

2Q2015 Financial Results Presentation

23 July 2015



 **CAMBRIDGE**
INDUSTRIAL TRUST

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Executive Summary

Prudent Financial and Capital Management

- ✓ Completed the refinancing of the S\$250 million Club Loan Facility
- ✓ No major refinancing requirements until FY2017
- ✓ Unsecured properties in excess of S\$1.1 billion
- ✓ 96.5% of interest rate exposure fixed for the next 3.5 years
- ✓ MTN Programme assigned 'BBB-' rating by Standard and Poors

Robust Portfolio Management






- ✓ Portfolio occupancy has increased from 95.0% to 95.5%
- ✓ Completed the acquisition of 160A Gul Circle
- ✓ Weighted Average Lease Expiry remains robust at 4.0 years

Financial and Capital Management Updates



511/513 Yishun Industrial Park A

Financial Highlights

	2Q2015 (S\$ million)	2Q2014 (S\$ million)	YoY (%)
Gross Revenue ⁽¹⁾	27.8	24.6	13.2 
Net Property Income ⁽¹⁾⁽²⁾	21.6	19.7	9.9 
Distributable Amount ⁽³⁾	15.8	15.7	0.5 
Distribution Per Unit⁽³⁾ (“DPU”) (cents)	1.225	1.251	2.1 
Annualised DPU (cents)	4.913	5.018	2.1 

(1) Includes straight line rent adjustment of S\$0.7 million (2Q2014: 0.2 million)

(2) Higher due to contribution from the acquisition of four properties subsequent to 2Q2014 and the completion of property development at 3 Pioneer Sector 3 and 21B Senoko Loop, net of increased costs associated with properties converting to multi-tenancies

(3) 2Q2015 includes a capital distribution of S\$1.0 million (2Q2014: capital gain distribution/capital distribution of S\$2.8 million) to partially offset the reduction in net income from properties undergoing asset repositioning and the conversion from master lease to multi-tenanted buildings

Balance Sheet Summary

	2Q2015 (S\$ million)
Investment Properties	1,412.5
Total Assets	1,433.9
Total Borrowings (net of loan transaction costs)	529.8
Net assets attributable to Unitholders	871.5
No. of Units Issued / Issuable (million)	1,288.5
NAV Per Unit (cents)	67.6
Gearing Ratio (%)	37.2

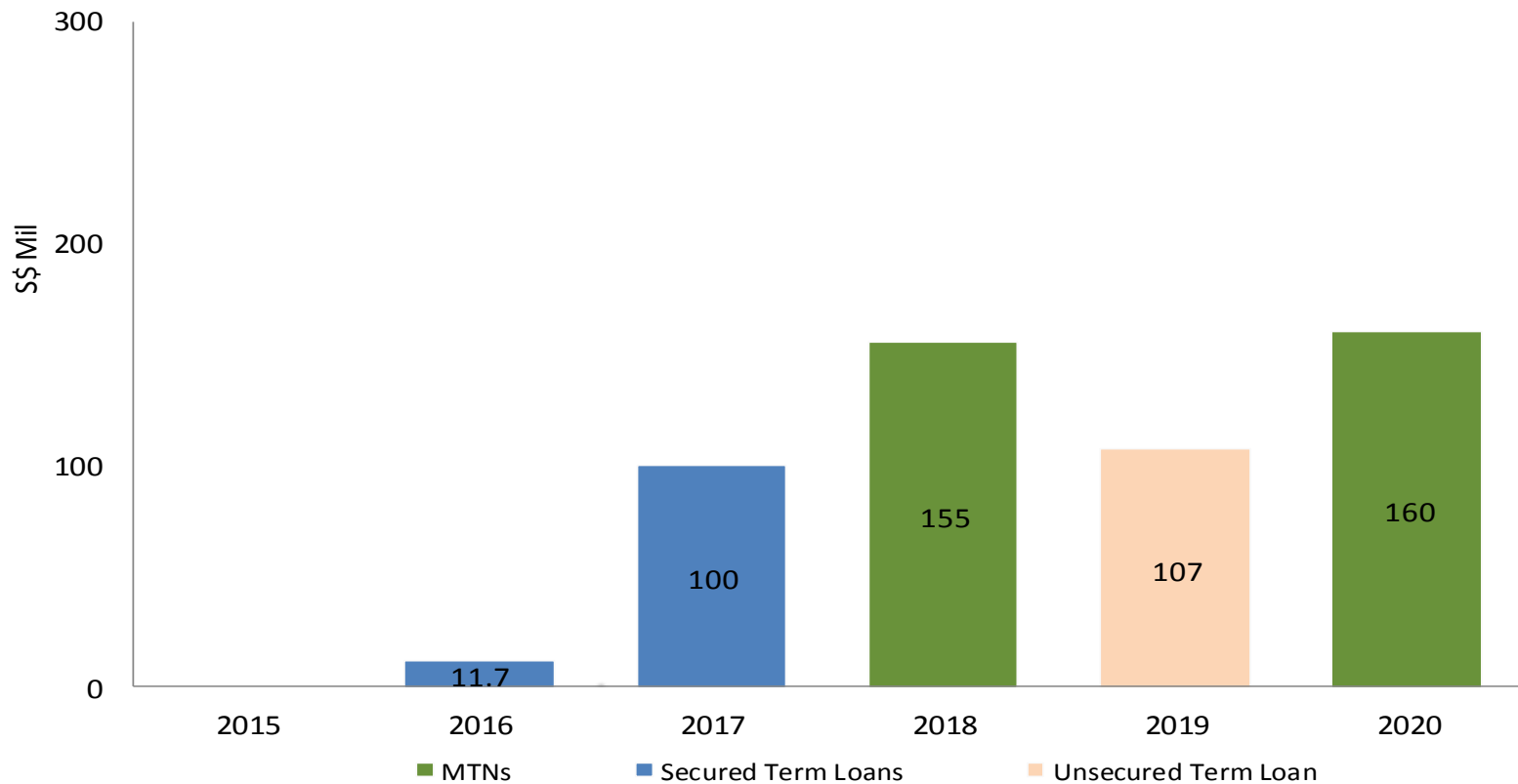
Key Capital Management Indicators

- ✓ In May 2015, priced S\$130 million 5-year MTN @ 3.95% p.a.
- ✓ MTN Programme rated 'BBB-' by Standard and Poors
- ✓ 96.5% of interest rate exposure fixed for the next 3.5 years

	2Q2015
Total Debt (S\$ million)	533.7
Gearing Ratio (%)	37.2
All-in Cost (%) p.a.	3.69
Weighted Average Debt Expiry (years)	3.6
Weighted Average Fixed Debt Expiry (years)	3.5
Interest Coverage Ratio	4.0
Interest Rate Exposure Fixed (%)	96.5
Proportion of Unencumbered Investment Properties (%)	79.9
Available Committed Facilities (S\$ million)	43.0

Diversified Debt Maturity Profile

- ✓ Refinanced S\$250 million Club Loan Facility, increasing unencumbered properties in excess of S\$1.1 billion
 - ✓ Weighted Average Debt Expiry lengthened to 3.6 years
 - ✓ No major refinancing due till FY2017



Interest Rate Risk Management

- ✓ 96.5% of interest rate exposure fixed for next 3.5 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 FY2014 Distribution	Impact of FY2014 DPU (Cents) ⁽¹⁾
0.0%	3.69%	0.00	0.00%	0.000
0.5%	3.70%	0.09	0.15%	0.007
1.0%	3.72%	0.19	0.30%	0.015
1.5%	3.74%	0.28	0.45%	0.022
2.0%	3.76%	0.37	0.59%	0.029

⁽¹⁾ Based on number of units in issue as of 31 December 2014

Real Estate Highlights



AEIs Completed in 2Q2015



31 Changi South Ave 2

Description

Additional production area and a cargo lift

Total GFA

~59,697 sqft (Additional 9,052 sqft)

Contract Cost

~S\$1.5m

Tenant

Presscrete Engineering Pte Ltd

Completion Date

16 April 2015

Greenmark Certification



21B Senoko Loop

Date of Obtaining Green Mark Certification - 16 June 2015



3 Pioneer Sector 3 (New Ramp-Up Facility)

Date of Obtaining Green Mark Gold Certification - 3 February 2015



88 International Road

Date of Obtaining Green Mark Certification - 1 July 2014



30 Toh Guan Road (Annex Block)

Date of Obtaining Green Mark Certification - 14 December 2012

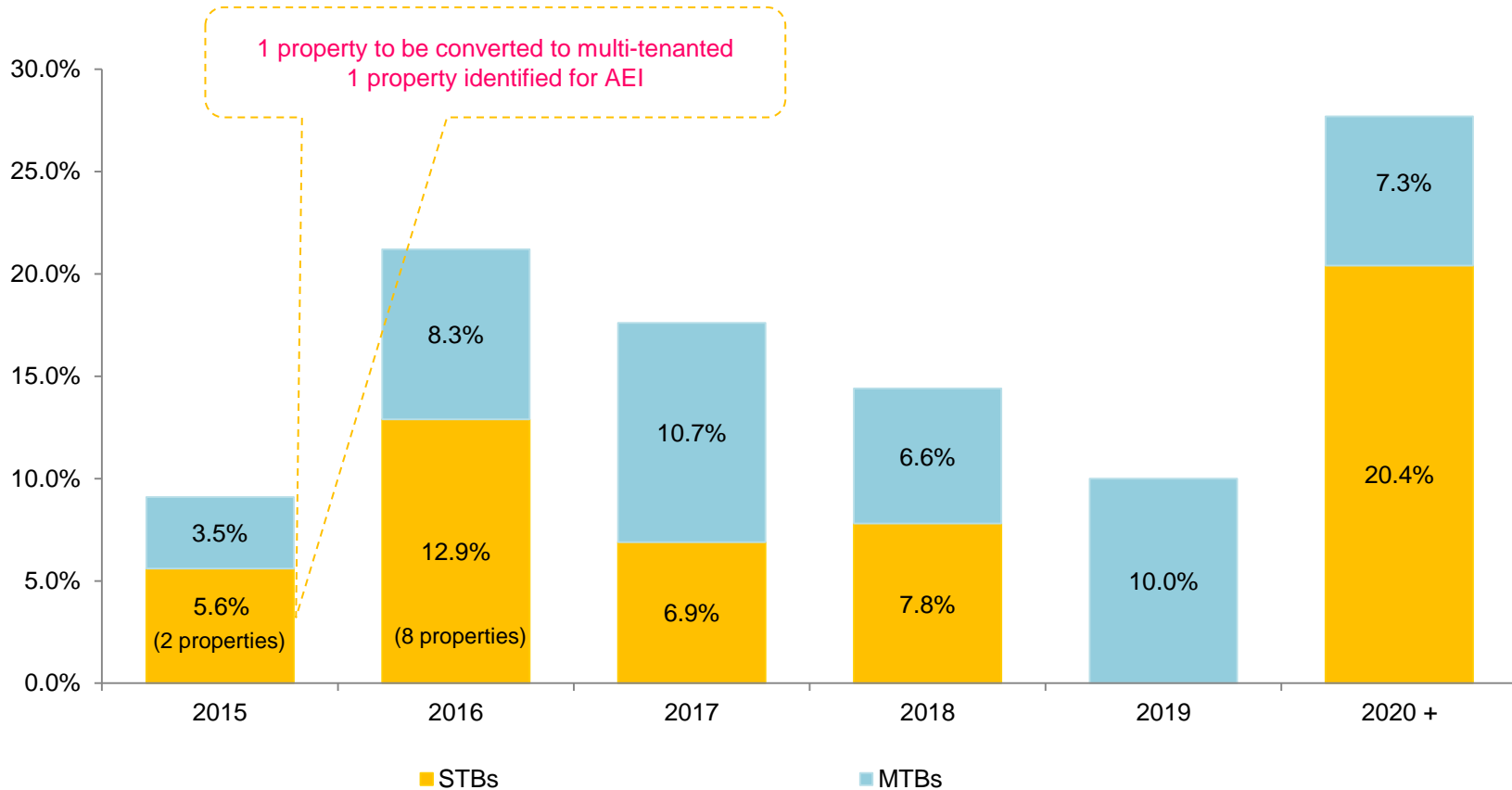
Portfolio Highlights



16 Tai Seng Street

Proactive Lease Management

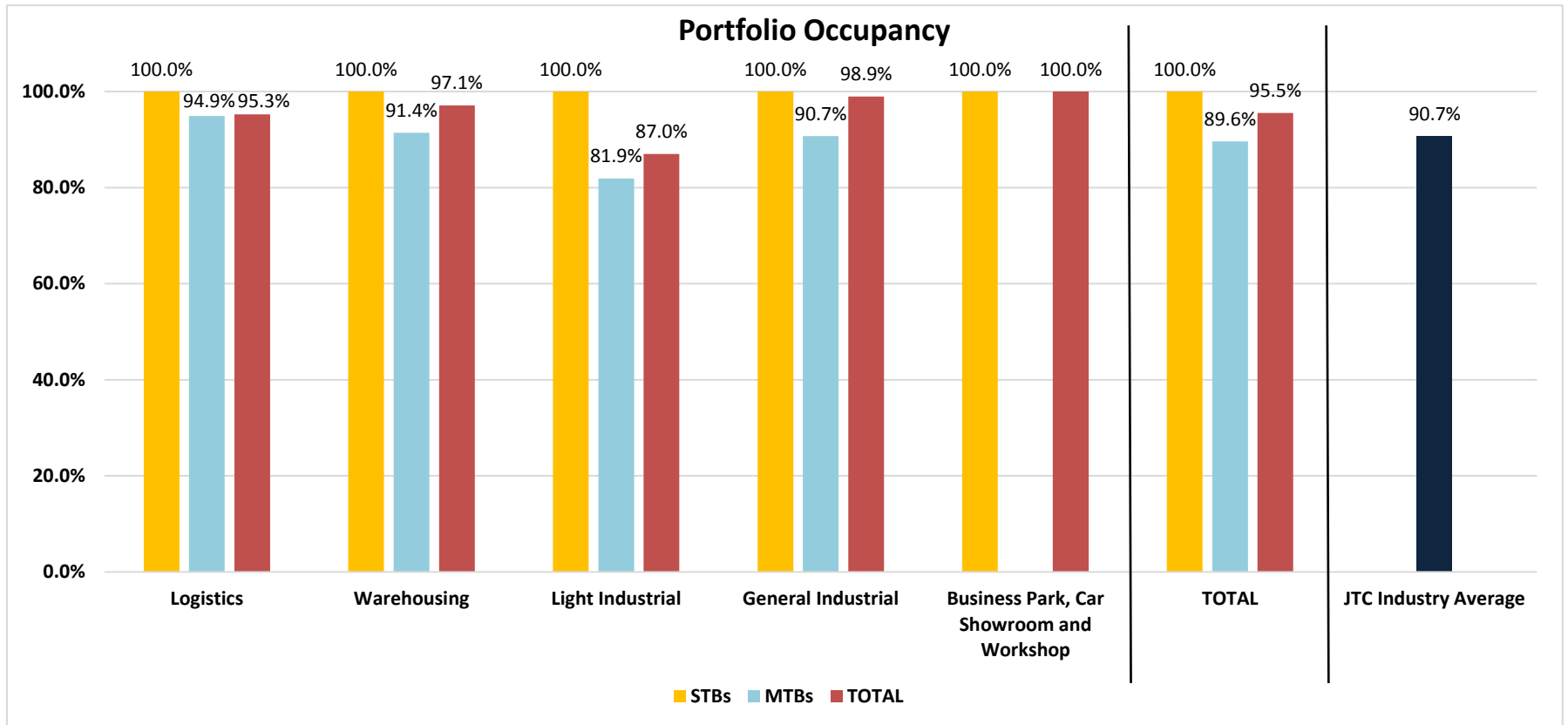
✓ Weighted Average Lease Expiry remains steady at 4.0 years



As at 30 Jun 2015

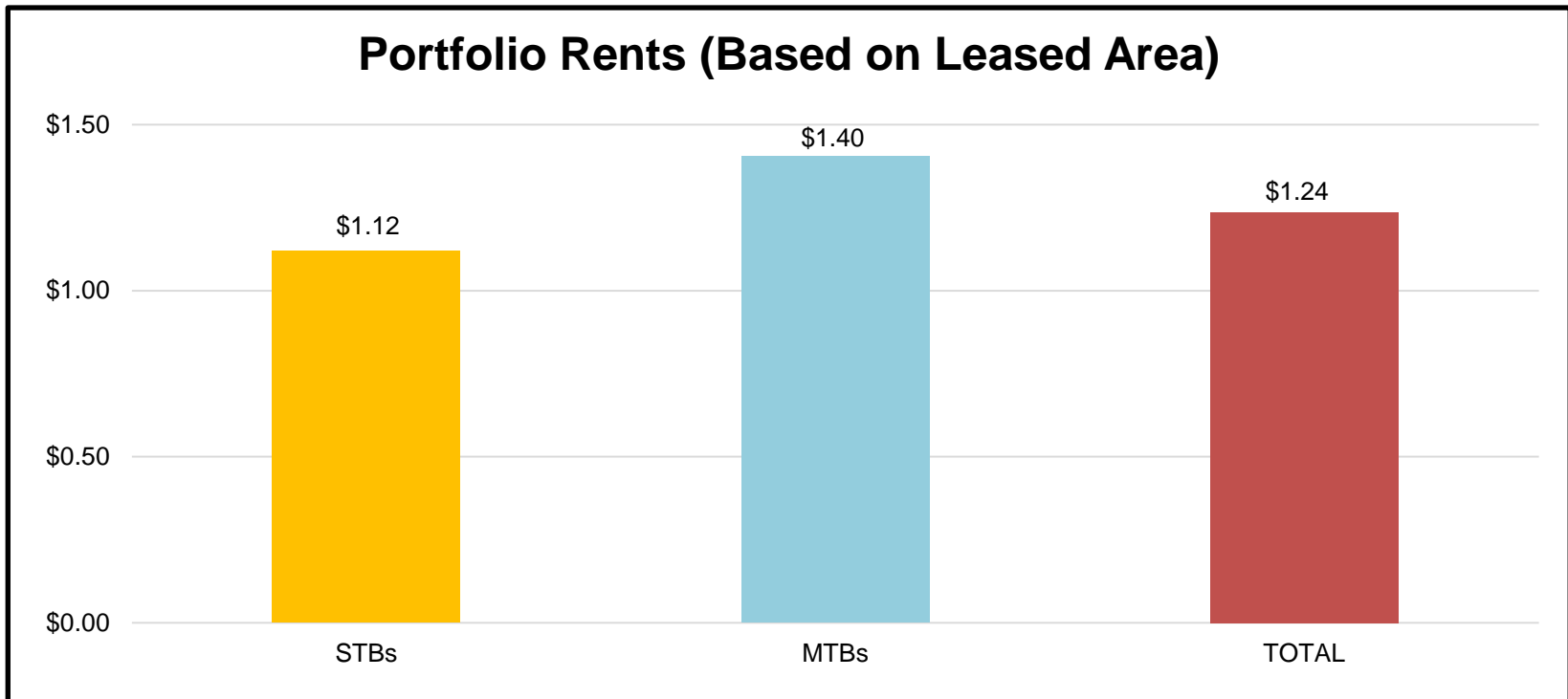
Portfolio Occupancy Levels by Asset Class

Healthy portfolio occupancy compared to industry average



As at 30 Jun 2015

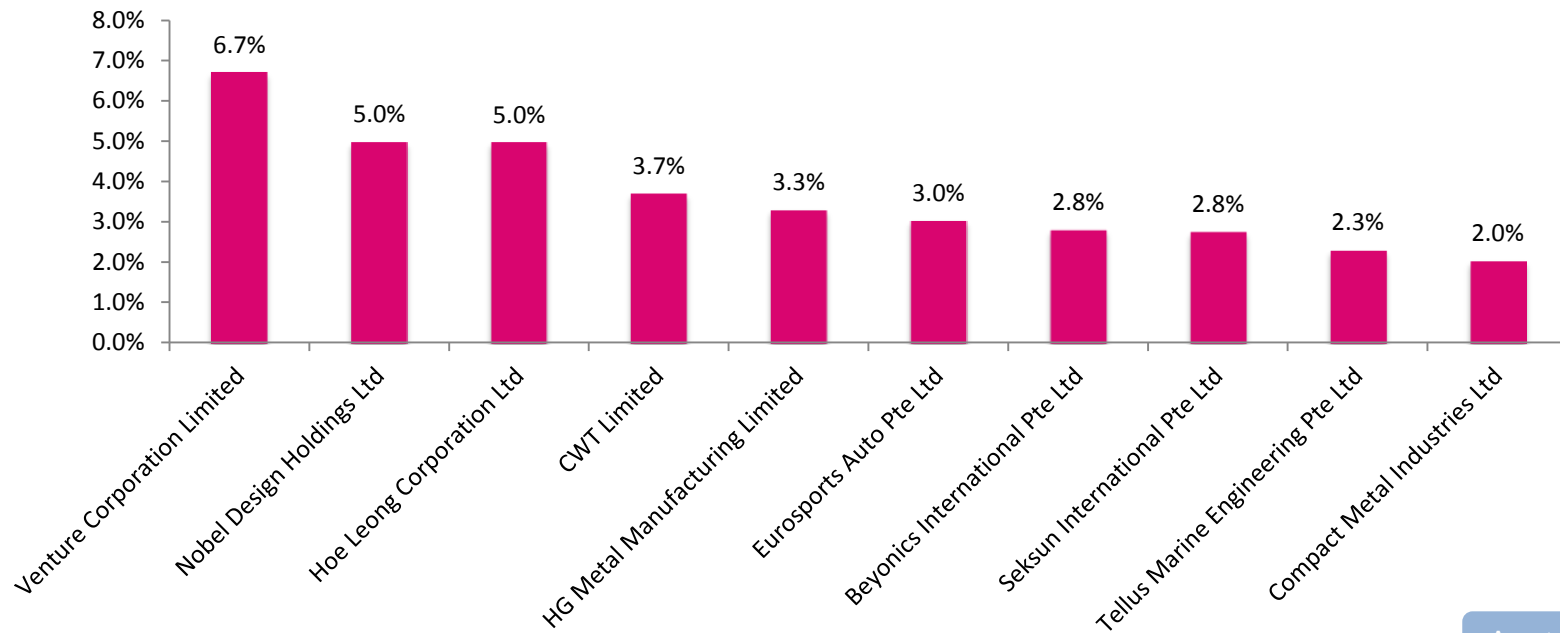
Portfolio Rent and Rental Reversion



1st Half 2015	NLA renewed (sqft)	% of the total Portfolio's NLA	Rental Reversion
Total	497,600	6.2%	6.3%

Diversified and Quality Tenant Base

Top 10 tenants account for ~36.6% of rental income



As at 30 Jun 2015



Conclusion

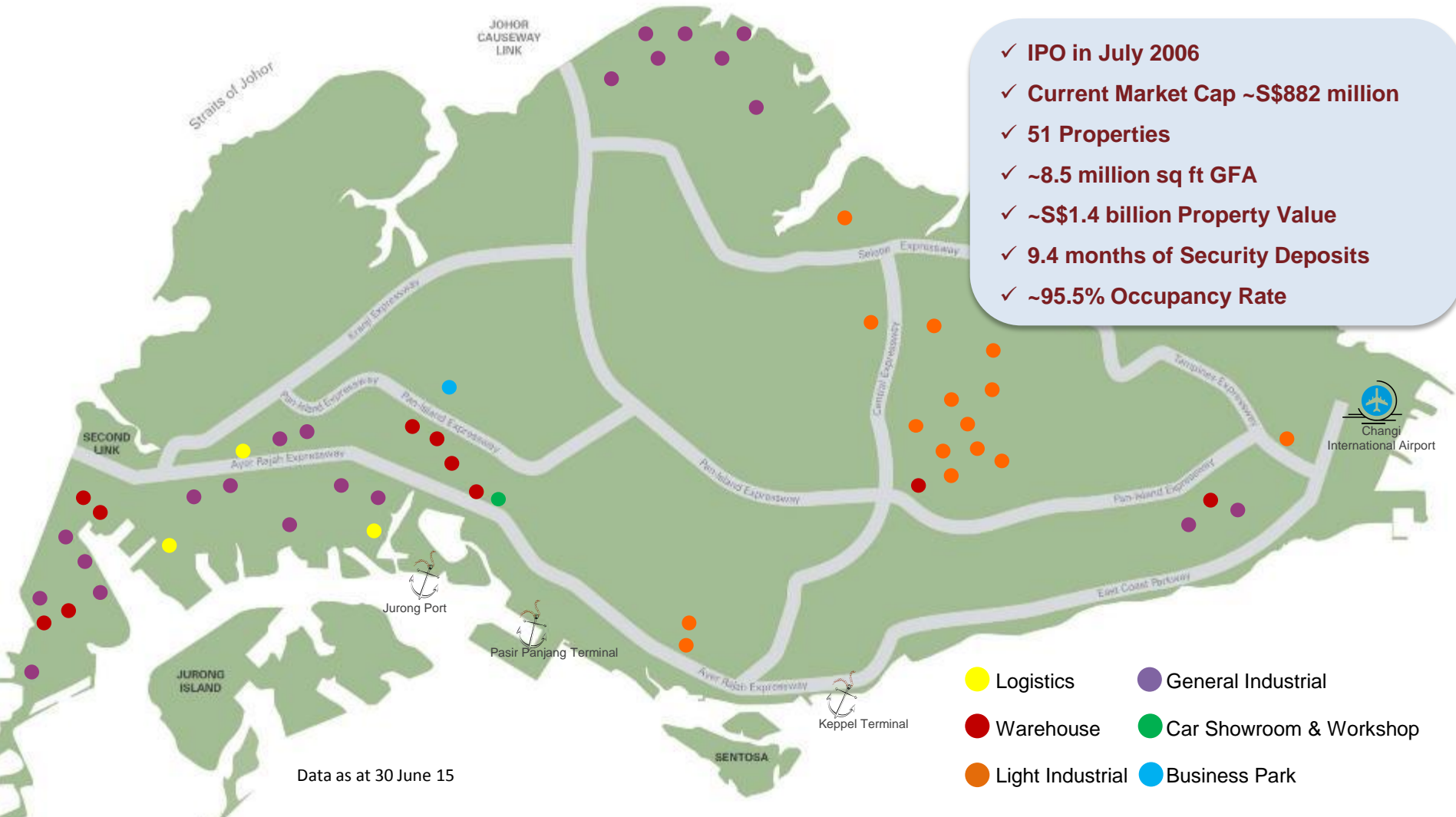
- ✓ Net Property Income increased close to 10% year-on-year with DPU of 1.225 cents
- ✓ Portfolio occupancy increased to 95.5%
- ✓ Refinanced S\$250 million club loan facility, increasing unencumbered property portfolio to over S\$1.1 billion
- ✓ Lengthened weighted average debt expiry to 3.6 years with no major refinancing needs until FY2017
- ✓ Interest rate risks minimised with 96.5% of exposure fixed for the next 3.5 years

Appendix



Overview of CIT

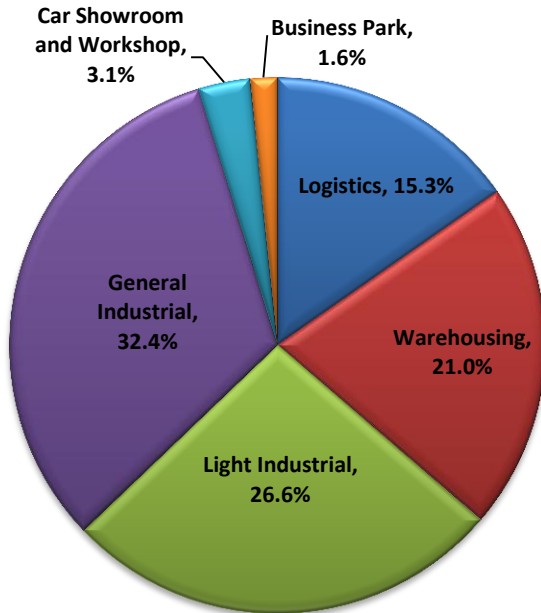
- ✓ IPO in July 2006
- ✓ Current Market Cap ~S\$882 million
- ✓ 51 Properties
- ✓ ~8.5 million sq ft GFA
- ✓ ~S\$1.4 billion Property Value
- ✓ 9.4 months of Security Deposits
- ✓ ~95.5% Occupancy Rate



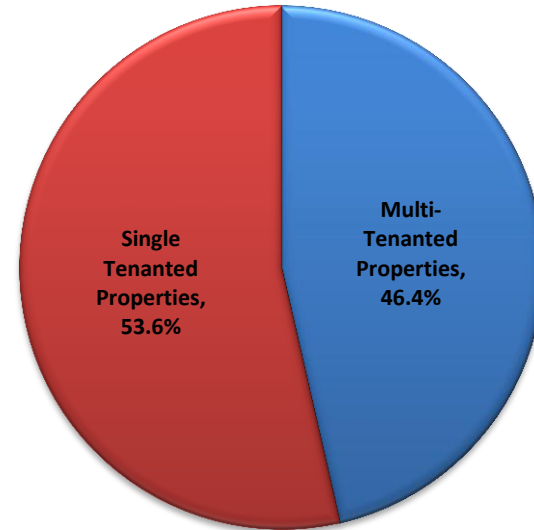
- Logistics
- General Industrial
- Warehouse
- Car Showroom & Workshop
- Light Industrial
- Business Park

Diversified Portfolio

Asset Class by Rental Income



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

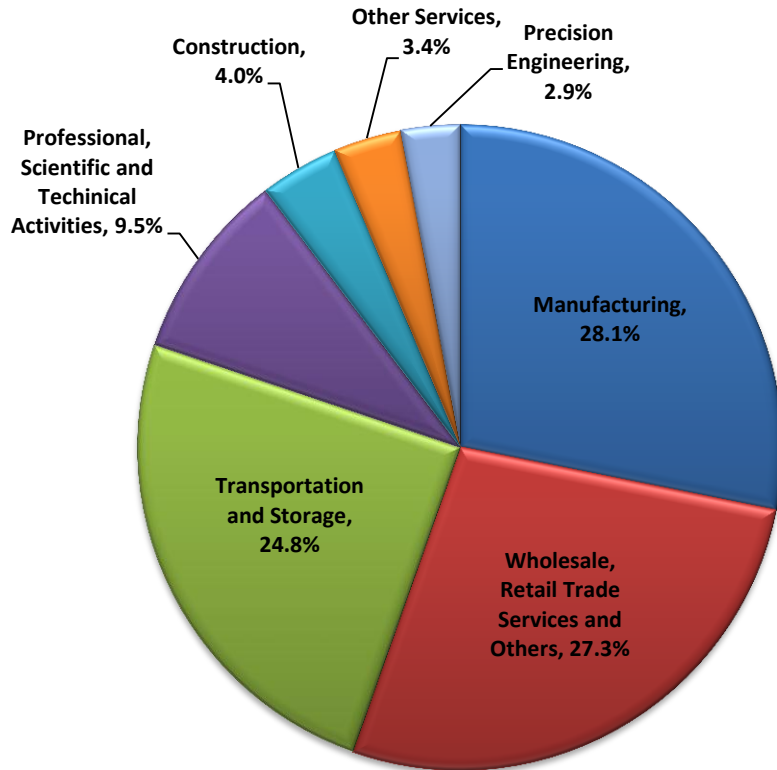


No of Properties	51
Property Value (\$ billion)	1.4
Total Portfolio GFA (million sq ft)	~8.5
Total Net Lettable Area (million sq ft)	~8.0
Portfolio Occupancy (%)	95.5
Total no. of Tenants	177

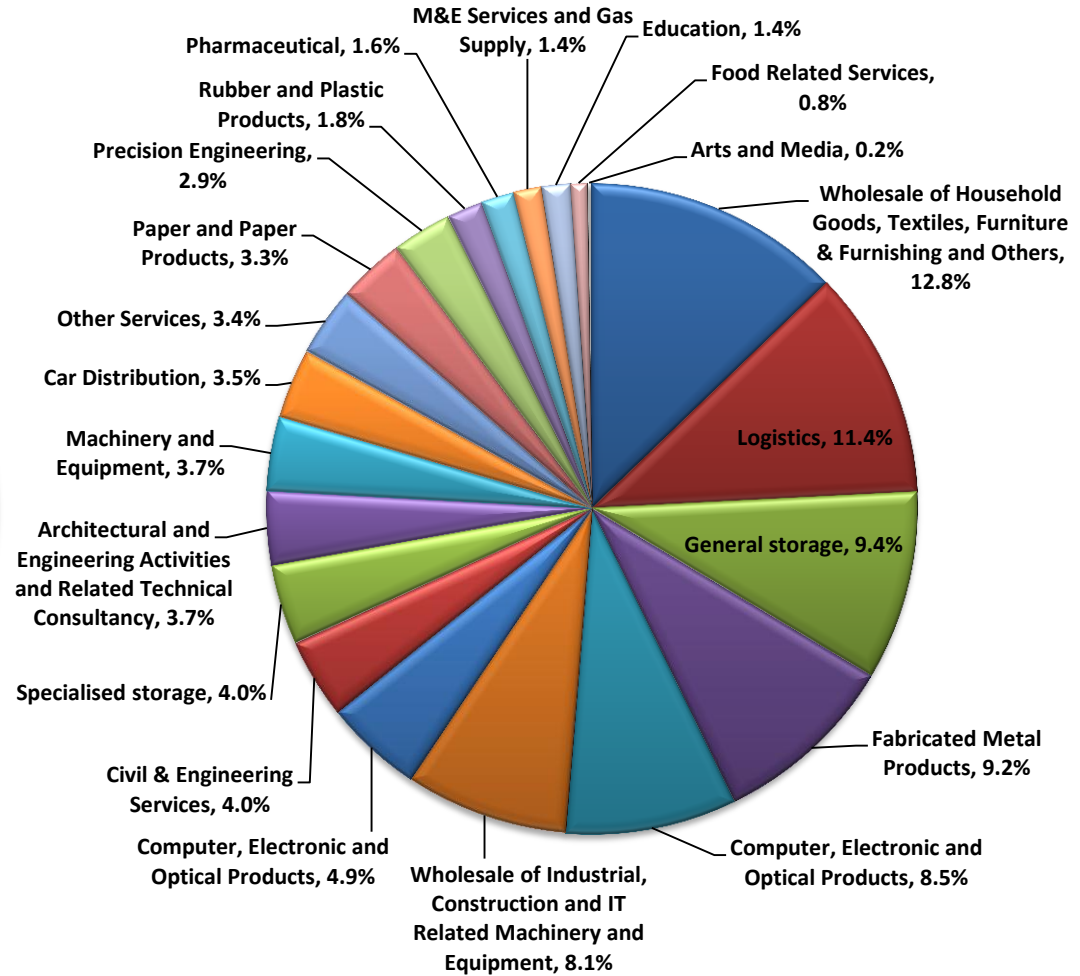
✓ Renewed approximately 497,600 sq ft of leases in 1H2015

Diversified Tenant Base and Trade Sector

Diversified Trade Sector



Diversified Quality Tenants



Distribution Timetable

Distribution Details	
Distribution Period	1 April 2015 to 30 June 2015
Distribution Rate	1.225 cents per unit comprising: (a) Taxable income: 1.150 cents per unit (b) Capital: 0.075 cents per unit
Distribution Reinvestment Plan (“DRP”)	2% Discount
Distribution Timetable	
Last Trading Day on a “Cum Distribution” Basis	28 July 2015
Ex-date	29 July 2015
Books Closure Date	31 July 2015
Fixing of Unit Price for DRP	3 August 2015
Distribution Payment Date	8 September 2015

Further Information

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