

# Investor Relations

At MLT, our philosophy is that good investor relations is essential to sustaining value for Unitholders over the long-term. To this end, we continue to engage and develop long-term relationships with our Unitholders, investors, analysts, media and stakeholders through equitable, timely and transparent communications.

We endeavour to provide the investment community with an accurate account of MLT's affairs through regular disclosure of material developments, financial performance and operational updates, enabling investors to make informed decisions.

The planning and delivery of our proactive investor relations programme rests on our dedicated investor relations team which works closely with senior management to facilitate high standards of disclosure and effective two-way communication with stakeholders.

## Robust Disclosure Practices

As governments around the world mandated lock-downs, border closures and social distancing measures, travel and physical meetings proved to be challenging in FY20/21. Consequently, we have taken our investor relations programme fully virtual. We were responsive and readily available for one-on-one calls and/or virtual meetings with investors to address concerns and queries on our strategy, business, industry and outlook. These investor interactions not only update our investors on our business but also allow us to understand their priorities and any concerns, especially in these uncertain times.

On 9 January 2020, the Singapore Exchange ("SGX") announced that quarterly reporting would no longer be required for most SGX-listed companies, including MLT. Testament to our commitment to investors, we elected to continue quarterly reporting, ensuring an uninterrupted flow of financial and business updates to our stakeholders.

All announcements and press releases related to our latest corporate developments are issued promptly through SGX ([www.sgx.com](http://www.sgx.com)) and are also made available on MLT's website ([www.mapletreelogisticstrust.com](http://www.mapletreelogisticstrust.com)).

For the convenience of investors and the general public, we continually update our corporate website with the latest information on MLT. This includes publications such as annual reports, sustainability reports and circulars; detailed information on our asset portfolio and management team; a list of sell-side analysts covering MLT; and an event calendar, amongst others.

Investors are able to subscribe to our email alerts to receive prompt updates on corporate developments and send queries or feedback through our dedicated email address: [Ask-MapletreeLog@mapletree.com.sg](mailto:Ask-MapletreeLog@mapletree.com.sg).

To cater to an increasingly global and digitally connected investor base, we conducted live webcasts of our half-year and full-year results briefings, allowing management to address online queries from the investment community. Recordings of the audio webcasts are accessible on our corporate website.

## Investor Relations Activities

On 14 July 2020, we held our 11<sup>th</sup> Annual General Meeting ("AGM") via electronic means. In line with virtual AGM guidelines set forth by regulators, we published responses to substantial and relevant questions from Unitholders for the AGM prior to the event. The Q&A document covered topics such as the impact of COVID-19 on our business, updates on Hong Kong SAR, business strategy, capital management and workforce diversity.

During the virtual event, senior management presented on MLT's financial performance, business operations and strategic direction to more than 120 Unitholders. The detailed minutes of the AGM and related documents are posted on our corporate website for greater transparency and accessibility.

On 23 November 2020, we held a hybrid Extraordinary General Meeting ("EGM") in relation to the proposed acquisition of nine properties in China, Malaysia and Vietnam, and the remaining 50.0% interest in 15 properties in China. Our hybrid EGM was the first of its kind to be held in Singapore, allowing Unitholders to



MLT's Extraordinary General Meeting held on 23 November 2020 was conducted in a hybrid format (physical meeting and virtual meeting)

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attend in person or via virtual means. We also offered a live chat feature for Unitholders who were participating virtually to engage management with their questions in real time. The hybrid EGM was well-attended by over 110 Unitholders who approved all resolutions tabled at the meeting.

Despite the limitations presented by COVID-19 in FY20/21, we continued to actively reach out to institutional and retail investors. We met with over 170 institutional investors in Singapore and globally through virtual one-on-one and group meetings, virtual non-deal and deal roadshows, virtual investor conferences, and conference calls. The advantage of virtual meetings is that it

enables management to engage with investors in regions that we would not normally have had the capacity to visit.

MLT is also a member of the Investor Relations Professionals Association Singapore ("IRPAS") and the REIT Association of Singapore ("REITAS").

We remain committed to delivering best practice investor relations and to upholding the highest standards of corporate governance and transparency in our engagement with Unitholders and the investment community.

### Research Analyst Coverage

MLT is currently covered by 17 sell-side local and foreign research houses, up from 15 in the previous year. During the year, Macquarie Research and Morgan Stanley initiated coverage on MLT with Buy recommendations.

- Bank of America
- CGS-CIMB
- Citigroup Research
- CLSA
- Credit Suisse
- Daiwa Capital Markets
- DBS Bank
- Goldman Sachs
- HSBC Global Research
- JP Morgan
- Maybank Kim Eng
- Macquarie Research
- Morgan Stanley
- Morningstar Equity Research
- OCBC Investment Research
- UBS Securities
- UOB Kay Hian Research

### UNITHOLDERS ENQUIRIES

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#### The Manager

**Ms Lum Yuen May**

*Investor Relations*

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#### Substantial Unitholders Enquiries

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#### Unit Registrar

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For depository-related matters, please contact:

#### The Central Depository (Pte) Limited

11 North Buona Vista Drive

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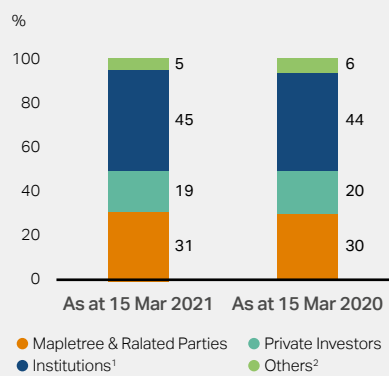
**T:** (65) 6535 7511

**E:** asksgx@sgx.com

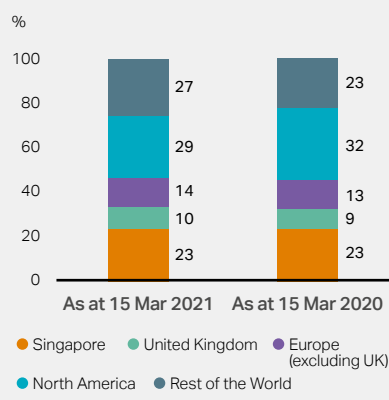
**W:** www.sgx.com/cdp

### UNITHOLDERS

Unitholder Profile by Type



Institutional Holders by Region



#### Notes:

<sup>1</sup> Institutions include private banks.

<sup>2</sup> Others include corporates, brokers, non-profit organisations, custodians and nominees.

Event / Activity	FY20/21	FY21/22 (tentative)
1Q results announcement	20 July 2020	July 2021
1Q distribution to Unitholders	11 September 2020	September 2021
2Q results announcement	19 October 2020	October 2021
2Q distribution to Unitholders		
· Cumulative Distribution (1 July 2020 to 28 October 2020)	4 December 2020	December 2021
3Q results announcement	25 January 2021	January 2022
3Q distribution to Unitholders		
· Balance 3Q Distribution (29 October 2020 to 31 December 2020)	15 March 2021	March 2022
4Q results announcement	21 April 2021	April 2022
4Q distribution to Unitholders	10 June 2021	June 2022