



Proposed Acquisition of Wonjin Logistics Centre in South Korea

8 November 2018



Overview of Property



The Property comprises two blocks (Block A and Block B) of multi-tenanted dry warehouses, with a total gross floor area (“GFA”) of about 29,325 square metres (“sqm”) and land area of 31,055 sqm. It is located in Gyeonggi-do, a province surrounding Seoul with over half of the country’s population and also the largest logistics cluster in South Korea.

Project Details

Purchase Price	KRW37.85 billion (~S\$46.4 million) ¹
Valuation	KRW40.90 billion
Land Tenure	Freehold
Land Area	~31,055 sqm
GFA	Total: 29,325 sqm <ul style="list-style-type: none">• Block A: 21,065 sqm• Block B: 8,260 sqm
Vendor	Wonjin Logistics Co. Ltd.
Occupancy	<ul style="list-style-type: none">• 100% leased to 3 established 3PLs• Wonjin Logistics will leaseback over 60% of Property’s GFA
Lease Terms	WALE of 4.3 years

Footnote:

1. Based on exchange rate of S\$1 = KRW815.72
2. Valued by CBRE Korea as at 30 October 2018 based on the direct capitalisation approach, discounted cash flow analysis, direct comparison approach and depreciated replacement cost approach.

Investment Rationale

- **Strategic location in prime logistics hub**

- Gyeonggi-do, the largest logistics cluster in South Korea, is popular with third party logistics service providers (“3PLs”) and distributors due to its proximity to Seoul and easy accessibility
- Located within a one-hour drive from Seoul and is well-connected to the other parts of South Korea via major highways such as the Yeongdong expressway and National Route 17

- **Modern logistics facility**

- The Property has a floor-to-ceiling height of 9.5m and floor loading capacity of up to 3 tonne/sqm
- Block A is designed with cross-docks, a relatively rare feature for warehouses in Korea, and Block B is designed with enhanced features such as direct ramp access to all floors and dual-layer walls to minimize dew condensation

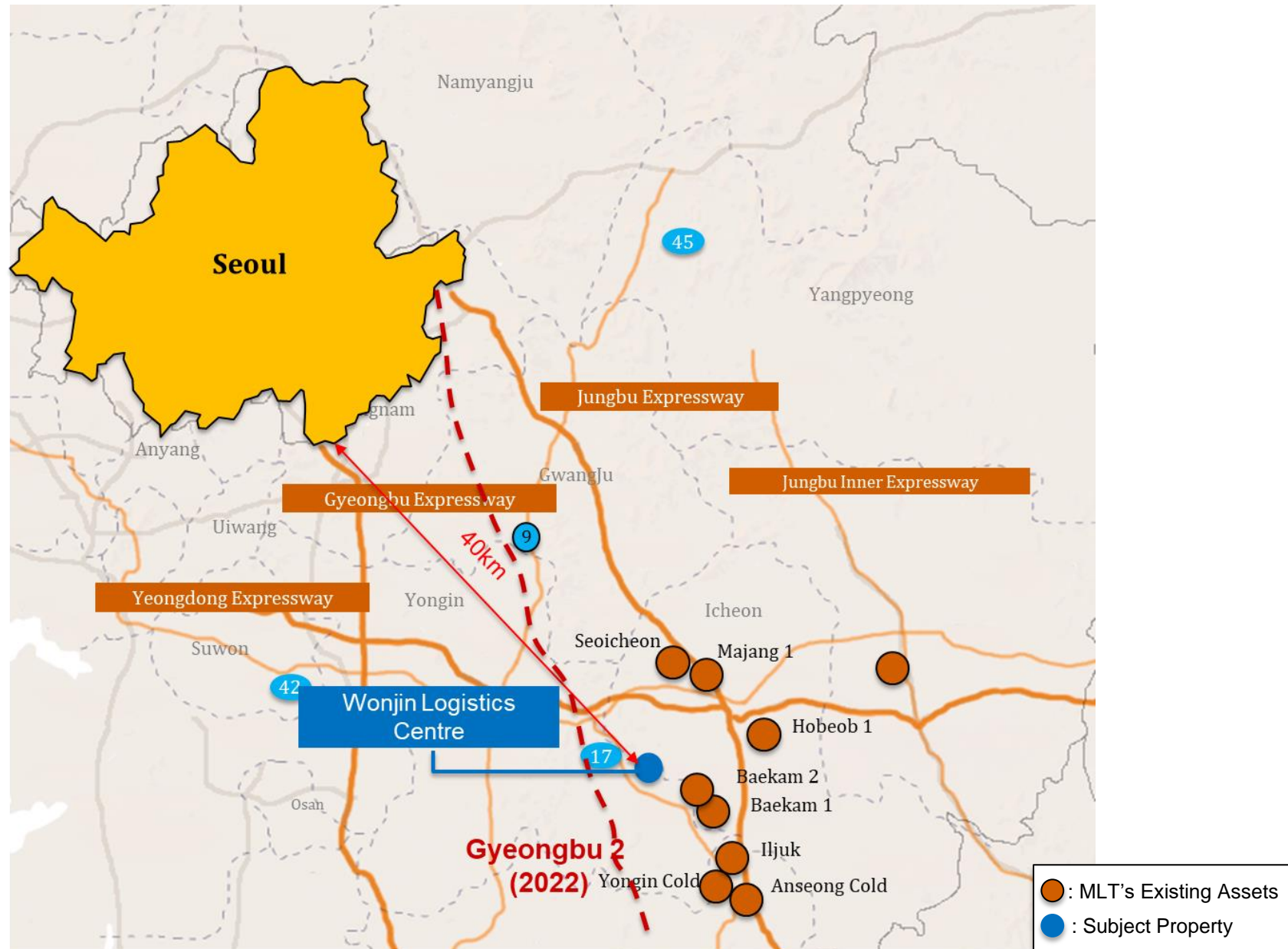
Investment Rationale

- **Fully leased to established 3PLs**
 - Wonjin Logistics: prominent local 3PL and its major customers include well-known corporations such as Lotte, Amore Pacific and Carrier
 - Remaining space is leased to one of the largest logistics companies in South Korea as well as a fast growing 3PL in Asia, especially in the fashion industry
- **Acquisition is expected to be accretive with initial NPI yield of 6.5%**
 - Acquisition will be funded by debt and is expected to be completed by 4Q FY18/19, subject to satisfaction of relevant conditions precedent and completion of regulatory filings
 - Upon completion, MLT's aggregate leverage ratio will be approximately 39.2%¹

Footnote:

1. Based on MLT's financials as at 30 September 2018 and taking into account the divestment of 531 Bukit Batok Street 23, Singapore completed on 18 October 2018, as well as the proposed acquisitions of a logistics property each in Australia and Vietnam, announced on 26 October 2018 and 1 November 2018 respectively.

Strategic Location in South Korea

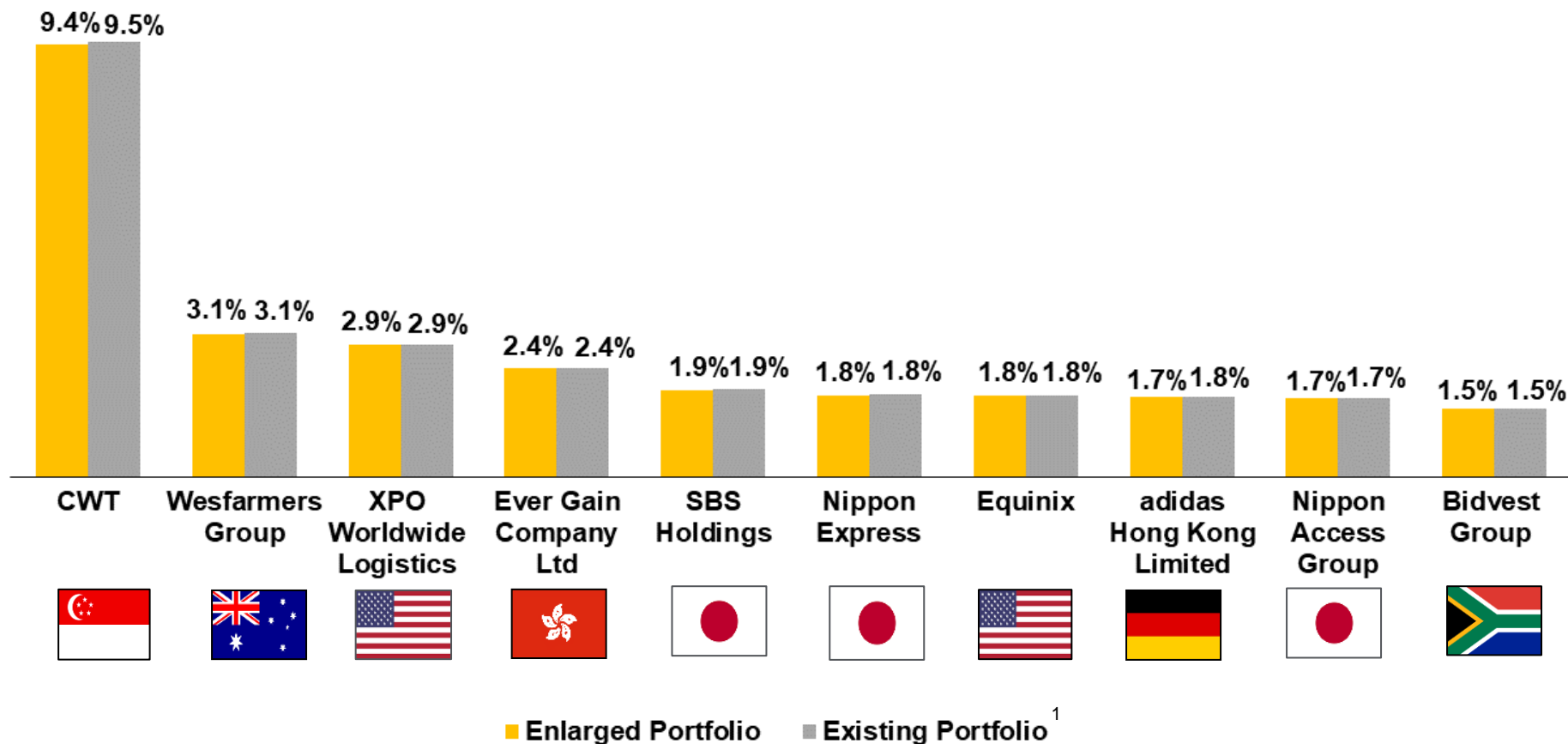


The background features a minimalist, abstract design with orange geometric shapes. A prominent corner structure is visible, with a lighter orange wall on the left and a darker orange wall on the right, meeting at a sharp angle. The top and bottom edges of these walls are slightly angled, creating a sense of depth and perspective. The overall color palette is warm and monochromatic, using various shades of orange.

Impact on Portfolio

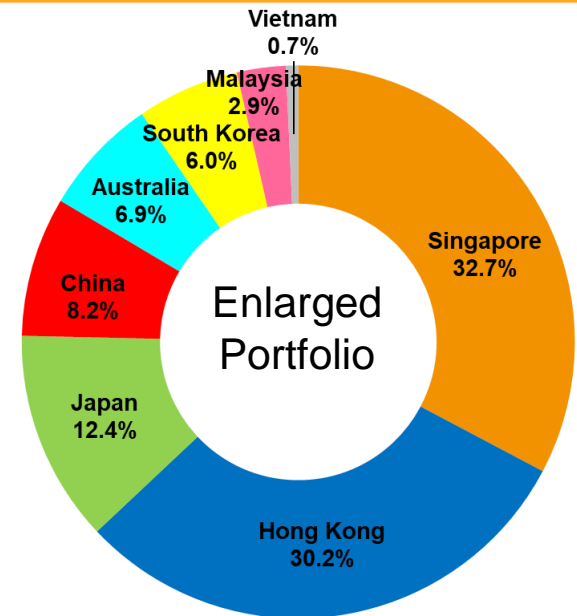
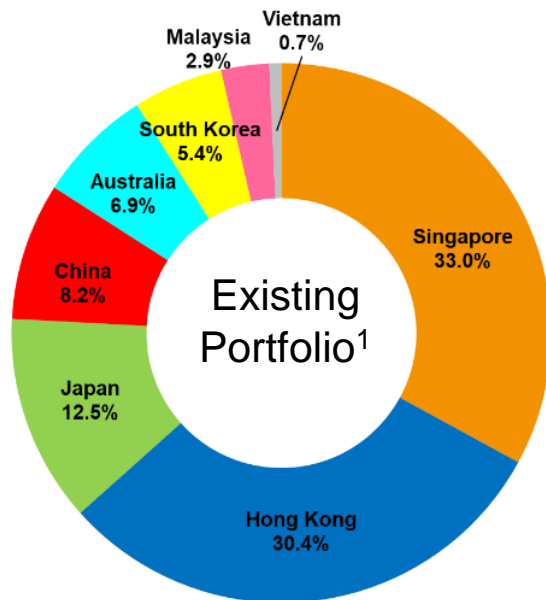
Top 10 Customer Profile (by Gross Revenue)

Gross Revenue contribution from MLT's top 10 customers remains at ~28% post-acquisition

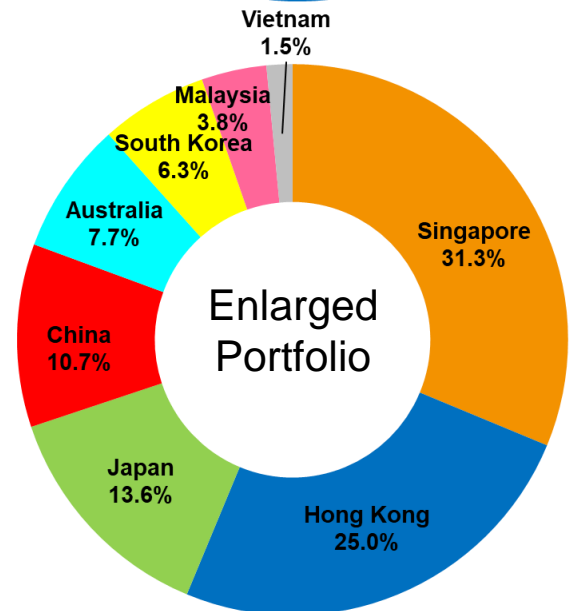
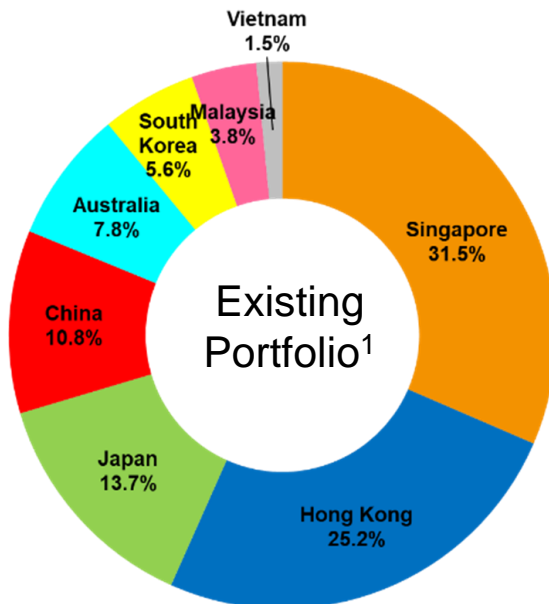


Geographical Diversification

Valuation by Geography



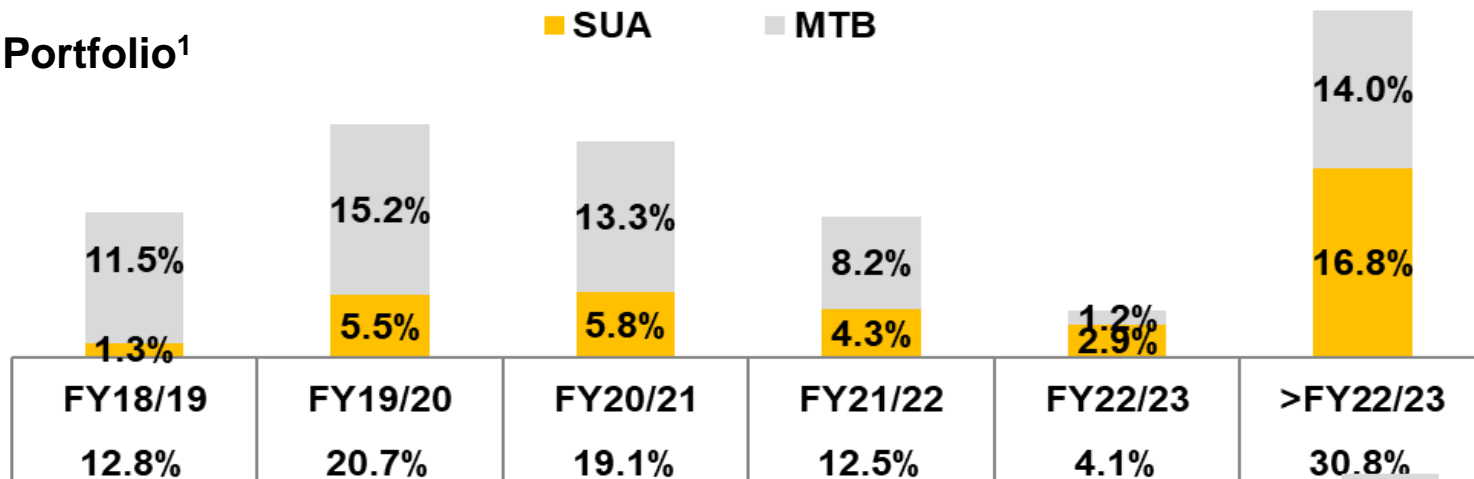
Gross Revenue by Geography



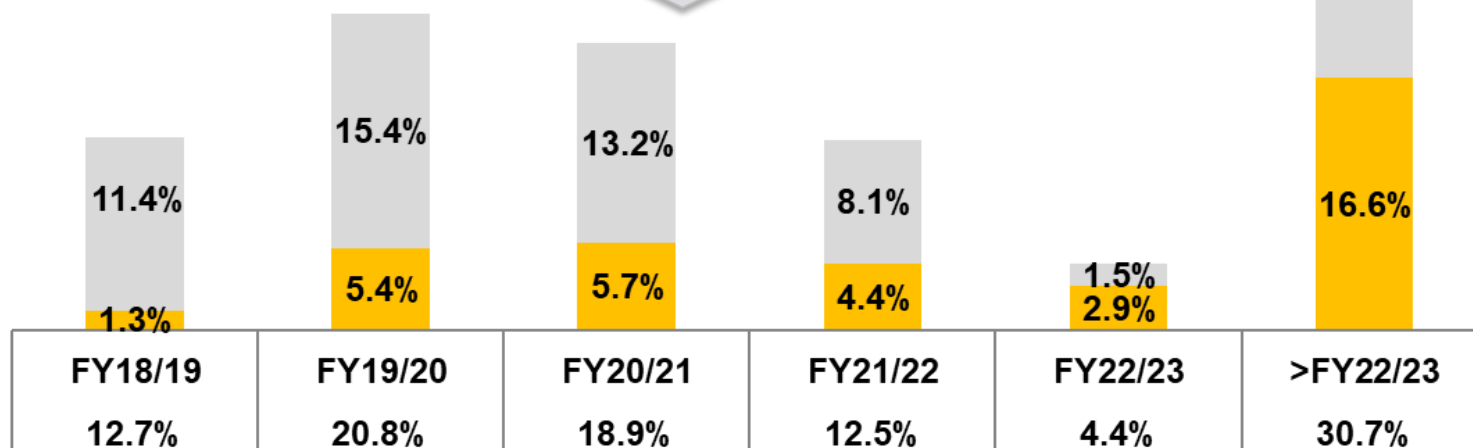
Lease Expiry Profile (by NLA)

Weighted average lease expiry (by NLA) remains at **3.8 years**

Existing Portfolio¹

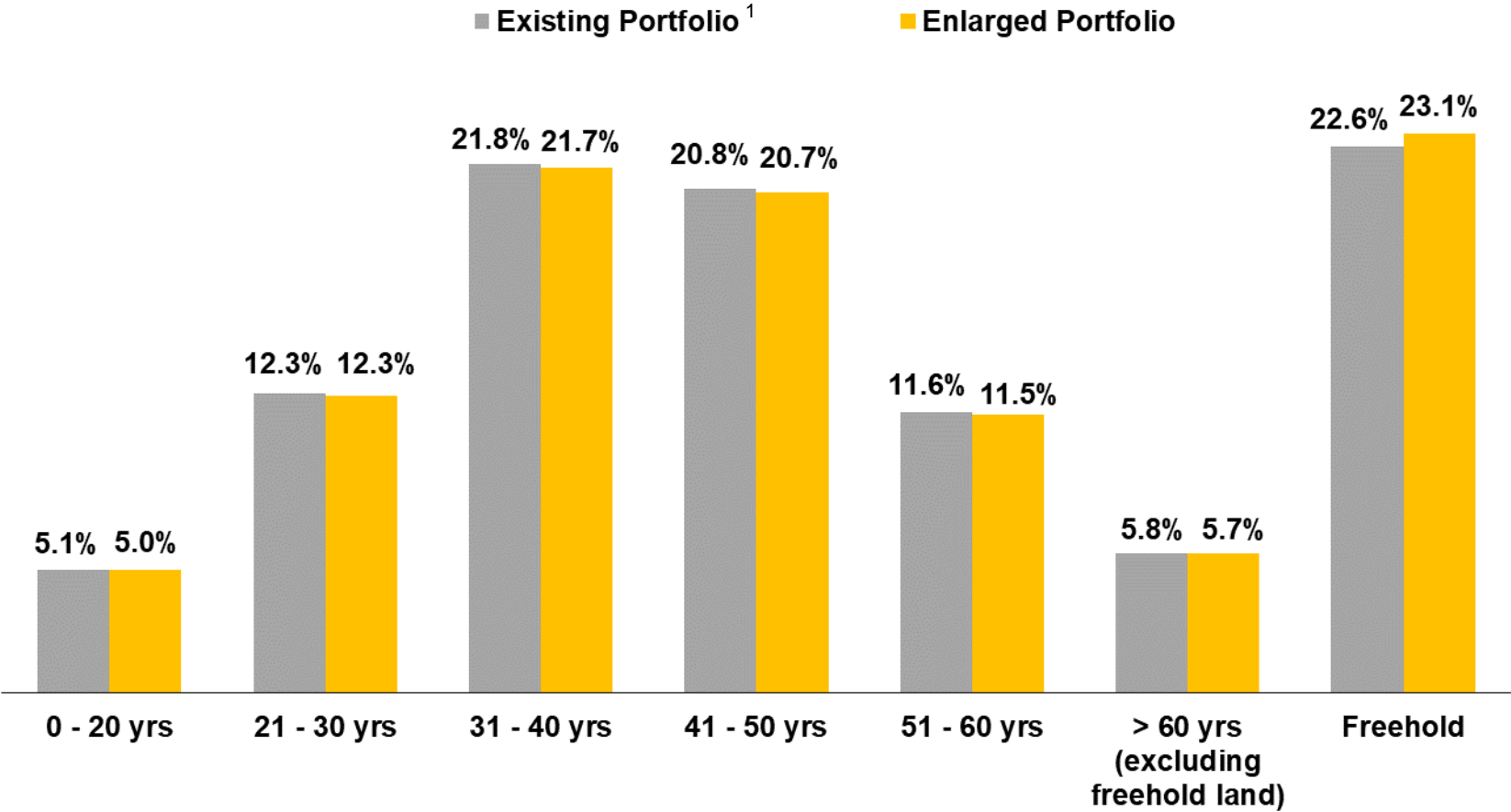


Enlarged Portfolio



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

Weighted average lease term to expiry of underlying leasehold land (excluding freehold land) is **45 years**



Footnote:
1) Based on portfolio of 139 properties as at 30 September 2018 (inclusive of MLT's 50% interest in 11 properties in China).

Disclaimer

The value of units in Mapletree Logistics Trust (“MLT”, and units in MLT, “Units”) and the income 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 may only deal in their Units through trading on the SGX-ST. Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units. The past performance of MLT 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. In addition, any discrepancies in the tables, graphs and charts between the listed amounts and totals thereof are due to rounding. Figures shown as totals in tables, graphs and charts may not be an arithmetic aggregation of the figures that precede them. You are cautioned not to place undue reliance on these forward looking statements, which are based on current view of management on future events.