



AIMS AMP CAPITAL INDUSTRIAL REIT

SIAS Corporate Seminar

28 June 2014



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Important notice

Disclaimer

This Presentation is focused on comparing actual results for the financial period from 1 April 2013 to 31 March 2014 (“FY2014”) and 1 January 2014 to 31 March 2014 (“4Q FY2014”) versus actual results year-on-year (“y-o-y”) and quarter-on-quarter (“q-o-q”). This Presentation shall be read in conjunction with AIMS AMP Capital Industrial REIT’s (“AACI REIT” or the “Trust”) results for 4Q FY2014 as per the SGXNet Announcement.

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CONTENTS



Introduction of AACI REIT	4
AACI REIT Portfolio	10
Strategy Ahead	22

> 1

INTRODUCTION OF AACI REIT

Overview of AIMS AMP Capital Industrial REIT

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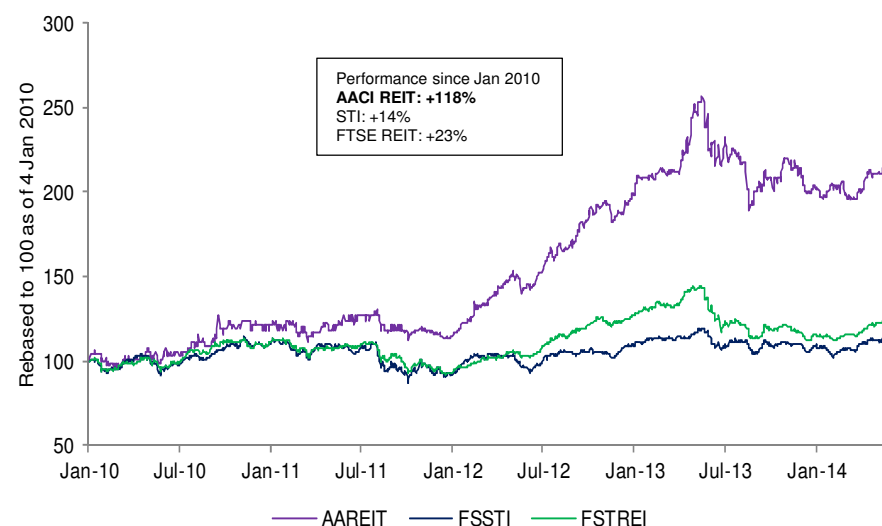
Overview

Objective	AIMS AMP Capital Industrial REIT focuses on investing in a diversified portfolio of industrial real estate in Singapore & Asia Pacific
Listing date	19 April 2007
No. of properties	25 properties in Singapore, total NLA of 516,253.6 ⁽¹⁾ sqm 1 property in NSW, Australia, total NLA of 41,255.1 ⁽²⁾ sqm
Market cap ⁽³⁾	S\$891.4m
Free float (%)	83.6% as at 31 March 2014
Total Assets	S\$1.41bn as at 31 March 2014
Gearing	31.7% as at 31 March 2014
DPU yield ⁽³⁾	7.34%
NAV per unit	S\$1.468 as at 31 March 2014
Discount to NAV ⁽³⁾	(2.2)%
Weighted debt maturity	3.1 years
Rating (S&P)	Investment Grade BBB-

Note:

- (1) Excludes investment properties under development as at 31 Mar 2014
- (2) Based on 49% interest in the property
- (3) Based on closing price of S\$1.435 as at 13 June 2014 and DPU of 10.53 cents.

Performance of AIMS AMP Capital Industrial REIT^{(A)(B)}



Source: Bloomberg as of 13 June 2014

Note:

- (A) Assumes dividends reinvested
- (B) Price is adjusted for Equity Transactions

Performance track record

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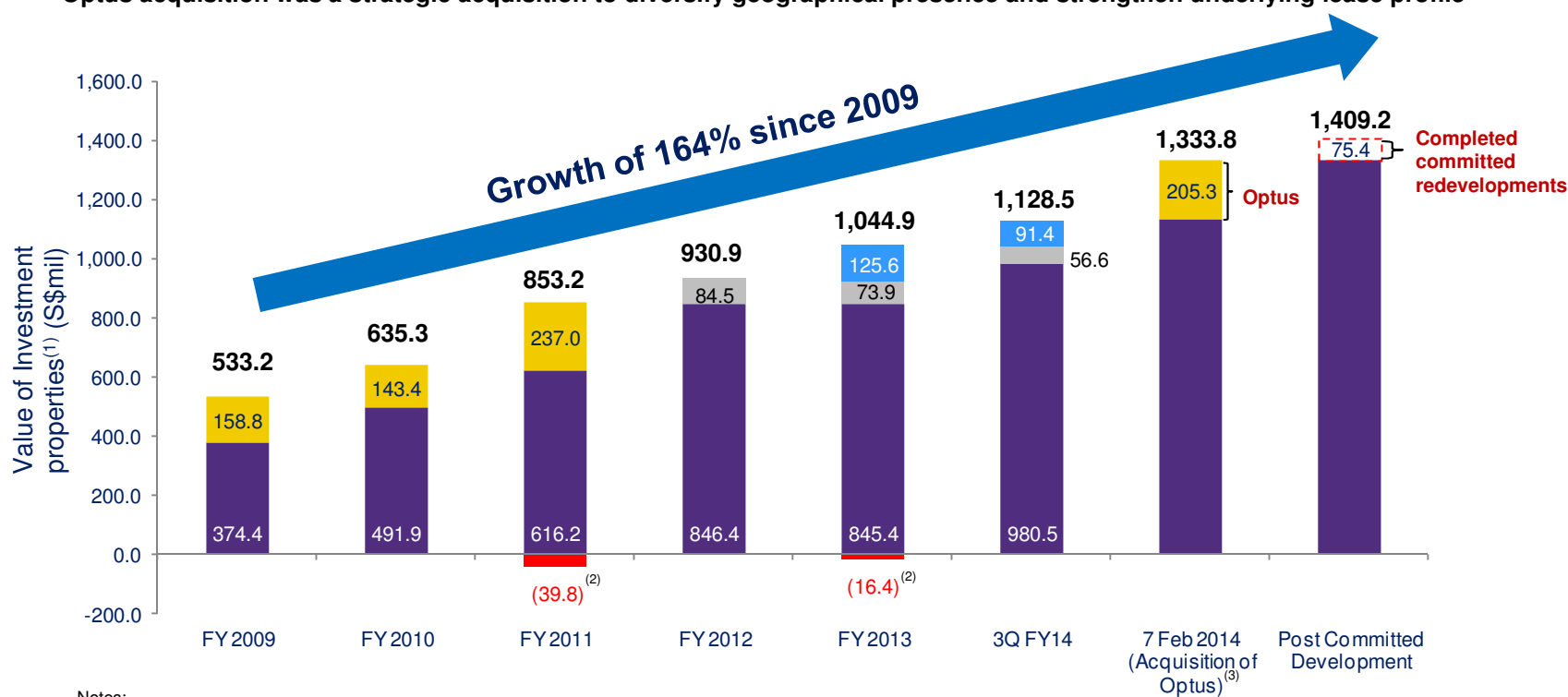
Demonstrated track record in delivering on our strategy successfully

Growth from Prudent Acquisitions

Strategic Divestment and Capital Recycling to Better Quality Assets

Growth from Expanded Redevelopment Strategy

- Immediate focus will be to execute redevelopment initiatives
- Optus acquisition was a strategic acquisition to diversify geographical presence and strengthen underlying lease profile



Notes:

(1) Includes investment properties under development

(2) Based on sale price

(3) Based on pro forma figures as at 31 December 2013 (3QFY14)

6

AIMS AMP Capital Industrial REIT

Existing portfolio

Acquisition

Properties under development

Completed redevelopment

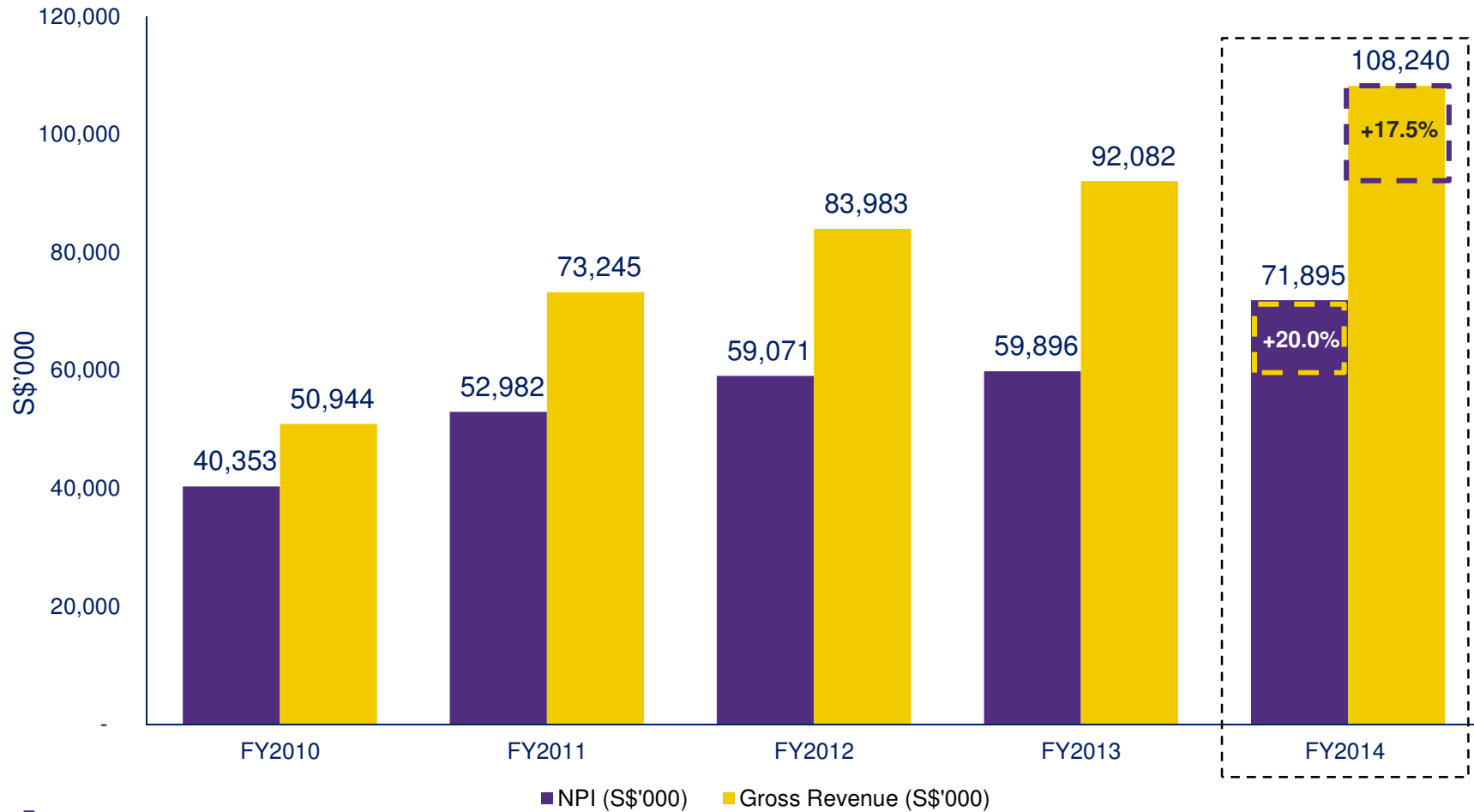
Divestment



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Revenue performance since 2009

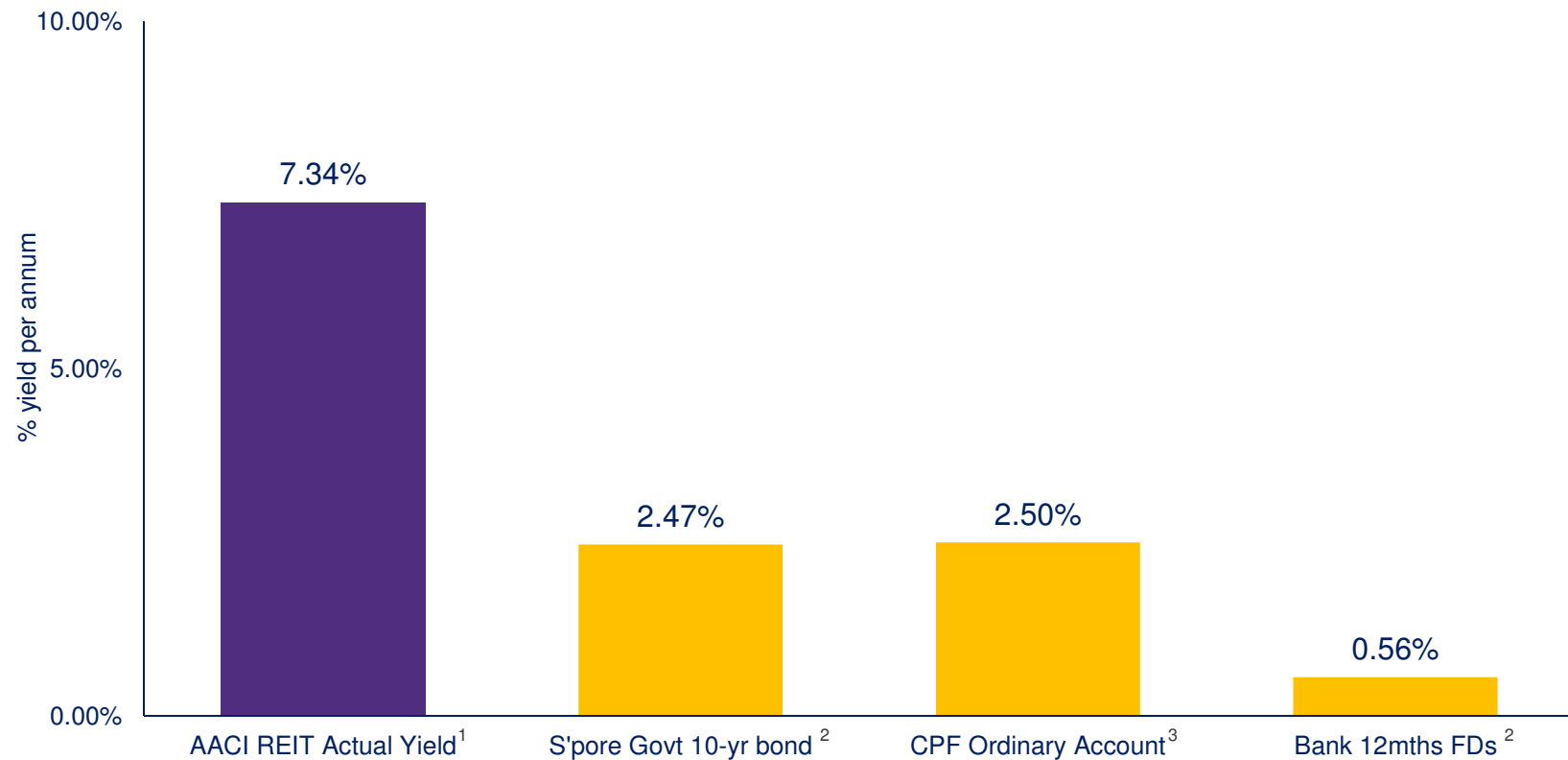
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7

Stable and attractive yield

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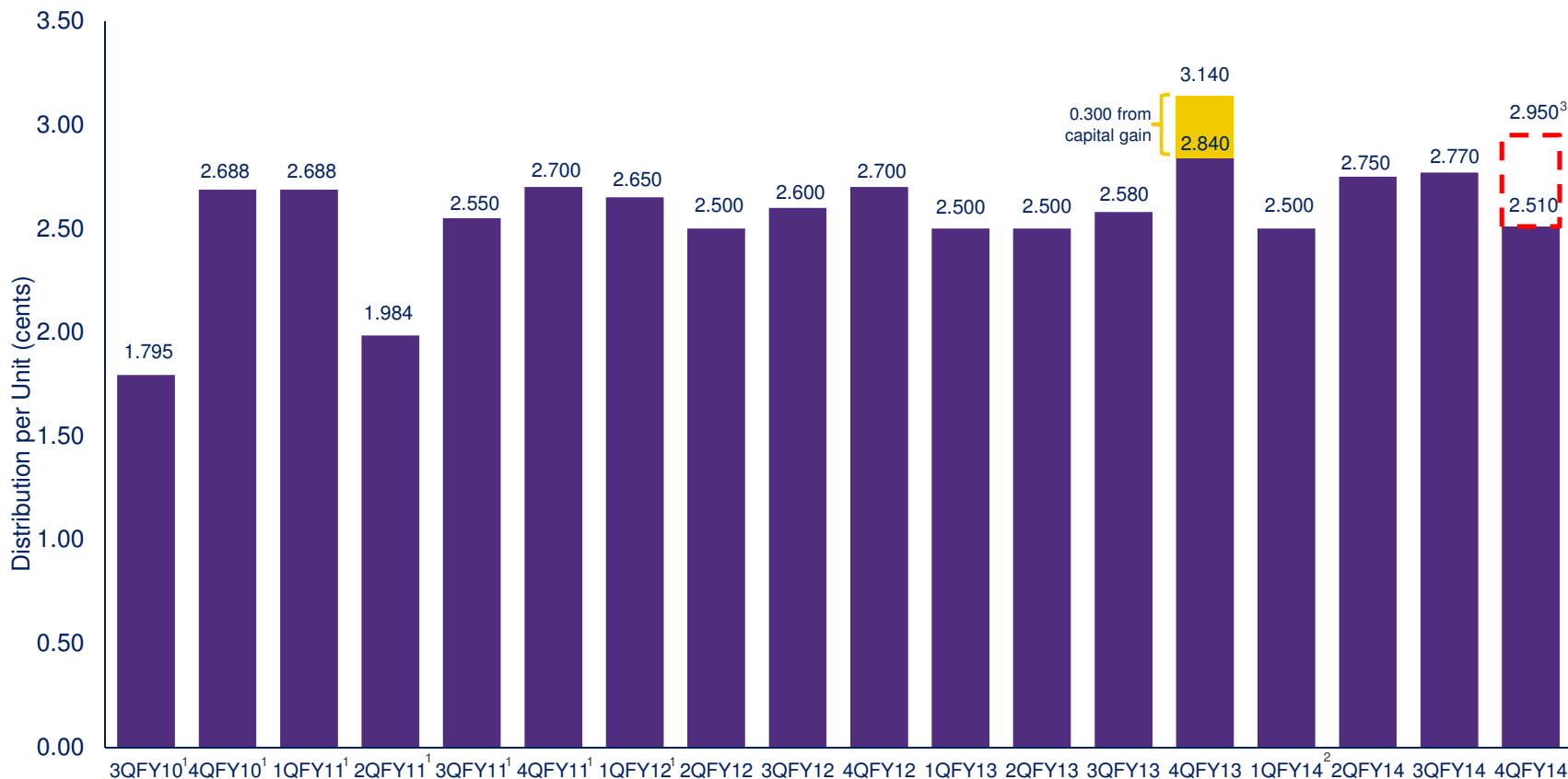
¹ Based on closing price of S\$1.435 on 13 June 2014 and actual DPU for FY2014 of 10.53 cents.

² Source: Bloomberg data as at March 2014.

³ Prevailing CPF Ordinary Account interest rate.

Stable and growing DPU

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¹ The number of Units used to calculate the distribution per Unit ("DPU") has been adjusted for the effect of the Unit Consolidation to allow for comparison.

² 1Q FY2014 DPU comprised (i) advanced distribution of 0.85 cents for the period from 1 April to 1 May 2013 which was paid on 18 June 2013 and (ii) DPU of 1.65 cents for the period from 2 May to 30 June 2013 which was paid on 20 September 2013.

³ The DPU for FY2014 was lower compared to FY2013 mainly due to the increase in Units arising from the private placement of 68,750,000 Units in May 2013 and the recent issuance of 92,512,712 Units pursuant to a rights issue in March 2014. Excluding the effects from the recent rights issue, DPU for 4Q FY2014 and FY2014 would be approximately 2.95 cents and 10.97 cents respectively.

9

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> 2

AACI REIT PORTFOLIO

Key portfolio statistics

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	As at 31 March 2014	As at 31 December 2013	As at 19 April 2007 (Listing)
Number of Properties	26	25	12
Appraised Value (S\$ million)	1,372.5 ^{1,2}	1,128.5 ³	316.5
Net Lettable Area (sq m)	556,607.3 ⁴	516,253.6 ⁴	194,980.7
Number of Tenants	141	140	12
Portfolio Occupancy (%)	97.0	98.2	100.0
Weighted Average Lease Expiry (WALE) (years)	3.25	2.89	6.7
Weighted Average Land Lease Expiry (years)	42.6 ⁵	38.4	47.8
Location of Properties	Singapore, Australia	Singapore	Singapore

¹ Based on valuation as at 31 March 2014 appraised by Knight Frank Pte Ltd and Colliers International Consultancy & Valuation (Singapore) Pte Ltd.

² Based on 49% interest in the property, Optus Centre, Sydney, Australia appraised by Savills Valuations Pty Ltd.

³ Includes (i) investment properties appraised by CBRE Pte Ltd as at 30 September 2013, (ii) investment properties under development at 103 Defu Lane 10 and 20 Gul Way Phase 2E and Phase 3 and (iii) capitalised capital expenditure.

⁴ Excludes investment properties under development.

⁵ For the calculation of the weighted average land lease of AACI REIT, AACI REIT's interest in the freehold property, Optus Centre has been assumed as a 99-
11 year leasehold interest.

Results for 4Q FY2014 and FY2014

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	4Q FY2014 S\$'000	3Q FY2014 S\$'000	Q-o-Q %	4Q FY2013 S\$'000	Y-o-Y %	FY2014 S\$'000	FY2013 S\$'000	%
Gross Revenue	29,473	27,317	7.9	23,810	23.8	108,240	92,082	17.5
Net Property Income	19,260	18,677	3.1	15,516	24.1	71,895	59,896	20.0
Distribution to Unitholders¹	15,591	14,643	6.5	14,111	10.5	57,203	48,062	19.0
- from operations	15,591	14,643	6.5	12,763	22.2	57,203	46,714	22.5
- from capital gain	-	-	-	1,348	(100.0)	-	1,348	(100.0)
DPU² (cents)	2.510	2.770	(9.4)	3.140	(20.1)	10.530	10.720	(1.8)
- from operations	2.510	2.770	(9.4)	2.840	(11.6)	10.530	10.420	1.1
- from capital gain	-	-	-	0.300	(100.0)	-	0.300	(100.0)
DPU yield³ (%)	7.42							

¹ The Trust achieved an amount available for distribution of S\$15.6 million for 4Q FY2014. AACI REIT's distribution policy is to distribute at least 90% of the Trust's taxable income for the full financial year. For FY2014, the Manager has resolved to distribute 100.0% of the taxable income available for distribution to the Unitholders.

² The DPU for FY2014 was lower compared to FY2013 mainly due to the increase in Units arising from the private placement of 68,750,000 Units in May 2013 and the recent issuance of 92,512,712 Units pursuant to a rights issue in March 2014. Excluding the effects from the recent rights issue, DPU for 4Q FY2014 and FY2014 would be approximately 2.95 cents and 10.97 cents respectively.

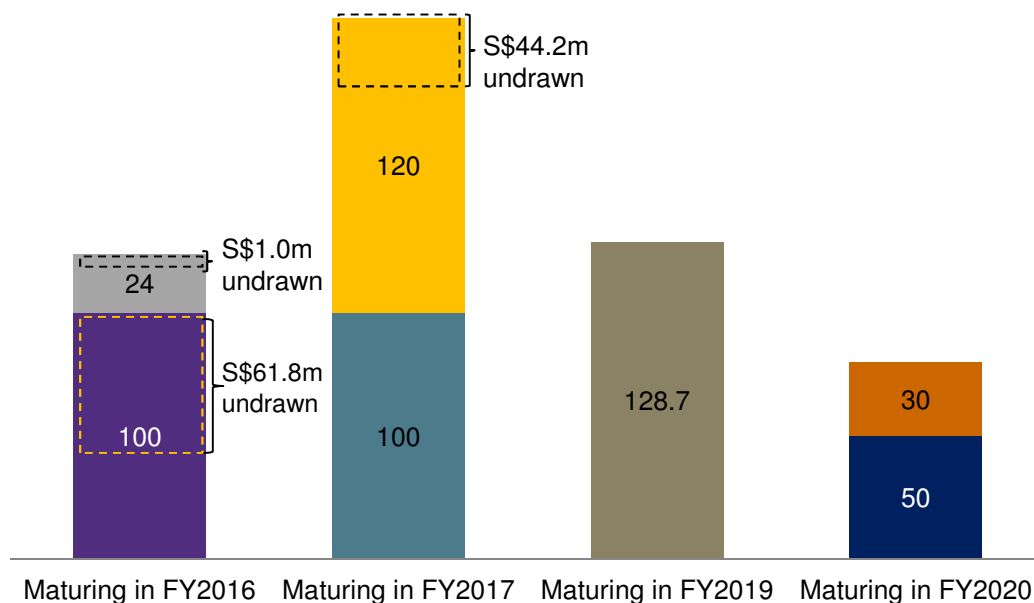
¹² ³ Based on closing price of S\$1.42 on 6 May 2014 and actual DPU for FY2014 of 10.53 cents.

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Debt facilities as at 31 March 2014 (pro forma)

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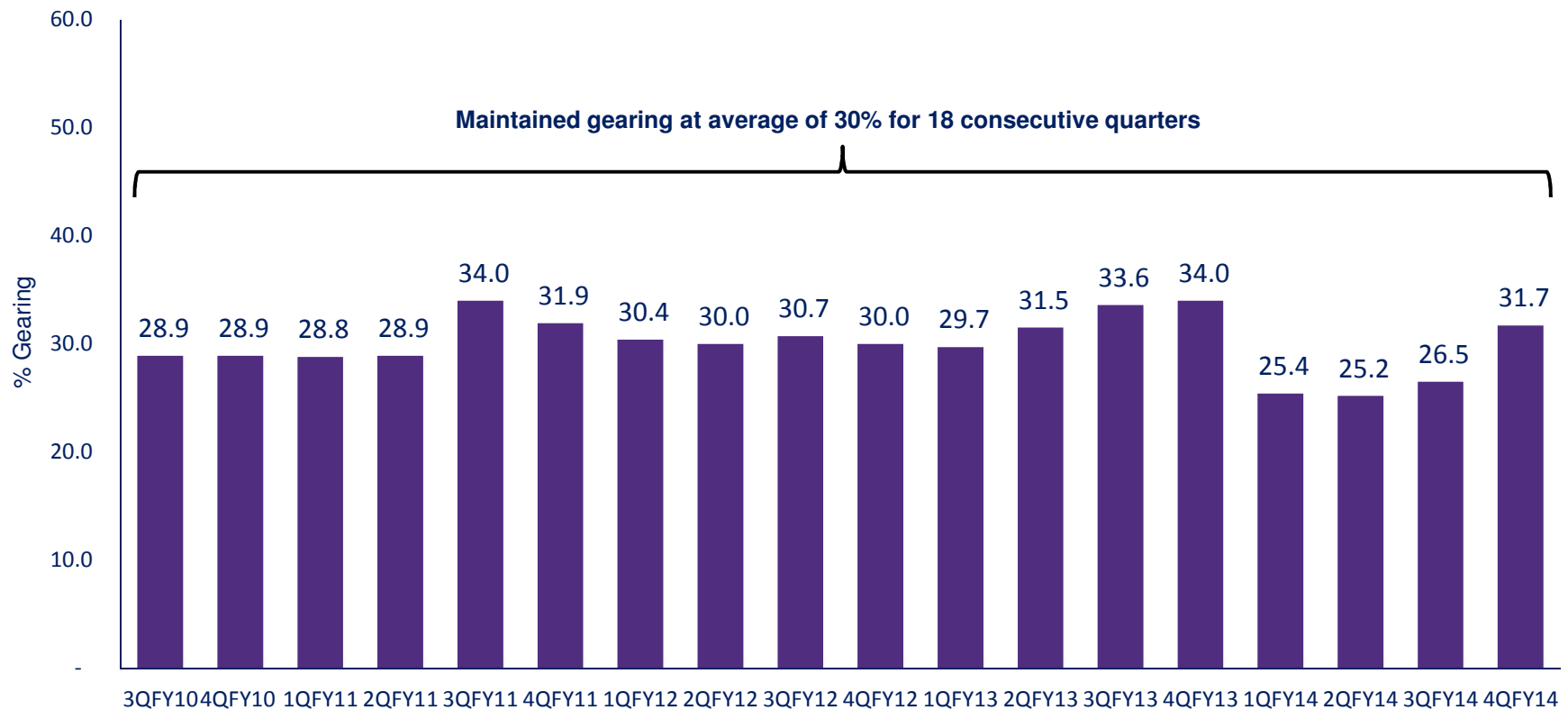
- 7 yr Fixed Rate Notes
- 5 yr Fixed Rate Notes
- AUD Term Loan
- Dual Currency (SGD or AUD) Revolving Credit Facility
- 4 yr Fixed Rate Notes
- 20 Gul Way Construction Loan
- Term Loan

Maturity date	S\$ 'million
Due in October 2015 (FY2016)	61.2
Due in August 2016 (FY2017)	100.0
Due in October 2016 (FY2017)	75.8
Due in February 2019 (FY2019)	128.7
Due in May 2019 (FY2020)	50.0
Due in December 2019 (FY2020)	30.0
Total debt drawn down	445.7
Undrawn available facilities	107.0
Total committed facilities	552.7

Gearing level since 2009

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Target LVR between 30 – 40%, max 50% (bank covenant)



14

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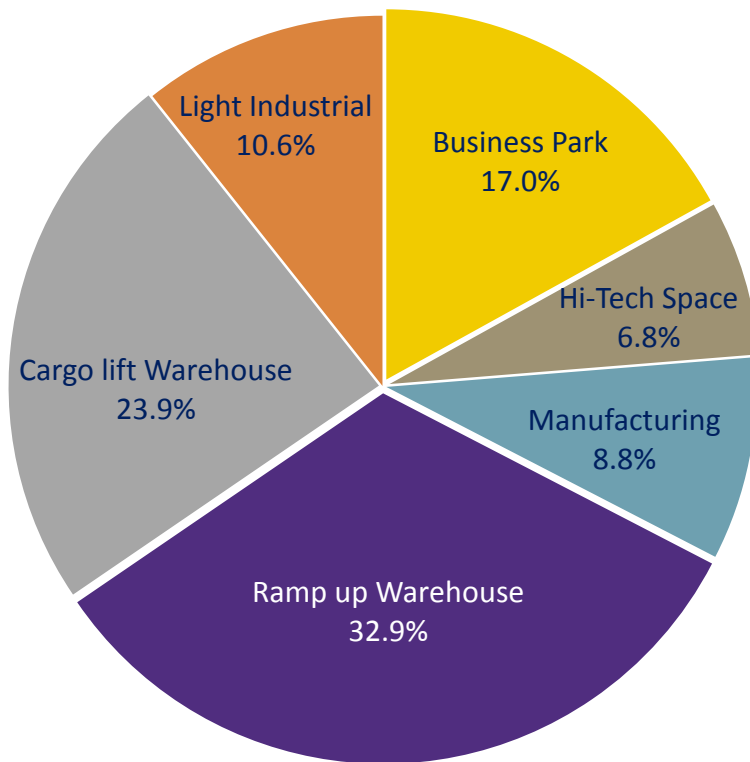


Portfolio breakdown

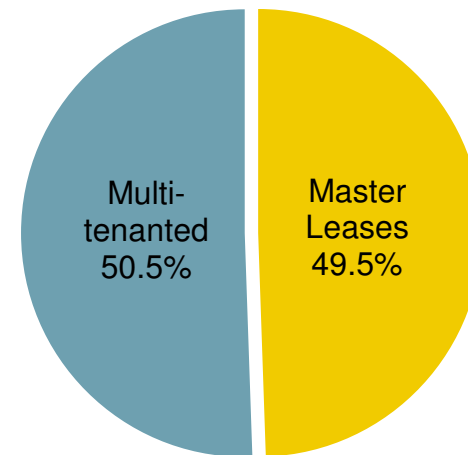
By 4Q FY2014 rental income

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Breakdown by Property Sector



Master Leases vs Multi-tenanted



Occupancy **Average security deposit²**

Total Portfolio ¹ (25 properties)	97.0	5.8 months
Master Leases (13 properties)	100.0	8.2 months
Multi-tenanted (12 properties)	94.4	3.5 months

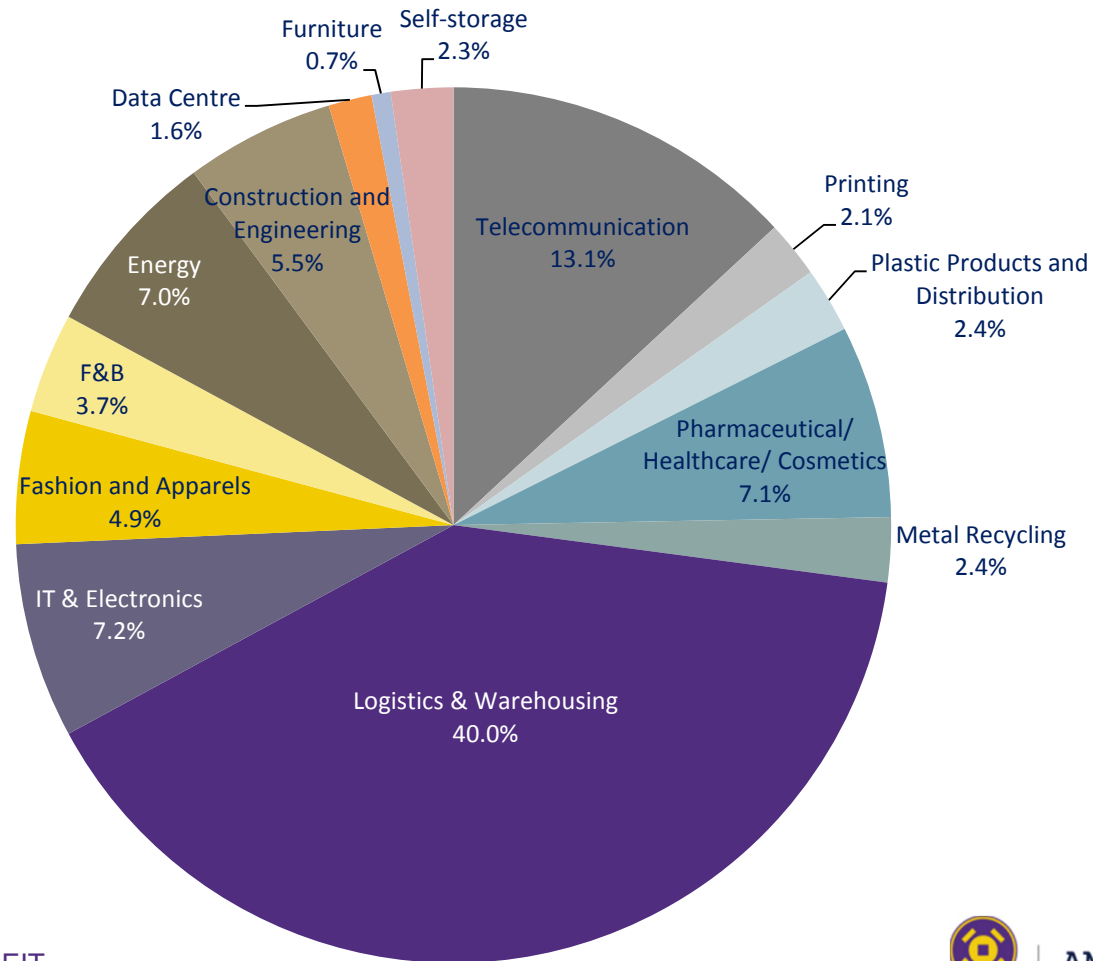
¹ Excluding 103 Defu Lane 10 which is currently under development.

² Excluding Optus Centre whose lease is guaranteed by Singtel Optus

Diversification reduces risk

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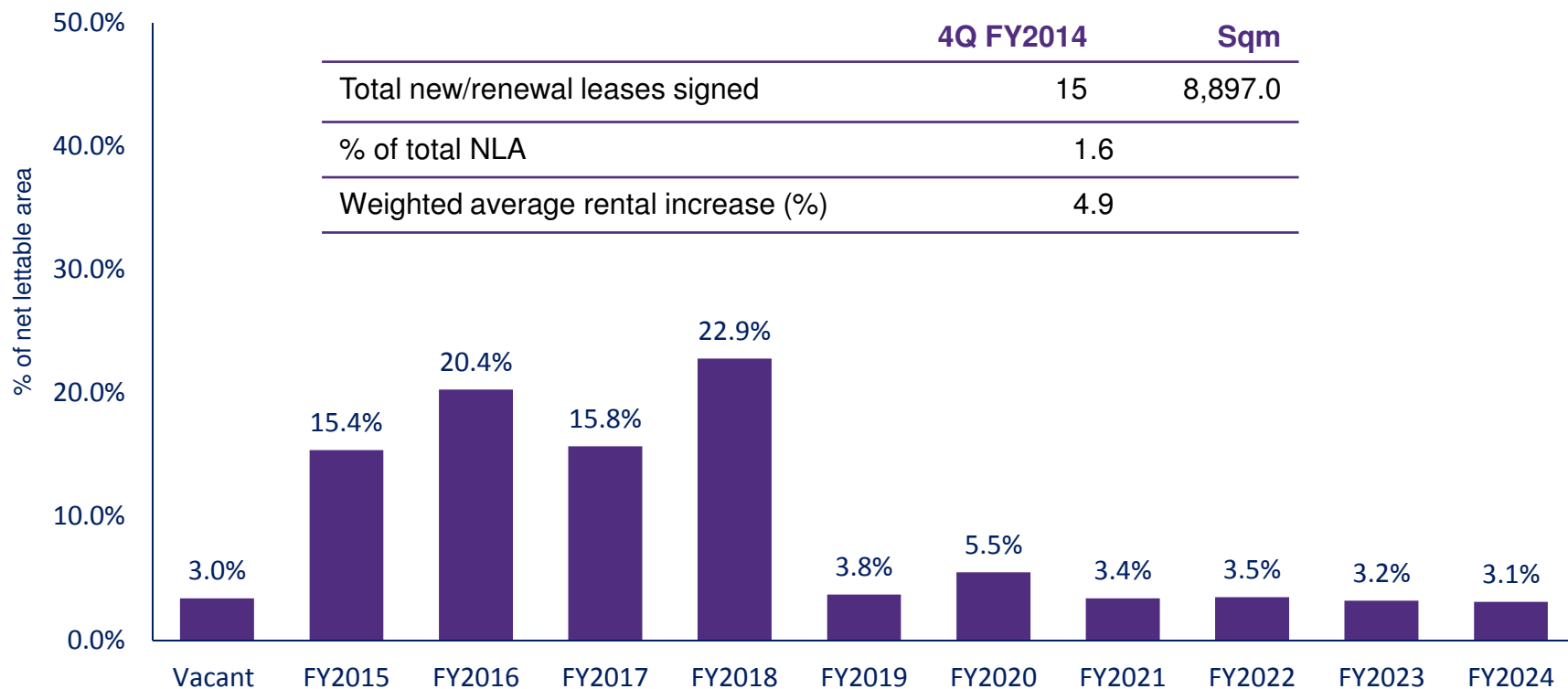
Tenant Base by Industry (By 4Q FY2014 Rental Income)



Intensive lease management

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Lease Expiry Profile as at 31 March 2014
(By 4Q FY2014 Net Lettable Area)



Note: The lease expiry profile takes into account (i) the 20 Gul Way redevelopment (Phase 2E&3) and the master leases to CWT Limited upon completion and (ii) the 103 Defu Lane 10 development and lease to Focus Network Agencies (including the remaining space to be leased) upon completion.

17

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Quality tenant base

Top 10 tenants by 4Q FY2014 by rental income

Tenant	%
CWT Limited*	17.4%
Optus Administration Pty Limited*	10.0%
Eurochem Corporation Pte Ltd	7.0%
Schenker Singapore (Pte) Ltd*	4.2%
Ossia International Limited*	2.7%
LTH Logistics (Singapore) Pte Ltd* (Vibrant Group Limited)	2.6%
Broadcom Singapore Pte Ltd*	2.5%
Lorenzo International Limited*	2.4%
Enviro-Hub Group*	2.0%
Kuehne + Nagel Pte Ltd*	1.8%
Top 10 tenants	52.6%

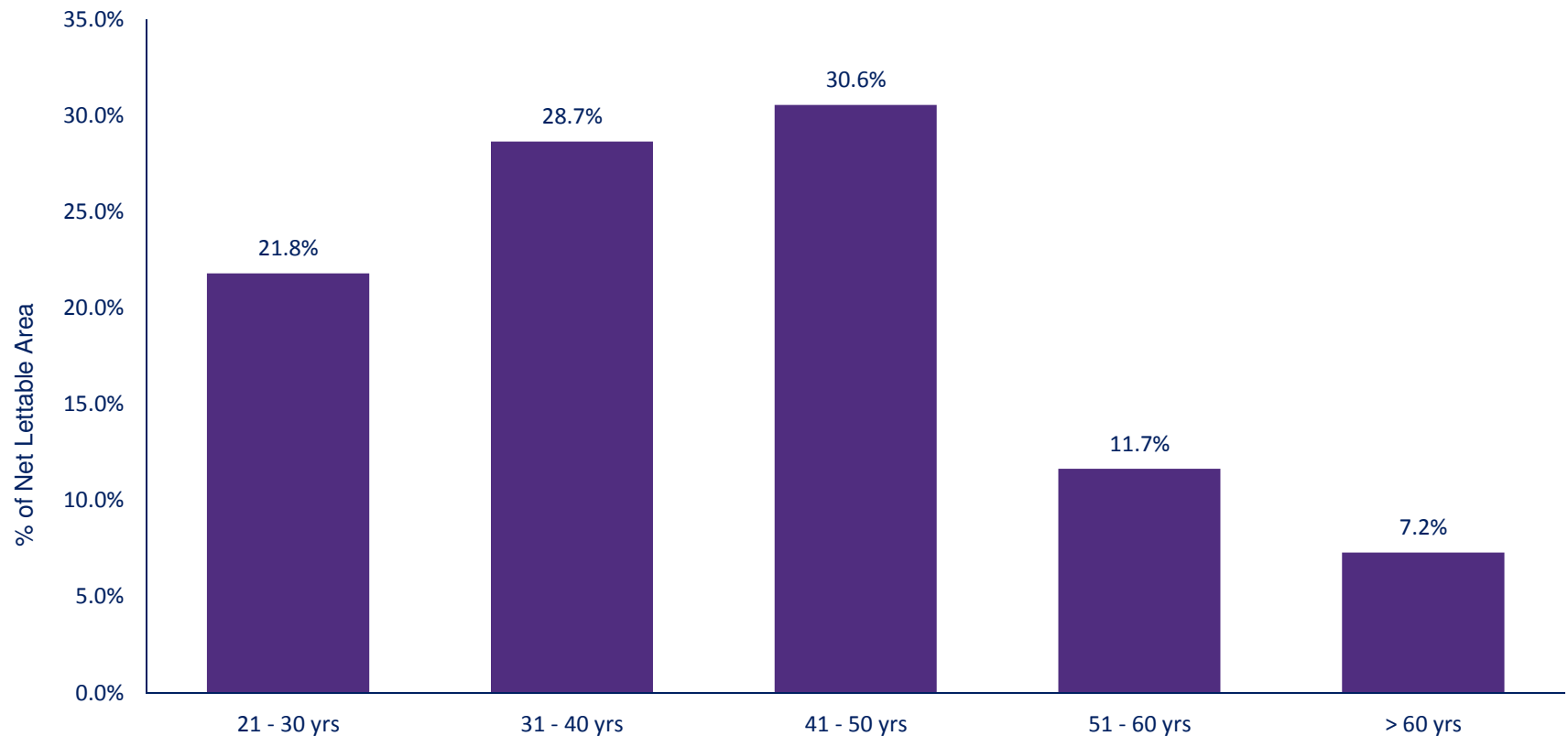
* Listed Groups



Long land lease expiry – 42.6 years

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The weighted average unexpired land lease was 42.6 years as at 31 March 2014
% of Net Lettable Area



19

Note: For the calculation of the weighted average land lease of AACI REIT, AACI REIT's interest in the freehold property, Optus Centre has been assumed as a 99-year leasehold interest.

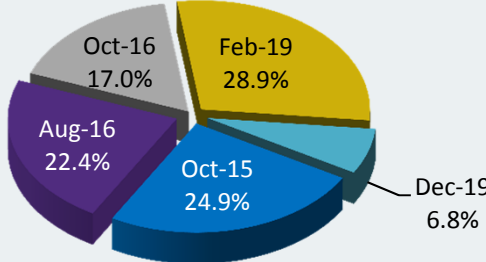
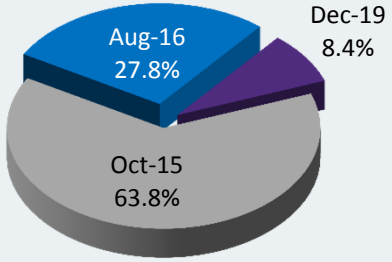
Comparisons to Singapore industrial average occupancy levels

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Strengthened Capital Structure

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	4Q FY2014	4Q FY2013
✓ Broadened banking relationships	UOB, SCB, CBA, ING, Maybank and ANZ	UOB, SCB, CBA, ING and Maybank
✓ Diversified source of funding	Secured (local & offshore) and unsecured facilities	Secured and unsecured facilities
✓ Market Capitalisation ¹	S\$832.4 million	S\$707.8 million
✓ Split debt maturities (% of total debt)		
✓ Increased debt maturity profile	3.7 ² years	3.1 years
✓ Leverage (%)	31.7	34.0
✓ Prudent capital & risk management	(i) Raised S\$110 million via private placement in May 2013 to partially fund further development at 20 Gul Way Phase 2E and 3 and 103 Defu Lane 10 (ii) Raised S\$100 million via rights issue in March 2014 mainly for (a) asset enhancement initiatives (AEIs) in Singapore, including redevelopment projects for properties located in Singapore (b) development projects in Singapore and/or (c) third party acquisitions in Singapore, if any	

- 21
1. Based on closing price of S\$1.34 and 621,156,783 units in issue as at 31 March 2014 and S\$1.575 and 449,399,302 units in issue as at 27 March 2013
 2. On a pro forma basis based on debt outstanding as at 31 March 2014 and on the assumption that the S\$50 million Note issuance in May 2014 occurred on 31 March 2014.

> 3

STRATEGY AHEAD

Strategy Ahead

> 3

Yield accretive investments in Singapore

Focus on successful delivery of current developments on time and within budget.

Evaluation of further redevelopment opportunities in Singapore.

Continued evaluation of yield accretive investment opportunities in Singapore.

Intensive asset and leasing management

Continual prudent management of lease expiry profile and using this as an opportunity to achieve positive rental reversions.

Unlocking value of selected asset(s) within the portfolio through asset enhancement.

To ensure high occupancy is maintained.

Prudent capital and risk management

Prudent capital management by splitting of debt maturities. Target leverage between 30% - 40%.

Focus on maintaining stable DPU.

Maintenance of investment grade rating.

Growth from further development– 20 Gul Way

> 3

	Prior to redevelopment	Redevelopment Phase 1 and 2	Further development Phase 2E and 3
Property			
Valuation	S\$41.8 m ⁽¹⁾	S\$217.0 m ⁽²⁾	Additional S\$89.4 m ⁽³⁾
Annual Rental Income	S\$3.6 m ⁽¹⁾	S\$16.3 m	Additional S\$6.3 m ⁽⁴⁾
Plot Ratio	0.46	1.4	2.0 ^{(5),(6)}
Gross Floor Area (GFA)	378,064 sqft	Approx. 1,159,536 sqft	Additional approx. 496,944 sqft
Profit Margin		13.4%	15.9%
NPI yield		8.3% (on development cost) 7.3% (on valuation)	8.2% (on development cost) 8.3% (on development cost, excluding non cash cost)

Notes:

- (1) As at 31 March 2011.
- (2) Colliers International Consultancy & Valuation (Singapore) Pte Ltd.'s valuation dated 31 March 2014.
- (3) Colliers International Consultancy & Valuation (Singapore) Pte Ltd.'s valuation dated 31 March 2014 on an "as-if-complete" basis.
- (4) Rental income net of additional unrecovered Land Rent at the property.
- (5) In principle approval received from URA to rezone the plot ratio at 20 Gul Way from the existing 1.4 to 2.0. Please refer to the announcement dated 16 April 2013.
- (6) Land rent revised to prevailing market land rent payable at plot ratio 2.0 under area West of Sungei Lanchar.

24

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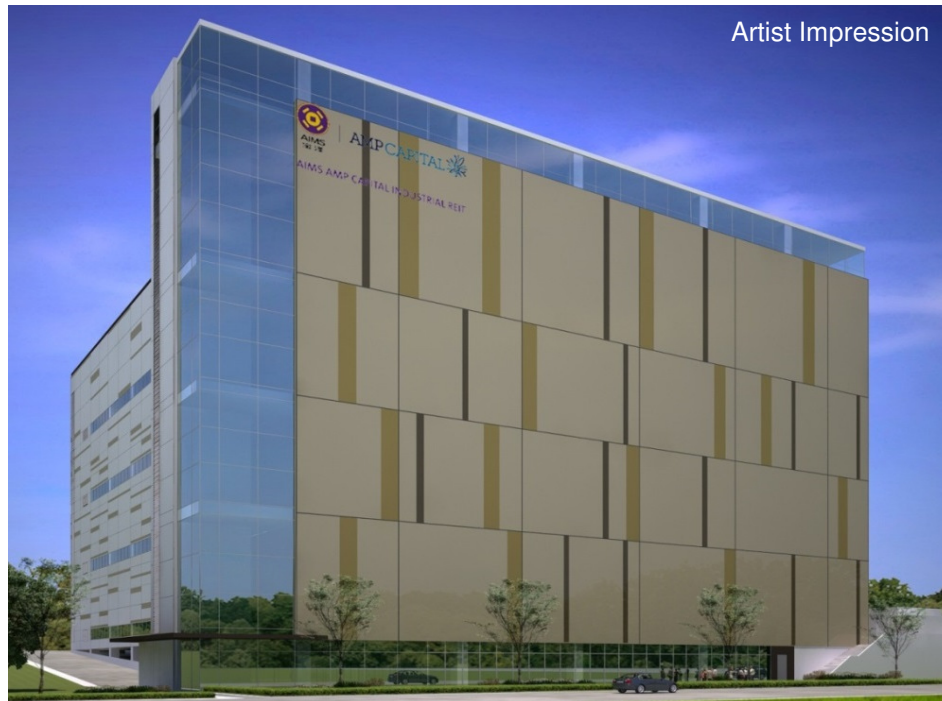
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Execution on development pipeline

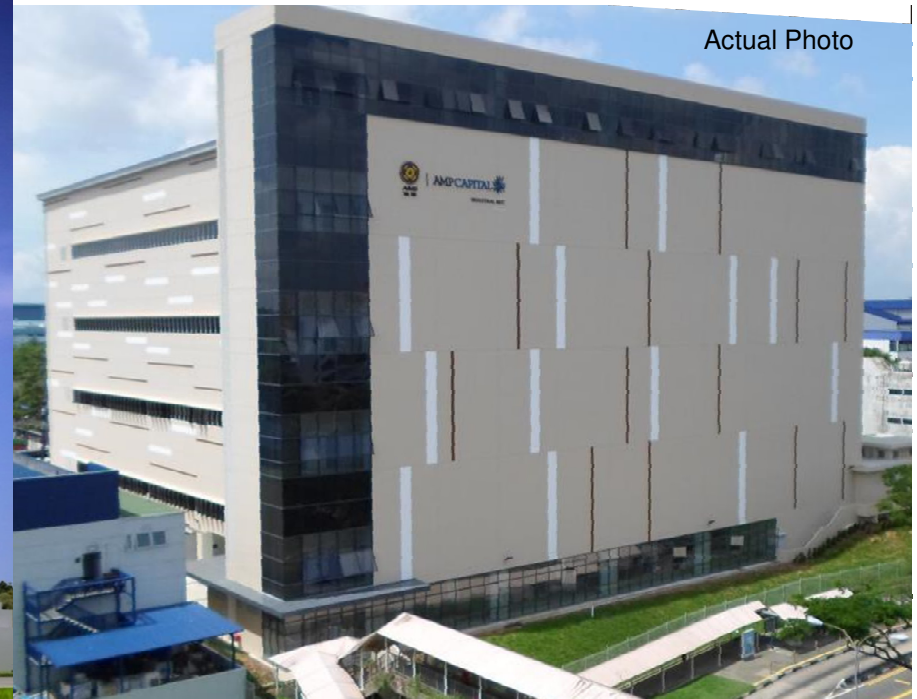
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Redevelopment of 103 Defu Lane 10, Singapore

- TOP achieved on 28 May 2014
- Income contribution expected in coming September 2014 quarter



Artist Impression



Actual Photo

Potential opportunities within portfolio

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A large proportion of current portfolio remains unutilised; with select organic opportunities available to AACI REIT



10 Soon Lee Rd



3 Tuas Avenue 2



8 Senoko South Rd



10 Changi South Lane



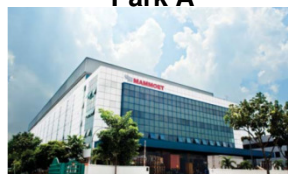
541 Yishun Industrial Park A



2 Ang Mo Kio St 65



3 Toh Tuck Link



7 Clementi Loop



11 Changi South St 3



8 and 10 Tuas Ave 20

Potential untapped GFA

≈ 801,308 sqft

≈ 12.9% of current GFA⁽¹⁾

26

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Notes:

(1) Excluding development of 20 Gul Way Phase 2E and 3, redevelopment of 103 Defu Lane 10 and acquisition of a 49% interest in Optus Centre, Sydney, Australia on 7 February 2014



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Thank you

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