



**Mapletree Logistics Trust**  
1Q FY21/22 Financial Results  
19 July 2021

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# Agenda

- Key Highlights
- Financial Review
- Capital Management
- Portfolio Review
- Outlook

## Key Highlights

- **1Q FY21/22 Amount Distributable to Unitholders of S\$92.7m (+19.1% y-o-y) and DPU of 2.161 cents (+5.7% y-o-y) on an enlarged unit base**
  - Gross revenue rose 23.7% to S\$163.7m and NPI grew 21.3% to S\$144.2m
  - Performance driven by higher revenue from existing properties, accretive acquisitions completed in FY20/21, and the completed redevelopment of Mapletree Ouluo Logistics Park Phase 2 in 1Q FY20/21
- **Resilient Portfolio**
  - Portfolio occupancy improved to 97.8% from 97.5% in 4Q FY20/21
  - Well-staggered lease expiry profile with WALE (by NLA) of 3.8 years
  - Average rental reversion for leases renewed or replaced in 1Q FY21/22 was 2.2%
- **Proactive Capital Management**
  - Leverage ratio decreased slightly to 38.2% as at 30 June 2021
  - Well-staggered debt maturity profile of 3.7 years
  - Approximately 75% of total debt is hedged into fixed rates and about 75% of income stream for next 12 months has been hedged to SGD
  - More than sufficient liquidity to meet maturing debt obligations in FY21/22
- **Post quarter-end, announced proposed acquisition of 9 Changi South Street 2, Singapore for S\$24.5m**

# Financial Review

# 1Q FY21/22 vs. 1Q FY20/21 (Year-on-Year)

S\$'000	1Q FY21/22 <sup>1</sup> 3 mths ended 30 Jun 2021	1Q FY20/21 <sup>2</sup> 3 mths ended 30 Jun 2020	Y-o-Y change (%)
Gross Revenue	163,731	132,371	23.7
Property Expenses	(19,581)	(13,533)	44.7
Net Property Income ("NPI")	144,150	118,838	21.3
Borrowing Costs	(25,044)	(21,647)	15.7
Amount Distributable	96,936 <sup>3</sup>	82,047 <sup>4</sup>	18.1
- To Perp Securities holders	4,243	4,243	-
- To Unitholders	92,693	77,804	19.1
Available DPU (cents)	2.161	2.045	5.7
Total issued units at end of period (million)	4,289	3,804	12.7
<u>Excluding Divestment Gains</u>			
- Adjusted Amount Distributable to Unitholders	90,894	73,091	24.4
- Adjusted DPU (cents)	2.119	1.921	10.3

- Revenue growth mainly due to:
  - higher revenue from existing properties
  - accretive acquisitions completed in FY20/21
  - completed redevelopment of MapleTree Oulu Logistics Park Phase 2 in 1Q FY20/21
- Property expenses increased mainly due to acquisitions completed in FY20/21
- Borrowing costs increased due to:
  - incremental borrowings to fund FY20/21 acquisitions
  - partly offset by lower interest cost arising from lower average interest rate
- Issued unit base increased mainly due to the equity fund raising exercise (in October 2020) and purchase consideration paid in units
- Divestment gains was S\$1.8m in 1Q FY21/22 vs S\$4.7m in 1Q FY20/21 -> excluding divestment gains 1Q FY21/22 DPU grew 10.3% Y-o-Y

Notes:

1. 1Q FY21/22 started and ended with 163 properties.
2. 1Q FY20/21 started with ended with 145 properties.
3. This includes partial distribution of the gain from the divestment of MapleTree Waigaoqiao Logistics Park of S\$1,799,000 per quarter (for 12 quarters from 3Q FY19/20).
4. This includes partial distribution of the gains from the divestments of MapleTree Waigaoqiao Logistics Park of S\$1,799,000 per quarter (for 12 quarters from 3Q FY19/20), 5 divested properties in Japan of S\$990,000 per quarter (for 8 quarters from 1Q FY19/20) and 7 Tai Seng Drive of S\$1,924,000 per quarter (for 12 quarters from 1Q FY18/19) respectively.

# 1Q FY21/22 vs. 4Q FY20/21 (Quarter-on-Quarter)

S\$'000	1Q FY21/22 <sup>1</sup> 3 mths ended 30 Jun 2021	4Q FY20/21 <sup>2</sup> 3 mths ended 31 Mar 2021	Q-o-Q change (%)
Gross Revenue	163,731	157,024	4.3
Property Expenses	(19,581)	(20,347)	(3.8)
Net Property Income ("NPI")	144,150	136,677	5.5
Borrowing Costs	(25,044)	(22,668)	10.5
Amount Distributable	96,936 <sup>3</sup>	96,765 <sup>4</sup>	0.2
- To Perp Securities holders	4,243	4,197	1.1
- To Unitholders	92,693	92,568	0.1
Available DPU (cents)	2.161	2.161	-
Total issued units at end of period (million)	4,289	4,283	0.1
<u>Excluding Divestment Gains</u>			
- Adjusted Amount Distributable to Unitholders	90,894	87,855	3.5
- Adjusted DPU (cents)	2.119	2.051	3.3

- Revenue growth mainly due to:
  - contribution from existing properties
  - acquisitions in South Korea and India completed in 4Q FY20/21
- Property expenses decreased mainly due to:
  - lower recognition of allowance for doubtful receivables
  - partly offset by full quarter contribution from acquisitions completed in 4Q FY20/21
- Borrowing costs increased due to:
  - full quarter impact of borrowing costs to fund acquisitions completed in 4Q FY20/21
- Divestment gains was S\$1.8m in 1Q FY21/22 vs S\$4.7m in 4Q FY20/21 -> excluding divestment gains, DPU grew 3.3% Q-o-Q

Notes:

1. 1Q FY21/22 started and ended with 163 properties.
2. 4Q FY20/21 started with 156 properties and ended with 163 properties.
3. This includes partial distribution of the gain from the divestment of MapleTree Waigaoqiao Logistics Park of S\$1,799,000 per quarter (for 12 quarters from 3Q FY19/20).
4. This includes partial distribution of the gains from the divestments of MapleTree Waigaoqiao Logistics Park of S\$1,799,000 per quarter (for 12 quarters from 3Q FY19/20), 5 divested properties in Japan of S\$990,000 per quarter (for 8 quarters from 1Q FY19/20) and 7 Tai Seng Drive of S\$1,924,000 per quarter (for 12 quarters from 1Q FY18/19) respectively.

# Healthy Balance Sheet

S\$'000	As at 30 Jun 2021	As at 31 Mar 2021
Investment Properties	10,744,248	10,816,948
Total Assets	11,146,646	11,204,673
Total Liabilities	5,063,983	5,085,487
Net Assets Attributable to Unitholders	5,645,983	5,681,267
NAV / NTA Per Unit <sup>1</sup>	\$1.32 <sup>2</sup>	\$1.33 <sup>3</sup>

- The decrease in the Group's investment properties is mainly due to net translation loss from weakened HKD, JPY and AUD

Notes:

1. NTA per unit was the same as NAV per unit as there were no intangible assets as at the statements of financial position dates.
2. Includes net derivative financial instruments, at fair value, liability of S\$57.8 million. Excluding this, the NAV per unit would be at S\$1.33.
3. Includes net derivative financial instruments, at fair value, liability of S\$46.4 million. Excluding this, the NAV per unit would be at S\$1.34.

# Distribution Details

1Q FY21/22 Distribution	
Distribution Period	1 Apr 2021 – 30 Jun 2021
Distribution Amount	2.161 cents per unit
Ex-Date	27 Jul 2021, 9am
Record Date	28 Jul 2021, 5pm
Distribution Payment Date	7 Sep 2021

# Capital Management

# Prudent Capital Management

	As at 30 Jun 2021	As at 31 Mar 2021
Total Debt (S\$ million)	4,188	4,226
Aggregate Leverage Ratio <sup>1,2</sup>	38.2%	38.4%
Weighted Average Annualised Interest Rate	2.2%	2.2%
Average Debt Duration (years)	3.7	3.8
Interest Cover Ratio (times) <sup>3</sup>	5.2	5.1
Adjusted Interest Cover Ratio (times) <sup>4</sup>	4.3	4.3
MLT Credit Rating by Moody's	Baa2 with stable outlook	Baa2 with stable outlook

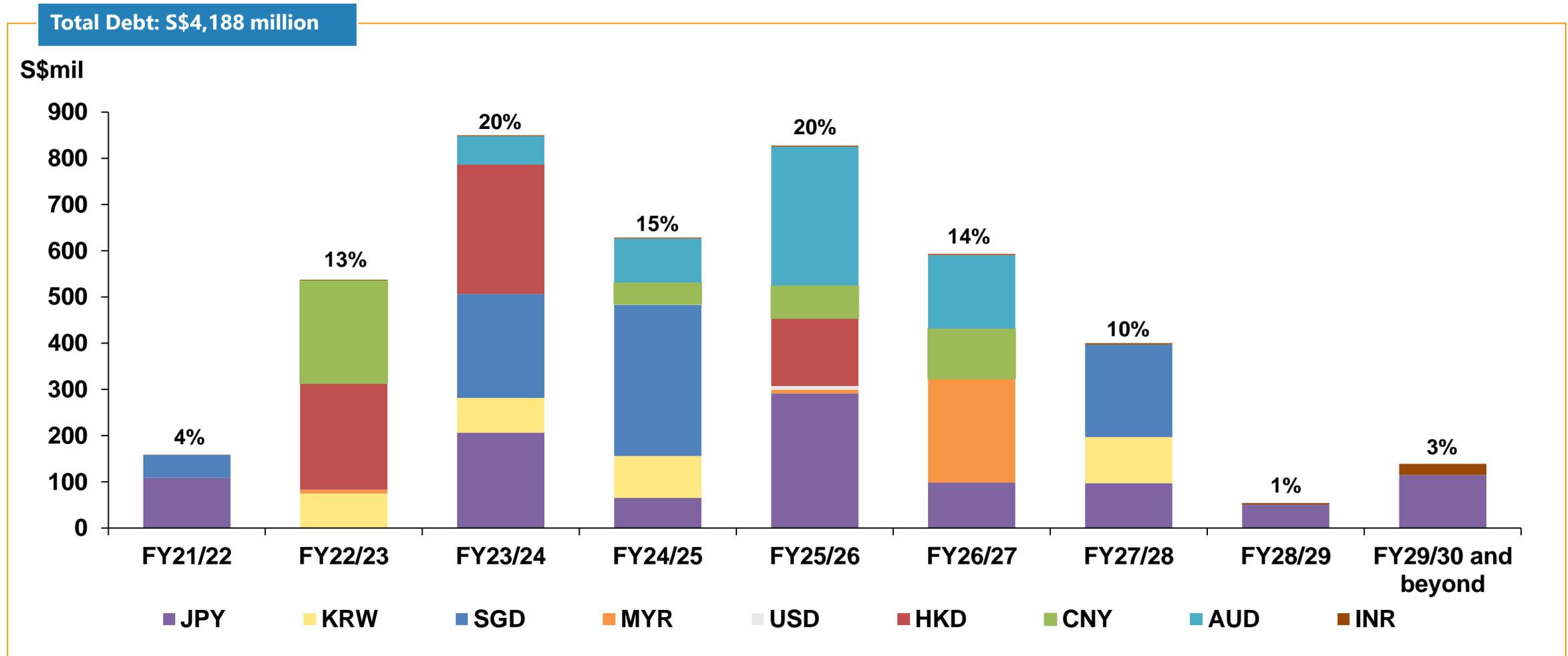
- Total debt outstanding decreased by S\$38m mainly due to lower net translated foreign currency loans as JPY, HKD, AUD and MYR depreciated against SGD during the quarter
- Accordingly, gearing ratio decreased to 38.2% as at 30 Jun 2021
- Weighted average interest rate remained at 2.2% per annum

Notes:

1. As per Property Funds Guidelines, the aggregate leverage includes lease liabilities that are entered into in the ordinary course of MLT's business on or after 1 April 2019 in accordance to the Monetary Authority of Singapore guidance.
2. Total debt (including perpetual securities) to net asset value ratio and total debt (including perpetual securities) less cash and cash equivalent to net asset value ratio as at 30 Jun 2021 were 76.1% and 75.9% respectively.
3. The interest cover ratio includes proportionate share of joint ventures and is based on a trailing 12 months financial results, in accordance with the guidelines provided by the Monetary Authority of Singapore with effect from 16 April 2020.
4. The adjusted interest cover ratio includes the trailing 12 months perpetual securities distributions.

# Well-Staggered Debt Maturity Profile

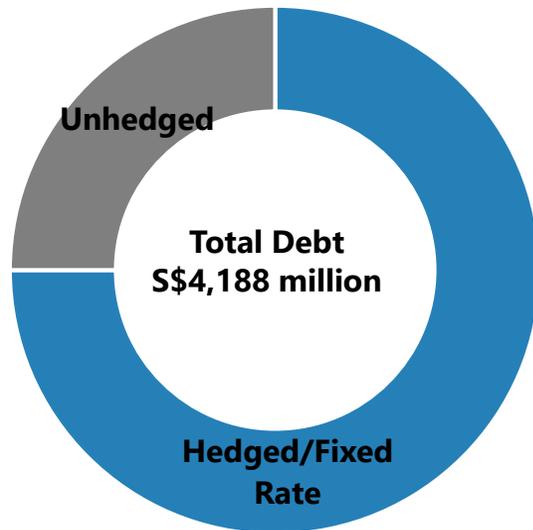
- Sufficient available committed credit facilities of S\$667m to refinance S\$159m (or 4% of total debt) debt due in the current financial year
- Debt maturity profile remains well-staggered with an average debt duration of 3.7 years



# Proactive Interest Rate and Forex Risk Management

## Interest Rate Risk Management

- 75% of total debt is hedged or drawn in fixed rates
- Every potential 25 bps increase in base rates<sup>1</sup> may result in ~S\$0.64m decrease in distributable income or 0.01 cents in DPU<sup>2</sup> per quarter



● Hedged/Fixed Rate	75%
● Unhedged	25%
▪ SGD	11%
▪ JPY	11%
▪ AUD	2%
▪ INR	1%

## Forex Risk Management

- About 75% of amount distributable in the next 12 months is hedged into / derived in SGD



● Hedged (JPY, HKD, KRW, CNY, AUD)	36%
● SGD	39%
● Unhedged	25%

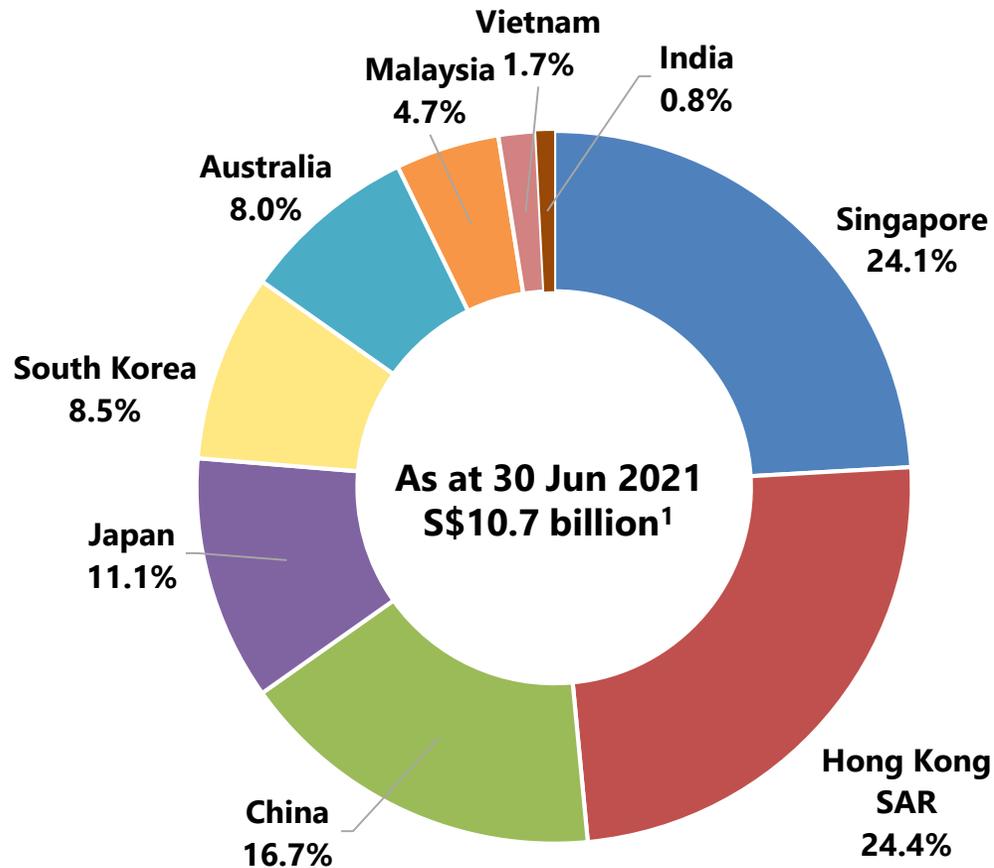
Notes:

- Base rate denotes SOR, JPY LIBOR/DTIBOR and BBSW/BBSY.
- Based on 4,289 million units as at 30 June 2021.

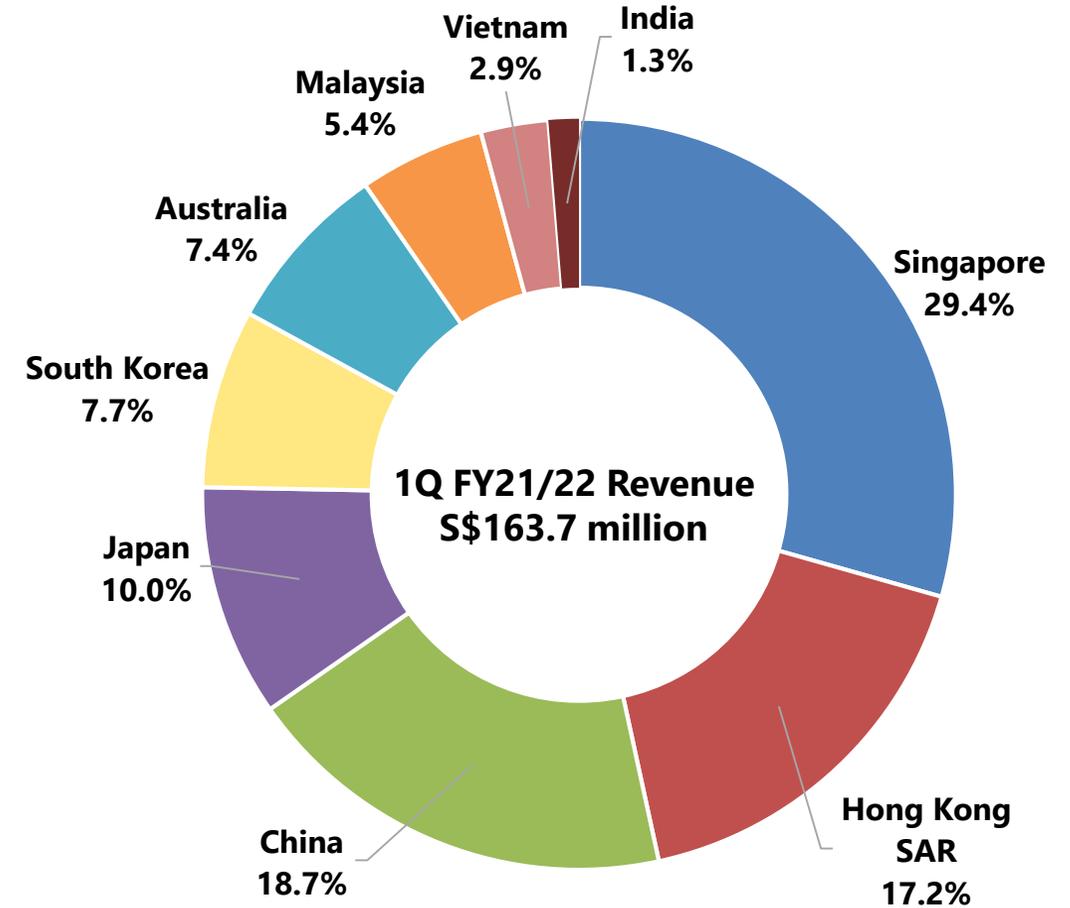
# Portfolio Review

# Geographical Diversification

## ASSETS UNDER MANAGEMENT



## GROSS REVENUE

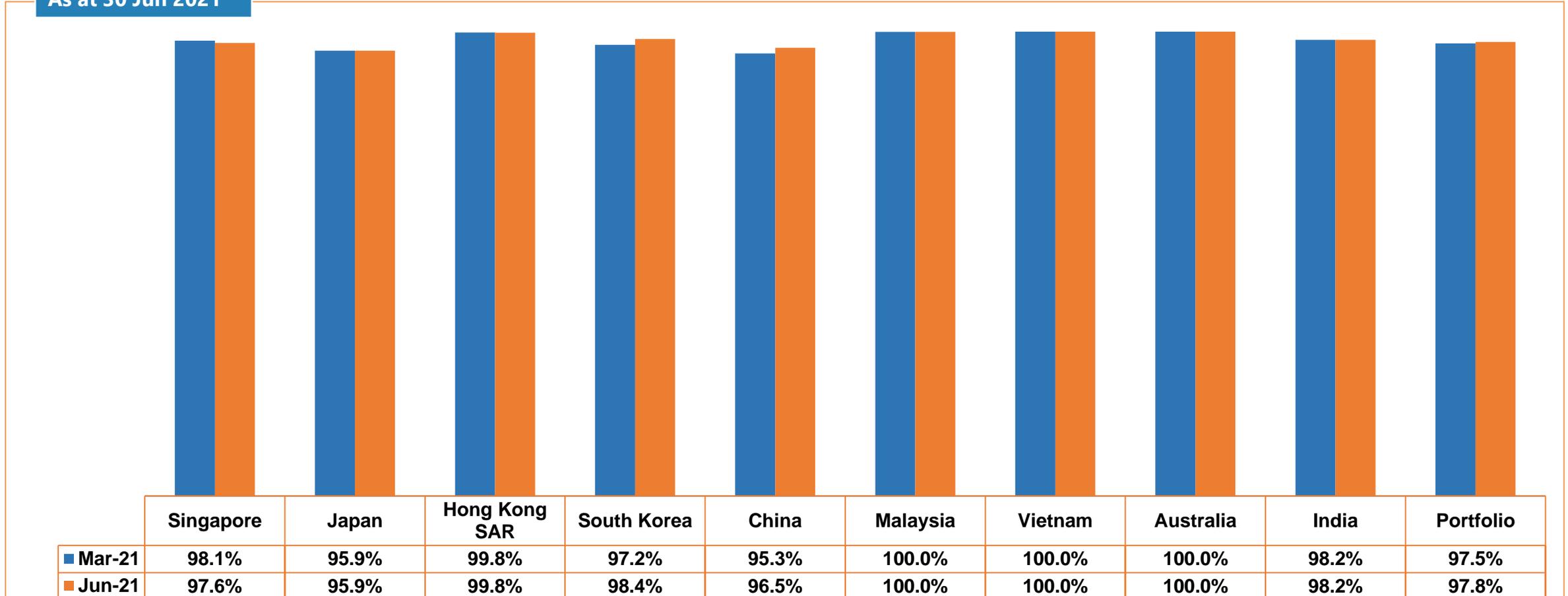


Note:

1. Includes the right-of-use assets with the adoption of SFRS(I)16.

## Geographic Breakdown of Occupancy Levels

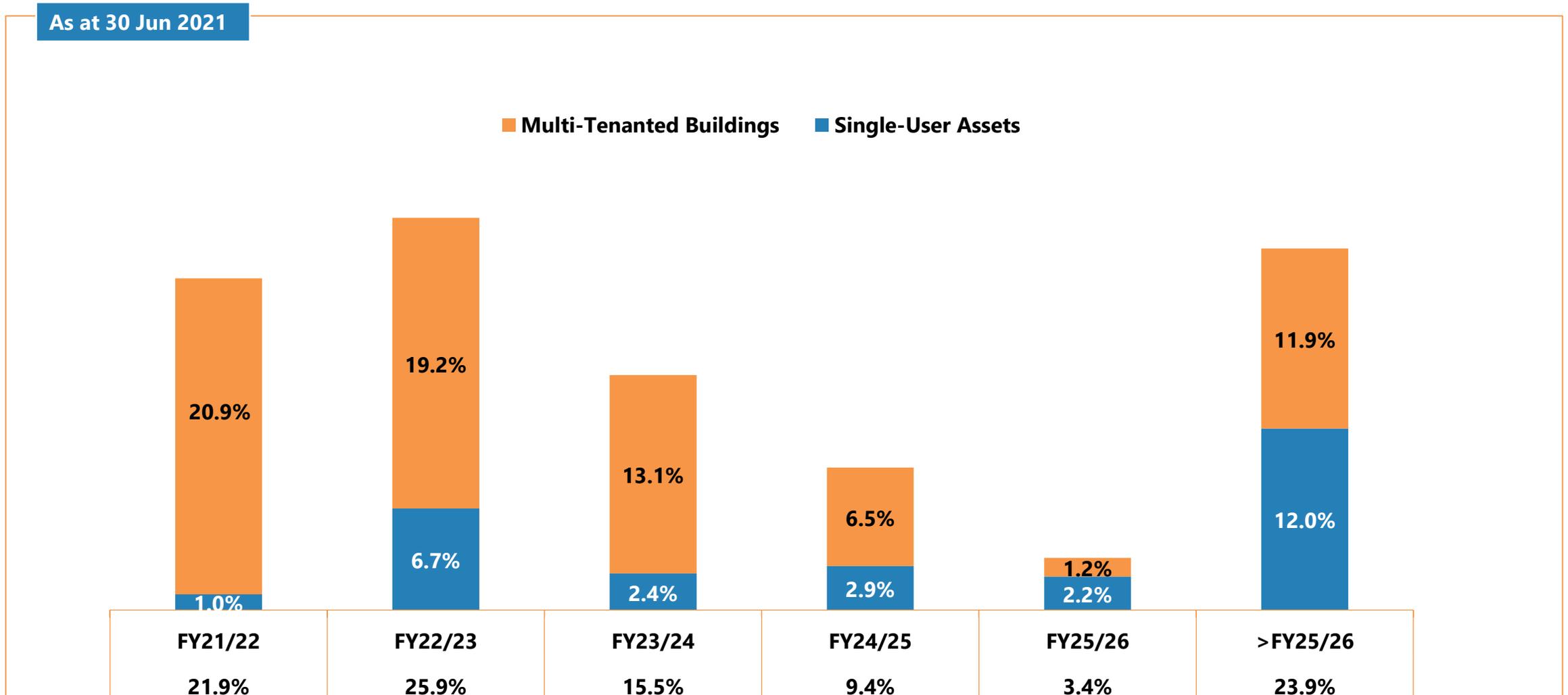
As at 30 Jun 2021



- Portfolio occupancy improved from 97.5% in the previous quarter to 97.8% due to higher occupancy in South Korea and China
- Occupancy remained stable in Japan, Hong Kong SAR, Malaysia, Vietnam, Australia and India

## Lease Expiry Profile (by NLA)

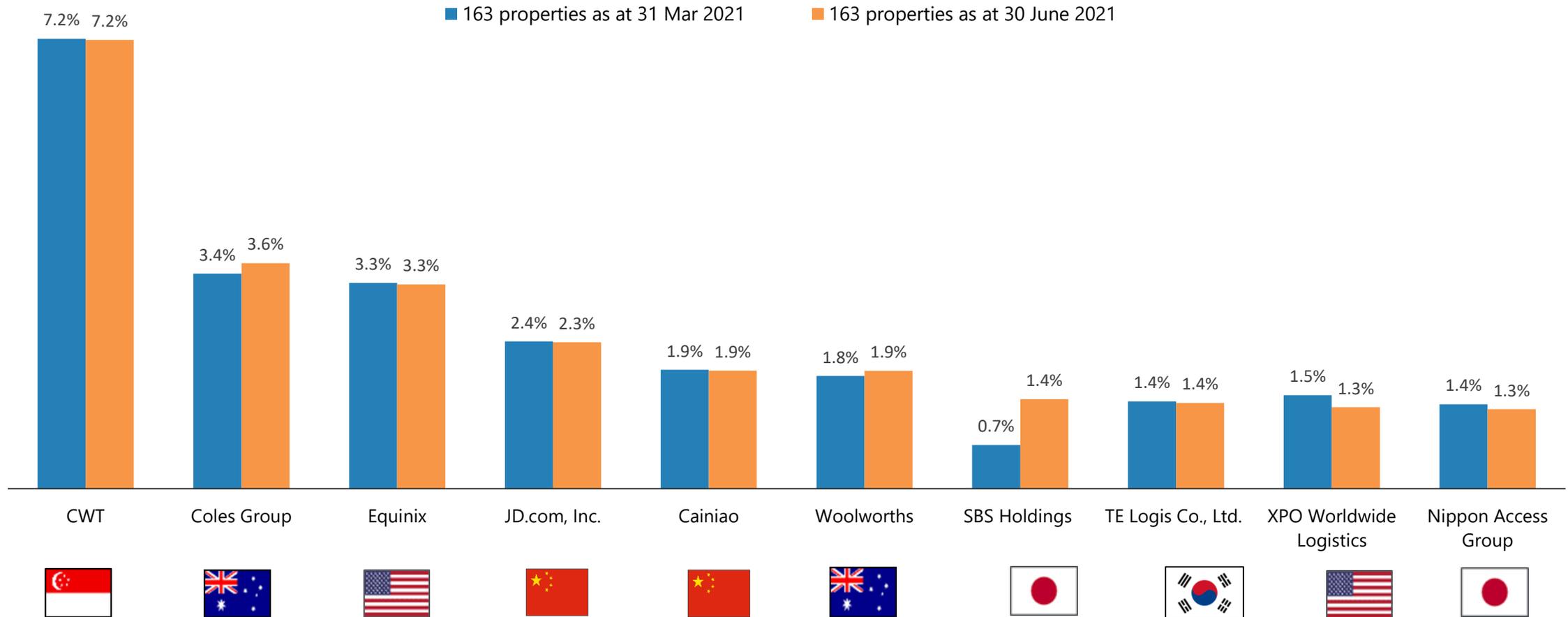
- Well-staggered lease expiry profile with weighted average lease expiry (by NLA) at 3.8 years



# Top 10 Tenants by Gross Revenue

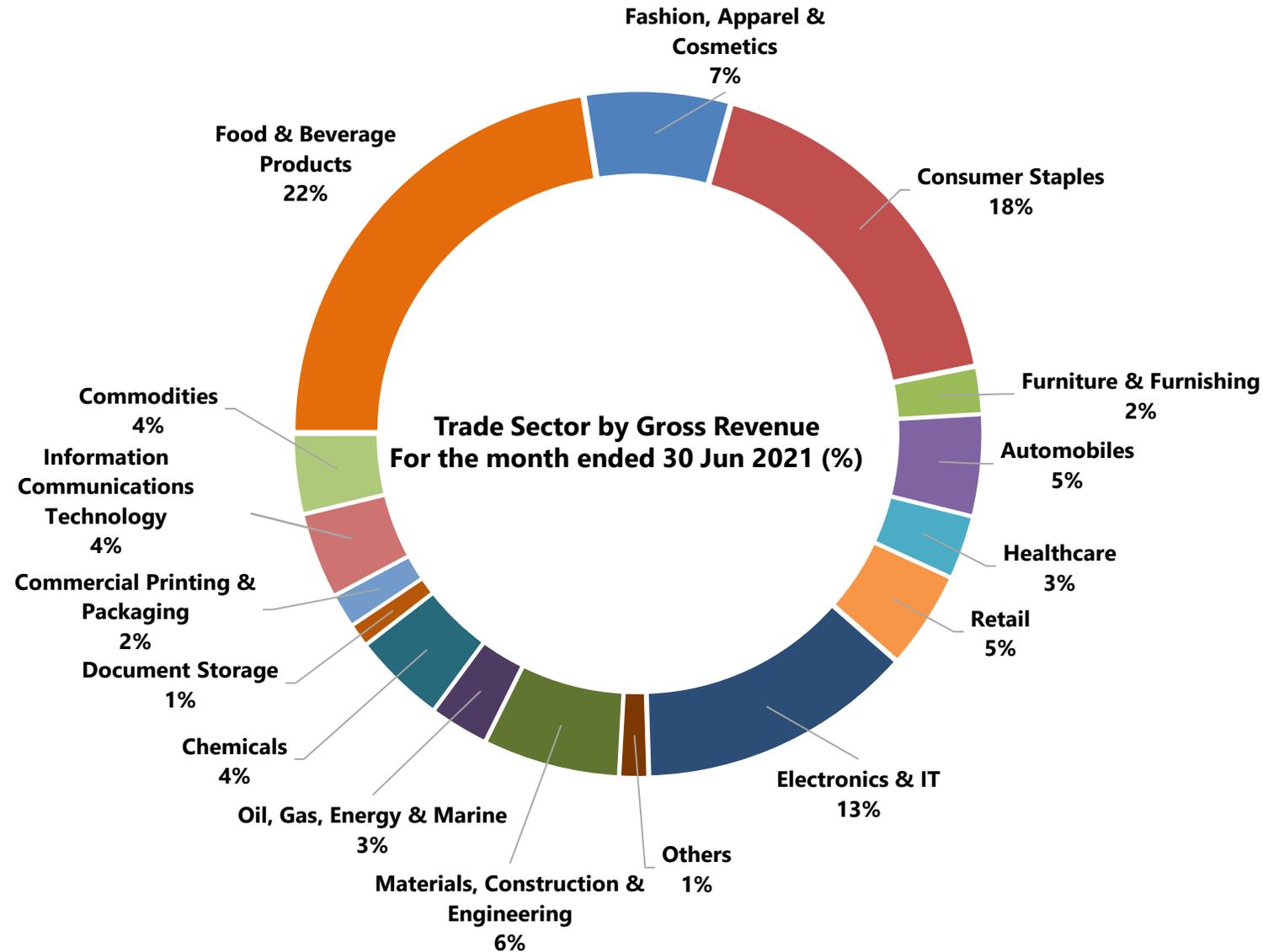
- Top 10 customers account for ~25.6% of total gross revenue

As at 30 Jun 2021



## Diversified Tenant Trade Sectors

- Diversified tenant base of 752 customers
- Approximately three-quarters of portfolio is serving consumer-related sectors



# Investment Review

# Proposed Acquisition of 9 Changi South Street 2, Singapore



## Investment Rationale

- Prime location in eastern part of Singapore
- Easily accessible via the ECP expressway, in close proximity to Changi Airport (~7km), Expo MRT (~850m)
- Adjacent to MLT's existing property at 15 Changi South Street 2 thus providing opportunities for economies of scale

- Proposed Acquisition is subject to approval from JTC Corporation and exercise of Option to Purchase

<b>Purchase Price</b>	S\$24.5 million
<b>Land Tenure</b>	30+30 years from 16 October 1994 (remaining lease of ~33.3 years)
<b>Valuation</b>	\$24.6 million
<b>GFA (sqm)</b>	11,506
<b>Occupancy</b>	<ul style="list-style-type: none"> <li>▪ The property will be sold with vacant possession</li> <li>▪ The Manager is in talks with an international 3PL to lease the Property as anchor tenant</li> </ul>
<b>Projected Stabilised NPI Yield</b>	6.2% <sup>1</sup>



Note:  
1. Based on the purchase price and initial land premium

# MLT's Portfolio at a Glance

	As at 30 Jun 2021	As at 31 Mar 2021
Assets Under Management (S\$ billion)	10.7	10.8
WALE (by NLA) (years)	3.8	3.6
Net Lettable Area (million sqm)	6.5	6.5
Occupancy Rate (%)	97.8	97.5
No. of Tenants	752	748
No. of Properties	163	163
<b>No. of Properties – By Country</b>		
Singapore	52	52
Hong Kong SAR	9	9
China	30	30
Japan	18	18
South Korea	18	18
Australia	12	12
Malaysia	15	15
Vietnam	7	7
India	2	2

# Outlook

# Outlook

- The global economy is gradually recovering, aided by higher rates of vaccination in developed countries
- However, fast spreading mutations of the virus may slow down the pace of economic recovery while geopolitical tensions remain a risk
- Demand for warehouse space has remained resilient to-date with stable occupancy and rental rates
- The Manager continues to focus on maintaining stable occupancy rates and strengthening the portfolio, whilst maintaining a prudent approach to capital management

# Appendix

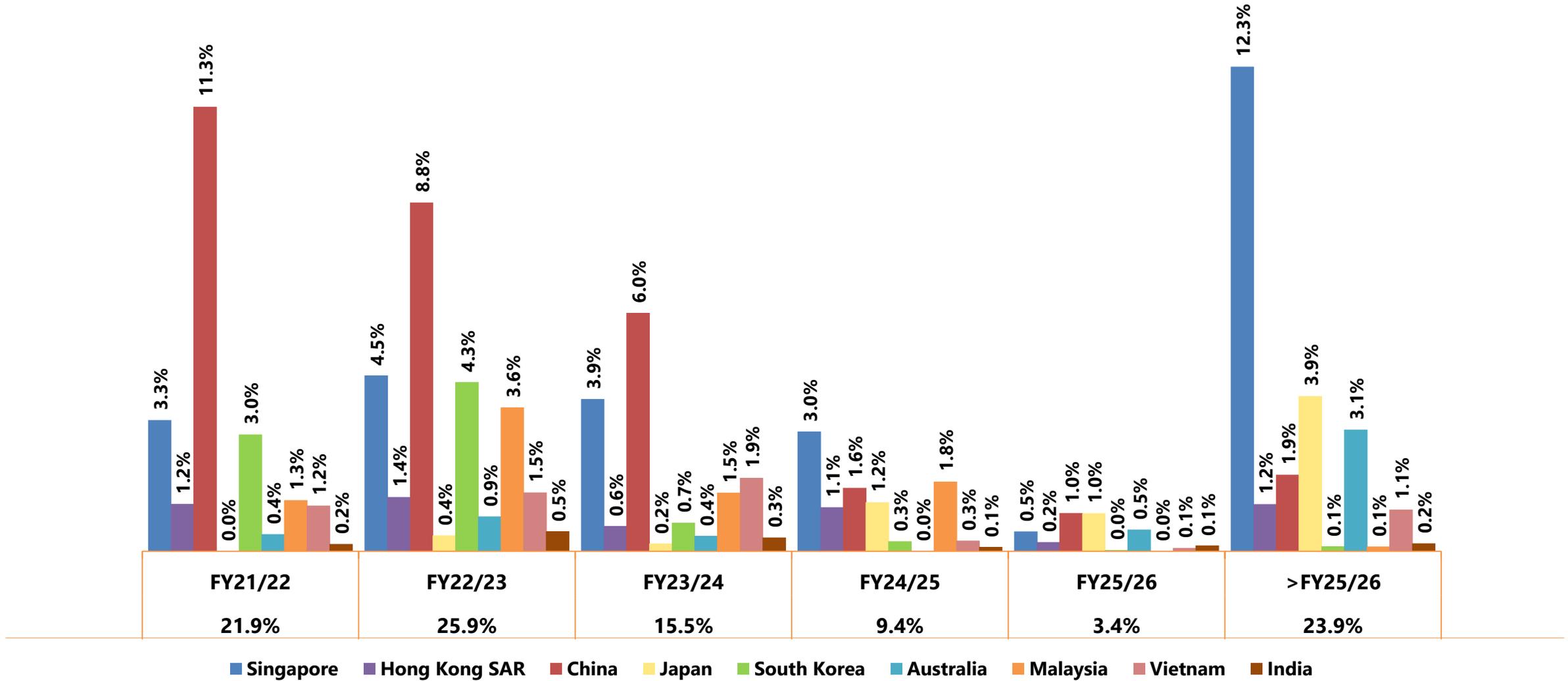
# MIPL's Logistics Development Projects in Asia Pacific

Completed Projects			
No	Country	Location	GFA ( sqm)
<b>China</b>			
1	China	Jiangsu - 7 projects	637,896
2	China	Zhejiang - 5 projects	472,743
3	China	Fujian - 2 projects	186,558
4	China	Chongqing -5 projects	393,017
5	China	Guangdong - 1 project	24,265
6	China	Hubei- 2 projects	151,371
7	China	Shannxi - 1 project	72,047
8	China	Yunnan- 1 project	66,501
9	China	Shandong - 2 projects	104,474
10	China	Liaoning - 3 projects	167,249
11	China	Heilongjiang - 1 project	60,595
12	China	Ningxia- 1 project	75,635
13	China	Henan- 1 project	95,951
14	China	Jilin - 1 project	60,295
15	China	Hainan - 1 project	81,975
16	China	Tianjin - 1 project	34,776
<b>Vietnam</b>			
17	Vietnam	Binh Duong - 2 projects	123,646
<b>Total</b>			<b>2,808,995</b>

# MIPL's Logistics Development Projects in Asia Pacific

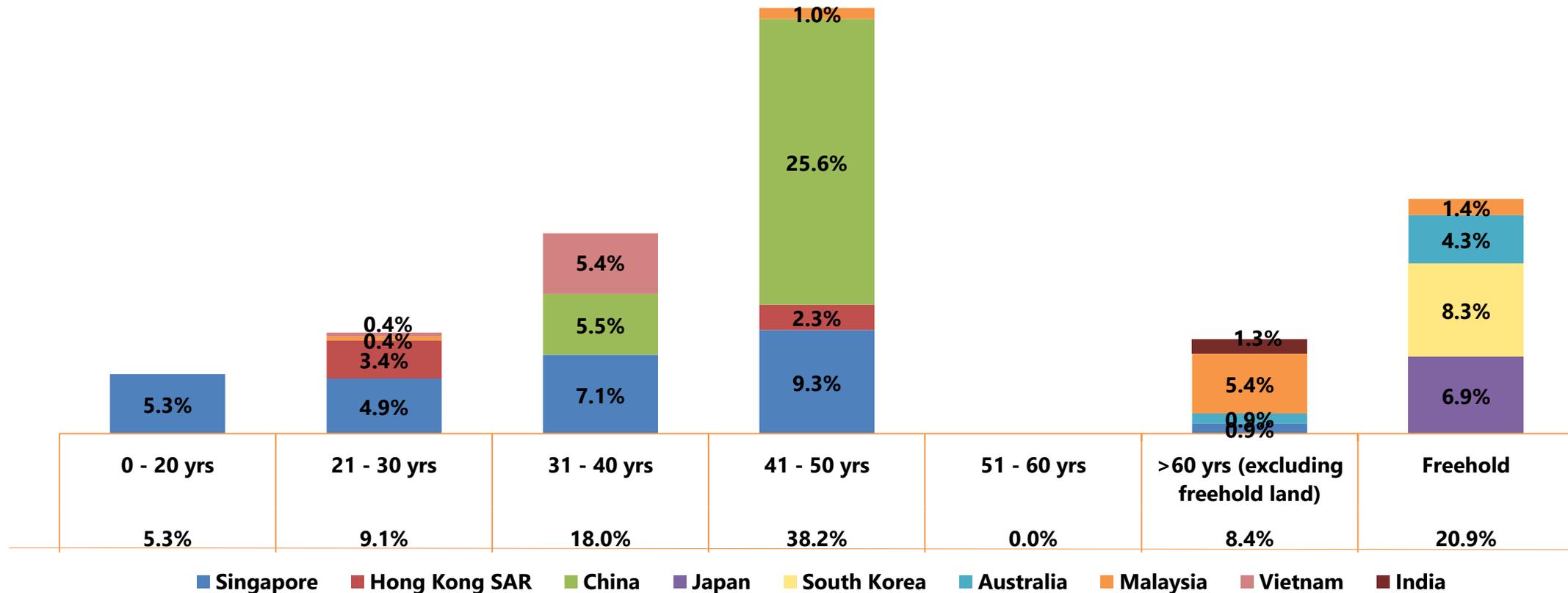
Projects Underway			
No	Country	Location	GFA ( sqm)
<b>China</b>			
1	China	Anhui -2 projects	222,171
2	China	Jiangsu - 1 project	68,716
3	China	Jilin - 1 project	51,466
4	China	Liaoning - 1 project	37,198
5	China	Shaanxi - 1 project	80,366
6	China	Zhejiang - 4 projects	302,490
<b>Malaysia</b>			
7	Malaysia	Shah Alam - 2 projects	473,805
<b>Vietnam</b>			
8	Vietnam	Binh Duong - 3 projects	124,044
9	Vietnam	Bac Ninh - 2 projects	137,244
10	Vietnam	Hung Yen - 3 projects	175,370
11	Vietnam	Thuan Thanh - 2 phases	247,026
<b>Australia</b>			
12	Australia	Mapletree Logistics Park Crestmead, Brisbane	191,890
<b>Total</b>			<b>2,111,787</b>

# Lease Expiry Profile (by NLA) by Geography



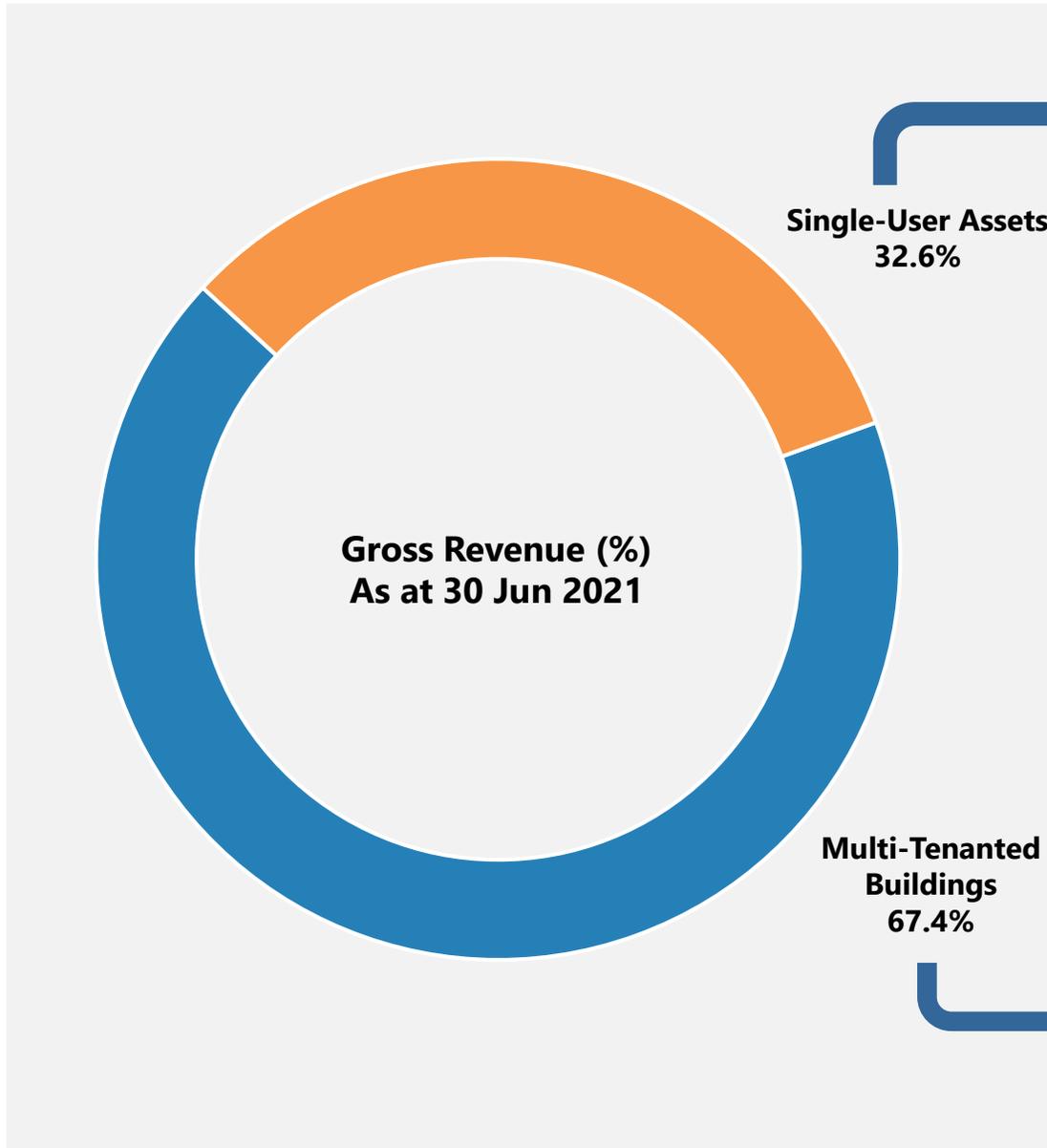
## Remaining Years to Expiry of Underlying Land Lease (by NLA)

- Weighted average lease term to expiry of underlying leasehold land (excluding freehold land) : 44.1 years

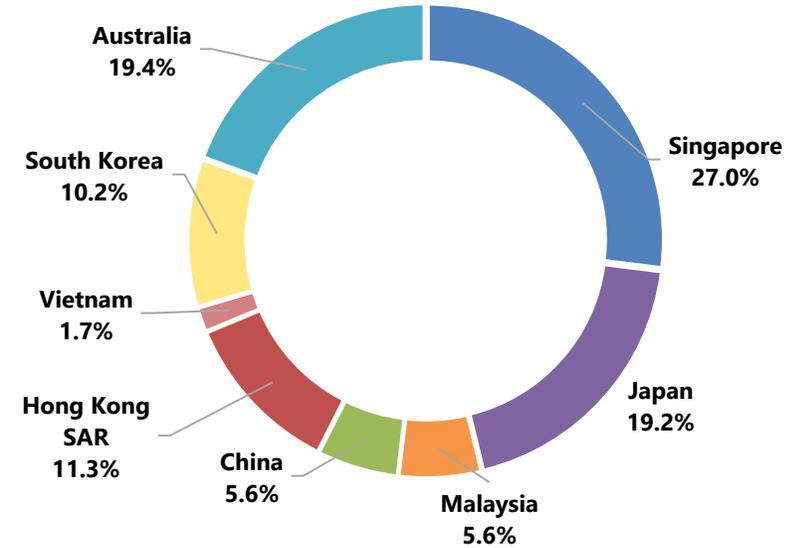


Remaining Land Lease	≤30 years	31-60 years	>60 years	Freehold
% of Portfolio (by NLA)	14.4% (23 assets)	56.2% (92 assets)	8.4% (14 assets)	20.9% (34 assets)

# Single-User Assets vs. Multi-Tenanted Buildings



SUA Revenue Contribution by Geography



MTB Revenue Contribution by Geography

