



ENDURING. EVOLVING. GROWING.

2Q/ 1H FY2017 Financial Results Presentation

21 July 2017

MANAGED BY:



ARA-CWT TRUST MANAGEMENT (CACHE) LIMITED





Agenda



	<u>Slide</u>
Performance Highlights	3
Financial Performance	5
Capital Management	11
Portfolio Performance	14
Market Outlook & Strategy	23
Appendix: About Cache Logistics Trust	32



Quick Summary of Financial Performance

	2Q FY2017	Y-o-Y	Q-o-Q
Gross Revenue	S\$27.9 million	-0.7%	+3.1%
Net Property Income	S\$21.7 million	-4.0%	+4.2%
Distribution per Unit	1.800 cents	-9.5%	Unchanged

Lease Management

- Portfolio Occupancy 98.3% committed as at 30 June 2017
- Total leases signed Approx. 260,400 sf in 2Q FY2017
- Lease Expiry Long WALE of 3.5 years, with only 1.8% of NLA expiring in FY2017
- 51 Alps Ave Holding Arrangement remains in place with efforts being taken to expedite court proceedings

Portfolio Rebalancing & Growth Strategy

- Divested Cache Changi Districentre 3 for S\$25.5 million in January 2017 – part of the portfolio rebalancing and growth strategy to prudently manage and recycle capital into better-performing assets
- Divestment proceeds reinvested into A\$22.25 million Spotlight warehouse in Melbourne in March 2017

Capital Management

- All-in Finance Cost for the qtr: 3.46% (2Q FY2016: 3.55%)
- Aggregate Leverage: 43.4% as at 30 June 2017



CWT Commodity Hub is one of Singapore's largest warehouses and one of the largest in SE Asia. Measuring close to 2.3 million sf, the large floor plate and high ceiling height appeals to 3rd-Party Logistics Providers.

CWT Commodity Hub

Financial Performance

2Q FY2017 Year-on-Year Performance



- Gross Revenue fell marginally by S\$0.2 million (0.7%) and NPI fell by S\$0.9 million (4.0%):
 - Higher contribution from DHL Supply Chain Advanced Regional Centre, Cache Cold Centre, Pandan Logistics Hub, Cache Changi Districentre 1 and Spotlight warehouse (217 – 225 Boundary Road, Laverton North, Victoria, Australia)
 - Lower contribution from 51 Alps Ave, Singapore received under protest due to ongoing legal action
 - Lower NPI from Hi-Speed Logistics Centre, Singapore due to conversion from master lease to multi-tenancy
 - Reduction in contribution from Cache Changi Districentre 3 which was divested in January 2017
- 2Q FY2017 DPU fell by 9.5% to 1.8 cents

S\$'000 unless otherwise noted	2Q FY2017	2Q FY2016	Change (%)
Gross Revenue	27,894	28,088	(0.7)
Net Property Income (NPI)	21,657	22,554	(4.0)
Income Available for Distribution	16,253	17,830	(8.8)
- from operations	16,135	17,830	(9.5)
- <i>from capital</i> ⁽¹⁾	118	-	<i>nm</i>
Distribution per unit (DPU) (Cents)	1.800 ⁽²⁾	1.989 ⁽³⁾	(9.5)
- from operations	1.787	1.989	(10.2)
- <i>from capital</i> ⁽¹⁾	0.013	-	<i>nm</i>

Notes:

(1) Relates to a portion of the sale proceeds from the disposal of Kim Heng Warehouse

(2) Based on 903,142,868 units

(3) Based on 896,415,919 units

2

Financial Performance

2Q FY2017 Quarter-on-Quarter Performance



- Gross Revenue and NPI increased by S\$0.8 million (3.1% and 4.2% respectively):
 - Full quarter's contribution from Spotlight warehouse
 - Higher contribution from DHL Supply Chain Advanced Regional Centre and Cache Changi Districentre 1
 - Reduction in contribution from the divestment of Cache Changi Districentre 3 in January 2017
- 2Q FY2017 DPU was 1.800 cents (unchanged). DPU from operations increased 5.3% to 1.787 cents

S\$'000 unless otherwise noted	2Q FY2017	1Q FY2017	Change (%)
Gross Revenue	27,894	27,058	3.1
Net Property Income (NPI)	21,657	20,776	4.2
Income Available for Distribution	16,253	16,235	0.1
- from operations	16,135	15,306	5.4
- <i>from capital</i> ⁽¹⁾	118	929	(87.3)
Distribution per unit (DPU) (Cents)	1.800 ⁽²⁾	1.800 ⁽³⁾	-
- from operations	1.787	1.697	5.3
- <i>from capital</i> ⁽¹⁾	0.013	0.103	(87.4)

Notes:

(1) Relates to a portion of the sale proceeds from the disposal of Kim Heng Warehouse

(2) Based on 903,142,868 units

(3) Based on 901,850,001 units

2

Financial Performance

1H FY2017 Year-on-Year Performance



- Gross Revenue fell by S\$1.0 million (1.8%) and NPI fell by S\$2.2 million (4.9%):
 - Higher contribution from DHL Supply Chain Advanced Regional Centre, Cache Cold Centre, Pandan Logistics Hub, Cache Changi Districentre 1 and Australian portfolio
 - Lower contribution from 51 Alps Ave, Singapore received under protest due to ongoing legal action
 - Lower NPI from 40 Alps Ave, Singapore due to conversion from master lease to multi-tenancy
 - Reduction in contribution from the divestment of Changi Districentre 3 in January 2017
- 1H FY2017 DPU fell by 10.6% to 3.60 cents

S\$'000 unless otherwise noted	1H FY2017	1H FY2016	Change (%)
Gross Revenue	54,952	55,956	(1.8)
Net Property Income (NPI)	42,433	44,605	(4.9)
Income Available for Distribution	32,488	36,078	(10.0)
- from operations	31,441	34,431	(8.7)
- <i>from capital⁽¹⁾</i>	1,047	1,647	(36.4)
Distribution per unit (DPU) (Cents)	3.600	4.028	(10.6)
- from operations	3.484	3.844	(9.4)
- <i>from capital⁽¹⁾</i>	0.116	0.184	(37.0)

Notes:

(1) Relates to a portion of the sale proceeds from the disposal of Kim Heng Warehouse

2

Financial Performance

Balance Sheet



In S\$'000 <i>unless otherwise noted</i>	as at	30 June 2017	31 March 2017
Investment Properties		1,240,055	1,241,315
Other Assets		17,507	15,598
Total Assets		1,257,562	1,256,913
Debt, at amortised cost		(542,971)	(538,787)
Other Liabilities ⁽¹⁾		(18,951)	(19,578)
Total Liabilities		(561,922)	(558,365)
Net Assets Attributable to Unitholders		695,640	698,548
Total units in issue ⁽²⁾		903,142,868	901,850,001
Net Asset Value (NAV) per Unit (S\$)		0.770	0.775

Notes:

(1) Includes fair value changes in interest rate swaps and forward foreign currency contracts

(2) Includes units issued to the Manager as partial consideration of Manager's fees for each financial period and the Manager's annual performance fees

SGX Stock Code	Distribution Period	Distribution Per Unit (S\$)	Payment Date
K2LU	1 April 2017 – 30 June 2017	1.800 cents	28 August 2017

Distribution Timetable	
Last day of trading on “cum” basis	26 July 2017
Ex-Dividend Date	27 July 2017
Books Closure Date	31 July 2017
Distribution Payment Date	28 August 2017



Pan Asia Logistics Centre is on a 10-year master lease to Pan Asia Logistics Singapore Pte Ltd, a global provider of integrated logistics and supply chain solutions.

***Pan Asia Logistics Centre,
Singapore***

- All-in cost of financing cost in 2Q FY2017 was marginally lower at 3.46% (2Q FY2016: 3.55%)
- No SGD borrowings due for refinancing until 2H 2018
- The manager is focused on executing its portfolio rebalancing and growth strategy, with a view to achieve a lower aggregate leverage ratio over time

For the quarter ending	30 June 2017	31 March 2017
Total Borrowings ⁽¹⁾	S\$545.9 mil	S\$542.1 mil
Aggregate Leverage	43.4%	43.1%
Weighted Average Debt Maturity	2.3 years	2.6 years
Average All-in Financing Cost ⁽²⁾	3.46%	3.47%
Interest Cover Ratio (ICR) for the quarter	4.0 times	3.9 times

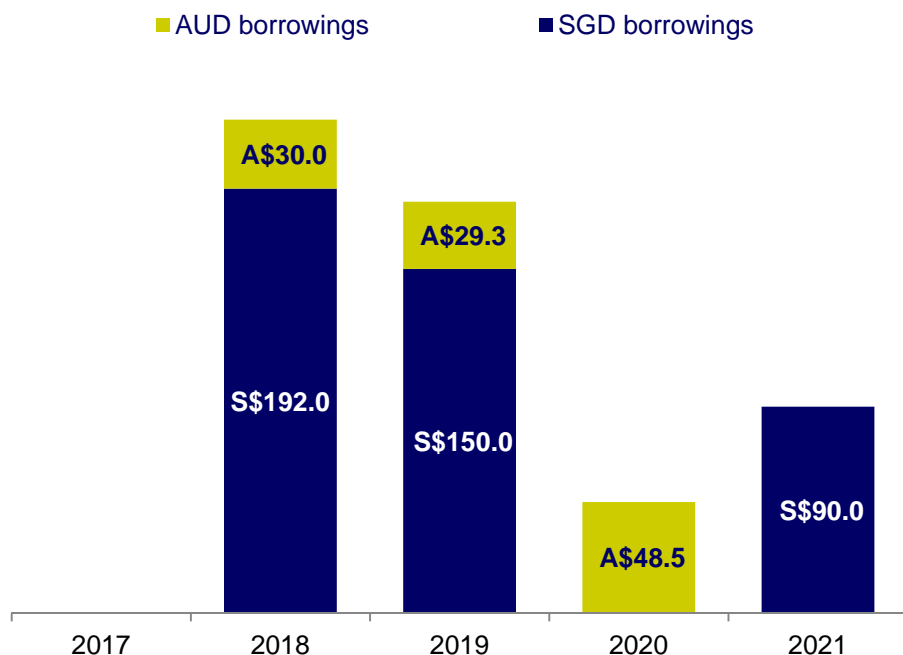
Notes:

(1) Includes AUD loan facilities, excludes unamortised transaction costs

(2) Includes margin and amortisation of capitalised upfront fee

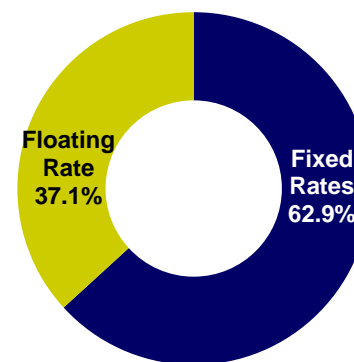
Well-staggered debt maturity profile Prudent interest rate and forex risk management

Debt Maturity Profile (\$mil)



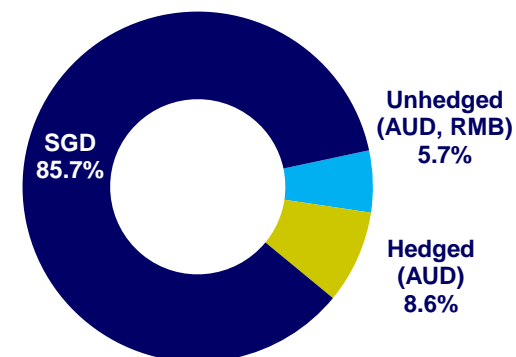
Interest Rate Risk Management

- 62.9% of borrowings hedged for 1.6 years
- 70.0% of SGD borrowings and 50% of onshore AUD borrowings are hedged into fixed rates



Forex Risk Management

- 94.3% of distributable income is hedged or derived in SGD





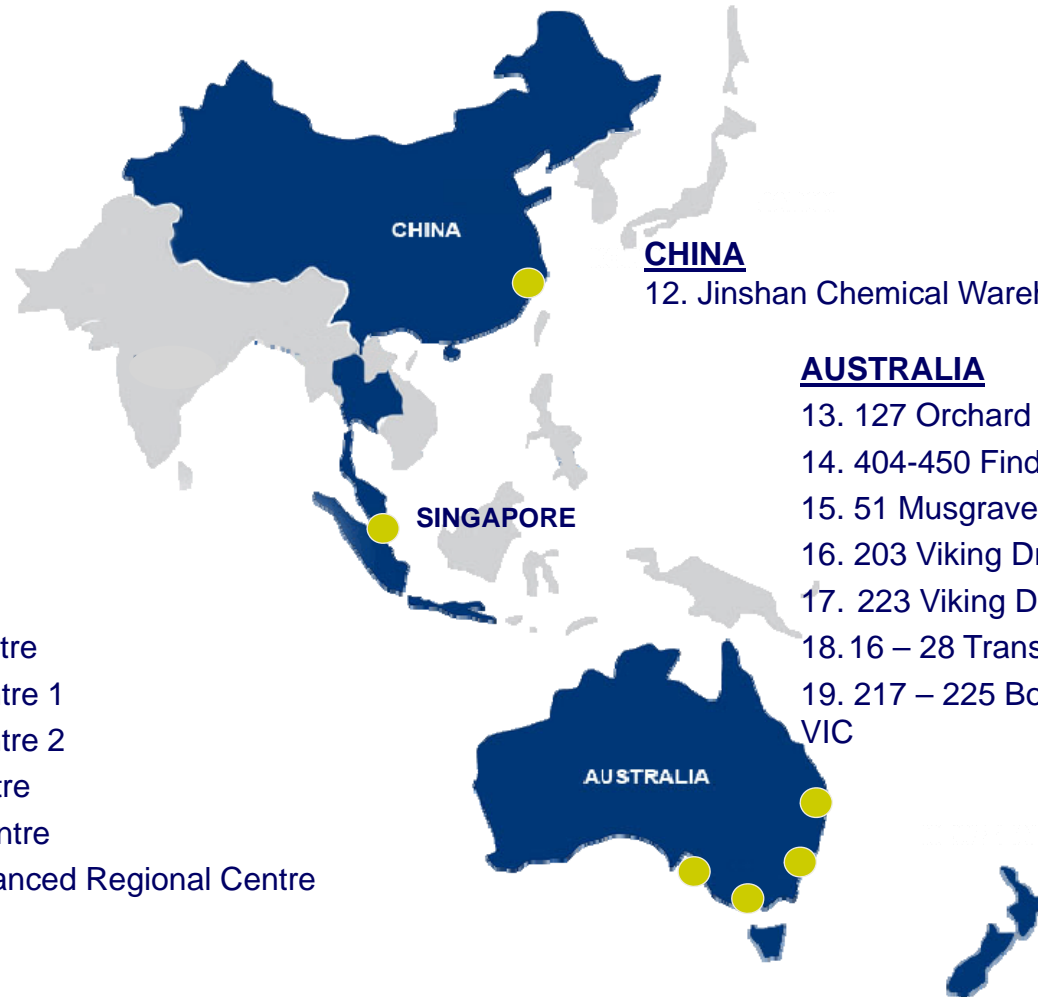
Located within the established industrial suburb of Wacol, the property is master-leased to Western Star Trucks Australia Pty Ltd for a long WALE of 7.9 years at the time of purchase.

**203 Viking Drive, Wacol
Queensland, Australia**

Quality Portfolio of 19 Warehouses in Singapore, Australia and China

SINGAPORE

1. CWT Commodity Hub
2. Cache Cold Centre
3. Pandan Logistics Hub
4. Precise Two
5. Schenker Megahub
6. Hi-Speed Logistics Centre
7. Cache Changi Districentre 1
8. Cache Changi Districentre 2
9. Pan Asia Logistics Centre
10. Air Market Logistics Centre
11. DHL Supply Chain Advanced Regional Centre



CHINA

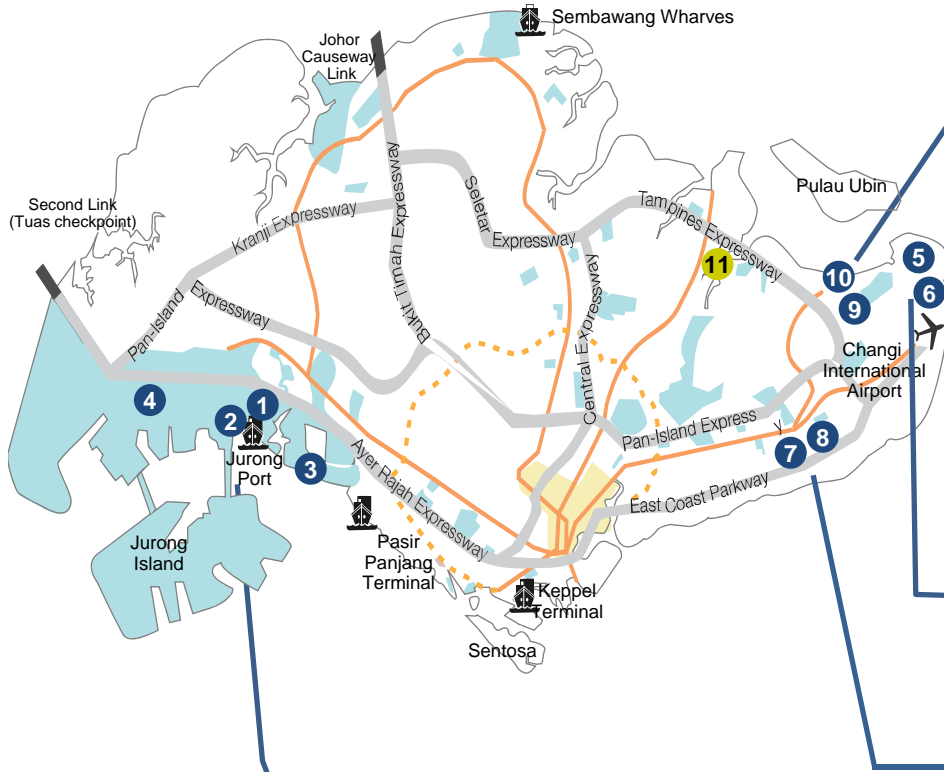
12. Jinshan Chemical Warehouse, Shanghai

AUSTRALIA

13. 127 Orchard Road, Chester Hill, NSW
14. 404-450 Findon Road, Kidman Park, SA
15. 51 Musgrave Road, Coopers Plains, QLD
16. 203 Viking Drive, Wacol, QLD
17. 223 Viking Drive, Wacol, QLD
18. 16 – 28 Transport Drive, Somerton, VIC
19. 217 – 225 Boundary Road, Laverton North, VIC

4

Portfolio Performance Singapore Portfolio



Changi North & Loyang



9 Pan Asia Logistics Centre
21 Changi North Way



10 Air Market Logistics Centre
22 Loyang Lane

Tampines LogisPark



11 DHL Supply Chain ARC
1 Greenwich Drive

Airport Logistics Park ("ALPS")



5 Schenker Megahub
51 ALPS Avenue



6 Hi-Speed Logistics Centre
40 ALPS Avenue

Changi South



7 Cache Changi Districentre 1
5 Changi South Lane



8 Cache Changi Districentre 2
3 Changi South Street 3

Pandan/Penjur/ Gul Way



1 CWT Commodity Hub
24 Penjuru Road



2 Cache Cold Centre
2 Fishery Port Road



3 Pandan Logistics Hub
49 Pandan Road



4 Precise Two
15 Gul Way

Portfolio Performance

Australia Portfolio



Brisbane, Queensland



15 51 Musgrave Road, Coopers Plains



16 203 Viking Drive, Wacol



17 223 Viking Drive, Wacol

Sydney, New South Wales



13 127 Orchard Road, Chester Hill

Adelaide, South Australia



14 404 – 450 Findon Road, Kidman Park

Melbourne, Victoria



18 16 – 28 Transport Drive, Somerton



19 217 – 225 Boundary Road, Laverton North

Property Portfolio Statistics	As at 30 June 2017
19 Logistics Warehouse Properties	11 – Singapore 7 – Australia 1 – China
Total Valuation⁽¹⁾	S\$1.23 bil
Gross Floor Area (GFA)	7.6 mil sf
Portfolio Committed Occupancy	98.3%
Average Building Age	11.8 years
Weighted Average Lease to Expiry (“WALE”) by NLA	3.5 years
Weighted Average Land Lease Expiry	44.1 years ⁽²⁾
Property Features	9 – Ramp-up 2 – Cargo Lift 8 – Single Storey
Rental Escalations built into Master Leases	~1% to 4% p.a.
Number of Tenants	41

Notes:

(1) Based on an exchange rate of S\$1.00 = A\$0.9462 and S\$1.00 = RMB 4.9140, and annual independent valuations of our properties as at 31 December 2016

(2) For the purpose of presentation, freehold properties are computed using a 99-year leasehold tenure

Portfolio Performance

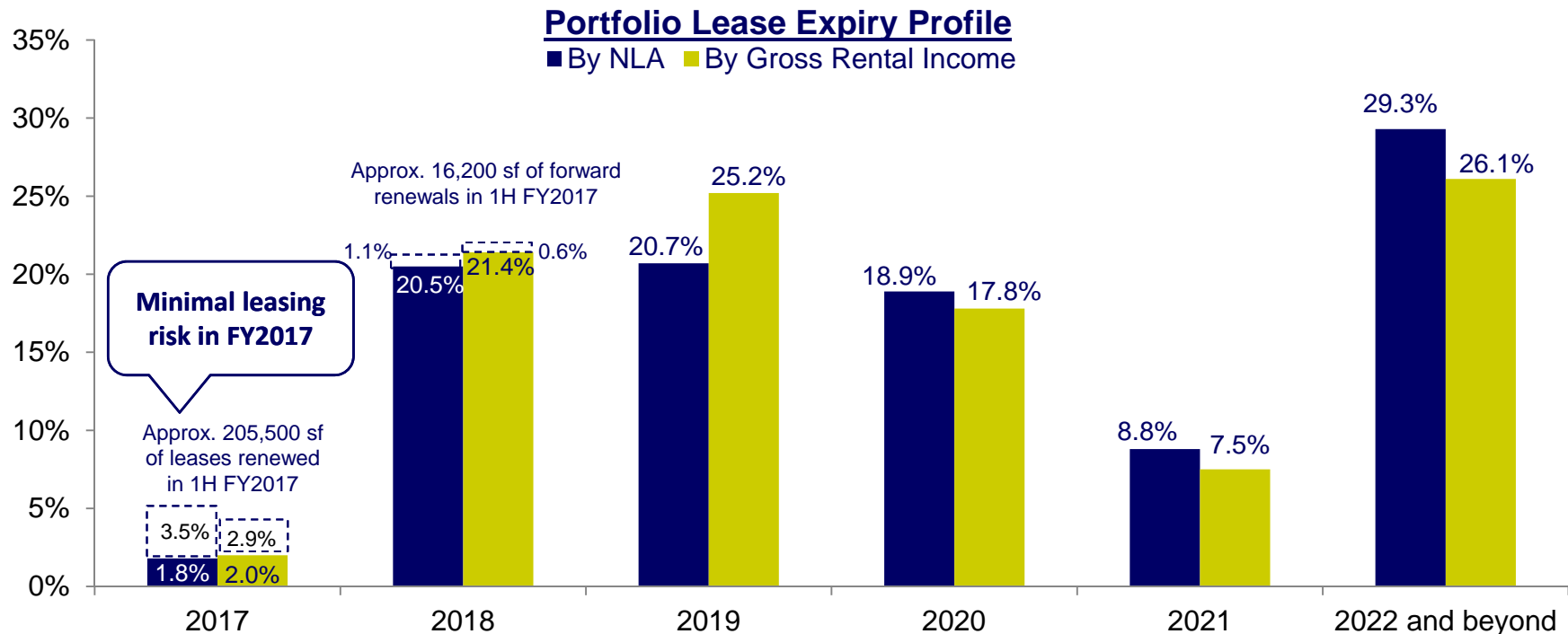
Lease Expiry Profile



WALE by NLA : 3.5 years

WALE by Gross Rental Income : 3.4 years

- 2Q FY2017: Approx. 260,400 sf of leases secured
- New leases/renewals at Pandan Logistics Hub, Cold Centre, DHL Supply Chain ARC and Coopers Plains



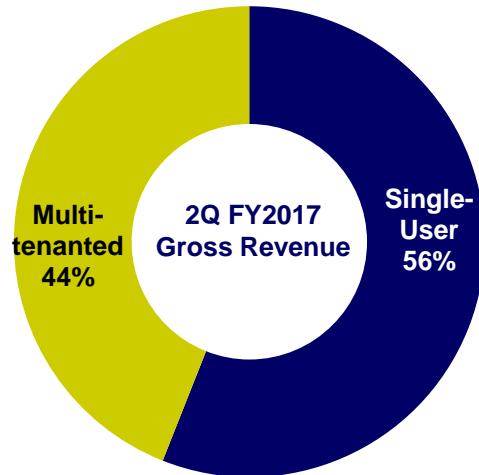
Well-staggered lease expiry profile
More than half of all leases committed till 2020 and beyond

Portfolio Performance

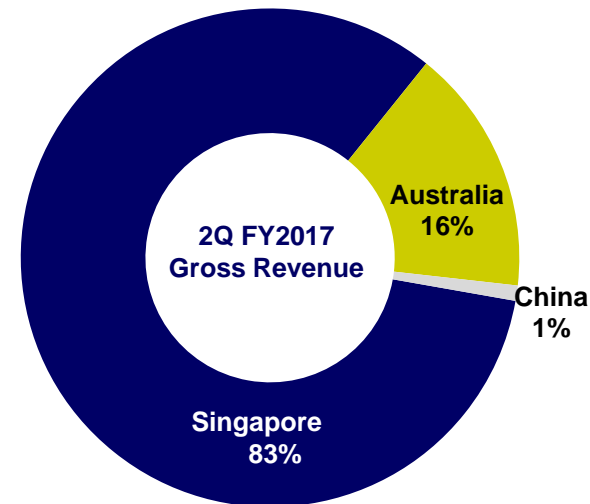
Portfolio Diversification



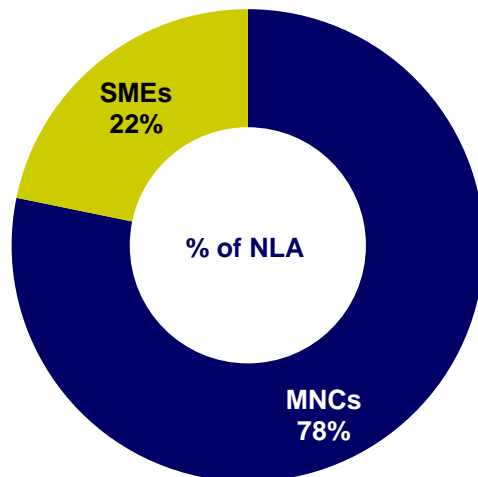
1. Greater Balance between Multi-tenanted and Single-User Lease Structures



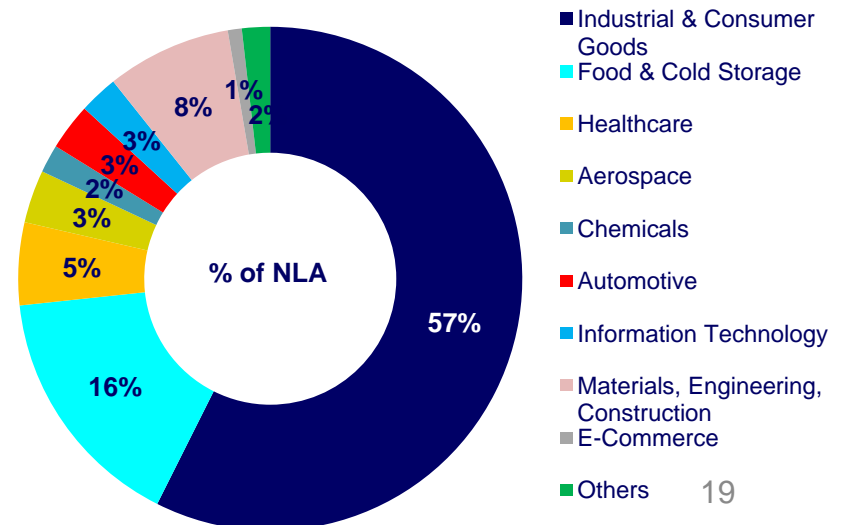
2. Geographical Diversification beyond Singapore



3. Credit Quality: Majority of End-Users and Tenants are Multi-national Companies (MNCs)



4. End-Users from Diverse Industry Sectors

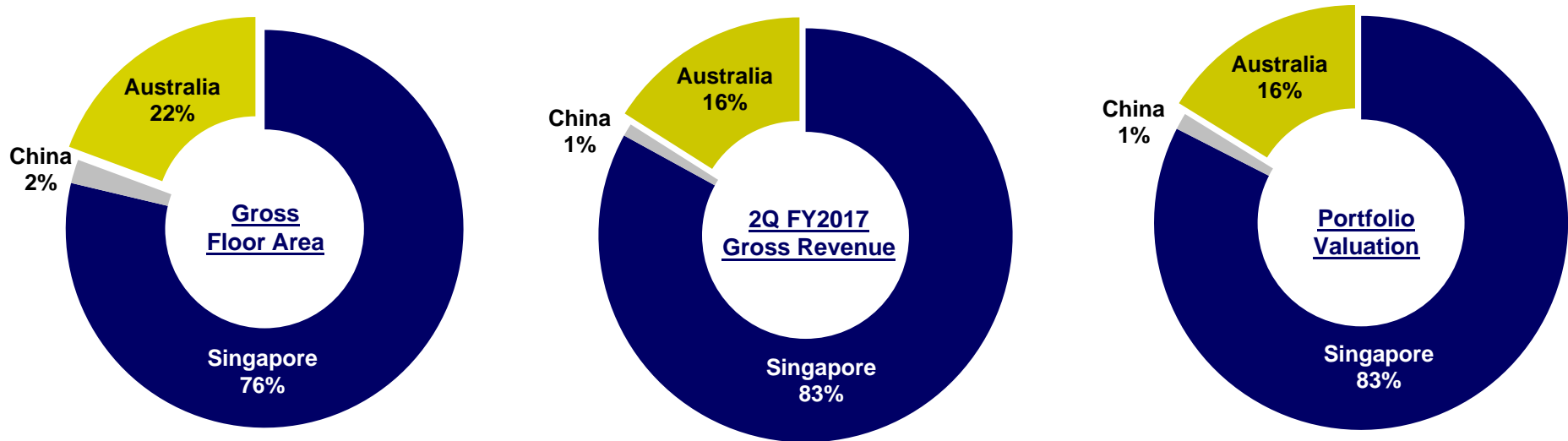


Portfolio Performance

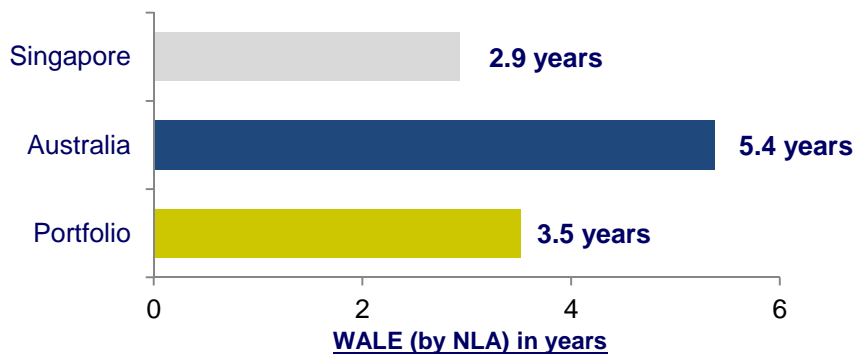
Portfolio Rebalancing: Australia



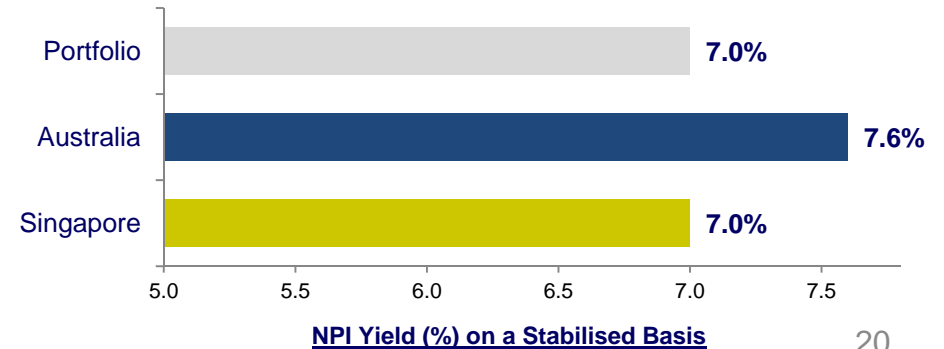
Australia - Successful Strategy Execution



Longer WALE from Australian Portfolio



Higher NPI yield from Australian Portfolio



Portfolio Performance

Update on 51 Alps Ave



Schenker Megahub ("51 Alps Ave Singapore") is the largest freight and logistics property located at the Airport Logistics Park of Singapore, the free trade zone adjacent to Changi International Airport.

Date	Updates
30 May 2016	Cache received a summons from Schenker seeking the Court to declare that the Anchor Lease Agreement ('ALA') signed between Schenker and C&P Land ('C&P', the Master Lessee to Cache) is binding on Cache. The summons also ask the Court to order Cache to apply to JTC to seek approval on the ALA renewal.
31 Aug 2016	Master Lease between Cache and C&P expired.
1 Sep 2016	C&P did not deliver vacant possession of the property.
7 Sep 2016	Cache filed a writ against C&P claiming, amongst others, double the amount of rent payable under the Master Lease Agreement for the duration of the holding over period or damages arising as a result of Schenker remaining on the property.
26 Sep 2016	Under a "holding arrangement" without prejudice to Cache's rights, Cache receives a monthly payment from Schenker under protest from 1 September 2016 until resolution of the Court proceedings.
31 Dec 2016	Legal proceedings continue. Cache continues to defend itself vigorously that it is not a party to the ALA and all matters relating to the ALA renewal should be resolved between C&P and Schenker. Timely updates will be provided to the market as/when progress is made.

The Manager and the Trustee will continue to vigorously defend Cache in the interest of Unitholders and seek to resolve the case expeditiously



*Built-to-Suit development for DHL Supply Chain completed in July 2015.
The logistics facility houses DHL Supply Chain's Asia Pacific Solutions & Innovation
Centre, the first innovation center for DHL outside Troisdorf, Germany.*

***DHL Supply Chain
Advanced Regional Centre,
Singapore***

Economy

- Singapore: Based on advance estimates from the Ministry of Trade & Industry, Singapore's economy grew by 2.5%⁽¹⁾, same as the previous quarter, with the manufacturing sector as the growth driver.
- Australia: The economy is expected to strengthen gradually, with the transition to lower levels of mining investment given improved business conditions and an increase in business investment in some parts of the country. The cash rate was unchanged in July 2017 at 1.5%⁽²⁾.

Industrial Sector

- Singapore: The abundant supply of factory and warehouse space available continued to exert downward pressure on rents, bringing the average prime monthly rent down in 1Q 2017. Coupled with industrialists' cautious outlook on the business environment, the market expects continued softness in the Singapore leasing market⁽³⁾.
- Australia: Demand for industrial prime assets observed across Sydney, Melbourne, and Brisbane continues to be driven by infrastructural development projects, labour market improvements, a low interest rate environment and strong GDP growth, among other factors⁽⁴⁾.

Cache Logistics Trust

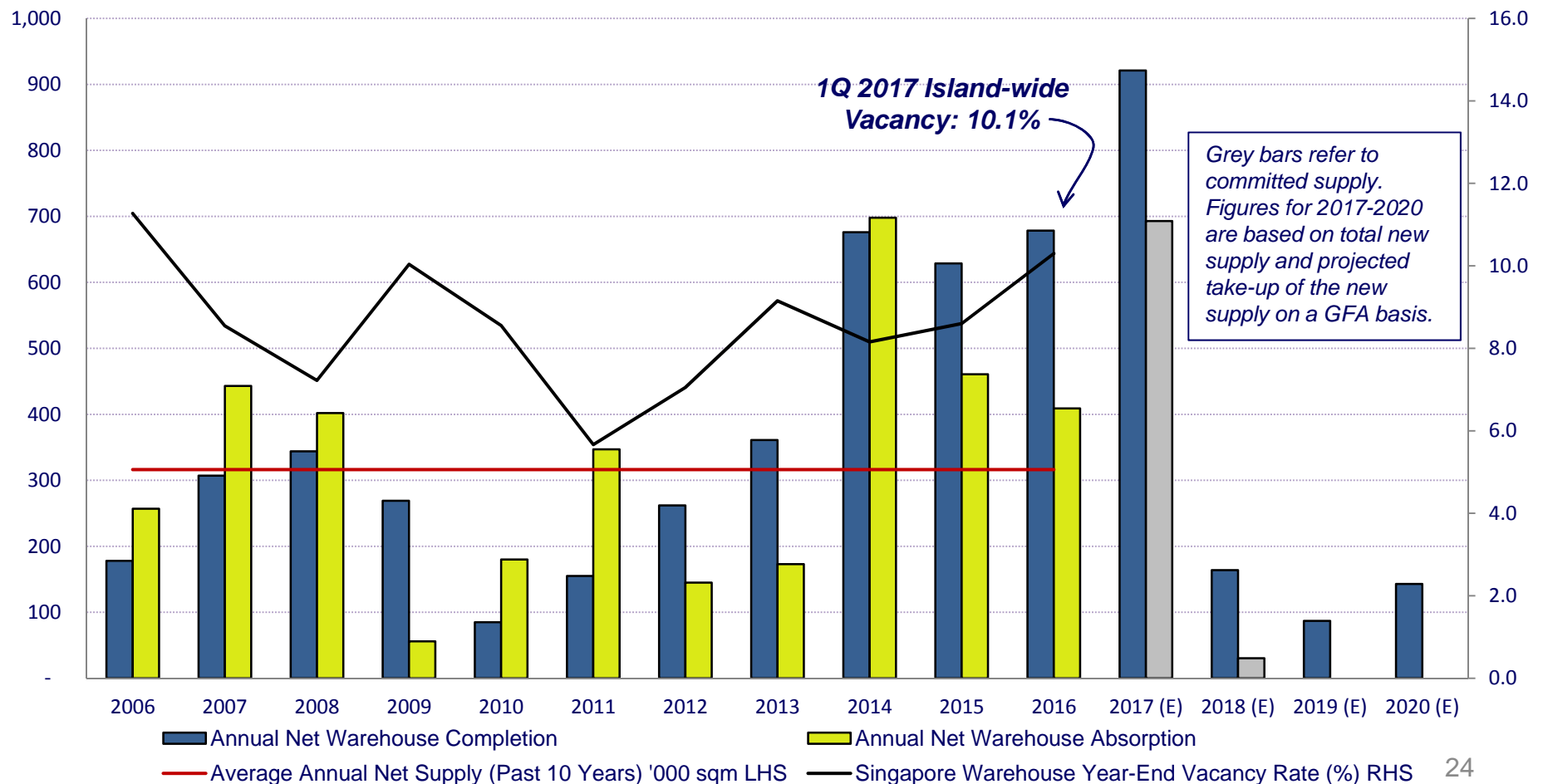
- Healthy portfolio statistics: Committed portfolio occupancy of 98.3% with minimal renewal risk of 1.8% in FY2017⁽⁵⁾.
- The Manager's focus will be on executing its portfolio rebalancing and growth strategy with a focus on Australia, in order to achieve sustainable earnings while maintaining a prudent capital structure over time.

Notes:

- (1) Ministry of Trade and Industry Press Release, 14 July 2017
- (2) Reserve Bank of Australia, Statement by Philip Lowe, Governor: Monetary Policy Decision, 4 July 2017
- (3) Savills World Research, Singapore - Briefing: Industrial Sector, May 2017
- (4) Colliers International, "Industrial Research and Forecast Report – First Half 2017", April 2017
- (5) By NLA as at 30 June 2017

Singapore: Abundant Supply of Warehouse Space Cautious Outlook on Business Environment

Warehouse Annual Net Completion, Absorption and Vacancy Rate (%)

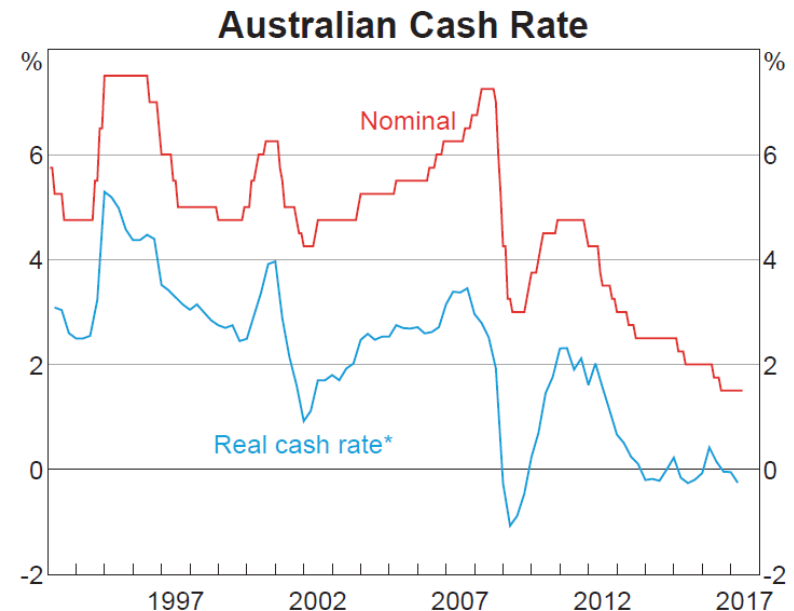
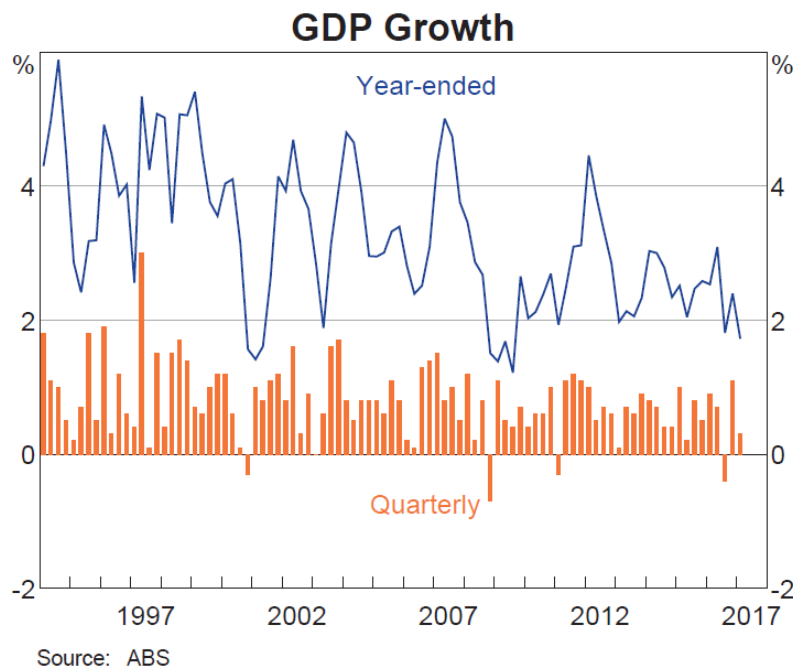


Market Outlook & Strategy

Australia: Economic Performance

Australia: Higher GDP growth is expected in the short-to-medium term Interest rates remain low at present

- GDP grew 0.3% over the March quarter following a rise of 1.1% in the December quarter. Throughout the year GDP grew 1.7%. Expected to pick up to 2.5 - 3.5% between 2017 and 18⁽¹⁾
- Australian industrial properties continue to draw strong interest from offshore and onshore investors



* Calculated using average of year-ended weighted median inflation and year-ended trimmed mean inflation

Sources: ABS; RBA

Market Outlook & Strategy

Australia: Infrastructure Development

- Eastern Seaboard states (NSW, VIC, QLD) have been the beneficiary of highest growth in the country and where Government is focusing most of the infrastructure improvements. These factors continue to drive demand growth in the logistics business.



Inland Rail

- A direct Melbourne – Brisbane rail freight corridor will significantly cut freight transit time
- Upon completion, approx. 12 mil tonnes of freight annually will transit along the rail corridor



WestConnex (Sydney)

- Australia's largest transport infrastructure project at AUD16.8 bil
- Doubles capacity of the M5, one of Sydney's key motorways
- Integrates the M4 and M5 motorways

NorthConnex (Sydney)

- Australia's largest tunnel project costing AUD3.0 bil
- Tunnel to extend 9 km and connect the M1 and M2 Motorways
- Benefits western industrial precincts with seamless transport routes

OUR VISION: To provide our customers high quality, best-in-class logistics real estate solutions in Asia Pacific

Investment Pursuits

- Pursue yield accretive acquisitions
- Leverage on broad Asia-Pacific mandate
- Be ready for Right of First Refusal properties from CWT and C&P
- Maintain prudent capital and risk management



Proactive Portfolio Management

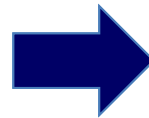
- Work closely with the master lessees and end-users to manage lease renewals
- Maintain high portfolio occupancy
- Secure longer-term tenure with strong credit-worthy end-users

Build-to-Suit Development Opportunities

- Leverage on strengths of experience, the Sponsor's support and relationships with end-users to develop opportunities

Portfolio Rebalancing & Growth Strategy: Focus on Australia

Divestment of Cache Changi Districentre 3,
Singapore



Acquisition of 217 – 225 Boundary Road,
Laverton North, Victoria, Australia



Recycling capital by way of:

- **Divesting** existing properties that are: (i) difficult to lease; (ii) limited in rental growth; (iii) lower in land tenure, and
- **Re-investing** into higher-performing assets with the following characteristics:
 - Freehold properties
 - Long WALE
 - Well-located properties with generic layout and modern building specifications
 - Diversification of quality tenant base
 - Potential for rental growth with built-in rental escalations

Rights of First Refusal ('ROFR')

- Granted by Sponsor (CWT) and C&P on properties in Asia Pacific

Properties Covered by ROFR

- 17 properties with approx. 8.5 million square feet in GFA
- Located in Singapore and Malaysia

Selected properties covered by the ROFR:

No.	Name	Description	Year of Completion	Location	GFA (sq ft)
1	47 Jalan Buroh	9-Storey ramp-up warehouse	Expected 3Q 2017	Singapore	2,391,000
2	CWT Logistics Hub 3	5-storey ramp-up warehouse	2011	Singapore	846,303
3	CWT Wine Vault	7-Storey ramp-up warehouse	2014	Singapore	751,434
4	5A Toh Guan Road East	6-storey ramp-up warehouse	2014	Singapore	600,301
5	4 Pandan Ave	5-storey ramp-up warehouse	2015	Singapore	638,857
6	Tampines Distrihub	4-storey ramp-up warehouse	2013	Singapore	454,475
7	CWT Logistics Hub 1	2-storey ramp-up warehouse	2007	Singapore	375,233
8	PKFZ Warehouse	Single storey warehouse	2012	Malaysia	112,768





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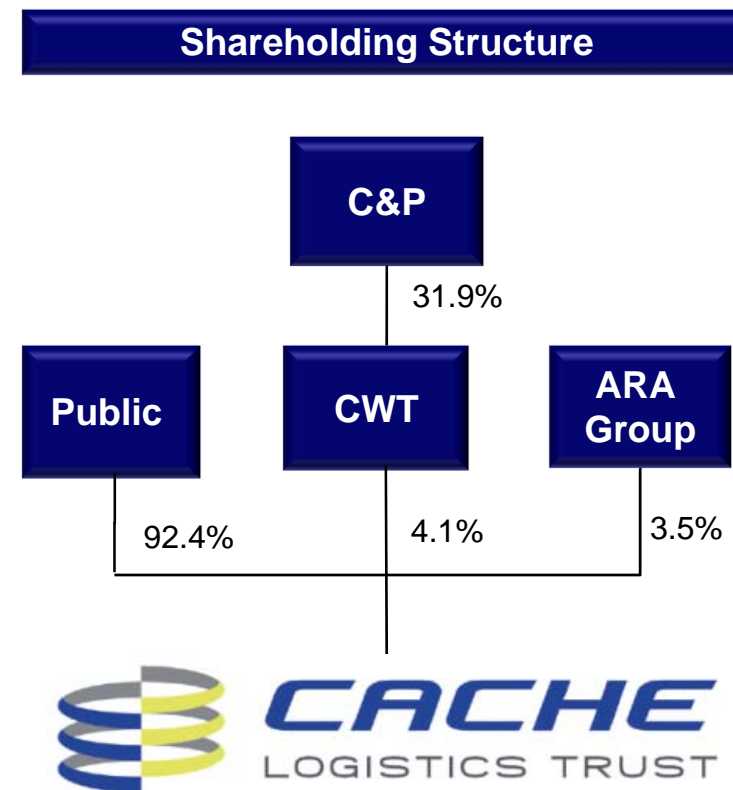
Tel: +65 6835 9232

Website: www.cache-reit.com

Appendix: Overview: Cache Logistics Trust



Sponsor	CWT Limited
REIT Manager	ARA-CWT Trust Management (Cache) Limited
Property Manager	Cache Property Management Pte Ltd
Listing Date	12 April 2010
Market Capitalisation	~S\$826 million ⁽¹⁾
Mandate	Asia Pacific
Distribution Policy	100% of Distributable Income
Distribution Period	Quarterly
SGX Stock Code	K2LU
Distribution Yield	7.9% ⁽²⁾



Notes:

(1) Based on 903,142,868 units

(2) Based on the annualised 2Q FY2017 DPU of 7.22 cents and closing price of Cache at S\$0.915 as at 30 June 2017

Appendix: Overview: About the Manager



- Real estate fund manager focused on the management of publicly-listed and private real estate funds
- One of the largest REIT managers in Asia (ex-Japan) with approximately S\$36 billion assets under management
- Established track record of managing 12 REITs in Singapore, Hong Kong, Malaysia and South Korea
- Diversified portfolio spanning the office, retail, industrial/office and logistics sectors



- A leading solutions provider of integrated logistics and supply chain management
- Operate across multiple markets and geographies (in 50 countries), supporting a diverse customer base around the globe
- Global network connectivity to around 200 direct ports and 1,500 inland destinations
- Manage over 10 million square feet of global warehouse space

Cache leverages on the **complementary strengths** of ARA and CWT

- ☑ ARA has **established real estate and fund management expertise**
- ☑ CWT has **logistics operations as its core business**



Disclaimer



This presentation does not constitute an offer, invitation or solicitation of securities in Singapore or any other jurisdiction nor should it or any part of it form the basis of, or be relied upon in connection with, any contract or commitment whatsoever.

This presentation may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from similar developments, shifts in expected levels of property rental income, changes in operating expenses (including employee wages, benefits and training costs), property expenses and governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. Investors are cautioned not to place undue reliance on these forward-looking statements, which are based on the current views of management on future events.

The value of units in Cache ("**Units**") and the income derived from them, if any, may fall or rise. Units are not obligations of, deposits in, or guaranteed by, ARA-CWT Trust Management (Cache) Limited (as the manager of Cache) (the "**Manager**") or any of its affiliates. An investment in Units is subject to investment risks, including the possible loss of the principal amount invested.

Investors should note that they will have no right to request the Manager to redeem or purchase their Units for so long as the Units are listed on Singapore Exchange Securities Trading Limited (the "**SGX-ST**"). It is intended that holders of Units may only deal in their Units through trading on the SGX-ST. The listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.

The past performance of Cache is not necessarily indicative of the future performance of Cache.