

Leveraging our competitive strengths ▶▶▶

Overview

OUR STRATEGY

With the logistics sector demonstrating resilience during a period of global economic recovery, we leveraged our competitive strengths, resources as well as expertise in asset and capital management to deliver on our “Yield+Growth” strategy. Backed by an unwavering focus to build a resilient and future-ready portfolio, we continued to advance our geographical reach and scale up our portfolio, positioning MLT well to capture growth opportunities.

Our Strategic Objectives

- ▶ Deliver sustainable long-term shareholder value
- ▶ Maximise the returns from the investment portfolio
- ▶ Manage our balance sheet effectively
- ▶ Maximise development performance
- ▶ Ensure high levels of tenant satisfaction
- ▶ Attract, develop, retain and motivate high performance individuals
- ▶ Continually improve sustainability performance

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Our Strengths

Extensive Regional Network

MLT’s extensive and growing network of 183 modern logistics facilities across nine geographic markets in Asia-Pacific enables us to offer a variety of regional leasing solutions to support customers’ business and expansion needs in multiple locations.

In-depth Customer and Market Knowledge

MLT’s principle to stay close to our customers and “be the first to know”, coupled with 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.

Diversified and Resilient Portfolio

MLT’s diversification by geographies and customers helps reduce the impact of market volatility while allowing us to capture growth at different phases of the economic cycles. Our well-diversified portfolio underpins MLT’s consistent performance and income resilience.

Financial Strength

MLT’s balance sheet strength and proactive capital management provide us with the financial flexibility to navigate economic challenges and seize growth opportunities.

Commitment to Environmental Stewardship

MLT’s environmental stewardship delivers business value to our various stakeholders and strives to minimize our impact on the environment. We are committed to providing high quality logistics and distribution spaces that will benefit the environment, our tenants and MLT.

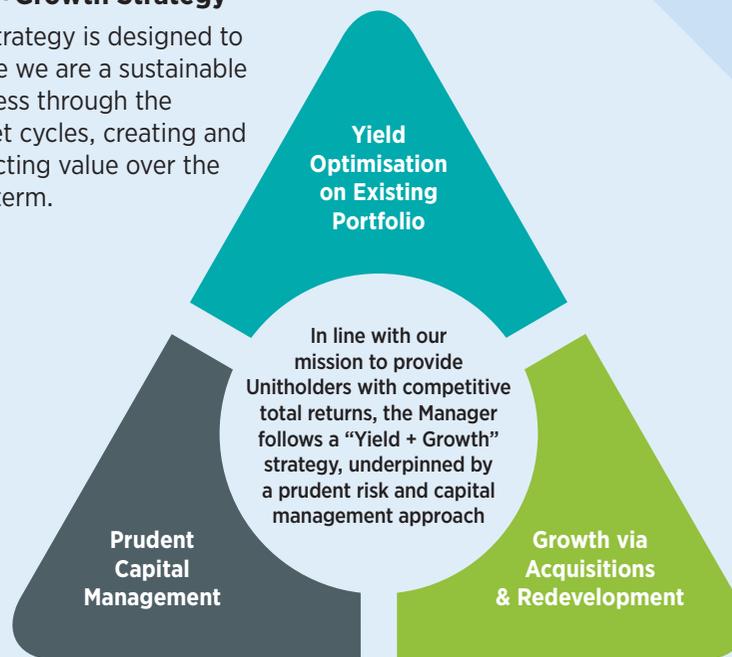
Diverse, Dedicated and Experienced Team

Led by a dedicated and experienced Board, MLT’s diverse and talented professional team drives focused execution and is vital to our business success.

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Yield+Growth Strategy

Our strategy is designed to ensure we are a sustainable business through the market cycles, creating and protecting value over the long-term.



Yield Optimisation on Existing Portfolio

- ▶ Tailor leasing strategy to meet local market conditions
- ▶ Maintain a well-staggered lease expiry 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

Growth via Acquisitions & Redevelopment

- ▶ 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

Prudent Capital Management

- ▶ 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

to deliver on our “Yield+Growth” strategy

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Value Creation

Regional Network

S\$1.8B

value of acquisitions in FY21/22

62

cities in nine geographic markets

Customer and Market Knowledge

47%

of revenue from multi-location tenants

68%

tenant retention

Diversified and Resilient Portfolio

96.7%

stable occupancy rate

5.5%

year-on-year DPU growth

Financial Strength

Raised

S\$692.8M

of equity

Issued

S\$400M

3.725% perpetual securities

Environmental Stewardship

31.1%

year-on-year increase in total solar generating capacity to 13.8 MWp

Planted

>1,000

trees across MLT's portfolio

Diverse, Dedicated and Experienced Team

33%

female representation on the Board

35.8

average training hours per employee

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Opportunities

- ▼ Asia's Resilient Economies
- ▼ Accelerated E-commerce Adoption
- ▼ Supply Chain Resiliency
- ▼ Focus on Sustainability

Headwinds

- ▼ COVID-19
- ▼ Geopolitical Uncertainty
- ▼ Rising Interest Rates
- ▼ High Energy Prices



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Growing with Our Stakeholders



Tenants

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

▼ Read more on page 44



Investors and Unitholders

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

▼ Read more on pages 26 to 27



Employees

We strive to be an employer of choice through fair hiring, competitive compensation, professional development and employee engagement.

▼ Read more on pages 142 to 144



Government and Regulators

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

▼ Read more on pages 110 to 125



Business Partners

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

▼ Read more on pages 145 to 146



Local Communities

As a responsible corporate citizen, we are committed to delivering positive social impact and driving social sustainability as we seek to touch lives in a meaningful way.

▼ Read more on pages 147 to 148