

# AIMS AMP CAPITAL INDUSTRIAL REIT



## 2<sup>nd</sup> ANNUAL GENERAL MEETING

30 JUNE 2011

*1A International Business Park*



*1 Bukit Batok Street 22*



*10 Changi South Lane*



*29 Woodlands Industrial Park E1*



*8 & 10 Pandan Crescent*



*27 Penjuru Lane*



# Agenda

## Sponsors

- [AIMS Financial Group](#) summary presentation (George Wang)
- [AMP Capital Investors](#) summary presentation (Simon Vinson)

## AIMS AMP Capital Industrial REIT

- **FY2011 - Financial Highlights**
- **FY2011 - Portfolio Highlights**
- **FY2011 - Continued Transformation. Creating Value**
- **Looking ahead - Strategy for the Trust FY2012**

••• CONTINUED  
TRANSFORMATION  
CREATING VALUE



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# AIMS AMP Capital Industrial REIT

## FY 2011



*27 Penjuru Lane*



## FY2011 - Financial Highlights



# FY2011 Financial Highlights

For the Financial Year ended 31 March	2011	2010	% +/-
Gross Revenue <sup>1</sup>	73.2	50.9	43.8
Net property income	52.7	40.1	31.3
Distributable income	37.2	22.3	66.5
Distribution per Unit ("DPU")(cents)	1.9844	5.1234	(61.3) <sup>2</sup>

<sup>1</sup> Gross revenue comprises property rental income and property expenses recoverable from tenants.

<sup>2</sup> DPU for FY2011 was lower as compared to FY2010 primarily due to an increase in the number of units in issue from 266,385,094 Units prior to the 2009 Placement to 2,207,064,174 Units as at 31 March 2011.

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# FY2011 Financial Highlights

Balance Sheet as at 31 March	2011	2010	% +/( -)
Total assets	874.7	657.7	33.0
Total liabilities	288.4	200.9	43.6
Total borrowings	279.3	190.0	47.0
Unitholders' funds	586.2	456.7	28.4
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Earnings per unit (cents)	2.75	(2.41) <sup>1</sup>
Net Asset Value (“NAV”) per unit (\$)²	0.27	0.31
Aggregate leverage ratio (%)	31.9	28.9
Interest coverage ratio³ (times)	4.9	3.2
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*8 & 10 Pandan Crescent*



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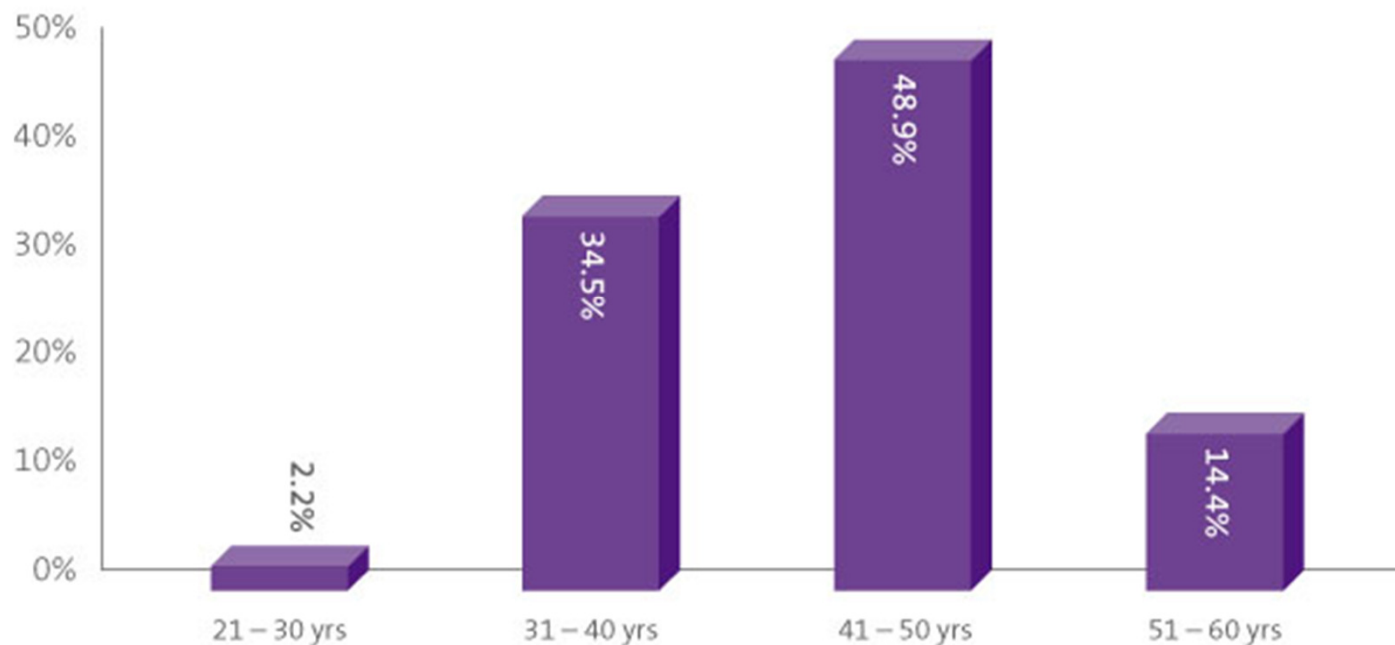
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No. of properties	12	26	26
Portfolio Value (\$'m)	316.5	635.3	853.2
Net Lettable Area (sqm)	194,980.7	349,987.3	456,615.5
No. of Tenants	12	49	71
Occupancy (%)	100	96.0	99.0
Weighted Average Lease Expiry (years)	6.7	4.4	3.5
Weighted Average Land Lease Expiry (years)	47.8	43.6	42.7
Location of Properties	Singapore	Singapore Japan	Singapore

# FY2011 Portfolio Highlights

The weighted average unexpired lease term for the underlying leasehold land is 42.7 years.

## Land Lease Expiry Profile (by Net Lettable Area)

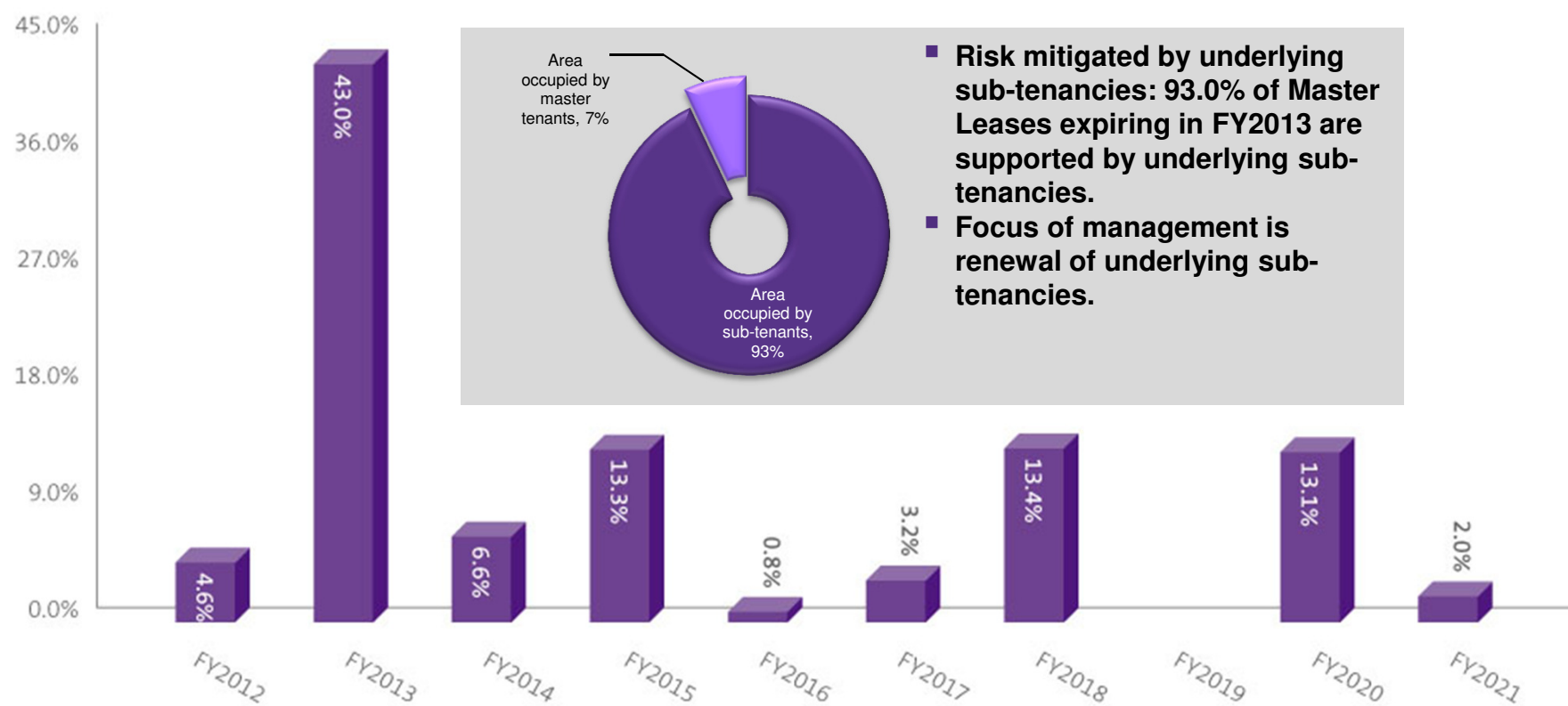




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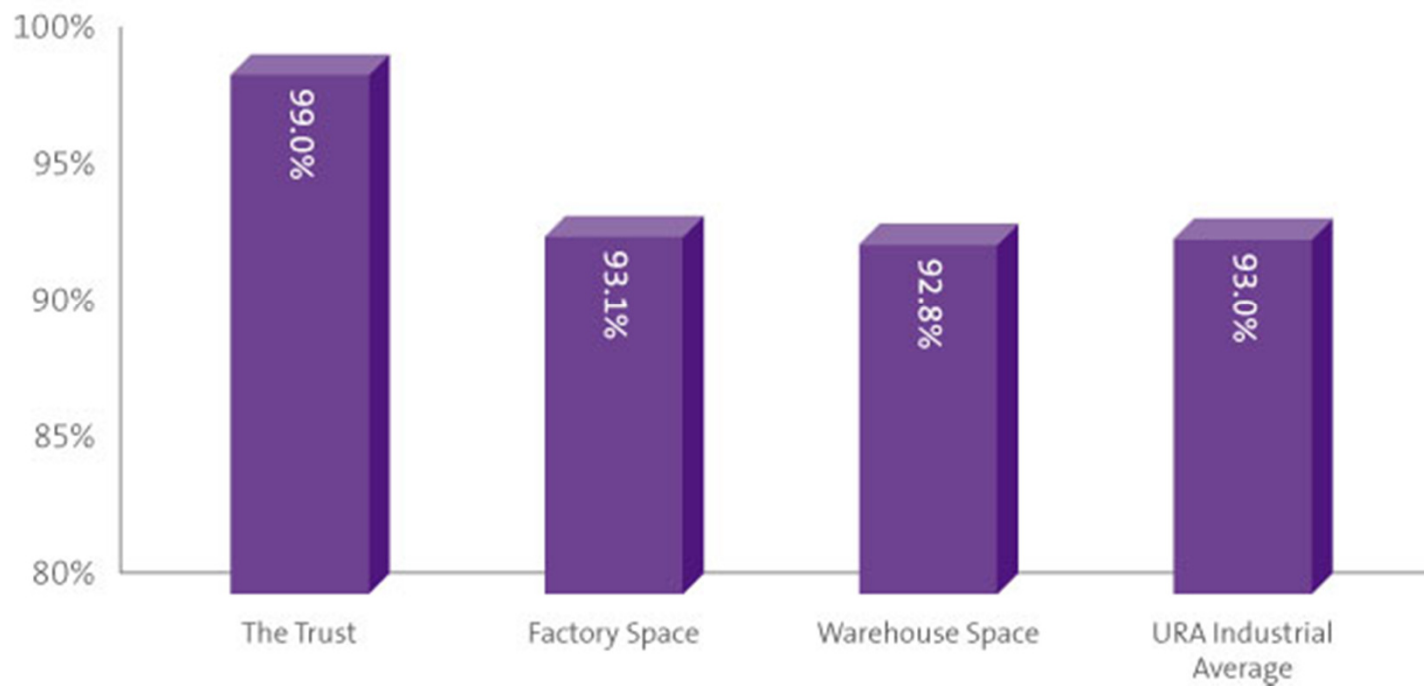
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## High Occupancy Levels

### The Trust vs the Singapore Industrial Average



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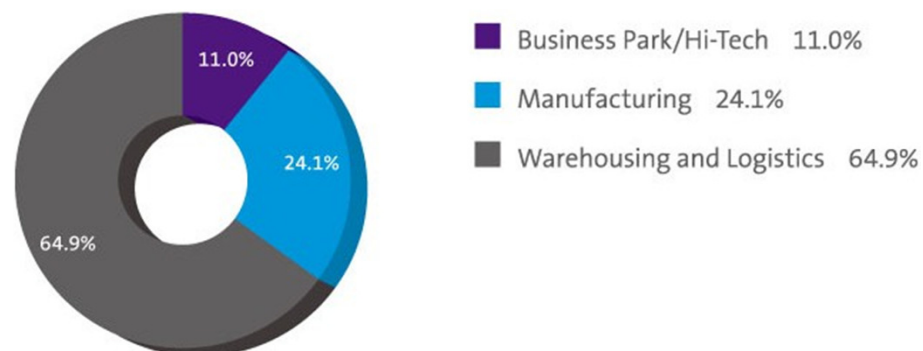
# Quality & Diversified Income Base

**Top Ten Tenants by Rental Income (FY2011)**

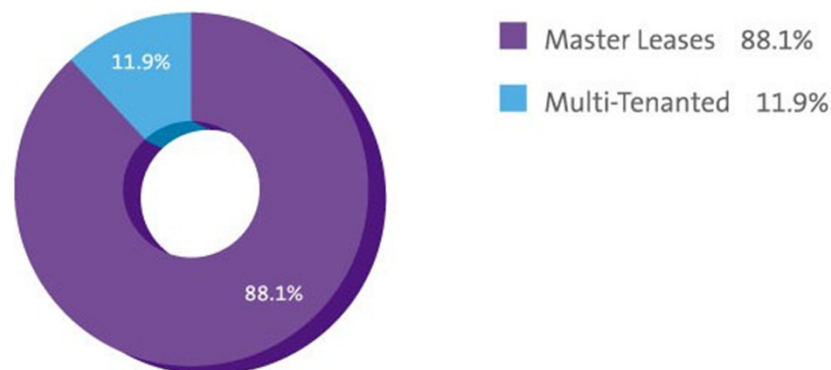
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**Rental Contribution by Property Sector (FY2011)**

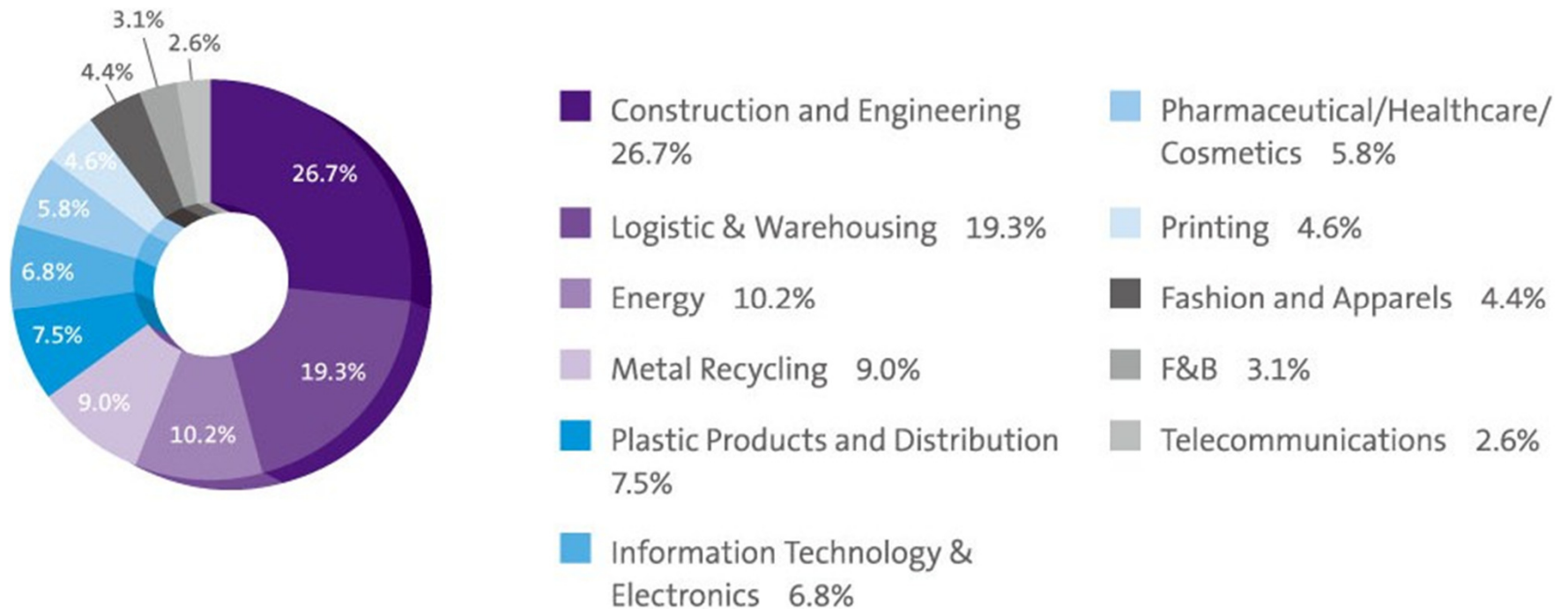


**Master Leases Contributed 88.1% of Rental Income in FY2011**



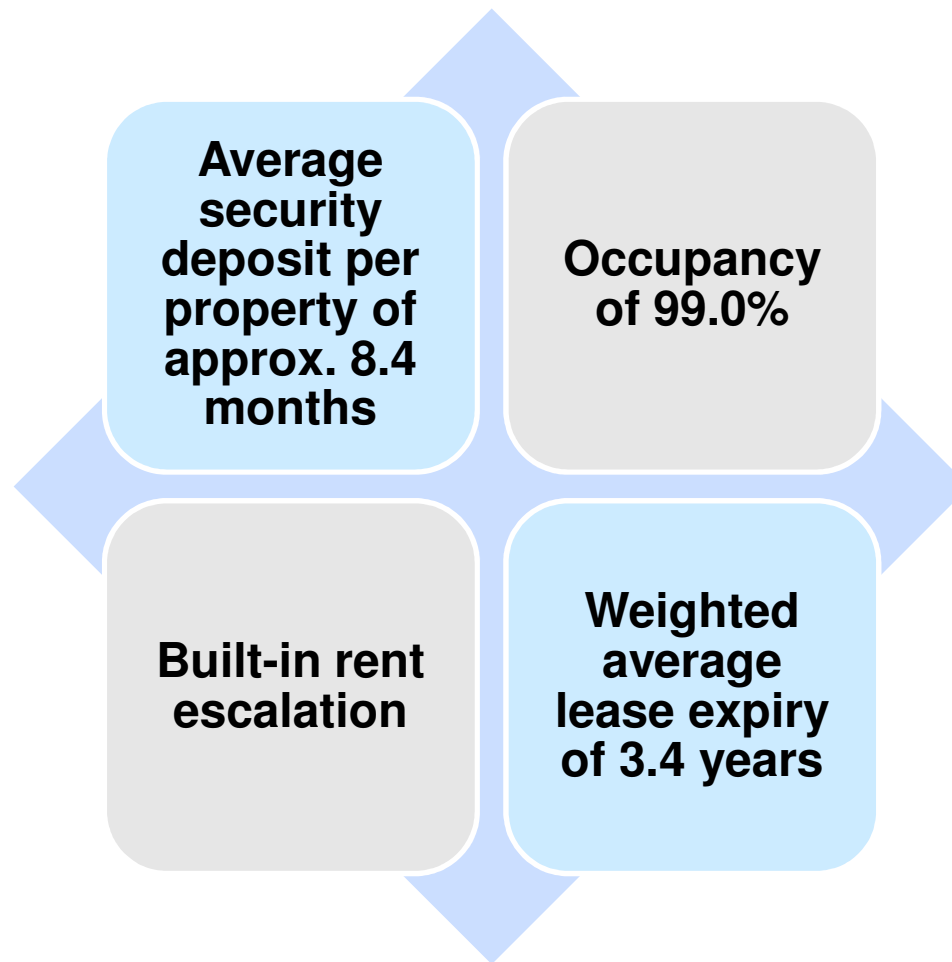
# Diversification Reduces Risk

Tenant Base by Trade Sector (by FY 2011 Rental Income)





# Strong and Stable Cashflows

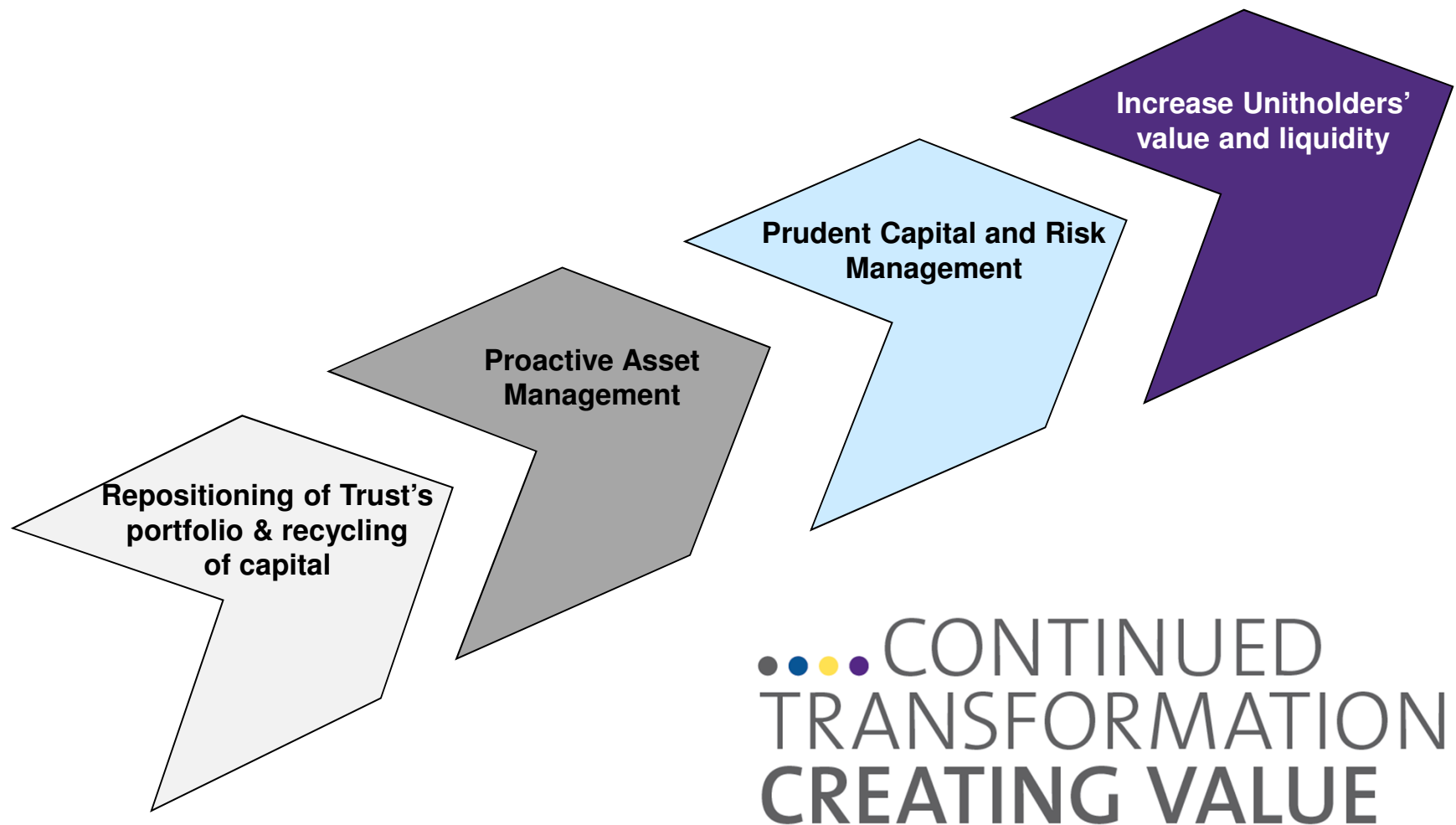


## *1A International Business Park*



## **FY2011 – Execution on Strategy**

# Objectives



# Portfolio Management

## Divestments - Repositioning of Trust's portfolio and recycling of capital

### 23 Changi South Ave 2 Singapore



- Sale of smaller asset in Singapore
- Sale completed in February 2011
- Sold for S\$16.7 million
- 3.1% above book value

### Ashahi Ohmiya Warehouse Tokyo, Japan



- Disposal of Japan property
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# Portfolio Management

Acquisition of larger & higher quality assets - Repositioning of Trust's portfolio and recycling of capital

## 27 Penjuru Lane Singapore



- Premium quality ramp up warehouse located in the west
- 974,788 sqft of Net Lettable Area
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- Premium hi-tech space located in the North
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# Capital & Risk Management

- Stable DPU
- Conservative leverage
- Supportive banking syndicate (Standard Chartered, UOB, ING and CBA)
- Average debt maturity of 3.5 years
- Weighted average interest rate 3.36% pa
- Approx. 72% of floating rate exposure hedged via interest rate swaps for an average period of 2.2 years
- Debt expiry profile as at 31 March 2011

Maturity date	Trust/Group \$ 'million
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*29 Woodlands Industrial Park*



## Looking ahead – Strategy for the Trust FY2012

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## Singapore investments

- Enhancement of selected asset(s).
- Redevelopment opportunities in Singapore.
- Continual evaluation of yield accretive investment opportunities in Singapore.

## Intensive asset and leasing management

- To ensure high occupancy is maintained and to achieve positive rental reversions.

## Capital and risk management

- Conservative capital management.
- Continued broadening and diversifying of the Trust's funding sources.

## Geographic focus

- Continued monitoring of economic and property market trends in readiness for potential future investment opportunities in markets such as China, Australia and Japan.



# Substantial Unitholders – 31 March 2011

Name of Substantial Unitholder	No. of Units (‘000)	%
AMP Capital Investors (Luxembourg No. 4) S.A.R.L. <sup>1</sup>	338,713	15.35
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# Thank you

**For enquiries, kindly contact:**

**AIMS AMP Capital Industrial REIT Management Limited**

Nicholas McGrath

Chief Executive Officer

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Email: [nmcgrath@aimsampcapital.com](mailto:nmcgrath@aimsampcapital.com)

Joanne Loh

Investor Relations Manager

Tel: + 65 6309 1057

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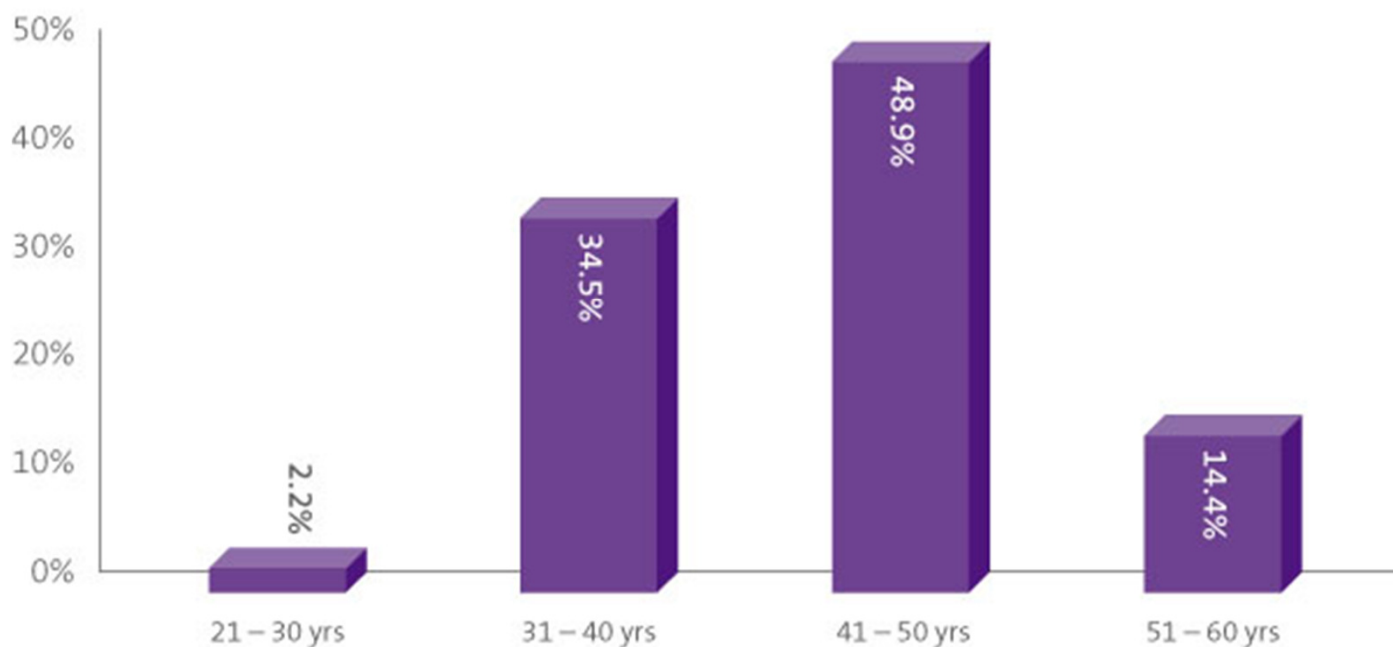
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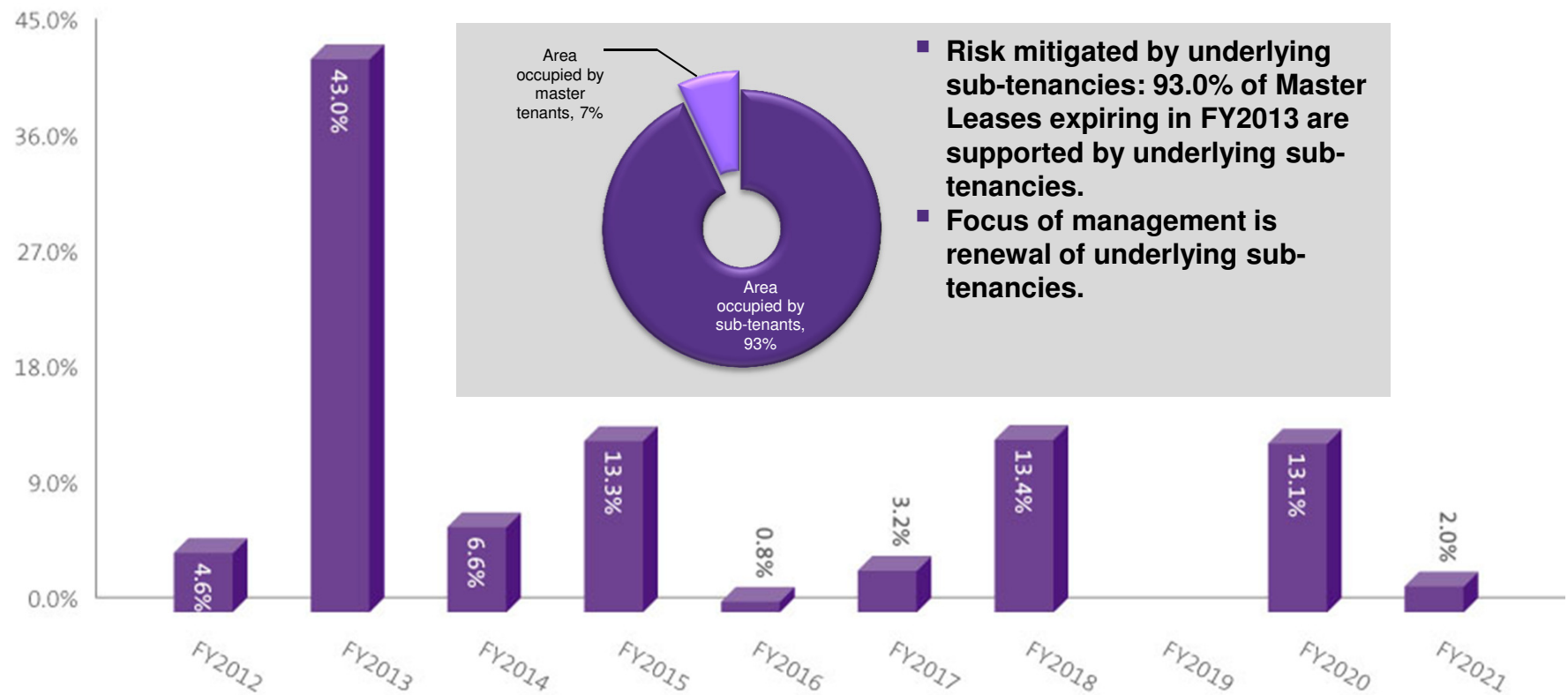




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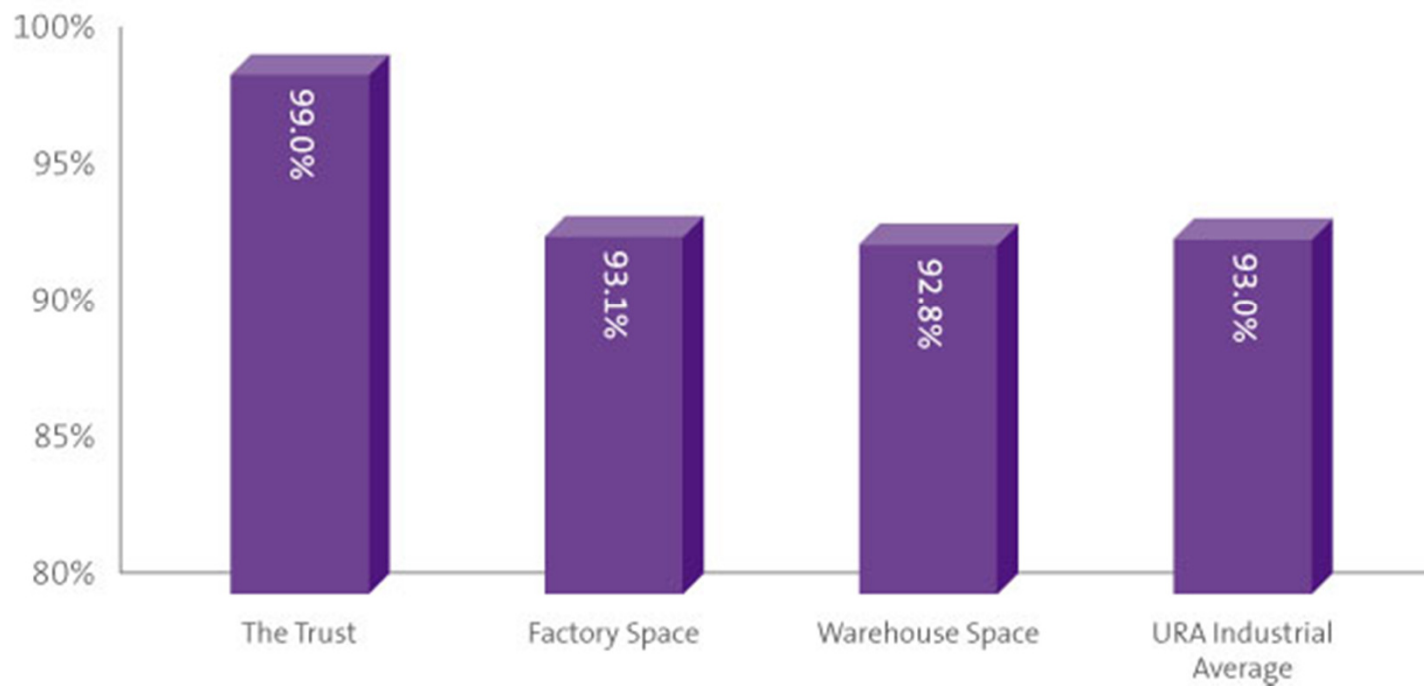
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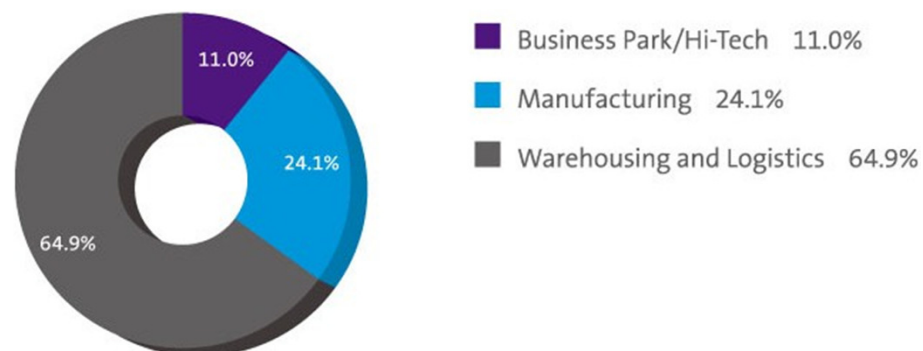
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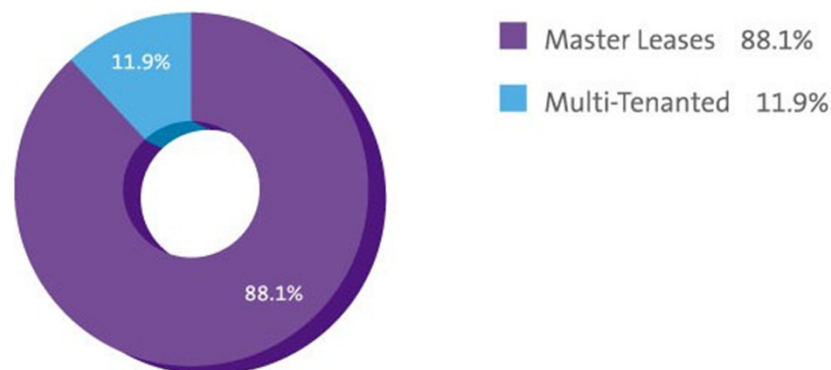
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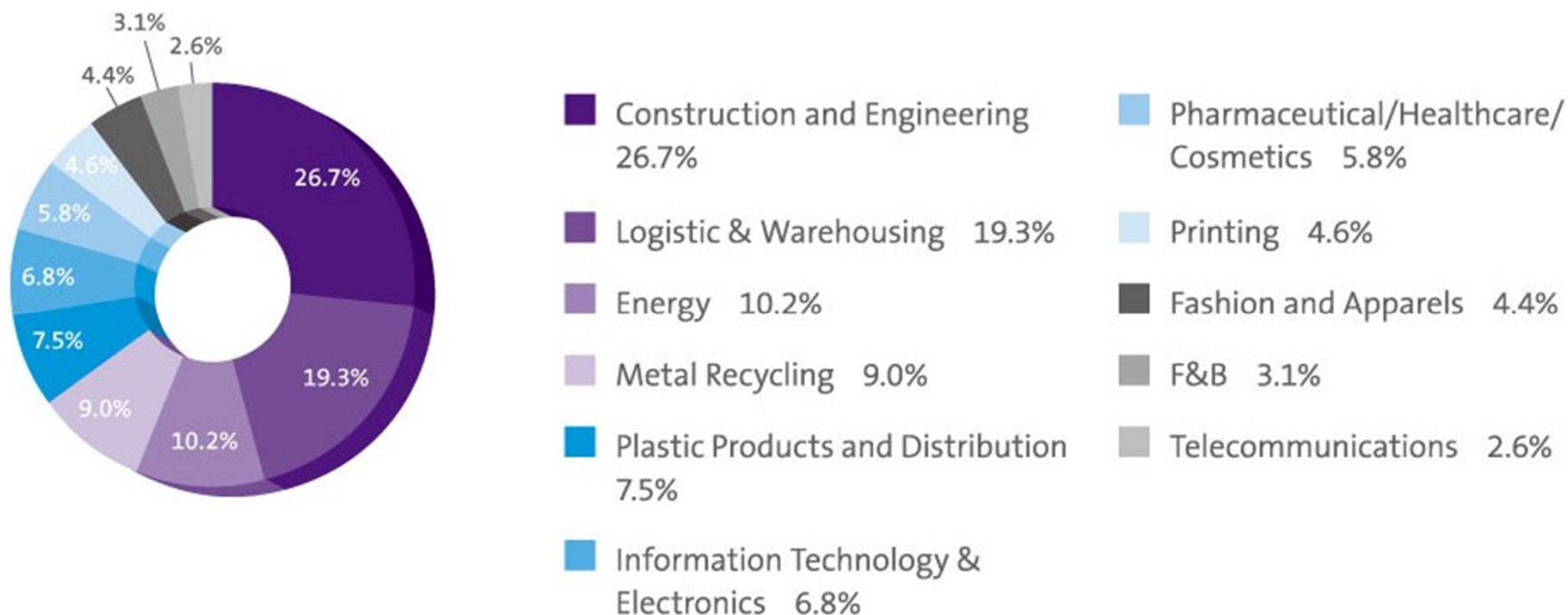


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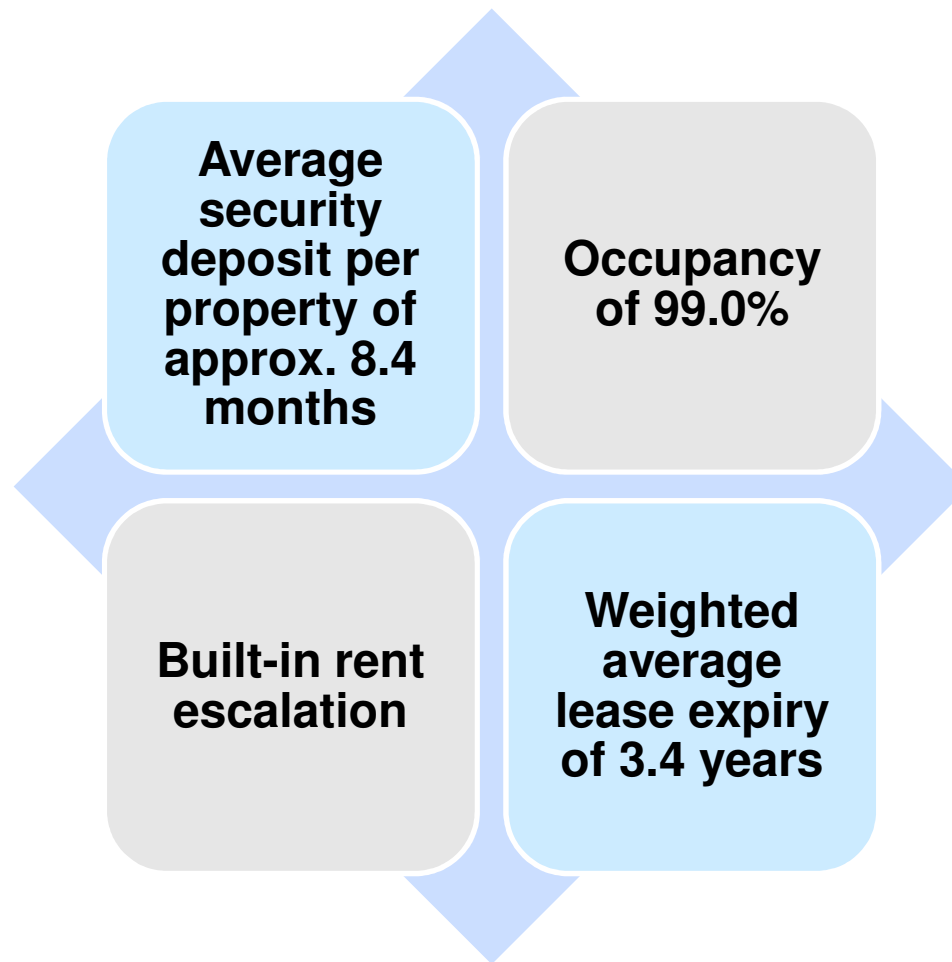
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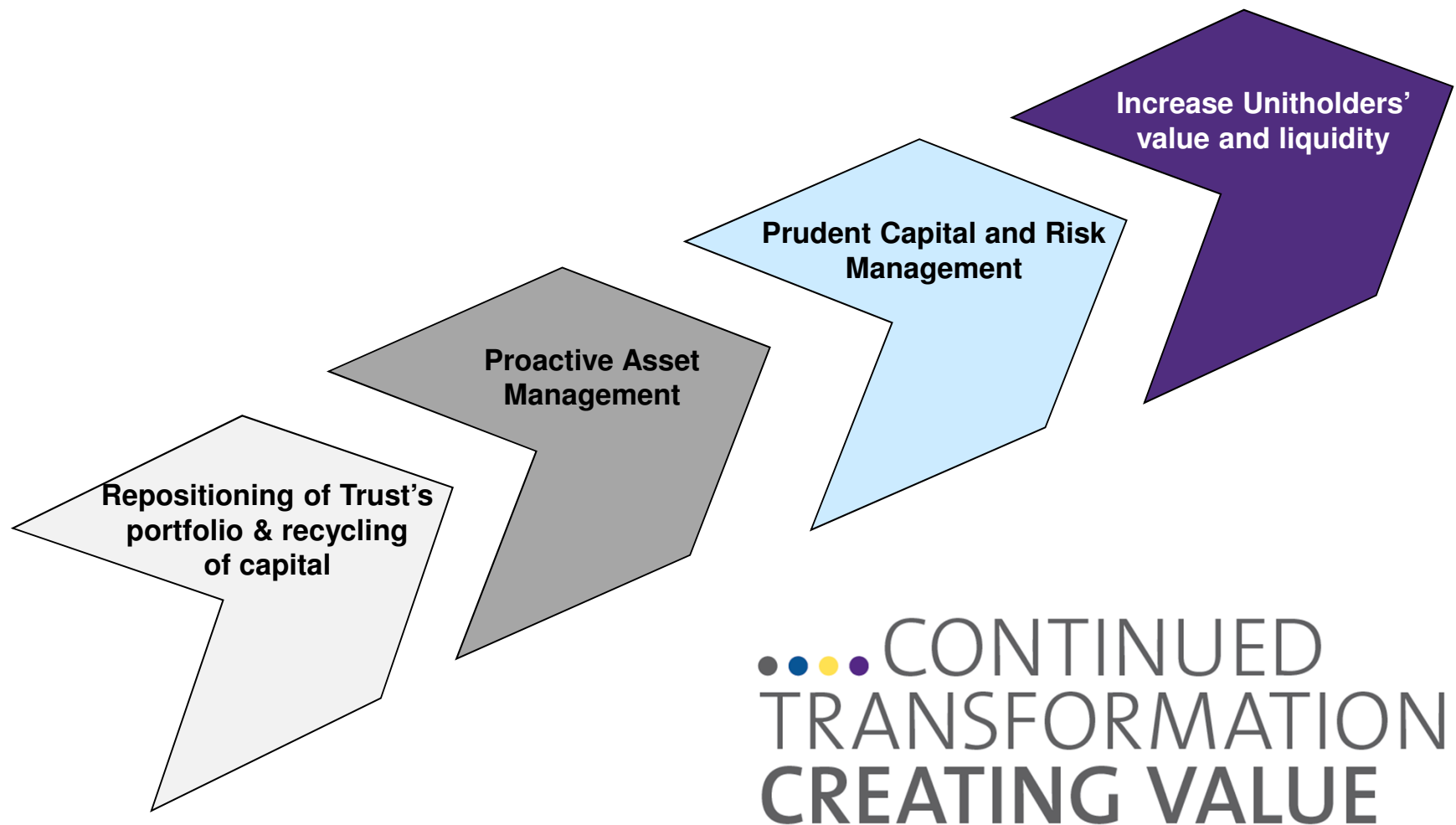


## *1A International Business Park*



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Joanne Loh

Investor Relations Manager

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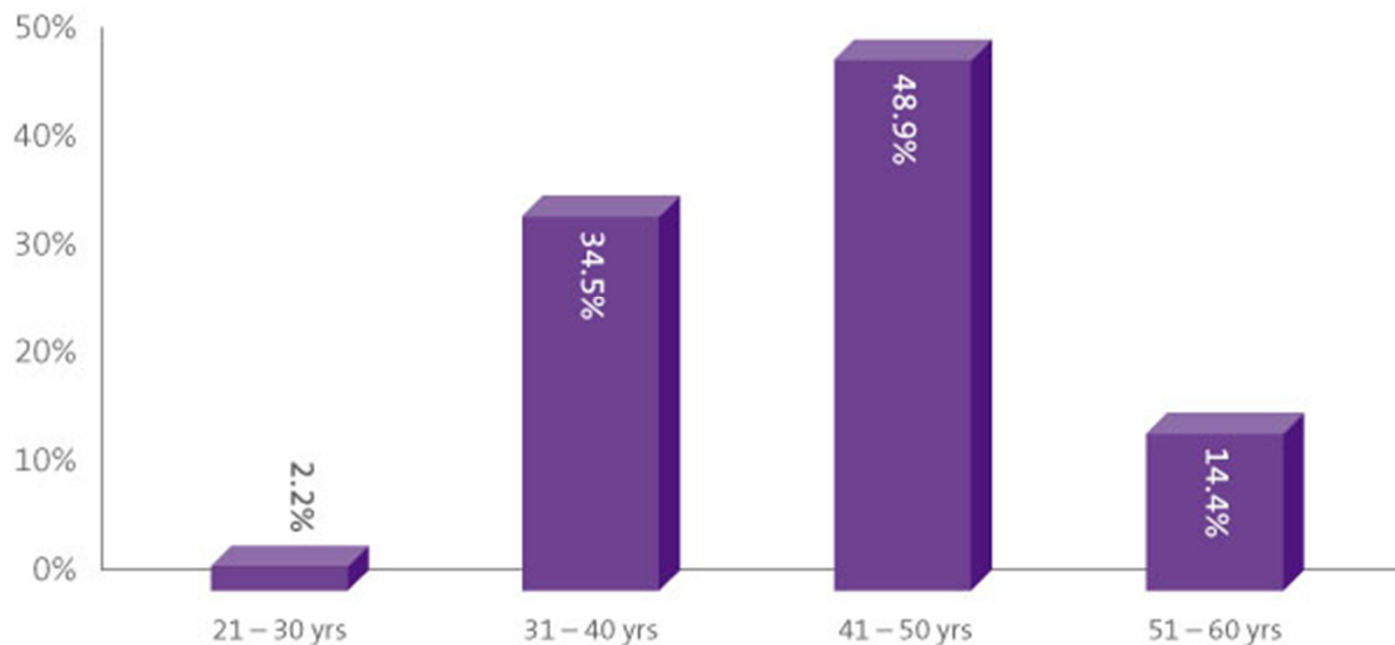
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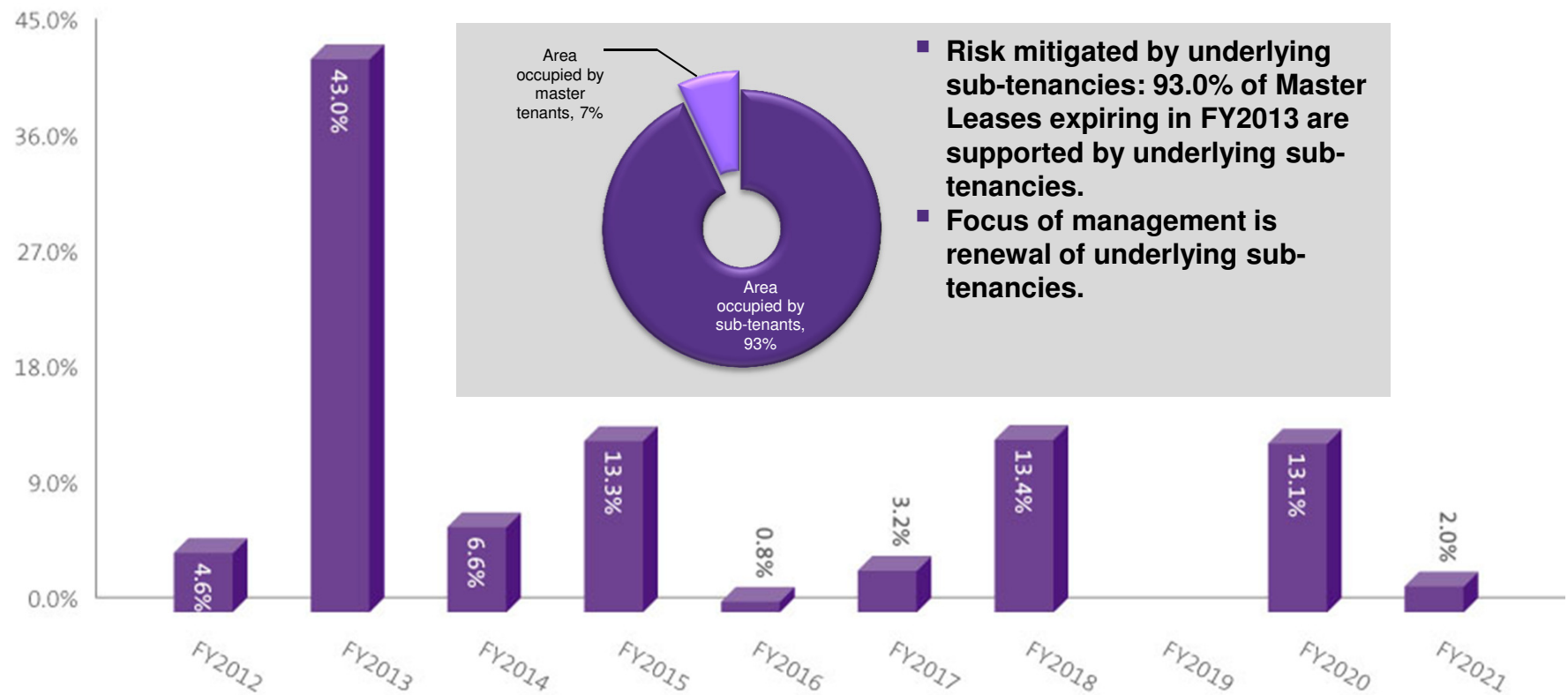




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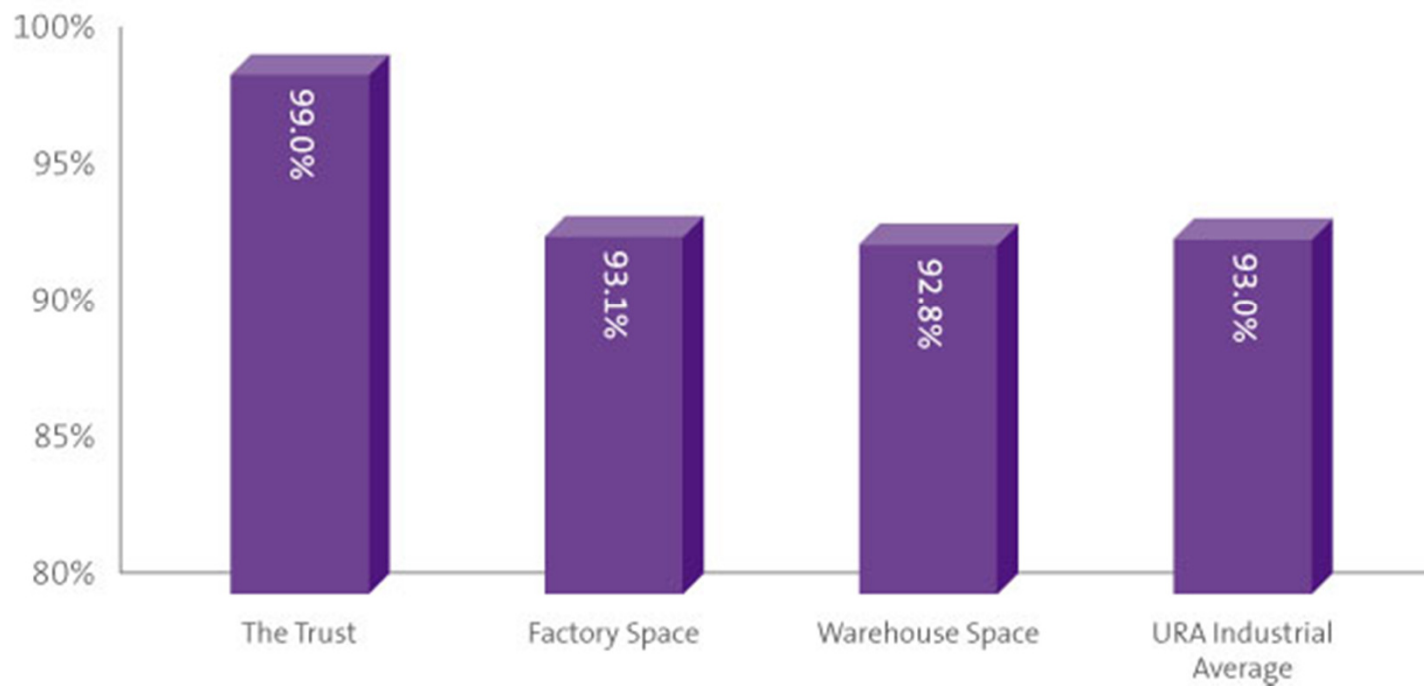
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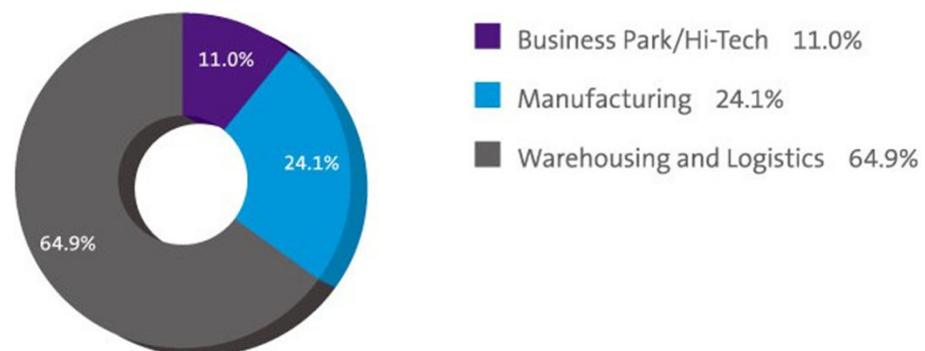
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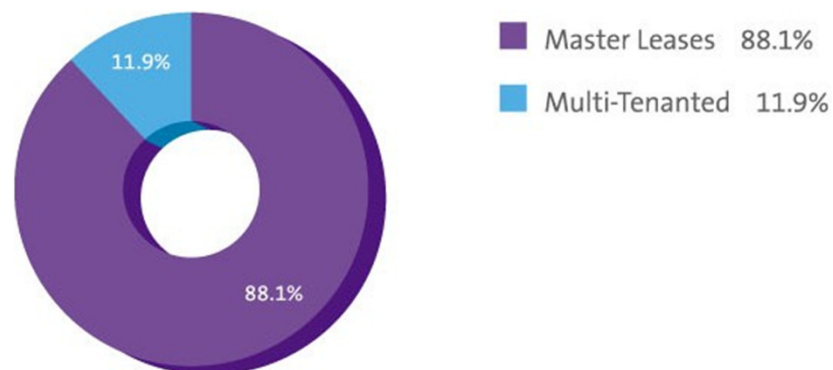
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**Rental Contribution by Property Sector (FY2011)**

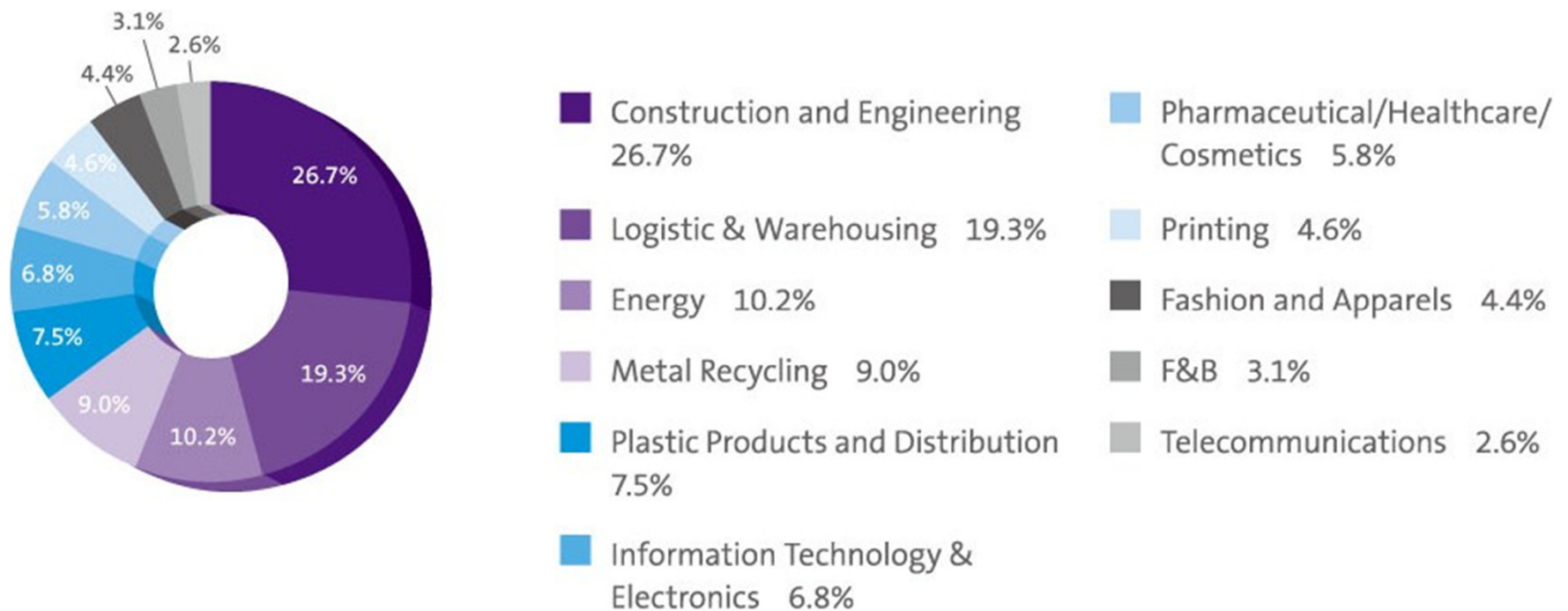


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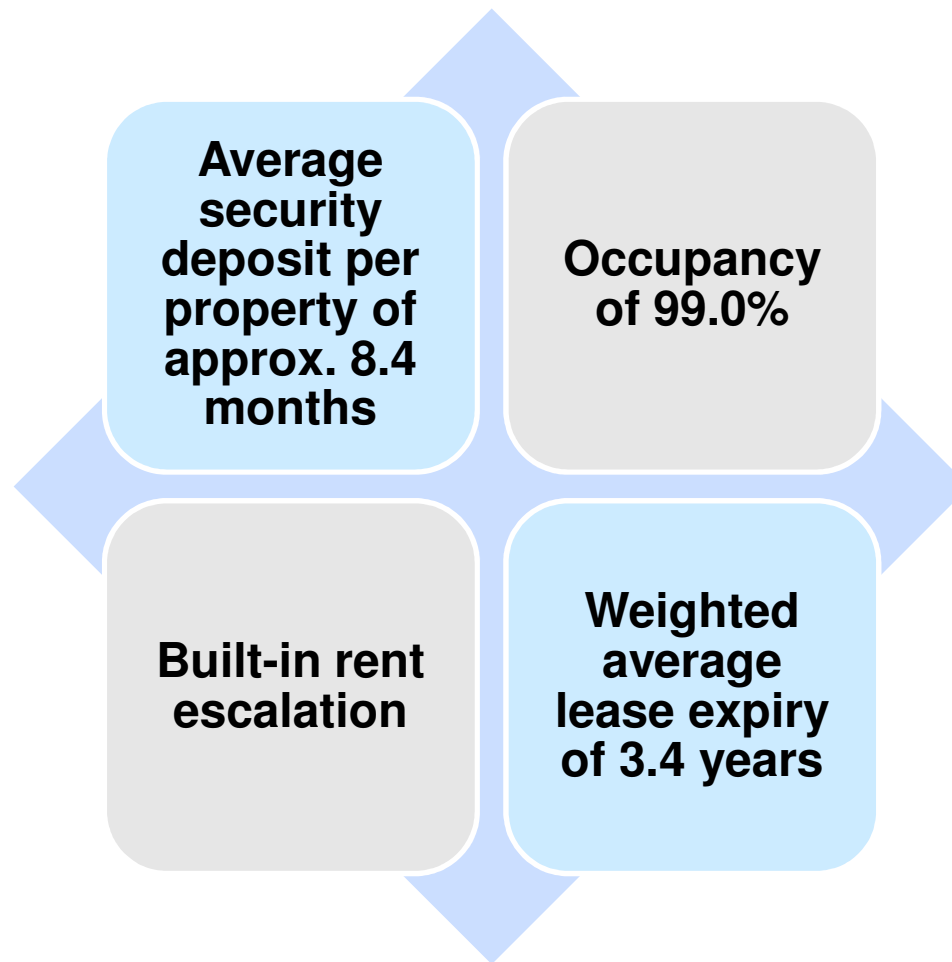
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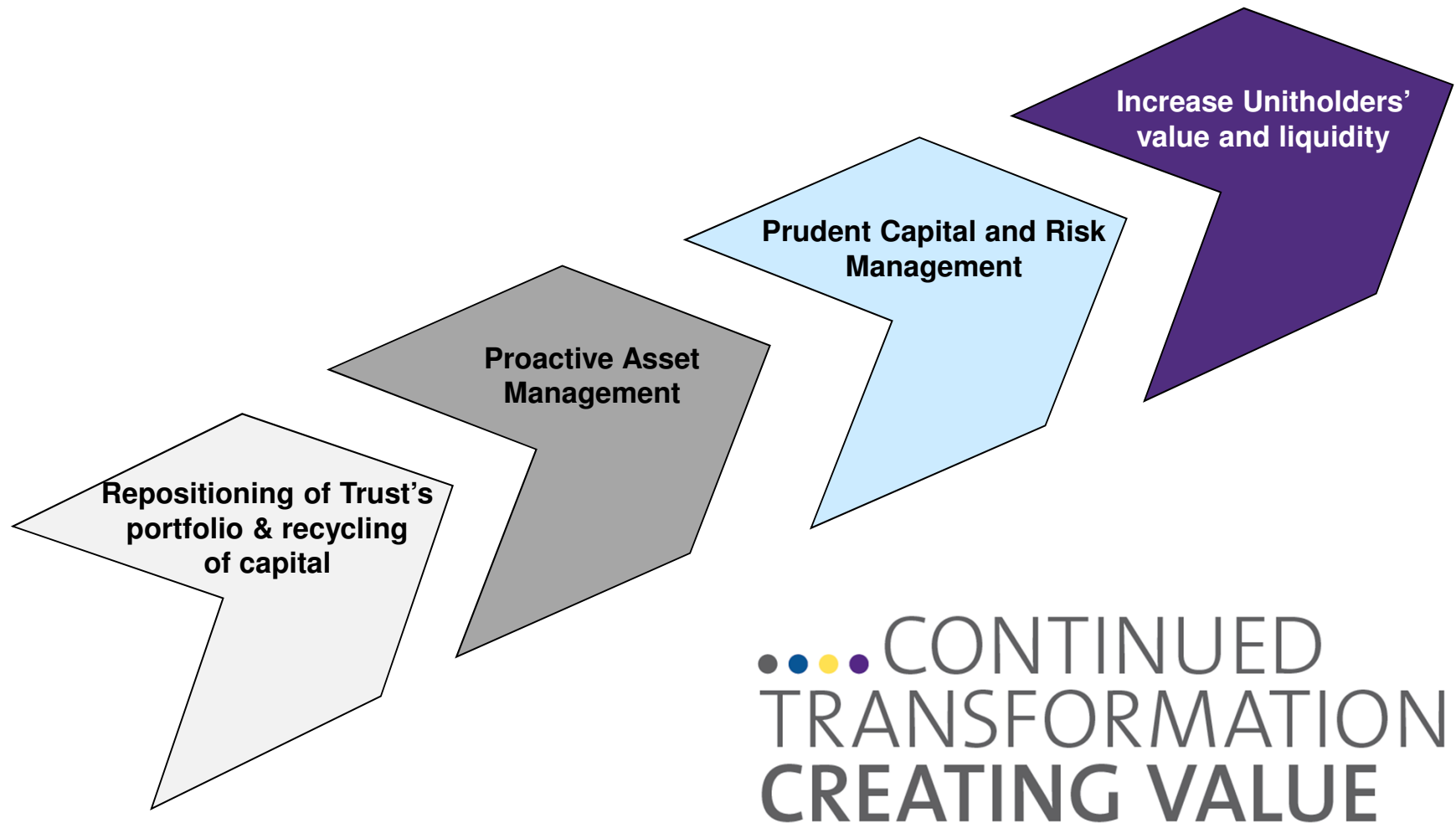


## *1A International Business Park*



## **FY2011 – Execution on Strategy**

# Objectives



# Portfolio Management

## Divestments - Repositioning of Trust's portfolio and recycling of capital

### 23 Changi South Ave 2 Singapore



- Sale of smaller asset in Singapore
- Sale completed in February 2011
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Acquisition of larger & higher quality assets - Repositioning of Trust's portfolio and recycling of capital

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- Premium quality ramp up warehouse located in the west
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- Conservative leverage
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- Average debt maturity of 3.5 years
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*29 Woodlands Industrial Park*



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*8 & 10 Pandan Crescent*



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**For enquiries, kindly contact:**

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# AIMS AMP CAPITAL INDUSTRIAL REIT



## 2<sup>nd</sup> ANNUAL GENERAL MEETING

30 JUNE 2011

*1A International Business Park*



*1 Bukit Batok Street 22*



*10 Changi South Lane*



*29 Woodlands Industrial Park E1*



*8 & 10 Pandan Crescent*



*27 Penjuru Lane*



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...CONTINUED  
TRANSFORMATION  
CREATING VALUE



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# AIMS AMP Capital Industrial REIT

## FY 2011



*27 Penjuru Lane*



## FY2011 - Financial Highlights

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For the Financial Year ended 31 March	2011	2010	% +/-
Gross Revenue <sup>1</sup>	73.2	50.9	43.8
Net property income	52.7	40.1	31.3
Distributable income	37.2	22.3	66.5
Distribution per Unit ("DPU")(cents)	1.9844	5.1234	(61.3) <sup>2</sup>

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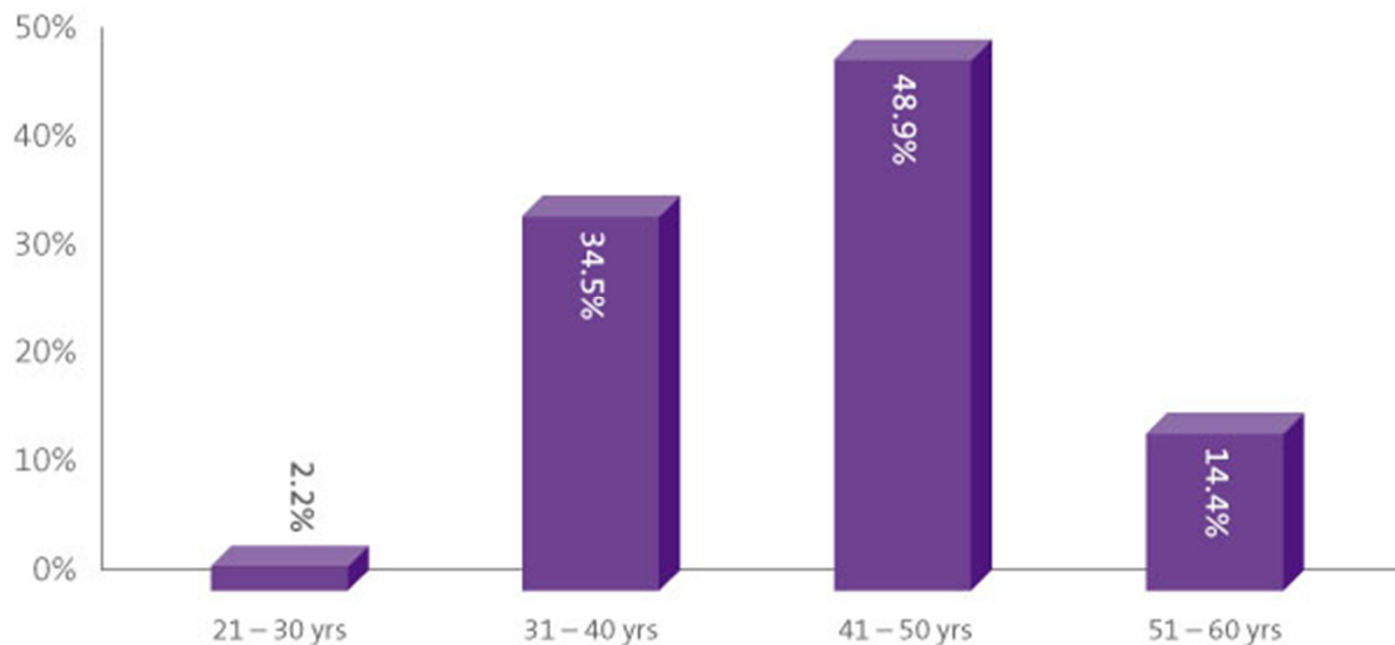
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The weighted average unexpired lease term for the underlying leasehold land is 42.7 years.

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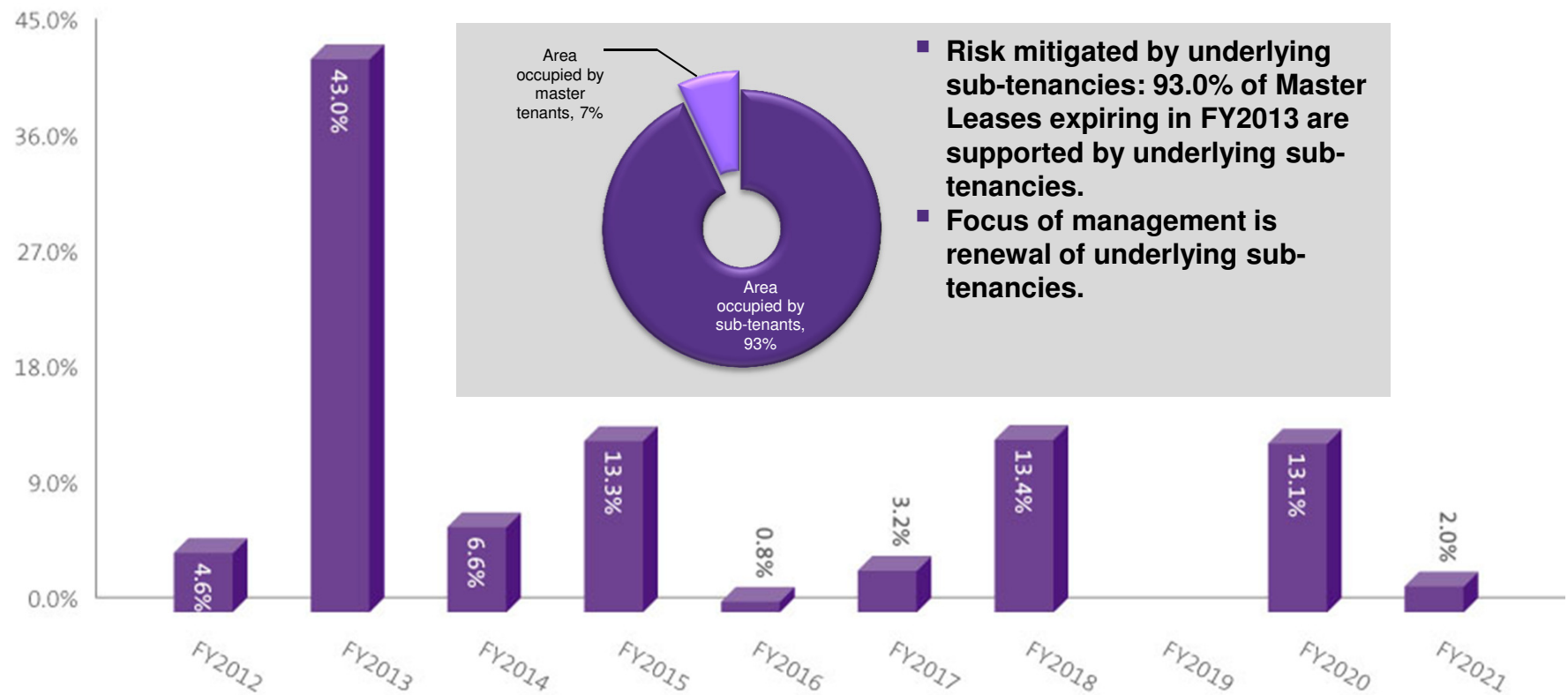




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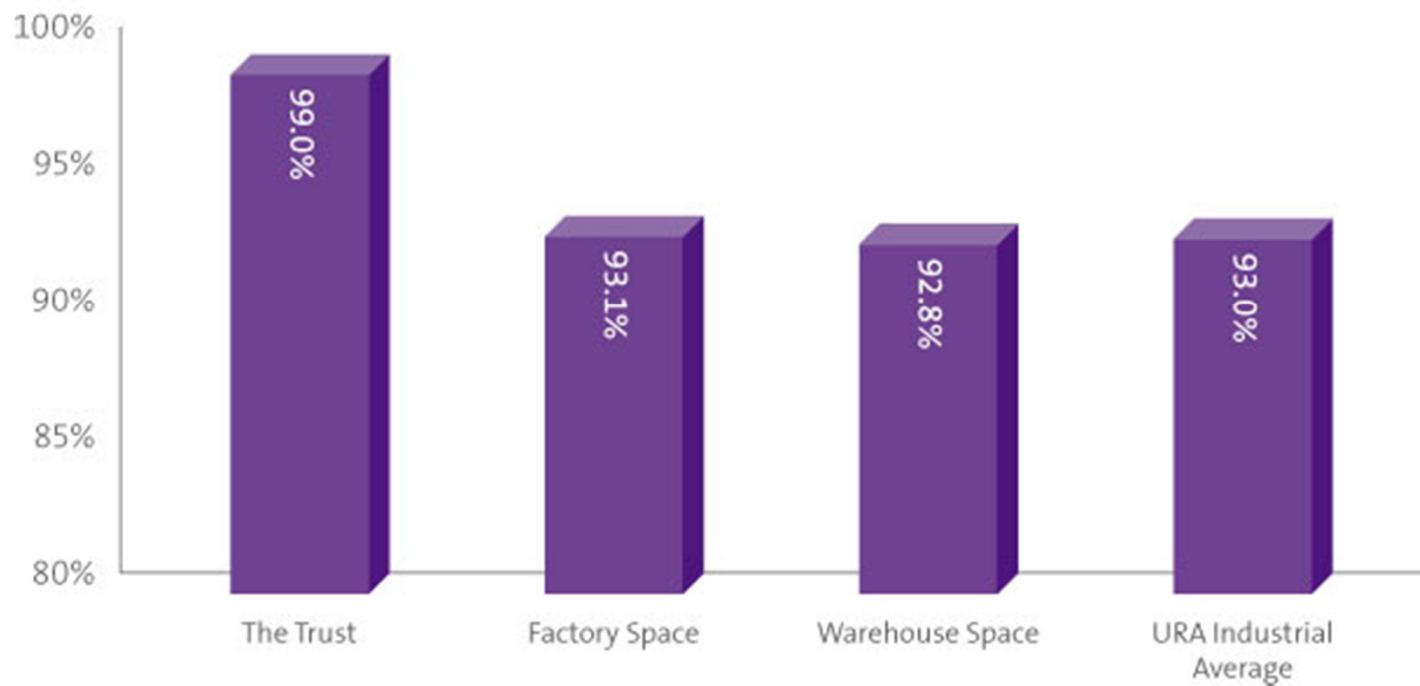
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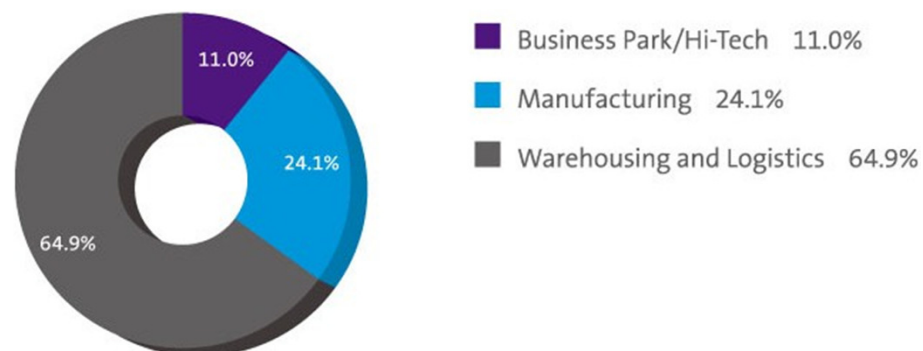
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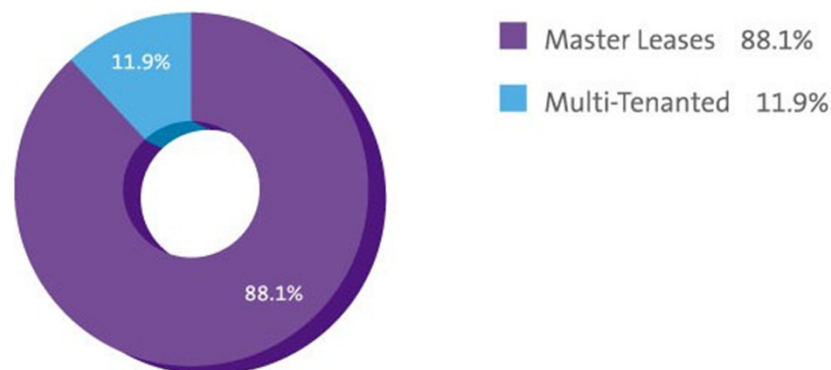
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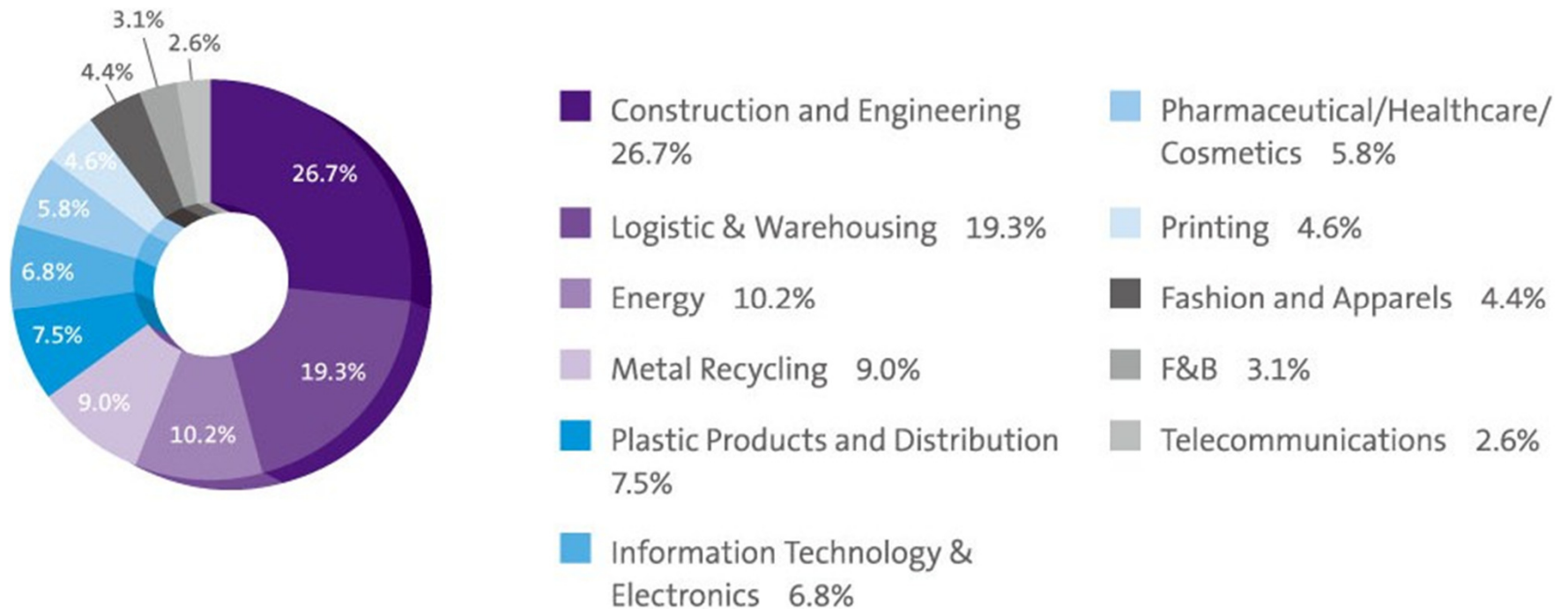


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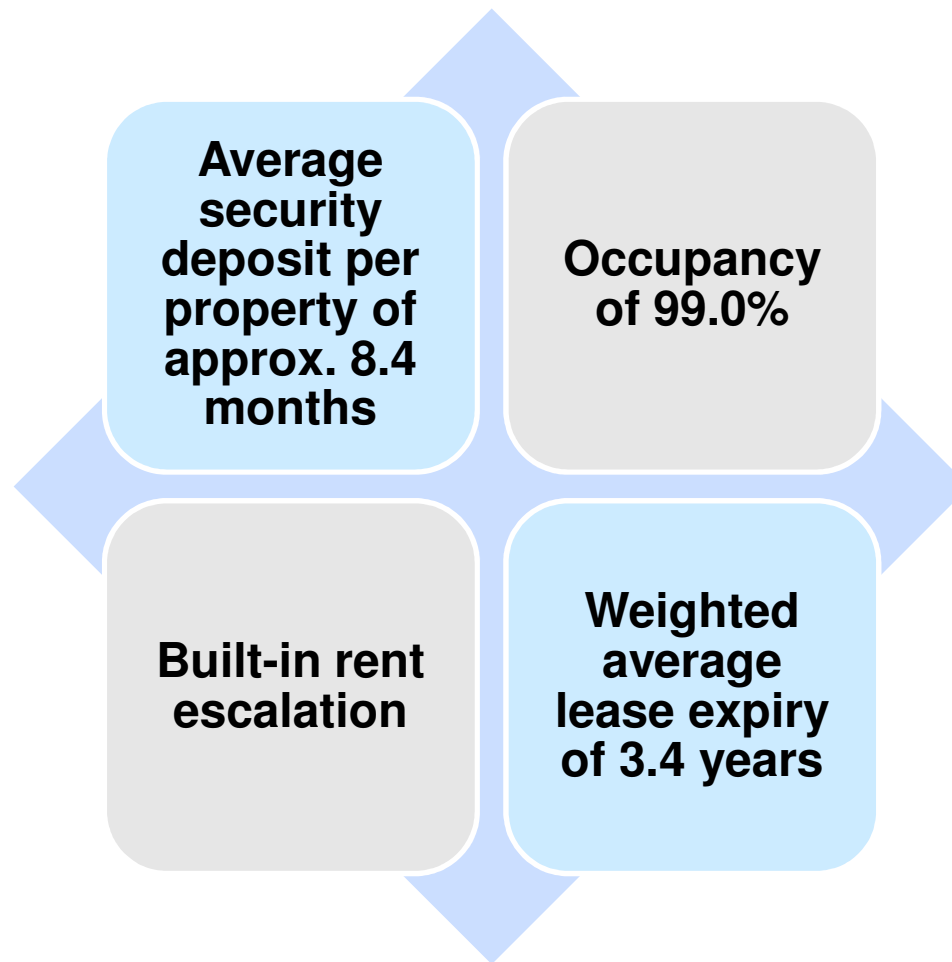
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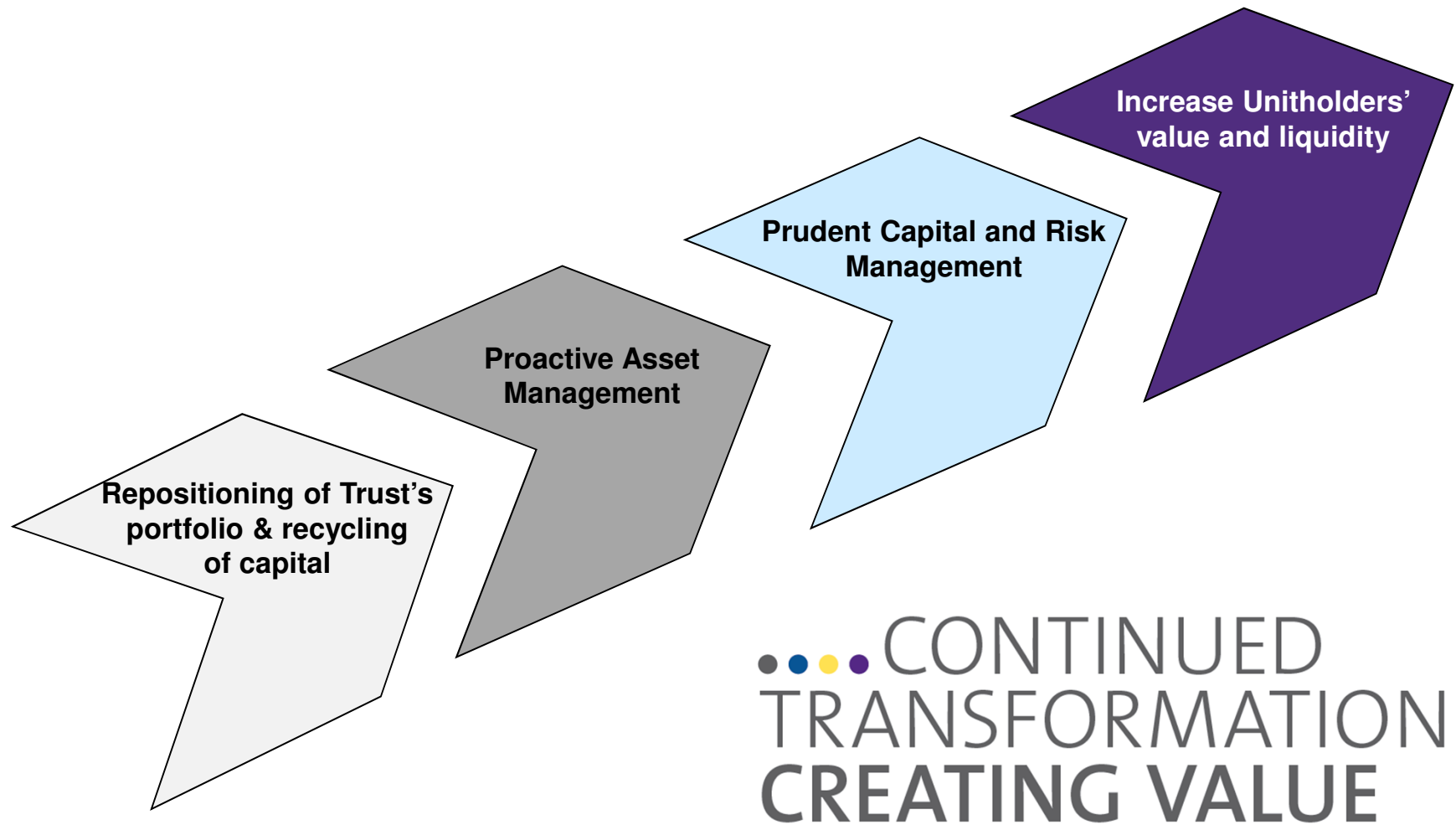


## *1A International Business Park*



## **FY2011 – Execution on Strategy**

# Objectives



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*29 Woodlands Industrial Park*



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# AIMS AMP CAPITAL INDUSTRIAL REIT



## 2<sup>nd</sup> ANNUAL GENERAL MEETING

30 JUNE 2011

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*27 Penjuru Lane*



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...CONTINUED  
TRANSFORMATION  
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# AIMS AMP Capital Industrial REIT

## FY 2011



*27 Penjuru Lane*



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*8 & 10 Pandan Crescent*



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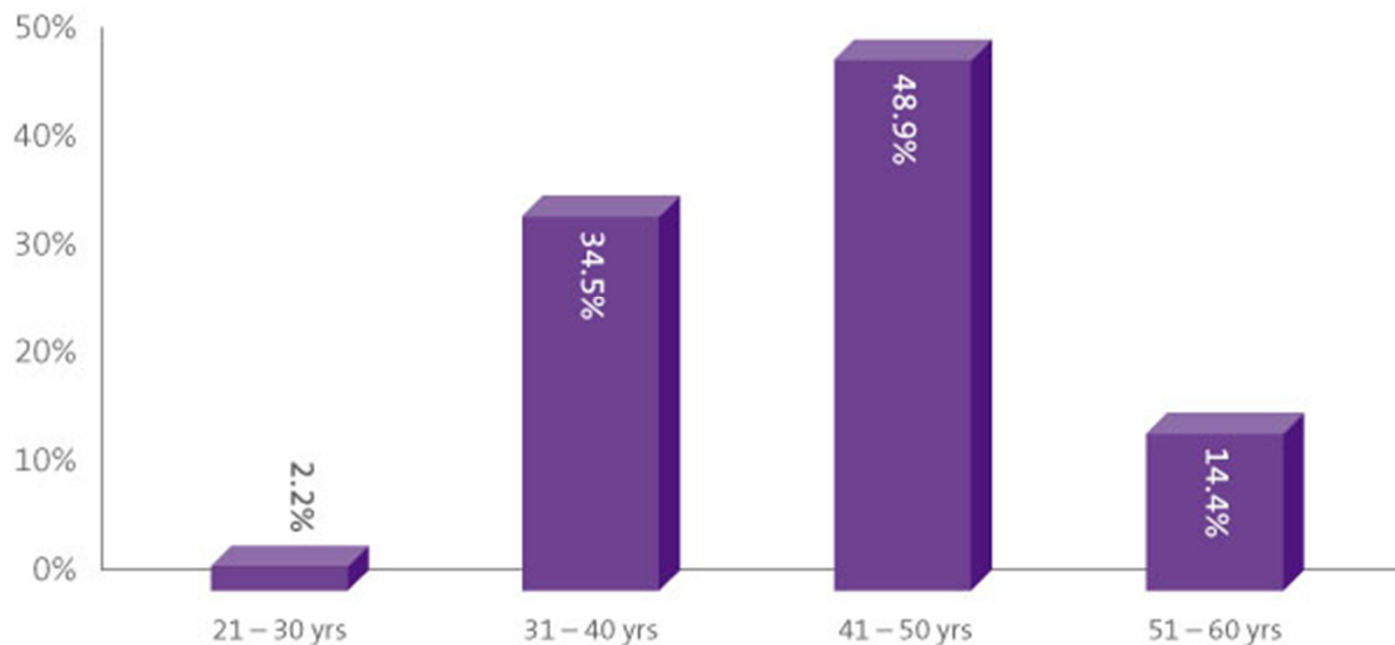
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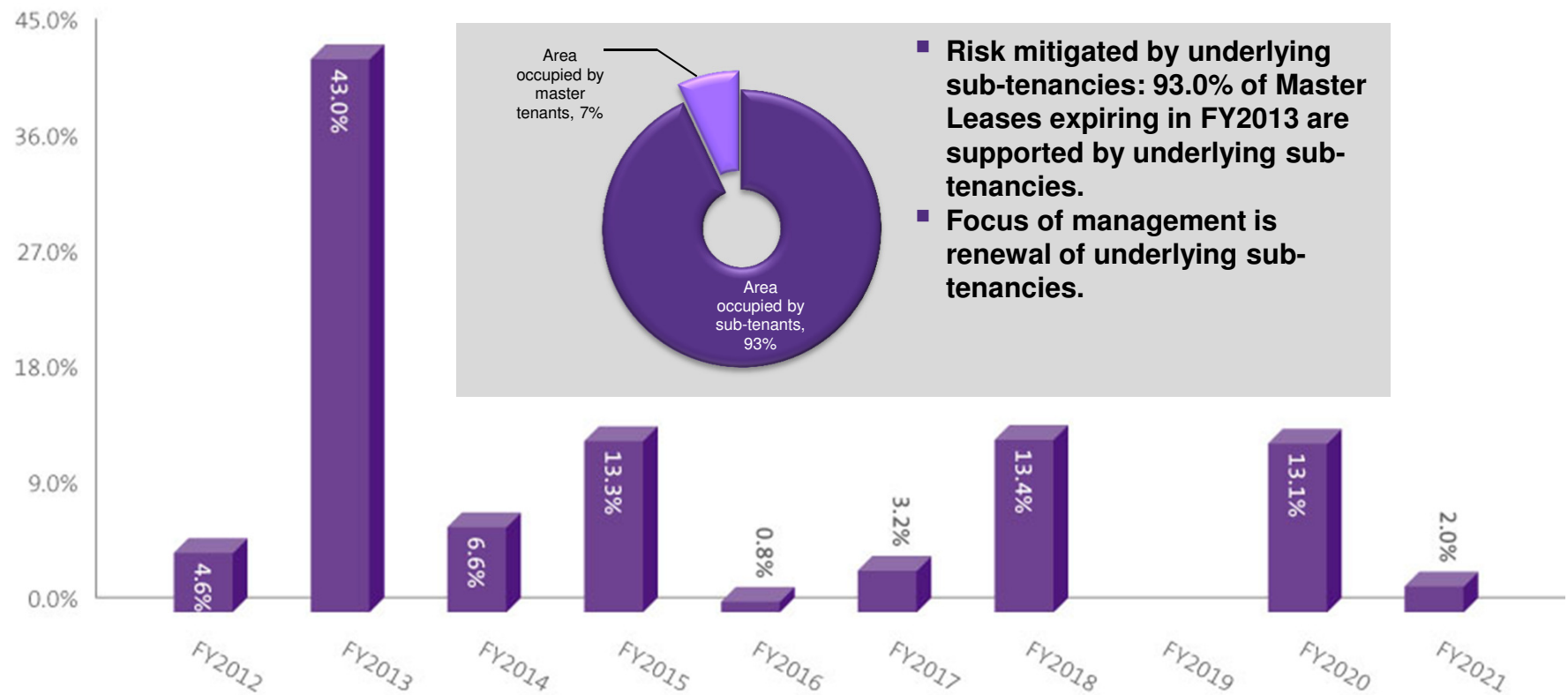




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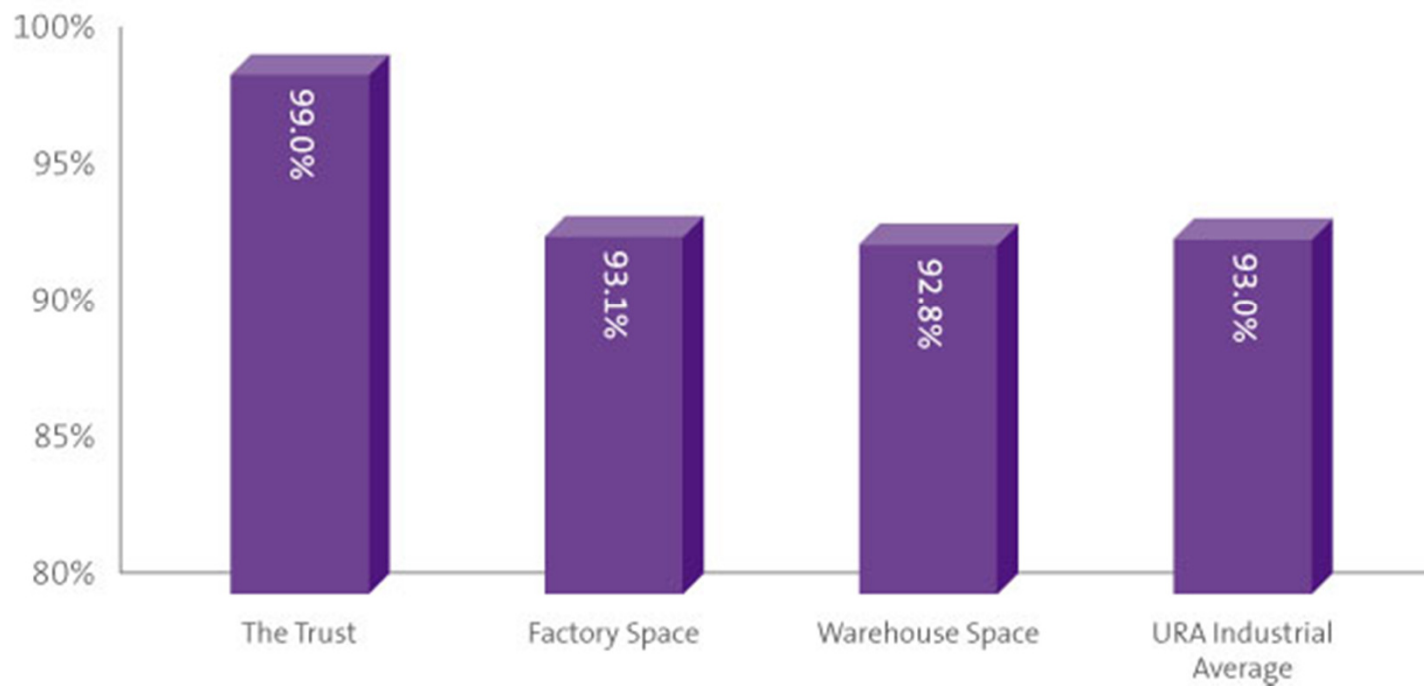
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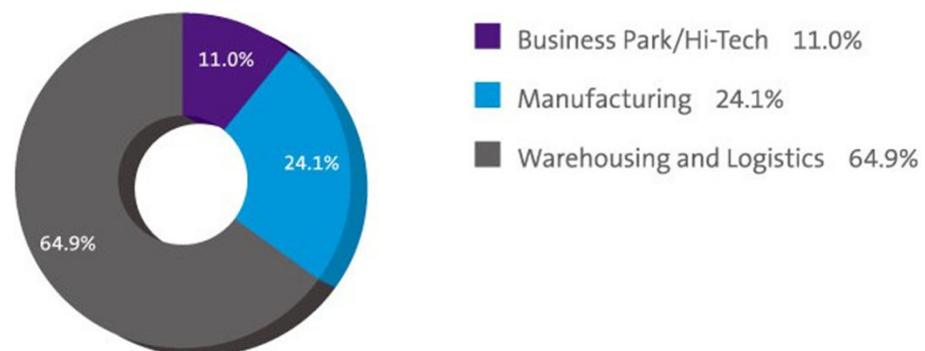
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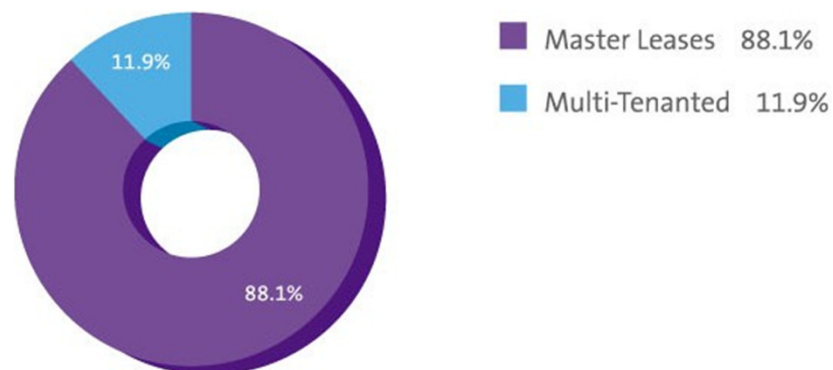
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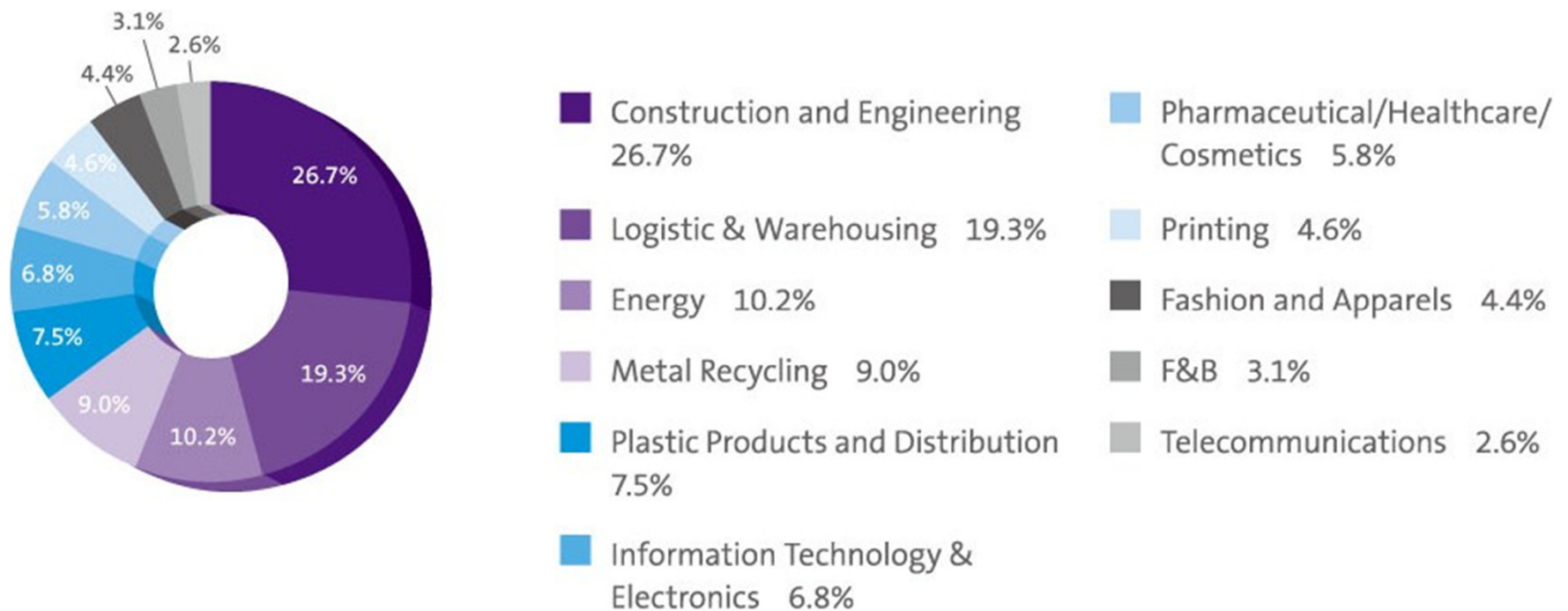


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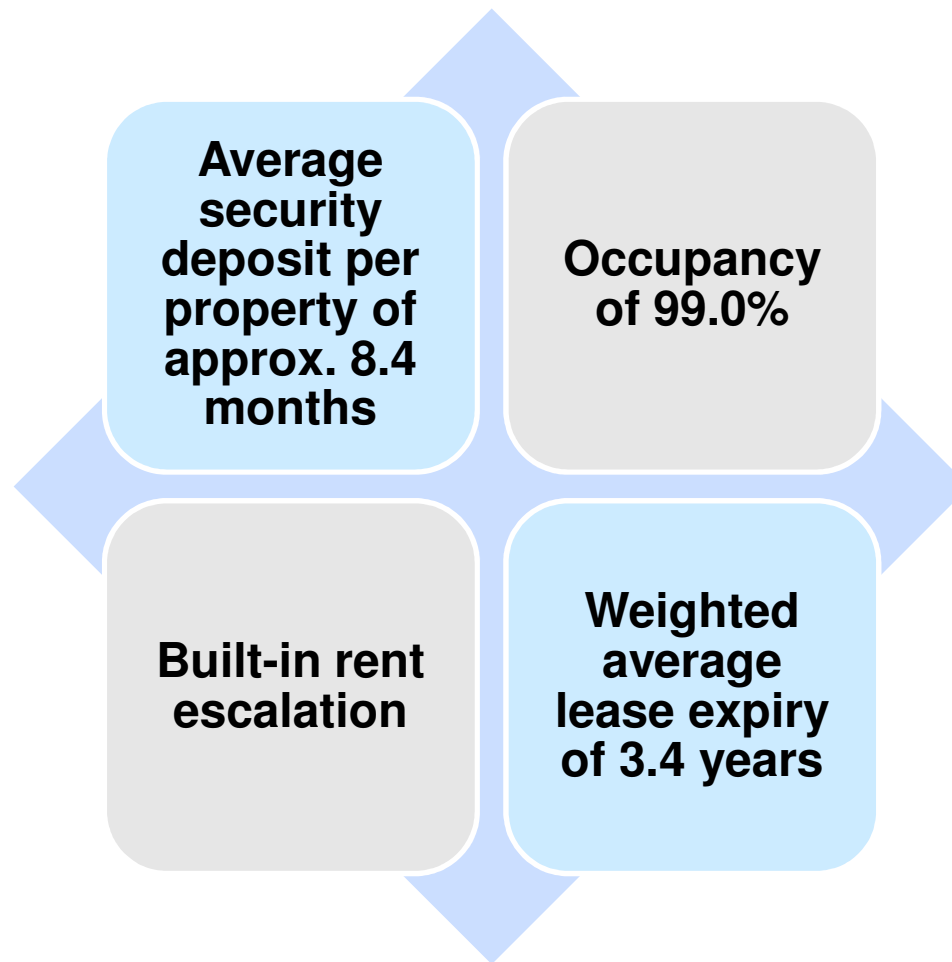
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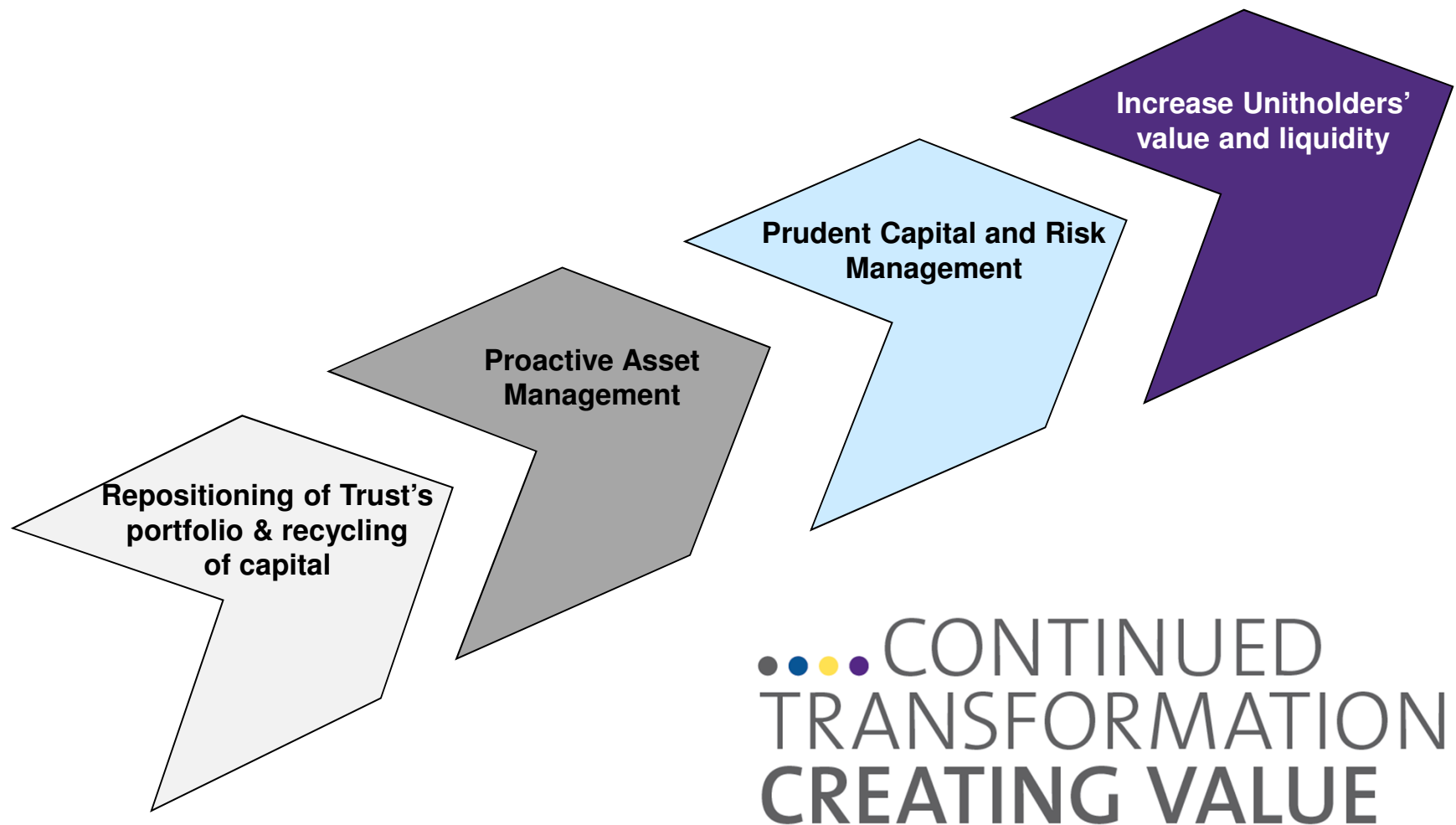


## *1A International Business Park*



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# AIMS AMP Capital Industrial REIT

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*27 Penjuru Lane*



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... CONTINUED  
TRANSFORMATION  
CREATING VALUE

# FY2011 Financial Highlights

Balance Sheet as at 31 March	2011	2010	% +/( -)
Total assets	874.7	657.7	33.0
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*8 & 10 Pandan Crescent*



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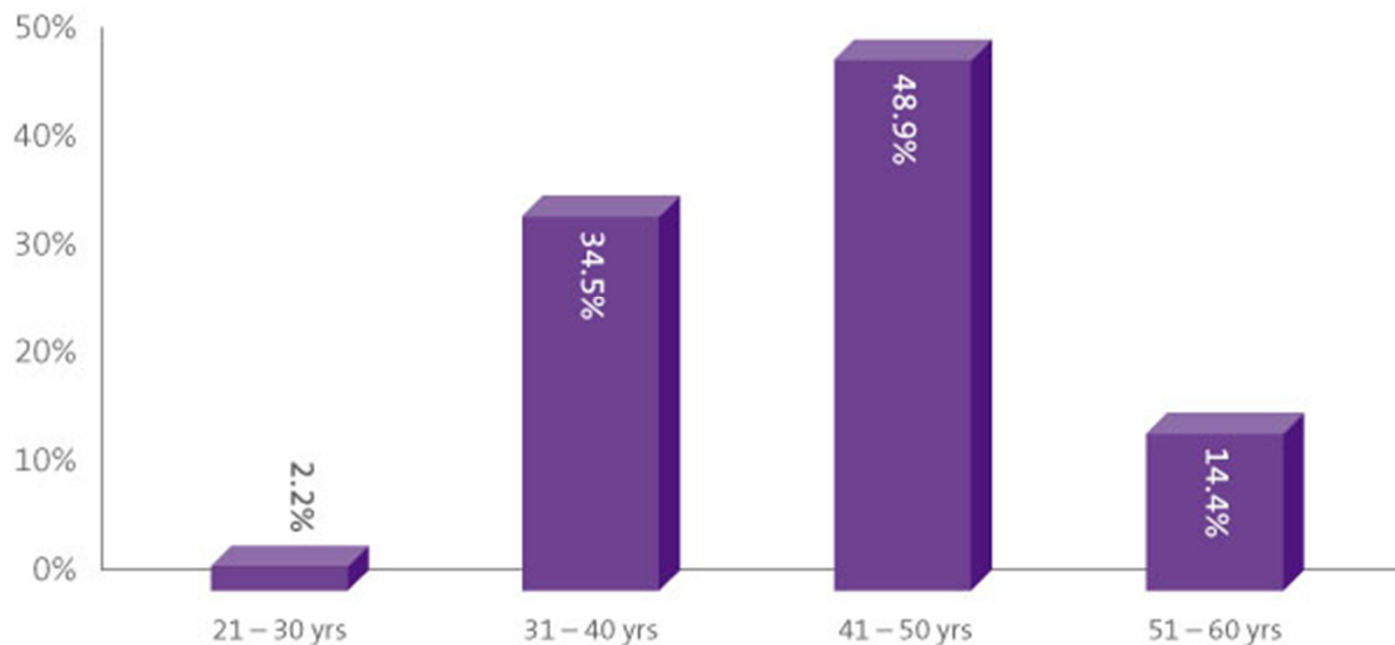
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Location of Properties	Singapore	Singapore Japan	Singapore

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The weighted average unexpired lease term for the underlying leasehold land is 42.7 years.

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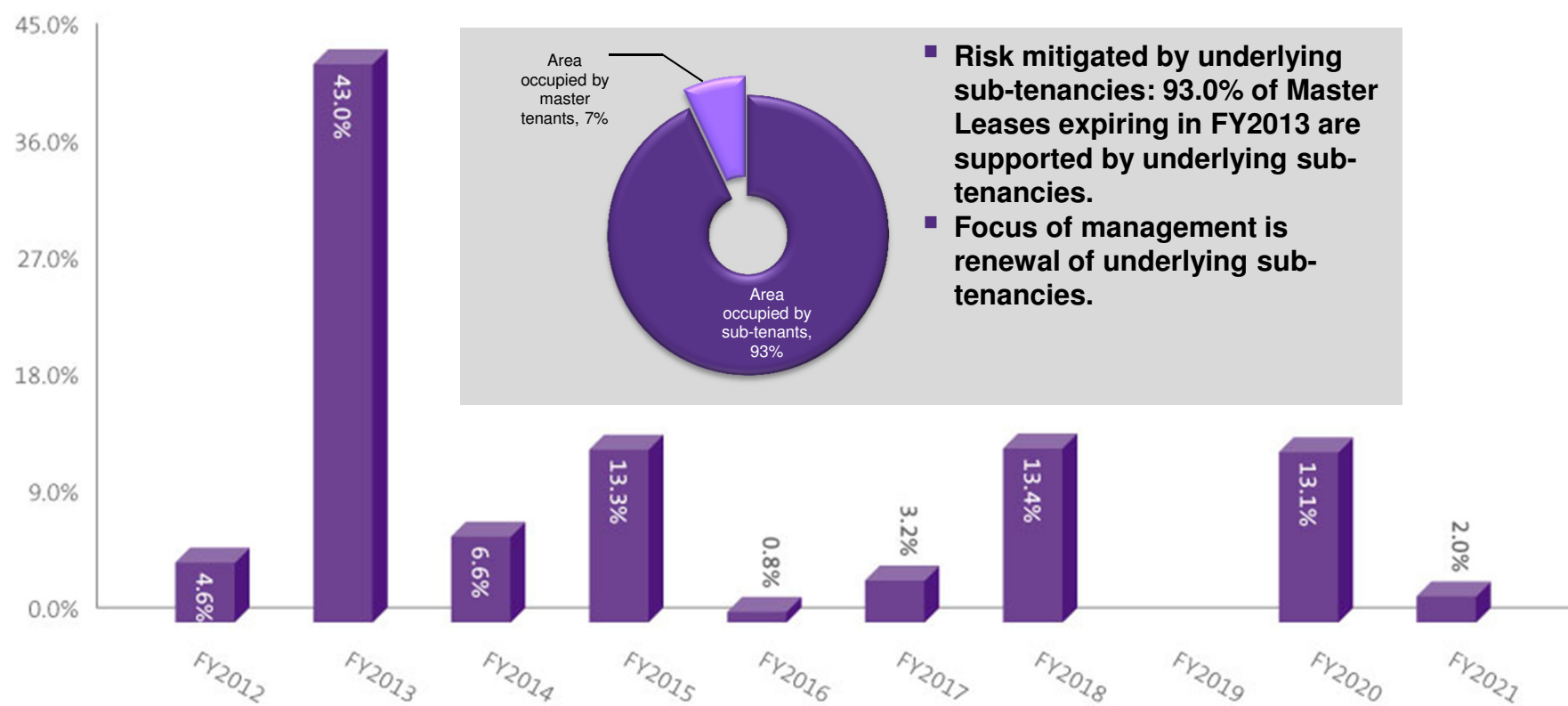




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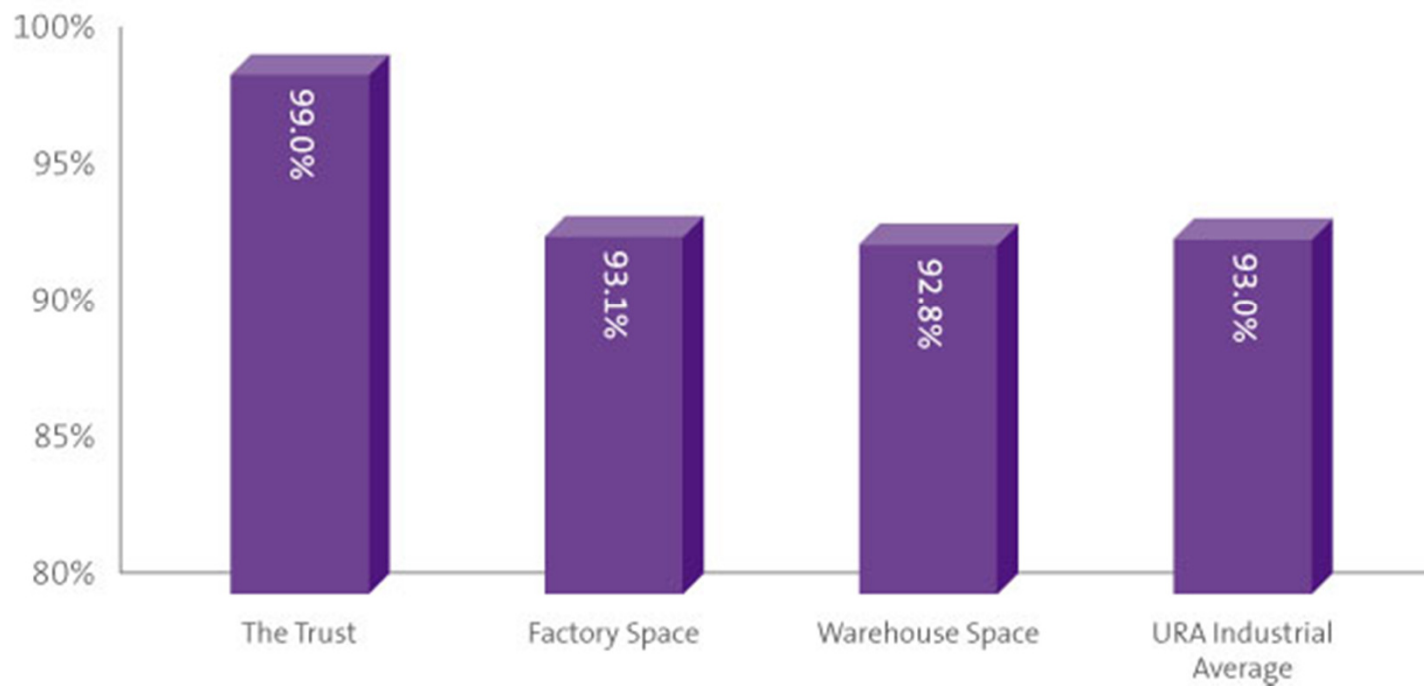
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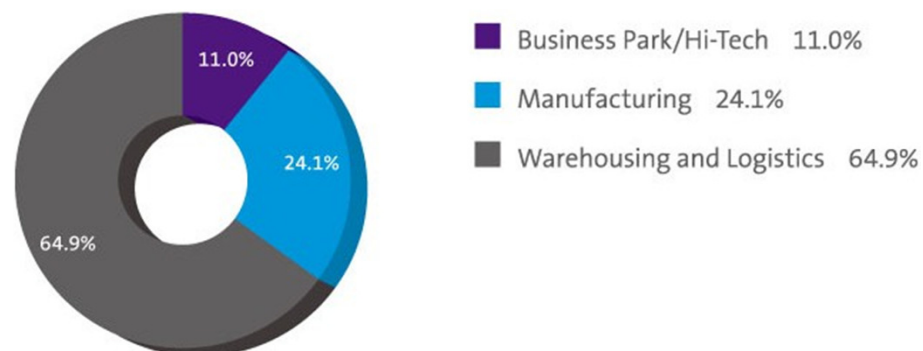
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**Top Ten Tenants by Rental Income (FY2011)**

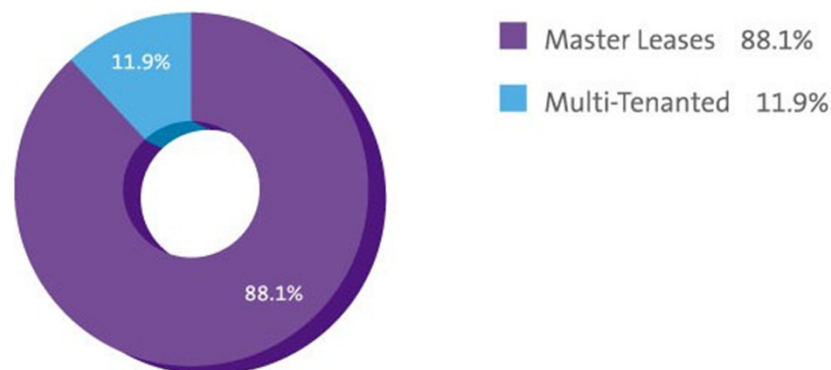
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**Rental Contribution by Property Sector (FY2011)**

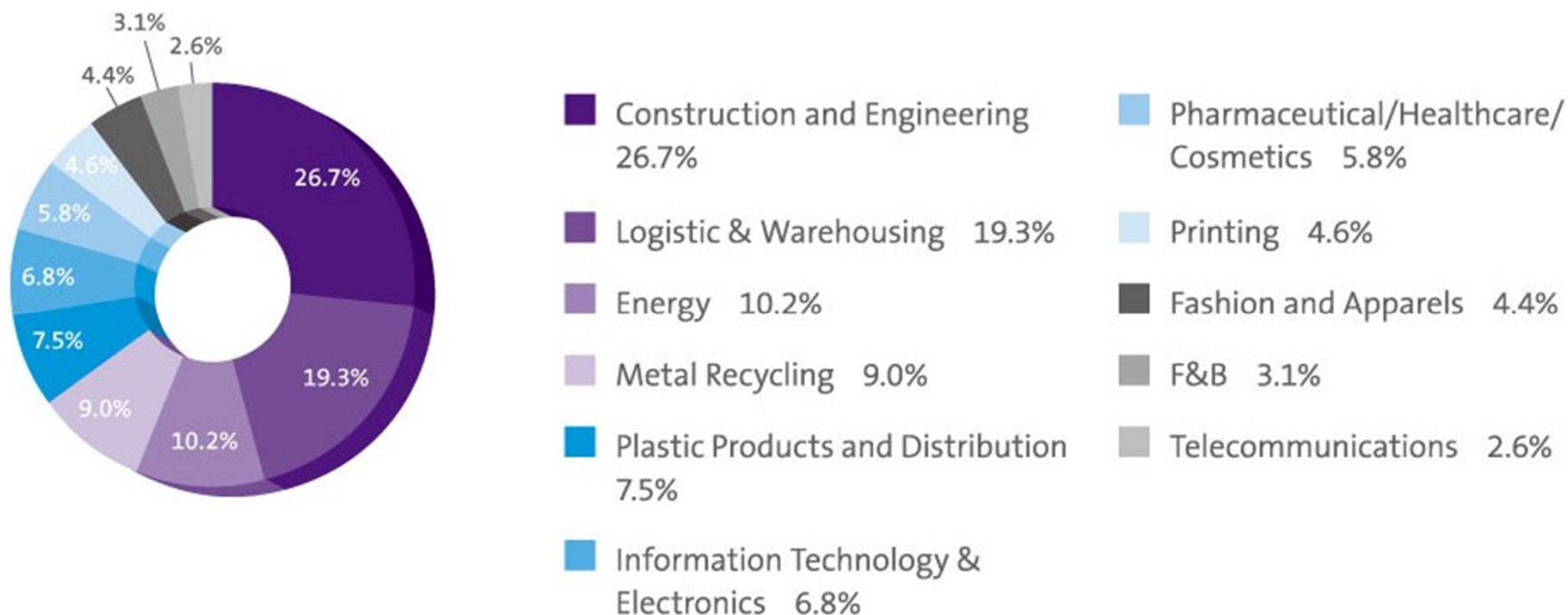


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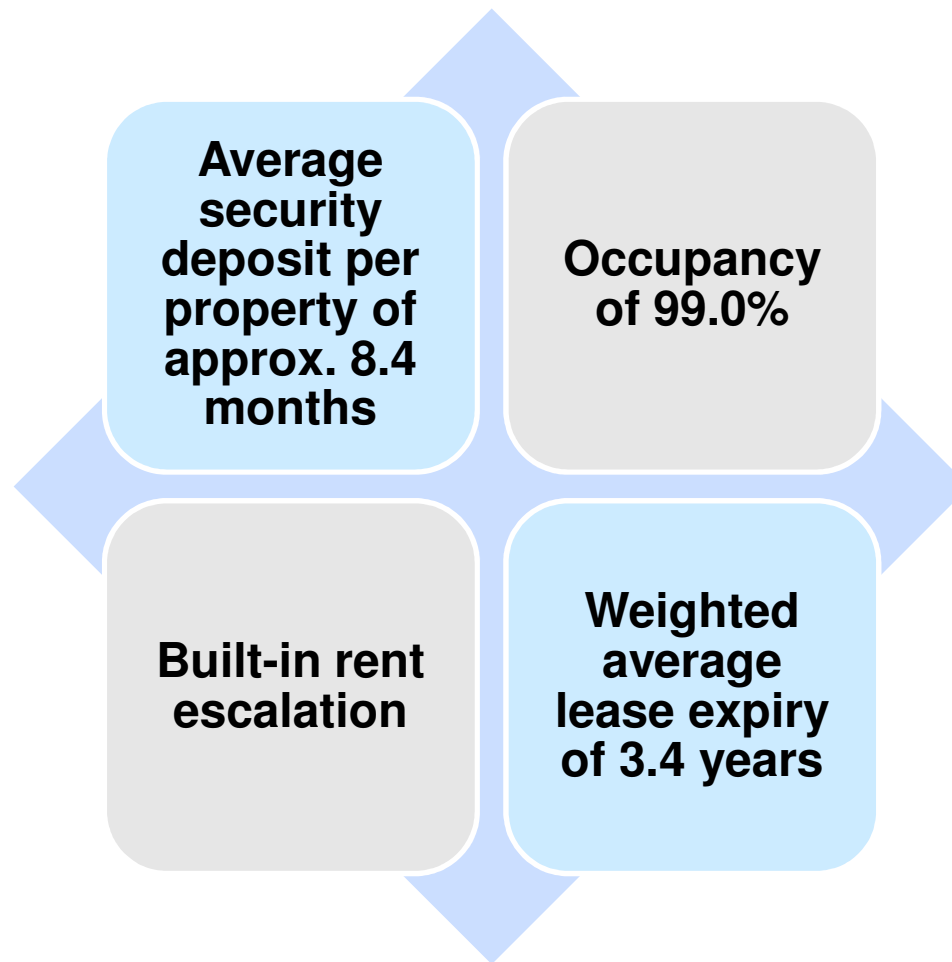
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Tenant Base by Trade Sector (by FY 2011 Rental Income)





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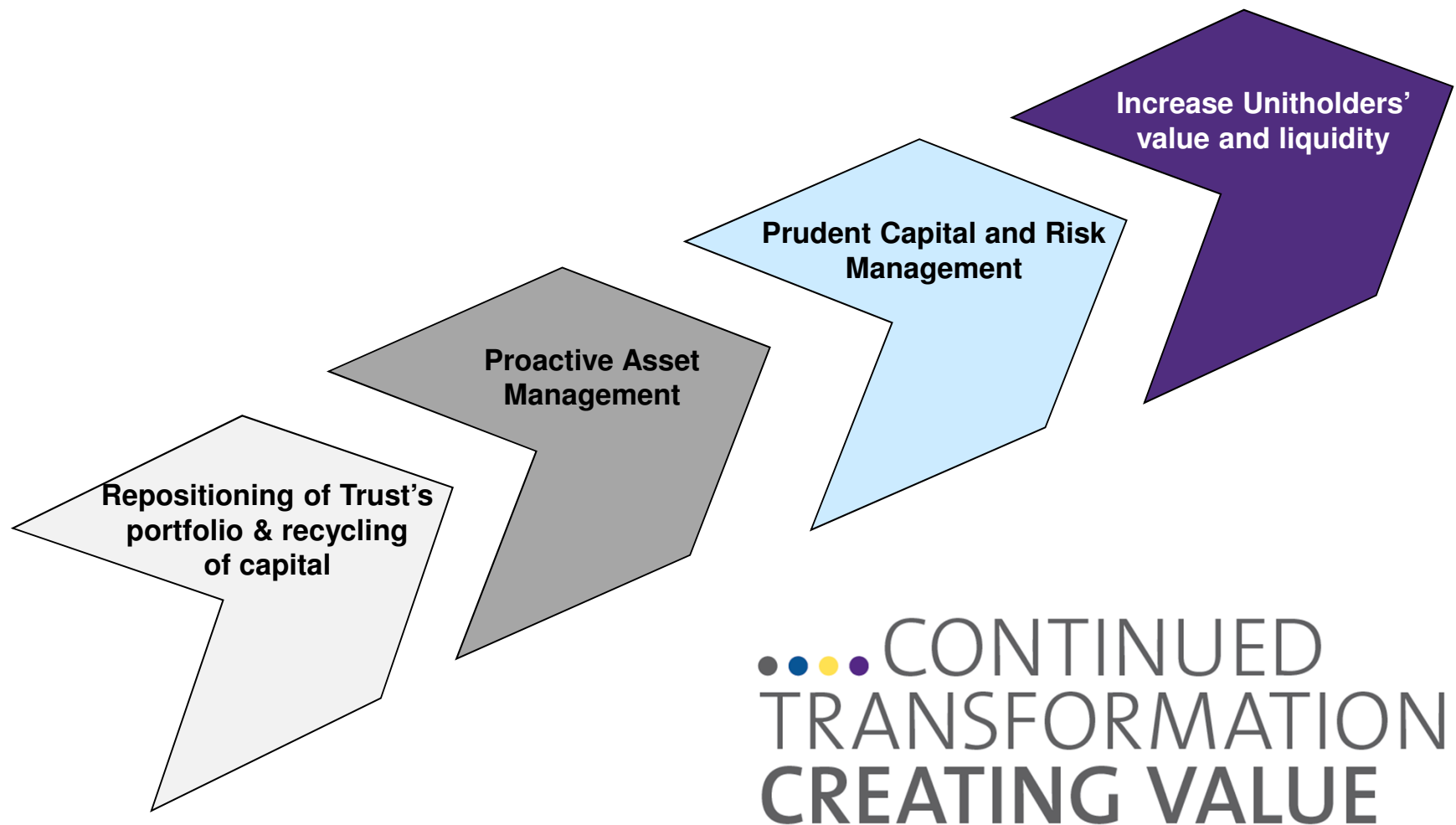


## *1A International Business Park*



## **FY2011 – Execution on Strategy**

# Objectives



# Portfolio Management

## Divestments - Repositioning of Trust's portfolio and recycling of capital

### 23 Changi South Ave 2 Singapore



- Sale of smaller asset in Singapore
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- Conservative leverage
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*29 Woodlands Industrial Park*



## Looking ahead – Strategy for the Trust FY2012

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- Enhancement of selected asset(s).
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# Substantial Unitholders – 31 March 2011

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*1 Bukit Batok Street 22*



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*29 Woodlands Industrial Park E1*



*8 & 10 Pandan Crescent*



*27 Penjuru Lane*



# Thank you

**For enquiries, kindly contact:**

**AIMS AMP Capital Industrial REIT Management Limited**

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Chief Executive Officer

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Email: [nmcgrath@aimsampcapital.com](mailto:nmcgrath@aimsampcapital.com)

Joanne Loh

Investor Relations Manager

Tel: + 65 6309 1057

Email: [jlroh@aimsampcapital.com](mailto:jlroh@aimsampcapital.com)



# AIMS AMP CAPITAL INDUSTRIAL REIT



## 2<sup>nd</sup> ANNUAL GENERAL MEETING

30 JUNE 2011

*1A International Business Park*



*1 Bukit Batok Street 22*



*10 Changi South Lane*



*29 Woodlands Industrial Park E1*



*8 & 10 Pandan Crescent*



*27 Penjuru Lane*



# Agenda

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...CONTINUED  
TRANSFORMATION  
CREATING VALUE



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*10 Changi South Lane*



*29 Woodlands Industrial Park E1*



*8 & 10 Pandan Crescent*



*27 Penjuru Lane*



# AIMS AMP Capital Industrial REIT

## FY 2011



*27 Penjuru Lane*



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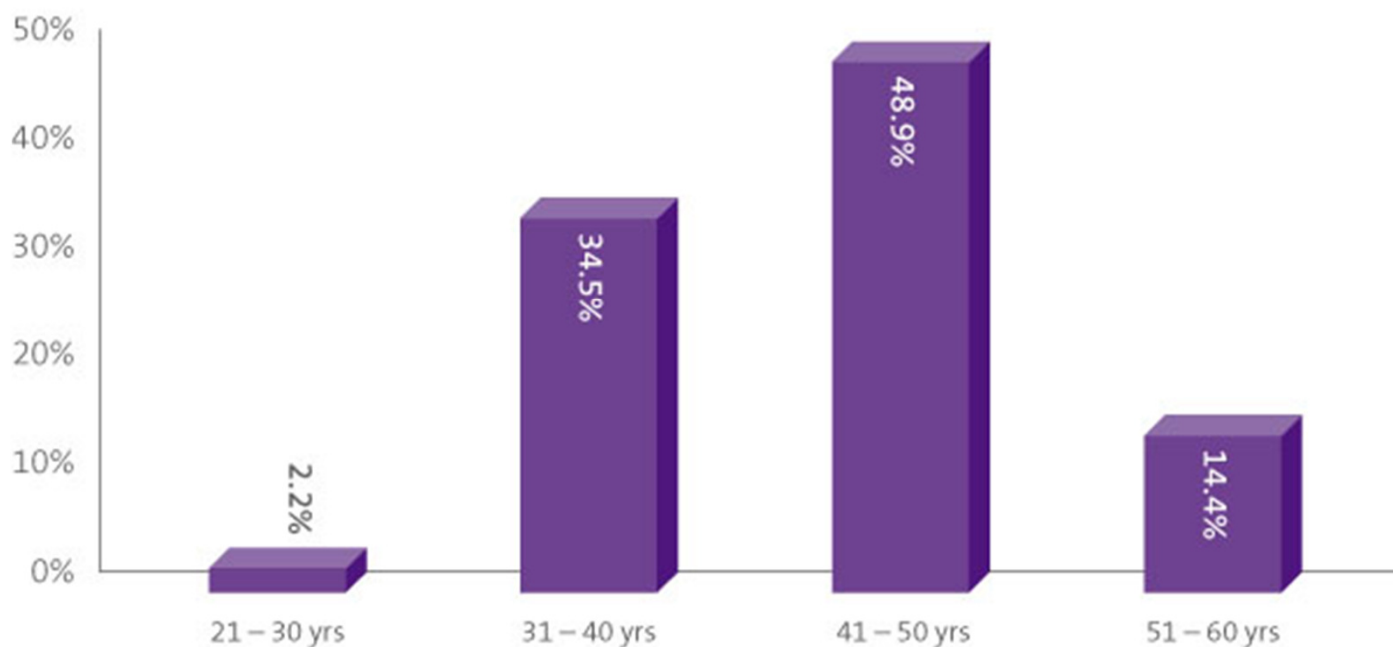
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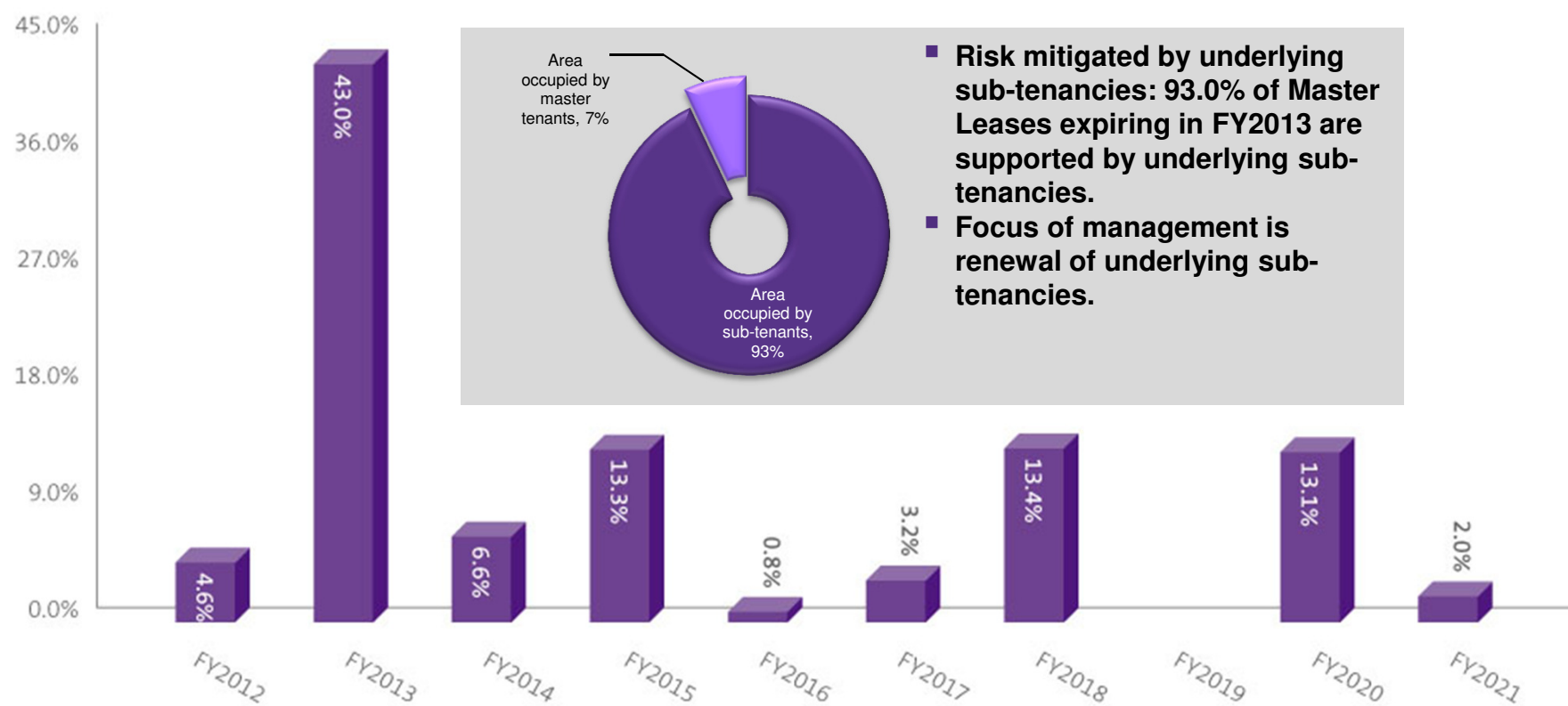




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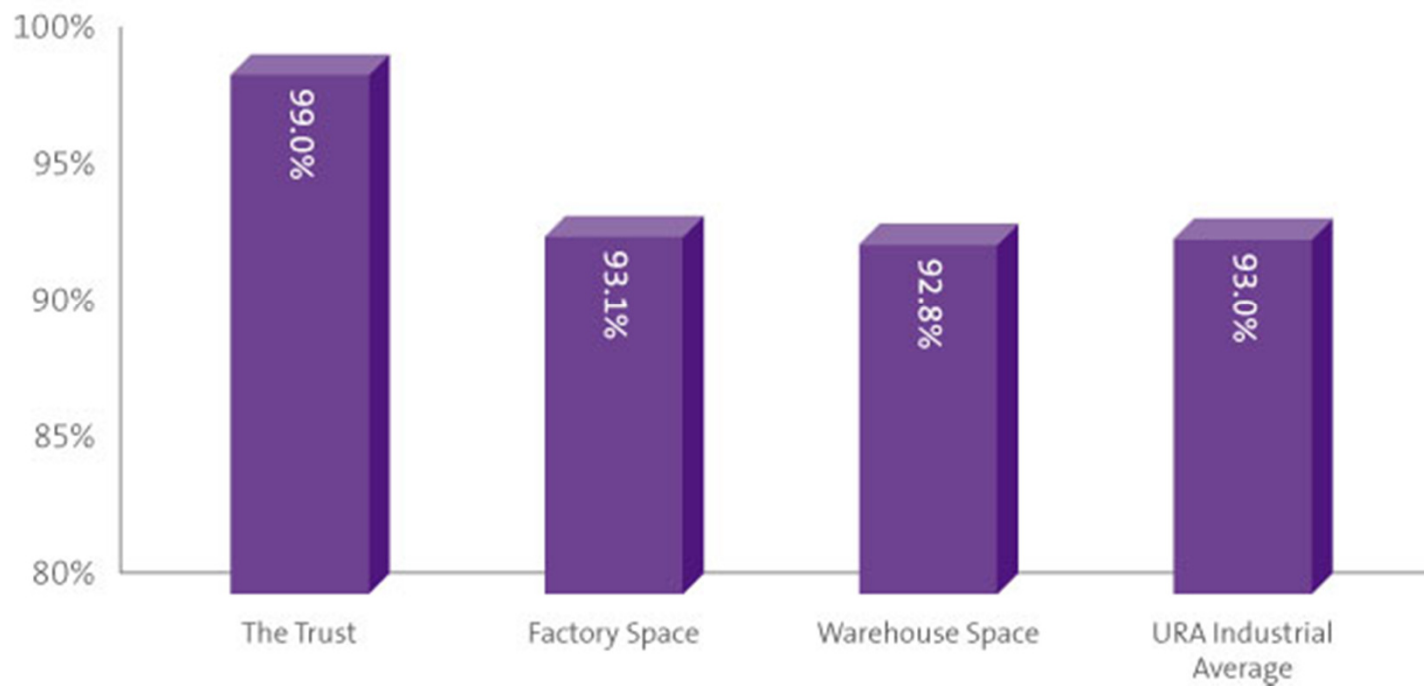
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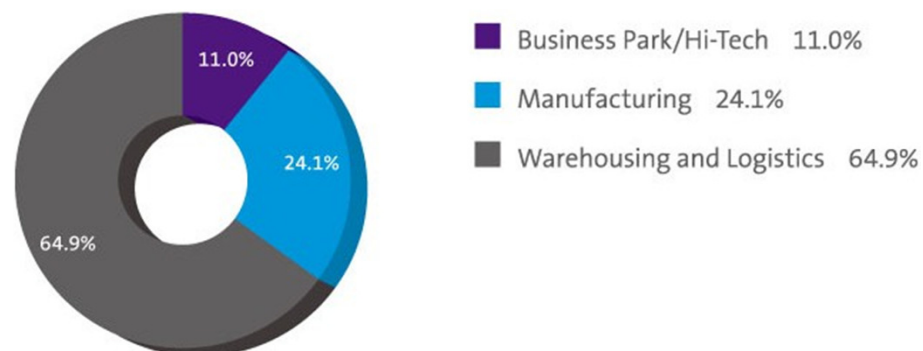
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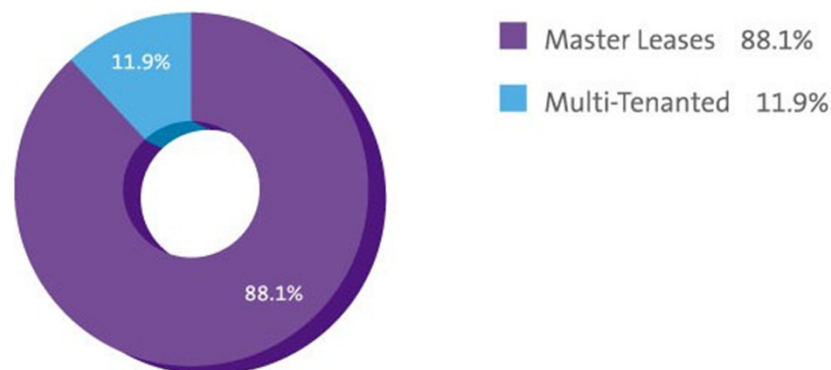
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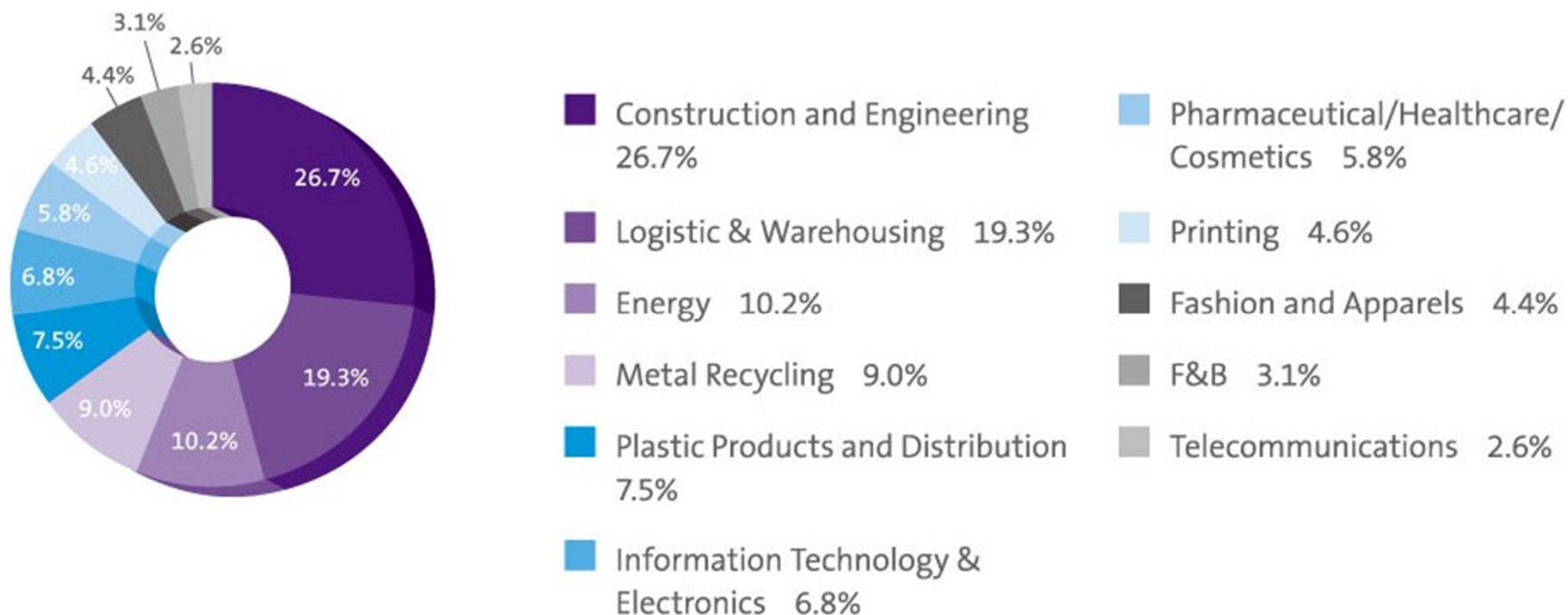


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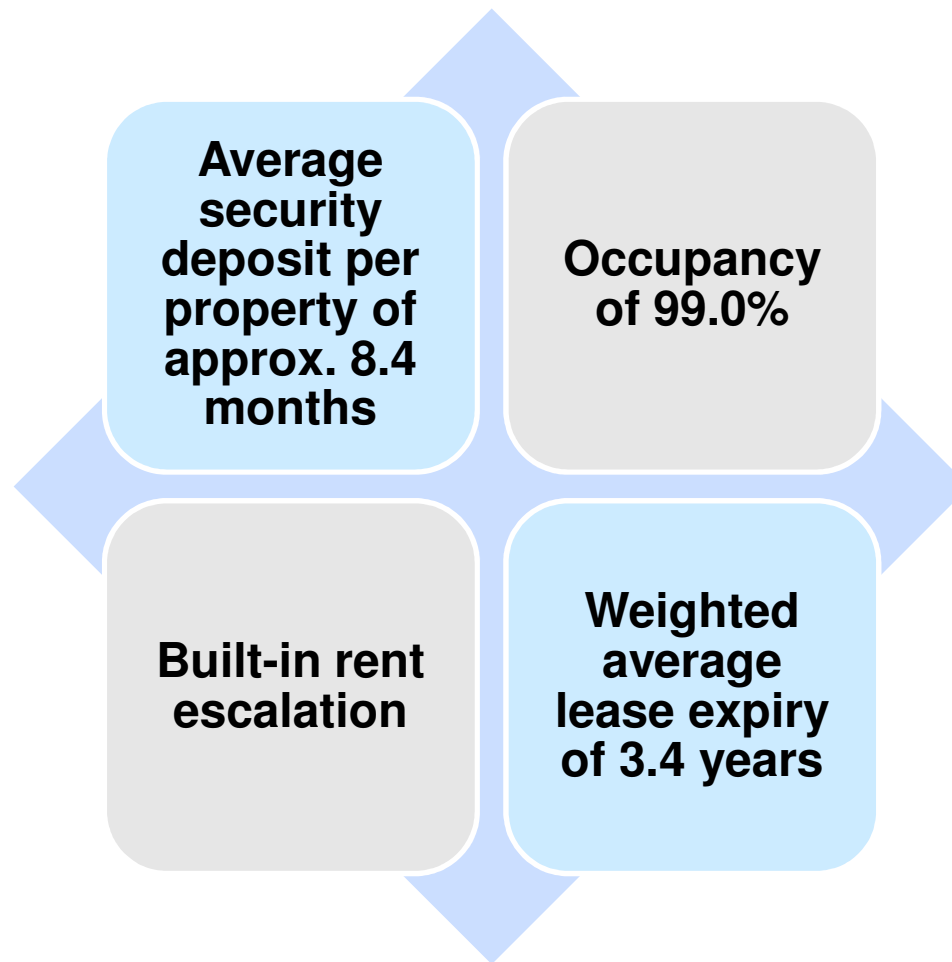
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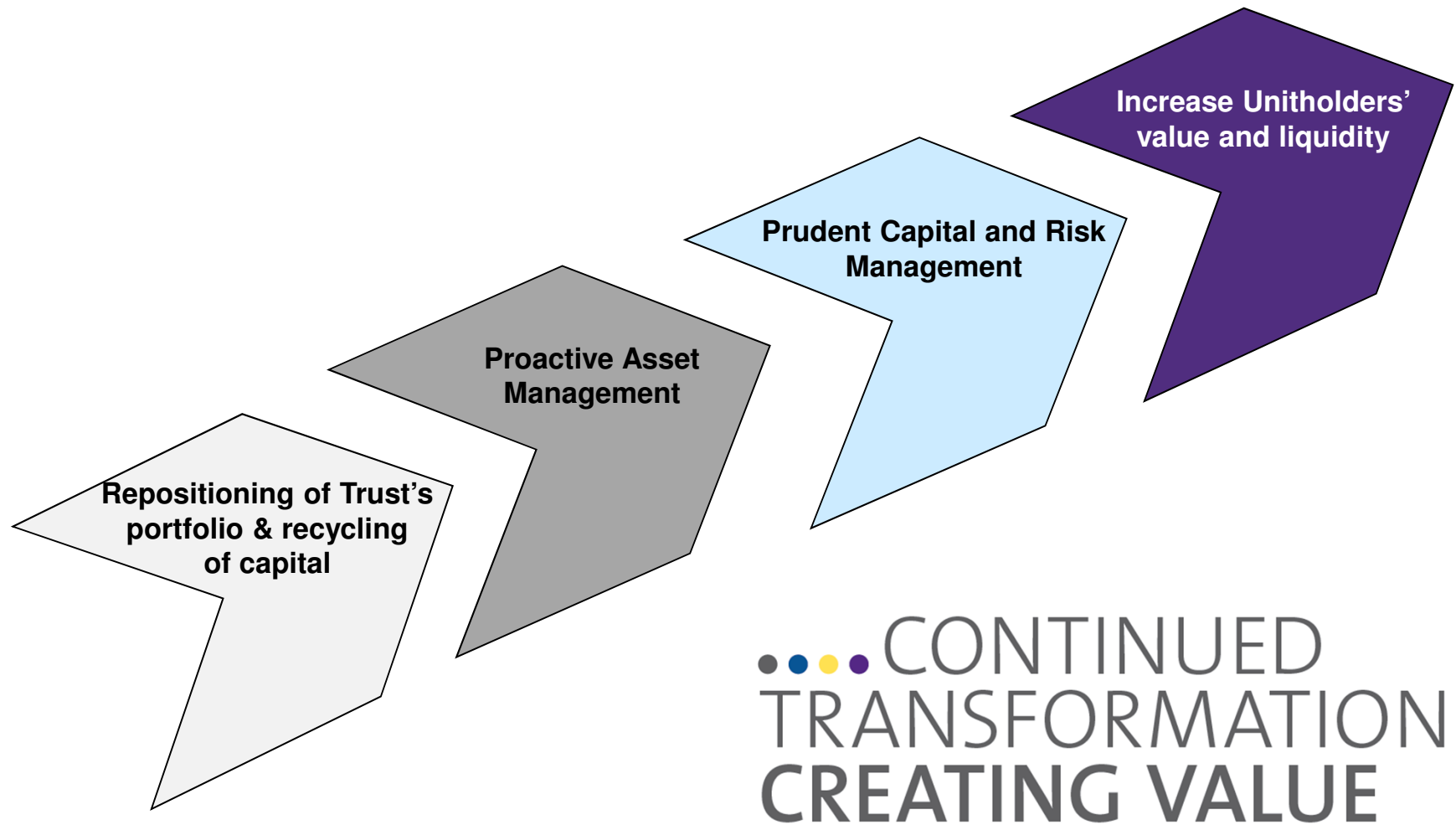


## *1A International Business Park*



## **FY2011 – Execution on Strategy**

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*29 Woodlands Industrial Park*



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**For enquiries, kindly contact:**

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Joanne Loh

Investor Relations Manager

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# AIMS AMP CAPITAL INDUSTRIAL REIT



## 2<sup>nd</sup> ANNUAL GENERAL MEETING

30 JUNE 2011

*1A International Business Park*



*1 Bukit Batok Street 22*



*10 Changi South Lane*



*29 Woodlands Industrial Park E1*



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*27 Penjuru Lane*



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...CONTINUED  
TRANSFORMATION  
CREATING VALUE



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*27 Penjuru Lane*



# AIMS AMP Capital Industrial REIT

## FY 2011



*27 Penjuru Lane*



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*8 & 10 Pandan Crescent*



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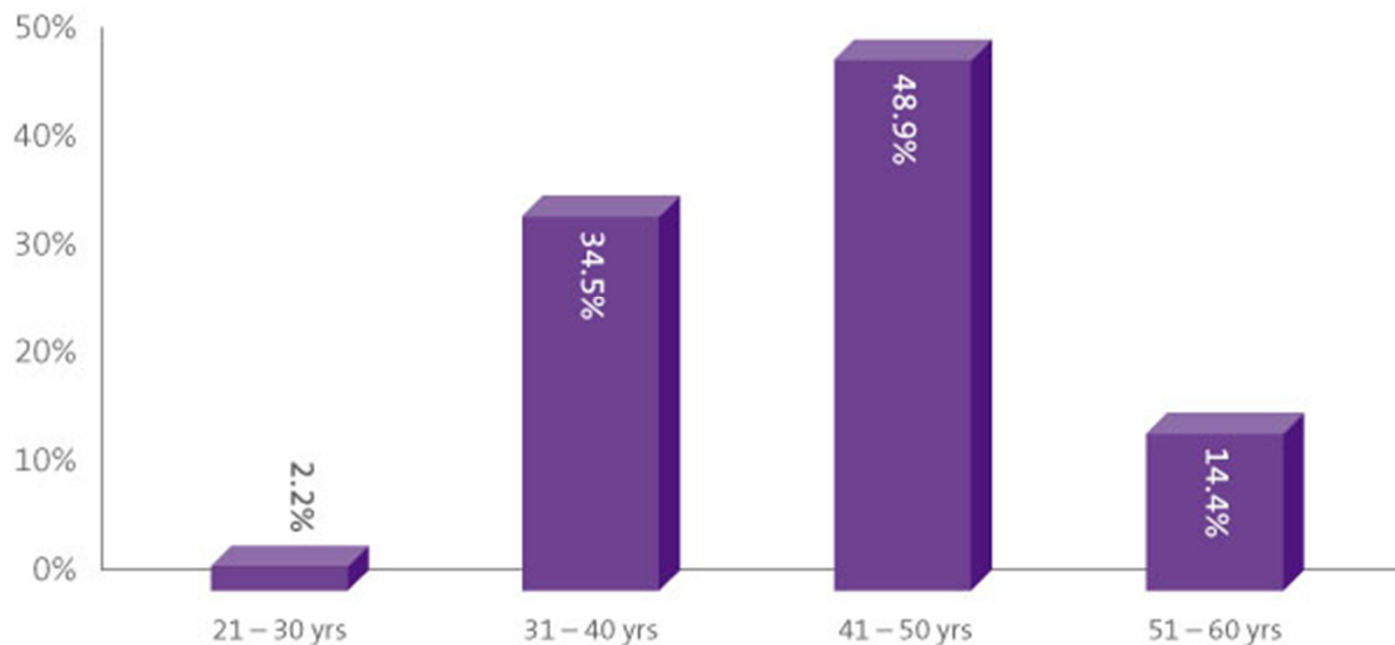
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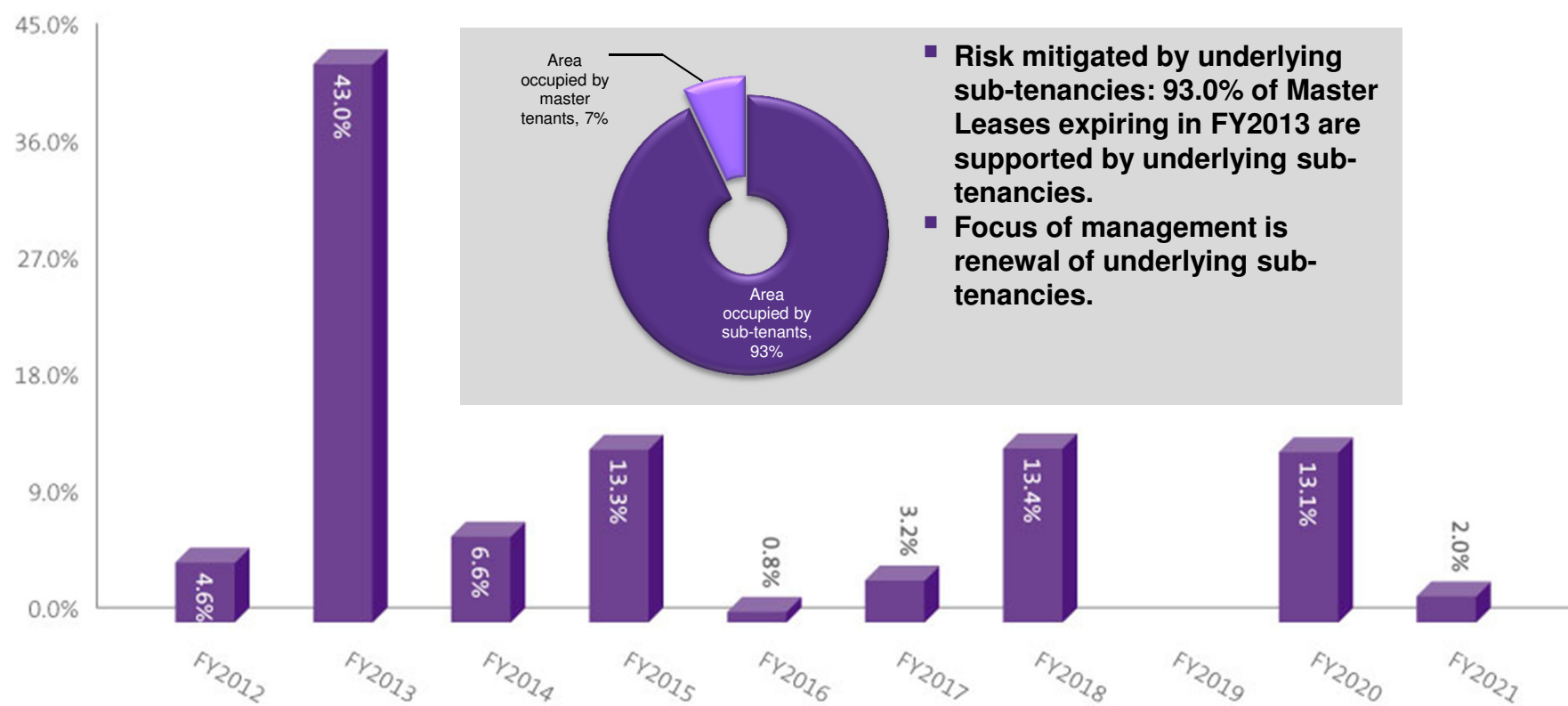




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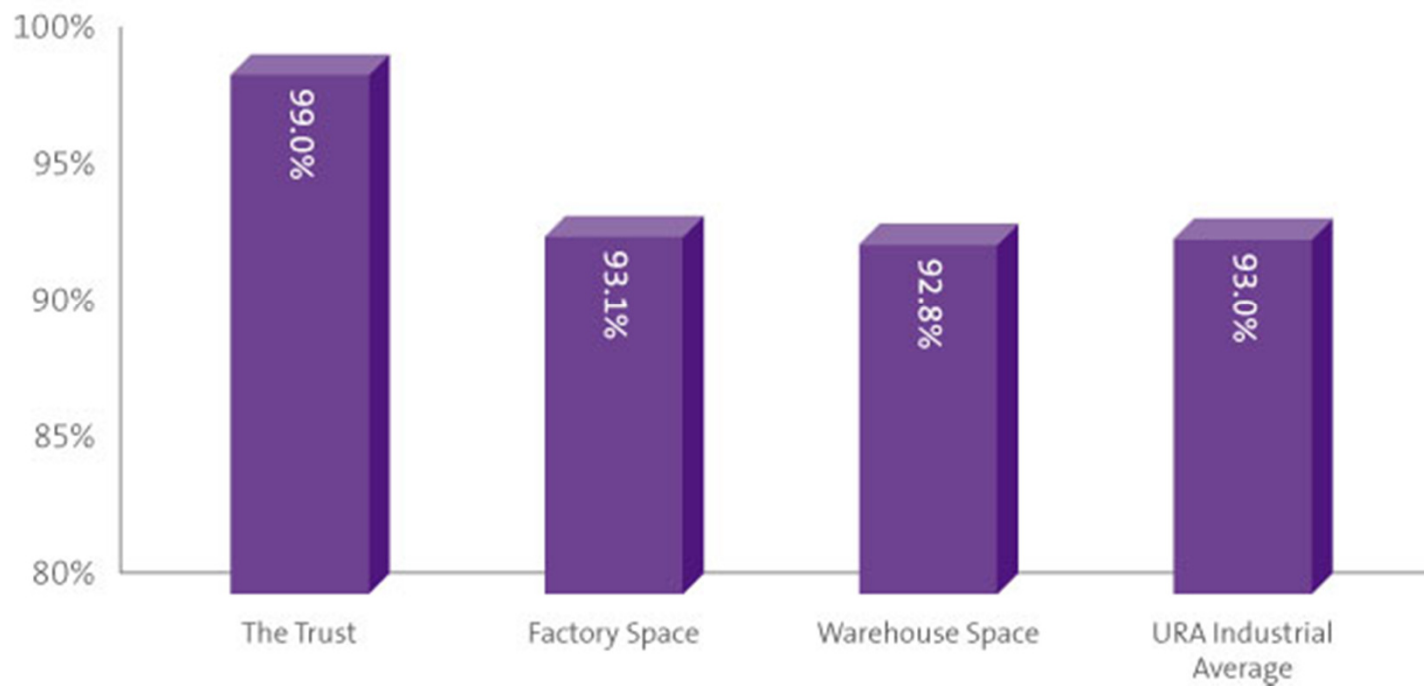
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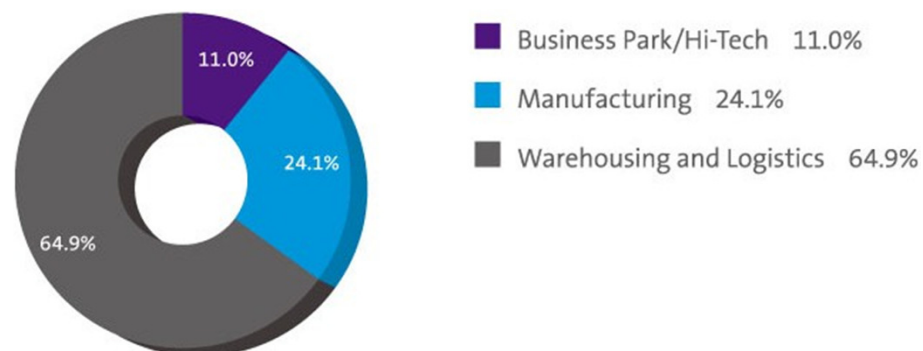
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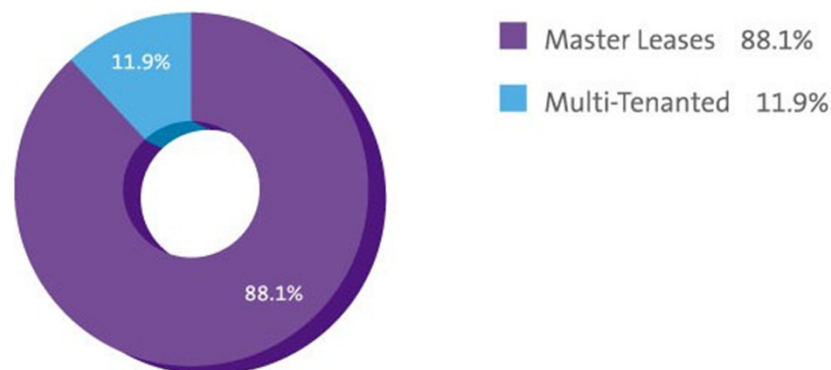
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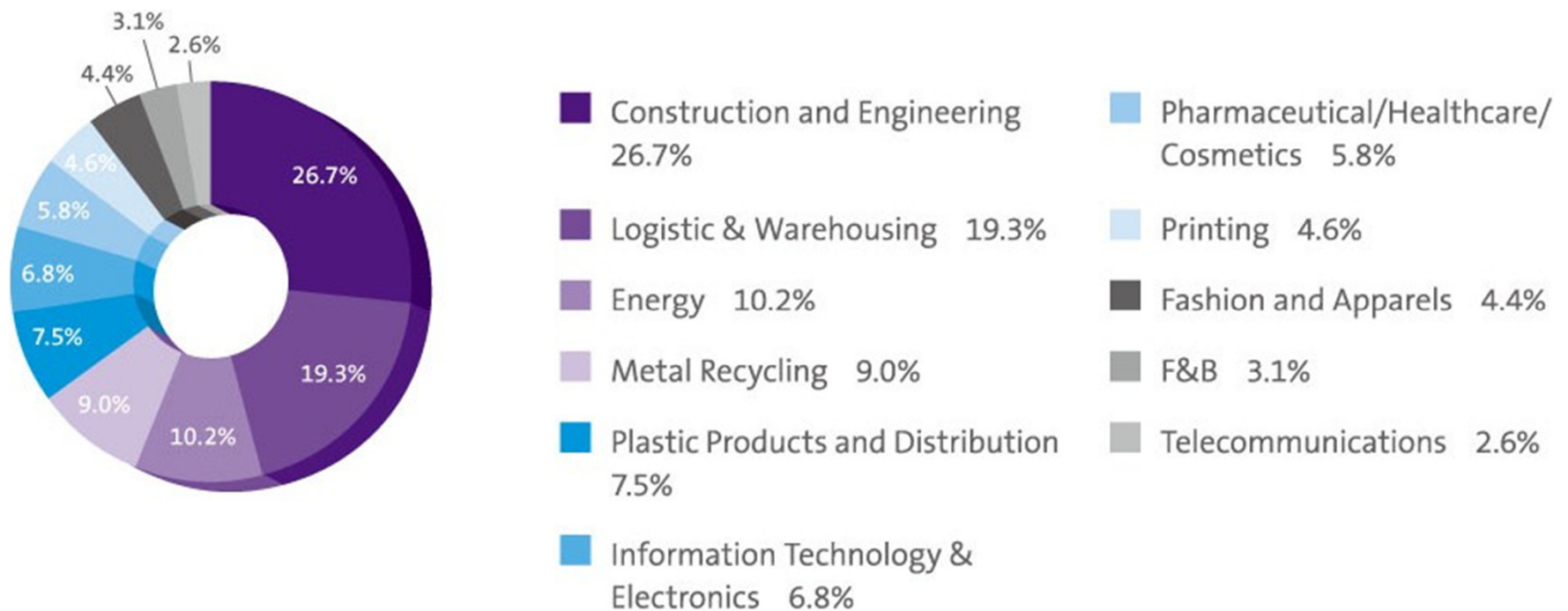


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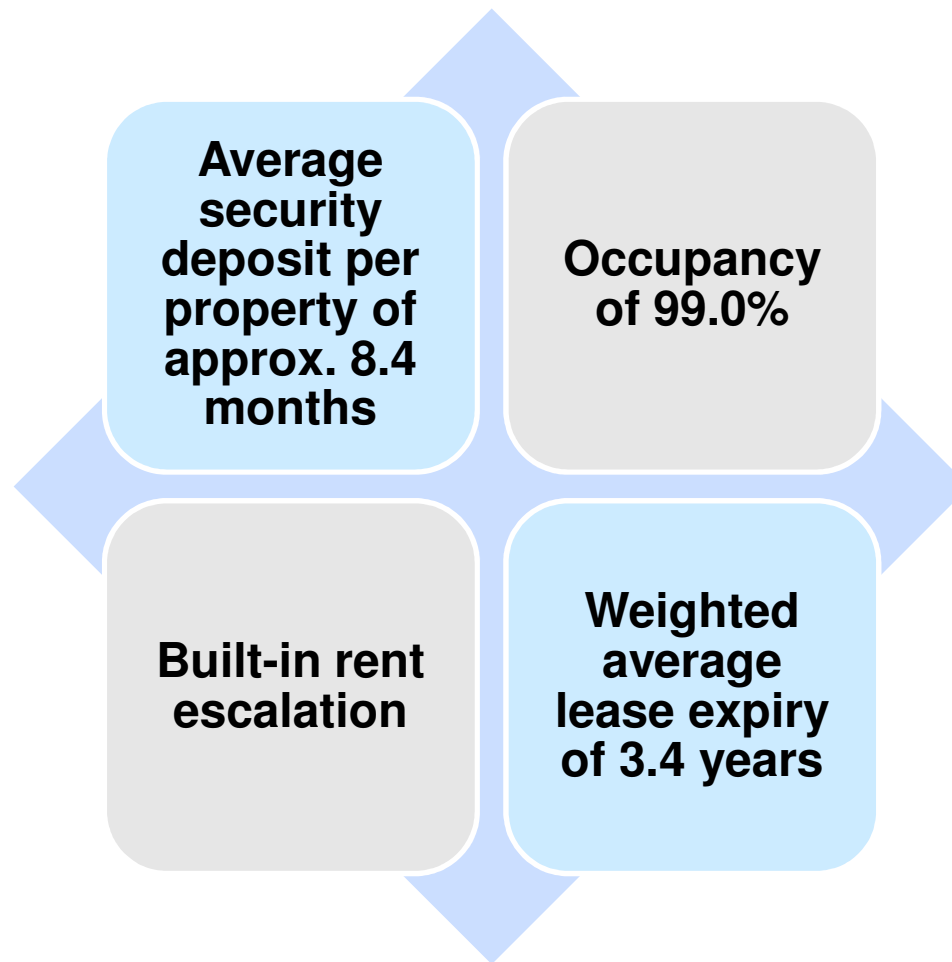
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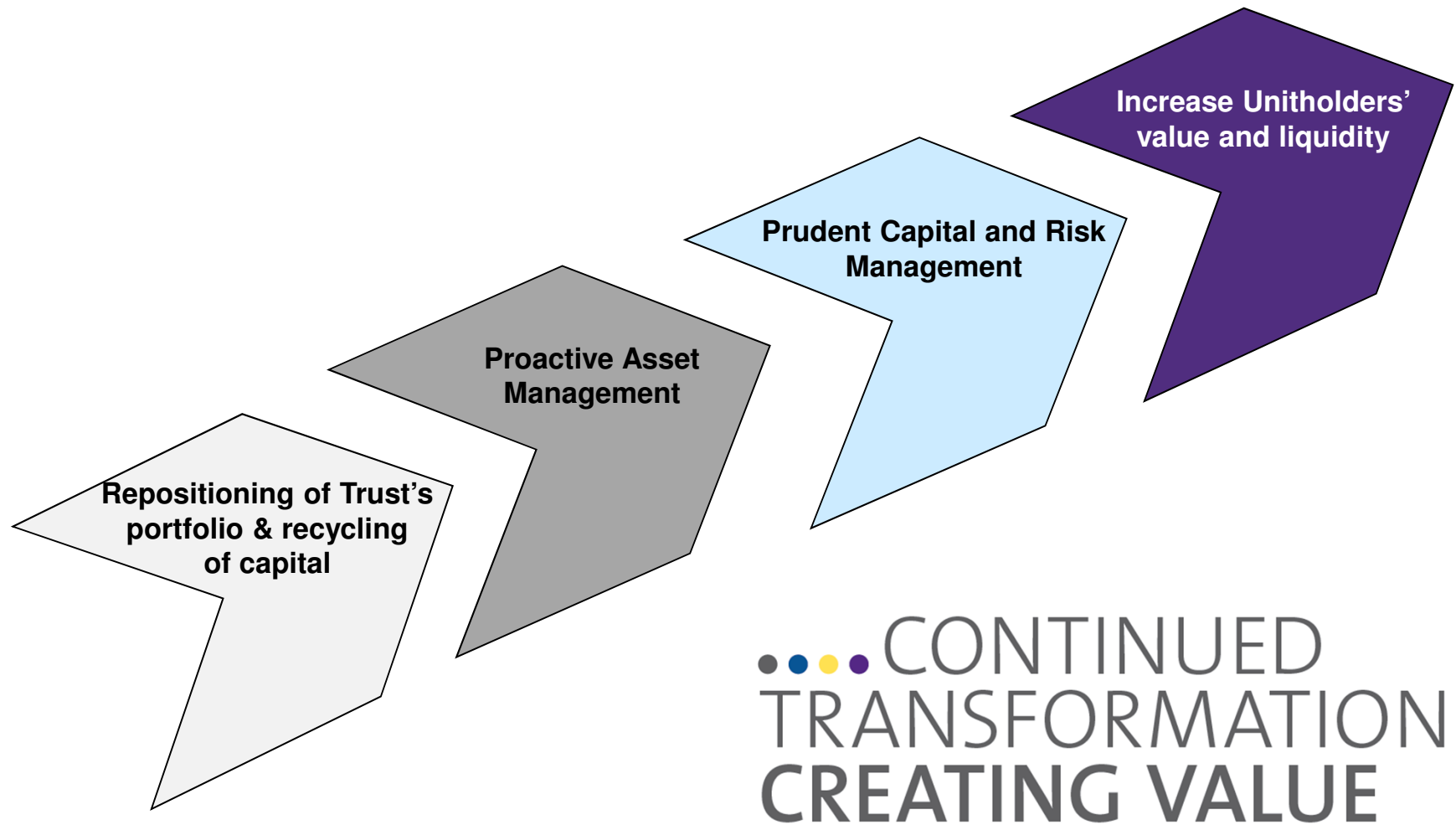


## *1A International Business Park*



## **FY2011 – Execution on Strategy**

# Objectives



# Portfolio Management

## Divestments - Repositioning of Trust's portfolio and recycling of capital

### 23 Changi South Ave 2 Singapore



- Sale of smaller asset in Singapore
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Acquisition of larger & higher quality assets - Repositioning of Trust's portfolio and recycling of capital

## 27 Penjuru Lane Singapore



- Premium quality ramp up warehouse located in the west
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- Conservative leverage
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*29 Woodlands Industrial Park*



## Looking ahead – Strategy for the Trust FY2012

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*1A International Business Park*



*1 Bukit Batok Street 22*



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**For enquiries, kindly contact:**

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**AIMS AMP CAPITAL INDUSTRIAL REIT**





# AIMS AMP CAPITAL INDUSTRIAL REIT



## 2<sup>nd</sup> ANNUAL GENERAL MEETING

30 JUNE 2011

*1A International Business Park*



*1 Bukit Batok Street 22*



*10 Changi South Lane*



*29 Woodlands Industrial Park E1*



*8 & 10 Pandan Crescent*



*27 Penjuru Lane*



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...CONTINUED  
TRANSFORMATION  
CREATING VALUE



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*1 Bukit Batok Street 22*



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*29 Woodlands Industrial Park E1*



*8 & 10 Pandan Crescent*



*27 Penjuru Lane*



# AIMS AMP Capital Industrial REIT

## FY 2011



*27 Penjuru Lane*



## FY2011 - Financial Highlights

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Gross Revenue <sup>1</sup>	73.2	50.9	43.8
Net property income	52.7	40.1	31.3
Distributable income	37.2	22.3	66.5
Distribution per Unit ("DPU")(cents)	1.9844	5.1234	(61.3) <sup>2</sup>

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TRANSFORMATION  
CREATING VALUE

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Balance Sheet as at 31 March	2011	2010	% +/( -)
Total assets	874.7	657.7	33.0
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*8 & 10 Pandan Crescent*



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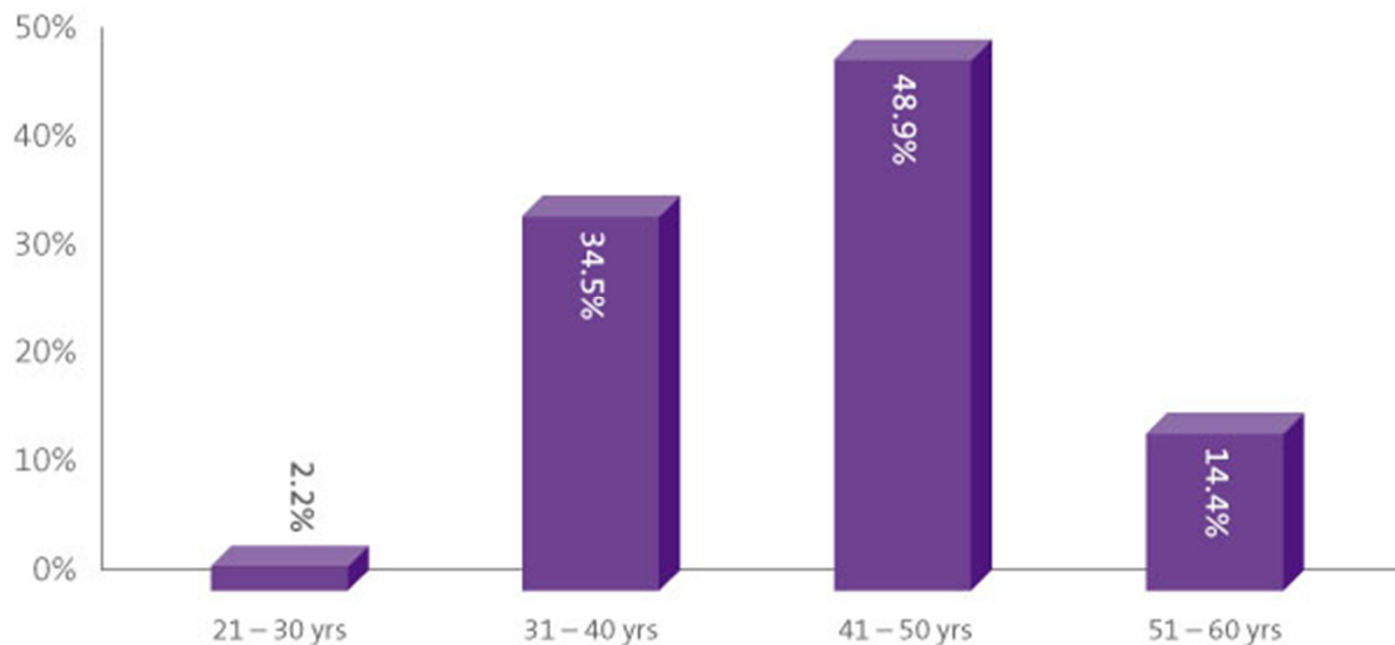
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Portfolio Value (\$'m)	316.5	635.3	853.2
Net Lettable Area (sqm)	194,980.7	349,987.3	456,615.5
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Location of Properties	Singapore	Singapore Japan	Singapore

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The weighted average unexpired lease term for the underlying leasehold land is 42.7 years.

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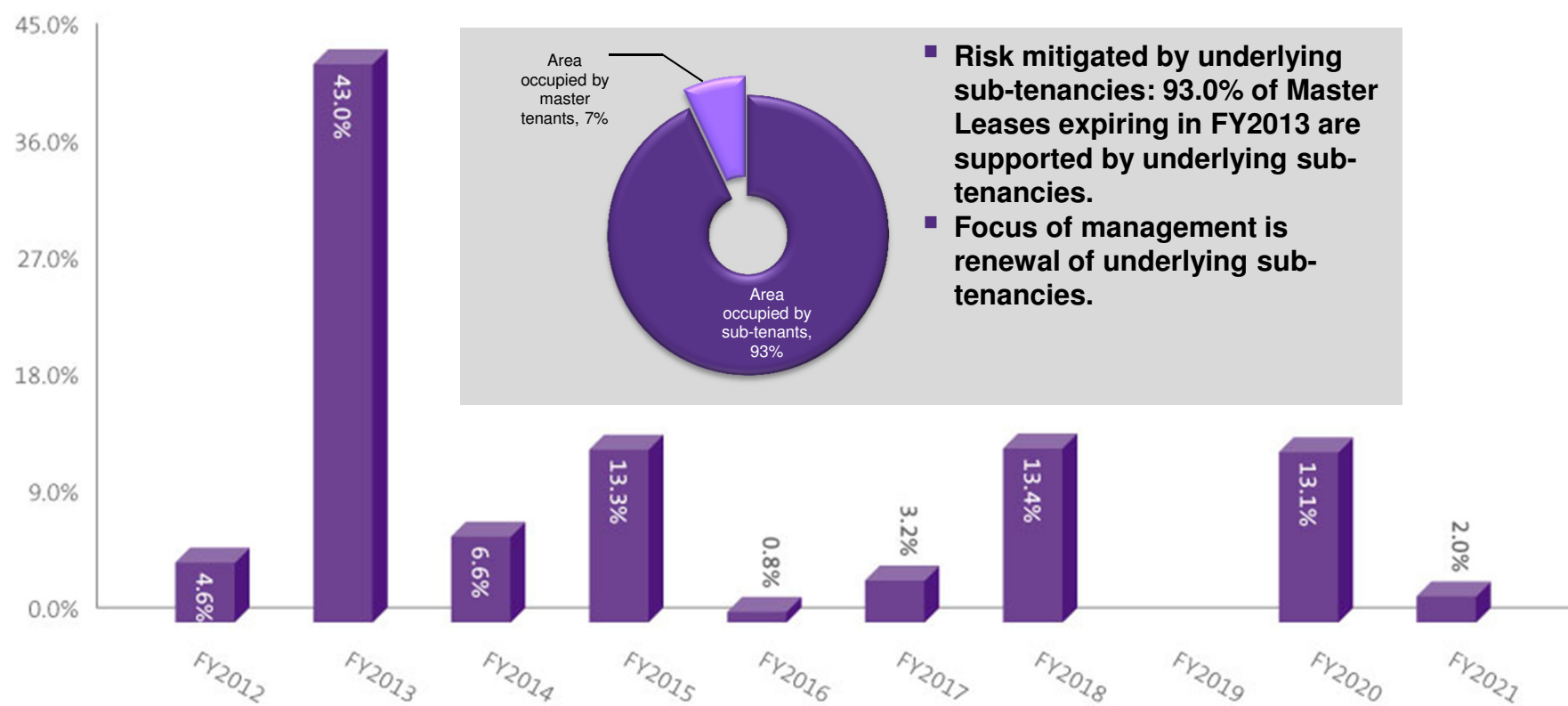




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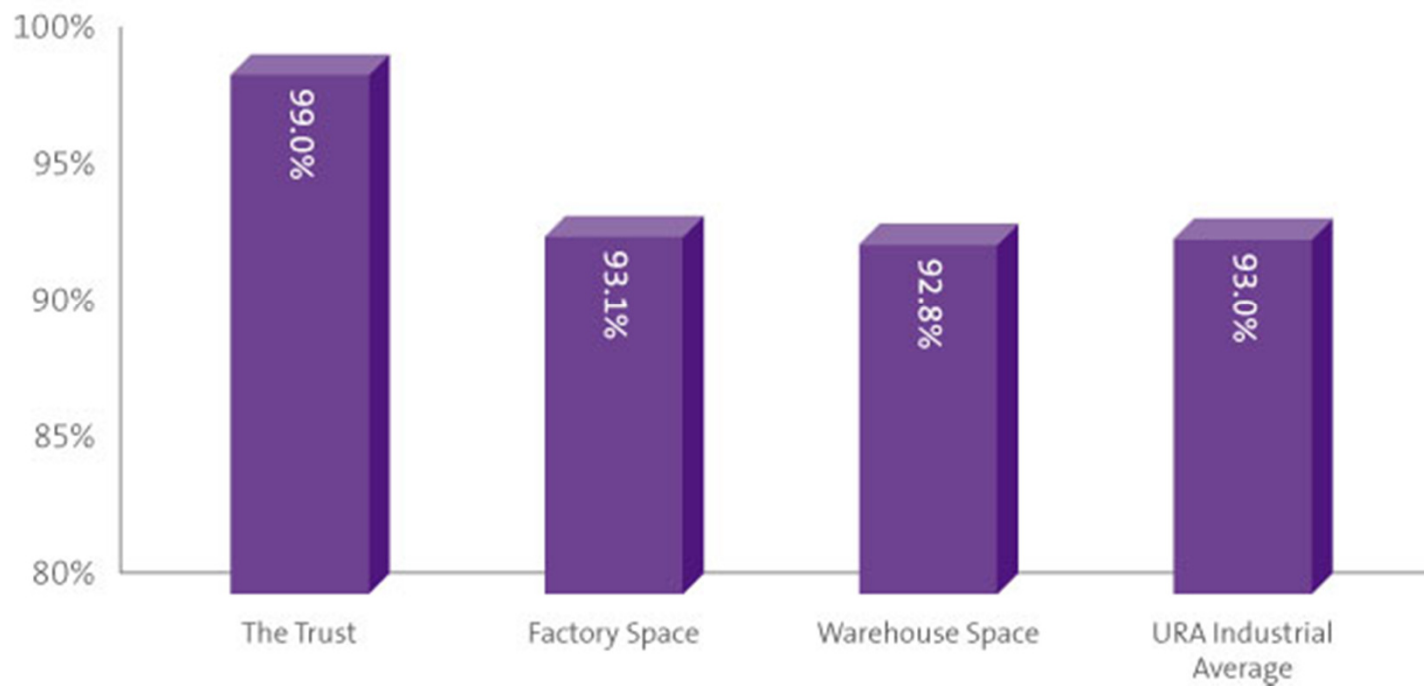
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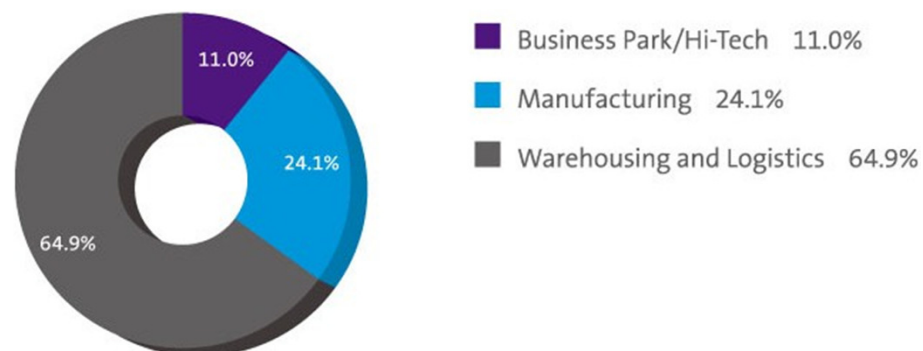
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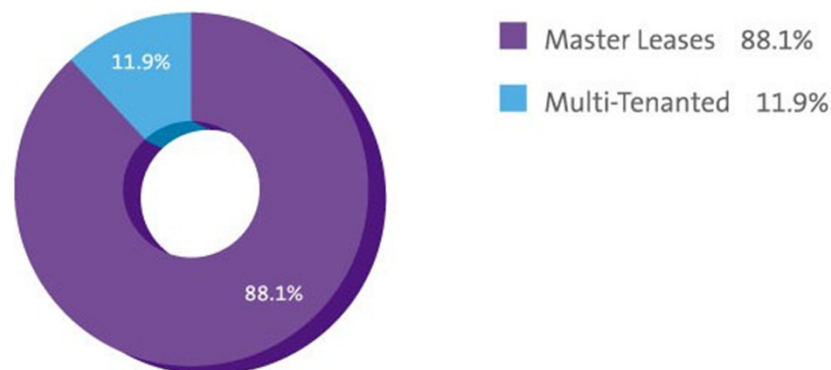
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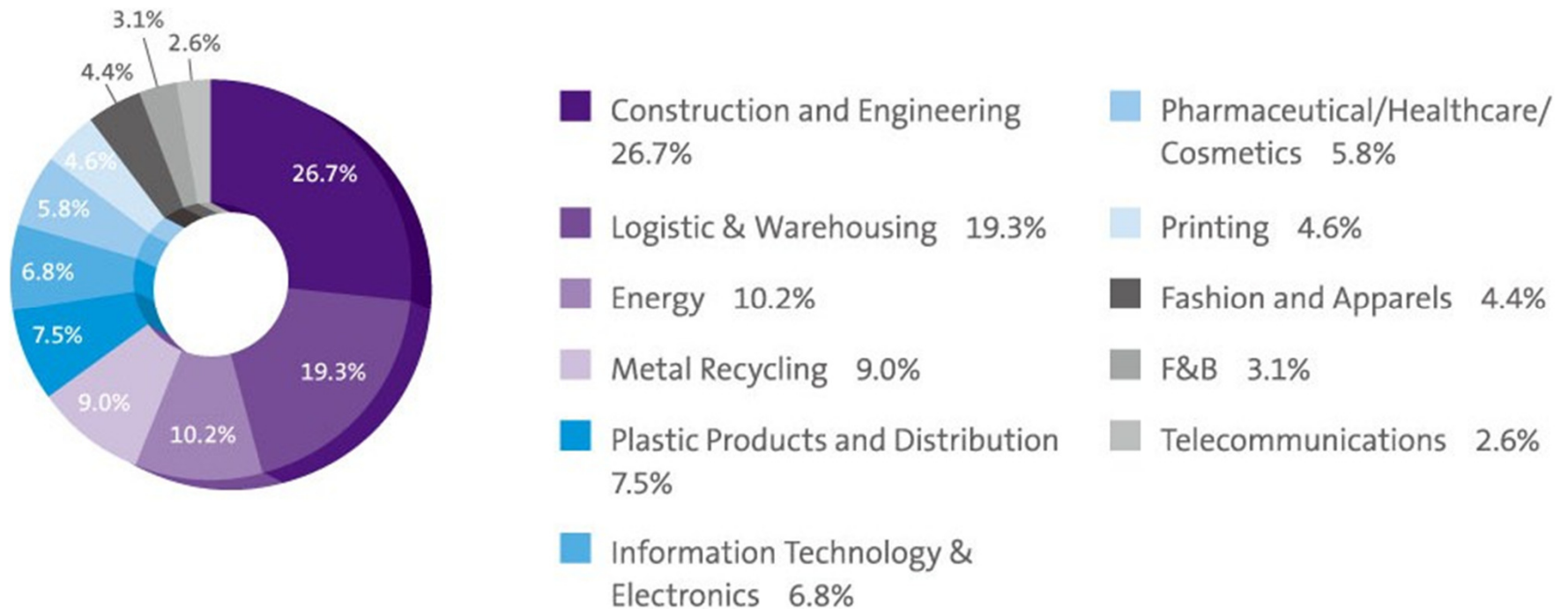


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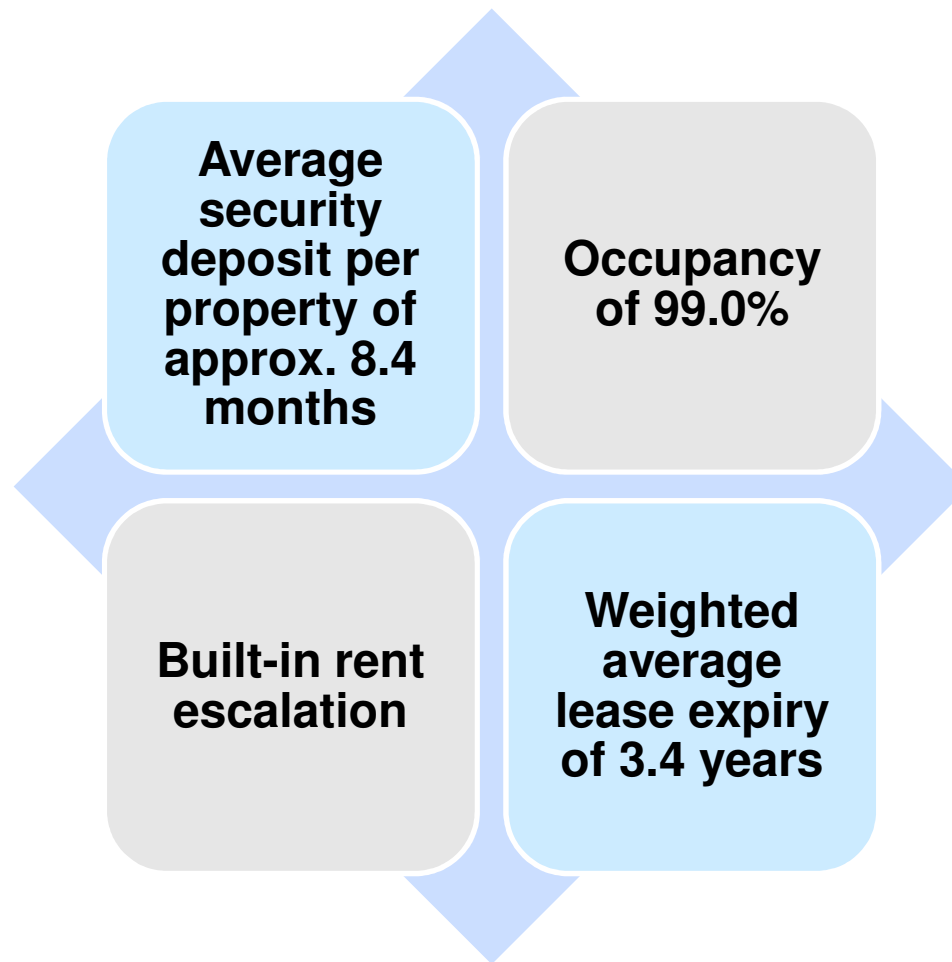
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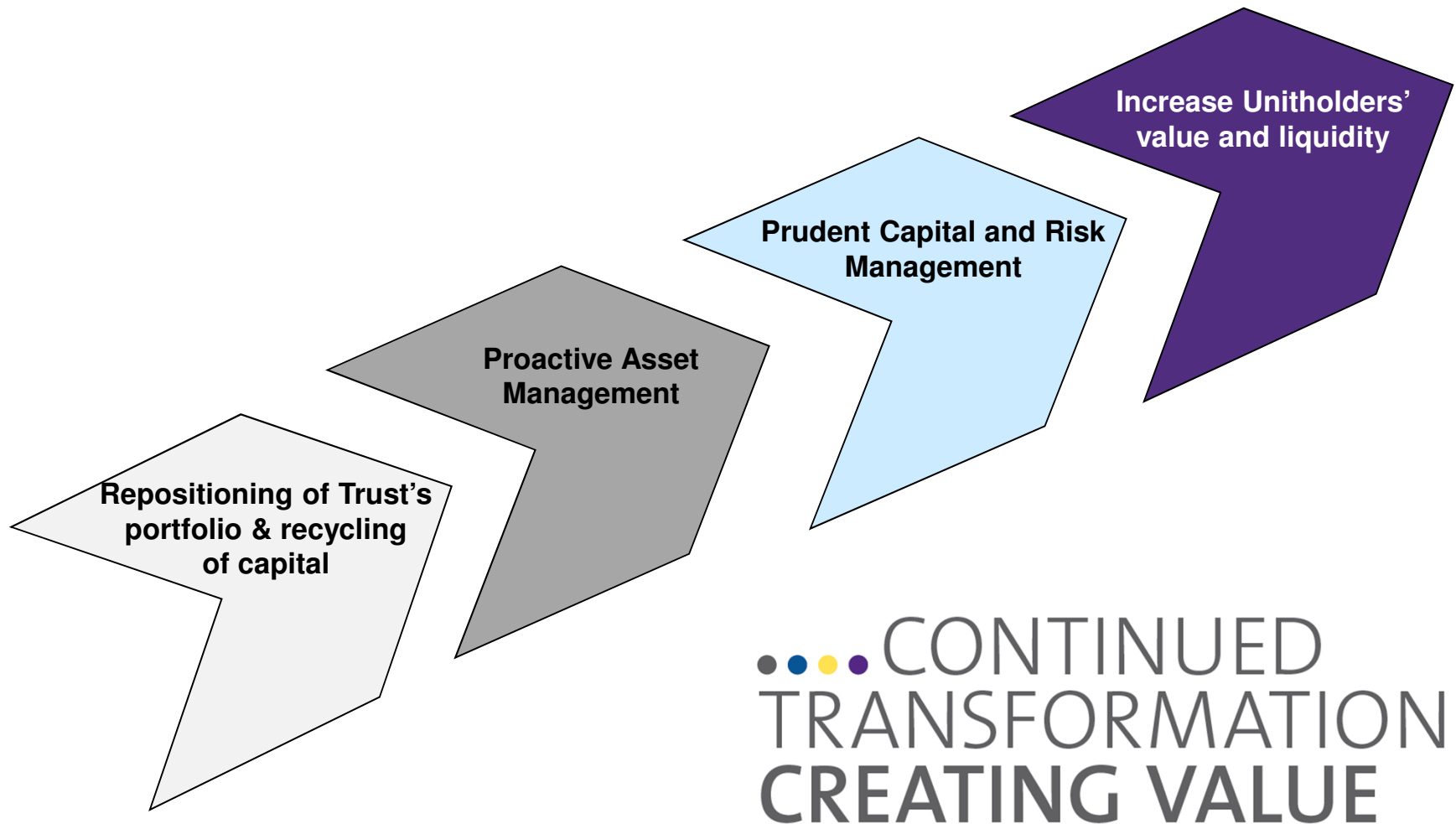


## *1A International Business Park*



## **FY2011 – Execution on Strategy**

# Objectives



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*29 Woodlands Industrial Park*



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# AIMS AMP CAPITAL INDUSTRIAL REIT



## 2<sup>nd</sup> ANNUAL GENERAL MEETING

30 JUNE 2011

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TRANSFORMATION  
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*27 Penjuru Lane*



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*8 & 10 Pandan Crescent*



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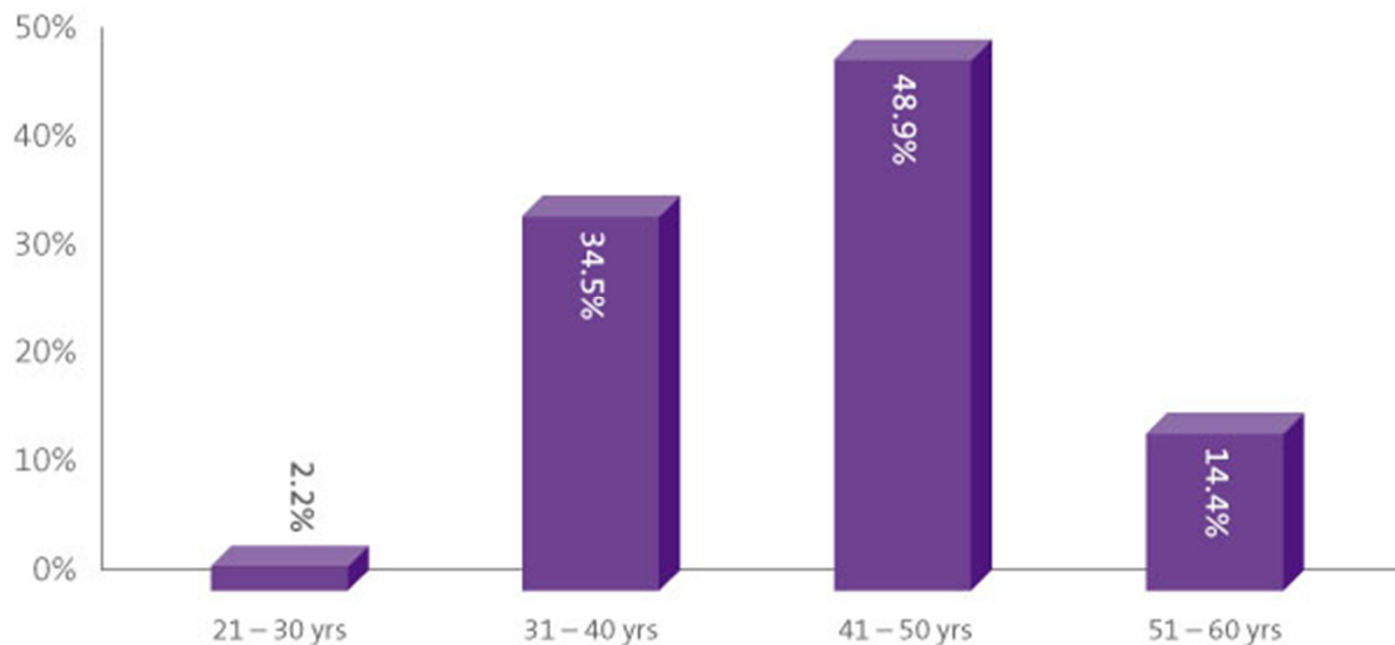
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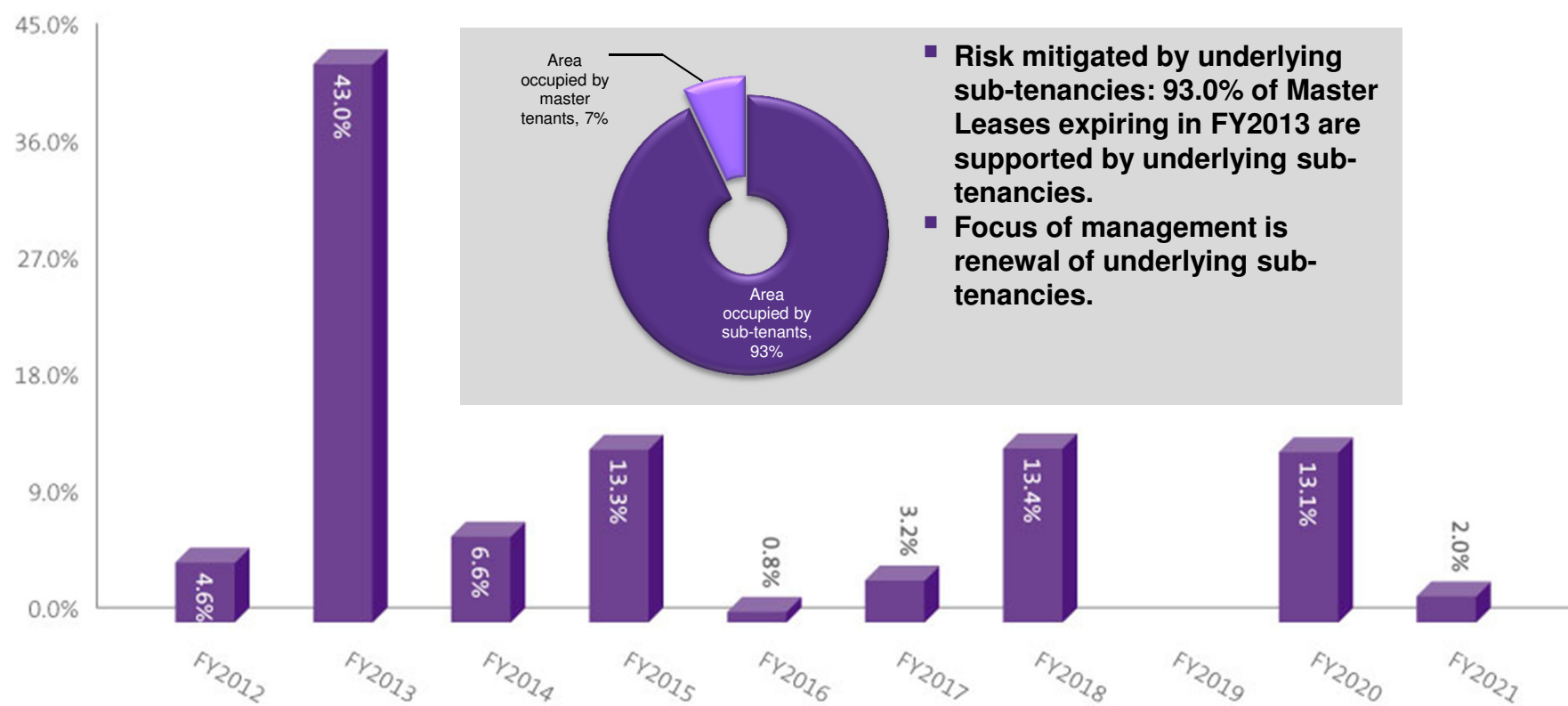




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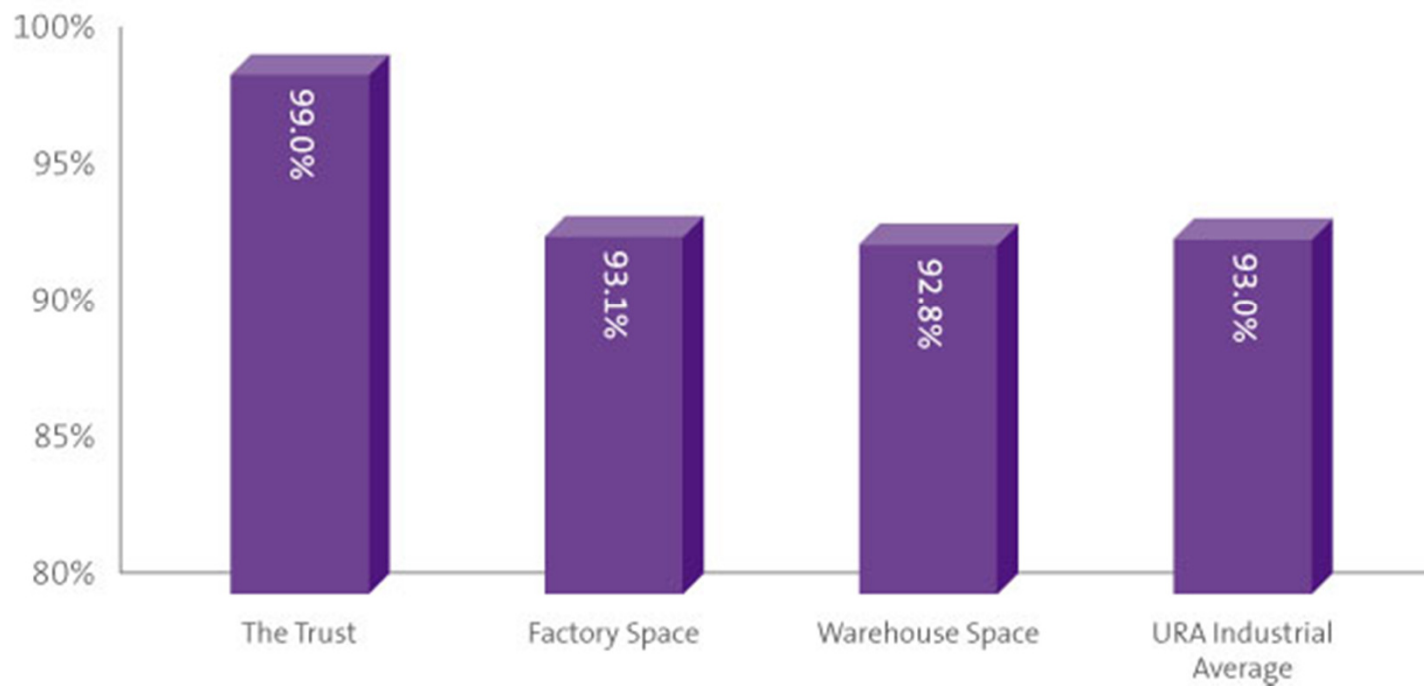
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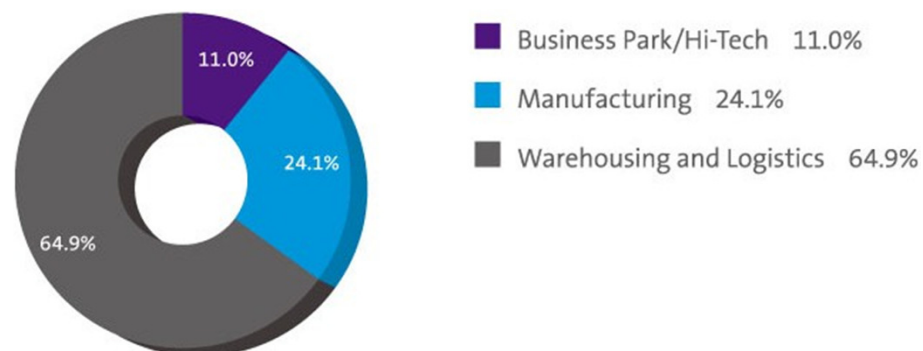
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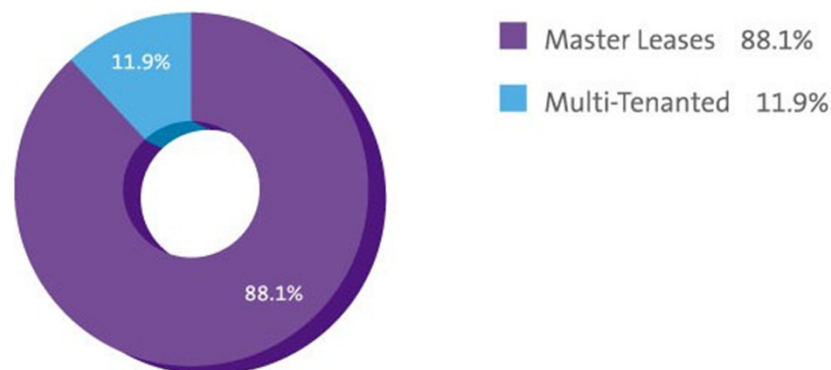
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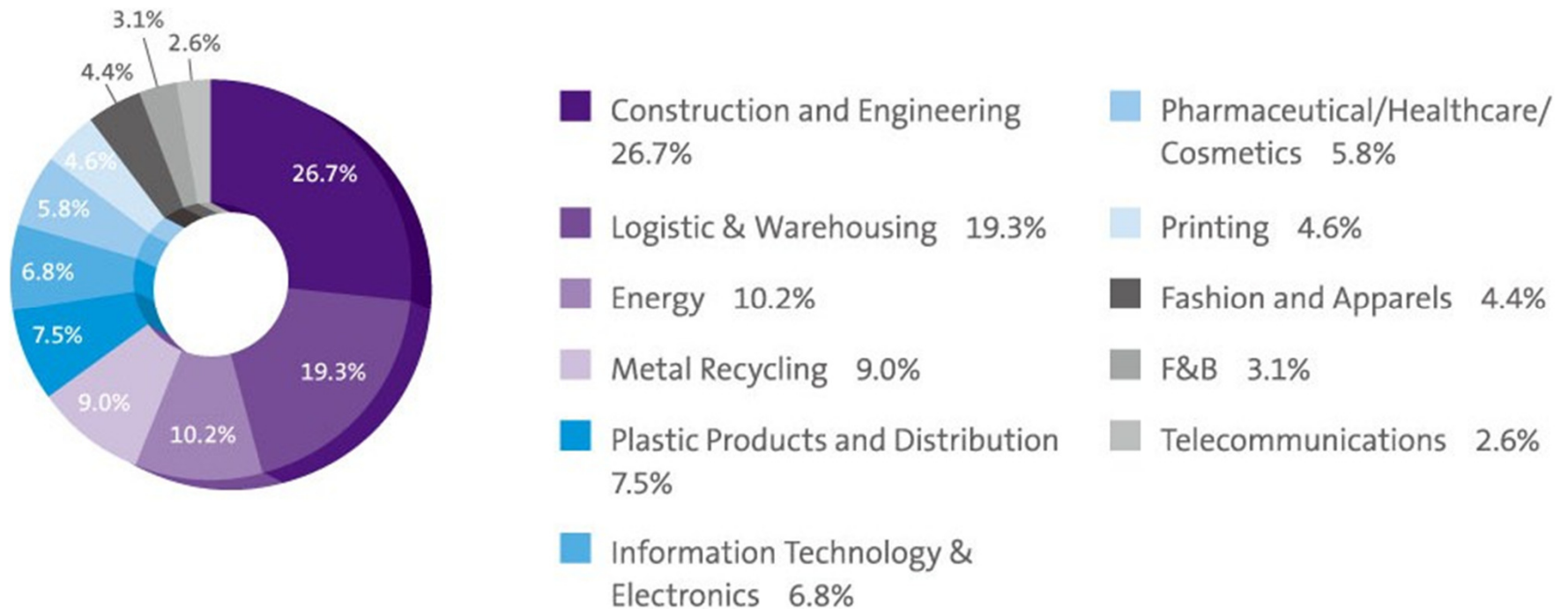


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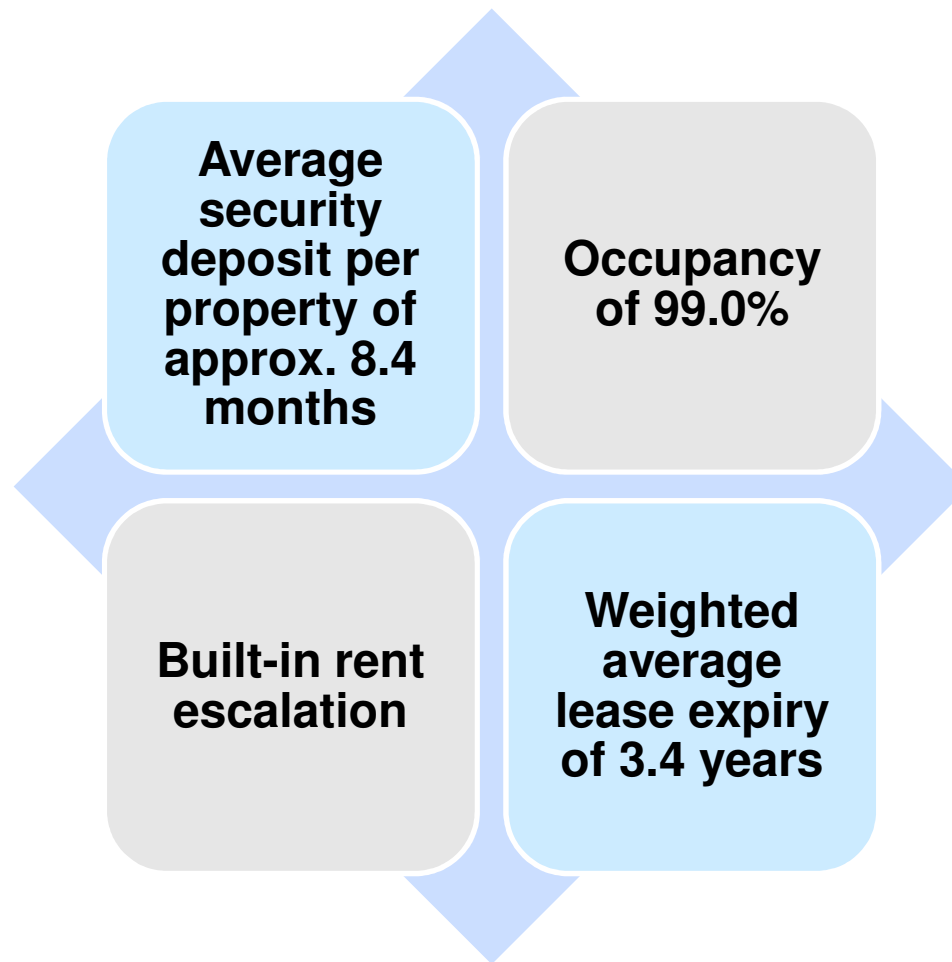
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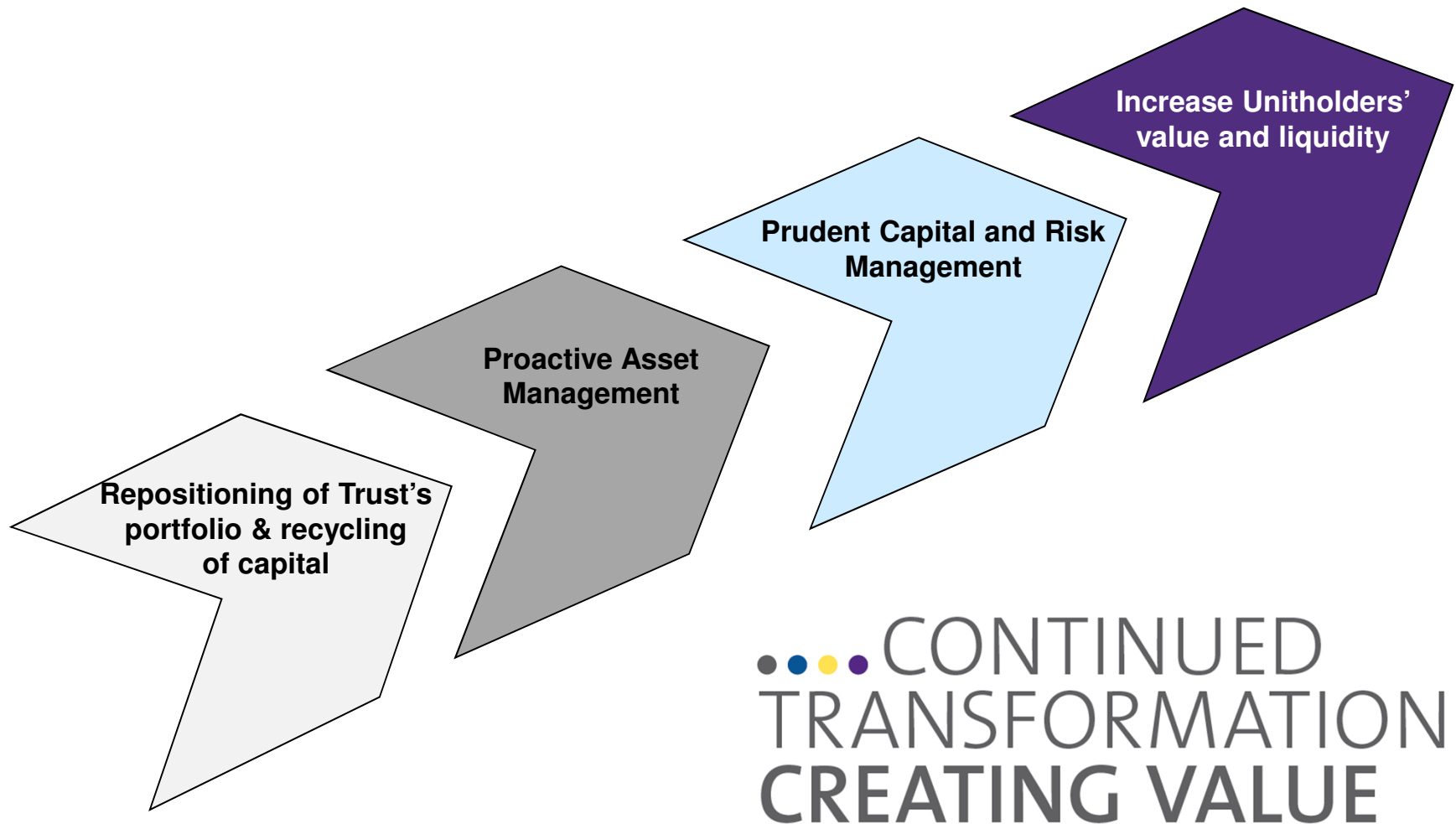


## *1A International Business Park*



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# AIMS AMP Capital Industrial REIT

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*27 Penjuru Lane*



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Net Asset Value (“NAV”) per unit (\$)²	0.27	0.31
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*8 & 10 Pandan Crescent*



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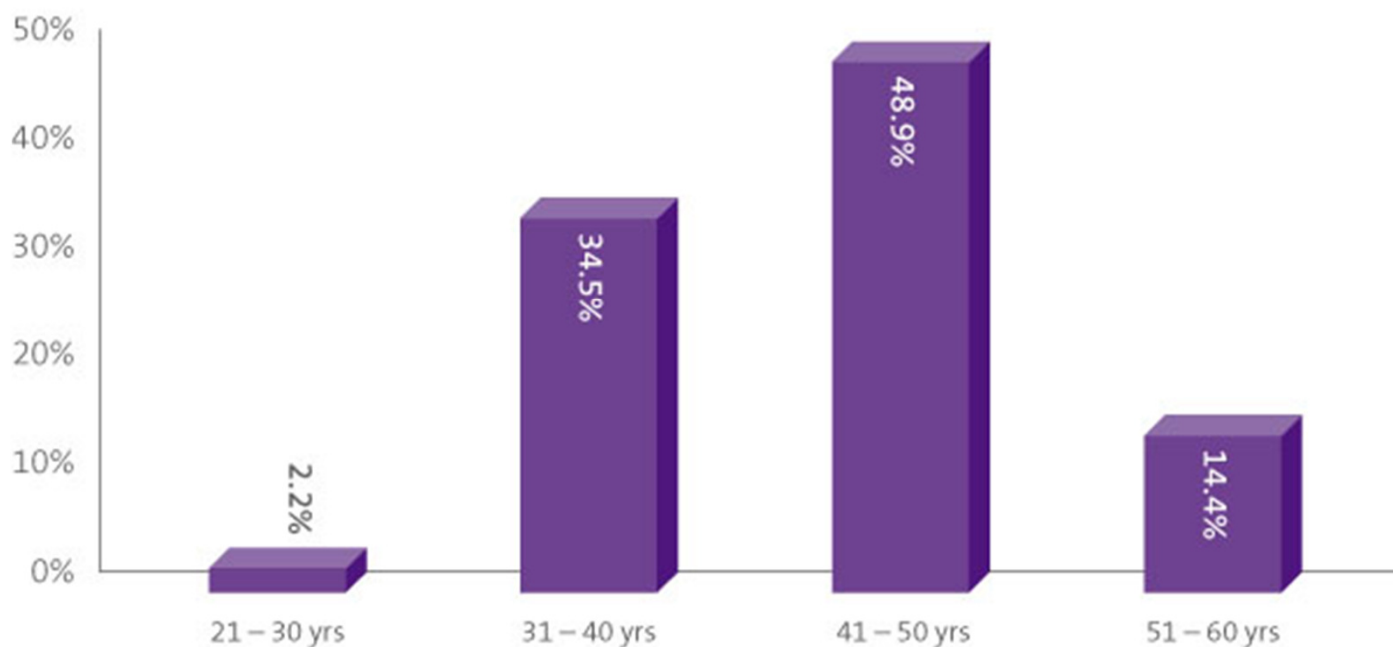
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	As at 19 Apr 2007 (IPO)	As at 31 Mar 2010	As at 31 Mar 2011
No. of properties	12	26	26
Portfolio Value (\$'m)	316.5	635.3	853.2
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Location of Properties	Singapore	Singapore Japan	Singapore

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The weighted average unexpired lease term for the underlying leasehold land is 42.7 years.

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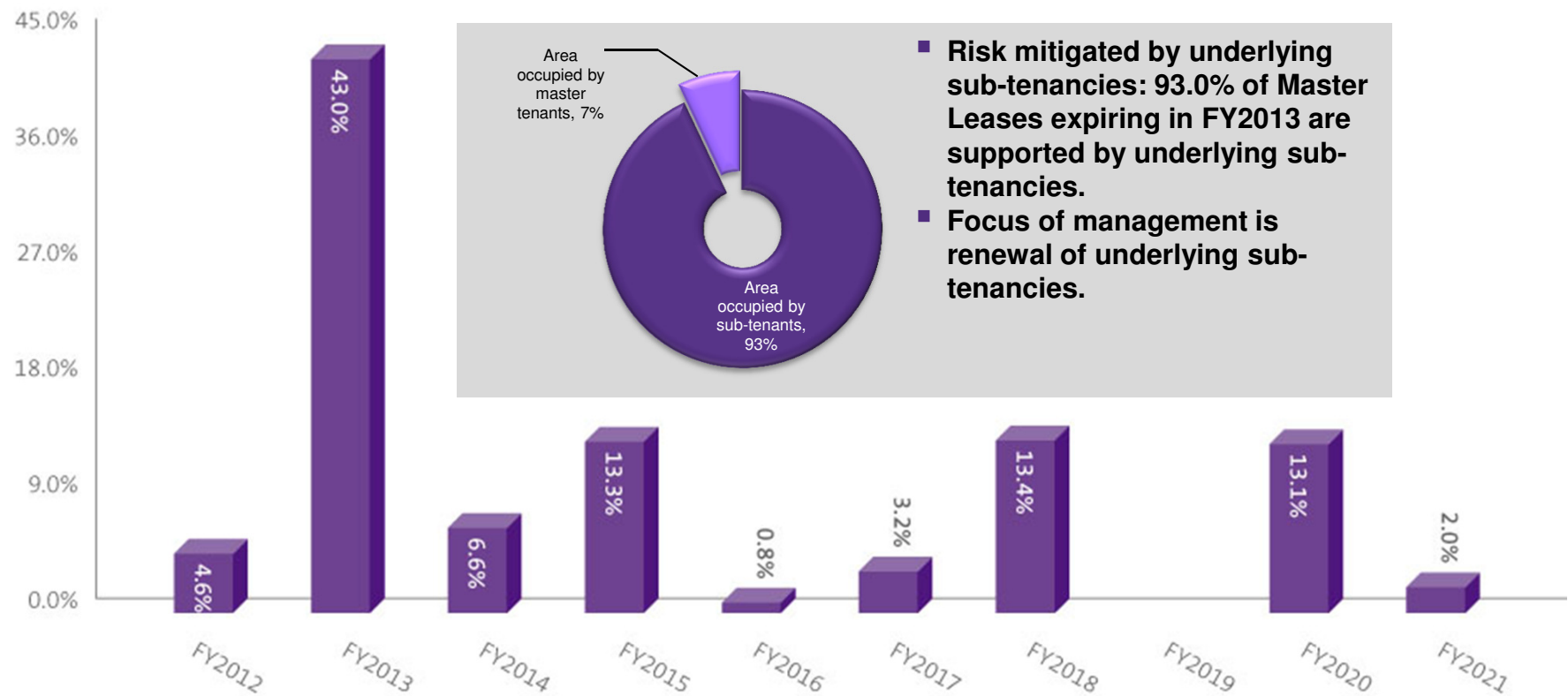




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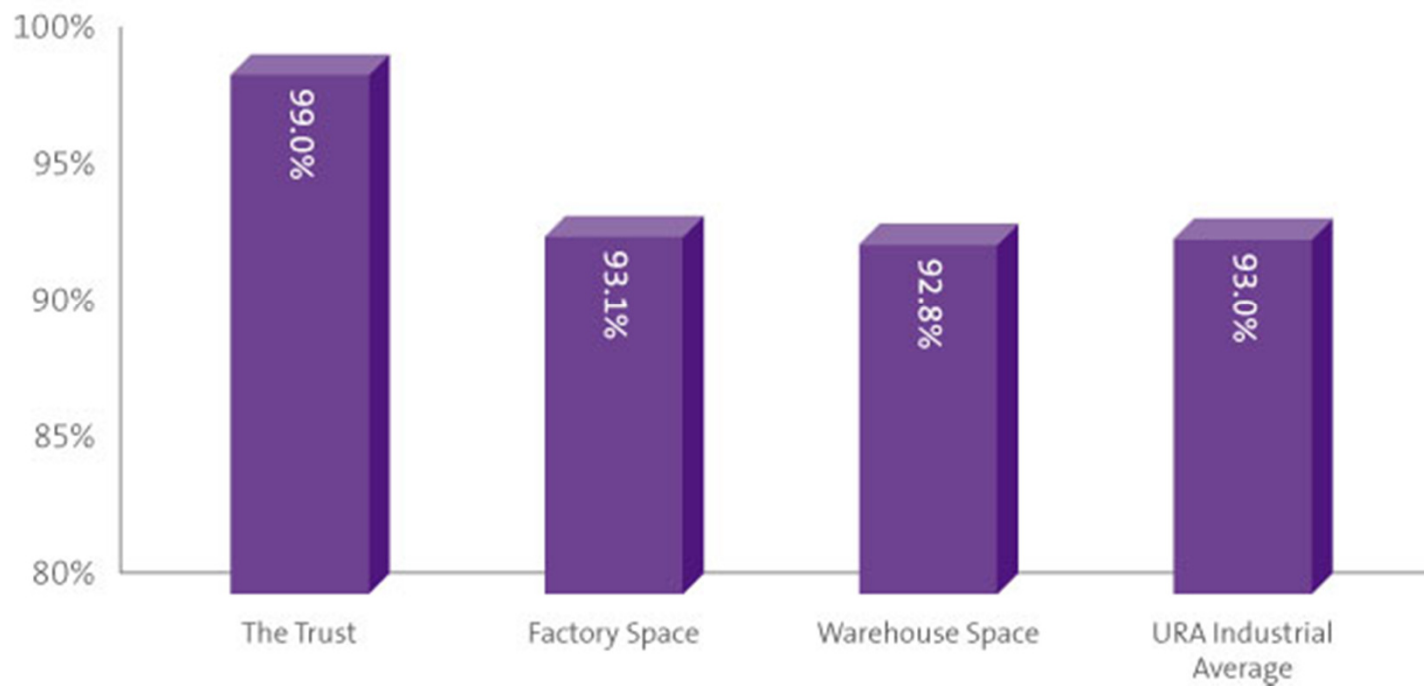
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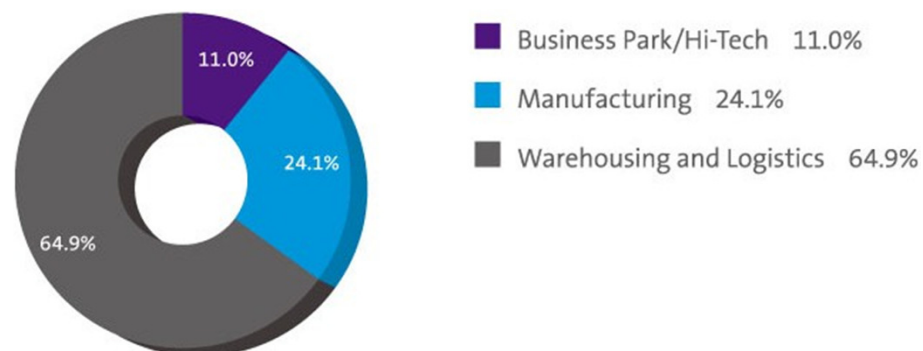
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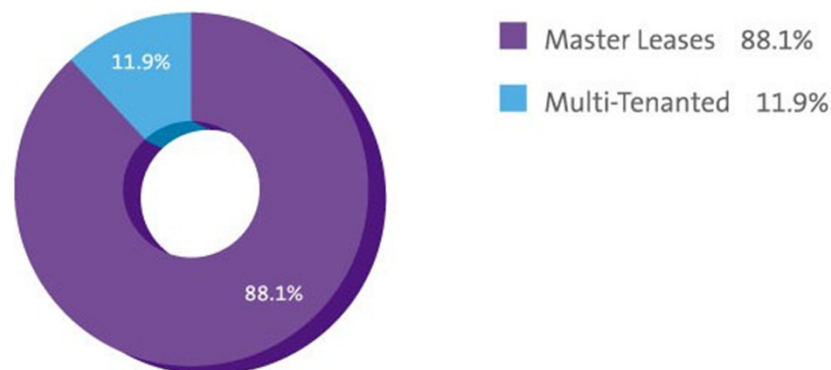
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Listed Groups

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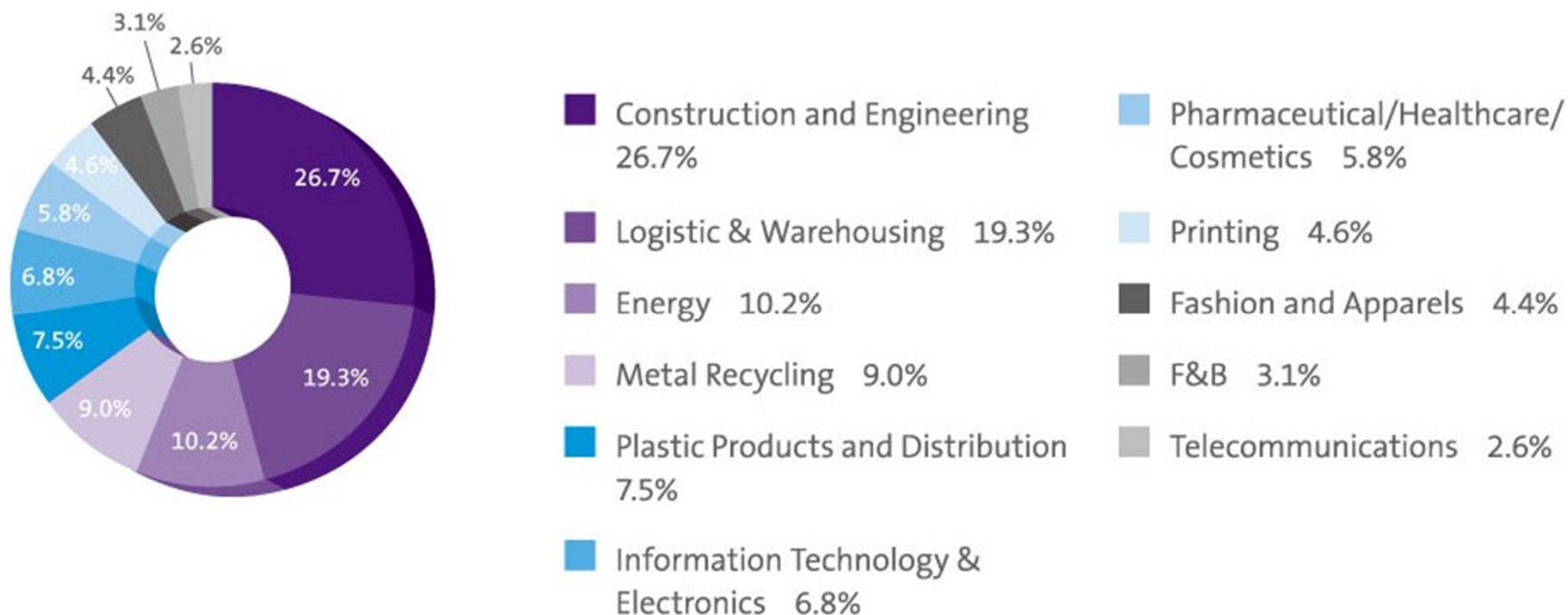


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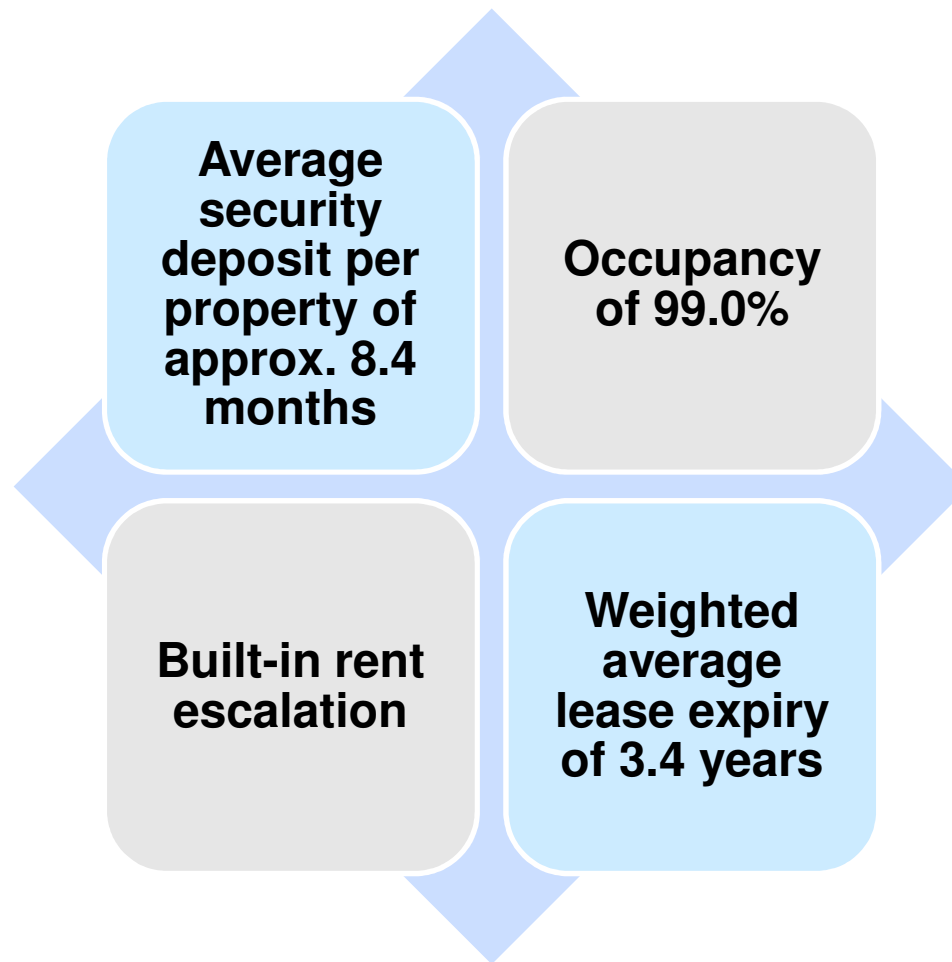
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Tenant Base by Trade Sector (by FY 2011 Rental Income)





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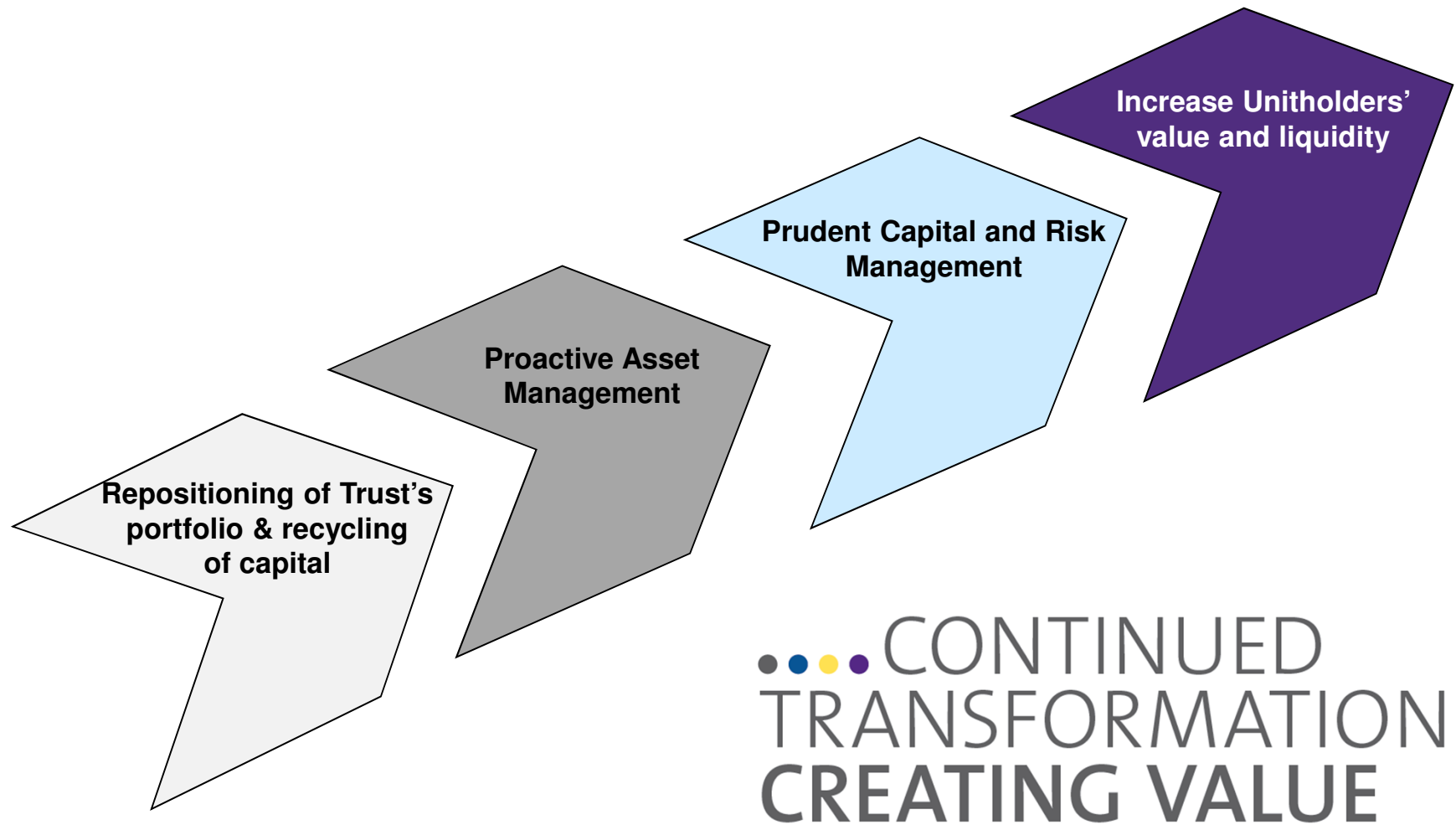


## *1A International Business Park*



## **FY2011 – Execution on Strategy**

# Objectives



# Portfolio Management

## Divestments - Repositioning of Trust's portfolio and recycling of capital

### 23 Changi South Ave 2 Singapore



- Sale of smaller asset in Singapore
- Sale completed in February 2011
- Sold for S\$16.7 million
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# Portfolio Management

Acquisition of larger & higher quality assets - Repositioning of Trust's portfolio and recycling of capital

## 27 Penjuru Lane Singapore



- Premium quality ramp up warehouse located in the west
- 974,788 sqft of Net Lettable Area
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- Premium hi-tech space located in the North
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- Conservative leverage
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*29 Woodlands Industrial Park*



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# Strategy for the Trust FY2012

## Singapore investments

- Enhancement of selected asset(s).
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# Substantial Unitholders – 31 March 2011

Name of Substantial Unitholder	No. of Units (‘000)	%
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*1 Bukit Batok Street 22*



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*29 Woodlands Industrial Park E1*



*8 & 10 Pandan Crescent*



*27 Penjuru Lane*



# Thank you

**For enquiries, kindly contact:**

**AIMS AMP Capital Industrial REIT Management Limited**

Nicholas McGrath

Chief Executive Officer

Tel: + 65 6309 1050

Email: [nmcgrath@aimsampcapital.com](mailto:nmcgrath@aimsampcapital.com)

Joanne Loh

Investor Relations Manager

Tel: + 65 6309 1057

Email: [jlloh@aimsampcapital.com](mailto:jlloh@aimsampcapital.com)

**AIMS AMP CAPITAL INDUSTRIAL REIT**





# AIMS AMP CAPITAL INDUSTRIAL REIT



## 2<sup>nd</sup> ANNUAL GENERAL MEETING

30 JUNE 2011

*1A International Business Park*



*1 Bukit Batok Street 22*



*10 Changi South Lane*



*29 Woodlands Industrial Park E1*



*8 & 10 Pandan Crescent*



*27 Penjuru Lane*



# Agenda

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...CONTINUED  
TRANSFORMATION  
CREATING VALUE



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*1 Bukit Batok Street 22*



*10 Changi South Lane*



*29 Woodlands Industrial Park E1*



*8 & 10 Pandan Crescent*



*27 Penjuru Lane*



# AIMS AMP Capital Industrial REIT

## FY 2011



*27 Penjuru Lane*



## FY2011 - Financial Highlights

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For the Financial Year ended 31 March	2011	2010	% +/-
Gross Revenue <sup>1</sup>	73.2	50.9	43.8
Net property income	52.7	40.1	31.3
Distributable income	37.2	22.3	66.5
Distribution per Unit ("DPU")(cents)	1.9844	5.1234	(61.3) <sup>2</sup>

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TRANSFORMATION  
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Total assets	874.7	657.7	33.0
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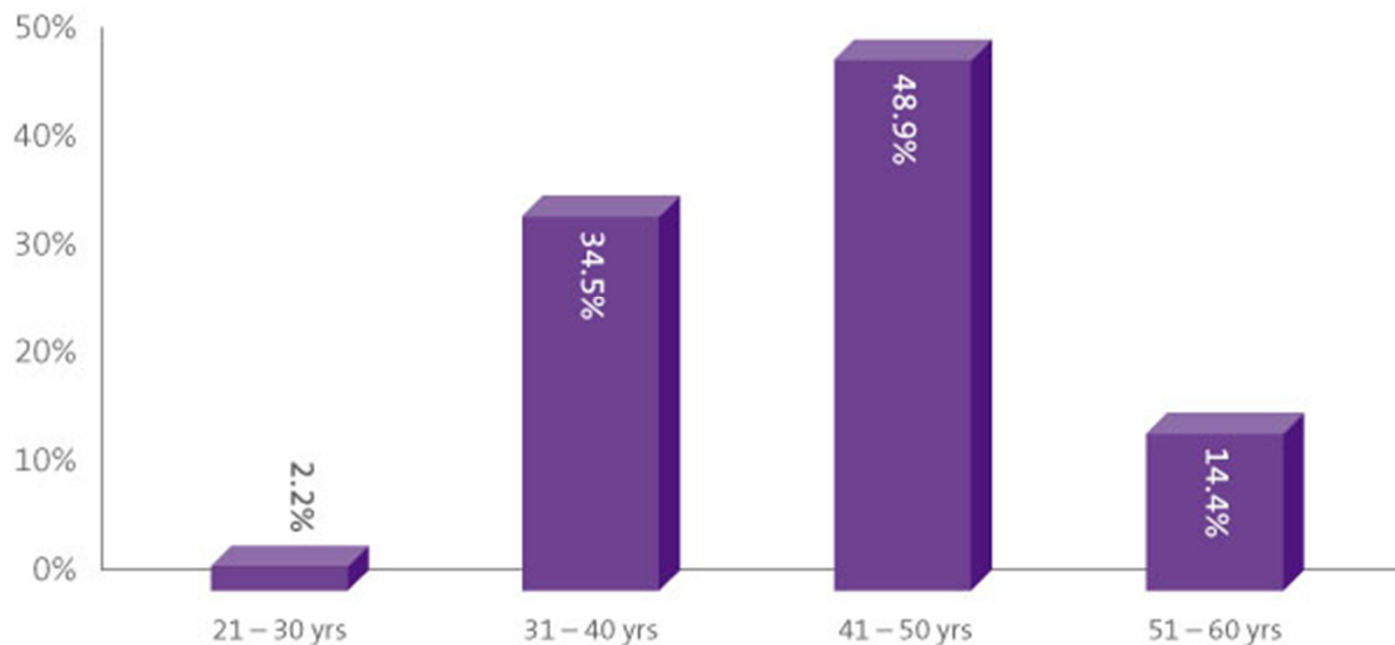
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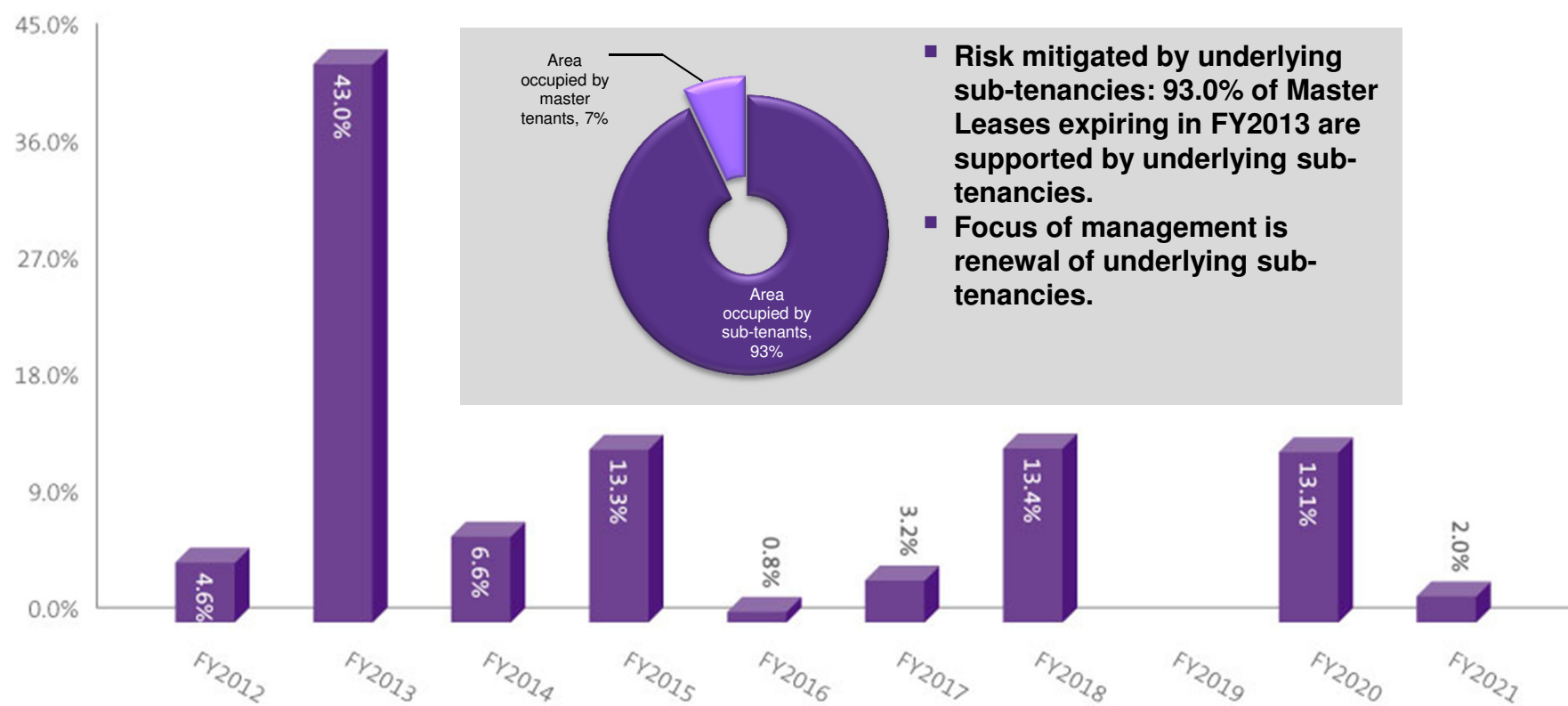




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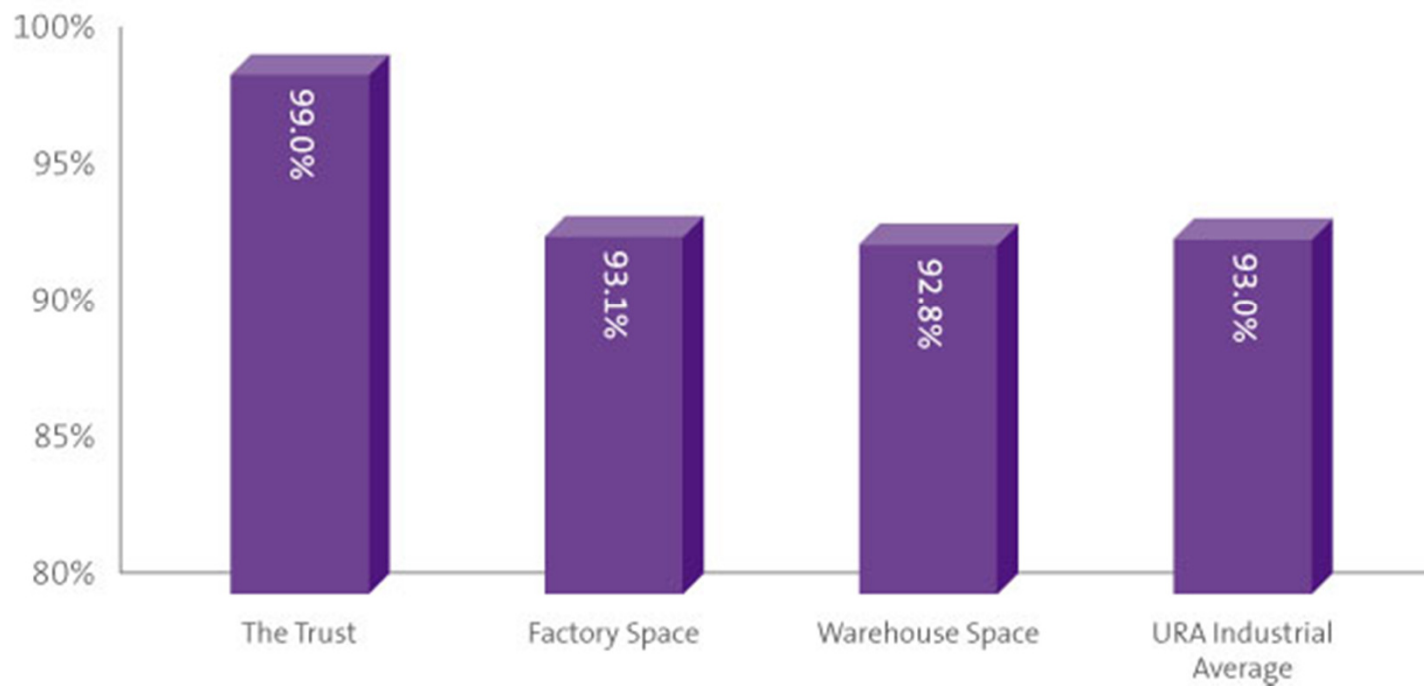
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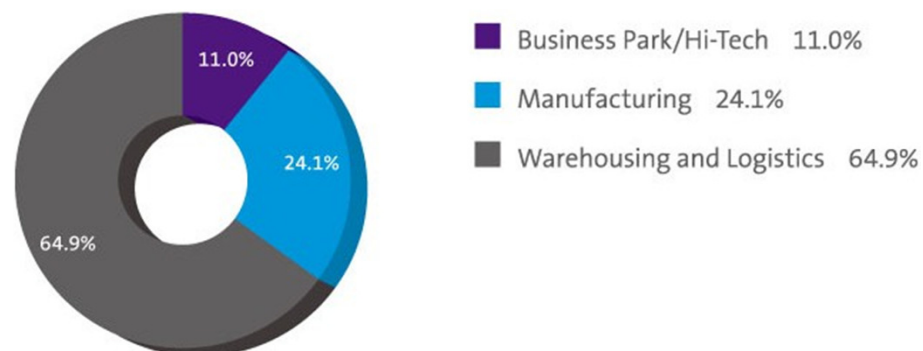
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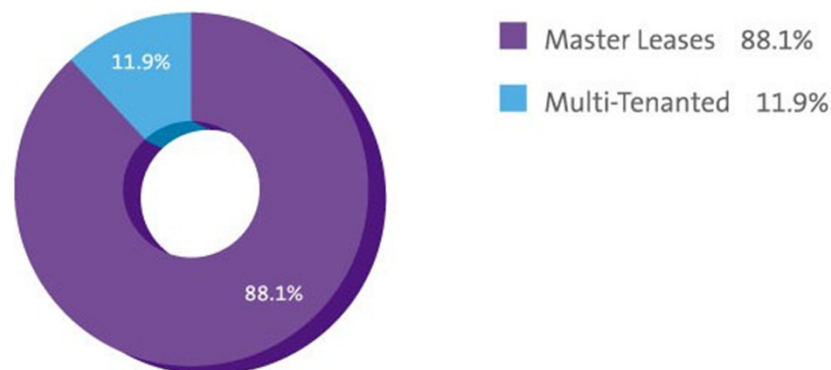
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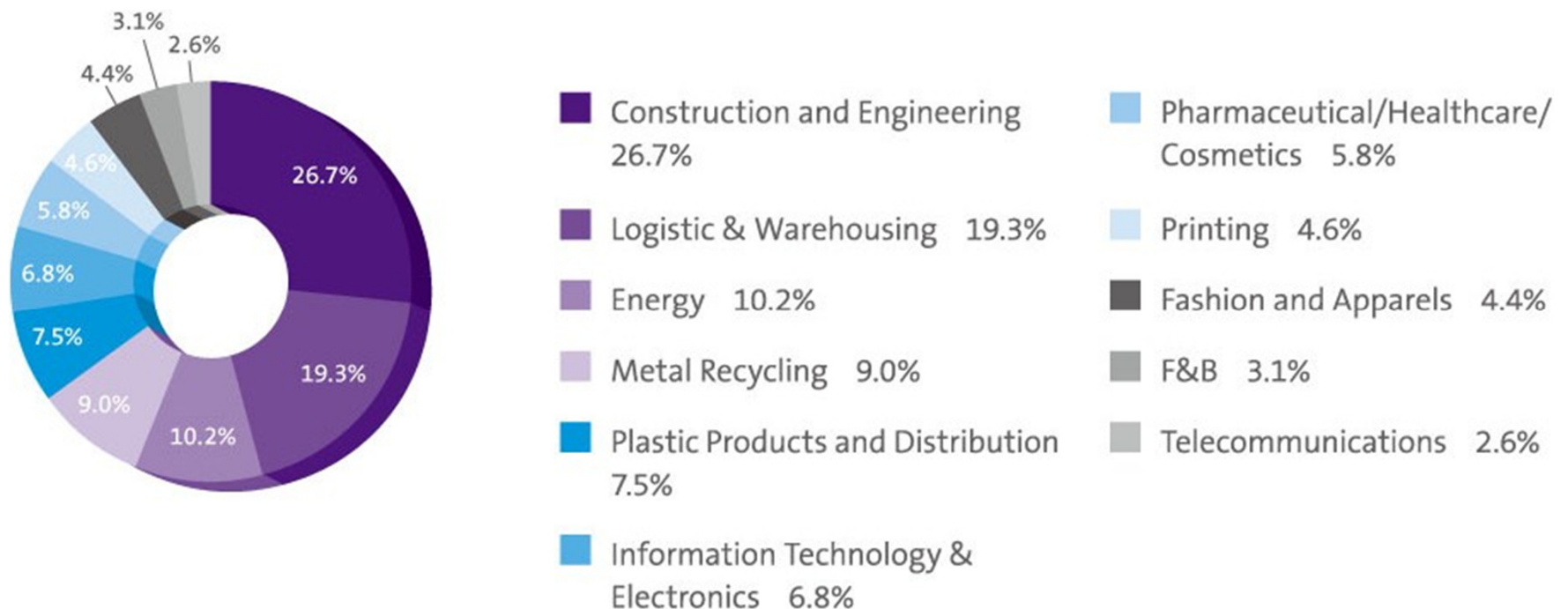


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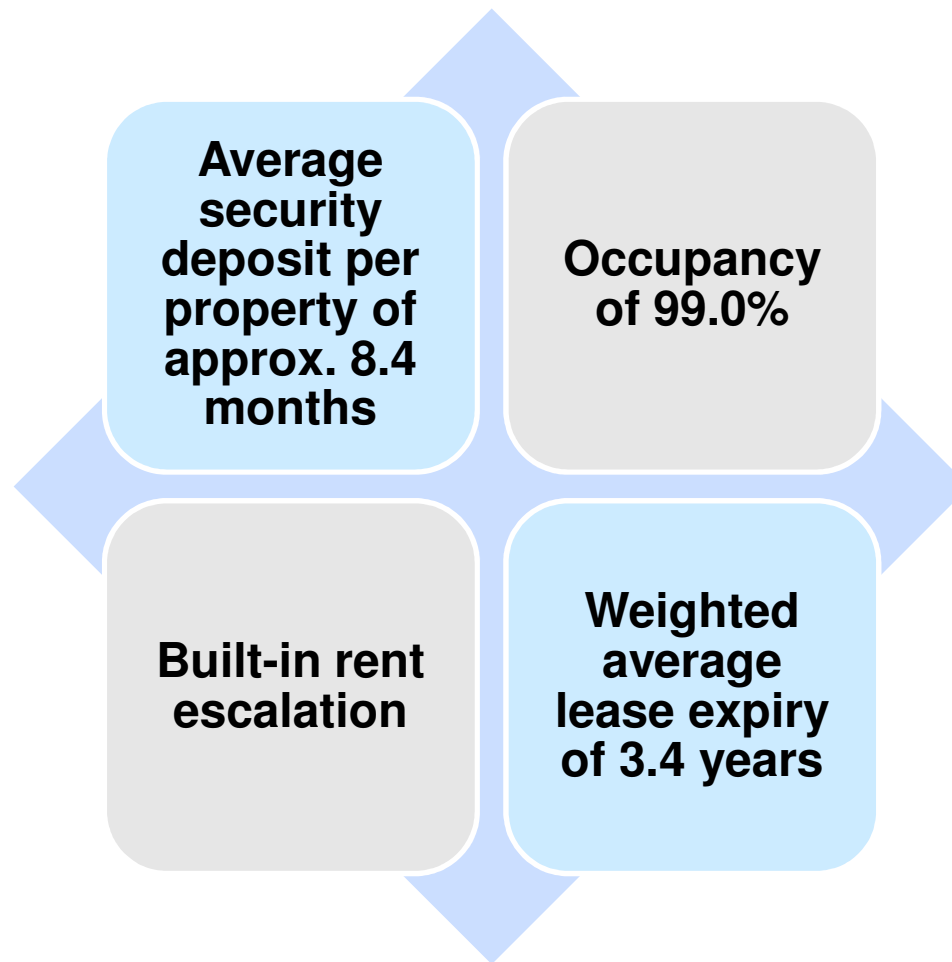
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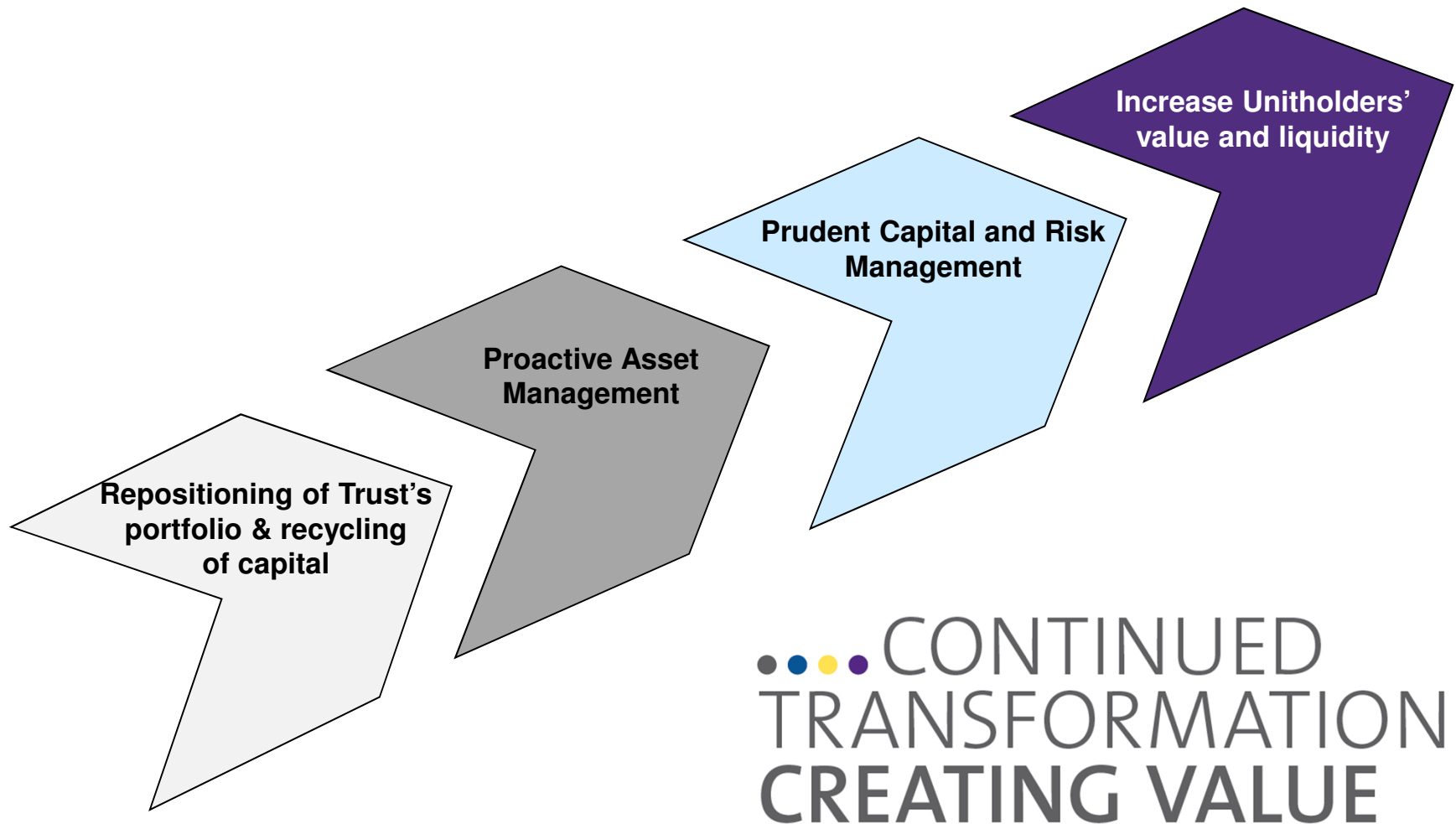


## *1A International Business Park*



## **FY2011 – Execution on Strategy**

# Objectives



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*29 Woodlands Industrial Park*



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**For enquiries, kindly contact:**

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# AIMS AMP CAPITAL INDUSTRIAL REIT



## 2<sup>nd</sup> ANNUAL GENERAL MEETING

30 JUNE 2011

*1A International Business Park*



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...CONTINUED  
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*8 & 10 Pandan Crescent*



*27 Penjuru Lane*



# AIMS AMP Capital Industrial REIT

## FY 2011



*27 Penjuru Lane*



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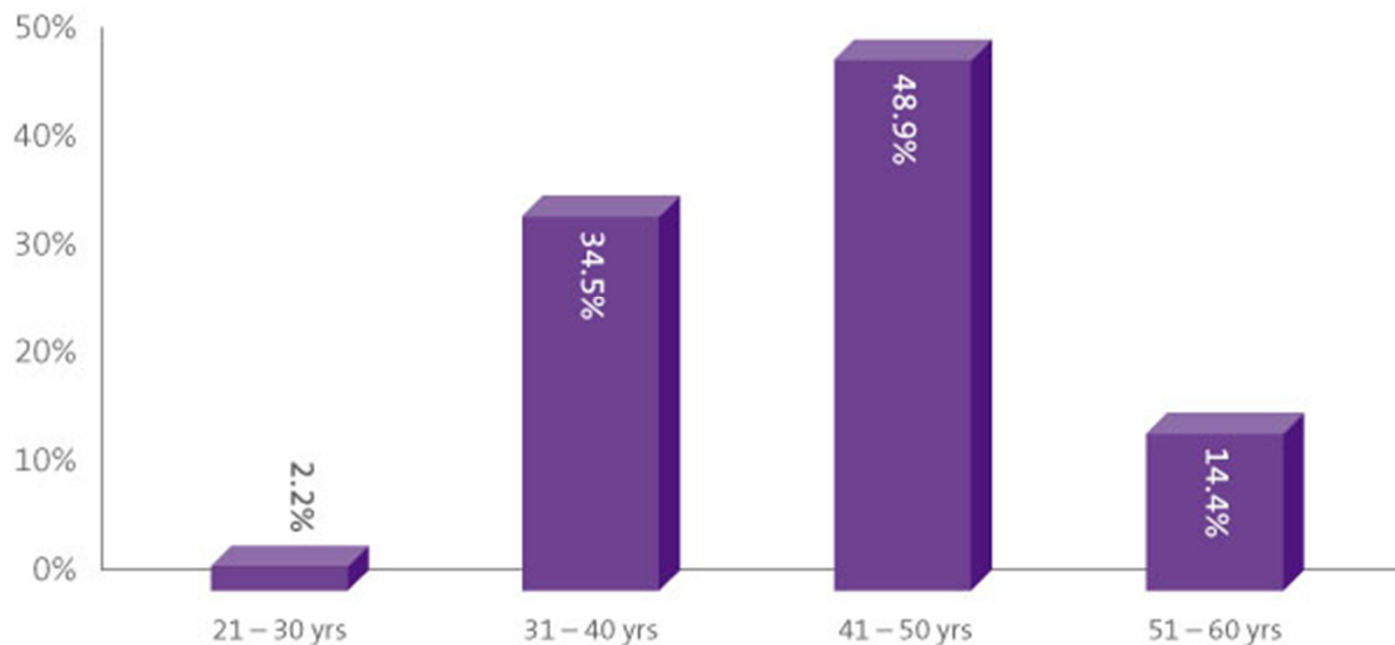
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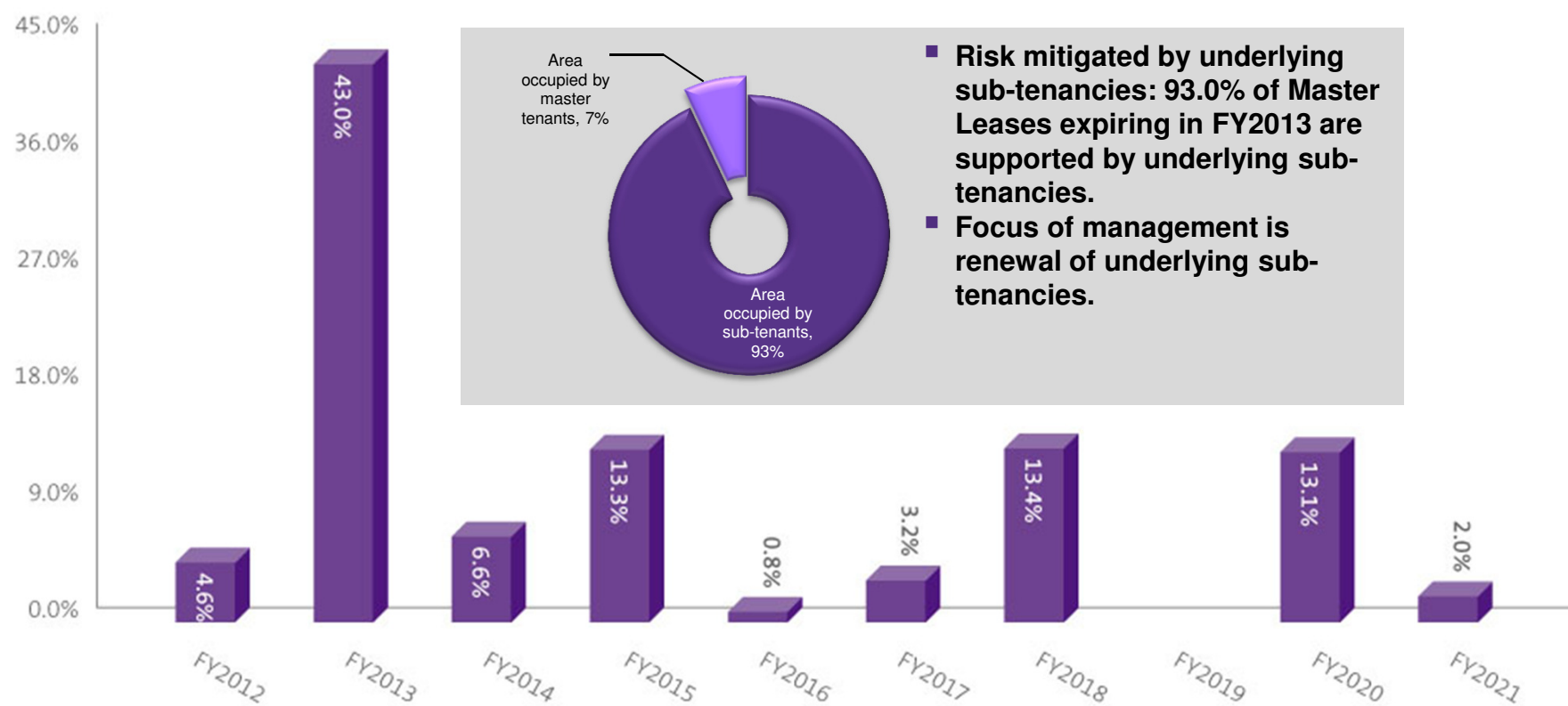




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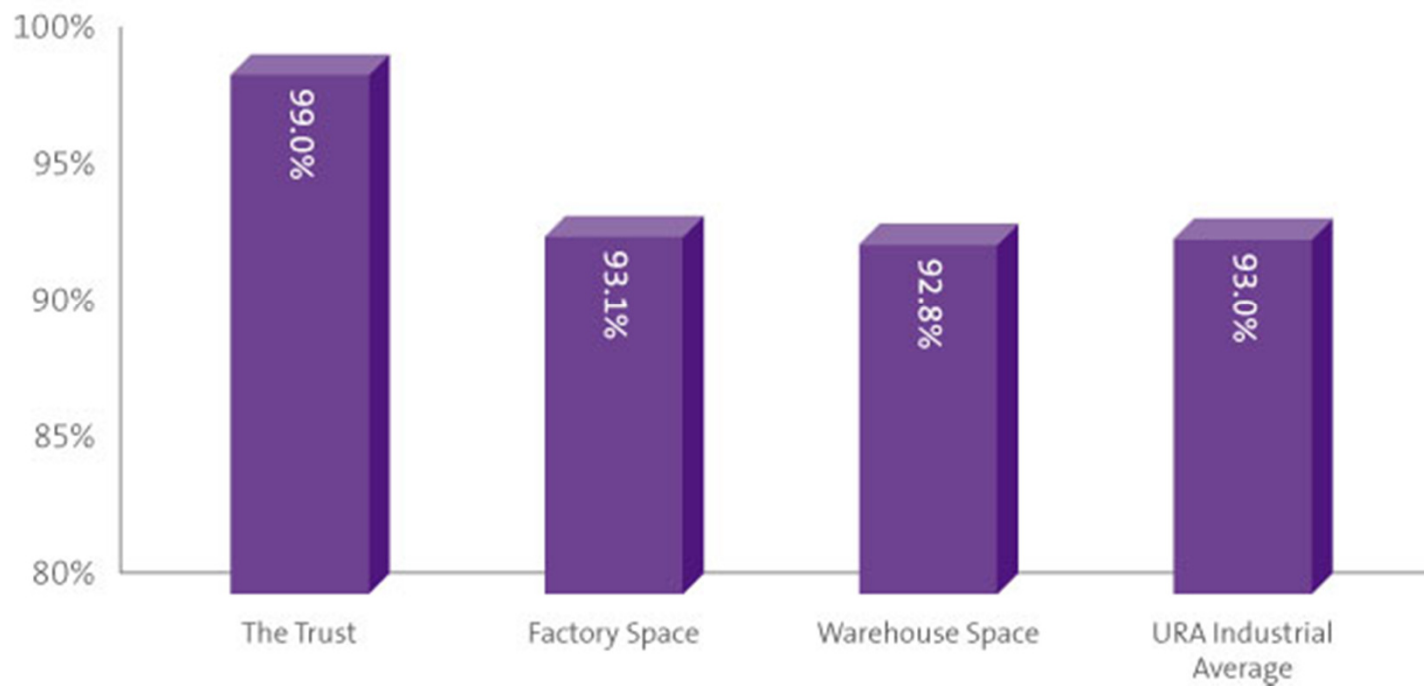
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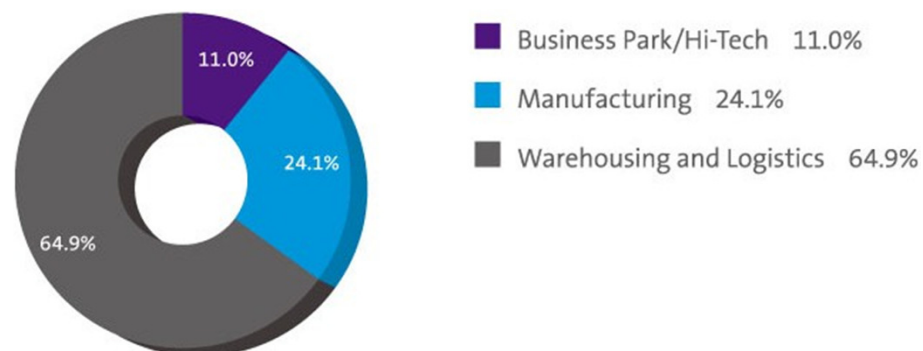
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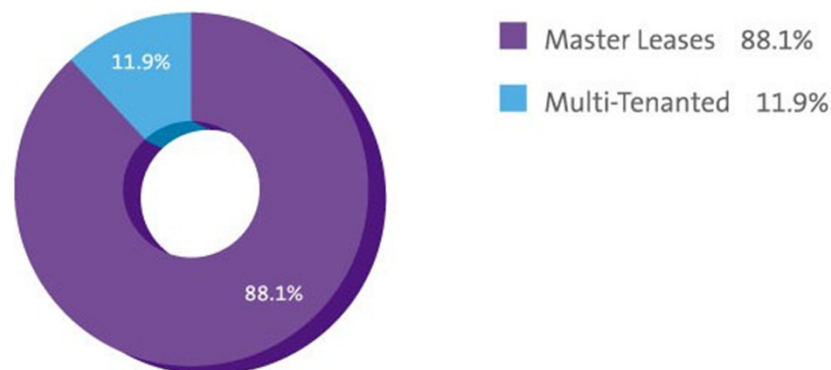
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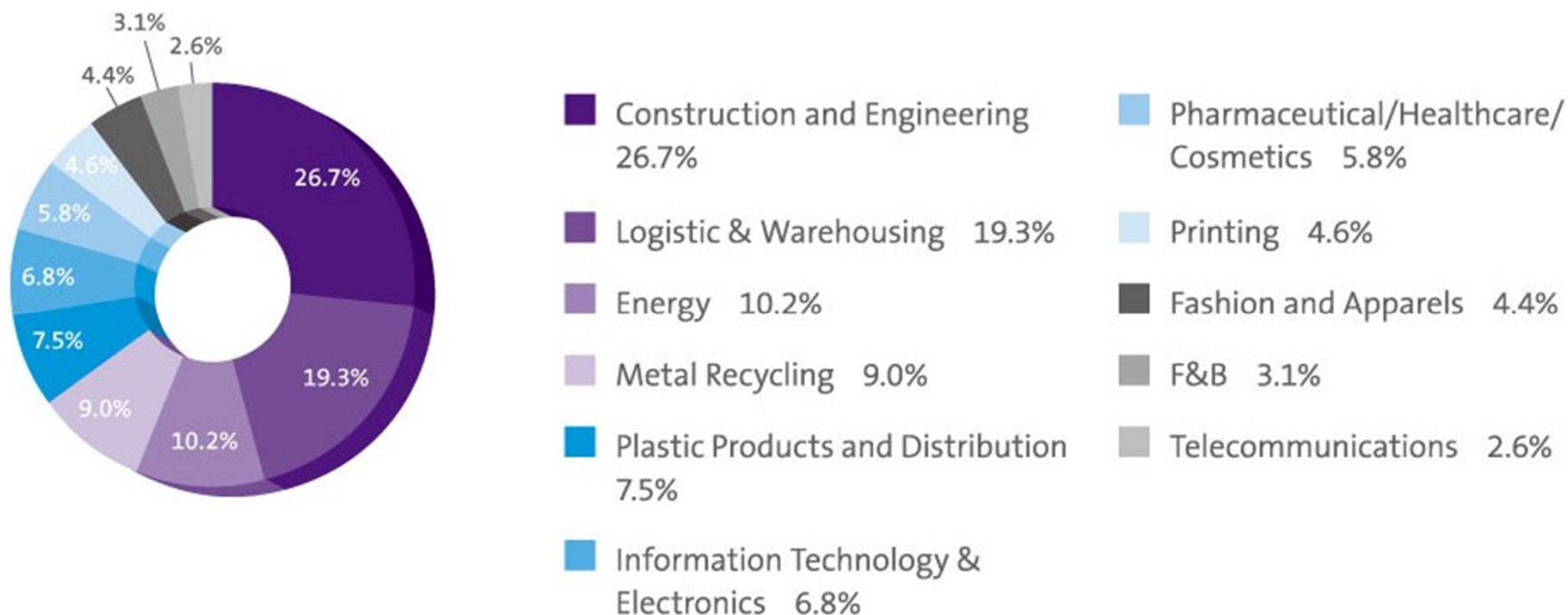


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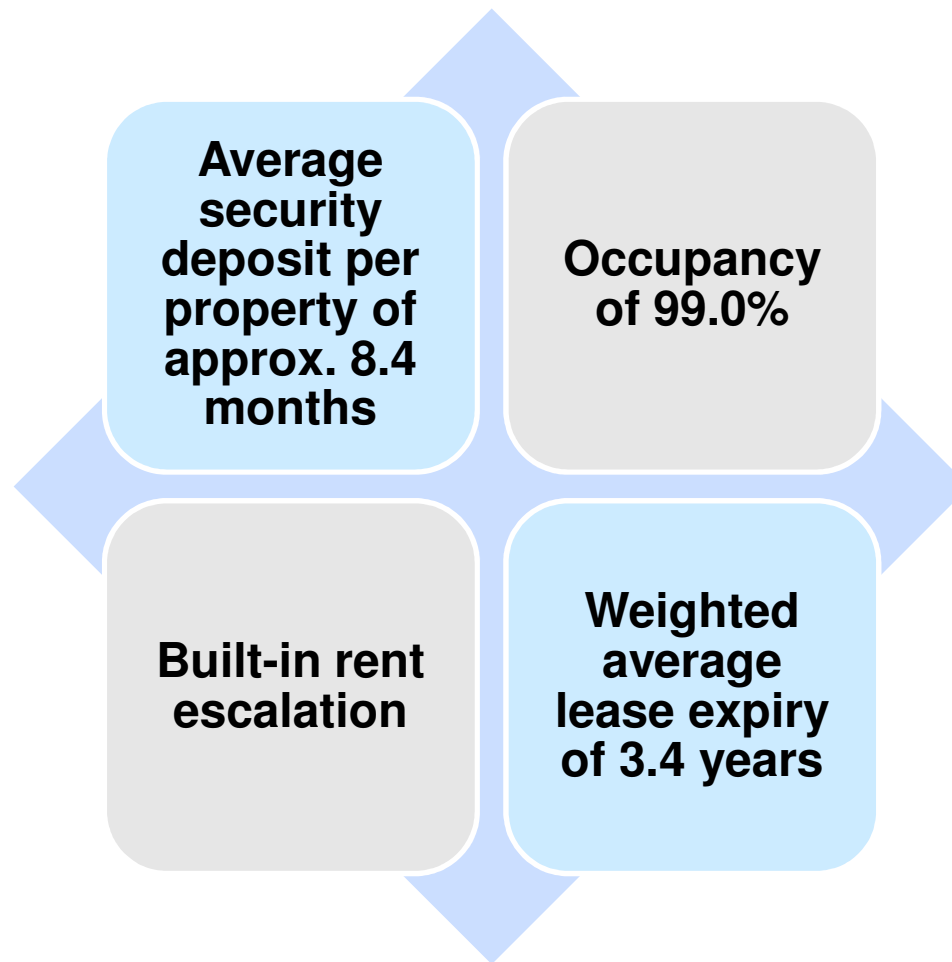
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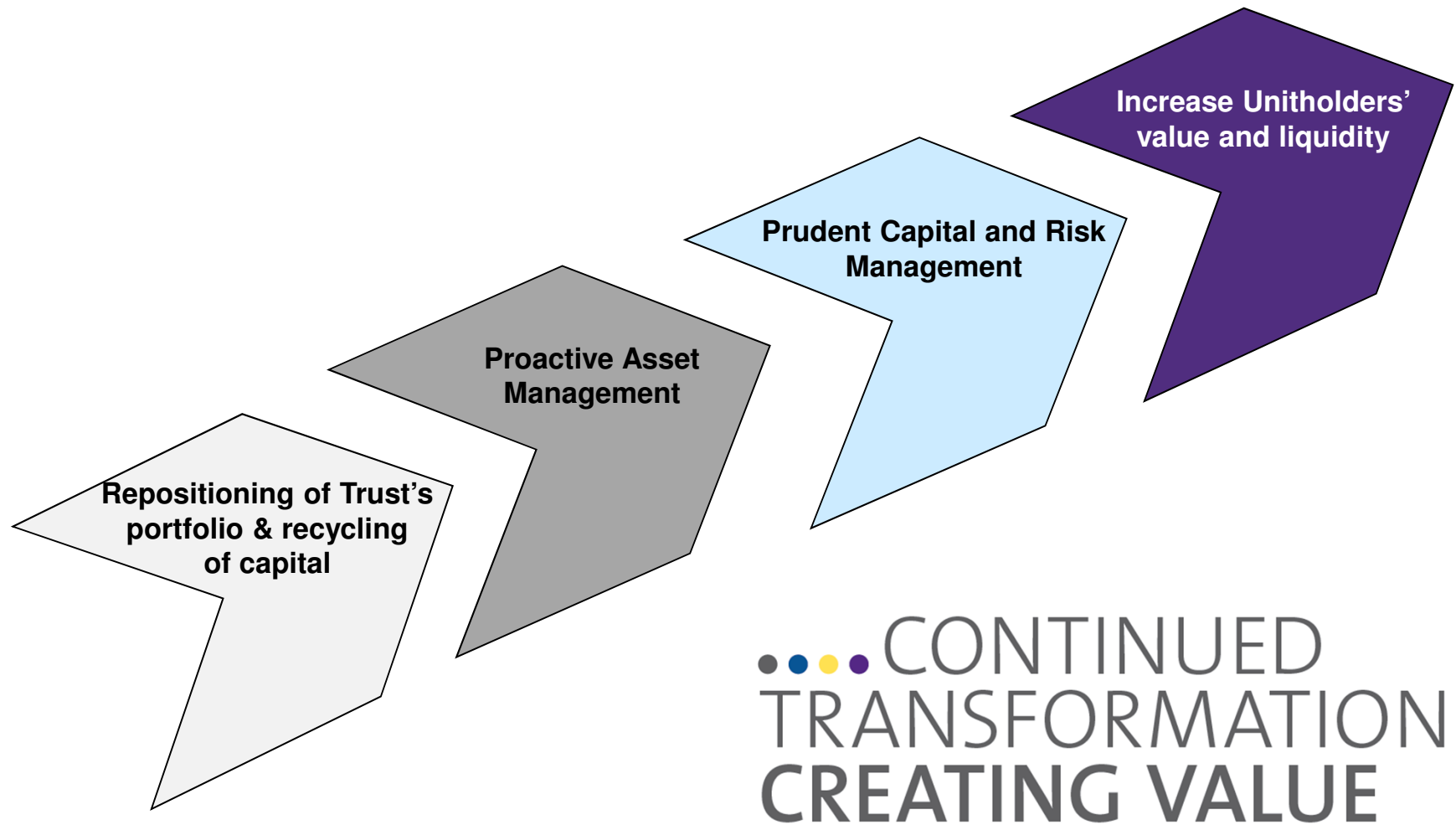


## *1A International Business Park*



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## 29 Woodlands Industrial Park E1 Singapore



- Premium hi-tech space located in the North
- 390,130 sqft of Net Lettable Area
- Purchase completed in February 2011
- Purchase price S\$72.0 million

# Capital & Risk Management

- Stable DPU
- Conservative leverage
- Supportive banking syndicate (Standard Chartered, UOB, ING and CBA)
- Average debt maturity of 3.5 years
- Weighted average interest rate 3.36% pa
- Approx. 72% of floating rate exposure hedged via interest rate swaps for an average period of 2.2 years
- Debt expiry profile as at 31 March 2011

Maturity date	Trust/Group \$ 'million
Due in October 2013	150.5
Due in February 2014	28.8
Due in October 2015	100.0
	279.3

*29 Woodlands Industrial Park*



## Looking ahead – Strategy for the Trust FY2012

# Strategy for the Trust FY2012

## Singapore investments

- Enhancement of selected asset(s).
- Redevelopment opportunities in Singapore.
- Continual evaluation of yield accretive investment opportunities in Singapore.

## Intensive asset and leasing management

- To ensure high occupancy is maintained and to achieve positive rental reversions.

## Capital and risk management

- Conservative capital management.
- Continued broadening and diversifying of the Trust's funding sources.

## Geographic focus

- Continued monitoring of economic and property market trends in readiness for potential future investment opportunities in markets such as China, Australia and Japan.



# Substantial Unitholders – 31 March 2011

Name of Substantial Unitholder	No. of Units (‘000)	%
AMP Capital Investors (Luxembourg No. 4) S.A.R.L. <sup>1</sup>	338,713	15.35
Dragon Pacific Assets Limited	264,500	11.98
APG Algemene Pensioen Groep N.V.	207,889	9.42
Universities Superannuation Scheme Limited	180,763	8.19
George Wang <sup>1</sup>	158,697	7.19

<sup>1</sup> Inclusive of deemed interest in 7,165,109 units owned by AIMS AMP Capital Industrial REIT Management Limited

*1A International Business Park*



*1 Bukit Batok Street 22*



*10 Changi South Lane*



*29 Woodlands Industrial Park E1*



*8 & 10 Pandan Crescent*



*27 Penjuru Lane*



# Thank you

**For enquiries, kindly contact:**

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