

The Link Management Limited 領匯管理有限公司

Manager of the Link REIT

5 August 2010

CB(1) 2708/09-10(01)

Miss Becky Yu
 Clerk to Panel
 Panel on Housing
 Legislative Council
 Legislative Council Building
 8 Jackson Road, Central
 Hong Kong

Dear Miss Yu,

Re: Panel on Housing – Follow-up to meeting on 16 April 2010

Thank you for your fax dated 2 August 2010. Information on the turnover of tenants, i.e. the number of tenancies that have been renewed, is shown through the retention rate. For the past three years, the retention rates of The Link REIT are:

<i>Financial year</i>	<i>Retention rate</i>
2007-08	71.9%
2008-09	72.9%
2009-10	71.4%

In our tenant exit surveys, major reasons for tenants who chose not to renew the contracts include retirement, pursuing other interests, relocation, renaming, concern of competition, business performance, habitual late payment and majority of them chose to leave not because of rental level.

For any further enquiries, please feel free to contact Ms Vivien Chan, Head of Corporate Communications, at 21751960.

Yours sincerely,



George Hongchoy
 CEO
 The Link Management Limited