



### 1QFY2009 Financial Results Presentation

12 August 2008



### **Disclaimer**

This Presentation is focused on comparing actual results for the financial period from 1 April 2008 to 30 June 2008 ("1Q 2009") versus actual results year-on-year ("y-o-y") and quarter-on-quarter ("q-o-q"). This shall be read in conjunction with MI-REIT's Results for the first quarter from 1 April 2008 to 30 June 2008 in the SGXNet Announcement.

The presentation may contain forward-looking statements that involve 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, shifts in expected levels of property rental income, changes in operating expenses (including employee wages, benefits and training costs), property expenses and governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. Investors are cautioned not to place undue reliance on these forward-looking statements, which are based on the Manager's current view of future events.

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# **Agenda**

- 1. Key Highlights
- 2. Financial Performance
- 3. Capital Management
- 4. Portfolio Update
- 5. Outlook
- 6. Looking Ahead



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# **Key Highlights**

- Distributions:
  - 1Q 2009 distributable income of S\$6.6 million, up 67.8% y-o-y from 1Q 2008<sup>1</sup>,
     14.1% q-o-q
  - 1Q 2009 DPU of 2.35 cents, up 54.6% y-o-y; 5.9% q-o-q
- Net asset value as at 30 June 2008: S\$1.30 per unit
- Property portfolio: 21 properties valued at S\$553.6 million
- Portfolio is 100% leased as at 30 June 2008
- Gearing: 39.6% as at 30 June 2008

Footnotes

(1) 1Q 2008 was for the 73 days from MI-REIT's listing date of 19 April 2007 to 30 June 2007.

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### **Distribution Details**

Stock Counter	Distribution Period	Distribution per unit (Cents)
MacCookIReit	1 April 2008 to 30 June 2008	2.35

#### **Distribution Timetable**

Ex-Date: (Units will be traded ex-distribution) 18 August 2008, 9.00am

Books Closure Date: 20 August 2008, 5.00pm

Distribution Payment Date: 22 September 2008



# **Financial Performance**

# **DPU - 1Q 2009 is 54.6% higher than 1Q 2008**

(\$\$'000)	1Q 2009 Actual 1/04/08 to 30/06/08	1Q 2008 Actual 19/04/07 to 30/06/07	Variance %	4Q 2008 Actual 1/1/08 to 31/3/08	Variance %
Gross Rental Revenue	12,424	5,612	>100.0	10,852	+14.5
Less: Property Expenses	(3,303)	(908)	>100.0	(2,643)	+25.0
Net Property Income	9,121	4,704	+93.9	8,209	+11.1
Interest Income	144	7	>100.0	21	>100.0
Non-Property Expenses	246	(1,500)	NM	(4,435)	>100.0
Net Income	9,511	3,211	>100.0	3,795	>100.0
Net change in fair value of investment properties <sup>1</sup>	(616)	(6,382)	NM	(1,634)	NM
Total Return / (loss) before income tax	8,895	(3,171)	>100.0	2,161	>100.0
Income tax expense	-	-	-	-	
Income Available for Distribution <sup>2</sup>	6,620	3,946	+67.8	5,801	+14.1
Available DPU (Cents) <sup>3</sup>	2.35	1.52	+54.6	2.22	+5.9

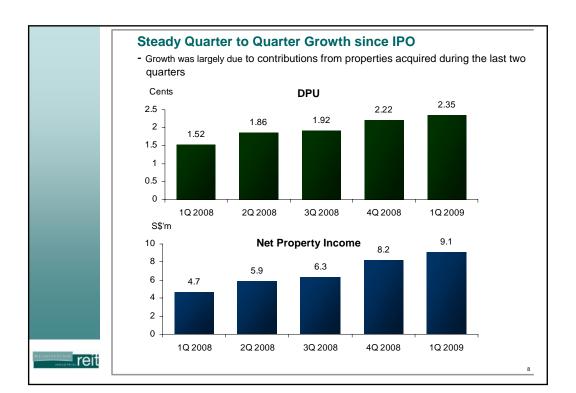
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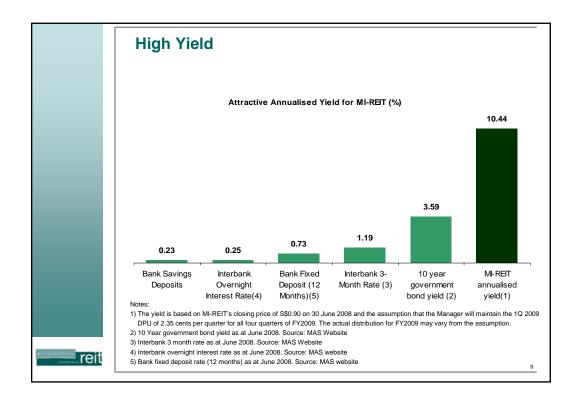
- Footnotes:

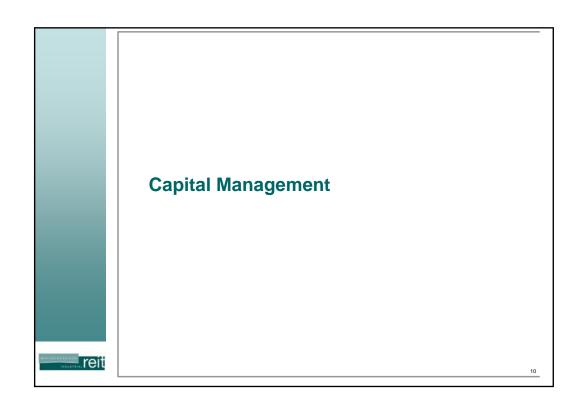
  During the period, the net change in fair value of investment properties resulted from the difference between the total acquisition cost and the valuations of the properties.

  After excluding the change in fair value of investment properties and other non-tax chargeable/deductible items.

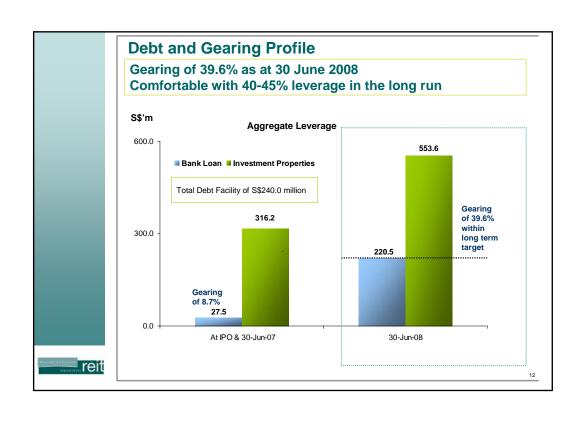
  The actual of DPU of 2.35 cents is calculated based on 261,189,182 units.







	As at 30 Jun '08	As at 31 March '08
Total Assets (S\$'M)	570.0	569.3
Largely Comprising (S\$'M):		
- Investment Properties	553.6	555.4
- Cash and Cash Equivalents	9.0	9.6
- Trade and other receivables	3.5	3.1
Total Liabilities (S\$'M)	230.0	231.7
Net Assets attributable to Unitholders (S\$'M)	340.1	337.6
NAV per unit	S\$1.30	S\$1.29
Gearing	39.6%	40.0%
Total Debt1 (S\$'M)	219.6	222.0
Interest	1Q 2009 (1/4/08 – 30/6/08)	4Q 2008 (19/4/07 – 30/6/07)
Interest Expense (S\$'000)	1,142	1,381
	6.66 times	



# **Capital Management**

#### Singapore debt facility of S\$220.8m

- Tenor: To 18 April 2009 (In discussion over re-financing options)
- Drawdown of \$201.3 million as at 31 March 2008
- Entered into 3 year interest rate swap on S\$100m
- Fixed interest rate at 2.455% (inclusive of bank's margin)
- Tenor: From 11 Feb 2008 10 Feb 2011
- Interest rate cap on S\$120.2 million
- Capped at 4.05% (inclusive of bank's margin)
- Tenor: 7 May 2007 31 March 2009

#### Japan debt facility of JPY1.5 billion (SGD: 19.2 million)

- Tenor: From 20 December 2007 18 December 2009
- Drawdown of JPY 1.5 billion as at 31 March 2008
- Fixed interest rate at 1.97% (inclusive of bank's margin)

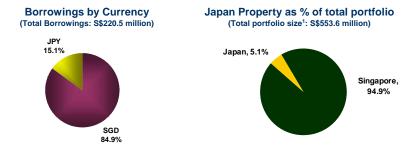


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## **Minimizing Foreign Exchange Risk**

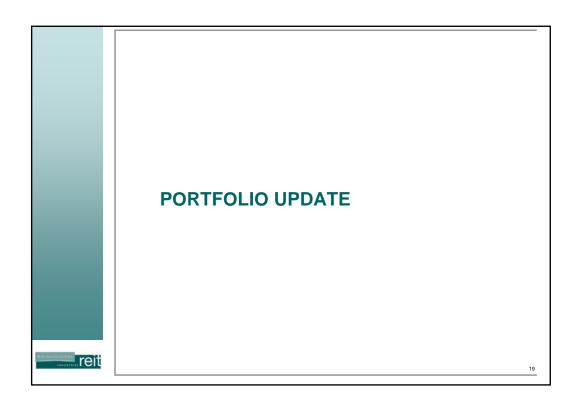
- In December 2007, MI-REIT acquired the Asahi Ohmiya warehouse in Saitama, Greater Tokyo, partially (67%) through borrowings in Japanese Yen, achieving a natural foreign exchange hedge;
- Entered into a cross currency swap for JPY730m for 5 years at a contracted exchange rate of JPY74.97 to minimize the foreign exchange risk of 100% of the ungeared component of the Japan property investment; and
- Entered into a coupon only cross currency swap to minimise the foreign exchange risk on 94% of forecast distributions from the Japan property.

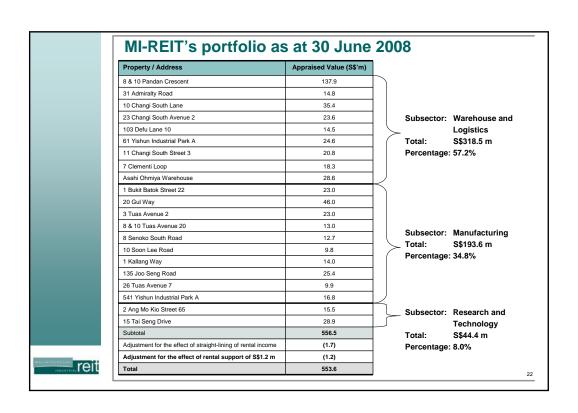
#### As at 30 June 2008

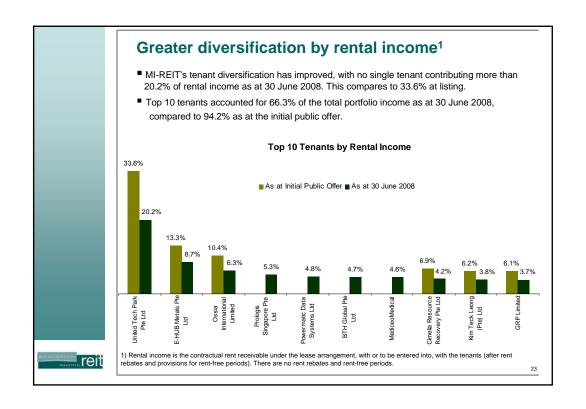


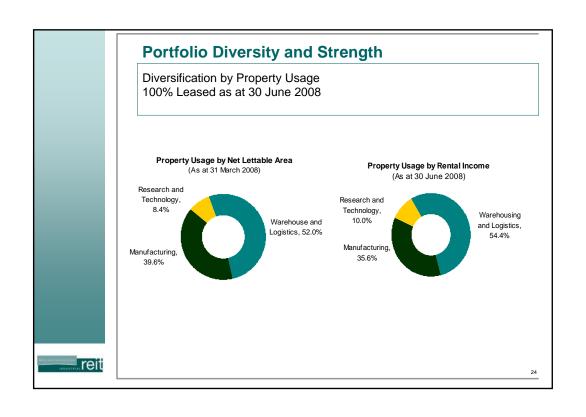
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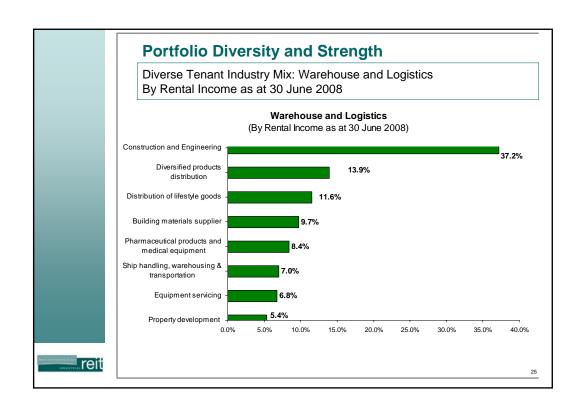
 ${\bf Note: Total\ portfolio\ size\ before\ adjustments\ for\ effects\ of\ straight-lining\ and\ rental\ support.}$ 

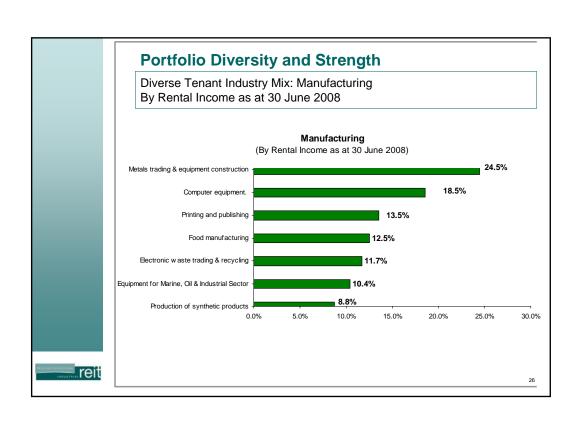


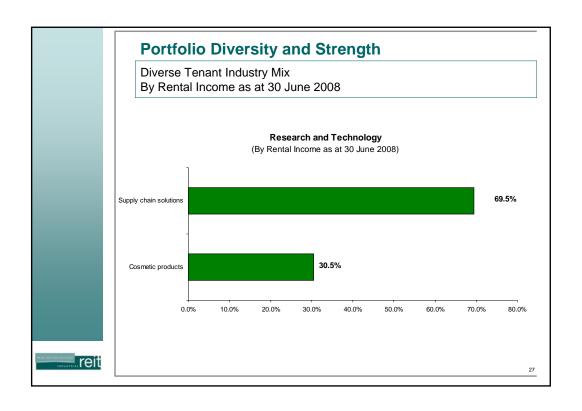


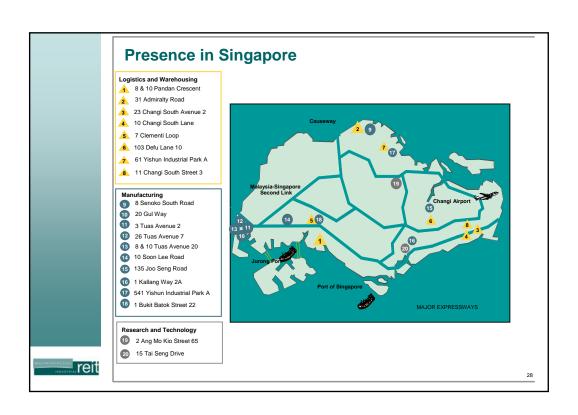


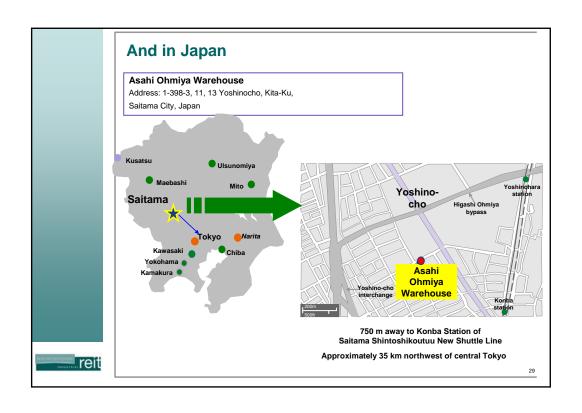


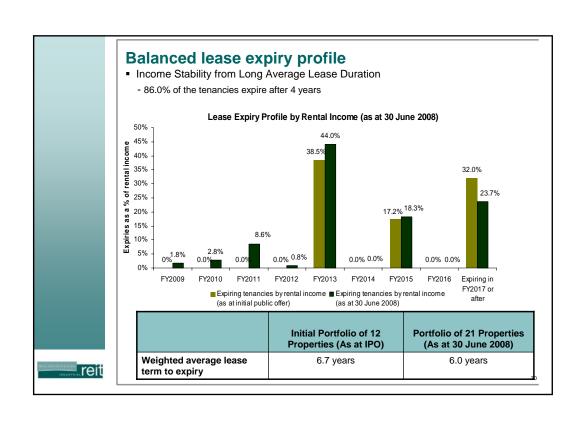


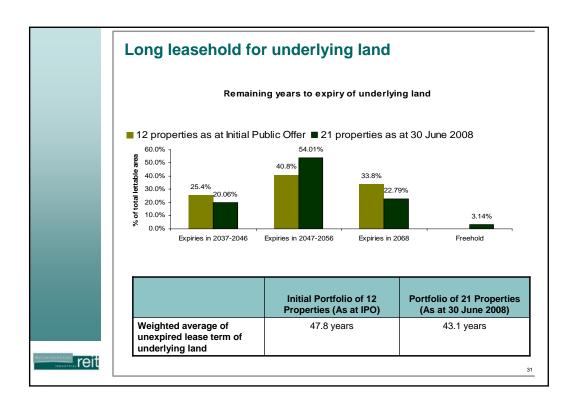


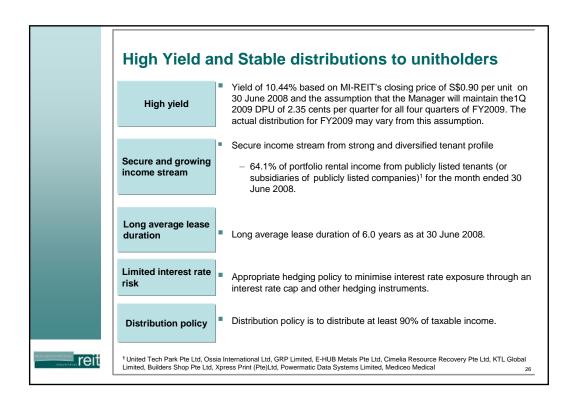












## **Organic Growth - Positive Rental Reversion**

#### **Built-in Rental Growth**

- 85.76% of the portfolio (represented by 18 properties) by property value are under sale and leaseback arrangements, providing a stable and growing income stream by staggered, built-in rental escalations.
- ■17 of these properties have contracted rental escalations that range between 2.5% to 8.0% staggered throughout the lease, whilst one has an escalation of 1.5% per annum. The following pre-determined rental income escalations for FY2009 took place (commenced 1 April 2008):
  - √ 23 Changi South Avenue 2 2.5% rental increase; and
  - √ 1 Bukit Batok Street 22 1.5% rental increase.
- The weighted average rental escalation of the tenancies for the four years from 30 June 2008 is 3.4% per annum.



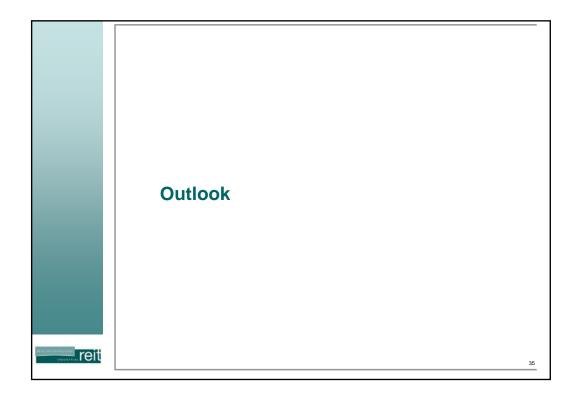
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### **Active Asset Management**

- We are confident of securing strong rental reversions from our short term tenancies at 15 Tai Seng Drive.
- Maintain maximum committed occupancy for our portfolio (currently fully leased);
- Optimizing yield by extracting greater value from the existing portfolio:
  - Identified properties that have potential for value enhancement; and
  - Identified properties that have built-up plot ratios which are lower than the maximum allowable plot ratio of up to 2.5% under Singapore's Urban Redevelopment Authority's Master Plan.



# **Our Investment Approach** Our three pronged investment strategy is aimed at achieving our investment objectives: Strategy Investment Objectives Prudent capital and risk management strategy Maintain a strong balance sheet and a sustainable long term gearing level Minimise the cost of debt financing Manage exposure to interest rate and foreign exchange Active asset management strategy ■ To increase the competitive positioning of the Trust's assets to improve returns Acquisition growth strategy Seek the acquisition of strategic yield accretive assets that enhance the Trust's earnings and profile reit



# **Outlook for Industrial Property Market in Singapore**

- General outlook is cautious whilst the global credit crisis continues to unfold.
- GDP growth of 4.0-5.0%¹ is expected for Singapore in 2008.
- 2<sup>nd</sup> quarter GDP growth eased to 2.1% y-o-y<sup>1</sup>:
  - The manufacturing sector contracted by 5.2% in the 2<sup>nd</sup> quarter of 2008, largely attributed to a slowdown of output from the biomedical manufacturing sector.
  - However, the construction and financial services industries grew by 17.4% and 10.2%, respectively.
- According to the URA, the rates of increase in prices for all properties and in rentals for industrial properties have moderated in the 1<sup>st</sup> quarter 2008, compared to 4<sup>th</sup> quarter 2007:
- The demand for industrial space in 2008 is expected to sustain despite current global uncertainties2:
  - Rents of conventional factories and warehouse space potentially seeing a further increase of up to 10%;
  - The hi-specs industrial segment is expected to benefit from an increasing number of industrialists moving up
    the value chain to include R&D activities in addition to their additional manufacturing operations;
  - Continued positive demand by office users relocating to more affordable industrial premises.

Notes:

- Ministry of Trade and Industry, Singapore, "MTI Expects 2008 Growth to be 4.0 5.0%", 11 August 2008
- 2) Colliers International, "The Knowledge Report Singapore", July 2008

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### **Outlook**

- Amount available for distribution for 1Q 2009 of S\$6.6 million is 33.4% higher than forecast.
- Limited acquisition opportunities until markets normalise.
- Continue to focus on pro-active asset management approach.
- Look to put in place extension of debt to maximise term of low margin financing whilst minimising refinancing risk.
- Barring any unforeseen events, we expect to be able to deliver for the coming year a DPU that is in line with MI-REIT's recent performance.



