



1Q FY2019 FINANCIAL RESULTS



25 April 2019

MANAGED BY:



ARA Trust Management (Cache) Limited



Agenda



01 | KEY HIGHLIGHTS

02 | FINANCIAL PERFORMANCE

03 | PORTFOLIO UPDATE

04 | MARKET OUTLOOK & STRATEGY

05 | MORE INFO ON CACHE



01

KEY HIGHLIGHTS



CWT Commodity Hub is one of Singapore's largest warehouses and one of the largest in SE Asia. Measuring close to 2.3 mil sf, the large floor plate and high ceiling clearance appeals to 3rd Party Logistics Providers.

01 Key Highlights



Financial Performance

1Q FY19 Distributable
Income

\$16.3 mil, +1.2% YoY

1Q FY19 DPU

1.513 cents, +0.4% YoY

**51 Alps Ave - Tax
Matter Resolved⁽¹⁾.**

IRAS has agreed to
treat the sum, less
adjustments, as tax
transparent.

Capital Management

Aggregate Leverage
37.4%

All-in Financing Cost
3.87%

% of borrowings
hedged to fixed rates
71.6%

Weighted Average Debt
Maturity
3.8 years

Portfolio Update

Portfolio Occupancy
94.8%

WALE (by NLA)
3.1 years

Leases Secured
~242,200 sf in 1Q FY19

**Portfolio Rebalancing
& Growth Strategy**

Proposed acquisition of
182 – 198 Maidstone
Street, Altona, VIC,
Australia

A\$41.2m⁽²⁾

Notes:

(1) See SGX announcement released on 17 Apr 2019.

(2) Proposed acquisition of 182 – 198 Maidstone St., Altona, VIC, Australia was announced on 20 March 2019; completion target by end-Apr 2019.

01 Key Highlights

**ARA owns 100% of the Manager and the Property Manager of Cache⁽¹⁾
Currently holds ~9.2% of the issued units of Cache**

- ✓ **ARA is a premier global integrated real assets fund manager with a presence across more than 100 cities in 23 countries around the globe**
- ✓ **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⁾



**\$80.1
billion**

in Gross Assets Managed by
ARA Group and its Associates



**23
countries**



**> 100
cities**

PRODUCTS & SERVICES ⁽²⁾



**20
REITs**



**Country
Desks**



**>70
Private real
estate funds**



Infrastructure



**Real Estate
Management
Services**

Notes:

1) Via its wholly-owned subsidiaries.

2) Includes assets under management by ARA Asset Management Limited and the Group of companies ("ARA Group") and its Associates and Joint Ventures as at 31 Dec 2018.



02

FINANCIAL PERFORMANCE



*Build-to-Suit development for DHL Supply Chain completed in July 2015.
The logistics facility houses significant storage and retrieval automation as well as
DHL Supply Chain's Asia Pacific Solutions & Innovation Centre.*

6.2% and 4.0% increase in 1Q FY19 Gross Revenue and NPI respectively

<i>S\$'000 unless otherwise noted</i>	1Q FY19	1Q FY18	Change (%)
Gross Revenue	30,828	29,026	6.2
Net Property Income (NPI)	23,766	22,860	4.0
Distributable Income	16,333	16,145	1.2
- from operations	16,118	16,145	(0.2)
- from capital ⁽¹⁾	215	-	nm
Distribution per Unit (DPU) (cents) ⁽²⁾	1.513	1.507	0.4
- from operations	1.493	1.507	(0.9)
- from capital ⁽¹⁾	0.020	-	nm
Issued Units Base (in mil units)	1,079.6	1,071.3	0.8

- Notes:
- (1) This relates to the reimbursements received from the vendor in relation to outstanding lease incentives at the point of completion of the acquisition of certain properties in Australia.
 - (2) Based on 1,079,569,383 units issued and to be issued at the end 31 Mar 2019.

Review of Performance:

- Higher gross revenue due to the 9-property Aus portfolio acquired on in Feb 2018 and CWT Commodity Hub's conversion from master lease to a multi-tenancy lease structure.
- Increase in NPI of 4.0% y-o-y was due to:
 - i. 9-properties acquired in AUS;
 - ii. S\$1.5 mil land rent excluded from property expenses following the adoption of FRS 116;
 - iii. partially off-set by lower contribution from the divestment of 40 Alps Ave and a lower performance of the SG portfolio due to higher property expenses incurred from the conversion of CWT Commodity Hub.
- Higher distributable amount mainly due to higher tax-exempt income from overseas subsidiaries and capital distribution of S\$0.2 mil.

1Q FY19 Gross Revenue Down Marginally by 0.5%; NPI Increased 1.7% Q-o-Q

<i>S\$'000 unless otherwise noted</i>	1Q FY19	4Q FY18	Change %
Gross Revenue	30,828	30,988	(0.5)
Net Property Income (NPI)	23,766	23,368	1.7
Distributable Income	16,333	16,178	1.0
- from operations	16,118	15,804	2.0
- from capital ⁽¹⁾	215	374	(42.5)
DPU (cents)⁽²⁾	1.513	1.502	0.7
- from operations	1.493	1.467	1.8
- from capital ⁽¹⁾	0.020	0.035	(42.9)
Issued Units Base (in mil units)	1,079.6	1,077.9	0.2

Notes:

(1) This relates to the reimbursements received from the vendor in relation to outstanding lease incentives at the point of completion of the acquisition of certain properties in Australia.

(2) Based on 1,079,569,383 units issued and to be issued at the end 31 Mar 2019.

Review of 1Q FY19 against 4Q FY18 Performance:

- Lower contribution due to the divestment of Jinshan Chemical Warehouse.
- NPI is higher due to S\$1.5 mil land rent excluded from property expenses following the adoption of FRS 116.
- Distributable Income was slightly higher at S\$16.3 mil mainly due to higher tax-exempt income from overseas subsidiaries.

Well-Spread Debt Maturity Profile and Diversified Funding Sources

Balance Sheet	31 Mar 2019
Total Assets	S\$1,412.7 mil
Total Liabilities	S\$600.2 mil
Net Assets Attributable to Unitholders	S\$712.4 mil
NAV ⁽¹⁾	S\$0.660 per unit

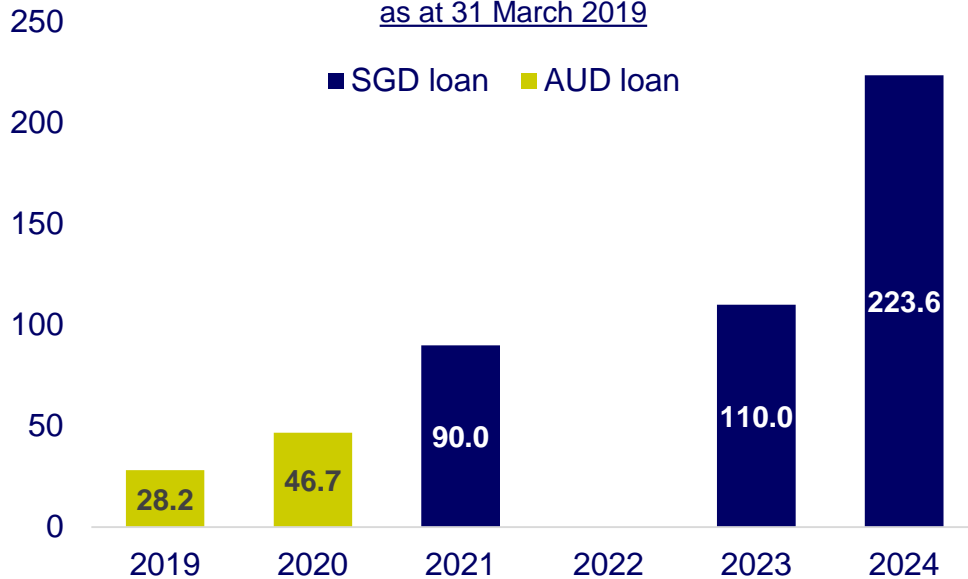
Key Financial Indicators	31 Mar 2019
Total Debt ⁽²⁾	S\$498.4 mil
Aggregate Leverage Ratio	37.4%
All-in Financing Cost	3.87%
Interest Coverage Ratio ⁽³⁾	4.3 times
Average Debt Maturity	3.8 years

Notes:

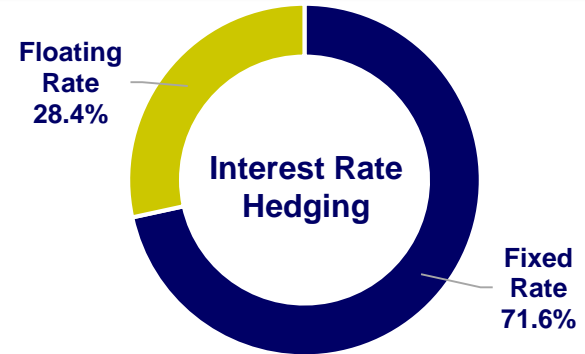
- (1) Based on 1,079,569,383 Units. The NAV Per Unit is computed based on the net assets attributable to Unitholders.
- (2) Excludes unamortised transaction costs.
- (3) Includes margin and amortisation of capitalised upfront fee, excluding FRS 116 adjustments.

Well-Spread Debt Maturity Profile and Diversified Funding Sources

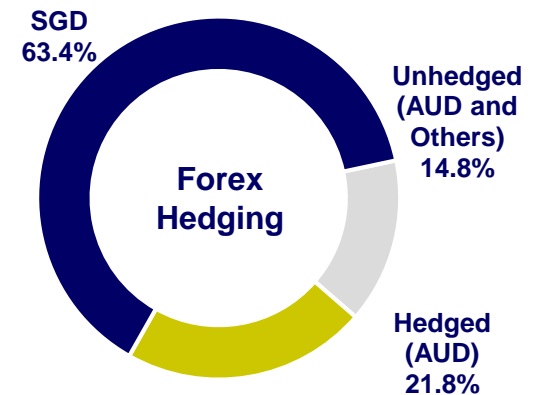
Debt Maturity Profile
as at 31 March 2019



% of debt due	2019	2020	2021	2022	2023	2024
	6%	9%	18%	0%	22%	45%



- 71.6% of total debt hedged.
- 75.4% of SGD debt and 50% of onshore AUD borrowings are hedged into fixed rates.



- 85.2% of distributable income is hedged or derived in SGD.

02 Distribution Details



SGX Stock Code	Distribution Period	Distribution Per Unit (S\$)	Payment Date
K2LU	1 January – 31 March 2019	1.513 cents	29 May 2019

Distribution Timetable	
Last day of trading on “cum” basis	2 May 2019
Ex-Dividend Date	3 May 2019
Books Closure Date	6 May 2019
Distribution Payment Date	29 May 2019

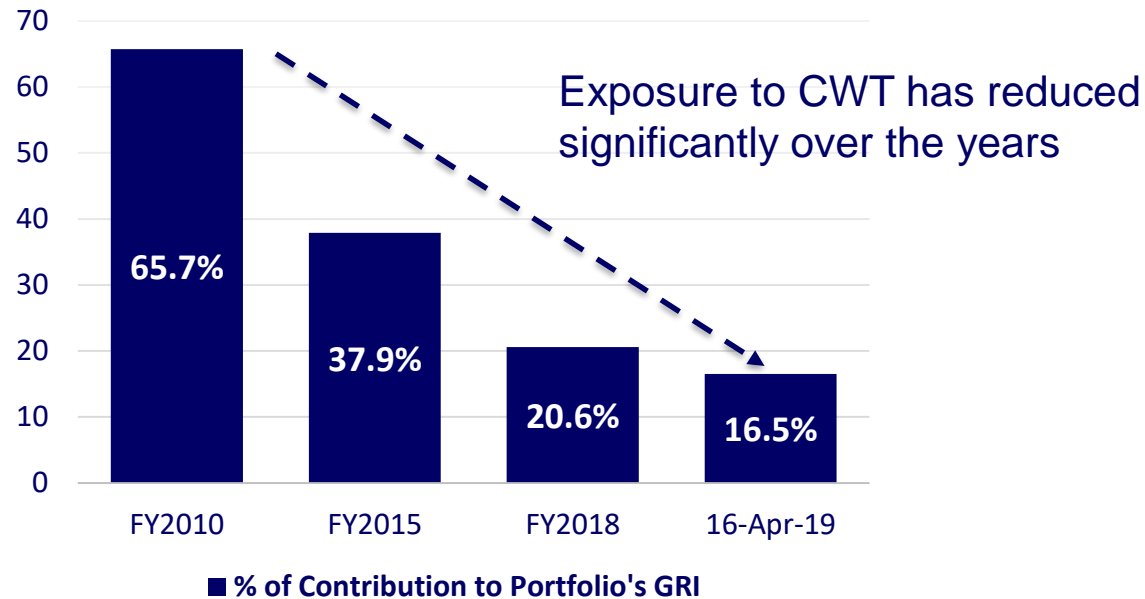
Recent Update: 51 Alps Ave – Tax Matter Resolved

Tax Transparency Granted on Settlement Sum



- S\$7.4 mil of the Settlement Sum has been granted tax transparency
- Subject to the final tax position, approx S\$2.9 mil, net of expenses, will be distributed in 2Q 2019
- Balance net funds will be distributed quarterly over the balance of Schenker's lease term (1 Apr 2019 – 31 Aug 2021)

Recent Update: Lease Exposure to CWT Pte. Limited



- As at 16 Apr 2019, CWT contributes approx 16.5% to Cache's gross rental income ("GRI")
- CWT has not defaulted in its rental payments, no arrears as at 16 Apr 2018
- Weighted avg lease to expiry of CWT's leases is < 1 year by GRI
- Cache holds an avg of approx 3-months of rent as security deposit
- End-users/clients of CWT take up practically all of the referenced leased area
- If need be, Management has a track record of negotiating directly with end-users to maintain occupancy and preserve income continuity



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.

Quality, Resilient Portfolio in Singapore and Australia



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

Australia

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



Portfolio Statistics⁽¹⁾

- ✓ 26 Properties
- ✓ Singapore and Australia
- ✓ 8.6 mil sf GFA
- ✓ S\$1.3 bil in property value
- ✓ WALE of 3.1 years by NLA

Notes:

(1) Excluding the recent proposed acquisition of 182-198 17 Maidstone Street, Altona, Victoria, Australia announced on 20 Mar 2019.

Quality, Resilient Portfolio in Singapore and Australia

Property Portfolio Statistics	as at 31 March 2019
26 Logistics Warehouse Properties⁽¹⁾	Singapore - 10 Australia - 16
Total Valuation⁽²⁾	S\$1.3 bil
Gross Floor Area (GFA)	8.6 million sq ft
Committed Occupancy	Portfolio – 94.8% Singapore – 92.2% Australia – 98.8%
Average Building Age	14.4 years
Weighted Average Lease to Expiry (“WALE”) by NLA	3.1 years
WALE by Gross Rental Income	3.0 years
Weighted Average Land Lease Expiry	52.7 years ⁽³⁾
Rental Escalations within Single-Tenant / Master Leases	~1% to 4% p.a.
Number of Tenants	67

Notes:

(1) Excluding the recent proposed acquisition of 182-198 17 Maidstone St., Altona, Victoria, Australia announced on 20 Mar 2019.

(2) Based on FX rate of S\$1.00 = A\$1.0418.

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

03 Portfolio Overview: Singapore

Changi North / Loyang



8 Pan Asia Logistics Centre
21 Changi North Way



9 Air Market Logistics Centre
22 Loyang Lane

Airport Logistics Park

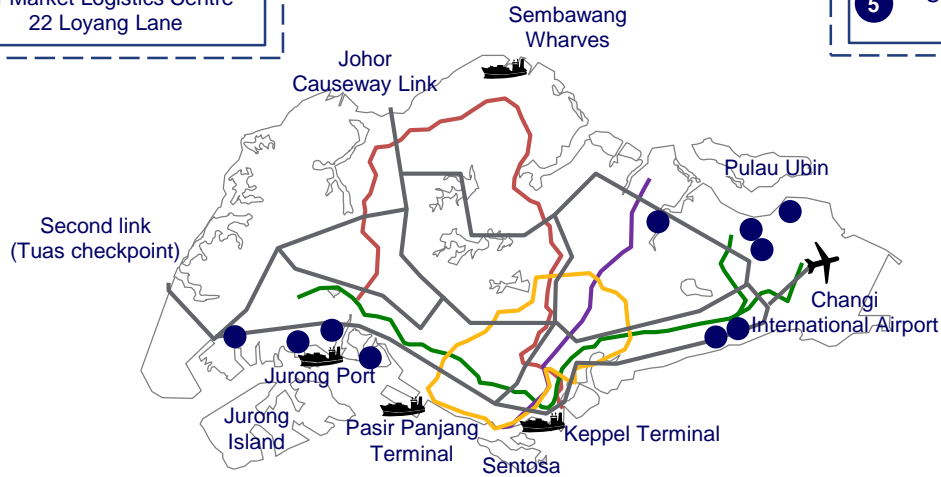


5 Schenker Megahub
51 Alps Avenue

Tampines LogisPark



10 DHL Supply Chain ARC
1 Greenwich Drive



Changi South



6 Cache Changi Districentre 1
5 Changi South Lane



7 Cache Changi Districentre 2
3 Changi South Street 3

Pandan/ Penjuru/ Gul Way



1 CWT Commodity Hub
24 Penjuru Road



2 Cache Cold Centre
2 Fishery Port Road



3 Pandan Logistics Hub
49 Pandan Road



4 Precise Two
15 Gul Way

03 Portfolio Overview: Australia

Brisbane, Queensland



11 51 Musgrave Road, Coopers Plains



12 203 Viking Drive, Wacol



13 223 Viking Drive, Wacol



14 11 - 19 Kellar Street, Berrinba



15 196 Viking Drive, Wacol

Sydney, New South Wales



16 127 Orchard Road, Chester Hill



17 3 Sanitarium Drive, Berkeley Drive

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



23 67 - 93 National Boulevard, Campbellfield



24 41 - 45 Hydrive Close, Dandenong South



25 76 - 90 Link Drive, Campbellfield



27 182 - 198 Maidstone Street, Altona⁽¹⁾

Adelaide, South Australia



26 404 - 450 Findon Road, Kidman Park



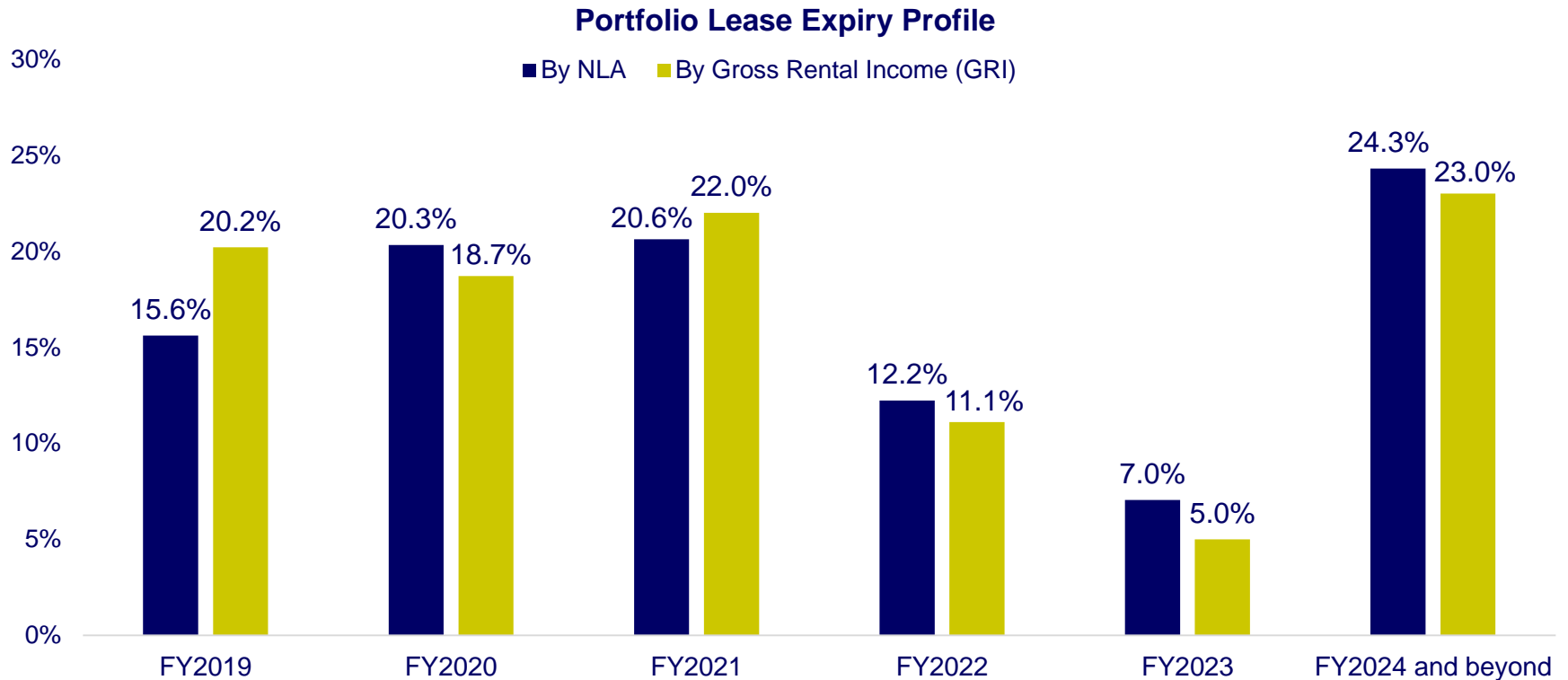
Notes:

(1) The proposed acquisition of 182-198 Maidstone Street, Altona, Victoria, Australia was announced on 20 March 2019.

03 Lease Expiry Profile

Proactive Lease Management: Well-staggered lease expiry profile

WALE by NLA : 3.1 years
WALE by Gross Rental Income : 3.0 years



More than half of all leases (by NLA) committed till 2021 and beyond

Leasing Progress

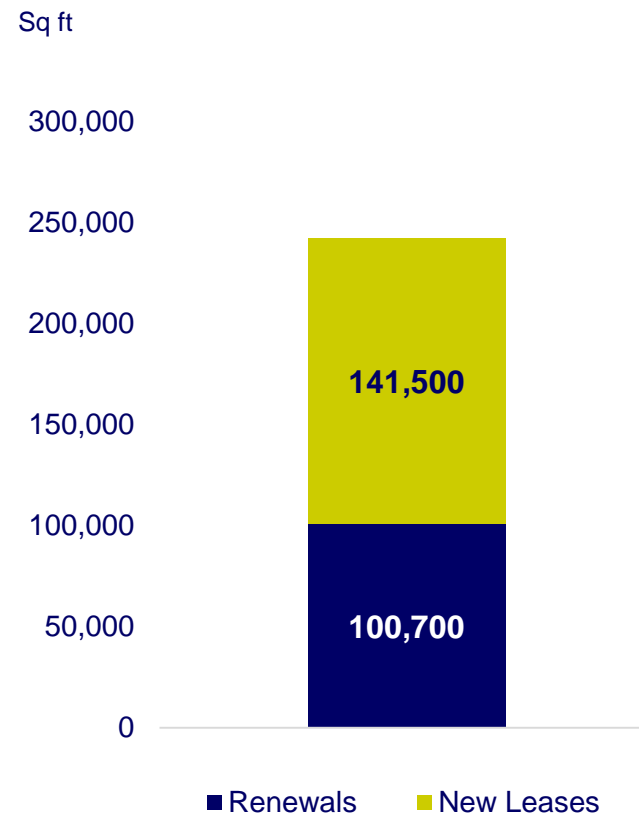
as at 31 March 2019

Secured leases of ~ 242,200 sq ft ⁽¹⁾ in 1Q FY19

Committed Portfolio Occupancy	94.8%
Leases secured in 4QFY18	242,200 sq ft
Retention Rate in FY18	9%

	No. of Leases	Area (sq ft)
1Q FY19		
Renewals	2	100,700
New Leases	2	141,500
Rental Reversion ^{(2) (3)}		1.3% ⁽⁴⁾

Leases Secured



Notes:

(1) Excludes short-term leases.

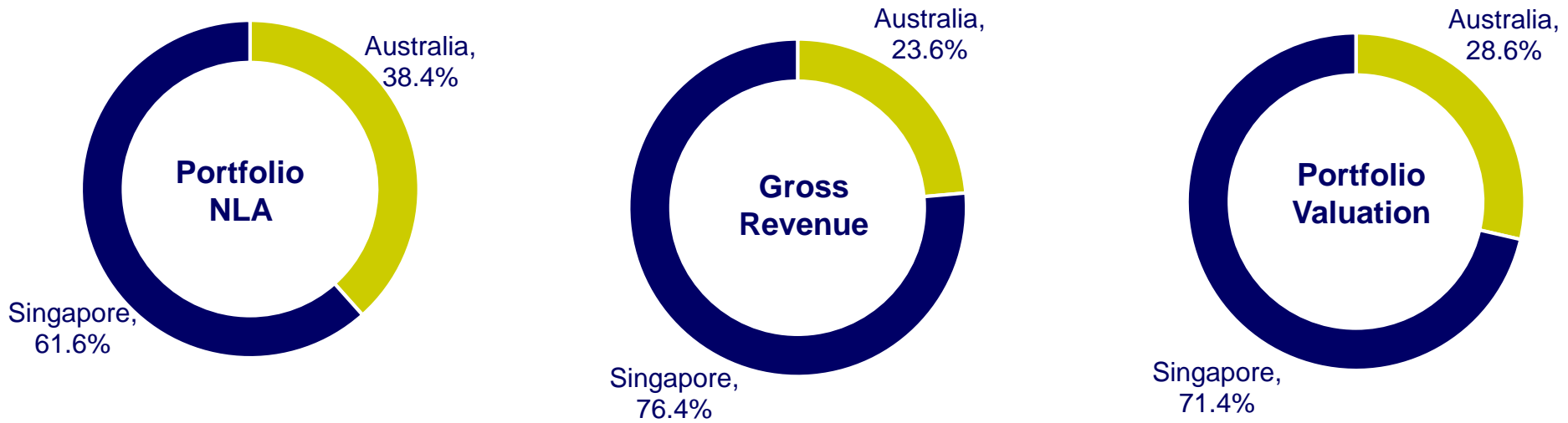
(2) Based on the weighted average variance between the *average signing rents for new and renewed leases* and the *average signing rents of preceding leases*.

(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 100,700 sq ft of relevant leased areas (in line with footnote 3 above) for 1Q 2019.

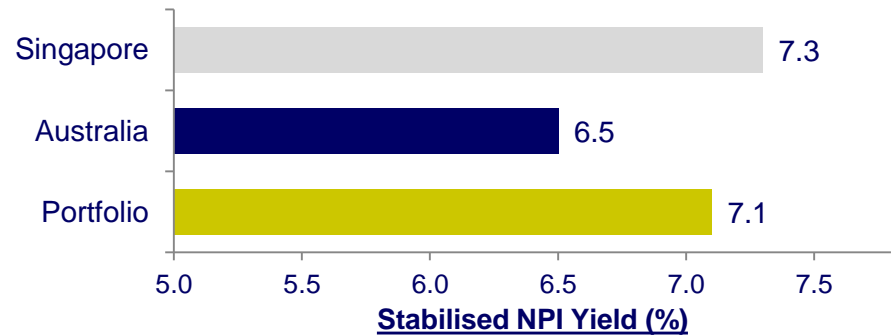
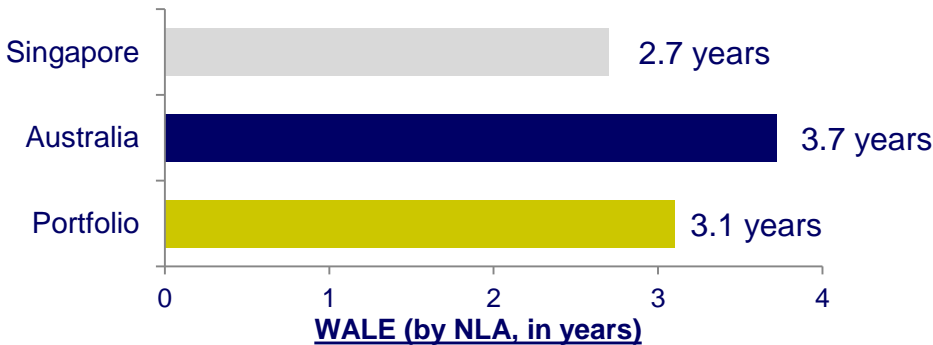
03 Portfolio Rebalancing & Growth

Successful Execution of Portfolio Rebalancing & Growth Strategy



Longer WALE from Australian Portfolio

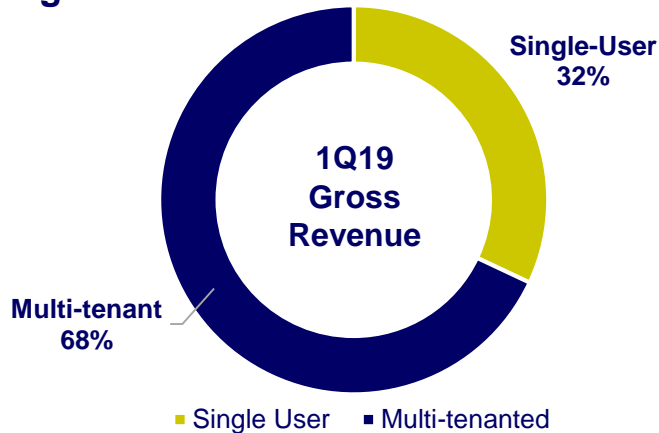
Attractive NPI Yield from Freehold Australia Properties



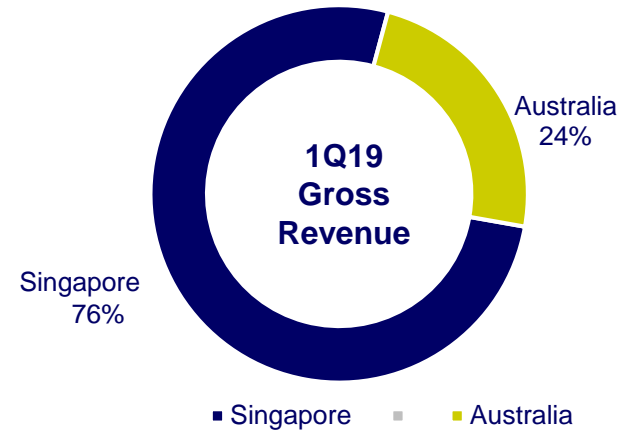
03 Portfolio Diversification

Diversification across Geographies and Tenant Base

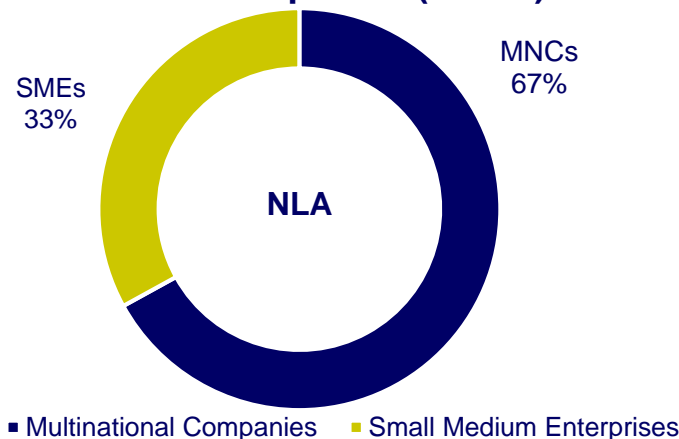
1. Greater Balance between Multi-tenanted and Single-User Lease Structures



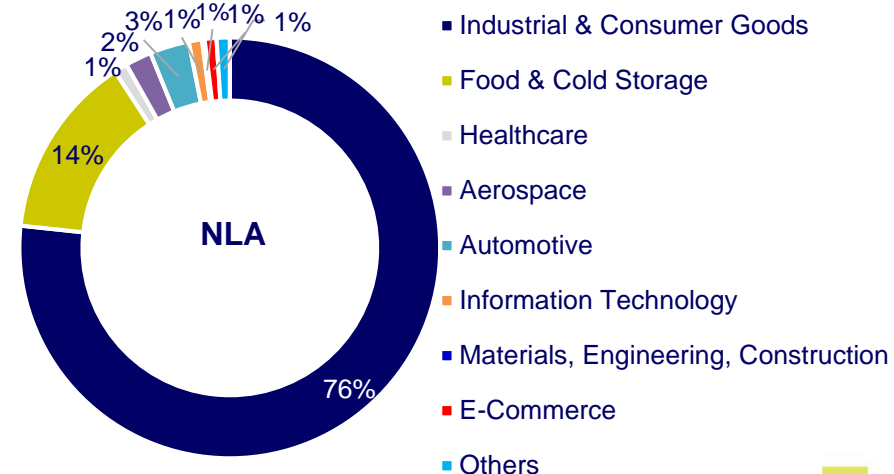
2. Geographical Diversification beyond Singapore



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



4. End-Users from Diverse Industry Sectors



Acquisition 182–198 Maidstone St. Altona, VIC, Australia

Portfolio Rebalancing and Growth Strategy continues to optimise valuation and returns over time

Property Profile: 182 – 198 Maidstone St.

Net Lettable Area	37,853 sqm (407,000 sq ft)
Land Tenure	Freehold
WALE	2.53 years (as of 28 Feb 2019)
Purchase Consideration	AUD 41.2 mil
Latest Valuation	AUD 41.2 mil ⁽¹⁾
Targeted Completion Date	end-Apr 2019



182-198 Maidstone St., Altona is located within a key established industrial precinct and is in close proximity to main roadways, the Port of Melbourne and Melbourne's central business district.

Notes:
(1) Based on the independent valuation carried out by m3property (Vic) Pty Ltd, as at 15 Jan 2019.



04

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.

Singapore Economy

- Singapore's economy grew by 1.3% y-o-y in 1Q 2019, slightly lower than the 1.9% growth in 4Q 2018.⁽¹⁾
- The manufacturing sector saw a decline of 1.9% y-o-y in comparison to the 5.1% growth in the previous quarter.

Singapore Industrial Market

- Occupancy rate of the overall industrial property market in Singapore in 4Q 2018 rose by 0.2% on a q-o-q basis and 0.4% on a y-o-y basis.⁽²⁾
- Singapore's industrial property market started to show signs of stabilisation end-2018. Moderation in manufacturing growth momentum expected in 2019 in view of a potential slowdown in China's domestic economy, trade protectionism and continuing concerns over a US:China trade war.⁽³⁾

Australia Economy

- The Reserve Bank of Australia kept the cash rate unchanged in April 2019 at 1.5%. Growth in 2019 will be underpinned by factors including higher levels of spending on public infrastructure and an upswing in private investment. Low levels of interest rates will also continue to support the Australian economy.⁽⁴⁾

Australia Industrial Market

- Australia's industrial and logistics economy continues to perform well, with major infrastructure projects driving growth in the construction sector.
- Higher demand for logistics space is likely to be supported by the rise of e-commerce. Growth in e-commerce will potentially create the requirement of an additional 350,000 sqm space in Australia each year until 2022.⁽⁵⁾

Notes:

(1) Ministry of Trade and Industry, Press Release, "Singapore's GDP Grew by 1.3 Per Cent in the First Quarter of 2019", 12 Apr 2019.

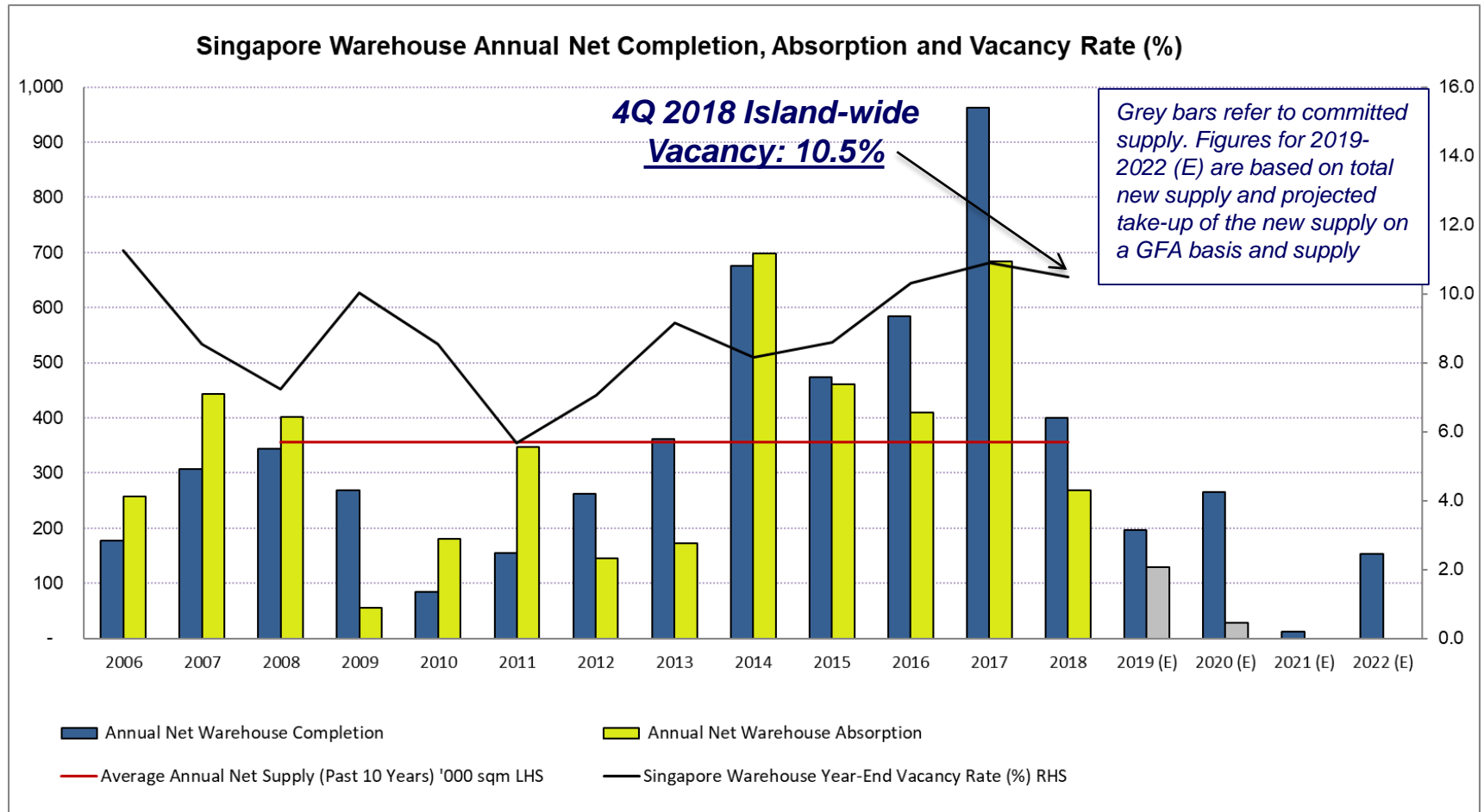
(2) JTC Quarterly Market Report. Fourth Quarter 2018.

(3) Colliers International Singapore Research, "A Stable Outlook into 2019", 1 Mar 2019.

(4) Reserve Bank of Statement by Philip Lowe, Governor: Monetary Policy Decision, 2 Apr 2019.

(5) CBRE Research, Australia Real Estate Market Outlook 2019.

Singapore: Slowly improving Supply and Demand Scenario

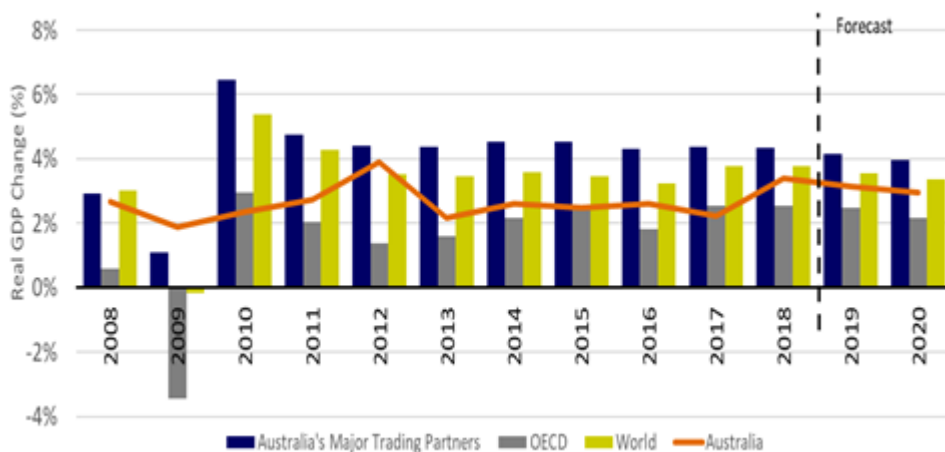


Source: JTC Corporation, Quarterly Market Report - Industrial Properties, 4Q 2018.

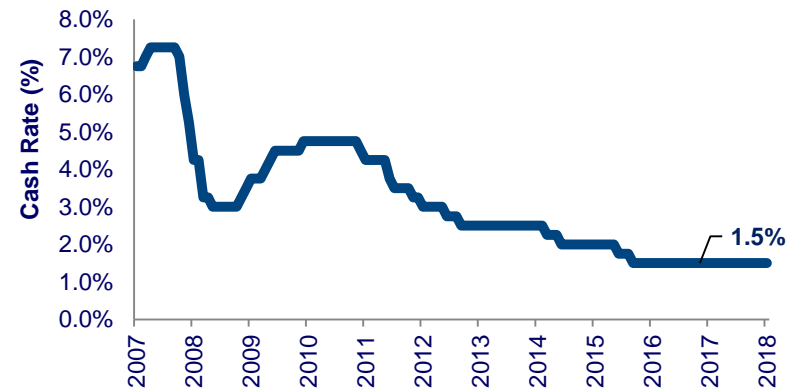
Cash Rate Remains Low, Positive Growth Outlook, Increase in Demand for Logistics and Industrial Space

- GDP growth is expected to be around 3% in 2019 and 2¾ per cent in 2020.
- Reserve Bank Board has maintained the cash rate at 1.5% since August 2016; expansionary setting of the monetary policy has helped support growth and create the conditions for lower unemployment and a gradual increase in inflation.
- Australia's industrial and logistics economy continues to perform well, with major infrastructure projects driving growth in the construction sector.
- Higher demand for logistics and industrial space likely supported by e-commerce.

Real GDP Growth, Historic and Projected (2008 to 2020)



Cash Rate remained at 1.5% in Apr 2019



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

Investment Pursuits

- Pursue yield-accretive acquisitions taking into account preference for freehold assets to secure longer-term NAV and earnings growth
- Leverage on broad Asia-Pacific mandate
- Maintain prudent capital and risk management
- Portfolio rebalancing to prudently manage and recycle capital into better-performing assets (**“Portfolio Rebalancing & Growth Strategy”**)



Asset / Portfolio Management

- Work closely with the tenants and market widely to manage lease renewals
- Maintain high portfolio occupancy on basis of best available market terms
- Secure longer-term tenure with strong credit-worthy tenants
- Maintain well and find ways/means of improving relevance and value of each property

Build-to-Suit Development

- Leverage on strength of experience, support from ARA and relationships with existing and new operators to develop opportunities

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05

MORE INFO ON CACHE



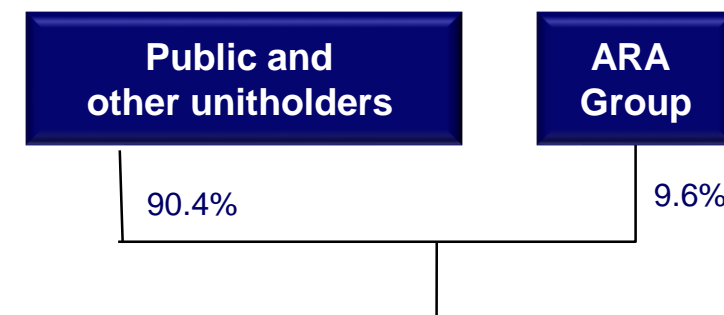
Located 2km from the Adelaide Airport, this large distribution facility which comprises four single-storey warehouses, a cold store and freezer warehouse and an administrative office block, is fully-leased to Metcash Trading.



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

REIT Manager	ARA Trust Management (Cache) Limited
Property Manager	Cache Property Management Pte. Ltd.
Listing Date	12 April 2010
Market Capitalisation	~S\$804 million ⁽¹⁾
No. of units in issue and to be issued	1,079,569,383
Investment Mandate	Asia Pacific
Distribution	100% of Distributable Income
Distribution Period	Quarterly
Distribution Yield	8.2% ⁽²⁾
SGX Stock Code	K2LU

Unitholding Structure



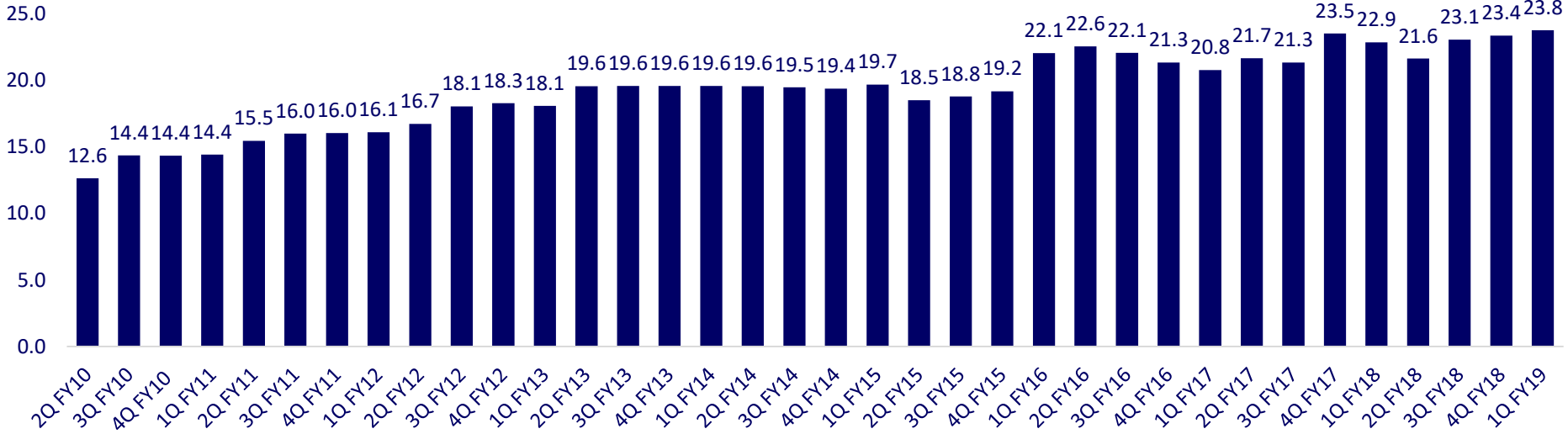
Notes:

(1) Based on closing unit price of Cache at S\$0.745 as at 29 Mar 2019 and no. of units in issue and to be issued, rounded to the nearest million.

(2) Based on the annualised 1Q FY19 DPU of 6.136 Singapore cents and closing unit price of S\$0.745 as at 29 Mar 2019.

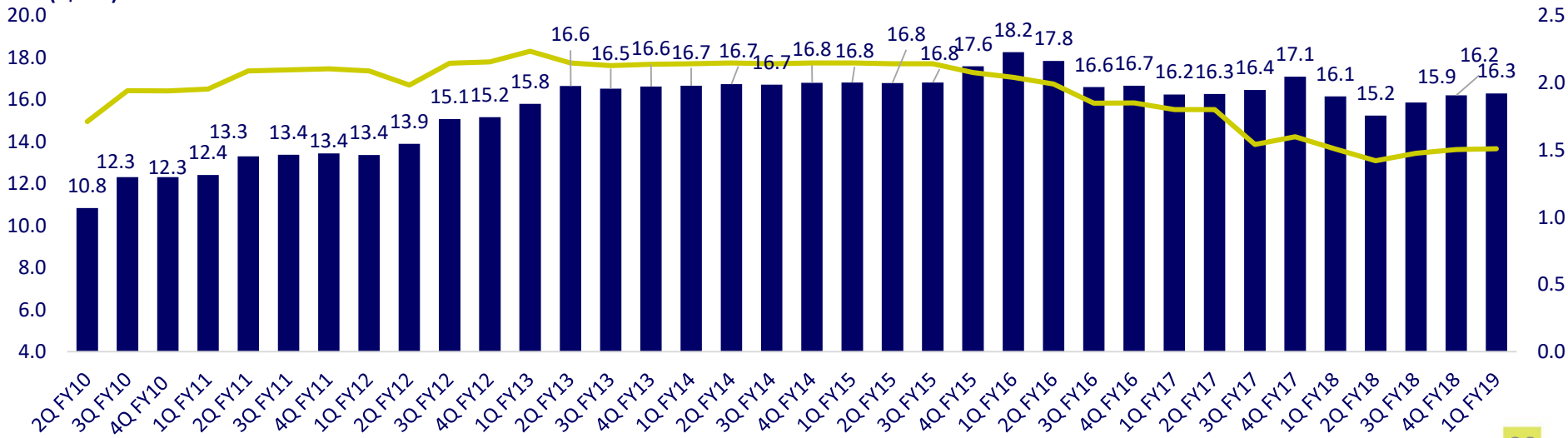
05 Distribution History

Net Property Income
S\$ million



Distributable Income
(S\$ mil)

DPU (cents)



This presentation has been prepared by ARA Trust Management (Cache) Limited, in its capacity as the manager of Cache (the “**Manager**”) and includes market and industry data and forecast that have been obtained from internal survey, reports and studies, where appropriate, as well as market research, publicly available information and industry publications. Industry publications, surveys and forecasts generally state that the information they contain has been obtained from sources believed to be reliable, but there can be no assurance as to the accuracy or completeness of such included information. While the Manager has taken reasonable steps to ensure that the information is extracted accurately and in its proper context, none of the Manager or any of its officers, representatives, affiliates or advisers has independently verified any of the data from third party sources or ascertained the underlying economic assumptions relied upon therein.

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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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