

The Link Management Limited 領匯管理有限公司

Manager of The Link REIT

Victor H.W. So MBE JP
蘇慶和
Chief Executive Officer
行政總裁

Clerk to Panel
Legislative Council Secretariat
Legislative Council Building,
8 Jackson Road,
Central, Hong Kong.
(Attn. : Ms. Connie SZETO)

By fax and despatch

Fax : 2869 6794
Your Ref. : CB1/PL/HG

25 April 2006

Dear Ms. Szeto,

Panel on Housing Meeting on 9 May 2006

I refer to your letter of 7 April 2006 and in particular your paragraph 2 (a) and (b).

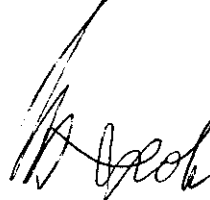
We follow prudent private sector commercial practices in leasing matters. Any rent adjustment is a matter for the landlord and the tenant or his representative concerned. We do not, therefore, comment on individual cases for commercial reasons. Since the listing of The Link REIT, we have not encountered any major problems in tenancy renewal with existing tenants.

Our portfolio of properties serves mainly the nearby PRH tenants. They are our customers, and we are mindful of their needs. As stated in the Offering Circular on the listing of The Link REIT, we are pursuing business strategies which include the provision of high quality services, improvement in

the operating environment for our tenants and better trade mix and access for our shoppers, i.e. mainly the tenants of the nearby PRH estates. We have already implemented various improvement measures at selected centres to provide a variety of quality choices which better suit the shoppers' needs, tastes and affordability by introducing suitable retailers and trades. We have regular dialogues with the various stakeholders (customers / tenants) concerned and we will continue to balance the interest of the PRH tenants, our tenants and other shoppers, including our unit-holders.

We thank you for inviting us to attend the Housing Panel meeting scheduled for 9 May 2006. However, owing to the large and geographically diversified portfolio of The Link REIT's assets and the diverse trades being carried out by our tenants, we consider that it is more effective for issues concerning individual retail facilities to be resolved through the day-to-day operation networks at the local level.

Yours sincerely,



Victor H W SO
Chief Executive Officer

cc : Hon CHAN Kam-lam, SBS, JP (Chairman)
Miss Joey LAM (Housing, Planning and Lands Bureau)