

## Overview

## Value Creation

MLT is a leading provider of logistics real estate in the Asia Pacific region owning and managing a portfolio of 145 logistics properties in eight geographic markets. With a strong track record in the region, MLT aims to be the landlord of choice offering quality logistics space and connectivity for tenants who are looking to expand regionally. Our business model seeks to create and deliver sustainable value for all our stakeholders.

## Our Resources

**Financial Capital**

Diversified sources of funds

**Manufactured Capital**

Value-adding investments through acquisitions of high-quality properties and redevelopment projects

**Social and Relationship Capital**

Relationships with stakeholders and MLT's brand and reputation

**Human Capital**

Experienced and committed team of professionals

**Natural Capital**

Natural resources such as energy and water

**Organisational Capital**

Robust corporate governance and risk management framework, systems and procedures

## Our Strategy

**Our Strategy Pillars**

In line with our mission to provide Unitholders with competitive total returns, the Manager follows a "Yield + Growth" strategy which focuses on the two key areas of optimising yield on existing assets and augmenting growth through acquisitions or development projects which offer attractive returns. Both focus areas are underpinned by a prudent risk and capital management approach.

**Yield Optimisation on Existing Portfolio****DIVESTMENTS**

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Properties

**\$275.3M**

- Tailor leasing strategy to meet local market conditions
- Maintain a well-staggered tenancy profile
- Maintain a balanced mix of single-user assets and multi-tenanted buildings
- Improve operational efficiency of properties
- Optimise returns via asset enhancement and/or redevelopment
- Selective divestments of low-yielding properties with older specifications

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**Our Differentiation****Regional Network**

Over the years, MLT has established an extensive network of over 140 quality and well-located logistics properties across eight geographic markets in Asia Pacific which enables us to offer customers a broad range of regional leasing options.

**Our Governance Framework****Competent Leadership**

Strong and competent leadership is essential in enhancing corporate accountability and long-term sustainability to preserve and maximise stakeholder value. A well-informed and fully engaged board provides strategic direction to an experienced management team which drives focused execution.

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## Growth via Acquisitions and Development

### ACQUISITIONS

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Modern Logistics Facilities

**S\$752.8M**

- Disciplined acquisitions of quality, well-located assets that add scale and strategic value to the portfolio
- Offer attractive value propositions to customers in support of their regional expansion plans
- Supported by a committed Sponsor which has extensive development expertise and regional presence as evidenced by its strong platform of logistics development projects in Asia Pacific

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## Prudent Capital Management

**S\$250.0M**  
Equity Fund Raising

**77%** Debt Hedged into Fixed Rates     **82%** Income Hedged for FY20/21

- Maintain a strong balance sheet
- Diversify sources of funding
- Optimise cost of debt financing
- Manage exposure to market fluctuations in interest rate and foreign exchange through appropriate hedging strategies

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### Customer and Market Knowledge

Staying committed to our principle to stay close to our customers and “be the first to know”, our strong on-the-ground local expertise has been advantageous in helping us to respond swiftly to evolving market conditions, meet tenants’ requirements and support their regional expansion plans.

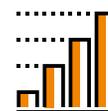


### Effective Risk Management

Risk Management is an integral part of the Manager’s business strategy in order to deliver competitive total returns. A proactive approach to risk management allows the Manager to safeguard and create value for Unitholders.

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## Our Key Stakeholders



### Investors and Unitholders

We aim to provide Unitholders with competitive total returns through regular distributions and growth in asset value.

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### Employees

We recognise that our people are our most valuable asset and strive to be an employer of choice through fair hiring, competitive compensation, professional development and employee engagement.

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### Tenants

We focus on fostering strong long-term relationships with existing and potential tenants to actively understand and meet their evolving business needs.

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### Governance and Regulators

Ensuring high levels of corporate governance and transparency across our business operations is of utmost importance to us.

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### Business Partners (e.g. Third-Party Service Providers)

We seek to create value for our business partners and as a responsible landlord, this includes safeguarding the health and safety of third-party service providers.

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