This material shall be read in conjunction with CIT’s results announcements for the financial period ended 30 September 2015.

The value of units in CIT ("Units") and the income derived from them may fall as well as rise. Units are not investments or deposits in, or liabilities or obligations of, Cambridge Industrial Trust Management Limited ("Manager"), RBC Investor Services Trust 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, nabInvest Capital Partners Pty Ltd, or other members of the National Australia Bank group) (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 presentation 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 presentation 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 presentation 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.
Executive Summary

Financial Summary

Real Estate Highlights

Portfolio Highlights

Financial & Capital Management Updates

Appendix
Executive Summary

Robust Portfolio Management

✓ Double-digit increase in Net Property Income
  ✓ 10.5 % increase year-on-year

✓ Proactive asset management
  ✓ Weighted Average Lease Expiry remains steady at 3.9 years

✓ Positive rental reversions
  ✓ YTD positive rental reversion of 8.5 %

✓ Healthy portfolio occupancy
  ✓ Portfolio occupancy remains steady at 95.4 %

Prudent Financial and Capital Management

✓ Unencumbered investment properties in excess of S$1.1bn
✓ 96.5 % of interest rates fixed for 3.2 years
✓ Well-staggered debt maturity profile
  ✓ No major refinancing due till FY2017
## Financial Summary

<table>
<thead>
<tr>
<th></th>
<th>3Q2015 (S$ million)</th>
<th>3Q2014 (S$ million)</th>
<th>YoY (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Revenue(^{(1)})</td>
<td>28.5</td>
<td>25.0</td>
<td>13.8</td>
</tr>
<tr>
<td>Net Property Income(^{(1)})((^{(2)}))</td>
<td>21.7</td>
<td>19.7</td>
<td>10.5</td>
</tr>
<tr>
<td>Distributable Amount(^{(3)})</td>
<td>15.6</td>
<td>15.8</td>
<td>1.6</td>
</tr>
<tr>
<td>Distribution Per Unit(^{(3)}) (“DPU”) (cents)</td>
<td>1.204</td>
<td>1.250</td>
<td>3.7</td>
</tr>
<tr>
<td>Annualised DPU (cents)</td>
<td>4.777</td>
<td>4.959</td>
<td>3.7</td>
</tr>
</tbody>
</table>

\(^{(1)}\) Includes straight line rent adjustment of S$0.5 million (3Q2014: 0.3 million)

\(^{(2)}\) Higher due to contribution from the acquisition of three properties subsequent to 3Q2014 and the completion of property developments at 87 Defu Lane, 31 Changi South and 21B Senoko Loop, net of increased costs associated with properties converting to multi-tenancies

\(^{(3)}\) There is no capital distribution for 3Q2015 (3Q2014: capital gain of S$1.0 million)
Real Estate Highlights
Proactive Lease Management

✓ Weighted Average Lease Expiry remains steady at 3.9 years

As at 30 September 2015
Portfolio Occupancy Levels by Asset Class

Healthy portfolio occupancy

As at 30 September 2015

Portfolio Occupancy

<table>
<thead>
<tr>
<th>Asset Class</th>
<th>STBs</th>
<th>MTBs</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Logistics</td>
<td>100.0%</td>
<td>95.1%</td>
<td>95.4%</td>
</tr>
<tr>
<td>Warehousing</td>
<td>100.0%</td>
<td>91.6%</td>
<td>97.2%</td>
</tr>
<tr>
<td>Light Industrial</td>
<td>100.0%</td>
<td>82.4%</td>
<td>87.3%</td>
</tr>
<tr>
<td>General Industrial</td>
<td>100.0%</td>
<td>83.9%</td>
<td>98.1%</td>
</tr>
<tr>
<td>Car Showroom and Workshop</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
</tr>
<tr>
<td>Business Park</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
</tr>
<tr>
<td>TOTAL</td>
<td>100.0%</td>
<td>89.2%</td>
<td>95.4%</td>
</tr>
</tbody>
</table>
Portfolio Rent and Rental Reversion

Portfolio Rents (Based on Leased Area)

- **STBs**: $1.13
- **MTBs**: $1.42
- **TOTAL**: $1.24

718,567 sqft renewed YTD 2015: **Positive rental reversion of 8.5%**
Diversified and Quality Tenant Base

Top 10 tenants account for ~36.6% of rental income

As at 30 September 2015
Ongoing Green Efforts

• Largest single solar panel installation in our property portfolio to date
• System capacity of 1,179.35 kWp
Financial and Capital Management Updates
Balance Sheet Summary

<table>
<thead>
<tr>
<th></th>
<th>3Q2015 (S$ million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investment Properties</td>
<td>1,414.4</td>
</tr>
<tr>
<td>Total Assets</td>
<td>1,434.1</td>
</tr>
<tr>
<td><strong>Total Borrowings</strong> (net of loan transaction costs)</td>
<td>530.1</td>
</tr>
<tr>
<td>Net assets attributable to Unitholders</td>
<td>872.4</td>
</tr>
<tr>
<td>No. of Units Issued / Issuable (million)</td>
<td>1,291.8</td>
</tr>
<tr>
<td>NAV Per Unit (cents)</td>
<td>67.5</td>
</tr>
<tr>
<td>Gearing Ratio (%)</td>
<td>37.2</td>
</tr>
</tbody>
</table>
Key Capital Management Indicators

- Weighted average debt expiry at 3.3 years
- Unencumbered investment properties in excess of S$1.1bn

<table>
<thead>
<tr>
<th></th>
<th>3Q2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Debt (S$ million)</td>
<td>533.7</td>
</tr>
<tr>
<td>Gearing Ratio (%)</td>
<td>37.2</td>
</tr>
<tr>
<td>All-in Cost (%) p.a.</td>
<td>3.70</td>
</tr>
<tr>
<td>Weighted Average Fixed Debt Expiry (years)</td>
<td>3.2</td>
</tr>
<tr>
<td>Interest Coverage Ratio</td>
<td>4.0</td>
</tr>
<tr>
<td>Interest Rate Exposure Fixed (%)</td>
<td>96.5</td>
</tr>
<tr>
<td>Proportion of Unencumbered Investment Properties (%)</td>
<td>79.9</td>
</tr>
<tr>
<td>Available Committed Facilities (S$ million)</td>
<td>43.0</td>
</tr>
</tbody>
</table>
Diversified Debt Maturity Profile

- Well-staggered debt maturity profile, with no major refinancing due till FY2017
- Available committed facility of S$43m provides CIT with financial flexibility

![Graph showing debt maturity profile]
### Interest Rate Risk Management

- 96.5% of interest rate exposure fixed for next 3.2 years
- Borrowing costs significantly insulated against interest rate increases

<table>
<thead>
<tr>
<th>Increase in Interest Rate p.a.</th>
<th>Impact on All-in Cost of Debt</th>
<th>Decrease in distributable Income (S$m)</th>
<th>Change as % of FY2014 Distribution</th>
<th>Impact of FY2014 DPU (Cents)(^{(1)})</th>
</tr>
</thead>
<tbody>
<tr>
<td>0.5%</td>
<td>3.72%</td>
<td>0.09</td>
<td>0.15%</td>
<td>0.007</td>
</tr>
<tr>
<td>1.0%</td>
<td>3.73%</td>
<td>0.19</td>
<td>0.30%</td>
<td>0.015</td>
</tr>
<tr>
<td>1.5%</td>
<td>3.75%</td>
<td>0.28</td>
<td>0.45%</td>
<td>0.022</td>
</tr>
<tr>
<td>2.0%</td>
<td>3.77%</td>
<td>0.37</td>
<td>0.59%</td>
<td>0.029</td>
</tr>
</tbody>
</table>

\(^{(1)}\) Based on number of units in issue as of 31 December 2014
Appendix
Overview of CIT

- IPO in July 2006
- Current Market Cap ~S$800 Million
- 51 Properties
- ~8.5 Million Square Feet GFA
- ~S$1.4 billion Property Value
- 9.3 Months of Security Deposits
- ~95.4% Occupancy Rate

Data as at 30 September 2015

[Map showing logistics, general industrial, warehouse, car showroom & workshop, light industrial, and business park locations]
Diversified Portfolio

Asset Class by Rental Income

- General Industrial: 32.1%
- Warehousing: 21.1%
- Logistics: 15.6%
- Light Industrial: 26.5%
- Car Showroom and Workshop: 3.1%
- Business Park: 1.6%

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

- Single Tenanted Properties: 53.6%
- Multi-Tenanted Properties: 46.4%

No of Properties: 51
Property Value (S$ Billion): 1.4
Total Portfolio GFA (Million Square Feet): ~8.5
Total Net Lettable Area (Million Square Feet): ~8.0
Portfolio Occupancy (%): 95.4
Total no. of Tenants: 180

718,567 square feet renewed YTD 2015 (~9 % of portfolio NLA)
Diversified Tenant Base and Trade Sectors

Diversified Trade Sectors

- Manufacturing: 27.6%
- Transportation and Storage: 25.1%
- Wholesale, Retail Trade Services and Others: 27.2%
- Other Services: 3.4%
- Precision Engineering: 3.0%
- Professional, Scientific and Technical Activities: 9.5%
- Construction: 4.2%
- Logistics: 11.5%
- General storage: 9.4%

Diversified Quality Tenants

- Wholesale of Household Goods, Textiles, Furniture & Furnishing and Others: 12.9%
- Computer, Electronic and Optical Products: 8.5%
- Wholesale of Industrial, Construction and IT Related Machinery and Equipment: 8.1%
- Fabricated Metal Products: 9.2%
- Computer, Electronic and Optical Products: 4.8%
- Civil & Engineering Services: 4.2%
- Specialised storage: 4.2%
- Architectural and Engineering Activities and Related Technical Consultancy: 3.7%
- Car Distribution: 3.5%
- Other Services: 3.4%
- Machinery and Equipment: 3.2%
- Precision Engineering: 3.0%
- Paper and Paper Products: 3.3%
- M&E Services and Gas Supply: 1.3%
- Pharmaceutical: 1.6%
- Food Related Services: 0.8%
- Arts and Media: 0.2%
- Education: 1.4%
- M&E Services and Gas Supply: 1.3%
- Food Related Services: 0.8%
- Arts and Media: 0.2%
- Education: 1.4%
## Distribution Timetable

<table>
<thead>
<tr>
<th>Distribution Details</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Distribution Period</td>
<td>1 July 2015 to 30 September 2015</td>
</tr>
<tr>
<td>Distribution Rate</td>
<td>1.204 cents per unit from taxable income</td>
</tr>
<tr>
<td>Distribution Reinvestment Plan (“DRP”)</td>
<td>2% Discount</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Distribution Timetable</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Last Trading Day on a “Cum Distribution” Basis</td>
<td>27 October 2015</td>
</tr>
<tr>
<td>Ex-date</td>
<td>28 October 2015</td>
</tr>
<tr>
<td>Books Closure Date</td>
<td>30 October 2015</td>
</tr>
<tr>
<td>Fixing of Unit Price for DRP</td>
<td>2 November 2015</td>
</tr>
<tr>
<td>Distribution Payment Date</td>
<td>8 December 2015</td>
</tr>
</tbody>
</table>
Further Information

Ms. Elena Arabadjieva  
Cambridge Industrial Trust Management Limited  
61 Robinson Road, #12-01  
Robinson Centre  
Singapore 068893  
Tel: (65) 6222 3339  
Fax: (65) 6827 9339  
elena.arabadjieva@cambridgeitm.com