

### **Acquisition of APICO Industrial Building**

# maple Tree

24 October 2005



# Agenda

- Details of APICO Industrial Building
- Impact on MapletreeLog
  - Reduced tenant concentration
  - More diversified asset mix
  - Long average lease duration
  - Unexpired lease of underlying land still long
  - Acquisition is yield accretive

# **APICO Industrial Building**

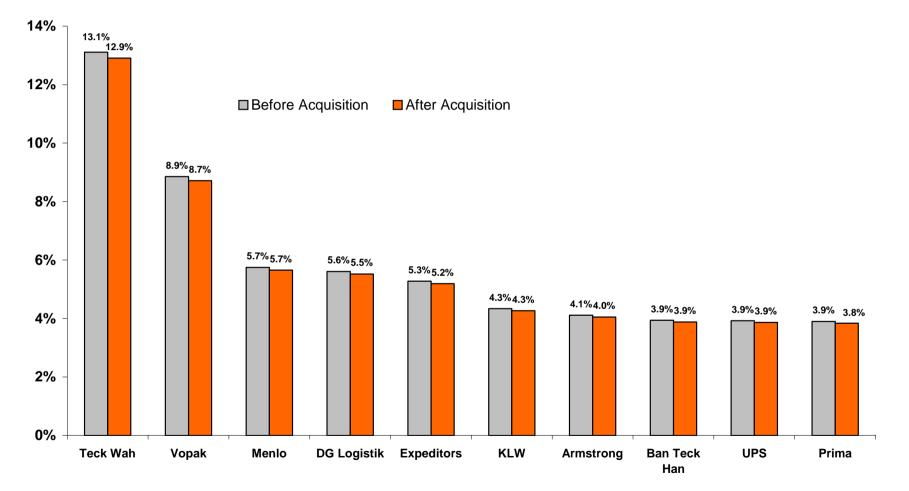


The Property at 39 Changi South Ave 2 is a warehouse complex comprising a 3-storey conventional warehouse as well as a 4-storey ancillary office block.

- Purchase price: S\$9.088m
- Property yield: 7.0%
- Appraised value: S\$9.1m by CB Richard Ellis dated 17 October 2005
- Land tenure: expiry in 2055, including the +30 years option obtained
- Land area: 5,212 sqm
  GFA: 7,232 sqm
  Lettable area: 7,232 sqm
- Lease terms: Sale & leaseback to single tenant. 8 years lease with option for 5 years. First year rental at S\$0.662m pa with stepped up rental increases in the subsequent years of lease
- Tenant: Asia Paint International Pte. Ltd.
- Outgoings: Tenant pays land rent, property tax and property maintenance

# **Reduced tenant concentration**





\* Reflects gross revenue contribution for the month of Sep 2005



# More diversified asset mix

#### Before the acquisition\*

#### Gross Revenue Contribution by Trade Sector (after acquisition) Gross Revenue Contribution by Trade Sector (before acquisition) FTZ 3PL FTZ 3PL 21.9% Oil & Chemical Logistics 22.3% 15.2% **Oil & Chemical Logistics** 15.5% Industrial Warehousing Industrial Warehousing 17.8% 18.1% Non-FTZ 3PL Non-FTZ 3PL 22.6% 23.0% **Distribution Centre Distribution Centre** 14.8% 13.4% Food & Cold Storage Food & Cold Storage 7.6% 7.7%

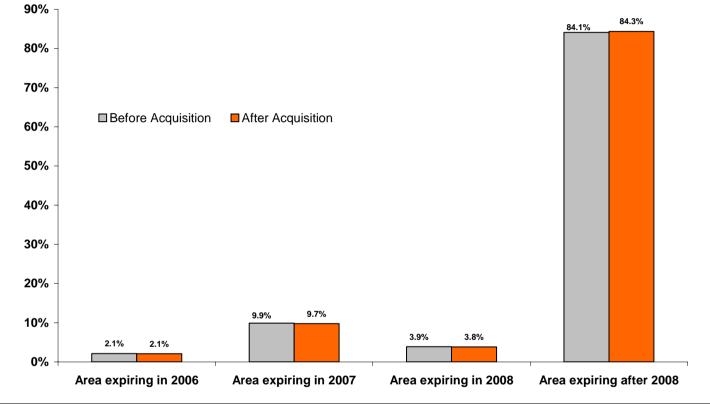
After the acquisition\*

- \* (1) Based on revenue for the month of September 2005 for the existing properties and contracted first year monthly rental for the new property.
- (2) The new property has been classified under Distribution Centre



# Long average lease duration

Lease Expiry Profile by Income



	Initial 15 properties plus SNP & Kenyon	18 properties After APICO
Weighted average lease term to expiry	8.6 years	8.5 years

5



# Leasehold for underlying land still long

#### 80% 68.5% 67.9% 70% ■ Before Acquisition After Acquisition 60% % of Total Lettable Area 50% 40% 30% 20% 12.6% 11.9% 10% 7.3% 6.8% 6.8% 7.3% 5.4% 5.5% 0.0% 0%

**Remaining Years to Expiry of Underlying Land Lease** 

	Initial 15 properties plus SNP & Kenyon	18 properties After APICO
Weighted average of unexpired lease term of underlying land	59.4 years	59.3 years

41 - 50 yrs

51 - 60 yrs

> 60 yrs

31 - 40 yrs

\* Reflects year to expiry from 1 Dec 2005

0 - 20 yrs

21 - 30 yrs

# Acquisition is yield accretive

For Year One	APICO Industrial Building (S\$m)
Property income	0.662
Property expenses	0.028
Net property income	0.634
NPI Yield before acquisition costs (%)	7.0%
Implied NPI yield of MapletreeLog (based on unit price of S\$1.06)	~4.5%



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