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Contents

- FLT Overview
- Portfolio Overview
- Financial Review
- Objectives and Strategy
- Appendix: Portfolio Overview, Economic and Market Snapshot
FLT Overview

LGI Facility, Freiberg, Germany
Frasers Logistics & Industrial Trust

A SGX-ST listed real-estate investment trust with a quality portfolio concentrated within major logistics and industrial markets in Australia, Germany and the Netherlands.

**FLT Snapshot**

- **82 properties**(1)
- Geographically diversified, predominantly freehold or long leasehold

**A$2.9 billion**

Portfolio Value**(1)(2)**

**1.9 million**

Gross Lettable Area (“GLA”)

**99.3%**

Occupancy Rate

---

1. Excludes 80 Hartley Street, Smeaton Grange, New South Wales and Lot 102 Coghlan Road, South Australia which were divested in August 2018 (the “Divested Properties”) and include 3 Burilda Close, Wetherill Park, New South Wales and 103-131 Wayne Goss Drive, Berrinba, Queensland which were acquired on 5 September 2018 (the “New Australian Properties”)
2. Based on the appraised value of FLT’s Australian portfolio as at 30 September 2017 (Includes the balance of the acquisition amounts payable in respect of the Beaulieu, Stanley Black & Decker and Clifford Hallam Facilities, which were completed on 13 October 2017, 17 November 2017 and 4 May 2018, respectively, excludes the Divested Properties and includes the New Australian Properties which were valued on 31 July 2018), and the appraised value for the 21 German and Dutch properties (the “New Properties”) acquired by FLT on 25 May 2018
Disciplined Execution of Growth Strategies

1. Exercise of Call Options in Aug and Nov 16
   • 3 Properties
   • Value: A$127.4m
   • GLA: 71,126 sq m
   • Occupancy: 100%

2. Announced portfolio acquisition in Australia in Jun 17
   • 7 Properties
   • Value: A$169.3m
   • GLA: 124,527 sq m
   • Occupancy: 100%

3. Strategic entry into Germany and the Netherlands in Apr 18
   • 21 Properties
   • Value: €596.8m
   • GLA: 594,931 sq m
   • Occupancy: 100%

4. Divested non-core properties in Australia in Jul and Aug 18 at significant premium to book value:
   • 2 Properties
   • Value: A$99.3m

5. Acquired two properties in Australia on 5 Sep 18
   • 2 Properties
   • Value: A$62.6m
   • GLA: 39,565 sq m
   • Occupancy: 100%

Portfolio Value (A$ billion)

- Europe: 1.0
- Australia: 1.9

Since listing in June 2016, FLT’s portfolio value has grown by over 80% and achieved geographical diversification.

Approximately A$1.4 billion of accretive acquisitions in strategic markets:

- Improved portfolio metrics
- Strengthened footprint in the eastern seaboard of Australia
- Enhanced geographical diversification with entry into the attractive German and Dutch logistics and industrial markets
- Leveraging visible pipeline of right of first refusal (“ROFR”) properties from FLT’s sponsor, Frasers Property Limited

1. Excludes the Divested Properties and includes the New Australian Properties
Stable DPU Performance

Distribution Per Unit ("DPU") History

<table>
<thead>
<tr>
<th>Period</th>
<th>Australian Cents</th>
<th>Singapore Cents</th>
</tr>
</thead>
<tbody>
<tr>
<td>20 Jun - 30 Sep 2016</td>
<td>1.85</td>
<td>1.84</td>
</tr>
<tr>
<td>1QFY17</td>
<td>1.74</td>
<td>1.74</td>
</tr>
<tr>
<td>2QFY17</td>
<td>1.75</td>
<td>1.75</td>
</tr>
<tr>
<td>3QFY17</td>
<td>1.75</td>
<td>1.75</td>
</tr>
<tr>
<td>4QFY17</td>
<td>1.75</td>
<td>1.77</td>
</tr>
<tr>
<td>1QFY18</td>
<td>1.70</td>
<td>1.80</td>
</tr>
<tr>
<td>2QFY18</td>
<td>1.70</td>
<td>1.81</td>
</tr>
<tr>
<td>3QFY18</td>
<td>1.76</td>
<td>1.80</td>
</tr>
</tbody>
</table>

Includes DPU of 0.10 Singapore cents (0.10 Australian cents) for the period from 20 Jun to 30 Jun 16.

Assuming 100% of management fees were paid in units, 1QFY18 DPU would have been 1.75 Australian cents.

Assuming 100% of management fees were paid in units, 2QFY18 DPU would have been 1.77 Australian cents.

FLT has paid out 100% of distributable income since IPO.
Attractive Trading Fundamentals

Trading Performance since IPO (20 June 2016 – 14 September 2018)

Stock Information (As at 14 September 2018)

<table>
<thead>
<tr>
<th>Stock Information</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Market capitalisation</td>
<td>S$2,187.5 million</td>
</tr>
<tr>
<td>Free Float</td>
<td>73.4%</td>
</tr>
<tr>
<td>Average daily traded volume</td>
<td>4.5 million</td>
</tr>
<tr>
<td>Annualised Distribution Yield(1)</td>
<td>6.6%</td>
</tr>
<tr>
<td>Total Return since IPO(2)</td>
<td>15.2%</td>
</tr>
<tr>
<td>Distribution Payment</td>
<td>Semi-annual</td>
</tr>
</tbody>
</table>

1. Based on FLT’s closing price of A$1.09 per unit as at 14 September 2018 and by annualising FLT’s interim distribution of 3.61 Singapore cents for the period from 1 October 2017 to 31 March 2018
2. Source: Bloomberg LLP (For the period from 21 June 2018 to 14 September 2018). Calculation of total return assumed the distributions paid during the period are reinvested
3. Source: Monetary Authority of Singapore Daily SGS Prices and interest rates of banks and finance companies (Last accessed on 14 September 2018)
Leadership in Sustainability

Sustainability Initiatives

- Energy-efficient LED lighting
- Solar PV Systems
- Geothermal heating and cooling
- Surface level geoair heat pump
- Building and Internal works
- Underground geoair loops

FLT’s Green Star-rated status \(^{(1,2)}\) (By GLA)

![Green Star rating](image)

- Not Rated: 15.5%
- Not Eligible: 19.5%
- Performance Rated: 65.0%

Sustainability Initiatives

- FLT’s Green Star-rated status (By GLA)

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

GRESB Assessment\(^{(3)}\)

Named Global Sector Leader 2018 (for Industrial)

1. 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.
2. As at 30 June 2018 and excludes the New Properties. ‘Not Eligible’ refer to properties which have obtained Design or As-Built ratings, but yet to be eligible for Performance ratings.
3. Refers to the 2018 Real Estate Assessment by Global Real Estate Sustainability Benchmark (GRESB), the global ESG benchmark for real estate.
Alignment of Interest between the Sponsor, REIT Manager and Unitholders

FLT’s Sponsor, Frasers Property Limited, is a multi-national real estate company with multi-segment expertise
- S$35.2 billion assets under management\(^1\) across 5 asset classes
- Strategic business units – Singapore, Australia, Hospitality; and Europe & rest of Asia

Substantial Sponsor ownership in FLT
- The Sponsor is the largest Unitholder in FLT
  Sponsor ownership of 20.69\(^{(2)}\)

Substantial strategic investment in FLT
- TCC Group Investments Limited\(^{(3)}\) has committed 5.89\(^{(2)}\) as a strategic investor

REIT Manager Fee structure

<table>
<thead>
<tr>
<th>Fee Structure</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Base Fee</td>
<td>0.4% p.a. of Deposited Property</td>
</tr>
<tr>
<td>Performance Fee</td>
<td>5.0% p.a. of Distributable Income</td>
</tr>
</tbody>
</table>

1. Comprises the full asset value of property assets in which the Frasers Property Limited has an interest, including assets held by its REITs, joint ventures and associates
2. As at 31 August 2018
3. TCC Group Investments Limited is a British Virgin Islands company that is owned equally by Atinant Bijananda, Thapana Sirivadhanabhakdi, Wallapa Traisorat, Thapanee Techajareonvnikul and Panote Sirivadhanabhakdi in equal proportions. As each of them holds 20.0% of the issued share capital of TCC Group Investments Limited, they are each deemed interested in TCC Group Investments Limited’s direct interest in the Units
## Portfolio Overview – Australia

Prime and modern properties with an average age of 6.9 years properties concentrated within major logistics and industrial markets

### Properties

<table>
<thead>
<tr>
<th>City</th>
<th>GLA</th>
<th>Valuation</th>
<th>% of Portfolio</th>
</tr>
</thead>
<tbody>
<tr>
<td>Melbourne (Victoria)</td>
<td>646,467 sq m</td>
<td>A$774.1m</td>
<td>40.0%</td>
</tr>
<tr>
<td>Sydney (NSW)</td>
<td>364,268 sq m</td>
<td>A$543.8m</td>
<td>28.1%</td>
</tr>
<tr>
<td>Brisbane (Queensland)</td>
<td>268,597 sq m</td>
<td>A$572.9m</td>
<td>29.6%</td>
</tr>
<tr>
<td>Adelaide (South Australia)</td>
<td>26,413 sq m</td>
<td>A$27.3m</td>
<td>1.4%</td>
</tr>
<tr>
<td>Perth (Western Australia)</td>
<td>20,143 sq m</td>
<td>A$17.0m</td>
<td>0.9%</td>
</tr>
</tbody>
</table>

As at 30 June 2018

- **A$1.9 billion** Portfolio Value
- **1,325,887 sq m** Portfolio GLA
- **99.0%** Occupancy
- **6.9 years** WALE
- **3.1% p.a.** Average Fixed Rental Increases

---

1. Excludes the Divested Properties and includes the New Australian Properties
2. Based on the appraised value of FLT’s Australian portfolio as at 30 September 2017 (Includes the balance of the acquisition amounts payable in respect of the Beaulieu, Stanley Black & Decker and Clifford Hallam Facilities, which were completed on 13 October 2017, 17 November 2017 and 4 May 2018, respectively, excludes the Divested Properties and includes the New Australian Properties which were valued on 31 July 2018)
3. 14 properties located in Sydney, 1 property located in Wollongong
4. Based on Gross Rental Income (“GRI”), being the contracted rental income and estimated recoverable outgoings for the month of June 2018. Excludes straight lining rental adjustments
Portfolio Overview – Germany and the Netherlands

Prime, predominantly freehold industrial properties located in key global logistics hubs

As at 30 June 2018

- **€603.9 million** Appraised Value
- **620,786 sq m** Portfolio GLA
- **100%** Occupancy
- **7.5 years** WALE\(^{(2)}\)
- **89%** leases with CPI-linked indexation or fixed escalation

1. Based on the appraised value for the New Properties acquired by FLT on 25 May 2018
2. Based on GRI, being the contracted rental income and estimated recoverable outgoings for the month of June 2018. Excludes straight lining rental adjustments
## Key Portfolio Metrics

### As at 30 June 2018

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Completed Properties</td>
<td>82</td>
</tr>
<tr>
<td>Portfolio Value(^{(1)})</td>
<td>A$2.9 billion</td>
</tr>
<tr>
<td>GLA (sq m)</td>
<td>1,946,673</td>
</tr>
<tr>
<td>Occupancy</td>
<td>99.3%</td>
</tr>
<tr>
<td>WALE (years)(^{(2)})</td>
<td>7.1</td>
</tr>
<tr>
<td>Top 10 tenants concentration(^{(2)})</td>
<td>32.2%</td>
</tr>
<tr>
<td>Average Property Age by GLA (years)</td>
<td>7.2</td>
</tr>
</tbody>
</table>

### Top 10 Tenants\(^{(2)(3)}\)

<table>
<thead>
<tr>
<th>Tenant</th>
<th>% of GRI</th>
<th>WALE (Years)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Coles</td>
<td>7.2</td>
<td>14.0</td>
</tr>
<tr>
<td>CEVA Logistics</td>
<td>3.6</td>
<td>6.9</td>
</tr>
<tr>
<td>BMW</td>
<td>3.6</td>
<td>7.4</td>
</tr>
<tr>
<td>Schenker</td>
<td>3.3</td>
<td>6.4</td>
</tr>
<tr>
<td>Mainfreight</td>
<td>2.9</td>
<td>7.7</td>
</tr>
<tr>
<td>Constellium</td>
<td>2.5</td>
<td>9.0</td>
</tr>
<tr>
<td>Bakker Logistics</td>
<td>2.4</td>
<td>12.4</td>
</tr>
<tr>
<td>DSV Solutions</td>
<td>2.3</td>
<td>6.3</td>
</tr>
<tr>
<td>Techtronics Industries</td>
<td>2.2</td>
<td>4.1</td>
</tr>
<tr>
<td>Inchcape Motors</td>
<td>2.2</td>
<td>4.4</td>
</tr>
</tbody>
</table>

### Portfolio Age by GLA

- >10 yrs, 28.5%
- 5-10 yrs, 30.9%
- 2-5 yrs, 21.9%
- <2 yrs, 18.7%

### Tenant Sector\(^{(2)}\)

- Consumer 33.0%
- Logistics 37.8%
- Manufacturing 15.8%
- Automotives 12.2%
- Others 1.4%

### Modern Properties

1. Based on the appraised value of FLT’s Australian portfolio as at 30 September 2017 (Includes the balance of the acquisition amounts payable in respect of the Beaulieu, Stanley Black & Decker and Clifford Hallam Facilities, which were completed on 13 October 2017, 17 November 2017 and 4 May 2018, respectively, excludes the Divested Properties and includes the New Australian Properties which were valued on 31 July 2018), and the New Properties acquired by FLT on 25 May 2018.
2. Based on GRI, being the contracted rental income and estimated recoverable outgoings for the month of June 2018. Excludes straight lining rental adjustments.
3. Excludes the Divested Properties and includes the New Australian Properties.
Proactive Asset Management

Well spread-out lease expiry profile\(^{(1)(2)}\)

- 312,771 sq m of leasing completed YTD\(^{(2)}\)
- No concentration of lease expiry, providing long-term cash flow stability
- WALE: 7.1 years\(^{(1)(2)}\)

Value creation through selective asset enhancement initiatives

57-71 Platinum Street, Crestmead, Queensland
- 1,219 sq m warehouse expansion with installation of a 773 sq m awning
- Building upgrades and sustainability initiatives including a 125kW solar PV system
- Return on cost: Approximately 10%
- Completed in December 2017

Keperstraße 10, 90451, Nuremberg, Germany
- 22,355 sq m warehouse expansion
- 5,489 sq m of the expanded space leased to Johnson Outdoors for a 10-year lease term expiring 30 June 2028
- Additional 5,676 sq m and 11,190 sq m respectively taken up by existing tenants Roman and Hellmann
- Completed in June 2018

---

1. Based on GRI, being the contracted rental income and estimated recoverably outgoings for the month of June 2018. Excludes straight lining rental adjustments
2. Period from 1 October 2017 to 30 June 2018
3. Excludes the Divested Properties and includes the New Australian Properties
# Recent Acquisitions and Divestments

## Recent Divestments

<table>
<thead>
<tr>
<th>Property / Portfolio</th>
<th>Sale Consideration</th>
<th>Book Value</th>
<th>Premium to Book Value</th>
<th>Completion Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lot 102 Coghlan Road, Outer Harbor, South Australia</td>
<td>A$8.75 million</td>
<td>A$6.4 million&lt;sup&gt;(1)&lt;/sup&gt;</td>
<td>36.7%</td>
<td>17 Aug 2018</td>
</tr>
<tr>
<td>80 Hartley Street, Smeaton Grange, New South Wales, Australia</td>
<td>A$90.5 million</td>
<td>A$64.5 million&lt;sup&gt;(2)&lt;/sup&gt;</td>
<td>40.3%</td>
<td>20 Aug 2018</td>
</tr>
</tbody>
</table>

## Recent Acquisitions

<table>
<thead>
<tr>
<th>Property / Portfolio</th>
<th>Value</th>
<th>GLA (sqm)</th>
<th>WALE (years)&lt;sup&gt;(4)&lt;/sup&gt;</th>
<th>Occupancy Rate</th>
<th>Completion Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Portfolio of 21 properties in Germany and the Netherlands</td>
<td>€596.8 million&lt;sup&gt;(3)&lt;/sup&gt;</td>
<td>620,786</td>
<td>7.5</td>
<td>100%</td>
<td>25 May 2018</td>
</tr>
<tr>
<td>3 Burilda Close, Wetherill Park, New South Wales, Australia</td>
<td>A$62.6 million</td>
<td>20,078</td>
<td>7.0</td>
<td>100%</td>
<td>5 Sep 2018</td>
</tr>
<tr>
<td>103-131 Wayne Goss Drive, Berrinba, Queensland, Australia</td>
<td>A$62.6 million</td>
<td>19,487</td>
<td>4.2</td>
<td>100%</td>
<td></td>
</tr>
</tbody>
</table>

---

1. As at 30 June 2018
2. As at 31 March 2018
3. Based on 100% interest in each of the New Properties and on the basis of the completion of the committed asset enhancement works (where applicable)
4. “WALE” refers to the weighted average lease expiry by gross rental income, being the contracted rental income and estimated recoverable outgoings for the month of June 2018, and excludes straight lining rental adjustments.
## Financial Performance 1 October 2017 - 30 June 2018\(^{(1)}\)

<table>
<thead>
<tr>
<th>(A$'000)</th>
<th>9MFY18</th>
<th>9MFY17(^{(2)})</th>
<th>Change (%)</th>
<th>Remarks</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross revenue</td>
<td>135,327</td>
<td>120,843</td>
<td>12.0</td>
<td>• Adjusted NPI contributions of the 2017 Acquisition Transaction(^{(4)}) of A$6.4 million and 2018 Acquisition Transaction(^{(5)}) of A$5.0 million (€3.2 million)</td>
</tr>
<tr>
<td>Adjusted net property income(^{(3)})</td>
<td>106,092</td>
<td>92,415</td>
<td>14.8</td>
<td>• Net effect of the annual fixed increment in the Australian portfolio</td>
</tr>
<tr>
<td>Finance costs</td>
<td>(16,159)</td>
<td>(12,485)</td>
<td>(29.4)</td>
<td>• Higher borrowings drawn to finance the 2017 Acquisition Transaction and 2018 Acquisition Transaction and existing debt of approximately €265.2 million (A$418.6 million) assumed with the 2018 Acquisition Transaction</td>
</tr>
<tr>
<td>Distributable income to Unitholders</td>
<td>82,386</td>
<td>74,984</td>
<td>9.9</td>
<td>• Contributions from the 2018 and 2017 Acquisition Transactions; which were partially offset by:</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>• Higher finance costs; and</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>• Corporate income tax for the New Properties and higher withholding tax paid</td>
</tr>
<tr>
<td>DPU (Singapore cents)</td>
<td>5.41</td>
<td>5.24</td>
<td>3.2</td>
<td>• Higher hedged exchange rate of A$1.00:S$1.0466 (9MFY17: A$1.00:S$1.0011); which was partially offset by:</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>• 41% increase in the number of units in issue as at 30 June 2018 compared to 30 June 2017(^{(6)}); and</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>• The Manager has elected to receive 82.9% (9MFY17: 100%) of management fees in the form of units (For illustration and comparison purposes only, assuming 100% of management fees had been taken in the form of units, 9MFY18 DPU would have been 5.28 Australian cents (9MFY17: 5.24 Australian cents))</td>
</tr>
</tbody>
</table>

---

1. For avoidance of doubt, excludes impact of the the Divested Properties and New Australian Properties
2. The comparative 9MFY17 figures are an aggregate of the 1QFY17 (extracted from Paragraph 1 of FLT’s Financial Statements Announcement dated 3 February 2017), 2QFY17 (extracted from Paragraph 1 of FLT’s Financial Statements Announcement dated 5 May 2017) and 3QFY17 results (extracted from Paragraph 1 of FLT’s Financial Statements Announcement dated 28 July 2017)
3. Net property income excluding straight lining adjustments for rental income and after adding back straight lining adjustments for ground leases
4. On 6 June 2017, FLT announced its first portfolio acquisition of seven industrial properties located in Australia comprising four completed properties and three development properties for an aggregate consideration of approximately A$169.3 million (the “2017 Acquisition Transaction”)
5. On 20 April 2018, FLT announced its second portfolio acquisition of 17 industrial properties located in Germany and 4 located in the Netherlands for an aggregate consideration of approximately €596.8 million (the “2018 Acquisition Transaction”) which was completed on 25 May 2018
6. Due to the issuance of management fee units, placement units and preferential offering for the 2017 and 2018 Acquisition Transactions
Balance Sheet

The value of investment properties increased 48.6% from A$1.91 billion as at 30 September 2017 to A$2.84 billion as at 30 June 2018, due mainly to:

- Completion of the 2018 Acquisition Transaction on 25 May 2018 (A$942.0 million);
- Completion of the Stanley Black and Decker Facility (A$16 million) on 17 November 2017, Clifford Hallam Facility on 4 May 2018 (A$20 million), and the Stramit AEI (A$2.1 million);
- FLT is in a net current liability position as at 30 June 2018 as A$237 million of term loans which are repayable within the next 12 months are classified to current borrowings. This includes a A$170 million term loan and also the instalment repayments for the debt assumed with the 2018 Acquisition Transaction. The REIT Manager is in discussion with banks to refinance these loans.

<table>
<thead>
<tr>
<th>Balance Sheet (A$’000)</th>
<th>As at 30 Jun 18</th>
<th>As at 30 Sep 17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investment properties</td>
<td>2,839,672</td>
<td>1,910,975</td>
</tr>
<tr>
<td>Other non-current assets</td>
<td>1,441</td>
<td>3,077</td>
</tr>
<tr>
<td>Current assets</td>
<td>140,277</td>
<td>62,272</td>
</tr>
<tr>
<td>Total assets</td>
<td>2,981,390</td>
<td>1,976,324</td>
</tr>
<tr>
<td>Non-current liabilities</td>
<td>866,726</td>
<td>592,797</td>
</tr>
<tr>
<td>Current liabilities</td>
<td>265,824</td>
<td>46,011</td>
</tr>
<tr>
<td>Total liabilities</td>
<td>1,132,550</td>
<td>638,808</td>
</tr>
<tr>
<td>Net asset value per Unit (A$)</td>
<td>0.91</td>
<td>0.88</td>
</tr>
<tr>
<td>Net asset value per Unit (S$)</td>
<td>0.92</td>
<td>0.94</td>
</tr>
</tbody>
</table>

Debt Maturity Profile

Average debt maturity of 3.2 years

1. For avoidance of doubt, excludes impact of the the Divested Properties and New Australian Properties
2. Based on an exchange rate of A$1.00:S$1.0099 as at 30 June 2018
3. Based on an exchange rate of A$1.00:S$1.0636 as at 30 September 2017
4. Excluding upfront debt related expenses
## Credit Metric Summary \(^{(1)}\)

<table>
<thead>
<tr>
<th>Credit Metric Summary</th>
<th>As at 30 Jun 18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aggregate Leverage</td>
<td>36.3%</td>
</tr>
<tr>
<td>Total Gross Borrowings</td>
<td>A$1,082 million</td>
</tr>
<tr>
<td>Weighted Average Cost of Borrowings (^{(2)})</td>
<td>2.5%</td>
</tr>
<tr>
<td>Average Weighted Debt Maturity</td>
<td>3.2 years</td>
</tr>
<tr>
<td>Interest Rate Exposure Fixed</td>
<td>81.0%</td>
</tr>
<tr>
<td>Interest Coverage Ratio</td>
<td>6.4 times</td>
</tr>
<tr>
<td>Available Debt Headroom</td>
<td>A$469.0 million (^{(3)})</td>
</tr>
</tbody>
</table>

---

1. For avoidance of doubt, excludes impact of the Divested Properties and New Australian Properties
2. Excluding upfront debt related expenses
3. Prior to reaching the 45.0% aggregate regulatory leverage limit
Capital Management\(^{(1)}\)

**Investment Properties and Debt (As at 30 June 2018)**

- **European portfolio, A$942 M (33%)**
  - Investment Properties
- **Australian portfolio, A$1,898 M (67%)**
- **European portfolio, A$452 M (42%)**
  - Debt
- **Australian portfolio, A$630 M (58%)**

**Interest Risk Management (As at 30 June 2018)**

- **Hedged, 81%**
- **Unhedged, 19%**

**Breakdown of unhedged debt (million)**

<table>
<thead>
<tr>
<th>Currency</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>AUD</td>
<td>110</td>
</tr>
<tr>
<td>EURO</td>
<td>97</td>
</tr>
</tbody>
</table>

1. For avoidance of doubt, excludes impact of the Divested Properties and New Australian Properties
Objectives and Strategy

Beaulieu Carpets Facility, Queensland, Australia

Stanley Black & Decker Facility, Victoria, Australia
Principal Objectives and Strategy

Achieve long-term growth in DPU

Deliver stable and regular distributions to unitholders

Invest globally in logistics and industrial assets

Strategies to support the Principal Objectives

1. **Active Asset Management**
   - **Proactive leasing:** Maintain high occupancy rate, long WALE and well-diversified tenant base
   - **Asset Enhancement:** Assess and undertake AEIs\(^{(1)}\) on the FLT portfolio to unlock further value

2. **Selective Development**
   - Undertake development activities of properties complementary to the FLT portfolio
   - Re-development of existing assets
   - Sponsor’s development pipeline\(^{(2)}\)

3. **Acquisition Growth**
   - Pursue strategic acquisition opportunities of quality industrial properties
   - ROFR over 44 properties from FLT’s Sponsor
   - Third-party acquisitions

4. **Capital & Risk Management**
   - Optimise capital mix and prudent capital management

---

1. Asset Enhancement Initiative
2. Only completed income-producing real estate assets which are used for logistics or industrial purposes are included in the right of first refusal ("ROFR")
Access to visible ROFR pipeline

Access to a visible ROFR pipeline of 44 Australian and European assets of approximately 1.4 million sq m

ROFR Assets Pipeline (GLA, ‘000 sq m)

- **Australia:**
  - 15 existing ROFR assets with a total GLA of ~426,600 sq m
  - Potential growth from Sponsor’s industrial property development pipeline of ~A$800 million

- **Europe(2):**
  - 29 existing ROFR assets with a total GLA of ~959,300 sq m
  - Development pipeline of 8 projects with a total GLA of ~152,100 sq m

---

1. As at 30 June 2018 (excluding the GLA of the New Australian Properties which were acquired on 5 September 2018)
2. Includes the United Kingdom and the industrial portfolio of Alpha Industrial Holding S.A., Luxembourg
Appendix: Portfolio Overview, Economic and Market Snapshot
Portfolio Overview Melbourne

- FLT’s properties in Melbourne are primarily located in the west and south east industrial precincts and service Melbourne’s port and large south eastern residential population base.

<table>
<thead>
<tr>
<th>Sub-market</th>
<th>Location</th>
<th>No. of Properties</th>
<th>Precinct Characteristic</th>
</tr>
</thead>
<tbody>
<tr>
<td>South East</td>
<td>A</td>
<td>6</td>
<td>Access to M1 (Monash Freeway) and M3 (EastLink)</td>
</tr>
<tr>
<td></td>
<td>B</td>
<td>8</td>
<td>Services the large south eastern residential population base</td>
</tr>
<tr>
<td></td>
<td>C</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>North</td>
<td>D</td>
<td>6</td>
<td>Access to key freeways, including the Tullamarine Freeway, Citylink Tollway, and Western Ring Road, together with the Tullamarine Airport. Sydney is accessed via the Hume Highway</td>
</tr>
<tr>
<td>West</td>
<td>E</td>
<td>6</td>
<td>Close to the shipping port and access to the M1, Geelong Road, M80 Western Ring Road</td>
</tr>
<tr>
<td>City Fringe</td>
<td>F</td>
<td>1</td>
<td>Access to the M1 (Westgate Freeway) linking it to the west precinct</td>
</tr>
<tr>
<td></td>
<td>G</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>30</td>
<td></td>
</tr>
</tbody>
</table>
Portfolio Overview Sydney

- FLT’s properties in Sydney are well-connected to major freeways, Sydney’s port and are able to service growing population in the north west

<table>
<thead>
<tr>
<th>Sub-market</th>
<th>Location</th>
<th>No. of Properties</th>
<th>Precinct Characteristic</th>
</tr>
</thead>
<tbody>
<tr>
<td>Outer Central West</td>
<td>A</td>
<td>4</td>
<td>Excellent access to key motorways, including M7, M4 and other main arterial roads</td>
</tr>
<tr>
<td></td>
<td>B</td>
<td>2</td>
<td>Third-party logistics (“3PL”), retail and wholesale distribution centres for key brand name operators are located in this precinct</td>
</tr>
<tr>
<td></td>
<td>C</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>Outer North West</td>
<td>D</td>
<td>4</td>
<td>Close to M2 and M7 and access to the large and growing north west population corridor</td>
</tr>
<tr>
<td></td>
<td>E</td>
<td>1</td>
<td>Supply is moderately constrained – sites suit smaller development</td>
</tr>
<tr>
<td>Port Kembla (Wollongong)</td>
<td>N.A.</td>
<td>1</td>
<td>One of the three major trade ports within New South Wales and is situated within the southern industrial city of Wollongong</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>15</td>
<td></td>
</tr>
</tbody>
</table>
Portfolio Overview Brisbane

- FLT’s properties in Brisbane are primarily concentrated in the southern sub-market, which has good road linkages to the north, west and south to the Gold Coast residential population bases.

### Sub-market

<table>
<thead>
<tr>
<th>Location</th>
<th>No. of Properties</th>
<th>Precinct Characteristic</th>
</tr>
</thead>
<tbody>
<tr>
<td>Southern</td>
<td></td>
<td></td>
</tr>
<tr>
<td>A</td>
<td>1</td>
<td>Largest geographical industrial precinct that has good road linkages to the north, west and south to the Gold Coast residential population.</td>
</tr>
<tr>
<td>B</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>C</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>D</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>E</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>F</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>G</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>H</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>I</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Trade Coast</td>
<td></td>
<td>Close to key infrastructure, including Port of Brisbane and the Brisbane Airport.</td>
</tr>
<tr>
<td>J</td>
<td>1</td>
<td>Access north and south via the M1. Supply is constrained. Alternative use is strong competition for development in neighbouring suburbs.</td>
</tr>
<tr>
<td>Northern</td>
<td>K</td>
<td>Services the population to the North of Brisbane via the Gympie Road, Bruce Highway and Houghton Highway. Limited availability of development land.</td>
</tr>
<tr>
<td>Total</td>
<td>12</td>
<td></td>
</tr>
</tbody>
</table>
Market Overview Germany and Netherlands

Germany and the Netherlands sit at the crossroads of key global trade routes

- Key global logistics hub – Germany and the Netherlands ranked #1 and #4 logistics hubs globally\(^{(1)}\)
- Located in heart of Europe with extensive road, motorway and rail network
- Further extension of global reach given critical role in China’s Belt and Road Initiative

Europe’s Main Trade Arteries Traverse Germany and the Netherlands

- Over 62% of the World’s Population
- Over 34% of the World’s Merchandise Trade
- Over 31% of the World’s Gross Domestic Product ("GDP")

China’s Belt and Road Initiative

- Germany and the Netherlands are expected to benefit directly from China’s Belt and Road Initiative given their trade-oriented economies

Source: Independent Market Research Report
1. Based on World Bank 2016 LPI Global Ranking.
Economic Snapshot – Australia

Economic Growth
- Australian economy saw year-on-year GDP growth of 3.4% in the second quarter of 2018, printing the highest growth rate since September 2012; consistent with the Reserve Bank of Australia’s (RBA) forecast for GDP to average above 3 per cent in 2018/19
- The outlook for non-mining investment has improved further and reported business conditions are high
- Increased public infrastructure investment has supported the economy
- Population growth exceeded calendar year 2017 forecasts at 1.6% and net overseas migration contributed 63.2% to the growth

Official Interest Rates
- The RBA maintained the cash rate at 1.5%
- Australian government 10 year bond yields at 2.57%

Unemployment Rate
- Low unemployment rate of 5.3% with employment rate growing by 2.4%
- Wage growth at 2.1% and is expected to pick up gradually as the labour market strengthens.

Australian Industrial Market

- Leasing market has been robust with year-to-date ("1H18") **take-up levels** totalling 2.4 million sq m are 13% above the 10-year average. There has been a notable improvement in conditions reported for Brisbane (Southern precincts)
- Third party logistics providers ("3PLs") and consumer sectors have been leading demand nationally and with the rise of online retailing becoming more significant. **E-Commerce** in Australia is growing at 29% per year and the growth will continue to have positive spillover effects on demand for industrial space
- **Australian industrial supply** is above the long term average with additions of nearly 340,000 sq m recorded in the second quarter of 2018 ("2Q18"). Sydney is in the midst of a development cycle and there has been increasing speculative developments as a result of the strong leasing market
- **Land value growth** has continued as a result of the demand-led expansion in development activity and re-zoning of land in certain precincts (especially South Sydney and Fisherman’s Bend in Port Melbourne)
- **Prime yields** remain at the historically low levels
Sydney Industrial Market

- **Supply**: Above-average supply is forecast to continue with completions of 373,000 sq m during 1H18 and a further 304,000 sq m under construction. However, a constrained supply of serviced land is likely to limit the amount of development activity post 2018.

- **Demand**: Heightened demand has sustained with most absorption recorded in the Outer Central West; prime stock has accounted for most take-up, predominantly due to both pre-leased and speculative developments brought to the market. The major leasing activities over 2Q18 include DHL’s pre-lease in Kemps Creek and Amazon which leased their first Sydney asset located in Moorebank.

- **Rents**: Prime net rents are expected to remain stable over 2018 following the year-on-year growth of 4.4% across all precincts.

- **Vacancy**: Available space is currently 40% below the historical average.

### Sydney Industrial Total Supply

<table>
<thead>
<tr>
<th>Year</th>
<th>SQ M (’000s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 2009</td>
<td>800</td>
</tr>
<tr>
<td>Q2 2010</td>
<td>700</td>
</tr>
<tr>
<td>Q2 2011</td>
<td>600</td>
</tr>
<tr>
<td>Q2 2012</td>
<td>500</td>
</tr>
<tr>
<td>Q2 2013</td>
<td>400</td>
</tr>
<tr>
<td>Q2 2014</td>
<td>300</td>
</tr>
<tr>
<td>Q2 2015</td>
<td>200</td>
</tr>
<tr>
<td>Q2 2016</td>
<td>100</td>
</tr>
<tr>
<td>Q2 2017</td>
<td>200</td>
</tr>
<tr>
<td>Q2 2018</td>
<td>300</td>
</tr>
</tbody>
</table>

**Completed** and **10 year annual average**

### Sydney Industrial Prime Grade Net Face Rents

<table>
<thead>
<tr>
<th>Year</th>
<th>Prime grade net rent $psm p.a.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 2008</td>
<td>$113</td>
</tr>
<tr>
<td>Q2 2009</td>
<td>$109</td>
</tr>
<tr>
<td>Q2 2010</td>
<td>$109</td>
</tr>
<tr>
<td>Q2 2011</td>
<td>$112</td>
</tr>
<tr>
<td>Q2 2012</td>
<td>$115</td>
</tr>
<tr>
<td>Q2 2013</td>
<td>$120</td>
</tr>
<tr>
<td>Q2 2014</td>
<td>$121</td>
</tr>
<tr>
<td>Q2 2015</td>
<td>$122</td>
</tr>
<tr>
<td>Q2 2016</td>
<td>$124</td>
</tr>
<tr>
<td>Q2 2017</td>
<td>$130</td>
</tr>
<tr>
<td>Q2 2018</td>
<td>$136</td>
</tr>
</tbody>
</table>

**Annualised as at Q2 2018**

Sources: Jones Lang LaSalle Real Estate Intelligence Service – Sydney Industrial Final Data 2Q18; Jones Lang LaSalle Real Estate Intelligence Service – Sydney Industrial Snapshot 2Q18; Jones Lang LaSalle Real Estate Data Solution – Sydney Construction Projects from 2Q08 to 2Q18; Knight Frank Research – Sydney Industrial Vacancy April 2018
Melbourne Industrial Market

- **Supply:** Although Melbourne experienced modest additions of 95,000 sq m over 2Q18, annual supply levels have been increasing towards the previous construction peak (49% above long term average).
- **Demand:** Robust take-up levels of 268,200 sq m have been predominantly evident in the West and South East, driven by leases in existing assets.
- **Rents:** Prime face rents have recorded a steady growth in the South East and there has seen an improvement in effective rents.
- **Vacancy:** According to Knight Frank Research, vacancy is at its lowest level over the past four years, underpinned by a growing demand for industrial space (particularly from the e-commerce and transport & logistics sectors) and limited vacancy additions.

### Melbourne Industrial Total Supply

<table>
<thead>
<tr>
<th>Year</th>
<th>SQ M ('000s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 2009</td>
<td>750</td>
</tr>
<tr>
<td>Q2 2010</td>
<td>300</td>
</tr>
<tr>
<td>Q2 2011</td>
<td>400</td>
</tr>
<tr>
<td>Q2 2012</td>
<td>500</td>
</tr>
<tr>
<td>Q2 2013</td>
<td>600</td>
</tr>
<tr>
<td>Q2 2014</td>
<td>700</td>
</tr>
<tr>
<td>Q2 2015</td>
<td>800</td>
</tr>
<tr>
<td>Q2 2016</td>
<td>900</td>
</tr>
<tr>
<td>Q2 2017</td>
<td>1000</td>
</tr>
<tr>
<td>Q2 2018</td>
<td>1100</td>
</tr>
</tbody>
</table>

**Annualised as at Q2 2018**

### Melbourne Industrial Prime Grade Net Face Rents

<table>
<thead>
<tr>
<th>Year</th>
<th>Prime grade net rent $psm p.a.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 2008</td>
<td>$86</td>
</tr>
<tr>
<td>Q2 2009</td>
<td>$84</td>
</tr>
<tr>
<td>Q2 2010</td>
<td>$83</td>
</tr>
<tr>
<td>Q2 2011</td>
<td>$84</td>
</tr>
<tr>
<td>Q2 2012</td>
<td>$85</td>
</tr>
<tr>
<td>Q2 2013</td>
<td>$88</td>
</tr>
<tr>
<td>Q2 2014</td>
<td>$89</td>
</tr>
<tr>
<td>Q2 2015</td>
<td>$90</td>
</tr>
<tr>
<td>Q2 2016</td>
<td>$91</td>
</tr>
<tr>
<td>Q2 2017</td>
<td>$92</td>
</tr>
<tr>
<td>Q2 2018</td>
<td>$93</td>
</tr>
</tbody>
</table>

Sources: Jones Lang LaSalle Real Estate Intelligence Service – Melbourne Industrial Final Data 2Q18; Jones Lang LaSalle Real Estate Intelligence Service – Melbourne Industrial Snapshot 2Q18; Jones Lang LaSalle Real Estate Data Solution – Melbourne Construction Projects from 2Q08 to 2Q18; Knight Frank Research – Melbourne Industrial Vacancy May 2018.
Brisbane Industrial Market

- **Supply**: Total annual supply remains at parity with the 10 year average. The addition in 2Q18 was largely attributable to the expansion of 30,100 sq m Coca-Cola distribution facility in Richlands. The forward pipeline is anticipated to be strong with 212,100 sq m to be delivered over 2018/2019.

- **Demand**: year-to-date take-up is 18% above the long term average, mainly because third party logistics players, the most active sector, have continued to favour cost effective space in the Southern precincts.

- **Rents**: As a result of improved occupier demand, prime rents in the Southern precincts have increased to A$107.8 sq m with a year-on-year growth of 4.3%. Incentive levels appear to have plateaued across all precincts.

- **Vacancy**: Vacancy has reduced by 18.9% over the past 12 months. The market is returning towards a balanced state and there has seen a reduction in availability of secondary stock.

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**Brisbane Industrial Total Supply**

**Brisbane Industrial Prime Grade Net Face Rents**

Sources: Jones Lang LaSalle Real Estate Intelligence Service – Brisbane Industrial Final Data 2Q18; Jones Lang LaSalle Real Estate Intelligence Service – Brisbane Industrial Snapshot 2Q18; Jones Lang LaSalle Real Estate Data Solution – Brisbane Construction Projects from 2Q08 to 2Q18; Knight Frank Research – Brisbane Industrial Vacancy April 2018
Economic Snapshot – Europe

Germany
- Supported by domestic demand, the German economy grew 2.3% in 2Q18, marking the 16th quarter-on-quarter growth in a row, contributing to the longest upswing phase since 1991
- Low unemployment rate of 3.4% in July 2018

The Netherlands
- The Dutch economy grew 2.9% in 2Q18, mainly due to higher domestic expenditure: household consumption and investments in fixed assets grew substantially
- Exports grew as well, but imports grew even faster. For the first time in two years, net exports made a negative contribution to the growth of GDP as a result
- Low unemployment rate of 3.8% in July 2018

EURIBOR
- EURIBOR remained negative at 0.37%, and is expected to remain in the negative range for the rest of 2018

Sources: Destatisches Bundesamt (Federal Statistics Office of Germany), CBS (Statistics Netherlands), Bloomberg
Germany and the Netherlands Industrial Markets

Germany Take-up and Prime Rent (for warehouse >5,000sqm)

Take-up : +14% (H1 2018 vs H1 2017)
- Industrial and logistics market remains underpinned by increasing demand, including growth in e-commerce and the favourable economic environment
- New industrial supply remains limited, with prime rents stable in most markets
- Following a strong compression in 2016 and 2017, yields compressed slightly in the second quarter of 2018

The Netherlands Take-up and Prime Rent (for warehouse >5,000sqm)

Take-up : -8% (H1 2018 vs H1 2017)
- Business confidence has been boosted by improving domestic demand and industrial output
- Industrial and logistics investment continued to increase sharply, representing 20% of total commercial real estate investment over the past 12 months to June 2018
- Further yield tightening in markets such as Venlo, Breda, Amsterdam and Rotterdam.

Sources: BNP Paribas Real Estate International Research, July 2018