

# **ARA LOGOS Logistics Trust**

## Backed by ARA and Strong Sponsor, LOGOS



ARA LOGOS Logistics Trust, "ALOG", (previously Cache Logistics Trust <sup>(1)</sup>) is a leading Asian logistics REIT with a S\$1.26 billion<sup>(2)</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**

- **27 Properties across Singapore and Australia**
- 夕 🤇 9.0 mil sf GFA
- S\$1.26 bil in property value
- WALE of 2.6 years by NLA





Long-term sustainable growth in DPU and NAV per unit to Unitholders



Vision & Strategy

Provide High Quality, Best-in-Class Logistics Real Estate Solutions to Our Customers

# **Strong Sponsorship**

**Cementing Position for a Transformative Growth Outlook** 





# **ARA Overview**

## Leading APAC Real Assets Fund Manager with Global Reach



## 2002

Founded in 2002 with a strong APAC focus Co-founded by Group CEO, John Lim with CK Asset Holdings



## **Global network, local expertise**

Headquartered in Singapore with 9 offices worldwide, present in >100 cities in 28 countries



#### **Investor-operator model**

Vertically-integrated investment, asset and property management to add value to every stage of the asset life cycle



## **Robust ESG**

An integral part of the business, with strong CG practices to meet fiduciary needs of institutional investors



### S\$110 billion<sup>1</sup>

Gross Assets Managed by ARA Group and its Associates

## Strong track record



Real Estate Investment Trusts (REITs) Private Real Estate Funds Infrastructure Country Desks Real Estate Management Services



## **Experienced management**

>25 years of experience on average

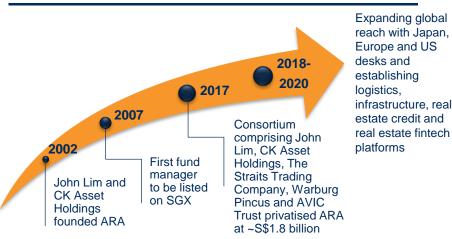


Notes:

# Real estate ecosystem enabled by technology

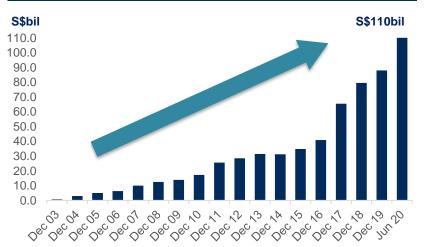
Multi-platform, multi-product global fund management business complemented by forward-looking real estate technology strategy

Consistent, disciplined business expansion and launch of new products....



ARALOGOS

#### with robust track record



(1) Includes assets under management by ARA Asset Management Limited and the Group of companies ("ARA Group") and its Associates as at 30 June 2020.

# **LOGOS** Overview

## Leading Logistics Developer and Real Estate Specialist in APAC

## Strong Regional Presence

## Vertically Integrated Platform with a Wide Offering

**ARA**LOGOS







# **3Q FY20 Key Highlights**

**Resilient Portfolio Underpinned by Strong Fundamentals** 

# ARALOGOS

## **Financial Performance**

Gross Revenue **S\$29.5 mil** 

NPI **S\$22.9 mil** 

Distributable Income Declared **S\$16.0 mil** 

DPU to Unitholders

## 1.461 cents

Retained Distributable Income Released to Unitholders **\$\$1.0 mil**<sup>(1)</sup>

## **Prudent Capital Management**

Aggregate Leverage 40.5%

YTD All-in Financing Cost **3.32%** 

NAV <sup>(2)</sup> S\$0.58 per unit

Interest Coverage Ratio <sup>(3)</sup> **3.7 times** 

Total Debt <sup>(4)</sup> **\$\$527.3 mil** 

Average Debt to Maturity **3.3 years** 

## **Portfolio Update**

Strong Portfolio Occupancy **97.0%** committed

WALE (by NLA) **2.6 years** 

Significant Leases Secured ~ **1.5 mil sf** in YTD FY20

High Quality and Diversified Tenants Well-Supported Sectors Represented Across the Portfolio

#### Notes:

- (1) Out of the S\$2.5 mil distributable income retained in 1Q FY20, S\$1.5 mil of the retained distributable income in total has been released to Unitholders YTD.
- (2) Based on 1,092,786,817 Units issued and to be issued as at 30 Sep 20. NAV Per Unit is computed based on the net assets attributable to Unitholders.

(3) ICR is computed based on trailing 12-month period ending on 30 Sep 2020. Includes margin and amortisation of capitalised upfront fee, excluding non-recurring finance expenses and upfront fees written-off.

(4) Excludes unamortised transaction costs.

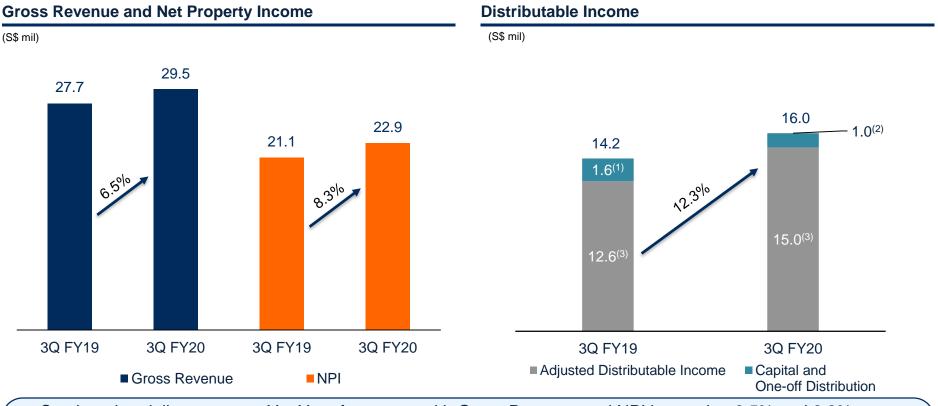




# 3Q FY20 vs 3Q FY19 Performance (Y-o-Y)

## **Stronger Portfolio Performance**





- Continued to deliver stronger Y-o-Y performance, with Gross Revenue and NPI increasing 6.5% and 8.3% respectively.
- Improved performance was mainly due to higher revenue contribution and commencement of new leases at several properties during the quarter.
- Distributable income was <u>12.3% higher</u> as compared to 3Q FY19. On a like-for-like basis, 3Q FY20 would have been up <u>19.0%</u>.<sup>(3)</sup>

Notes:

(3) Excluding above footnote (1) and (2).

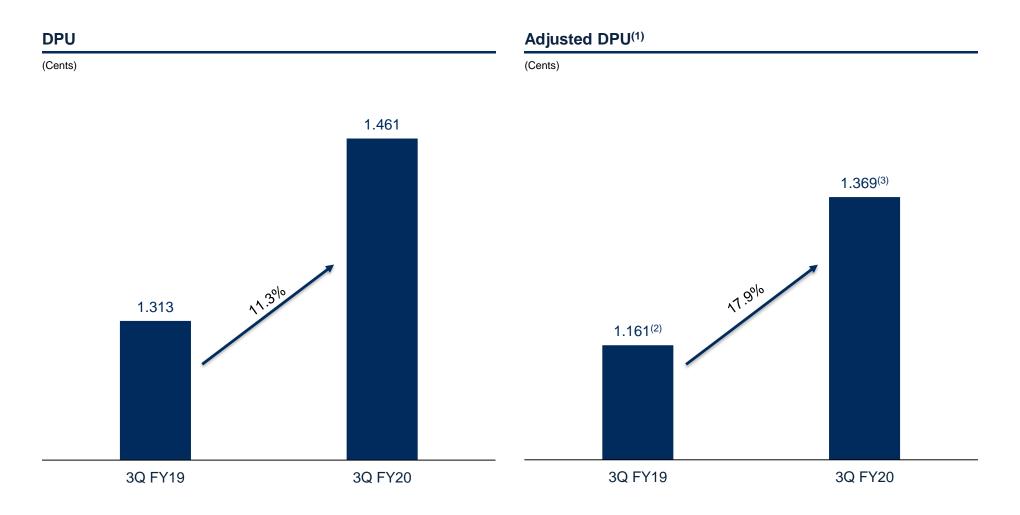
<sup>(1)</sup> One-off distribution of S\$1.1 mil tax-exempt income from the divestment of Jinshan Chemical Warehouse and S\$0.5 mil capital distribution.

<sup>(2)</sup> One-off distribution consists of \$\$1.0 mil of the \$\$2.0 mil remaining retained distributable income released as part of 3Q FY20 distributable income

# 3Q FY20 vs 3Q FY19 Distribution (Y-o-Y)

## **Stronger Portfolio Performance**





Notes:

(1) Excluding capital and one-off distribution for purpose of like-for-like comparisons.

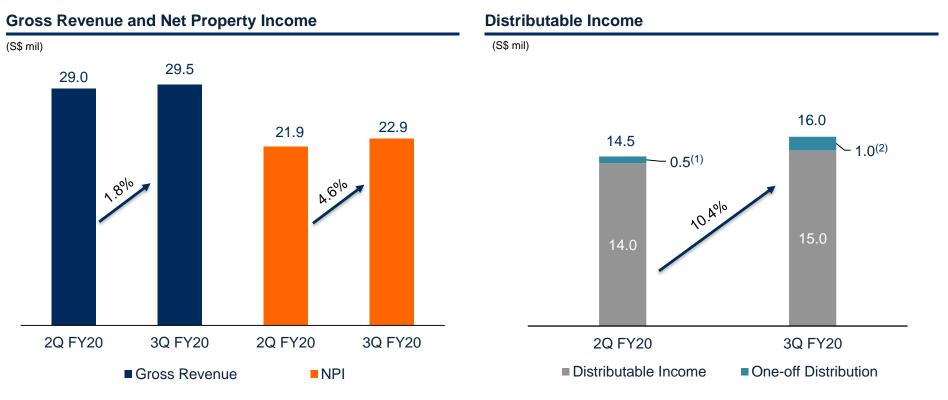
(2) Excluding one-off distribution of \$\$1.1 mil tax-exempt income from the divestment of Jinshan Chemical Warehouse and \$\$0.5 mil capital distribution.

(3) Excluding S\$1.0 mil of the S\$2.0 mil remaining retained distributable income released as part of 3Q FY20 distributable income.

# 3Q FY20 vs 2Q FY20 Performance (Q-o-Q)

**Delivered Robust Performance in 3Q FY20** 





- Both Gross Revenue and NPI increased 1.8% and 4.6% respectively mainly due to higher revenue generated across the portfolio and commencement of new leases during the quarter.
- 3Q FY20 distributable income <u>increased 10.4%</u> to S\$16.0 mil from S\$14.5 mil in 2Q FY20. On a like-forlike basis, 3Q FY20 would have also increased <u>7.2%</u>.<sup>(3)</sup>

(3) Excluding footnotes (1) and (2),

Notes:

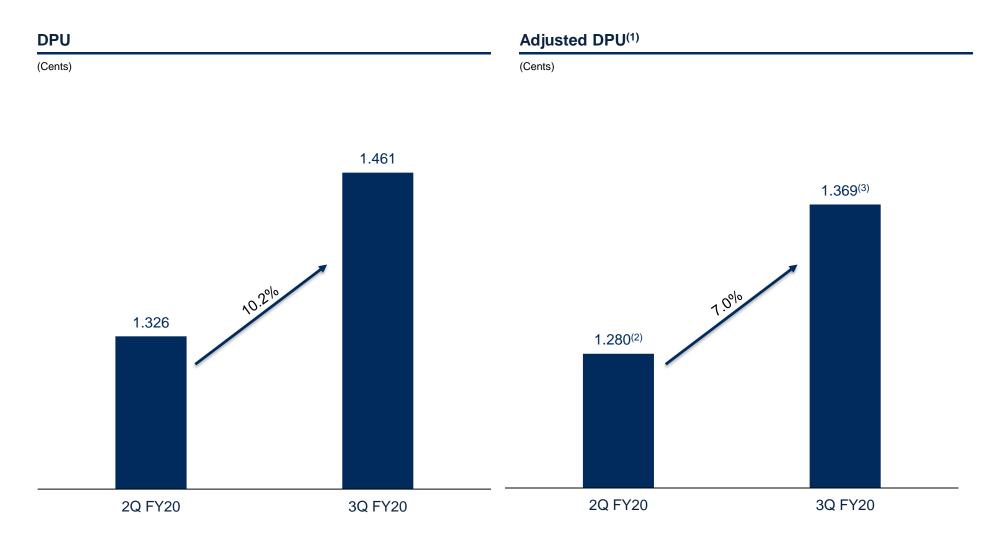
<sup>(1)</sup> S\$0.5 mil of the S\$2.5 mil retained distributable income in 1Q FY20 released as part of 2Q FY20 distributable income

<sup>(2)</sup> S\$1.0 mil of the remaining S\$2.0 mil retained distributable income distributed as part of 3Q FY20 distributable income

# 3Q FY20 vs 2Q FY20 Distribution (Q-o-Q)

**Delivered Robust Performance in 3Q FY20** 





Notes:

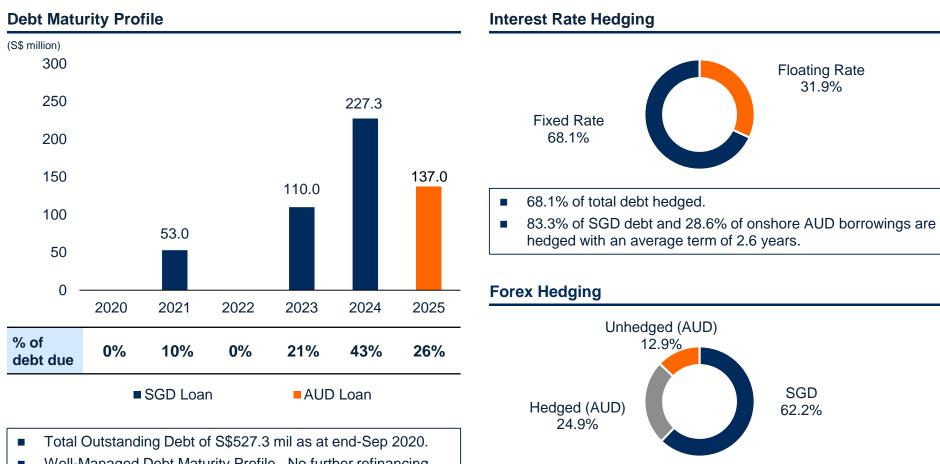
(1) Excludes one-off distributions for the purpose of a like-for-like comparison.

(2) Excluding the S\$0.5 mil of S\$2.5 mil retained distributable income in 1Q FY20 distributed in 2Q FY20.

(3) Excluding the S\$1.0 mil of the remaining S\$2.0 mil retained distributable income released as part of 3Q FY20 distributable income.

# **Prudent Capital Management**

Well-Balanced Debt Maturity Profile Extending Into Future Years LOGISTICS TRUST



- 87.1% of distributable income is hedged or derived in SGD to reduce the impact of adverse exchange rate fluctuation.
- Well-Managed Debt Maturity Profile. No further refinancing requirements until Dec 2021.
- Weighted Average Debt Maturity was 3.3 years as at 30 Sep 2020.

**ARA**LOGOS





# **Portfolio Performance**

## High Occupancy with Significant Leases Secured YTD



High Occupancy	
High Committed Portfolio Occupancy Achieved	97.0%
Significant leases secured in YTD FY20 <sup>(1)</sup>	1,521,200 sq ft
Rental Reversion YTD FY20	- 1.0%

3Q FY20 <sup>(1)</sup>	Area (sq ft)	Leases Secured in YTD FY20
Renewals	61,300	
New Leases	6,300	494,600
Total	67,600	1,026,600
Rental Reversion <sup>(2) (3)</sup>	- 9.4% <sup>(4)</sup>	Renewals

#### Notes:

(1) Excludes short-term leases.

(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.

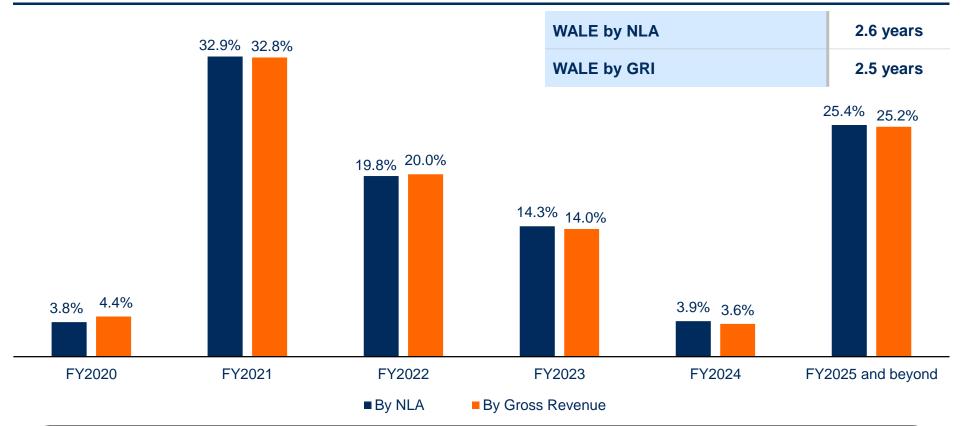
(4) Based on one applicable lease executed in 3Q FY20, in line with footnote 3 above.

# Portfolio Expiry Profile

## Minimal Upcoming Expiries For the Remainder of FY2020



#### Well-Balanced Lease Expiry Profile

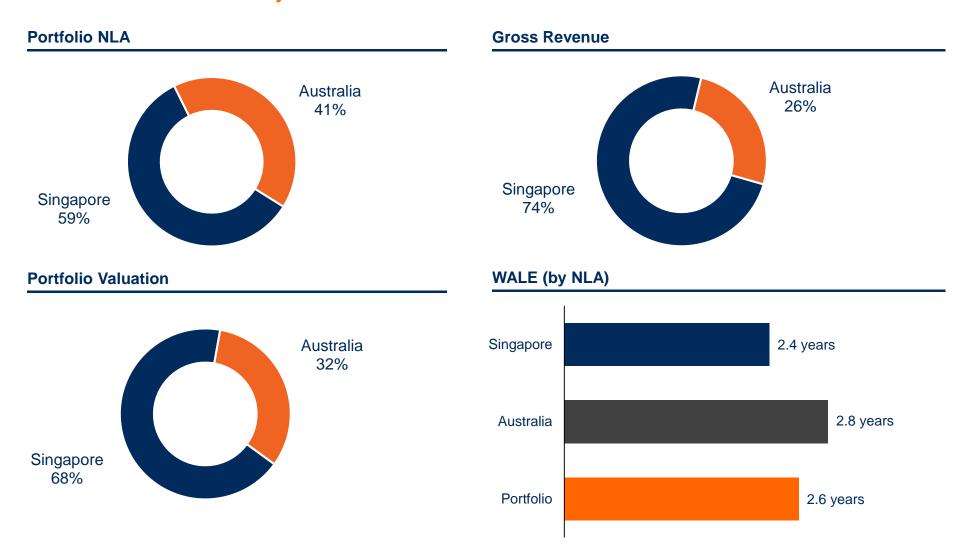


- Only 4.4% lease expiries remaining for FY2020 (by GRI).
- Commenced early negotiations with existing and potential new tenants to secure early commitments ahead of expiry i.e. at least 6 months in advance.
- Management will continue its proactive leasing efforts to maintain a high portfolio occupancy level.

# **Portfolio** Rebalancing & Growth

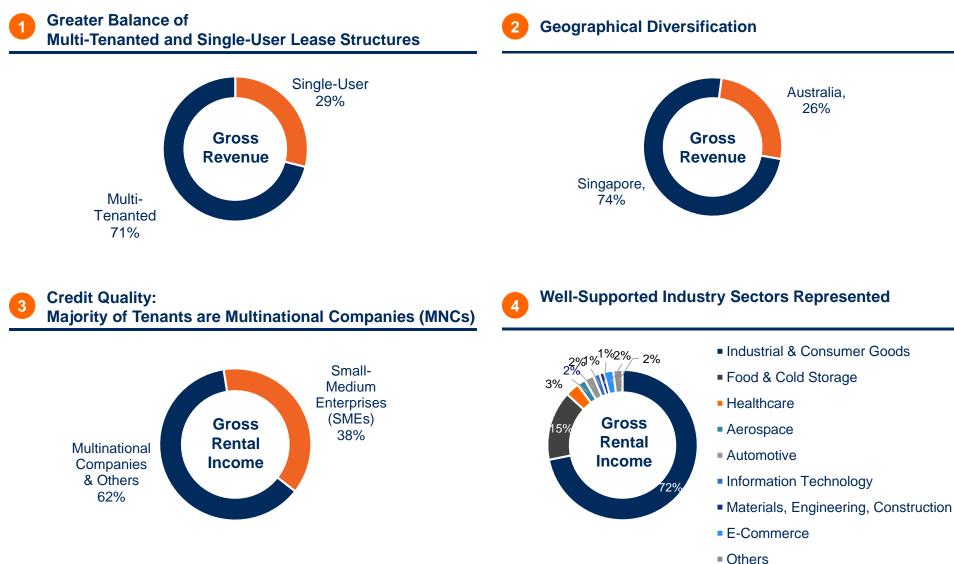
Performance Driven by Diversified and Balanced Portfolio





# **Portfolio Diversification –**

Strong and Diversified Portfolio Supported by Quality Tenants



ARALOGOS

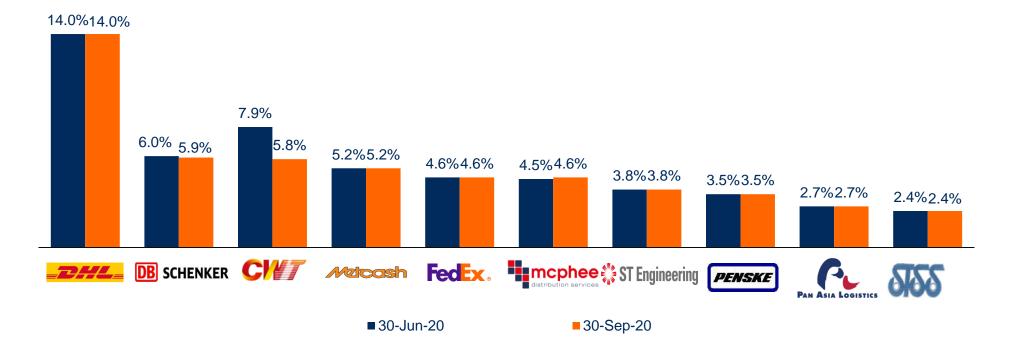
# **Diversified Tenant Base**



**High Quality Tenants** 

- Top 10 tenants make up approximately 52.6% of ALOG's GRI.
- Diversified tenant base comprise mainly high quality multinational businesses in the logistics / supply chain and other diverse sectors including FMCG, transportation and construction.

#### Top 10 Tenants by % of GRI







# Maiden Acquisition Since Rebranding as ARA LOGOS Logistics Trust



Clear growth trajectory with LOGOS as a strong integrated logistics real estate Sponsor



# **Portfolio Transformation**

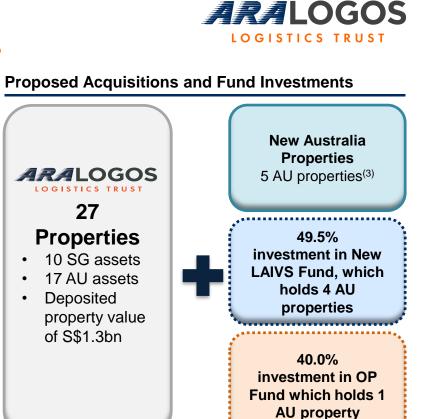
("ALOG") consisting of:

Transaction

overview

## **Proposed Acquisitions and Fund Investments**

S\$404.4m<sup>(1)</sup> proposed acquisition by ARA LOGOS Logistics Trust



	<ul> <li>S\$225.9m<sup>(2)</sup> in respect of five logistics properties in Australia including a development asset ("Heron"<sup>(3)</sup>) ("New Australia Properties"); and</li> </ul>	<b>ARA</b> LOGOS	New Austr Propertie 5 AU proper
	<ul> <li>ii. S\$178.5m<sup>(4)</sup> in respect of a 49.5% interest in New LAIVS Trust ("New LAIVS Fund") and 40.0% interest in Oxford Property Fund ("OP Fund");</li> </ul>	LOGISTICS TRUST	
	collectively the "Proposed Acquisitions and Fund Investments"	Properties	49.5%
	<ul> <li>The New LAIVS Fund has a portfolio of four logistics properties in Australia and the OP Fund holds one logistic property in Australia (collectively, the "Australia Fund Properties", and together with the New Australia Properties, the "New Property and Fund Portfolio")</li> </ul>	<ul> <li>10 SG assets</li> <li>17 AU assets</li> <li>Deposited property value of S\$1.3bn</li> </ul>	investment in LAIVS Fund, holds 4 A propertie
	<ul> <li>Investments in the New LAIVS Fund and the OP Fund would be classified as an investment in real estate-related assets under Appendix 6 of the Code on Collective Investment Schemes issued by the Monetary Authority of Singapore ("MAS") (the "Property Funds Appendix")</li> </ul>		40.0% investment Fund which h AU prope
Key highlights <sup>(5)</sup>	<ul> <li>28.2% increase in deposited property value to S\$1.7bn<sup>(6)</sup></li> <li>The share of portfolio value attributable to assets based in Australia increases from 32.5% to 47.6%</li> </ul>	Total deposit	ed property value
	<ul> <li>Increase in WALE (by NLA) from 2.8 to 4.6<sup>(7)</sup> years</li> </ul>	of S\$1.7bn <sup>(5)(6)</sup>	
(1) Aggregate C	0225 (as of 30 September 2020) used for illustrative purposes. onsideration which includes 100% of the purchase consideration in respect of Heron, or S\$345.8m stralia Properties Purchase Price will be net of outstanding tenant incentives reimbursed by LP Sel		entives will be deducted from the

- (1)eron. (2)ount of tenant incentives will be deducted from the consideration payable for the New Australia Properties.
- ALOG has made 5% down payment in respect of Heron, and will complete the acquisition of the Heron Property within three months after initial practical completion, which is currently expected to be in (3)November 2021.
- The Fund Investment Amount will be net of outstanding tenant incentives reimbursed by Fund Vendors. In other words, the amount of tenant incentives will be deducted from the consideration payable (4)for the Fund Investment Amount.
- (5) Pro forma basis as at 30 June 2020.
- (6) Pro forma deposited property value includes 49.5% interest in New LAIVS Fund, 40.0% interest in OP Fund and 100% interest in the New Australia Properties save in respect of Heron, for which only 5% down payment has been included.
- (7)Includes 100% interest in Heron, and excludes Australia Fund Properties.

## Enlarged Portfolio More Balanced Exposure to SG and AU





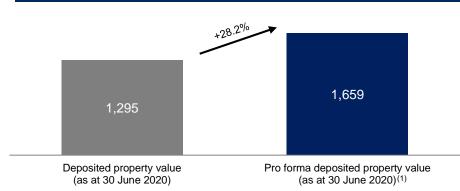
Note: SGD/AUD of 1.0225 (as of 30 September 2020) used for illustrative purposes.

(1) Pro forma deposited property value assumes only 5% down payment in respect of Heron.

(2) Development asset with initial practical completion currently expected to be in November 2021.

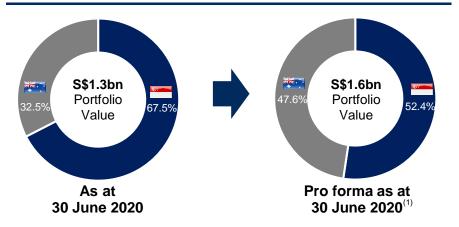
## Enlarged Portfolio Well-Positioned for Next Stage of Growth



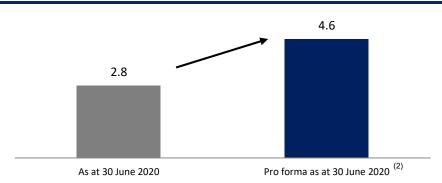


#### Deposited property value (S\$m)

#### Geographical diversification



#### Increased portfolio WALE (by NLA) (years)



#### Increased weighted average ground lease tenor (by NLA)

	As at 30 June 2020 <sup>(3)</sup>	Pro forma as at 30 June 2020 <sup>(2)(3)</sup>
Total NLA	811,695 sqm	1,040,762 sqm
- Freehold	334,600 sqm	342,304 sqm
- Leasehold	477,095 sqm	698,458 sqm
Weighted average ground lease tenor (by NLA) attributable to leasehold assets as at 30 June 2020	24 years	29 years

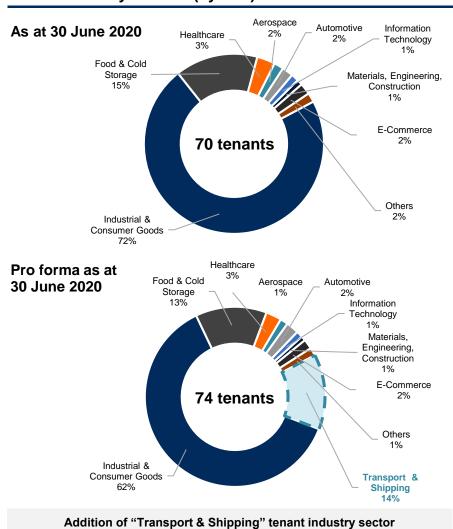
#### Catalyst for ALOG's re-rating to pursue future acquisitions sustainably at lower cost of funds

Note: SGD/AUD of 1.0225 (as of 30 September 2020) used for illustrative purposes.

- (1) Includes 49.5% interest in New LAIVS Fund, 40.0% interest in OP Fund and 100% interest in the New Australia Properties save in respect of Heron, for which only 5% down payment has been included.
- (2) Includes New Australia Properties (including 100% interest in Heron), and excludes Australia Fund Properties. Pro forma WALE does not include rental top-up or guarantees.
- (3) Rounded to nearest whole number.

# **Enlarged Portfolio**

## Well-Diversified and Quality Tenant Base



## Tenant industry sectors (by GRI) as at 30 June 2020

#### Top 10 tenants as at 30 June 2020 on pro forma basis

#	Tenant	% of GRI	Credit Standing
1	DHL Supply Chain	12.1%	<ul> <li>Credit rating BBB+ / A3</li> <li>Blue-chip logistics company</li> </ul>
2	СМТ	6.7%	<ul> <li>Global logistics company</li> </ul>
3	ACFS	6.2%	<ul> <li>AU's largest privately-owned container logistics operator</li> </ul>
4	IPS Logistics	6.1%	<ul> <li>One of AU's leading logistics operators since 1997</li> </ul>
5	Schenker	5.1%	<ul> <li>Credit rating AA- / Aa1</li> <li>Blue-chip logistics company</li> </ul>
6	Metcash	4.4%	<ul> <li>AU's leading wholesale supermarket operator</li> </ul>
7	FedEx	4.0%	<ul> <li>Credit rating BBB / Baa2</li> <li>Blue-chip logistics company</li> </ul>
8	McPhee Distribution Services	3.9%	<ul> <li>Warehouse operator in AU with 94 year operating history</li> </ul>
9	ST Synthesis	3.3%	<ul> <li>Credit rating AAA / Aaa</li> <li>SG SOE engineering company</li> </ul>
10	Penske	3.0%	<ul> <li>End-to-end logistics provider, part of Penske Corporation</li> </ul>

Addition of Transport & Ompping tenant industry sector



# **Key Takeaways**





# **Contact Information**





# For enquiries:

#### **Cassandra Seet**

Manager, Investor Relations cassandraseet@ara-group.com

# ARA LOGOS Logistics Trust

## **Management Limited**

5 Temasek Boulevard #12-01 Suntec Tower Five Singapore 038985 Tel: +65 6835 9232 Website: www.aralogos-reit.com

# **Disclaimer**



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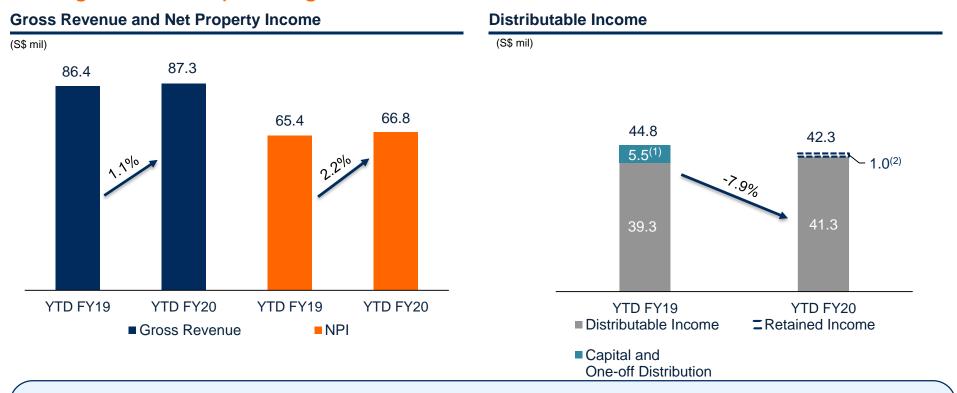
# **Additional Information**

223 Viking Drive, Wacol, Queensland ,AUS

# YTD FY20 vs YTD FY19 Performance

## **Strong Portfolio Operating Metrics**





- Gross Revenue and NPI improved by 1.1% and 2.2% respectively, due to the commencement of new leases at certain properties and higher revenue contribution across the portfolio.
- YTD FY20 distributable income was 7.9% lower than YTD FY19. However, on a like-for-like basis, distributable income would have been 7.5% higher instead.<sup>(3)</sup>

Notes:

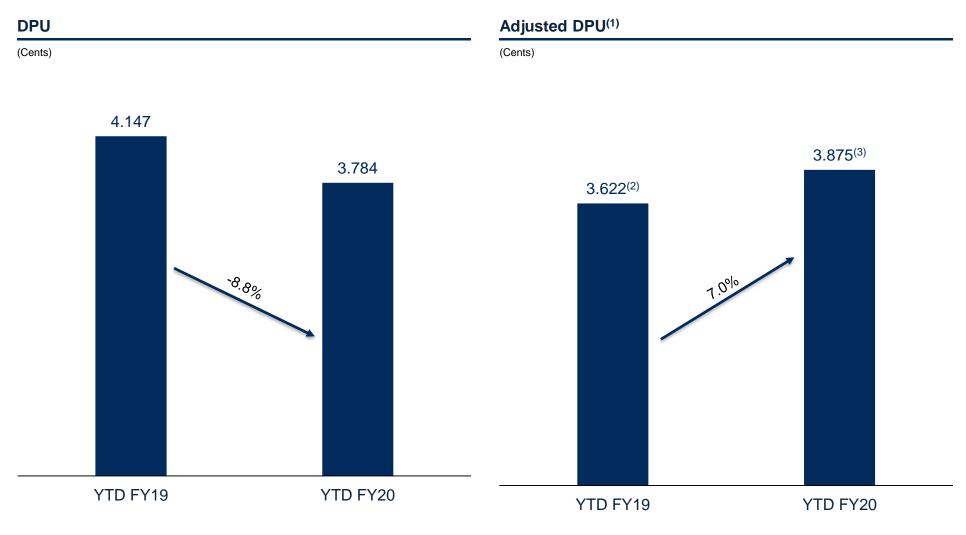
<sup>(1)</sup> One-off distribution of S\$4.3 mil in relation to 51 Alps and the divestment of Jinshan Chemical Warehouse and capital distribution of S\$1.2 mil in YTD FY19.

<sup>(2)</sup> Only S\$1.0 mil of distributable income retained YTD FY20 to address potential mandatory rental deferment and/or waivers required to support some tenants. S\$1.5 mil of the S\$2.5 mil retained distributable income has been released as part of 2Q FY20 and 3Q FY20 distributable income. Amount shown for purpose of like-for-like comparisons only.

# **YTD FY20 vs YTD FY19 Distribution**

## **Strong Portfolio Operating Metrics**





#### Notes:

(1) Excludes capital and one-off distributions for the purpose of a like-for-like comparison.

(2) Excluding one-off distribution of S\$4.3 mil in relation to 51 Alps and the divestment of Jinshan Chemical Warehouse and capital distribution of S\$1.2 mil in YTD FY19.

(3) Including the S\$1.0 mil remaining retained distributable income in YTD FY20.

# **Portfolio Statistics**



	(as at 30 Sep 2020)
27 Logistics Warehouse Properties	Singapore - 10 Australia - 17
Total Valuation <sup>(1)</sup>	S\$1.26 bil
Gross Floor Area (GFA, approx.)	9.0 million sq ft
Committed Occupancy	<b>Portfolio – 97.0%</b> Singapore – 98.7% Australia – 94.7%
Weighted Average Lease to Expiry ("WALE") by NLA	2.6 years
WALE by Gross Rental Income ("GRI")	2.5 years
Weighted Average Land Lease Expiry	53.8 years <sup>(2)</sup>
Rental Escalations within Single-Tenant / Master Leases	~1% to 4% p.a.
Number of Tenants	71

Notes:

(1) Based on FX rate of S\$1.00 = A\$1.0588.

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

# **COVID-19 Update**



# Impact on ALOG Manager's Strategy Impact on ALOG Impact

- ALOG's tenants have been operating in SG and AUS throughout the course of the pandemic.
- Only a handful of tenants across the portfolio have written in to seek assistance and only a couple have made formal representation seeking relief.
- Distributed S\$1.5 million of the S\$2.5 million previously retained distributable income in 2Q FY20 and 3Q FY20.

- Continue to review the release of the remaining S\$1.0 million retained distribution income while remaining mindful of the current conditions.
- Prudently manage ALOG's cash flow to balance between distribution to Unitholders and provisioning for future events.
- ALOG's high-quality and defensive portfolio continues to be well-positioned to leverage on the continued growth of the logistics sector.

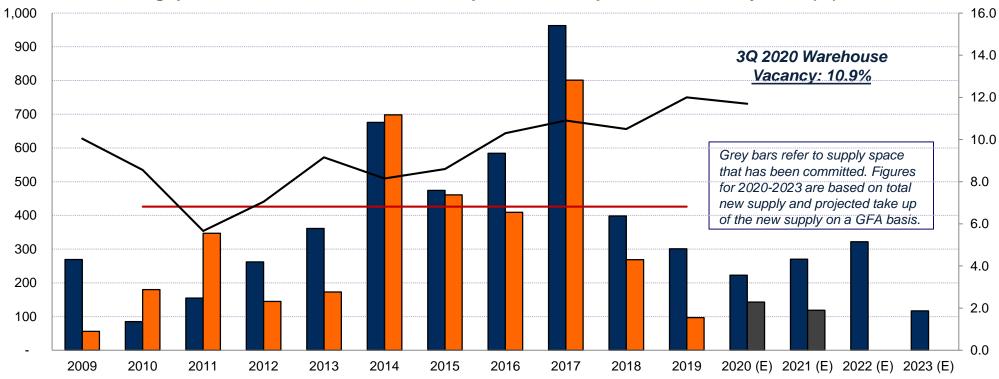
# **Market Outlook – Singapore**

Stable and Resilient Logistics Market Fundamentals



## **Moderated Supply Pipeline**

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



Annual Net Warehouse Absorption

- Average Annual Net Supply (Past 10 Years) '000 sqm LHS - Singapore Warehouse Year-End Vacancy Rate (%) RHS

Source: JTC J-Space / JTC Quarterly Market Report - Industrial Properties, 3Q 2020.

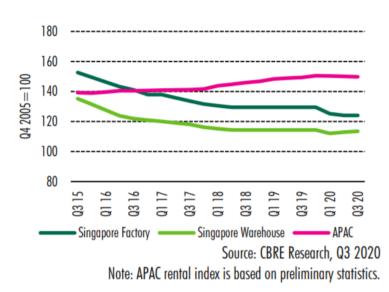
Annual Net Warehouse Completion

# **Market Outlook - Singapore**



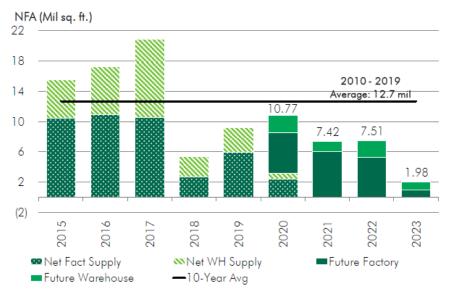
## Stable and Resilient Logistics Market Fundamentals

- Leasing activity in 3Q 2020 comprise mainly of renewals and relocations. Even though government stockpiling has tapered off, warehouse and prime logistics space leasing demand continues to remain stable.
- Appetite for warehouse and prime logistics spaces remains well-supported by e-commerce, food logistics and thirdparty logistics players. Vacancy for prime logistics space has also experienced compression with most buildings achieving almost full occupancy.
- Rents for logistics spaces continues to be driven by resilient leasing demand, with both ground and upper floor warehouse rents rising by 0.5% q-o-q in 3Q 2020.
- For the remainder of 2020, there has also been a visible decline in supply pipeline, due to construction delays experienced as a result of the pandemic.



#### Industrial Rental Index

#### Historical and Future Factory & Warehouse Net Supply (2015-2023)



#### Notes:

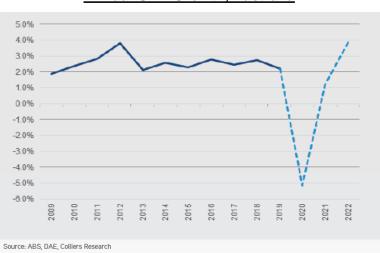
- (1) CBRE Research, Singapore Real Estate Research Report, 2Q 2020.
- (2) CBRE Research, Singapore MarketView, Trudging Along, 3Q 2020.

# **Market Outlook - Australia**

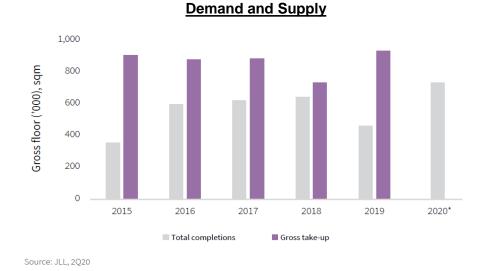


## Stable and Resilient Logistics Market Fundamentals

- Value of e-commerce has increased significantly due to COVID-19 and this structural and cultural shift is expected to be permanent.
- Occupier demand in the industrial and logistics sector continues to remain robust as businesses are looking at future-proofing their supply chain capabilities.
- Over the medium term, significant new supply is likely to see more market absorption due to buoyant demand fundamentals, supported by the increasing relevance of e-commerce in Australia, the ongoing higher demand for Australian products including food and medical supplies, and strong population growth.
- The role of infrastructure investment by governments is also expected to play a key role in the post-pandemic economic recovery of Australia, which will positively impact the outlook for industrial demand.
- A significant amount of new completions is expected in 2020. In addition, pre-commitment rates have also been high for recently completed buildings and developments in the pipeline, indicating tighter vacancy rates driven by robust demand.



#### Annual GDP Growth, Australia



#### Notes:

(1) Colliers Radar, Q2 2020 Industrial & Logistics Market Update, August 2020.

(2) JLL Research, The Road Ahead Logistics Report, September 2020

## ALOG's Portfolio Overview Singapore





ALOG Changi DistriCentre 2 3 Changi South Street 3

ALOG Commodity Hub 24 Penjuru Road



3 Pandan Logistics Hub 49 Pandan Road



## ALOG's Portfolio Overview Australia



