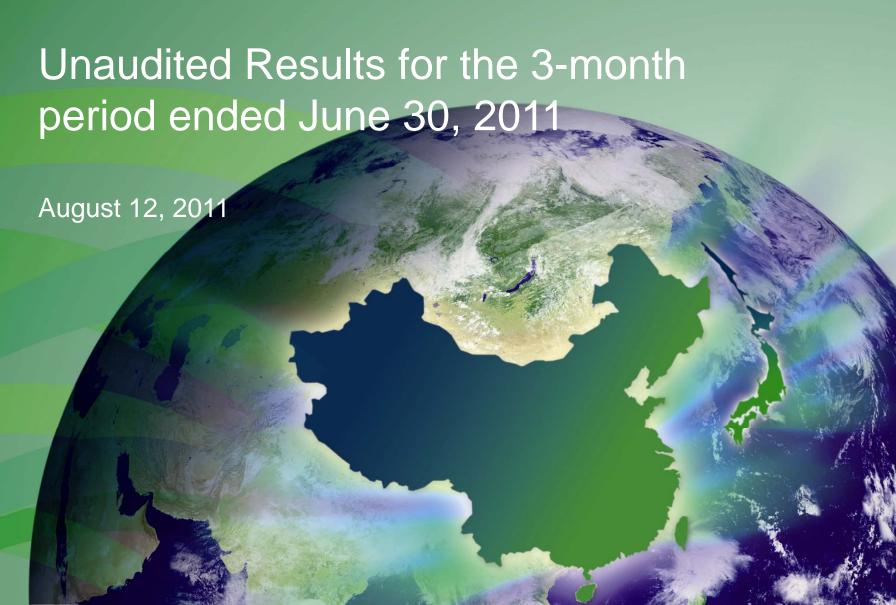


Global Logistic Properties 普洛斯





# Extensive network of modern logistics facilities in Asia

Chongging

Foshan Shenzhen

Zhuhai

Guangzhou LNingbo



# China

- > Presence in 20 major cities
- > 8.1 million sgm of GFA<sup>1 2</sup>
- > 4.1 million sqm of completed GFA1
- > 7.2 million GFA sqm of land reserve<sup>13</sup>
- > Fast-growing logistics market supported by domestic consumption growth
- > Limited supply of modern logistics facilities



- > Presence in 7 major cities
- > 2.8 million sqm of completed GFA<sup>1</sup>
- > Well-established logistics industry
- > Scarcity of modern logistics facilities

We develop, own, manage and lease logistics facilities in the fast growing and well-established logistics markets in Asia

- 100% basis as of June 30, 2011 and exclude GFA attributable to the BLOGIS acquisition.
- Include GFA for completed and stabilised properties, completed and pre-stabilised properties, properties under development or being repositioned, and land held for future development but exclude land reserve
- Land reserves are not recognised in the balance sheet and there is a possibility that it may not convert into land bank.



# Agenda

- > Company overview
- > Financial Highlights
- > Portfolio Summary



# 1Q12 financial highlights



- > Revenue increased by 15% to US\$129 million
- > EBIT¹ excluding revaluation² increased by 7.4% to US\$96 million
- > PATMI excluding revaluation<sup>2</sup> increased by 2.3% to US\$73 million
- > Changes in fair value of investment properties amounted to US\$27 million
- > **Net cash flow generated from operation** is US\$61 million
- > Issuance of RMB3 billion 5 & 7 years Fixed Rate Notes

#### Notes

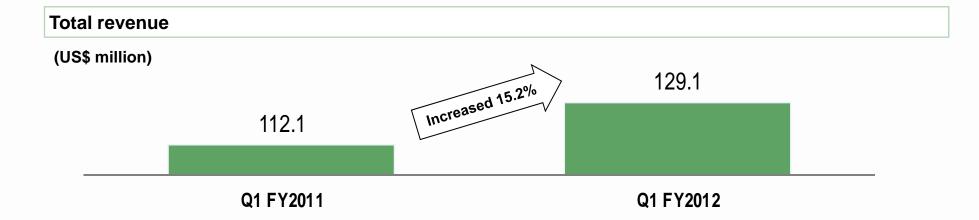
<sup>1</sup> EBIT definition has been changed from earnings before net interest expense and income tax to earnings before net finance costs and income tax.

<sup>2</sup> "revaluation" refers to changes in fair value of investment properties of subsidiaries and the share of changes in fair value of investment properties of joint-controlled entities, net of deferred tax.









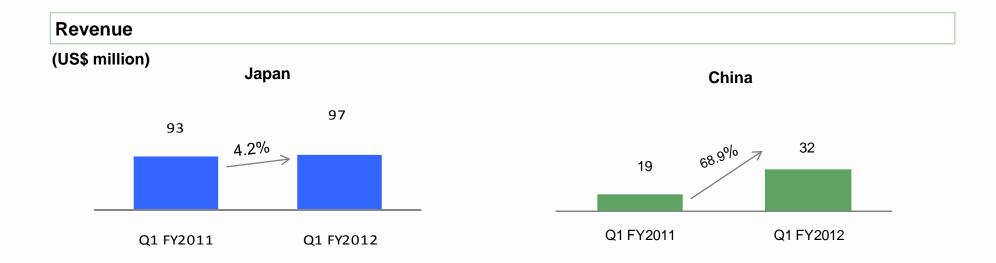
	Income Statements of the Group			
	3-month period ended Jun.30, 2011	3-month period ended Jun.30, 2010	Change %	
Revenue	129.1	112.1	15.2	
EBIT excluding revaluation <sup>1</sup>	95.6	89.0	7.4	
PATMI excluding revaluation <sup>1</sup>	73.3	71.7	2.3	
PATMI	97.3	488.0	-80.1	

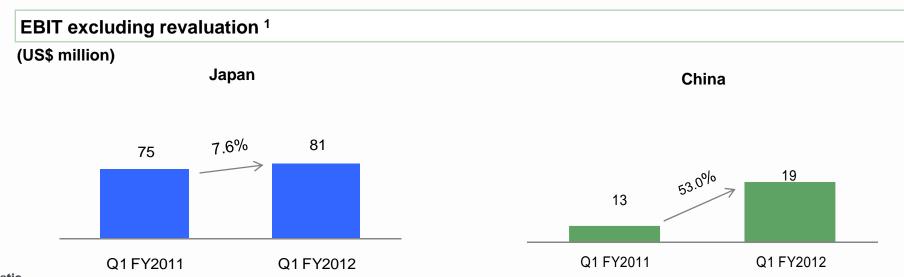


<sup>1.</sup> Revaluation refers to changes in fair value of investment properties of subsidiaries and share of changes in fair value of investment properties of jointly-controlled entities, net of deferred tax.







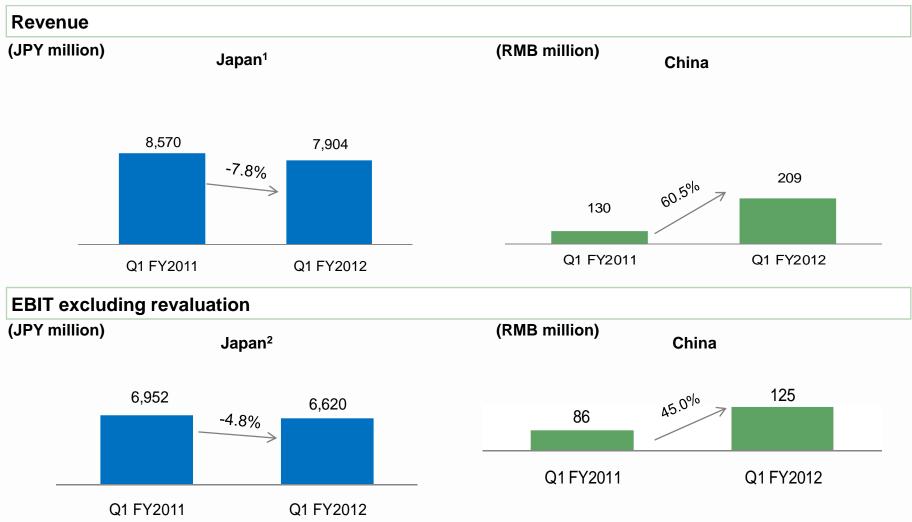




<sup>.</sup> Revaluation refers to changes in fair value of investment properties of subsidiaries and share of changes in fair value of investment properties of jointly-controlled entities, net of deferred tax.









- 1. After adjusting for one-off items in Q1 FY2011 (termination fee income) and in Q1FY2012 (rental loss from earthquake), the revenue would have been JPY8,210 million and JPY8,073 million respectively, resulting in a decrease in revenue of 1.7%.
- 2. After adjusting for the same items above, EBIT excluding revaluation would have been JPY6,592 million and JPY6,789 million respectively, resulting in an increase of EBIT before revaluation of 3.0%.



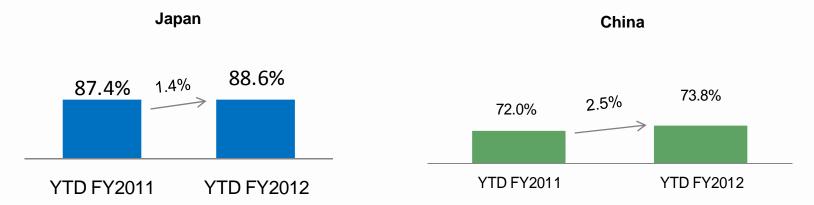




# Net operating income¹ for stabilised properties² (JPY million) Japan (RMB million) China 7,493 -6.5% 7,006 90 25.1°| 90 113

## Net operating income margin³ for stabilised properties

YTD FY2011



YTD FY2011

**YTD FY2012** 



#### Notes:

1. Net Operating Income is calculated as revenue less expenses, both directly relating to property.

YTD FY2012

- 2. "stabilised properties" refers to properties that are 1 year after completion/acquisition or the lease ratio is more than 93%, whichever is earlier.
- 3. Net operating income margin is calculated as net operating income divided by revenue.

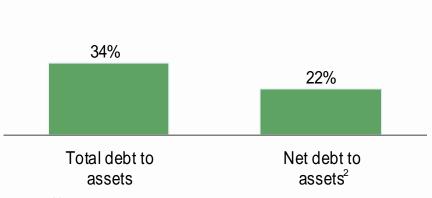


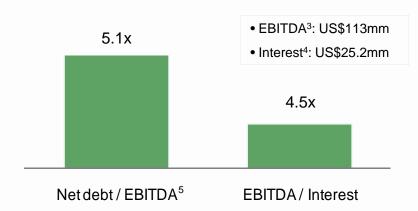


	Balance Sheets of the Group			
	As of	As of	Change	
(US\$ million)	Jun.30, 2011	Mar.31, 2011	%	
Total assets	12,431	11,700	6.2	
Total equity	7,173	6,984	2.7	
Cash	1,964	1,560	25.9	
Total loans and borrowings	4,241	3,692	14.9	
Net debt	2,277	2,132	6.8	
Weighted average interest cost <sup>1</sup>	2.7%	2.6%	3.8	

## Leverage Ratio as of Jun 30, 2011

## Statistics for the period ended Jun 30, 2011





- 1. Includes amortisation of transaction costs for bonds and loans, and annualised for June 30, 2011
- 2. Excludes cash balances as at June 30, 2011
- 3. EBITDA defined as earnings before net interest expense, income tax, amortisation and depreciation, excluding revaluation
- 4. Gross interest before deductions of capitalized interest and interest income
- EBITDA annualised

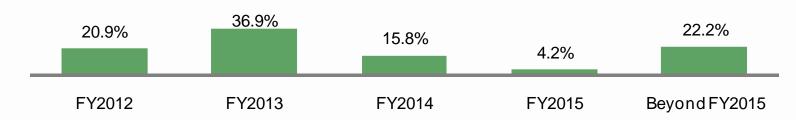






#### GLP debt maturity profile (US\$ million)<sup>1</sup>

**Total: US\$4,241mm** 

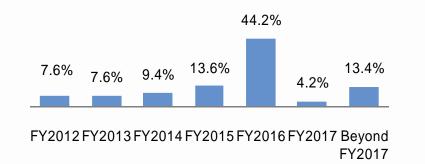


#### Japan debt maturity profile (US\$ mm)<sup>1</sup>

# Total: US\$3,169mm 46.8% 25.4% 19.8% 27.0% 17.9% 1.0% FY2012 FY2013 FY2014 FY2015 Beyond

#### China debt maturity profile (US\$ mm)<sup>1</sup>

**Total: US\$1,072mm<sup>2</sup>** 



#### Notes:

- Based on US\$1.0000=RMB6.4635=JPY80.9800
- 2. Included RMB3 billion borrowed by the List Co. for funding of property projects in China

FY2015





# 1Q12 business highlights



- > Land acquisition of 210,879 sqm of Site Area for the 3 months ended June 30, 2011
- > **Development starts** of 279,256 sqm of GFA for the 3 months ended June 30, 2011
- > New completed properties of 69,318 sqm of GFA for the 3 months ended June 30, 2011
- > Strong customer demand for GLP China facilities
  - stabilised logistics facilities lease ratio of 89% as of June 30, 2011
  - Average **new and expansion leased area per month** of 171,075 sqm during the past 3 months
- > Strong customer demand for GLP Japan facilities
  - stabilised lease ratio of 99%
  - Weighted average lease expiry of 5.8 years
- > Target development starts for FY12 in China: 1.66 million GFA sqm



# Quality portfolio of modern logistics facilities spread across China and Japan



#### Our portfolio

	As of June 30, 2011			As of March 31, 2011		
	Total GFA (sqm million)	Total valuation <sup>1</sup> (US\$mm)	Effective interest <sup>1,2</sup> valuation (US\$mm)	Total GFA (sqm million)	Total valuation <sup>1</sup> (US\$mm)	Effective interest <sup>1,2</sup> valuation (US\$mm)
China portfolio						
Completed and stabilized	3.7	2,058	1,539	3.4	1,878	1,429
Completed and pre-stabilized	0.4	603	329	0.6	703	388
Properties under development or being repositioned <sup>3</sup>	1.8	599	520	1.6	512	437
Land held for future development <sup>4</sup>	2.2	843	497	2.4	850	503
Total China portfolio	8.1	4,103	2,885	8.0	3,943	2,757
Japan portfolio						
Completed and stabilized	2.8	6,361	6,361	2.8	6,179	6,179
Total GLP portfolio	10.9	10,464	9,246	10.8	10,122	8,936

Note: (a) For details to footnotes 1,2,3 and 4, please refer to appendix. (b) Exclude GFA attributable to the BLOGIS













## Excellent lease profile



#### Japan lease ratios (%) and rental (Yen/sqm/mth)<sup>1</sup>



- > Rental rates remains largely stable
- > 99% average lease ratio
- > 80% retention rate
- > Weighted average lease expiry ("WALE") of 5.8 years

### China lease ratios (%) and rental (RMB/sqm/day)<sup>1</sup>



- Strong demand average 171,075 sq.m. of new and expansion lease per month for the past 3 months
- > Domestic consumption and online retail continue to drive demand for logistics space
- > Average rental of ACL is RMB2.78/sqm/day
- > WALE of 2.5 years



Notes:

1. stabilised logistics portfolio; rental includes management fee

# New completed properties in 1Q12





#### Property name:

GLP Park Suzhou Suzhou 29-32,

Suzhou Samsung I2

City: Suzhou

**Site area:** 87,148sq.m.

**GFA:** 53,213 sq.m.

Ownership%: 50%



#### Property name:

GLP Park Genway Genway API PhaseIII

City: Suzhou

**Site area:** 12,189sq.m.

**GFA:** 5,451 sq.m.

Ownership%: 50%



#### Property name:

GLP Park Chongqing

Chongqing II B6

City: Chongqing

Site area: 19,662sq.m.

**GFA:** 10,654 sq.m.

Ownership%: 100%



# Major new leases signed in 1Q12

4

Month	Company	Industry	Country	City	Contract leased area (sqm)	Total leased area with GLP (sqm)
Apr	Major 3PL company	3PL	Japan	Tokyo	8,144	32,463
Jun	DHL	3PL	Japan	Tokyo	34,813	148,066
May	Superex	3PL	Japan	Hiroshima	13,575	13,575
			Japan Total of Majo	r Leases	56,532	
Apr	Shunjie Logistics	3PL	China	Guangzhou	37,815	37,815
Apr	Domtar Corporation	Manufacturer	China	Guangzhou Chengdu, Shenyang	18,431	18,431
Apr & May	Amazon	E-commerce	China	& Suzhou	23,505	102,671
Apr & May	Vancl	E-commerce	China	Qingdao & Ningbo	14,199	141,313
May	Tiantian.com	E-commerce	China	Beijing	12,231	12,231
Jun	Commercial Global	E-commerce	China	Shanghai	103,904	103,904
Jun	Major FMCG company	Manufacturer	China	Suzhou	17,036	50,135
Jun	VIPshop	E-commerce	China China Total of Majo China Other Leases China New & Expan	•	24,389 251,510 261,715 513,225	_49,551

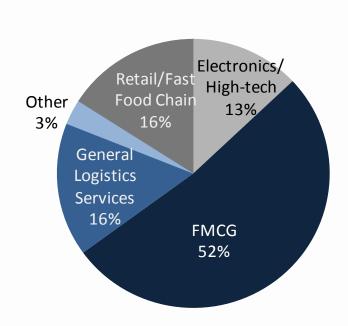


# Rolling 12-month leasing demand



## By leased area<sup>1</sup>

## Japan



#### China Auto & **Parts** 6% Electronics /High-tech Retail/Fast 17% **Food Chain** 35% **FMCG** 14% General Logistics Other Services Pharma / 7% 17% Medical Instrument Machinery 3% 1%



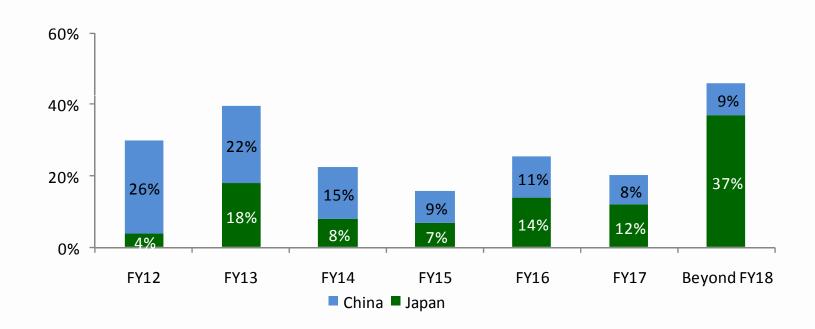
Notes:

1. GLP's leased area by end-user industries for leases signed from July 2010 to June 2011.

# Lease expiry profile



## Lease expiry profile (leased area)





# Summary of major events to-date



- > Pricing of RMB2,650,000,000 fixed rate notes due 2016 and RMB350,000,000 fixed rate notes due 2018 under Global Logistic Properties Limited's US\$2,000,000,000 Euro Medium Term Note Programme
- > Global Logistic Properties and Vancl entered into strategic partnership
- > Global Logistic Properties to partner with Unicharm in building its logistics facilities in China
- > Global Logistic Properties signs long-term lease agreement in Japan with DHL Supply Chain Ltd
- Solution State State
- > Strategic Investment in Shanghai Yupei Group Co., Ltd
- Alibaba Group's Taobao Mall To Cooperate With Global Logistic Properties To Support Their Rapid Growth In China
- > Global Logistic Properties Leases 110,000 Square Metres In GLP Park Jinqiao
- Solution Strengthens Strengthens Its Leadership Position In Shanghai With The Acquisition Of Vailog's Current Property Portfolio





- > Company overview
- > Financial Highlights
- > Portfolio Summary
- > Appendix



# Detailed notes to our portfolio summary table



- <sup>1</sup> For China, currency used is RMB and for Japan, currency used is JPY. As with the balance sheet exchange rates used in the preparation of the annual financials, an exchange rate of US\$1.0000 = RMB 6.4635 = JPY 80.9800 has been applied.
- <sup>2</sup> Includes our effective interest in non-wholly owned entities
- <sup>3</sup> "Properties under development or being repositioned" consists of five sub-categories of properties: (i) properties that we have commenced development, (ii) a logistics facility that is being converted from a bonded logistics facility to a non-bonded logistics facility, (iii) a logistics facility that is being converted from a non-bonded logistics facility to a bonded logistics facility, (iv) a light manufacturing facility comprising several buildings for which we are currently evaluating the feasibility of conversion of such buildings into a business park or research and development centre, and (v) a light industrial and logistics facility which will be upgraded into a standard logistics facility.
- <sup>4</sup> "Land held for future development" refers to land which we have signed the land grant contract and/or we have land certificate, including non-core land and properties occupied by Air China and the Government or its related entities, that GLP doesn't wish to own and will sell.





	Three-month	Three-month
(US\$'000)	period ended	period ended
	30-Jun-11	30-Jun-10
Revenue	129,109	112,067
Other income	2,617	901
Management fees	(17)	(7,619)
Property-related expenses	(21,226)	(16,699)
Other expenses	(17,799)	(4,412)
	92,684	84,238
Share of results (net of income tax) of jointly-controlled entities	2,626	38,956
Profit from operating activities after share of results of jointly-controlled entities	95,310	123,194
Net finance costs	(9,742)	(6,741)
Interest income	502	235
Net borrowing cost	(26, 113)	(18,433)
Foreign exchange gain / (loss)	13,024	9,767
Changes in fair value of financial derivatives	2,845	1,690
Non-operating income	27	-
Profit before changes in fair value of investment properties	85,595	116,453
Changes in fair value of investment properties	27,063	441,828
Profit before income tax	112,658	558,281
Income tax	(14,770)	(57,725)
Profit for the period	97,888	500,556
Attributable to		
Equity holder of the company	97,280	488,039

Note: \* figures for the three months ended June 30, 2010 have been reclassified.



Non-controlling interests

Profit for the period

12,517

500,556

608 **97,888** 

# Balance sheets

(US\$'000)	As at	As at
	30-Jun-11	31-Mar-11
Investment properties	9,388,404	9,078,302
Intangible assets	488,315	489,175
Jointly-controlled entities	388,425	372,433
Deferred tax assets	19,877	19,683
Plant and equipment	5,097	4,620
Other investments	50,645	62,689
Other non-current assets	33,877	22,341
Non-current assets	10,374,640	10,049,243
Trade and other receivables	92,130	90,600
Financial derivative assets	-	-
Cash and cash equivalents	1,963,770	1,559,893
Current assets	2,055,900	1,650,493
Total assets	12,430,540	11,699,736
Share capital	5,941,696	5,941,696
Reserves	860,095	677,471
Equity attributable to equity holder of the company	6,801,791	6,619,167
Non-controlling interests	371,661	364,948
Total equity	7,173,452	6,984,115
Loans and borrowings	3,293,612	2,755,100
Financial derivative liabilities	10,568	10,426
Deferred tax liabilities	358,965	342,603
Other non-current liabilities	131,563	125,795
Non-current liabilities	3,794,708	3,233,924
Loans and borrowings	946,921	937,067
Trade and other payables	499,902	526,654
Financial derivative liabilities	12,434	14,682
Current tax payable	3,123	3,294
Current liabilities	1,462,380	1,481,697
Total liabilities	5,257,088	4,715,621
Total equity and liabilities	12,430,540	11,699,736

