

(Constituted in the Republic of Singapore pursuant to a trust deed dated 31 March 2006 (as amended))

#### **SGX RELEASE**

# REQUEST FOR FURTHER INFORMATION BY SINGAPORE EXCHANGE SECURITIES TRADING LIMITED ("SGX-ST")

On 5 May 2011 SGX-ST requested that Cambridge Industrial Trust ("CIT") provide further information in relation to CIT's financial statement announcement for the first quarter ended 31 March 2011 (released via SGXNET on 28 April 2011).

SGX-ST has requested that its questions and CIT's corresponding responses be announced via SGXNET by the end of today. The questions and responses are set out below:-

## Question 1:

What is the proportion of space in the properties up for lease renewal from Q1FY10 to Q1FY11 in which the property manager marketed and secured leases, resulting in increased property manager's fees?

## Response:

To clarify, in the table below, the Manager has detailed the amount of vacant space leased up during the quarter, and what the leased up space represents as a percentage of the total portfolio area.

	1Q2011	1Q2010
Leases secured (NLA sq m) Average vacancy (NLA sq m) %	5,039 7,853 64.2%	- 1,033 -
Leases secured (NLA sq m) Portfolio (NLA sq m) %	5,039 638,085 0.8%	639,800

#### **Question 2:**

What was the average occupancy rate of the properties?

# **Response:**

The portfolio occupancy rate for 1Q2010 was 99.9% and for 1Q2011 was 98.8%.

## **Question 3:**

Please explain the increase in gross revenue of 3.8% whereas the assets under management increased by 7.5%.

## **Response:**

The increase in gross revenue has been explained in note (a) on page 3 of the financial statement announcement. Assets under management increased by 7.5% from 31 March 2010 to 31 March 2011 mainly due to property valuation increases totalling S\$48.3 million and an increase in cash of S\$11.5 million, both of which did not have an impact on revenues for 1Q2011.

**Chris Calvert** 

Chief Executive Officer and Executive Director

Cambridge Industrial Trust Management Limited (Company Registration No. 200512804G, Capital Markets Services Licence No. 100132-2) As Manager of Cambridge Industrial Trust

6 May 2011

For further enquiries, please contact:

Cambridge Industrial Trust Management Limited Mr David Mason Chief Financial Officer (65) 6827 9350 david.mason@cambridgeITM.com

# **About Cambridge Industrial Trust**

Cambridge Industrial Trust ("CIT"), publicly listed on the Singapore Exchange Securities Trading Limited on 25 July 2006, is Singapore's first independent industrial real estate investment trust (REIT).

CIT invests in quality income-producing industrial properties and has a diversified portfolio of 43 properties valued at S\$911.1 million (as at 31 March 2011), located across Singapore.

The Manager's objective is to provide unitholders with a stable and secure income stream through the successful implementation of the following strategies:

- prudent capital and risk management;
- proactive asset management; and
- value enhancing investments and disposal of non-core assets.

Cambridge Industrial Trust Management Limited, the Manager of CIT, is indirectly owned by three strategic sponsors namely National Australia Bank Group ("NAB") (56%), Oxley Group (24%) and Mitsui & Co., Ltd ("Mitsui") (20%). NAB, one of Australia's four largest banks, is an international financial services group that provides a comprehensive and integrated range of financial products and services. Oxley Group is an innovative private investment house specializing in real estate and private equity investments across Asia-Pacific. Mitsui is one of the largest corporate conglomerates in Japan and listed on the Tokyo Stock Exchange. It is also one of the largest publicly traded companies in the world. Mitsui also developed the Japan Logistics Fund Inc., a publicly listed REIT in Japan dedicated to investing in distribution facilities.

For further information on CIT, please visit http://www.cambridgeindustrialtrust.com/

#### **Important Notice**

The value of units in CIT ("Units") and the income derived from them may fall as well as rise. Units are not investments, liabilities or obligations of, or deposits in, Cambridge Industrial Trust Management Limited ("Manager"), RBC Dexia Trust Services Singapore Limited (in its capacity as trustee of CIT) ("Trustee"), or any of their respective related corporations and affiliates (including but not limited to National Australia Bank Limited, nablancest Capital Partners Pty Ltd, or other members of the National Australia Bank group) and their affiliates (individually and collectively "Affiliates"). An investment in Units is subject to equity investment risk, including the possible delays in repayment and loss of income or the principal amount invested. Neither CIT, the Manager, the Trustee nor any of the Affiliates guarantees the repayment of any principal amount invested, the performance of CIT, any particular rate of return from investing in CIT, or any taxation consequences of an investment in CIT. Any indication of CIT performance returns is historical and cannot be relied on as an indicator of future performance.

Investors have no right to request that the Manager redeem or purchase their Units while the Units are listed. It is intended that investors may only deal in their Units through trading on Singapore Exchange Securities Trading Limited (the "SGX-ST"). Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.

This release may contain forward-looking statements that involve assumptions, risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from similar developments, shifts in expected levels of occupancy or property rental income, changes in operating expenses (including employee wages, benefits and training costs), governmental and public policy changes and the continued availability of financing in amounts and on terms necessary to support future CIT business. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the Manager's current view of future events.

This release is for informational purposes only and does not have regard to your specific investment objectives, financial situation or your particular needs. Any information contained in this release is not to be construed as investment or financial advice, and does not constitute an offer or an invitation to invest in CIT or any investment or product of or to subscribe to any services offered by the Manager, the Trustee or any of the Affiliates.