



AIMS APAC REIT

Corporate Presentation:
Maybank Kim Eng Webinar

19 November 2020



Important Notice

Disclaimer

This Presentation is focused on comparing actual results for the financial period from 1 July 2020 to 30 September 2020 ("2Q FY2021") versus actual results year-on-year ("y-o-y") and quarter-on-quarter ("q-o-q"). This Presentation shall be read in conjunction with AIMS APAC REIT's ("AA REIT" or the "Trust") results for 2Q FY2021 as per the SGXNet Announcement.

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OVERVIEW OF AA REIT



Overview of AIMS APAC REIT

Background	AIMS APAC REIT (“AA REIT”) was listed on the Mainboard of Singapore Stock Exchange in 2007 with the investment mandate to invest in high quality income producing industrial real estate throughout Asia Pacific.
Our Vision	To be a high-performing Asia Pacific industrial real estate solutions provider to our partners.
No. of properties	26 properties in Singapore and 2 properties in Macquarie Park ⁽¹⁾ , New South Wales and Gold Coast, Queensland in Australia, with total Net Lettable Area (“NLA”) of 740,241 sqm
Market cap⁽²⁾	S\$0.82 billion
Total assets⁽³⁾	S\$1.80 billion
DPU yield⁽⁴⁾	6.78%
Sponsor	<p><u>AIMS Financial Group (“AIMS”)</u></p> <p>AIMS is the sole sponsor of AA REIT. Established in 1991, AIMS is a diversified financial services and investment group, active in the areas of mortgage lending, securitisation, investment banking, funds management, property investment, stock broking and high-tech investment. AIMS is also a strategic investor in the Sydney Stock Exchange.</p>
Governance	Ranked 3 rd in Governance Index for Trusts (“GIFT”) 2020, dedicated to assessing governance and business risks of SGX-listed trusts

1 49% interest in the property.

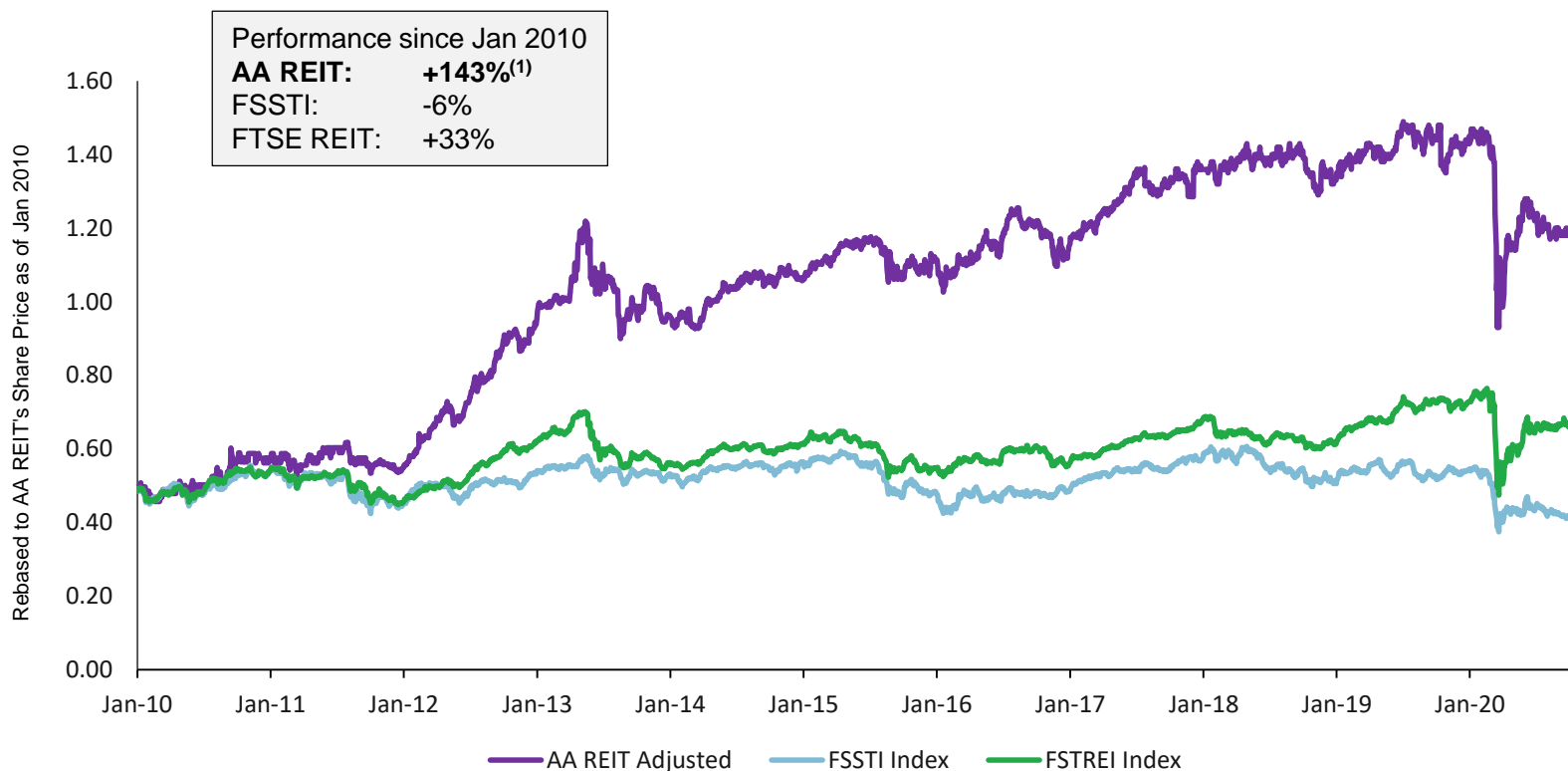
2 Based on the units outstanding and closing price per unit of S\$1.18 on 13 November 2020.

3 As at 30 September 2020.

4 Based on closing price of S\$1.18 on 13 November 2020 and annualised FY2021 DPU of 8.00 cents. Annualised DPU is computed based on actual DPU payout for the first half of FY2021 and annualised to the full year.

Overview of AIMS APAC REIT

Performance of AIMS APAC REIT⁽¹⁾

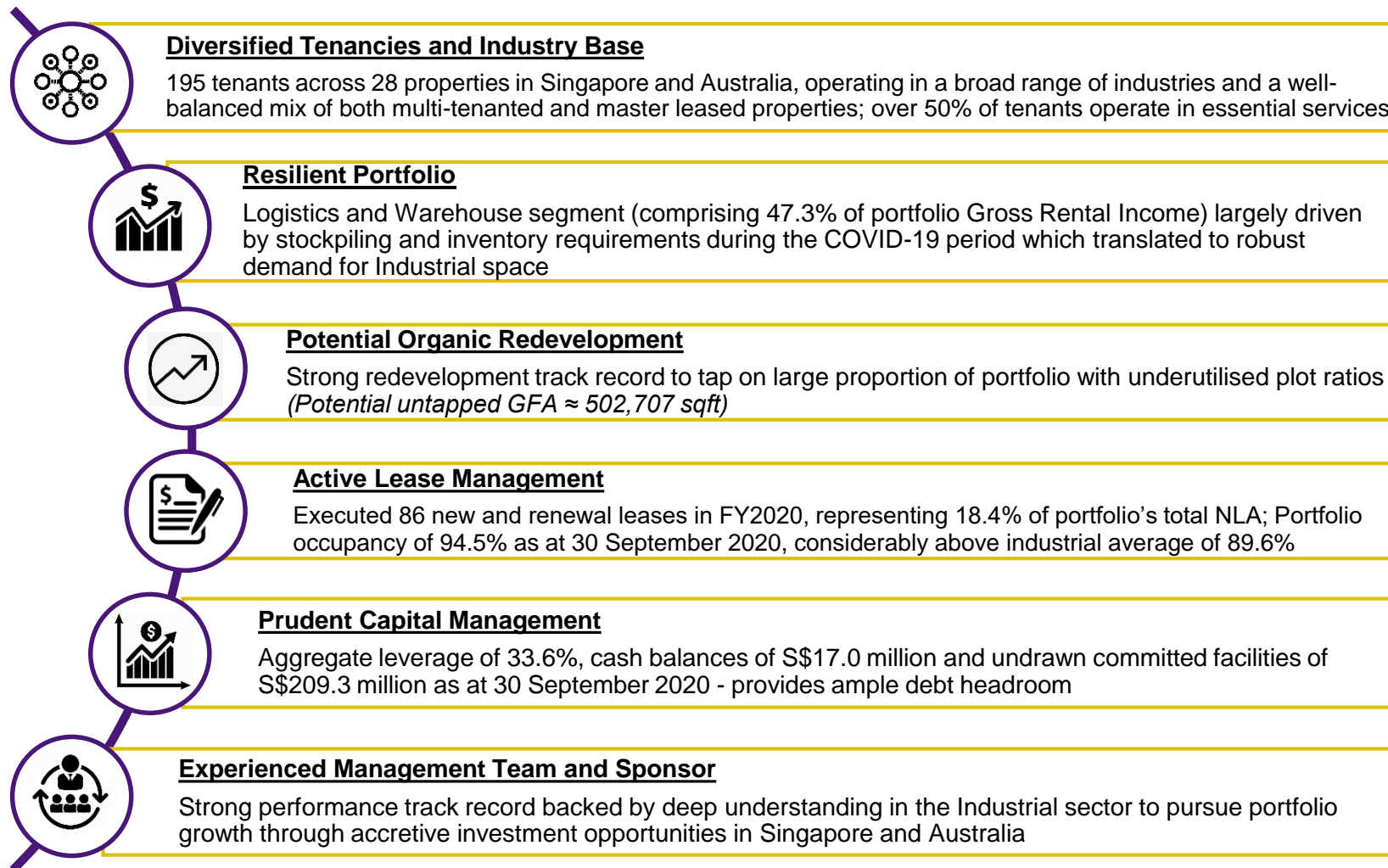


Note:

1 Total Return, assuming distributions reinvested, with adjustments to reflect for Historical Equity Transactions.

Source: Bloomberg data as of 13 November 2020

Key Investment Highlights



Singapore Portfolio



LOGISTICS & WAREHOUSE

1. 8 & 10 Pandan Crescent
2. 10 Changi South Lane
3. 11 Changi South Street 3
4. 103 Defu Lane 10
5. 56 Serangoon North Avenue 4
6. 7 Clementi Loop
7. 3 Toh Tuck Link
8. 27 Penjuru Lane
9. 20 Gul Way
10. 30 Tuas West Road
26. 7 Bulim Street

LIGHT INDUSTRIAL

11. 15 Tai Seng Drive
12. 23 Tai Seng Drive
13. 135 Joo Seng Road
14. 1 Kallang Way 2A
15. 1 Bukit Batok Street 22

BUSINESS PARK

16. 1A International Business Park

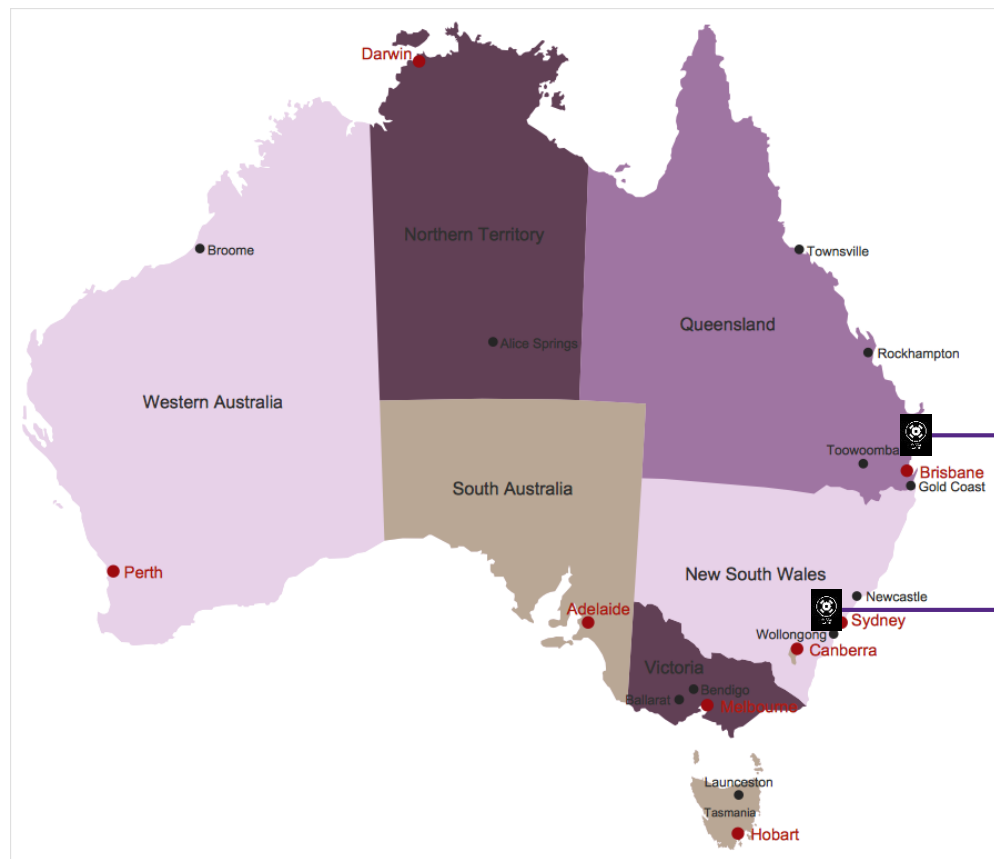
HI-TECH

17. 29 Woodlands Industrial Park E1

GENERAL INDUSTRIAL

18. 26 Tuas Avenue 7
19. 2 Ang Mo Kio Street 65
20. 61 Yishun Industrial Park A
21. 541 Yishun Industrial Park A
22. 8 Senoko South Road
23. 51 Marsiling Road
24. 8 Tuas Avenue 20
25. 3 Tuas Avenue 2

Australia Portfolio



Boardriders APAC HQ: Acquired property in July 2019 with a Master Lease of 12 years



Optus Centre: Secured a new 12-year master lease with existing master tenant at Optus Centre, commencing from 1 July 2021 following completion of an AEI

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PORTFOLIO UPDATES



Nurturing New Tenant Partnership

Subsequent to 2Q FY2021

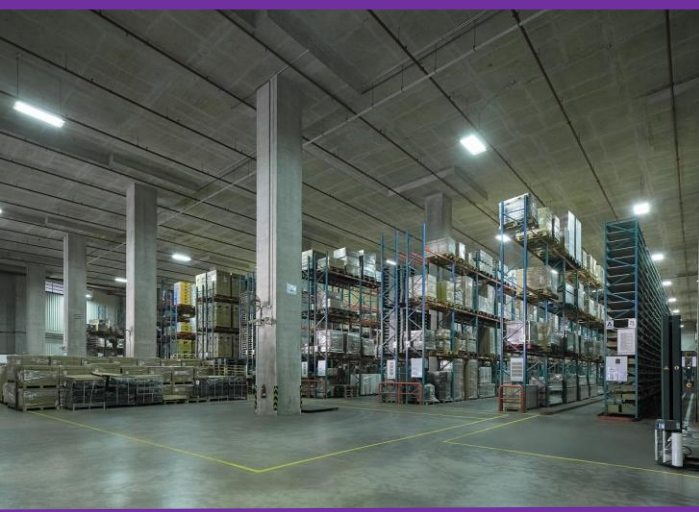
Secured a new master tenant for the entire premises of **541 Yishun Industrial Park A¹**

Master Lease at 541 Yishun Industrial Park A

Gross Floor Area (sq m)	8,770.90
New Tenant	A subsidiary of a major Japanese energy and environment group
Lease Details	3-year master lease
Occupancy of property (%)	100.0
Lease Commencement	Mid December 2020

¹ Pro forma occupancy as at 30 September 2020 including tenants at 7 Bulim Street and 541 Yishun Industrial Park A would be 96.1%.





Portfolio Expansion

Continued pursuit of yield-accretive opportunities for portfolio growth

Completed acquisition of strategically located ramp-up logistics warehouse at **7 Bulim Street** on 9 October 2020, becoming the first industrial REIT with presence in Jurong Innovation District.

Acquisition of 7 Bulim Street

Purchase Consideration ¹ (S\$ million)	129.6
Initial NPI Yield ²	7.07%
Leasehold Title Expiry Date	30 years commencing from 1 September 2012
Gross Floor Area (sq m)	68,190
Lease Details	10 years master lease, which commenced 1 January 2014 with a 5-year option, to Kintetsu World Express (S) Pte Ltd
Occupancy of property (%)	100.0
Year 1 Net Property Income (S\$ million)	9.2

1 The total cost of the Acquisition is approximately S\$135.5 million, comprising the purchase consideration of S\$129.6 million and transaction costs (including stamp duty, acquisition fee payable to Manager, professional advisory fees and other costs, etc.) of approximately S\$5.9 million.

2 Based on the Property's Net Property Income in the first year of ownership of S\$9.2 million over the Purchase Consideration of S\$129.6 million

Portfolio Expansion

Continued pursuit of yield-accretive opportunities for portfolio growth

Completed acquisition of **Boardriders Asia Pacific HQ** on 15 July 2019.

Acquisition of Boardriders Asia Pacific HQ

Purchase Consideration ¹ (S\$ million)	36.63
Headline NPI Yield ²	7.8%
Leasehold Title Expiry Date	Freehold
Gross Floor Area (sq m)	14,883.00
Lease Details	12-year master lease, with built-in annual rental escalation of 3% on face rent, with option by tenant to renew for five years
Occupancy of property (%)	100.0
Annual gross rental income FY2020 (S\$ million)	2.60

1 Based on exchange rate of AUD1.00 = S\$0.952449. The purchase price of the property was AUD38.46 million.

2 Based on first year Net Property Income of AUD 3 million over the Purchase Consideration.

Active Asset And Lease Management

Building momentum through active asset and lease management

Completed redevelopment of **3 Tuas Ave 2** – Obtained Temporary Occupation Permit (“TOP”) on 10 January 2020, in line with the project’s expected completion.

Redevelopment of 3 Tuas Ave 2

Project Development Costs (S\$ million)	45.1 (3.1 lower than initial estimate of 48.2)
Initial NPI Yield ¹	8.30%
Valuation (S\$ million) as at 31 March 2020	54.30 (18.60 prior to redevelopment)
Leasehold Title Expiry Date	15 March 2055
Gross Floor Area (sq m)	24,899.28
Lease Details	Master Lease (a global medical device company with headquarters in USA)
Occupancy of property (%)	100.0

¹ Based on estimated development costs





Active Asset And Lease Management

Building momentum through active asset and lease management

Completed AEI base contract for **NorthTech at Woodlands** – within budget on 2 January 2020.

AEI of NorthTech at Woodlands

Valuation uplift (S\$ million)	\$14.5 (property is valued at \$116.5 as at 31 March 2020 vs \$102.0 prior to AEI)
Leasehold Title Expiry Date	8 January 2055
Net Lettable Area (sq m)	36,645.45
Lease Details	Multi-tenanted
Occupancy of property (%)	100.0
Annual gross rental income FY2020 (S\$ million)	10.80

Nurturing Long-term Tenant Partnership

Secured a new 12-year master lease with existing master tenant at **Optus Centre**, commencing from 1 July 2021 following completion of an AEI.

Optus Centre	
Valuation (S\$ million)	249.82 ^{1,2}
Leasehold Title Expiry Date	Freehold
Gross Floor Area (sq m)	41.255.06 ¹
Lease Details	12-year master lease, with annual rental escalation of 3.25% on face rent, and two, five-year options to extend the lease after the initial lease term
Occupancy of property (%)	100.0
Annual gross rental income FY2020 (S\$ million)	15.17

1 Reflects 49.0% interest in the property.

2 Based on exchange rate of AUD1.00 = S\$0.873003. The valuation for the property is AUD584.00 million appraised by Knight Frank NSW Valuations & Advisory Pty Ltd as at 31 March 2020.



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2Q FY2021 FINANCIAL HIGHLIGHTS



2Q FY2021 Results

(S\$'000 unless otherwise stated)	2Q FY2021	1Q FY2021	Q-o-Q (%)	2Q FY2020	Y-o-Y (%)	1H FY2021	1H FY2020	Y-o-Y (%)
Gross Revenue¹	30,492	27,240	11.9	30,595	(0.3)	57,732	61,184	(5.6)
Net Property Income¹	21,324	18,629	14.5	22,490	(5.2)	39,953	45,431	(12.1)
Share of profits of joint venture (net of tax)^{1,2}	4,309	3,315	30.0	6,035	(28.6)	7,624	9,409	(19.0)
Distributions to Unitholders³	14,134 ⁴	14,134 ⁵	-	17,422	(18.9)	28,268	34,793	(18.8)
DPU (cents)	2.00 ⁴	2.00 ⁵	-	2.50	(20.0)	4.00	5.00	(20.0)
DPU yield (%)⁶	6.6							

- Please refer to section 8 of the unaudited financial statement for explanation of the variances. 1Q FY2021 gross revenue and net property income included an estimated Additional Rental Relief for eligible tenants under the Singapore rental relief framework of approximately S\$2.6 million.
- The share of profits of joint venture (net of tax) comprised contribution from the Group's 49.0% interest in Optus Centre. The share of profits of joint venture (net of tax) in 2Q FY2021 included share of revaluation surplus of S\$0.9 million recognised from the valuation of Optus Centre.
- The Manager resolved to distribute S\$14.1 million for 2Q FY2021, comprising (i) taxable income of S\$12.7 million from Singapore operations; and (ii) tax-exempt income and capital distribution of S\$1.4 million remitted from the Group's investment in Optus Centre, Macquarie Park, NSW, Australia and Boardriders Asia Pacific HQ in Gold Coast, Queensland, Australia. AA REIT's distribution policy is to distribute at least 90.0% of the Trust's Singapore taxable income for the full financial year. For 2Q FY2021, the Manager has resolved to distribute 98.2% of the Singapore taxable income available for distribution to the Unitholders.
- The distributions to Unitholders in 2Q FY2021 is net of the amount reserved for distribution to Perpetual Securities holders.
- The distributions to Unitholders in 1Q FY2021 included the release of Australian distributable income previously retained in 4Q FY2020 of S\$1.8 million which partially offset an estimated Additional Rental Relief for eligible tenants under the Singapore rental relief framework of approximately S\$2.6 million.
- Based on closing price of S\$1.21 on 26 October 2020 and annualised DPU of 8.00 cents. Annualised DPU is computed based on actual DPU payout for 1H FY2021 and annualised to the full year.

Highlights for 2Q FY2021

Resilient Financial Performance

- DPU performance: **2.00 cents per Unit** for the quarter¹
- Gross revenue for 2Q FY2021 of S\$30.5 million was S\$3.3 million higher than the preceding quarter primarily due to:
 - estimated Additional Rental Relief for eligible tenants under the Singapore rental relief framework of approximately S\$2.6 million recognised in 1Q FY2021.
 - higher recoveries at 3 Tuas Avenue 2 and NorthTech.
- Net property income for 2Q FY2021 increased by S\$2.7 million from the preceding quarter to S\$21.3 million, mainly due to higher gross revenue which was partially offset by higher property operating expenses mainly due to higher property tax assessed for 3 Tuas Avenue 2 (which is fully recoverable from the master tenant) and the timing of property expenses incurred for 1A International Business Park.

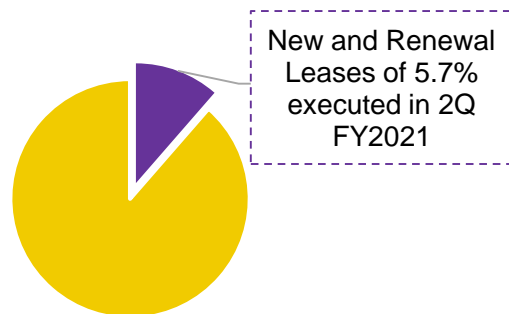
¹ DPU maintained q-o-q compared to 1Q FY2021 of 2.00 cents, decreased 20.0% y-o-y compared to 2Q FY2020.

Highlights for 2Q FY2021

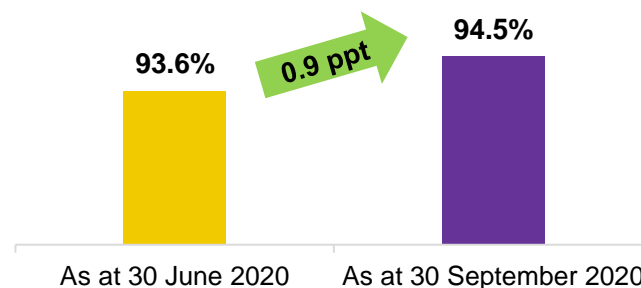
Active lease management

- Executed **22** new and renewal leases in 2Q FY2021, representing 38,109 sqm.
- Portfolio occupancy increased to **94.5%**¹ mainly due to leases secured at 8 & 10 Pandan Crescent and 15 Tai Seng Drive due to continued demand for Logistics and Warehouse space during 2Q FY2021 amidst the ongoing COVID-19 pandemic.

Total Net Lettable Area



Portfolio Occupancy



A high quality, sustainable and stable portfolio

- Acquired 7 Bulim Street, Singapore, at a consideration of S\$129.6 million:
 - Initial NPI yield of 7.07%²
 - Completed on 9 October 2020

¹ Considerably above JTC 3Q 2020 industrial average of 89.6%.

² Based on the Property's Net Property Income in the first year of ownership of S\$9.2 million over the Purchase Consideration of S\$129.6 million.

Key Financial Metrics for 2Q FY2021

	2Q FY2021	1Q FY2021
Portfolio Value (S\$ million) ¹	1,549.5	1,557.5
Market Capitalisation (S\$ million) ²	855.1	855.1
NAV per Unit (S\$)	1.34	1.36
Share Price (S\$) ²	1.21	1.21
Discount to NAV (%) ²	(9.7)	(11.0)
Aggregate Leverage (%) ³	33.6	35.4
Interest Coverage Ratio (times) ⁴	3.7	3.8
Weighted Average Debt Maturity (years)	2.6 (2.8 years post refinancing on a pro forma basis) ⁵	2.2 (3.1 years post refinancing on a pro forma basis) ⁶

- 1 Based on the book value of investment properties as well as the 49.0% interest in the book value of Optus Centre, Macquarie Park, NSW, Australia and excluding right-of-use assets.
- 2 Based on the units outstanding and closing price of S\$1.21 on 26 October 2020, and S\$1.21 on 22 July 2020, respectively.
- 3 Total debt as a % of total assets. Right-of-use assets and lease liabilities were excluded from the computation of aggregate leverage.
- 4 Based on Interest Coverage Ratio (ICR) definition in Appendix 6 of the Code on Collective Investment Schemes (last revised on 16 April 2020). For the purpose of the computation, interest expense include borrowing costs on lease liabilities. As at 30 September 2020, the Adjusted ICR was 3.6 times (the interest expense for Adjusted ICR further included the amount reserved for distribution to Perpetual Securities holders).
- 5 Post-refinancing of the debt due in November 2020 with committed undrawn debt facilities.
- 6 In July 2020, AA REIT executed a supplemental agreement with its lenders to refinance the facilities due in 2020 with a new four-year term loan of S\$100 million and a new three-year term loan facility of A\$32.5 million.

Balance Sheet

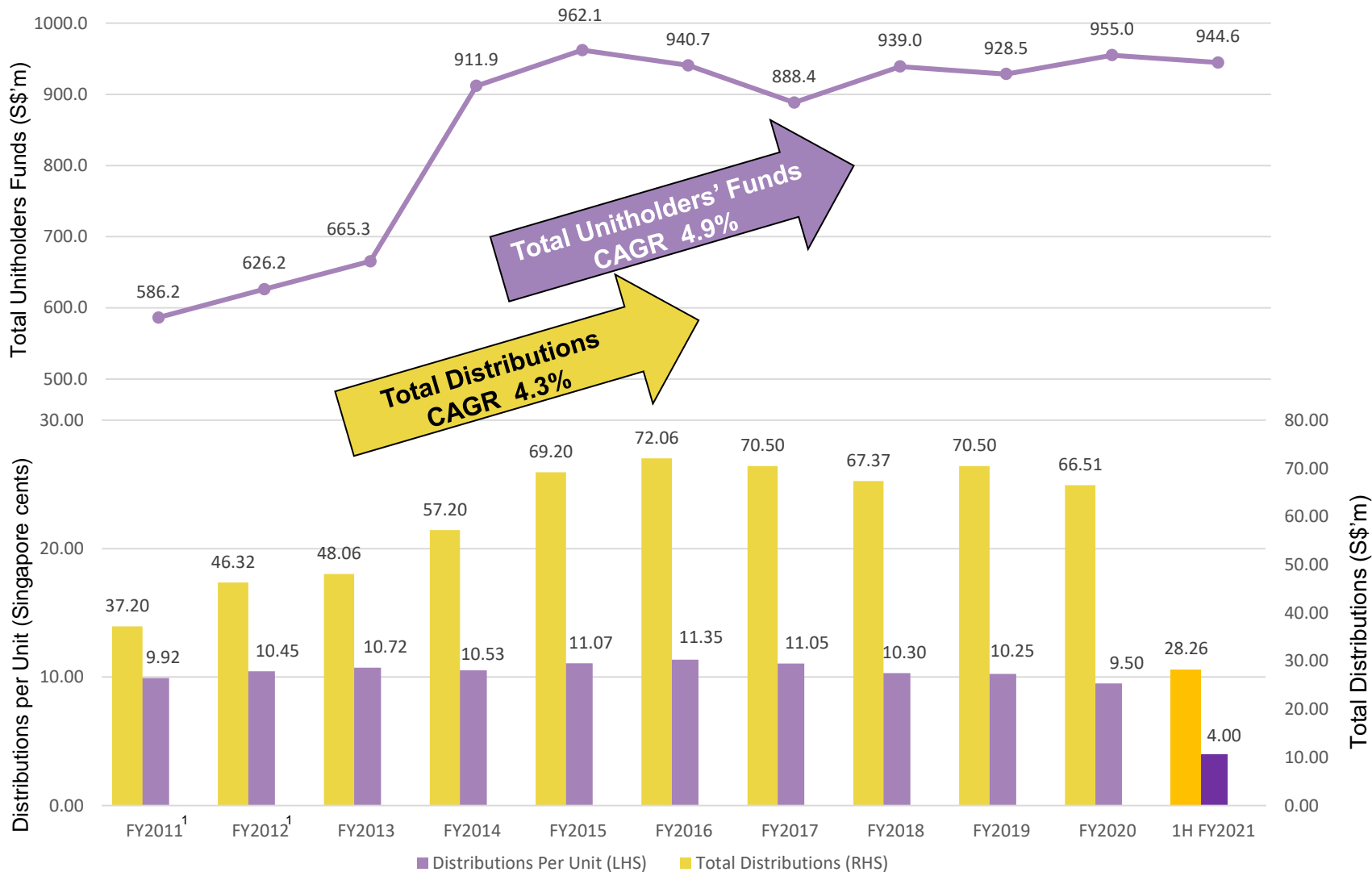
(S\$ million unless otherwise stated)	As at 30 September 2020	As at 30 June 2020
Total Assets	1,803.6	1,687.3
Comprising:		
- Investment properties	1,361.2	1,379.8
- Joint venture	290.8	278.7
- Trade and other receivables	9.6	8.7
- Cash and cash equivalents ¹	142.0	20.1
Total Liabilities	734.4	726.6
Net Assets	1,069.2	960.7
Comprising:		
- Unitholders' funds	944.6	960.7
- Perpetual Securities holders' funds	124.6	-
NAV per Unit	1.34	1.36
Total Debt²	572.8	562.1
Aggregate Leverage³ (%)	33.6	35.4

¹ Includes net proceeds from the S\$125.0 million perpetual securities which were subsequently utilised to fund the acquisition of 7 Bulim Street, which was completed on 9 October 2020.

² Excluding unamortised loan transaction costs.

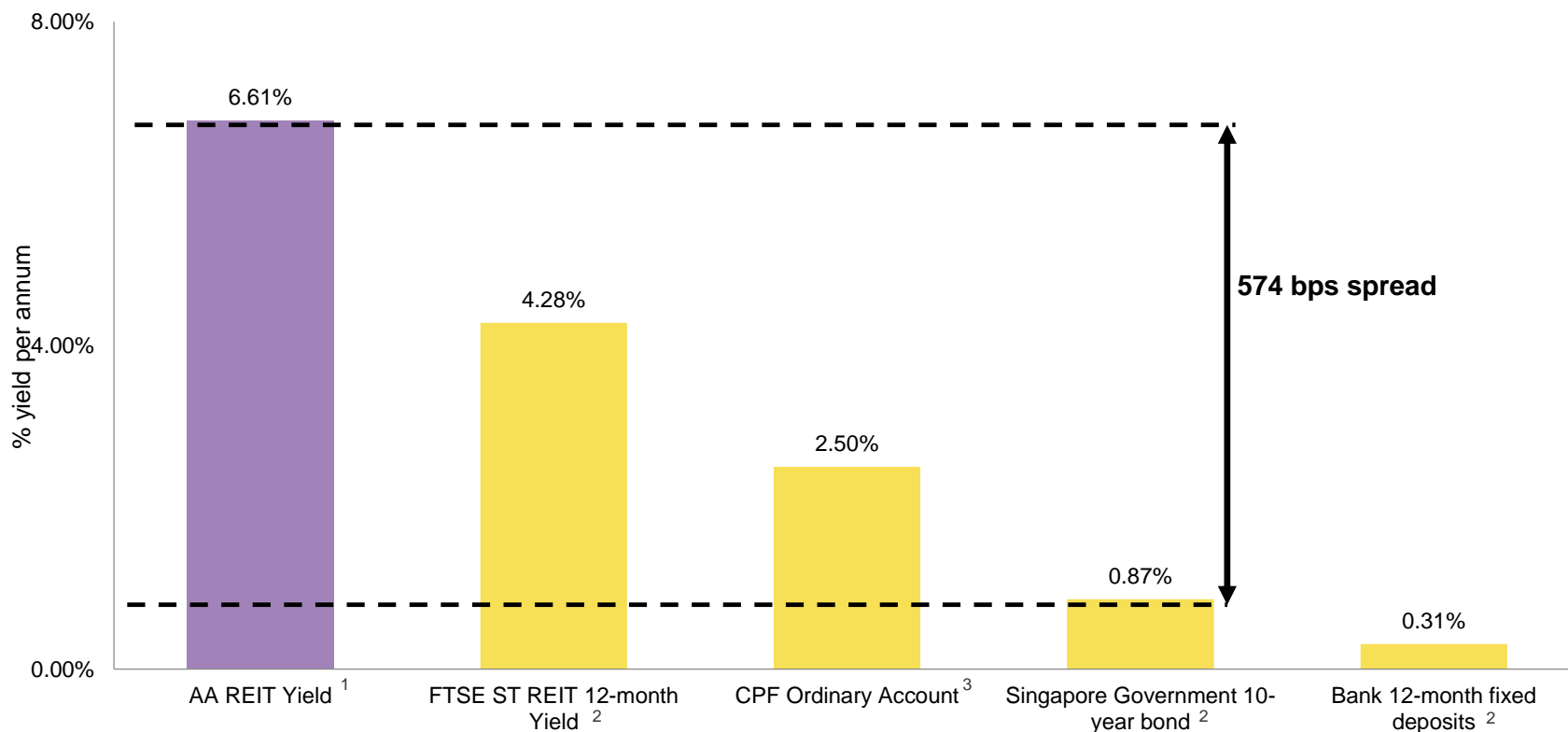
³ Total debt as a % of total assets. Right-of-use assets and lease liabilities were excluded from the computation of aggregate leverage.

Total Distribution and Unitholders' Funds Since FY2011



¹ The number of Units used to calculate the Distribution per Unit has been adjusted for the effect of the Unit Consolidation to allow for comparison.

Attractive Return On Investment



- 1 Based on closing price of S\$1.21 on 26 October 2020 and annualised FY2021 DPU of 8.00 cents. Annualised DPU is computed based on actual DPU payout for the first half of FY2021 and annualised to the full year.
- 2 Source: Bloomberg data as at September 2020.
- 3 Prevailing CPF Ordinary Account interest rate.

4

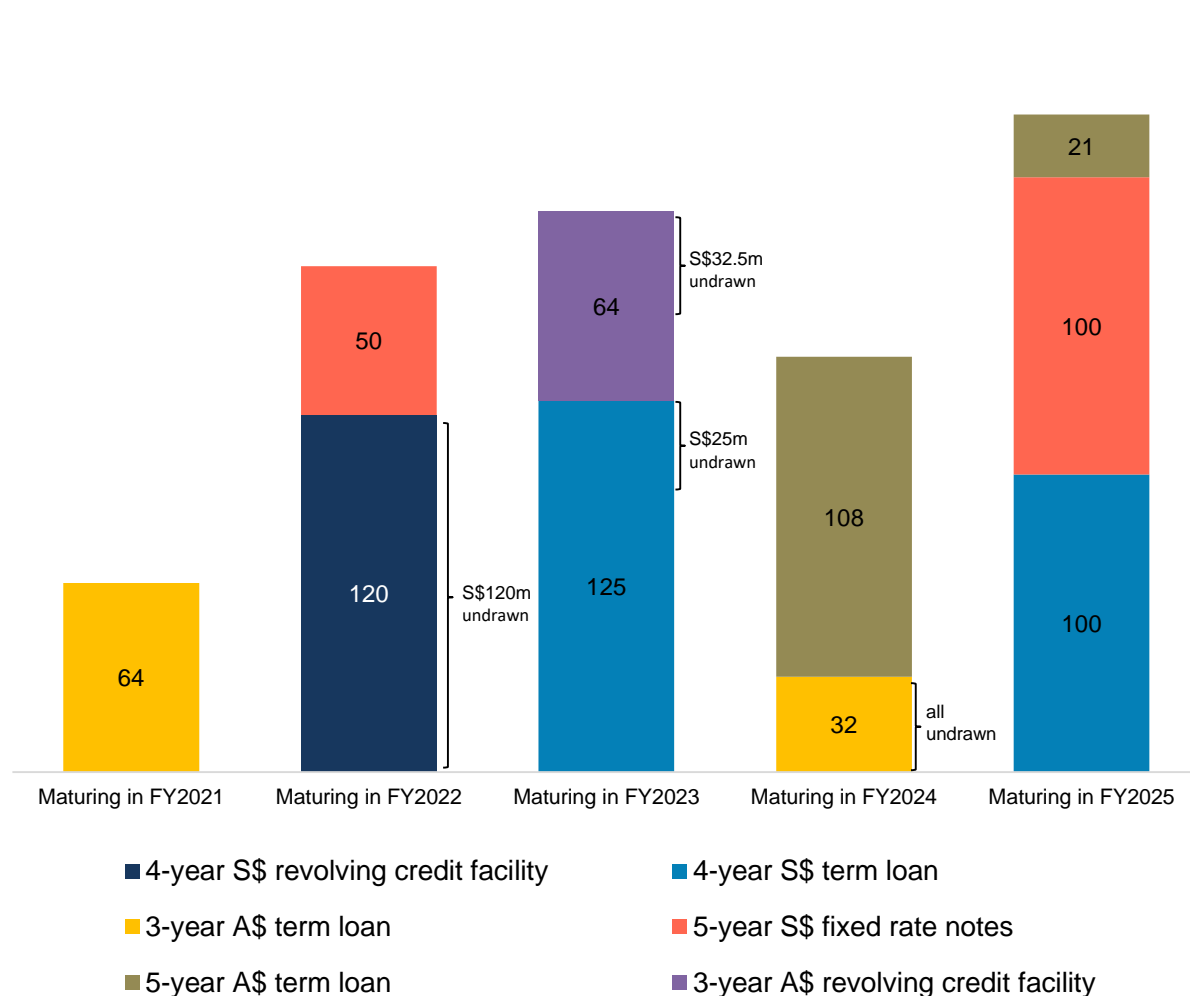
PRUDENT CAPITAL MANAGEMENT



Debt Facilities as at 30 September 2020

- Overall blended funding cost of **3.2%**.
- Healthy gearing ratio of **33.6%**.
- Total secured facility of **S\$345.0 million** in SGD and total secured facility of **A\$293.7 million** in AUD.
- On 9 July 2020, entered into a supplemental agreement with existing lenders to refinance the facilities due in 2020 with a new four-year term loan facility of **S\$100.0 million** and a new three-year term loan facility of **A\$32.5 million**.
- Retained financial flexibility with sufficient undrawn committed facilities to meet well-staggered debt maturity profile, with approximately **80.1% of borrowings** on fixed-rates.
- Weighted average debt maturity of 2.6 years. Post refinancing of the debt due in November 2020 with committed undrawn facilities, weighted average debt maturity (on a pro forma basis) will increase to **2.8 years**.
- No further debt due till November 2021.
- Diversified funding sources - In August 2020, issued S\$125 million 5.65% perpetual securities.

Debt Facilities as at 30 September 2020



Maturity date	S\$m
Due in November 2020 (FY2021)*	63.5
Due in March 2022 (FY2022)	50.0
Due in June 2022 (FY2023)	31.0
Due in July 2022 (FY2023)	100.0
Due in July 2023 (FY2024)	107.6
Due in July 2024 (FY2025)	120.7
Due in November 2024 (FY2025)	100.0
Total debt drawn down	572.8
Undrawn available facilities	209.3
Total committed facilities	782.1

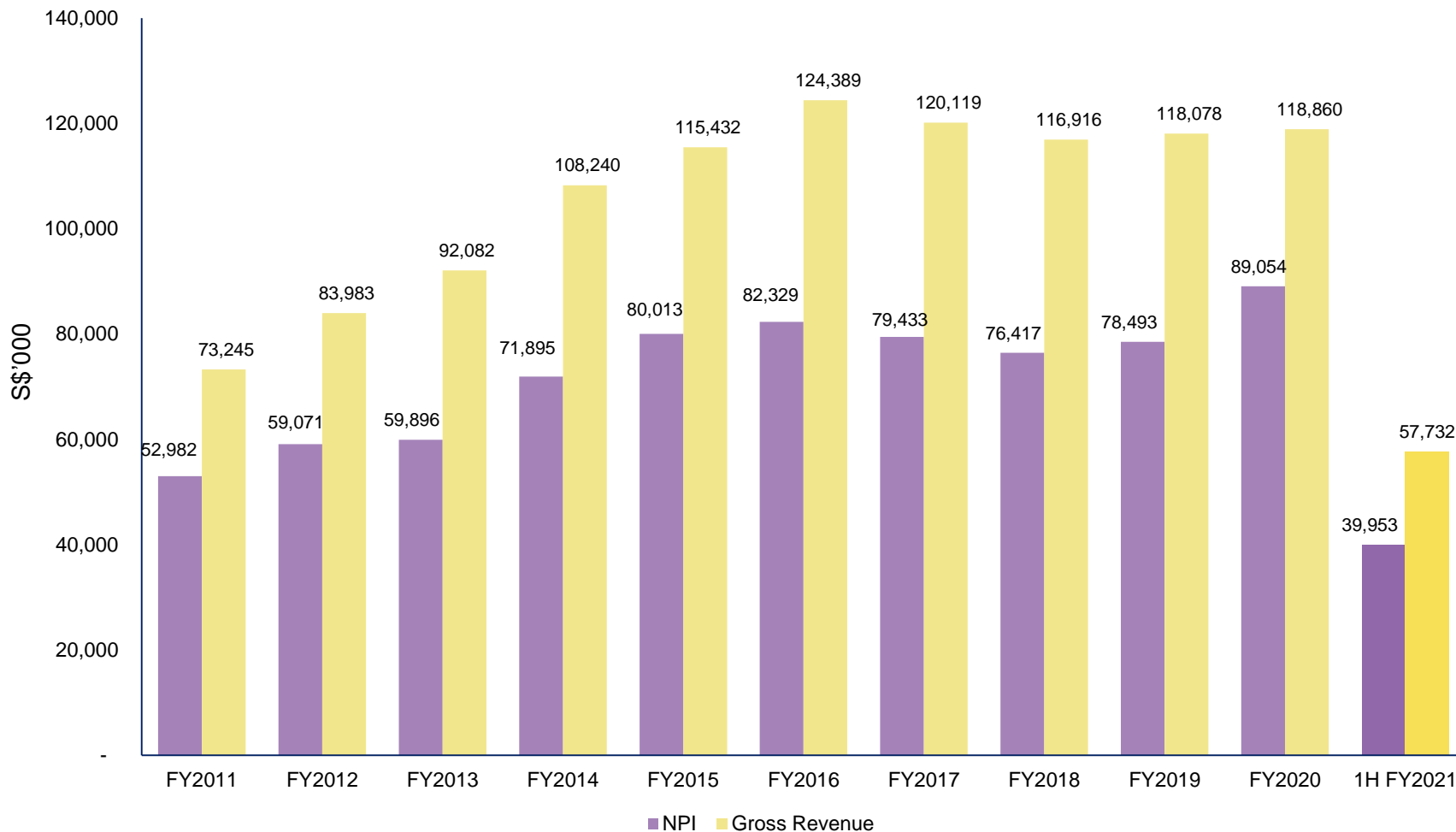
* AA REIT has adequate undrawn available facilities to repay the A\$65.0 million term loan due in November 2020.

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PORTFOLIO PERFORMANCE



Revenue Performance Since FY2011



Key Portfolio Statistics

	As at 30 September 2020	As at 30 June 2020
Number of Properties	27	27
Portfolio Value (S\$ million) ¹	1,549.5	1,557.5
Net Lettable Area (sq m)	672,050	672,069
Number of Tenants	193	193
Portfolio Occupancy (%)	94.5	93.6
Weighted Average Lease Expiry (WALE) (years) ²	4.23	4.41
Weighted Average Land Lease Expiry (years) ³	36.4	36.6
Location of Properties	Singapore, Australia	Singapore, Australia

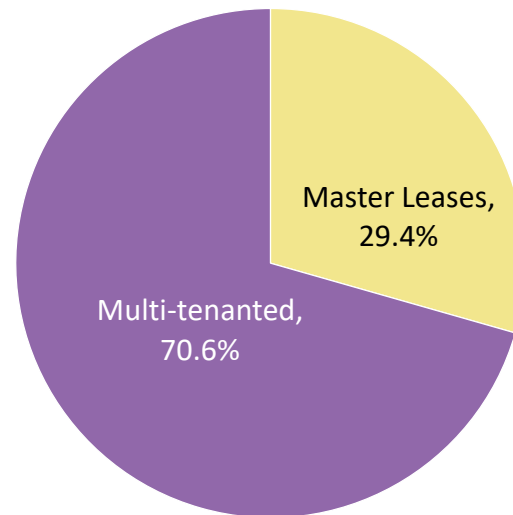
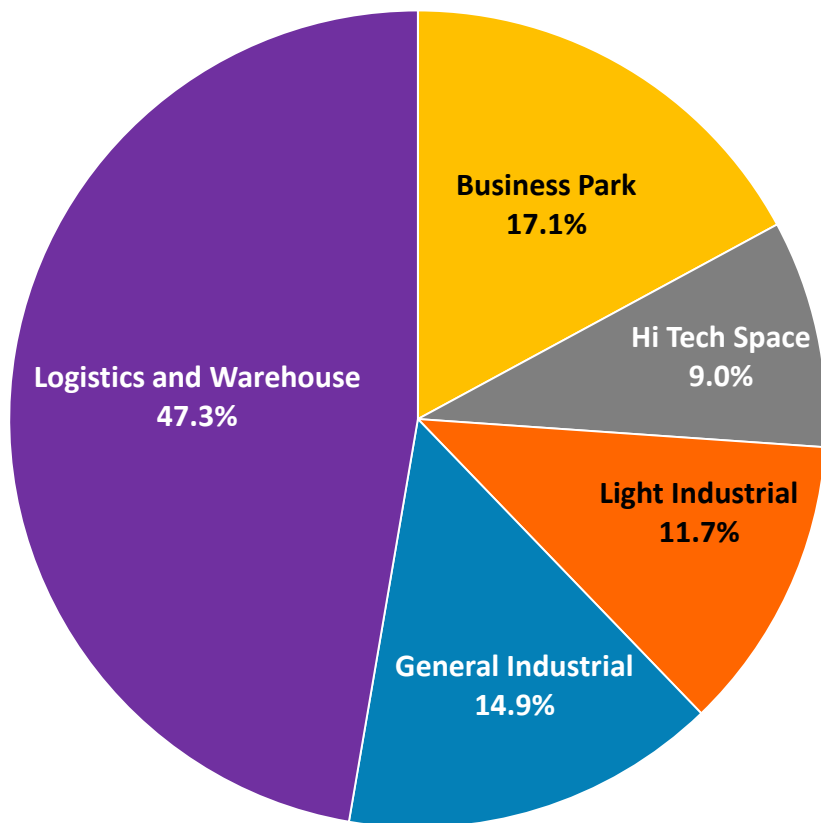
1 Based on the book value of investment properties and investment property under development as well as the 49.0% interest in the book value of Optus Centre, Macquarie Park, NSW, Australia and excluding right-of-use assets.

2 Computation included forward committed leases. Excluding forward committed leases, the WALE is 2.49 years as at 30 September 2020 and 2.56 years as at 30 June 2020.

3 For the calculation of the weighted average land lease, AA REIT's interest in the freehold properties, Optus Centre and Boardriders Asia Pacific HQ, have been assumed as 99-year leasehold interests.

Portfolio Breakdown

By 2Q FY2021 gross rental income

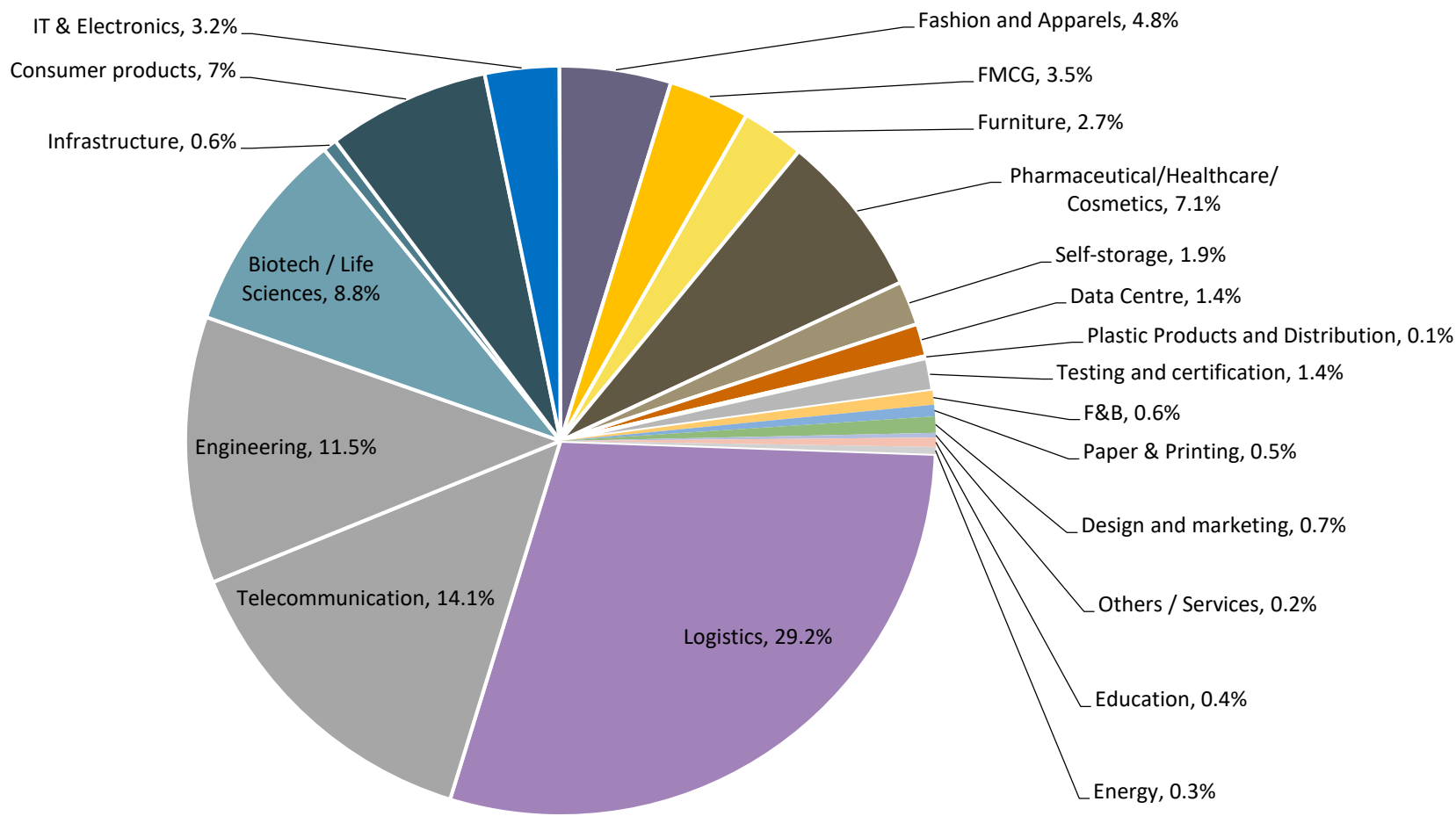


Occupancy (%)	
Total Portfolio (27 properties)	94.5
Master Leases ^{1,2}	94.1
Multi-tenanted ¹	94.6

- 1 30 Tuas West Road is partially under master lease and multi-tenanted.
- 2 Master lease at 541 Yishun Industrial Park A expired on 2 April 2020.

Diversified Tenant/Industry Base^{1,2}

(By 2Q FY2021 Gross Rental Income)

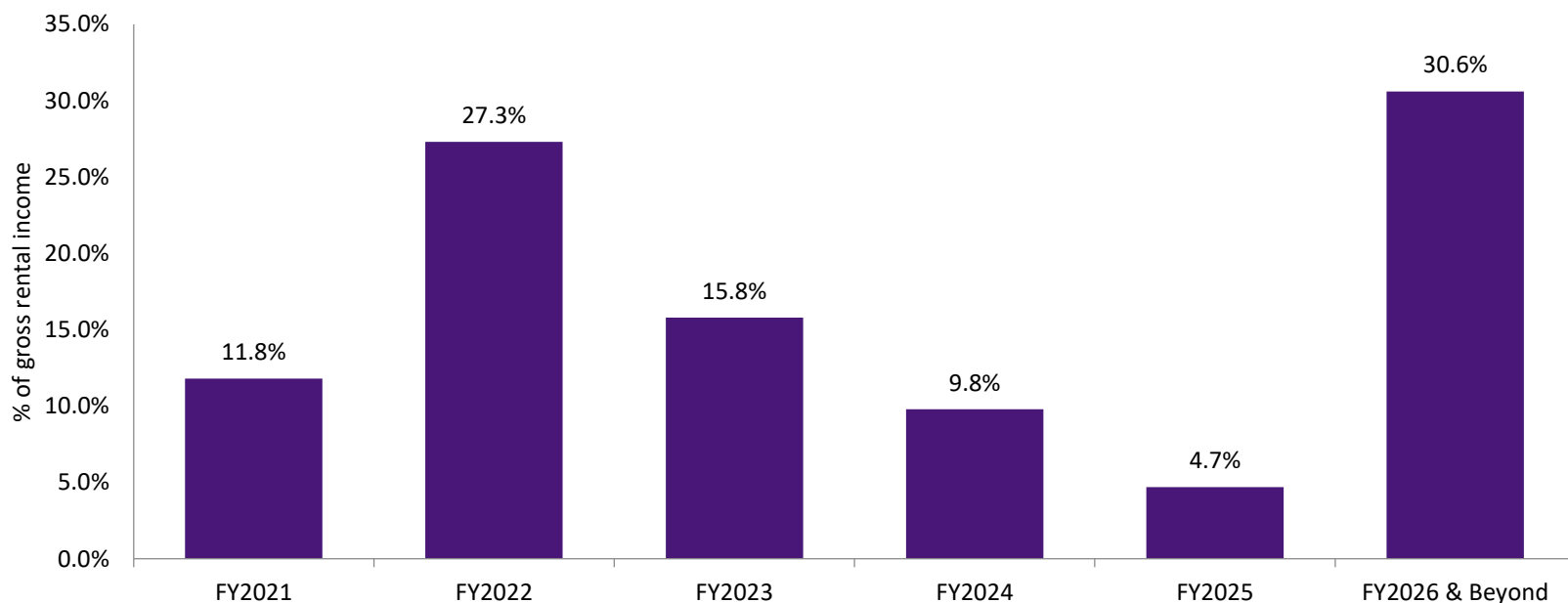


- 1 Tenant base expanded by 18.4% over the last 24 months (193 as at 30 September 2020 vs 163 tenants as at 30 September 2018).
- 2 More than 50% of tenants operate in the essential services.

Active Lease Management

Lease Expiry Profile as at 30 September 2020
 (By 2Q FY2021 Gross Rental Income)

	2Q FY2021	sqm	% of total NLA
Total new leases signed	10	19,807	3.0
Total renewal leases signed ¹	12	18,302	2.7



¹ Weighted average rental decrease for renewal leases was 0.8%.

Quality Tenant Base

Top 10 tenants by 2Q FY2021 Gross Rental Income

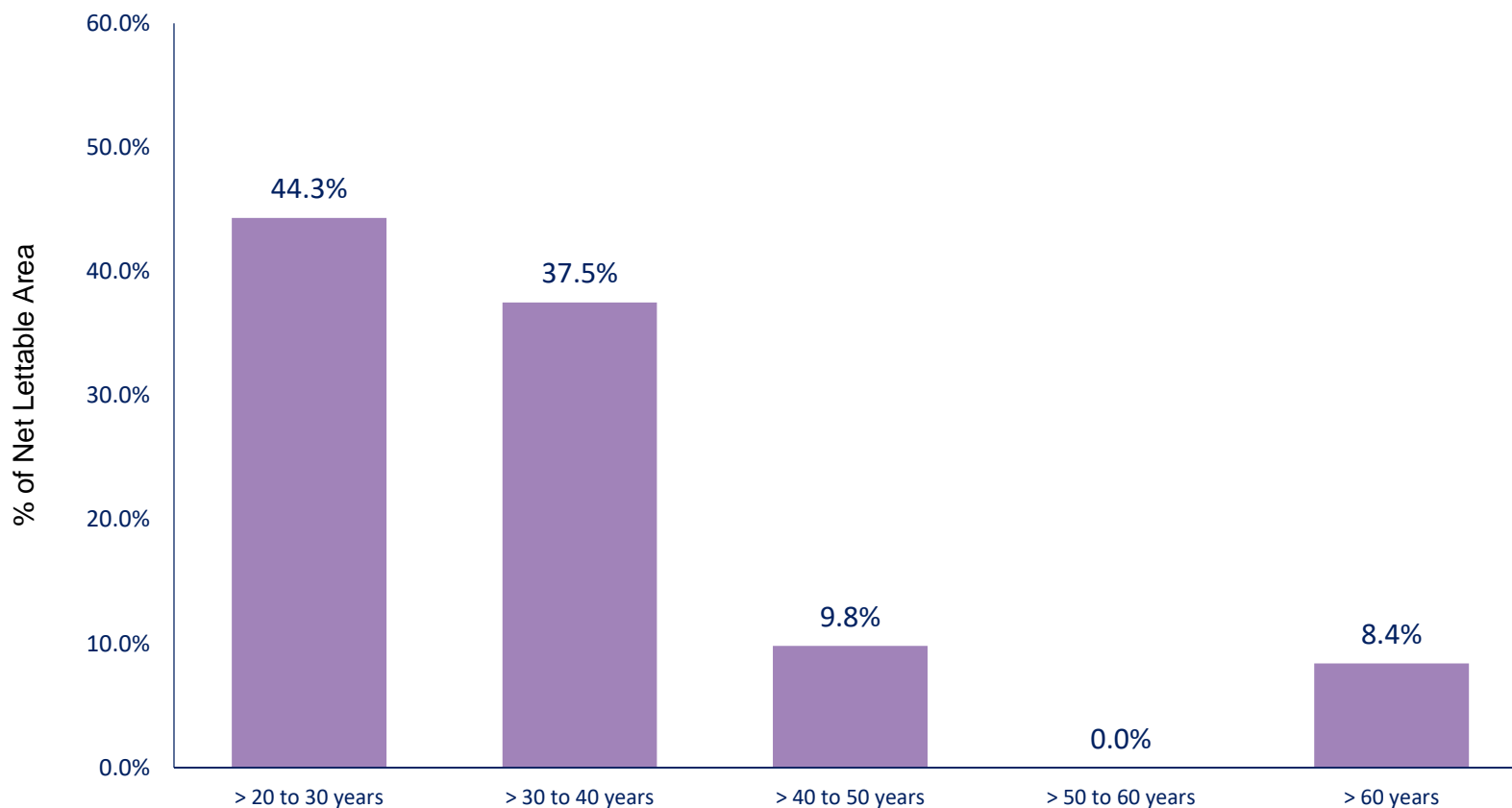
Tenant	%
Optus Administration Pty Limited	13.3
Illumina Singapore Pte Ltd	8.8
Resmed Asia Pte Ltd	4.2
Schenker Singapore (Pte) Ltd	3.7
GSM (Operation) Pty Ltd	3.0
Focus Network Agencies (Singapore) Pte Ltd	2.9
Beyonics International Pte Ltd	2.8
CWT Pte Ltd*	2.7
CIT Cosmeceutical Pte Ltd	2.6
Element 14 Pte Ltd	1.4
Top 10 tenants	45.4



* Exposure to CWT leases will be further reduced due to the expiries of the CWT lease agreements. Approximately 2.4% of AA REIT's 2Q FY2021 gross rental income from the CWT lease agreements will expire in FY2021, with the final CWT lease agreement expiring in July 2021 (FY2022).

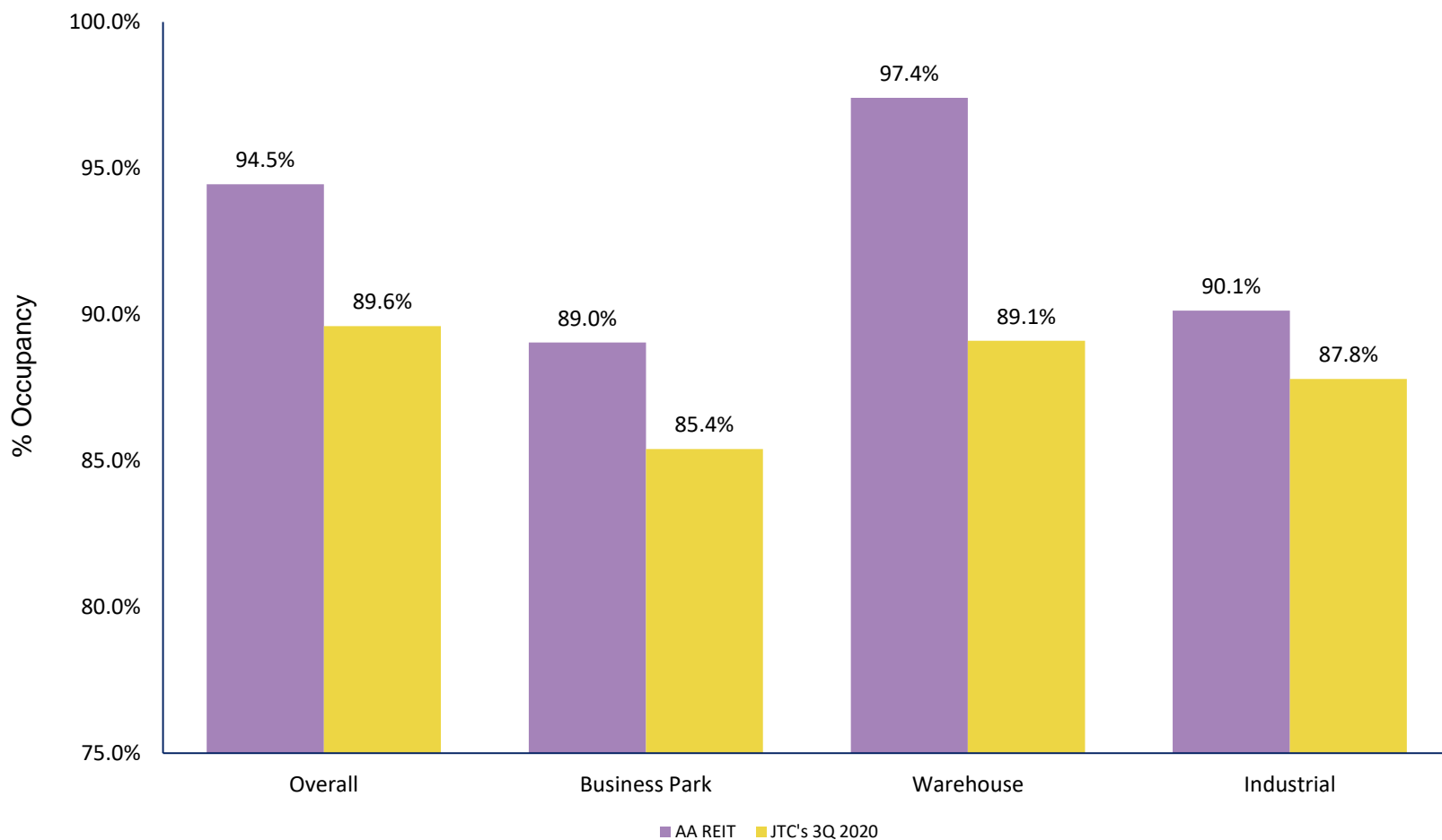
Long Land Lease Expiry – 36.4 Years

The weighted average unexpired land lease* was 36.4 years as at 30 September 2020



* For the calculation of the weighted average land lease of AA REIT, AA REIT's interests in the freehold properties, Optus Centre and Boardriders Asia Pacific HQ, have been assumed as 99-year leasehold interests.

Comparisons To Singapore's Industrial Average Occupancy Levels



Source: Based on JTC's 3rd Quarter 2020 statistics.

Portfolio Summary

Occupancy
of 94.5%

Diversified
tenancies
and industry
base

Built-in rent
escalations
for Master
Leases

Weighted
Average
Lease Expiry
of 4.23 years

6

MARKET OUTLOOK & STRATEGY



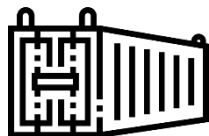
Market Update and Outlook

Macro



- The ongoing COVID-19 outbreak has caused a severe disruption to the global economy, affecting different sectors of the economy to varying degrees, including Singapore and Australia.
- While some countries have successfully contained the spread of COVID-19 and gradually eased lockdown restrictions, there remains a significant degree of uncertainty of a second wave of infection as the situation is fluid and subject to change on an ongoing basis.

Industrial



- Based on JTC 3Q 2020 statistics, the occupancy rate of Singapore's overall industrial property market improved to 89.6% compared to the previous quarter.
- Completion of 0.7 million sqm of new industrial spaces has been delayed to 2021 and 2022 due to the impact of COVID-19 on the construction sector.

Singapore Economy



- Based on advance estimates for the third quarter of 2020 by the Ministry of Trade and Industry ("MTI"), the Singapore economy expanded by 7.9% on a quarter-on-quarter seasonally-adjusted basis, partially reversing the 13.2% contraction from the preceding quarter.
- This improved performance came largely on the back of the phased re-opening of the economy following the Circuit Breaker that was implemented between 7 April and 1 June 2020. On a year-on-year basis, the economy contracted by 7.0%.

Looking Ahead



- The COVID-19 situation is still evolving, and further measures may be put in place by the authorities in Singapore and Australia. The Manager remains vigilant and will continue to proactively manage the portfolio to protect its long-term value for Unitholders.

Strategy



Portfolio Management

- To pursue accretive investment opportunities in Singapore and Australia.
- Pursue development and/or built-to-suit opportunities.



Active asset and leasing management

- Continual focus on proactive asset and lease management.
- Unlocking value of selected asset(s) within the portfolio through asset enhancement.



Prudent capital and risk management

- Prudent capital management by substantially hedging interest rate exposure.
- Diversified sources of capital and staggered debt maturities.

Potential Opportunities Within AA REIT's Portfolio

A large proportion of current portfolio have under-utilised plot ratios;
with potential organic opportunities.



2 Ang Mo Kio Street 65



8 Senoko South Road



11 Changi South Street 3



10 Changi South Lane



3 Toh Tuck Link



7 Clementi Loop



541 Yishun Industrial Park A

Potential untapped GFA \approx 502,707 sqft

Environment, Social and Governance

We are committed to incorporating ESG factors into AA REIT's strategy and operations, to ensure Unitholders with long-term sustainable returns.

Our ESG Focus Areas

- ✓ Improve and minimise environmental impact
- ✓ Promote inclusive and sustainable economic growth
- ✓ Understanding and serving interests of all stakeholders
- ✓ Ensuring robust governance framework

Strong Investor Base with Institutional Investors

- ✓ Majority held by institutional investors
- ✓ MSCI Singapore Small Cap Index inclusion likely to further attract and expand unitholder base

Recognised for Corporate Governance and Social Responsibility

- ✓ Ranked 3rd out of 45 REITs and Business Trusts for Governance Index for Trusts (GIFT) 2020
- ✓ Accolades - The Asset Corporate Awards



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UPDATES ON COVID-19



Resilience of Portfolio

Diversified tenant base

- Portfolio occupancy improved by 0.9 percentage points to 94.5% (JTC industrial average was 89.6%).
- AA REIT's portfolio is backed by a diversified tenant base, with 195¹ tenants across 28 properties in Singapore and Australia operating in a broad range of industries, and a well-balanced mix of both multi-tenanted and master leased properties.
- Singapore portfolio remains resilient as leases to logistics companies are handling Singapore's stockpile of essential items:
 - Logistics and Warehouse cluster (currently in demand) of nearly 50% by Gross Rental Income and ancillary F&B and retail taking up less than 10%.
 - Increase in demand for industrial space, especially for logistics and warehouse facilities, largely driven by the e-commerce trends which have accelerated during the COVID-19 period.
- Most tenants are still prompt in their rental payment:
 - As at 30 September 2020, there are no significant long outstanding debts and no significant provision for doubtful debts.
- The Manager continues to pursue value-enhancing investment opportunities. On 9 October 2020, AA REIT completed the proposed yield-accretive acquisition of a ramp-up modern warehouse at 7 Bulim Street, Singapore at a purchase price of S\$129.6 million.

1 As at 13 November 2020, including the tenants at 7 Bulim Street and 541 Yishun Industrial Park A.

Property Tax Rebate and Rental Waiver

Property tax rebate – Singapore Government's Resilience Budget

- Qualifying non-residential properties will be granted an enhanced property tax rebate for the period from 1 January 2020 to 31 December 2020. The applicable rebate is 30% for premises used for an industrial purpose or business park.
- AA REIT will be passing on the property tax rebate to prescribed lessees or licensees within the prescribed timeframe.

Singapore Government's Fortitude Budget

- Since the commencement of the rental relief framework announced in the Fortitude Budget, notices of cash grant have been progressively issued by the Inland Revenue Authority of Singapore to qualifying property owners from early August 2020. Upon receipt of the notices of cash grant, the applicable rent and interest payable on the rent of eligible tenants at industrial properties will be waived for the month of April 2020. The rental to be waived can be reduced by the government assistance already extended to the tenants such as property tax rebate.
- In addition, AA REIT is also obligated to grant rental waiver (Additional Rental Relief) for the month of May 2020 to eligible tenants taking up industrial space. The estimated Additional Rental Relief for eligible tenants under the Singapore rental relief framework of approximately S\$2.6 million was recognised in 1Q FY2021.

Property Tax Rebate And Rent Waiver (cont'd)

Extension of relief period

- On 12 October 2020, the Ministry of Law has extended the period for relief from legal and enforcement actions for inability to perform contractual obligations (Relief Period) by one month to 19 November 2020 for leases and licences of non-residential property. Eligible tenants who qualify for Additional Rental Relief under the rental relief framework and wish to take up a repayment scheme will now have up till 19 November 2020 to serve a written notice on their landlord. The scheme for industrial properties entails the repayment of accumulated arrears of not more than 4 months over the remainder of the lease, up to a maximum of 9 months with effect from 1 December 2020.

THANK YOU

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Ranked 3rd at the
Governance Index for
Trusts 2020



Awarded Platinum Award at the
2020 Hermes Creative Awards
for Print Media/Publications –
Annual Report 2020



Awarded Gold Awards for Excellence in
Corporate Governance, Social
Responsibility and Investor Relations at
The Asset Corporate Awards 2019



Awarded the Honours Award
in Traditional Annual Report at
the 2018 ARC Awards



Awarded Shareholder
Communications Excellence
Award at the 18th Investors'
Choice Awards 2017