

# ARA LOGOS Logistics Trust

DBS-SGX-REITAS Virtual Conference  
Presentation

17 June 2021







## ALOG's Overview

*DHL Supply Chain Advanced Regional Centre, Singapore*

# ARA LOGOS Logistics Trust

## Backed by ARA and Strong Sponsor, LOGOS

ARA LOGOS Logistics Trust, “ALOG”, is a leading Asian logistics REIT with a S\$1.6 billion<sup>(1)</sup> portfolio across Singapore and Australia.

Listed on the SGX, ALOG invests in quality income-producing real estate used for logistics purposes and real estate-related assets in APAC.

### Supported by:

- **ARA** – One of Asia’s leading APAC real assets fund manager with a global reach; and
- **LOGOS** – ALOG’s Sponsor and a leading owner, developer and manager of logistics property across APAC

### Portfolio Statistics<sup>(2)</sup>



**31**  
Properties  
across  
SG and AUS



**1.1 mil**  
sqm GFA



**WALE**  
**4.2 years**  
(by NLA)



#### Notes:

(1) Includes the 49.5% stake in the New LAIVS Trust, 40.0% stake in the Oxford Property Fund and the 5% deposit paid for the Heron Property as disclosed in the SGX announcements dated 26 October 2020 and 8 December 2020.

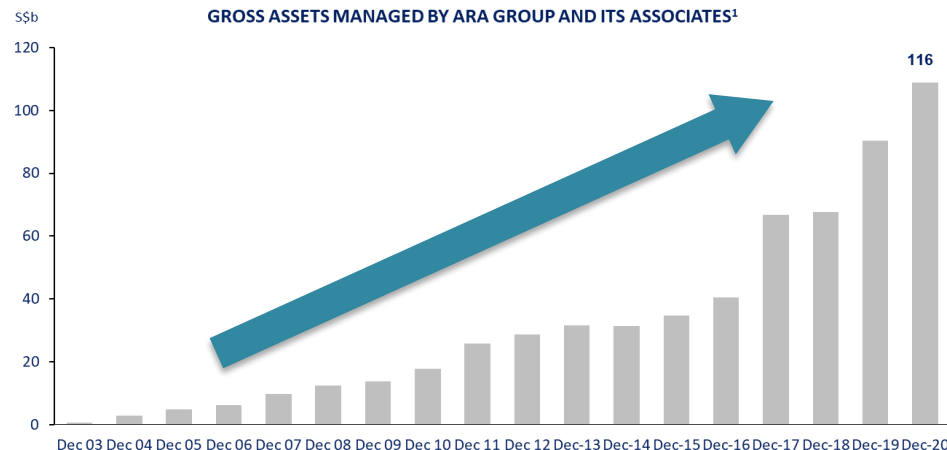
(2) As at 30 April 2021. Excluding the recent divestments of Kidman Park in Australia and ALOG Changi DistriCentre 2 in Singapore, ALOG’s portfolio will comprise of 29 properties across Singapore and Australia with a portfolio value of S\$1.6 billion, GFA of 1.0 million sqm and WALE of 4.4 years.

# ARA and LOGOS Overview



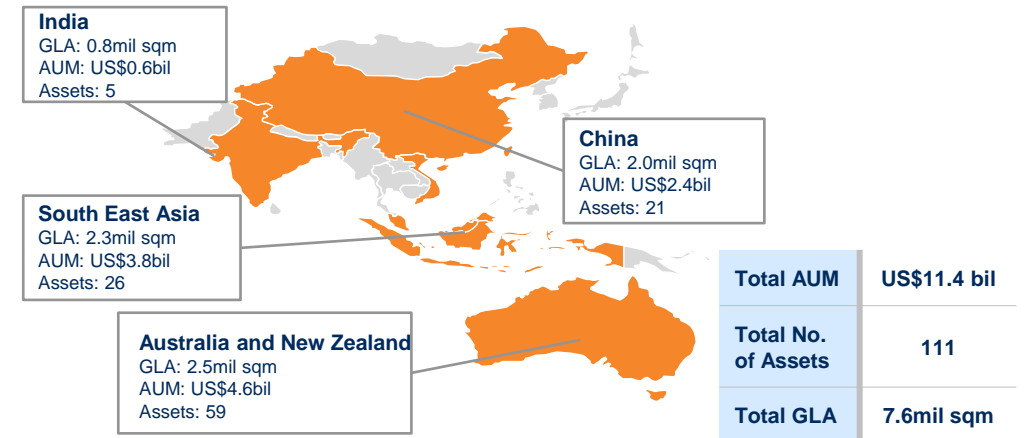
- ✓ Largest Real Assets Manager in APAC
- ✓ S\$116 billion<sup>(1)</sup> in Gross Assets Managed by ARA Group and its Associates
- ✓ Strong Growth Track Record Underpinned by Consistent Outperformance of Relevant Benchmarks
- ✓ Strong Support from Leading Global and Regional LP Investors

## Robust Track Record



- ✓ ALOG's Sponsor and a Leading Logistics Developer and Real Estate Specialist in APAC
- ✓ Completed AUM of US\$11.4 billion<sup>(2)</sup> in Existing Ventures (including ALOG) with a Total of 111 Assets
- ✓ High Quality Institutional Partners including Sovereign Wealth Funds and Pension Funds
- ✓ Strong Regional Relationships with Key Logistics and Warehouse Occupiers

## Strong Regional Presence



Notes:

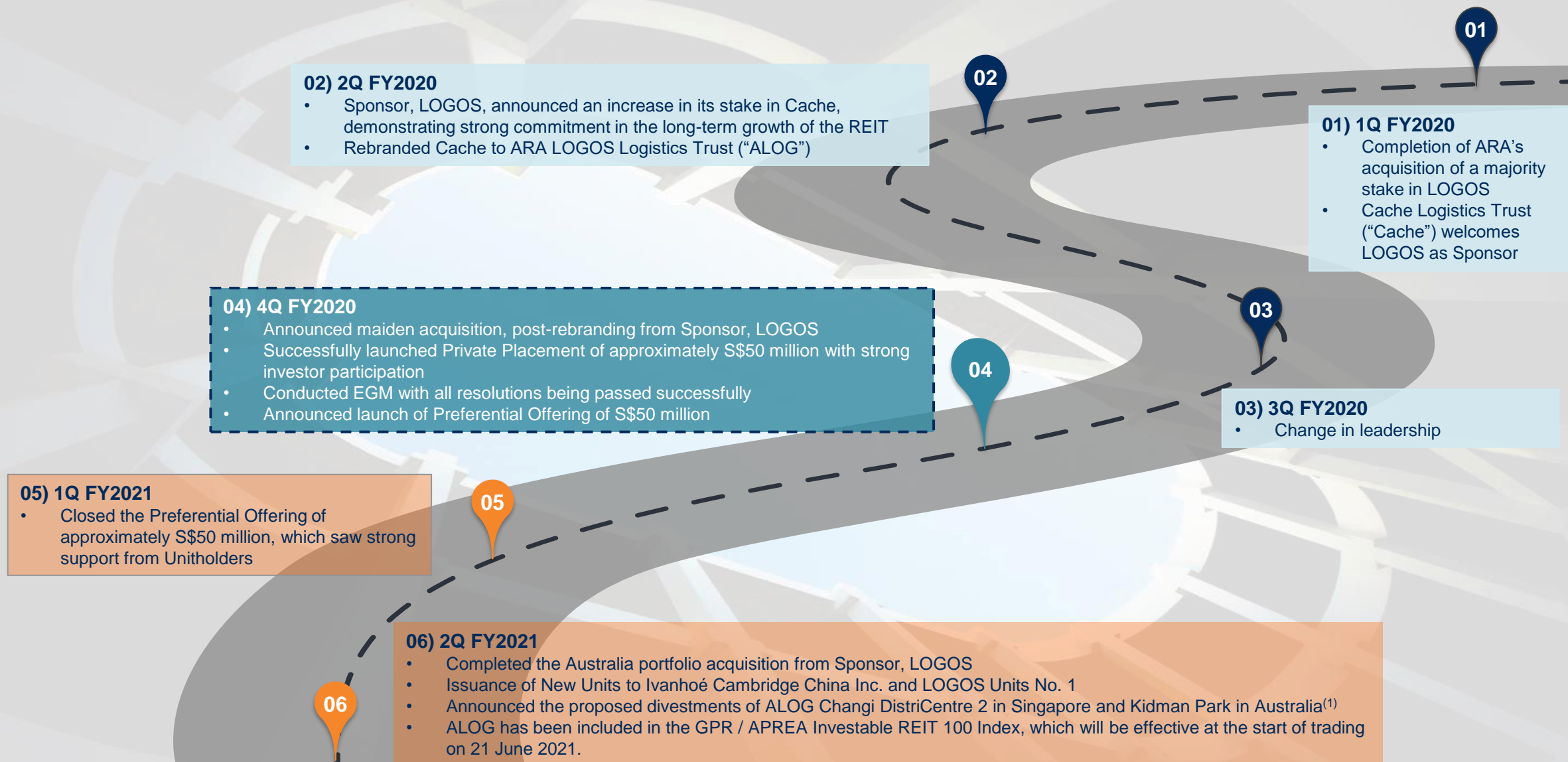
(1) Includes assets under management by ARA Asset Management Limited and the Group of companies ("ARA Group") and its Associates as at 31 December 2020.

(2) As at 31 March 2021.



# Pivotal Journey for ALOG

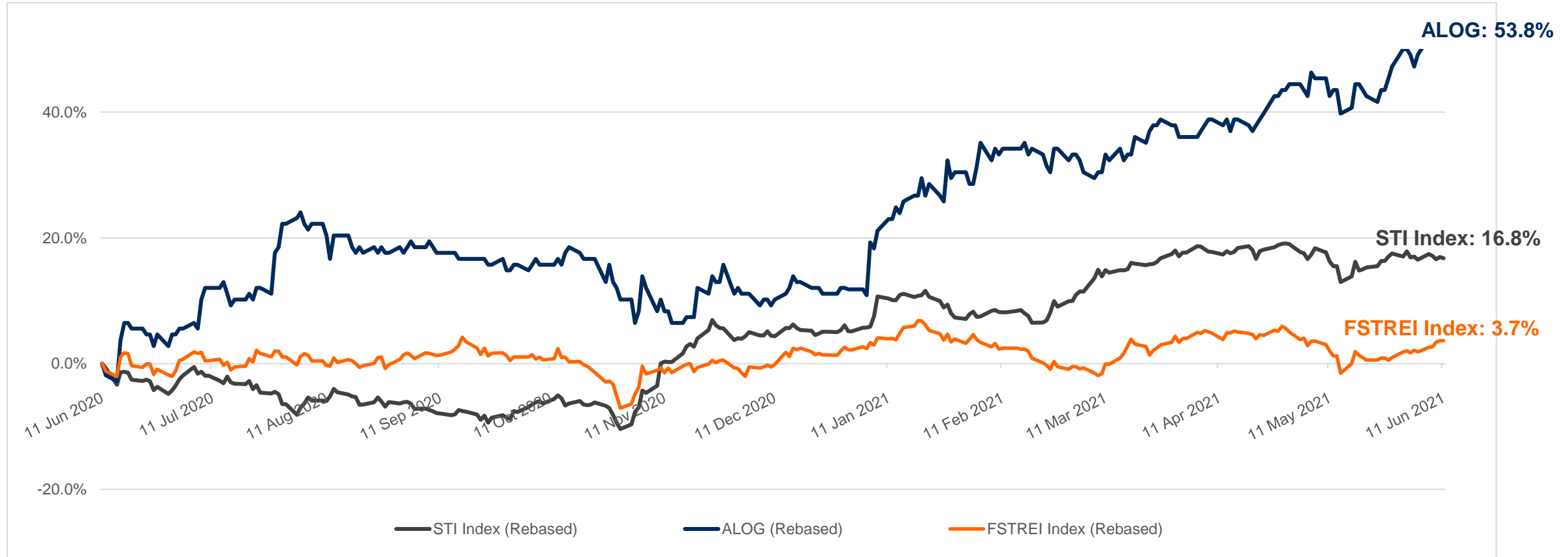
## Well-Positioned for a Transformational Growth Chapter Ahead



Note:  
(1) Announced divestment completion of Kidman Park on 31 May 2021.

# Resilient Trading Performance Despite COVID-19

ALOG's Unit Price Continues to Outperform





## Key Highlights

41 – 51 Mills Road, Braeside, Victoria, AUS



# 1Q FY2021 Key Highlights<sup>(1)</sup>

## Resilient Portfolio Underpinned by Strong Fundamentals

### Financial Performance

Gross Revenue  
**S\$31.1 mil**

Net Property Income (“NPI”)  
**S\$23.9 mil**

Distributable Income Declared  
**S\$17.3 mil**

DPU Declared to Unitholders  
**1.353 cents<sup>(2)</sup>**

### Prudent Capital Management

Aggregate Leverage  
**37.4%**

All-in Financing Cost  
**3.09%**

NAV<sup>(3)</sup>  
**S\$0.58 per unit**

Interest Coverage Ratio<sup>(4)</sup>  
**4.3 times**

Total Debt<sup>(5)</sup>  
**S\$522.1 mil**

Average Debt to Maturity  
**2.8 years**

### Portfolio Update

Higher Portfolio Occupancy Achieved  
**99.1%** committed

WALE (by NLA)  
**2.8 years**

Proactive Asset Management  
**Commenced Defensive AEI Works to Maintain Portfolio’s Competitiveness and Announced Divestments of ALOG Changi DistriCentre 2 in SG and Kidman Park in AUS<sup>(6)</sup>**

Execution of Portfolio Rebalancing and Growth Strategy  
**Completed Acquisition of Four Logistics Assets in Brisbane and 49.5% and 40.0% Stakes in the New LAIVS Trust and Oxford Property Fund respectively<sup>(7)</sup>**

#### Notes:

(1) As at 31 March 2021.

(2) Based on 1,278,078,909 Units issued. Advanced DPU of 1.563 cents for the period 1 January 2021 to 15 April 2021 will be distributed to Unitholders on 28 May 2021.

(3) Based on 1,279,844,561 Units issued. NAV Per Unit is computed based on the net assets attributable to Unitholders.

(4) ICR is computed based on trailing 12-month period ending on 31 March 2021. Includes margin and amortisation of capitalised upfront fee, excluding non-recurring finance expenses and upfront fees written-off.

(5) Excludes unamortised transaction costs.

(6) Please refer to SGX announcement dated 22 April 2021 and 26 April 2021 for more information. Completion of divestment of Kidman Park was announced on 31 May 2021.

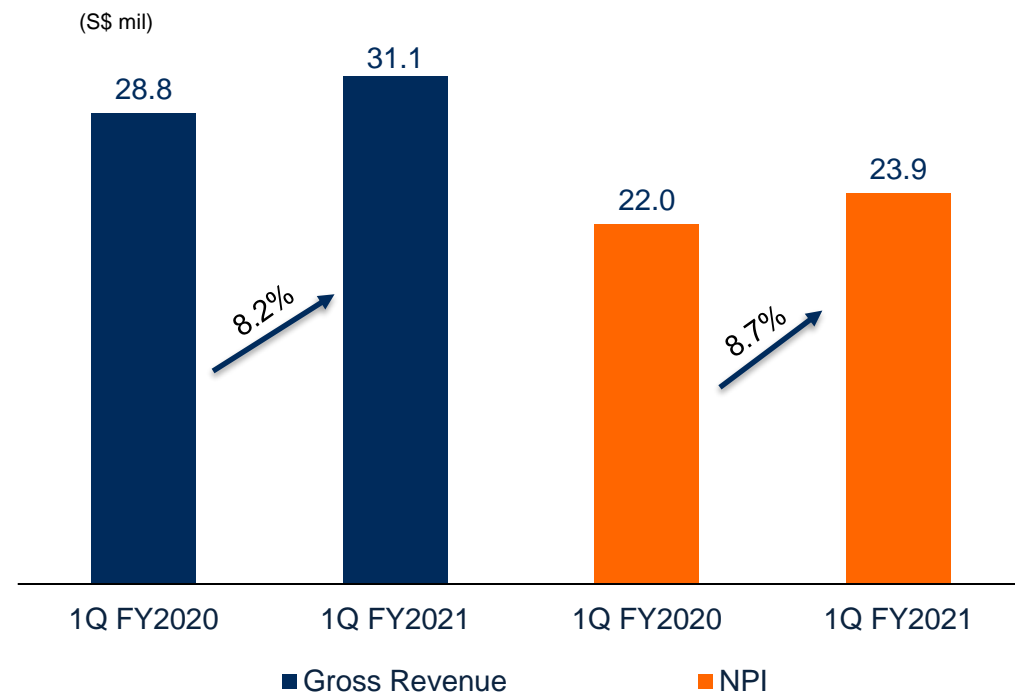
(7) Please refer to SGX announcement dated 16 April 2021 and 21 April 2021 for more information.



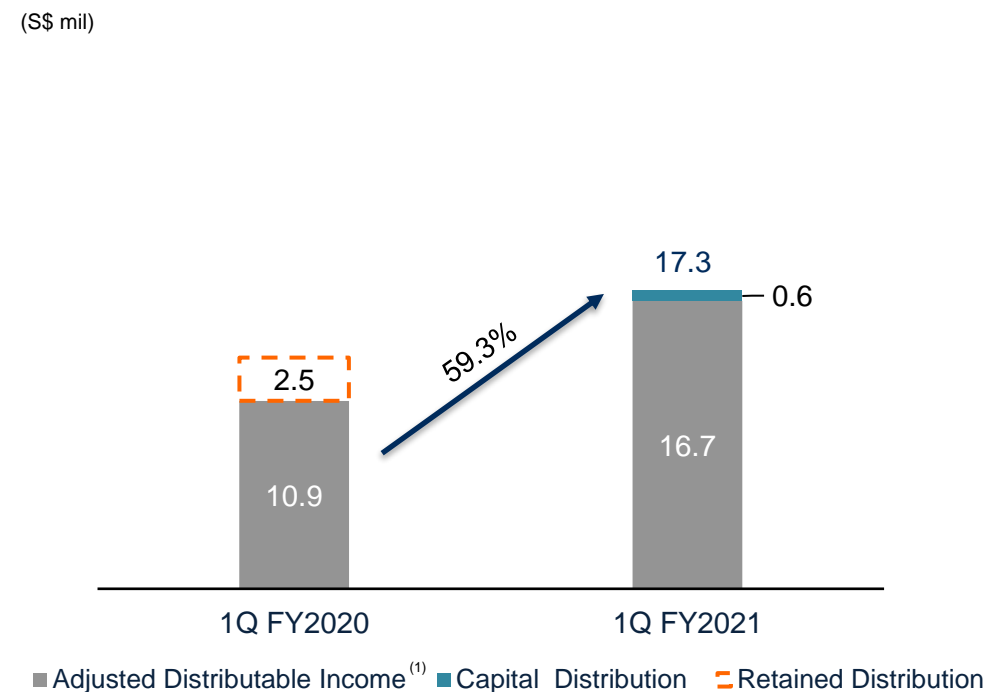
# 1Q FY2021 vs 1Q FY2020 Performance

## Delivering Strong Portfolio Performance

### Gross Revenue and NPI



### Distributable Income



- Gross Revenue and NPI rose 8.2% and 8.7% respectively, delivering improved performance for the quarter.
- Robust performance recorded in 1Q FY2021 mainly due to commencement of new leases at several properties as well as higher revenue generated from the Australia portfolio on the back of the strengthening Australia dollar.
- Distributable income was **59.3% higher** as compared to 1Q FY2020. On a like-for-like basis, including the S\$2.5 mil retained distributable income in 1Q FY2020 and excluding the capital distribution in 1Q FY2021, distributable income would have also been up **25.1%**<sup>(1)</sup>.

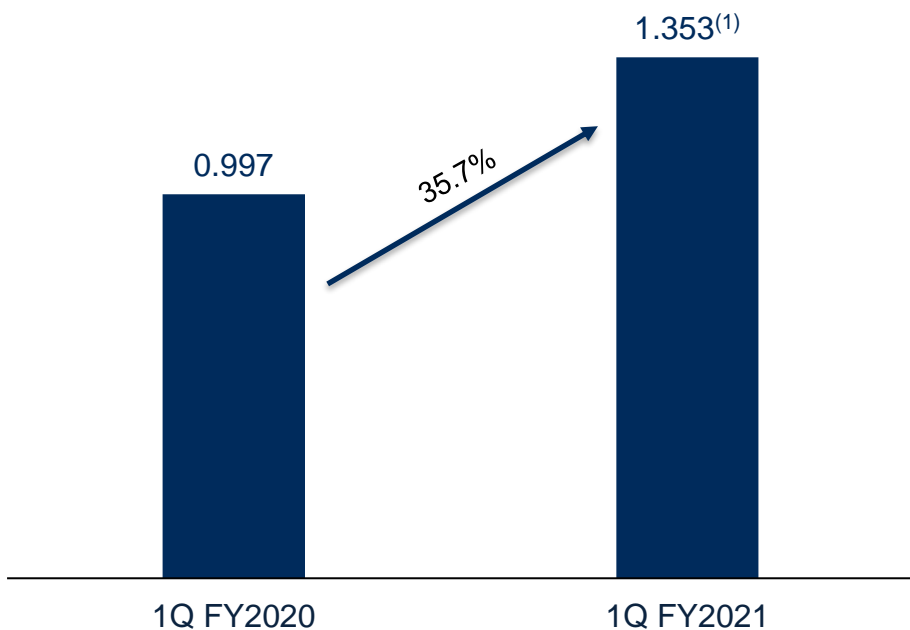
Note:  
(1) Excluding the S\$0.6 mil capital distribution in 1Q FY2021 and including the S\$2.5 mil retained distributable income in 1Q FY2020. Amount shown for purpose of like-for-like comparisons only.

# 1Q FY2021 vs 1Q FY2020 Distribution

## Delivering Strong Portfolio Performance

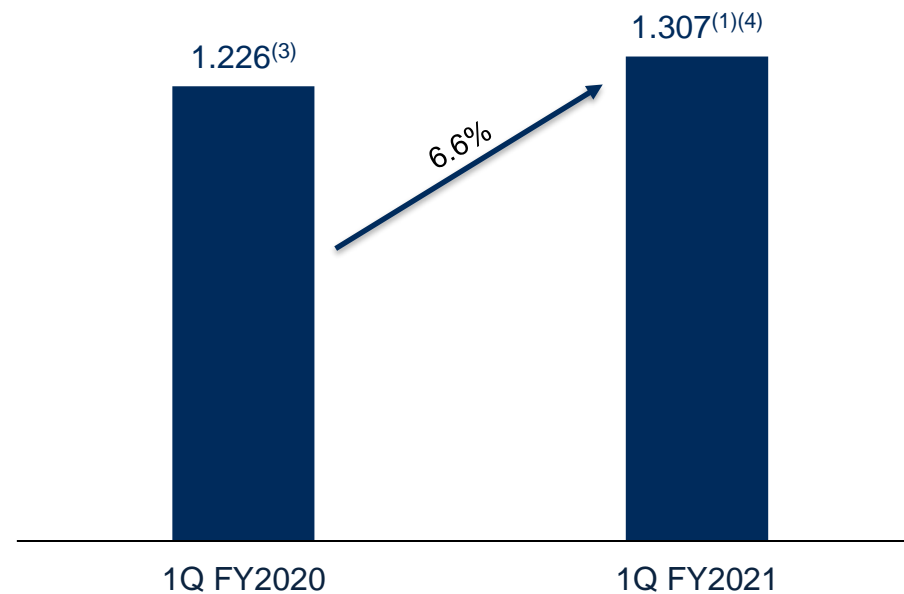
### DPU

(Cents)



### Adjusted DPU<sup>(2)</sup>

(Cents)

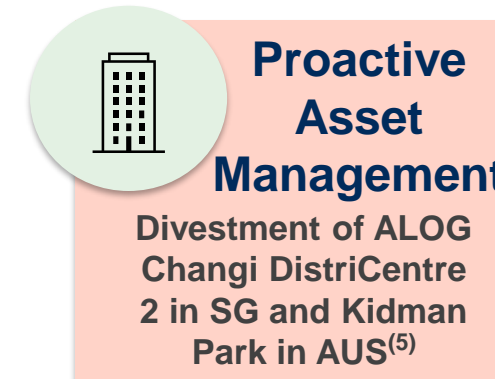
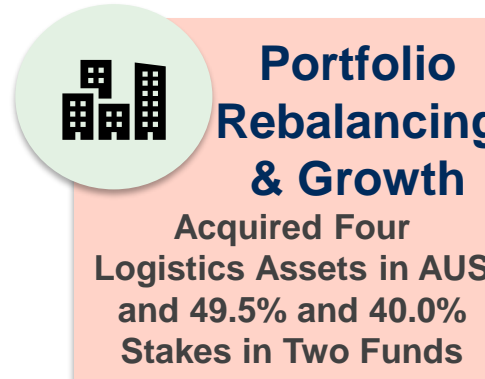
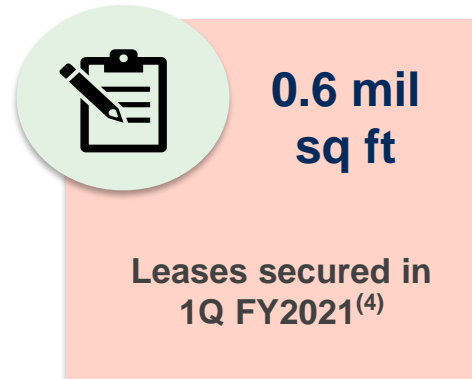
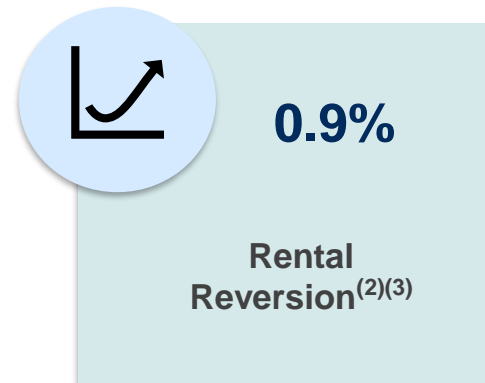
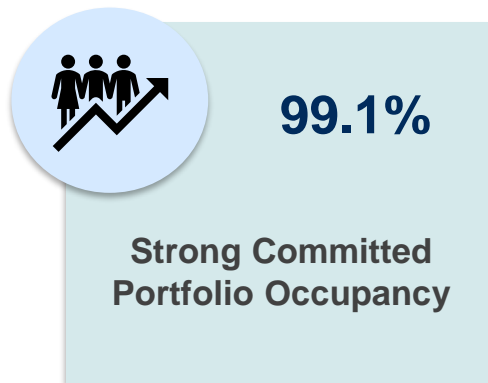


Notes:

- (1) 1Q FY2021 DPU factored in the enlarged unit base with Preferential Offering Units issued on 25 January 2021.
- (2) For the purpose of like-for-like comparison.
- (3) Including the S\$2.5 mil retained distributable income in 1Q FY2020.
- (4) Excluding the capital distribution of S\$0.6 mil.

# Proactive Portfolio Management

Delivering Strong Operating Metrics in 1Q FY2021<sup>(1)</sup>



Notes:

- (1) As at 31 March 2021.
- (2) Based on the weighted average variance between the average signing rents for new and renewed leases and the average signing rents of preceding leases.
- (3) Excludes leases with different lease structures (e.g. master lease to multi-tenant), short-term leases and when the leased areas differ significantly.
- (4) Excludes short-term leases.
- (5) Completion of divestment of Kidman Park was announced on 31 May 2021.





# Portfolio Rejuvenation

223 Viking Drive, Wacol, Queensland, AUS



# Portfolio Transformation

## Driving Momentum in Portfolio Growth

### Post Acquisition Completion - Enlarged Portfolio with Addition of Good Quality Assets<sup>(1)</sup>

#### Acquisition of 4 New Assets



47 Logistics Place,  
Larapinta



8 Curlew Street,  
Port of Brisbane



1-5 & 2-6 Bishop  
Drive, Port of  
Brisbane



53 Peregrine Drive,  
Port of Brisbane

#### 49.5% Investment in New LAIVS Trust



69 Sargents Road,  
Minchinbury



11-14 John  
Morphett Place,  
Erskine Park



34-58 Marshall  
Court, Altona



27-43 Toll Drive,  
Altona North

#### 40.0% Investment in Oxford Property Fund



1 Hume Road,  
Laverton North

- ✓ **Completed the acquisition** of four logistics assets in Brisbane, 49.5% stake in the New LAIVS Trust and 40.0% stake in the Oxford Property Fund<sup>(2)</sup>.
- ✓ Acquired **modern and prime logistics portfolio** with quality assets spread across Brisbane, Sydney and Melbourne.
- ✓ ALOG's portfolio AUM will increase to **S\$1.6 bil<sup>(3)</sup> from S\$1.3 bil** following the completion of the acquisition.
- ✓ **Deepened** ALOG's geographical footprint and presence in key market, **further fortifying** portfolio's quality and growth potential.
- ✓ Portfolio **underpinned** by key benefits such as reputable tenant base, built-in annual rent reviews, long WALE and pre-emptive rights over remaining stakes in the two funds.

#### Notes:

(1) Please refer to the SGX announcement dated 8 December 2020 for full details of the acquisition.

(2) Please refer to the SGX announcements dated 16 April 2021 and 21 April 2021 for more information. The Heron Property is currently still under development. Completion of the acquisition of the Heron Property would take place 10 business days after initial practical completion, which is currently expected to be in November 2021.

(3) AUM includes the 5% deposit paid for the Heron Property as disclosed in the SGX announcements dated 26 October 2020 and 8 December 2020.

# Portfolio Transformation

## Driving Momentum in Portfolio Growth

### Divestments of Low-Yielding Assets with Older Specifications<sup>(1)</sup>



<b>Property</b>	404 - 450 Findon Road, Kidman Park, Adelaide	ALOG Changi DistriCentre 2 3 Changi South Street 3, Singapore
<b>Country</b>	Australia	Singapore
<b>NLA</b>	632,869 sq ft	90,688 sq ft
<b>Total Sale Consideration</b>	A\$41.5 million <i>(3.8% above 31 December 2020's valuation)</i>	S\$16.7 million <i>(7.7% above 31 December 2020's valuation)</i>
<b>Completion Date</b>	Completed on 31 May 2021	Slated for 1H 2021 <i>(or as soon as JTC Corporation grants the necessary approval for the proposed sale)</i>

Note:

(1) Please refer to the SGX announcements dated 22 April 2021, 26 April 2021 and 31 May 2021 for full details of the divestments.

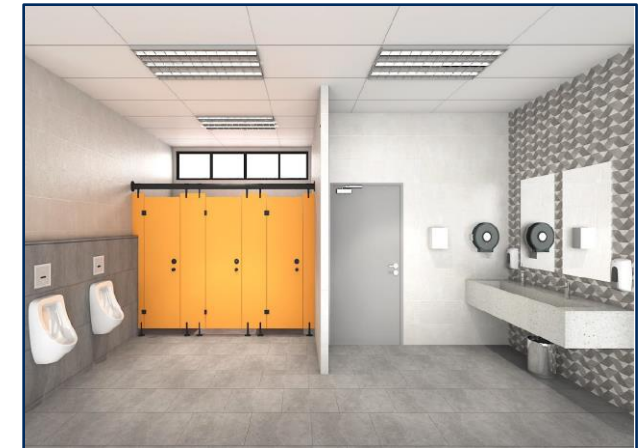
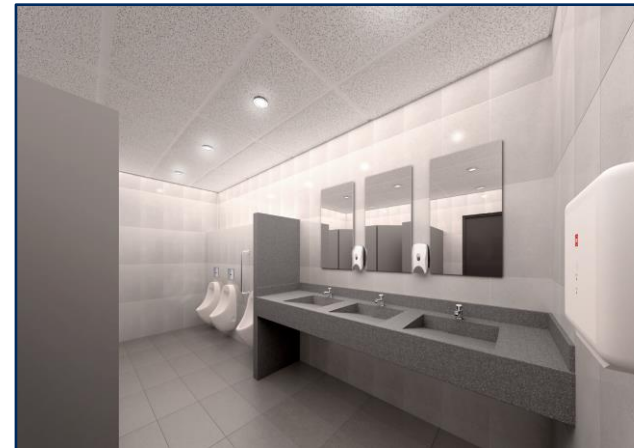


# Maintaining a Defensive Portfolio

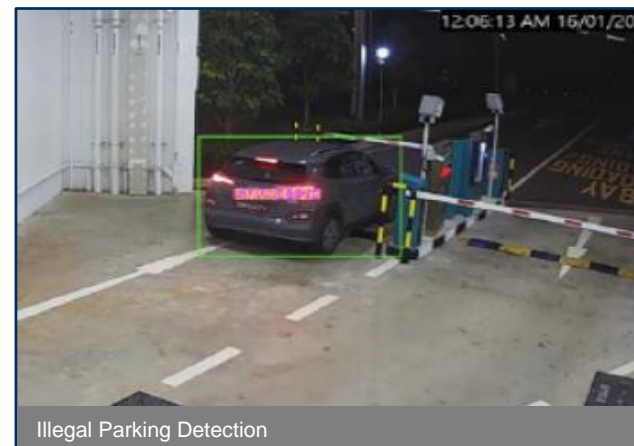
## Asset Enhancement Initiatives in FY2021

<b>Description</b>	Defensive AEI works include toilet upgrading works, CCTV upgrading with video analytics and repainting works across the SG portfolio
<b>Properties</b>	1) ALOG Commodity Hub 2) Schenker Megahub 3) ALOG Changi DistriCentre 1 4) Pandan Logistics Hub 5) DHL Supply Chain Advanced Regional Centre
<b>Estimated Cost</b>	Approx. S\$5.1 mil
<b>Targeted Completion Date</b>	December 2021

### Artist's Impression of Newly Upgraded Toilets



### Illustration of CCTV System with Video Analytics





## Sustainability Efforts

*ALOG Commodity Hub, Singapore*



## Reducing Carbon Footprint



- Over 21,000 solar panels installed across the rooftops of three of ALOG's warehouses<sup>(1)</sup> with a combined capacity of 8.0 Megawatt peak
- Avoidance of over four million kilogrammes of carbon dioxide emissions a year
- Equivalent to powering more than 2,000 four-room flats for a year

## Energy and Emission Management



- Progressive upgrading of mechanical & electrical fittings with energy efficient technology and use of motion sensors to reduce energy consumption within the properties
- Minimise reliance on equipment with heavy energy consumption and shifting towards energy efficient design

## Engaging Stakeholders



- Dialogues and discussions with tenants to highlight key benefits of reduced and responsible energy usage
- Encouraging environmental practices among tenants and suppliers by including environmental issues in business discussions and initiatives



# Contact Information



## For enquiries:

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