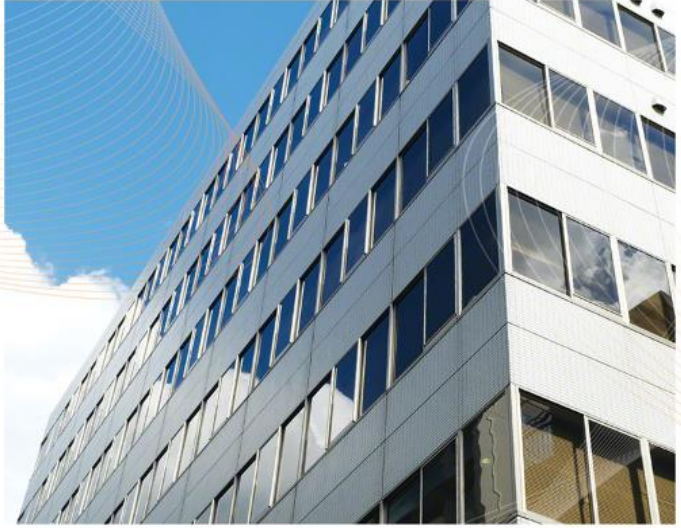
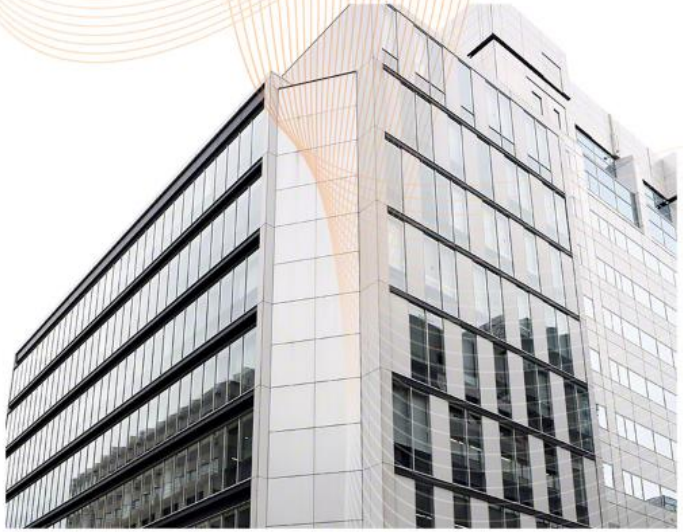








Proposed Acquisition of the Japan Portfolio

28 March 2018

mapletree
greater china commercial

Table of Contents

- Overview of Mapletree Greater China Commercial Trust
- Acquisition Overview
- Rationale for Entry into Japan and Key Benefits of the Proposed Acquisition
- Financing Considerations
- Appendix

Disclaimer

This presentation has been prepared by Mapletree Greater China Commercial Trust Management Ltd. (in its capacity as the Manager of Mapletree Greater China Commercial Trust ("MGCCT", and the manager of MGCCT, "MGCCTM" or the "Manager")) for the sole purpose of use at this presentation and should not be used for any other purposes. The content of this presentation have not been reviewed by any regulatory authority. The information and opinions in this presentation provided as at the date of this document (unless stated otherwise) are subject to change without notice, its accuracy is not guaranteed and it may not contain all material information concerning MGCCT. Neither the Manager, MGCCT nor any of their respective affiliates, advisors and representatives or any of their respective holding companies, subsidiaries, affiliates, associated undertakings or controlling persons, or any of their respective directors, officers, partners, employees, agents, representatives, advisers (including any global co-ordinator and bookrunner in respect of any potential equity fund raising that may be undertaken by the Manager) or legal advisers make any representation or warranty, express or implied and whether as to the past or the future regarding, and assumes no responsibility or liability whatsoever (in negligence or otherwise) for, the fairness, accuracy, completeness or correctness of, or any errors or omissions in, any information contained herein or as to the reasonableness of any assumption contained herein or therein, nor for any loss howsoever arising whether directly or indirectly from any use, reliance or distribution of these materials or its contents or otherwise arising in connection with this presentation. Further, nothing in this document should be construed as constituting legal, business, tax or financial advice. None of the Mapletree Investments Pte Ltd ("MIPL", or the "Sponsor"), MGCCT, the Manager, DBS Trustee Limited (as the trustee of MGCCT (the "Trustee")) or their respective subsidiaries, affiliates, advisors, agents or representatives have independently verified, approved or endorsed the material herein.

The information contained in this presentation includes historical information about and relevant to the assets of MGCCT that should not be regarded as an indication of the future performance or results of such assets. This presentation contains forward-looking statements that may be identified by their use of words like "plans", "expects", "will", "anticipated", "believes", "intends", "depends", "projection", "estimates" or other words of similar meaning and that involve assumptions, risks and uncertainties. All statements that address expectations or projections about the future and all statements other than statements of historical facts included in this presentation, including, but not limited to, statements about the strategy for growth, product development, market position, expenditures, and financial results, are forward-looking statements. Such forward-looking statements are based on certain assumptions and expectations of future events regarding MGCCT's present and future business strategies and the environment in which MGCCT will operate, and must be read together with those assumptions. The Manager does not guarantee that these assumptions and expectations are accurate or will be realised. 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. Although the Manager believes that such forward-looking statements are based on reasonable assumptions, it can give no assurance that such expectations will be met. Representative examples of these risks, uncertainties and assumptions include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from other companies, shifts in customer demands, customers and partners, changes in operating expenses including employee wages, benefits and training, governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. Predictions, projections or forecasts of the economy or economic trends of the markets are not necessarily indicative of the future or likely performance of MGCCT. Past performance is not necessarily indicative of future performance. The forecast financial performance of MGCCT is not guaranteed. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the Manager's current view of future events. No assurance can be given that the future events will occur or that projections will be achieved. The Manager does not assume any responsibility to amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events, or otherwise. You should conduct your own independent analysis of the Sponsor, the Manager and MGCCT, including consulting your own independent legal, business, tax and financial advisers and other advisers in order to make an independent determination of the suitability, merits and consequences of investment in MGCCT.

These materials contain a summary only and do not purport to contain all of the information that may be required to evaluate any potential transaction mentioned in this presentation, including the acquisition by MGCCT at an effective interest of 98.47% of the Japan Portfolio, as described herein, which may or may not proceed. The information set out in this presentation is for information only and is not intended to form the basis of any contract. By attending this presentation, you agree that you will not rely on any representation or warranty implied herein or the information contained herein in any action or decision you may take or make. This presentation does not constitute or form part of an offer, solicitation, recommendation or invitation for the sale or purchase of securities or of any of the assets, business or undertakings described herein. No part of it nor the fact of its presentation shall form the basis of or be relied upon in connection with any investment decision, contract or commitment whatsoever.

This presentation is being provided to you for the purpose of providing information in relation to the forthcoming transaction by MGCCT. Therefore, this presentation is not being distributed by, nor has it been approved for the purposes of section 21 of the Financial Services and Markets Act 2000 ("FSMA") by, a person authorised under FSMA. This presentation is being communicated only to persons in the United Kingdom who are (i) authorised firms under the FSMA and certain other investment professionals falling within article 19 of the FSMA (Financial Promotion) Order 2005 (the "FPO") and directors, officers and employees acting for such entities in relation to investment; (ii) high value entities falling within article 49 of the FPO and directors, officers and employees acting for such entities in relation to investment; or (iii) persons who receive the presentation outside the United Kingdom.

Nothing in this presentation constitutes or forms a part of any offer to sell or solicitation of any offer to purchase or subscribe for securities for sale in the United States, the European Economic Area, Japan, Australia, Hong Kong SAR, Singapore or any other jurisdiction. The securities of MGCCT will not be registered under the U.S. Securities Act of 1933, as amended (the "Securities Act") or under the securities laws of any state or other jurisdiction of the United States, and may not be offered or sold within the United States except pursuant to an exemption from, or transactions not subject to, the registration requirements of the Securities Act and in compliance with any applicable state securities laws. The Manager does not intend to conduct a public offering of any securities of MGCCT in the United States. Neither this presentation nor any part thereof may be (a) used or relied upon by any other party or for any other purpose, (b) copied, photocopied, duplicated or otherwise reproduced in any form or by any means, or (c) forwarded, published, redistributed, passed on or otherwise disseminated or quoted, directly or indirectly, to any other person either in your organisation or elsewhere. By attending this presentation, you agree to be bound by the terms set out above.



IXINAL Monzen-nakacho Building
Koto-ku, Tokyo

Overview of Mapletree Greater China Commercial Trust

mapletree
greater china commercial

Overview of Mapletree Greater China Commercial Trust ("MGCCT")

First Commercial REIT with Assets in China & Hong Kong (Listed since 7 March 2013)

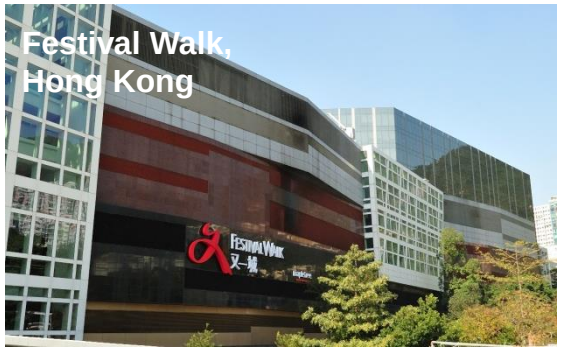
S$6.0 bil
Portfolio Value[1]

S$3.3 bil
Market Capitalisation[2]

6.0%
Annualised Distribution Yield[3]

3 Properties
Hong Kong • Beijing • Shanghai

~2.6m sq ft
Lettable area



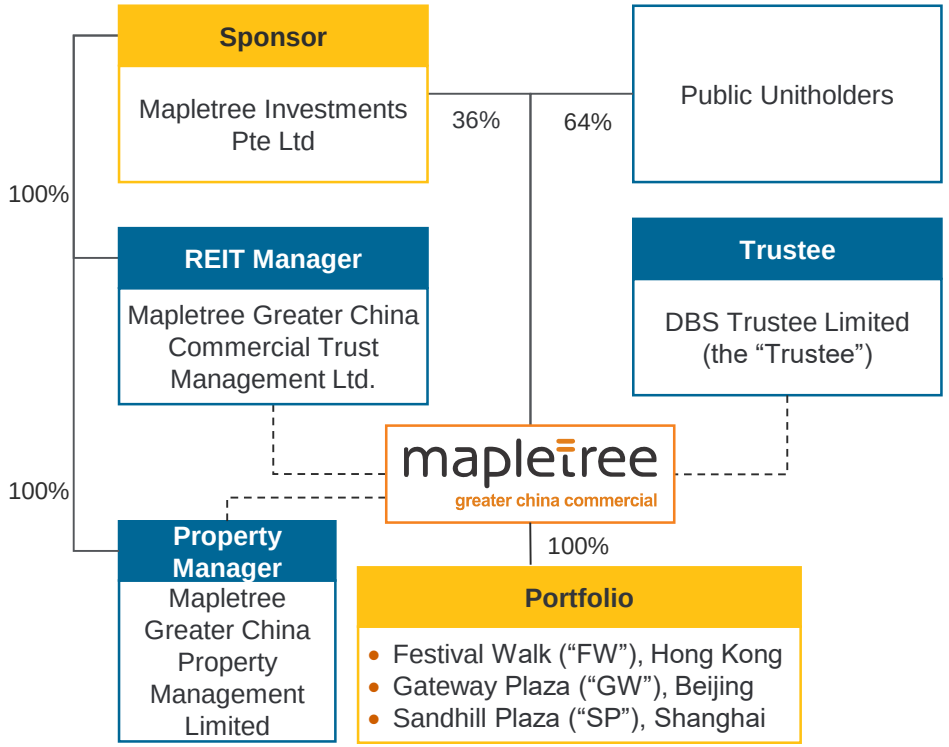




36%
Unitholdings held by Sponsor

Investment Mandate

- To invest in a diversified portfolio of income-producing real estate in the Greater China region and Japan for commercial purposes
- Key markets include Hong Kong, Tier-1 cities (Beijing, Shanghai, Guangzhou and Shenzhen) and key Tier-2 cities in China, and Japan



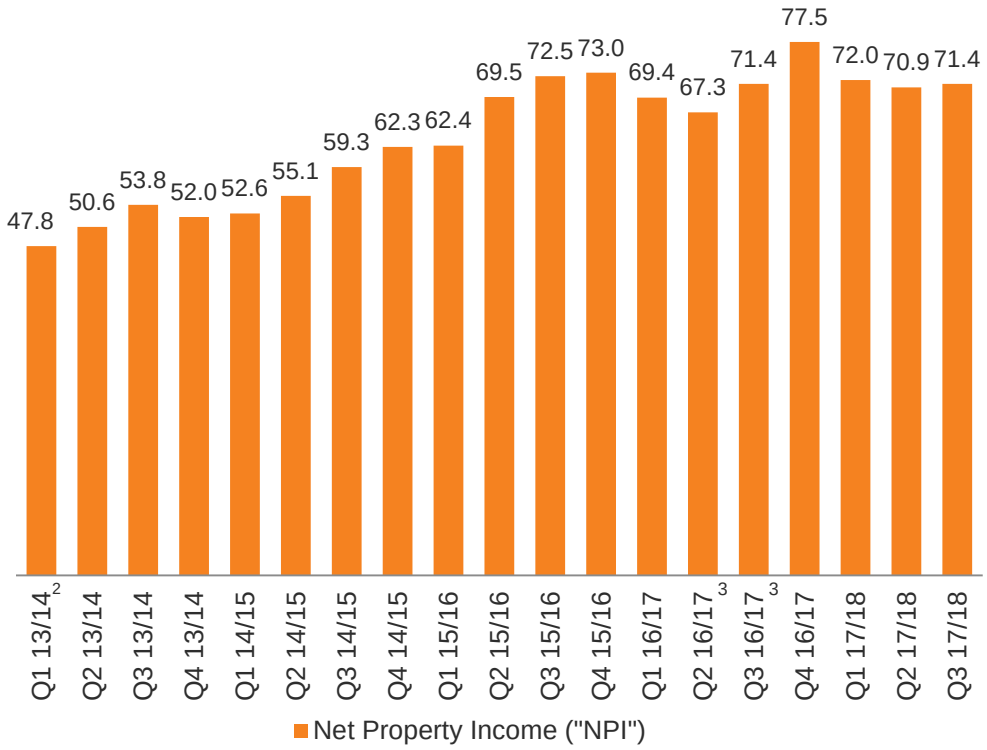
1) Based on an exchange rate of S$1: RMB4.8936 and S$1: HK$5.7707 as at 31 December 2017.
2) As at 26 March 2018.
3) Percentage of annualised distribution per unit ("DPU") for the 9-month financial period ended 31 December 2017 over the unit closing price of S$1.230 on 29 December 2017.

mapletree greater china commercial

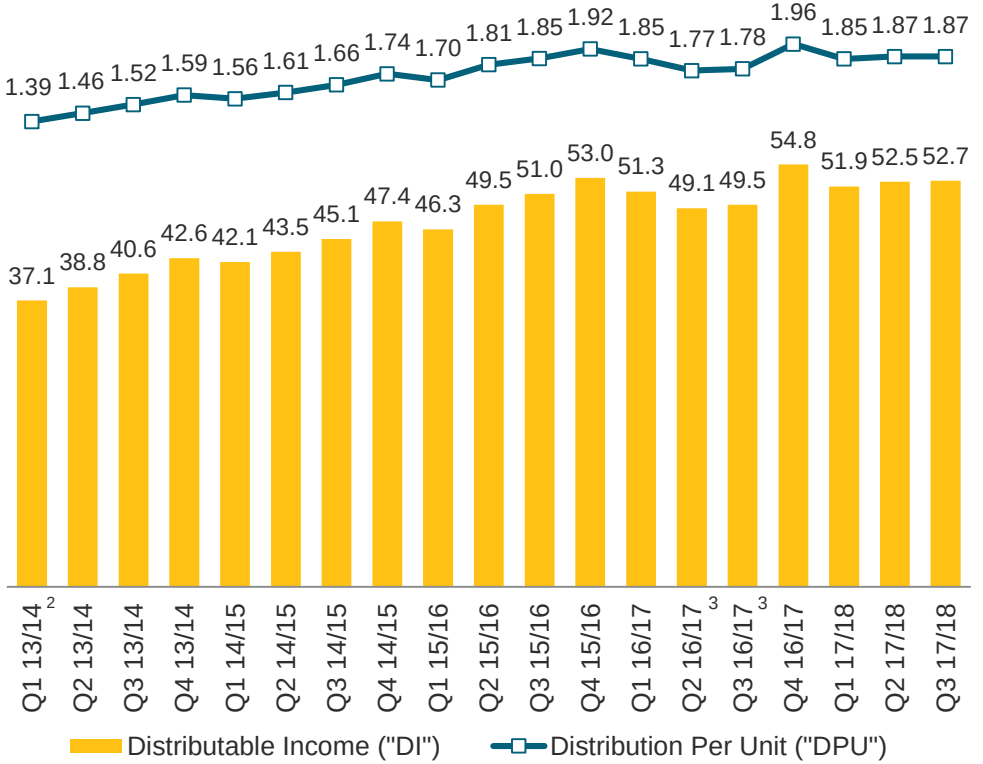
Track Record of MGCCT (since IPO)

Growth in Net Property Income ("NPI"), Distributable Income and DPU since IPO

Quarterly NPI
(S$m)

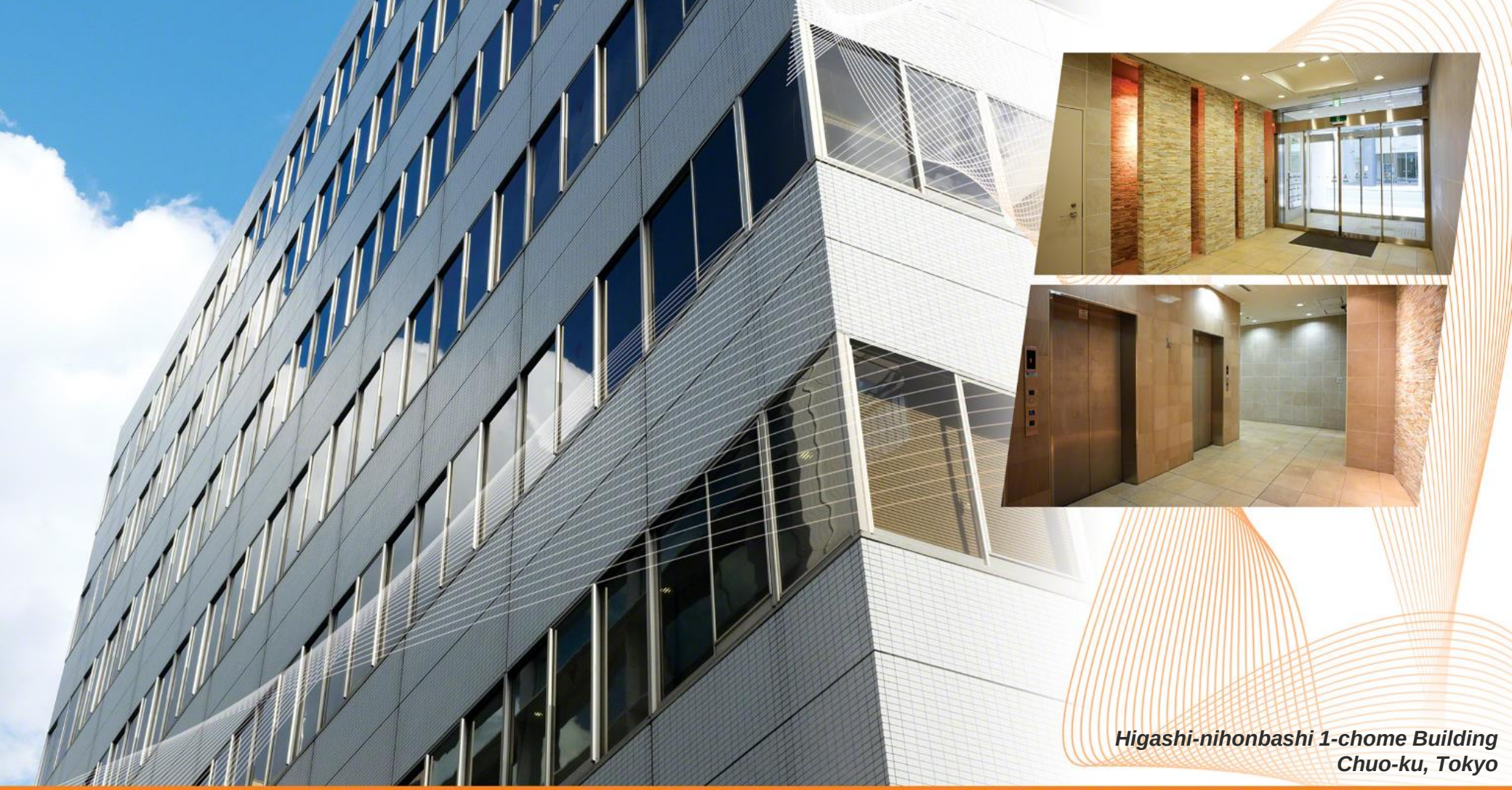


Quarterly Distributable Income and DPU[1]
(S$m / Singapore Cents)



1) The reported number of Units in issue as at the end of 1Q and 3Q does not include the payment of Fees ("Manager's base fee and the Property Manager's management fees") in Units for the quarter. The Units for payment of Fees are issued in the months of August and February for 1Q and 3Q respectively. These Units issued in August and February are included in the computation of the DPU payable (on a semi-annual basis) for the first-half and second-half of the financial year respectively.
2) 1Q FY13/14 excludes the stub period from 7 to 31 March 2013.
3) Lower year-on-year NPI and DPU for Q2 and Q3 FY16/17 due to implementation of Value Added Tax ("VAT") in China effective 1 May 2016. Due to the uncertainty in the applicable VAT rates then, a higher accrued VAT amount was recorded against the revenue for Gateway Plaza. Clarification was obtained in March 2017. There was also additional property tax as a result of the change in property tax basis effective 1 July 2016.

mapletree
greater china commercial



Higashi-nihonbashi 1-chome Building
Chuo-ku, Tokyo

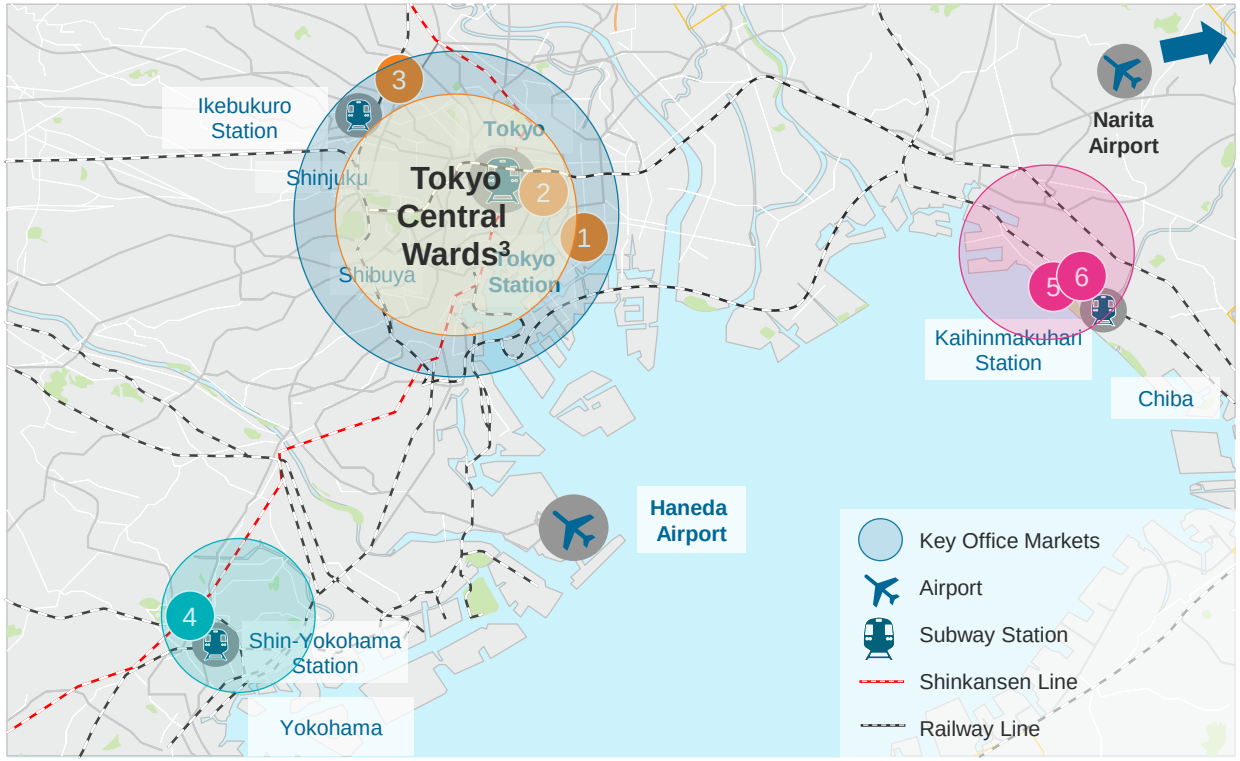
Acquisition Overview

mapletree
greater china commercial

Overview – An Attractive Office Portfolio in Japan

The Japan Portfolio is Strategically Located Within Major Office Hubs in the Greater Tokyo Area

6 Freehold Property Assets	JPY63,304m (S$782.8m) Agreed Portfolio Value	1.60 m sq ft Net Lettable Area ("NLA")	99.9% Occupancy Rate[1]	5.8 years WALE[2]



No.	The Japan Portfolio
1	IXINAL Monzen-nakacho Building ("MON")
2	Higashi-nihonbashi 1-chome Building ("HNB")
3	TS Ikebukuro Building ("TSI")
4	ABAS Shin-Yokohama Building ("ASY")
5	SII Makuhari Building ("SMB")
6	Fujitsu Makuhari Building ("FJM")

Based on an exchange rate of S$1 = JPY80.87 as at 20 March 2018 and rounded off to one decimal place. Unless otherwise stated, all conversions of JPY amounts into S$ in this presentation shall be based on the exchange rate. While MGCCT will hold a 98.47% effective interest in the Japan Portfolio, all property and financial-related figures stated in this Presentation for the Japan Portfolio and the Enlarged Portfolio (which includes the Japan Portfolio, Festival Walk, Gateway Plaza and Sandhill Plaza) (e.g. Gross Rental Income ("GRI"), NPI, Weighted Average Lease Expiry ("WALE"), occupancy, trade sector breakdown, valuation, Gross Floor Area ("GFA") and NLA) are based on 100.0% effective interest in the Japan Portfolio (which includes the 1.53% effective interest in the Japan Portfolio which will be held by Mapletree Investments Japan Kabushiki Kaisha ("MIJ") upon completion of the Proposed Acquisition), unless otherwise stated. For the purposes of this presentation, WALE and occupancy are based on committed leases (which include actual leases).

1) Based on Net Lettable Area and committed leases as at 31 December 2017.
2) Based on monthly GRI and committed leases as at 31 December 2017.
3) Includes Chiyoda, Chuo, Minato, Shinjuku and Shibuya wards.

mapletree
greater china commercial

Overview of the Properties

Building Name	IXINAL Monzen-nakacho Building ("MON")	Higashi-nihonbashi 1-chome Building ("HNB")	TS Ikebukuro Building ("TSI")	ABAS Shin-Yokohama Building ("ASY")	SII Makuhari Building ("SMB")	Fujitsu Makuhari Building ("FJM")
						
Location (Ward, City)	Koto-ku, Tokyo	Chuo-ku, Tokyo	Toshima-ku, Tokyo	Kohoku-ku, Yokohama	Mihama-ku, Chiba	Mihama-ku, Chiba
Property Description	5-storey building with 28 car park lots	8-storey building with 8 car park lots	9-storey building with 15 car park lots	9-storey building with 2 basement levels and 24 car park lots	26-storey building with 1 basement level, and 298 car park lots	21-storey building with 251 car park lots
Building Completion	Sep-09	Aug-09	Jan-05	Aug-09	May-93	Jun-92
Age of Building (Years)	9	9	13	9	25	26
GFA (sq m)	8,303	3,240	4,898	4,638	70,744	61,088
NLA (sq m)	6,852	2,601	4,002	3,170	70,744	61,088
WALE (Years)[1]	1.8	3.6	0.2[3]	1.9	6.5	8.3
Occupancy[2]	100% Single-Tenanted	100% Multi-Tenanted	100% Single-Tenanted	95% Multi-Tenanted	100% Single-Tenanted	100% Single-Tenanted
Key Tenants	Japan Information Processing Services	Shigematsu, Tender Loving Care Services (Nursery)	PERSOL	Japan Create, Lawson, Rentas, Sandvik	Seiko Instruments Inc ("SII")	Fujitsu
Appraised Value[4] (CBRE and Savills)	JPY8,720m (S$107.8m)	JPY2,170m (S$26.8m)	JPY5,280m (S$65.3m)	JPY2,720m (S$33.6m)	JPY26,600m (S$328.9m)	JPY18,500m (S$228.8m)
Appraised Value[5] (MAIC)	JPY8,670m (S$107.2m)	JPY2,110m (S$26.1m)	JPY5,260m (S$65.0m)	JPY2,700m (S$33.4m)	JPY26,400m (S$326.4m)	JPY18,800m (S$232.5m)

Information as at 31 December 2017.

1) Based on monthly GRI and committed leases as at 31 December 2017.
2) Based on Net Lettable Area and committed leases as at 31 December 2017.
3) The existing tenant has committed to a new lease, which will begin upon the expiry of the existing lease. The WALE of TSI as of 1 March 2018 is 3.0 years.
4) Independent valuations by CBRE K.K., Valuation & Advisory Services ("CBRE") for MON, HNB, TSI, SMB and FJM and by Savills Japan Co., Ltd ("Savills") for ASY as at 1 March 2018. Both were commissioned by the Manager.
5) Independent valuation by Morii Appraisal & Investment Consulting Inc. (100% subsidiary of JLL Japan) ("MAIC") for the Japan Portfolio as at 1 March 2018. MAIC was commissioned by the Trustee.

mapletree
greater china commercial

Transaction Summary – *MGCCT's 1st Acquisition in Japan*

Transaction	▪ Acquisition of an effective interest of 98.47%[1] in a portfolio of 6 office properties located in the Greater Tokyo area
	  ▪ Tokyo: 3 properties
	  ▪ Yokohama: 1 property
	  ▪ Chiba: 2 properties
	▪ Vendor: MJOF Pte. Ltd. ("**MJOF**")[2]

Appraised Value	▪ JPY63,990 million (approximately S$791.3 million)[3] ▪ JPY63,940 million (approximately S$790.7 million)[4]
Agreed Portfolio Value	▪ The Agreed Portfolio Value of approximately JPY63,304.0 million (approximately S$782.8 million) is at a discount of approximately 1.0% to MAIC's valuation and approximately 1.1% to CBRE and Savills's valuation

Total Acquisition Cost	▪ Approximately JPY62,307.7 million (approximately S$770.5 million), comprising
	  ▪ Aggregate Consideration of approximately JPY60,926.0 million (approximately S$753.4 million)[5];
	  ▪ the Acquisition Fee to the Manager for the Proposed Acquisition of approximately S$5.8 million[6]; and
	  ▪ the estimated professional and other fees and expenses of approximately S$11.3 million[7]

Subject to and upon completion of the Proposed Acquisition ("Completion"), it is intended that MGCCT be renamed "Mapletree North Asia Commercial Trust"

1) Please refer to paragraph 2 in the SGX-ST announcement dated 28 March 2018 for the details of the acquisition structure.
2) MJOF is a private real estate closed-end fund which is managed by MIJ with Mapletree Real Estate Advisors Pte. Ltd. ("MREAL") as the investment advisor. Both MIJ and MREAL are indirect wholly-owned subsidiaries of Mapletree Investments Pte. Ltd. ("MIPL" or the "Sponsor"). The Sponsor holds an approximate 36.0% stake in MJOF.
3) Independent valuations by CBRE for MON, HNB, TSI, SMB and FJM and by Savills for ASY as at 1 March 2018. Both were commissioned by the Manager.
4) Independent valuation by MAIC for the Japan Portfolio as at 1 March 2018. MAIC was commissioned by the Trustee.
5) The Aggregate Consideration is 98.47% of the estimated Tokutei Mokuteki Kaisha ("TMK") Consideration which is arrived at by deducting the estimated net working capital adjustments of JPY1,431.3 million (approximately S$17.7 million) from the Agreed Portfolio Value. The net working capital adjustments will be subject to final audit, post-Completion.
6) Payable in Units and representing 0.75% of 98.47% of the Agreed Portfolio Value.
7) Refers to the estimated professional and other fees and expenses incurred or to be incurred by MGCCT in relation to the Proposed Acquisition, the Equity Fund Raising and new loan facilities to partially fund the Proposed Acquisition ("New Loan Facilities").

mapletree
greater china commercial



TS Ikebukuro Building
Toshima-ku, Tokyo

Rationale for Entry into Japan and Key Benefits of the Proposed Acquisition

mapletree
greater china commercial

Rationale for Entry into Japan and Key Benefits of the Proposed Acquisition

Japan Provides Attractive Commercial Real Estate Acquisition Opportunities with Largely Freehold Land Tenure and at Relatively Higher Yield Spread Against the Local Cost of Funds, Presently Not Available in MGCCT's Existing Markets

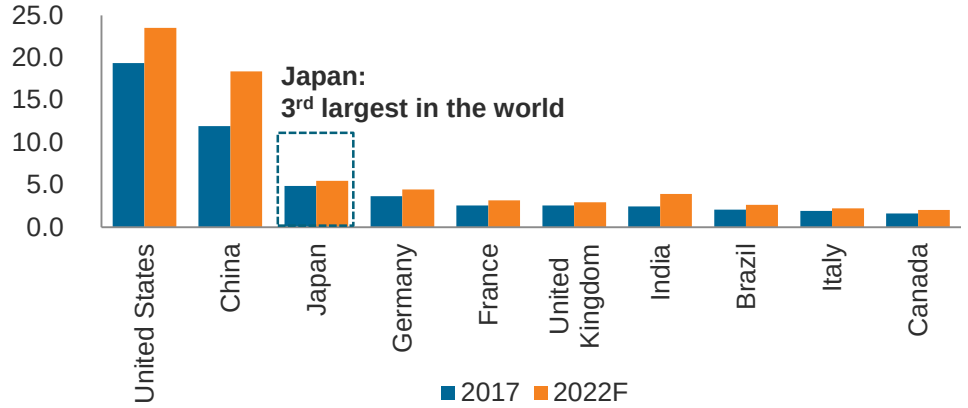
1. *Expansion into the Attractive Greater Tokyo Office Market*
2. *Strategic Addition of a High Quality Portfolio of Freehold Office Assets*
3. *Stable and Quality Cashflows*
4. *Attractive Yield Spread and a Discount to Independent Valuations*
5. *DPU Accretive Acquisition, Enhances Geographical and Income Diversification with Increase in Free Float*
6. *Experienced and Dedicated Management Team in Japan*

mapletree
greater china commercial

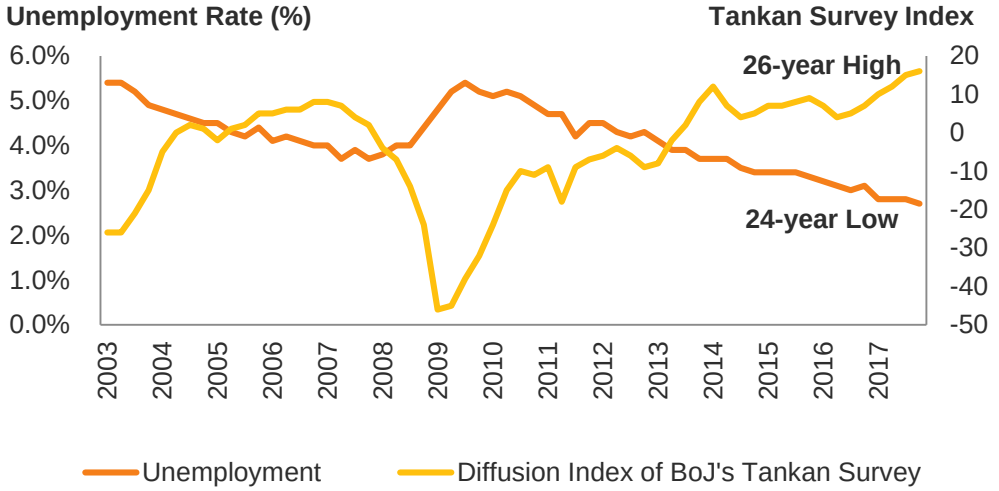
1 Expansion into the Attractive Greater Tokyo Office Market

Japan, one of the World's Largest Economies Supported by Stable Macroeconomic Fundamentals

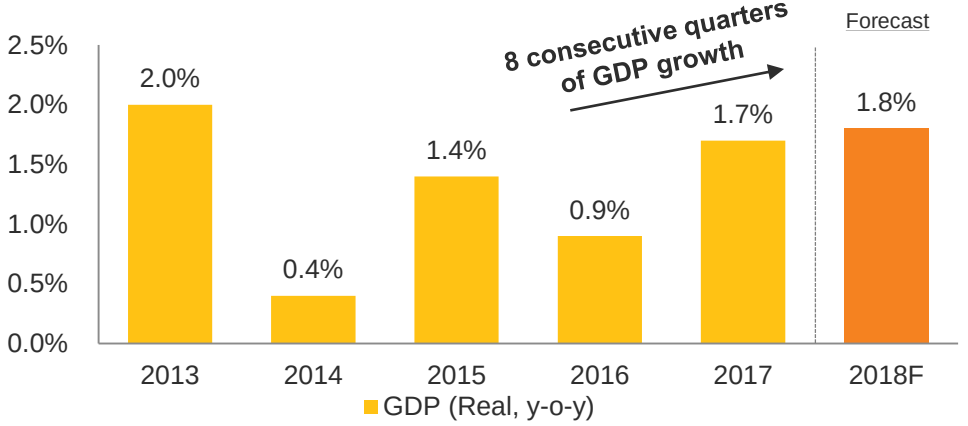
GDP of the Top 10 Economies of the World
(US$tn)



Japan Unemployment Rate and Diffusion Index of BoJ's Tankan Survey[1]



Japan Real GDP Growth
(%)



- Japan is the 3rd largest economy in the world and is expected to maintain its ranking in 2022
- Since 2016, Japan has been experiencing the longest continuous q-o-q GDP growth in over 28 years
- The 2020 Tokyo Olympics is expected to be a positive catalyst for GDP growth
- Business sentiment at a 26-year high (see Tankan Survey chart above) while unemployment rate is at a 24-year low

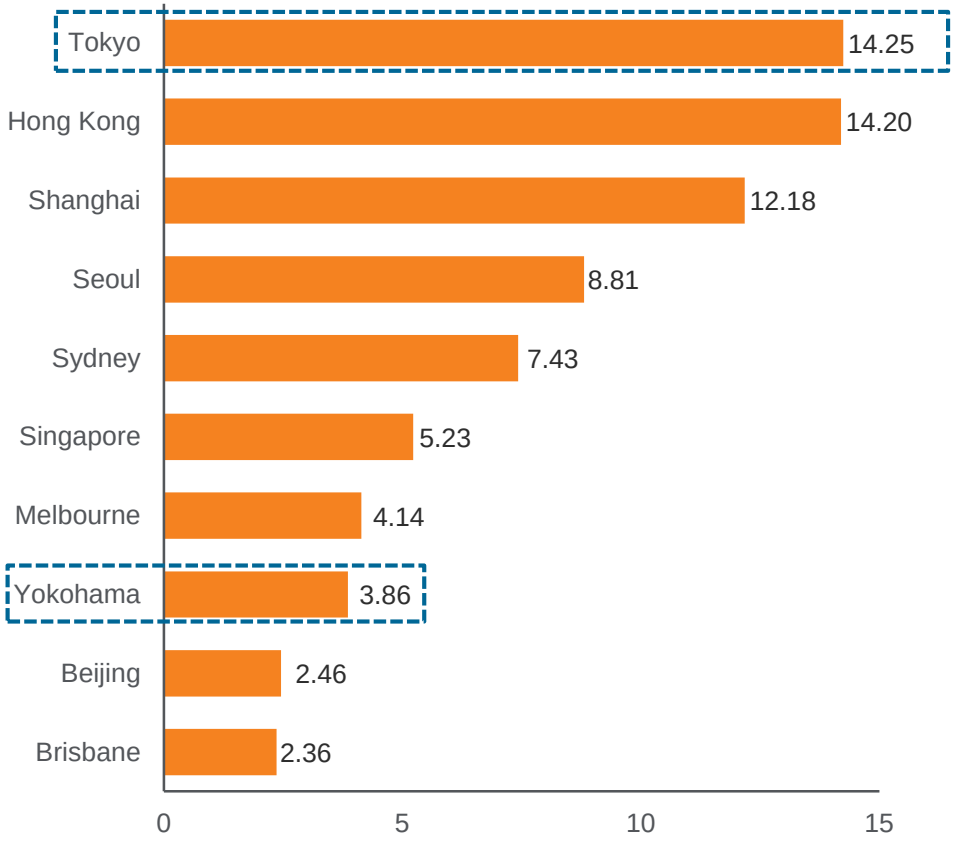
Source: International Monetary Fund, Cabinet Office, Ministry of Internal Affairs and Communications, Bank of Japan ("BoJ"), Cushman & Wakefield.
1) Tankan Survey: Refers to Bank of Japan's Short-Term Economic Survey of Enterprises in Japan.

mapletree
greater china commercial

1 Expansion into the Attractive Greater Tokyo Office Market

Established Active and Scalable Investment Grade Real Estate Market

Office Real Estate Transaction Volume by City (2017)
(US$bn)



- Japan has one of the largest and most-established property markets in the world and in 2017, office real estate transaction activities remained active, supported by positive economic conditions
- Compared to the other Asia Pacific cities, Tokyo ranked top in terms of office transaction volume, recording approximately US$14.25 billion in 2017
- Tokyo is one of the most attractive prime office property investment market in Asia Pacific with the highest yield spread over the local benchmark bond[1]

Source: Real Capital Analytics, Cushman & Wakefield.

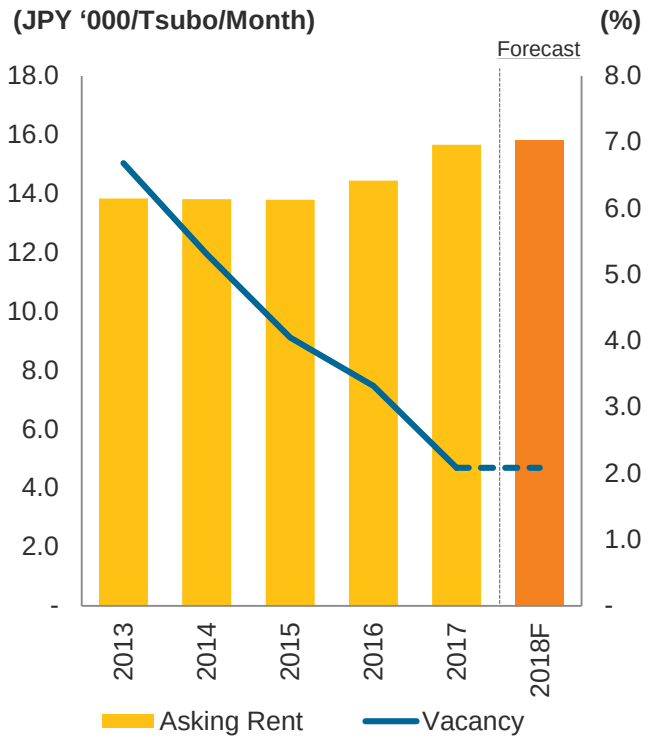
1) According to the Cushman & Wakefield, Tokyo's prime office yield spread over the 10-year Japan Government Bond was over 300 basis points in the three months ended 31 December 2017.

mapletree
greater china commercial

1 Expansion into the Attractive Greater Tokyo Office Market

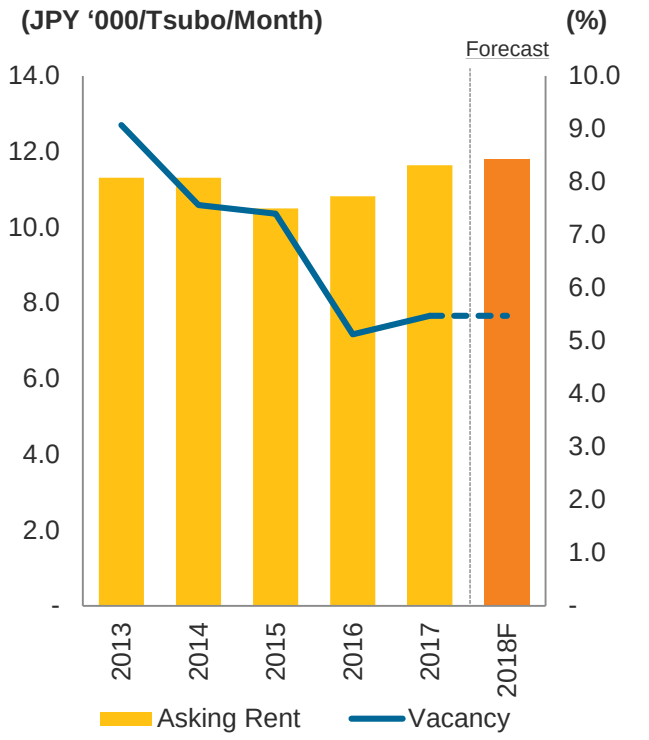
Rental and Vacancy Rates are Expected to be Stable

Asking Rent and Vacancy Rate in Tokyo 23 Wards[1]



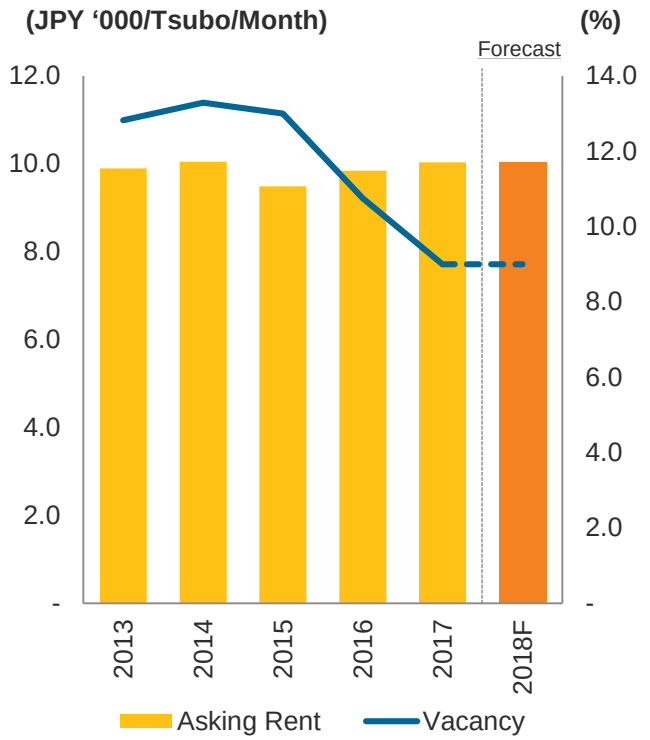
- Vacancy rate is forecasted to remain steady while rental rates are expected to inch up on the back of improving macro-economic conditions

Asking Rent and Vacancy Rate in Yokohama



- Vacancy rate is expected to remain at the same with slight increase in rental rate amid improved economy and stable office demand

Asking Rent and Vacancy Rate in Chiba / Funabashi Area[2]



- Rental and vacancy rates are expected to be stable at prevailing levels with no new major supply expected, especially in the Makuhari area, in the medium term

Source: Sanko Estate, Cushman & Wakefield.

1) Refers to Adachi, Arakawa, Bunkyo, Chiyoda, Chuo, Edogawa, Itabashi, Katsushika, Kita, Koto, Meguro, Minato, Nakano, Nerima, Ota, Setagaya, Shibuya, Shinagawa, Shinjuku, Suginami, Sumida, Taito and Toshima wards.

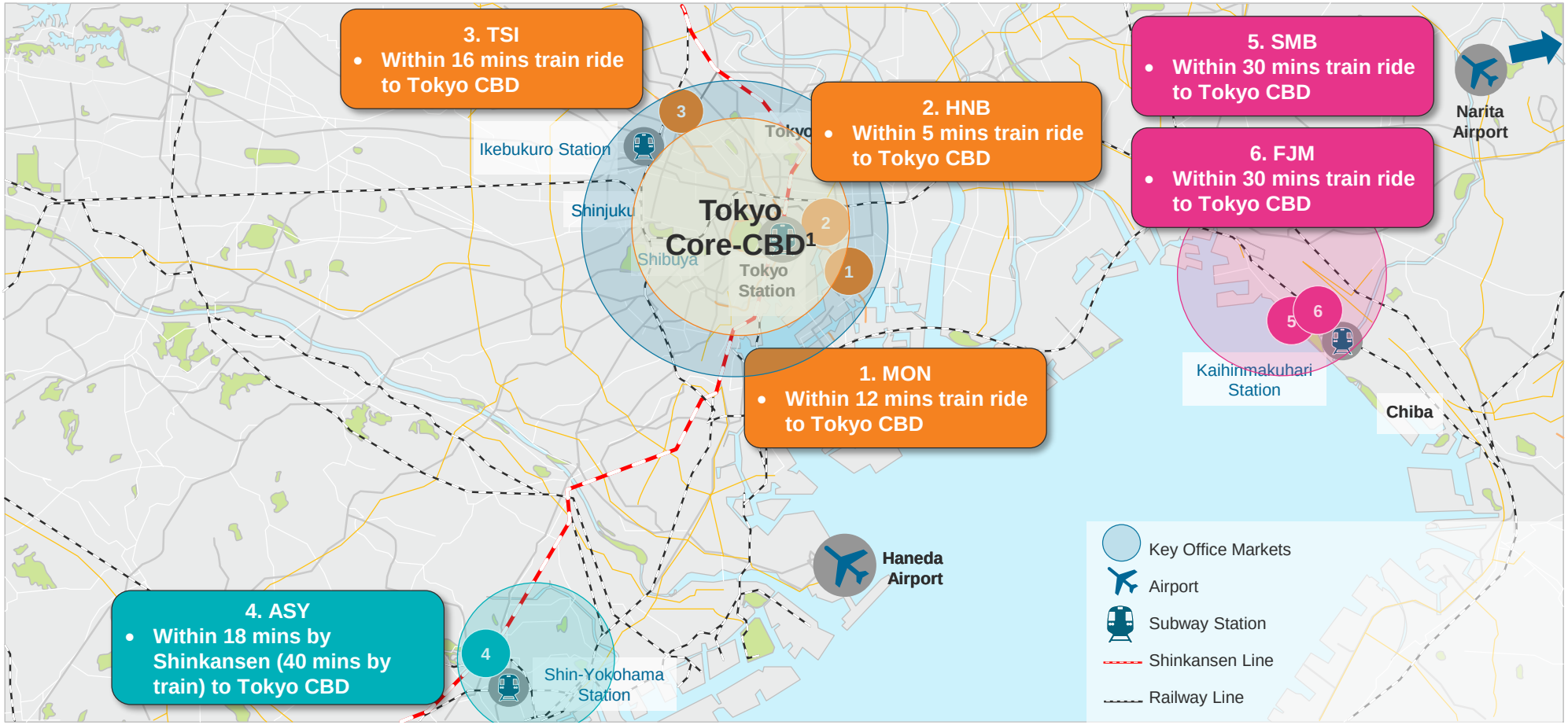
2) The data from Sanko Estate include Funabashi which is another city within the Chiba Prefecture, and is adjacent to Chiba city.

mapletree
greater china commercial

2 Strategic Addition of a High Quality Portfolio of Freehold Office Assets

Strategic Locations with Excellent Connectivity and Within Minutes from Tokyo CBD

✓ The properties benefit from strong connectivity as all of the properties are located within 11 minutes to the nearest train station by foot, providing connectivity to the Tokyo CBD via Tokyo Station and other areas of Japan



Source: Cushman & Wakefield.

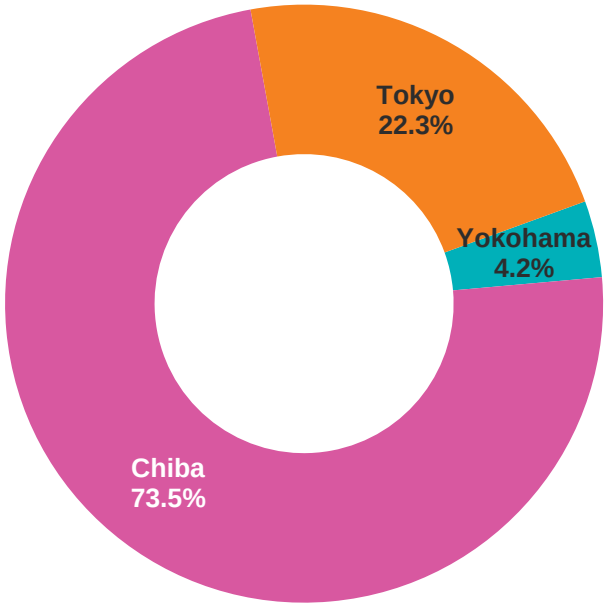
1) Includes Chiyoda, Chuo, Minato, Shinjuku and Shibuya wards.

mapletree
greater china commercial

2 Strategic Addition of a High Quality Portfolio of Freehold Office Assets

Well-Established Office Hubs With Attractive Micro-Location Characteristics

Breakdown of Japan Portfolio's Monthly GRI by City[1] (%)



Micro-location Characteristics

Property	Ward, City	Key Highlights of the Location
1 MON	Koto-ku, Tokyo	• Attractive to tenants who prefer proximity to Tokyo's central 5 wards (core CBD) at a fraction of the core CBD's rental cost • Limited office supply, particularly offices with larger standard floor plates (such as that offered by MON) • TSI is located next to Ikebukuro station, a major transportation hub (the second busiest train station in Tokyo)
2 HNB	Chuo-ku, Tokyo	
3 TSI	Toshima-ku, Tokyo	
4 ASY	Kohoku-ku, Yokohama City,	• The area is very popular with companies that require fast access to other locations given its proximity to the Shin-Yokohama train station
5 SMB	Mihama-ku, Chiba City	• Integrated business hub which offers cost-efficiency for tenants as office buildings have large floor plates and good office specifications at competitive rental rates • No major upcoming supply in the medium term
6 FJM	Mihama-ku, Chiba City	

- Together, the Japan Portfolio benefits from the stable macroeconomic fundamentals of Japan and offers a good diversity in terms of micro-locations and value-proposition

1) Based on monthly GRI as at 31 December 2017.

2 Strategic Addition of a High Quality Portfolio of Freehold Office Assets

Freehold Portfolio with Good Specifications

Column-free Floor Plans



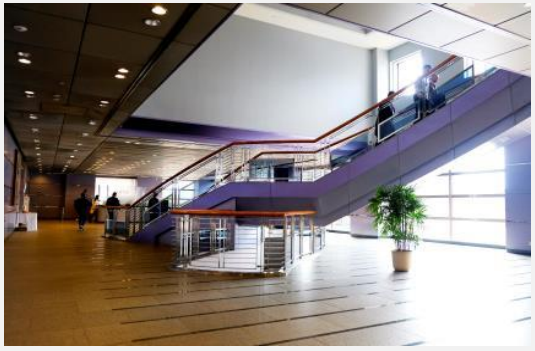
Large Floor Plates



Modern Fixtures



Well-Maintained



- Freehold properties with good specifications:
  - ✓ Column-free floor plans
  - ✓ Large floor plates for the location they are in
    - MON, SMB and FJM offer large floor plates of approximately 1,700 – 2,190 sq m
    - TSI and MON offers larger floor plates compared to buildings within the same location
  - ✓ Slab-to-slab ceiling height of 3.55m – 4.1m (except for ASY where its slab-to-slab ceiling height is 3.1m)
  - ✓ Modern fixtures
  - ✓ Well-maintained

3 Stable and Quality Cashflows

High Occupancy of 99.9% Backed By Strong Tenant Base

Top 10 Tenants of the Japan Portfolio by Monthly GRI[1]
(%)

Top 10 Tenants	Property	City	Credit Rating[2]
Seiko Instruments Inc	SMB	Chiba	Good
Fujitsu	FJM	Chiba	Very Good Moody's: A3 (stable)
Japan Information Processing Service	MON	Tokyo	Very Good
PERSOL	TSI	Tokyo	Very Good
Rentas	ASY	Yokohama	Good
Shigematsu	HNB	Tokyo	Good
Tender Loving Care Services (Nursery)	HNB	Tokyo	Good
Lawson	ASY	Yokohama	Very Good
Japan Create	ASY	Yokohama	Good
Sandvik	ASY	Yokohama	Good

Property	Tenant Background and Leasing History
SMB (Tenant: Seiko Instruments Inc)	• SII's Headquarters in Japan • SII has been occupying the building since it was built in 1993
FJM (Tenant: Fujitsu)	• Fujitsu's office and one of its six system laboratories in Japan • Fujitsu has been occupying the building since it was built in 1992
MON (Tenant: Japan Information Processing Services)	• Japan Information Processing Services has been occupying the building since it was built in 2009
TSI (Tenant: PERSOL)	• PERSOL (a human resource and staff services company) has been occupying the building since it was built in Jan 2005

- Many of the tenants are high quality names with strong credit profiles, including companies / subsidiaries of companies listed on the Tokyo Stock Exchange and Nasdaq OMX
- Top 4 tenants of the Japan Portfolio: Accounted for 92.5% of monthly GRI and provide income stability, being the sole occupant of each respective property since the building's completion.

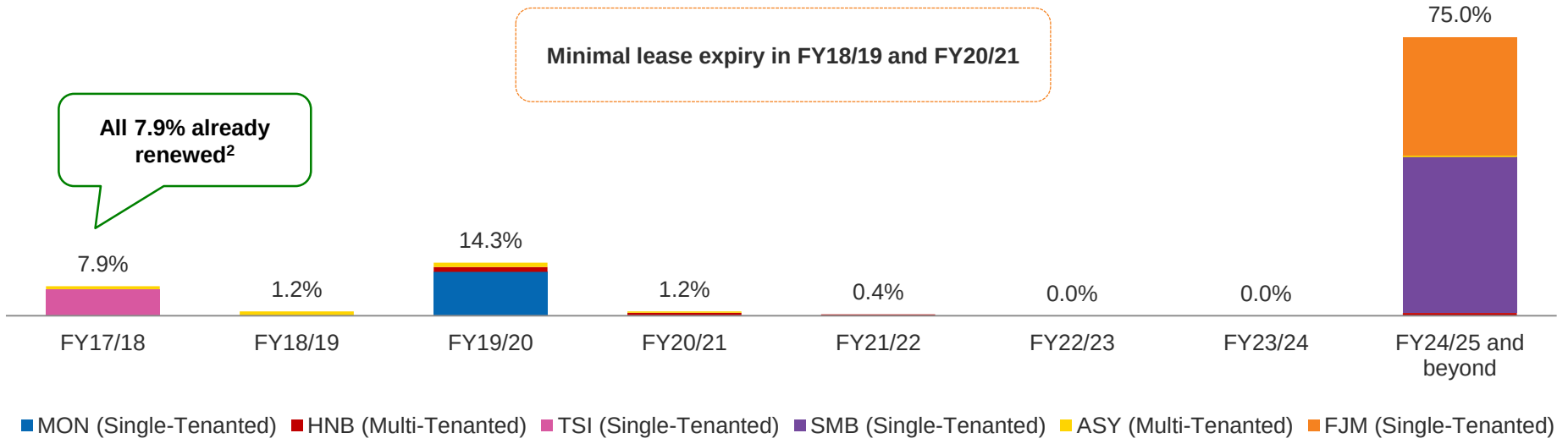
1) As at 31 December 2017.
2) Based on Teikoku Databank ("TDB") score for the contracted tenants.

mapletree
greater china commercial

3 Stable and Quality Cashflows

Long WALE Enhances Income Stability

Japan Portfolio Lease Expiry Profile by Monthly GRI[1]
(%)



- The Japan Portfolio has a relatively long weighted WALE by monthly GRI of 5.8 years
- 75.0% of the leases by monthly GRI are leases with long tenures (exceeding six years) which enhances income stability

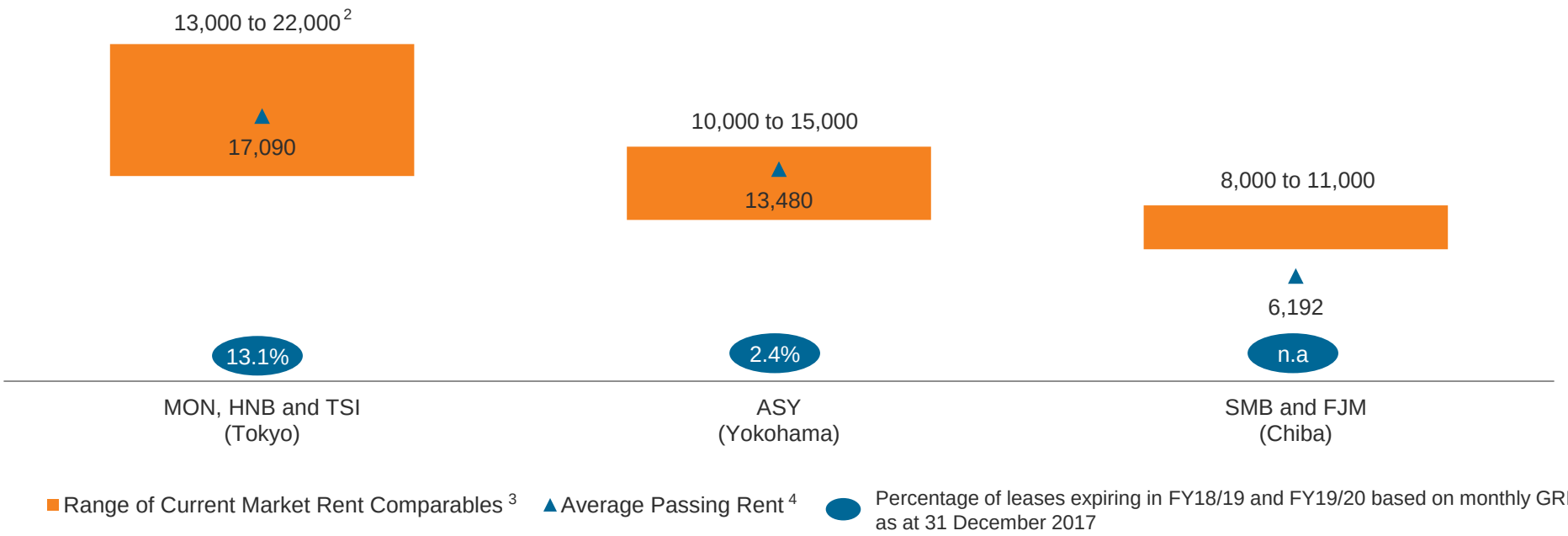
1) Based on monthly GRI as at 31 December 2017.
2) As at 1 March 2018, all 7.9% of the leases by monthly GRI as at 31 December 2017 have been renewed.

mapletree
greater china commercial

3 Stable and Quality Cashflows

Opportunity for Positive Rental Reversion

Average Passing Rent and Range of Current Market Rent Comparables[1]
(JPY/Tsubo/Month)



- 15.5% of the leases by monthly GRI are expiring in FY18/19 and FY19/20 and the Manager believes that some of these leases are under-rented and may offer positive rental reversion
- Over 60% are fixed–term[5] leases which the Manager believes would offer better flexibility for the landlord in adjusting the rental rate

1) For the month of December 2017. Source: Cushman & Wakefield.
2) Based on the minimum and maximum range of the current market rent comparables for MON, HNB and TSI.
3) Face rent (including common area charges). Source: Cushman & Wakefield.
4) Average passing rent is the total actual rental revenue received for the month of December 2017 over the occupied area.
5) Fixed term leases expire upon lease expiry date with no automatic renewal while standard leases allow for automatic renewal/rolling at current lease terms unless either landlord or tenant initiate lease negotiations upon provision of advanced notification.

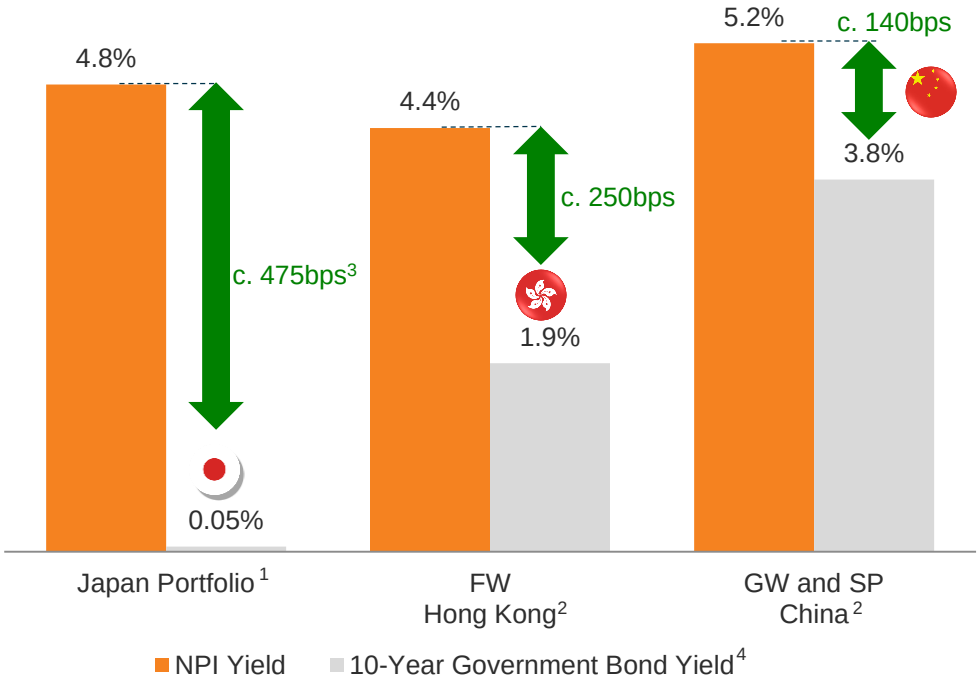
mapletree
greater china commercial

4 Attractive Yield Spread and a Discount to Independent Valuations

Attractive NPI Yield Spread to Risk-Free Rate and Discount to Independent Valuations

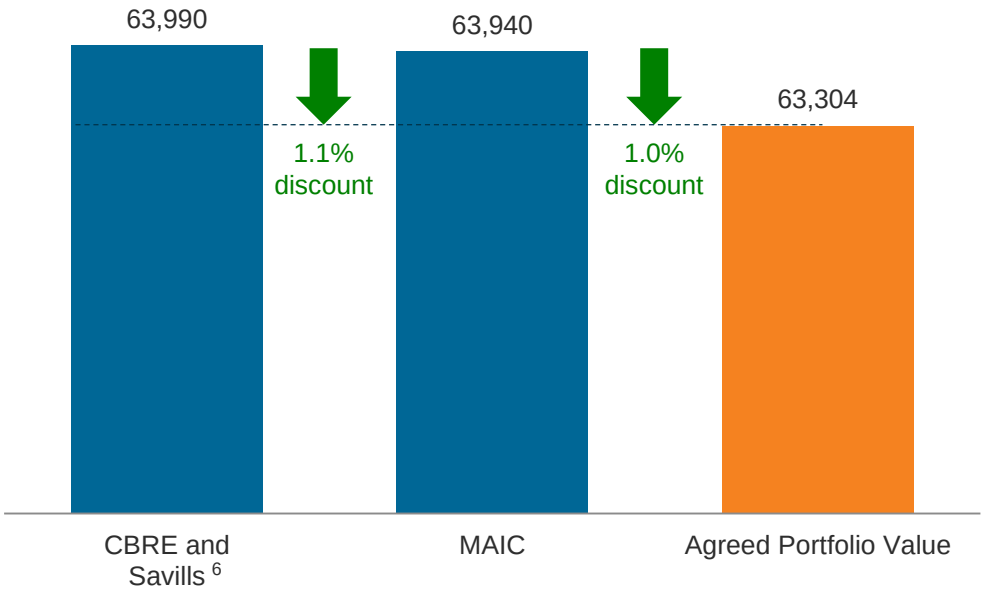
NPI Yield Spread to the 10-Year Government Bond (%)

The Japan Portfolio has a pro forma NPI yield of 4.8%[1] and represents a spread of c. 475bps against the Japan risk-free rate and is higher than the spreads for MGCCT's China and Hong Kong assets respectively



Agreed Portfolio Value Relative to Independent Valuations[5] (JPYm / %)

Agreed Portfolio Value represents a discount of 1.0% to 1.1% to the independent valuations



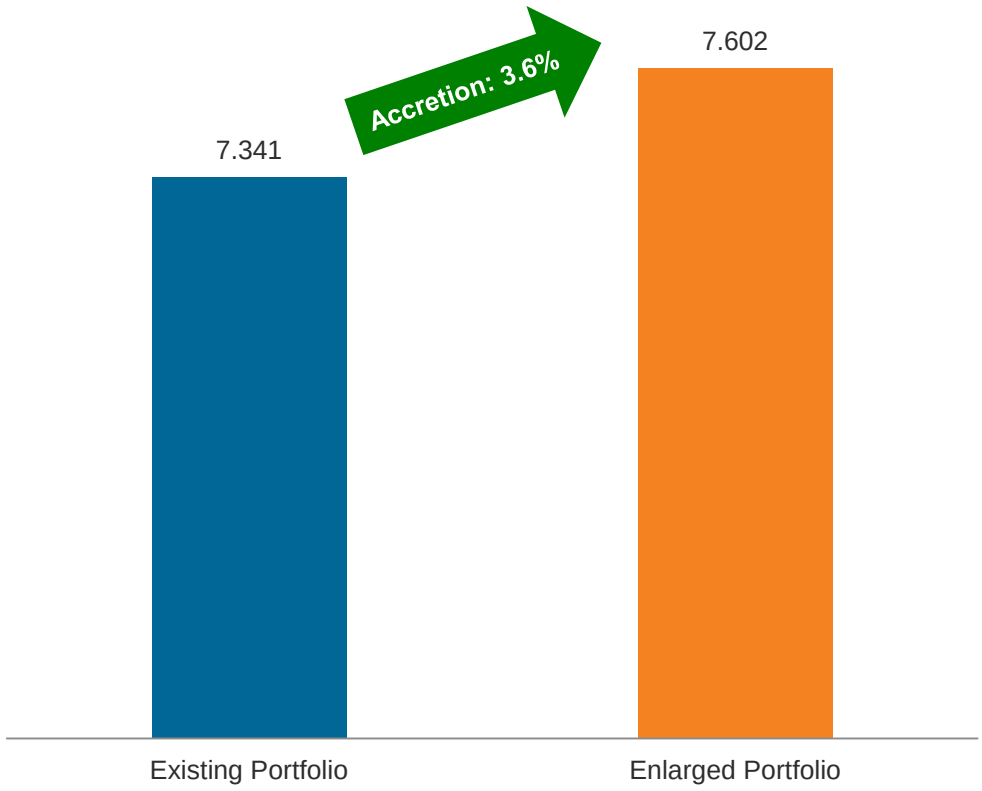
1) NPI yield for the Japan Portfolio is computed based on its pro forma FY16/17 NPI assuming MGCCT held and operated the Japan Portfolio from 1 April 2016 to 31 March 2017 and divided by the Agreed Portfolio Value.
2) NPI yield for FW, GW and SP (the "Existing Portfolio") is computed based on each property's actual NPI for FY16/17 and divided by its respective valuation as at 31 March 2017. The figures for GW and SP are on an aggregated basis.
3) Represents the current risk premium of the Japan Portfolio and is an indication of the relative value of the Japan Portfolio against the 10-Year Japan Government Bond.
4) Being the 10-Year Government Bond Yield for Japan, Hong Kong and China respectively. Source: Bloomberg as at 1 March 2018.
5) The Manager has commissioned CBRE and Savills and the Trustee has commissioned MAIC to value the Japan Portfolio as at 1 March 2018.
6) CBRE is the independent valuer of MON, HNB, TSI, SMB and FJM while Savills is the valuer of ASY.

mapletree greater china commercial

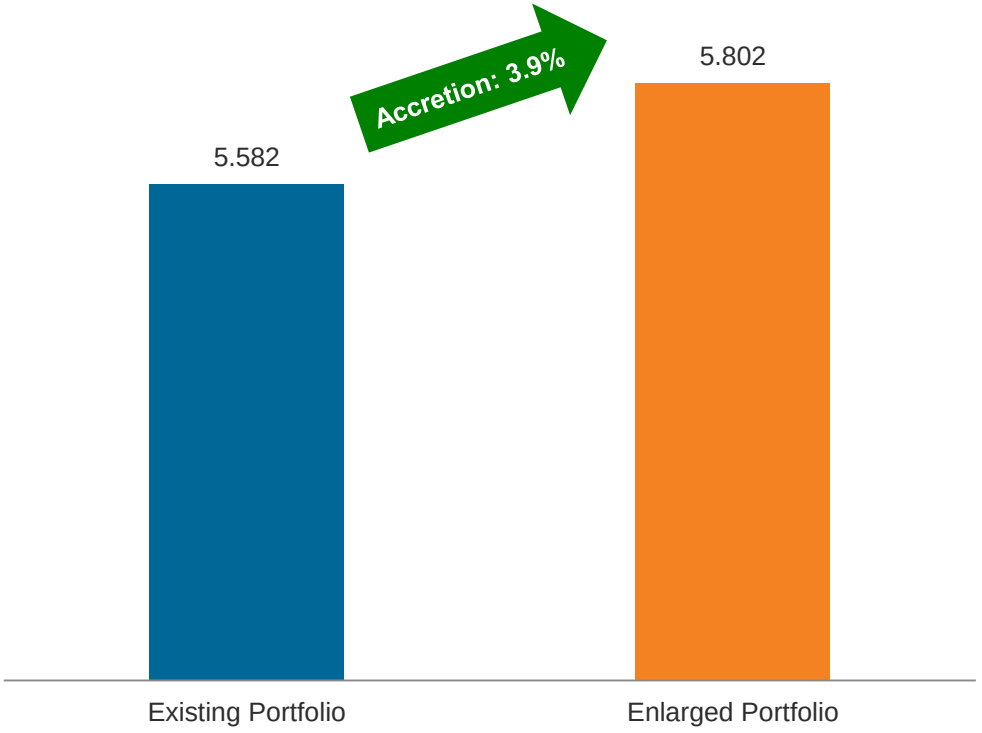
5 DPU Accretive Acquisition

The Proposed Acquisition is Expected to be DPU Accretive for Unitholders

Pro forma FY16/17 DPU for the Enlarged Portfolio[1]
(Singapore cents)



Pro forma 9M FY17/18 DPU for the Enlarged Portfolio[1]
(Singapore cents)



1) For the Enlarged Portfolio, the pro forma financial effects of the Proposed Acquisition on the DPU presented are strictly for illustrative purposes and have been prepared based on the audited financial statements of MGCCT for the financial year ended 31 March 2017 ("FY16/17 Audited Financial Statements") and unaudited financial statements of MGCCT for the 9-month financial period ended 31 December 2017 as if the Proposed Acquisition and issuance of Acquisition Fee Units were completed on 1 April 2016 (for the pro forma FY16/17 DPU) and 1 April 2017 (for the pro forma 9M FY17/18 DPU), and MGCCT had held and operated the Japan Portfolio through to 31 March 2017 (for the pro forma FY16/17 DPU) and 31 December 2017 (for the pro forma 9M FY17/18 DPU) based on MGCCT's 98.47% effective interest in the Japan Portfolio as well as the following assumptions that: (i) approximately 296.4 million New Units at an illustrative issue price of S$1.09 per New Unit are issued in connection with the Equity Fund Raising to raise gross proceeds of approximately S$323.1 million; (ii) Approximately JPY52,985.1 million (approximately S$655.2 million) is drawn down from the New Loan Facilities, of which approximately JPY35,713.0 million (approximately S$441.6 million) is used to partially finance the Total Acquisition Cost and approximately JPY 17,272.1 million (approximately S$213.6 million) is used to refinance certain of MGCCT's existing bank loans; and (iii) the Manager's Acquisition Fee of approximately S$5.8 million is paid in the form of approximately 5.3 million Acquisition Fee Units at an illustrative issue price of S$1.09 per Acquisition Fee Unit.

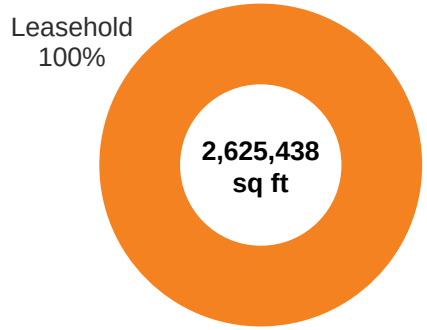
mapletree
greater china commercial

5 Enhances Geographical, Tenant and Income Diversification

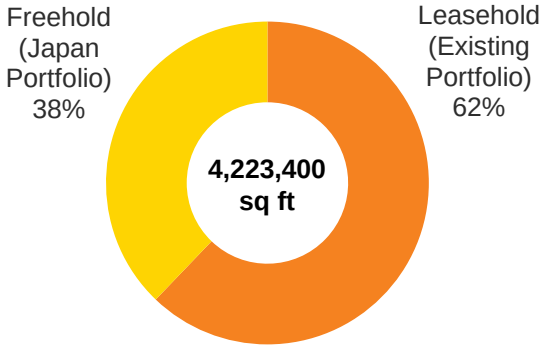
Land Tenure by NLA[1] (sq ft)

Existing Portfolio

Leasehold Period Between 29 and 42 years

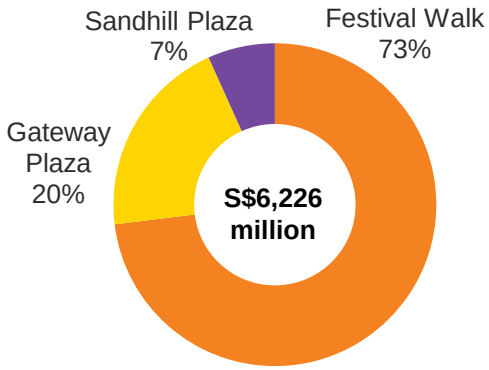


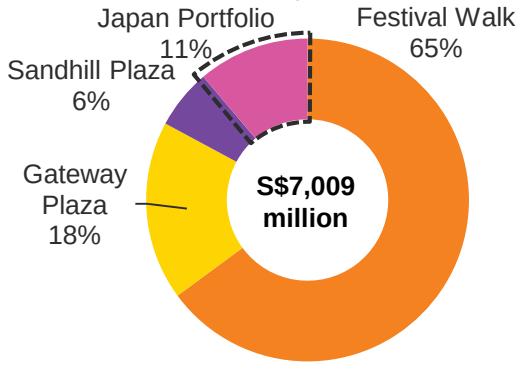
Enlarged Portfolio



- Addition of a sizeable freehold component

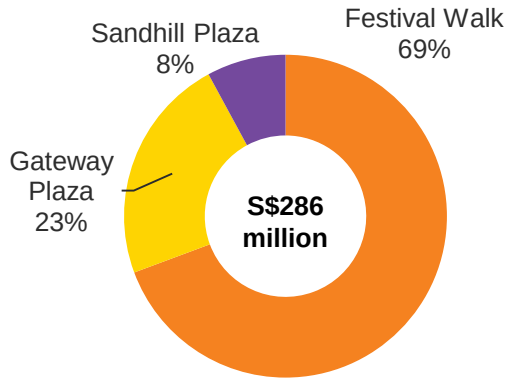
Valuation by Geography[2] (S$m)

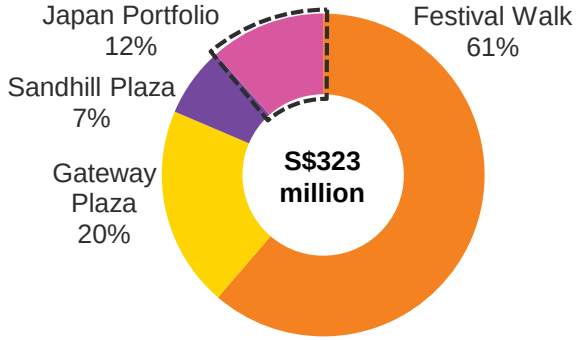




- Increased portfolio size from 3 to 9 properties
- Increased valuation by 12.6%

FY16/17 NPI by Geography[3] (S$m)





- Increased geographical diversification
- Increased NPI by 13.1%

1) As at 31 December 2017.
2) Based on the valuation of the Existing Portfolio as at 31 March 2017 and the Agreed Portfolio Value.
3) Based on MGCCT's audited financial statements for the period from 1 April 2016 to 31 March 2017 and the pro forma FY16/17 NPI of the Japan Portfolio, assuming that MGCCT held and operated the Japan Portfolio from 1 April 2016 to 31 March 2017.

mapletree
greater china commercial

5 Enhances Geographical, Tenant and Income Diversification

Improves Tenant Diversification

Top 10 Tenants by Monthly GRI[1]
(%)

Existing Portfolio	
Top 10 Tenants	**Property**
BMW	GW
Arup	FW
China Fortune Land Development ("CFLD")	GW
TaSTe	FW
Festival Grand	FW
Apple	FW
I.T	FW
Bank of China	GW
Uniqlo	FW
Marks & Spencer	FW

Enlarged Portfolio	
Top 10 Tenants	**Property**
BMW	GW
Seiko Instruments Inc	SMB
Fujitsu	FJM
Arup	FW
CFLD	GW
TaSTe	FW
Festival Grand	FW
Apple	FW
I.T	FW
Japan Information Processing Service	MON

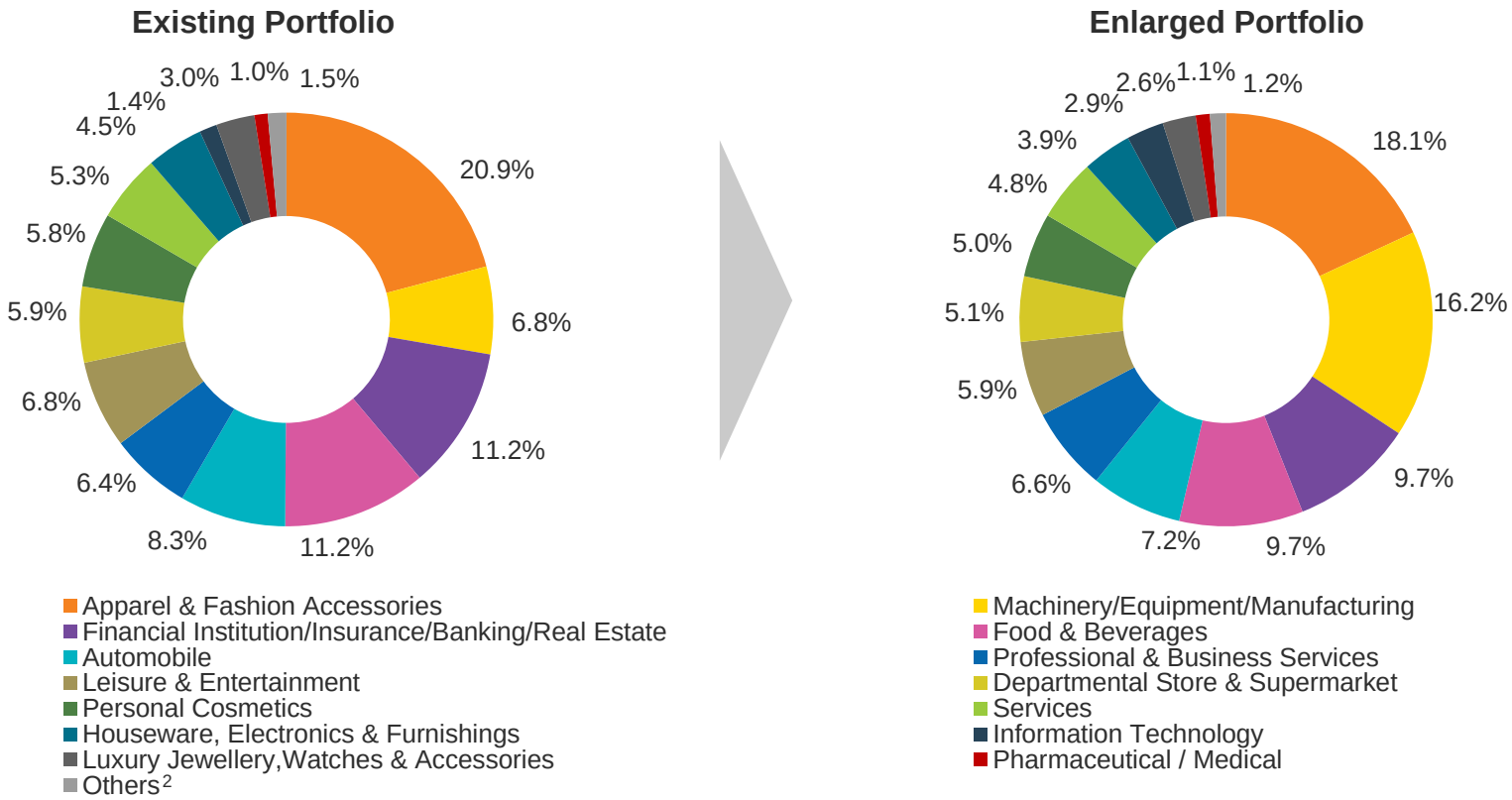
- Maximum exposure to any single tenant by monthly GRI will reduce from 8.3% to 7.2% on a pro forma basis
- Three tenants of the Japan Portfolio will be included in the top 10 tenants of the Enlarged Portfolio

1) As at 31 December 2017.

5 Enhances Geographical, Tenant and Income Diversification

Improves Trade Sector Diversification

Top 10 Sector Exposure by Monthly GRI[1] (%)



- Greater diversification in trade sector exposure with a larger tenant base resulting in Apparel & Fashion Accessories being reduced from 20.9% to 18.1% on a pro forma basis

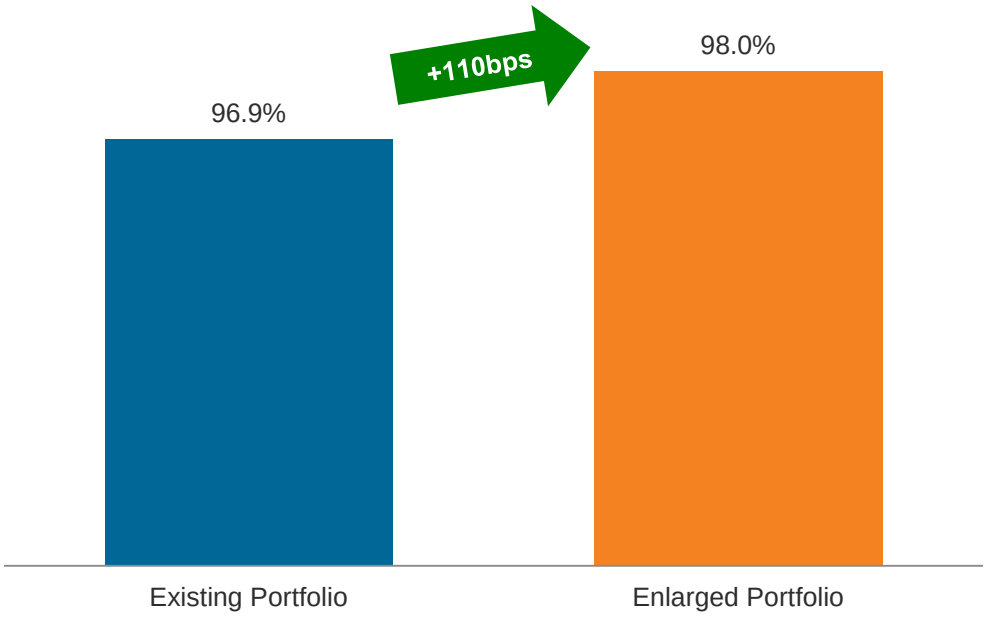
1) As at 31 December 2017.
2) Others include sectors such as Natural Resources and Renewable Energy.

mapletree
greater china commercial

5 Enhances Geographical, Tenant and Income Diversification

Increases Portfolio Occupancy and Strengthens WALE

Portfolio Occupancy Rate[1]
(%)



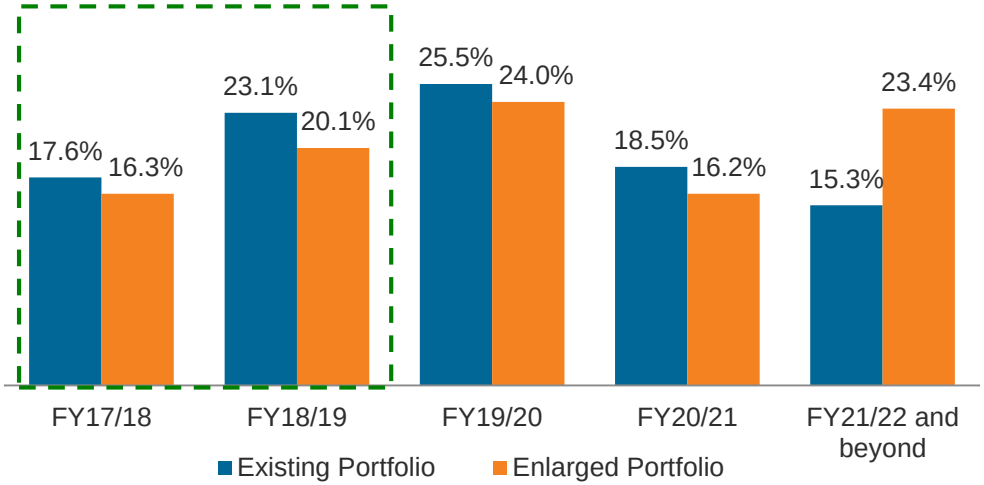
- The acquisition is expected to improve occupancy by 110bps with the addition of the Japan Portfolio which has an occupancy of 99.9%

Lease Expiry by Monthly GRI
(%)

2.7 years
Current Portfolio WALE[2]

3.1 years
Pro Forma Enlarged Portfolio WALE[2]

Leases expiring reduced from 40.7% to 36.4%



- Lease expiry over the next 2 years will reduce from 40.7% to 36.4%

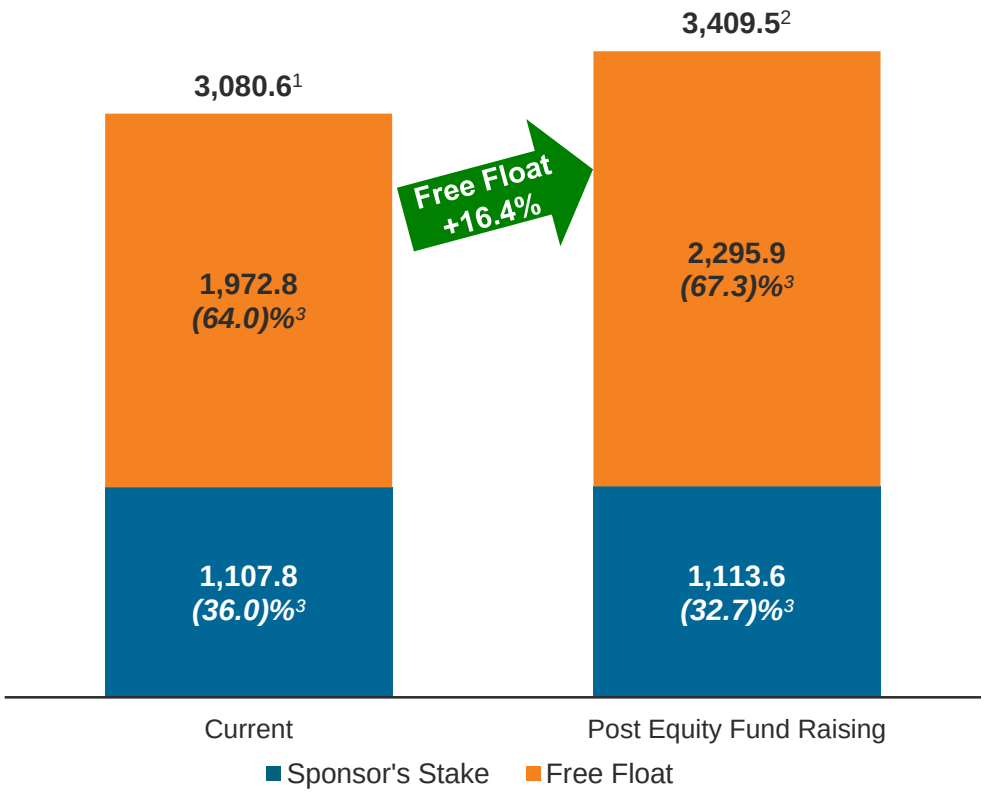
1) Based on Net Lettable Area and committed leases as at 31 December 2017.
2) Based on monthly GRI and committed leases as at 31 December 2017.

mapletree
greater china commercial

5 Increase in Free Float

Increase in Free Float with Potential Improvement in Trading Liquidity and Market Index Representation

Market Capitalisation and Free Float
(S$m)



1. ✓ Increases free float

2. ✓ Potential improvement in trading liquidity and market index representation

1) Based on 2,826,267,943 Units in issue as at 27 March 2018 and the illustrative price of S$1.09 per Unit.
2) Based on 2,826,267,943 Units in issue as at 27 March 2018 and the issue of approximately 296.4 million New Units under the Equity Fund Raising and approximately 5.3 million Acquisition Fee Units and the illustrative price of S$1.09 per Unit.
3) Includes approximately 5.3 million Acquisition Fee Units issued to the Manager.

mapletree
greater china commercial

6 Experienced and Dedicated Management Team in Japan

- The Japan Portfolio will continue to be managed by the local management team from MIJ[1] and MMSJ[2], who have been managing the portfolio under the Vendor. They will be dedicated to managing the Japan Portfolio and other assets in Japan that may be acquired by MGCCT post-Completion.
- MIJ was established in 2007 and has an established track record as an active investment and asset manager in Japan, having managed assets with cumulative AUM of S$4.5 billion, whilst MMSJ was established in 2012 and is responsible for property and lease management.
- Together, they form an integrated in-house team with capabilities in deal sourcing, asset management and property management, with strong local relationships and access to institutional owners, tenants, lenders, and other real estate and finance related entities.



Hideki Uno
Director
Investment and Asset Management

- Responsible for the sourcing and evaluation of acquisition opportunities, and the management of the Japan Portfolio
- Over 19 years of Japan real estate experience including acquisitions and asset management of multi-sector assets including logistics, office and retail



Naohiro Yoshioka
Manager
Asset Management

- Responsible for asset management of the Japan Portfolio
- Over 14 years of Japan real estate experience including asset management and investment experience of various asset classes ranging from commercial, nursing home, residential to hospitality



Naoki Kimura
Manager
Investment

- Responsible for the sourcing and evaluation of acquisition opportunities
- Over 19 years of Japan real estate experience including deal sourcing, acquisition and property valuation



Masahito Kawamura
Manager
Property Management

- Responsible for the property management function of the Japan Portfolio
- Over 23 years of Japan real estate experience including managing various asset classes ranging from office, residential to retail

MIJ and MMSJ will Provide Stability and Continuity in the Management of the Japan Portfolio

1) Mapletree Investments Japan Kabushiki Kaisha ("MIJ" or the "Japan Asset Manager").
2) Mapletree Management Services Japan Kabushiki Kaisha ("MMSJ" or "Japan Property Manager").

mapletree
greater china commercial



ABAS Shin-Yokohama Building
Kohoku-ku, Yokohama

Financing Considerations

mapletree
greater china commercial

Financing Considerations

Illustrative Uses	
Total Acquisition Cost	▪ Approximately JPY62,307.7 million (approximately S$770.5 million), comprising ▪ Aggregate Consideration of approximately JPY60,926.0 million (approximately S$753.4 million)[1]; ▪ the Acquisition Fee payable in Units to the Manager for the Proposed Acquisition of approximately S$5.8 million[2]; and ▪ the estimated professional and other fees and expenses of approximately S$11.3 million[3]

Illustrative Sources	
Equity Fund Raising	▪ Equity Fund Raising of approximately S$323.1 million in the form of: ▪ A private placement of 296.4 million New Units[4] to institutional and other investors ("Private Placement") ▪ Illustrative Issue Price of S$1.09 per New Unit
New Loan Facilities	▪ Loan facilities of approximately JPY35,713.0 million (approximately S$441.6 million)
Acquisition Fee (in Units)	▪ Approximately 5.3 million Acquisition Fee Units at an illustrative issue price of S$1.09 per Acquisition Fee Unit

1) The Aggregate Consideration is 98.47% of the estimated TMK Consideration which is arrived at by deducting the estimated net working capital adjustments of JPY1,431.3 million (approximately S$17.7 million) from the Agreed Portfolio Value. The net working capital adjustments will be subject to final audit, post-Completion.
2) Payable in Units and representing 0.75% of 98.47% of the Agreed Portfolio Value.
3) Refers to the estimated professional and other fees and expenses incurred or to be incurred by MGCCT in relation to the Proposed Acquisition, the Equity Fund Raising and the New Loan Facilities.
4) For the purpose of this presentation, "New Units" refers to the new Units to be issued under the Equity Fund Raising.





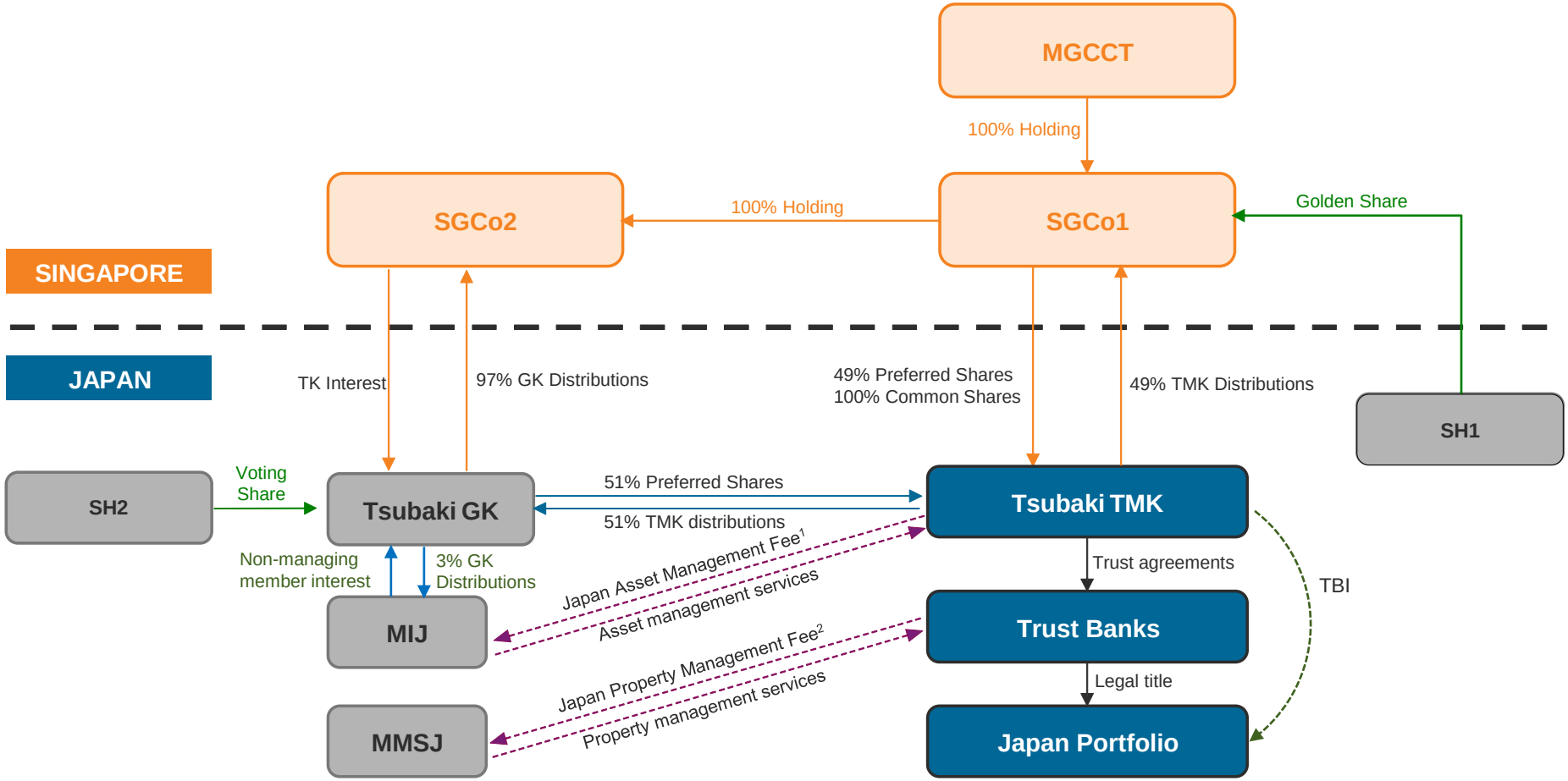


SII Makuhari Building
Mihama-ku, Chiba

Appendix

mapletree
greater china commercial

Proposed Structure of the Acquisition



MIJ: Mapletree Investments Japan Kabushiki Kaisha
MMSJ: Mapletree Management Services Japan
SGCo1: Tsubaki 1 Pte. Ltd., a private limited company incorporated in Singapore
SGCo2: Tsubaki 2 Pte. Ltd., a private limited company wholly-owned by SGCo1
SH1: The Ippan Shadan Houjin which holds a golden share in SGCo1

SH2: The Ippan Shadan Houjin which holds a golden share in Tsubaki GK
Tsubaki GK: Godo Kaisha Tsubaki 3
Tsubaki TMK: Tsubaki Tokutei Mokuteki Kaisha
Trust Banks: Sumitomo Mitsui Trust Bank, Limited or Mizuho Trust & Banking Co., Ltd.

1) 10% per annum of the Tsubaki TMK's distributable income. In view of the fees payable to MIJ, the Manager has elected to waive the Base Fee which it is otherwise entitled to under the Trust Deed in respect of the Japan Portfolio for so long as the Manager and MIJ are wholly-owned by MIPL and MIJ continues to receive the Japan Asset Management Fee in respect to the Japan Portfolio.
2) (i) 2% per annum of the Gross Revenue for the Building, (ii) 2% per annum of the NPI for the Building and (iii) 20% of all fees paid to third party service providers (for MMSJ's supervising and overseeing of the services rendered by the third party service providers) where any services are provided by the third party service providers.

mapletree
greater china commercial



Fujitsu Makuhari Building
Mihama-ku, Chiba

Thank You

For enquiries, please contact:

Ms Elizabeth Loo, Vice President, Investor Relations
Tel: +65 6377 6705
Email: elizabeth.loo@mapletree.com.sg

mapletree
greater china commercial