

Acquisition of Indian Drive and Pearson Road Call Option Properties



Lot 1 Pearson Road, Yatala, Queensland



111 Indian Drive, Keysborough, Victoria

Important Notice

This presentation is for information purposes only and does not constitute or form part of an offer, solicitation, recommendation or invitation for the sale or purchase or subscription of securities, including units in Frasers Logistics & Industrial Trust (“**FLT**”, and the units in FLT, the “**Units**”) or any other securities of FLT. No part of it nor the fact of its presentation shall form the basis of or be relied upon in connection with any investment decision, contract or commitment whatsoever. The past performance of FLT and Frasers Logistics & Industrial Asset Management Pte. Ltd., as the manager of FLT (the “**Manager**”) is not necessarily indicative of the future performance of FLT and the Manager.

This presentation contains “forward-looking statements” that involve assumptions, known and unknown risks and uncertainties which may cause the actual results, performance, outcomes or achievements of FLT or the Manager, or industry results, to be materially different from those expressed in such forward-looking statements. Such forward-looking statements are based on certain assumptions and expectations of future events regarding FLT's present and future business strategies and the environment in which FLT will operate. The Manager does not guarantee that these assumptions and expectations are accurate or will be realised. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the Manager's current view of future events. The Manager does not assume any responsibility to amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events, or otherwise, subject to compliance with all applicable laws and regulations and/or the rules of the Singapore Exchange Securities Trading Limited (“**SGX-ST**”) and/or any other regulatory or supervisory body or agency.

The information and opinions in this presentation are subject to change without notice, its accuracy is not guaranteed and it may not contain all material information concerning FLT. None of Frasers Centrepont Limited, FLT, the Manager, Perpetual (Asia) Limited, in its capacity as trustee of FLT, or any of their respective holding companies, subsidiaries, affiliates, associated undertakings or controlling persons, or any of their respective directors, officers, partners, employees, agents, representatives, advisers or legal advisers makes any representation or warranty, express or implied, as to the accuracy, completeness or correctness of the information contained in this presentation or otherwise made available or as to the reasonableness of any assumption contained herein or therein, and any liability whatsoever (in negligence or otherwise) for any loss howsoever arising, whether directly or indirectly, from any use, reliance or distribution of this presentation or its contents or otherwise arising in connection with this presentation is expressly disclaimed. Further, nothing in this presentation should be construed as constituting legal, business, tax or financial advice.

The value of Units and the income derived from them, if any, may fall or rise. Units are not obligations of, deposits in, or guaranteed by, the Manager or any of its affiliates. An investment in the Units is subject to investment risks, including the possible loss of the principal amount invested. Investors should note that they have no right to request the Manager to redeem their Units while the Units are listed. It is intended that holders of Units 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.

Nothing in this presentation constitutes or forms a part of any offer to sell or solicitation of any offer to purchase or subscribe for securities for sale in Singapore, the United States or any other jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction.

Content

- **Call Option Properties**
 - 111 Indian Drive, Keysborough, Victoria (“Indian Drive Property”)
 - Lot 1 Pearson Road, Yatala, Queensland (“Pearson Road Property”)
- **Portfolio Metrics**
- **Environmental Sustainability**
- **Pro Forma Financial Effect**

Indian Drive Property

- This Property is located on western side of Indian Drive in Stage 5 of the Key Industrial Park, approximately 25 km south east of Melbourne’s CBD. It is well located within proximity to Eastlink and the Monash Freeway, allowing easy access to Melbourne’s broader freeway network.
- The property is fully leased to Astral Pool Australia Pty Ltd (“Astral Pool”) for a term of 15 years. Astral Pool is one of Australia’s leading suppliers of a complete range of quality swimming pool and spa products. Its parent company, Fluidra is a listed Spanish multinational group.
- The property has a height of 10+ metres, 6 recessed loading docks and 9 on grade roller doors.



Title	Freehold
Completion Date	June 2016
Occupancy	100%
Gross Lettable Area (“GLA”)	21,660 sqm
Valuation by Savills	A\$32.6 million
Valuation by Urbis	A\$32.6 million
Adjusted Purchase Consideration	~A\$32.5 million ¹



Note 1: The actual GLA of the Indian Drive Property is an increase of 160 sq m from the planned GLA of 21,500 sq m. The original agreed price for the Indian Drive Property has been adjusted in accordance with the terms of the respective Call Option Agreement and the consideration payable by FLT has increased to A\$32.5 million from A\$32.3 million.

Pearson Road Property

- This facility is strategically located within proximity to the Pacific Motorway. The Brisbane CBD, Brisbane Airport and Port of Brisbane are located approximately 38 km, 46 km and 51 km from this Property respectively.
- This property is fully leased to ACI Operations Pty Ltd, a subsidiary of Owens-Illinois Inc., (“O-I”), for a term of 6 years. O-I is a Fortune 500 company that specialises in container glass products and is one of the world's leading manufacturers of packaging products.
- The Property comprises a warehouse and office facility.



Title	99 years leasehold
Completion Date	July 2016
Occupancy	100%
Gross Lettable Area (“GLA”)	30,618 sqm
Valuation by Savills	A\$37.0 million
Valuation by Urbis	A\$37.0 million
Adjusted Purchase Consideration	~A\$ 36.7 million ¹



Note 1: The actual GLA of the Pearson Road Property is an increase of 218 sq m from the planned GLA of 30,400 sq m. The original agreed price for the Pearson Road Property has been adjusted in accordance with the terms of the respective Call Option Agreement and the consideration payable by FLT has increased to A\$36.7 million from A\$36.4 million.

Portfolio Metrics

	IPO Portfolio ¹	Post - Acquisition of Indian Drive and Pearson Road Call Option Properties
Number Of Properties	51	53
Appraised Value	A\$1,584.6 million	A\$1,654.2 million
Purchase consideration	A\$1,578.2 million	A\$1,647.4 million
GLA (sq m)	1,156,825	1,209,264
Occupancy²	98.3%	99.2% ³
WALE²	6.9 years	7.1 years ³
Portfolio Age²	6.1 years	5.8 years ²

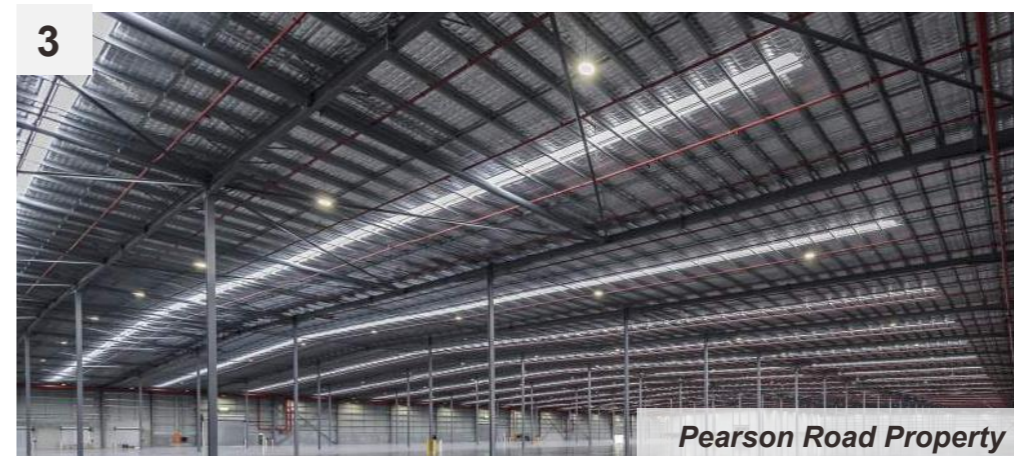
Note 1: Based on 31 December 2015 figures. **Note 2:** The terms “WALE”, “Occupancy” and “Portfolio Age” are defined in the Prospectus. Please refer to the section of Prospectus entitled “Certain Defined Terms and Conventions” for further details on how the WALE, Occupancy and Portfolio Age of FLT are computed. **Note 3:** Assumes the following: i) both Call Option Acquisitions settle on 31 December 2015; ii) In calculating the WALE, Occupancy and Portfolio Age, it is assumed that the Call Option Acquisitions have been completed and the pre-committed tenancies, together with the new tenancy at Lot 5 Kangaroo Avenue, Eastern Creek, New South Wales, have commenced as at 31 December 2015.

Environmental Sustainability

- The Pearson Road Property is the first industrial facility in Queensland to achieve a 6 Star Green Star Design rating¹.
- The Indian Drive property is targeted to achieve a 6 Star Green Star As Built rating by end of this year.



Solar PV system to generate renewable energy for use on site



LED lighting to all warehouse and office areas



Drought resistant landscaping installed for water saving amenity



Electricity and water sub-metering to allow for monitoring, management and reporting of building performance

Note 1: This is confirmed by the Green Building Council of Australia.

Pro Forma Financial Effect

- The pro forma financial effect¹ of the Call Option Acquisitions on the DPU for 1Q FY2016 (based on the Unaudited Pro Forma Financial Information), as if FLT had completed the Call Option Acquisitions on 1 October 2015 and the pre-committed leases has commenced.

	Before the Call Option Acquisitions	After the Call Option Acquisitions
Net Property Income (A\$ '000)	25,932	27,243
Distributable Income (A\$ '000)	18,842	19,255
Issued and issuable Units² ('000)	1,427,648	1,427,743
DPU³ (Singapore cents)	1.36	1.39

- The pro forma financial effects of the Call Option Acquisitions on the NAV per Unit as at 31 December 2015, as if the Call Option Acquisitions were completed on 31 December 2015 and based on an exchange rate of A\$1.00 : S\$ 1.0286 as at 30 August 2016.

	Before the Call Option Acquisitions	After the Call Option Acquisitions
NAV⁴ per Unit (Australian Cents)	86.8	86.8

Note 1: Assumptions: (i) the Call Option Acquisitions are debt funded from the existing 5-year RCF and working capital; and (ii) the Horsley Drive Call Option is not exercised and the Horsley Drive Property is not acquired by FLT. **Note 2:** The issue price of the issued Units is S\$0.89 per Unit (being the issue price of the Units under the Offering) and that for the issuable Units (being payment of management fees for 1Q FY2016 is S\$0.97 per Unit (being the closing price of the Units on 30 August 2016]). **Note 3:** the exchange rate between Australian dollar and Singapore dollar is A\$1.00 : S\$1.0286. **Note 4:** Based on the Unaudited Pro Forma Financial Information and adjusted to include retained earnings for 1Q FY2016 from the properties comprising the IPO Portfolio (save for the Mazda Property, CEVA Logistics Property and Schenker Extension) of an aggregate sum of approximately A\$13.6 million.

Financing

- The two Call Option Acquisitions have been funded by debt drawdowns of A\$73.0 million from FLT's five-year revolving credit facility of A\$200 million put in place for the IPO and A\$0.2 million from working capital.

	Before the Call Option Acquisitions	After the Call Option Acquisitions
Debt (A\$ million)	426	499
Leverage	25.7%	28.9%
Assumed Cost of Debt	3.4% ¹	3.4% ¹

Note 1: Excluding debt transaction costs. Please refer to page 168 of Prospectus for further details.