Daiwa House Logistics Trust

SGX x REITAS Webinar

12 November 2024

Important Notice

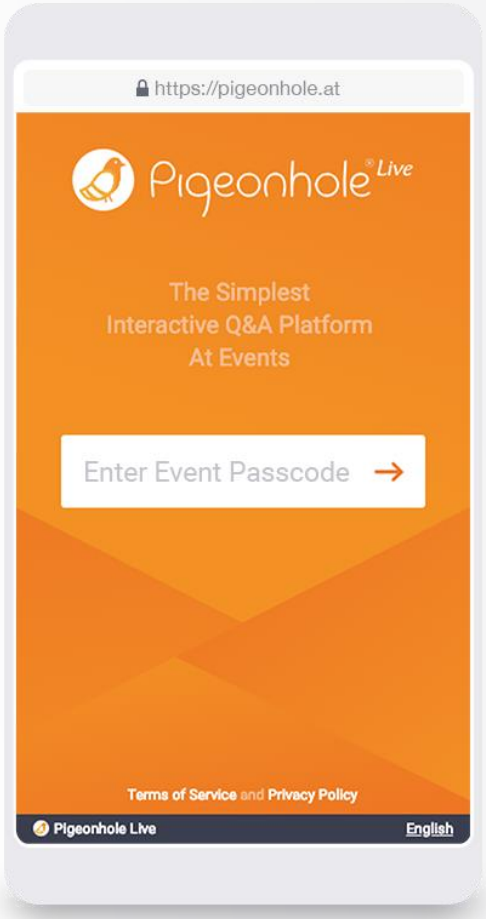
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Any discrepancies in the figures included in this announcement between the listed amounts and the totals thereof are due to rounding. Accordingly, figures shown as totals in this announcement may not be an arithmetic aggregation of the figures that precede them.

Q&A for the Webinar



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Q&A for the Webinar

Daiwa House®



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DPL Kawasaki Yako

Overview of Daiwa House Logistics Trust

Asia-focused with strong sponsor support

Daiwa House®

ASIA-FOCUSED LOGISTICS REIT WITH HIGH QUALITY MODERN PROPERTIES

STRONG AND COMMITTED DEVELOPER SPONSOR TO SUPPORT FUTURE GROWTH

Daiwa House Logistics Trust (DHLT) is established with the investment strategy of principally investing, directly or indirectly, in a portfolio of income-producing **logistics and industrial real estate assets** located across Asia, in particular, within **Japan** as well as in the **Southeast Asian region**



18
High Quality Logistics Properties

97.5%
Portfolio Occupancy Rate(1,2)

S$852MILLION
Portfolio Valuation(3)

6.6YEARS
Portfolio WALE by GRI(1,4)



476,614SQM
Total NLA(1)

6.9YEARS
Portfolio Age(1,5)

(1) As at 30 September 2024. (2) Accounted for the space that was vacated for the partially renewed lease which expired on 30 September 2024. (3) Based on the independent valuation of the properties as at 31 December 2023, save for DPL Ibaraki Yuki (average of the two valuations conducted as at 31 August 2023) and D Project Tan Duc 2 (average of two valuations conducted as at 30 September 2023 and 30 November 2023, respectively). (4) Gross rental income ("**GRI**") based on the monthly rent as at 30 September 2024. (5) Based on weighted average by net lettable area ("**NLA**").

History of the Sponsor, Daiwa House Industry

Founding of Daiwa House Industry and First Product: The Pipe House

- In 1950, many houses were destroyed by a powerful typhoon that hit the Kansai area
- Wanting to provide housing solutions to the population, Mr Nobuo Ishibashi established Daiwa House Industry ("**DHI**") in 1955 with the "Pipe House" as its first product
- Features of early housing products from DHI:
  - ✓ ***Stronger*** – the houses were built using steel pipes to make them stronger against the elements
  - ✓ ***Fast*** – Sold in department stores and can be built in 3 hours
  - ✓ ***Low cost*** – mass produced in factories

Coincides with Japan baby boom and gained popularity

- Using the same philosophy of providing solutions, DHI expanded its capabilities from housing to commercial buildings in particular, logistics



Midget House



Movable school



Overhead Bridge



Storage

- Today, DHI provides comprehensive turnkey solutions to logistics space users
- ***Staying true to its founder's philosophy to this day***, DHI continues to provide temporary houses and relief supplies for evacuees of natural disasters

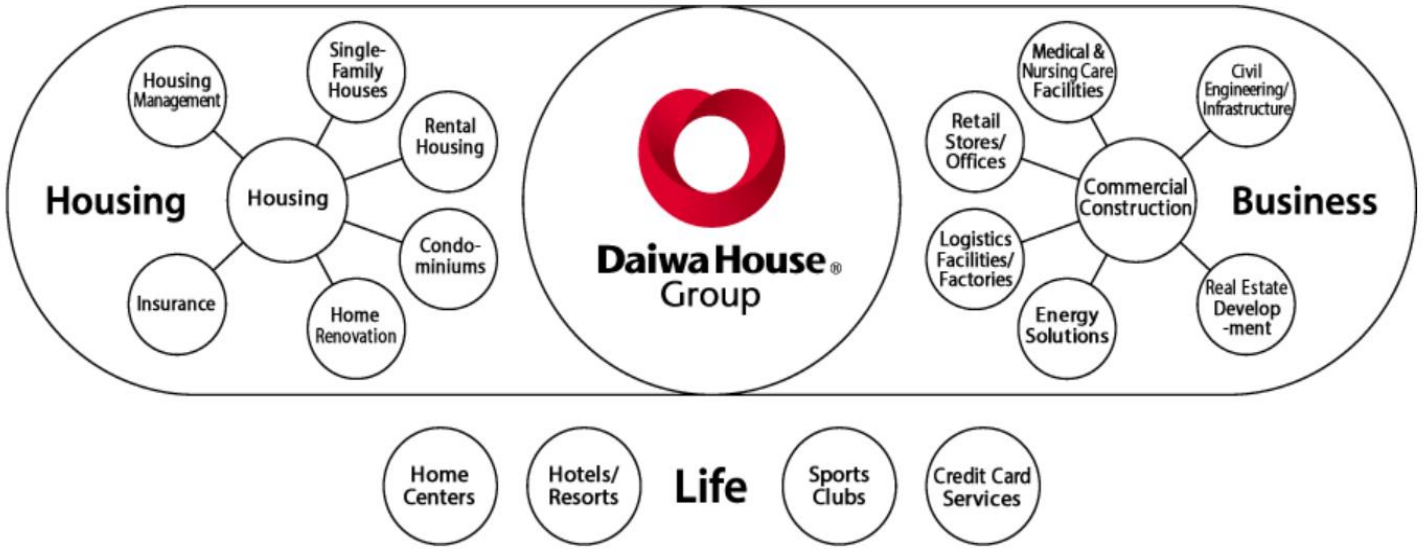


Temporary Housing after the 2011 earthquake

Note: Source of photos and information - Daiwa House Industry Co., Ltd.

DHI has since evolved into a global company

- ✓ *One of the largest construction and real estate development companies in Japan*
- ✓ *Comprehensive property-related businesses across multiple asset-class and countries*
- ✓ *A leader in logistics development having developed approx. 12.9 million sqm(1)*



Listed on TSE

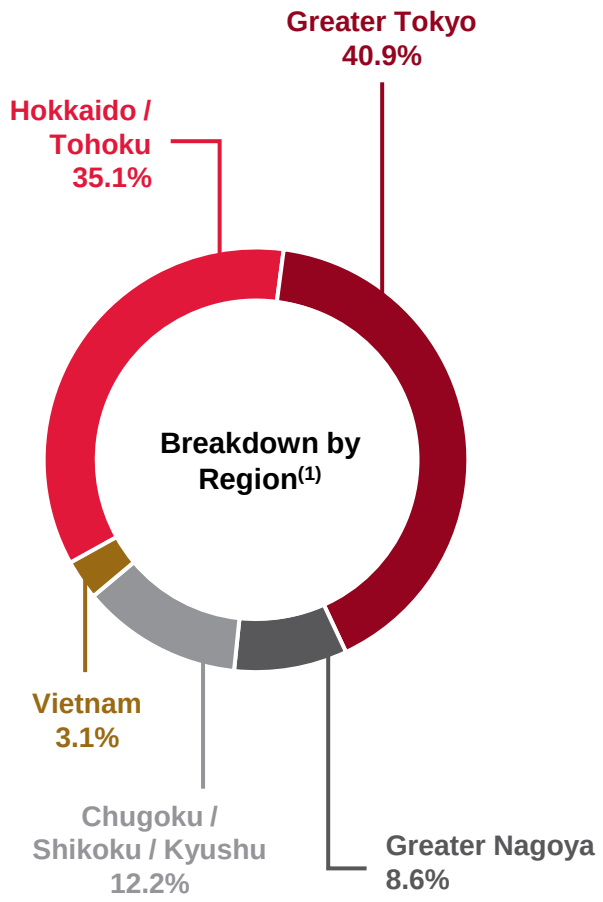
Market Capitalisation of JPY2,971B (S$26.6B)(2)

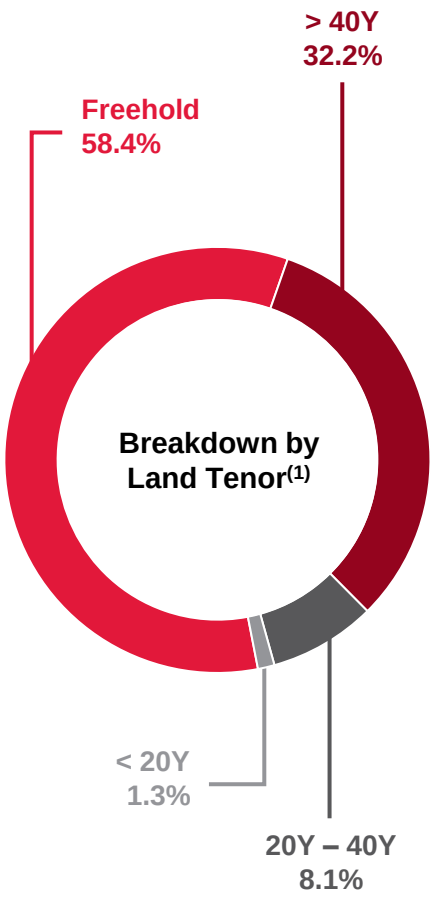
Global Presence

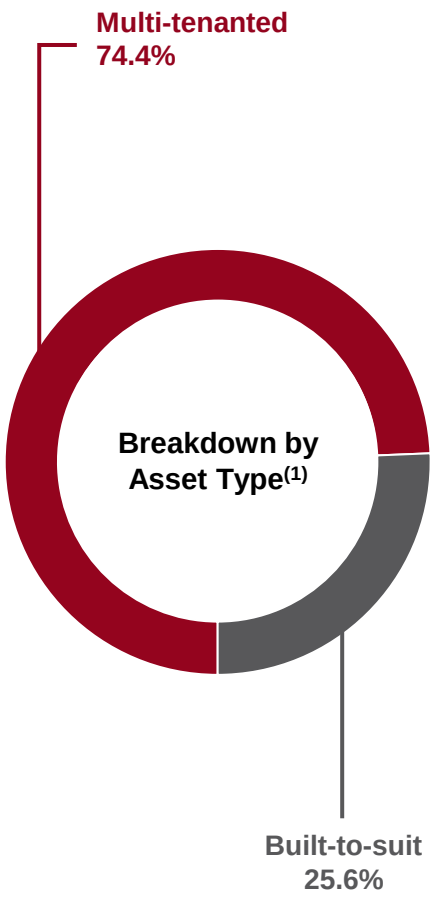
497 group companies in 26 countries and regions(1)

(1) Source: Financial results of Daiwa House Industry Co., Ltd for financial year ended 31 March 2024.
(2) As at 30 September 2024.

Portfolio resilience underpinned by diversity







- Properties located in both metropolitan and regional areas and ***well diversified across Japan***
- c.90% of the properties (by valuation) are ***freehold or have tenor of more than 40 years***
- ***Income stability*** from built-to-suit properties while multi-tenanted assets provide ***opportunities for rent growth***

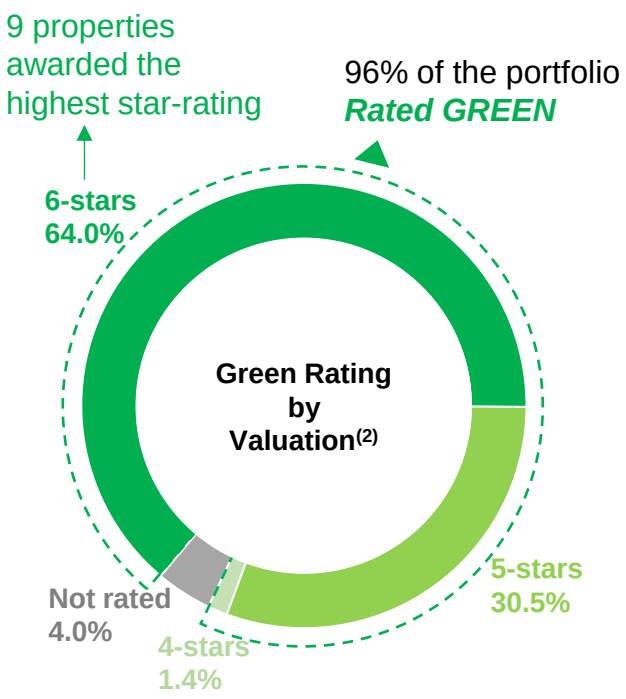
(1) Based on the independent valuation of the properties as at 31 December 2023, save for DPL Ibaraki Yuki (average of the two valuations conducted as at 31 August 2023) and D Project Tan Duc 2 (average of two valuations conducted as at 30 September 2023 and 30 November 2023, respectively).

Keeping up the *GREEN* efforts

Daiwa House®

- The green ratings for 13 properties were renewed in October 2024
- With D Project Kuki S also obtaining its rating, 16 out of the 18 properties in DHLT portfolio are green rated

	Star Rating	Solar Energy Capacity (MWp)
1. DPL Sapporo Higashi Kariki	★★★★★★	-
2. DPL Sendai Port	★★★★★	2.6
3. DPL Koriyama	★★★★★★	3.0
4. D Project Nagano Suzaka S	★★★★★★	0.9
5. D Project Maebashi S	★★★★★★	1.4
6. D Project Kuki S	★★★★★	-
7. DPL Ibaraki Yuki(1)	★★★★★	0.8
8. D Project Misato S	★★★★★★	-
9. D Project Iruma S	★★★★★★	-
10. DPL Kawasaki Yako	★★★★★★	1.2
11. DPL Shinfuji	★★★★★★	1.2
12. D Project Kakegawa S	★★★★★	0.7
13. DPL Okayama Hayashima	★★★★★	1.4
14. DPL Okayama Hayashima 2	★★★★★★	0.7
15. DPL Iwakuni 1 & 2(1)	★★★★★	1.8
16. D Project Matsuyama S	*Not rated*	-
17. D Project Fukuoka Tobara S	★★★★	0.5
18. D Project Tan Duc 2	*Not rated*	-
Total		**16.1**



The 16 properties are all rated by the Building Energy-efficiency Labelling System (BELS), which is a third-party certification system in Japan that assesses the energy conservation performance of buildings, in line with the guidelines set by the Ministry of Land, Infrastructure, Transport and Tourism of Japan, with a rating scale of 0 to 6 stars.

(1) Based on previous evaluation criteria. New evaluation criteria effective from April 2024. (2) Based on the independent valuation of the properties as at 31 December 2023, save for DPL Ibaraki Yuki (average of the two valuations conducted as at 31 August 2023) and D Project Tan Duc 2 (average of two valuations conducted as at 30 September 2023 and 30 November 2023, respectively.



DPL Okayama Hayashima

3Q / 9M FY2024 Operational Performance

High lease renewal rate in FY2024

HEALTHY LEASING ACTIVITIES

- Completed the lease renewal activities for FY2024
  - *9 leases renewed, with rent uplift achieved for 6 renewals*
  - *2 partially renewed at same rent*
  - *Space vacated in 2QFY2024 was leased at higher rent*(1)
- Including the new lease for the vacated space, the *renewal rate remained high at approximately 90%*(2)
- Rent structure for a built-to-suit property (lease expiring in 2034) *revised to higher rent with contractual annual rent escalation over next 5 years*
- Negotiated for *higher rent for a lease expiring in 2025*

- **Range of rent changes: 0% to 18%**(1)
- **Weighted average rent uplift of approximately 5%**(1)

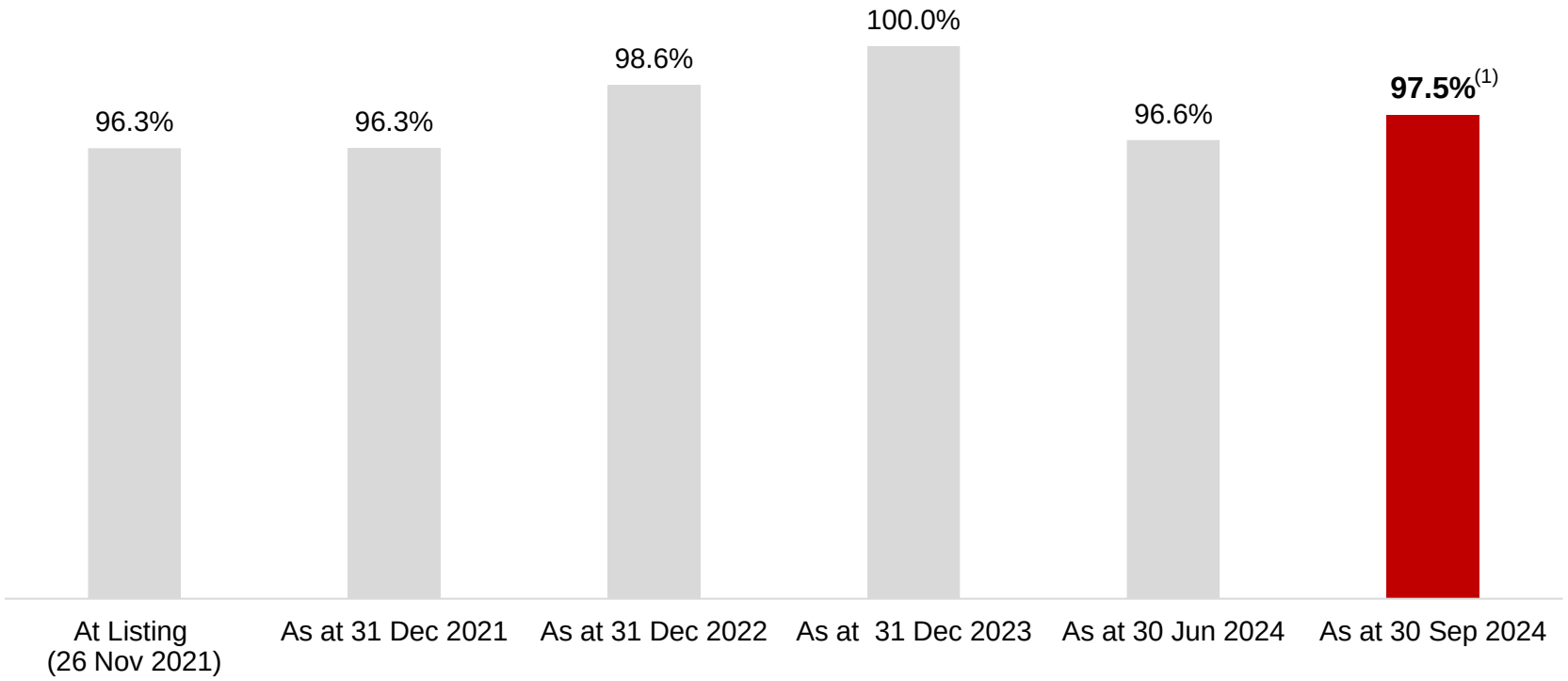
LEASES EXPIRING IN 1H FY2025

- 7 leases will be expiring in 1H FY2025, accounting for about 16% of portfolio NLA(3)
- Certain leases (10% of portfolio NLA) expiring in February / March 2025 are not expected to be renewed, and the property manager is currently in discussions with prospective tenants

(1) Based on the monthly rent for renewed or new leases compared against the preceding lease for the same space.
(2) Based on NLA of leases that expired or expiring in 2024.
(3) Based on total portfolio NLA of 476,614 sqm.

Only 1 property with vacancy

Portfolio Occupancy Rate (Japan Portfolio)

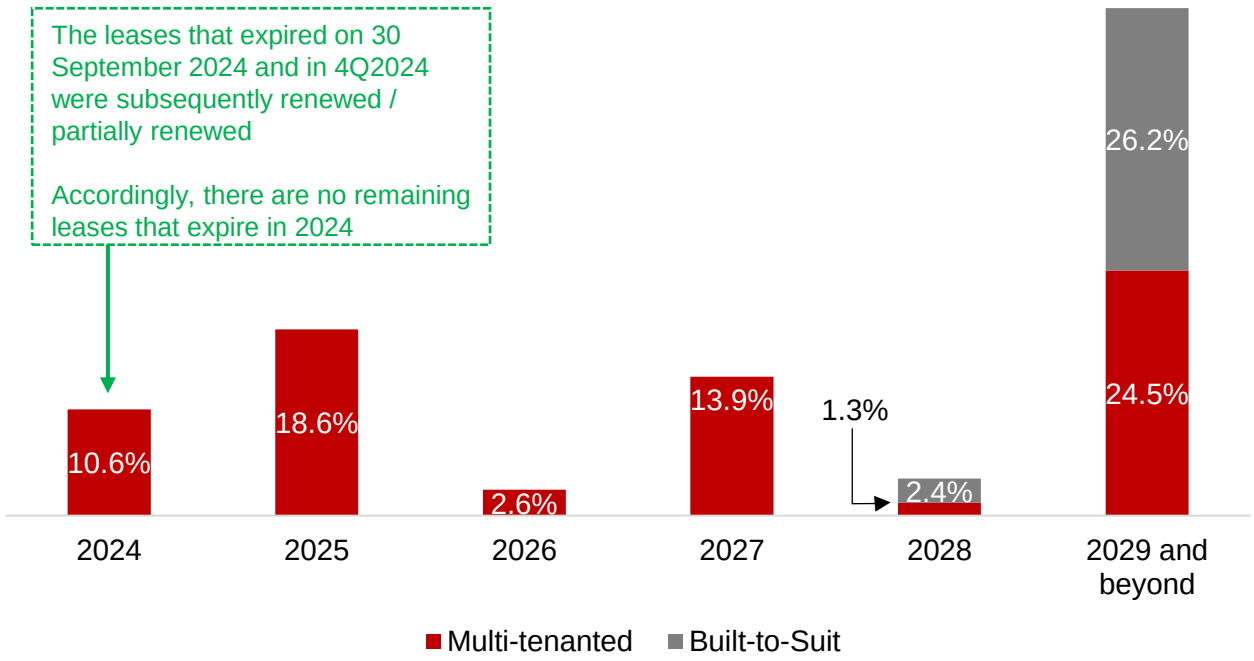


- 16 of the 17 properties in Japan are fully occupied
- D Project Tan Duc 2 in Vietnam is fully leased to single tenant for 20 years from October 2023

(1) Accounted for the space that was vacated for the partially renewed lease which expired on 30 September 2024.

Maintaining long WALE

Portfolio Lease Expiry(1) as at 30 September 2024



Portfolio WALE(1)

6.6 YEARS

Built-to-Suit WALE(1)

11.0 YEARS

Multi-tenanted WALE(1)

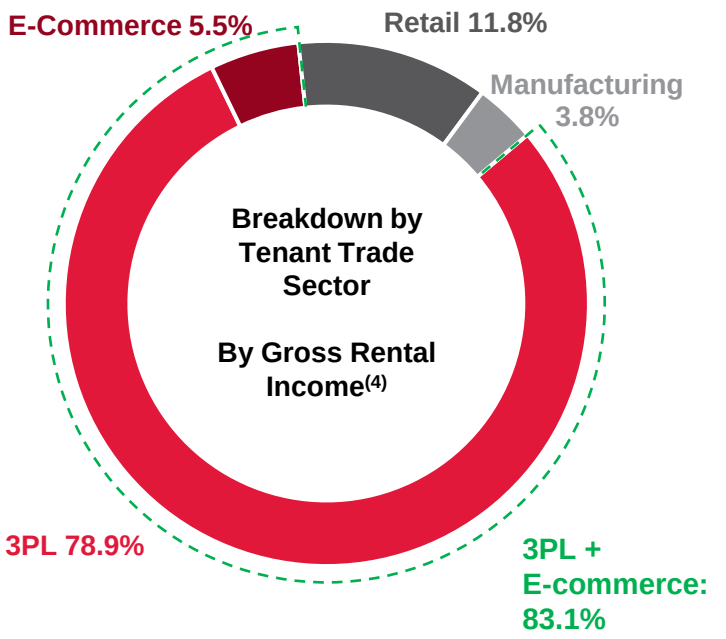
4.9 YEARS

- More than 50% of the leases(1) expires in 2029 or later, providing income stability to DHLT

(1) By GRI which is based on the monthly rent as at 30 September 2024.

Retaining a strong tenant base

	Top 10 Tenant	Sector	% of NPI (1)
1	Mitsubishi Shokuhin	3PL	22.1
2	Suntory Logistics	3PL	7.6
3	Nippon Express	3PL	7.6
4	Nitori	Retail	5.6
5	Tenant A(2)	3PL	4.3
6	Create SD	Retail	4.1
7	K.R.S Corporation	3PL	3.8
8	Tokyo Logistics Factory	3PL	3.8
9	Kato Sangyo(3)	3PL	3.8
10	Tenant B(2)	E-commerce	3.7
			66.3



While Mitsubishi Shokuhin contributed more than 20%, the Manager believes that the concentration risk is mitigated:

- ✓ Mitsubishi Shokuhin is well-established with history dating back to 1925, and is listed on the Tokyo Stock Exchange with market capitalisation of approximately JPY228 billion(5)
- ✓ Mitsubishi Shokuhin is utilising space in DHLT properties in various locations, and are used to serve 3 different end-clients which are operating convenience stores, grocery stores and / or supermarkets, being:
  - A leading retail group in Japan
  - A major supermarket chain in Japan (Credit rating "A"(6))
  - One of the largest convenience store chains in Japan

(1) Based on net property income ("**NPI**") for 9M FY2024 and % of NPI was calculated and adjusted based on the NPI of each property and allocated to the respective tenants by the proportion of NLA the tenants occupy in the property. (2) These tenants have not given consent to the disclosure of any terms of the tenancy agreement at all (including their names). (3) Upon renewal, the lease has been signed with the direct user instead of the 3PL company previously. (4) GRI based on the monthly rent as at 30 September 2024. (5) As at 30 September 2024. (6) Rated by Japan Credit Rating Agency, Ltd.

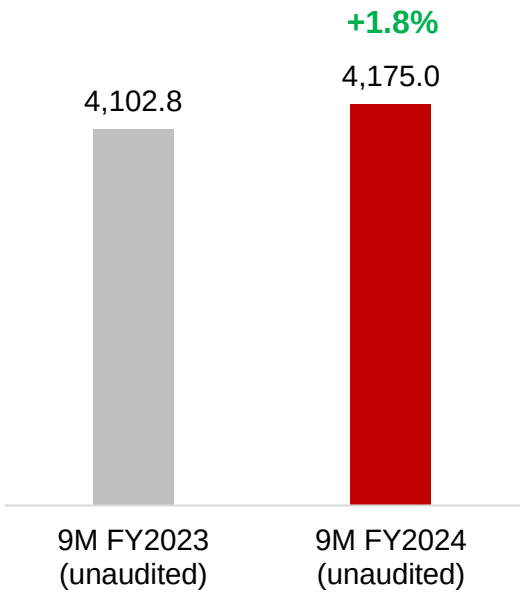


DPL Ibaraki Yuki

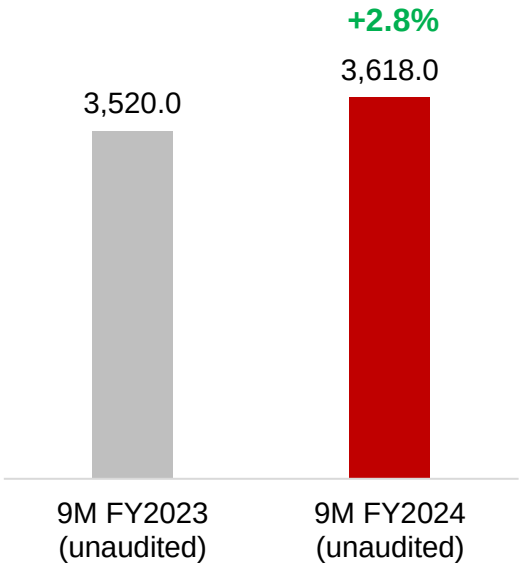
3Q / 9M FY2024 Financial Performance

Japan portfolio benefit from acquisition

Gross Rental Income (JPY million)

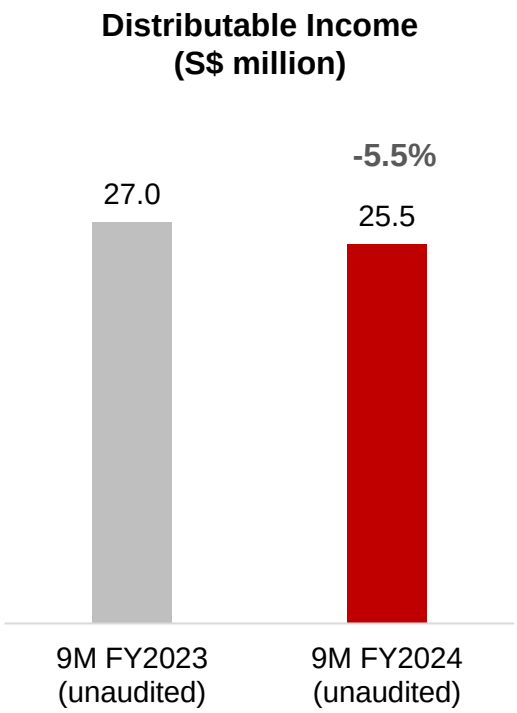


Net Property Income (JPY million)



- Underlying performance of the portfolio continued to be healthy, as gross rental income and NPI for 9M FY2024 in JPY terms grew by 1.8% and 2.8%, respectively
- While there were some vacated space during 9M FY2024, the increase in NPI was mainly due to the contribution from DPL Ibaraki Yuki which was acquired on 15 March 2024

Stable portfolio performance impacted by weaker JPY



- Financials in SGD were impacted by weaker JPY against SGD, which resulted in a lower distributable income y-o-y despite the healthy performance of the portfolio
- The average exchange rate for JPY against SGD was weaker in 9M FY2024 by approximately 8% compared to the corresponding period in the previous year
- The impact of weaker JPY was partially alleviated by contribution from D Project Tan Duc 2 which was acquired on 5 July 2024

Healthy financial position

	As at 31 Dec 2023[2] (audited)	As at 30 Sep 2024[2] (unaudited)
Total Assets (S$ million)	1,101.7	**1,100.6**
Total Liabilities (S$ million)	548.3	**585.3**
Net Assets Attributable to Unitholders (S$ million)[1]	517.7	**479.8**
NAV per Unit attributable to Unitholders (S$)[1]	0.74	**0.69**

- Net asset value ("**NAV**") per Unit as at 30 September 2024 was lower mainly due to weaker JPY[2] and lower cash following the 1H FY2024 distribution

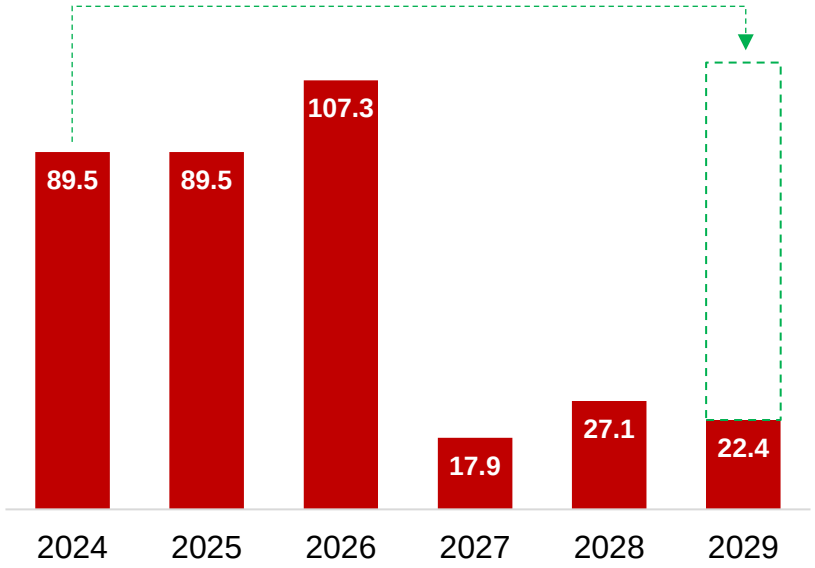
(1) Excluding perpetual securities.
(2) The exchange rates for SGD : JPY as at 31 December 2023 and 30 September 2024 were 107.11 and 111.78, respectively.

Maturing borrowings on track to be refinanced

Daiwa House®

Debt Maturity Profile as at 30 September 2024 (S$ million)

Maturing Tranche expected to be refinanced for 5 years
Extends average debt tenure from **1.7 years to 2.9 years**(1)



	As at 30 September 2024
Total borrowings	• S$353.6 million
Aggregate leverage(2)	• 39.2%
Weighted average debt tenure	• 1.7 years
Weighted average borrowing cost	• 1.13% (all-in rates and includes upfront fees)
Proportion of debt with fixed cost	• 99.2%
Interest coverage ratio(3)	• 11.2 times

- New 4-year unsecured loan drawn for the acquisition of D Project Tan Duc 2
- Refinancing plan for the loan maturing on 26 November 2024 ("**Maturing Tranche**"):
  - To be refinanced with a 5-year fixed-rate loan
  - To restructure and unencumber the entire JPY36.5 billion (S$326.5 million) of secured borrowings in Japan
- Whilst the borrowing cost is expected to increase due to the longer fixed rate tenure with the restructuring of the loans, these can help DHLT mitigate against interest rate volatility in the longer term and can provide DHLT with financing flexibility

(1) On a pro forma basis, assuming the Maturing Tranche is refinanced on 30 September 2024.
(2) Computed based on total borrowings (excluding lease liabilities arising from land rent) divided by total assets (excluding right of use assets, asset retirement obligation assets and the amount of restricted cash equivalent to security deposits payable by end-tenants).
(3) Based on last 12 months up to 30 September 2024.



Driving Growth

Growing the portfolio

14 properties



DPL Kawasaki Yako

Acquired for JPY71.1 billion

26 November 2021

- Listed in November 2021 with an initial portfolio of 14 logistics properties in Japan
- Acquired the portfolio at a discount of 11.8% to the average valuation(1)

15th & 16th + freehold land



DPL Iwakuni 1 & 2



D Project Matsuyama S

Acquired for JPY4.7 billion

8 December 2022

- Completed DHLT's maiden acquisition, acquiring 2 freehold properties and a freehold land in Japan, at a discount of 11.8% to valuation(2)
- Overwhelming support from unitholders at EG,M with approval rate of more than 99%
- Sponsor showed strong commitment by subscribing to units at more than 20% premium to the 10-day VWAP(3)

17th



DPL Ibaraki Yuki

Acquired for JPY2.6 billion

15 March 2024

- Added DPL Ibaraki Yuki, a recently completed freehold in Japan
- Acquired the property at a discount of 18.1% to valuation(4)

18th



D Project Tan Duc 2

Acquired for VND 483 billion(5)

5 July 2024

- Completed the acquisition of D Project Tan Duc 2 in Long An province, Vietnam (near Ho Chi Minh City)
- This is DHLT's first property outside of Japan

(1) Based on the average of the two independent valuations of the initial portfolio conducted by the independent valuers which are as at 30 June 2021. (2) Based on the average values of the acquired properties conducted by the Independent Valuers as at 30 June 2022. (3) Refers to the volume weighted average trading price of DHLT for the period of 10 market days prior and up to (and including) the price determination date (4) Based on the average of the valuations conducted as at 31 August 2023. (5) Agreed property value.


D Project Tan Duc 2
ĐỊA CHỈ: LÔ 6, ĐƯỜNG SỐ 15A, KHU CÔNG NGHIỆP TÂN ĐỨC, XÃ HỰU THANH, HUYỆN ĐỨC HÒA, TỈNH LONG AN

Outlook

Japan – Long term fundamentals remain sounds

Daiwa House®

SUPPLY(1)

- Substantial new supply in 2024, but expected to be lower than the peak in 2023
- Increase in supply pose near term challenges, especially for older and less accessible properties
- While 2025 is forecasted to have higher supply than 2024, supply beyond 2026 is expected to be limited
- The reduction in future supply is mainly due to rising construction costs and labour shortages

DEMAND(1)

- ✓ Longer term prospects of the logistics market expected to remain healthy
- ✓ The sector expected to be supported by growing demand from industries such as e-commerce and manufacturing
- ✓ While e-commerce has recorded strong growth in recent years, the e-commerce penetration rate in Japan is still relatively low
- ✓ Due to restrictions imposed on the working hours of truck drivers, regional cities are emerging as key relay hubs

(1) Source: Japan Logistics (Savills, September 2024).

Vietnam – Market to benefit from foreign investments

DHLT's property in Long An province, Vietnam is a built-to-suit cold storage facility on a 20-year lease commencing from October 2023

- The sector is supported by new foreign direct investment (FDI) flow into Vietnam and increased domestic consumption(1)
- Vietnam attracted USD24.8 billion of FDI in the first nine months of 2024, y-o-y increase of 11.6%(2)
- The domestic market continues to be the main driver of logistics demand(3)
- Market outlook buoyed by factors such as(1):
  - ✓ Vietnam's participation in global trade through free trade agreements
  - ✓ the China+1 strategy of large manufacturers
  - ✓ improving infrastructure system

  } Attract FDI
- The continual inflow of FDI can help expand local economy and drive consumption

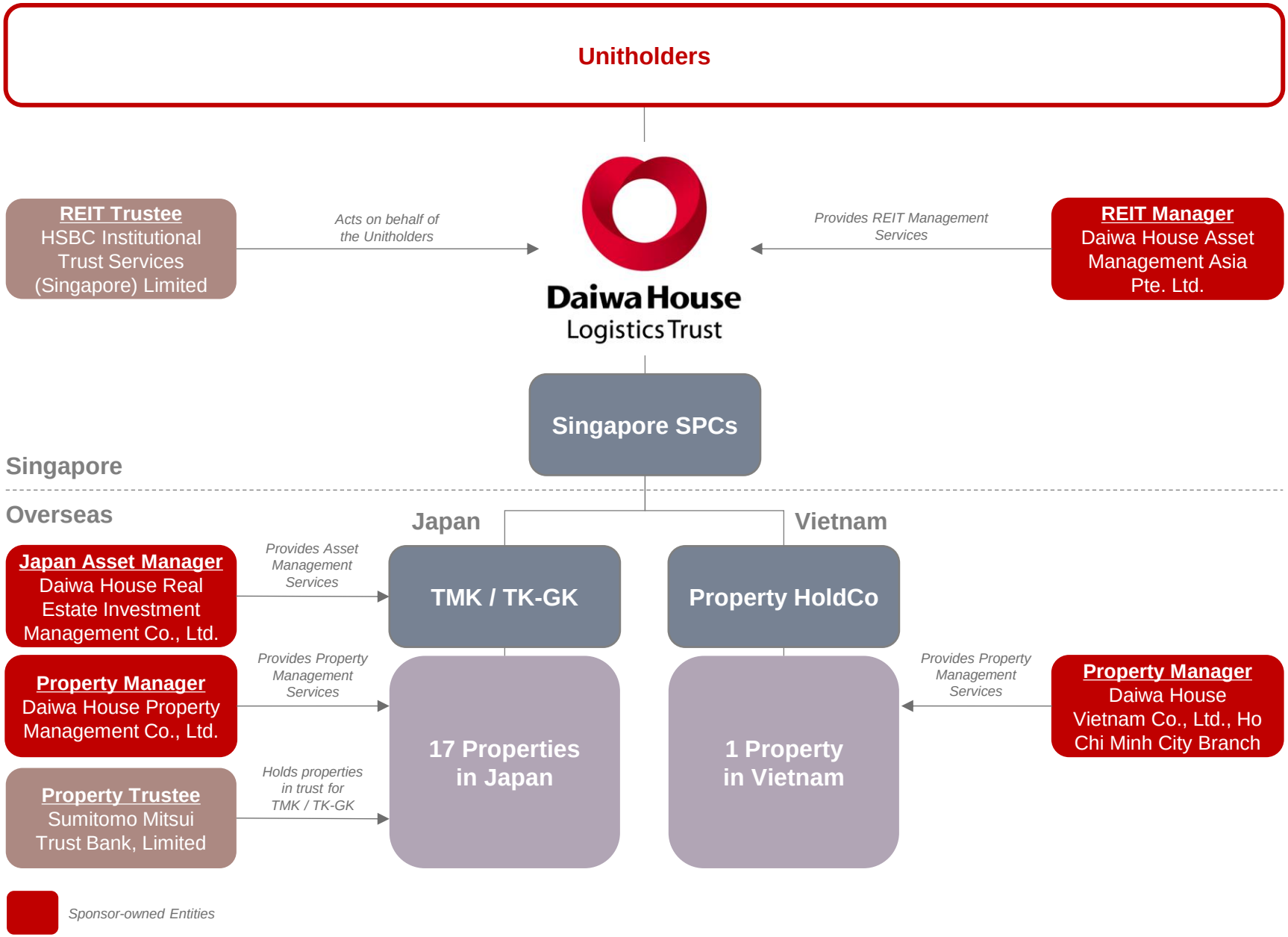
(1) Source: Market Beat Q2 2024 - Ho Chi Minh City, Industrial (Cushman & Wakefield).
(2) Source: Website of Vietnam's Ministry of Planning and Investment.
(3) Source: Asia Pacific Property Digest Market Report Article - Vietnam South (JLL, August 2024).



DPL Kawasaki Yako

Appendix

Current Structure of DHLT



Portfolio Summary

	Completion Year	NLA (sq m)	Land Tenure	Tenancy Type	WALE (By GRI)[1]	Occupancy[2]	Valuation[3]
JAPAN - Hokkaido / Tohoku							
DPL Sapporo Higashi Kariki	2018	60,347	Freehold	Multi-tenanted	2.0	100.0%	JPY 12,800m
DPL Sendai Port	2017	63,119	Freehold	Multi-tenanted	0.7	100.0%	JPY 13,400m
DPL Koriyama	2019	34,174	Freehold	Multi-tenanted	0.3	66.6%[4]	JPY 7,270m
JAPAN - Greater Tokyo							
D Project Nagano Suzaka S	2018	9,810	Freehold	Single-tenanted	4.1	100.0%	JPY 2,710m
D Project Maebashi S	2018	14,736	Freehold	Single-tenanted	9.1	100.0%	JPY 3,690m
D Project Kuki S	2014	18,257	Expiring 2034	Single-tenanted	9.8	100.0%	JPY 1,200m
DPL Ibaraki Yuki	2023	13,421	Freehold	Multi-tenanted	2.3	100.0%	JPY 3,225m
D Project Misato S	2015	14,877	Expiring 2045	Single-tenanted	10.4	100.0%	JPY 2,300m
D Project Iruma S	2017	14,582	Freehold	Single-tenanted	13.3	100.0%	JPY 4,870m
DPL Kawasaki Yako	2017	93,159	Expiring 2067	Multi-tenanted	10.2	100.0%	JPY 21,000m
JAPAN - Greater Nagoya							
DPL Shinfuji	2017	27,537	Expiring 2065	Multi-tenanted	6.3	100.0%	JPY 3,770m
D Project Kakegawa S	2019	22,523	Freehold	Single-tenanted	9.6	100.0%	JPY 4,440m
JAPAN - Chugoku / Shikoku / Kyushu							
DPL Okayama Hayashima	2017 / 2018	23,541	Expiring 2067	Multi-tenanted	3.1	100.0%	JPY 4,540m
DPL Okayama Hayashima 2	2017	16,750	Expiring 2051	Multi-tenanted	0.3	100.0%	JPY 2,530m
DPL Iwakuni 1 & 2	2016 / 2020	15,461	Freehold	Multi-tenanted	1.3	100.0%	JPY 2,280m
D Project Matsuyama S	1994 / 2017	5,347	Freehold	Single-tenanted	4.9	100.0%	JPY 948m
D Project Fukuoka Tobara S	2019	10,508	Expiring 2068	Single-tenanted	9.8	100.0%	JPY 1,360m
VIETNAM – Long An							
D Project Tan Duc 2	2023	18,465	Expiring 2058	Single-tenanted	19.1	100.0%	VND 498,000m

(1) GRI based on the monthly rent as at 30 September 2024. (2) Based on NLA as at 30 September 2024. (3) Based on the independent valuation of the properties as at 31 December 2023, save for DPL Ibaraki Yuki (average of the two valuations conducted as at 31 August 2023) and D Project Tan Duc 2 (average of two valuations conducted as at 30 September 2023 and 30 November 2023, respectively). (4) Accounted for the space that was vacated for a partially renewed lease which expired on 30 September 2024.

Committed and supportive Sponsor

Daiwa House Group

- Daiwa House Industry Co., Ltd. ("**Sponsor**"), was founded in 1955 and is one of the largest construction and real estate development companies in Japan
- Recorded net sales of JPY 5,202.9 billion and net income of JPY 298.8 billion for the financial year ended 31 March 2024(1)
- It has a strong track record in development of logistics facilities and offers comprehensive logistics solutions

- *Global presence with businesses in 26 countries*
- *Listed on Tokyo Stock Exchange with a market capitalisation of JPY2,971.0 billion(2) (S$26.6 billion)*
- *Credit rating of "AA"(3)*
- *Consistently ranked on Forbes The Global 2000 and Fortune Global 500*

Provided strong support to the development of DHLT and remains committed to DHLT's future growth

- ✓ ***Provided high quality properties*** for DHLT's acquisition, at attractive discounts to valuation for the Japan properties acquired by DHLT
- ✓ ***Funding support*** through subscription of units at premium to market price
- ✓ ***Provides asset management and property management services*** to DHLT, leveraging on the Sponsor's years of experience and deep knowledge of the market
- ✓ Injected 62.0 million units (approx. 8.9% of the total outstanding units) to the Manager in March 2024, ***reinforcing its commitment*** to the Singapore platform

(1) Source: Financial results of Daiwa House Industry Co., Ltd for financial year ended 31 March 2024.
(2) As at 30 September 2024.
(3) Rated by the Japan Credit Rating Agency Ltd.

Daiwa House
Logistics Trust

Thank you.