



ESR-REIT

Investor Presentation

May 2019



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Overview of ESR-REIT



Key Investment Highlights



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Key Takeaways

Top: UE BizHub EAST | Business Park
Second: 7000 Ang Mo Kio Avenue 5 | High-Specs Industrial
Bottom: 30 Marsiling Industrial Estate Road 8 | High-Specs Industrial



Transformational Corporate Developments in FY2018

Acquisition and Development Growth

- 1 Diversified Portfolio by Increasing Total Assets by 82%**
 - ✓ AUM at S\$3.1 billion – The REIT is now amongst the Top 5 Industrial S-REITS
 - ✓ Enables economies of scale
- 2 Reduced Concentration Risks and Improved Portfolio Fundamentals**
 - ✓ More diversified and stable portfolio
 - ✓ Reduced risks given diversified segments and tenants

Capital Management

- 4 Reduced Capital Structure Risks**
 - ✓ Improved WADE, WAFDE, with a higher proportion of fixed interest rate exposure
 - ✓ Our increased banking relationships resulting in higher proportion of bank loans increase at favourable terms
 - ✓ No refinancing requirements for 2019⁽¹⁾
- 5 Improved Trading Liquidity and Research Coverage**



Organic Growth and Portfolio Management

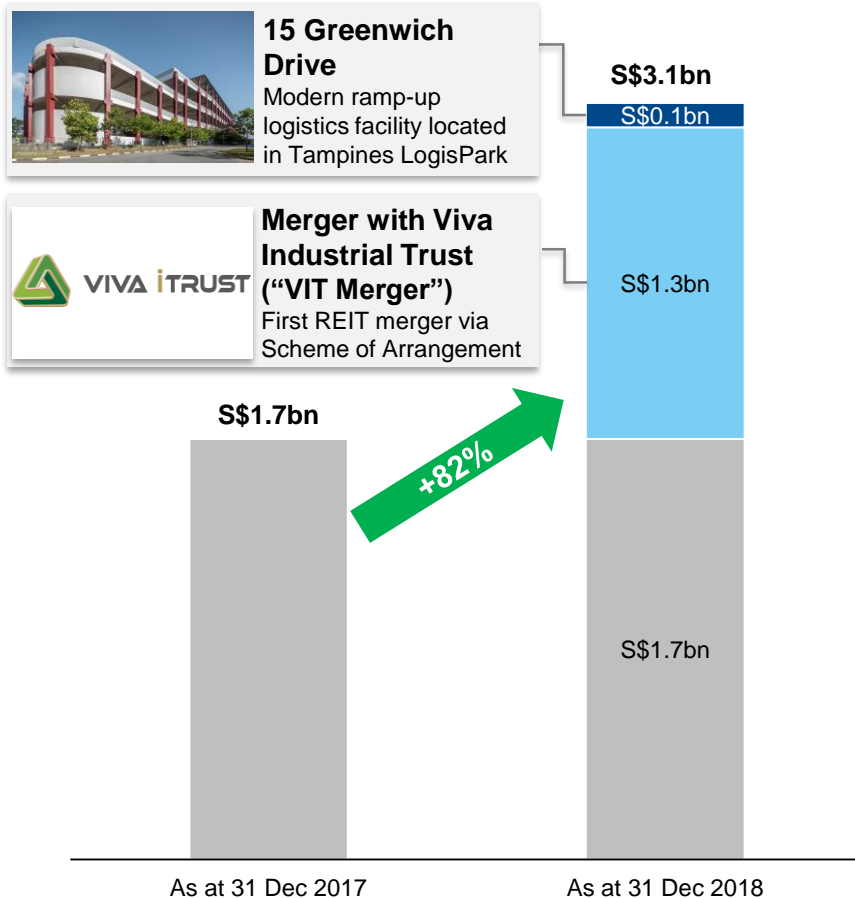
- 3 Completed Asset Enhancement Initiatives On Time and Within Cost Estimates**
 - ✓ Kickstarted the rejuvenation of our portfolio assets to remain “future-ready”
 - ✓ An increasingly stable industrial market supply environment

Diversified Portfolio by Increasing Total Assets by 82% in FY2018

Grew REIT's total assets by 82% to S\$3.1bn⁽¹⁾

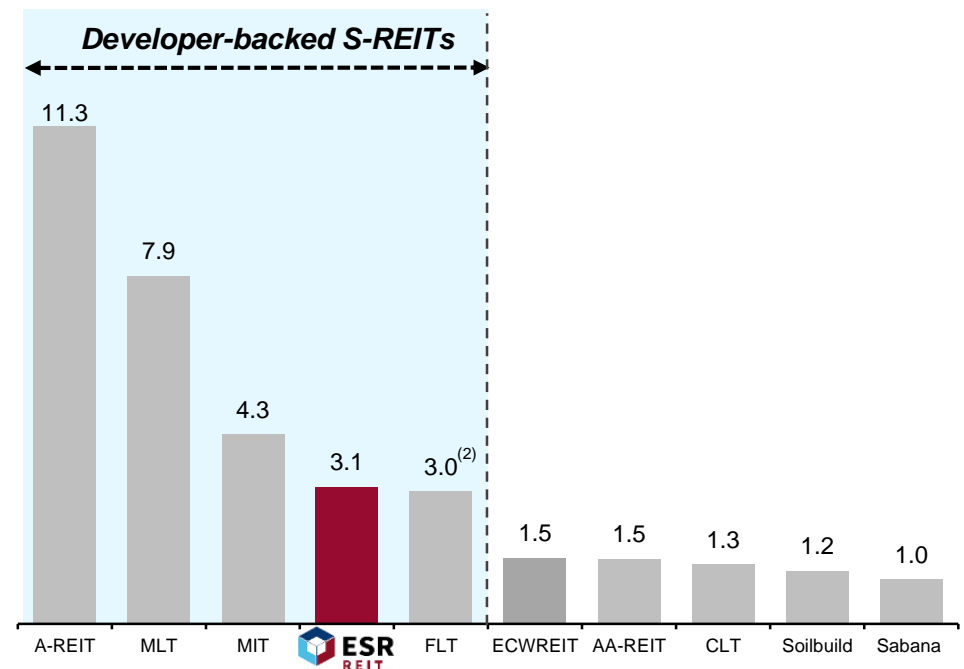
(S\$ billion)

Total S\$1.4bn of yield accretive acquisitions:



To Become Amongst the Top 5 Industrial S-REITs ⁽¹⁾

(S\$ billion)



More diversified and stable portfolio

Reduced risks given diversified segments and tenants

Enables economies of scale

1Q2019 at a Glance



Proactive Asset Management

- Healthy 92.0% occupancy, above JTC average of 89.3%⁽²⁾
- Positive rental reversions at +1.6% (1Q2019) from -2.9% (4Q2018)
- c.44.1% of properties in Business Parks/High-Specs Sector

Prudent Capital Management

- No refinancing requirements for 2019⁽³⁾
- Portfolio remains 100% unencumbered
- Both WADE⁽⁴⁾ and WAFDE⁽⁵⁾ at 2.8 years
- 83.2% of interest rate exposure fixed for 2.8 years

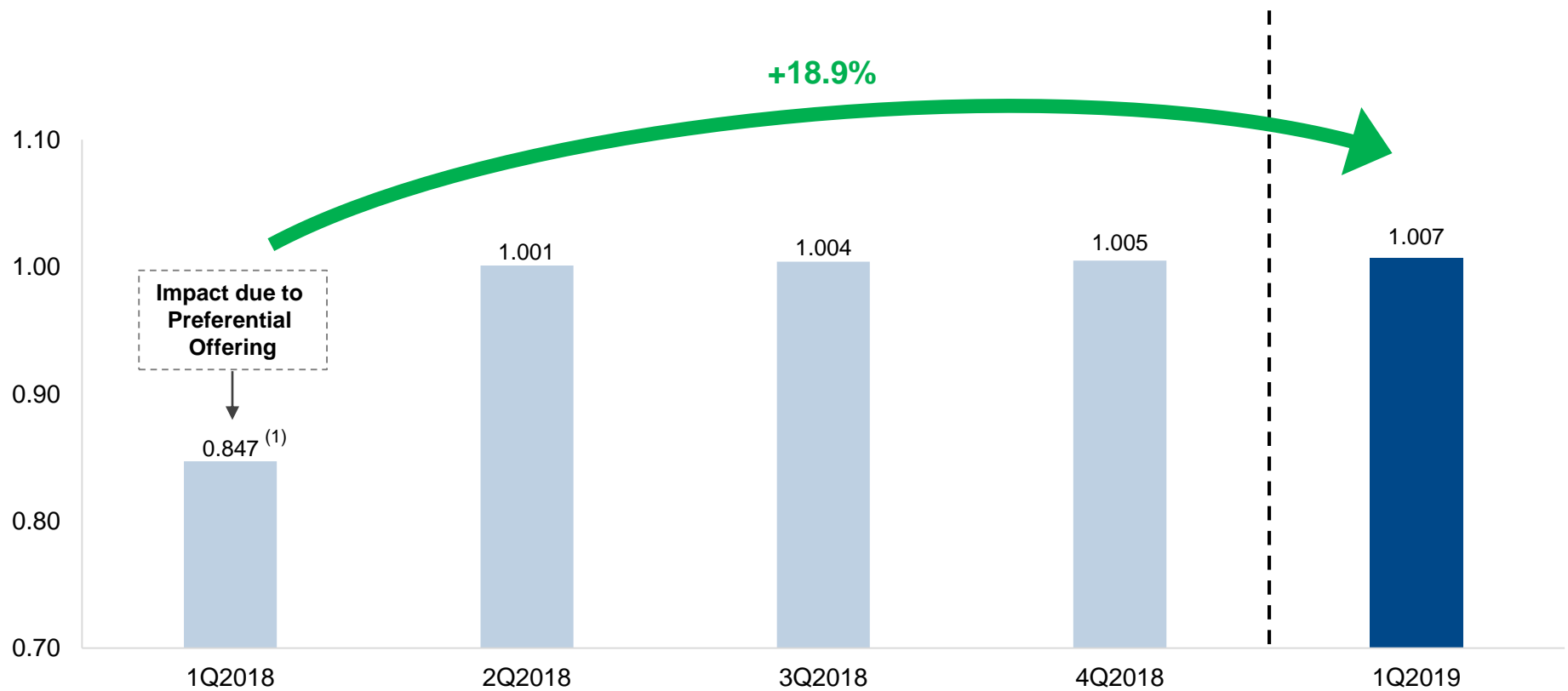
Financial Performance

- Achieved 1.007 cents DPU for 1Q2019, a +18.9% increase y-o-y
- Increasingly stable distributions achieved, demonstrating effective execution of strategy

Increasingly Stable Distributions Achieved

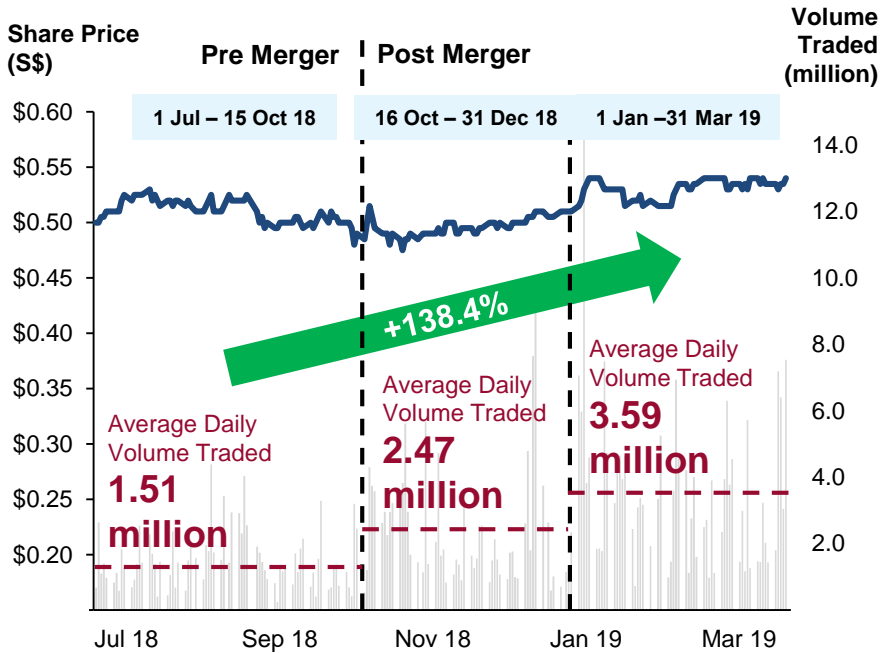
Increasingly stable distributions achieved, demonstrating effective execution of ESR-REIT's strategy

Quarterly Distribution Per Unit (cents)

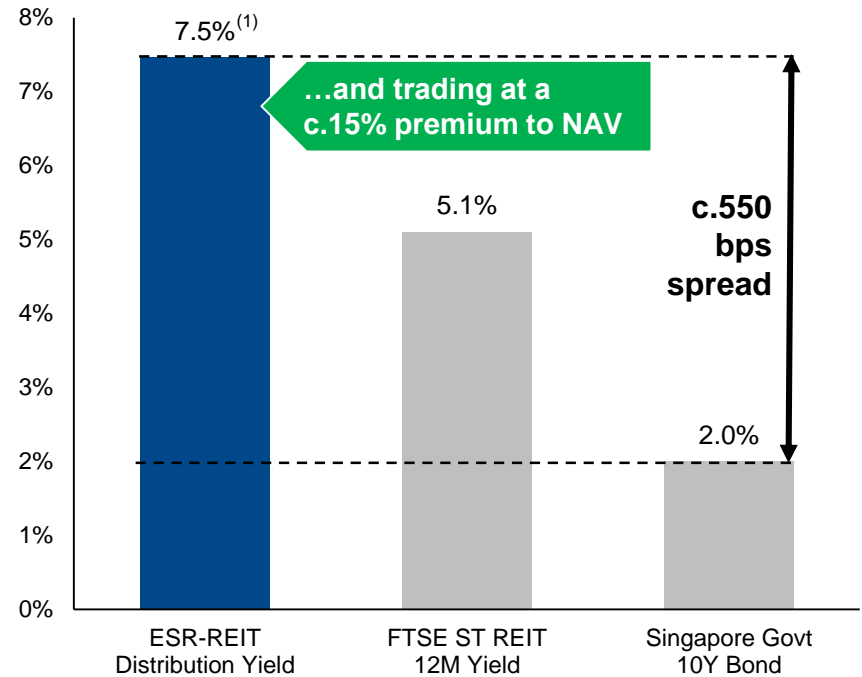


Improved Trading Liquidity and Research Coverage

Improved Trading Liquidity



Attractive Distribution Yield



Well-Covered by Research Brokers



“Add”

TP⁽²⁾: S\$0.60



“Outperform”

TP⁽²⁾: S\$0.57



“Buy”

TP⁽²⁾: S\$0.59



“Buy”

TP⁽²⁾: S\$0.565



“Outperform”

TP⁽²⁾: S\$0.57



“Buy”

TP⁽²⁾: S\$0.61



Notes:

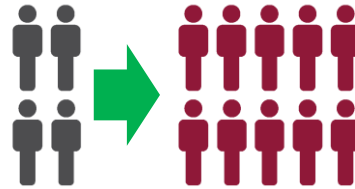
(1) Based on closing price of S\$0.54 on 31 March 2018 and annualised 1Q19 DPU of 4.028 cents.

(2) “TP” denotes target price.

ESR-REIT Portfolio has been Integrated Post Merger



**Financial and
Real Estate Systems
have been Integrated**



**People and
Bench Strength
Improved**



**Self-Management of
Property Management
Services Implemented**



**Better
Operating Platform**



**More Synergies for
Extraction**



**Improved
Customer Service**

Overview of ESR-REIT



*Top: UE BizHub EAST | Business Park
Second: 7000 Ang Mo Kio Avenue 5 | High-Specs Industrial
Bottom: 30 Marsiling Industrial Estate Road 8 | High-Specs Industrial*

Overview of ESR-REIT



Diversified portfolio of **57** properties across **Singapore**

Total GFA of approximately **14.1 million sqft**



Portfolio Occupancy

92%

Above JTC Average of **89.3%⁽¹⁾**



Asset Valuation

S\$3.02 billion⁽²⁾



44%

336 tenants
From different trade sectors



Located close to major transportation hubs and key industrial zones



Weighted Average Lease Expiry of

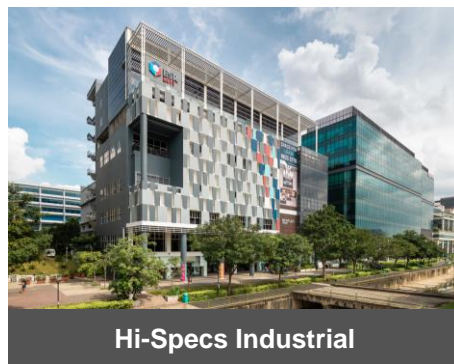
3.7 years



Total assets **S\$3.3 billion⁽²⁾**



Business Park



Hi-Specs Industrial



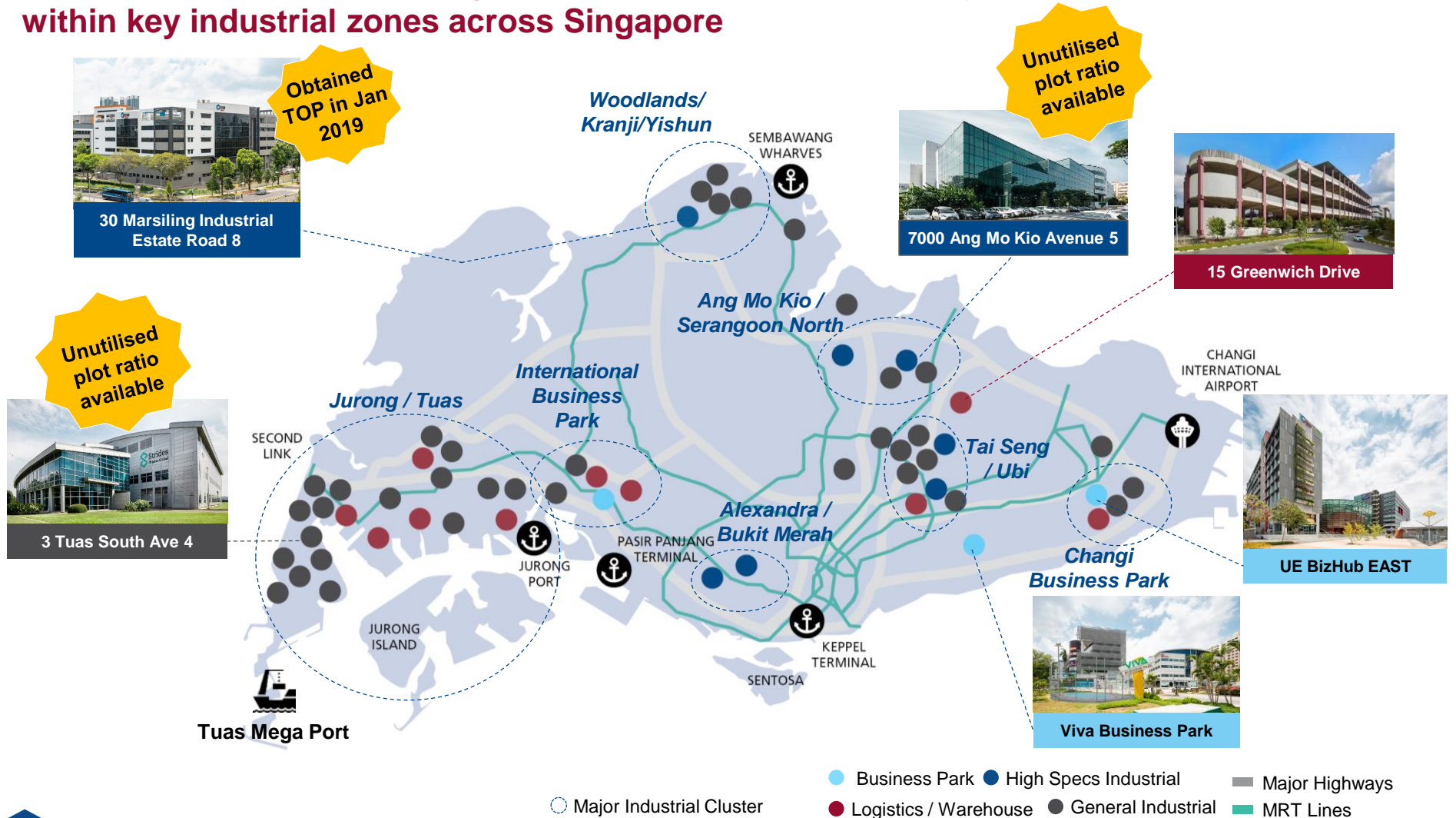
Logistics / Warehouse



General Industrial

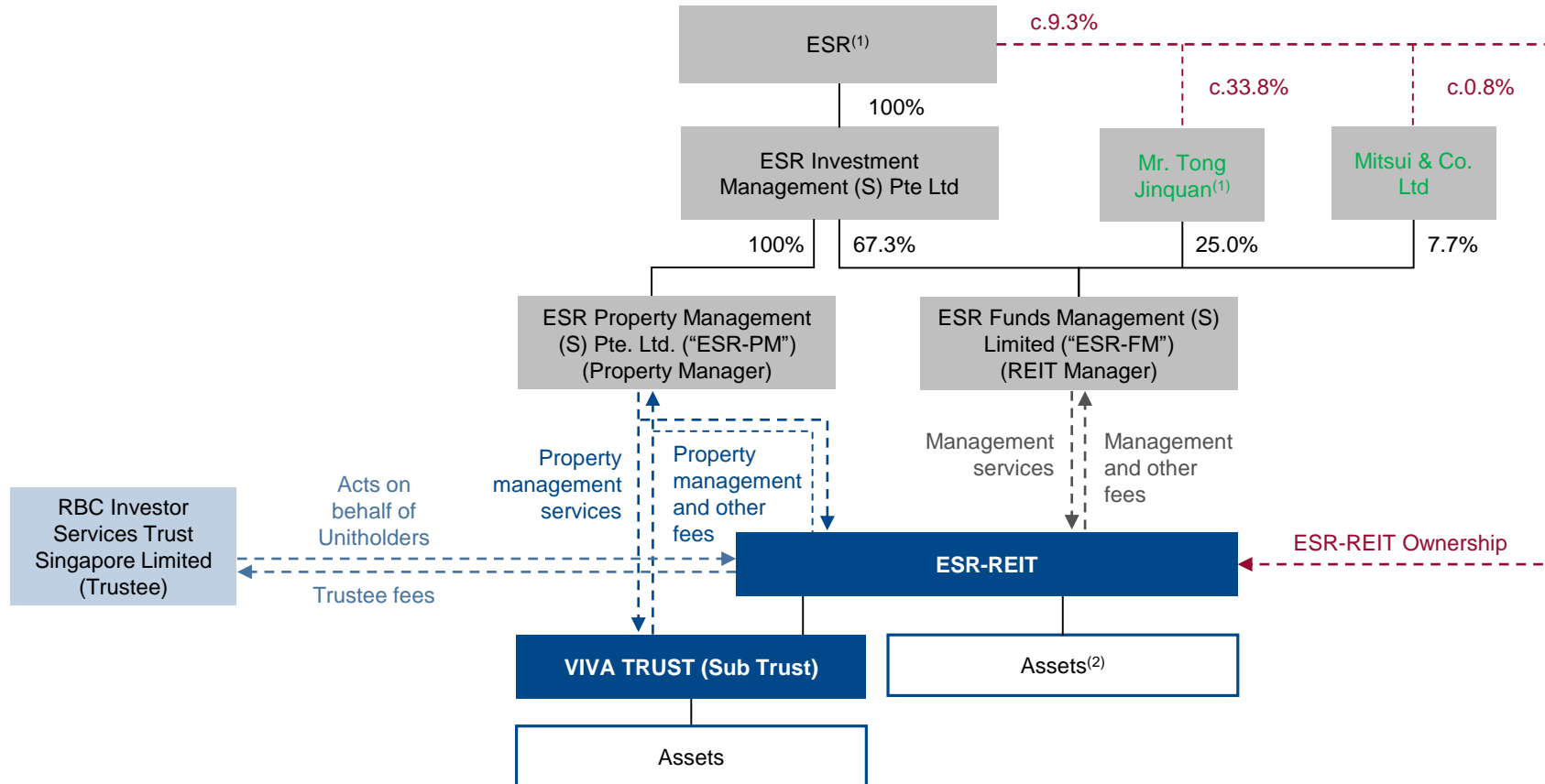
Well Located Portfolio Across Singapore

Portfolio of 57 assets totalling S\$3.02bn, located close to major transportation hubs and within key industrial zones across Singapore



Ownership Structure

ESR has 67.3% stake in the REIT Manager, 100% stake in Property Manager and is the REIT's second largest unitholder with a c.9.3% REIT stake

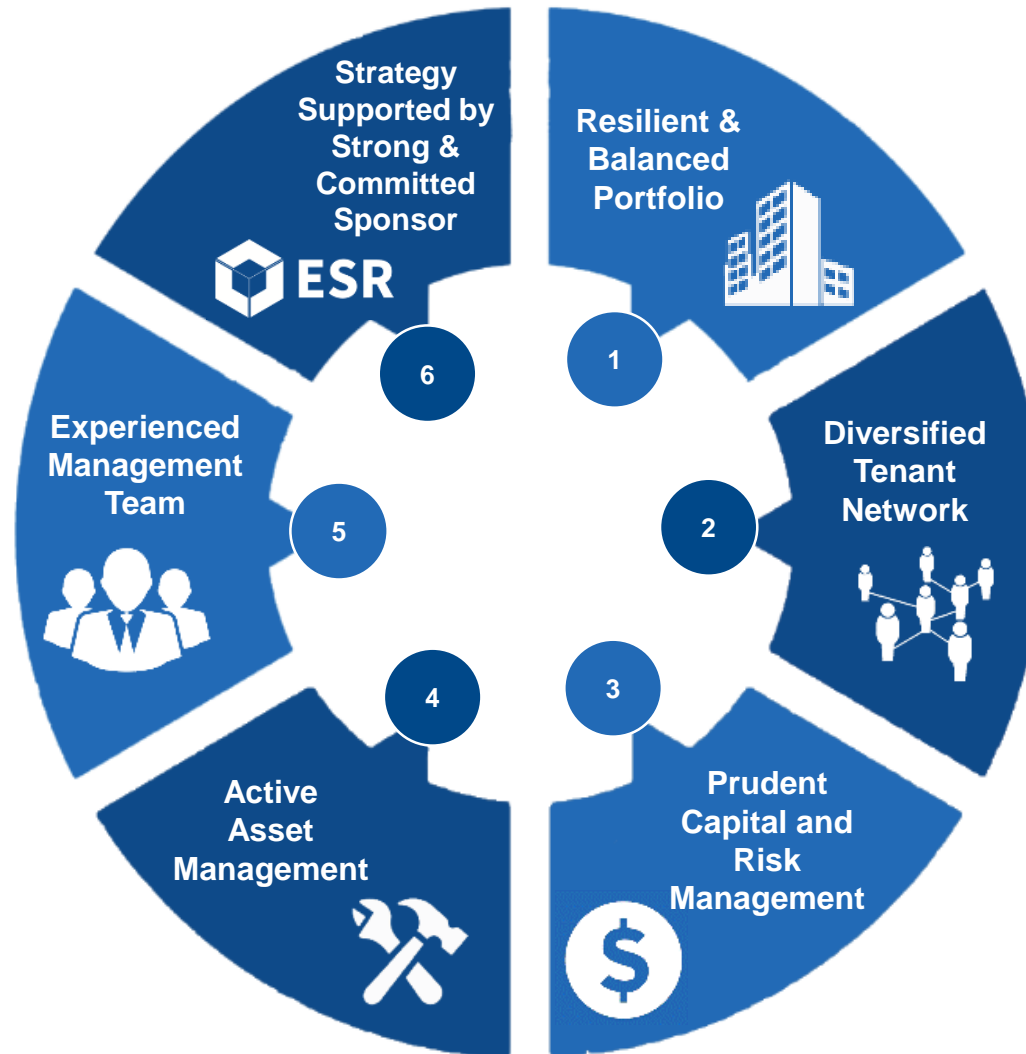


Key Investment Highlights



*Top: UE BizHub EAST | Business Park
Second: 7000 Ang Mo Kio Avenue 5 | High-Specs Industrial
Bottom: 30 Marsiling Industrial Estate Road 8 | High-Specs Industrial*

Key Investment Highlights



1 Resilient & Balanced Portfolio

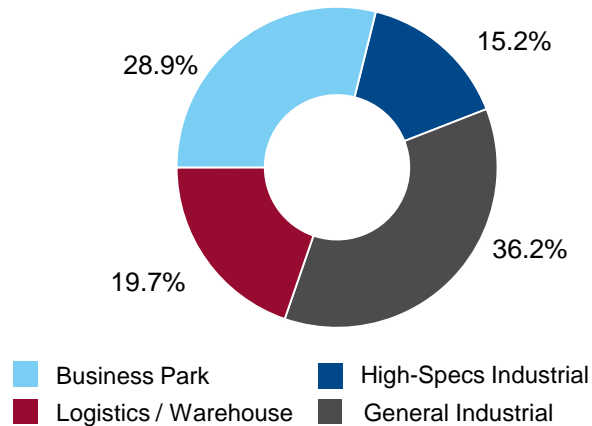


Top: UE BizHub EAST | Business Park
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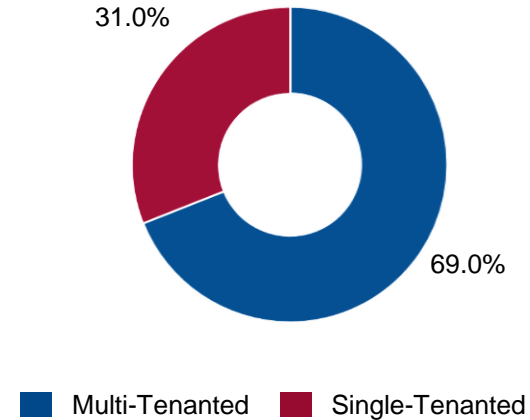
1 Diversified Portfolio with Stable Fundamentals

Asset Class by Rental Income (as at 31 Mar 2019)

Well-diversified portfolio across sub-sectors

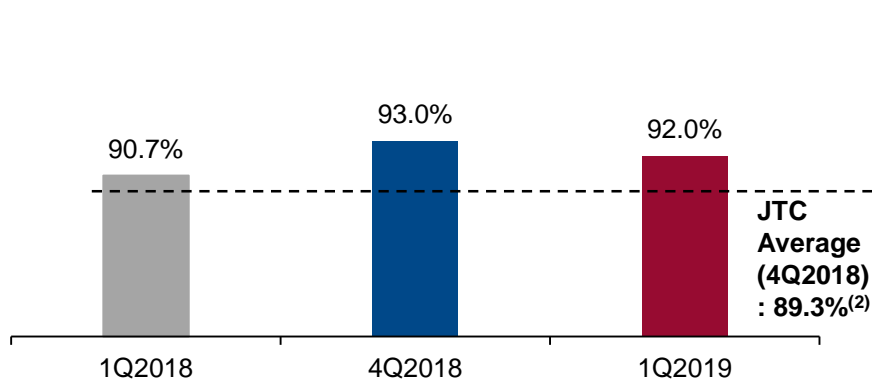


STB and MTB by Rental Income (as at 31 Mar 2019)

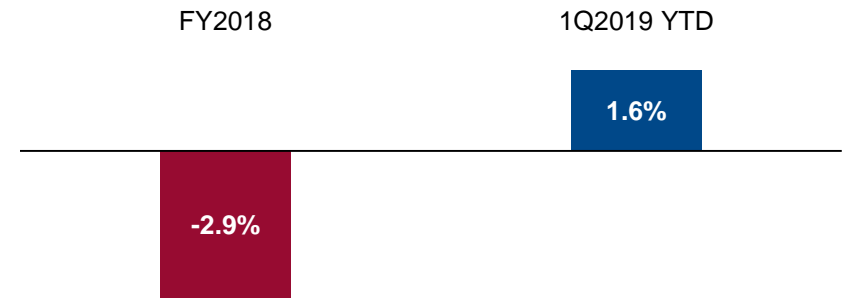


Portfolio Occupancy⁽¹⁾ (as at 31 Mar 2019)

Occupancy at 92.0%, above JTC average of 89.3%



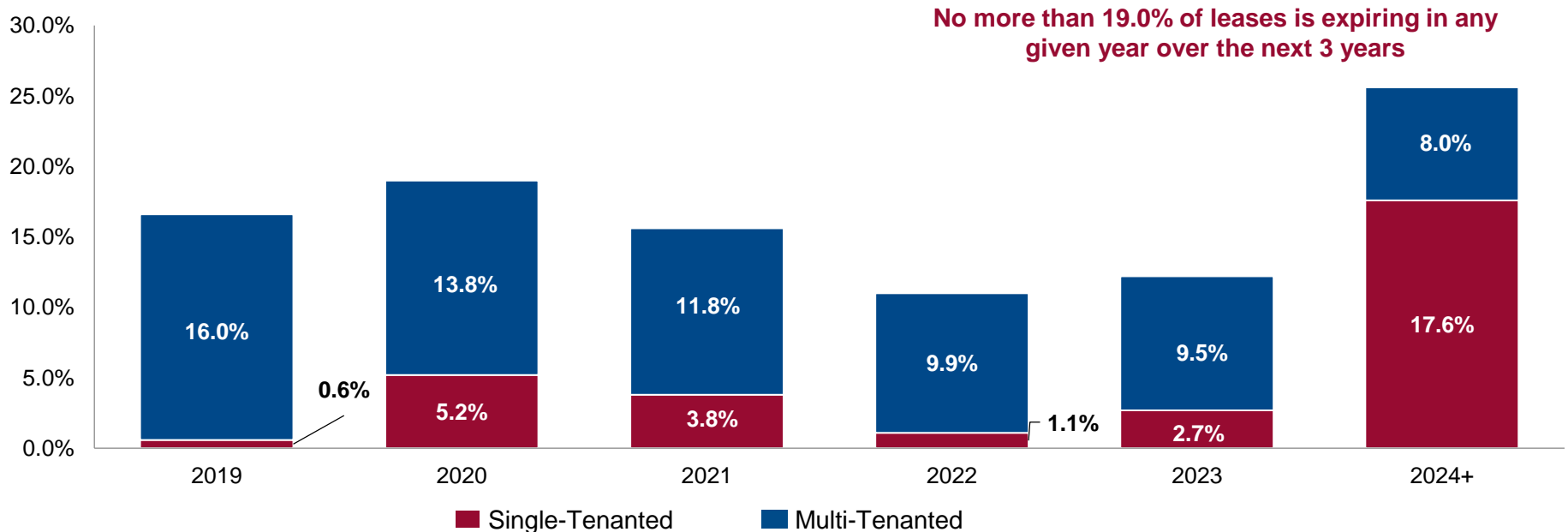
Year-to-Date Rental Reversions



1 Proactive Lease Management

- Well-staggered WALE of 3.7 years
- Renewed and leased 397,585 sqft of space in 1Q2019
 - Total lease expiry concentration for the MTBs reduced from 20.0% to 16.0%
- Tenant retention rate of 53.8% ⁽¹⁾
- Positive rental reversion of 1.6% for 1Q2019 YTD
- Entered into new lease with DBS at UE BizHub EAST for c.42,600 sqft

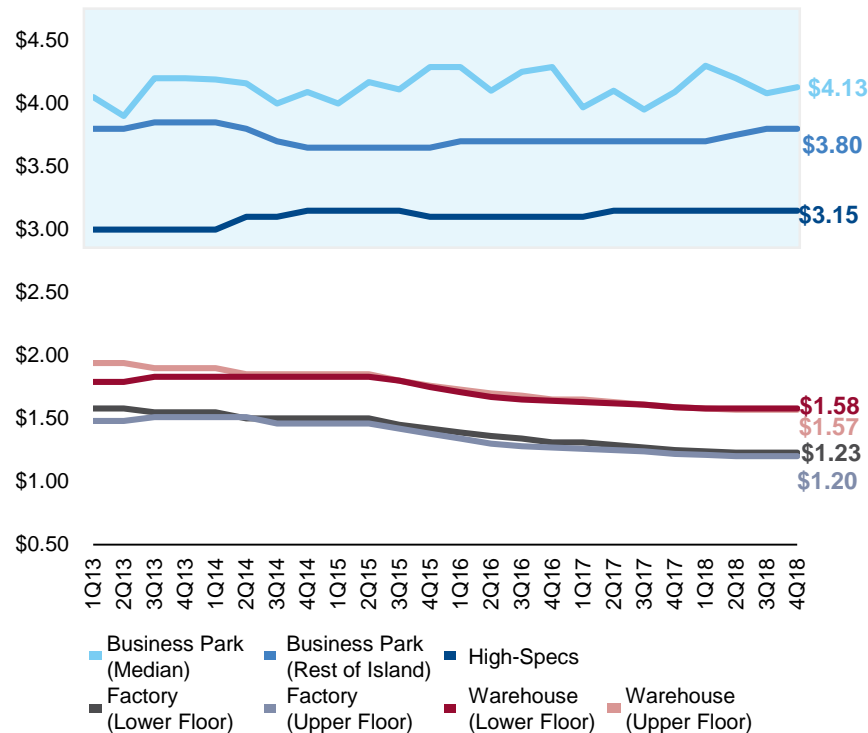
WALE by Rental Income (as at 31 Mar 2019)



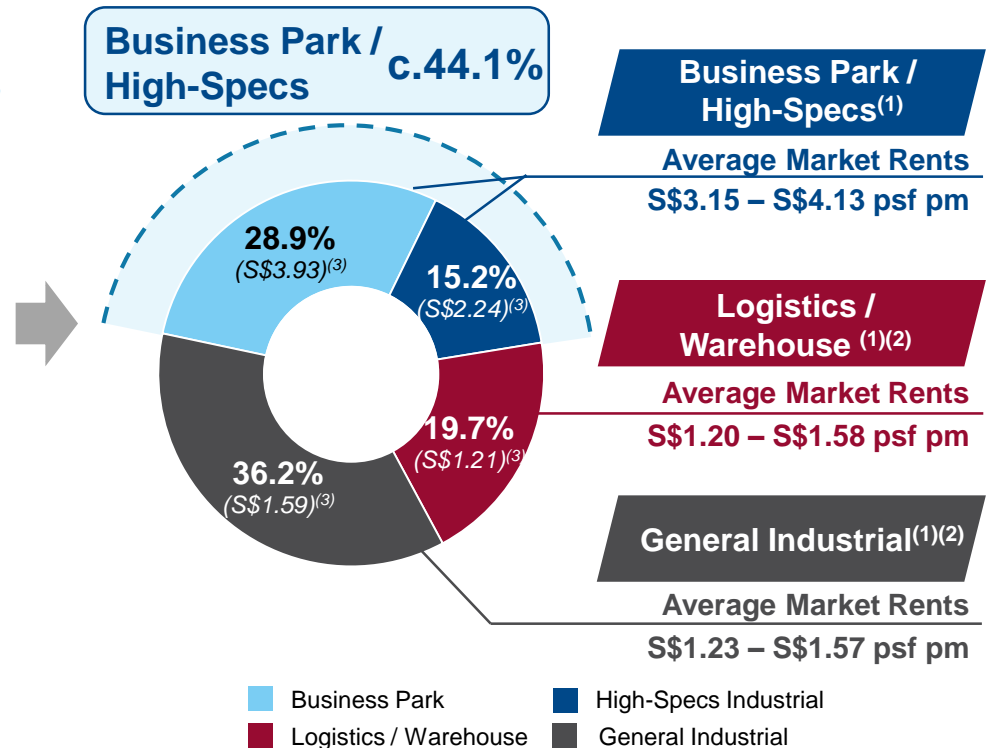
1 In Sub-Sectors with Favourable Demand/ Supply Dynamics

- c.44.1% of properties in Business Parks/High-Specs Sector with favourable demand/supply dynamics
- Provides additional flexibility to conduct AEs on ESR-REIT's identified assets
 - Ensure industrial spaces are “future-ready” to meet the demands of the “industrialists-of-tomorrow”

Average Industrial Rents (\$\$/sqft/month)⁽¹⁾



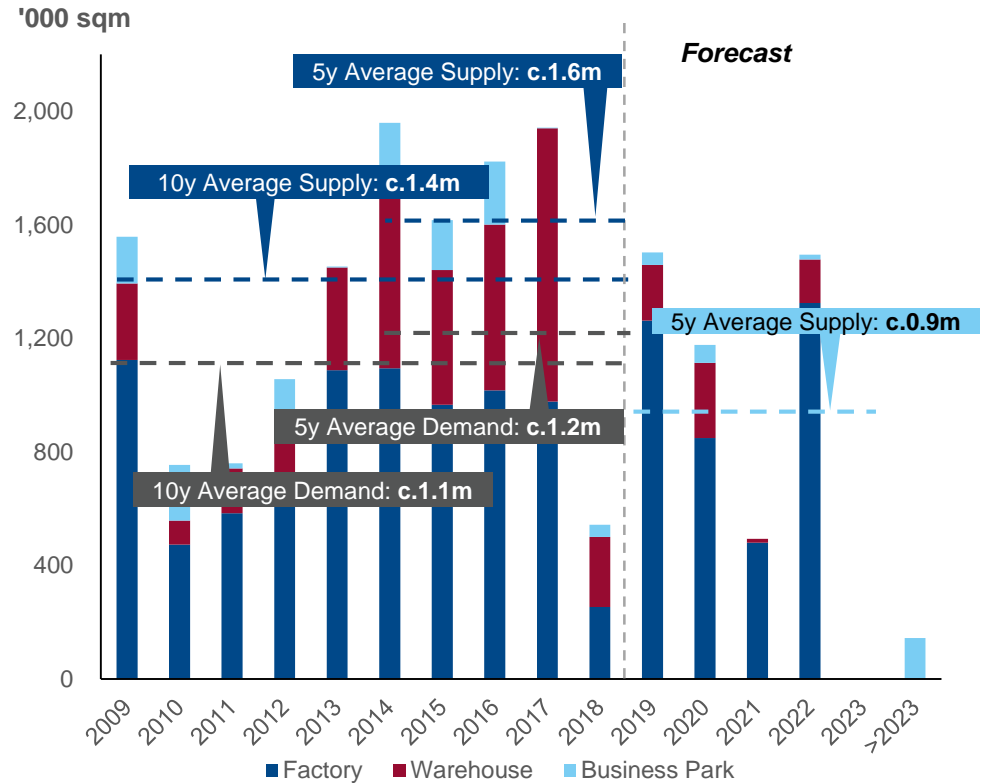
Asset Class Breakdown by Rental Income



1 Industrial Property Market

- Singapore economy grew by 1.9% Y-o-Y in the fourth quarter of 2018 and 3.2% in 2018⁽¹⁾**
 - Economic growth in 2019 is expected to moderate to between 1.5% to 3.5% as compared to 2018
 - Uncertainties from ongoing trade wars and Brexit, sharper than expected interest hikes and geopolitical tensions could lead to slowdown in global and Singapore economies and a pullback of investment and consumption growth
- Signs point to increasingly stable industrial market**
 - Occupancy rate of overall industrial property market for 4Q2018⁽²⁾ increased to 89.3%, a 0.2% increase from the previous quarter and a 0.4% increase from the previous year
 - Industrial rents remain relatively stable; JTC's rental index remained the same as compared to last quarter and a 0.3% reduction from the previous year
- Remain cautiously optimistic despite tapering future supply over the next few years due to ongoing global trade tensions and risk-averse behaviour amongst industrialists on the demand side**

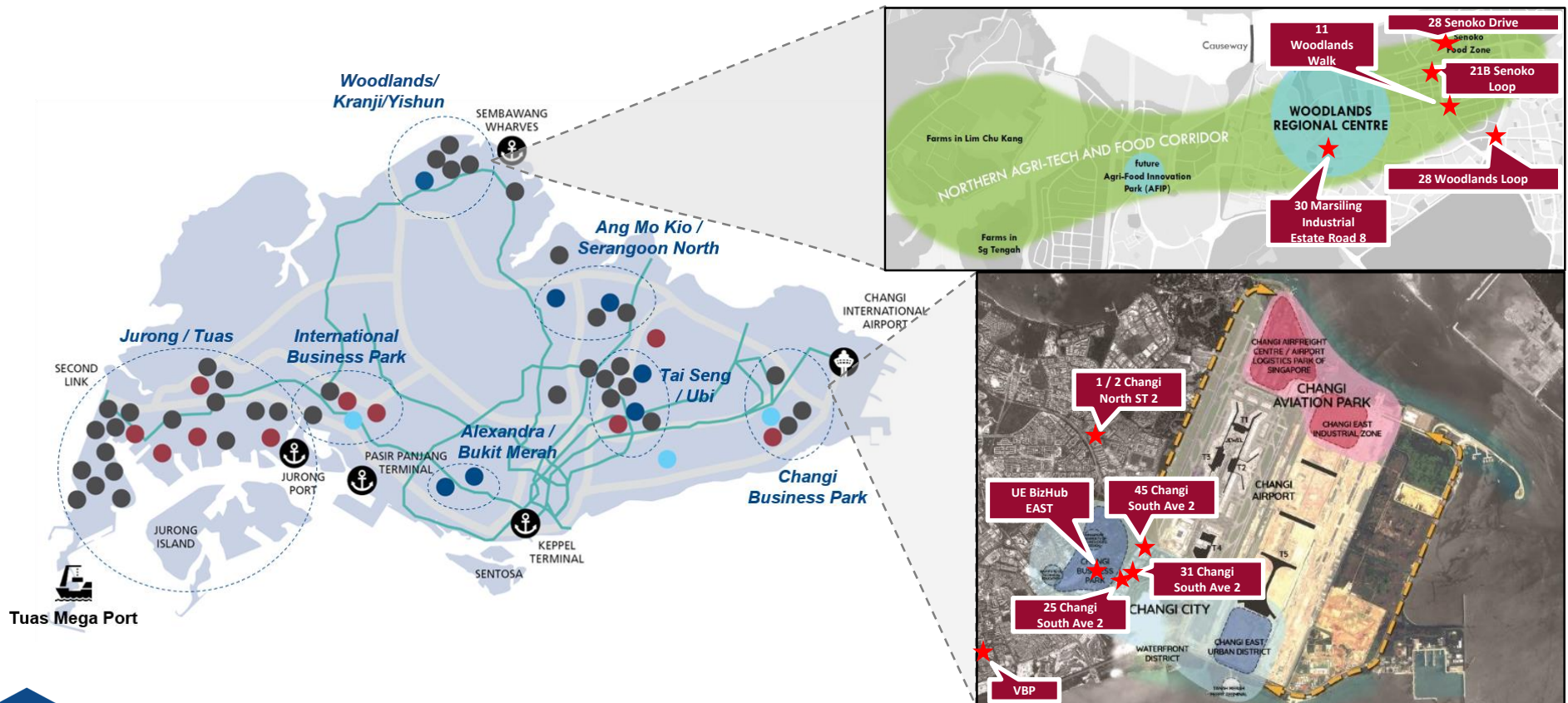
Average Supply of Industrial Space⁽²⁾



1

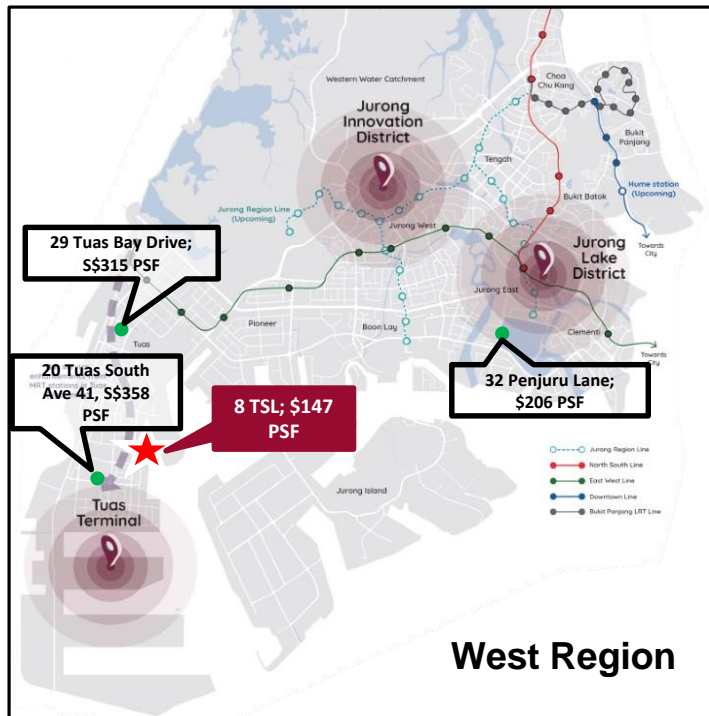
Portfolio Strategically located in line with URA Draft Master Plan 2019

- Based on recently released URA 2019 draft master plan, ESR-REIT portfolio is located in key industrial zones
- Our assets are well positioned to capture the vibrancy in the Woodlands and Changi urban transformation projects
 - Woodlands Region:** Woodlands Regional Centre is poised to be the largest economic hub in Singapore's North region
 - Changi Region:** A vibrant Live-Work-Play-Learn ecosystem around the airport with Changi Aviation Park, Changi City and Jewel Changi Airport



1 Strategic Location of 8 Tuas South Lane

- **Strategically located at the gateway to Tuas mega port**
 - Tuas mega port is expected to be the largest container terminal in the world when completed in 2030, Phase 1 will commence operations in early 2020
 - Well placed to capture upcoming vibrancy when Tuas mega port commences operation
- **Remaining land lease of c.35 years in an area where land is only allocated to end users**
- **Based on URA's draft Master Plan 2019, the West is primed to remain as Singapore's largest manufacturing hub**



Source: The Straits Times

1 Status Update on 8 Tuas South Lane

- Hyflux Membrane Manufacturing (S) Pte Ltd has made rental payments up till March 2019
- Primarily used for the membrane manufacturing business
- Hyflux Membrane accounts for 3.7% of the monthly rental income for March 2019
- ESR-REIT holds three-month security deposit amounting to S\$2.1m in the form of a bank guarantee

Illustrative Pro Forma Impact Analysis

FOR ILLUSTRATIVE PURPOSES ONLY

| | 1Q2019 | Annualised 1Q2019 | Pro Forma Annualised 1Q2019 ⁽¹⁾ | Change |
|--------------------------------|--------|-------------------|--|--------|
| Distributable Income (S\$'000) | 31,962 | 127,848 | 121,565 | (4.9%) |
| DPU (cents) | 1.007 | 4.028 | 3.830 | (4.9%) |

Above Impact Analysis assumes that:

- Hyflux Membrane is unable to fulfil its rental obligations; and
- There is no leasing out of any space in the property for the rest of the year

- 1) ESR-REIT has commenced leasing out the unoccupied space to other prospective tenants; recently leased out c.19,000 sqft of space
- 2) Potential to re-develop part or all of the property due to its strategic location to the future Tuas Mega Port

2 Diversified Tenant Network

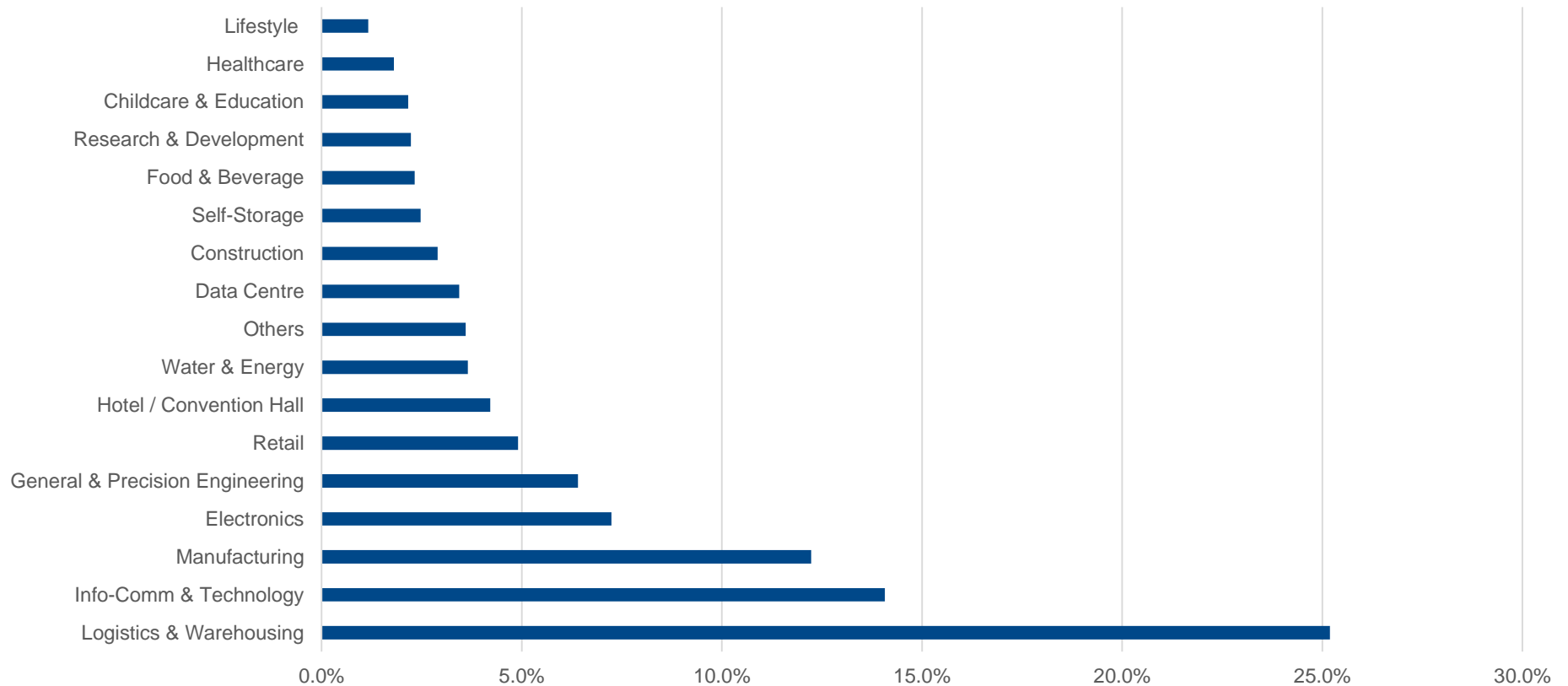
Top: UE BizHub EAST | Business Park
Second: 7000 Ang Mo Kio Avenue 5 | High-Specs Industrial
Bottom: 30 Marsiling Industrial Estate Road 8 | High-Specs Industrial



2 Diversified Tenant Base and Trade Sectors

No individual trade sector accounts for more than 25.2% of ESR-REIT's Rental Income

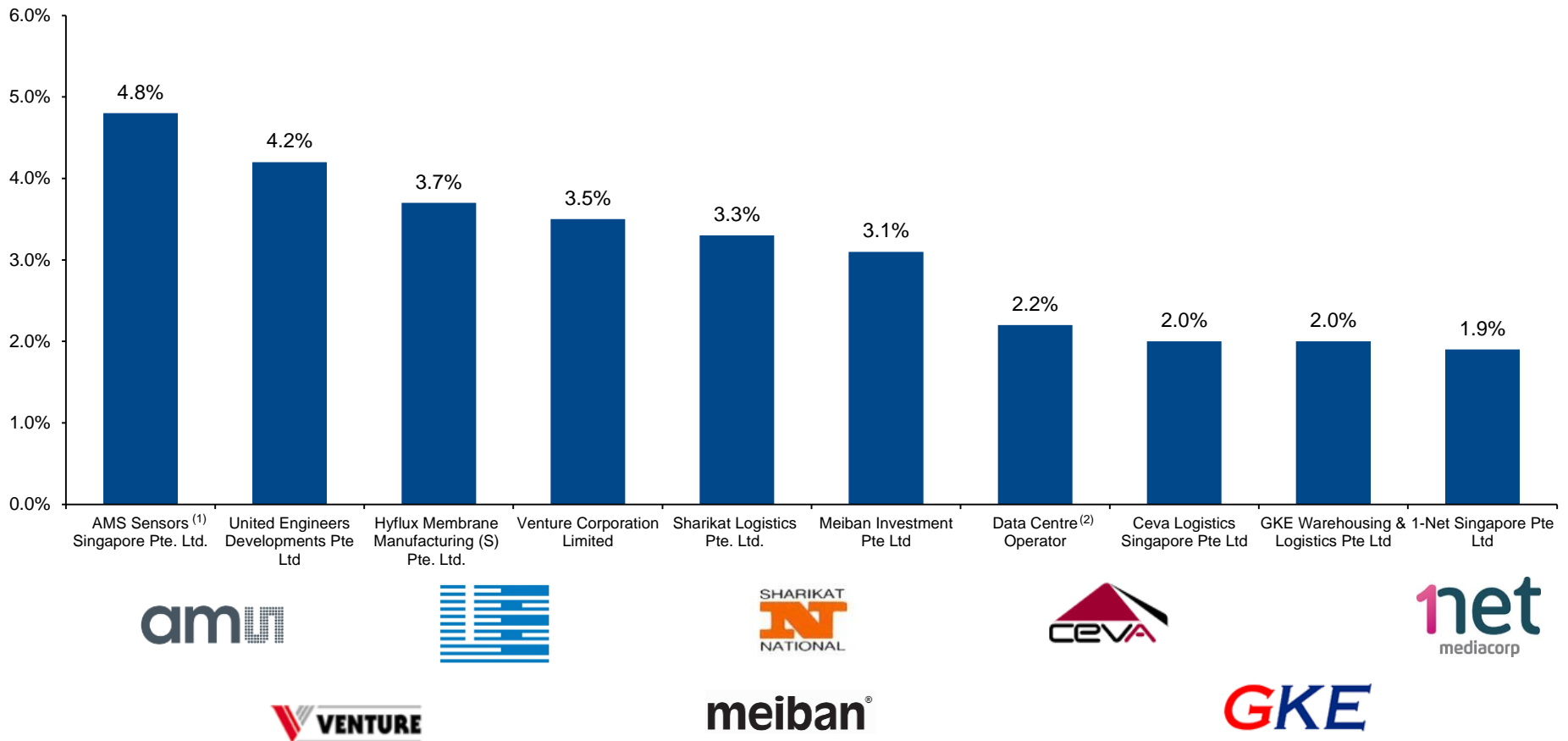
Breakdown by Trade Sectors (by Rental Income) (as at 31 Mar 2019)



2 Reduced Tenant Concentration Risks

Top 10 Tenants Account for 30.7% of rental income (as at 31 Mar 2019)

Top 10 Tenants by Rental Income (as at 31 Mar 2019)



Notes:

- (1) Formerly known as Heptagon Micro Optics Pte Ltd.
- (2) Tenant cannot be named due to confidentiality obligations.

3 Prudent Capital Management



Top: UE BizHub EAST | Business Park
Second: 7000 Ang Mo Kio Avenue 5 | High-Specs Industrial
Bottom: 30 Marsiling Industrial Estate Road 8 | High-Specs Industrial

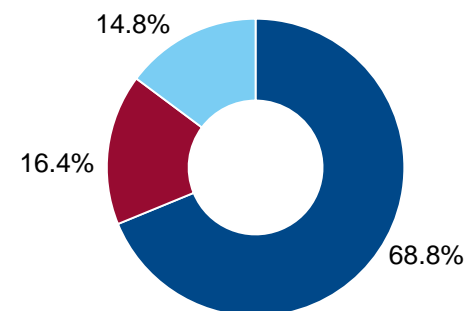
3 Key Capital Management Indicators

- **WADE and WAFDE aligned at 2.8 years**
- **83.2% of interest rate exposure is fixed for 2.8 years**

| | As at 31 Mar 2019 | As at 31 Dec 2018 |
|--|----------------------|----------------------|
| Total Gross Debt (S\$ million) | 1,279.6 | 1,277.6 |
| Debt to Total Assets (%) | 42.0 ⁽¹⁾ | 41.9 |
| Weighted Average All-in Cost of Debt (%) p.a. | 3.99 | 3.81 |
| Weighted Average Debt Expiry ("WADE") (years) | 2.8 | 2.7 |
| Interest Coverage Ratio (times) | 3.7 | 3.8 |
| Interest Rate Exposure Fixed (%) | 83.2 | 83.4 |
| Weighted Average Fixed Debt Expiry ("WAFDE") (years) | 2.8 | 3.0 |
| Proportion of Unencumbered Investment Properties (%) | 100 | 100 |
| Gearing Headroom (S\$ million) | 168.7 | 173.2 |
| Undrawn Available Committed Facilities (S\$ million) | 15.0 | 82.4 |

Breakdown of Debt (as at 31 Mar 2019)

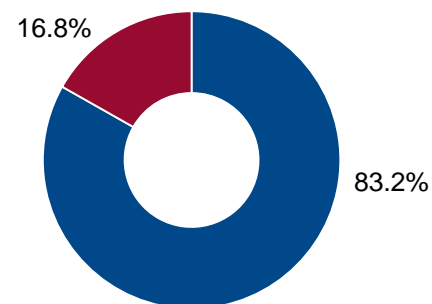
Total Debt of S\$1,279.6m



■ Unsecured Term Loans ■ MTNs
■ Unsecured RCF Loans

Interest Rate Exposure Fixed (%)

83.2% of interest rate exposure fixed for 2.8 years

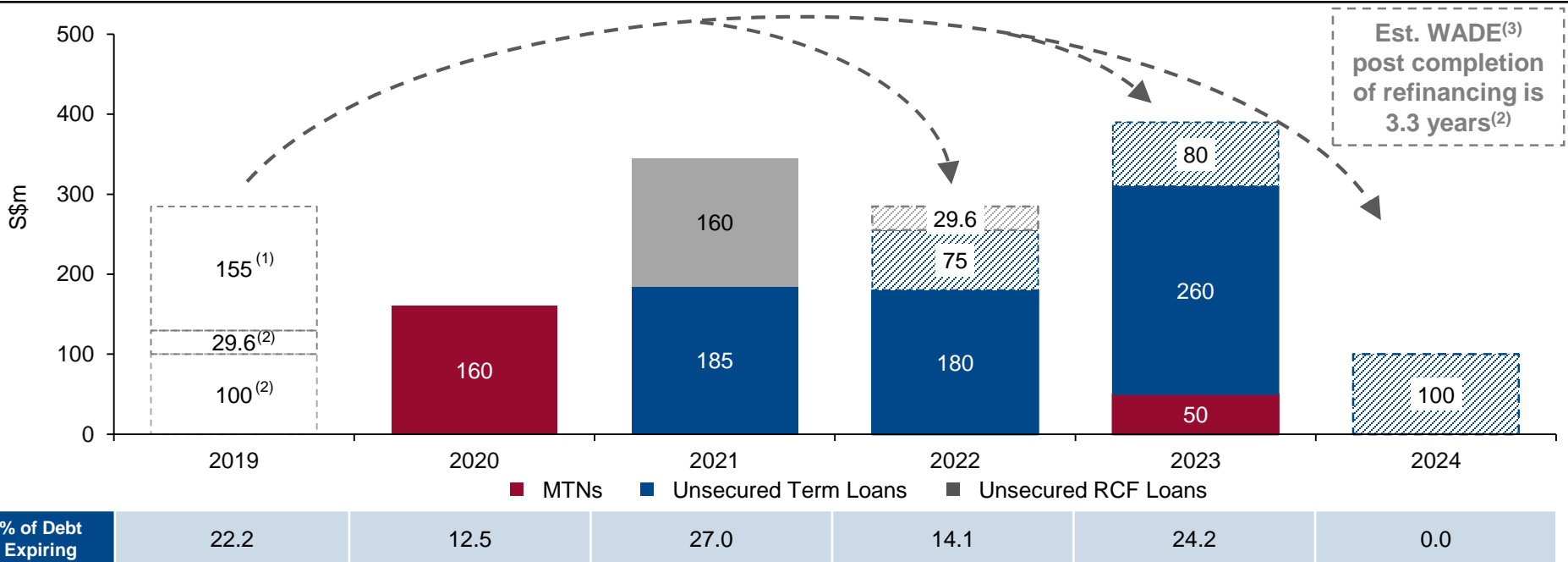


■ Fixed Interest Rate ■ Floating Interest Rate

3 Well-Staggered Debt Maturity Profile

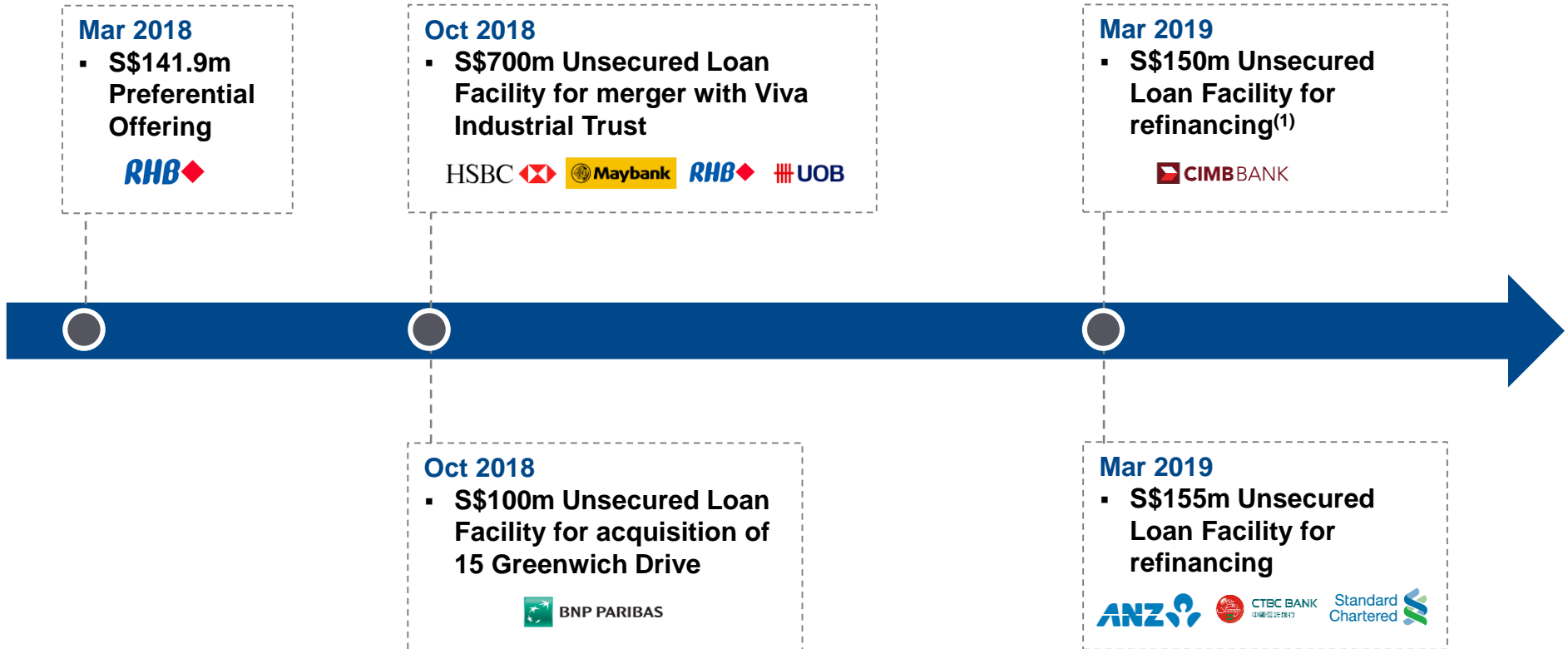
- **No refinancing requirements for 2019 following:**
 - (a) Drawdown of the S\$155.0 million unsecured loan facility with ANZ, CTBC and SCB on 15 April 2019; and
 - (b) Execution of a S\$150.0 million committed revolving credit and term loan facility mandate letter with CIMB in March 2019⁽²⁾
- **No more than 27.0% of debt expiring in each year (as at 31 March 2019)**
- **WADE⁽³⁾ as at 31 Mar 2019 was 2.8 years; with est. WADE post completion of refinancing at 3.3 years**

Debt Maturity Profile (as at 31 Mar 2019)



3 Successful Capital Raisings

We have successfully tapped into new pools of capital during the year and broadened our banking relationships



ESR-REIT has no refinancing requirements for 2019⁽²⁾



Notes: (1) A mandate letter for this refinancing was provided by CIMB Bank, documentation is currently underway and the Manager will make the necessary announcements at the appropriate time. (2) Following the drawdown of the S\$155.0 million unsecured loan facility with ANZ, CTBC and SCB on 15 April 2019; and the execution of a S\$150.0 million committed revolving credit and term loan facility mandate letter with CIMB in March 2019. 30

4 Active Asset Management

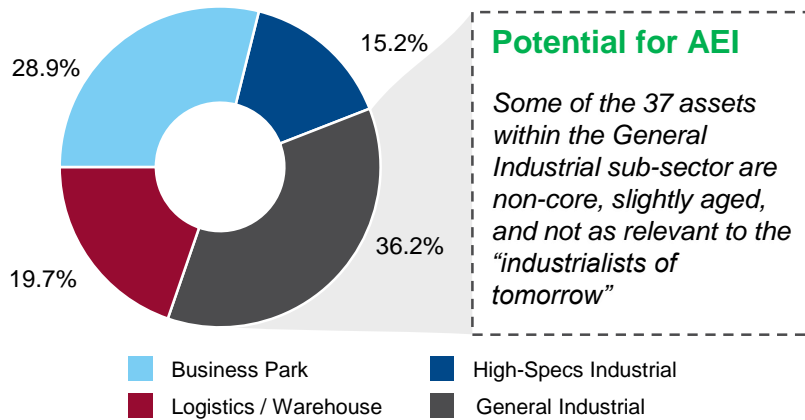


Top: UE BizHub EAST | Business Park
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4 Unlocking Further Asset Value Through AEIs to Rejuvenate Assets to Become “Future-Ready”

Potential for AEI in the “General Industrial” Sub-sector

(As at 31 Mar 2019)



Post non-core divestment, rejuvenation and potential acquisitions, the proportion of General Industrial sub-sector is expected to decrease to <30%



Upgrading and improvement of building specifications



Change of building use to align with current market trends



Redevelopment & amalgamation of adjacent sites to enjoy economies of scale

Case Study:
30 Marsiling Industrial Estate Road 8
Conversion from General Industrial to High-Specs



- Upgrading of the asset from General Industrial to High-Specs industrial
- 100% occupied over the next 5 years
- 2 quality tenants from high-value added manufacturing sectors
- AEI completed on time (9 months) and within cost estimates



AEI Opportunities within Portfolio

Up to 7 ESR-REIT assets identified for AEIs over the next 3 years

– Includes c.1 million⁽¹⁾ sqft of unutilized plot ratio

A Unlocking Value in Unutilized Plot Ratio



7000 Ang Mo Kio Avenue 5
c.495,000 sqft untapped GFA
(High-Specs Industrial)



3 Tuas South Avenue 4
c.500,000 sqft untapped GFA
(General Industrial)

B Rejuvenation of Assets



16 Tai Seng Avenue⁽²⁾
(High-Specs Industrial)



UE BizHub EAST
(Business Park)

4 Completed AEI On Time and Within Cost Estimates

| | | |
|---------------------------|--|---------------|
| Address | 30 Marsiling Industrial Estate Road 8 | |
| Description | Conversion of asset from General Industrial to High-Specs Industrial | |
| Occupancy | 100% occupied over the next five years | |
| Tenants | 2 quality tenants ⁽¹⁾ from high-value added manufacturing sectors | |
| | Estimated | Actual |
| Valuation | S\$36.6m | S\$47.5m |
| Project Cost | Est. S\$12.0m | Est. S\$11.5m |
| Project Completion | 1Q2019 | 21 Jan 2019 |



Kickstarted the rejuvenation of our portfolio assets to remain “future-ready” amidst an increasingly stable industrial market supply environment

5 Experienced Management Team



Top: UE BizHub EAST | Business Park
Second: 7000 Ang Mo Kio Avenue 5 | High-Specs Industrial
Bottom: 30 Marsiling Industrial Estate Road 8 | High-Specs Industrial

5 Experienced Management Team

Experienced Professionals with Proven Track Record and Real Estate Expertise

Board of Directors

Ooi Eng Peng
Independent Chairman

Adrian Chui
CEO and Executive Director

Wilson Ang
Non-Executive Director

Jeffrey David Perlman
Non-Executive Director

Tong Jinquan
Non-Executive Director

Leong Horn Kee
Independent Non-Executive Director

Bruce Kendle Berry
Independent Non-Executive Director

Stefanie Yuen Thio
Independent Non-Executive Director

Ronald Lim
Independent Non-Executive Director

Philip John Pearce
Non-Executive Director

Management Team



Adrian Chui
CEO and Executive Director



Lawrence Chan
CFO



Nancy Tan
Head of Real Estate



Charlene-Jayne Chang
Head of Capital Markets and Investor Relations



Loy York Ying
Head of Compliance and Risk Management

The management of ESR-REIT has collective experience of more than 60 years in the real estate and financial services industries

6 Strategy Supported by Strong & Committed Sponsor



Top: UE BizHub EAST | Business Park
Second: 7000 Ang Mo Kio Avenue 5 | High-Specs Industrial
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6 Targeted Strategy To Deliver Returns

3 areas targeted to deliver stable and value-added returns to Unitholders on the back of an increasingly stabilised supply environment; adding on to already resilient ESR-REIT portfolio



UNITHOLDERS ENJOY SUSTAINABLE RETURNS

Value-Enhancing Asset Acquisitions

3



- ✓ Continue to pursue sensible acquisitions (eg individual assets, portfolio acquisitions and/or M&A) which are value-adding to REIT

Flexibility to Optimize Assets Through AEIs

2



- ✓ Almost all non-core assets divested
- ✓ Up to 7 properties identified for AEI over next 3 years
- ✓ c.1m sqft of unutilised plot ratio identified

Operational Synergies and Economies of Scale via Integration of Enlarged Portfolio

1



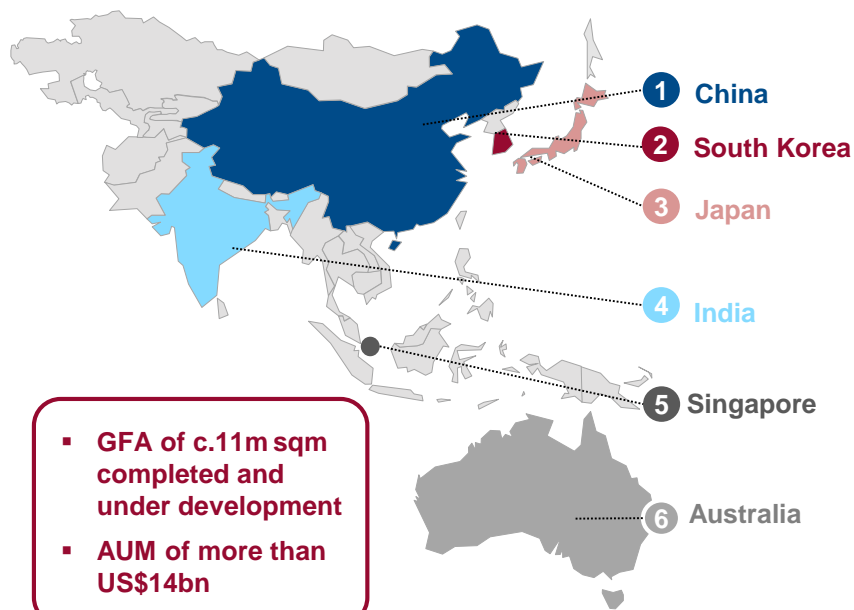
- ✓ Wider product suite for tenants and leasing
- ✓ Reduced property expenses
- ✓ Reduced cost of funding

6 ESR Group⁽¹⁾: Strong Developer Sponsor



- Largest APAC focused logistics real estate platform by GFA and by value⁽²⁾⁽³⁾, and has the largest development pipeline in aggregate across the major APAC markets
- Backed by some of the world's preeminent investors including Warburg Pincus, APG, SK Holdings, JD.com, CLSA, Goldman Sachs, CPPIB, Ping An and Allianz Real Estate

ESR Group's Regional Presence



China
ESR has established a leading market position in the PRC, with one of the largest logistics property portfolios in Greater Shanghai, Greater Beijing and Greater Guangzhou.

South Korea
ESR builds, operates and invests in modern logistics facilities in Greater Seoul and Busan markets. It is the largest owner of logistics stocks and has the largest development pipeline in the Seoul Metropolitan Area.

Japan
ESR is a top institutional operator in Japan with the largest development pipeline in the Greater Tokyo and Greater Osaka regions. It is also a leading landlord for 3PL providers.

India
With an initial focus on Tier 1 cities, ESR launched its India platform to capitalise on the growing demand for larger industrial facilities in modern logistics parks.

Singapore

- Invested in ESR-REIT, an early industrial S-REIT player with c.14.1m sqft of GFA across key industrial zones
- c.9% stake in ESR-REIT; c.67% stake in ESR-REIT Manager and 100% stake in its Property Manager

Australia
ESR Australia was officially launched in 2018. ESR's Australian business includes Commercial & Industrial Property, a property development group, and Propertylink, which owns and manages a portfolio of Australian industrial, business park and office properties.



Notes: Information above as of 30 September 2018.

(1) ESR Cayman Limited and its subsidiaries. (2) Source: JLL market report. (3) Includes assets owned directly and by the funds and investment vehicles ESR Manages

6 Committed to Supporting ESR-REIT's Growth

- ESR-REIT has “first look” on more than US\$14bn of ESR Group’s portfolio of assets in an increasingly asset scarce environment for quality logistics assets
- REIT’s overseas exposure will be in countries where ESR has a footprint and established “on the ground” expertise



ESR Group’s Demonstration of Support for ESR-REIT



Payment of S\$62.0m for the VI-REIT Manager to facilitate the Merger with Viva Industrial Trust



Financial commitment to grow ESR-REIT via S\$125.0m backstop in March 2018 Preferential Offering

Selected properties from ESR’s regional portfolio



China



South Korea



Japan



Conclusion



1

Portfolio Post Merger is Diversified; Reducing Concentration Risks

- More diversified and stable portfolio; ESR-REIT is now amongst the Top 5 Industrial S-REITs
- Reduced portfolio concentration risks given diversification of segments and tenants
- Improved trading liquidity and coverage



2

Focus on Organic Growth to Unlock Further Asset Value Through AEs

- Rejuvenation of our portfolio assets to remain “future-ready” amidst an increasingly stable industrial market supply environment
- Up to 7 ESR-REIT assets identified for AEs over the next 3 years, including c.1 million sqft of unutilized plot ratio



3

Prudent Capital Management with No Refinancing Needs for 2019

- Reduced risks to our capital structure by improving WADE⁽¹⁾, WAFDE⁽²⁾, and having a higher proportion of interest rate exposure fixed
- No refinancing requirements for 2019⁽³⁾



4

REIT Growth Has Been Supported By Developer Sponsor ESR

- ESR demonstrated financial support by committing to undertake up to S\$125.0m in March 2018 Preferential Offering and payment of S\$62.0m for VI-REIT Manager
- Continued support in terms of financial commitment, asset pipeline and access to their tenant base & partner networks

Appendix



*Top: UE BizHub EAST | Business Park
Second: 7000 Ang Mo Kio Avenue 5 | High-Specs Industrial
Bottom: 30 Marsiling Industrial Estate Road 8 | High-Specs Industrial*

1Q2019 Financial Results

| | 1Q2019 (S\$ million) | 1Q2018 (S\$ million) | +/(-) (%) | |
|---|-------------------------|----------------------------|-------------|----------|
| Gross Revenue ⁽¹⁾⁽³⁾ | 64.8 | 33.6 | 92.9 | ↑ |
| Net Property Income ⁽²⁾⁽³⁾ | 48.6 | 23.8 | 104.2 | ↑ |
| Amount Available for Distribution to Unitholders ⁽⁴⁾ | 29.9 | 13.4 | 123.1 | ↑ |
| Distribution from Other Gains ⁽⁵⁾ | 2.1 | - | n.m. | |
| Total Amount Available for Distribution to Unitholders | 32.0 | 13.4 | 138.8 | ↑ |
| Distribution Per Unit (“DPU”) (cents) | 1.007 | 0.847⁽⁶⁾ | 18.9 | ↑ |

Notes:

- (1) Includes straight line rent adjustment of S\$0.3 million (1Q2018: S\$0.4 million).
- (2) Higher Net Property Income (“NPI”) mainly due to the contributions from the acquisition of 15 Greenwich Drive, Viva Trust’s portfolio of 9 properties after the Merger in Oct 2018 and the leasing up of 30 Marsiling Industrial Estate Road 8 and 3 Pioneer Sector 3 and rental escalations in the existing property portfolio.
- (3) Includes Non-controlling Interest (“NCI”) of 20% in 7000 AMK LLP.
- (4) Includes management fees partially payable in units for 1Q2019 comprising S\$1.3 million and S\$0.8 million for Manager’s fees and the Property Manager’s fees respectively. All management fees for 1Q2018 were paid in cash.
- (5) Comprises S\$0.3 million payout from ex-gratia payments received from SLA in connection to the compulsory acquisitions of land in prior years and S\$1.8 million of capital gains from the disposal of investment properties in prior years.
- (6) The 1Q2018 DPU was lower due to dilution from the Preferential Offering of new units issued in 1Q2018. If 1Q2018 DPU was computed based on the weighted average number of units in issue during 1Q2018, the adjusted 1Q2018 DPU would be 1.008 cents which is 0.1% higher than the 1Q2019 DPU.

Financial Position

| | As at 31 Mar 2019 (S\$ million) | As at 31 Dec 2018 (S\$ million) |
|--|------------------------------------|------------------------------------|
| Investment Properties ⁽¹⁾ | 3,025.3 | 3,021.9 |
| Right-of-use of Leasehold Land (FRS 116) | 226.6 | - |
| Other Assets | 24.4 | 28.8 |
| Total Assets | 3,276.3 | 3,050.7 |
| Total Borrowings (net of loan transaction costs) | 1,269.6 | 1,268.2 |
| Lease Liabilities for Leasehold Land (FRS 116) | 226.6 | - |
| Non-Controlling Interest | 61.1 | 61.1 |
| Other Liabilities | 82.4 | 90.6 |
| Total Liabilities | 1,639.7 | 1,419.9 |
| Net Assets Attributable to: | | |
| - Perpetual Securities Holders | 152.8 | 151.1 |
| - Unitholders | 1,483.8 | 1,479.7 |
| No. of Units Issued/Issuable (million) | 3,173.8 | 3,170.2 |
| NAV Per Unit (cents) | 46.8 | 46.7 |

Key Portfolio Statistics

| | As at 31 Mar 2019 | As at 31 Dec 2018 | As at 31 Mar 2018 |
|---|----------------------|----------------------|----------------------|
| Number of Properties | 57 | 57 | 47 |
| Valuation (S\$ million) ⁽¹⁾ | 3,021.9 | 3,021.9 | 1,652.2 |
| GFA (million sqft) | 14.1 | 14.1 | 9.7 |
| NLA (million sqft) | 12.6 | 12.6 | 8.9 |
| Weighted Average Lease Expiry (“WALE”) (years) | 3.7 | 3.8 | 4.4 |
| Weighted Average Land Lease Expiry (years) ⁽²⁾ | 33.0 | 33.2 | 33.5 |
| Occupancy (%) | 92.0 | 93.0 | 90.7 |
| Number of Tenants | 336 | 339 | 193 |
| Security Deposit (months) | 6.3 | 6.3 | 7.0 |

ESR-REIT Portfolio Details

Business Park



16 International Business Park

| | |
|----------------------|---------------|
| Asset type | Business Park |
| Valuation | S\$31.3m |
| Term of lease | 60.0 years |
| Remaining land lease | 37.4 years |
| NLA (sqft) | 69,258 |
| Lease type | Master Lease |



Viva Business Park

| | |
|----------------------|----------------|
| Asset type | Business Park |
| Valuation | S\$322.8m |
| Term of lease | 43.0 years |
| Remaining land lease | 11.9 years |
| NLA (sqft) | 1,134,067 |
| Lease type | Multi-Tenanted |



UE BizHub EAST

| | |
|----------------------|----------------|
| Asset type | Business Park |
| Valuation | S\$531.0m |
| Term of lease | 60.0 years |
| Remaining land lease | 48.9 years |
| NLA (sqft) | 654,353 |
| Lease type | Multi-Tenanted |

High Specs Industrial



2 Jalan Kilang Barat

| | |
|----------------------|---------------------|
| Asset type | Hi-Specs Industrial |
| Valuation | S\$27.4m |
| Term of lease | 99.0 years |
| Remaining land lease | 43.3 years |
| NLA (sqft) | 67,667 |
| Lease type | Multi-Tenanted |



11 Chang Charn Road

| | |
|----------------------|---------------------|
| Asset type | Hi-Specs Industrial |
| Valuation (S\$m) | S\$29.8m |
| Term of lease | 99.0 years |
| Remaining land lease | 37.8 years |
| NLA (sqft) | 73,745 |
| Lease type | Multi-Tenanted |



12 Ang Mo Kio Street 65

| | |
|----------------------|---------------------|
| Asset type | Hi-Specs Industrial |
| Valuation | S\$38.2m |
| Term of lease | 60.0 years |
| Remaining land lease | 31.6 years |
| NLA (sqft) | 166,124 |
| Lease type | Multi-Tenanted |



16 Tai Seng Street

| | |
|----------------------|------------------|
| Asset type | Light Industrial |
| Valuation | S\$58.5m |
| Term of lease | 60.0 years |
| Remaining land lease | 48.3 years |
| NLA (sqft) | 182,729 |
| Lease type | Multi-Tenanted |



21/23 Ubi Road 1

| | |
|----------------------|---------------------|
| Asset type | Hi-Specs Industrial |
| Valuation | S\$36.7m |
| Term of lease | 60.0 years |
| Remaining land lease | 37.9 years |
| NLA (sqft) | 148,055 |
| Lease type | Multi-Tenanted |



30 Marsiling Industrial Estate Road 8

| | |
|----------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$47.5m |
| Term of lease | 60.0 years |
| Remaining land lease | 30.7 years |
| NLA (sqft) | 190,365 |
| Lease type | Multi-Tenanted |



7000 Ang Mo Kio Ave 5

| | |
|----------------------|--------------------------|
| Asset type | Hi-Specs Industrial |
| Valuation | S\$305.4m ⁽¹⁾ |
| Term of lease | 62.0 years |
| Remaining land lease | 37.9 years |
| NLA (sqft) | 819,323 |
| Lease type | Multi-Tenanted |

ESR-REIT Portfolio Details (cont'd)

Logistics & Warehouse



1 3rd Lok Yang Rd & 4 4th Lok Yang Rd

| | |
|----------------------|-----------------------|
| Asset type | Logistics & Warehouse |
| Valuation | S\$11.4m |
| Term of lease | 30.0 years |
| Remaining land lease | 12.7 years |
| NLA (sqft) | 114,111 |
| Lease type | Master Lease |



6 Chin Bee Ave

| | |
|----------------------|-----------------------|
| Asset type | Logistics & Warehouse |
| Valuation | S\$94.3m |
| Term of lease | 30.0 years |
| Remaining land lease | 24.6 years |
| NLA (sqft) | 324,166 |
| Lease type | Master Lease |



25 Changi South Ave 2

| | |
|----------------------|-----------------------|
| Asset type | Logistics & Warehouse |
| Valuation | S\$12.6m |
| Term of lease | 60.0 years |
| Remaining land lease | 35.6 years |
| NLA (sqft) | 72,998 |
| Lease type | Master Lease |



30 Pioneer Road

| | |
|----------------------|-----------------------|
| Asset type | Logistics & Warehouse |
| Valuation | S\$54.0m |
| Term of lease | 30.0 years |
| Remaining land lease | 17.9 years |
| NLA (sqft) | 281,101 |
| Lease type | Master Lease |



160 Kallang Way

| | |
|----------------------|-----------------------|
| Asset type | Logistics & Warehouse |
| Valuation | S\$26.3m |
| Term of lease | 60.0 years |
| Remaining land lease | 13.9 years |
| NLA (sqft) | 322,604 |
| Lease type | Master Lease |



3 Pioneer Sector 3

| | |
|----------------------|-----------------------|
| Asset type | Logistics & Warehouse |
| Valuation | S\$95.8m |
| Term of lease | 60.0 years |
| Remaining land lease | 31.7 years |
| NLA (sqft) | 645,499 |
| Lease type | Multi-Tenanted |



3C Toh Guan Road East

| | |
|----------------------|-----------------------|
| Asset type | Logistics & Warehouse |
| Valuation | S\$30.5m |
| Term of lease | 60.0 years |
| Remaining land lease | 31.9 years |
| NLA (sqft) | 173,102 |
| Lease type | Multi-Tenanted |



4/6 Clementi Loop

| | |
|----------------------|-----------------------|
| Asset type | Logistics & Warehouse |
| Valuation | S\$44.1m |
| Term of lease | 60.0 years |
| Remaining land lease | 34.5 years |
| NLA (sqft) | 255,560 |
| Lease type | Multi-Tenanted |



15 Greenwich Drive

| | |
|----------------------|-----------------------|
| Asset type | Logistics & Warehouse |
| Valuation | S\$98.0m |
| Term of lease | 30.0 years |
| Remaining land lease | 22.7 years |
| NLA (sqft) | 453,005 |
| Lease type | Multi-Tenanted |



24 Jurong Port Road

| | |
|----------------------|-----------------------|
| Asset type | Logistics & Warehouse |
| Valuation | S\$91.7m |
| Term of lease | 42.0 years |
| Remaining land lease | 17.9 years |
| NLA (sqft) | 737,817 |
| Lease type | Multi-Tenanted |

ESR-REIT Portfolio Details (cont'd)

General Industrial



| | |
|-----------------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$22.0m |
| Term of lease | 60.0 years |
| Remaining land lease | 41.9/46.7 years |
| NLA (sqft) | 125,870 |
| Lease type | Master Lease |

1/2 Changi North Street 2



| | |
|-----------------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$36.3m |
| Term of lease | 60.0 years |
| Remaining land lease | 39.8 years |
| NLA (sqft) | 217,351 |
| Lease type | Master Lease |

2 Tuas South Ave 2



| | |
|-----------------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$43.0m |
| Term of lease | 60.0 years |
| Remaining land lease | 40.1 years |
| NLA (sqft) | 315,522 |
| Lease type | Master Lease |

3 Tuas South Ave 4



| | |
|-----------------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$14.3m |
| Term of lease | 29.5 years |
| Remaining land lease | 18.5 years |
| NLA (sqft) | 98,864 |
| Lease type | Master Lease |

5/7 Gul Street 1



| | |
|-----------------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$115.0m |
| Term of lease | 46.0 years |
| Remaining land lease | 35.0 years |
| NLA (sqft) | 768,201 |
| Lease type | Master Lease |

8 Tuas South Lane



| | |
|-----------------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$10.0m |
| Term of lease | 60.0 years |
| Remaining land lease | 39.3 years |
| NLA (sqft) | 71,581 |
| Lease type | Master Lease |

9 Tuas View Crescent



| | |
|-----------------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$17.4m |
| Term of lease | 60.0 years |
| Remaining land lease | 36.6 years |
| NLA (sqft) | 96,625 |
| Lease type | Master Lease |

11 Woodlands Walk



| | |
|-----------------------------|------------------|
| Asset type | Light Industrial |
| Valuation | S\$84.0m |
| Term of lease | 60.0 years |
| Remaining land lease | 36.4 years |
| NLA (sqft) | 253,058 |
| Lease type | Master Lease |

11 Ubi Road 1



| | |
|-----------------------------|------------------|
| Asset type | Light Industrial |
| Valuation | S\$63.0m |
| Term of lease | 60.0 years |
| Remaining land lease | 10.1 years |
| NLA (sqft) | 348,103 |
| Lease type | Multi-Tenanted |

11 Lor 3 Toa Payoh



| | |
|-----------------------------|------------------|
| Asset type | Light Industrial |
| Valuation | S\$20.0m |
| Term of lease | 60.0 years |
| Remaining land lease | 38.1 years |
| NLA (sqft) | 112,601 |
| Lease type | Multi-Tenanted |

11 Serangoon North Ave 5



| | |
|-----------------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$36.9m |
| Term of lease | 28.0 years |
| Remaining land lease | 16.0 years |
| NLA (sqft) | 245,172 |
| Lease type | Master Lease |

13 Jalan Terusan



| | |
|-----------------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$47.8m |
| Term of lease | 60.0 years |
| Remaining land lease | 48.5 years |
| NLA (sqft) | 120,556 |
| Lease type | Master Lease |

19 Tai Seng Avenue



| | |
|-----------------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$16.4m |
| Term of lease | 60.0 years |
| Remaining land lease | 33.9 years |
| NLA (sqft) | 76,003 |
| Lease type | Master Lease |

21B Senoko Loop



| | |
|-----------------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$14.9m |
| Term of lease | 30.0 years |
| Remaining land lease | 16.5 years |
| NLA (sqft) | 120,653 |
| Lease type | Master Lease |

22 Chin Bee Drive



| | |
|-----------------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$16.4m |
| Term of lease | 58.0 years |
| Remaining land lease | 47.9 years |
| NLA (sqft) | 76,003 |
| Lease type | Master Lease |

25 Pioneer Crescent

ESR-REIT Portfolio Details (cont'd)

General Industrial



| | |
|----------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$13.6m |
| Term of lease | 60.0 years |
| Remaining land lease | 20.7 years |
| NLA (sqft) | 159,338 |
| Lease type | Master Lease |

28 Senoko Drive



| | |
|----------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$17.3m |
| Term of lease | 60.0 years |
| Remaining land lease | 36.6 years |
| NLA (sqft) | 131,859 |
| Lease type | Master Lease |

28 Woodlands Loop



| | |
|----------------------|------------------|
| Asset type | Light Industrial |
| Valuation | S\$33.4m |
| Term of lease | 60.0 years |
| Remaining land lease | 48.1 years |
| NLA (sqft) | 85,070 |
| Lease type | Master Lease |

29 Tai Seng Street



| | |
|----------------------|------------------|
| Asset type | Light Industrial |
| Valuation | S\$39.3m |
| Term of lease | 32.0 years |
| Remaining land lease | 20.2 years |
| NLA (sqft) | 139,525 |
| Lease type | Master Lease |

30 Teban Gardens Crescent



| | |
|----------------------|------------------|
| Asset type | Light Industrial |
| Valuation | S\$61.0m |
| Term of lease | 60.0 years |
| Remaining land lease | 36.4 years |
| NLA (sqft) | 292,944 |
| Lease type | Multi-Tenanted |

30 Toh Guan Road



| | |
|----------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$12.0m |
| Term of lease | 60.0 years |
| Remaining land lease | 35.9 years |
| NLA (sqft) | 59,697 |
| Lease type | Master Lease |

31 Changi South Ave 2



| | |
|----------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$5.7m |
| Term of lease | 49.0 years |
| Remaining land lease | 23.4 years |
| NLA (sqft) | 33,088 |
| Lease type | - |

31 Kian Teck Way



| | |
|----------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$12.1m |
| Term of lease | 60.0 years |
| Remaining land lease | 35.0 years |
| NLA (sqft) | 75,579 |
| Lease type | Master Lease |

31 Tuas Ave 11



| | |
|----------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$16.4m |
| Term of lease | 30.0 years |
| Remaining land lease | 18.9 years |
| NLA (sqft) | 122,836 |
| Lease type | Master Lease |

43 Tuas View Circuit



| | |
|----------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$12.2m |
| Term of lease | 60.0 years |
| Remaining land lease | 36.4 years |
| NLA (sqft) | 63,530 |
| Lease type | Multi-Tenanted |

45 Changi South Avenue 2



| | |
|----------------------|---------------------|
| Asset type | Hi-Specs Industrial |
| Valuation | S\$23.2m |
| Term of lease | 60.0 years |
| Remaining land lease | 37.2 years |
| NLA (sqft) | 116,761 |
| Lease type | Multi-Tenanted |

54 Serangoon North Ave 4



| | |
|----------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$4.3m |
| Term of lease | 30.0 years |
| Remaining land lease | 16.0 years |
| NLA (sqft) | 44,675 |
| Lease type | Master Lease |

60 Tuas South Street 1



| | |
|----------------------|------------------|
| Asset type | Light Industrial |
| Valuation | S\$9.2m |
| Term of lease | 30.0 years |
| Remaining land lease | 22.6 years |
| NLA (sqft) | 53,729 |
| Lease type | Master Lease |

70 Seletar Aerospace View



| | |
|----------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$11.4m |
| Term of lease | 60.0 years |
| Remaining land lease | 40.9 years |
| NLA (sqft) | 67,942 |
| Lease type | - |

79 Tuas South Street 5



| | |
|----------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$28.0m |
| Term of lease | 60.0 years |
| Remaining land lease | 47.3 years |
| NLA (sqft) | 107,567 |
| Lease type | Master Lease |

81 Tuas Bay Drive

ESR-REIT Portfolio Details (cont'd)

General Industrial



**86/88
International Rd**

| | |
|-----------------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$44.7m |
| Term of lease | 60.0 years |
| Remaining land lease | 35.7 years |
| NLA (sqft) | 237,229 |
| Lease type | Multi-Tenanted |



**120 Pioneer
Road**

| | |
|-----------------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$40.3m |
| Term of lease | 58.0 years |
| Remaining land lease | 35.9 years |
| NLA (sqft) | 219,781 |
| Lease type | Multi-Tenanted |



**128 Joo Seng
Road**

| | |
|-----------------------------|------------------|
| Asset type | Light Industrial |
| Valuation | S\$11.8m |
| Term of lease | 60.0 years |
| Remaining land lease | 33.1 years |
| NLA (sqft) | 73,760 |
| Lease type | Multi-Tenanted |



**130 Joo Seng
Road**

| | |
|-----------------------------|------------------|
| Asset type | Light Industrial |
| Valuation | S\$15.2m |
| Term of lease | 60.0 years |
| Remaining land lease | 32.7 years |
| NLA (sqft) | 89,626 |
| Lease type | Multi-Tenanted |



**136 Joo Seng
Road**

| | |
|-----------------------------|------------------|
| Asset type | Light Industrial |
| Valuation | S\$12.8m |
| Term of lease | 60.0 years |
| Remaining land lease | 31.5 years |
| NLA (sqft) | 78,189 |
| Lease type | Multi-Tenanted |



**511/513 Yishun
Industrial Park A**

| | |
|-----------------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$26.1m |
| Term of lease | 59.0/60.0 years |
| Remaining land lease | 35.2/34.7 years |
| NLA (sqft) | 200,562 |
| Lease type | Multi-Tenanted |



160A Gul Circle

| | |
|-----------------------------|--------------------|
| Asset type | General Industrial |
| Valuation | S\$18.0m |
| Term of lease | 27.0 years |
| Remaining land lease | 21.5 years |
| NLA (sqft) | 86,075 |
| Lease type | Master Lease |

Important Notice

This material shall be read in conjunction with ESR-REIT's results announcements for the financial period ended 31 March 2019.

Important Notice

The value of units in ESR-REIT ("**Units**") and the income derived from them may fall as well as rise. Units are not investments or deposits in, or liabilities or obligations, of ESR Funds Management (S) Limited ("**Manager**"), RBC Investor Services Trust Singapore Limited (in its capacity as trustee of ESR-REIT) ("**Trustee**"), or any of their respective related corporations and affiliates (individually and collectively "**Affiliates**"). An investment in Units is subject to equity investment risk, including the possible delays in repayment and loss of income or the principal amount invested. Neither ESR-REIT, the Manager, the Trustee nor any of the Affiliates guarantees the repayment of any principal amount invested, the performance of ESR-REIT, any particular rate of return from investing in ESR-REIT, or any taxation consequences of an investment in ESR-REIT. Any indication of ESR-REIT performance returns is historical and cannot be relied on as an indicator of future performance.

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This material may contain forward-looking statements that involve assumptions, 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 occupancy or property rental income, changes in operating expenses (including employee wages, benefits and training costs), governmental and public policy changes and the continued availability of financing in amounts and on terms necessary to support future ESR-REIT business. 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.

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For enquires, please contact:

Gloria Low

Corporate Communications Manager

Tel: (65) 6222 3339

Fax: (65) 6827 9339

Email: gloria.low@esr-reit.com.sg

Lyn Ong

Investor Relations Manager

Tel: (65) 6827 9504

Fax: (65) 6827 9339

Email: lyn.ong@esr-reit.com.sg