

## The first Singapore-listed REIT with an initial pure-play Australian industrial portfolio

### Key Information

<b>Listing Date</b>	20 Jun 2016
<b>Tickers</b>	SGX: BUOU Bloomberg: FLT:SP Reuters: FRAE.SI
<b>Unit Price</b>	\$S\$1.07 (closing price on 30 Sep 2017)
<b>Market Cap</b>	\$S\$1,617 million (as at 30 Sep 2017)
<b>Total Units</b>	1,511 million (as at 30 Sep 2017)
<b>Financial year-end</b>	30 Sep
<b>Distribution payment</b>	Semi-annual

### Introduction

**Frasers Logistics & Industrial Trust ("FLT")** is the first Singapore-listed real estate investment trust with an initial pure-play Australian industrial portfolio. FLT offers investors a unique opportunity to invest in 61 Australian industrial real estate assets concentrated within major industrial markets in Australia, which include Melbourne, Sydney and Brisbane. Coupled with assets in Adelaide and Perth, FLT's total portfolio is valued at A\$1.91 billion as at 30 September 2017.

FLT's investment strategy is to invest globally in a diversified portfolio of income-producing industrial properties. With strong connectivity to key infrastructure, FLT's modern portfolio consists predominantly of freehold and long leasehold land tenure assets with a well-diversified tenant base.

### Portfolio

 Occupancy: **99.4%**<sup>(1)</sup>

 WALE: **6.75** yrs<sup>(1)</sup>

 GLA: **1.31M** sq m<sup>(1)</sup>


	Melbourne (Victoria)	Sydney (New South Wales) <sup>(2)</sup>	Brisbane (Queensland)	Adelaide (South Australia)	Perth (Western Australia)
<b>Properties</b>	<b>30</b>	<b>15</b>	<b>11</b>	<b>4</b>	<b>1</b>
<b>GLA (sq m)</b>	603,342	405,471	247,891	33,038	20,143
<b>Valuation (A\$m)<sup>(3)</sup></b>	741.7	576.8	541.8	33.7	17.0
<b>% of Portfolio by Value</b>	38.8	30.2	28.4	1.8	0.9

(1) Includes the Beaulieu Facility (which achieved practical completion on 13 October 2017) and excludes the two development properties in FLT's portfolio

(2) 14 properties located in Sydney, 1 property is located in Wollongong

(3) Includes the three developments properties in FLT's portfolio

### Financial Highlights

(As at 30 Sep 2017)

Quarter ended 30 Sep 2017 (A\$'000)	Actual	Forecast <sup>(4)</sup>	Variance (%)
<b>Gross Revenue</b>	42,217	40,291	4.8
<b>Adjusted Net Property Income<sup>(5)</sup></b>	32,320	30,855	4.7
<b>Distributable Income</b>	26,517	23,665	12.1
<b>Distribution per Unit (SGD cents)</b>	1.77	1.63	8.6

# S\$0.94

 Net Asset Value  
per Unit

# 2.8%

 Average cost  
of borrowings

# A\$1.91B

 Portfolio  
Value

# 29.3%

 Gearing  
ratio

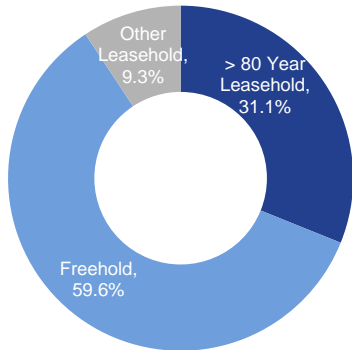
(4) Please refer to Note 1 in Paragraph 9 of FLT's Financial Statements Announcement dated 2 November 2017 for details

(5) Net property income excluding straight lining adjustments for rental income and after adding back straight lining adjustments for ground leases

## Prime Industrial and Logistics Portfolio

### Predominately Freehold, Long Leasehold

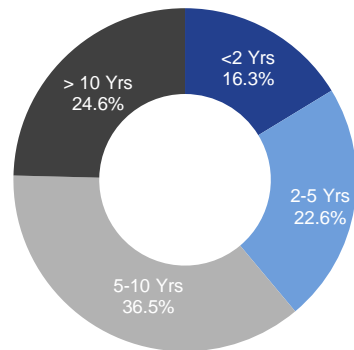
(Land Tenure by Value<sup>(6)</sup>)



(6) Valuation as at 30 September 2017. Includes the three development properties in FLT's portfolio

### Young Portfolio Age with Lower Capex Requirements

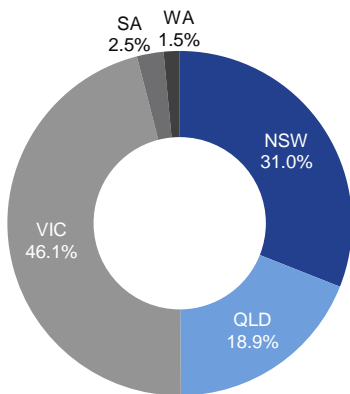
(Portfolio Age by GLA<sup>(7)</sup>)



(7) As at 30 September 2017. Includes the Beaulieu Facility which achieved practical completion on 13 October 2017. Excludes the two development properties in FLT's portfolio

### Prime Properties in Strategic Locations

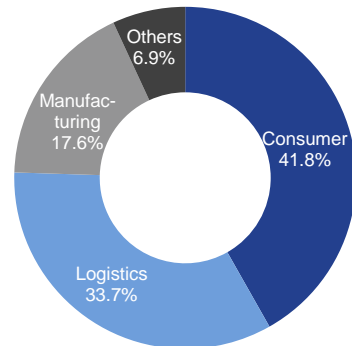
(Geographical Breakdown by GLA<sup>(8)</sup>)



(8) As at 30 September 2017. Includes the Beaulieu Facility which achieved practical completion on 13 October 2017. Excludes the two development properties in FLT's portfolio

### Well-diversified Tenant Base

(By Gross Rental Income for the month of September 2017<sup>(9)</sup>)

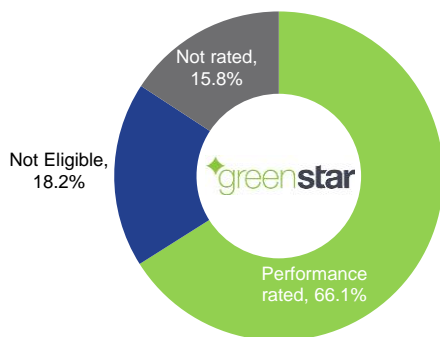


(9) As at 30 September 2017. Includes the Beaulieu Facility which achieved practical completion on 13 October 2017. Excludes the two development properties in FLT's portfolio

### Commitment to Environment Sustainability

(By GLA)<sup>(10)(11)</sup>

The largest industrial Green Star performance rated portfolio in Australia



(10) Green Star rating is awarded by the Green Building Council of Australia (GBCA) which has assessed the Properties against nine key performance criteria – energy, water, transport, materials, indoor environment quality, management, land use & ecology, emissions and innovation

(11) As at 30 September 2017. 'Not Eligible' refer to properties which have obtained Design or As-Built ratings, but yet to be eligible for Performance rating

(12) Only completed income-producing real estate assets which are used for logistics or industrial purposes are included in the ROFR

### Clear Growth Strategies

- Deliver stable and regular distributions to unitholders
- Achieve long term growth in DPU

Active Asset Management	Selective Development	Acquisition Growth	Capital & Risk Management
<ul style="list-style-type: none"> <li>• <b>Proactive leasing:</b> Maintain high occupancy rate, long WALE and well-diversified tenant base</li> <li>• <b>Asset Enhancement:</b> Assess and undertake AEIs on the FLT portfolio to unlock further value</li> </ul>	<ul style="list-style-type: none"> <li>• Selectively undertake development activities of properties complementary to the FLT portfolio</li> <li>• Re-development of existing assets</li> <li>• Sponsor's development pipeline<sup>(12)</sup></li> </ul>	<ul style="list-style-type: none"> <li>• Pursue strategic acquisition opportunities of quality industrial properties</li> <li>- Sponsor's ROFR: <ul style="list-style-type: none"> <li>• 14 assets in Australia</li> <li>• 26 assets in Europe</li> </ul> </li> <li>- Third-party acquisitions</li> </ul>	<ul style="list-style-type: none"> <li>• Optimise capital mix and prudent capital management</li> </ul>