Macquarie ASEAN Conference
26 August 2014
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This material shall be read in conjunction with CIT's financial statements for the financial period ended 30 Jun 2014.

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Contents

- Highlights
- Portfolio Updates
- Portfolio Highlights
- Financial & Capital Management
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Highlights

**Portfolio Management**
- Acquired 12 Ang Mo Kio Street 65 for S$39.8 million, target to complete in 3Q2014.
- Completed 2 acquisitions totalling S$73.0 million in 1H2014
- Completed 3 Pioneer Sector 3 ahead of schedule; 4 ongoing AEIs to be completed in the coming months
- Renewed ~1.3 million sq ft of leases in 1H2014, representing 16.0% of our portfolio GFA
- Occupancy remains high at 97.0%

**Financial and Capital Management**
- 2Q2014 DPU at 1.251 cents, a 0.9% increase year-on-year
- 1H2014 gross revenue grew 3.4% year-on-year on a like-for-like basis
- Issued 6-year MTN of S$30.0 million at 4.1% p.a.
Portfolio Updates
Acquired 12 Ang Mo Kio Street 65 for S$39.8 million

<table>
<thead>
<tr>
<th>Location</th>
<th>Central-northern part of Singapore and easily accessible via Central Expressway and Seletar Expressway</th>
</tr>
</thead>
<tbody>
<tr>
<td>Description</td>
<td>A 6-storey purpose-built light industrial building</td>
</tr>
<tr>
<td>Total GFA</td>
<td>180,424 sq ft</td>
</tr>
<tr>
<td>Purchase Price</td>
<td>S$39.8 million</td>
</tr>
<tr>
<td>Tenant</td>
<td>Multi-tenanted</td>
</tr>
<tr>
<td>Completion Date</td>
<td>Target 3Q2014</td>
</tr>
</tbody>
</table>
# 2 Acquisitions Totalling S$73.0 Million Completed in 1H2014

## 30 Teban Gardens Crescent

<table>
<thead>
<tr>
<th>Description</th>
<th>A 3-storey industrial building with a single-storey factory cum car showroom and a new 2-storey showroom with ancillary office annex block</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total GFA</td>
<td>~139,525 sq ft</td>
</tr>
<tr>
<td>Purchase Price</td>
<td>S$41.0 million(^{(1)})</td>
</tr>
<tr>
<td>Tenant</td>
<td>EuroSports Auto Pte Ltd (6 years)</td>
</tr>
<tr>
<td>Completion Date</td>
<td>17 Mar 2014</td>
</tr>
<tr>
<td>Yield on cost</td>
<td>8.3%</td>
</tr>
</tbody>
</table>

\(^{(1)}\) Excludes land premium

## 11 Chang Charn Road

<table>
<thead>
<tr>
<th>Description</th>
<th>A 6-storey light industrial building</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total GFA</td>
<td>~97,542 sq ft</td>
</tr>
<tr>
<td>Purchase Price</td>
<td>S$32.0 million</td>
</tr>
<tr>
<td>Tenant</td>
<td>Multi-tenanted</td>
</tr>
<tr>
<td>Completion Date</td>
<td>31 Mar 2014</td>
</tr>
</tbody>
</table>
AEI for 3 Pioneer Sector 3 Completed Ahead of Schedule

3 Pioneer Sector 3 (Phase I)

<table>
<thead>
<tr>
<th>Additional GFA</th>
<th>315,350 sq ft</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost</td>
<td>S$44.4 million</td>
</tr>
<tr>
<td>Tenant</td>
<td>CWT Limited (3 years)</td>
</tr>
<tr>
<td>Land Tenure</td>
<td>36 years</td>
</tr>
<tr>
<td>Completion Date</td>
<td>June 2014</td>
</tr>
<tr>
<td>Yield on cost</td>
<td>9.4%</td>
</tr>
</tbody>
</table>
## 4 Ongoing AEIs in 2014

### 3 Pioneer Sector 3 (Phase II)

**Description**
Connect the new ramp-up warehouse with the existing building, upgrade the building facade and facilities

**Total GFA**
716,570 sq ft

**Cost**
S$12.4 million

**Completion Date**
Target 1Q2015

*Artist impression upon completion on Phase II AEI*
## 4 Ongoing AEIs in 2014

### 30 Toh Guan Road

<table>
<thead>
<tr>
<th>Description</th>
<th>Building façade and level 1 lobby upgrade</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total GFA</td>
<td>~332,000 sq ft</td>
</tr>
<tr>
<td>Cost</td>
<td>S$2.3 million</td>
</tr>
<tr>
<td>Tenant</td>
<td>Multi-tenanted</td>
</tr>
<tr>
<td>Completion Date</td>
<td>Target 3Q2014</td>
</tr>
</tbody>
</table>

### 21B Senoko Loop

<table>
<thead>
<tr>
<th>Description</th>
<th>Construction of a 4-level warehouse with a basement</th>
</tr>
</thead>
<tbody>
<tr>
<td>Additional GFA</td>
<td>~98,788 sq ft</td>
</tr>
<tr>
<td>Total GFA</td>
<td>195,890 sq ft</td>
</tr>
<tr>
<td>Cost</td>
<td>~S$12.8 million</td>
</tr>
<tr>
<td>Tenant</td>
<td>Tellus Marine Engineering Pte Ltd (10 years)</td>
</tr>
<tr>
<td>Completion Date</td>
<td>Target 4Q2014</td>
</tr>
</tbody>
</table>

### 31 Changi South Avenue 2

<table>
<thead>
<tr>
<th>Description</th>
<th>Additional of a production area and a cargo lift</th>
</tr>
</thead>
<tbody>
<tr>
<td>Additional GFA</td>
<td>~9,242 sq ft</td>
</tr>
<tr>
<td>Total GFA</td>
<td>59,886 sq ft</td>
</tr>
<tr>
<td>Cost</td>
<td>~S$1.6 million</td>
</tr>
<tr>
<td>Tenant</td>
<td>Presscrete Engineering Pte Ltd (5 years lease extension from 2017)</td>
</tr>
<tr>
<td>Completion Date</td>
<td>Target 1Q2015</td>
</tr>
</tbody>
</table>
Portfolio Highlights
Proactive Management of Our Leases

Renewed approximately 1.3 million sq ft of space in 1H2014

Remaining 2 single-tenanted properties expiring in 2014 to be converted to multi-tenanted

As at 31 Jul 2014

Weighted Average Lease Expiry (WALE): 3.9 years
Average Security Deposit: 10.3 months
Quality and Diversified Tenant Base

Top 10 Tenants Account for ~40.5% of Rental Income

As at 31 Jul 2014
## Properties Valuation

<table>
<thead>
<tr>
<th>Asset Class</th>
<th>No. of Properties as at 30 Jun 2014</th>
<th>Valuation as at 30 Jun 2014 (S$ mil)</th>
<th>Weighted Average Capitalisation Rate (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Logistics</td>
<td>3</td>
<td>202.0</td>
<td>6.9</td>
</tr>
<tr>
<td>Warehousing</td>
<td>10</td>
<td>294.4</td>
<td>6.8</td>
</tr>
<tr>
<td>Light Industrial</td>
<td>14</td>
<td>330.9</td>
<td>6.5</td>
</tr>
<tr>
<td>General Industrial</td>
<td>20</td>
<td>413.0(1)</td>
<td>6.7</td>
</tr>
<tr>
<td>Car Showroom and Workshop</td>
<td>1</td>
<td>41.0</td>
<td>6.8</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>48</strong></td>
<td><strong>1,281.3</strong></td>
<td><strong>6.7</strong></td>
</tr>
</tbody>
</table>

Average capitalisation as at 31 December 2013 was 6.8%
On a like-for-like basis, the property valuations decreased by approximately 0.2%

(1) Includes CIT’s 60% interest in the value of the 3 Tuas South Avenue 4 property of S$22.8 million, held by Cambridge SPV LLP
Financial Highlights and Capital Management
## 2Q2014 Financial Highlights

<table>
<thead>
<tr>
<th></th>
<th>2Q2014 (S$ mil)</th>
<th>2Q2013 (S$ mil)</th>
<th>YoY (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Gross Revenue</strong>&lt;sup&gt;(1)&lt;/sup&gt;</td>
<td>24.6</td>
<td>24.6</td>
<td>N.A.</td>
</tr>
<tr>
<td><strong>Net Property Income</strong>&lt;sup&gt;(1)&lt;/sup&gt;</td>
<td>19.7&lt;sup&gt;(2)&lt;/sup&gt;</td>
<td>20.8</td>
<td>5.6</td>
</tr>
<tr>
<td><strong>Distributable Amount</strong></td>
<td>15.7&lt;sup&gt;(3)&lt;/sup&gt;</td>
<td>15.3</td>
<td>3.0</td>
</tr>
<tr>
<td><strong>Distribution Per Unit</strong> (*&quot;DPU&quot;) (cents)**</td>
<td>1.251&lt;sup&gt;(3)&lt;/sup&gt;</td>
<td>1.240</td>
<td>0.9</td>
</tr>
<tr>
<td><strong>Annualised DPU (cents)</strong></td>
<td>5.018</td>
<td>4.974</td>
<td>0.9</td>
</tr>
</tbody>
</table>

(1) Includes straight line rent adjustment of S$0.2 million for 2Q2014 and S$0.8 million for 2Q2013

(2) Due to higher property expenses from increased number of multi-tenanted properties from six to 13 since 2Q2013 and divestment of properties

(3) Includes capital gains and capital distributions as follows:

(i) S$1.2 million (0.093 cents per unit) from capital gains realised from the sale of investment properties in the prior years that have been confirmed by the IRAS as capital gains (2Q2013: S$1.1 million; 0.095 cents);

(ii) S$1.7 million (0.134 cents per unit) from capital to fund the performance fees payable in cash (2Q2013: S$13.9 million; 1.127 cents)

Gross revenue increased 0.7% year-on-year on a like-for-like basis
# 1H2014 Financial Highlights

<table>
<thead>
<tr>
<th></th>
<th>1H2014 (S$ mil)</th>
<th>1H2013 (S$ mil)</th>
<th>YoY (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Revenue(1)</td>
<td>48.1</td>
<td>49.4</td>
<td>2.5</td>
</tr>
<tr>
<td>Net Property Income(1)</td>
<td>38.6</td>
<td>42.2</td>
<td>8.4</td>
</tr>
<tr>
<td>Distributable Amount</td>
<td>31.3(2)</td>
<td>30.4</td>
<td>3.1</td>
</tr>
<tr>
<td>Distribution Per Unit (“DPU”) (cents)</td>
<td>2.502(2)</td>
<td>2.474</td>
<td>1.1</td>
</tr>
<tr>
<td>Annualised DPU (cents)</td>
<td>5.045</td>
<td>4.989</td>
<td>1.1</td>
</tr>
</tbody>
</table>

(1) Includes straight line rent adjustment of S$0.2 million for 1H2014 and S$1.6 million for 1H2013
(2) Includes capital gains and capital distributions as follows:
   (i) S$2.5 million (0.201 cents per unit) from capital gains realised from the sale of investment properties in the prior years that have been confirmed by the IRAS as capital gains (1H2013: S$1.4 million; 0.119 cents);
   (ii) S$1.7 million (0.134 cents per unit) from capital to fund the performance fees payable in cash (1H2013: S$13.9 million; 1.127 cents)

Gross revenue increased 3.4% year-on-year on a like-for-like basis.
## Balance Sheet

<table>
<thead>
<tr>
<th></th>
<th>2Q2014 (S$ mil)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investment Properties</td>
<td>1,248.8</td>
</tr>
<tr>
<td>Properties under Development</td>
<td>9.7</td>
</tr>
<tr>
<td>Interest in Jointly-controlled Entity</td>
<td>16.4</td>
</tr>
<tr>
<td>Current Assets</td>
<td>35.1</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>1,310.0</strong></td>
</tr>
<tr>
<td>Borrowings (net of loan transaction costs)</td>
<td>414.1</td>
</tr>
<tr>
<td>Other Liabilities</td>
<td>35.8</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>449.9</strong></td>
</tr>
<tr>
<td><strong>Net Assets</strong></td>
<td><strong>860.1</strong></td>
</tr>
<tr>
<td>No. of Units Issued (mil)</td>
<td>1,255.5</td>
</tr>
<tr>
<td>NAV Per Unit (cents)</td>
<td>68.5</td>
</tr>
</tbody>
</table>
Well Positioned to Pursue Growth Opportunities

<table>
<thead>
<tr>
<th>2Q2014</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Debt (S$ mil)</td>
<td>419.6</td>
</tr>
<tr>
<td>Gearing Ratio (%)</td>
<td>32.0</td>
</tr>
<tr>
<td>All-in Cost (%)</td>
<td>3.6</td>
</tr>
<tr>
<td>Weighted Average Debt Expiry (years)</td>
<td>2.3</td>
</tr>
<tr>
<td>Unencumbered Properties (S$ mil)</td>
<td>333.0</td>
</tr>
<tr>
<td>Interest Rate Exposure Fixed (%)</td>
<td>78.7</td>
</tr>
<tr>
<td>Available Undrawn Facilities (S$ mil)</td>
<td>50.4</td>
</tr>
</tbody>
</table>

Issued 6-year MTN at 4.1% p.a.
CIT’s Trust Index Outperformed the Benchmark Index in 1H2014

Outperformance of 2.27% created additional value equivalent to S$20.2 mil; The Manager is entitled to a performance fee of ~S$1.68 mil.

Calculation for 1H2014 performance fee:
Tier 1 fee: Outperformance x 5% x Market Capitalisation = 2.27% x 5% x market cap of S$952.7 mil = S$1.08 mil
Tier 2 fee: (Outperformance -1%) x 5% x Market Capitalisation = 1.27% x 5% x market cap of S$952.7 mil = S$0.60 mil
Total: = S$1.68 mil

Outperformance Measurement
CIT TRI = 232.79/203.02 = 14.66%
BM TRI = 188.16/167.41 = 12.39%
Outperformance = 14.66% - 12.39% = 2.27%

<table>
<thead>
<tr>
<th>Performance Fee Calculations</th>
<th>IPO</th>
<th>30-Jun-12</th>
<th>31-Dec-12</th>
<th>30-Jun-13</th>
<th>30-Jun-14</th>
</tr>
</thead>
<tbody>
<tr>
<td>CIT Index</td>
<td>100</td>
<td>148.86</td>
<td>183.11</td>
<td>203.02</td>
<td>232.79</td>
</tr>
<tr>
<td>Benchmark Index</td>
<td>100</td>
<td>148.13</td>
<td>178.06</td>
<td>167.41</td>
<td>188.16</td>
</tr>
<tr>
<td>Outperformance</td>
<td>0.00%</td>
<td>0.73%</td>
<td>2.80%</td>
<td>16.86%</td>
<td>2.27%</td>
</tr>
</tbody>
</table>
Strategy
Strategy Update

1) Pro-active asset management
   ✓ Maximise under-utilised plot ratio, close to 20% of GFA

2) Divestment of non-core properties
   ✓ Ensure relevance of portfolio’s quality

3) Acquisition of value-enhancing properties
   I. Singapore
      ✓ Maintain a Singapore focus

   II. Other markets within CIT’s Pan-Asia mandate
       ✓ Countries with low sovereign risk ratings and high transparency
       ✓ Developed key industrial markets
       ✓ Initial focus on Australia, Japan, Malaysia

4) Prudent capital and risk management
   ✓ Target gearing between 30% to 40%
Appendix
Overview of CIT

- IPO in Jul 2006 with Market Capitalisation of ~S$970 mil as at 30 June 2014
- Quality Assets Located Close to Major Transportation Hubs & Key Industrial Zones Island-wide

- 48 properties
- ~8.1 mil sq ft GFA
- S$1.3 bil property value
- 10.9 mths of security deposits
- ~97.0% occupancy rate
### Diversified Portfolio

**Asset Class by Rental Income**

- General Industrial, 30.8%
- Logistics, 17.7%
- Warehousing, 22.5%
- Light Industrial, 25.7%
- Car Showroom and Workshop, 3.3%

**Single-Tenanted vs Multi-Tenanted Properties**

- Multi-Tenanted Properties, 33.8%
- Single Tenanted Properties, 66.2%

**Key Figures**

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>No of Properties</td>
<td>48</td>
</tr>
<tr>
<td>Property value</td>
<td>S$1.3 billion</td>
</tr>
<tr>
<td>Total Portfolio GFA</td>
<td>~8.1 million sq ft</td>
</tr>
<tr>
<td>Total New Lettable Area</td>
<td>~7.7 million sq ft</td>
</tr>
<tr>
<td>Portfolio Occupancy</td>
<td>97%</td>
</tr>
<tr>
<td>Total no. of Tenants</td>
<td>151</td>
</tr>
</tbody>
</table>

- Renewed a total 1,087,309 sq ft of leases in 2Q2014
- Average 2.5% annual step-ups for single-tenanted properties
- Average portfolio rent of S$1.06 psf per month
Diversified Tenant Base and Trade Sector

Diversified Trade Sector

- Manufacturing, 26.8%
- Transportation and Storage, 27.8%
- Wholesale, Retail Trade Services & Others, 27.8%
- Construction, 5.9%
- Other Services, 3.2%
- Precision Engineering, 1.8%
- Professional, Scientific & Technical Activities, 6.7%
- Logistics, 13.5%
- Other Services, 3.2%
- General storage, 10.1%
- M&E Services & Gas Supply, 1.4%
- Food Related Services, 1.0%
- Education, 1.2%
- Car Distribution, 3.6%
- Specialised storage, 4.2%
- Wholesale of Industrial, Construction & IT Related Machinery & Equipment, 9.6%
- Fabricated Metal Products, 9.3%
- Architectural & Engineering Activities & Related Technical Consultancy, 2.1%
- Computer, Electronic & Optical Products, 3.3%
- Computer, Electronic & Optical Products, 3.3%
- Software, 7.8%
- Wholesale of Household Goods, Textiles, Furniture & Furnishing & Others, 12.1%
- Wholesale of Industrial Goods, 9.3%
- Machinery & Equipment, 2.3%
- M&E Services & Gas Supply, 1.4%
- Pharmaceutical, 1.0%
- Precision Engineering, 1.8%
- Paper & Paper Products, 3.5%
- Rubber & Plastic Products, 2.8%
- Developer, 1.9%
- Civil & Engineering Services, 4.0%
- Other Services, 3.2%
- Car Distribution, 3.6%
- Logistics, 13.5%
- General storage, 10.1%
- Specialised storage, 4.2%
- Food Related Services, 1.0%
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- Wholesale of Industrial Goods, 9.3%
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- Pharmaceutical, 1.0%
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- Wholesale of Industrial Goods, 9.3%
- Machinery & Equipment, 2.3%
- M&E Services & Gas Supply, 1.4%
- Pharmaceutical, 1.0%
- Precision Engineering, 1.8%
- Paper & Paper Products, 3.5%
- Rubber & Plastic Products, 2.8%
- Developer, 1.9%
- Civil & Engineering Services, 4.0%
- Other Services, 3.2%
- Car Distribution, 3.6%
- Logistics, 13.5%
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- Specialised storage, 4.2%
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- Wholesale of Industrial Goods, 9.3%
- Machinery & Equipment, 2.3%
- M&E Services & Gas Supply, 1.4%
- Pharmaceutical, 1.0%
- Precision Engineering, 1.8%
- Paper & Paper Products, 3.5%
- Rubber & Plastic Products, 2.8%
- Developer, 1.9%
- Civil & Engineering Services, 4.0%
- Other Services, 3.2%
- Car Distribution, 3.6%
- Logistics, 13.5%
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- Specialised storage, 4.2%
- Food Related Services, 1.0%
- Education, 1.2%
- Car Distribution, 3.6%
- Specialised storage, 4.2%
- Wholesale of Household Goods, Textiles, Furniture & Furnishing & Others, 12.1%
- Wholesale of Industrial, Construction & IT Related Machinery & Equipment, 9.6%
- Fabricated Metal Products, 9.3%
- Architectural & Engineering Activities & Related Technical Consultancy, 2.1%
- Computer, Electronic & Optical Products, 3.3%
- Computer, Electronic & Optical Products, 3.3%
- Software, 7.8%
- Wholesale of Household Goods, Textiles, Furniture & Furnishing & Others, 12.1%
- Wholesale of Industrial Goods, 9.3%
- Machinery & Equipment, 2.3%
- M&E Services & Gas Supply, 1.4%
- Pharmaceutical, 1.0%
- Precision Engineering, 1.8%
- Paper & Paper Products, 3.5%
- Rubber & Plastic Products, 2.8%
- Developer, 1.9%
- Civil & Engineering Services, 4.0%
- Other Services, 3.2%
- Car Distribution, 3.6%
- Logistics, 13.5%
- General storage, 10.1%
- Specialised storage, 4.2%
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# YTD2014 Acquisitions / AEI Summary

<table>
<thead>
<tr>
<th>Acquisitions</th>
<th>GFA (sq ft)</th>
<th>Completion</th>
<th>Cost (S$ mil)</th>
</tr>
</thead>
<tbody>
<tr>
<td>30 Teban Gardens Crescent</td>
<td>~139,525</td>
<td>17 Mar 2014</td>
<td>41.0</td>
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<tr>
<td>11 Chang Charn Road</td>
<td>~97,542</td>
<td>31 Mar 2014</td>
<td>32.0</td>
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<tr>
<td><strong>Total for 2014</strong></td>
<td><strong>~237,067</strong></td>
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<td><strong>73.0</strong></td>
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<table>
<thead>
<tr>
<th>AEIs/Developments</th>
<th>Add’l GFA (sq ft)</th>
<th>Completion</th>
<th>Cost (S$ mil)</th>
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<tbody>
<tr>
<td>3 Pioneer Sector 3 (Phase I)</td>
<td>315,350</td>
<td>3 Jun 2014</td>
<td>44.4</td>
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<tr>
<td>3 Pioneer Sector (Phase II)</td>
<td>--</td>
<td>1Q2015</td>
<td>12.4</td>
</tr>
<tr>
<td>30 Toh Guan Road</td>
<td>--</td>
<td>3Q2014</td>
<td>2.3</td>
</tr>
<tr>
<td>21B Senoko Loop</td>
<td>~98,788</td>
<td>4Q2014</td>
<td>12.8</td>
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<tr>
<td>31 Changi South Avenue 2</td>
<td>~9,242</td>
<td>1Q2015</td>
<td>1.6</td>
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<tr>
<td><strong>Total for 2014</strong></td>
<td><strong>~423,380</strong></td>
<td></td>
<td><strong>73.5</strong></td>
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</table>

<table>
<thead>
<tr>
<th>Divestments</th>
<th>GFA (sq ft)</th>
<th>Completion</th>
<th>Gross Proceeds (S$ mil)</th>
</tr>
</thead>
<tbody>
<tr>
<td>81 Defu Lane 10</td>
<td>45,242</td>
<td>24 Mar 2014</td>
<td>7.8</td>
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<tr>
<td><strong>Total for 2014</strong></td>
<td><strong>45,242</strong></td>
<td></td>
<td><strong>7.8</strong></td>
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</table>
Further Information

Ms Caroline Fong
Head of Investor Relations & Corporate Communications
caroline.fong@cambridgeitm.com

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