

For Immediate Release

MAPLETREE LOGISTICS TRUST ACCELERATES PORTFOLIO REJUVENATION WITH PROPOSED ACQUISITIONS OF THREE MODERN LOGISTICS PROPERTIES IN MALAYSIA AND VIETNAM

- *Acquisitions of three strategically located, Grade A assets at total agreed property value of S\$226.3 million*
- *Deepen presence in Malaysia and Vietnam – dynamic logistics markets underpinned by favourable structural trends such as consumption growth and supply chain diversification*
- *Proposed acquisitions will be partially funded by recent divestment proceeds, in line with MLT's portfolio rejuvenation strategy*
- *Proposed acquisitions are expected to be distribution per Unit ("DPU") accretive on a historical pro forma basis based on the proposed method of financing*

Singapore, 29 February 2024 – Mapletree Logistics Trust Management Ltd., as manager of Mapletree Logistics Trust (“MLT” or the “Trust”, and as manager of MLT, the “Manager”), is pleased to announce the proposed acquisitions of a logistics property located in Malaysia (the “Malaysia Property”) and two logistics properties located in Vietnam (the “Vietnam Properties”) from wholly-owned indirect subsidiaries of Mapletree Investments Pte Ltd, the sponsor of MLT.

The agreed property values of the Malaysia Property and Vietnam Properties are MYR558.8 million (~S\$157.9 million¹) and VND1,254,523 million (~S\$68.4 million²) respectively. The agreed property value of the Malaysia Property represents a discount of approximately 0.2% and 1.1% to the independent valuations obtained by HSBC Institutional Trust Services (Singapore) Limited, as trustee of MLT (the “Trustee”), and the Manager respectively. The agreed property value of the Vietnam Properties represents a discount of approximately 3.2% and 2.9% to the independent valuations obtained by the Trustee and the Manager respectively. The total acquisition cost, including acquisition-related expenses, is estimated to be approximately S\$234.0 million.

Ms Ng Kiat, Chief Executive Officer of the Manager, said, “Stepping up our portfolio rejuvenation efforts, we have announced or completed over S\$200 million of divestments year-to-date, releasing capital which can be redeployed towards acquisitions. Strategically located in logistics hubs serving the growing consumption bases in Kuala Lumpur, Ho Chi Minh City and Hanoi, these acquisitions position our portfolio to capture emerging

¹ Based on the illustrative exchange rate of S\$1 = MYR3.54

² Based on the illustrative exchange rate of S\$1 = VND18,336

Asia's growth potential. At the same time, developed Asian markets, which account for the majority of our revenue base, continue to provide stability to MLT's portfolio."

Rationale and benefits of the Acquisitions

The proposed acquisitions are in line with the Manager's strategy of active portfolio rejuvenation to enhance MLT's portfolio through accretive acquisitions of modern, well-located properties in key logistics hubs. This strategy is complemented by selective divestments of properties with older specifications, which enable the redeployment of capital towards investments in modern logistics properties with higher growth potential.

Comprising three strategically located Grade A warehouses in Malaysia and Vietnam, the Acquisitions will deepen MLT's network connectivity in these growth markets and position the Trust to capitalise on favourable demand drivers for logistics space, such as growing consumption and greater focus on supply chain diversification.

Deepen MLT's footprint in fast growing logistics markets

The Acquisitions will expand MLT's presence in Malaysia and Vietnam, where robust economic growth and increasing urbanisation are expected to boost consumption and underpin demand for logistics space. Modern Grade A warehouses account for a minority of total supply in Malaysia and Vietnam, comprising 39% and 30% of total warehouse supply by floor area respectively³. MLT's acquisitions of three modern, Grade A logistics facilities position the Trust to meet the evolving demands of tenants, while capturing the rent premiums commanded by modern warehouses over traditional facilities.

The Acquisitions will increase MLT's exposure in Malaysia and Vietnam from 24 assets⁴ to 27 assets. Gross floor area ("GFA") in Malaysia and Vietnam will increase by 20.6% and 21.0% to 775,572 square metres ("sqm") and 703,941 sqm respectively.

Capitalise on supply chain diversification and continued e-commerce growth

Reshaped by the ongoing impact of the US-China trade war, pandemic disruptions, and rising political pressures to deglobalise, global supply chain diversification is set to continue, with businesses shifting from their traditional focus on efficiency to security and resilience. In Asia, Malaysia and Vietnam have been key beneficiaries of this structural shift, in part due to their competitive labour costs, skilled workforces and supportive government policies.

³ Source: Independent market research report commissioned by the Manager: *APAC Logistics Market Research*, Colliers International Consultancy & Valuation (Singapore) Pte Ltd, 3 November 2023 (the "Independent Market Research Report").

⁴ Based on MLT's portfolio as at 31 December 2023.

In addition, the Covid-19 pandemic accelerated digital transformation, with e-commerce revenue growing almost tenfold in Malaysia and threefold in Vietnam between 2016 to 2021⁵. This rapid rise of e-commerce has bolstered demand for logistics space in prime locations near major cities. While the pace of growth is expected to normalise in the coming decade, Malaysia's e-commerce revenue is forecast to expand at a healthy compound annual growth rate ("CAGR") of 6.7% between 2022 and 2026, helped by favourable government policies and increased adoption of digital technology. Vietnam's e-commerce revenue is expected to see a CAGR of 22.1% over the same period, owing to a steady increase in internet penetration⁶.

Addition of high quality, modern assets in key logistics hubs

The Acquisitions will augment MLT's portfolio with the addition of three Grade A logistics facilities built to modern specifications and equipped with green fittings. Strategically located in key logistics hubs near major cities, the Properties have secured near-full occupancy with a diverse tenant base comprising largely of international third-party logistics service providers ("3PLs") and multinational end-users from the e-commerce and consumer sectors.

Malaysia Property

The Malaysia Property ("Mapletree JSA") is located in Shah Alam, one of Malaysia's major industrial regions with close proximity to Kuala Lumpur City Centre (22 kilometres ("km")) and Port Klang (24 km). With the Greater Kuala Lumpur market accounting for approximately 25% of the nation's population⁷, Shah Alam is highly sought after by 3PLs and end-users for domestic distribution and last mile delivery.

Mapletree JSA comprises 2 blocks of 4-storey ramp-up warehouses, with a building age of 0.8 years and a net lettable area ("NLA") of 127,442 sqm as at 31 December 2023. Built to modern specifications including a floor-to-ceiling height of between 10-12 metres and floor loading capacity of 2.5-3 tonnes/sqm, the property had committed occupancy of 96% and a weighted average lease expiry ("WALE") of 2.2 years as at 31 December 2023. Mapletree JSA has since achieved 100% occupancy as at 13 February 2024. Top tenants include a global leader in e-commerce logistics with dominant market share in China and worldwide, one of Singapore's largest 3PLs with a leading presence in Asia Pacific and an international brewing company with a presence in over 150 markets.

Vietnam Properties

The Vietnam Properties comprise a logistics asset in Binh Duong Province ("Mapletree Logistics Park 3") and a logistics asset in Hung Yen Province ("Hung Yen Logistics Park I").

⁵ Source: The Independent Market Research Report.

⁶ Source: The Independent Market Research Report.

⁷ Source: Department of Statistics, Malaysia, 2022 estimates.

Mapletree Logistics Park 3 is located in Binh Duong Province, an established hub for players in the industrial and logistics sector. Binh Duong Province's proximity to Ho Chi Minh City, the largest city in Vietnam with a population of approximately 9.4 million⁸, creates strong demand for warehouse space to support e-commerce and local retailers. Comprising 4 blocks of single-storey warehouses, Mapletree Logistics Park 3 has a building age of 5.5 years and an NLA of 61,712 sqm as at 31 December 2023. Equipped with modern specifications including a floor-to-ceiling height of 8 metres and floor loading capacity of 3 tonnes/sqm, the property has achieved 100% occupancy with a WALE of 1.7 years as at 31 December 2023. Top tenants include established 3PLs which provide export services for goods such as solar panels and local distribution services for fast-moving consumer goods.



Hung Yen Logistics Park I marks MLT's first entry into Hung Yen Province, Vietnam, a Northern province within one hour's drive from Hanoi city centre. With direct access to Highway 5A and the Hanoi-Hai Phong expressway, Hung Yen is attractively located for both export distribution and as a fulfilment centre for e-commerce delivery to Hanoi. Hung Yen Logistics Park I comprises 4 blocks of single-storey warehouses, with a building age of 2.0 years and an NLA of 60,186 sqm as at 31 December 2023. Equipped with modern specifications including a floor-to-ceiling height of 8 metres and floor loading capacity of 2 tonnes/sqm, the property has achieved 90% occupancy with a WALE of 1.1 years as at 31 December 2023. Top tenants include a blue-chip Japanese multinational electronics company, the logistics arm of one of Vietnam's largest conglomerates, and a leading Vietnam-based shipping company.

Enhance green credentials of MLT's portfolio

Mapletree JSA and Hung Yen Logistics Park I have been awarded GreenRE Silver and EDGE certifications respectively, while Mapletree Logistics Park 3 is undergoing EDGE certification process. All three properties incorporate green features such as 100% LED lighting and water efficient fittings. In addition, Mapletree JSA features rooftop solar panels with a solar generating capacity of 1.3MWp and a smart energy metering system. Post-acquisition, MLT's green certified space will increase from 33.3%⁹ to 34.6% of its portfolio by GFA, contributing to its target of achieving green certifications for 80% of GFA by 2030.

Funding for the Acquisitions

The Manager intends to finance the proposed Acquisitions through a mix of debt and part of the sale proceeds from divestments in recent quarters. MLT's aggregate leverage is expected to increase from 38.8% (as at 31 December 2023) to 39.6% on a *pro forma* basis after financing the Acquisitions and also taking into account: (a) the divestment of two properties in Malaysia which is pending completion as announced by MLT on 10 November 2023; (b) the divestment of 73 Tuas South Avenue 1 in Singapore that was completed on 19 February

⁸ Source: Vietnam General Statistics Office, 2022 estimates.

⁹ Based on MLT's portfolio as at 31 December 2023.

2024; and (c) the acquisition of Mapletree (Farukhnagar) Logistics Park that was completed on 26 February 2024.

The Malaysia Property is expected to generate an initial net property income (“NPI”) yield of approximately 5.7%, while the Vietnam Properties are expected to generate an initial NPI yield of approximately 7.5% based on the agreed property values of MYR558.8 million and VND1,254,523 million respectively. Based on the proposed method of financing, the Manager expects the Acquisitions to be accretive to MLT's DPU on a historical *pro forma* basis.

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About Mapletree Logistics Trust (“MLT”)

MLT, the first Asia-focused logistics REIT in Singapore, was listed on the SGX-ST main board on 28 July 2005. MLT’s principal strategy is to invest in a diversified portfolio of income-producing logistics real estate and real estate-related assets. As at 31 December 2023, it has a portfolio of 187 properties in Singapore, Australia, China, Hong Kong SAR, India, Japan, Malaysia, South Korea and Vietnam with assets under management of S\$13.3 billion. MLT is managed by Mapletree Logistics Trust Management Ltd., a wholly-owned subsidiary of Mapletree Investments Pte Ltd. For more information, please visit www.mapletreelogistictrust.com.

Important Notice

This release is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for units in MLT (“Units”). The past performance of MLT and the Manager is not necessarily indicative of the future performance of MLT and the Manager. The value of Units and the income derived from them may fall as well as rise. Units are not obligations of, deposits in, or guaranteed by, the Manager or any of its affiliates. An investment in Units is subject to investment risks, including the possible loss of the principal amount invested. Investors have no right to request the Manager to redeem their Units while the Units are listed. It is intended that Unitholders of MLT may only deal in their Units through trading on the Singapore Exchange Securities Trading Limited (“SGX-ST”). Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.

This release may contain forward-looking statements that involve 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. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from similar developments, shifts in expected levels of property rental income, changes in operating expenses, including employee wages, benefits and training, property expenses and governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the Manager’s current view of future events.

Nothing in this release should be construed as financial, investment, business, legal or tax advice and you should consult your own independent professional advisors. This release shall be read in conjunction with MLT’s announcement on the SGXNET titled “THE PROPOSED ACQUISITIONS OF (A) THE MALAYSIA PROPERTY AND (B) A 100.0% INTEREST IN TWO LOGISTICS ASSETS LOCATED IN VIETNAM THROUGH THE ACQUISITION OF TWO PROPERTY HOLDING COMPANIES, AS INTERESTED PERSON TRANSACTIONS” dated 29 February 2024.