

# Results for the Fourth Quarter ended 31 December 2008

22 January 2009

maple<sup>re</sup>tree  
logisticstrust



# Disclaimer

***This Presentation is focused on comparing results for the three months ended 31 December 2008 versus results achieved in the three months ended 31 December 2007 and versus results achieved in the previous quarter ended 30 September 2008. This shall be read in conjunction with Mapletree Logistics Trust's financial results for the three months ended 31 December 2008 in the SGXNET announcement.***

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 current view of management on future events.

# Agenda

- **Key Highlights**
- **Capital Management**
- **Quality Portfolio**
- **Outlook for 2009**
- **Summary**
- **Appendix**

# Key Highlights

# Key highlights

- **Robust FY 08 results**

- Full year DPU 7.24 cents; +10.2% YoY

- **Moody's affirmed Baa2 rating, upgraded outlook to stable**

- Lowered gearing to 38.5% from 53.4%<sup>1</sup>
- No refinancing risk

- **Portfolio resilience**

- Diversified tenant base
- High tenant retention results in virtually full occupancy
- Leasing stickiness despite macro concerns
- Strong leasing covenants, e.g. ample security deposits, rental escalations etc.

# Key highlights

- **“Yield + Growth” strategy intact**
  - Focus on yield optimisation and cash flow preservation
  - Acquisition freeze in the near term
- **Strong and committed Sponsor**
  - Continue to incubate development pipelines

# Statement of total return

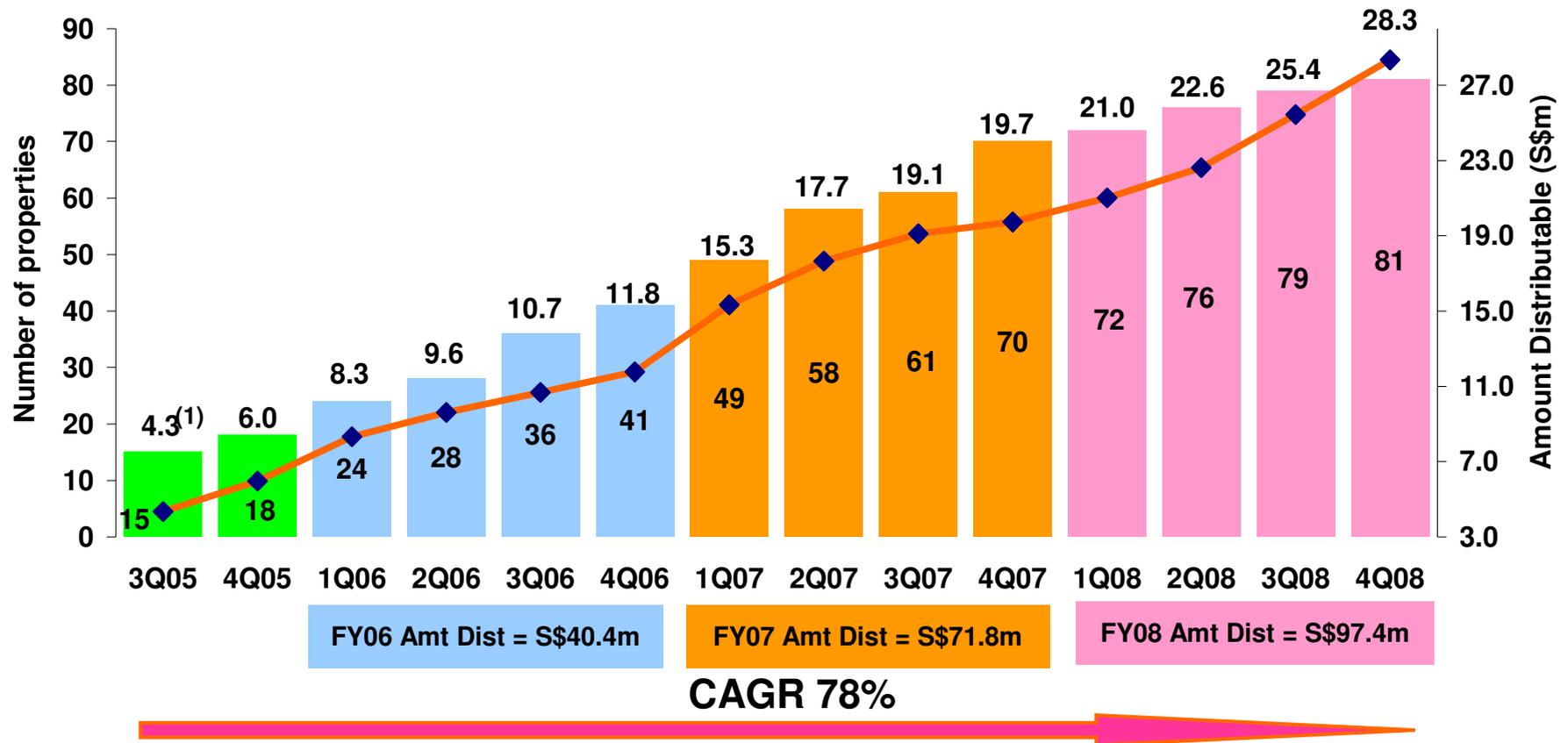
## Year-on-year review

IN S\$ THOUSANDS	4Q 2008	4Q 2007	Variance	FY 2008	FY 2007	Variance	3Q 2008	Variance
GROSS REVENUE	52,397	40,263	↑ 30.1%	184,922	141,708	↑ 30.5%	46,046	↑ 13.8%
PROPERTY EXPENSES	(7,296)	(4,962)	↑ 47.0%	(23,929)	(16,794)	↑ 42.5%	(5,802)	↑ 25.7%
NET PROPERTY INCOME	45,101	35,301	↑ 27.8%	160,993	124,914	↑ 28.9%	40,244	↑ 12.1%
AMOUNT DISTRIBUTABLE	28,349	19,731	↑ 43.7%	97,413	71,831	↑ 35.6%	25,432	↑ 11.5%
AVAILABLE DPU (CENTS)	1.46 <sup>(1)</sup>	1.78	↓ -18.0% <sup>(1)</sup>	7.24 <sup>(1)</sup>	6.57	↑ 10.2%	1.84	↓ -20.7% <sup>(1)</sup>

(1) Drop is due to the full quarter impact from dilution - following the rights issue which was completed on 22 August 2008 where total number of outstanding units increased from 1,108 million to 1,939 million.

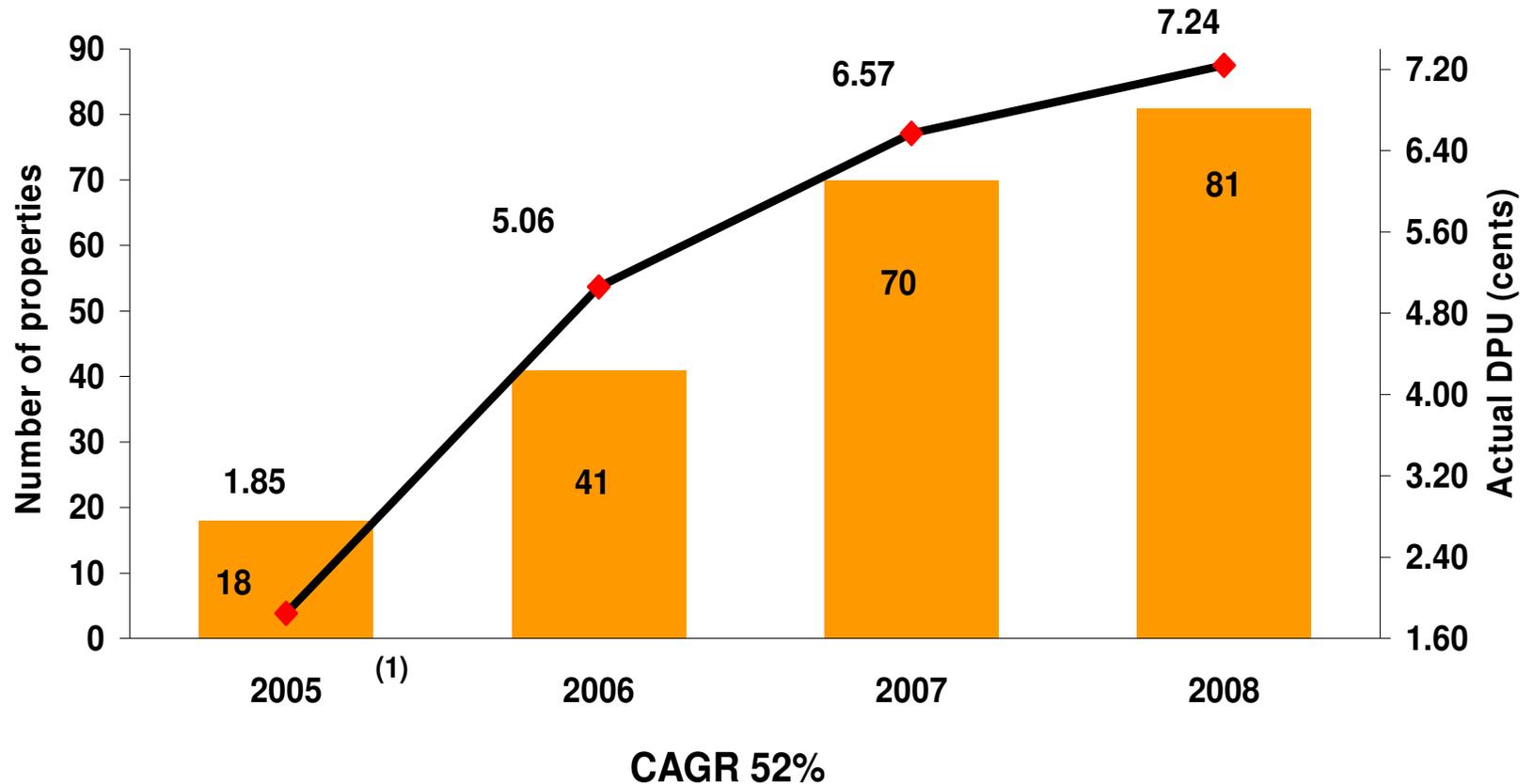
# Scorecard since IPO (Amount Distributable)

Asset Value (\$)	\$422m	\$462m	\$715m	\$1.0b	\$1.1b	\$1.4b	\$1.5b	\$2.1b	\$2.4b	\$2.4b	\$2.5b	\$2.5b	\$2.7b	\$2.9b
Lettable Area (mil sqm)	0.8	0.8	0.9	1.1	1.2	1.4	1.5	1.6	1.6	1.8	1.9	2.0	2.1	2.1



# Scorecard since IPO (DPU)

Asset Value (S\$)	462 m	1.4 b	2.4 b	2.9 b
Lettable Area (mil sqm)	0.8	1.4	1.8	2.1



# 23.7% increase in portfolio value in FY 08

## Breakdown by Countries

<b>MLog Group Total</b>	<b>Val 2007 (S\$)</b>	<b>Val 2008 (S\$)</b>	<b>Variance (S\$)</b>
Singapore	1,083,750,000	1,275,300,000	191,550,000
Hong Kong	677,465,210	706,262,858	28,797,648
Japan	412,779,213	642,886,633	230,107,420
China	106,614,879	182,246,232	75,631,354
Malaysia	98,371,222	121,538,715	23,167,493
South Korea	0	15,120,930	15,120,930
<b>Total</b>	<b>2,378,980,524</b>	<b>2,943,355,369</b>	<b>564,374,845</b>

Overall portfolio revaluation gain of 3.3% in FY 08 (S\$94.1 million)

<b>Top 5 Contributors</b>	<b>Revaluation Gains (S\$m)</b>	<b>% of Total Reval Gains</b>
9 Tampines St 92	12.7	13.5%
Shatin 4	12.7	13.5%
Jurong Logistics Hub	8.8	9.4%
Shibusawa (Hong Kong) Building	7.9	8.4%
Grandtech Centre	6.3	6.7%
<b>Total</b>	<b>48.4</b>	<b>51.5%</b>

# Capital Management

# Prudent capital management

- **Moody's affirmed MLog's Baa2 rating and upgraded the outlook to stable from negative**
- **Lowered leverage ratio to 38.5% from 53.4% <sup>1</sup>**
- **No refinancing risk – have sufficient committed lines to meet all 2009 debt obligations when they become due**
- **Improved Interest Cover to 3.9x, from 3.1x in Dec 07**

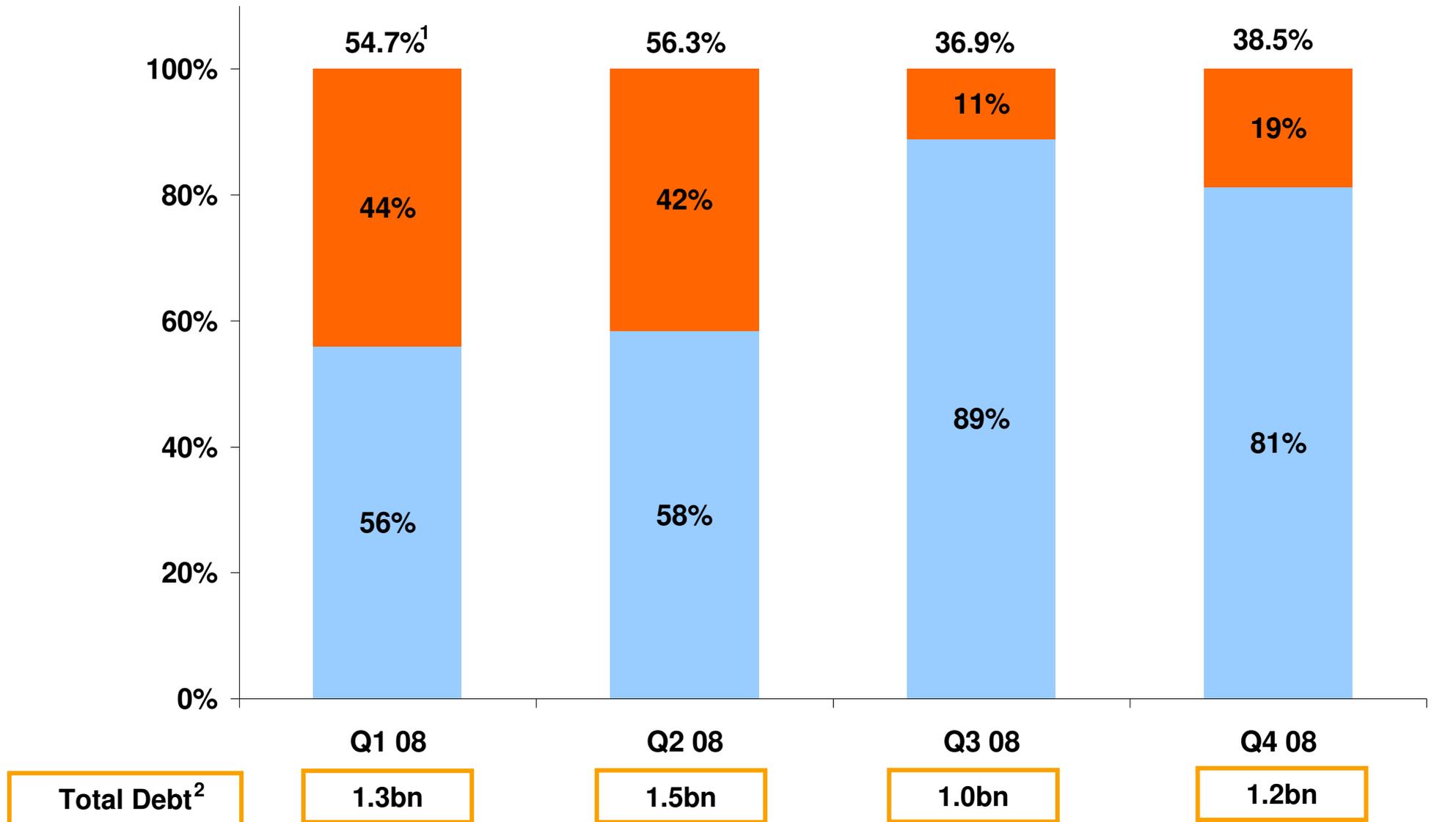
# Capital management

Balance Sheet	30 Sep 2008	31 Dec 2008
	S\$'000	S\$'000
Total assets	2,796,840	3,046,257
<i>Including</i>		
<i>Investment Properties</i>	2,673,949	2,849,298
<i>Revaluation Gains</i>	-	94,057
Total liabilities	1,147,467 <sup>1</sup>	1,324,213 <sup>2</sup>
Net assets attributable to unitholders	1,649,373	1,722,044
NAV per Unit	S\$0.85 <sup>3</sup>	S\$0.89 <sup>4</sup>
Financial Ratio		
Aggregate Leverage Ratio	36.9%	38.5%
Total Debt	S\$1,023 million	S\$1,159 million
Weighted Average Annualised Interest Rate	2.7%	3.0%
Interest Service Ratio <sup>5</sup>	3.7 times	3.9 times

*Footnotes:*

1. *Includes derivative financial instruments, at fair value, liability of S\$29.1 million.*
2. *Includes derivative financial instruments, at fair value, liability of S\$53.5 million.*
3. *Includes net derivative financial instruments, at fair value, liability of S\$20.5 million. Excluding this, the NAV per unit would be S\$0.86.*
4. *Includes net derivative financial instruments, at fair value, liability of S\$45.4 million. Excluding this, the NAV per unit would be S\$0.91.*
5. *Ratio of EBITDA over interest expense for period up to balance sheet date.*

# 81% of total debt are long term



1 – Indicates leverage ratio

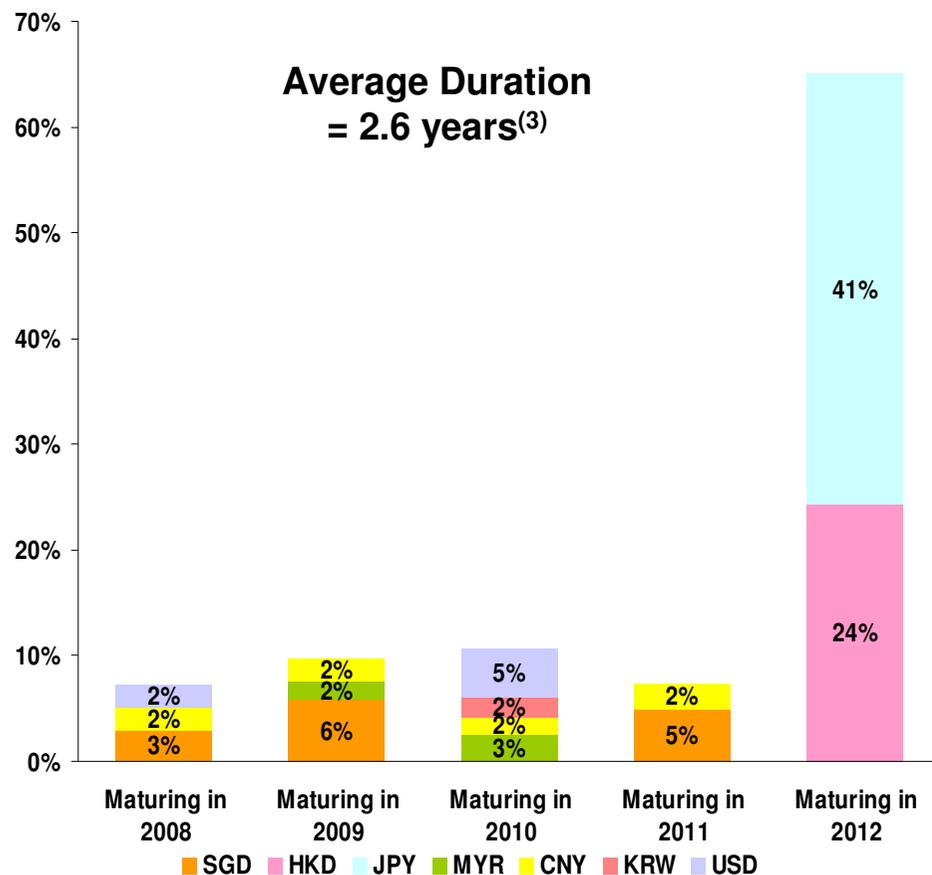
2 – Actual debt as at quarter-end. Excludes deferred consideration

■ Non-Current

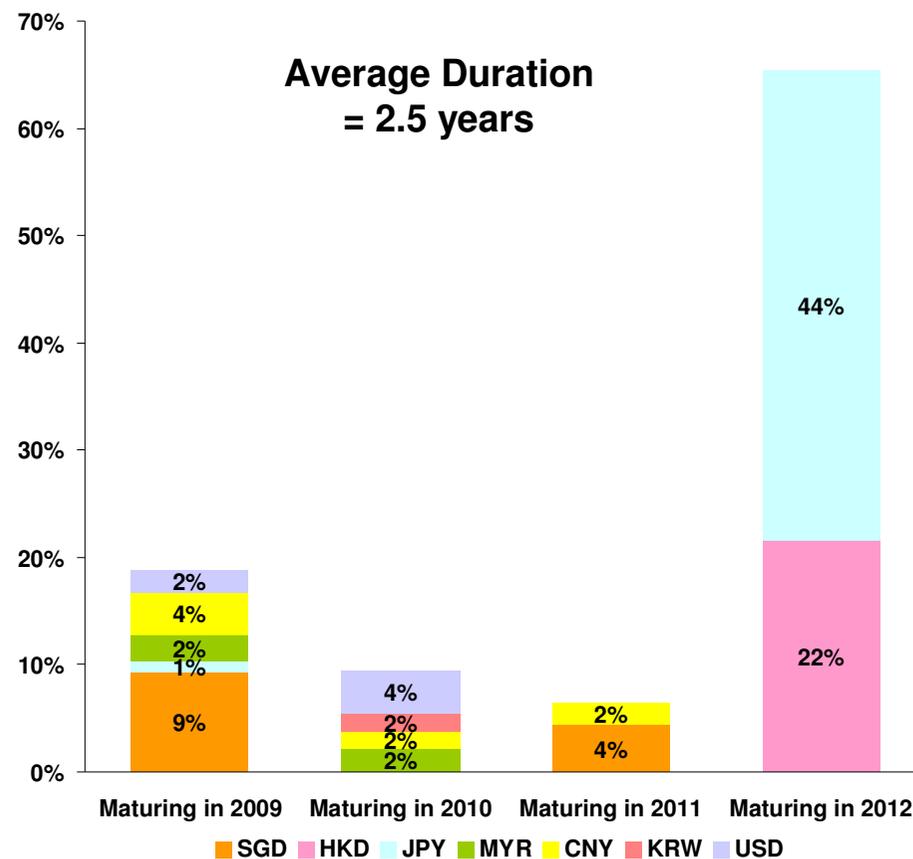
■ Current

# 19% or S\$218m of debt due in 2009

Actual Debt as at 30 September 2008<sup>(1)</sup>



Actual Debt as at 31 December 2008<sup>(2)</sup>



Debt Amount

S\$1,023 million

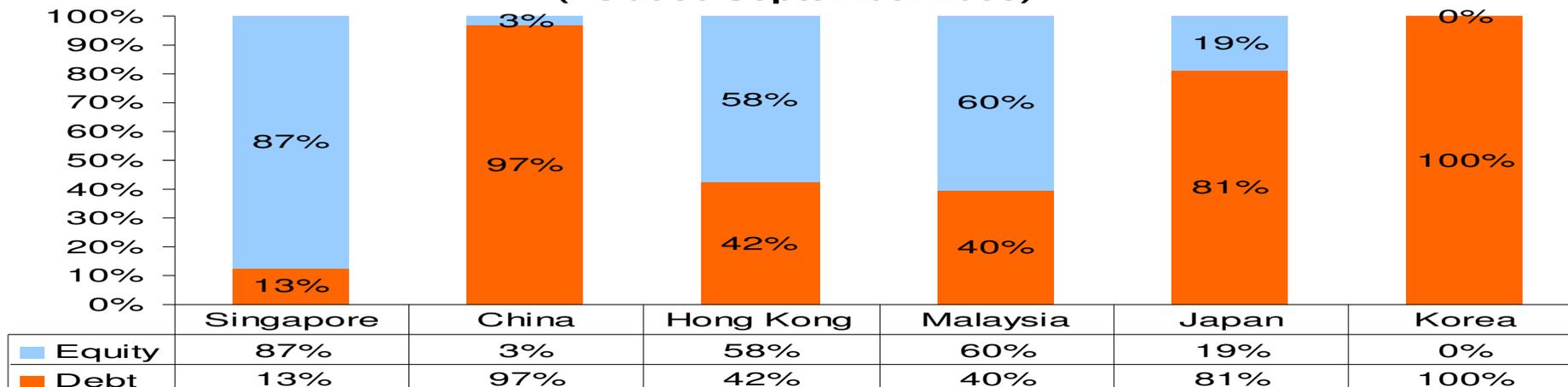
S\$1,159 million

- (1) Actual Debt as at 30 September 2008 ; excludes deferred consideration of S\$ 8.6 million
- (2) Actual Debt as at 31 December 2008 ; excludes deferred consideration of S\$ 13.5 million
- (3) This figure reflects the Average Duration of the Actual Debt as at 30 September 2008, recalibrated and profiled as at 31 December 2008. Before the recalibration, Average Duration of the Actual Debt as at 30 September was 2.8 years

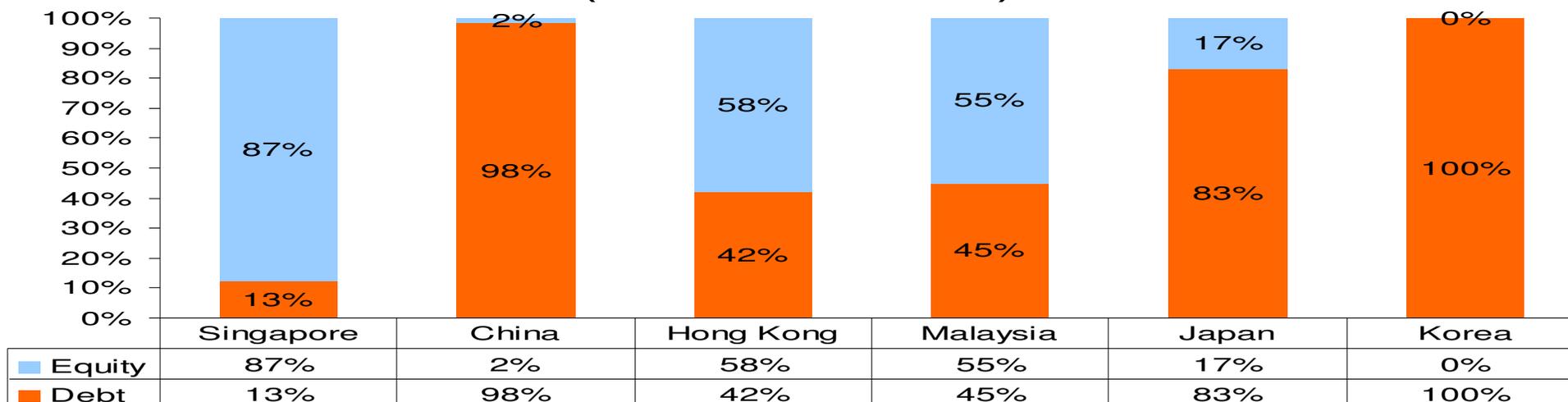
# Natural hedge our preferred forex hedging policy

Local currency loans set up natural hedge against currency fluctuations

**Gearing Level - By Country  
(As at 30 September 2008)**

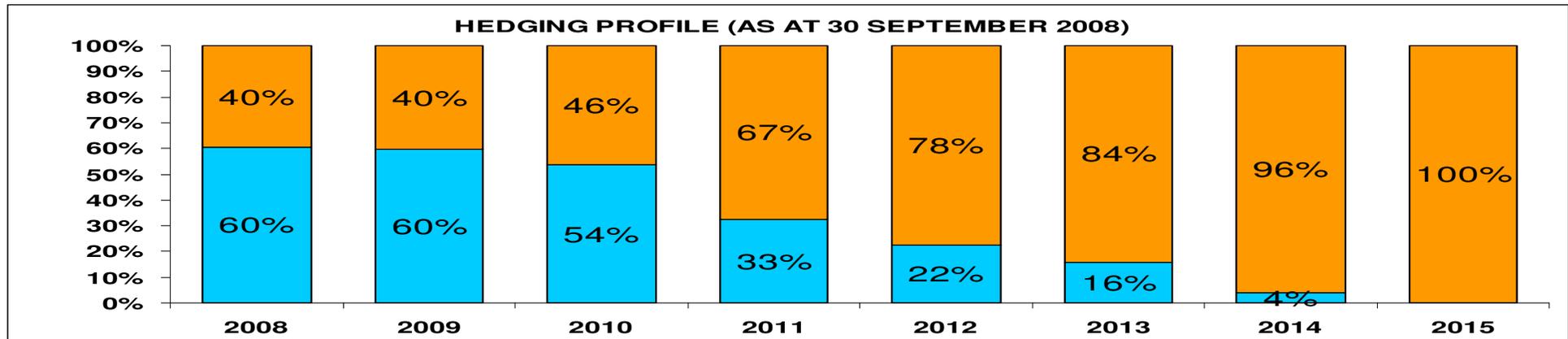


**Gearing Level - By Country  
(As at 31 December 2008)**



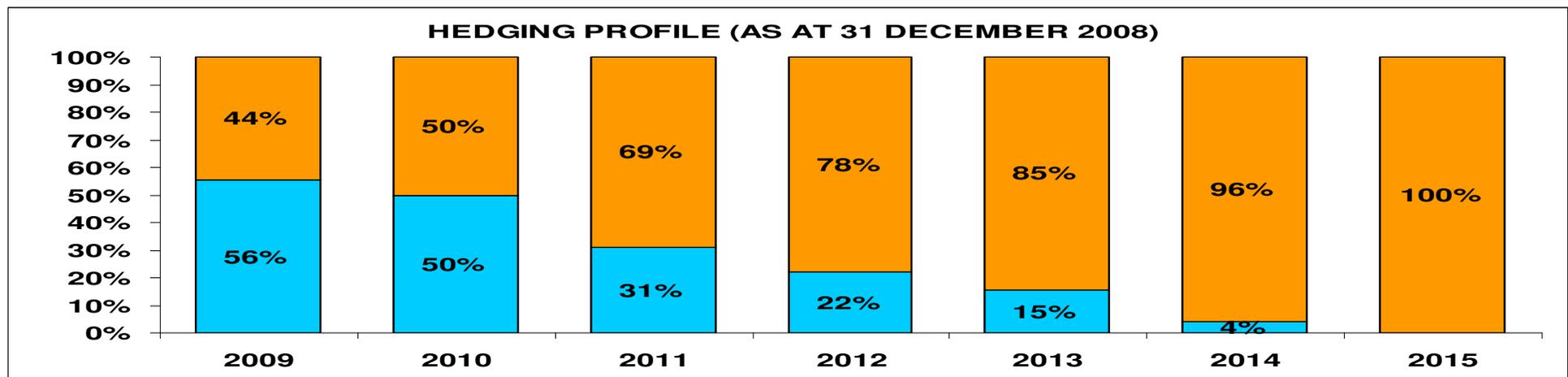
# Interest rate management – overall portfolio (% terms)

## 79 Properties as at 30 September 2008<sup>(1)</sup>



Weighted average no. of years of hedged rates = 2.45<sup>(2)</sup>

## 81 Properties as at 31 December 2008<sup>(3)</sup>



Weighted average no. of years of hedged rate = 2.51

■ Hedged ■ Floating Rate

(1) Actual Debt as at 30 September 2008 ; excludes deferred consideration of S\$ 8.6 million

(2) This figure reflects the Weighted Average No. of Years of hedged rates for the Actual Debt as at 30 September 2008, recalibrated and profiled as at 31 December 2008.

Before the recalibration, Weighted Average No. of Years of hedged rates as at 30 September 2008 was 2.66 years

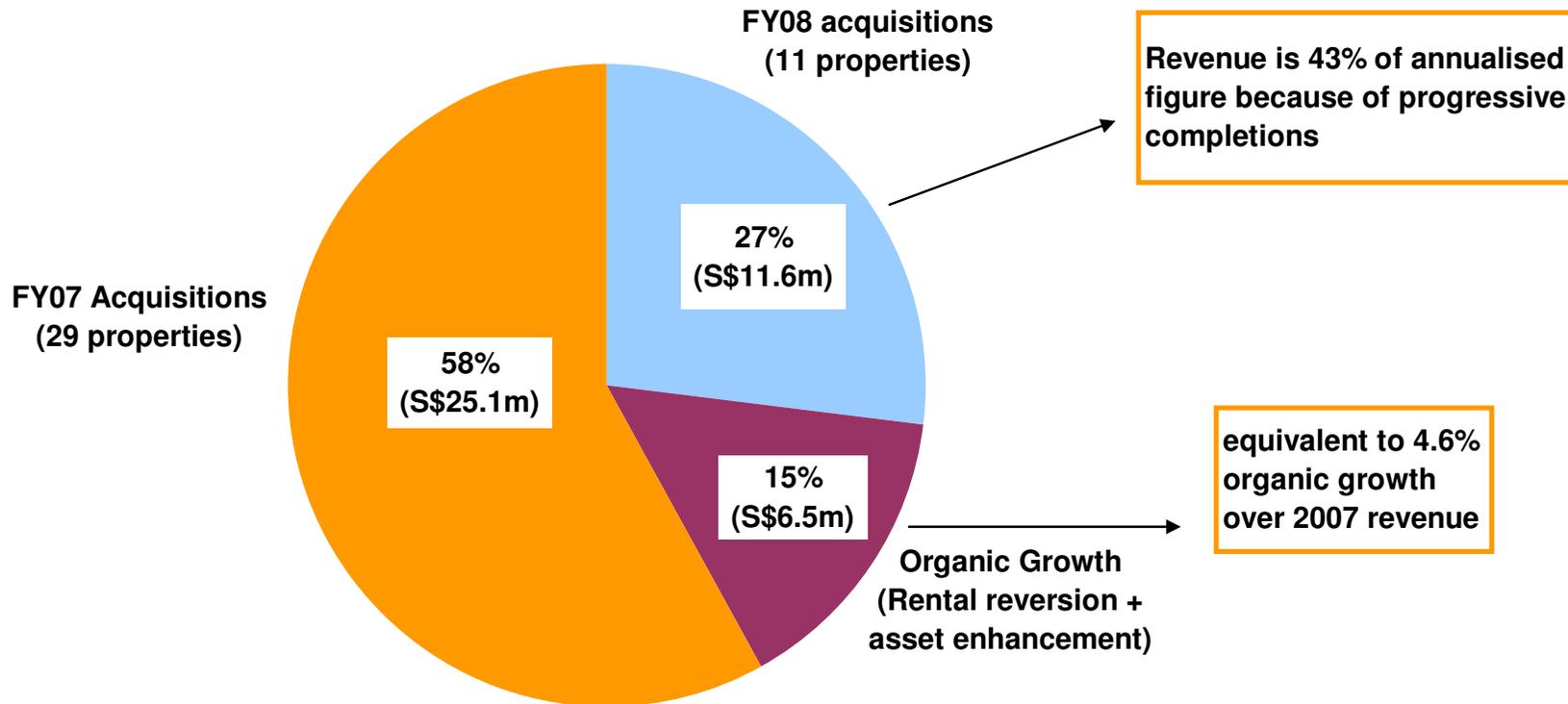
(3) Actual Debt as at 31 December 2008 ; excludes deferred consideration of S\$ 13.5 million

# Quality Portfolio

# Quality portfolio

- **Robust revenue stream**
- **High tenant retention**
  - ~80 % of tenants were retained in 2008
  - Tenant stickiness despite macro environment
- **Stability from long leases**
  - weighted average lease term to expiry of over 5 years
- **Ample cushion from security deposits**
  - equivalent to 62% of total gross revenues, or average of 7.4 months coverage
- **Almost full occupancy (99.6%)**
- **Diversified geographical distribution**
- **Diversified tenants distribution**

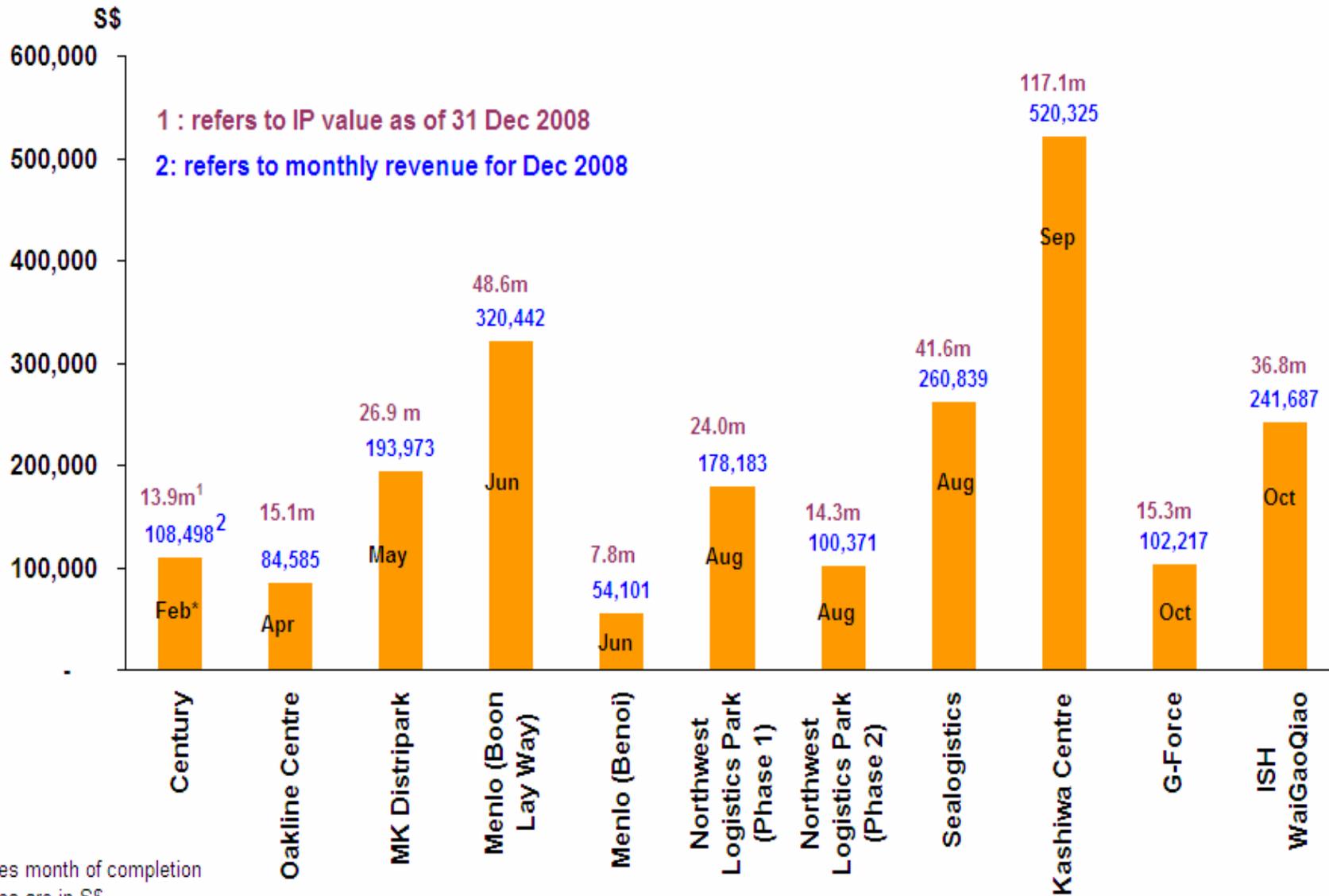
# Breakdown of revenue growth for 2008



*Note:*

Gross Revenue increased from S\$141.7m to S\$184.9m between FY07 and FY08, an increase of S\$43.2m

# Acquisitions completed in 2008



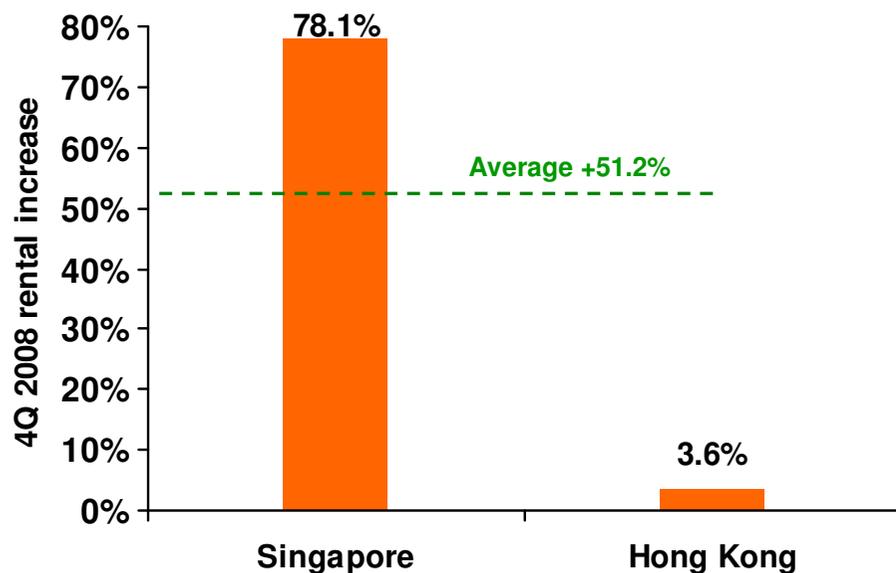
\*Indicates month of completion  
All figures are in S\$

# Simulation: Impact of fall in revenue on DPU yield

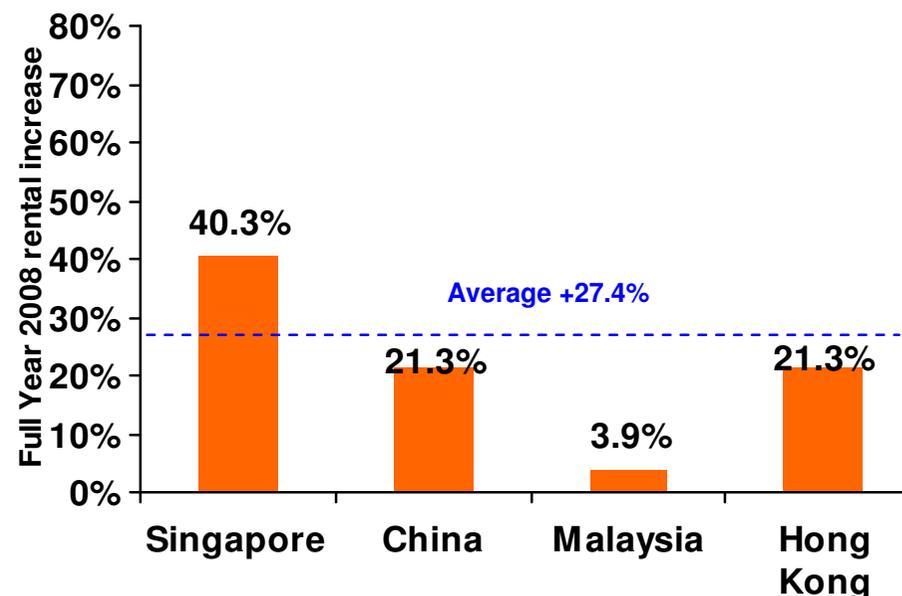
	DPU Yield
<b>Current DPU Yield</b> (based on MLog's closing price of 39.5 cents on 20 Jan 09 and 4Q 08 annualised DPU)	<b>14.8%</b>
<b>If Revenue drops by:</b>	
<b>10%</b>	<b>12.4%</b>
<b>20%</b>	<b>10.5%</b>
<b>30%</b>	<b>8.7%</b>

# Rental reversion of ~27%\* in FY 08

## 4Q08 Rental Reversion



## 2008 Rental Reversion



Area renewed and replaced ('000 sqm):

Country	Singapore	China	Malaysia	Hong Kong	Total
4Q 2008	24.1	-	-	6.9	31.0
Full Year 2008	89.8	20.2	31.2	73.0	214.2 (10% of total portfolio)

# Added lift from asset enhancements

Additional GFA via asset enhancements: 6,308 sqm in FY 08

Avg. increase over preceding rentals: ~44%



## Tang Logistics

GFA: +3,591 sqm

Rental: +S\$37,407 per mth (+43%)\*

TOP Obtained: 31 Dec 07



## Pioneer Districentre

GFA: +2,717sm

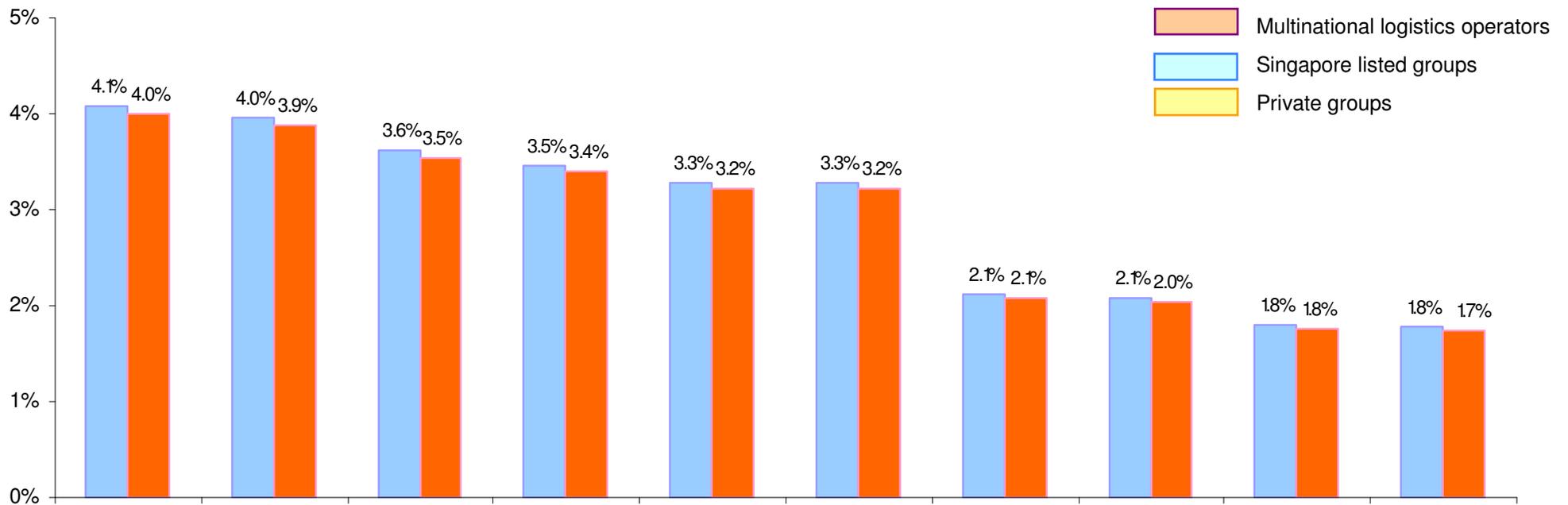
Rental: +S\$35,417 per mth (+46%)\*

TOP Obtained: 13 Jan 09

# Continuing to diversify tenant mix

227 tenants in portfolio, no single tenant accounts for >5% of total revenue

## Top 10 Tenants by Gross Revenue

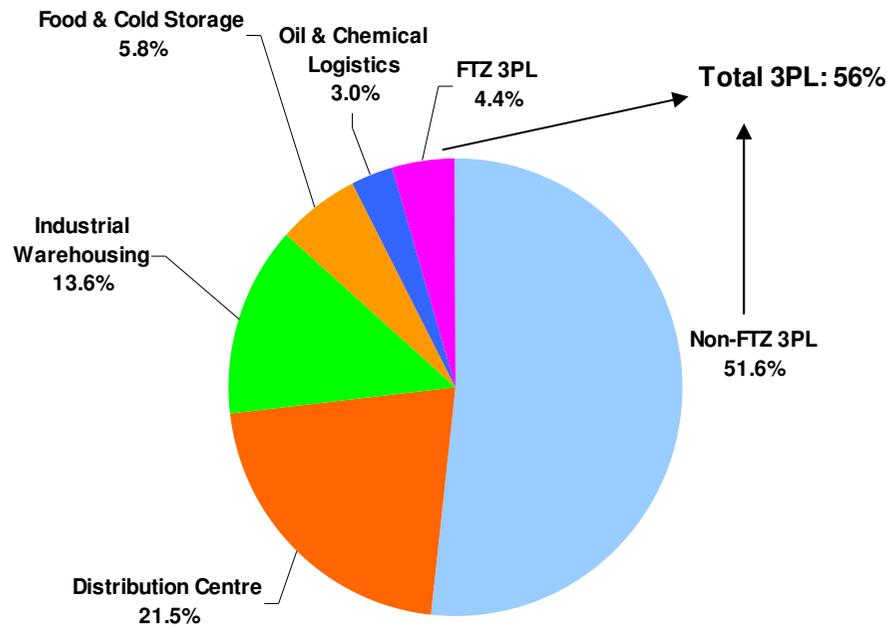


■ 79 properties as at 30 September 2008 ■ 81 properties as at 31 December 2008

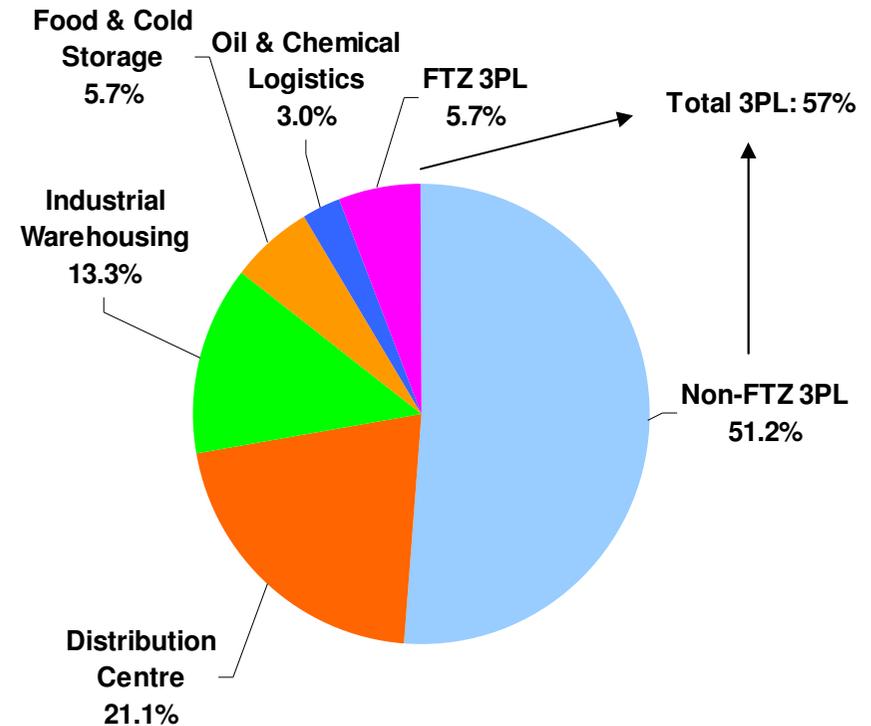


# Professional 3PLs face leasing stickiness

Gross revenue contribution by trade sector  
(79 properties as at 30 Sep 2008)

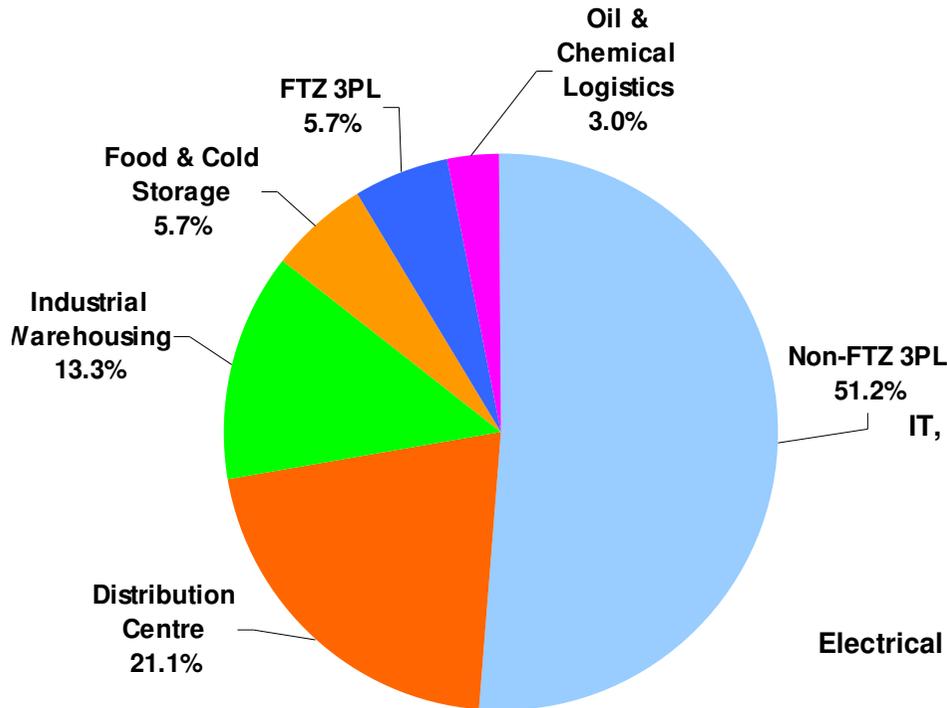


Gross revenue contribution by trade sector  
(81 properties as at 31 Dec 2008)

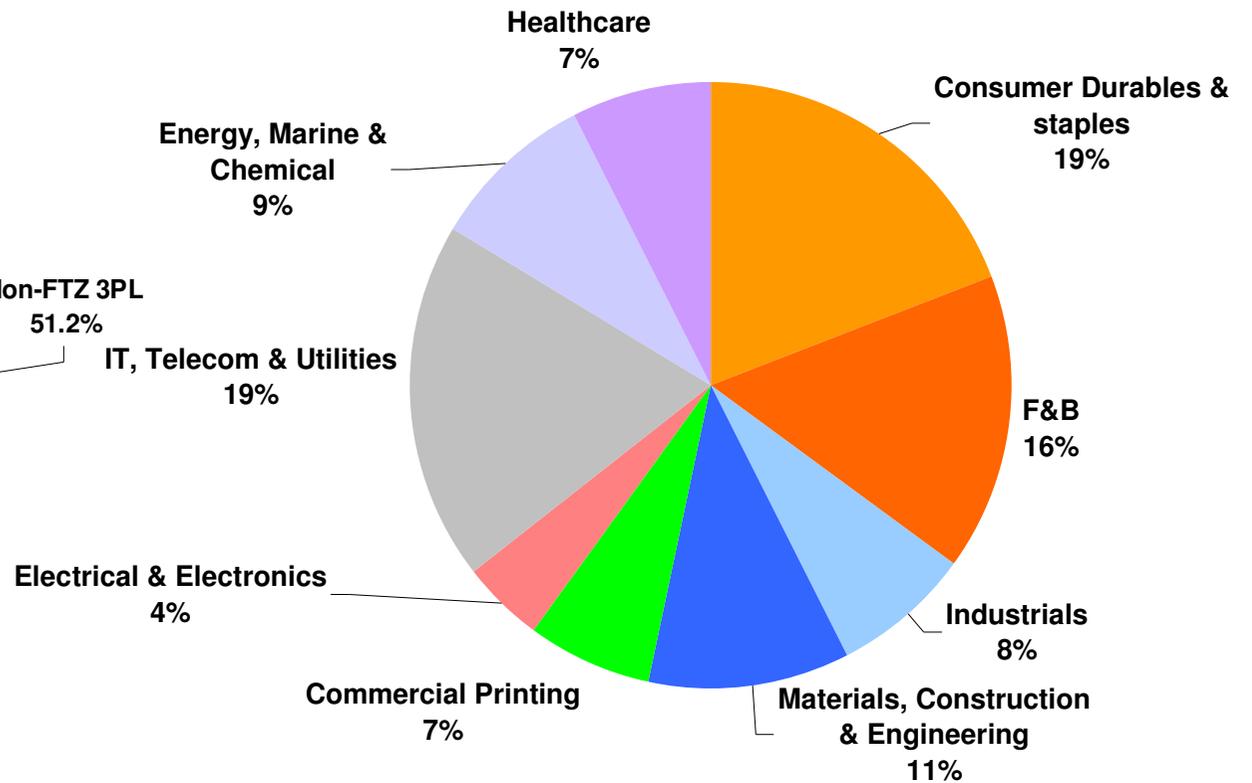


# Exposure to stable end users

Gross revenue contribution by trade sector  
(81 properties as at 31 Dec 2008)



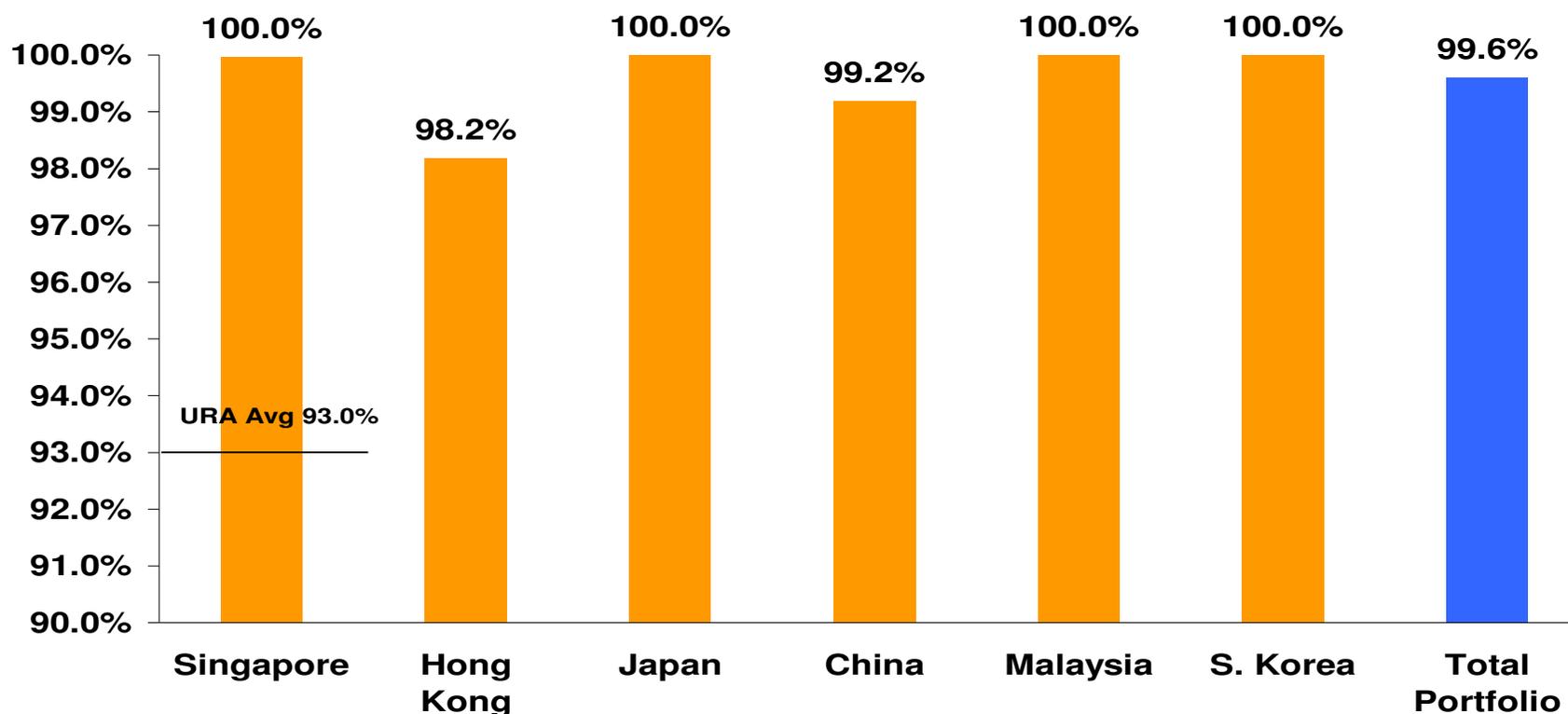
Stable Gross Revenue Contribution by End-User Industry  
(81 properties as at 31 Dec 2008)



# MapletreeLog's warehouse space

## Almost full occupancy

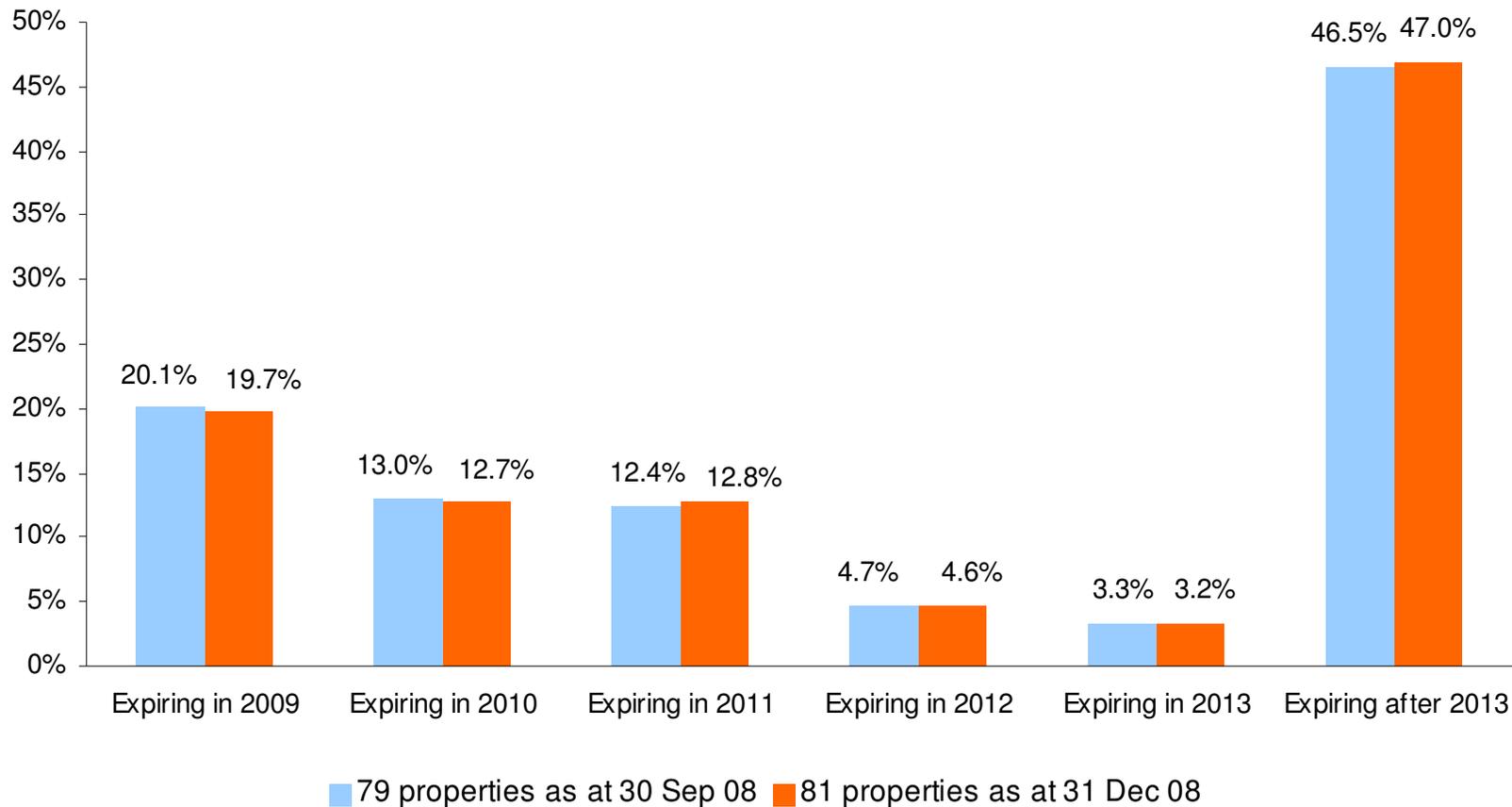
	79 properties as at 30 Sep 2008	81 properties as at 31 Dec 2008
Weighted Average Occupancy Rate	99.0%	99.6%



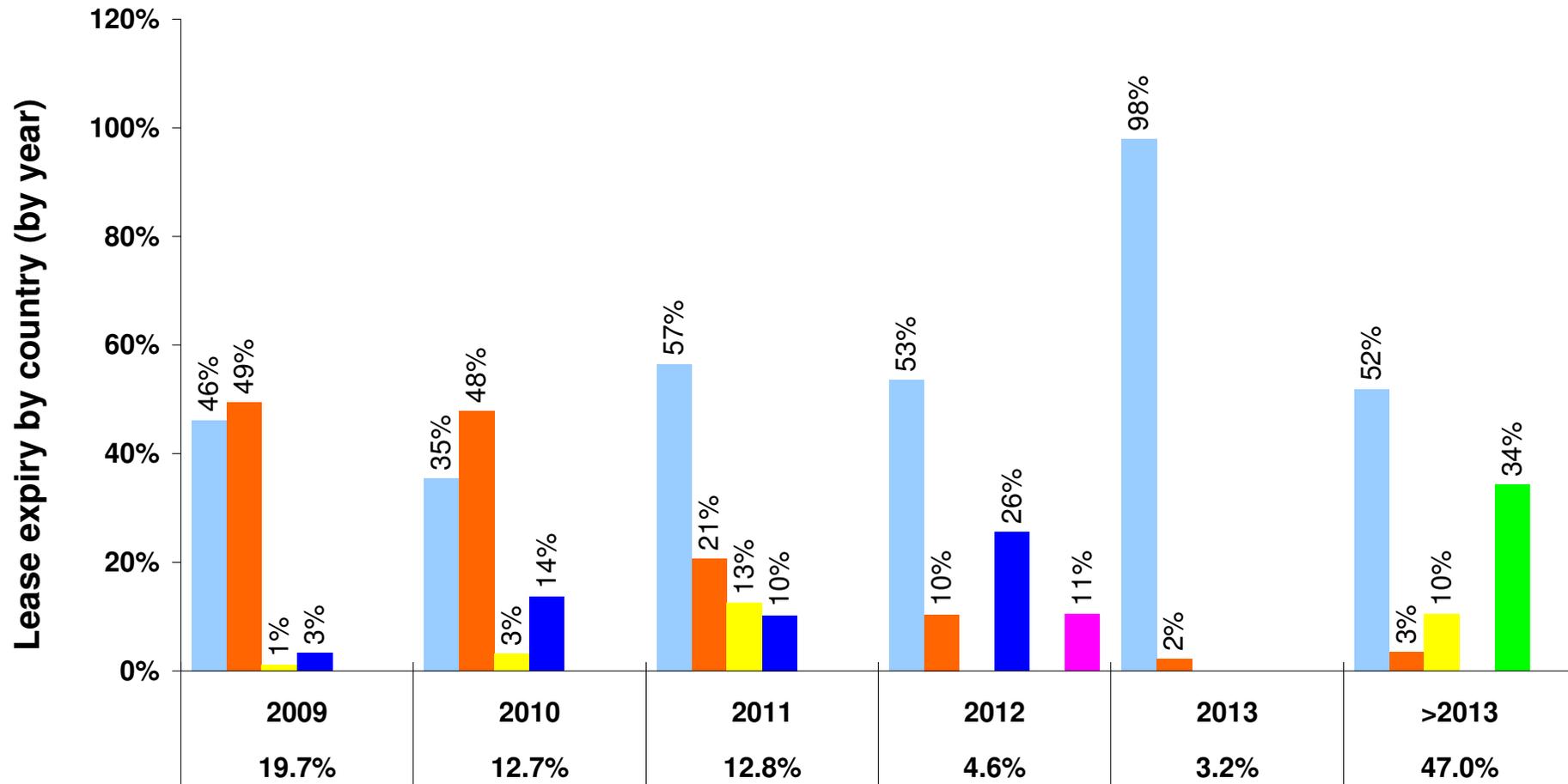
# Long leases provide rental baseload

Weighted average lease term to expiry: ~5 years

## Lease Expiry Profile by Gross Revenue



# Bulk of leases expiring only beyond 2013



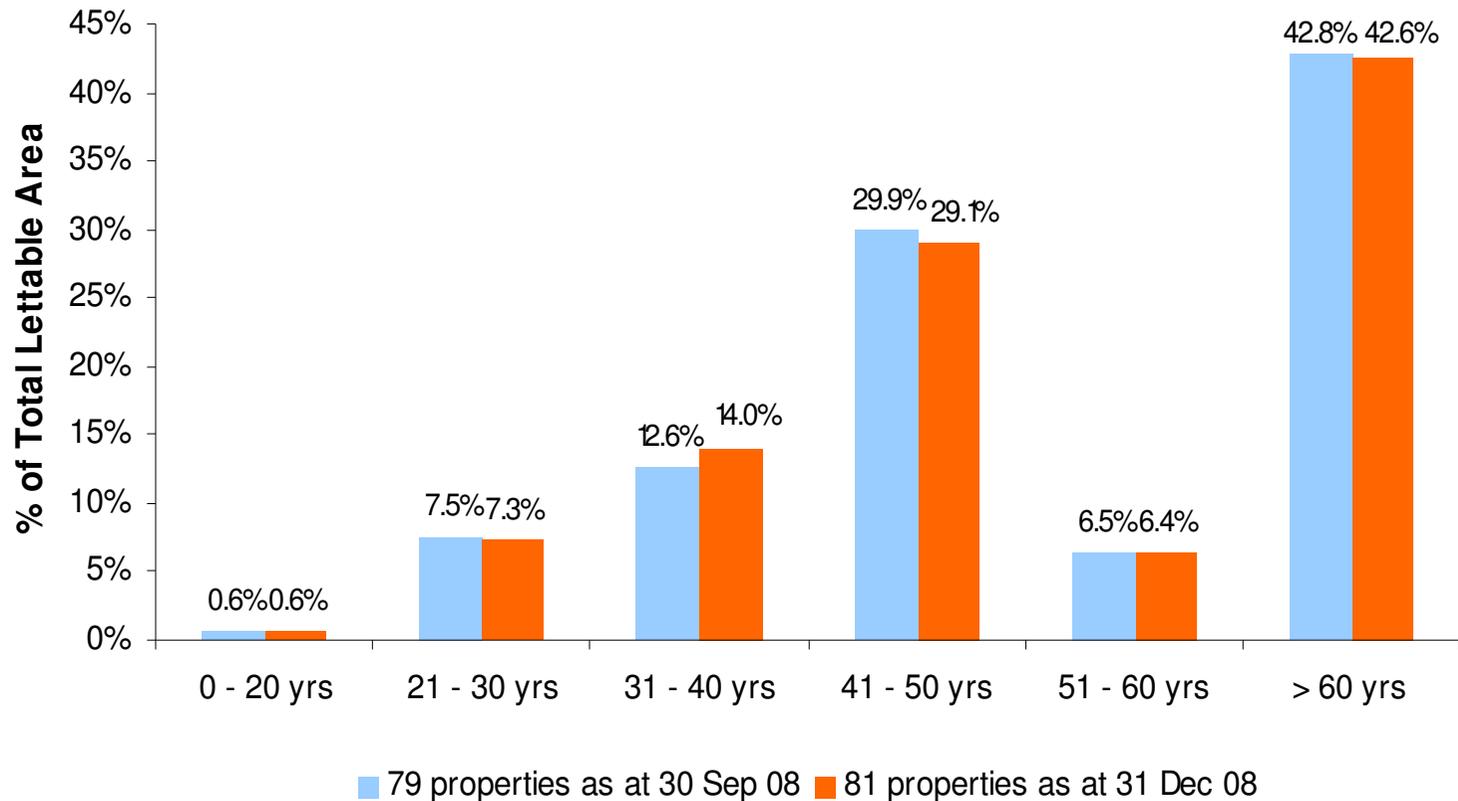
**Lease expiry by year (entire portfolio)**

■ Singapore 
 ■ Hong Kong 
 ■ China 
 ■ Malaysia 
 ■ Japan 
 ■ S. Korea

# Long land leases provide stability to the portfolio

Weighted average of unexpired lease term of underlying land: ~157 years

## Remaining Years to Expiry of Underlying Land Lease



# Outlook for 2009

# MapletreeLog's strategy for 2009

Challenging environment → pressure on industrial and warehousing rentals and occupancy

Response → Yield protection & asset enhancements are our key priorities; Near term acquisition freeze

1

## “Yield + Growth” strategy intact, focusing more on yield preservation

- No new acquisitions in 2009, either from 3rd parties or Sponsor
- Sponsor has strong holding power for the development pipelines earmarked for MLog

2

## Optimizing yield from existing portfolio

- Full year rental contribution of FY 08 acquisitions
- Active leasing and asset management to preserve cash flows and manage expenses
- Organic growth from rental escalations

3

## Proactive capital management strategy

- Sustainable long term gearing levels (currently 38.5%)
- No refinancing risk
- Active hedging and terming out to manage debt and currency profile

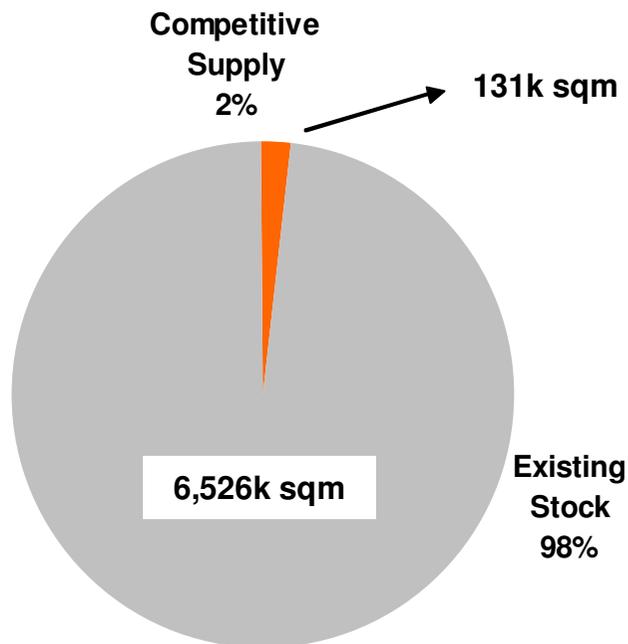
# Logistics demand more resilient than perceived

- **Leasing stickiness renders some demand inelasticity – operators cannot change space requirements suddenly**
- **Big 3PL players unlikely to “trade” space in the short term as they need certainty of large contiguous space**
  - Limited availability, especially in Hong Kong, supports high tenant retention
- **Short term inventory stock-up underpins warehouse demand**
  - Manufacturers and 3PLs increasing inventory to minimise impact in the event of any disruption in the supply chain (e.g. Toyota)

# Singapore warehouse oversupply exaggerated

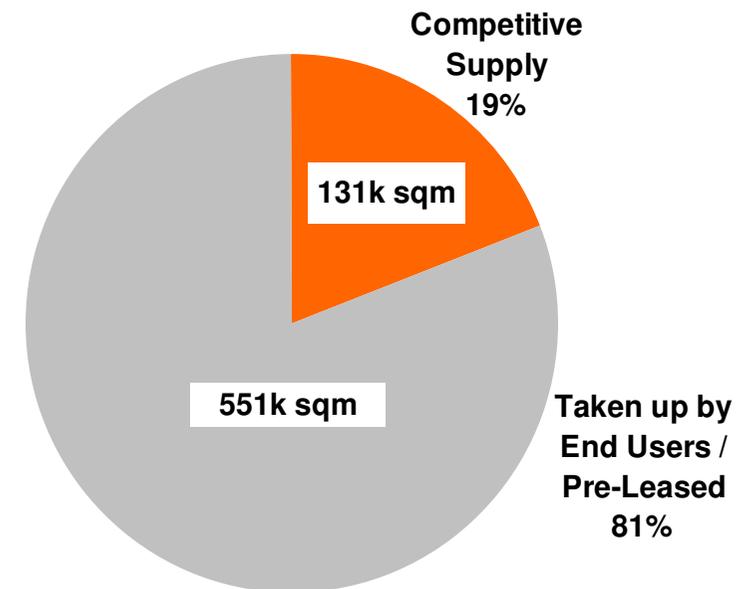
- Over 80% of upcoming supply in Singapore has already been pre-leased or is being built by end-users -> balance amount is not a big threat
- No new spaces coming up in Hong Kong in the next 2 years

Upcoming Supply of Warehouses in Singapore vs Existing Stock

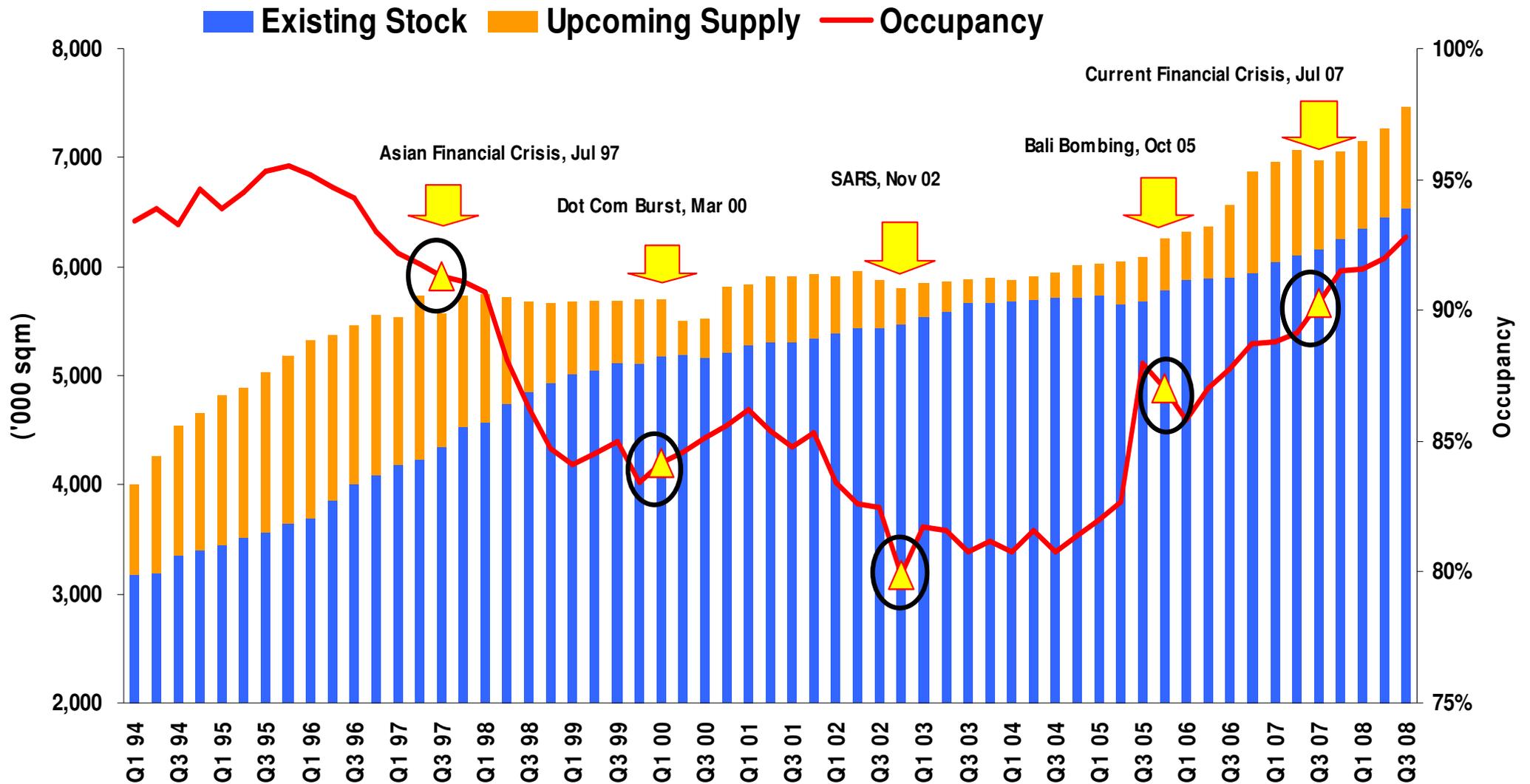


Upcoming Supply of Warehouses in Singapore

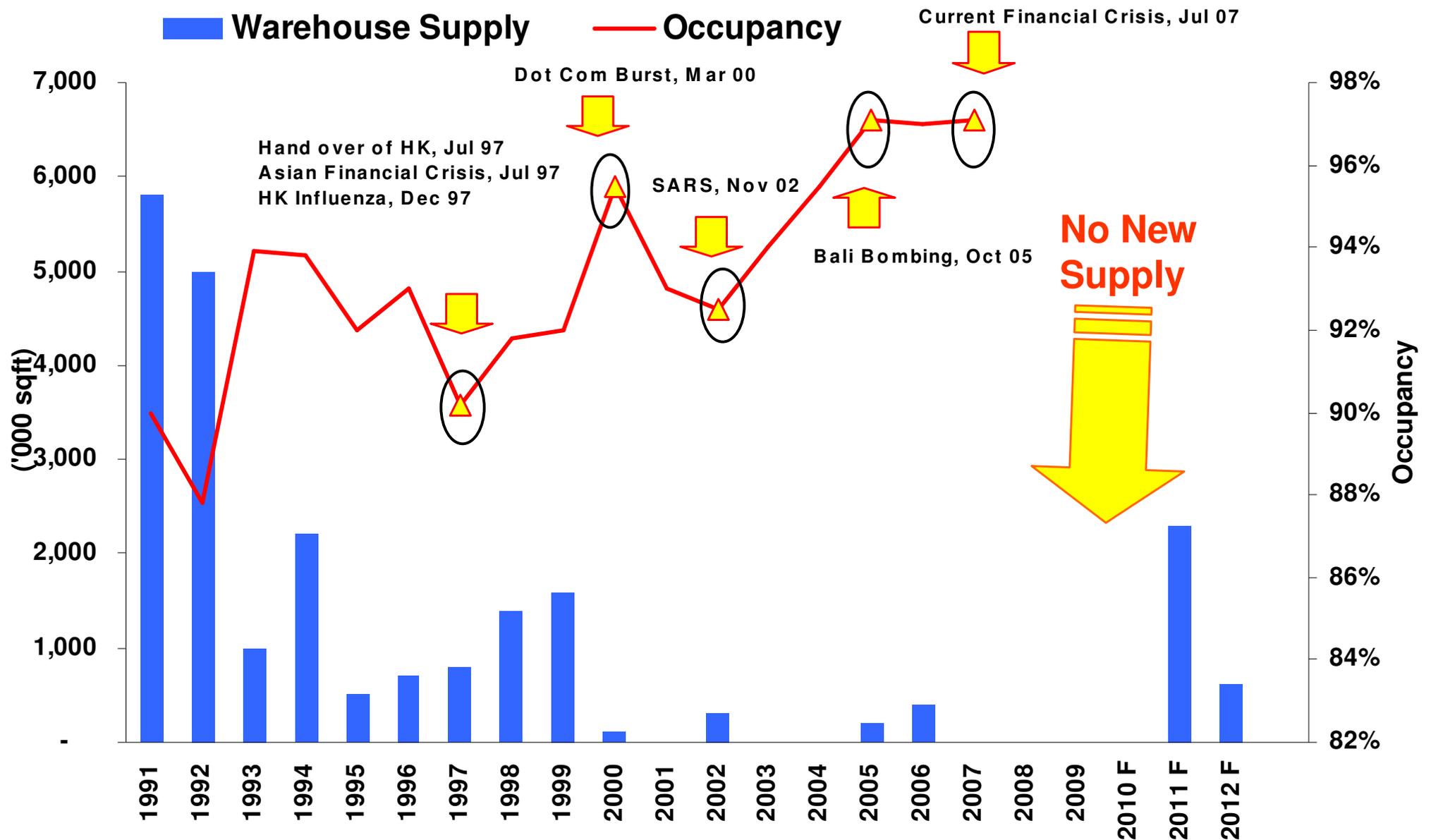
Total: 682k sqm over next 2 yrs



# Singapore warehouse occupancy trend



# Lack of new supply in HK is supportive to revenues

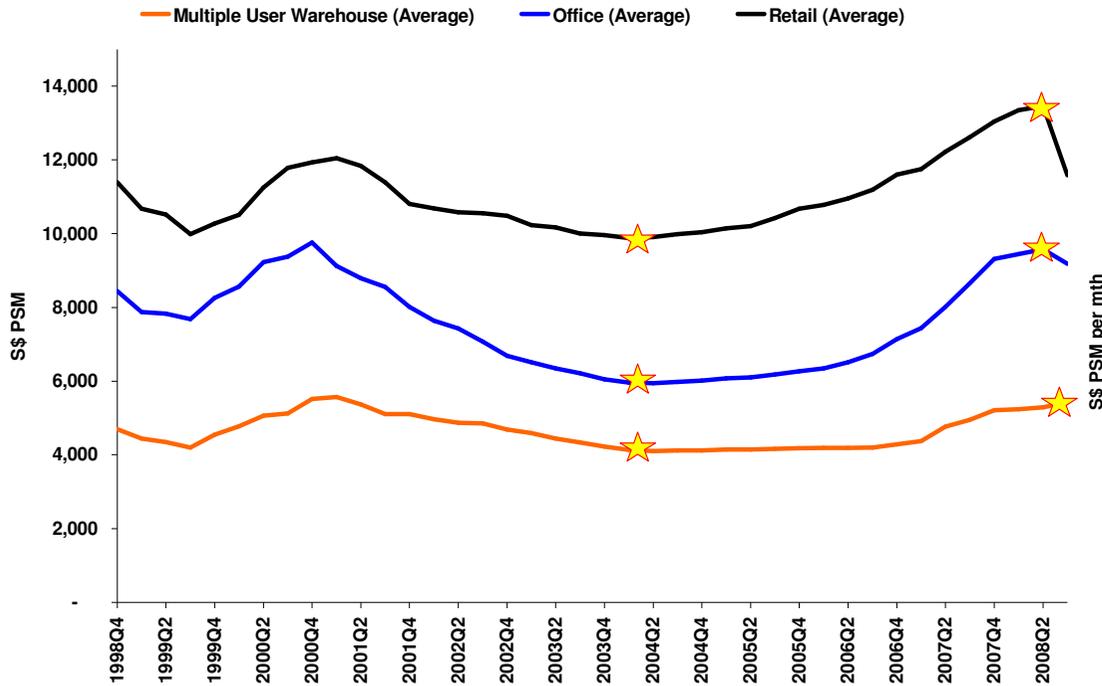


# Japan - long leases enhance portfolio resilience

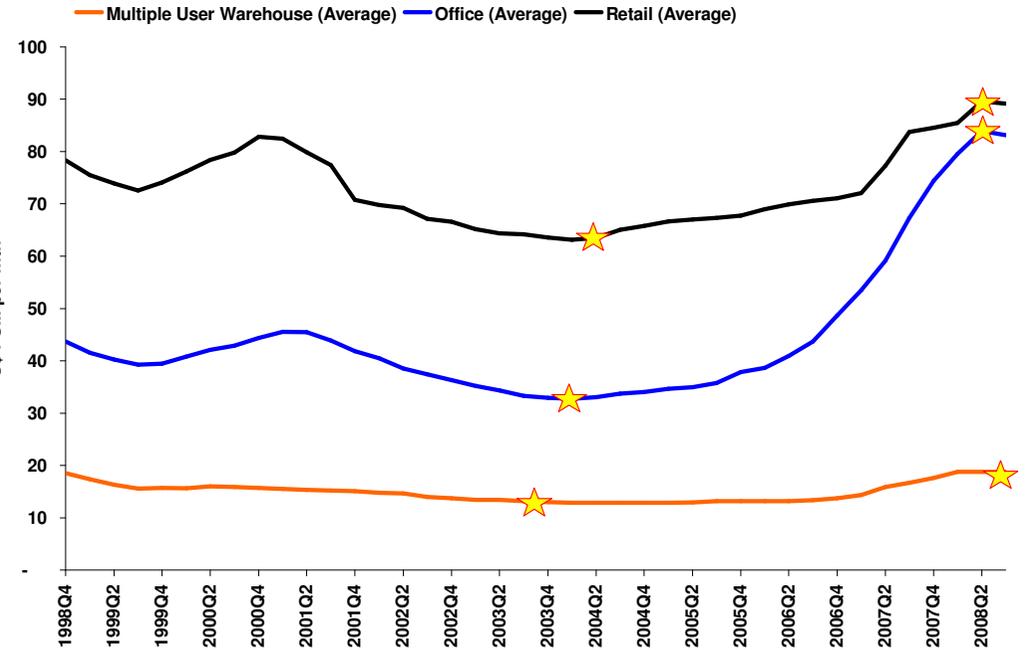
- **Contributes 15% to overall portfolio NPI**
- **Stable rentals from existing Japanese tenants, whose businesses are linked to less volatile domestic consumption**
- **Long average lease term of 15 years**
  - **First Japanese lease renewal not due until 2014**
- **One of the key diversification benefits of MLog's portfolio**

# Warehouse sector is less volatile

## Capital Values



## Rental Values



Capital Values	Retail		Office		Warehouse	
	Avg p.a. Chg	Qtrs	Avg p.a. Chg	Qtrs	Avg p.a. Chg	Qtrs
<b>Trough to Peak</b>	5%	20	13%	16	5%	19

Rental	Retail		Office		Warehouse	
	Avg p.a. Chg	Qtrs	Avg p.a. Chg	Qtrs	Avg p.a. Chg	Qtrs
<b>Trough to Peak</b>	10%	17	22%	18	9%	21

# Outlook for 2009 – challenging but ...

## Strategy

## Execution

1

Protecting top line



- Tenant stickiness, high renewal rates - ~80% in 2008
- Full year recognition of 11 acquisitions completed in 2008 (43% recognised in 2008)
- Stable rentals – 62% from single-tenanted buildings with built-in rental escalations
- High occupancy rates – 99.6% at Dec 08
- Some organic growth – 4.6% in 2008<sup>2</sup>

2

Managing property expenses



- Triple net covenants (51% of lettable area)
- Non-inflationary macro-environment - 0% to -1% in 2009<sup>3</sup>
- Known property costs – 73% of property related expenses fixed
- Property tax rebates
- Land rent rebates

3

Managing other expenses



- Benign interest rate environment – 3.0% interest cost at Dec 08
- 56% hedged for 2009

1: In terms of gross revenue

2: Growth is over 2007 revenue

3: MTI, Singapore

# Summary

# Building on strength

- **Amount distributable → FY 08 recorded 35.6% higher than FY 07**
- **4Q 08 DPU per unit vs 4Q 07 DPU per unit → 1.46 cents vs 1.78 cents (-18%)\***
- **FY 08 DPU per unit vs FY 07 DPU per unit → 7.24 cents vs 6.57 cents (+10.2%)**
- **Going forward → challenging environment but we have a defensive portfolio**

*\*The decrease in 4Q 2008 DPU compared to 4Q 2007 DPU was due to the full quarter impact of the dilution from the rights issue in August 2008.*

# Appendix

# Significant events In 4Q 2008

- Completion of 1 China property and 1 Malaysian property
- No additional properties pending completion to date
- Total investment properties value reached approximately S\$2.94 billion
- Revaluation gains of S\$94.1 million recognised from the year end revaluation exercise
- On 15 Dec 08, Moody's affirmed MLog's Baa2 rating and upgraded the outlook to stable from negative

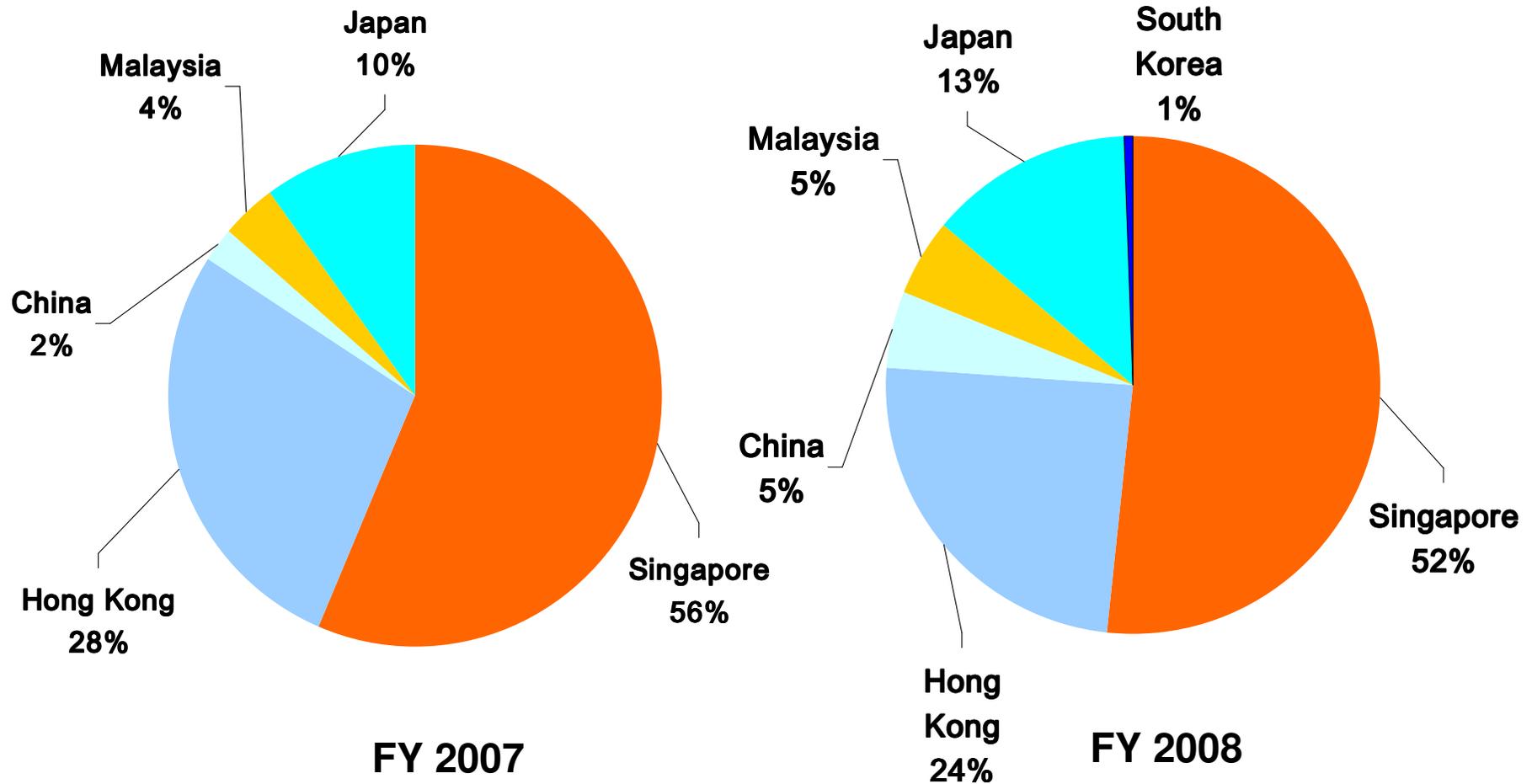
	Singapore	Hong Kong	China	Malaysia	Japan	South Korea
Number of completions in 4Q 08	-	-	1 - ISH WaiGaoQiao	1 - G-force	-	-
Number of IP pending completion	-	-	-	-	-	-

# Total number of properties as at 31 Dec 08

<b>Assets</b>	<b>Number</b>	<b>Value (S\$ million)</b>
<b>Completed</b>	<b>81</b>	<b>2,943</b>
<b>Announced but pending completion as at 31 December 2008</b>	<b>-</b>	<b>-</b>
<b>Total</b>	<b>81</b>	<b>2,943</b>

# Geographical diversification

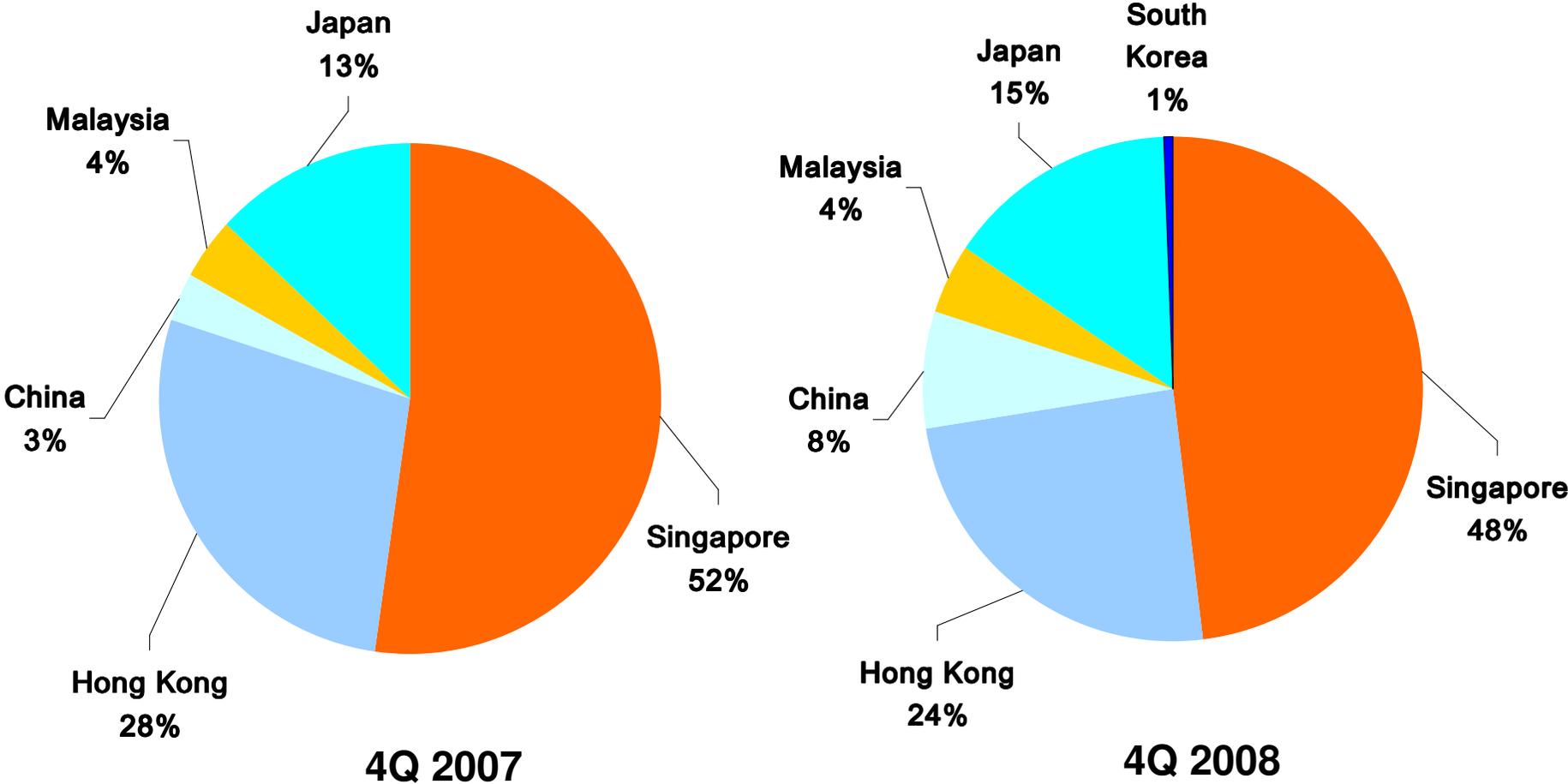
## Country Allocation - By NPI – FY 2007 vs FY 2008



*Note: FY 2008 started with 70 properties and ended with 81 properties. FY 2007 started with 41 properties and ended with 70 properties.*

# Geographical diversification

Country Allocation - By NPI – 4Q 2007 vs 4Q 2008



*Note: 4Q 2008 started with 79 properties and ended with 81 properties. 4Q 2007 started with 61 properties and ended with 70 properties.*

# Important notice

The information contained in this presentation is for information purposes only and does not constitute an offer to sell or any solicitation of an offer or invitation to purchase or subscribe for units in Mapletree Logistics Trust (“MLog”, and units in MLog, “Units”) in Singapore or any other jurisdiction, nor should it or any part of it form the basis of, or be relied upon in any connection with, any contract or commitment whatsoever.

The past performance of the Units and Mapletree Logistics Trust Management Ltd. (the “Manager”) is not indicative of the future performance of MLog and the Manager. Predictions, projections or forecasts of the economy or economic trends of the markets which are targeted by MLog are not necessarily indicative of the future or likely performance of MLog.

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**Thank You**