



Proposed Acquisition of Seven Properties in Australia

6 June 2017





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- Transaction Overview
- Transaction Rationale and Highlights
- Appendix



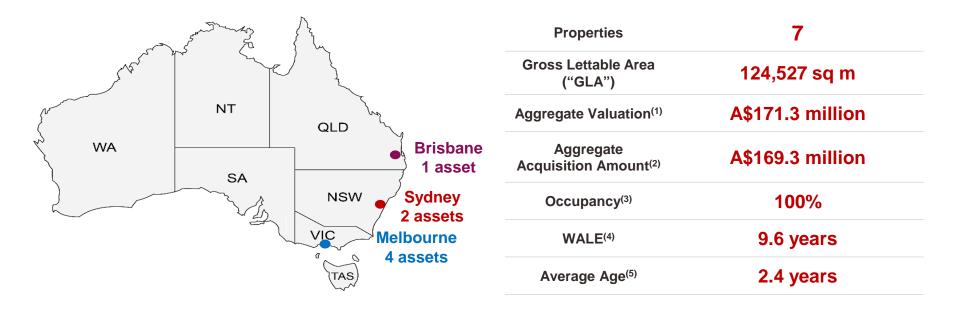


Transaction Overview



Overview of the Proposed Acquisition

Proposed Acquisition of 7 Properties Located In Australia's Three Largest Industrial Markets



This Proposed Acquisition is subject to approval by Unitholders at an extraordinary general meeting to be convened by FLT at a later date to be determined by the REIT Manager as the Proposed Acquisition constitutes an interested person transaction under the listing manual of the Singapore Exchange Securities Trading Limited and an interested party transaction under Appendix 6 of the Code on Collective Investment Schemes issued by the Monetary Authority of Singapore

Based on the higher of the two independent valuations conducted by CBRE Valuations Pty Ltd, Savills Valuations Pty Ltd (only for the CEVA Tech Facility) and Urbis Valuations Pty Ltd (for all the seven properties save for the CEVA Tech Facility) as at 30 April 2017 The aggregate acquisition amount payable is subject to adjustments arising from the actual GLA being more or less than the estimated GLA of the Development Properties (the "Development Properties Adjustments"), with the maximum aggregate acquisition amount for the New Properties taking into account the Development Properties Adjustments being approximately A\$171.5 million Including pre-committed leases for the Development Properties as at 31 March 2017



The weighted average lease expiry computed through application of Adjusted Gross Rental Income ("Adjusted GRI") (being the contracted rental income and estimated recoverable outgoings of the Completed Properties under the relevant existing lease for the first month after the completion of the contracts of sale in respect of the Completed Properties, and for the Development Properties, the contracted rental income and estimated recoverable outgoings under the relevant pre-committed lease for the first month following the estimated practical completion of the respective Development Properties, and assuming that the pre-committed tenancies for the Development Properties and the tenancies for the Completed Properties have commenced as at 31 March 2017

(5) As at 31 March 2017

Proposed Acquisition – 4 Completed Properties



(1) The weighted average lease expiry computed through application of Adjusted GRI and assuming that the pre-committed tenancies for the Development Properties and the tenancies for the Completed Properties have commenced as at 31 March 2017



Proposed Acquisition – 3 Development Properties



(1) The weighted average lease expiry computed through application of Adjusted GRI and assuming that the pre-committed tenancies for the Development Properties and the tenancies for the Completed Properties have commenced as at 31 March 2017





Transaction Rationale and Highlights





Attractive Investment in Australian Industrial Market Segment while maintaining Geographical Diversification



Prime, Modern and Predominantly Freehold Industrial Portfolio Underpinned by Quality Tenants and Long Leases



Increase in Diversification of Existing Portfolio's Tenant Base



Positive Impact on the Enlarged Portfolio



Strengthens FLT's Portfolio Sustainability Attributes



Consistent with the Manager's Investment Strategy

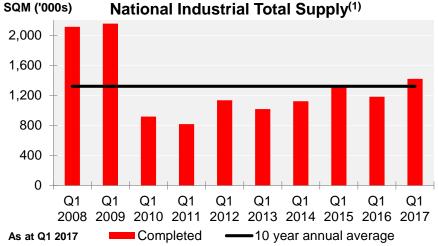
Opportunity to Purchase the Development Properties on Attractive Terms





Industrial Market Supply

- Industrial supply has maintained around the 10 year annual average, far below the previous peak in 2008, and is predominantly driven by pre-commitment and concentrated in the Melbourne and Sydney markets
- Occupier demand continues to be well supported by infrastructure projects across Melbourne and ۲ Sydney coupled with improved business confidence levels
- Current market fundamentals of relatively limited supply, growing demand and a focus on tenant ۲ retention are expected to result in ongoing high occupancy rates for prime grade industrial properties in Australia

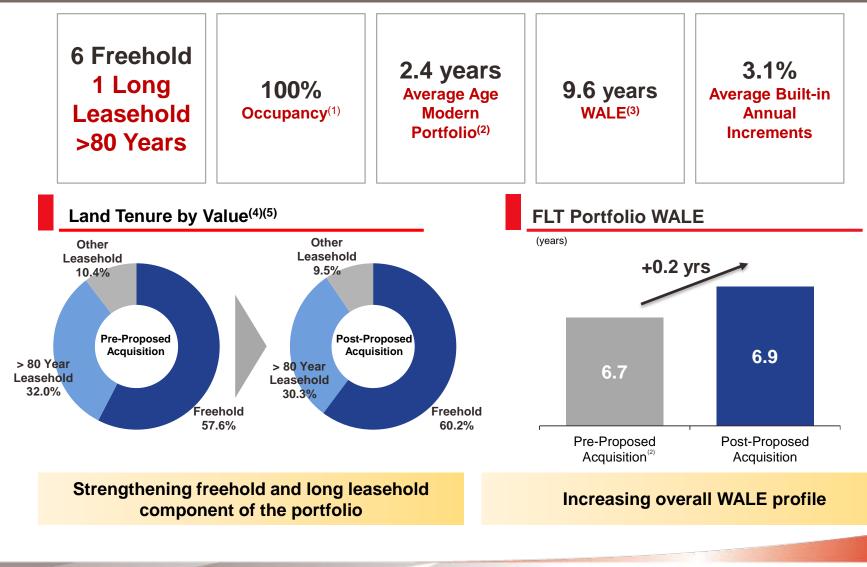


National Industrial Total Supply⁽¹⁾

(1) Source: Jones Lang LaSalle Real Estate Data Solution. Information extracted from the relevant reports and/or publications published by Jones Lang LaSalle Real Estate Data Solution, which have not been prepared for inclusion in this presentation.. Accordingly, Jones Lang LaSalle Real Estate Data Solution is not liable for such information. While the Manager has taken reasonable actions to ensure that the information from the reports and/or publications published by Jones Lang LaSalle Real Estate Data Solution is reproduced in its proper form and context, and that the relevant information has been extracted accurately and fairly from such reports, neither the Manager nor any other party has conducted an independent review of the information contained in such reports nor verified the accuracy of the contents of the relevant information



Prime, Modern and Predominantly Freehold Industrial Portfolio Underpinned by Quality Tenants and Long Leases



- (1) Including pre-committed leases for the Development Properties as at 31 March 2017
- (2) As at 31 March 2017

- 3) The weighted average lease expiry computed through application of Adjusted GRI and assuming that the pre-committed tenancies for the Development Properties and the tenancies for the Completed Properties have commenced as at 31 March 2017
- 4) Valuation for Existing Portfolio as at 30 September 2016 (save for the property located at Lot 3 Horsley Drive Business Park, Cnr Horsley Drive & Cowpasture Road, Wetherill Park, New South Wales (the "Martin Brower Property") which was valued on 1 October 2016)
- Values for New Properties are based on the aggregate acquisition amount under the contracts of sale for the New Properties and the development agreements for the Development Properties (the "Development Agreements") (the "Aggregate Acquisition Amount")



Increase in Diversification of Existing Portfolio's Tenant Base

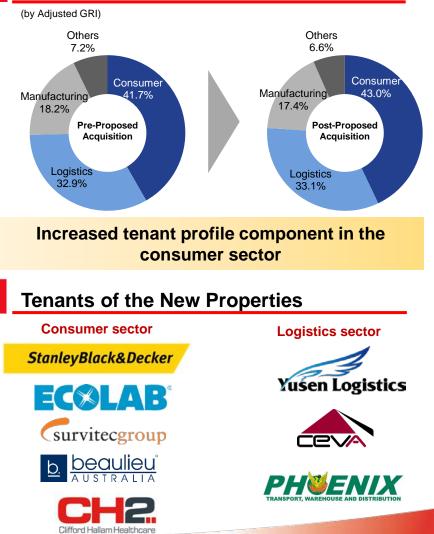
Top 10 Tenants

(by Adjusted GRI, %)

Tenant	Pre-Proposed Acquisition	Post-Proposed Acquisition
Coles	14.2	13.1
Schenker	4.6	4.2
CEVA Logistics	4.1	5.0
Toll Holdings	3.3	3.1
ТТІ	3.2	3.0
Martin Brower	3.0	2.7
Mazda	2.9	2.7
H.J. Heinz	2.7	2.5
DHL	2.5	2.3
Unilever	2.4	2.2

Reducing concentration risk from FLT's top 10 tenants

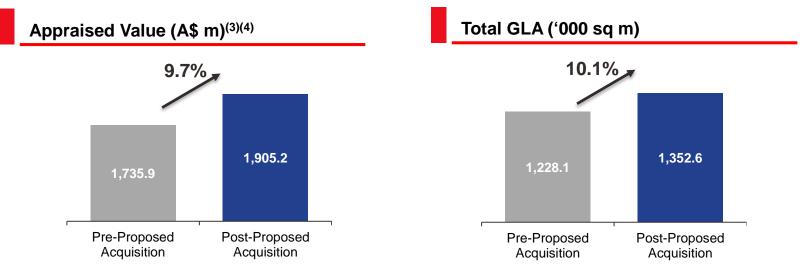
Breakdown of Tenants By Trade





Positive Impact on the Enlarged Portfolio

- Based on the pro forma financial effects of the Proposed Acquisition⁽¹⁾, the distribution per unit of FLT ("DPU") is expected to be DPU accretive⁽²⁾
- Proposed Acquisition will be funded based on a combination of equity and debt, while maintaining an optimal gearing level
- FLT's aggregate Appraised Value and GLA will be enlarged by 9.7% and 10.1%, respectively



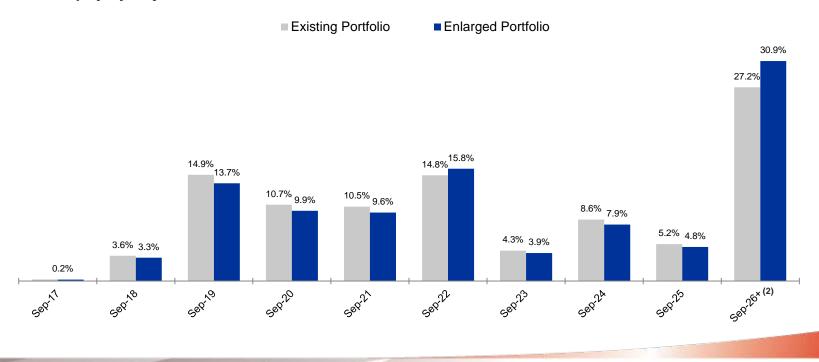
- (1) Based on the period from 20 June 2016 (being the date of listing of FLT on the Mainboard of the SGX-ST) (the "Listing Date") to 31 March 2017
- (2) Strictly for illustration purposes only. The DPU will increase from 5.33 Singapore cents to 5.38 Singapore cents, assuming that (i) the Proposed Acquisition is funded by a combination of equity and debt financing, (ii) Units are issued to the REIT Manager as acquisition fee for the acquisition of the New Properties, and (iii) the total transaction cost (which includes the Aggregate Acquisition Amount, the estimated professional and other fees and expenses incurred or to be incurred by FLT in connection with the Proposed Acquisition, and stamp duty) is translated at an exchange rate of A\$1 : S\$1.0320, for the period from 20 June 2016 (being the Listing Date) through to 31 March 2017 (being a period of 284 days), as if (a) FLT had purchased the New Properties and the Proposed Acquisition had completed on the Listing Date, (b) all the Completed Properties are generating Net Property Income (being the gross revenue of a New Property comprising the gross rental income and recoverable outgoings, less property expenses) for the period from the Listing Date through to 31 March 2017 (be completed Properties and for a period of 284 days, and (c) all the Development Properties are generating Net Property Income to be generated under the existing leases commencing from the date of the completion of the contracts of sale in respect of the Completed Properties and for a period of 284 days, and (c) all the Development Properties are generating Net Property Income to be generated from the pre-committed leases commencing from the estimated date of the practical completion of each of the Development Properties (estimated to be in September 2017 for the Beaulieu Facility, November 2017 for the Stanley Blacker & Decker Facility and May 2018 for the Clifford Hallam Facility) and for a period of 284 days
- (3) Valuation for Existing Portfolio as at 30 September 2016 (save for the Martin Brower Property which was valued on 1 October 2016)
- (4) Values for New Properties are based on the Aggregate Acquisition Amount





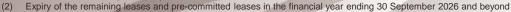
Positive Impact on the Enlarged Portfolio

- Improves lease expiry profile (no single financial year has more than 16% lease expiries up to 30 September 2025)
- Upon completion of the Proposed Acquisition:
 - Lease expiries in FY18 would be reduced from 3.6% to 3.3%
 - Lease expiries in FY19 would be reduced from 14.9% to 13.7%



Lease Expiry by Adjusted GRI⁽¹⁾

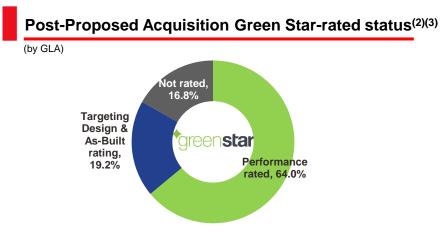
) The weighted average lease expiry computed through application Adjusted GRI and assuming that the pre-committed tenancies for the Development Properties and the tenancies for the Completed Properties have commenced as at 31 March 2017





Strengthens FLT's Portfolio Sustainability Attributes

The Survitec & Phoenix Facility has achieved a 6-star "Green Star" Design rating, while four other properties⁽¹⁾ are targeting a minimum 5-star "Green Star" As-Built rating



Potential sustainability benefits

- Reduces ongoing occupancy costs
- Attracting new tenants, especially those using sustainability as a criteria
- Assists in retaining tenants at lease expiry
- Decreases building obsolescence
- Minimises vacancy downtime

Sustainability initiatives

Energy-efficient LED lighting



Lot 1 Pearson Road, Yatala, Queensland

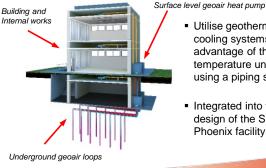
- LED lighting to warehouse and office areas
- All New Properties equipped

Solar PV Systems



- Rooftop Solar PV system to generate renewable energy for use on site
- 3 out of 7 New Properties equipped

Geothermal heating and cooling



- Utilise geothermal heating and cooling systems to take advantage of the stable temperature underground using a piping system
- Integrated into the base design of the Survitec & Phoenix facility



- (1) Being the CEVA Tech Facility, the Beaulieu Facility, the Stanley Black & Decker Facility and the Clifford Hallam Facility
- Green Star rating is awarded by the Green Building Council of Australia (GBCA) which has assessed or will be assessing the New Properties against nine key performance criteria - energy, water, transport, materials, indoor environment guality, management, land use & ecology, emissions and innovation
- (3) As at 31 March 2017

The Proposed Acquisition is in line with FLT's key objectives



Comprises prime, modern and predominantly freehold industrial properties



- 100% occupied or pre-committed by quality tenants and long leases
- \checkmark
- 3.1% average annual built-in rental increments



Reduces concentration risks through further tenant diversification



Maintain optimal capital mix and prudent capital management

FLT OBJECTIVES

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



Opportunity to Purchase the Development Properties at Attractive Terms

Lot 1, Pearson Road, Yatala, QLD



29 Indian Drive, Keysborough, VIC



3 17 Hudson Court, Keysborough, VIC



The Development Properties are acquired under these attractive terms:

- Not exposed to risks of construction cost overruns as total amount payable under the Development Agreements is fixed
- Land value and any improvements to the land⁽¹⁾ payable under contracts of sale in respect of the Development Properties ("Initial Payment"), with the balance payable on delivery of the completed Development Properties under the Development Agreements
- \checkmark
- Coupons on Initial Payment at a rate equivalent to the NPI Yield⁽²⁾ during development
- \checkmark
- Pre-committed tenants with Contingent Rental Support arrangements to mitigate against risks of leases not commencing as scheduled

(1) To be confirmed by a quantity surveyor at settlement of the contracts of sale in respect of the Development Properties

(2) Derived by annualising the pre-committed Net Property Income of the relevant Development Property for the first month following the estimated practical completion date of the respective Development Property (i.e. by multiplying by 12) and dividing such amount by the aggregate acquisition amount payable for the Development Properties as applicable to such Development Property



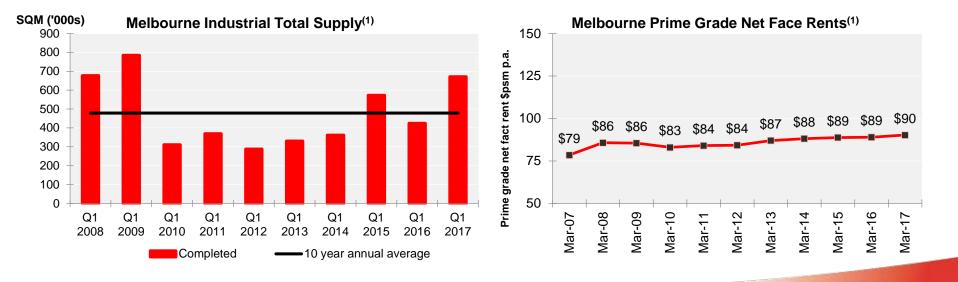


Appendix



Melbourne Industrial Market

- Supply: Supply levels are increasing with 200,428 sqm added to the market as a result of pre-commitment in the West and South East precincts
- Demand: Take up levels remain in line with long term averages with most of the absorptions through existing assets
- Rents: Prime rental rates remain stable across Melbourne with some rental growth recorded in the South East; incentive levels remain higher compared to other markets
- Vacancy: Vacancy levels are anticipated to remain high in the near term, underpinned by a combination of elevated backfill options and increased speculative properties likely to come on line throughout 2017



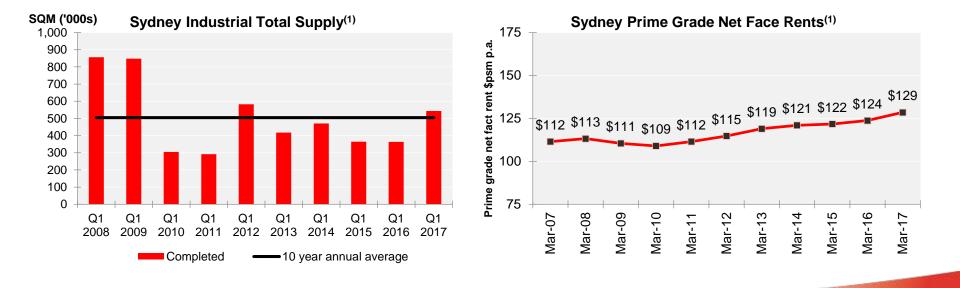
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Sydney Industrial Market

- **Supply:** Sydney is experiencing rising development activity and developers continue to progress speculative developments as a result of solid leasing demand for new prime space, particularly prior to practical completion
- **Demand:** Take up levels continue to be above long term average with tenant preference for new build stock, largely driven by occupiers from wholesale and retail trade industry
- Rents: Prime rents have been strengthening, with growth led by the Outer West region due to limited larger (10,000 sqm) space options as well as by South Sydney with withdrawals for residential conversions
- Vacancy: Levels of available prime stock have been decreasing and Sydney is currently experiencing quick letting up periods for prime space

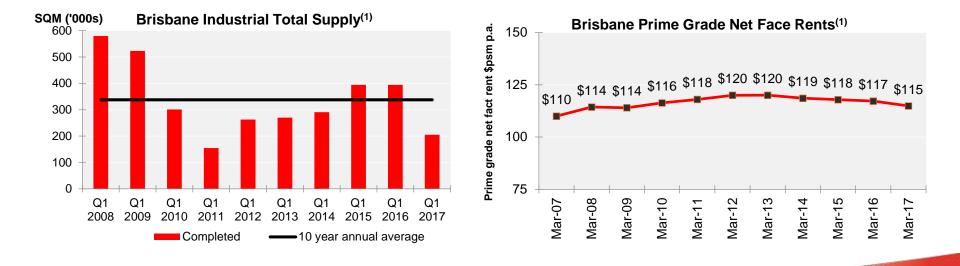


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Brisbane Industrial Market

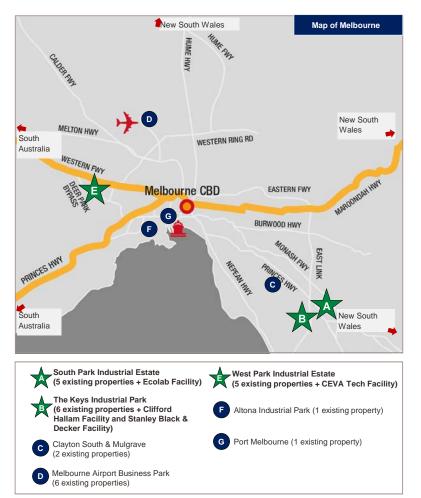
- Supply: Supply levels remain well below the long term average but developers are anticipated to aggressively secure pre-lease deals and speculatively develop more
- Demand: Tenant enquiries have begun to improve due to competitive effective rents for prime grade assets with the potential to upgrade facilities and incorporate sustainability features
- **Rents:** Effective rents remain under downward pressure and incentives remain high with further increases
- Vacancy: Vacant space has been increasing, dominated by available space in the secondary market as a result of both tenant relocation and corporate activity in the form of the Masters closure and Wesfarmers consolidation



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Melbourne New Properties Characteristics

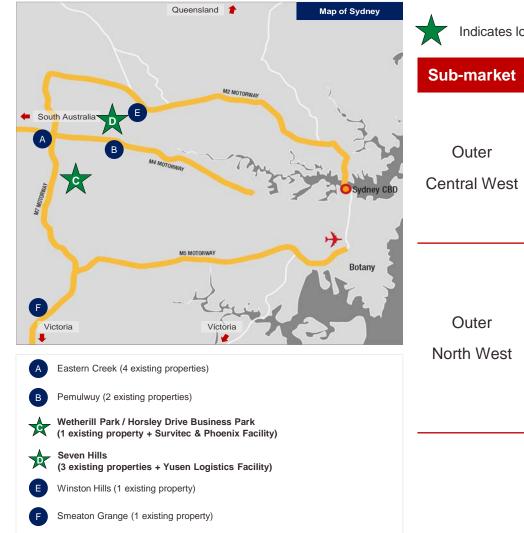


Indicates location of properties to be acquired

Sub- market	Location	Property	Precinct Characteristic
	Α •	Ecolab Facility	
South-east	•	Clifford Hallam Facility	 Access to M1 (Monash Freeway) and M3 (Scoresby Freeway) Services the large South
	Β.	Stanley Black & Decker Facility	Eastern residential population base
West	E	• CEVA Tech Facility	 Close to the shipping port and access to the M1, Geelong Road, M80 Western Ring Road



Sydney New Properties Characteristics⁽¹⁾



Indicates location of properties to be acquired

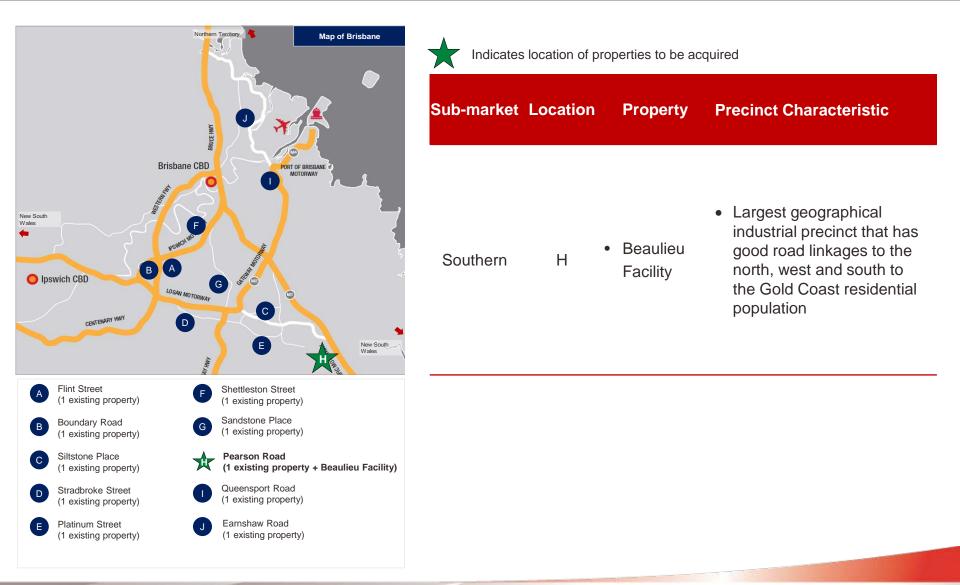
Sub-market	Location	Property	Precinct Characteristic
Outer Central West		Survitec & Phoenix Facility	 Excellent access to key motorways, including M7, M4 and other main arterial roads
	С		• Third-party logistics, retail and wholesale distribution centres for key brand name operators are located in this precinct
Outer North West	Đ	 Yusen Logistics Facility 	 Close to M2 and M7 and access to the large and growing North West population corridor
			• Supply is moderately constrained – sites suit smaller development or alternative use, larger sites available in Marsden Park ⁽²⁾

(1) Excludes mention of one property in the Existing Portfolio located in Port Kembla, Wollongong

(2) Marsden Park is a suburb of Sydney, in the state of New South Wales, Australia. Marsden Park is located 49 km north-west of the Sydney central business district, in the Blacktown local government area and is part of the Greater Western Sydney region



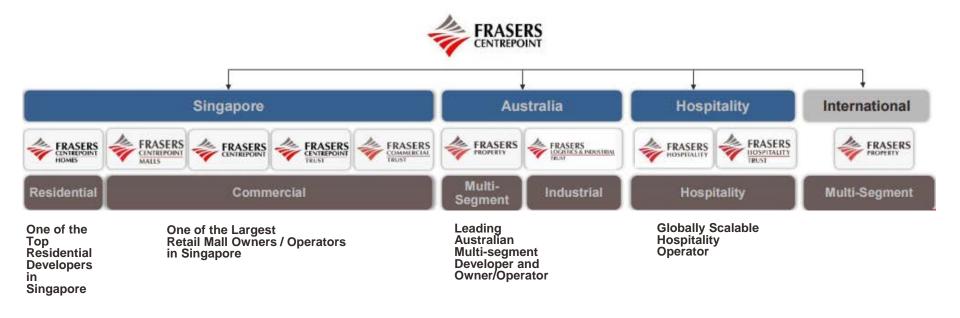
Brisbane New Properties Characteristics





Sponsor: Frasers Centrepoint Limited – A Leading International Real Estate Company

- One of Singapore's top property companies with total assets of S\$25b⁽¹⁾
- Multi-segment expertise industrial, residential, retail, office, business space properties and hospitality
- **M** Engaged in the entire real estate value chain



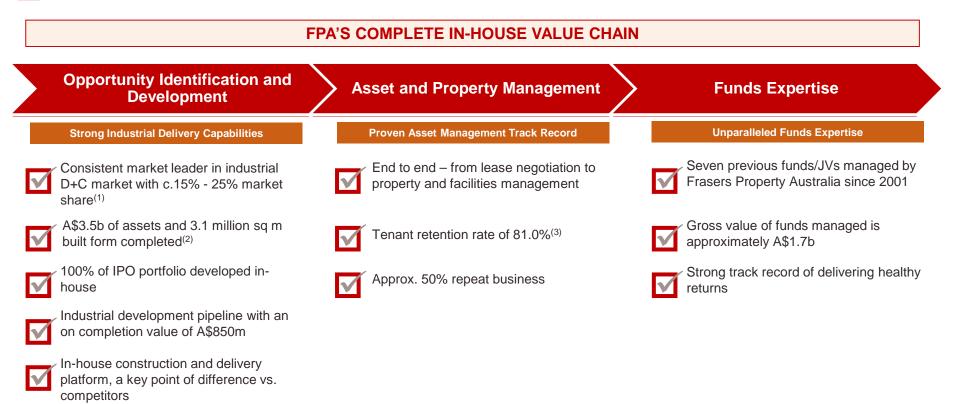


Frasers Property Australia – Leading Integrated Industrial Player



FPA became wholly-owned by the FCL Group in October 2014 and the creation of FLT to be a strategic partner in the industrial sector is a key objective for both FPA and FCL

The industrial business line is of significant importance to FPA, representing approximately one-third of FPA's asset base





Completed Properties Overview

	1 8 Stanton Road, Seven Hills, NSW	2 Lot 1, Horsley Drive Business Park, NSW	89-103 South Park Drive, Dandenong South, VIC	43 Efficient Drive, Truganina, VIC
Property Highlights	 Comprises a two-storey office and high-clearance warehouse facility with 14 loading doors Extensive front hardstand with 46 car parking lots Within proximity to the M2 and M7 Motorways 	 Comprises a high-clearance warehouse facility with 14 loading doors, sub-divided into two tenancies Extensive hardstand with 83 car parking lots Close proximity to the M7 and M4 Motorways 	 Comprises a single-level office and high-clearance warehouse facility with 7 loading doors Centrally located amidst numerous arterial roads and transport networks 	 Comprises a single-level office and high-clearance warehouse facility with 13 loading doors Within proximity of the Deer Park By-Pass linking with the Western Ring Road and West Gate Freeway
GLA (sq m)	10,708	14,333	10,425	23,088
Land Title	Freehold	Leasehold (89 years remaining)	Freehold	Freehold
Independent Valuation ⁽¹⁾	A\$16.0m	A\$22.5m	A\$13.0m	A\$25.3m
Purchase Consideration	A\$16.0m	A\$21.4m	A\$13.0m	A\$24.5m
Occupancy	100%	100%	100%	100%
WALE ⁽²⁾	5.1 years	10.3 years	9.8 years	5.0 years
NPI Yield ⁽³⁾	7.39%	6.57%	6.26%	7.00%
Completion Date	May 2002	July 2016	Sep 2005	Feb 2017
Key Tenant	Yusen Logistics	Survitec & Phoenix	Ecolab	CEVA Tech

(1) Based on the higher of the two independent valuations conducted by CBRE Valuations Pty Ltd, Savills Valuations Pty Ltd (only for the CEVA Tech Facility) and Urbis Valuations Pty Ltd (for all the seven properties save for the CEVA Tech Facility) as at 30 April 2017

(2) "WALE" refers to the weighted average lease expiry computed through application of Adjusted Gross Rental Income and assuming that the pre-committed tenancies for the Development Properties and the tenancies for the Completed Properties have commenced as at 31 March 2017

(3) The NPI Yield of each Completed Property is derived by annualising the estimated Net Property Income of the relevant Completed Property to be generated under the relevant existing lease for the first month after the completion of the Completed Properties Contracts of Sale (i.e. by multiplying by 12) and dividing such amount by the consideration payable under the relevant Completed Property Contract of Sale (excluding stamp duty)



Development Properties Overview

	1 Lot 1, Pearson Road, Yatala, QLD	2 29 Indian Drive, Keysborough, VIC	3 17 Hudson Court, Keysboroug,h VIC
Property Highlights	 Comprises a single-level office and high-clearance warehouse facility with 7 loading doors Within proximity to the Pacific Highway, providing access between the Gold Coast and Brisbane's CBD 	 Comprises a single-level office and high-clearance warehouse facility Within proximity to the Eastlink and the Monash Freeway providing access to Melbourne's broader freeway network 	 Comprises a two-storey office and high-clearance temperature controlled warehouse with 8 loading doors Close proximity to the Eastlink and the Monash Freeway providing access to Melbourne's broader freeway network
GLA (sq m)	23,051	21,722	21,200
Land Title	Freehold	Freehold	Freehold
Independent Valuation ⁽¹⁾	A\$33.80m	A\$30.90m	A\$29.80m
Acquisition Amount	A\$33.80m	A\$30.90m	A\$29.70m
Occupancy ⁽²⁾	100% (Pre-committed)	100% (Pre-committed)	100% (Pre-committed)
WALE Upon Completion ⁽³⁾	15.0 years	10.0 years	10.0 years
NPI Yield ⁽⁴⁾	6.00%	6.00%	6.25%
Completion Date	Sep 2017	Nov 2017	May 2018
Key Tenant	Beaulieu Carpets	Stanley Black & Decker	CH2 (Clifford Hallam Healthcare)

(1) Based on the higher of the two independent valuations conducted by CBRE Valuations Pty Ltd, Savills Valuations Pty Ltd (only for the CEVA Tech Facility) and Urbis Valuations Pty Ltd (for all the seven properties save for the CEVA Tech Facility) as at 30 April 2017

(2) Based on the pre-committed tenants for the Development Property as at 31 March 2017

(3) "WALE" refers to the weighted average lease expiry computed through application of Adjusted Gross Rental Income and assuming that the pre-committed tenancies for the Development Properties and the tenancies for the Completed Properties have commenced as at 31 March 2017

(4) The NPI Yield of each Development Property is derived by annualising the pre-committed Net Property Income of the relevant Development Property for the first month after the pre-committed tenant commences its lease (i.e. by multiplying by 12) and dividing such amount by the Development Properties Acquisition Amount as applicable to such Development Property





THANK YOU



Investor relations contact

Mr. Ng Chung Keat Frasers Logistics & Industrial Asset Management Pte. Ltd. Email: ir@fraserslogisticstrust.com

Website: www.fraserslogisticstrust.com