

1Q2016 Financial Results Presentation

28 April 2016



25 Pioneer Crescent

 **CAMBRIDGE**
INDUSTRIAL TRUST

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Executive Summary

Robust Portfolio Management

- ✓ **Increase in Portfolio Net Property Income**
 - ✓ 1.2% increase year-on-year due to acquisitions and benefits of completed AEI/Capex projects
- ✓ **Proactive asset management**
 - ✓ Weighted Average Lease Expiry remains steady at 3.6 years (by rental income)
- ✓ **Positive rental reversions**
 - ✓ 1Q2016 positive rental reversion of 2.9 % and retention rate of 89 %
- ✓ **Healthy portfolio occupancy**
 - ✓ Portfolio occupancy remains steady at 94.1 %
- ✓ **Targeted Divestment Strategy**
 - ✓ Proposed sale of 23 Tuas Avenue 10

Stable Performance and Prudent Capital Management

- ✓ **DPU – Achieved 1.112 cents for 1Q2016**
 - ✓ Up 3.8 % QonQ, on a like-for-like basis
 - ✓ Quality of earnings has improved due to the lack of capital distributions and the 100 % payment of management fees in cash
 - ✓ 102 % of net income is paid out compared to 116 % in 1Q2015
- ✓ **96.7% of interest rates fixed for the next 2.7 years**

Q12016 Financial Summary

	1Q2016 (S\$ million)	1Q2015 (S\$ million)	YoY (%)	Adjusted 1Q2015 (S\$ million) ⁽⁴⁾	Adjusted YoY (%)
Gross Revenue ⁽¹⁾	28.4	27.5	3.2 ↑	27.5	3.2 ↑
Net Property Income ⁽²⁾	21.5	21.2	1.2 ↑	21.2	1.2 ↑
Net Income	14.2	13.6	4.3 ↑	12.8	10.9 ↑
Net effect of non-taxable items	0.3	1.0			
Distribution from capital	-	1.1			
Amount available for distribution ⁽³⁾	14.5	15.7	7.5 ↓	13.7	5.8 ↑
Distribution Per Unit⁽⁴⁾ (“DPU”) (cents)	1.112	1.225	9.2 ↓	1.071	3.8 ↑
Annualised DPU (cents)	4.448	4.900	9.2 ↓	4.284	3.8 ↑

(1) Includes straight line rent adjustment of S\$0.5 million (1Q2015: S\$0.5 million)

(2) Higher due to revenue contribution from property acquisitions and asset enhancement initiatives projects completed during the period from 1Q2015 to 1Q2016, offset by properties converted from single-tenanted property to multi-tenancy.

(3) 100% of management fees paid in cash in 1Q2016 compared to 50% cash/50% units in 1Q2015.

(4) 1Q2015 results adjusted to reflect management fees wholly paid in cash and no capital distribution for a like-for-like comparison to 1Q2016.

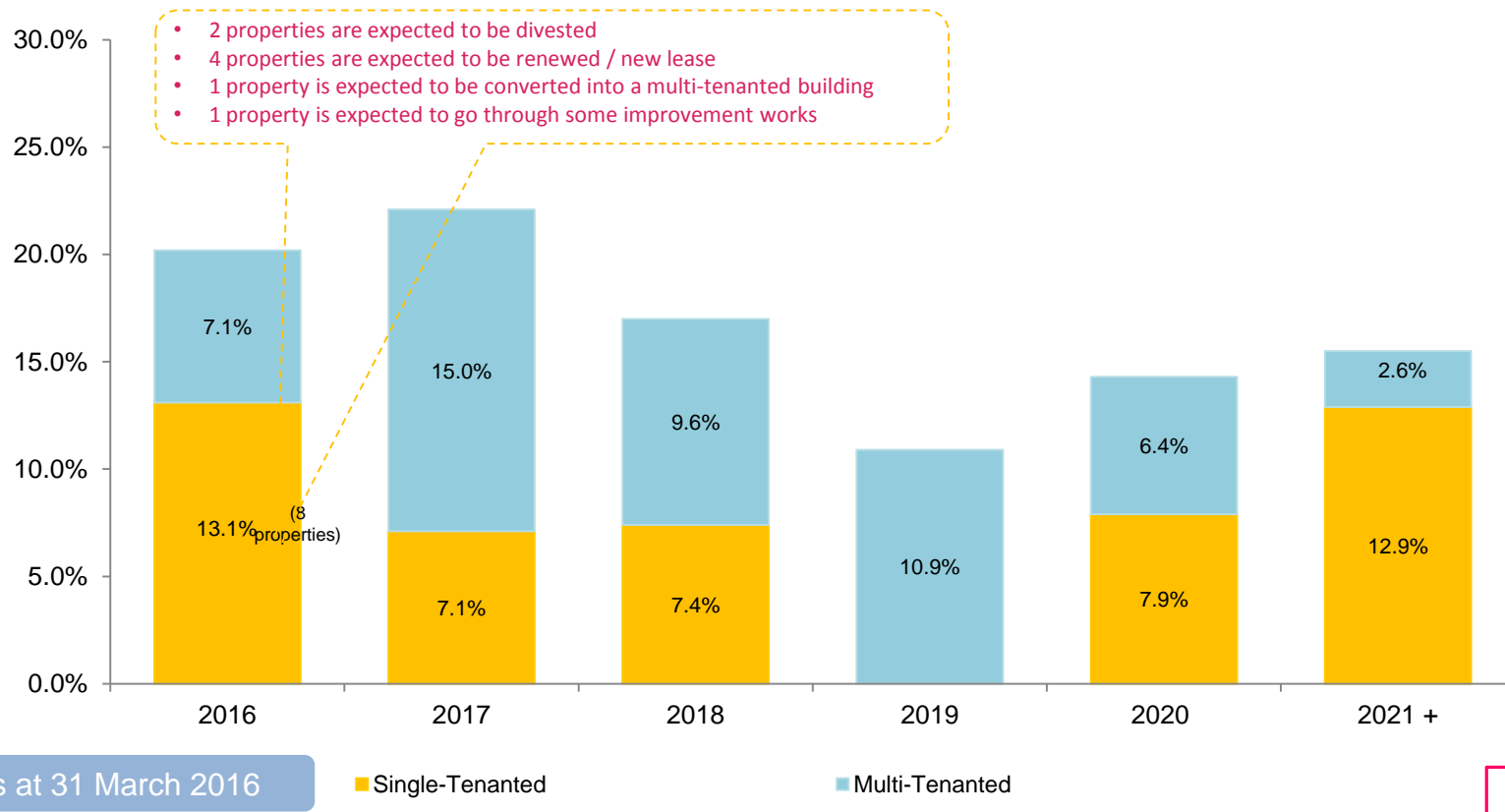
Real Estate Highlights



160A Gul Circle

Proactive Lease Management

- Weighted Average Lease Expiry (WALE) at 3.6 years
- Renewed approximately 110,734 sq ft of leases in 1Q2016 with positive rental reversion of 2.9%
- Tenant retention rate of 89 %
- Portfolio occupancy at 94.1 %



1Q2016 Divestment Strategy



Proposed Divestment of 23 Tuas Avenue 10

Sale Consideration
S\$16.5 million

Description
A 4-storey purpose-built industrial building

Land Tenure
~ 40 years balance

Gross Floor Area
102,310 sq ft

Completion Date
Target June 2016

1Q2016 Completed AElS



86 International Road

Description

Building façade upgrade, widening of driveway and relocation of sprinkler pump room

Total GFA

~84,463 sq ft

Tenant

Gliderol Doors (S) Pte Ltd

Contract Cost

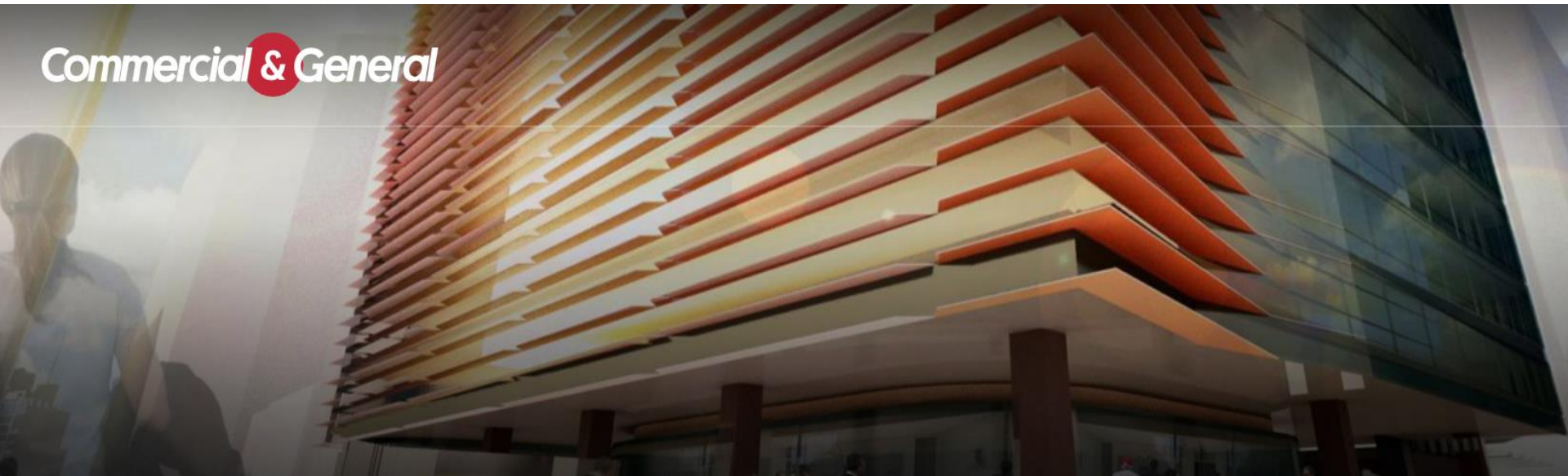
S\$2.2 million

Completion Date

28 January 2016

1Q2016 Corporate Developments

- Identified a partner for acquisitions in Australia
- Entered into an agreement with Commercial and General (“C&G”), a leading Australian industrial property specialist



Financial and Capital Management Highlights



21B Senoko Loop

Balance Sheet Summary

	1Q2016 (S\$ million)
Investment Properties	1,419.7
Total Assets	1,434.9
Total Borrowings (net of loan transaction costs)	529.6
Net assets attributable to Unitholders	875.2
No. of Units Issued (million)	1,304.4
NAV Per Unit (cents)	67.1
Gearing Ratio (%)	37.1

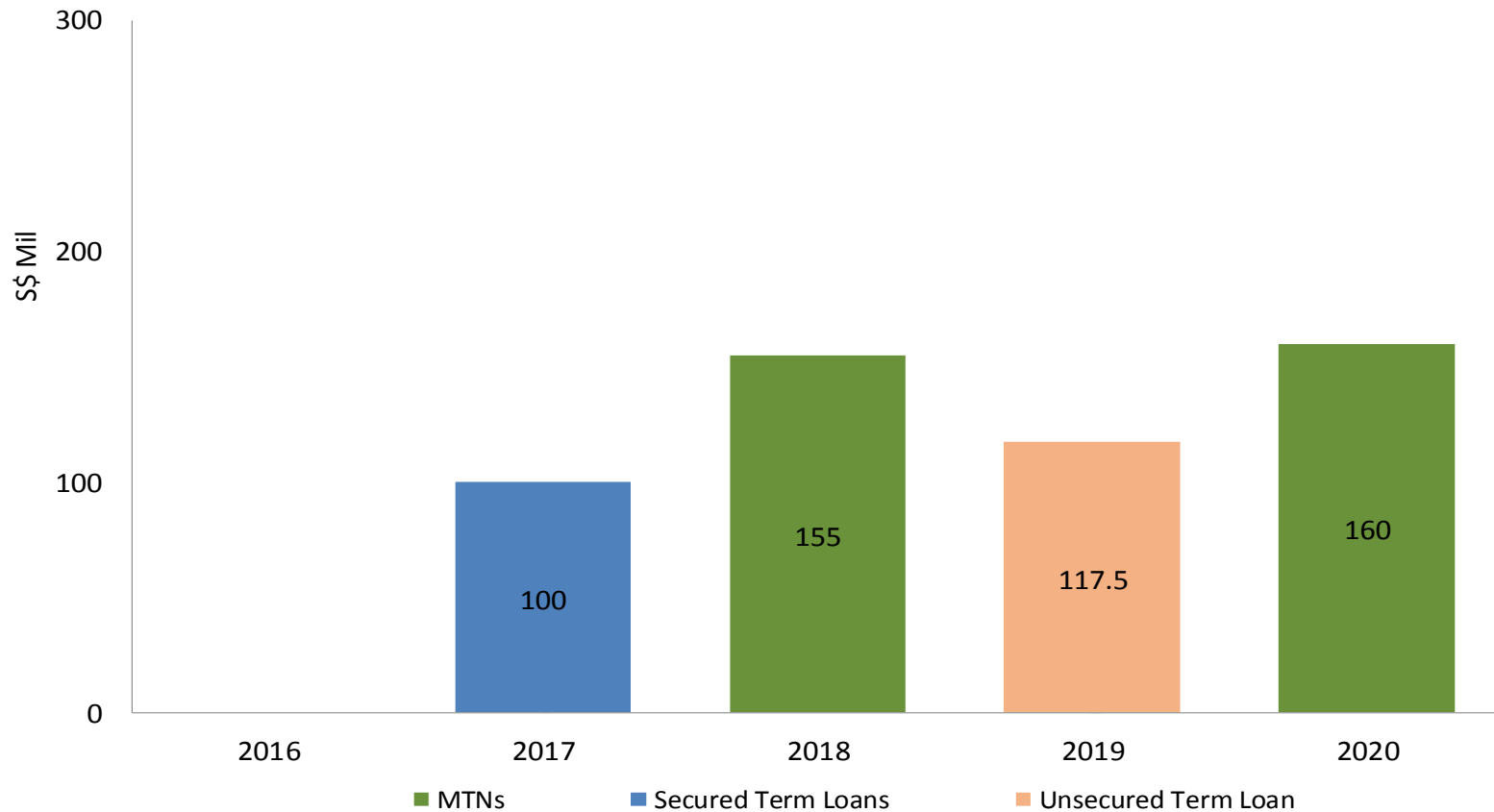
Key Capital Management Indicators

- Weighted average debt expiry at 2.9 years
- Unencumbered investment properties close to S\$1.2bn

	1Q2016
Total Debt (S\$ million)	532.5
Gearing Ratio (%)	37.1
All-in Cost (%) p.a.	3.64
Weighted Average Debt Expiry (years)	2.9
Interest Coverage Ratio	4.0
Interest Rate Exposure Fixed (%)	96.7
Proportion of Unencumbered Investment Properties (%)	82.6
Available Committed Facilities (S\$ million)	32.5

Diversified Debt Maturity Profile

- Well-staggered debt maturity profile, with no refinancing due till FY2017
- Available RCF of S\$32.5m provides CIT with financial flexibility



Distribution Timetable

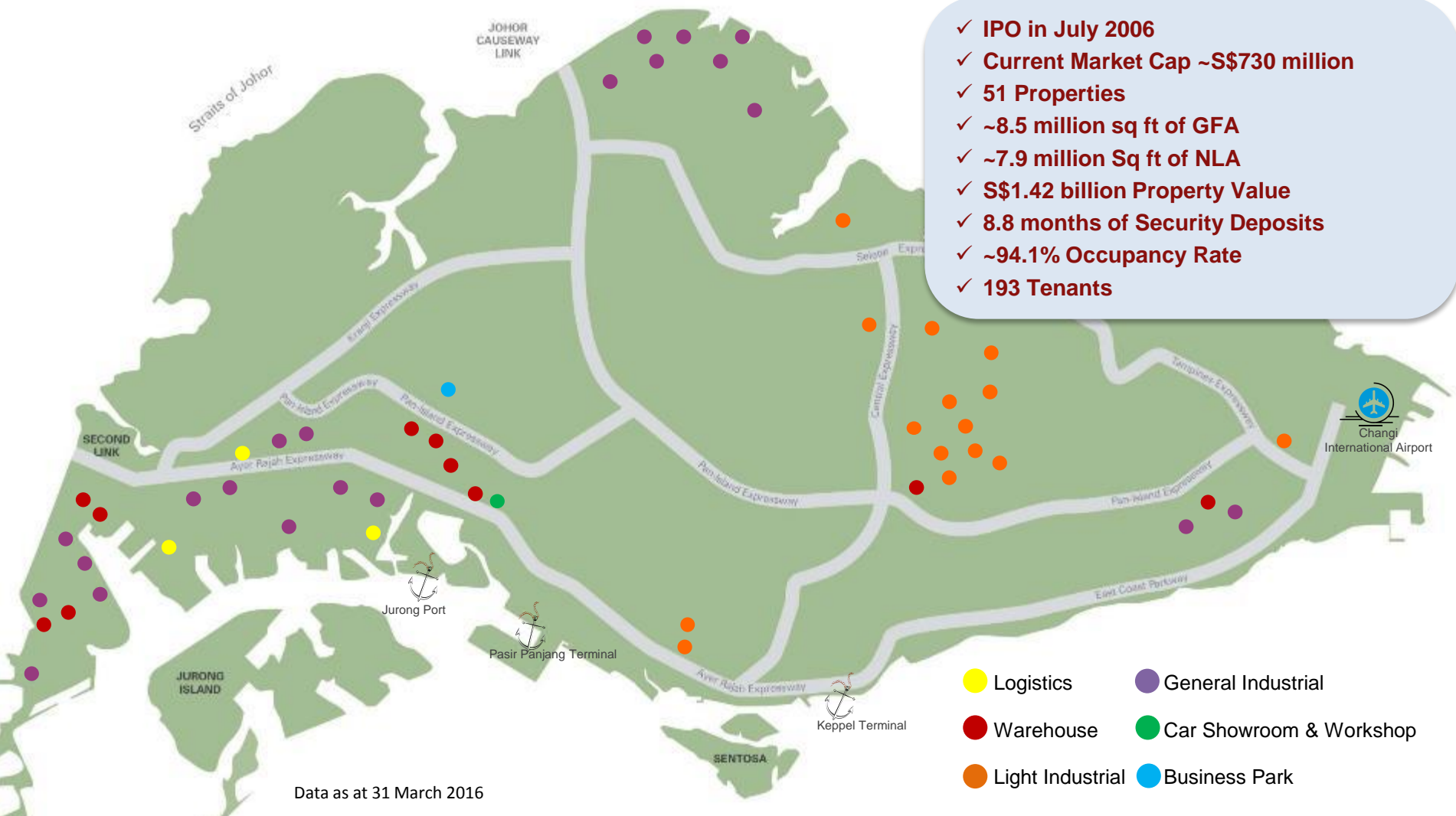
Distribution Details	
Distribution Period	1 January 2016 to 31 March 2016
Distribution Rate	1.112 cents per unit from taxable income
Distribution Timetable	
Last Trading Day on a “Cum Distribution” Basis	4 May 2016
Distribution Ex-date	5 May 2016
Books Closure Date	9 May 2016
Distribution Payment Date	31 May 2016

Appendix



Overview of CIT

- ✓ IPO in July 2006
- ✓ Current Market Cap ~S\$730 million
- ✓ 51 Properties
- ✓ ~8.5 million sq ft of GFA
- ✓ ~7.9 million Sq ft of NLA
- ✓ S\$1.42 billion Property Value
- ✓ 8.8 months of Security Deposits
- ✓ ~94.1% Occupancy Rate
- ✓ 193 Tenants

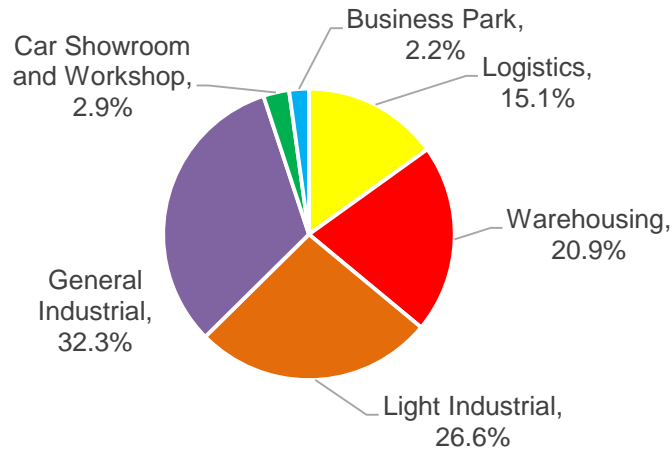


Data as at 31 March 2016

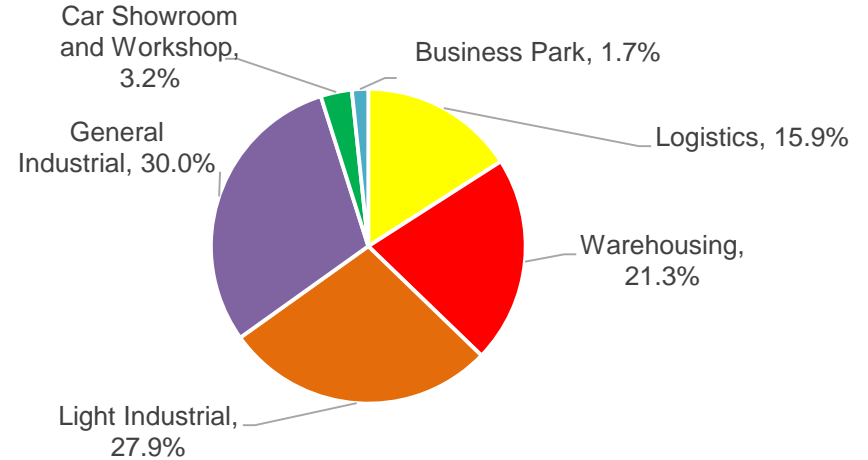
- Logistics
- General Industrial
- Warehouse
- Car Showroom & Workshop
- Light Industrial
- Business Park

Diversified Portfolio

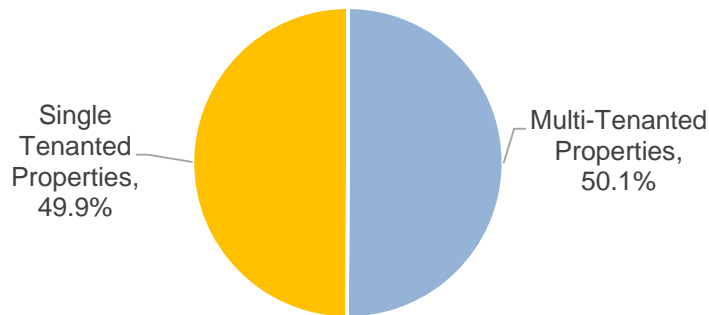
Asset Class (By Valuation)



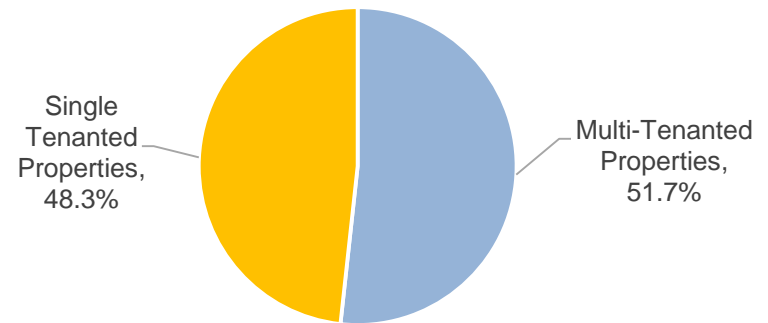
Asset Class (By Rental Income)



Single Tenanted vs Multi-Tenanted Properties (By Valuation)



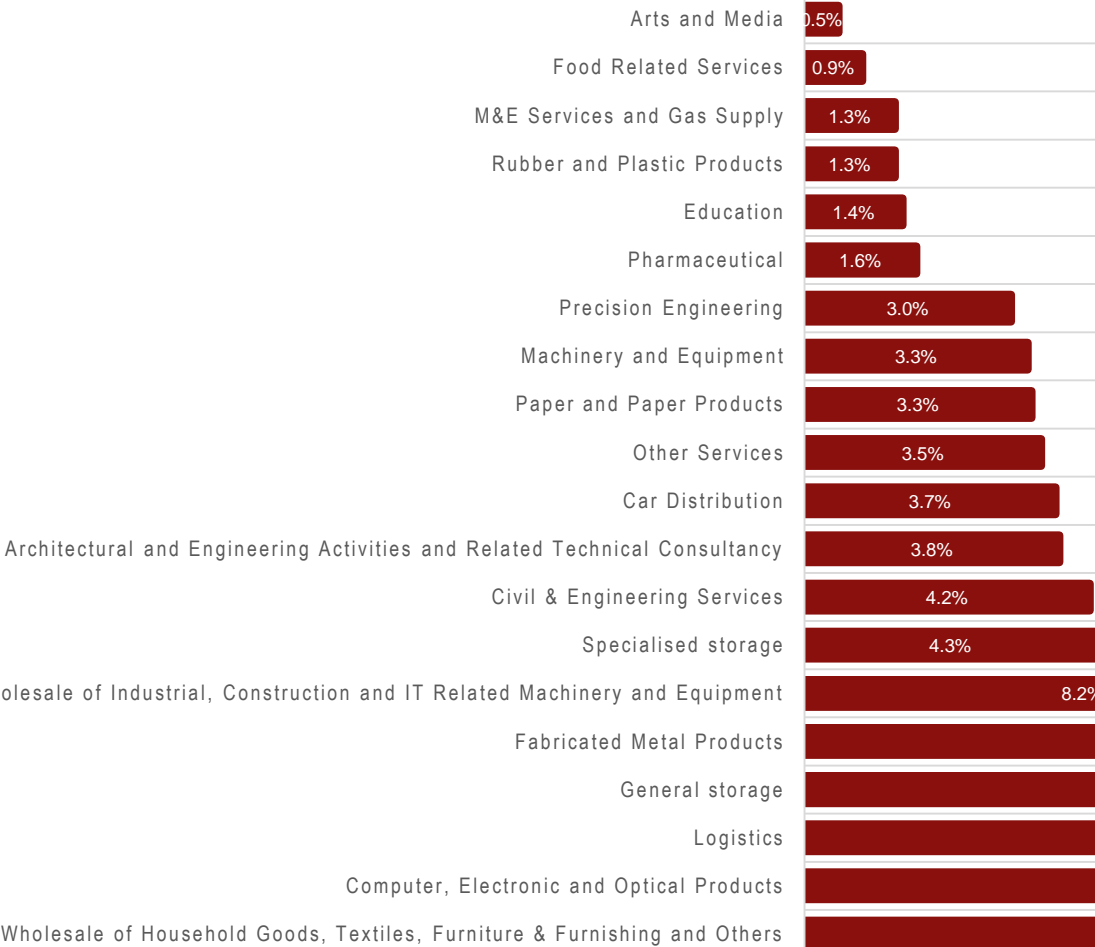
Single Tenanted vs Multi-Tenanted Properties (By Rental Income)



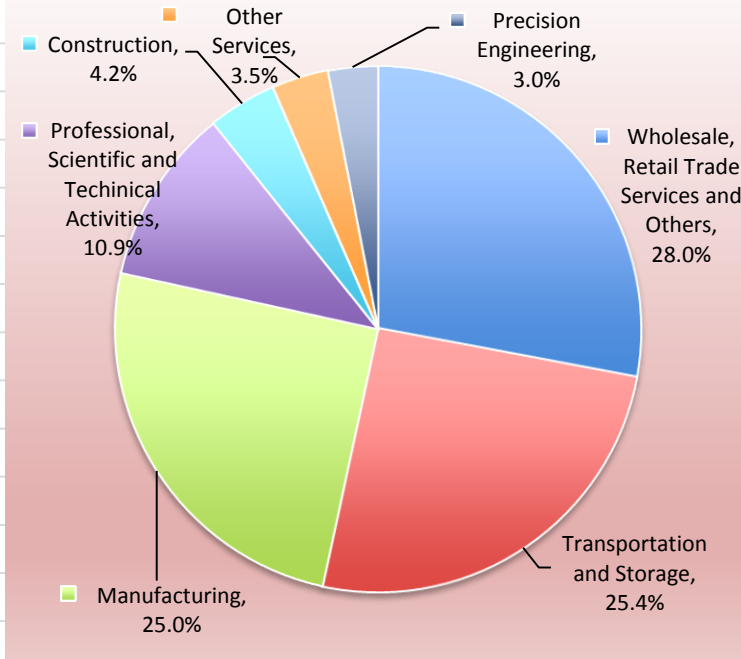
Diversified Tenant Base and Trade Sector

Tenant Classification (Sub-Sectors)

% by Rental Income



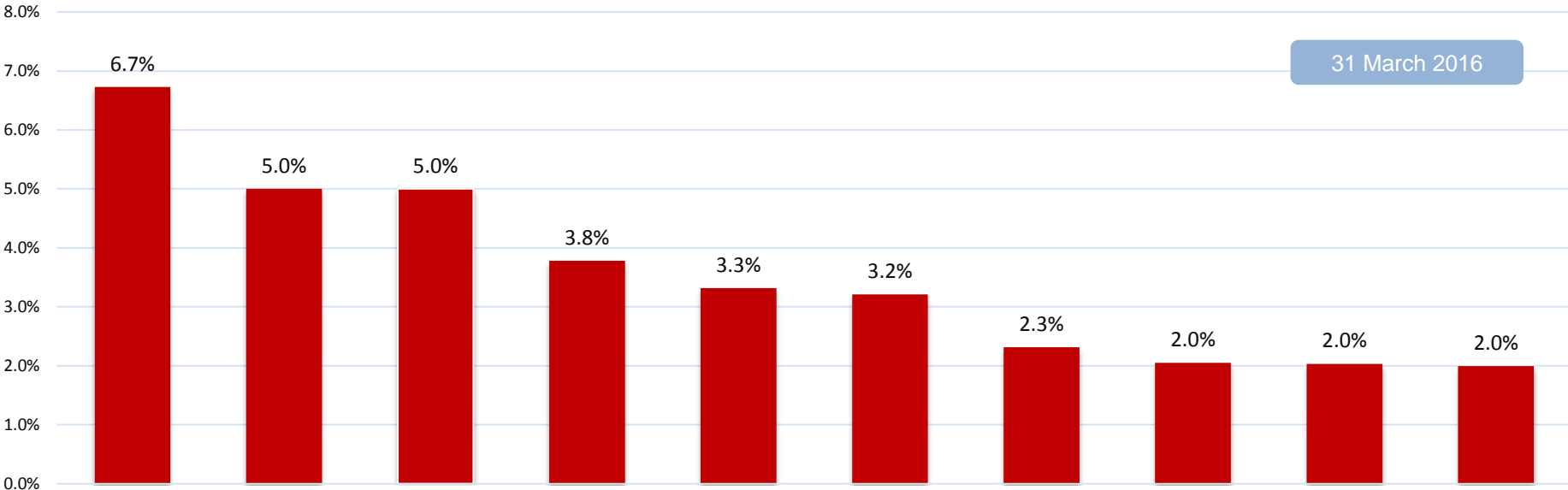
Tenant Classification Main Trade Sectors



Quality and Diversified Tenant Base

• Top 10 Tenants Account for ~35.3% of Rental Income

31 March 2016



Venture Corporation Limited

Nobel Design Holdings Ltd

Hoe Leong Corporation Ltd

CWT Limited

HG Metal Manufacturing Limited

Eurosports Auto Pte Ltd

Tellus Marine Engineering Pte Ltd

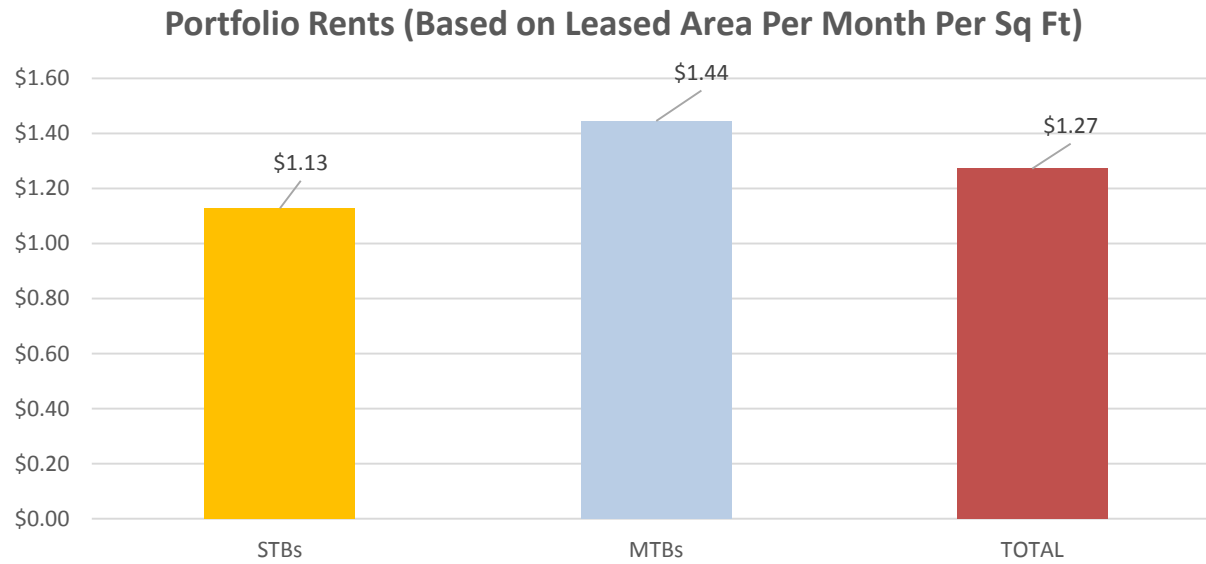
Compact Metal Industries Ltd

Soon Wing Investments Pte Ltd

Beyonics International Pte. Ltd.



Portfolio Rent and Rental Reversion



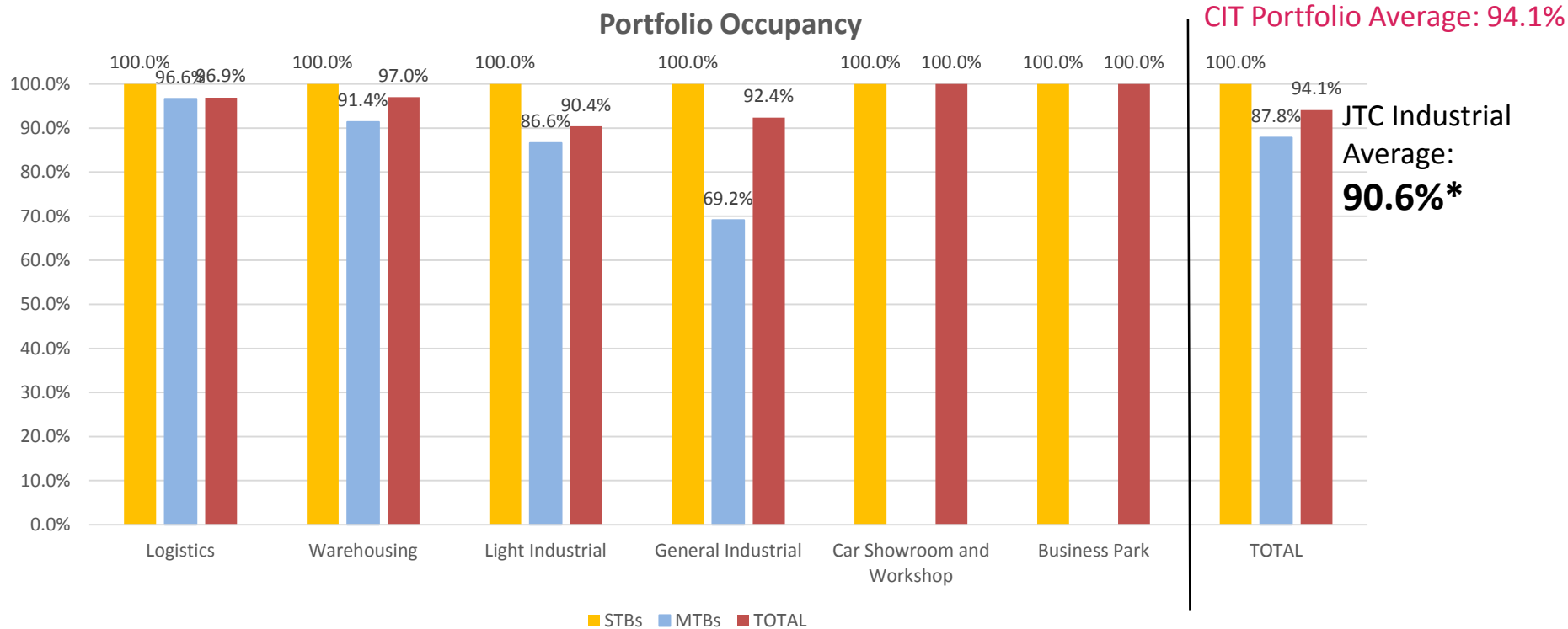
110,734 sq ft renewed in 1Q2016: **: Positive rental reversion of 2.9%**

As at 31 March 2016

Portfolio Occupancy Levels by Asset Class

- Healthy portfolio occupancy compared to industry average

As at 31 March 2016



*As at 4Q2015

Interest Rate Risk Management

- 96.7% of interest rate exposure fixed for next 2.7 years
- Borrowing costs significantly insulated against interest rate increases

Increase in Interest Rate p.a.	Impact on All-in Cost of Debt	Decrease in distributable Income (S\$m)	Change as % of FY2015 Distribution	Impact of FY2015 DPU (Cents) ⁽¹⁾
0.5%	3.66%	0.09	0.14%	0.007
1.0%	3.67%	0.18	0.28%	0.013
1.5%	3.69%	0.26	0.42%	0.020
2.0%	3.71%	0.35	0.57%	0.027

⁽¹⁾ Based on number of units in issue as of 31 December 2015

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