

Building Strength, Steering Growth

Amid a challenging operating environment, we leveraged our competitive strengths, resources as well as expertise in asset and capital management to deliver on our “Yield+Growth” strategy. With continued progress made in building strength and resilience into our portfolio, we are well-positioned to capture growth opportunities in the logistics market.

BUILDING STRENGTH

Regional Network

MLT’s network of 163 modern well-located logistics facilities across nine geographic markets in Asia Pacific enables us to offer customers a variety of regional leasing solutions.

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, enables us to respond swiftly to tenants’ changing requirements.

Diversified and Resilient Portfolio

MLT’s diversification by geographies and customers reduces the impact of market volatility and cyclicality, underpinning the Trust’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 the challenging economic environment and seize growth opportunities.

Commitment to Environmental Stewardship

MLT’s environmental stewardship strives to minimise our environmental footprint while delivering high quality logistics spaces and business value to our various stakeholders.

Dedicated and Experienced Team

MLT’s dedicated and professional team drives focused execution and is vital to our business success, especially in these uncertain times.

STRATEGY

- 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 with a strong platform of logistics development projects in Asia Pacific



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

OUR KEY STAKEHOLDERS



Tenants

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



Investors and Unitholders

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



Employees

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

→ Read more on page 45

→ Read more on pages 6 to 7

→ Read more on pages 156 to 159

VALUE CREATION

Regional Network



S\$1.6B
value of acquisitions
in FY20/21

53
cities in nine
geographic markets

→ Read more on pages 42 to 48

Customer and Market Knowledge



43%
of revenue from
multi-location tenants

73%
Tenant
Retention

→ Read more on pages 42 to 48

Diversified and Resilient Portfolio



97.5%
Stable occupancy rate

2.3%
DPU growth

→ Read more on pages 30 to 34, 42 to 48

Financial Strength



Raised
S\$644.1M
of equity

Issued
JPY9.5B
of medium-term notes

→ Read more on pages 36 to 39

Commitment to Environmental Stewardship



3
new solar installations
in Singapore and Australia

Secured
S\$350M
green loans

→ Read more on pages 153, 165 to 169

Dedicated and Experienced Team



98%
Employee Engagement
Survey Participation

80%
of employees are
proud to work at MLT

→ Read more on page 158

STEERING GROWTH



Resilient
Domestic
Consumption



Accelerated
E-commerce
Adoption



Emphasis on
Supply Chain
Resiliency



Regional
Free Trade
Agreements



Green
Logistics

→ Read more on pages 40 to 41



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 123 to 141



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 159 to 161



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 162 to 164