DELIVERING GROWTH
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2012 Highlights
FY2012 Key Highlights

- **Gross Revenue**
  - $89.0 million
  - Increased by 10.7% year-on-year

- **Net Property Income**
  - $76.2 million
  - Increased by 10.3% year-on-year

- **Distribution Per Unit**
  - 4.784 cents
  - Increased by 12.9% year-on-year

- **Total Assets**
  - $1.3 billion
  - Increased by 17.9% year-on-year

- **Occupancy Rate**
  - 99.2%
7 Quarters of DPU Growth
9 Acquisitions Totalling S$280.4 mil
Asset Enhancement Initiatives and Development Works
Divestments and Compulsory Acquisitions by SLA
## Focused Execution from 2009 – 2012

### Active Asset Management

<table>
<thead>
<tr>
<th>Year</th>
<th>Key Activities</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>• Embarked on an optimisation study to identify opportunities for plot ratio maximisation and AEIs</td>
</tr>
</tbody>
</table>
| 2010 | • Converted single tenants to multi tenants to maximise rental yields and capital value  
• Restructured leases to extend WALE |
| 2011 | • Major AEI: Tripled GFA by redeveloping and pre-securing tenant for 88 Int’l Rd |
| 2012 | • Renewed 618,000 sq ft of leases  
• Completed the AEIs for 30 Toh Guan Road and 4 & 6 Clementi Loop |

### Divestment of Non-core Assets

<table>
<thead>
<tr>
<th>Year</th>
<th>Key Activities</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>• Disposed one property and six Strata units</td>
</tr>
<tr>
<td>2010</td>
<td>• Disposed two properties and 78 Strata units; net proceeds used to reduce gearing level</td>
</tr>
<tr>
<td>2011</td>
<td>• Disposed 36 Strata units; net proceeds used to reduce gearing level</td>
</tr>
<tr>
<td>2012</td>
<td>• Disposed two properties: 6 Tuas Bay Walk and 7 Ubi Close</td>
</tr>
</tbody>
</table>

### Acquisition of Yield Accretive Assets

<table>
<thead>
<tr>
<th>Year</th>
<th>Key Activities</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>• Acquired three quality properties at a total cost of S$69.7 mil</td>
</tr>
</tbody>
</table>
| 2010 | • Embarked on two development projects  
• Acquired 3 quality properties at a total cost of S$60.9 mil |
| 2011 | • Acquired nine quality properties at a total cost of S$280.4(1) mil |

### Capital Management

<table>
<thead>
<tr>
<th>Year</th>
<th>Key Activities</th>
</tr>
</thead>
</table>
| 2009 | • Successful loan refinancing of S$390.1 mil in the midst of GFC  
• Sale proceeds used to reduce gearing |
| 2010 | • First SREIT to introduce DRP; take up rate of 10.0%  
• Established Acquisition Term Loan to help finance acquisitions |
| 2011 | • Smoothened the debt profile by refinancing the main term loan ahead of time  
• Hedged majority of floating rates |
| 2012 | • Established a MTN programme and RCF to diversify CIT’s debt profile  
• DRP take up rate of ~36.0% |

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(1) Based on CIT’s 60.0% interest in the joint venture for 3 Tuas South Ave 4 property, CIT’s share is equivalent to S$9.0 mil.
Overview of CIT

- IPO in Jul ‘06 with market capitalisation of ~$820.8 mil as at 31 Dec 2012
- Quality assets located close to major transportation hubs & key industrial zones island-wide

- 49 properties
- 720,813 sq m GFA
- $1.2 bil property value
- 12 mths of security deposits
- 99.2% occupancy rate

Logistics
Warehouse
Light industrial
General industrial
Car showroom & workshop

Legend:
- Green: Car showroom & workshop
- Brown: General industrial
- Grey: Light industrial
- Red: Logistics
- Yellow: Warehouse
Diversified Portfolio

49 properties with a total GFA of 720,813 sq m and a property value of ~S$1.2 bil

Diversified Trade Sector

- Wholesale, Retail Trade Services and Others, 26.8%
- Precision Engineering, 1.9%
- Transportation and Storage, 36.1%
- Manufacturing, 21.9%
- Construction, 8.8%
- Professional, Scientific and Technical Activities, 3.8%
- Other Services, 0.7%

Portfolio Details of Properties

- Total number of Properties: 49
- Total Portfolio GFA (sq m): 720,813
- Net Lettable Area (sq m): 702,648
- Portfolio Occupancy (%): 99.2
- Total number of Tenants: 149
- Average Security Deposits: 12 months
- Weighted Average Lease to Expiry ("WALE"): 3.3 years
Asset Class by Rental Income

- Logistics, 22.2%
- Warehousing, 23.4%
- General Industrial, 24.5%
- Light Industrial, 28.4%
- Car Showroom and Workshop, 1.5%
Diversified Tenant Base

Diversified quality tenants

- Logistics, 17.1%
- General storage, 12.7%
- Warehousing & Container Services, 4.3%
- Computer, Electronic and Optical Products, 9.4%
- Fabricated Metal Products, 6.5%
- Machinery and Equipment, 2.2%
- Paper and Paper Products, 1.6%
- Rubber and Plastic Products, 2.3%
- Precision Engineering, 1.9%
- Architectural and Engineering Activities and Related Technical Consultancy, 1.6%
- Computer, Electronic and Optical Products, 0.2%
- M&E Services and Gas Supply, 2.0%
- Food Related Services, 1.3%
- Education, 2.8%
- Car Distribution, 1.8%
- Other Services, 0.7%
- Specialised storage, 2.0%
- Wholesale of Industrial, Construction and IT Related Machinery and Equipment, 11.5%
- Wholesale of Household Goods, Textiles, Furniture & Furnishing and Others, 9.2%
- Civil & Engineering Services, 4.5%
- Developer, 4.4%
Performance of CIT’s Trust Index against the Benchmark Index

Impact of Cambridge’s Outperformance

Additional value of S$52 mil created above Benchmark Index return - performance fee of S$3.6m

Trust Index return: 54.2%
Benchmark Index return: 45.0%
Further Information

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