

**NEWS RELEASE**

*For Immediate Release*

**FRASERS LOGISTICS & INDUSTRIAL TRUST ACQUIRES THE MARTIN BROWER PROPERTY**

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- Prime, new industrial facility with a 20-year lease – the longest in FLT’s portfolio
- Extends overall weighted average lease expiry of FLT’s portfolio (by adjusted gross rental income) to 7.0 years and reduces portfolio age to 6.2 years
- Reputable tenant serving the growing consumer sector in Australia
- Underscores FLT’s commitment to sustainability – the Martin Brower Property has been certified 6 Star Green Star Design Review



*1 Burilda Close, Wetherill Park, Sydney, New South Wales 2164,  
leased to Martin-Brower Australia Pty Ltd*

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**Singapore, 30 November 2016** – Frasers Logistics & Industrial Asset Management Pte. Ltd. (“星狮物流工业资产管理公司”), the manager of Frasers Logistics & Industrial Trust (“星狮物流工业信托”) (“FLT” and the manager of FLT, the “**REIT Manager**”), is pleased to announce that it has continued to expand the portfolio of FLT through the exercise of a Call Option (the “**Martin Brower Call Option**”) to acquire the logistics and industrial property located at 1 Burilda Close, Wetherill Park, Sydney, New South Wales<sup>1</sup> (the “**Martin Brower Property**”). The total purchase consideration for the Martin Brower Call Option Property is approximately A\$58.2 million<sup>2</sup>.

*DBS Bank Ltd. and Citigroup Global Markets Singapore Pte. Ltd. are the joint financial advisers, global coordinators and issue managers for the initial public offering of the units in FLT (“Units”, and the initial public offering, the “Offering”) (collectively, the “Joint Global Coordinators”). DBS Bank Ltd., Citigroup Global Markets Singapore Pte. Ltd., Morgan Stanley Asia (Singapore) Pte., Oversea-Chinese Banking Corporation Limited and United Overseas Bank Limited are the joint bookrunners and underwriters for the Offering (collectively, the “Joint Bookrunners”). The Joint Bookrunners for the Offering assume no responsibility for the contents of this announcement.*

<sup>1</sup> Formerly known as Lot 3 Horsley Drive Business Park, Cnr Horsely Drive & Cowpasture Road, Wetherill Park, New South Wales.

<sup>2</sup> Including an adjustment to the original agreed price to account for an increase in GLA (as defined herein) from the planned GLA and a further increase to take into account the increase in rent payable by Martin Brower under the terms of its tenancy due to the installation of a solar panel system for Martin Brower.

Mr. Robert Wallace, Chief Executive Officer of the REIT Manager, said, “Our strategy to grow our portfolio remains well on track. The newly completed Martin Brower Property will have an immediate and positive impact to FLT’s Distribution Per Unit.”

The completion of the Martin Brower acquisition enlarges the FLT portfolio to 54 properties with a total gross lettable area (“**GLA**”) of approximately 1.2 million square metres (“**sq m**”). FLT’s portfolio value increases by 3.5% to A\$1,736.5 million. The portfolio now comprises the following attributes:

- longer WALE of 7.0 years as compared to 6.6 years<sup>3</sup>;
- younger average portfolio age<sup>4</sup> of 6.2 years as compared to 6.5 years; and
- higher occupancy rate of 99.3% from 99.2%<sup>5</sup>.

Upon the completion of the acquisition of the Martin Brower Property, FLT’s Distribution Per Unit (“**DPU**”) (on a *pro forma* basis) will increase to 1.44 Singapore cents post-transaction<sup>6</sup> from 1.41 Singapore cents.

### **WELL-LOCATED AND MODERN PROPERTY ADDS TO THE PORTFOLIO’S SCALE AND DIVERSITY**

The Martin Brower Property has a land tenure of 90 years and its surveyed GLA is 18,848 sq m. Located approximately 45 km from Sydney’s central business district, the property has excellent road transport links due to its proximity to the major M7 and M4 Motorways.

The property is fully leased to Martin-Brower Australia Pty Ltd (“**Martin Brower**”) for a term of 20 years. Martin Brower is one of the top end-to-end supply chain management solutions companies in the United States and a key supplier of McDonald’s.

Mr Wallace commented, “We are delighted to have Martin Brower on board as a key customer of FLT. This is in line with our strategy to build a broader base of quality customers focused on the highly resilient and growing consumer goods sector. This will further enhance FLT portfolio’s scale, diversity and income streams.”

The Martin Brower Property has been certified a 6 Star Green Star Design and As-Built v1.1 rating (Design Review). This represents the third asset with a 6 Star Green Star Design rating within FLT’s portfolio.

### **GEARING REMAINS LOW WITH ADEQUATE HEADROOM FOR GROWTH**

The Martin Brower Acquisition was funded by A\$41.0 million debt which was drawn down from FLT’s five-year revolving credit facility (the “**RCF**”) and approximately A\$20.5 million from FLT’s working capital. Following the acquisition, FLT’s aggregate leverage will increase from 28.2%, as at 30 September 2016, to 29.8%. The aggregate leverage remains relatively low and provides FLT with adequate headroom for growth.

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<sup>3</sup> Based on Adjusted Gross Rental Income for the month of September 2016 and computed as at 30 September 2016.

<sup>4</sup> The term “**portfolio age**” refers to the average age of the buildings of the properties comprising FLT’s portfolio as at 30 September 2016.

<sup>5</sup> As at 30 September 2016.

<sup>6</sup> The *pro forma* financial effect on the DPU have been prepared based on the unaudited *pro forma* financial information of FLT for the three months period ended 31 December 2015 which are set out in the prospectus of FLT dated 10 June 2016, as if FLT had completed the acquisition on 1 October 2015 and held the property through to 31 December 2015.

## **About Frasers Logistics & Industrial Trust**

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 54 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\$1.7 billion as at 30 September 2016.

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.

For more information about FLT, visit [www.fraserslogisticstrust.com](http://www.fraserslogisticstrust.com)

## **About Frasers Centrepoint Limited**

Frasers Centrepoint Limited (“**FCL**”) is a full-fledged international real estate company and one of Singapore’s top property companies with total assets of S\$24 billion as at 30 September 2016. FCL has three strategic business units – Singapore, Australia and Hospitality, which focus on residential, commercial, retail and industrial properties in Singapore and Australia, and the hospitality business spanning more than 80 cities across Asia, Australia, Europe, and the Middle-East. FCL also has an International Business unit that focuses on the Group’s investments in China, Southeast Asia, and the United Kingdom.

FCL is listed on the Main Board of the Singapore Exchange Securities Trading Limited (“**SGX-ST**”). FCL is also a sponsor and its subsidiaries are the managers of three REITs listed on the SGX-ST, Frasers Centrepoint Trust, Frasers Commercial Trust, and Frasers Logistics & Industrial Trust that are focused on retail properties, office and business space properties, and industrial properties respectively, as well as one stapled trust listed on the SGX-ST, Frasers Hospitality Trust (comprising Frasers Hospitality Real Estate Investment Trust and Frasers Hospitality Business Trust) that is focused on hospitality properties.

As a testament to its excellent service standards, best practices, and support of the environment, FCL is the proud recipient of numerous awards and accolades both locally and abroad.

For more information on FCL, please visit [www.fraserscentrepoint.com](http://www.fraserscentrepoint.com).

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The value of the Units and the income derived from them may fall or rise. The Units are not obligations of, deposits in, or guaranteed by the REIT Manager, Perpetual (Asia) Limited, in its capacity as trustee of FLT, the Sponsor, the Joint Global Coordinators or the Joint Bookrunners.

An investment in the Units is subject to investment risks, including the possible loss of the principal amount invested. Unitholders have no right to request that the REIT Manager redeem or purchase their Units while the Units are listed. It is intended that Unitholders 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 news release may contain forward-looking statements that involve assumptions, 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. Predictions, projections or forecasts of the economy or economic trends of the markets are not necessarily indicative of the future or likely performance of FLT. The forecast financial performance of FLT is not guaranteed. A potential investor is cautioned not to place undue reliance on these forward-looking statements, which are based on the REIT Manager's current view of future events.

This news release is not an offer or sale of the Units in the United States. The Units have not been and will not be registered under the United States Securities Act of 1933, as amended (the "Securities Act") and may not be offered or sold in the United States absent registration except pursuant to an exemption from, or in a transaction not subject to, the registration requirements under the Securities Act. Any public offering of the Units in the United States would be made by means of a prospectus that would contain detailed information about FLT, the REIT Manager and its management, as well as financial statements. There is no intention to register any portion of the offering in the United States or to conduct a public offering of securities in the United States. The Units are being offered and sold outside the United States (including to institutional and other investors in Singapore) in reliance on Regulation S under the Securities Act.

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