

For Immediate Release

## MAPLETREELOG'S AMOUNT DISTRIBUTABLE FOR 1Q 2010 RISES BY 8% YEAR ON YEAR

### Highlights:

- Improvement largely due to lower property expenses and decrease in borrowing costs as a result of proactive capital management to reduce interest costs and lower leverage for most of 1Q 2010 compared to 1Q 2009.
- Available distribution per unit ("DPU") of 1.50 cents for 1Q 2010 is 2% higher than 1Q 2009's DPU of 1.47 cents.
- Completed two acquisitions during the quarter – one each in Japan and Singapore.
- Key changes in senior management effective 1 May 2010.

**Singapore, 22 April 2010** – The Board of Directors of Mapletree Logistics Trust Management Ltd. ("MLTM"), manager ("Manager") of Mapletree Logistics Trust ("MapletreeLog" or "Trust"), is pleased to announce a total amount distributable of S\$30.8 million for 1Q 2010, an improvement of 8% compared with 1Q 2009.

|   | 1Q 2010 <sup>1</sup> | 1Q 2009 | Variance<br>(1Q 2010 vs 1Q<br>2009) | 4Q 2009 | Variance<br>(1Q 2010 vs 4Q<br>2009) |
|---|----------------------|---------|-------------------------------------|---------|-------------------------------------|
| Gross Revenue (S\$'000)                     | 51,406               | 53,268  | 3.5% ↓                              | 50,785  | 1.2% ↑                              |
| Net Property Income (S\$'000)               | 45,774               | 46,185  | 0.9% ↓                              | 44,941  | 1.9% ↑                              |
| Amount Distributable (S\$'000)              | 30,840               | 28,600  | 7.8% ↑                              | 31,826  | 3.1% ↓                              |
| Available DPU (cents)                       | 1.50                 | 1.47    | 2.0% ↑                              | 1.59    | 5.7% ↓                              |
| Adjusted available DPU (cents) <sup>2</sup> |                      |         |                                     | 1.48    | 1.4% ↑                              |

### Footnote:

1. 1Q 2010 started with 82 properties and ended with 84 properties. 1Q 2009 started and ended with 81 properties.
2. Adjusted to exclude the one-off S\$2.5 million consideration from Prima Limited, less related costs, in 4Q 2009.

### Note to table:

MapletreeLog's distribution policy as per stated in the prospectus dated 18 July 2005, is to distribute at least 90% of its taxable income to Unitholders, comprising substantially its income from the letting of its properties and related property services income after deduction of allowable expenses and allowances, and of its tax-exempt income, if any

Mapletree Logistics Trust Management Ltd.

1 Maritime Square #13-01, HarbourFront Centre, Singapore 099253  
tel +65 6377 6111 fax +65 6273 2281 email Ask-MapletreeLog@mapletree.com.sg  
Co. Reg. No.: 200500947N

Page 1 of 6

Mr. Chua Tiow Chye, Chief Executive Officer of MLTM, said, “We are pleased to announce another quarter of steady performance for MapletreeLog. The 8% increase in amount distributable in 1Q 2010 was largely due to a decrease in borrowing costs as a result of proactive capital management to reduce interest cost and lower leverage for most of 1Q 2010 as well as reductions in property expenses compared to 1Q 2009. This translates to a DPU of 1.50 cents in 1Q 2010, which is 2.0% higher compared to DPU in 1Q 2009 and 1.4%<sup>1</sup> higher if compared to adjusted DPU for 4Q 2009. This increase is despite the enlarged unitholder base following the S\$79 million private placement that we did in November 2009 to finance the acquisition of two assets in Singapore and 1 in Japan. The full impact of contributions from these three assets will be felt in subsequent quarters. The steady performance reflects the resilience of MapletreeLog’s portfolio which continues to enjoy high occupancy rates and sustained rental rates, anchored by a sound capital management strategy to protect distributable income.”

As at 31 March 2010, the Trust’s portfolio comprises 84 properties, with a book value of approximately S\$3.0 billion. Of the 84 properties, 49 are in Singapore, 11 in Malaysia, 9 in Japan, 8 in Hong Kong, 6 in China, and 1 in South Korea.

### **Building acquisition pipeline for growth**

We completed the acquisition of two properties in 1Q 2010 – these are CEVA (Changi South)<sup>2</sup> in Singapore and Shonan Centre<sup>3</sup> in Japan. The team is actively building a pipeline of yield-accretive acquisitions.

### **A diversified and stable regional portfolio**

Singapore, Hong Kong and Japan continue to contribute close to 90% of MapletreeLog’s Net Property Income (“NPI”). As at 31 March 2010, Singapore contributed 52% of the Trust’s NPI, Hong Kong 21%, Japan 16%, China 6%, Malaysia 5%, and the balance from South Korea. The geographical diversification of the portfolio has enabled the Trust to consistently deliver stable distributions to Unitholders.

---

<sup>1</sup> 4Q 2009’s DPU included a 0.11 cents one-off contribution from Prima Limited (to extend the leases and licenses at 201 Keppel Road). Excluding this, the DPU for 4Q 2009 would have been 1.48 cents.

<sup>2</sup> Refers to the property at 15 Changi South Street 2, Singapore.

<sup>3</sup> Refers to the property at 1027-29 Washinoya, Kashiwa-shi Chiba Prefecture, Japan.

Mapletree Logistics Trust Management Ltd.

1 Maritime Square #13-01, HarbourFront Centre, Singapore 099253

tel +65 6377 6111 fax +65 6273 2281 email Ask-MapletreeLog@mapletree.com.sg

Co. Reg. No.: 200500947N

### **Focus on yield optimisation**

The average occupancy rate of MapletreeLog's portfolio remained steady at around 98% as at 31 March 2010. In 2010, around 16% of the leases (by gross revenue) are up for renewal and to date, we have successfully renewed and/or replaced around 22% of these. The majority of lease renewals are in Singapore and Hong Kong. We are confident that we will be able to successfully renew/replace most of these leases.

The weighted average lease term to expiry ("WALE") for the portfolio is about 5 years with more than 67% of the leases expiring in 2012 and beyond<sup>4</sup>. As at 31 March 2010, the weighted average unexpired lease term of underlying land of the portfolio is around 165 years<sup>5</sup>. In addition to MapletreeLog's diverse and high-quality tenant base and strong leasing covenants, the Trust has security deposits equivalent to 57% of 2009 gross revenue, or 6.9 months coverage.

### **Capital management strategy**

During the quarter, a JPY 7 billion (~S\$108 million) term loan was drawn to finance the recent acquisition of Shonan Centre. The balance proceeds were used to repay short term debt, which was subsequently redrawn to complete the acquisition of CEVA (Changi South) in March. This resulted in an increase in outstanding debt to S\$1,199 million as at 31 March 2010, and accordingly, the leverage ratio has increased slightly to 38.6%.

MapletreeLog also issued a S\$20 million 5-year fixed rate Medium Term Note ("MTN") to refinance an existing MTN which matured in March 2010. Following this issuance and the new term loan mentioned above, the average duration of MapletreeLog's debt has increased slightly to 1.95 years as of 31 March 2010 from 1.90 years as of 31 December 2009. The weighted average borrowing cost for 1Q 2010 has reduced marginally to about 2.5% as compared to 2.6% for 4Q 2009.

Of MapletreeLog's S\$1,199 million debt as at 31 March 2010, approximately S\$145 million are due for refinancing this year. The refinancing needs can be sufficiently met with MapletreeLog's currently available credit facilities which are well in excess of S\$500 million (not inclusive of MTN issuance capability). Moreover, the Manager has been offered new credit facilities from various

<sup>4</sup> Based on gross revenue for March 2010.

<sup>5</sup> For computation purposes, freehold properties are assigned a lease term of 999 years.

banks which will further increase MapletreeLog's debt funding capability.

Approximately 72% of MapletreeLog's total borrowings as at 31 March 2010 are hedged, up slightly from 69% as of 31 December 2009.

The Manager will continue to proactively optimise its capital structure and diversify its sources of funding to support MapletreeLog's strategic growth plans.

### **Annual General Meeting ("AGM") and Extraordinary General Meeting ("EGM")**

MapletreeLog held its first AGM and EGM on 21 April 2010. All the resolutions put to vote were duly passed by Unitholders.

### **Key changes in senior management – effective 1 May 2010**

Mr. Chua Tiow Chye, who has been the CEO and Executive Director of the Manager since MapletreeLog's IPO in July 2005, will be relinquishing both positions. He will however continue to guide MapletreeLog as Non-Executive Director of the Manager. Mr. Richard Lai, who is currently the Deputy CEO and CFO of MapletreeLog will take over as CEO and Executive Director of the Manager. Ms. Wong Mei Lian, who is currently Senior Vice President (Treasury) of the Sponsor, Mapletree Investments Pte Ltd, will take over as CFO of the Manager. These changes are part of succession planning for the Manager and would further enhance the depth of its management bench capabilities.

### **Outlook**

Mr. Chua said, "MapletreeLog delivered another quarter of steady operating and financial performance. Although the economic environment has improved, the recovery is not of the same pace and magnitude across the geographies in which we operate. Consequently, we will remain focused on protecting MapletreeLog's balance sheet and ensuring consistent distribution yields to Unitholders from our existing portfolio. At the same time, in line with our "Yield Plus Growth" strategy, we are building a pipeline of yield accretive acquisitions and we hope to announce some of these over the next few months.

We are also pleased that all the resolutions that were put to vote at our AGM and EGM yesterday passed with overwhelming support.

I would also like to thank all of you for the support you have given me during my stint as CEO of the Manager. I am confident that Mr. Richard Lai, who has been with MapletreeLog since its inception, will successfully take the Trust to its next level of growth.

To MapletreeLog's Unitholders, we remain fully committed to paying out full distributions." Mr. Chua said.

#### **Distribution to Unitholders**

MapletreeLog will pay a 1Q 2010 DPU of 1.50 cents on 27 May 2010 for the period of 1 January to 31 March 2010.

=== END ===

**About MapletreeLog ([www.mapletreelogisticstrust.com](http://www.mapletreelogisticstrust.com))**

MapletreeLog, the first Asia-focused logistics REIT in Singapore, was listed on the SGX-ST main board on 28 July 2005. The Trust is also included in the FTSE ST Mid-Cap Index, the Global Property Research (“GPR”) General Index and the GPR 250 REIT Index. MapletreeLog’s principal strategy is to invest in a diversified portfolio of income-producing logistics real estate and real estate-related assets. As at 31 March 2010, it has a portfolio of 84 logistics assets in Singapore, Hong Kong, Japan, China, Malaysia and South Korea with a total book value of more than S\$3 billion. MapletreeLog is managed by Mapletree Logistics Trust Management Ltd., a wholly-owned subsidiary of Mapletree Investments Pte Ltd.

For enquiries, please contact:

Ms. Nupur Joshi

Head, Investor Relations & Strategic Planning

Tel: +65 6377-6493

Email: [nupur.joshi@mapletree.com.sg](mailto:nupur.joshi@mapletree.com.sg)

Mr. Richard Lai

Deputy Chief Executive Officer and Chief Financial Officer & CEO Designate

Tel: +65 6377-6122

Email: [richardlai@mapletree.com.sg](mailto:richardlai@mapletree.com.sg)

**Important Notice**

This Announcement is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for Units. The value of units in MapletreeLog (“Units”) and the income derived from them may fall as well as rise. Units are not obligations of, deposits in, or guaranteed by, the Manager or any of its affiliates. An investment in Units is subject to investment risks, including the possible loss of the principal amount invested. Investors have no right to request the Manager to redeem their Units while the Units are listed. It is intended that Unitholders of MapletreeLog may only deal in their Units through trading on the Singapore Exchange Securities Trading Limited (“SGX-ST”). Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units. The past performance of MapletreeLog is not necessarily indicative of its future performance. 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. The information in this Announcement must not be published outside the Republic of Singapore and in particular, but without limitation, must not be published in any United States edition of any publication.

**Mapletree Logistics Trust Management Ltd.**

1 Maritime Square #13-01, HarbourFront Centre, Singapore 099253

tel +65 6377 6111 fax +65 6273 2281 email [Ask-MapletreeLog@mapletree.com.sg](mailto:Ask-MapletreeLog@mapletree.com.sg)

Co. Reg. No.: 200500947N