

Inaugural Annual General Meeting

28 April 2014



Disclaimer

This presentation should be read in conjunction with the financial statements of Soilbuild Business Space REIT (“Soilbuild REIT”) for the period from 16 August 2013 (“Listing Date”) to 31 December 2013 as detailed in the FY 2013 Annual Report.

This presentation is for information only and does not constitute an offer or solicitation of an offer to subscribe for, acquire, purchase, dispose of or sell any units in Soilbuild REIT (“Units”) or any other securities or investment.

Nothing in this presentation should be construed as financial, investment, business, legal or tax advice and you should consult your own independent professional advisors.

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The value of Units and the income derived from them, if any, may fall or rise. Units are not obligations of, deposits in, or guaranteed by, 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 Soilbuild REIT is not indicative of the future performance of Soilbuild REIT. Similarly, the past performance of SB REIT Management Pte. Ltd. (“Manager”) is not indicative of the future performance of the Manager.

Citigroup Global Markets Singapore Pte. Ltd., DBS Bank Ltd. and Oversea-Chinese Banking Corporation Limited were the joint global coordinators, issue managers, bookrunners & underwriters of the initial public offering of Soilbuild REIT.

Soilbuild REIT Key Highlights

About Soilbuild REIT

Financial Highlights

Growth Strategy

Outlook & Conclusion

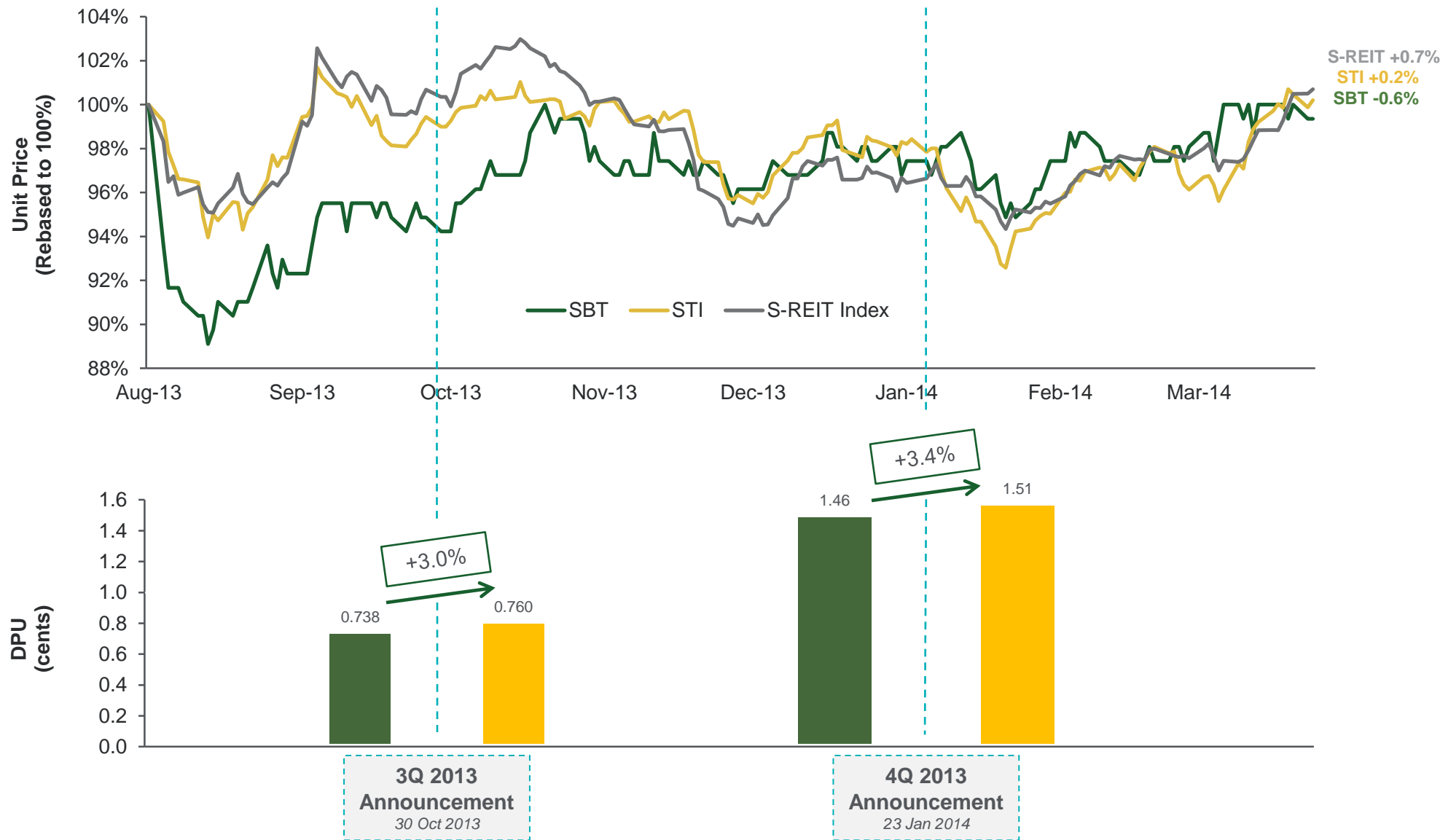


Soilbuild REIT Key Highlights

Soilbuild REIT Key Highlights

IPO	<ul style="list-style-type: none">🌱 Soilbuild REIT listed on Singapore Stock Exchange on 16 August 2013<ul style="list-style-type: none">– Strong demand for Soilbuild REIT Units from both institutional and retail investors– Listed when REIT stocks were out of favour due to the Fed's tapering speeches– Has since outperformed the broader market
Operational Performance	<ul style="list-style-type: none">🌱 Manager has been focusing on the REIT's operating performance<ul style="list-style-type: none">– All expiring leases were renewed with occupancy close to 100%
Financial Performance	<ul style="list-style-type: none">🌱 Financial Performance has exceeded expectations with DPU up by 3.2%<ul style="list-style-type: none">– Higher revenue driven by new take up of vacant space and higher renewal rates– Lower interest costs due to fixing 100% of debt at rates lower than forecast
Capital Management	<ul style="list-style-type: none">🌱 Prudent Capital Management policies employed<ul style="list-style-type: none">– Modest gearing of 29.3% allows debt headroom of \$170 million up to 40%– 100% of interest costs have been fixed for a range of 1-4 years– Investment Grade Rating of BBB- assigned by Standard & Poors

Relative Trading Performance Since IPO



About Soilbuild REIT



Vision

Soilbuild Business Space REIT aims to be a successful business space real estate investment trust with a quality portfolio of assets to deliver stability and growth



Mission

To deliver stable and growing returns to Unitholders by actively managing our assets and expanding our portfolio.



Our Competitive Advantage



Integrated Platform of Sponsor



Location, Quality and Specification of Assets

Sponsor has Integrated Real Estate Platform

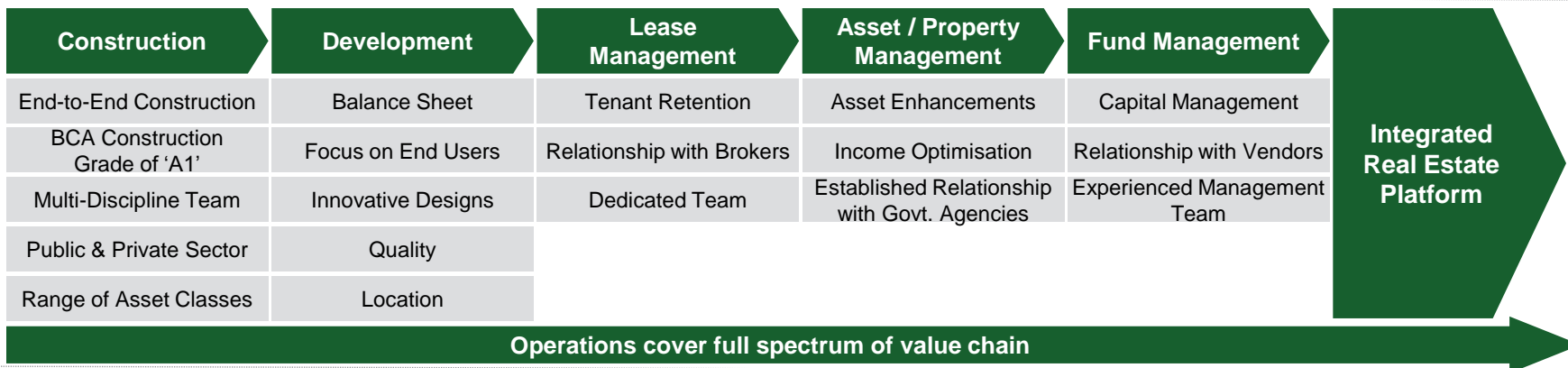
A

Leading Integrated Property Group with ~40 Years of Experience

- Singapore integrated property group with a long track record in construction and development
- Graded 'A1' by BCA which allows it to tender for public sector projects without any value limitations
- Only Industrial REIT in Singapore with a Sponsor that offers a fully integrated real estate platform
- Committed to support Soilbuild REIT over the long term with significant stake of more than 26%

B

Only Industrial REIT Sponsor with End-to-End Integrated Capabilities



C

> 90% of IPO Portfolio Conceived, Designed & Developed by Soilbuild Group

Sponsor Properties



91% of valuation

3rd Party Properties



9% of valuation

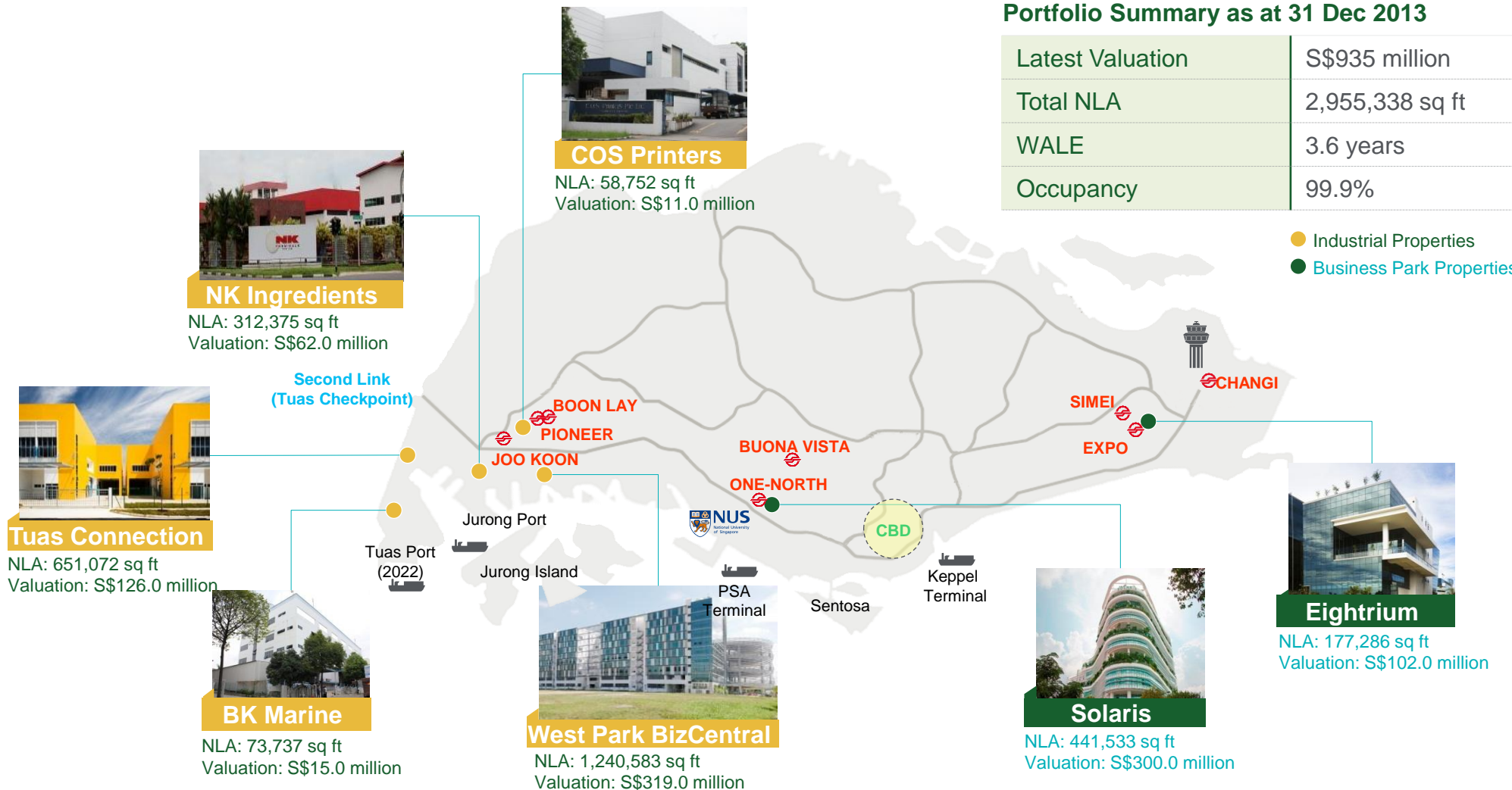
Portfolio Overview

Soilbuild REIT portfolio features include optimal locations for the various asset types, above average specifications, young properties and very long remaining land leases








Portfolio Summary as at 31 Dec 2013

Latest Valuation	S\$935 million
Total NLA	2,955,338 sq ft
WALE	3.6 years
Occupancy	99.9%

- Industrial Properties
- Business Park Properties



Portfolio Overview (cont'd)

Property	Type	Lease Arrangement	Property Age (Years)	Remaining Land Lease (Years)	Occupancy Rate as at 31 Dec 13	Occupancy Rate as at IPO
Solaris 	Business Park	Master Lease	2.3	54	100.0%	100.0%
West Park BizCentral 	Multi-User Ramp-up Factory	Multi Tenanted	1.3	55	100.0%	100.0%
Eightrium 	Business Park	Multi Tenanted	6.3	52	98.5%	95.3%
Tuas Connection 	Multi-User Land Based Factory	Multi Tenanted	3.5	37	100.0%	100.0%
NK Ingredients 	Single-User Factory	Master Lease	Ph1: 22.5 Ph2: 6.4	33	100.0%	100.0%
COS Printers 	Single-User Factory	Master Lease	17.0	29	100.0%	100.0%
Beng Kuang Marine 	Single-User Factory	Master Lease	13.7	43	100.0%	100.0%
Portfolio			3.9	50	99.9%	99.7%



Property Information	
GFA	551,811 sq ft
NLA	441,533 sq ft
No. of Floors	9-storey in North Tower; 15-storey in South Tower
Occupancy	100%
No. of Sub-Tenants	26
Car Park Lots	292
Floor-to-Ceiling Height	Up to 6 meters

Established Sub-Tenant Base



Iconic award winning development offering plethora of green innovations



Minutes from one-north / Buona Vista MRT stations and easy accessibility to AYE and PIE

West Park BizCentral



Property Information

GFA	1,414,600 sq ft
NLA	1,240,583 sq ft
No. of Floors	6-storey ramp-up factory and 11-storey air-conditioned hi-tech facility
Occupancy	100%
No. of Tenants	48
Car Park Lots	542
Floor-to-Ceiling Height	Ramp-up factory: Up to 9.1 meters; Air-conditioned hi-tech facility: Up to 5.0 meters

Established Sub-Tenant Base

dyson

Heraeus
HITACHI
Inspire the Next

豐城
GAIN CITY

NATIONAL OILWELL VARCO



Award winning design with safety feature including traffic segregated system



Flexible configuration allows for innovative use of space



Individual substations for each stack providing tenants with stable power sources

Eighthrium @ Changi Business Park



Property Information

GFA	213,835 sq ft
NLA	177,835 sq ft
No. of Floors	8-storey East and 6-storey West Wings interlinked by a distinctive 5-storey high atrium
Occupancy	98.5%
No. of Tenants	12
Car Park Lots	132 lots
Floor-to-Ceiling Height	High ceiling height of up to 3 metres

Established Sub-Tenant Base

Knowledge
Universe



Nestlé
Good Food, Good Life

ASUS



AAR®



Located in Changi Business Park –
One of Singapore's most sought after
business park locations



One of the few multiple-user business
park properties in Changi Business
Park



Close proximity to MRT stations and
major road infrastructures with facilities
and amenities abound

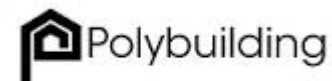
Tuas Connection



Property Information

GFA	607,994 sq ft
NLA	651,072 sq ft
Occupancy	100%
No. of Tenants	15
Car Park Lots	Nil
Floor-to-Ceiling Height	High ceiling height of up to 12 metres

Established Sub-Tenant Base



Functional layouts featuring wide production spaces and ceilings as high as 12 mtrs, with well-organized office spaces on the 2nd storey



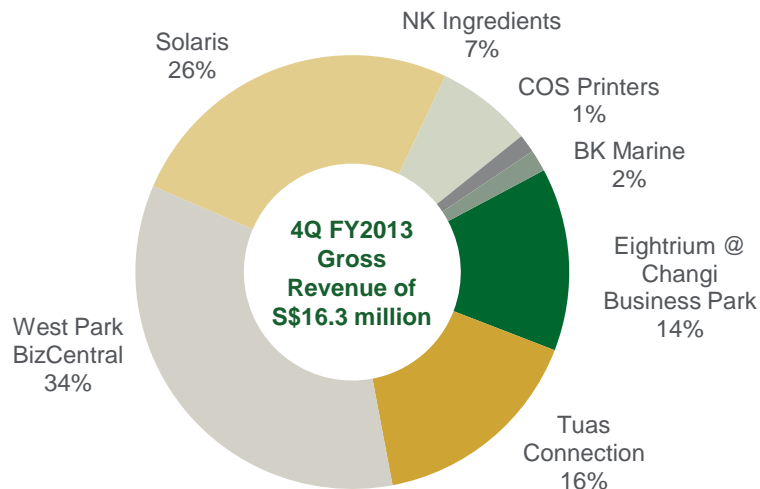
Features detached and semi-detached business space, offering exclusivity to tenants



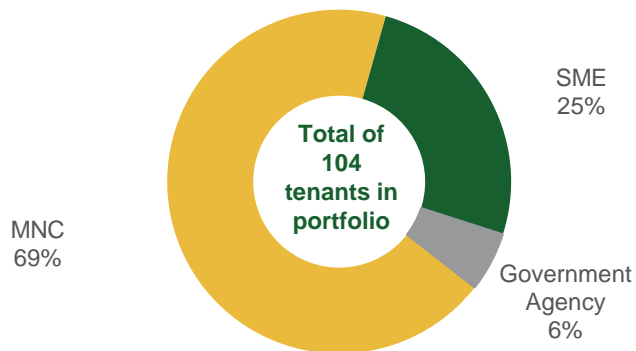
Strategically located close to Tuas Checkpoint, Petrochemical, Pharmaceutical and Green Energy Zones

Portfolio Diversification

1 Portfolio Income by Property

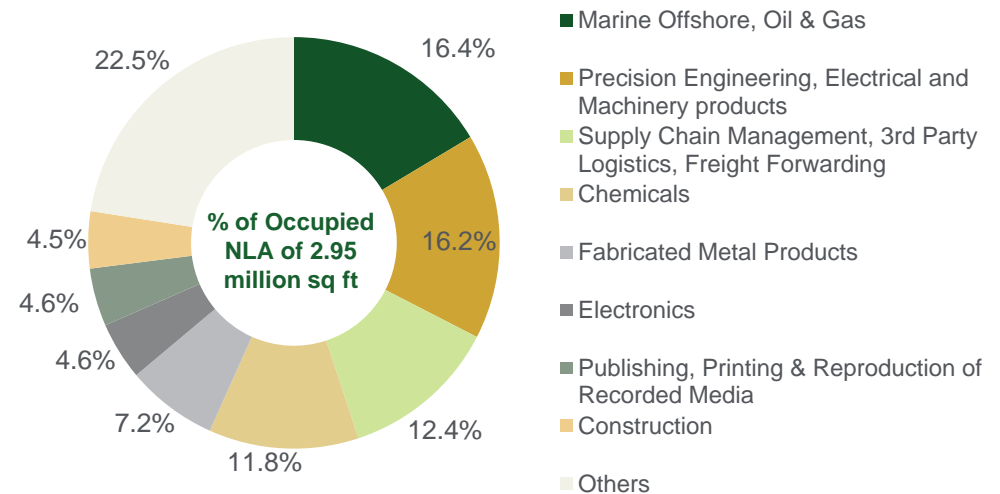


3 Diversified Tenant Base^{(1) (2)}



- (1) Inclusive of underlying tenants for Solaris.
 (2) Based on Gross Rental Income.

2 Well Spread Trade Sectors⁽¹⁾



(1) Inclusive of underlying tenants for Solaris

4 Range of Quality and Established Major Tenants

dyson



NK
INGREDIENTS

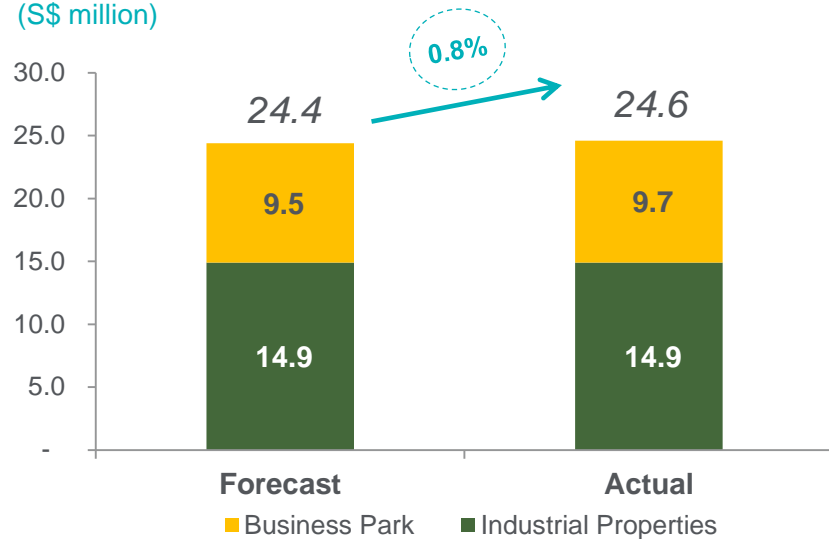


Knowledge
Universe

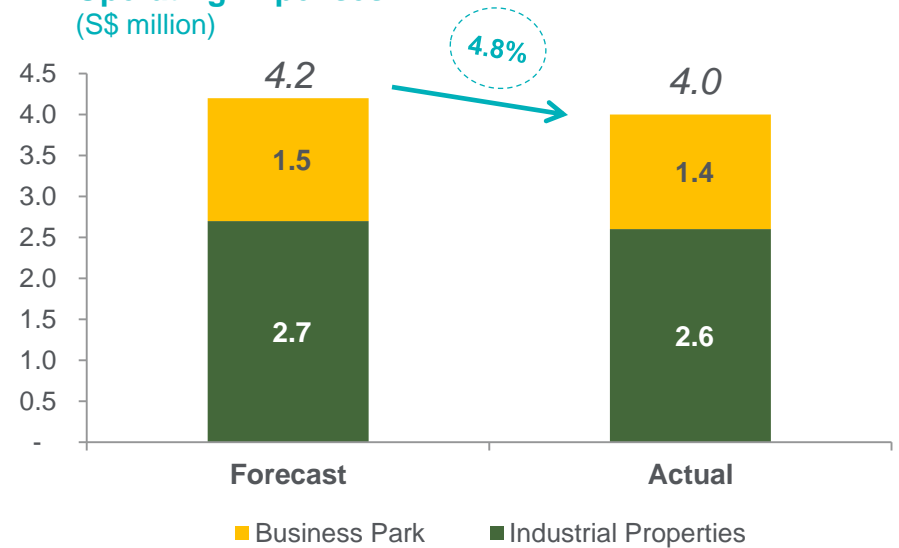
Financial Highlights

Financial Highlights from Listing Date to 31 December 2013

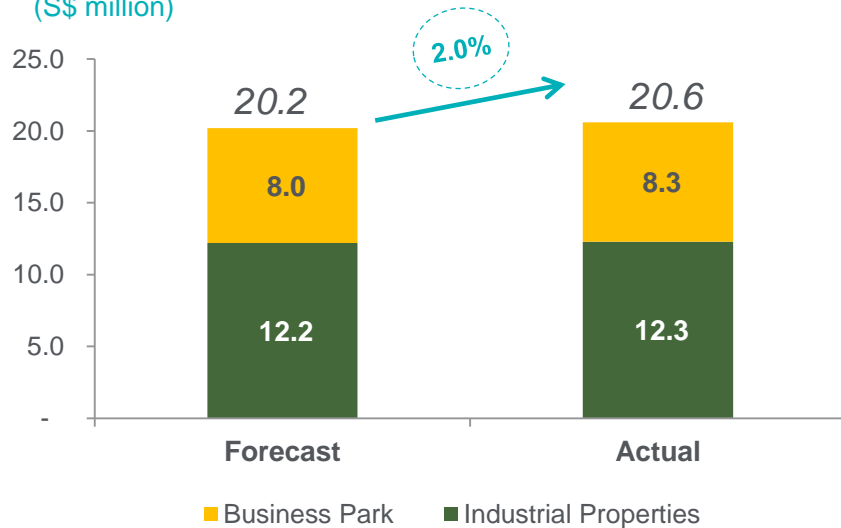
Gross Revenue
(S\$ million)



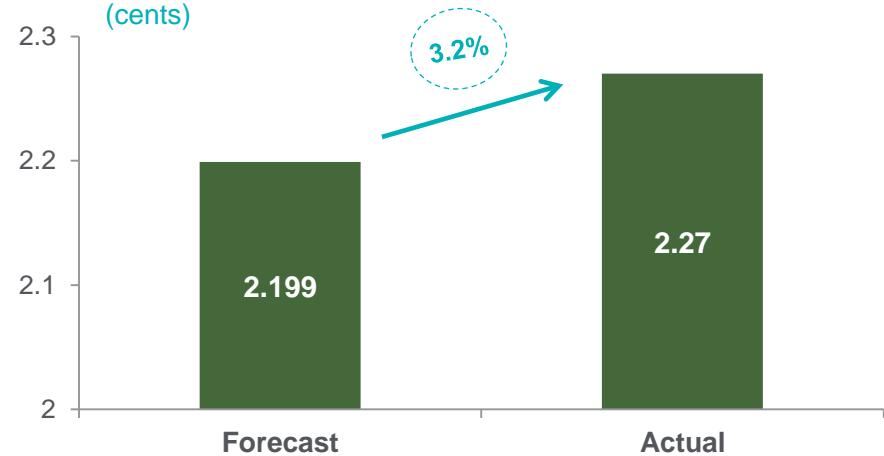
Operating Expenses
(S\$ million)



Net Property Income
(S\$ million)

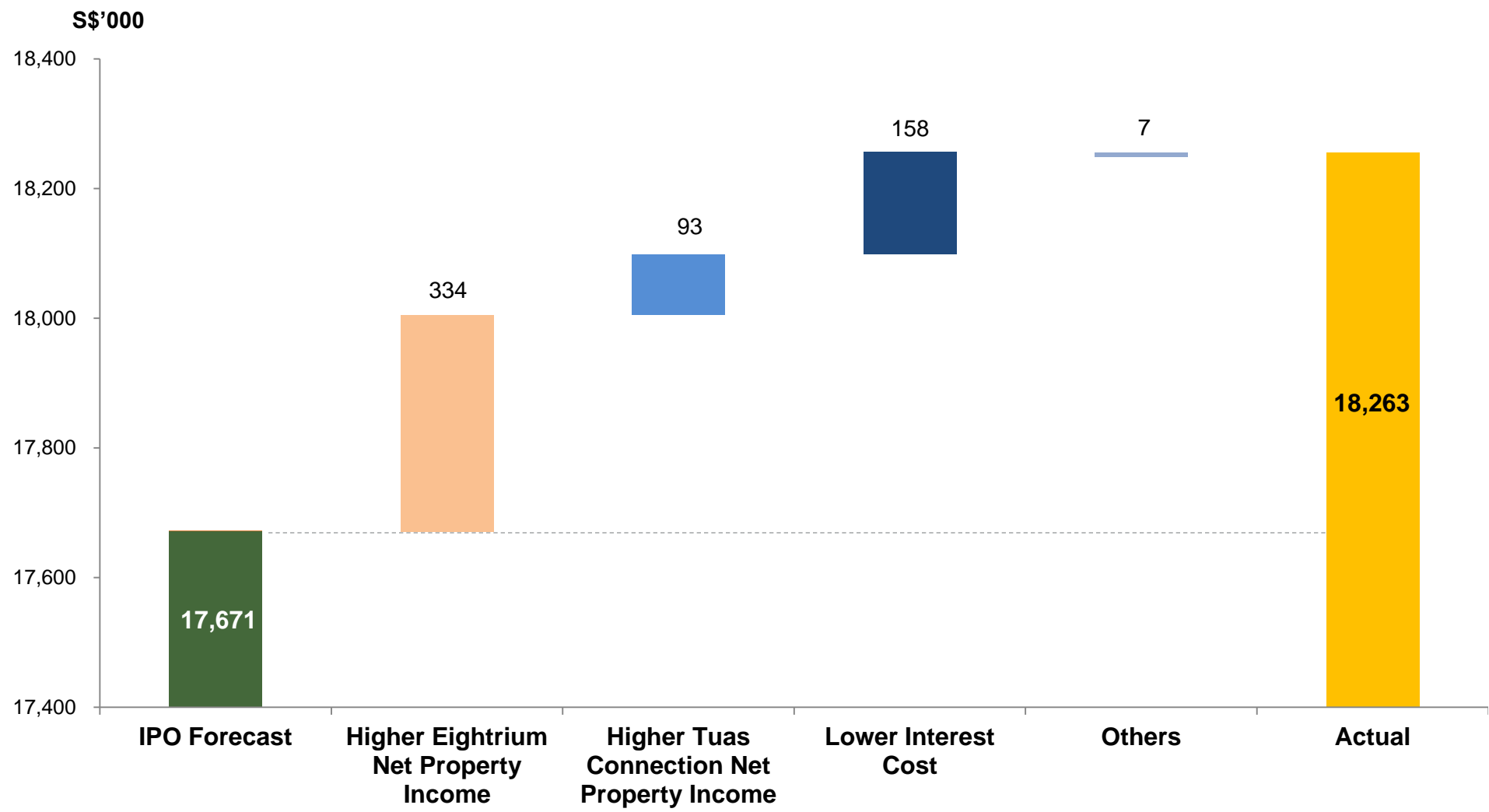


Distribution Per Unit
(cents)



Reconciliation of Distributable Income

Comparing IPO Forecast with Actual for the period from 16 August to 31 December 2013



Prudent Capital Management

1. Modest aggregate leverage allows significant headroom

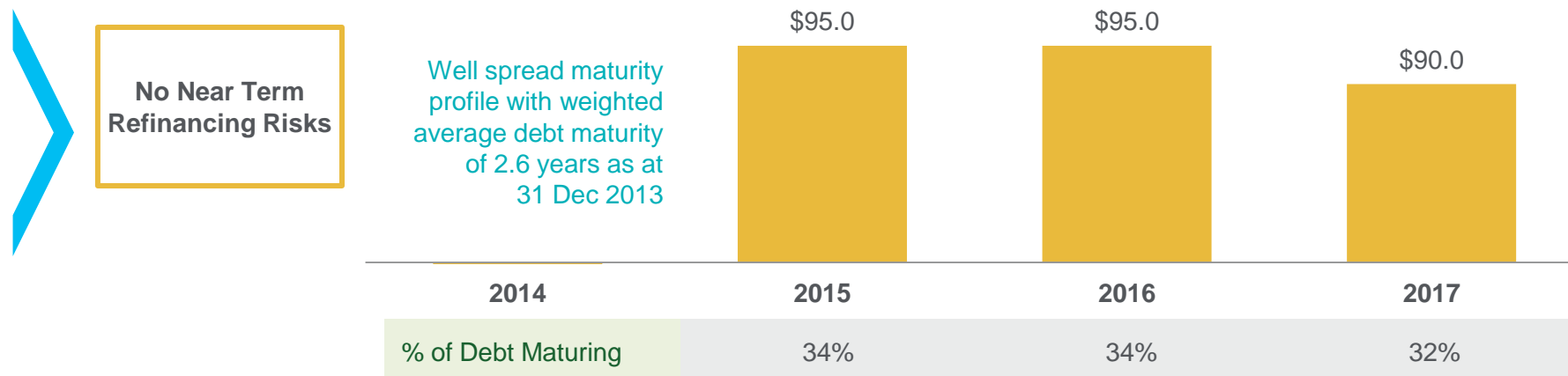
Total Debt Drawn Down	🌿 S\$280 million
Total Assets	🌿 S\$955 million
Aggregate Leverage ⁽¹⁾	🌿 29.3%
Debt headroom ⁽²⁾	🌿 S\$170 million

2. 100% of Debt hedged

🌿 Interest Rate Swaps of 1 to 4 years duration used to fix interest rates

3. No more than 34% Debt expires in any 1-year

(S\$ Million)



4. Standard & Poor's assigned a BBB- investment grade credit rating on 22 January 2014, only 5-months after IPO.

Note:

(1) Ratio of Debt over Deposited Properties under the Property Funds Appendix.

(2) Based on aggregate leverage of up to 40%.

Growth Strategy

Three Pronged Growth Strategy

Soilbuild REIT is well positioned for robust growth through organic rental growth and the acquisition and development of properties.



1

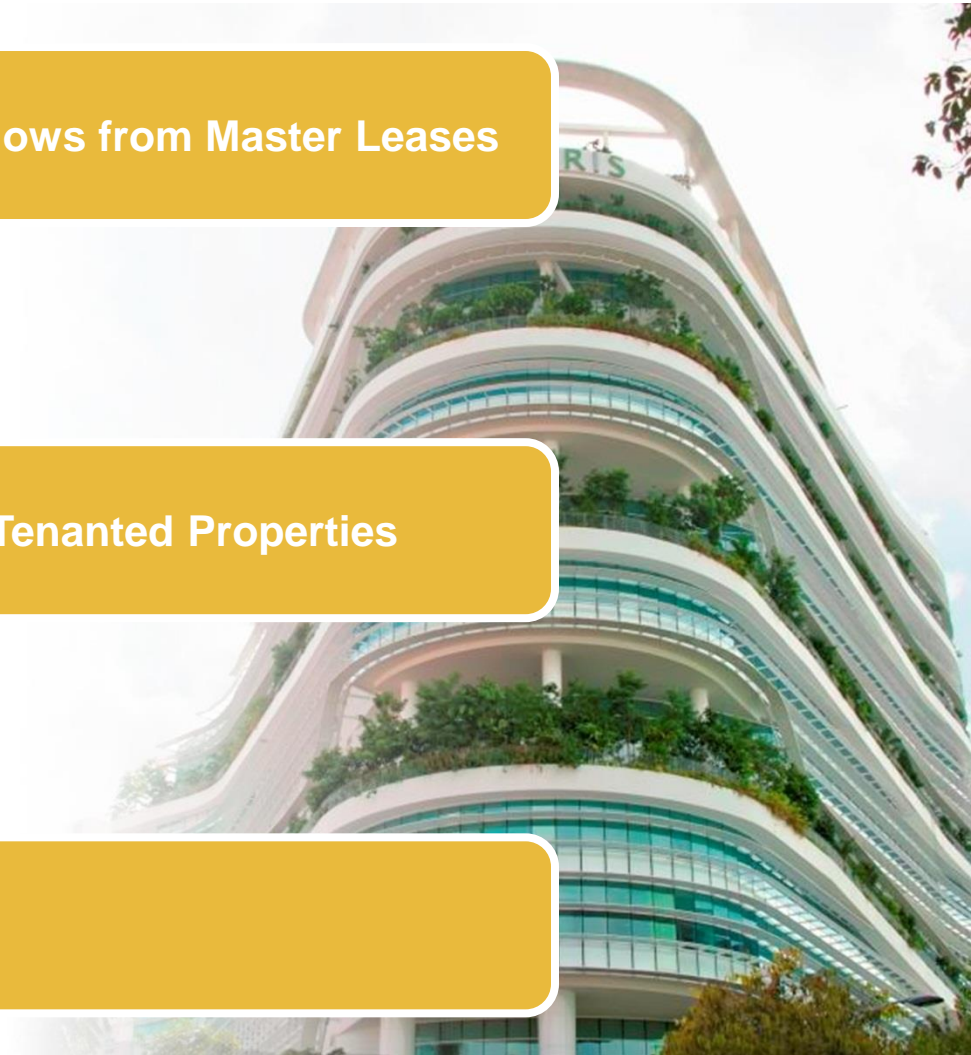
Stability and Growing Cashflows from Master Leases

2

Upside Potential from Multi-Tenanted Properties

3

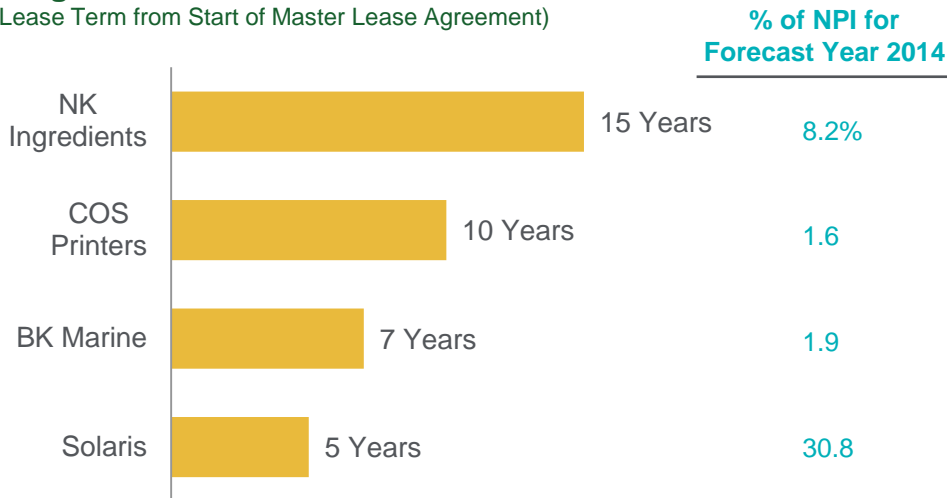
Acquisition Opportunities



1. Stability and Growing Cashflows from Master Leases

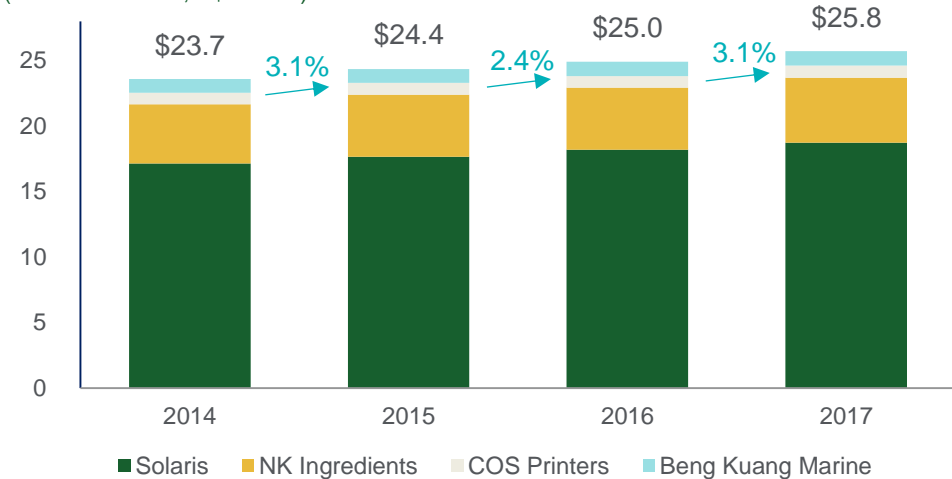
Long Term Master Leases for over 40% of Portfolio NPI

(Lease Term from Start of Master Lease Agreement)



Fixed Annual Rental Escalation of Master Leased Properties

(Rental Revenue, S\$ Million)



Expected Stable and Growing Cash Flows from the Master Leases

- A Masters lease feature long term leases ranging from 5 to 15 years providing stability as well as growth from the annual or bi-annual rental step-ups
- B Minimal counterparty risk given 12-month rental deposits from the Master Lessees and blue chip sub-tenant base
- C Master Leases structured on a double and triple net lease basis, minimizing expenses to Soilbuild REIT
- D Minimal capital expenditure expected for the Forecast Period 2013 and Projection Year 2014 given that the Properties are relatively young and modern

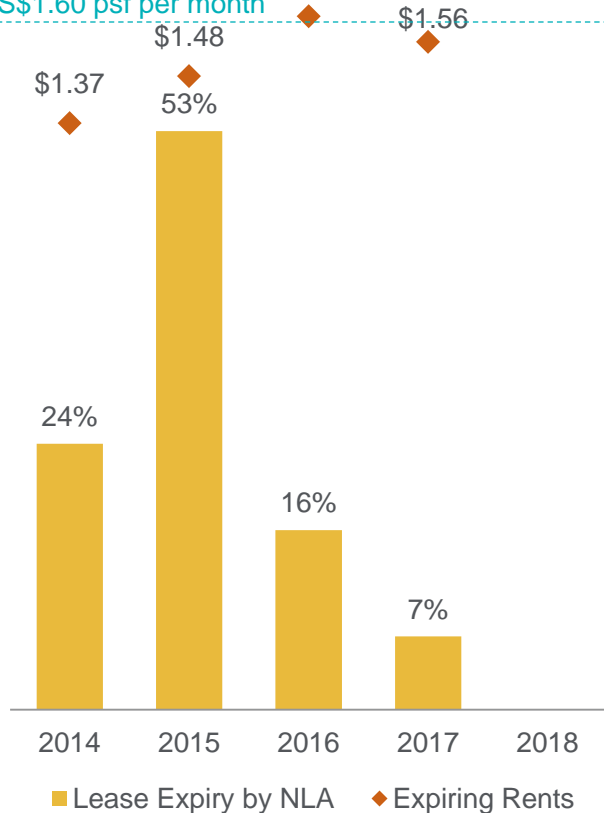
2. Upside Potential from Multi-Tenanted Properties

Rental rates for West Park BizCentral, Eightrium and Tuas Connection are below current market rents and are expected to revert positively as existing leases are renewed.

West Park BizCentral

(Lease Expiry by NLA)

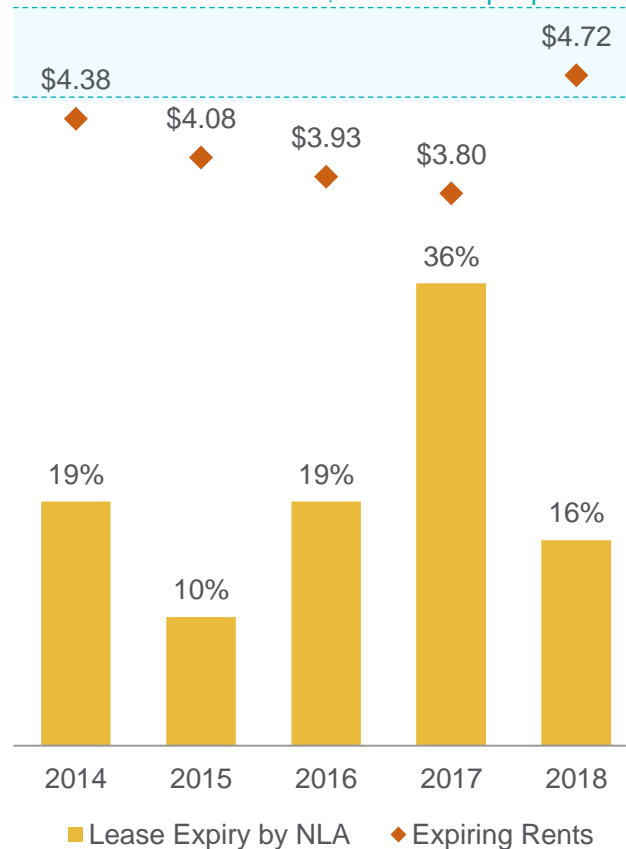
Current Market Rent: \$1.62
S\$1.60 psf per month



Eightrium

(Lease Expiry by NLA)

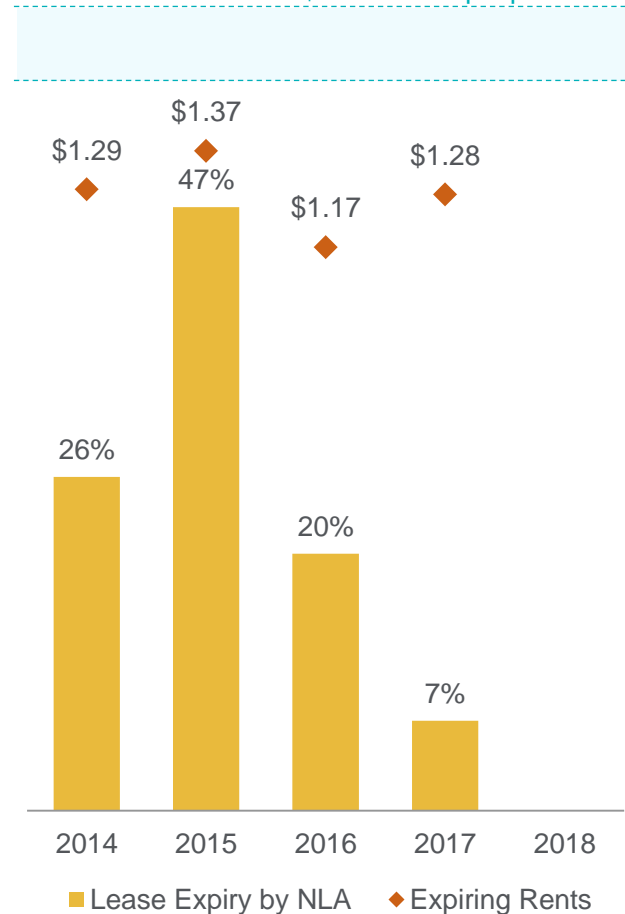
Current Market Rent: S\$4.50 – 5.00 psf per month



Tuas Connection

(Lease Expiry by NLA)

Current Market Rent: S\$1.50 – 1.80 psf per month



(1) Median rental in the Boon Lay Planing Area for multi-user factory in 4Q2012 according to the Independent Market Research Consultant.

3. Acquisition Opportunities

ROFR assets from Sponsor as well as third party acquisitions are the third prong of our growth strategy.

1 Acquisition of ROFR Properties

- Current ROFR pipeline of 4 industrial properties with maximum GFA in excess of 2.3 million sq ft could increase the initial portfolio by over 72%
- ROFR pipeline to continue growing as the Sponsor undertakes new development of business space properties



2 Acquisition / Development of Business Space

- Actively seeks to undertake developments that will enhance the value of Soilbuild REIT
- Ability to leverage on the Sponsor's experience and expertise in executing construction projects
- Ability to capitalize on the Sponsor's extensive network to source 3rd party acquisition opportunities

Existing ROFR Assets



Location	Bukit Batok Street 23	1020, 1022, 1024 & 1026 Tai Seng Avenue	171 Kallang Way	164 & 164A Kallang Way
Maximum GFA	404,000 sq ft	1,031,000 sq ft	326,000 sq ft	575,000 sq ft
Underlying Land Tenure	30-yrs from 20 Nov 2012	60-yrs from 26 Aug 2011	40-yrs from 26 Aug 2011	40-yrs from 26 Aug 2011
<i>Potential acquisition in 2015</i>		<i>Likely to be redeveloped over the medium term</i>		

First Acquisition since IPO



PROPERTY DESCRIPTION

- An existing four-storey industrial building (“**Phase 1**”) and a proposed single storey workshop to be constructed (“**Phase 2**”)
- Located at the northern tip of Woodlands, along Senoko Way and adjacent to the nearby shipyards. The property is accessible via several major expressways including the Seletar Expressway and Bukit Timah Expressway.
- Completion likely to be in Q2 FY2014.

Location:	39 Senoko Way Singapore 758052
Gross floor area:	Phase 1: 77,162 sqft and Phase 2: 18,088 sqft
Land Use and Tenure:	Business 2, 30 years + 30 years from 16 February 1994
Total cost :	\$18.33 million (includes consideration of \$18.0 million and other acquisition-related costs)
Leaseback arrangement:	10 year triple-net lease to Tellus Marine (the “ Lessee ”)
The Vendor / Lessee:	Tellus Marine was incorporated on 11 June 1997 in Singapore and is principally involved in the offshore and marine engineering industries, including shipbuilding, in Singapore and Indonesia.

INVESTMENT RATIONALE

- 1 Maiden third-party acquisition for Soilbuild REIT since listing in August 2013
- 2 Aligned with Soilbuild REIT’s growth strategy
- 3 Attractive NPI yield from long term lease with annual rental escalations
- 4 Accretive to Soilbuild REIT’s forecast distributable income per unit
- 5 Extends Soilbuild REIT’s lease expiry profile, diversifies tenant mix and enhances returns to Soilbuild REIT’s unitholders

Outlook & Conclusion

Singapore's Economy

- Singapore's economy expected to grow by 2 to 4% in 2014.
- Singapore's manufacturing industry will continue to drive economic growth especially in the first half of 2014.
- Performance of the industrial property market is closely correlated to the manufacturing sector.

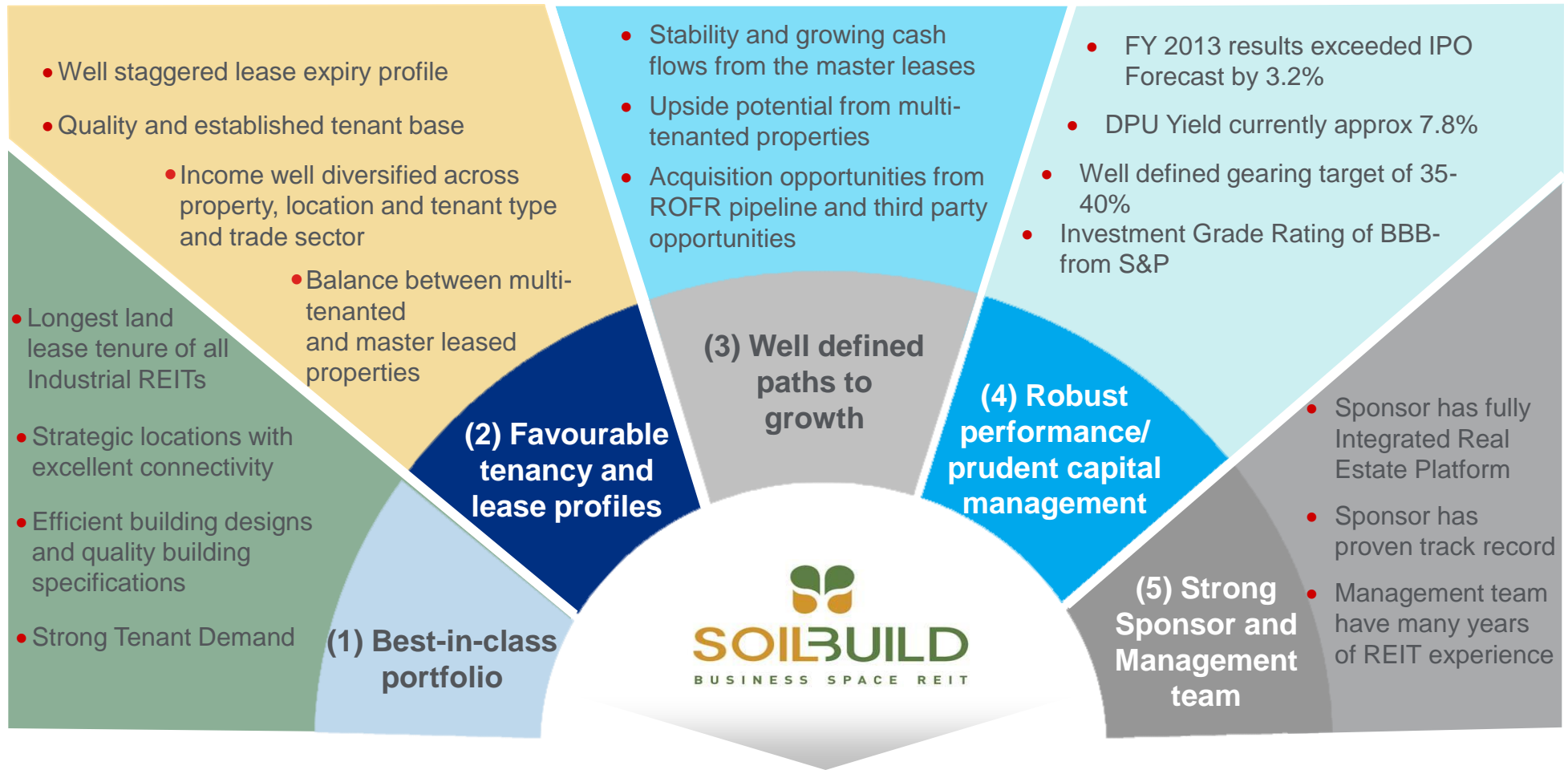
Industrial Property Sector

- According to Knight Frank in its independent research report, demand likely to rise for business parks in the medium term, and industrial space also expected to see healthy demand due to government initiatives.

Soilbuild Business Space REIT

- Approximately 17% of portfolio NLA is due for renewal in 2014. A high proportion of this space for renewal has already been renewed or pre-committed.
- Barring any unexpected non-renewals, Management believes that Soilbuild REIT is well placed to deliver on its forecast distribution for 2014 financial year.

In Summary



Unique Investment Opportunity

Thank You

