



# 3Q2013 Presentation Slides

1 November 2013

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# Highlights

# 3Q2013 Highlights

- ✓ DPU grew by 3.9% year-on-year to 1.251 cents, from 1.204 cents
- ✓ NAV per unit at 69.6 cents
- ✓ Proactive capital management
  - Refinanced S\$250 mil of debt facilities maturing in 1H2014
  - No major refinancing due until 2016; with ~86% of debt fixed
  - Strong balance sheet with gearing ratio of 27.9%<sup>(1)</sup>
- ✓ Portfolio's occupancy remains high at ~97%
- ✓ Acquisition of 30 Teban Gardens Crescent scheduled to complete in 4Q2013

*(1) Adjusted for debt repayment and refinancing completed in Oct 2013*



# Portfolio Updates

# Acquisition: Expected to Complete 30 Teban Gardens Crescent in 4Q2013

Total GFA: ~139,098 sq ft

Total GFA	~139,098 sq ft
Purchase Price	S\$41.0 mil <sup>(1)</sup>
Tenant	Eurosports Auto Pte Ltd (6 years)
Completion Date	Target 4Q2013

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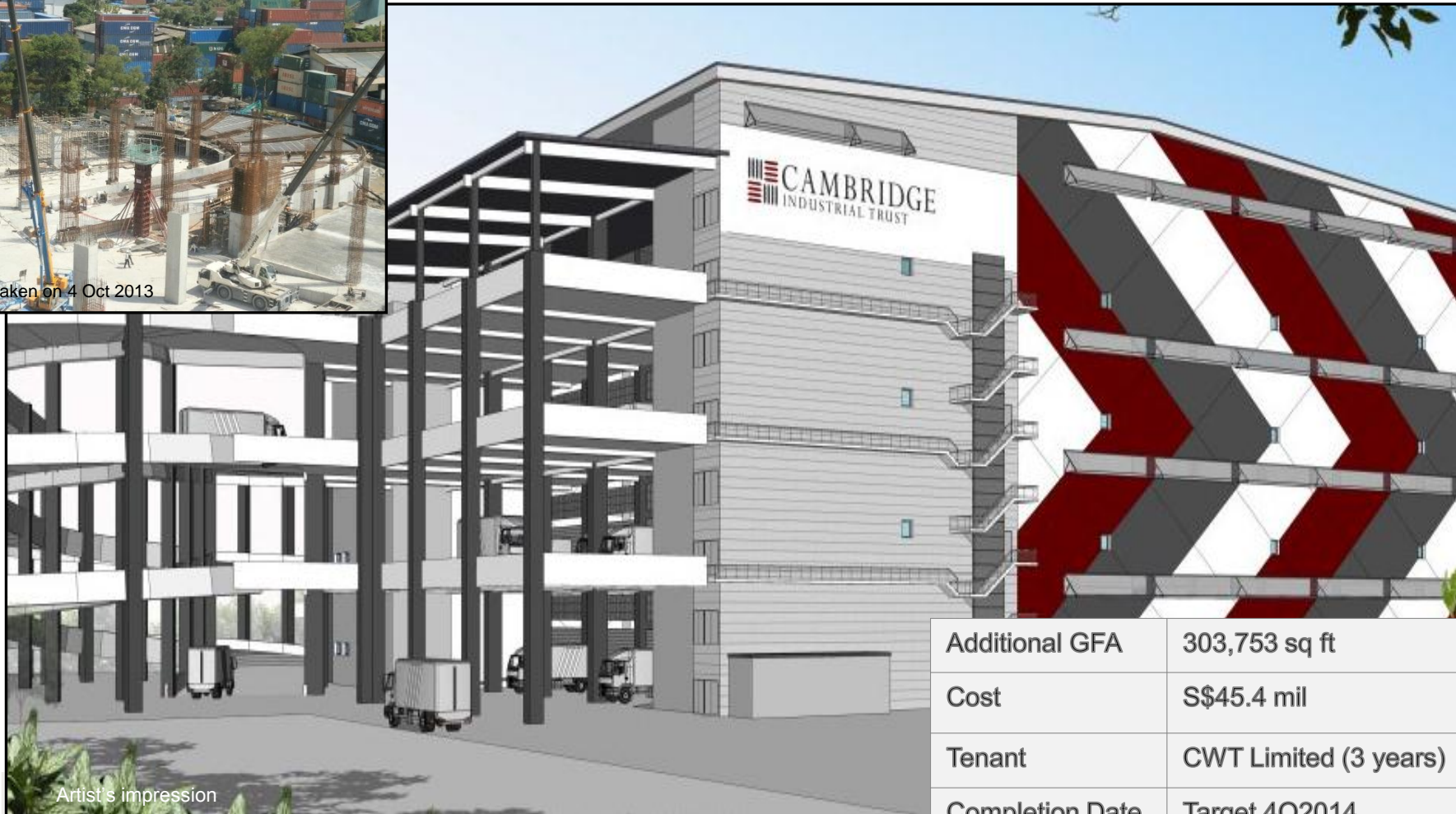
Artist's impression

(1) Excluding land premium



# AEI: Completed 22% of 3 Pioneer Sector 3

Plot Ratio Maximised from 0.8x to 1.4x, Bringing Total GFA to ~716,571 sq ft



Additional GFA	303,753 sq ft
Cost	S\$45.4 mil
Tenant	CWT Limited (3 years)
Completion Date	Target 4Q2014



# AEI: Commencing Work on 21B Senoko Loop in 4Q2013

Plot Ratio Maximised from 1.4x to 2.4x, Bringing Total GFA to 195,890 sq ft



Artist's impression



Additional GFA	98,788 sq ft
Cost	S\$12.8 mil
Tenant	Tellus Marine Engineering Pte Ltd (10 years)
Completion Date	Target 4Q2014

# Divestment: 3 Properties in 3Q2013



7 Gul Lane	
GFA	48,427 sq ft
Divestment Price	S\$8.5 mil
Book Value	S\$5.8 mil
Completion Date	Jul 2013



63 Hillview Avenue	
Total Strata Units	97
Divestment Price	S\$140.8 mil
Book Value	S\$110.0 mil
Completion Date	Sep 2013



23 Lor 8 Toa Payoh	
GFA	50,792 sq ft
Divestment Price	S\$18.4 mil
Book Value	S\$16.0 mil
Completion Date	Sep 2013

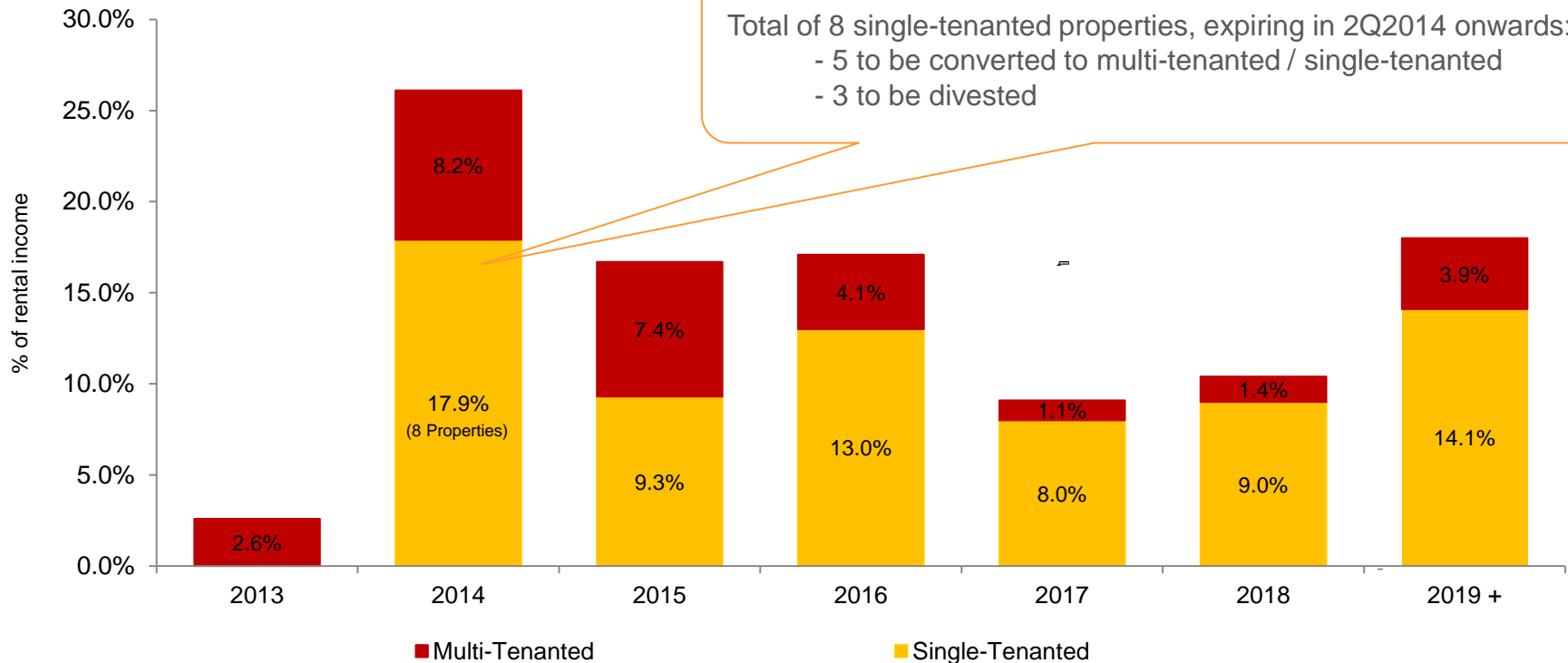




## Portfolio Details

# Renewal of Leases through Proactive Management

Renewed a Total of ~1 million sq ft of Leases YTD 3Q2013



	Weighted Average Lease to Expiry ("WALE") (years)	Average Security Deposits (months)
Total Portfolio	3.7	11.4



# Diversified Portfolio with Stable Rental



48 Properties with a Total GFA of ~7.7 mil sq ft and a Property Value of ~S\$1.2 bil

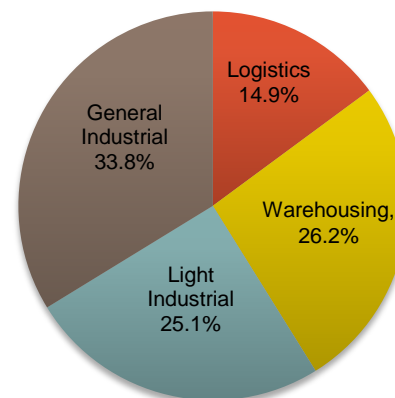
## Portfolio Details of Properties

Total number of Properties	48
Total Portfolio GFA (sq ft)	~7.7 mil
Net Lettable Area (sq ft)	~7.4 mil
Portfolio Occupancy (%)	~97
Total number of Tenants	133
Average Portfolio Rental <sup>(1)</sup> (psf per month)	S\$1.02
Land Tenure <sup>(2)</sup> (years)	37

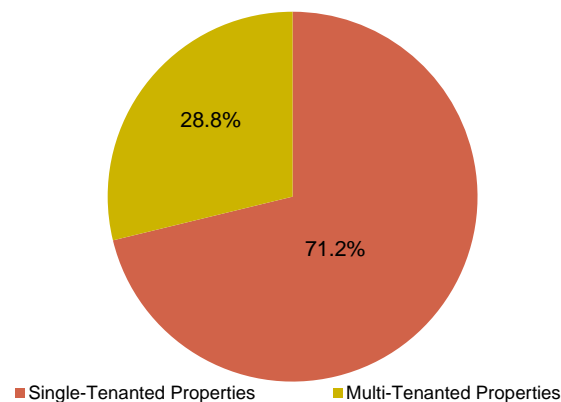
(1) Includes single-tenanted, multi-tenanted and reversionary properties

(2) The tenure of 30 + 30 years for 43 Tuas View Circuit is subject to JTC's confirmation

## Asset Class by Rental Income

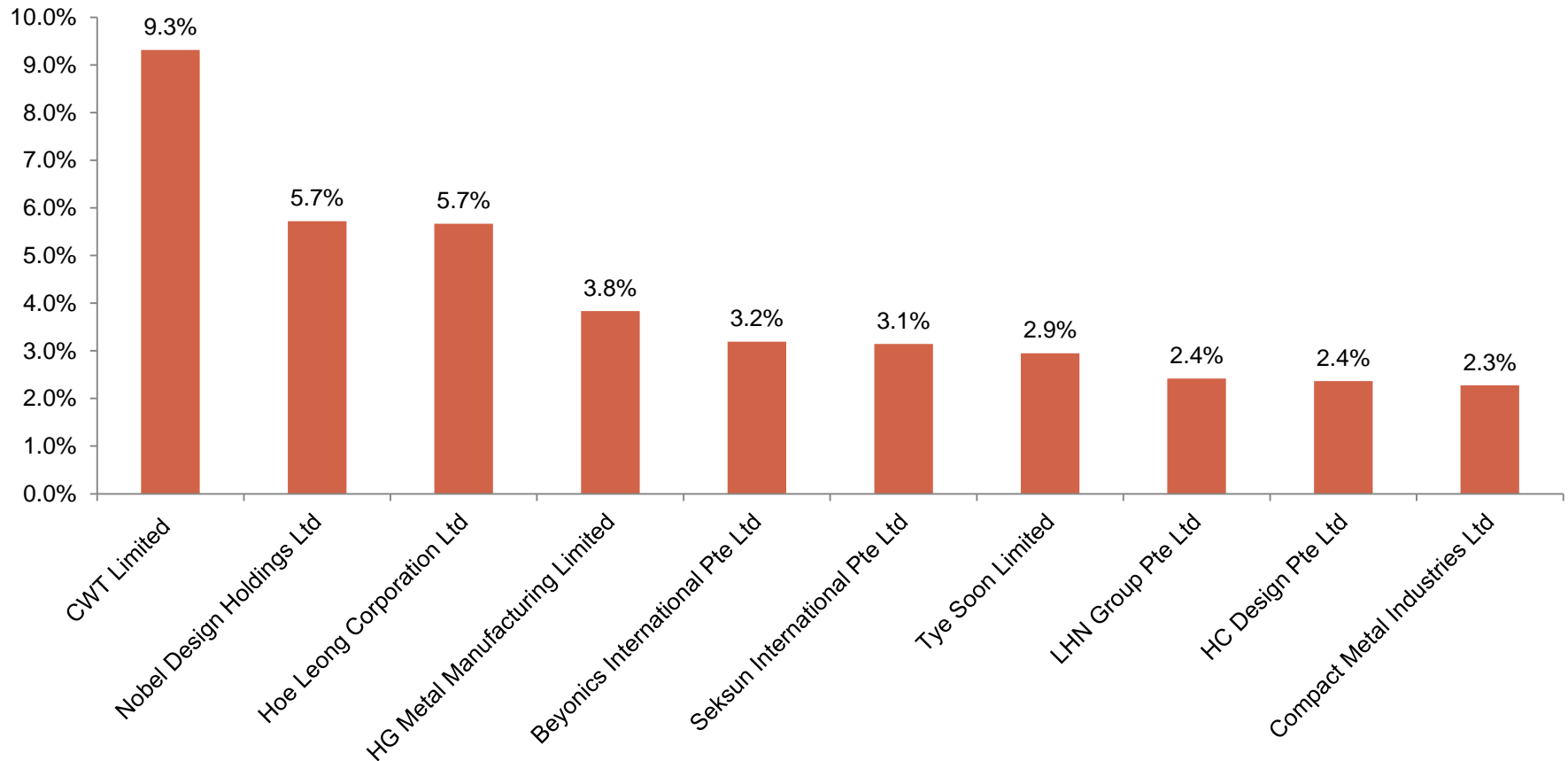


## Single vs Multi-Tenanted Properties by Rental Income



# Quality and Diversified Tenant Base

Top 10 Tenants Account for ~40.8% of Rental Income







## Financial Highlights

# 3Q2013 Financial Highlights

	3Q2013 (S\$ mil)	3Q2012 (S\$ mil)	Year-on-Year (%)
Gross Revenue	23.8	22.5	5.9 ↑
Net Property Income	19.3	19.2	0.8 ↑
Distributable Amount	15.4 <sup>(1)</sup>	14.5	6.0 ↑
Distribution Per Unit ("DPU") (cents)	1.251 <sup>(1)</sup>	1.204	3.9 ↑
Annualised DPU (cents)	4.963	4.790	3.6 ↑

(1) Distribution includes S\$1.2 million (0.101 cents per unit) from capital gains realised from the sale of investment properties in the prior years that have been confirmed by IRAS as capital gains to fund the reduction in income contribution from properties undergoing AEs including asset repositioning.

# Balance Sheet

	3Q2013 (S\$ mil)
Investment Properties	1,154.2
Investment Property under Development	8.5
Interest in Jointly-controlled Entity	16.7
Current Assets <sup>(1)</sup>	157.6
<b>Total Assets</b>	<b>1,337.0</b>
Borrowings (net of loan transaction costs)	426.2
Other Liabilities	53.4
<b>Total Liabilities</b>	<b>479.6</b>
<b>Net Assets</b>	<b>857.4</b>
No. of Units Issued (mil)	1,232.5
<b>NAV per Unit (cents)</b>	<b>69.6</b>

(1) Included in the current assets are cash and cash equivalents of S\$151.5 million. The divestment of 63 Hillview Avenue was completed on 27 Sep 2013 for S\$140.8 million. On 1 Oct 2013, S\$81.3 million was used to repay part of the Club Term Loan.



# Distribution Timetable



Distribution Details	
Distribution Period	1 Jul 2013 to 30 Sep 2013
Distribution Rate	1.251 cents per unit (1.150 taxable income, 0.101 capital gains)
Distribution Reinvestment Plan ("DRP")	2% Discount
Distribution Timetable	
Last Trading Day on a "Cum Distribution" Basis	Wednesday, 6 Nov 2013 (5.00 pm)
Ex-date	Thursday, 7 Nov 2013 (9.00 am)
Books Closure Date	Monday, 11 Nov 2013 (5.00 pm)
Fixing of Unit Price for DRP	Tuesday, 12 Nov 2013
<b>Distribution Payment Date</b>	<b>Tuesday, 17 Dec 2013</b>
<b>Listing of DRP Units</b>	<b>Wednesday, 18 Dec 2013</b>



# Capital and Risk Management

# Proactive Capital and Risk Management

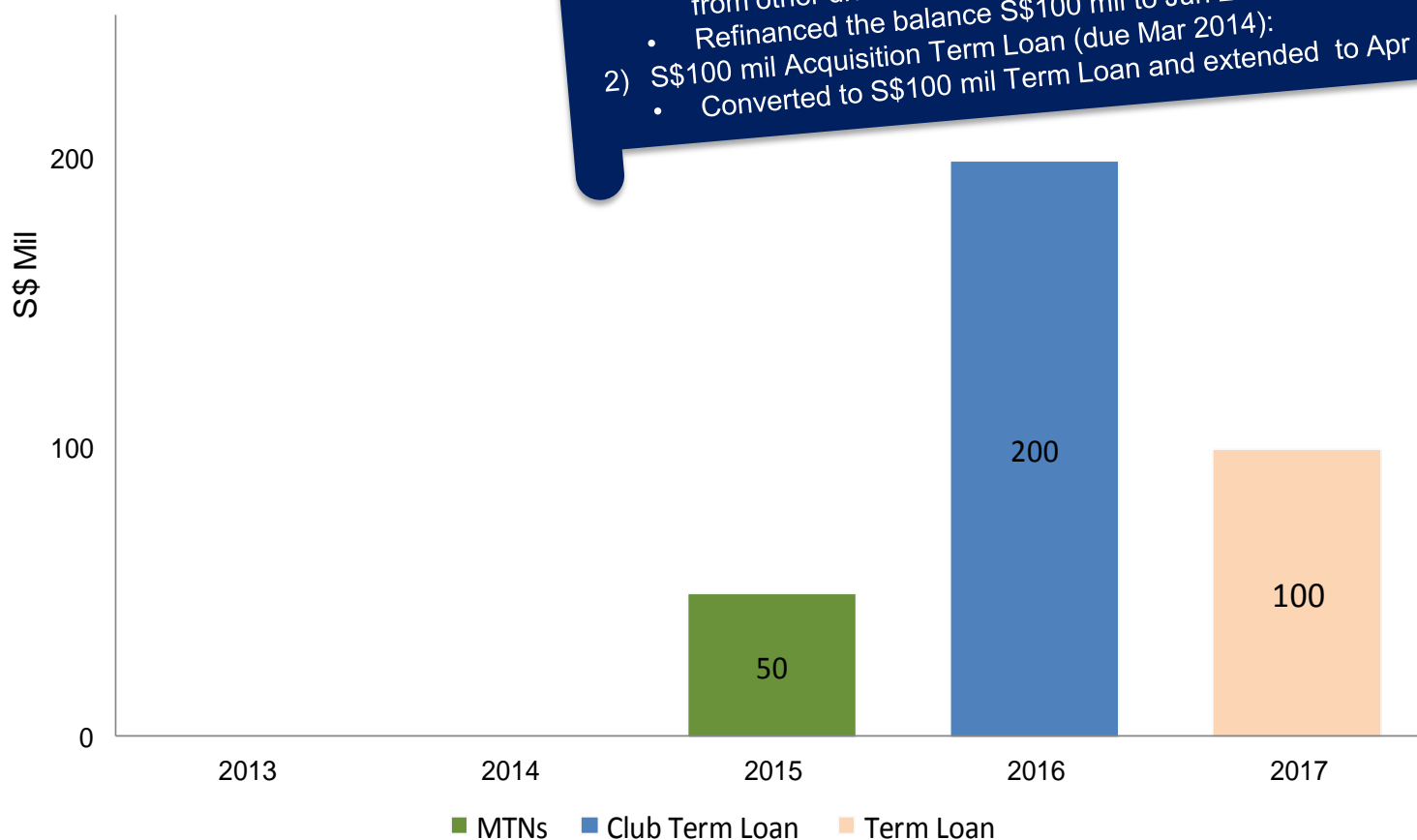
- ✓ Refinanced S\$250 mil of debt facilities maturing in 1H2014
- ✓ No major refinancing due until 2016; with ~86% of debt fixed
- ✓ Gearing ratio of 27.9% provides significant headroom for future acquisition opportunities and AEs
- ✓ All-in cost of debt reduced to 3.9%; Weighted Average Debt Expiry (WADE) extended to 2.7 years
- ✓ Value of unencumbered properties increased from S\$44.5 mil to S\$281.6 mil

*Note: The above figures have been adjusted for debt repayment and refinancing completed in Oct 2013*



# Post Refinancing...No Major Debt Due until 2016

As at 3Q2013<sup>(1)</sup>



## Refinanced:

- 1) S\$208 mil Club Term Loan (due Jun 2014):
  - Repaid S\$81.3 mil using 63 Hillview proceeds and S\$26.7 mil from other divestments
  - Refinanced the balance S\$100 mil to Jun 2016
- 2) S\$100 mil Acquisition Term Loan (due Mar 2014):
  - Converted to S\$100 mil Term Loan and extended to Apr 2017

# Balance Sheet Well Positioned to Pursue Growth Opportunities



	As at 2Q2013	As at 3Q2013 <sup>(1)</sup>
Total Debt (S\$ mil)	479.0	350.0
<b>Gearing Ratio (%)</b>	<b>35.8</b>	<b>27.9</b>
<b>All-in Cost (%)</b>	<b>4.0</b>	<b>3.9</b>
WADE (years)	1.4	2.7
<b>Unencumbered Properties (S\$ mil)</b>	<b>44.5</b>	<b>281.6</b>
Interest Exposure Fixed (%)	77.2	85.7

(1) Adjusted for debt repayment and refinancing completed in Oct 2013



Looking Ahead



# Focused Execution YTD 3Q2013; Moving into 4Q2013 and Beyond ...



## Focused Execution YTD 3Q2013

### Acquisition of Value Enhancing Assets

- ✓ Completed a total of 4 acquisitions, totalling S\$92.7 mil

### Active Asset Management

- ✓ Embarked on AEIs and development, totalling S\$58.2 mil
- ✓ Renewed all of 2013's leases

### Divestment of Non-core Assets

- ✓ Divested 2<sup>(1)</sup> non-core assets, totalling S\$26.9 mil
- ✓ Divested 63 Hillview Avenue for S\$140.8 mil, 28% above book

### Capital Management

- ✓ Deployed part of Hillview proceeds to retire debt
- ✓ Refinanced 2014's debt ahead of schedule
- ✓ Reduced cost of debt to 3.9%<sup>(2)</sup> from 4.0%

## Moving Forward

- Pursuing opportunistic acquisitions
- Continue to identify further properties for AEIs and redevelopment opportunities
- Proactive management of 2014 leases
- Continue to divest non-core assets for capital recycling
- No major financing until 2016
- Gearing ratio of 27.9%<sup>(2)</sup> provides significant headroom for future acquisition opportunities and AEIs

(1) Excludes 30 Tuas Road which is a compulsory acquisition by SLA

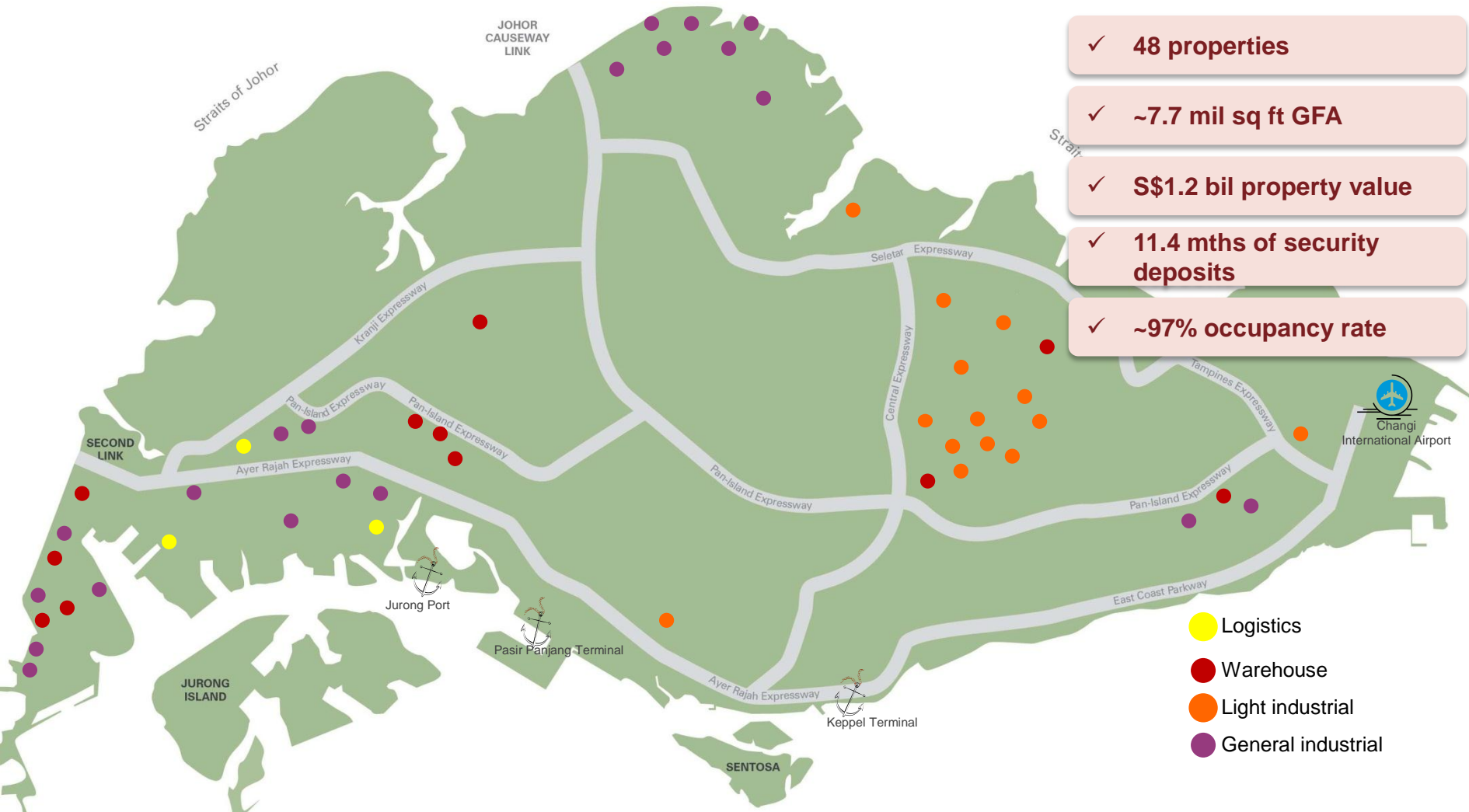
(2) Adjusted for debt repayment and refinancing completed in Oct 2013



# Appendix

# Overview of CIT

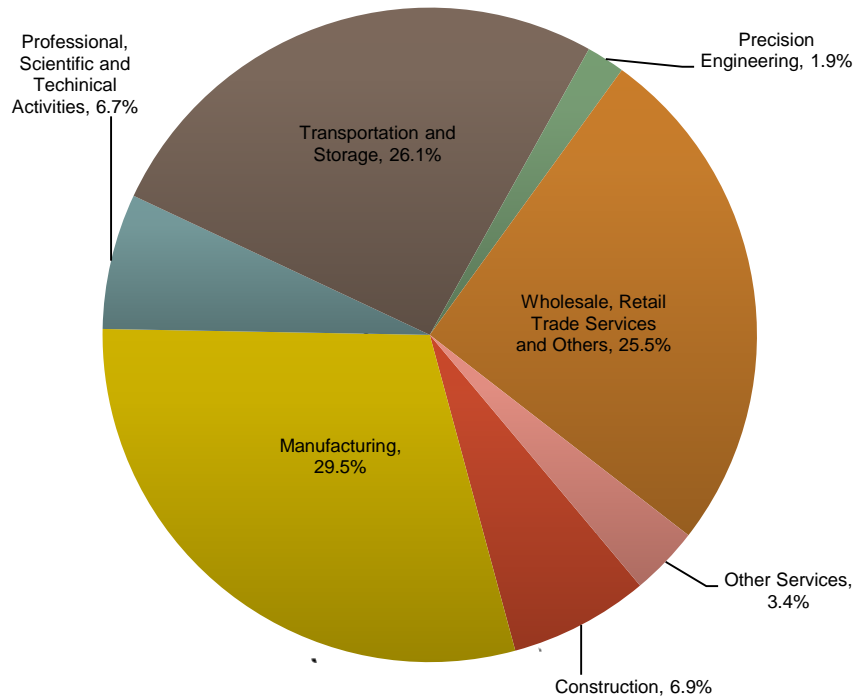
- IPO in Jul 2006 with Market Capitalisation of ~S\$825.8 mil as at 30 September 2013
- Quality Assets Located Close to Major Transportation Hubs & Key Industrial Zones Island-wide



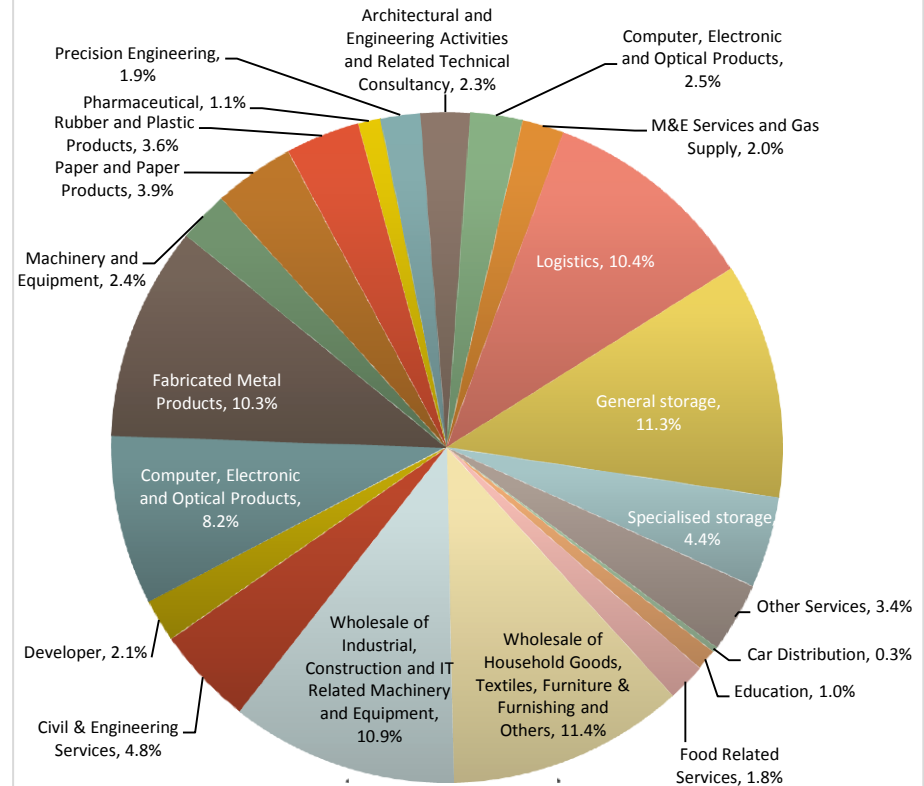


# Diversified Tenant Base and Trade Sector

## Diversified Trade Sector



## Diversified Quality Tenants



# YTD 3Q2013: Acquisitions, AEI/ Developments and Divestments



Acquisitions	GFA (sq ft)	Completion	Purchase Price (S\$ mil)
30 Teban Gardens Crescent	~139,098	Target 4Q2013	41.0 <sup>(1)</sup>
16 Tai Seng Street (Phase II)	40,403	Apr 2013	13.7
3 Tuas South Avenue 4	315,522	Mar 2013	15.0 <sup>(2)</sup>
54 Serangoon North Avenue 4	139,249	Mar 2013	21.0
15 Jurong Port Road	245,172	Jan 2013	43.0
<b>Total for 2013</b>	<b>879,444</b>		<b>133.7</b>

AEIs/Developments	Add'l GFA (sq ft)	Completion	Cost (S\$ mil)
21B Senoko Loop	98,788	Target 4Q2014	12.8
3 Pioneer Sector 3	303,753	Target 4Q2014	45.4
88 International Road	101,932	May 2013	16.4
4/6 Clementi Loop (Phase II)	110,957	Jan 2013	23.4
<b>Total for 2013</b>	<b>615,430</b>		<b>98.0</b>

Divestments	GFA (sq ft)	Completion	Gross Proceeds (S\$ mil)
63 Hillview Avenue	382,517 (strata area and inclusive of void area)	Sep 2013	140.8
23 Lorong 8 Toa Payoh	50,792	Sep 2013	18.4
7 Gul Lane	48,427	Jul 2013	8.5
30 Tuas Road <sup>(3)</sup>	571,189	Feb 2013	76.7
<b>Total for 2013</b>	<b>1,052,925</b>		<b>244.4</b>

(1) Excluding land premium

(2) CIT's share is equivalent to S\$9.0 million based on CIT's 60% interest in the jointly controlled entity, Cambridge SPV1 LLP

(3) Compulsory acquisition by SLA. Total amount includes: Collectors' Award: S\$72.4 million and Ex-gratia: S\$4.3 million

# Further Information

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