




RNY
PROPERTY TRUST

Financial Results & Overview for the
Full Year Ended 31 December 2012
Thursday, 28 February 2013



➤ Financial Summary

- Headline result of A\$52.6 million consolidated net profit after tax for year end 2012 (inclusive of a one-time A\$49.0 million gain on extinguishment of debt) vs. A\$12.6 million consolidated net loss after tax for 2011
 - Adjusted Trust Net Profit after Tax (A-NPAT) of A\$4.05 million profit ⁽¹⁾
 - Net valuation increase to Trust operating properties of US\$9.2million (A\$8.9 million)
 - Trust's share of this adjustment was US\$6.9 million (A\$6.7 million), equating to an increase of 2.1%
- Distributable earnings of A\$6.56 million for the period
- Period-end gearing ratio of 69.3% vs. 70.4% at 30 June 2012 (78.9% at 31 December 2011)
 - Principal forgiveness of approximately US\$37.1 million of debt was the driver for the reduction in the gearing ratio
- Successfully completed the refinancing of the US\$196.1 million Mortgage that matured in September of 2010
 - New US\$123 million Senior Mortgage and US\$36 million Mezzanine Loan were obtained to pay off this Mortgage
- In process of completing a restructuring of the US\$51.5 million portfolio loan that matured in October 2010
 - Preserving capital to contribute towards escrow funds required as part of the restructuring

➤ Operating Summary

- Executed 59 lease transactions during 2012 totalling 344,897 square feet (10.4% of portfolio)
- Year over year same store NOI increased 5.6%
- Period-end occupancy was 80.2% vs. 80.8% at 30 June 2012 (80.5% at 31 December 2011)

(1) Adjusted Trust Net Profit after Tax (A-NPAT) is a non-IFRS figure that, in the opinion of the Board of Directors, provides a more appropriate representation of the operating performance of the underlying portfolio. For a detailed reconciliation between the consolidated net profit after tax and A-NPAT, please see slide 3.

Financial Summary

Net Profit After Tax/Distribution Statement

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	Period ended	
	31 December 2012	
	(A\$ in 000's)	(cents per unit)
Net Income After Taxes	52,613	19.97
Less: Income Attributable to Minority Interest	(13,771)	
Net Income After Taxes Attributable to Unitholders	38,842	14.75
Less: Gain on Extinguishment of Debt	(36,765)	
Add: Property Fair Value Adjustments ⁽¹⁾	1,969	
Add: Property Held For Sale Fair Value Adjustment	0	
Adjusted Trust Net Profit After Taxes	4,046	1.54
Add: Mortgage Cost Amortisation	580	
Add: Amortisation of Deferred Leasing Costs	1,601	
Add: Straight-Line Income Adjustments	333	
Distributable Earnings	\$6,560	2.49
Less: Earnings Retained to Fund Capital Expenditures	(6,560)	
Distribution to Unitholders	\$0	0.00

(1) Net of capitalized additions.

Financial Summary

Summary Balance Sheet

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	At 31 December 2012	At 31 December 2011
	(A\$ in 000's) ⁽¹⁾	(A\$ in 000's) ⁽¹⁾
Total Assets	\$478,530	\$477,167
Total Liabilities	(\$331,808)	(\$376,401)
Net Assets (A\$)	\$146,722	\$100,766
Add: Adjustment for Fair Value of Derivative	3,723	-
Net Tangible Asset (NTA) (A\$)	\$150,445	\$100,766
Less: Net Tangible Assets Attributable to Minority Interest	(37,741)	(26,135)
Net Tangible Asset Attributable to the Trust (NTA) (A\$)	\$112,704	\$74,631
Units on Issue	263,413,889	263,413,889
NTA Per Unit	\$0.43	\$0.28
Closing Price	\$0.18	\$0.10
Equity Market Capitalisation	\$47,414,500	\$26,341,389
Gearing Ratio	69.3%	78.9%

(1) Balance sheet foreign exchange rate of A\$1.0384 at 31 December 2012 and A\$1.0156 at 31 December 2011.

(2) Excludes interest accrued at the default rate.

Summary Debt Information

At 31 December 2012

RNY

All figures in US\$ unless noted

Debt Summary

	<u>Balance (000's)</u>	<u>% of Total</u>	<u>Weighted Average Interest Rate</u>	<u>DSCR ⁽¹⁾</u>	<u>Maturity Date</u>
UBS Pool B	51,533	15.95%	5.20%	1.68	Oct. 2010
Citibank Pool	72,000	22.28%	5.32%	2.49	Jan. 2016
ISB Pool	41,741	12.92%	6.13%	1.58	Jan. 2017
LPT Pool A - Senior	121,896	37.72%	5.28%	1.78	May 2017
LPT Pool A - Mezz ⁽²⁾	36,000	11.14%	13.00%	1.41	May 2017
Total/Weighted Average	<u>323,170</u>	<u>100.00%</u>	<u>6.24%</u>	<u>1.68</u>	

- The US LLC has one remaining matured mortgage loan to address: a US\$51.5 million mortgage that matured in October 2010, secured by three of the Trust's assets.
- The US LLC has made progress in discussions with its Lenders to restructure or refinance such loan, however, it continues to consider alternative financing solutions and other options to address its obligations under such mortgage debt.
- There are no assurances that the Company will be able to refinance or extend this loan, which is recourse only to the properties which serve as collateral for this loan

(1) Based on interest paid; excludes accruals.

(2) This loan accrues interest at 13%, but the pay rate is 6% in year one and 8% in year two before increasing to 13%.

Property Revaluations

RNY

All figures in US\$ unless noted

- Management revalued its entire portfolio at 30 June 2012. As part of the revaluation, the Trust engaged CB Richard Ellis (“CBRE”) to perform appraisals of five of the Trust’s properties, and to provide cap rate data for the Trust’s other 19 operating properties. Management utilised the appraisals and cap rate data to complete the valuations. The table below summarizes the changes to fair value (all figures in chart below are in US\$000’s):

Region	31 Dec	30 Jun	Change from 30 June 2012		31 Dec	Change from 31 Dec 2011	
	2012	2012	US\$	%	2011	US\$	%
Total Long Island	138,938	136,163	2,775	2.0%	143,100	(4,163)	-2.9%
Total New Jersey	57,038	56,700	338	0.6%	57,675	(638)	-1.1%
Total Westchester	87,225	83,850	3,375	4.0%	82,875	4,350	5.2%
Total Connecticut	61,425	60,975	450	0.7%	59,700	1,725	2.9%
Total Portfolio	<u>344,625</u>	<u>337,688</u>	<u>6,938</u>	<u>2.1%</u>	<u>343,350</u>	<u>1,275</u>	<u>0.4%</u>

Note: Represents RNY's 75% interest, excluding 1155 Railroad Avenue (which was sold in August 2012)

- Average per square foot value of the Trust’s share of the portfolio increased to US\$139
- An average terminal cap rate of 8.20% was used in the valuation of the portfolio
- NTA increased from US\$0.29 (A\$0.28) at 31 December 2011 to US\$0.45 (A\$0.43) per unit at period end, primarily as a result of reducing the overall mortgage debt in connection with the refinancing of the Pool A assets.

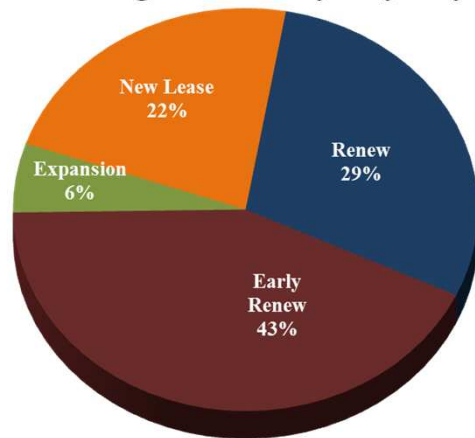
Note: Excludes 1155 Railroad Avenue, Bridgeport, CT which was sold in August 2012.

2012 Leasing Activity

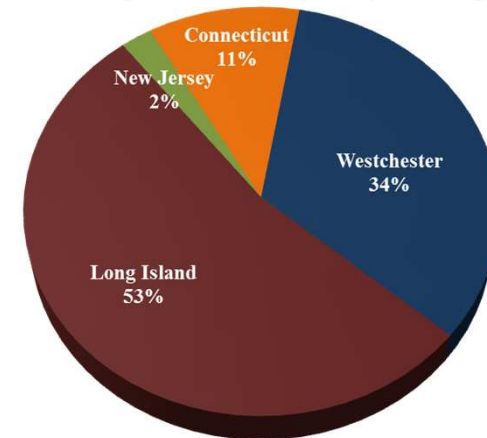
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- Executed 59 leases totaling 344,897 square feet in 2012
 - 96,608 square feet of new/expansion deals, and 248,289 square feet of renewal/early renewal deals, including:
 - New lease with Nestle Waters for 8,967 square feet at 225 High Ridge Road
 - New York State renewal of 18,077 square feet and expansion into 4,715 square feet at 300 Motor Parkway
 - Renewal of Frequency Electronics for 91,027 square feet at 55 Charles Lindbergh Boulevard
 - New Lease with Prestige Brands for 42,616 square feet at 660 White Plains Road
 - Renewal of Oracle America for 12,085 square feet at 560 White Plains Road
- Achieved a 73.8% renewal rate for the period
- Total same space new base rent vs. expiring base rent decreased 6.1% on a cash basis and decreased 2.1% on an average rent basis ⁽¹⁾

Leasing Activity by Type



Leasing Activity by Region



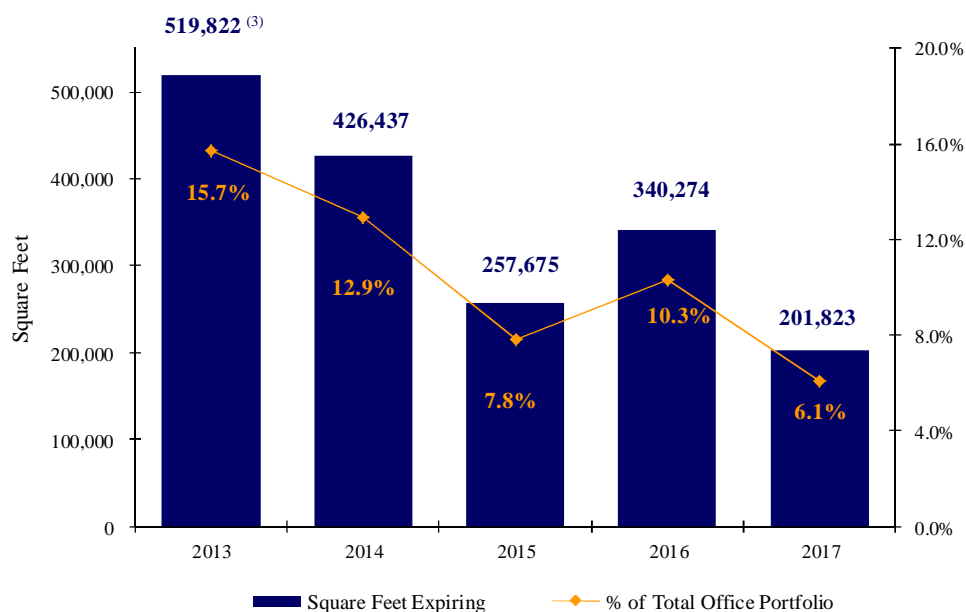
(1) Base Rent excludes recoveries.

- Portfolio expirations will be challenging over the next two years
 - At 31 December 2012, approximately 946K square feet (28.6% of portfolio) was set to expire in 2013 or 2014
 - The Trust's two largest tenants (measured by base rental revenues) both expire during 2013:
 - » Arrow Electronics Inc. (163,762 square feet) at 50 Marcus Drive in Melville, NY (31 December 2013)
 - » Lockheed Martin Corp. (123,554 square feet) at 55 Charles Lindbergh Blvd. in Uniondale, NY (30 September 2013)
 - Additional major expirations in 2013/2014:
 - » FAA (29,372 square feet) at 10 Rooney Circle in West Orange, NJ (31 December 2013)
 - » Bayer Healthcare (94,717 square feet) at 555 White Plains Road in Tarrytown, NY (31 July 2014)
 - » Amscan Inc. (99,735 square feet) at 80/100 Grasslands Road in Elmsford, NY (31 December 2014)
 - We are currently in renewal discussions with several of these tenants to renew approximately 60% of the expiring square footage
- Activity has been picking up in 2013, with approximately 100K square feet of leases signed or out for signature
 - Approximately 53K square feet of new leases and 47K square feet of renewals
 - Showings have increased, particularly in Tarrytown where we have a total of over 700K square feet of space (over 21% of the portfolio square footage) that was 83.8% occupied at year end.
- Rents have continued to stabilize and concessions have decreased in Westchester and Long Island, typically our stronger markets.

Lease Expirations and Occupancy Statistics

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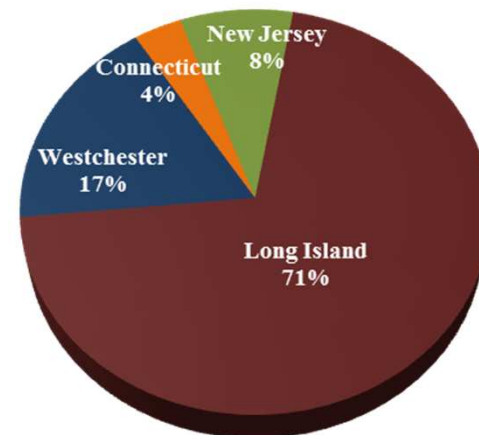
23.7% of Revenue Expiring in 2013 ⁽¹⁾⁽²⁾



Occupancy Statistics

	30 Dec. 12	30 Dec. 11
Total Portfolio	80.2%	80.5%
Long Island	81.6%	85.6%
New Jersey	69.2%	71.0%
Westchester	86.4%	82.5%
Connecticut	78.6%	76.1%

2013 Expirations by Region



(1) Expirations are adjusted for pre-leased space.

(2) On a cash rent basis including real estate tax escalations.

(3) Approximately 183K SF (35% of the expirations for the year) relate to the properties in the matured loan pool.

- Management's focus as we head into 2013 is on the following:
 - Complete Pool B Restructure
 - Currently documenting our agreements with the lender and special servicer on a restructuring of the US\$51.5 million loan that matured in 2010.
 - » Will need to contribute capital to fund reserves as part of the transaction
 - » Goal is to close by end of 1st quarter
 - Stabilize Portfolio and Maximize Shareholder Value
 - With leasing markets starting to show signs of recovery, we need to bring new tenants into the portfolio
 - » We have capital to do deals in the Pool A properties, but Citi and ISB properties pose a challenge
 - » Pool B properties will have capital available upon completion of the restructuring
 - Maintaining occupancy will prove challenging, with over 25% of the portfolio expiring through the end of 2014
 - » Initiated discussions with a substantial number of the expiring tenants
 - Address Liquidity Challenges
 - Due to the monetary investment it will take to maintain/build occupancy over the next couple of years, we will need to look for options to provide additional liquidity
 - Continue to conserve cash by limiting base building capital expenditures to essential projects and by holding back on distributions to unitholders
 - Look to strategically and selectively use cash in support of leasing efforts, particularly at the Citi and ISB properties where we do not have funds in escrow to cover tenanting costs

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Certain statements herein relate to the Trust's future performance ("forward looking statements"). Although RAML believes such statements are based on reasonable assumptions, forward-looking statements are not guarantees of results and no assurance can be given that the expected results will be delivered. Such forward-looking statements are subject to certain risks, trends and uncertainties that could cause actual results to differ materially from those expected. Among those risks, trends and uncertainties are the general economic climate, including the conditions affecting industries in which principal tenants compete; financial condition of tenants; changes in the supply of and demand for office properties in the New York Tri-State area; changes in interest rate levels and changes in credit ratings and changes in the cost of and access to capital.