



ARA LOGOS Logistics Trust

3Q FY20 Business Updates 26 October 2020



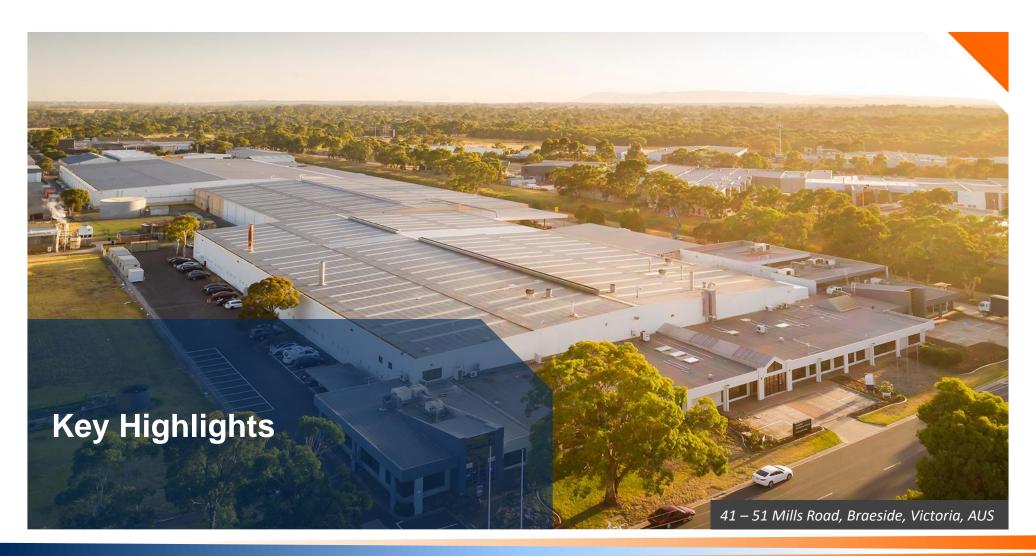


Agenda



- 1 Key Highlights
 - 2 Financials Snapshot & Portfolio Update
 - 3 Acquisition Update
 - 4 Market Outlook
- 5 Additional Information





3Q FY20 Key Highlights

Resilient Portfolio Underpinned by Strong Fundamentals



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

S\$1.0 mil⁽¹⁾

Prudent Capital Management

Aggregate Leverage

40.5%

YTD All-in Financing Cost

3.32%

NAV (2)

S\$0.58 per unit

Interest Coverage Ratio (3)

3.7 times

Total Debt (4)

S\$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

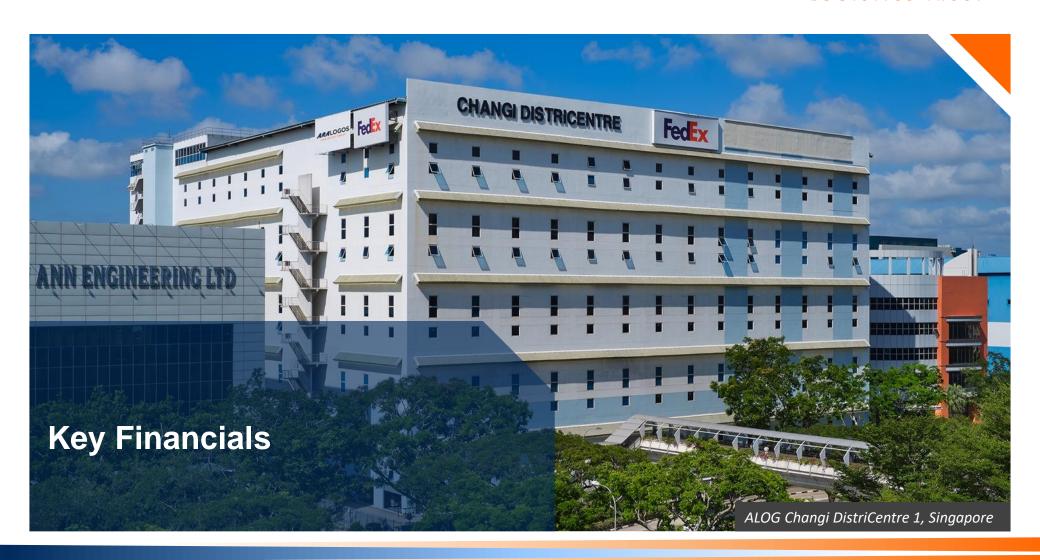
⁽¹⁾ Out of the S\$2.5 mil distributable income retained in 1Q FY20, S\$1.5 mil of the retained distributable income in total has been released to Unitholders YTD.

⁽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)

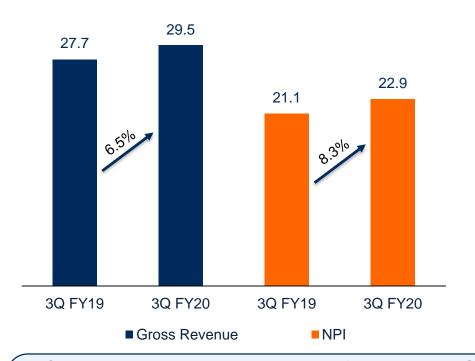


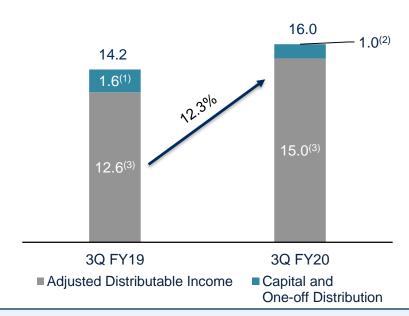
Stronger Portfolio Performance

Gross Revenue and Net Property Income

Distributable Income

(S\$ mil) (S\$ mil)





- 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>. (3)

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.

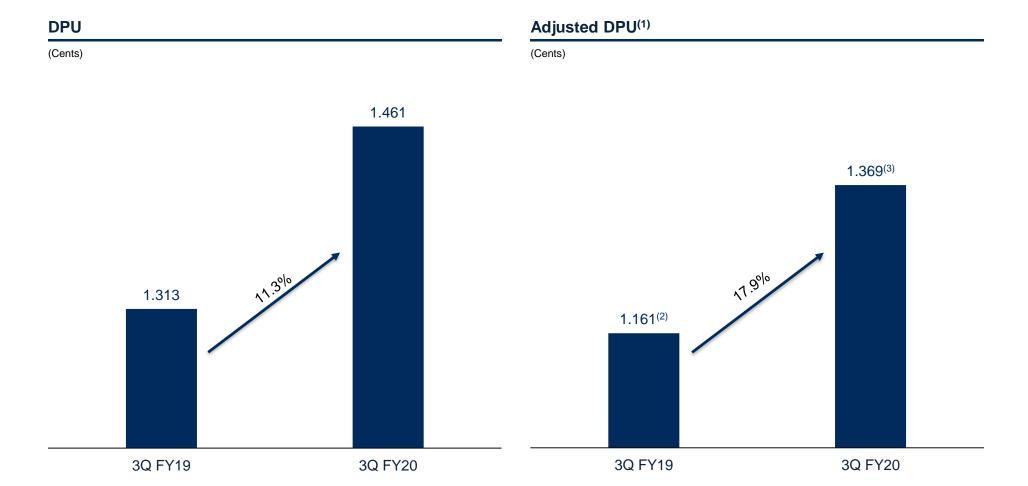
One-off distribution consists of \$\$1.0 mil of the \$\$2.0 mil remaining retained distributable income released as part of 3Q FY20 distributable income.

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

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



Stronger Portfolio Performance



- (1) Excluding capital and one-off distribution for purpose of like-for-like comparisons.
- (2) Excluding 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.
- (3) Excluding S\$1.0 mil of the S\$2.0 mil remaining retained distributable income released as part of 3Q FY20 distributable income.

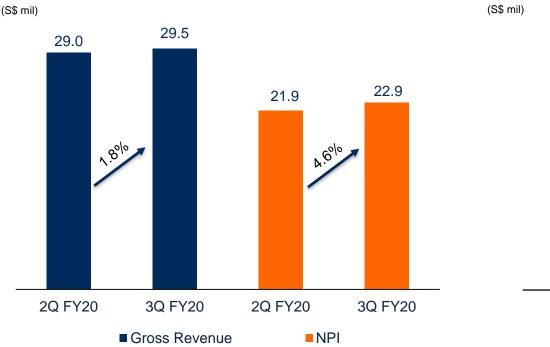
3Q FY20 vs 2Q FY20 Performance (Q-o-Q)

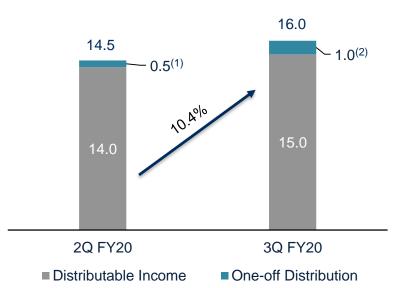


Delivered Robust Performance in 3Q FY20

Gross Revenue and Net Property Income

Distributable Income





- 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-for-like basis, 3Q FY20 would have also increased <u>7.2%</u>.⁽³⁾

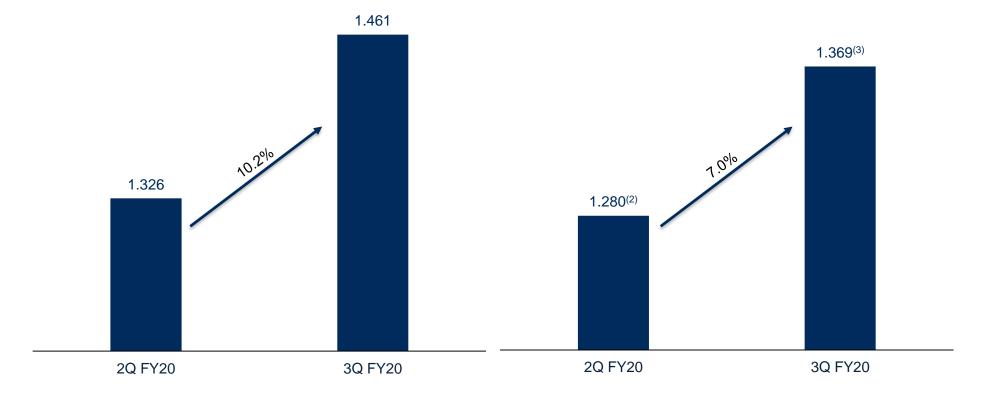
- (1) S\$0.5 mil of the S\$2.5 mil retained distributable income in 1Q FY20 released as part of 2Q FY20 distributable income.
- (2) S\$1.0 mil of the remaining S\$2.0 mil retained distributable income distributed as part of 3Q FY20 distributable income
- (3) Excluding footnotes (1) and (2),

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



Delivered Robust Performance in 3Q FY20

DPU	Adjusted DPU ⁽¹⁾
(Cents)	(Cents)



- (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.

YTD FY20 vs YTD FY19 Performance

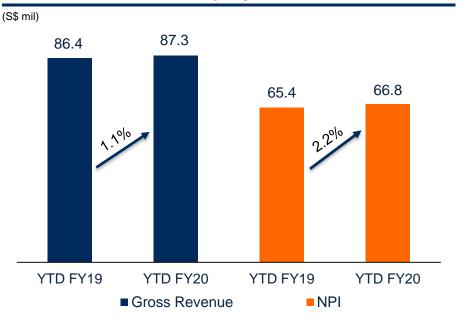


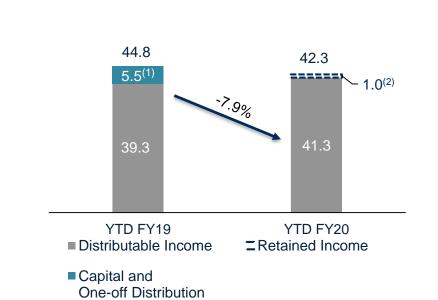
Strong Portfolio Operating Metrics

Gross Revenue and Net Property Income

Distributable Income

(S\$ mil)





- 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. (3)

Notes:

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

⁽¹⁾ 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.

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.

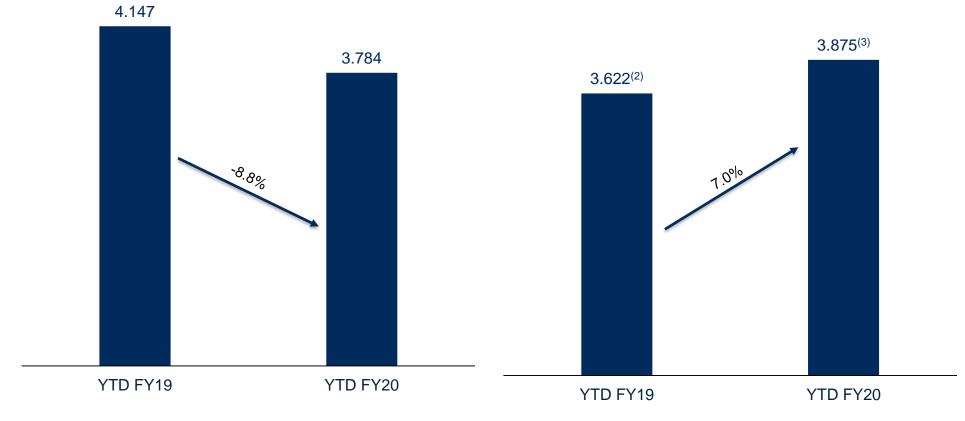
YTD FY20 vs YTD FY19 Distribution



Strong Portfolio Operating Metrics

Cents)

Adjusted DPU⁽¹⁾
(Cents)



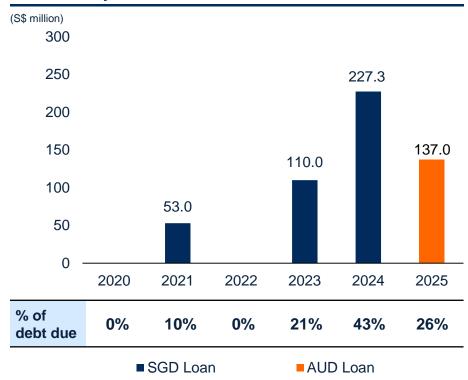
- (1) Excludes capital and one-off distributions for the purpose of a like-for-like comparison.
- (2) Excluding one-off distribution of S\$4.3 mil in relation to 51 Alps and the divestment of Jinshan Chemical Warehouse and capital distribution of S\$1.2 mil in YTD FY19.
- (3) Including the S\$1.0 mil remaining retained distributable income in YTD FY20.

Prudent Capital Management



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

Debt Maturity Profile



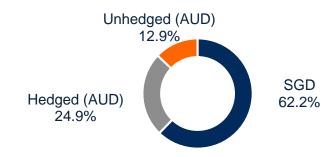
- Total Outstanding Debt of S\$527.3 mil as at end-Sep 2020.
- Well-Managed Debt Maturity Profile. No further refinancing requirements until Dec 2021.
- Weighted Average Debt Maturity was 3.3 years as at 30 Sep 2020.

Interest Rate Hedging



- 68.1% of total debt hedged.
- 83.3% of SGD debt and 28.6% of onshore AUD borrowings are hedged with an average term of 2.6 years.

Forex Hedging



 87.1% of distributable income is hedged or derived in SGD to reduce the impact of adverse exchange rate fluctuation.

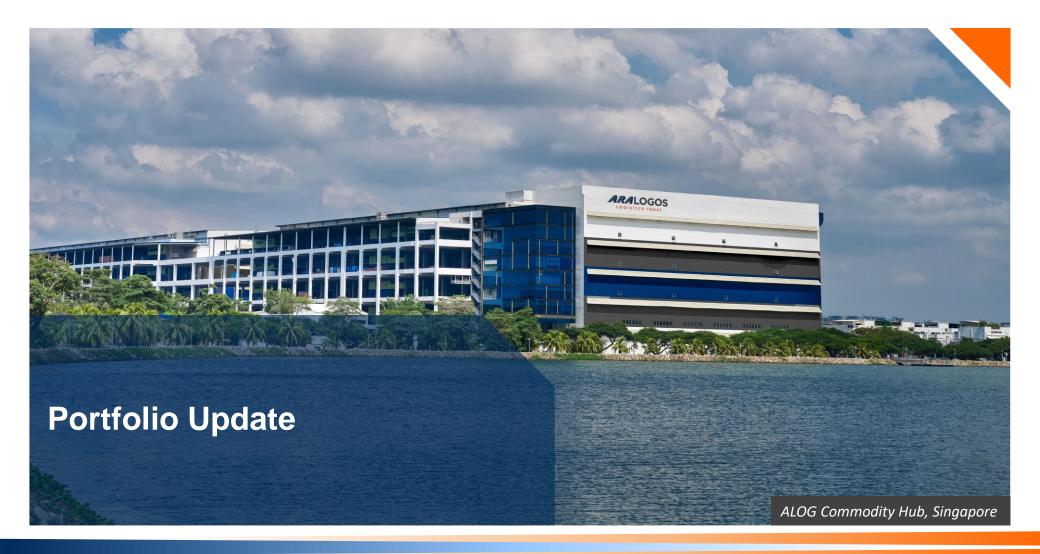
Distribution Details



SGX Stock Code	Distribution Period	Distribution Per Unit (cents)	Payment Date
K2LU	1 July – 30 September 2020	1.461 cents	27 November 2020

Distribution Timetable		
Last day of trading on "cum" basis	3 November 2020	
Ex-Dividend Date	4 November 2020	
Books Closure Date	5 November 2020	
Distribution Payment Date	27 November 2020	





Portfolio Statistics



(as at 30 Sep 2020)

27 Logistics Warehouse Properties	Singapore - 10 Australia - 17
Total Valuation ⁽¹⁾	S\$1.26 bil
Gross Floor Area (GFA, approx.)	9.0 million sq ft
Committed Occupancy	Portfolio – 97.0% 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 ⁽²⁾
Rental Escalations within Single-Tenant / Master Leases	~1% to 4% p.a.
Number of Tenants	71

⁽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.

Portfolio Performance



High Occupancy with Significant Leases Secured YTD

High Occupancy

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

3Q FY20 ⁽¹⁾	Area (sq ft)
Renewals	61,300
New Leases	6,300
Total	67,600
Rental Reversion ^{(2) (3)}	- 9.4% ⁽⁴⁾

Leases Secured in YTD FY20



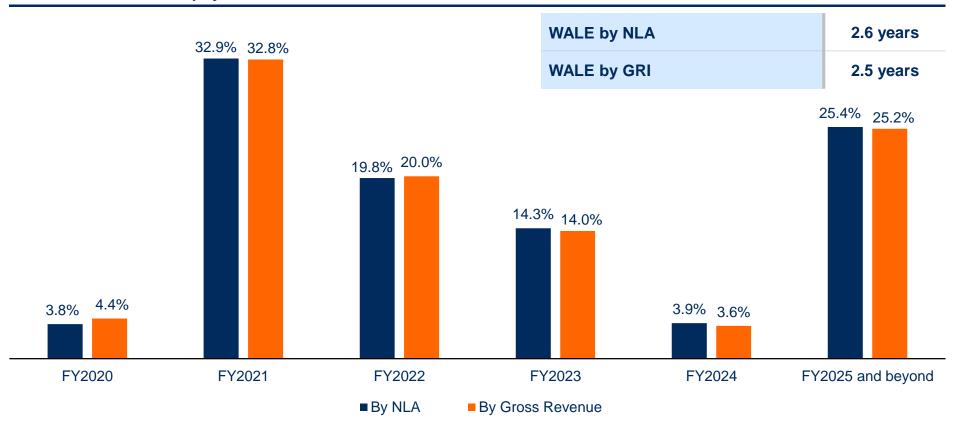
- Excludes short-term leases.
- (2) Based on the weighted average variance between the average signing rents for new and renewed leases and the average signing rents of preceding leases.
- (3) Excludes leases with different lease structures (e.g. master lease to multi-tenant), short-term leases and when 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

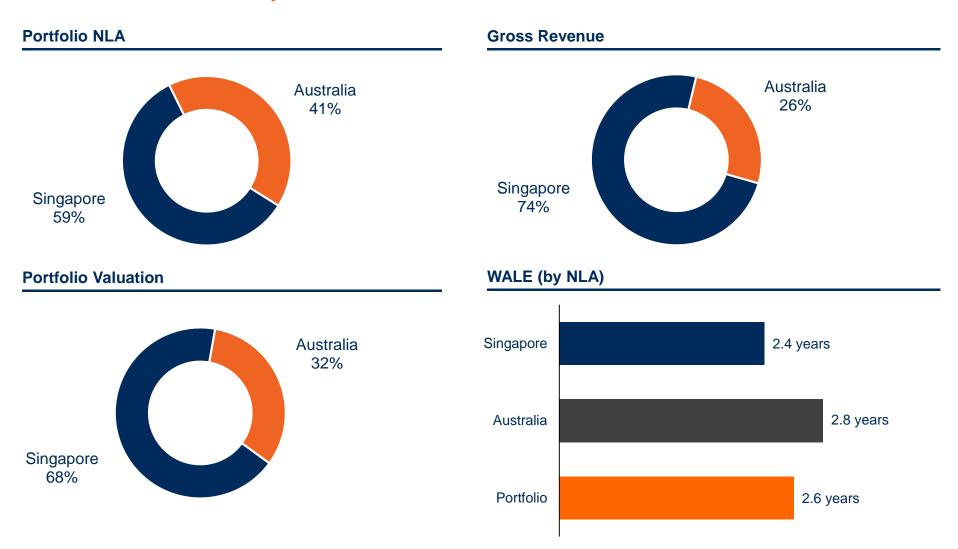


- Only 4.4% lease expiries remaining for FY2020 (by GRI).
- Commenced early negotiations with existing and potential new tenants to secure early commitments ahead of expiry i.e. at least 6 months in advance.
- Management will continue its proactive leasing efforts to maintain a high portfolio occupancy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

Portfolio Rebalancing & Growth



Performance Driven by Diversified and Balanced Portfolio



Portfolio Diversification -



Strong and Diversified Portfolio Supported by Quality Tenants

Greater Balance of Multi-Tenanted and Single-User Lease Structures







Credit Quality: Majority of Tenants are Multinational Companies (MNCs)



Well-Supported Industry Sectors Represented





- Industrial & Consumer Goods
- Food & Cold Storage
- Healthcare
- Aerospace
- Automotive
- Information Technology
- Materials, Engineering, Construction
- E-Commerce
- Others

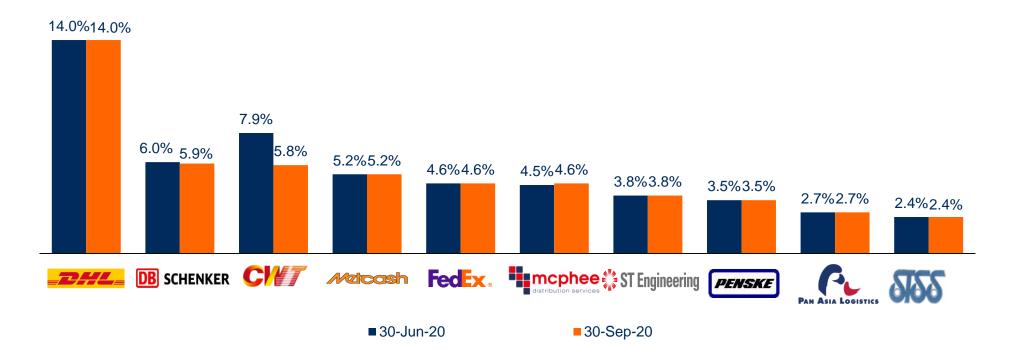
Diversified Tenant Base

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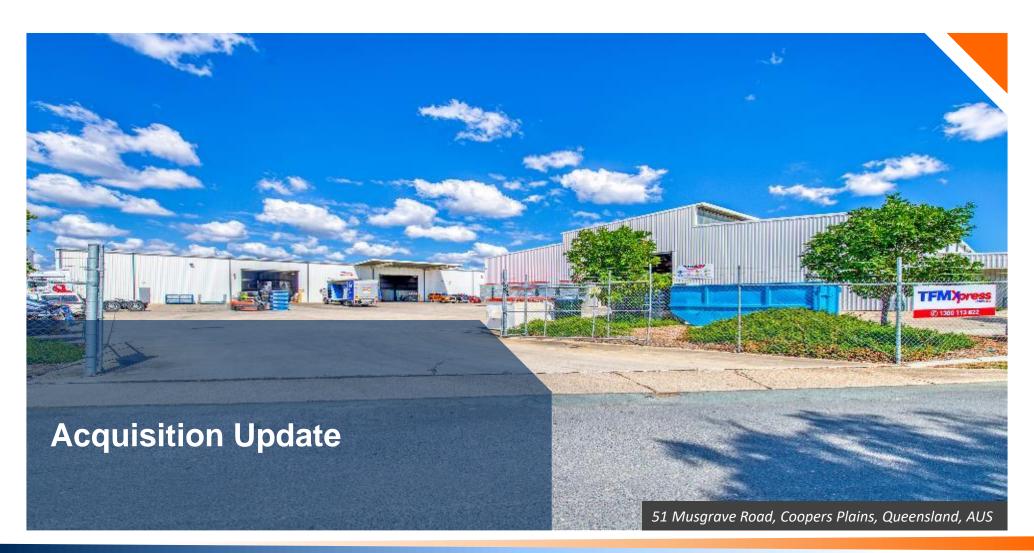
High Quality Tenants

- 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

Oct 2020

Announcement of maiden acquisition

Apr 2020

Cache Logistics Trust rebranded as **ARA LOGOS** Logistics Trust



Completion of ARA's acquisition of a majority stake in LOGOS



Disciplined execution on ALOG's Portfolio Rebalancing and Growth Strategy

Maiden acquisition announced within 6 months of rebranding as **ARA LOGOS Logistics Trust**



Demonstration of symbiotic and beneficial relationship with LOGOS

Ability to leverage on LOGOS' network for pipeline opportunities



Increasing strategic presence in a key market for ALOG

ALOG can confidently grow its strategic presence in Australia by leveraging on LOGOS' integrated logistics real estate platform

Portfolio Transformation

Proposed Acquisitions and Fund Investments



Transaction overview

- \$\$404.4m⁽¹⁾ proposed acquisition by ARA LOGOS Logistics Trust ("ALOG") consisting of:
 - i. S\$225.9m⁽²⁾ in respect of five logistics properties in Australia including a development asset ("Heron"⁽³⁾) ("New Australia Properties"); and
 - ii. S\$178.5m⁽⁴⁾ in respect of a 49.5% interest in New LAIVS Trust ("New LAIVS Fund") and 40.0% interest in Oxford Property Fund ("OP Fund");

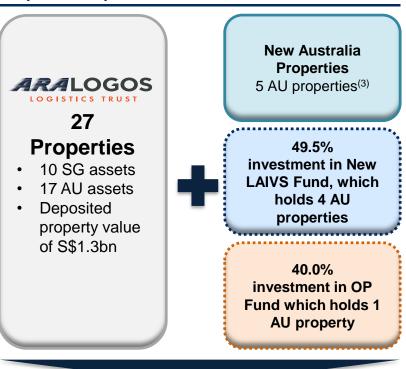
collectively the "Proposed Acquisitions and Fund Investments"

- 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")
- 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")

Key highlights⁽⁵⁾

- 28.2% increase in deposited property value to S\$1.7bn⁽⁶⁾
- The share of portfolio value attributable to assets based in Australia increases from 32.5% to 47.6%
- Increase in WALE (by NLA) from 2.8 to 4.6⁽⁷⁾ years

Proposed Acquisitions and Fund Investments



Total deposited property value of S\$1.7bn⁽⁵⁾⁽⁶⁾

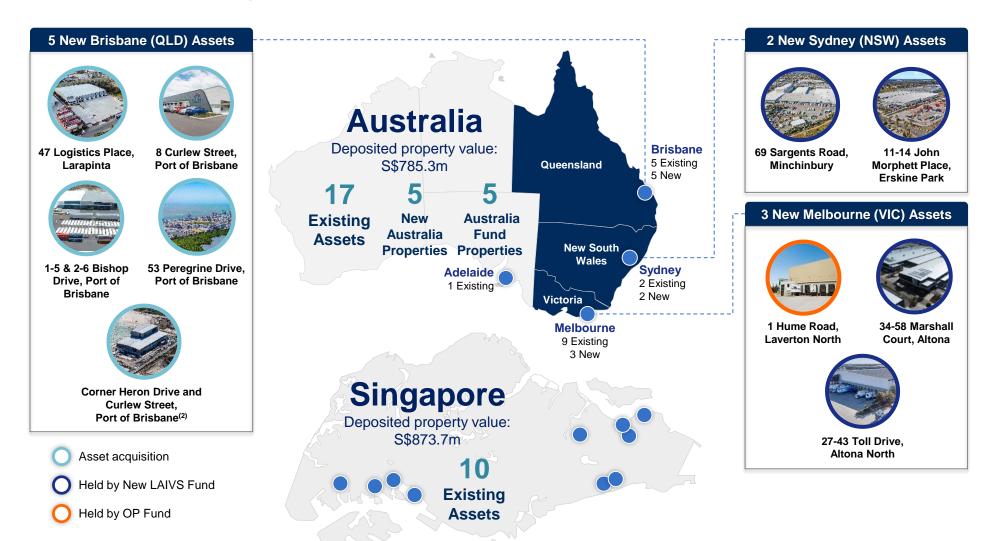
Note: SGD/AUD of 1.0225 (as of 30 September 2020) used for illustrative purposes.

- (1) Aggregate Consideration which includes 100% of the purchase consideration in respect of Heron, or S\$345.8m if based on 5% down payment for Heron.
- (2) The New Australia Properties Purchase Price will be net of outstanding tenant incentives reimbursed by LP Seller. In other words, the amount of tenant incentives will be deducted from the consideration payable for the New Australia Properties.
- (3) 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 November 2021.
- (4) 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 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.

Key Takeaways



- Maiden acquisition since rebranding as ARA LOGOS Logistics Trust
 - B Deepens strategic presence in Australia's attractive logistics market
- Portfolio of prime Australia logistics assets located in critical economic hubs
- Good quality portfolio underpinned by reputable tenants
- Deepen presence in the defensive cold storage sector
- Transformational acquisition to propel ALOG into the next stage of growth
- Strong support from the LOGOS Group through its participation in the Equity Fund Raising





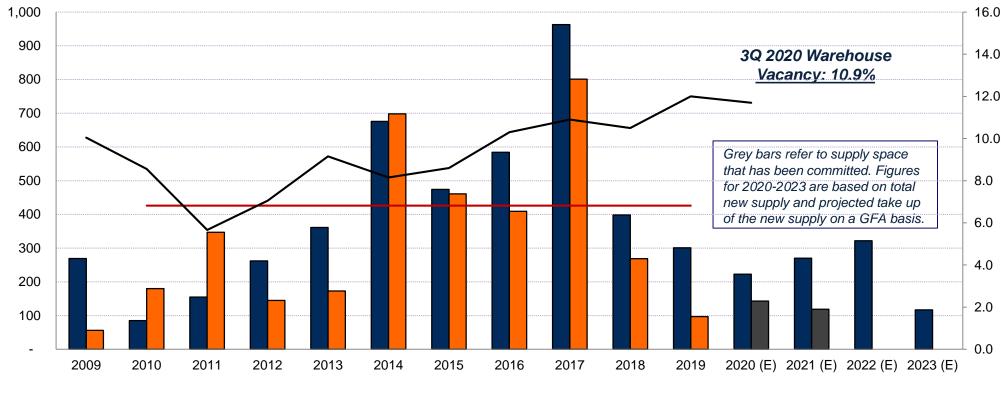
Market Outlook – Singapore



Stable and Resilient Logistics Market Fundamentals

Moderated Supply Pipeline

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



Annual Net Warehouse Completion

Annual Net Warehouse Absorption

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

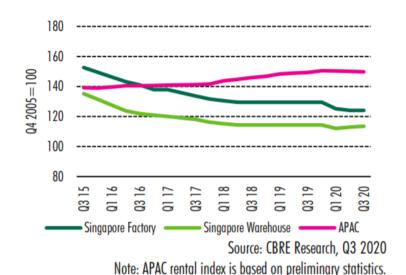
Market Outlook - Singapore

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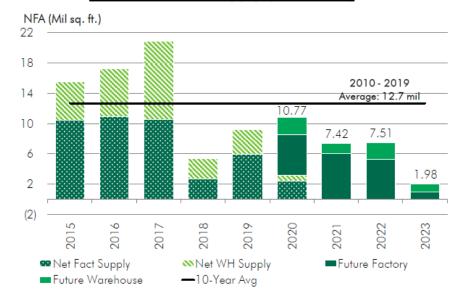
Stable and Resilient Logistics Market Fundamentals

- 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



<u>Historical and Future Factory &</u> Warehouse Net Supply (2015-2023)



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

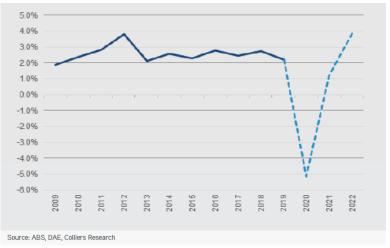
Market Outlook - Australia



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.

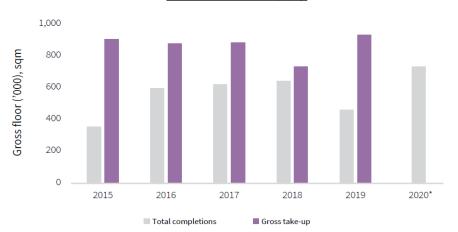
Annual GDP Growth, Australia



Colliers Radar, Q2 2020 Industrial & Logistics Market Update, August 2020. JLL Research, The Road Ahead Logistics Report, September 2020

Notes:

Demand and Supply



Source: JLL, 2Q20

Contact Information





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Disclaimer



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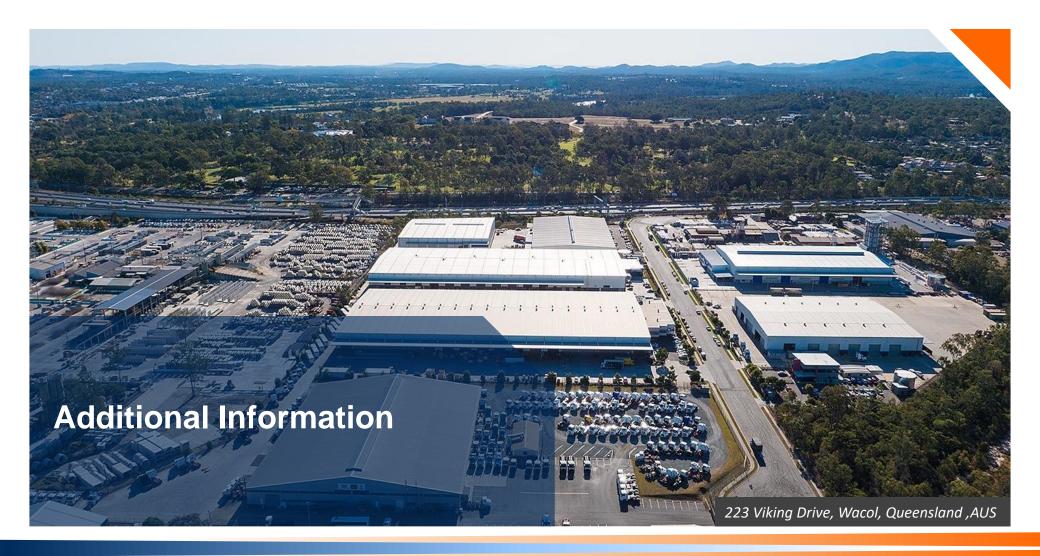
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COVID-19 Update



Impact on ALOG





- High rental collection rate continues to be seen across ALOG's portfolio.
- 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.

ARA LOGOS Logistics Trust

Backed by ARA and Strong Sponsor, LOGOS



ARA LOGOS Logistics Trust, "ALOG", (previously Cache Logistics Trust (1)) is a leading Asian logistics REIT with a S\$1.26 billion⁽²⁾ 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
- 9.0 mil sf GFA
- S\$1.26 bil in property value
- WALE of 2.6 years by NLA

Singapore 00



Vision & Strategy



Provide High Quality, Best-in-Class Logistics Real Estate



OUR MISSION:

Strong Sponsorship



Cementing Position for a Transformative Growth Outlook



Leading APAC Real Assets Fund Manager

Strong Global Partner and Investor Network



LOGOS

Providing Asset, Investment and Development Expertise

Access to LOGOS'
Strong APAC
Network and
Pipeline
Opportunities to
Drive Future Growth

ARA Overview

ARALOGOS

Leading APAC Real Assets Fund Manager with Global Reach

LOGISTICS TRUST



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 billion¹

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

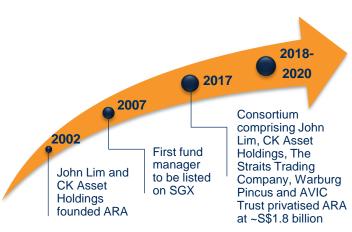
>25 years of experience on average



Real estate ecosystem enabled by technology

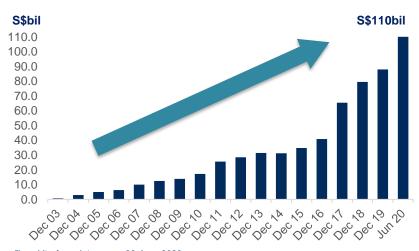
Multi-platform, multi-product global fund management business complemented by forward-looking real estate technology strategy

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



Expanding global reach with Japan, Europe and US desks and establishing logistics, infrastructure, real estate credit and real estate fintech platforms

with robust track record



LOGOS Overview



Leading Logistics Developer and Real Estate Specialist in APAC

LOGISTICS TRUST

Strong Regional Presence

India GLA: 0.7mil sam AUM: US\$0.6bil Assets: 5 China GLA: 1.9mil sqm AUM: US\$2.5bil Assets: 20 South East Asia GLA: 1.9mil sqm AUM: US\$3.3bil Assets: 24 Australia and **New Zealand** GLA: 2.3mil sqm AUM: US\$3.8bil Assets: 58

Vertically Integrated Platform with a Wide Offering



- US\$1.0bil transacted in industrial and commercial real estate across the Group in last 12 months
- Proven track record with access to off market deal flow
- >US\$2.7bil of development commencements in last 12 months
- 6.7mil sqm of logistics real estate owned and under development in LOGOS ventures
- 2.8mil sqm of space leased to clients including Toll, DHL, Linfox, Alibaba, REC and Kerry Logistics
- Strong regional relationships with key logistic and warehouse occupiers
- US\$10.2bil completed AUM in existing ventures
- · Trusted manager with high quality institutional partners
- Value add delivered via strategic acquisitions and active asset management
- 18%-35% p.a. delivered IRR on A\$1.8bil+ divestments of portfolios in Australia and China

Summary of Key Capital Partners



















Australian Super





Key Tenant Customers























Sovereian

ALOG's Portfolio Overview

Singapore



Changi North / Loyang



Pan Asia Logistics Centre 21 Changi North Way



9 Air Market Logistics Centre 22 Loyang Lane

Airport Logistics Park



5 Schenker Megahub 51 Alps Avenue

Pulau Ubin

Changi International Airport

Sembawang

Wharves

Tampines LogisPark



DHL Supply Chain ARC 1 Greenwich Drive

Second link (Tuas checkpoint)

Johor Causeway Link

Jurong Port

Jurong Pasir Panjang

Island

Terminal

Sentosa

Keppel Terminal

Changi South



6 ALOG Changi DistriCentre 1 5 Changi South Lane



ALOG Changi DistriCentre 2 3 Changi South Street 3

Pandan/ Penjuru/ Gul Way



ALOG Commodity Hub 24 Penjuru Road



2 ALOG Cold Centre 2 Fishery Port Road



Pandan Logistics Hub
49 Pandan Road



4 ALOG Gul LogisCentre 15 Gul Way

ALOG's Portfolio Overview

Australia







51 Musgrave Road, Coopers Plains



203 Viking Drive, Wacol



223 Viking Drive, Wacol



11 – 19 Kellar Street, Berrinba



196 Viking Drive, Wacol



Melbourne, Victoria



18 16 - 28 Transport **Drive, Somerton**



19 217 – 225 Boundary Road, Laverton North



20 16 – 24 William **Angliss Drive**, **Laverton North**



21 151 – 155 Woodlands Drive. Braeside



22 41 – 51 Mills Road, Braeside





67 - 93 National Boulevard, Campbellfield



41 - 45 Hydrive Close, Dandenong South



25 76 – 90 Link Drive, Campbellfield



182 - 198 Maidstone Street. Altona

Sydney, New South Wales



127 Orchard Road, Chester Hill



3 Sanitarium Drive, Berkeley Drive

Adelaide, South Australia



404 - 450 Findon Road, Kidman Park