



Presentation to SGX-Phillip Seminar

18 May 2017



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DBS Bank Ltd. is the sole financial adviser, global coordinator and issue manager for the initial public offering of EC World REIT. DBS Bank Ltd., Bank of China Limited, Singapore Branch, China International Capital Corporation (Singapore) Pte. Limited and Maybank Kim Eng Securities Pte. Ltd. are the joint bookrunners and underwriters for the initial public offering of EC World REIT



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Section A: Overview of EC World REIT



Summary

A Unique E-Commerce Logistics Platform



Sponsor	Forchn Holdings Group			
Sponsor's Stake	41.7% (through a wholly-owned subsidiary of Forchn Holdings Group and the Manager)			
Investment Mandate	 To invest in a portfolio of income-producing real estate used primarily for e-commerce, supply-chain management and logistics purposes 			
Asset Portfolio	 Initial geographic focus on the People's Republic of China ("PRC") 6 properties located in Hangzhou, PRC Independent valuation: RMB 6.4b / S\$ 1.3b⁽¹⁾⁽²⁾ 			
Aggregate Leverage as at 31 Mar 2017	28.6%			
Cornerstone Investors at IPO	 China Cinda Asset Management (12.2% of total units) Fosun International Holdings Ltd (10.6% of total units) BOCOM International Global Investment Limited (7.9% of total units) 			
Listing Exchange / Listing Date	SGX-ST Mainboard / 28 July 2016			
(1) Based on the valuation as at 31 December 2016 app	oraised by Colliers			

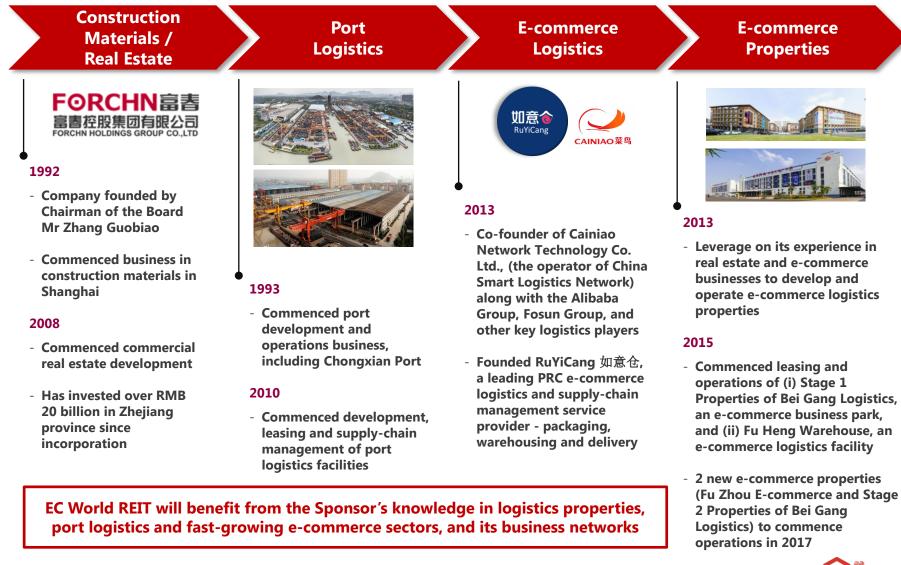
(1) Based on the valuation as at 31 December 2016 appraised by Colliers

(2) Based on an indicative exchange rate of S\$1.00 : RMB4.93



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Forchn Holdings Group Over 20 Years Track Record in Operation of Logistics Facilities in China





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Portfolio Overview

Balanced and well-structured portfolio offering both income stability and growth potential

roperty	Туре	NLA (sq m)	Type of Lease / No. of Tenants ⁽¹⁾	Remaining Land Lease Tenure (years) ⁽¹⁾	Independent Valuation (RMB m) ⁽²⁾	X#M-2.00	YUNHUIXIANG J 513 - 云念多J
hongxian Port ivestment	Port Logistics	112,726	Master leased ⁽³⁾	39	2,124.0	PINOVACZHEN GIO4	2 1 ²² 4 ANCENAOZHEL Pitein BIL 3 BAN
hongxian Port ogistics	Port Logistics	125,856	Multi- tenanted / 27 tenants	Complex 1 & 2: 39 & 43	871.0	CANGQIANZHEN DIANGCU 全前指 BESIDENTI	NDUNZHEN GONGSHU 增加 加
u Zhuo Idustrial	Port Logistics	7,128	Multi- tenanted / 2 tenants	39	110.0	CZHEN THE LUDIA XIANINGZAŚW R. KAR K. K. K	Hang2」 杭州 Lantau Peak 凤凰山
tage 1 roperties of ei Gang ogistics	E- commerce Logistics	120,449	Master leased ⁽⁴⁾	35	1,295.0	Mountain ▲ J\¥®ULI 250 0320 Lantau Peak	ANTANG ONTANG STRICT RE
u Heng /arehouse	E- commerce Logistics	94,287	Master leased ⁽³⁾	42	551.0	SHOUXANGTHEN 文体語 Lingshan Scenic Area 灵山风景区	C2501 C2501 文庫通 C25
engde ogistics	Specialised Logistics	238,032	Multi- tenanted / 2 tenants	Complex 1 & 2: 36 & 42	1,456.0	5 6 6 6 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7	outh Park Men 全Moundar 云峰山
otal / Average		698,478		39	6,407.0	Dant	ogistics
otal (SGD m)					1,299.6 ⁽⁵⁾	-	alised Logistics

EC World

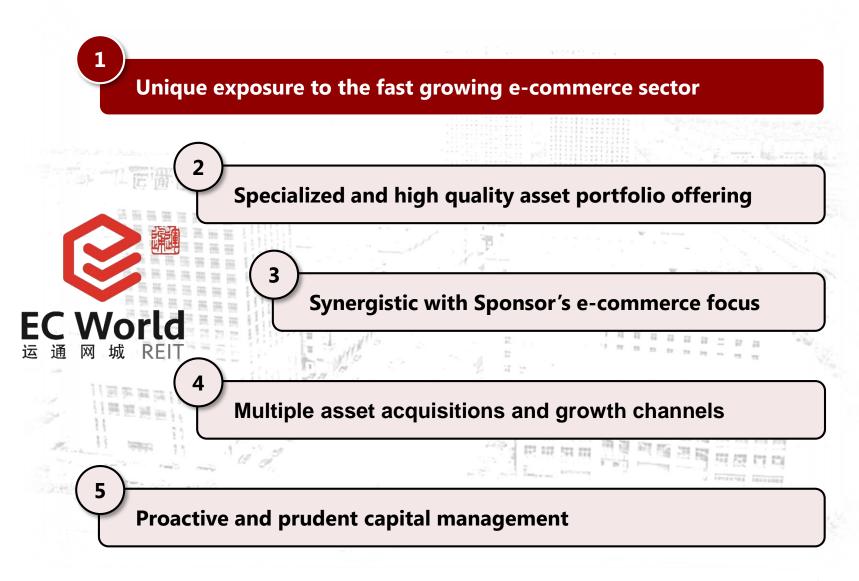




Section B: Key Investment Highlights

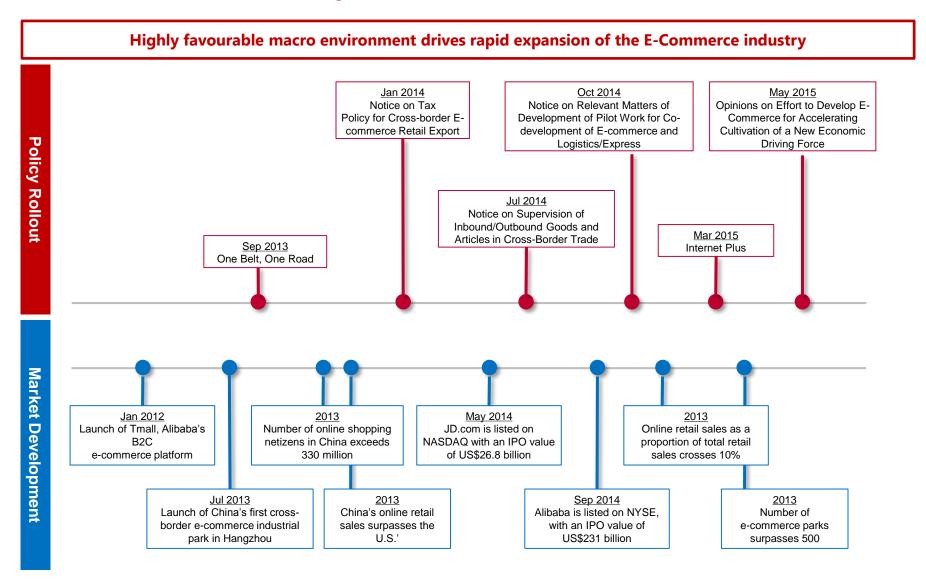


Key Investment Highlights





Transformational Development of E-Commerce Sector in China



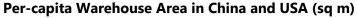


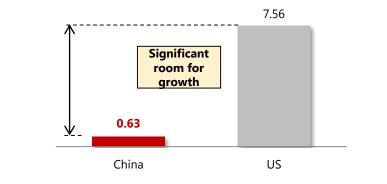
Transformational Development of E-Commerce Sector in China (Cont'd)

Rapid growth of the industry is driving strong demand for e-commerce facilities in China



Highly favourable supply-demand dynamics for E-Commerce focused logistics assets





Market size of Chinese retail e-commerce is expected to exceed RMB 9.4 trillion in 2020



China is expected to overtake the current leader UK in terms of proportion of retail sales done online





EC World

Strategic Importance of Physical Support Infrastructure to the E-Commerce Ecosystem

E-Commerce logistics assets play a crucial role in connecting the industry ecosystem

Traditional retailing & logistics E-commerce ecosphere Physical retail / shopping spaces 天网⁽¹⁾ (Sky Net) Constrained by location and capacity 天猫 TMAIL.COM Capital intensive to build and maintain Online platforms where buyers and sellers connect and transact "Big data" – aggregation and analysis of consumer data 防品 Dominated by Alibaba and JD.Com **Storage and transportation** 地网⁽¹⁾ (Earth Net) Flow of goods **Physical infrastructure** Traditional warehouses and transportation network (specialized warehouses etc.) On-the-ground delivery network • Key connecting point between online and offline activities • EC World is a **leading operator** EC World ✓ Excellent location in high ecommerce activity areas Comprehensive service capability 人网⁽¹⁾ (People Net) **Customers** Physically shop at individual brands / stores **Online shoppers** . in the shopping malls Individual e-shops on the online . platforms that sells to customers directly

 Neighborhood collection points, service stations and shops

(1) "天网, 地网, 人网" was coined by Alibaba and Cainiao Network to describe Ablibaba's business ecosystem

EC World

Flow of information

Sellers / Suppliers

Suning.com

Deosha

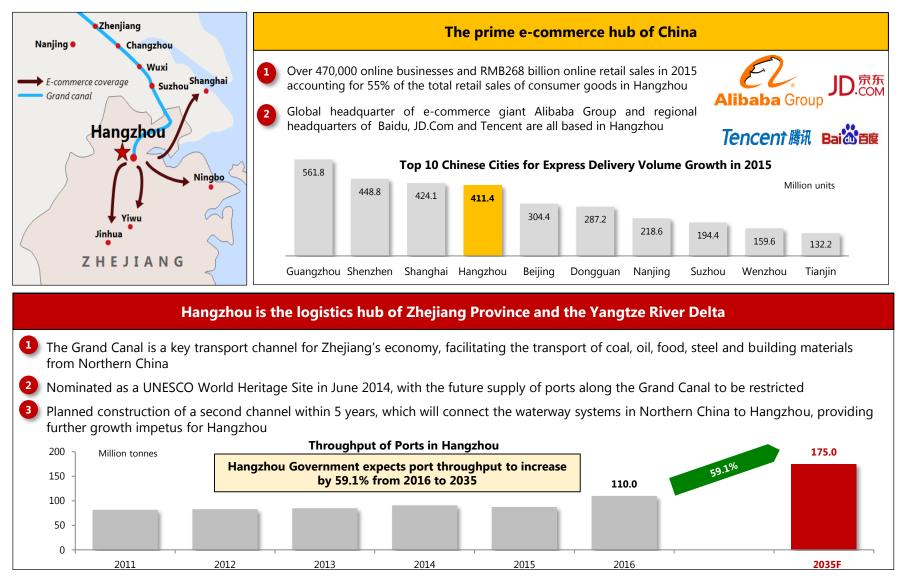
Buyers

laobao.com

JD.京东

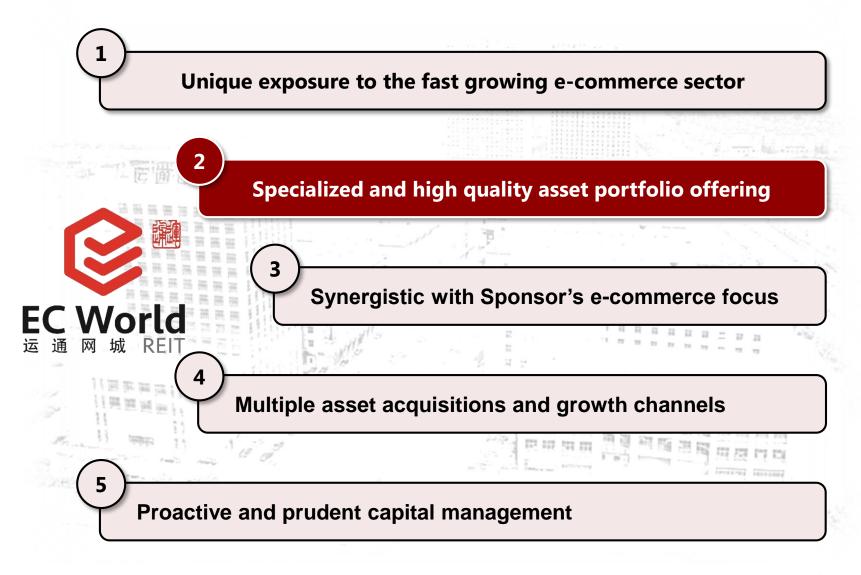
EXPRESS

Hangzhou – Capital of Chinese e-commerce



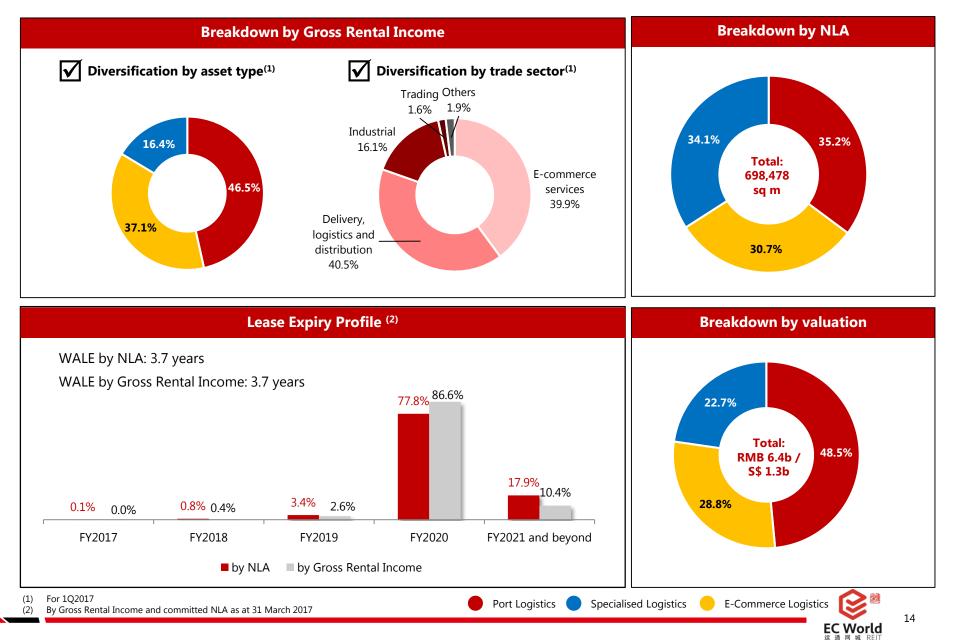


Key Investment Highlights

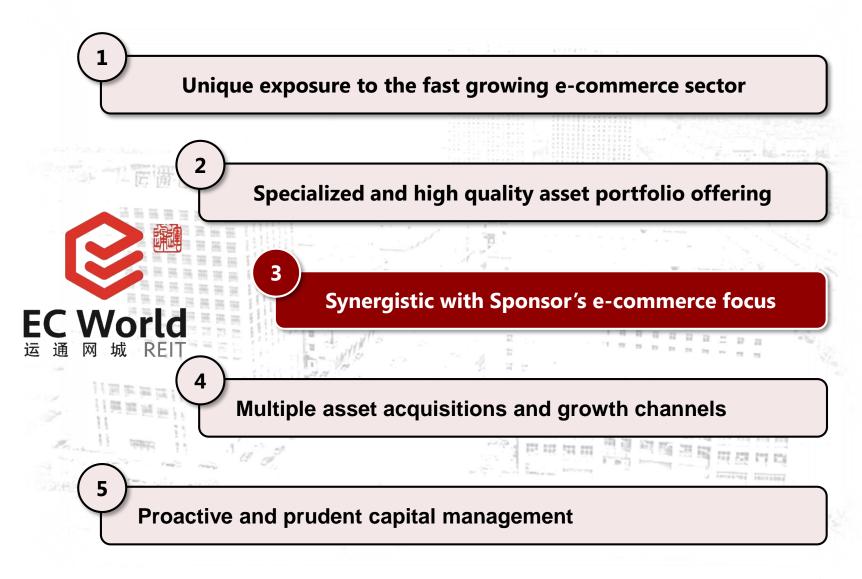




High Quality and Diversified Asset Portfolio



Key Investment Highlights





Synergy between EC World REIT and 'RuyiCang' Enhances Competitiveness



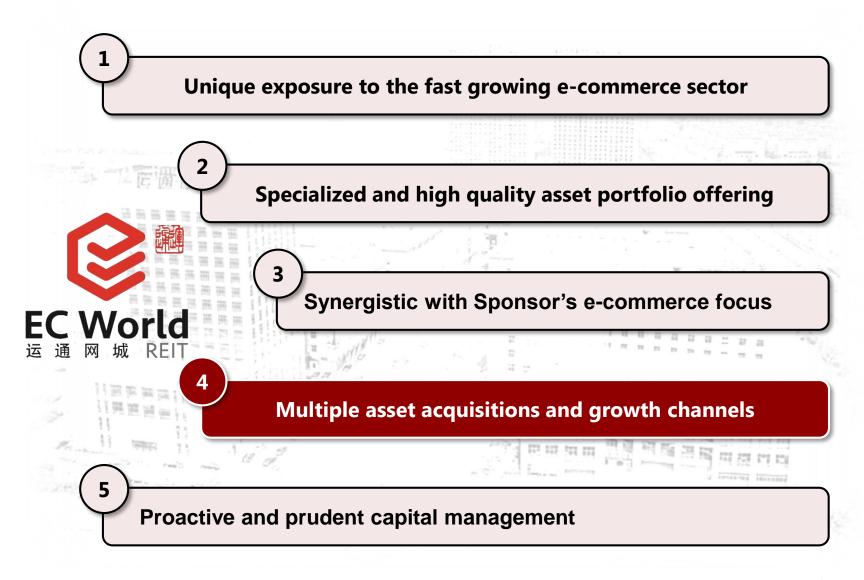
Strategic benefits

Extensive national network

- **Full integration** of physical warehousing and logistics facilities, advanced IT management system and data analytics
- **Extensive supply chain network** across key markets in China
- Provide **"one-stop"** integrated intelligent logistics services to domestic and international customers



Key Investment Highlights



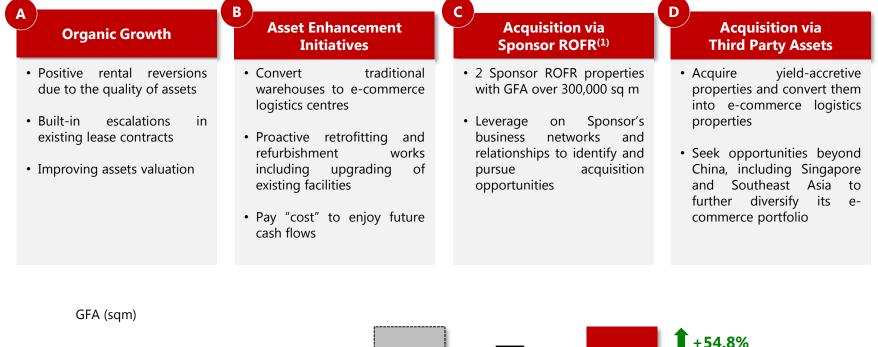


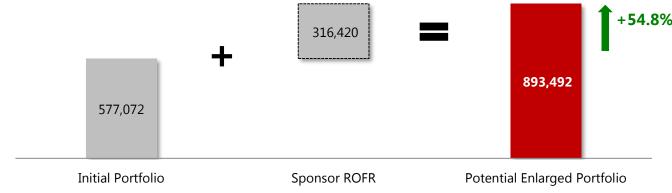
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Significant Strategic Growth Opportunities Across Multiple Channels



EC World REIT is well-positioned for growth through acquisitions and asset enhancement initiatives

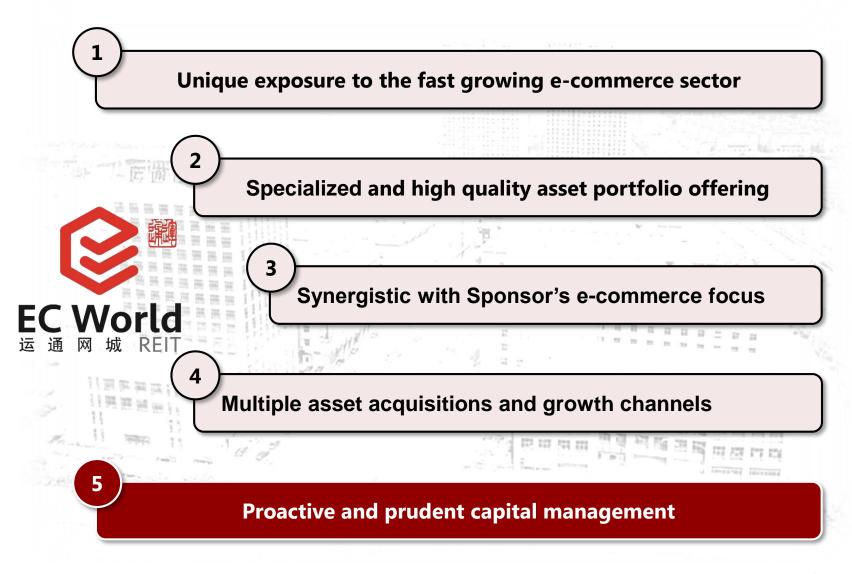




(1) The Sponsor is required to offer these properties to EC World REIT under the right of first refusal which it has granted to EC World REIT ("Sponsor ROFR") if it wishes to divest its interest in such properties. EC World REIT is not obliged to acquire any of the properties under the Sponsor ROFR.



Key Investment Highlights





Prudent Capital Management



Diversified sources of funding (12 banks in the syndicate)

 \mathbf{V} Annualised all-in interest rate of 5.4%

 \mathbf{N} Entered into interest rate swap contract for the balance 50% floating rate SGD loan. As at 31 March 2017, 100% of ECW's SGD loans are on fixed rate obligations

Aggregate Leverage Ratio Key Debt Figures RMB 998.9 million onshore **Total Debt Drawdown** as at 31 Mar 2017 • S\$ 212.0 million offshore (1) 3 years (1 year for RCF) Tenure • Onshore⁽²⁾ – 6.3% p.a. **Interest Rate** • Offshore⁽³⁾ – 4.7% p.a. • RCF – 1.4% p.a. Forex (SGD/RMB) 28.9% 28.6% 27.6% FY2016 4.95 (Hedged) 5.03 (Assumption) FY2017 At IPO Listing Date 31-Dec-16 31-Mar-17

(1)Including S\$12.0 million drawn down from the S\$50.0 million revolving credit facility

Onshore loan is pegged to PBOC rate (2)

Offshore fixed component at 1.485% and 1.5%, variable component is pegged to 3 month SOR and 1 month SOR respectively (3)



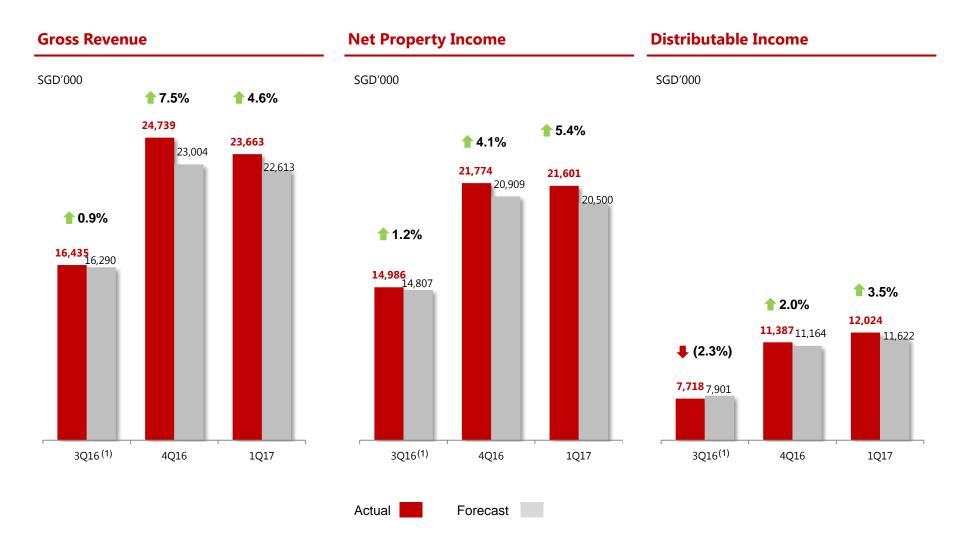




Section C: Financial Highlights



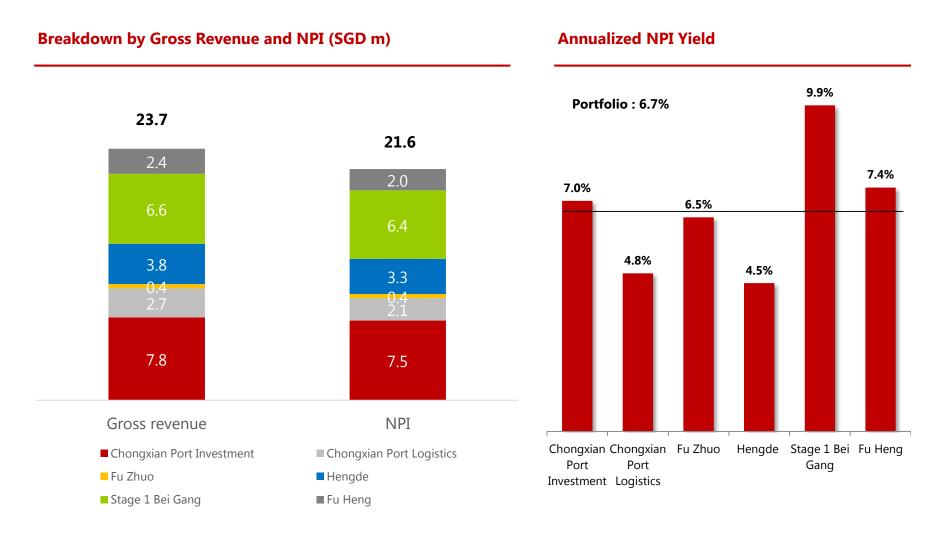
Consistently Outperform Forecasts Since IPO



(1) EC World REIT was listed on the SGX-ST on 28 July 2016 ("Listing Date"). The relevant reporting period is from 28 July to 30 September 2016.



Summary Assets Performance (1Q 2017)





Healthy Balance Sheet

S\$′000	As at 31 Mar 2017	As at 31 Dec 2016	As at Listing Date
Cash and cash equivalents ⁽¹⁾	109,148	103,665	91,417
Investment Properties ⁽²⁾	1,299,594	1,333,297	1,303,443
Total Assets	1,448,569	1,482,343	1,404,934
Borrowings	405,455	398,830	393,254
Total Liabilities	748,880	756,224	722,910
Net Assets attributable to Unitholders	699,689	726,119	682,024
NAV per unit (S\$)	0.90	0.93	0.88

(1) Includes RMB301.7 million (S\$61.1 million) security deposits received from the Master Lease tenants.

(2) Investment Properties are based on independent valuations performed by Colliers as at 31 December 2016. Investment properties are pledged as security for the Group's borrowings.

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A Unique and Compelling E-Commerce Logistics Platform



Unique exposure to the fast growing e-commerce sector

2 Specialized and high quality asset portfolio offering

Synergistic with Sponsor's e-commerce focus

3

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Multiple asset acquisitions and growth channels

Proactive and prudent capital management







Section D: Appendices



Experienced Management Team with Proven Track Record in Managing and Growing Listed REITs



Mr Alvin Cheng

Chief Executive Officer

- Over 30 years experience in the real estate and financial industry including REIT and BT management, transportation, logistics, retail and corporate and merchant banking
- Previously Executive Director, CEO, CFO and Investor Relations Officer of LMIRT Management Ltd., the manager of Lippo Malls Indonesia Retail Trust
- Former Executive Director and CEO of PST Management Pte. Ltd., the manager of Pacific Shipping Trust
- Former member of APL Logistics' global management team, responsible for financial management, strategic business planning and mergers and acquisitions
- Held various senior regional roles within Chemical Bank (predecessor to JP Morgan Chase), Rabobank, and GE Capital



Mr <u>Goh</u> Toh Sim

President of Investment & Asset Management

- Over 20 years experience in management of industrial parks, real estate development and business management in China
- Previously Chief Representative in China for Keppel Corporation Limited
- Former CEO of Evergro Properties Limited and Ascendas (China) Pte Ltd and Deputy CEO of China-Singapore Suzhou Industrial Park Development Group Co., Ltd.



Mr Johnnie <u>Tng</u>

Chief Financial Officer

- Over 25 years of wide-ranging financial experience in the real estate sector
- Former CFO of Keppel REIT, Ying Li International Real Estate and Ascendas India Trust
- Held senior management positions in SilkRoute Holdings, Freight Link Express Holdings and RGM International



Differentiated E-Commerce Logistics Assets

Stage 1 Properties of Bei Gang Logistics (北港物流一期)



Commencement of Operations	Jun 2015
Net Lettable Area (sqm)	120,449
No. of Tenants	1
Occupancy ⁽¹⁾	90%
WALE ⁽²⁾ (years)	3.6
NPI for Forecast Year 2017 (SGD'm)	21.4
Independent Valuation (RMB'm) ⁽³⁾	1,295.0

Key Highlights



Integrated, one stop e-commerce platform comprising office and retail properties



One of the largest e-commerce developments in the Yangtze River Delta region

Awarded the "**2015 National Key Logistics Project**" (国家2015重大物流工程) accreditation by the National Development and Reform Commission

- (1) End tenant occupancy as at 31 March 2017
- (2) By committed NLA
- (3) As at 31 December 2016 appraised by Colliers

Fu Heng Warehouse (富恒仓储)



Commencement of Operations	Feb 2015
Net Lettable Area (sqm)	94,287
No. of Tenants	1
Occupancy ⁽¹⁾	100.0%
WALE ⁽²⁾ (years)	3.8
NPI for Forecast Year 2017 (SGD'm)	7.5
Independent Valuation (RMB'm) ⁽³⁾	551.0

Highly coveted property in the area due to a lack of comparable projects



Well-positioned to **benefit from the local government's efforts** to attract renowned e-commerce companies to the Fuyang District



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Specialised Logistics Asset with Limited Competition in the Region

Hengde Logistics (恒德物流)





- (1) End tenant occupancy as at 31 March 2017
- (2) By committed NLA
- (3) As at 31 December 2016 appraised by Colliers

Commencement of Operations	1 st complex – Nov 2010 2 nd complex – Apr 2013
Net Lettable Area (sqm)	238,032
No. of Tenants	2
Occupancy ⁽¹⁾	100.0%
WALE ⁽²⁾ (years)	3.7
NPI for Forecast Year 2017 (SGD'm)	13.7
Independent Valuation (RMB'm) ⁽³⁾	1,456.0

Key Highlights

V

- Built to **meet specific requirement** of high value consumer goods such as tobacco, wine and cosmetics
 - Currently leased to major tenant **China Tobacco Zhejiang Industrial Co., Ltd.** for storing tobacco, accounting for a significant portion of total tobacco leaves storage area in the Zhejiang Province
 - Equipped with **advanced and comprehensive facilities** including temperature and humidity control systems, dust-free configurations, and automatic sprinkler and fire alarm systems etc.
- High standard of quality and safety control with strict internal policies and procedures
 - Enjoys **limited competition** in the region due to its specialised equipment and facilities, well-suited to cater to fast-growing imported consumer goods in Hangzhou and the Zhejiang Province



Strategic River Port and Ancillary Port Logistics Assets

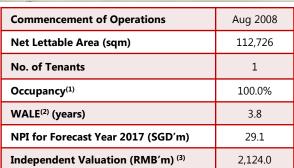
Chongxian Port Investment (崇贤港投资)



Fu Zhuo Industrial (富卓实业)







Commencement of Operations	Jan 2010
Net Lettable Area (sqm)	125,856
No. of Tenants	27
Occupancy ⁽¹⁾	100.0%
WALE ⁽²⁾ (years)	3.6
NPI for Forecast Year 2017 (SGD'm)	8.7
Independent Valuation (RMB'm) ⁽³⁾	871.0



Commencement of Operations	Oct 2014
Net Lettable Area (sqm)	7,128
No. of Tenants	2
Occupancy ⁽¹⁾	100.0%
WALE ⁽²⁾ (years)	6.1
NPI for Forecast Year 2017 (SGD'm)	1.6
Independent Valuation (RMB'm) ⁽³⁾	110.0

Kev Highlights

One of the key inland ports in PRC and |√| largest in Hangzhou in terms of annual throughput and number of berths

Comprehensive logistics complex storage integrating port operations, processing and logistics distribution for steel products with a dominant market share (over 50%)

- **Strategic location** next to Beijing-Hangzhou Canal offering easy access to waterway and road network
- Significant growth in throughput and momentum in continued growth throughput and rental
 - Closure of local steel mills to increase demand for port operations
 - Increasing government restrictions on land supply for port use post

- Bargaining power in setting rents due to 1 the lack of similar projects of comparable scale and quantity in the area

Easy access by major expressways and Jing-Hang Grand Canal



End tenant occupancy as at 31 March 2017 (1)

- By committed NLA (2)
- As at 31 December 2016 appraised by Colliers (3)

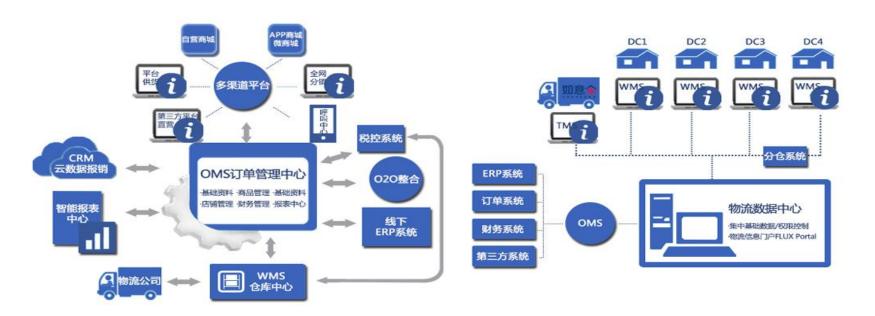
EC World REIT's E-Commerce Properties Offering the Entire Suite of Supporting E-Commerce Facilities





Synergy between EC World REIT and 'RuyiCang' Enhances Competitiveness

Advanced order and warehousing IT systems



Selected clients





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Quality ROFR Assets Focused on E-Commerce Logistics

No.	Sponsor ROFR Properties	GFA (sq m)
1.	Fu Zhou E-commerce Properties	215,643
2.	Stage 2 of Bei Gang Logistics, Buildings No. 9 to No. 17	100,777
	Total	316,420

Fu Zhou E-Commerce Properties



Stage 2 of Bei Gang Logistics



Key Highlights



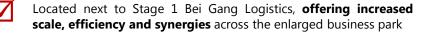
Warehousing and office facilities **specifically designed to cater to the e-commerce industry**



To be operated and managed by **RuYiCang** 如意仓



Integrated e-commerce business park offering the entire suite of e-commerce related supporting infrastructure and services









Thank You

