

2Q/1H FY2018 FINANCIAL RESULTS



MANAGED BY:



ARA Trust Management (Cache) Limited

31 July 2018



Agenda



01	KEY HIGHLIGHTS

- 02 FINANCIAL PERFORMANCE
- 03 PORTFOLIO UPDATE
- 04 MARKET OUTLOOK & STRATEGY
- 05 OVERVIEW ON CACHE



01 KEY HIGHLIGHTS



Key Highlights



Financial Performance

2Q FY18 Income Available for Distribution to Unitholders

S\$15.3 million

- 6.3% YoY

2Q FY18 DPU

1.419 cents -17.6% YoY

51 Alps Ave Tax Matter **S\$2.4 million**

Accumulated retention sum from 1 September 2016 to 30 June 2018 pending IRAS resolution

Capital Management

Aggregate Leverage **35.3%**

YTD All-in Financing Cost

3.61%

% of borrowings hedged to fixed rates **61.7%**

Weighted Average Debt Maturity

2.4 years

Portfolio Update

Portfolio Occupancy 96.8% committed

Commodity Hub **92.7%**Post expiry of Master Lease

WALE (by NLA)

3.5 years

Lease Expiries (by NLA)

3.1% remaining in FY18

Leases Secured
~762,000 sf in 2Q FY18
~925,100 sf YTD FY18

Revenue Contribution 23% from Australia

Key highlights: Change in the interest of the Manager



With effect from 2 July 2018, ARA Asset Management Limited ("**ARA**") holds a 100% interest in the Manager and Property Manager⁽¹⁾

ARA is an **established real estate fund manager with a strong presence in Asia Pacific**ARA was a key contributor to the success of Cache's **diversification into Australia**

☑ Consolidation of interest and decision-making within a single entity in ARA

PORTFOLIO & PRESENCE (2)



S\$77.2 billion



20 countries



62 cities

In Gross Assets Managed by ARA Group and its Associates

PRODUCTS & SERVICES (2)



21 REITs



>70
Private real estate funds



Country Desks



Real Estate
Management
Services



nfrastructure

Notes:

- (1) Via its wholly-owned subsidiaries
- (2) As reported by ARA Group and its Associates as at 1 June 2018

Key highlights: Change in the interest of the Manager



ARA's global network of partners:



























02 FINANCIAL PERFORMANCE



2Q FY18 vs 2Q FY17



2Q FY18 Gross Revenue rose by 7.7% yoy; NPI was flat yoy

S\$'000 unless otherwise noted	2Q FY18	2Q FY17	Change %
Gross Revenue	30,028	27,894	7.7
Net Property Income (NPI)	21,633	21,657	(0.1)
Income Available for Distribution to Unitholders	15,228	16,253	(6.3)
- from operations - from capital ⁽¹⁾	14,820 408	16,135 118	(8.1) 245.8
Distribution per Unit (DPU) (cents)(2)	1.419	1.722	(17.6)
- from operations - from capital ⁽¹⁾	1.381 0.038	1.709 0.013	(19.2) 192.3
Issued Units Base (in million units)	1,072.9	943.9	13.7
Annualised DPU	5.692	6.907	(17.6)

Notes:

- (1) This relates to the capital gains/ sale proceeds from the disposal of Kim Heng warehouse in 2015.
- (2) The 2Q FY17 DPU is recomputed to reflect the effects of the Rights Issue which was launched in Sep 2017. The actual DPU in 2Q FY17 was 1.800 cents.
- (3) The lease dispute at 51 Alps Ave, SG was resolved amicably in October 2017. A relevant sum of \$\$8.2 million was paid to Cache and a new lease with Schenker Singapore was entered into.

Review of Performance:

2Q FY18 Income Available for Distribution to Unitholders is lower due to:

- Lower NPI from CWT Commodity Hub due to the conversion from master lease to multi-tenancy in April 2018
- Divestment of Hi-Speed Logistics Centre (40 Alps Ave, SG) on 18 May 2018
- Offset by: (i) incremental contribution from the nine-property Australia portfolio from 15 February 2018; (ii) Higher contribution from 51 Alps Ave, SG with a new lease in place and rental top-up ⁽³⁾
- Distribution to perpetual security holders

YTD FY18 vs YTD FY17



YTD FY18 Gross Revenue and NPI rose by 7.5% and 4.9% yoy respectively

S\$'000 unless otherwise noted	YTD FY18	YTD FY17	Change %
Gross Revenue	59,054	54,952	7.5
Net Property Income (NPI)	44,493	42,433	4.9
Income Available for Distribution to Unitholders	31,373	32,488	(3.4)
- from operations	30,965	31,441	(1.5)
- from capital ⁽¹⁾	408	1,047	(61.0)
Distribution per Unit (DPU) (cents)(2)	2.926	3.445	(15.1)
- from operations	2.888	3.333	(13.4)
- from capital ⁽¹⁾	0.038	0.112	(66.1)
Issued Units Base (in million units)	1,072.9	943.9	13.7
Annualised DPU	5.900	6.947	(15.1)

Notes:

- (1) This relates to the capital gains/ sale proceeds from the disposal of Kim Heng warehouse in 2015.
- (2) The YTD FY17 DPU is recomputed to reflect the effects of the Rights Issue which was launched in Sep 2017. The actual YTD FY17 DPU was 3.600 cents.
- (3) The lease dispute at 51 Alps Ave, SG was resolved amicably in October 2017. A relevant sum of S\$8.2 million was paid to Cache and a new lease with Schenker Singapore was entered into.

Review of Performance:

YTD FY18 Income Available for Distribution to Unitholders is lower due to:

- Lower NPI from CWT Commodity Hub due to the conversion from master lease to multi-tenancy in April 2018
- Divestment of Hi-Speed Logistics Centre on 18 May 2018
- Offset by: (i) Incremental contribution from the nine-property Australia portfolio from 15 February 2018; (ii) Higher contribution from 51 Alps Ave, SG with a new lease in place and rental top-up ⁽³⁾
- Distribution to perpetual security holders and a lower capital distribution

2Q FY18 vs 1Q FY18



2Q FY18 Gross Revenue rose by 3.5% qoq; NPI fell by 5.2% qoq

S\$'000 unless otherwise noted	2Q FY18	1Q FY18	Change %
Gross Revenue	30,028	29,026	3.5
Net Property Income (NPI)	21,633	22,860	(5.2)
Income Available for Distribution to Unitholders	15,228	16,145	(5.7)
- from operations - from capital ⁽¹⁾	14,820 408	16,145 -	(8.2) nm
Distribution per Unit (DPU) (cents) ⁽¹⁾	1.419	1.507	(5.8)
- from operations	1.381	1.507	(8.4)
- from capital ⁽¹⁾	0.038	-	nm
Issued Units Base (in million units)	1,072.9	1,071.3	0.2

Review of Performance:

- Full quarter's contribution from the nine-property Australia portfolio which was acquired on 15 February 2018
- Lower NPI from CWT Commodity Hub due to the conversion from master lease to multi-tenancy in April 2018
- Divestment of Hi-Speed Logistics Centre on 18 May 2018

Notes:

⁽¹⁾ This relates to the capital gains/ sale proceeds from the disposal of Kim Heng warehouse in 2015.

Capital ManagementBalance Sheet and Key Financial Indicators



Balance Sheet	30 Jun 2018
Total Assets	S\$1,349.4 million
Total Liabilities	S\$493.4 million
Net Assets Attributable to Unitholders	S\$754.4 million
NAV Per Unit ⁽¹⁾	S\$0.703

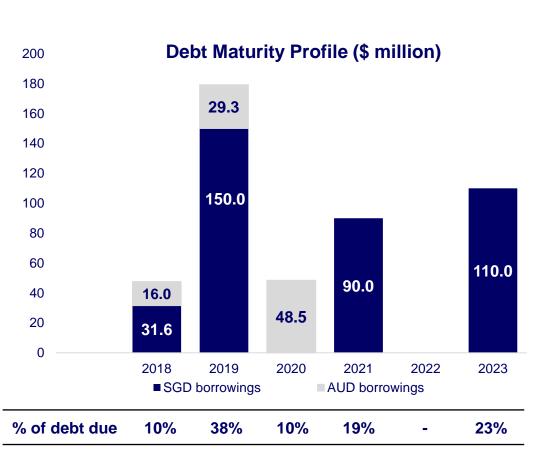
Key Financial Indicators	30 Jun 2018
Total Debt ⁽²⁾	S\$476.1 mil
Aggregate Leverage Ratio	35.3%
All-in Financing Cost - Quarter - YTD	3.67% 3.61%
Interest Coverage Ratio ⁽³⁾ - Quarter - YTD	4.34 times 3.90 times
Average Debt Maturity	2.44 years
Unencumbered Investment Properties	S\$493.2 mil

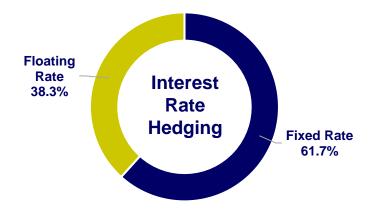
Notes:

- (1) The NAV Per Unit is computed based on the net assets attributable to Unitholders.
- (2) Excludes unamortised transaction costs.
- (3) Includes margin and amortisation of capitalised upfront fee.

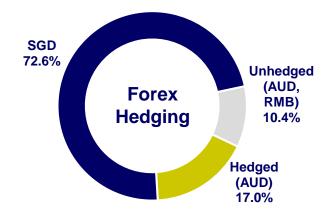
Capital Management







- 61.7% of total borrowings hedged
- 66.7% of SGD debt and 50% of onshore AUD borrowings are hedged into fixed rates



 89.6% of distributable income is hedged or derived in SGD

Interest Risk Management



- 61.7% of total borrowings are on fixed rates
- Interest Rate Sensitivity: A 0.5% increase in interest rate is expected to have a pro forma impact of S\$0.46 million decline in Income Available for Distribution to Unitholders or 0.04 cents decline in DPU
- As part of its prudent capital management approach, two forward interest rate swaps, entered into during the quarter and which becomes effective in October 2018, will increase the proportion of total borrowings hedged to approximately 65% and extend the hedge duration to 3.1 years on a pro forma basis

Increase in Interest Rate	Decrease in Income Available for Distribution to Unitholders (S\$ mil)	Change as % of YTD FY18 Income Available for Distribution to Unitholders	Decrease in Pro Forma DPU (cents) ⁽¹⁾
0.25%	0.23	0.7%	0.02
0.50%	0.46	1.5%	0.04
0.75%	0.68	2.2%	0.06
1.00%	0.91	2.9%	0.08

Note: (1) Based on 1,072,932,745 units as at 30 June 2018

Distribution Details



SGX Stock Code	Distribution Period	Distribution Per Unit (S\$)	Payment Date
K2LU	1 April – 30 June 2018	1.419 cents	29 August 2018

Distribution Timetable	
Last day of trading on "cum" basis	2 August 2018
Ex-Dividend Date	3 August 2018
Books Closure Date	7 August 2018
Distribution Payment Date	29 August 2018



03 PORTFOLIO UPDATE



This warehouse facility is located in a well-established inner west precinct approx. 20km west of the Sydney CBD and is fully-leased to McPhee Distribution Services, an Australian-owned transport family business established in 1923.

Portfolio Locations



Quality, Resilient Portfolio in Singapore, Australia and China

Australia



Portfolio Statistics

- √ 27 Properties
- ✓ Singapore, Australia & China
- ✓ 8.8 mil sf GFA
- √ S\$1.3 bil in property value
- ✓ WALE of 3.5 years by NLA

Singapore

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

China

11. Jinshan Chemical Warehouse, Shanghai

Australia

- 12. 51 Musgrave Road, Coopers Plains, QLD
- 13. 203 Viking Drive, Wacol, QLD
- 14. 223 Viking Drive, Wacol, QLD
- 15. 11-19 Kellar Street, Berrinba, QLD
- 16. 196 Viking Drive, Wacol, QLD
- 17. 127 Orchard Road, Chester Hill, NSW
- 18. 3 Sanitarium Drive, Berkeley Vale, NSW
- 19. 16 28 Transport Drive, Somerton, VIC
- 20. 217 225 Boundary Road, Laverton North, VIC
- 21. 16-24 William Angliss Drive, Laverton North, VIC
- 22. 151-155 Woodlands Drive, Braeside, VIC
- 23. 41-51 Mills Road, Braeside, VIC
- 24. 67-93 National Boulevard, Campbellfield, VIC
- 25. 41-45 Hydrive Close, Dandenong South, VIC
- 26. 76-90 Link Drive, Campbellfield, VIC
- 27. 404 450 Findon Road, Kidman Park, SA

Portfolio Statistics



Quality, Resilient Portfolio in Singapore, Australia and China

Property Portfolio Statistics	As at 30 June 2018
27 Logistics Warehouse Properties	Singapore - 10 Australia - 16 China – 1
Total Valuation ⁽¹⁾	S\$1.33 bil
Gross Floor Area (GFA)	8.8 million sq ft
Committed Occupancy	Portfolio - 96.8% Singapore - 95.4% Australia - 99.1% China - 100.0%
Average Building Age	13.6 years
Weighted Average Lease to Expiry ("WALE") by NLA	3.5 years
Weighted Average Land Lease Expiry	52.9 years ⁽²⁾
Rental Escalations built into Master Leases	~1% to 4% p.a.
Number of Tenants	65

Notes:

⁽¹⁾ Based on FX rate of \$1.00 = A\$0.9924 and \$1.00 = RMB 4.8614

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

Portfolio Overview: Singapore







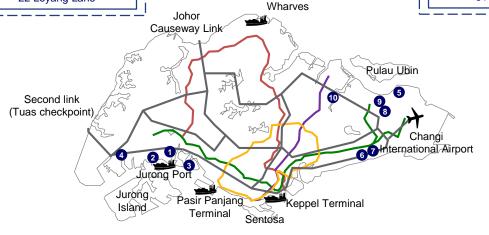


Airport Logistics Park



Tampines LogisPark





Sembawang

Changi South



6 Cache Changi Districentre 1 5 Changi South Lane

Cache Changi Districentre 2 3 Changi South Street 3

Pandan/ Penjuru/ Gul Way



CWT Commodity Hub 24 Penjuru Road



Cache Cold Centre 2 Fishery Port Road



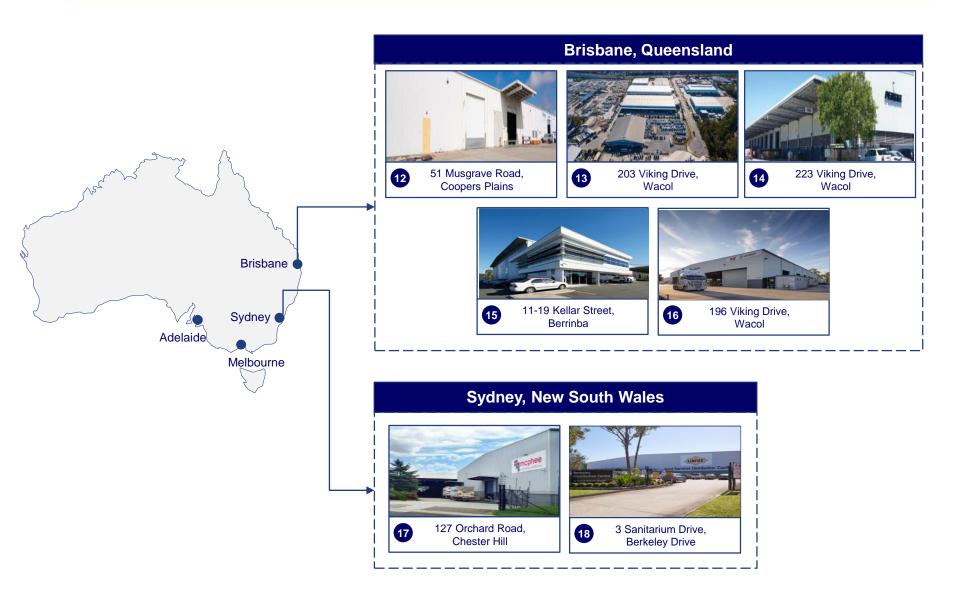
Pandan Logistics Hub
49 Pandan Road



4 Precise Two 15 Gul Way

Portfolio Overview: Australia





Portfolio Overview: Australia







217 - 225 Boundary Road,



16-24 William Angliss Drive, Laverton North





Campbellfield



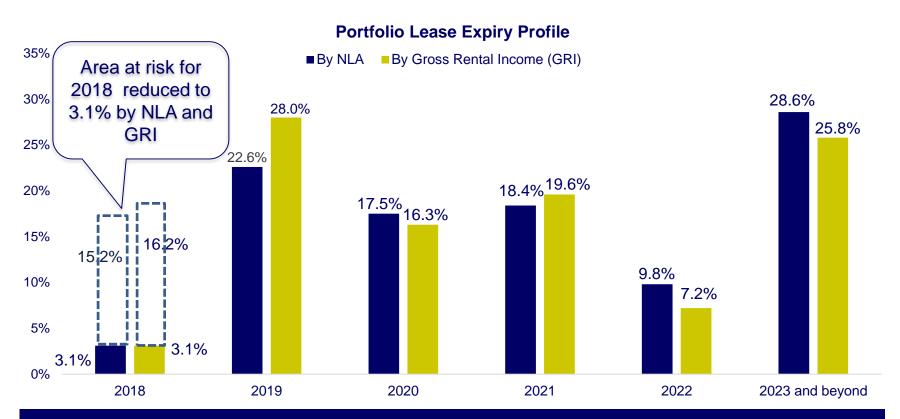
76-90 Link Drive, Campbellfield

Lease Expiry Profile



Proactive Lease Management: Well-staggered lease expiry profile

WALE by NLA: 3.5 years
WALE by Gross Rental Income: 3.3 years



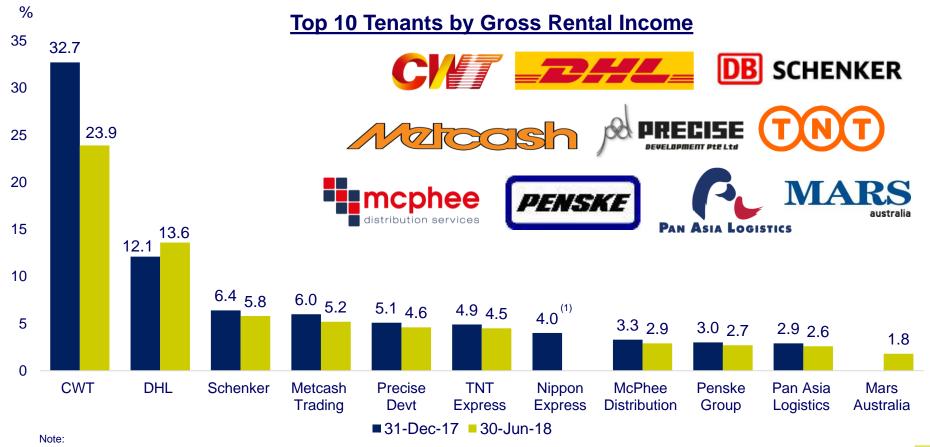
More than 65% of all leases committed till 2020 and beyond

Tenant Base



Diverse Base of High Quality Tenants

- Top 10 tenants make up approximately 67.6% of Gross Rental Income
- Tenants comprise mainly high quality multinational businesses in the logistics/ supply chain and other diverse sectors including FMCG, transportation and construction



Proactive Asset Management

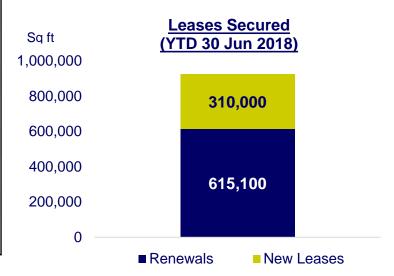


Secured ~762,000 sq ft⁽¹⁾ of leases in 2Q FY18, ~925,100 sq ft⁽¹⁾ of leases YTD

YTD FY18	
Leases signed for FY18 expiries	780,200 sq ft ⁽¹⁾
As a percentage of portfolio NLA	9.2%
As a percentage of FY18 expiries	59.2%
Committed Portfolio Occupancy	96.8%

	No. of Leases	Area (sq ft)
2Q FY18		
Renewals	9	528,500
New Leases	6	233,500
Rental Reversion ^{(2) (3)}	- 4.0%	
YTD FY18		
Renewals	12	615,100
New Leases	9	310,000
Rental Reversion ^{(2) (3)}	- 4.8%	

- Secured approx. 925,100 sq ft of leases YTD
- Only 3.1% of leases (by NLA) expiring in the remainder of FY18
- Commodity Hub was converted from master lease tenancy to multi-tenancy on 12 April 2018 with a committed occupancy of 93% as at 30 June 2018.



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.

Portfolio Rebalancing & Growth

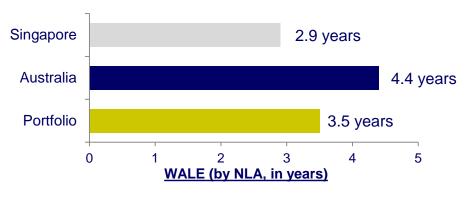


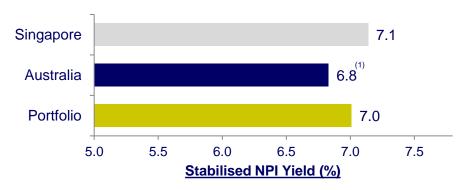
Successful Execution of Portfolio Rebalancing & Growth Strategy



Longer WALE from Australian Portfolio

Attractive NPI Yield from Freehold Australia Properties





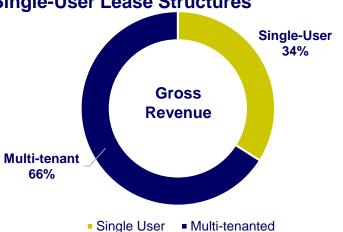
Note:

Portfolio Diversification



Diversification across geographies and tenant base

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



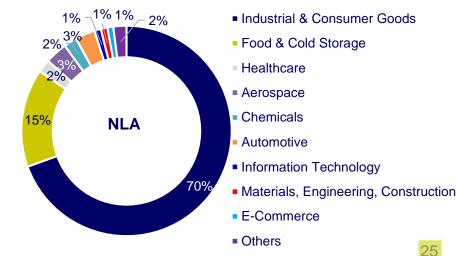
2. Geographical Diversification beyond Singapore



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



4. End-Users from Diverse Industry Sectors



Update on Commodity Hub





Committed Occupancy has increased from 86.0% as at 12 April 2018 to 92.7% as at 30 June 2018

Property Profile	
GFA	2.3 million sq ft
NLA	2.2 million sq ft
Efficiency	95.7%
Acquisition Date	12 April 2010 (IPO)
Floor Plate	Average 448,000 sq ft
Ceiling heights	Up to 10 metres
Loading bays	Average 70 per floor

Major tenants/ end-users















MARKET OUTLOOK & STRATEGY



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

Strategy



OUR VISION:

Provide highest quality, best-in-class logistics real estate solutions to our customers in Asia Pacific

Investment Pursuits

- Pursue yield-accretive acquisitions
- Leverage on broad Asia-Pacific mandate
- Maintain prudent capital and risk management



Build-to-Suit Development Opportunities

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

Proactive Asset/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 endusers
- Portfolio rebalancing to prudently manage and recycle capital into betterperforming assets ("Portfolio Rebalancing & Growth Strategy")

Market Outlook



Singapore **Economy**

Based on advance estimates from the Ministry of Trade & Industry, Singapore's economy grew by 3.8% on a year-on-year basis in 2Q 2018, slightly lower than the 4.3% growth recorded in 1Q 2018. Manufacturing, which remained the key driver of GDP growth, slowed to 8.6% from 9.7% in 1Q 2018 while the services sector grew 3.4%, down from 4.0% the previous quarter⁽¹⁾

Singapore Industrial Market

 According to JLL, demand for warehouse space was driven mainly by renewals and relocations in 2Q 2018. Gross rents and capital values for warehouse premises were unchanged in 2Q 2018, for the third straight quarter, following ten consecutive quarterly declines. According to the report, with a positive business outlook and tapering new supply, warehouse rents and capital values may see a turnaround by year-end, barring unforeseen external shocks. (2)

Australia Economy

• The Reserve Bank of Australia kept the cash rate unchanged in July 2018 at 1.5%. GDP grew strongly in the first quarter of 2018, with the economy expanding by 3.1% over the year. Business conditions are positive and non-mining business investment is continuing to increase, with higher levels of public infrastructure investment supporting the economy.⁽³⁾

Australia Industrial Market

 Prime and secondary net face rents across the metropolitan markets and submarkets over the year to June 2018 varied by city and submarket. Brisbane and Sydney have seen the most growth of the cities averaging 3.6% and 3.7% over the year, respectively. Yields firmed and land values increased over the year to June 2018 on the back of reduced supply and positive demand for industrial sites and buildings.⁽⁴⁾

Notes:

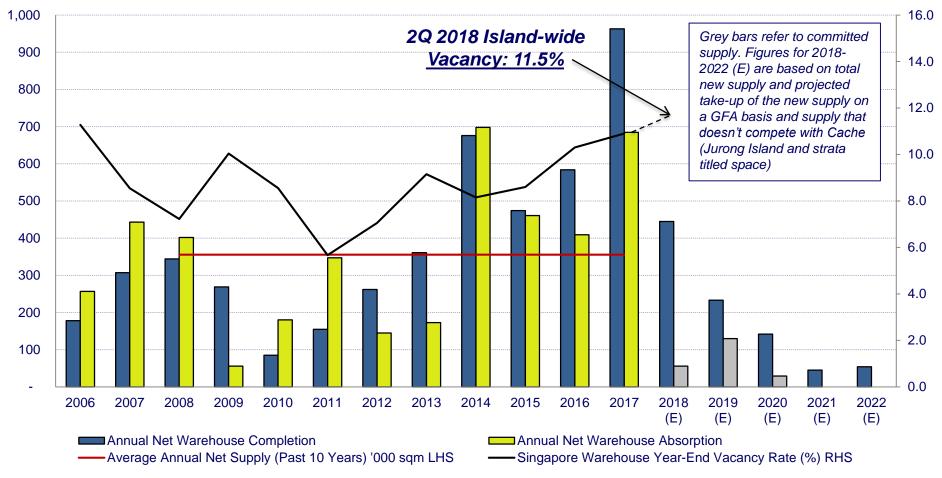
- (1) Ministry of Trade and Industry Press Release, 13 July 2018.
- (2) JLL, Singapore Property Market Monitor, 2Q 18.
- (3) Reserve Bank of Australia, Statement by Philip Lowe, Governor: Monetary Policy Decision, 3 July 2018.
- (4) m3property Strategists Australia, m3commentary- National industrial, Winter 2018.

Market Outlook: Singapore



Singapore: Persistent Imbalance in Supply and Demand of Warehouse Space

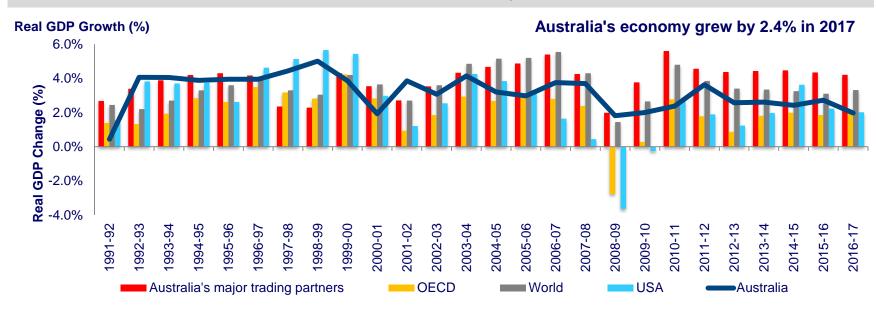
Singapore Warehouse Annual Net Completion, Absorption and Vacancy Rate (%)



Market Outlook: Australia

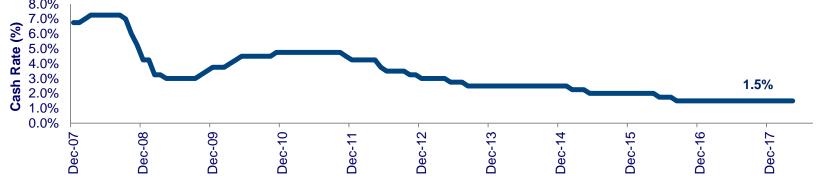


Australia: Positive Economic Outlook, Cash Rate Remains Low



Source: Deloitte Access Economics / Colliers Research

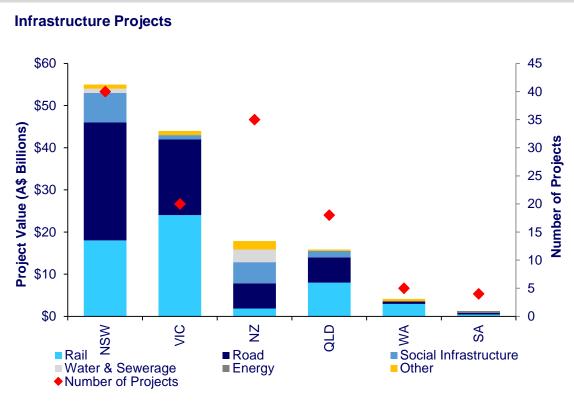
RBA Cash Rate remained at 1.5% in July 2018



Market Outlook: Australia



Australia: Strong Infrastructure Investment Provides a Boost to Logistics







Projects included have the following status; prospective pipeline, credibly proposed, announced, under procurement, preferred bidder announced.

Source: ANZIP Australia & New Zealand Infrastructure Pipeline / Colliers Research

- Large commitments in infrastructure projects continue to boost confidence in the Australian industrial market – particularly for New South Wales (50% of transport infrastructure investment)
- Record levels of transport infrastructure development will alleviate supply constraints
- 2017/18 Federal Government Budget infrastructure investment is A\$75 billion from 2017/18 to 2026/27



Investor Relations Contact:

Judy Tan
Assistant Director, Investor Relations
judytan@ara.com.hk

ARA Trust Management (Cache) Limited 6 Temasek Boulevard #16-02 Suntec Tower 4 Singapore 038986 Tel: +65 6835 9232

Website: www.cache-reit.com



OVERVIEW OF CACHE



Located 2km from the Adelaide Airport, this large distribution facility which comprises four single-storey warehouses, a cold store and freezer warehouse and an administrative office block, is fully-leased to Metcash Trading.

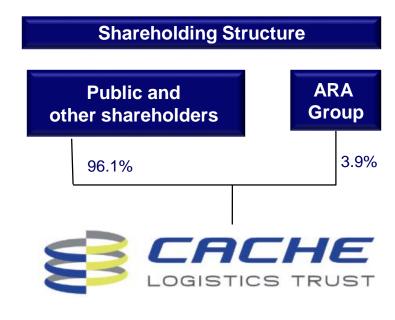
Overview of Cache Logistics Trust





Asia Pacific- focused Logistics REIT with Assets in Singapore, Australia and China

REIT Manager	ARA Trust Management (Cache) Limited
Property Manager	Cache Property Management Pte. Ltd.
Listing Date	12 April 2010
Market Capitalisation	~S826 million ⁽¹⁾
No. of units in issue and to be issued	1,072,932,745
Investment Mandate	Asia Pacific
Distribution	100% of Income Available for Distribution
Distribution Period	Quarterly
Distribution Yield	7.7%(2)
SGX Stock Code	K2LU



Notes:

- (1) Based on closing unit price of Cache at S\$0.77 as at 30 June 2018 and no. of units in issue and to be issued, rounded to the nearest million
- (2) Based on the annualised YTD FY18 DPU of 5.90 Singapore cents and closing unit price of \$\$0.77 as at 30 June 2018

An Experienced Manager





Mr. Daniel Cerf Chief Executive Officer

- More than 30 years of experience in Asia real estate investment, development and related management consulting services
- Previous postings include Deputy Chief Executive Officer of Keppel REIT Management Ltd, and Director and General Manager of First Pacific Land



Mr. Ho Jiann ChingDirector, Head of Investment

- More than 20 years of regional experience in real estate investment, development, asset management and marketing
- Previous postings include Director of Business Development of Ayala International Holdings Ltd and concurrent Head of Transaction Review for ARCH Asian Partners Fund



Mr. Ho Kin Leong
Director, Asset Management

- Over 16 years of experience in real estate investment, development and related management consulting services
- Previous postings include Senior Vice President (Asset Management) with MEAG Pacific Star Asset Management, and Senior Investment Manager with Keppel Land



Mr. Robert Wong *Director, Finance and Operations*

- More than 20 years of accounting and financial management experience primarily in the real estate fund management industry
- Previous postings include Senior Vice President with CBRE Global Investors and ING Real Estate



Ms. Judy TanAssistant Director, Investor Relations

- Over 12 years of working experience in capital markets, investor relations and risk management
- Previous position was Assistant Vice President in the Risk Management & Regulation Group at Singapore Exchange Limited



Mr. Donovan Ng Assistant Finance Director

- More than 19 years of experience in accounting and finance
- Previous postings include Finance Manager with ARA Private Funds and Fortune REIT, and Senior Accountant with Ascendas Land (Singapore) Pte Ltd

Strong management team with extensive experience and track record in

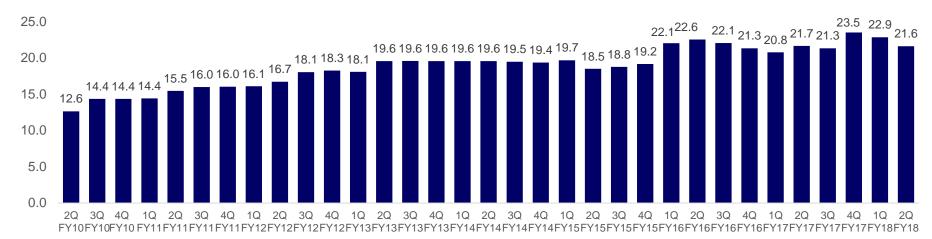
- (i) Investment and Asset Management and Finance, and
 - (ii) regional logistics property market experience

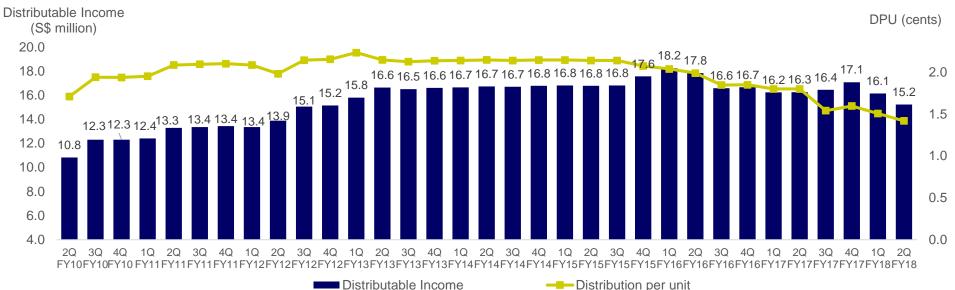
05

Distribution History









Disclaimer



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Investors have no right to request the Manager to redeem their Units while the Units are listed. It is intended that unitholders of Cache ("Unitholders") may only deal in their Units through trading on Singapore Exchange Securities Trading Limited (the "SGX-ST"). Listing of the units in Cache (the "Units") on the SGX-ST does not guarantee a liquid market for the Units.

The value of the Units and the income from them may fall as well as 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.

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