SIAS Corporate Profile Seminar
23 June 2012
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• Financial Highlights
• Portfolio Details
• Summary
Overview of CIT

28 Woodlands Loop
24 Jurong Port Road
130 Joo Seng Road
79 Tuas South St 5
Overview of CIT

- IPO in Mar ‘06 with market capitalisation\(^\wedge\) of ~S$650.0 mil
- 48 properties in Singapore
- Total NLA of 677,736 sq m
- Total property value of ~S$1.1 bil
- High occupancy rate of 98.6\%

\(^\wedge\) as at 22 Jun ‘12
Core Strategy for the Trust

- Active Asset Management
- Divestment of Non-core Assets
- Prudent Capital Management
- Acquisition of Yield Accretive Assets
Strong Unit Price Performance

CIT Unit Performance against Straits Times Index & FTSE REIT Index
(29 July 2011 to 21 June 2012)

CIT
Straits Times Index
FTSE REIT Index

Relative Performance (%)
Attractive Yield of ~8.6%

<table>
<thead>
<tr>
<th>CIT 1Q2012 Yield</th>
<th>CPF Ordinary Account</th>
<th>Singapore Government 10-Year Bond</th>
<th>Banks 12-month Fixed Deposits</th>
</tr>
</thead>
<tbody>
<tr>
<td>8.6%</td>
<td>2.5%</td>
<td>1.9%</td>
<td>0.3%</td>
</tr>
</tbody>
</table>

(1) Based on closing price of S$0.55 as at 18 June 2012 and annualised DPU of 4.710 cents for 1Q2012
(2) Prevailing CPF Ordinary Account interest rate from 1 Apr 2012 to 30 Jun 2012
(3) Based on MAS website (https://secure.sgs.gov.sg/fdanet/SgsBenchmarkIssuePrices.aspx)
(4) Based on average rates compiled from that quoted by 10 leading banks and finance companies, according to MAS website (https://secure.mas.gov.sg/msb/InterestRatesOfBanksAndFinanceCompanies.aspx)
Financial Highlights

28 Woodlands Loop
24 Jurong Port Road
130 Joo Seng Road
79 Tuas South St 5
Overview of 1Q2012 Performance

**DPU**
- **1Q2011:** 1.001
- **1Q2012:** 1.171
- **Increase:** 17.0%

**Gross Revenue**
- **1Q2011:** 19.3
- **1Q2012:** 20.9
- **Increase:** 8.2%

**Net Property Income**
- **1Q2011:** 16.6
- **1Q2012:** 18.0
- **Increase:** 8.4%
Stable Growth in DPU

DPU

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Cents</th>
</tr>
</thead>
<tbody>
<tr>
<td>1Q2011</td>
<td>1.001</td>
</tr>
<tr>
<td>2Q2011</td>
<td>1.036</td>
</tr>
<tr>
<td>3Q2011</td>
<td>1.082</td>
</tr>
<tr>
<td>4Q2011</td>
<td>1.118</td>
</tr>
<tr>
<td>1Q2012</td>
<td>1.171</td>
</tr>
</tbody>
</table>
## 1Q2012 Financial Highlights

<table>
<thead>
<tr>
<th></th>
<th>1Q2012 (S$ million)</th>
<th>1Q2011 (S$ million)</th>
<th>Y-o-Y (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Revenue</td>
<td>20.9</td>
<td>19.3</td>
<td>8.2</td>
</tr>
<tr>
<td>Net Property Income</td>
<td>18.0</td>
<td>16.6</td>
<td>8.4</td>
</tr>
<tr>
<td>Distributable Amount</td>
<td>13.9(^{(1)})</td>
<td>11.9</td>
<td>17.1</td>
</tr>
<tr>
<td>Distribution Per Unit (&quot;DPU&quot;) (cents)</td>
<td>1.171(^{(2)})</td>
<td>1.001</td>
<td>17.0</td>
</tr>
<tr>
<td>Annualised DPU (cents)</td>
<td>4.710</td>
<td>4.060</td>
<td>16.0</td>
</tr>
</tbody>
</table>

(1) Includes capital distribution of S$0.6 million from the divestment of properties.
(2) Includes capital distribution of 0.050 cents per unit from the divestment of properties.
## Key Financial Indicators

### Balance Sheet

<table>
<thead>
<tr>
<th></th>
<th>31 Mar 2012 (S$ million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Assets</td>
<td>1,160.2</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>424.0</td>
</tr>
<tr>
<td>Net Assets</td>
<td>736.2</td>
</tr>
<tr>
<td>NTA Per Unit (cents)</td>
<td>61.9</td>
</tr>
</tbody>
</table>

### Debt Profile

<table>
<thead>
<tr>
<th></th>
<th>31 Mar 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gearing ratio(^{(1)}) (%)</td>
<td>35.9</td>
</tr>
<tr>
<td>Interest cover ratio(^{(2)}) (times)</td>
<td>5.1</td>
</tr>
</tbody>
</table>

\(^{(1)}\) Aggregate gross borrowings divided by total assets.

\(^{(2)}\) Includes amortisation of upfront fees.
Debt Maturity Profile

Represents the drawn amount on the acquisition term loan facility of S$120.0 million.
Portfolio Details

28 Woodlands Loop
24 Jurong Port Road
130 Joo Seng Road
79 Tuas South St 5
Diversified Portfolio

Asset Class by Rental Income (as at 31 Mar 2012)

- Logistics, 38.2%
- Light Industrial, 28.3%
- Warehousing, 17.7%
- Industrial, 11.6%
- Self Storage and Warehousing, 2.5%
- Car Showroom and Workshop, 1.7%
Tenancy Mix as at 1Q2012

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

- Single Tenanted Properties: 80.0%
- Multi-Tenanted Properties: 20.0%

Weighted Average Lease to Expiry ("WALE") (years)
- Total Portfolio (46 properties): 3.2

Average Security Deposits (months)
- Total Portfolio (46 properties): 12.7

Top 10 Tenants Account for 50.0% Gross Rent
1. Acquisitions in 2012

25 Pioneer Crescent

- Gross Floor Area: ~ 76,003 sq ft
- Occupancy: 100%
- Purchase Price: S$15.3 million
# Acquisitions in 2012

<table>
<thead>
<tr>
<th>3C Toh Guan Road East</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Gross Floor Area</strong></td>
</tr>
<tr>
<td><strong>Occupancy</strong></td>
</tr>
<tr>
<td><strong>Purchase Price</strong></td>
</tr>
</tbody>
</table>
Acquisitions in 2012

16 Tai Seng Street

<table>
<thead>
<tr>
<th>Description</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Floor Area</td>
<td>~ 175,258 sq ft</td>
</tr>
<tr>
<td>Occupancy</td>
<td>100%</td>
</tr>
<tr>
<td>Purchase Price</td>
<td>S$59.25 million</td>
</tr>
</tbody>
</table>
Asset Enhancement Initiatives (AEIs)

- **30 Toh Guan Road**
  - Target completion in 4Q2012

- **88 International Road**
  - Target completion in 4Q2013

- **4 & 6 Clementi Loop**
  - Target completion in 4Q2012
Built-To-Suit (BTS) Projects

Peter’s Polyethylene Industries
Tuas View Circuit
Target completion in 3Q2012

Air Transport Training College
Seletar Aerospace Park
Target completion in 4Q2012

Work in progress – March 2012

Ground slab in progress – March 2012

Artist impression of Tuas View Circuit

Artist impression of Seletar Aerospace Park
Summary

28 Woodlands Loop
24 Jurong Port Road
130 Joo Seng Road
79 Tuas South St 5
Delivering Results

Active Asset Management
- High occupancy rate of ~98.6%
- AEI on track for 30 Toh Guan, 88 Int'l Rd, 4 & 6 Clementi Loop

Divestment of Non-core Assets
- Successful divestment of 7 Ubi Close
- Redeployment of capital into 25 Pioneer Crescent

Acquisition of Yield-Accretive Assets
- Completed acquisition of 25 Pioneer Crescent, 3C Toh Guan Rd & 16 Tai Seng for S$110.0 million
- BTS projects to be completed by 2H2012

Prudent Capital Management
- Diversified debt profile
- Gearing ratio of 35.9%
- Refinancing due in 2014 & beyond
Further Information

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