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This announcement is not for distribution, directly or indirectly, in or into the United States (including its territories and dependencies, any state of the United States and the District of Columbia). This announcement and the information contained herein are not intended, and should not be construed, as an offer to sell securities in the United States. The securities described herein have not been and will not be registered under the United States Securities Act of 1933, as amended (the "Securities Act") or the laws of any state or jurisdiction of the United States, and may not be offered or sold within the United States, except pursuant to an applicable exemption from or in a transaction not subject to, the registration requirements of the Securities Act and applicable state laws. The Manager does not intend to register any portion of any offering in the United States or to conduct a public offering of securities in the United States.



## AIMS AMP CAPITAL INDUSTRIAL REIT MANAGEMENT LIMITED

As manager of AIMS AMP Capital Industrial REIT 1 Raffles Place, #21-01 One Raffles Place Singapore 048616

AIMS AMP CAPITAL INDUSTRIAL REIT

(Constituted in the Republic of Singapore pursuant to a Trust Deed dated 5 December 2006 (as amended))

SGX-ST Announcement: 17 April 2013

## AIMS AMP CAPITAL INDUSTRIAL REIT LAUNCH OF PRIVATE PLACEMENT OF NEW UNITS

## 1. Introduction

AIMS AMP Capital Industrial REIT Management Limited, as manager of AIMS AMP Capital Industrial REIT ("AIMSAMPIREIT", and as the manager of AIMSAMPIREIT, the "Manager"), wishes to announce that the Manager is proposing to carry out a private placement of new units in AIMSAMPIREIT ("Units", and the new Units, "New Units") to institutional and other investors at an issue price ("Issue Price") of between S\$1.575 (the "Minimum Issue Price") and S\$1.625 per New Unit (the "Issue Price Range") to raise gross proceeds of at least S\$100 million (the "Private Placement"). The net proceeds from the Private Placement will amount to approximately S\$97 million, after deducting for the estimated fees and expenses (including underwriting, selling and management fees, professional fees and expenses) incurred or to be incurred in connection with the Private Placement.

Standard Chartered Securities (Singapore) Pte. Limited has been appointed as the sole global co-ordinator in relation to the Private Placement (the "Sole Global Co-ordinator"). In addition, the Sole Global Co-ordinator, together with Macquarie Capital Securities (Singapore) Pte. Limited and Religare Capital Markets (Singapore) Pte. Limited, have been appointed as the joint bookrunners and underwriters for the Private Placement (the "Joint Bookrunners and Underwriters").

#### 2. The Private Placement

## 2.1 Details and Timing of the Private Placement

The Manager and the Joint Bookrunners and Underwriters have today entered into a placement agreement (the "Placement Agreement") in relation to the Private Placement. Pursuant to the Placement Agreement, the Joint Bookrunners and Underwriters have agreed, *inter alia*, to procure subscriptions for, or to subscribe and pay for the New Units to be issued pursuant to the Private Placement at the Issue Price, on the terms and subject to the conditions of the Placement Agreement.

For illustrative purposes only, the Issue Price Range of between S\$1.575 and S\$1.625 per New Unit represents a discount of approximately between 4.7% and 1.7% to the adjusted volume weighted average price<sup>1</sup> of S\$1.6524 per Unit for trades of Units done on Singapore Exchange Securities Trading Limited (the "SGX-ST") for the preceding Market Day on 16 April 2013 up to the time the Placement Agreement was signed on 17 April 2013.

The Issue Price will be determined by the Joint Bookrunners and Underwriters, in consultation with the Manager, following an accelerated book-building process. The Manager will make an announcement via SGXNET once the Issue Price has been determined.

The Private Placement shall be subject to certain conditions precedent more particularly set out in the Placement Agreement, including the approval in-principle of the SGX-ST for the listing of, dealing in, and quotation of, the New Units on the Main Board of the SGX-ST.

## 2.2. Eligibility to participate in the Private Placement

The offer of New Units under the Private Placement will be made to institutional and other investors.

The New Units have not been and will not be registered under the United States Securities Act of 1933, as amended (the "Securities Act") or the securities laws of any state or jurisdiction of the United States and may not be offered or sold within the United States except pursuant to an applicable exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and applicable state laws. The New Units are being offered and sold outside the United States in reliance on Regulation S under the Securities Act and may be offered and sold to a limited number of institutional "accredited investors" (within the meaning of Rule 501(a)(1), (2), (3) or (7) under the Securities Act) in the United States pursuant to the exemption from the registration requirements of the Securities Act under Section 4a(2) thereof.

The adjusted volume weighted average price is computed based on the volume weighted average price of trades of Units done on the SGX-ST for the preceding Market Day on 16 April 2013 up to the time the Placement Agreement was signed on 17 April 2013 and subtracting 3.14 cents per Unit for the declared distribution in respect of the period from 1 January 2013 to 31 March 2013 and subtracting 0.85 cents per Unit being the approximate amount of the distribution per Unit ("DPU") under the Advanced Distribution (as defined herein) in respect of the period from 1 April 2013 to the day immediately prior to the date the New Units are issued pursuant to the Private Placement. The actual quantum of the DPU under the Advanced Distribution will be announced on a later date after the management accounts of AIMSAMPIREIT for the relevant period have been finalised.

<sup>&</sup>quot;Market Day" refers to a day on which the SGX-ST is open for securities trading.

The Manager, along with the Joint Bookrunners and Underwriters, reserve absolute discretion in determining whether to allow such participation, as well as the persons who may be allowed to do so.

#### 2.3. Use of Proceeds

Subject to relevant laws and regulations, the Manager intends to use the gross proceeds from the Private Placement in the following manner:

(i) approximately 75.0% of the gross proceeds to partially fund the Phase Three development of 20 Gul Way, Singapore 629196 ("20 Gul Way", and the Phase Three development of 20 Gul Way, the "20 Gul Way Phase Three Development")<sup>2</sup> and the redevelopment of 103 Defu Lane 10, Singapore 539223 ("103 Defu Lane", and the redevelopment of 103 Defu Lane, the "103 Defu Lane Redevelopment")<sup>3</sup> (together, the "Development Projects"):

As the Development Projects are expected to be financed progressively over the next 15 months, the Manager may use the proceeds to partially repay outstanding borrowings<sup>4</sup> in the interim.

- (ii) approximately 22.0% of the gross proceeds to partially fund future potential acquisitions, asset enhancement initiatives and/or other redevelopment opportunities that may be identified by the Manager; and
- (iii) approximately 3.0% of the gross proceeds to pay for the estimated fees and expenses (including underwriting, selling and management fees, professional fees and expenses), incurred or to be incurred by AIMSAMPIREIT in connection with the Private Placement,

with the balance of the gross proceeds, if any, to be used for general corporate and working capital purposes.

The above allocation of gross proceeds is based on the Manager's current expectations for the use of proceeds. Notwithstanding its current intention, the Manager may at its absolute discretion, subject to relevant laws and regulations, use the net proceeds from the Private Placement for some or all of the purposes stated above, or for other purposes.

Pending the deployment of the net proceeds from the Private Placement, the net proceeds from the Private Placement may on a short-term basis, subject to relevant laws and regulations, be deposited with banks and/or other financial institutions or used to repay outstanding borrowings<sup>4</sup>.

The Manager will make periodic announcements on the utilisation of the net proceeds from the Private Placement via SGXNET as and when such funds are materially utilised.

Please refer to the announcement entitled "Approval In-Principle to Rezone the Plot Ratio at 20 Gul Way, Singapore" dated 16 April 2013. The Manager is currently working on plans for the 20 Gul Way Phase Three Development and the actual amount of gross proceeds to be used to fund the 20 Gul Way Phase Three Development may change depending on the finalised plans, an announcement on which will be made by the Manager once such plans are confirmed.

Please refer to the announcement entitled "Redevelopment of 103 Defu Lane 10 Singapore" dated 28 January 2013.

The outstanding borrowings that may be repaid include borrowings provided by a group of lenders which includes Standard Chartered Bank, an affiliate of the Sole Global Co-ordinator.

#### 3. Rationale for the Private Placement

The Manager believes that the New Units to be issued pursuant to the Private Placement will bring the following benefits to Unitholders:

(i) Facilitates the funding of the Development Projects which will further enhance the quality of AIMSAMPIREIT's portfolio and enhance distributable income to Unitholders.

The Manager intends to deploy approximately 75.0% of the gross proceeds from the Private Placement towards the Development Projects.

The Manager had on 16 April 2013 announced the receipt of the approval in-principle of the Urban Redevelopment Authority of Singapore to rezone the plot ratio of 20 Gul Way from the existing 1.4 to 2.0. The approval in-principle, which is valid for two years from 28 February 2013, will allow AIMSAMPIREIT to develop up to an additional 497,000 square feet of gross floor area at 20 Gul Way as part of the 20 Gul Way Phase Three Development. The 20 Gul Way Phase Three Development is expected to be a ramp up logistics warehouse which, upon completion, will be fully integrated into the five storey ramp up logistics warehouse the Manager has developed (Phase One - which received Temporary Occupation Permit ("TOP") on 29 October 2012) and is currently developing (Phase Two – which is expected to receive TOP in the second guarter of 2013) on the site. 20 Gul Way is strategically located in the Jurong Industrial Precinct and enjoys close proximity to major expressways and ports. It has modern technical specifications such as heavy floor loading which makes it particularly suitable for end users who require warehouse storage space for heavy products and equipment. Upon completion of the 20 Gul Way Phase Three Development, 20 Gul Way is expected to be one of the largest integrated ramp-up logistics warehouses in Singapore with a gross floor area in excess of 1.65 million square feet.

The 103 Defu Lane Redevelopment will transform the property from a two storey warehouse and adjoining three storey building into a modern six storey industrial facility with the gross floor area more than doubled to approximately 202,901 square feet. The redevelopment is in line with the Housing and Development Board's industrial development program for Defu Industrial Estate and is strategically located near the Paya Lebar Central commercial hub. Paya Lebar Central has been designated as one of the commercial hubs to be developed outside the city centre as part of the Urban Redevelopment Authority's larger decentralisation strategy. Focus Network Agencies (Singapore) Pte Ltd, a leading distributor and retailer of premier chocolates and confectionary products has been secured as the anchor tenant for at least six years in respect of 76% of the gross floor area of the property.

Once the Development Projects are completed, the Manager expects to derive attractive yields from the properties which would enhance distributable income to Unitholders.

# (ii) Strengthens AIMSAMPIREIT's balance sheet and capital structure and enhances its financial flexibility

AIMSAMPIREIT's aggregate leverage is expected to decrease from approximately 34.0% as at 31 March 2013 to approximately 24.8% immediately following the Private Placement assuming that pending deployment of the net proceeds of the Private Placement, the net proceeds from the Private Placement are fully used to repay outstanding borrowings.

AIMSAMPIREIT's aggregate leverage would be approximately 33.1% immediately after the Private Placement assuming the Development Projects and the Phase Two development of 20 Gul Way, Singapore 629196 (the "20 Gul Way Phase Two Development")<sup>5</sup> have been funded and completed immediately after the Private Placement.

Without the proceeds raised from the Private Placement, AIMSAMPIREIT's aggregate leverage would increase to approximately 39.9% following the funding of the Development Projects and the 20 Gul Way Phase Two Development by debt.

	As at 31 March 2013	Immediately after the Private Placement assuming net proceeds used to repay outstanding borrowings (1)	Immediately after the Private Placement assuming net proceeds used for the Development Projects and future opportunities (2)
Total Debt (S\$ million)	359.3	262.1	406.6 <sup>(3)</sup>
Total Assets (S\$ million)	1,056.2	1,056.2	1,227.8 <sup>(4)</sup>
Aggregate Leverage (%)	34.0	24.8	33.1

#### Notes:

(1) Based on the unaudited financial statements for the financial year ended 31 March 2013 and assuming that, pending deployment of the net proceeds from the Private Placement as described in the section entitled "Use of Proceeds" above, the net proceeds are fully used to repay outstanding borrowings.

(2) Based on the unaudited financial statements for the financial year ended 31 March 2013 and assuming that, the net proceeds from the Private Placement are used as described in the section entitled "Use of Proceeds" above.

(3) Assuming new debt of approximately \$\$47.3 million will be drawn and used to partially fund the Development Projects and the 20 Gul Way Phase Two Development.

(4) Assuming total assets increase by the investment cost for the Development Projects and 20 Gul Way Phase Two Development and any future opportunities. Total assets have also been adjusted for estimated potential revaluation gains associated with the Development Projects and the 20 Gul Way Phase Two Development.

Following the Private Placement and taking into account the assumed use of proceeds, AIMSAMPIREIT is expected to have an aggregate leverage of 33.1%. Based on an assumed maximum aggregate leverage target of 45.0%, AIMSAMPIREIT would have a borrowing capacity of approximately \$\$265.3 million, which will enable AIMSAMPIREIT to capitalise on future growth opportunities such as potential acquisitions, asset enhancement initiatives and other redevelopment opportunities, as and when they may arise. AIMSAMPIREIT will continue to evaluate

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Please refer to the announcement entitled "Redevelopment of 20 Gul Way Singapore" dated 26 July 2011.

these opportunities in a disciplined manner taking into account its weighted average cost of capital.

## (iii) Possible improvement in trading liquidity of Units

The New Units to be issued pursuant to the Private Placement will increase the number of Units in issue by 63,492,000 Units (based on the Minimum Issue Price), which is an increase of approximately 14.1% of the total number of Units in issue as at 17 April 2013.

The Manager expects this increase in the total number of Units to improve the trading liquidity of the Units.

## 4. Authority to Issue New Units

The Manager is relying on the general mandate (the "General Mandate") given by the Unitholders to the Manager obtained at the annual general meeting of AIMSAMPIREIT held on 19 July 2012, pursuant to which the Manager may, during the period from 19 July 2012 to the conclusion of the next annual general meeting of AIMSAMPIREIT or the date by which the next annual general meeting is required to be held, whichever is earlier, issue new Units whether by way of rights, bonus or otherwise and/or make or grant offers, agreements or options (collectively, the "Instruments") that might or would require the new Units to be issued, including but not limited to the creation and issue of (as well as adjustments to) securities, warrants, debentures or other instruments convertible into new Units, provided that the aggregate number of new Units to be issued (including new Units to be issued in pursuance of Instruments made or granted) shall not exceed 50.0% of the total number of Units in issue as at 19 July 2012 (the "Base Figure"), of which the aggregate number of new Units (including new Units to be issued in pursuance of Instruments made or granted) to be issued other than on a pro rata basis to existing Unitholders shall not be more than 20.0% of the Base Figure.

As at 19 July 2012, the Base Figure was 445,958,357 and the number of Units that can be issued under the General Mandate for a non pro rata issuance is 89,191,671. The Manager has issued 2,542,647 Units under the General Mandate pursuant to the AIMSAMPREIT distribution plan and 898,298 Units under the General Mandate to the Manager as part satisfaction of the base component of the Manager's management fee since 19 July 2012. The balance number of Units that can still be issued under the General Mandate is 85,750,726.

63,492,000 New Units to be issued pursuant to the Private Placement (based on the Minimum Issue Price) would constitute approximately 14.2% of the Base Figure, which is within the 20.0% limit for an issue of new Units other than on a non pro rata basis. Accordingly, prior approval of the Unitholders is not required for the issue of the New Units under the Private Placement.

## 5. Advanced Distribution

AIMSAMPIREIT's policy is to distribute its distributable income on a quarterly basis to Unitholders.

In connection with the Private Placement, the Manager however intends to declare in respect of the Units in issue immediately prior to the issue of the New Units ("**Existing Units**"), a distribution of the distributable income of AIMSAMPIREIT for the period from 1 April 2013 to the day immediately prior to the date the New Units are issued pursuant to the Private Placement (the "**Advanced Distribution**").

The next distribution thereafter will comprise AIMSAMPIREIT's distributable income for the period from the day the New Units are issued pursuant to the Private Placement to 30 June 2013. Quarterly distributions will resume thereafter.

The Advanced Distribution is intended to ensure that the distributable income of AIMSAMPIREIT accrued up to the day immediately preceding the date of issue of the New Units (which at this point, will be entirely attributable to the Existing Units) is only distributed in respect of the Existing Units, and is being proposed as a means to ensure fairness to holders of the Existing Units.

The current expectation of the Manager is that the quantum of the DPU under the Advanced Distribution will be approximately 0.85 cents per Unit in respect of the period from 1 April 2013 to the day immediately prior to the date the New Units are issued pursuant to the Private Placement. The actual quantum of the DPU under the Advanced Distribution may differ from the above and will be determined and announced on a later date after the management accounts of AIMSAMPIREIT for the relevant period have been finalised.

## 6. Status of the New Units

Other than the Advanced Distribution to which the New Units will not be entitled, the New Units issued pursuant to the Private Placement will, upon issue, rank *pari passu* in all respects with the Existing Units, including the right to any distributions which may be paid for the period from the date on which the New Units are issued to 30 June 2013, as well as all distributions thereafter. For the avoidance of doubt, the New Units will not be entitled to the distributable income of AIMSAMPIREIT for the period from 1 January 2013 to 31 March 2013.

## 7. Application to the SGX-ST for Approval in-Principle

The Manager will make a formal application to the SGX-ST for the listing of, dealing in, and quotation of, the New Units to be issued pursuant to the Private Placement on the Main Board of the SGX-ST. An appropriate announcement will be made upon the receipt of such in-principle approval from the SGX-ST.

## BY ORDER OF THE BOARD

AIMS AMP Capital Industrial REIT Management Limited (Company Registration No. 200615904N) (as manager of AIMS AMP Capital Industrial REIT)

Name: Nicholas Paul McGrath Designation: Chief Executive Officer

17 April 2013

For enquiries, kindly contact:
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### **Important Notice**

The value of Units and the income derived from them may fall as well as rise. The Units are not obligations of, deposits in, or guaranteed by, the Manager, or any of its affiliates. An investment in Units is subject to investment risks, including the possible loss of the principal amount invested.

Investors have no right to request the Manager to redeem their Units while the Units are listed. It is intended that unitholders of AIMSAMPIREIT may only deal in their Units through trading on the SGX-ST. Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.

This document is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for the Units. The past performance of AIMSAMPIREIT is not necessarily indicative of the future performance of AIMSAMPIREIT.

This document 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, competition from similar developments, 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. Investors are cautioned not to place undue reliance on these forward-looking statements, which are based on the Manager's view of future events.

## **About AIMS AMP Capital Industrial REIT**

Managed by AIMS AMP Capital Industrial REIT Management Limited, AIMSAMPIREIT was established with the principal investment objective of owning and investing in a diversified portfolio of income-producing industrial real estate assets in Singapore and Asia. The principal sponsors of AIMSAMPIREIT are the AIMS Financial Group and AMP Capital Investors International Holdings Limited, a direct wholly-owned subsidiary of AMP Capital. AIMSAMPIREIT consists of 25 industrial properties located throughout Singapore with an appraised total value of S\$1.04 billion based on valuations obtained as at 31 March 2013.

## **About AIMS Financial Group ("AIMS")**

Established in 1991, AIMS Financial Group is an Australian diversified non-bank financial services and investment group with a solid track record and enviable reputation in the mortgage lending, fund management and securitisation markets. AIMS has expanded to become an international financial group focusing on lending, securitization, real estate investment, private equity, investment banking, funds management, securities exchange ownership and e-commerce across the Asia Pacific region.

Since 1999, AIMS has raised directly and indirectly about A\$4.0 billion in funds from the capital markets. AIMS has issued about A\$3.0 billion residential mortgage-backed securities with most of them rated AAA by both Standard & Poors and Fitch Ratings, and has originated over A\$5.0 billion of high quality prime home loans since 1997. AIMS have been very active in introducing international investors into the Australian real estate market, having attracted a large volume investment from its international clients to invest in Australian.

AIMS manages over A\$1.5 billion in assets as at 31 December 2012 and is the investment managers for the MacarthurCook Industrial Property Fund, MacarthurCook Office Property Trust, MacarthurCook Mortgage Fund, Advance Mortgage Fund, MacarthurCook Property Securities Fund, Advance Property Securities Fund and the RMR Asia Pacific Real Estate Fund. AIMS also manages, in a joint-venture arrangement with AMP Capital Investors, AIMS AMP Capital Industrial REIT in Singapore.

AIMS's head office is in Sydney, Australia, and it has offices across Australia, China and Singapore. Together with our highly qualified, professional and experienced cross-cultural teams, AIMS is in a very strong position to bridge the gap between Australia and China in various markets, especially in property, resources, fund management, high-tech, infrastructure, banking and financial services.

## **AMP Capital**

AMP Capital is one of Asia Pacific's largest investment managers with over A\$128 billion in funds under management (as at 31 December 2012). Ranked a Top 5 real estate investment manager in Asia by ANREV 2011, AMP Capital has over A\$22.9 billion in global direct and listed real estate funds under management (as at 31 December 2012), and over 50 years of investment experience.

AMP Capital's team of specialists operate across direct and listed real estate and infrastructure, fixed income, equities and diversified funds. AMP Capital is proud to support the AIMS AMP Capital Industrial REIT with specialist expertise across industrial development, industrial asset management and debt management. The team also has access to AMP Capital's structuring and operating professionals with legal, tax, fund accounting and investor relations capabilities.

AMP Capital has established operations in Australia, Bahrain, China, Hong Kong, India, Japan, Luxembourg, New Zealand, Singapore, the United Kingdom and the United States. AMP Capital's ongoing commitment to the Asian region is exemplified through their strategic partnerships in the region. As well as resigning a Memorandum of Understanding with China Life Insurance (Group) Company in 2011, AMP Capital entered a strategic business and capital alliance with Mitsubishi UFJ Trust and Banking Corporation (MUTB), a leading Japanese trust bank which provides services to institutions and retail clients, across retail and corporate banking, trust assets, real estate and global markets.

AMP Capital's on the ground resources and extensive network of carefully selected regional investment partners means AMP Capital can source competitive investment opportunities catering to the varied needs of its clients.