBC (Asia)")	Director in common
Aedas Limited and its subsidiaries (the "Aedas Group") $st$	Associates# of director
Hong Kong Securities Institute *	Director in common
Asia Pacific Real Estate Association	Associate# of directors
Dah Sing Bank, Limited ("Dah Sing Bank")	Director in common
BEAM Society Limited *	Director in common
DTZ Debenham Tie Leung Limited *	Associate# of director

<sup>\*</sup> These connected parties are also considered as the related parties of the Group.

<sup>&</sup>quot;Associate" has the meaning ascribed to it under the REIT Code.



# 24 Connected party transactions and significant related party transactions and balances (continued)

#### (b) Transactions with connected/related parties

The following transactions were carried out with connected/related parties:

	Six months	Six months
	ended	ended
	30 September	30 September
	2011	2010
	(Unaudited)	(Unaudited)
	HK\$'M	HK\$'M
Trustee fee paid and payable to the Trustee (Note (ii))	(3)	(2)
Valuation fee paid and payable to the Principal Valuer		
(Note (iii))	(1)	(1)
Transactions with the HSBC Group (Note (iv))		
Interest expense and various financing charges to the		
HSBC Group on interest bearing liabilities and		
interest rate swaps	(41)	(39)
Staff expense to the HSBC Group on medical/group life		
insurance and insurance brokerage fee	-	(3)
Rental income from the HSBC Group on leasing		
of retail units	10	9
Transactions with ICBC (Asia) (Note (iv))		
Interest expense and various financing charges to		
ICBC (Asia) on interest bearing liabilities	-	(2)
Rental income from ICBC (Asia) on leasing of retail units	3	3
Interest income from ICBC (Asia) on short-term		
bank deposits	2	-
Transactions with Wing Hang Bank (Note (iv))		
Interest expense and various financing charges to		
Wing Hang Bank on interest bearing liabilities	-	(1)
Architectural/renovation consultancy services fees		
paid and payable to the Aedas Group (Note (iv))	(2)	(2)
Transactions with Dah Sing Bank (Note (iv))		
Interest expense and various financing charges to		
Dah Sing Bank on interest bearing liabilities	(1)	(1)
Rental income from Dah Sing Bank on leasing of		
retail units	3	2
Agency commission paid to DTZ Debenham Tie Leung		
Limited (Note (iv))	(12)	-



# 24 Connected party transactions and significant related party transactions and balances (continued)

# (b) Transactions with connected/related parties (continued) Notes:

- (i) All connected party transactions were carried out in accordance with the terms of the relevant agreements governing the transactions and in the ordinary course of business.
- (ii) The Trustee is entitled to receive an annual trustee's fee (calculated and paid monthly) at a rate of 0.008% per annum of the latest property value as determined in the latest annual valuation report of an independent property valuer recommended by the Manager and appointed by the Trustee for and on behalf of The Link REIT from time to time, subject to a minimum of HK\$150,000 per month.
- (iii) Jones Lang LaSalle Limited was appointed as the Principal Valuer of The Link REIT with effect from 17 November 2010. The former Principal Valuer was Knight Frank Petty Limited who was responsible for the property valuation of The Link REIT up till the period ended 30 September 2010. Valuation fee for the period ended 30 September 2011 was payable to Jones Lang LaSalle Limited while that for the period ended 30 September 2010 was paid to Knight Frank Petty Limited.

The transactions with the Principal Valuer were entered into at arm's length on normal commercial terms.

(iv) The transactions were entered into at arm's length on normal commercial terms.

#### (c) Balances with related parties

Balances with related parties are set out below:

	30 September 2011 (Unaudited) HK\$'M	31 March 2011 (Audited) HK\$´M
Interest bearing liabilities with the HSBC Group	(721)	(806)
Net interest rate swaps with the HSBC Group	(136)	(159)
Security deposits from the HSBC Group	(1)	(1)
Net interest payable to the HSBC Group	(6)	(6)
Short-term bank deposits and savings placed with the HSBC Group	17	27
Short-term bank deposits placed with Wing Hang Bank	150	21



# 24 Connected party transactions and significant related party transactions and balances (continued)

#### (d) Key management compensation

The aggregate amounts of emoluments of the key management staff of the Group are as follows:

	Six months ended 30 September 2011 (Unaudited) HK\$'M	Six months ended 30 September 2010 (Unaudited) HK\$'M
Fees	4	4
Basic salaries, allowances and other benefits	23	20
Long-term incentive plan awards	14	15
	41	39

## 25 Approval of the condensed consolidated interim financial information

The condensed consolidated interim financial information was authorised for issue by the Board on 9 November 2011.



# FIVE YEAR PERFORMANCE SUMMARY

## **FINANCIAL DATA**

	Six months ended 30 September 2011 (Unaudited) HK\$'M	Six months ended 30 September 2010 (Unaudited) HK\$'M (Restated)	Six months ended 30 September 2009 (Unaudited) HK\$'M (Restated)	Six months ended 30 September 2008 (Unaudited) HK\$'M (Restated)	Six months ended 30 September 2007 (Unaudited) HK\$'M (Restated)
Condensed consolidated income statement					
Revenues	2,887	2,621	2,438	2,203	2,056
Property operating expenses	(846)	(856)	(821)	(854)	(813)
Net property income	2,041	1,765	1,617	1,349	1,243
General and administrative expenses	(147)	(80)	(50)	(56)	(47)
Change in fair values of investment properties	3,272	3,259	3,946	(464)	2,655
Operating profit	5,166	4,944	5,513	829	3,851
Interest income	11	1	4	24	39
Finance costs on interest bearing liabilities	(197)	(271)	(266)	(253)	(310)
Profit before taxation and transactions with Unitholders	4,980	4,674	5,251	600	3,580
Taxation	(288)	(236)	(220)	(145)	(137)
Profit for the period, before transactions with Unitholders	4,692	4,438	5,031	455	3,443
Distributions paid to Unitholders	(1,286)	(1,079)	(935)	(826)	(739)
	3,406	3,359	4,096	(371)	2,704
Represented by:					
Change in net assets attributable to Unitholders, excluding issues of new units	3,373	3,317	4,231	(397)	2,748
Amount arising from cash flow hedging reserve movement	33	42	(135)	26	(44)
	3,406	3,359	4,096	(371)	2,704
Consolidated statement of distributions					
Profit for the period	4,692	4,438	5,031	455	3,443
Adjustments:					
Change in fair values of investment properties	(3,272)	(3,259)	(3,946)	464	(2,655)
Deferred taxation on change in tax rate	-	-	-	(29)	-
Other non-cash income	-	(7)	(30)	(6)	(12)
Total distributable income	1,420	1,172	1,055	884	776
Distribution per unit (HK cents)					
Interim DPU	63.11	52.86	48.35	40.86	36.11
		_		_	_

## FIVE YEAR PERFORMANCE SUMMARY (CONTINUED)



# FINANCIAL DATA (continued)

		As at 30 September 2011 (Unaudited)	As at 31 March 2011 (Audited)	As at 31 March 2010 (Audited)	As at 31 March 2009 (Audited)	As at 31 March 2008 (Audited)
Assets and liabilities						
Investment properties	HK\$'M	72,096	67,318	53,781	43,255	44,307
Other non-current assets	HK\$'M	542	391	367	346	330
Current assets	HK\$'M	2,330	1,045	1,076	1,372	2,007
Total assets	HK\$'M	74,968	68,754	55,224	44,973	46,644
Current liabilities	HK\$'M	3,871	4,577	1,807	1,689	3,481
Non-current liabilities	HK\$'M	12,290	9,202	12,272	13,001	10,903
Total liabilities, excluding net assets attributable to Unitholders	HK\$'M	16,161	13,779	14,079	14,690	14,384
Net assets attributable to Unitholders	HK\$'M	58,807	54,975	41,145	30,283	32,260
Interest bearing liabilities to total assets	%	16.7	15.1	19.7	25.7	26.1
Total liabilities to total assets	%	21.6	20.0	25.5	32.7	30.8
Valuation						
Valuation of investment properties	HK\$'M	72,096	67,318	53,781	43,255	44,307
Valuation weighted average capitalisation rate	%	6.11	6.16	6.73	7.42	6.95
Net assets per unit attributable to Unitholders	HK\$	26.14	24.63	18.68	13.97	14.94
Market price per unit	HK\$	24.70	24.35	19.14	15.32	17.26
Market capitalisation	HK\$'M	55,564	54,356	42,147	33,199	37,259
(Discount)/premium of unit price to net assets per unit attributable to Unitholders	%	(5.5)	(1.1)	2.5	9.7	15.5
Units in issue		2,249,540,808	2,232,284,540	2,202,043,479	2,167,040,427	2,158,677,767





### **PORTFOLIO DATA**

	Six months ended 30 September 2011 (Unaudited)	Six months ended 30 September 2010 (Unaudited) (Restated)	Six months ended 30 September 2009 (Unaudited) (Restated)	Six months ended 30 September 2008 (Unaudited) (Restated)	Six months ended 30 September 2007 (Unaudited) (Restated)
Operational Data					
Average monthly unit rent at period end HK\$ psf	34.2	31.7	29.7	26.8	24.4
Average monthly unit rent excluding Self use office, Education/Welfare, HD Office and Ancillary at period end HK\$ psf	36.9	34.1	32.1	29.3	26.6
Composite reversion rate					
Shops %	22.7	22.2	25.3	30.2	15.4
Overall %	21.5	22.7	22.0	25.7	13.7
Occupancy rate at period end %	92.1	90.9	90.6	87.6	90.5
Net property income margin %	70.7	67.3	66.3	61.2	60.5
Retention rate %	79.3 <sup>(i)</sup>	74.6 <sup>(i)</sup>	69.5 <sup>(i)</sup>	76.3	73.2
Number of turnover rent leases (excluding ancillary) at period end	4,590	3,794	2,754	1,403	692
Car park income per space per month HK\$	1,193	1,067	1,042	1,015	955
Car park utilisation rate at period end %	78.3	72.6	72.4	70.3	71.6
Performance Data					
Net assets attributable to Unitholders at period end HK\$'M	58,807	44,766	34,749	31,958	30,679
Net assets per unit attributable to Unitholders at period end HK\$	26.14	20.19	15.93	14.77	14.28
The highest premium of the traded price to net assets per unit attributable to Unitholders (Note (ii)) HK\$	2.06	3.36	2.47	5.03	4.92
The highest discount of the traded price to net assets per unit attributable to Unitholders (Note (ii)) HK\$	(2.34)	(1.65)	(1.85)	N/A	(0.08)
Market price per unit at period end HK\$	24.70	23.00	17.06	16.02	17.10
Net yield per unit (Note (iii)) %	2.6	2.3	2.8	2.6	2.1
Net yield (annualised) per unit (Note (iii)) %	5.1	4.6	5.7	5.1	4.2
Net yield (annualised) per unit on listing price of HK\$10.30 per unit %	12.3	10.3	9.4	7.9	7.0

#### Notes:

<sup>(</sup>i) includes tenants who relocated within the same property.

<sup>(</sup>ii) The highest premium and discount are calculated based on the highest and lowest traded prices of HK\$28.20 (2010: HK\$23.55) and HK\$23.80 (2010: HK\$18.54) respectively on The Stock Exchange of Hong Kong Limited during the period. During the six months ended 30 September 2008, the lowest traded price was higher than the net assets per unit attributable to Unitholders as at period end date. Accordingly, no discount of the traded price to net assets per unit attributable to Unitholders was presented at 30 September 2008.

<sup>(</sup>iii) Net yield per unit is calculated based on distribution per unit for the period ended 30 September 2011 of HK63.11 cents (2010: HK52.86 cents) over the last traded price as at 30 September 2011 of HK\$24.70 (2010: HK\$23.00).

### FINANCIAL CALENDAR



## **Listing of the Units**

The Link REIT's units are listed on the Main Board of the Hong Kong Stock Exchange (stock code: 823) in board lot size of 500 units

There were 2,249,540,808 units in issue as at 30 September 2011. Further details of units in issue as at 30 September 2011 are set out in Note 20 to the condensed consolidated interim financial information.

#### **Investor Calendar**

Interim results announcement for the six months ended 30 September 2011	9 November 2011
Ex-distribution date	22 November 2011
Five trading days to determine unit price for scrip in lieu of interim cash distribution	22 November to 28 November 2011 (both days inclusive)
Closure of register of Unitholders (1)	24 November to 28 November 2011 (both days inclusive)
Record date for interim distribution	28 November 2011
Announcement of unit price for scrip in lieu of interim cash distribution	On or about 28 November 2011
Despatch of distribution reinvestment scheme circular and related documents	On or about 7 December 2011
Final date for scrip election <sup>(2)</sup>	22 December 2011 not later than 4:30 pm
Interim distribution payment date	On or about 13 January 2012
Final results announcement for the financial year ending 31 March 2012	On or before 30 June 2012

#### Notes:

- (1) In order to qualify for the interim distribution, Unitholders should ensure that all transfer documents accompanied by the relevant unit certificates must be lodged with The Link REIT's unit registrar, Computershare Hong Kong Investor Services Limited (the "Unit Registrar") at Shops 1712-1716, 17/F., Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong for registration not later than 4:30 pm on 23 November 2011.
- (2) A distribution reinvestment scheme is available to eligible Unitholders with a registered address in Hong Kong, who may elect to receive the interim distribution for the six months ended 30 September 2011 wholly in cash or wholly in new units or a combination of both. For those Unitholders electing for scrip, the relevant election form must reach the Unit Registrar (at its address shown above) not later than 4:30 pm on 22 December 2011. Unitholders should note that any election form arrived/received after the aforesaid deadline will be taken as invalid.





#### **Investor Information**

Financial reports, announcements, circulars, notices, corporate communications, press releases and other investor information of The Link REIT are available online at its website at www.thelinkreit.com.

#### **Investor Relations Contact**

**Investor Relations Department** 

Address: 33/F., AXA Tower, Landmark East, 100 How Ming Street, Kwun Tong, Kowloon, Hong Kong

Telephone: (852) 2175 1800
Facsimile: (852) 2175 1900
Email: ir@thelinkreit.com

### **Corporate Communications Contact**

Corporate Communications Department

Address: 33/F., AXA Tower, Landmark East, 100 How Ming Street, Kwun Tong, Kowloon, Hong Kong

Telephone: (852) 2175 1800 Facsimile: (852) 2175 1938

Email: mediaenquiries@thelinkreit.com

Customer Service Hotline: (852) 3168 0080

#### **Websites**

www.thelinkreit.com (The Link REIT website)

www.thelinkfunacademy.com (The Link Fun Academy website)

www.lokfuplaza.com (Lok Fu Plaza website) www.stanleyplaza.com.hk (Stanley Plaza website)

## **CORPORATE INFORMATION**



### **Board of Directors of the Manager**

#### Chairman

(also an Independent Non-Executive Director)
Nicholas Robert SALLNOW-SMITH

#### **Executive Directors**

George Kwok Lung HONGCHOY (Chief Executive Officer) Andy CHEUNG Lee Ming (Chief Financial Officer)

#### **Non-Executive Director**

Ian Keith GRIFFITHS

#### **Independent Non-Executive Directors**

Michael Ian ARNOLD
William CHAN Chak Cheung
Anthony CHOW Wing Kin
Patrick FUNG Yuk Bun
Stanley KO Kam Chuen
David Charles WATT
Richard WONG Yue Chim

## Responsible Officers of the Manager

George Kwok Lung HONGCHOY Andy CHEUNG Lee Ming Hubert CHAK James Andrew CLARK Eric YAU Siu Kei

## **Company Secretary of the Manager**

Ricky CHAN Ming Tak

## **Authorised Representatives**

George Kwok Lung HONGCHOY Ricky CHAN Ming Tak

#### **Trustee**

HSBC Institutional Trust Services (Asia) Limited

#### **Auditor**

PricewaterhouseCoopers

## **Principal Valuer**

Jones Lang LaSalle Limited

## **Principal Bankers**

Australia and New Zealand Banking Group Limited,
Hong Kong Branch
Bank of China (Hong Kong) Limited
BNP Paribas, Hong Kong Branch
DBS Bank Ltd, Hong Kong Branch
Standard Chartered Bank (Hong Kong) Limited
The Bank of East Asia, Limited
The Bank of Tokyo-Mitsubishi UFJ, Ltd,
Hong Kong Branch
The Hongkong and Shanghai Banking Corporation Limited

## Registered Office of the Manager

33/F., AXA Tower, Landmark East, 100 How Ming Street, Kwun Tong, Kowloon, Hong Kong

## **Town Office of the Manager**

Suite 3004, 30/F., 9 Queen's Road Central, Hong Kong

## **Unit Registrar and Transfer Office**

Computershare Hong Kong Investor Services Limited Shops 1712–1716, 17/F., Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong Telephone: (852) 2862 8555



The Link Real Estate Investment Trust www.thelinkreit.com

