



# Financial Results Presentation

4Q2018



# Contents

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**Key Highlights**



**4Q2018 and FY2018 Financial Performance**



**Capital Management**



**Real Estate Highlights**



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# Key Highlights

120 Pioneer Road



# 4Q2018 at a Glance



## Proactive Asset Management

- Healthy 93.0% occupancy, above JTC average of 89.1%<sup>(2)</sup>
- Top 10 Tenant concentration<sup>(3)</sup> reduced
- Improving rental reversions; from -15.8% (FY2017) to -2.9% (FY2018)

## Prudent Capital Management

- Portfolio remains 100% unencumbered
- Lengthened WADE<sup>(4)</sup> and WAFDE<sup>(5)</sup> to 2.7 years and 3.0 years
- 83.4% of interest rate exposure fixed for 3.0 years

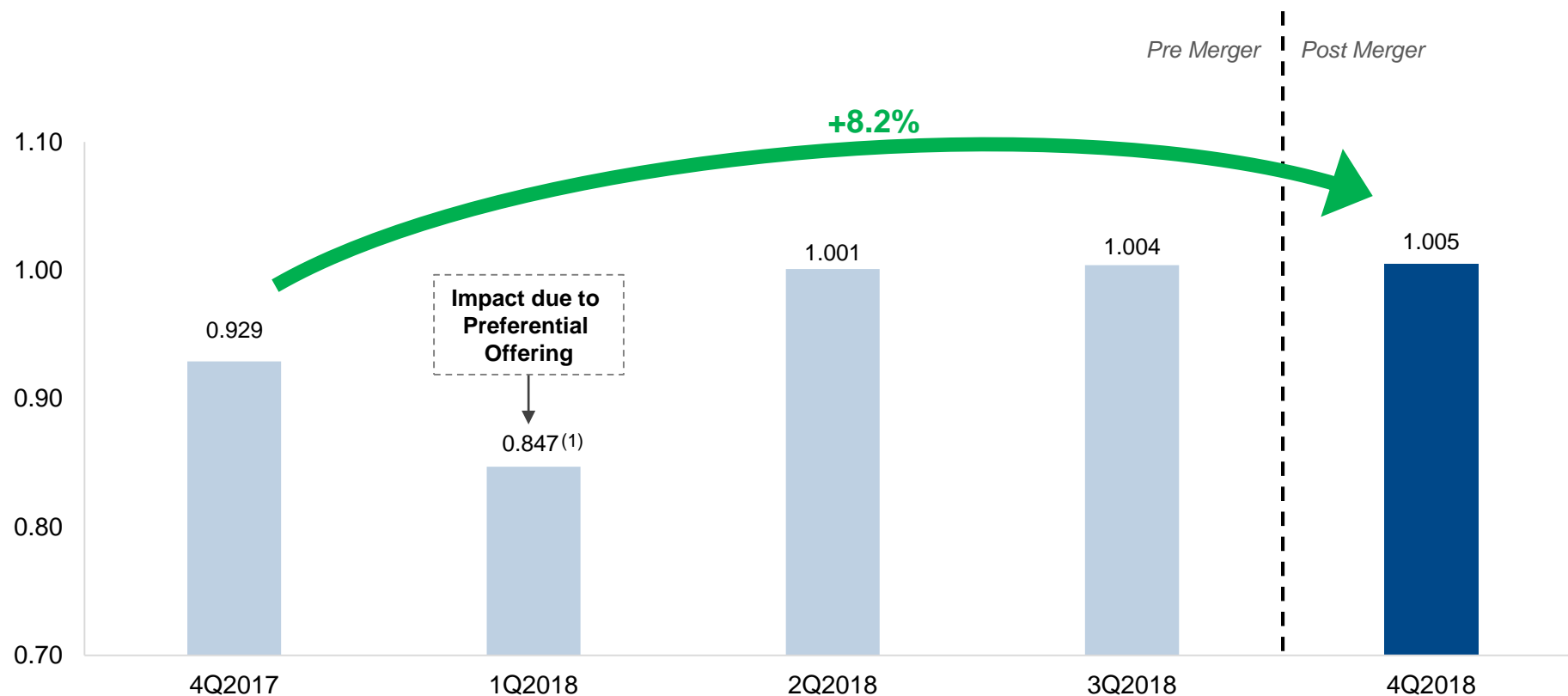
## Financial Performance

- Achieved 1.005 cents DPU for 4Q2018, a +8.2% increase y-o-y
- First set of financial results since ESR-REIT and VIT merger

# Increasingly Stable Distributions Achieved

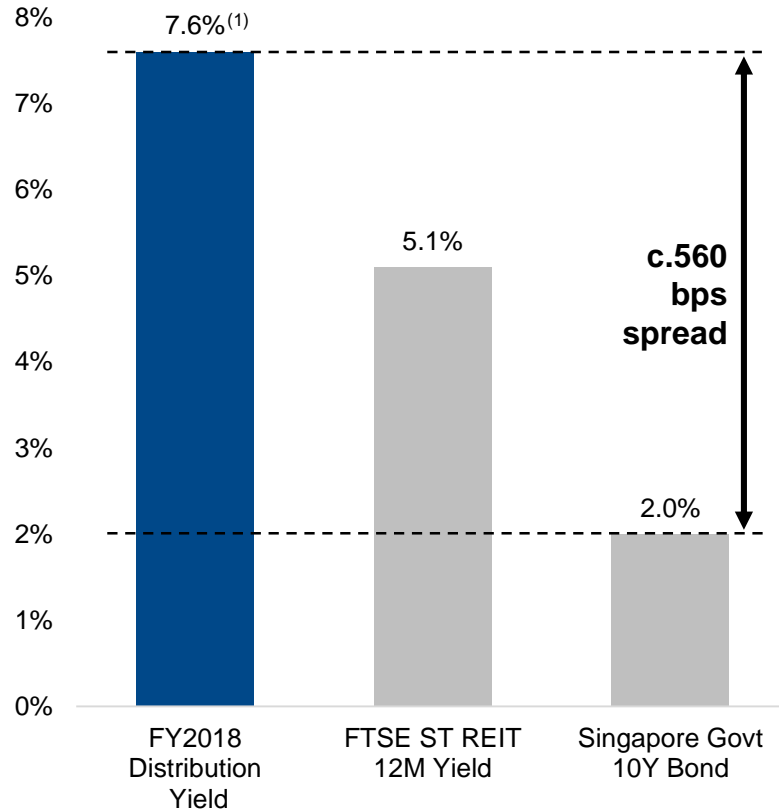
Increasingly stable distributions achieved, demonstrating effective execution of ESR-REIT's strategy

Quarterly Distribution Per Unit (cents)






# Attractive Distribution Yield with Potential Upside

## Attractive Distribution Yield...

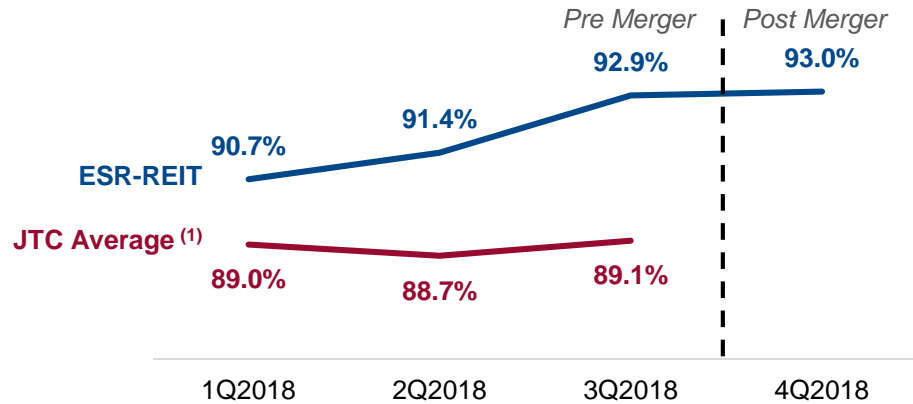


## ...With Potential Upside From:

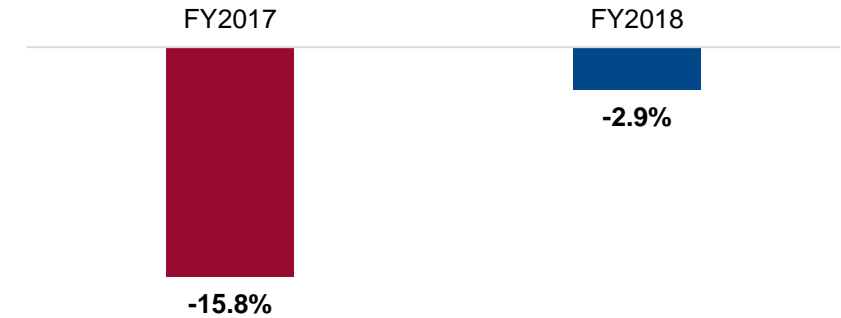
- 1

Operational Synergies and Economies of Scale via Integration of Enlarged Portfolio
- 2

Flexibility to Accelerate AEI to Optimize Value
- 3

Value-Enhancing Asset Acquisitions

# Improving Portfolio Fundamentals

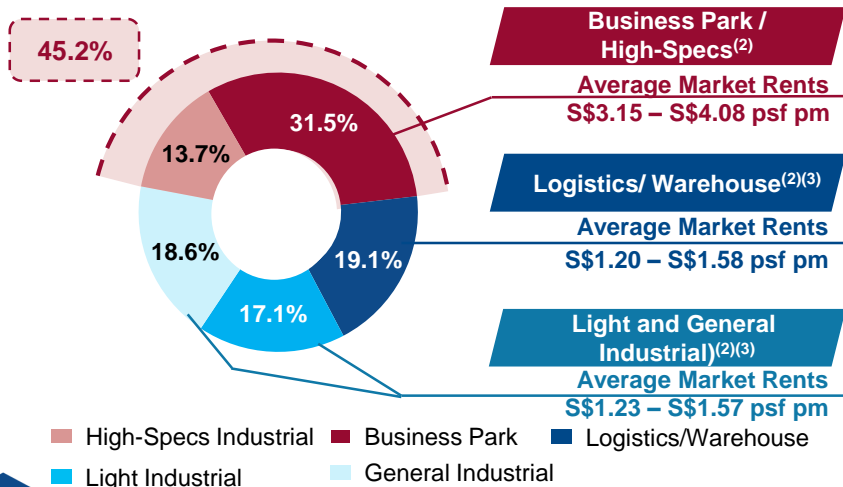
## Improving Occupancy and Consistently Above JTC Average



## Improving Rental Reversions

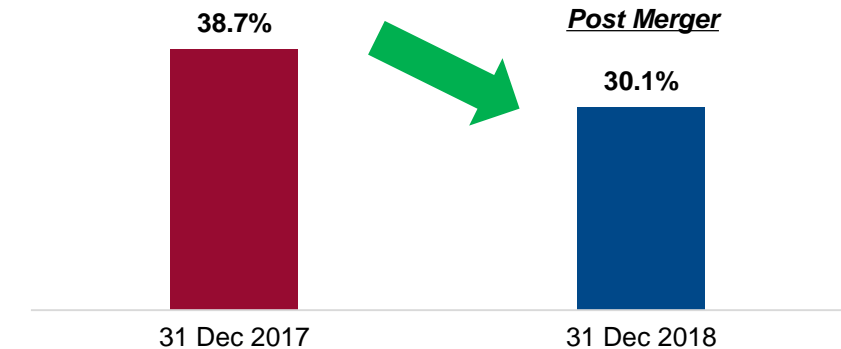


## Increased Exposure to Business Park & Hi-Specs Sector



## Reduced Top 10 Tenant Concentration Risk

Top 10 Tenants now account for 30.1% of rental income as at 31 Dec 2018



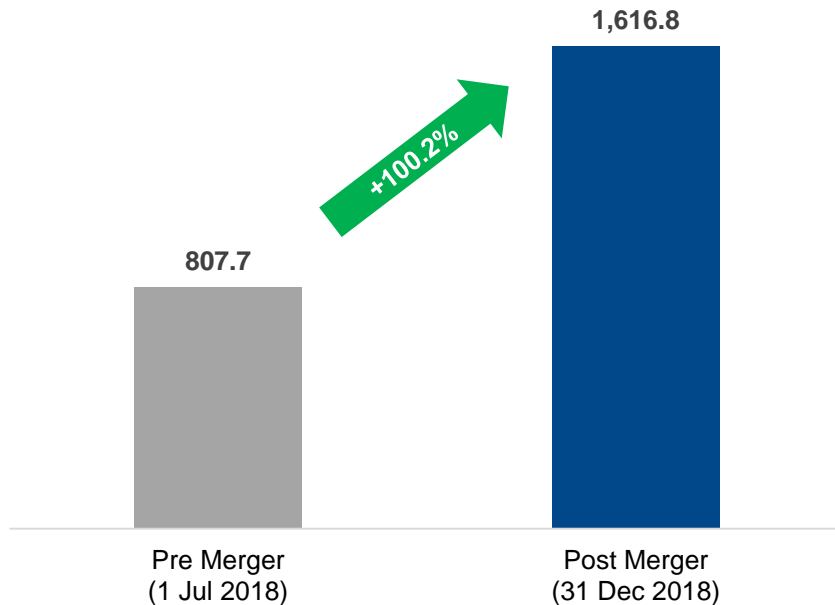
Notes: (1) Based on JTC Quarterly Market Reports 1Q2018-3Q2018. (2) Based on data from 4Q2018 data from CBRE and 3Q2018 data from JTC. (3) Logistics based on "Warehouse (Ground Floor)" and "Warehouse (Upper Floor)", while Light and General Industrial is based on "Factory (Ground Floor)" and "Factory (Upper Floor)" as defined by JTC.

# Higher Liquidity and Trading Activity Post Merger

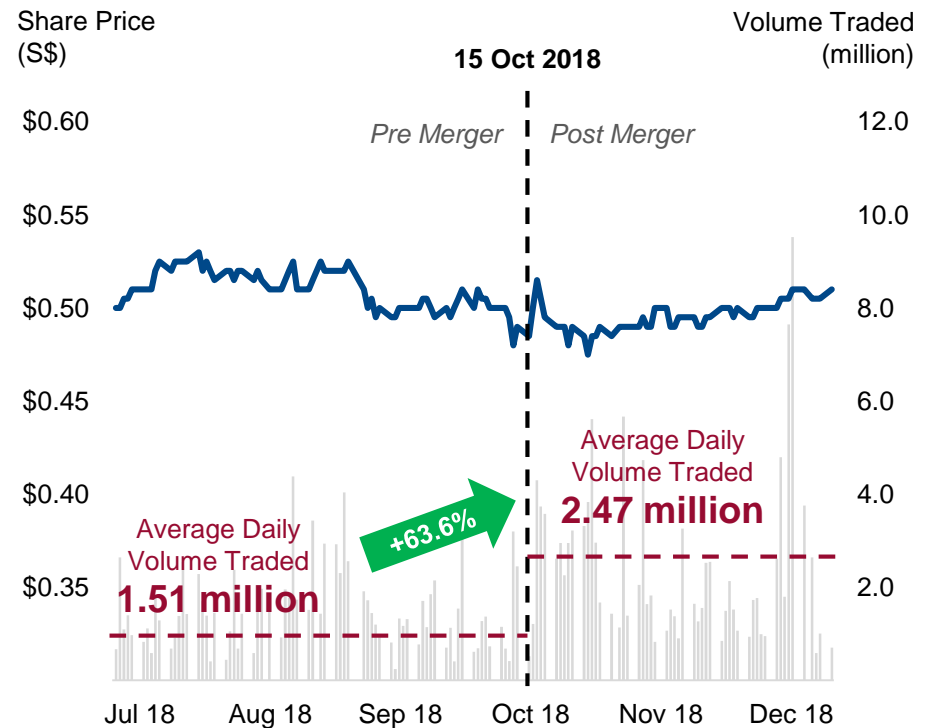
- Larger market capitalisation of c.\$\$1.62 billion<sup>(1)</sup>, resulting in higher liquidity and trading volume

## Enlarged Market Capitalisation<sup>(2)</sup>

(S\$ million)



## ESR-REIT Price and Volume (1 Jul 2018 – 31 Dec 2018)





**4Q2018 and  
FY2018  
Financial  
Performance**

*120 Pioneer Road*



# 4Q2018 Financial Results

	4Q2018 (S\$ million)	4Q2017 (S\$ million)	+ / (-) (%)
Gross Revenue <sup>(1)(3)</sup>	58.4	27.2	↑ 114.9
Net Property Income <sup>(2)(3)</sup>	42.3	19.9	↑ 112.1
Amount Available for Distribution to Unitholders <sup>(4)</sup>	27.5	12.2	↑ 125.7
Distribution from Other Gains <sup>(5)</sup>	1.8	-	n.m
Total Amount Available for Distribution to Unitholders	29.3	12.2	↑ 140.2
<b>Distribution Per Unit (“DPU”) (cents) for 4Q2018</b>	<b>1.005</b>	<b>0.929</b>	<b>↑ 8.2</b>

- Notes:
- (1) Includes straight line rent adjustment of S\$0.03 million (4Q2017: S\$0.3 million).
  - (2) Higher Net Property Income (“NPI”) mainly due to full quarter contributions from two acquisitions (8 TS and 7000 AMK) in Dec 2017, contribution from property acquisition from Viva Trust from Oct 2018, partially offset by non renewal of leases at 21 Ubi Rd, 31 Tuas, 54SRN, 4/6 Clementi, 3CTGRE, lease conversion of 16 Tai Seng (2Q2018) and 21B Senoko Loop (1Q2018), 4 property divestments (87 Defu, 23 WT, 55 Ubi and 9 BB) since 4Q2017 and 30 Marsiling on AEI.
  - (3) Includes Non-Controlling Interest (“NCI”) of 20% of 7000 AMK LLP in 4Q2018.
  - (4) Includes 50% of management fees are payable in units for 4Q2018.
  - (5) Represents \$1.8m payout from ex-gratia payments received from SLA in connection to the compulsory acquisition of land from prior years.

# FY2018 Financial Results

	FY2018 (S\$ million)	FY2017 (S\$ million)	+ / (-) (%)
Gross Revenue <sup>(1)(3)</sup>	156.9	109.7	↑ 43.0
Net Property Income <sup>(2)(3)</sup>	112.0	78.4	↑ 42.8
Amount Available for Distribution to Unitholders <sup>(4)</sup>	68.4	50.4	↑ 35.8
Distribution from Other Gains <sup>(5)</sup>	6.0	-	n.m.
Total Amount Available for Distribution to Unitholders	74.4	50.4	↑ 47.8
<b>Distribution Per Unit (“DPU”) (cents) for FY2018</b>	<b>3.857</b>	<b>3.853</b>	<b>↑ 0.1</b>

Notes:

- (1) Includes straight line rent adjustment of S\$1.1 million (FY2018: S\$0.8 million).
- (2) Higher NPI mainly due to full-year contributions from two acquisitions (8 TS and 7000 AMK) acquired in mid December 2017 and the acquisition of 15 GW and the portfolio of Viva Trust in late Oct 2018, partially offset by non renewal of leases at 12 AMK, 31 KT, 31 Tuas, 54SRN, 3C TGRE, 1&2 Changi, lease conversion of 16 Tai Seng (2Q2018), 21B Senoko Loop (1Q2018) and 3 PS3 (3Q2017), 4 property divestments (87 Defu, 23 WT, 55 Ubi and 9 BB) since FY2017 and 30 Marsiling on AEI.
- (3) Includes Non-Controlling Interest (“NCI”) of 20% of 7000 AMK LLP in FY2018.
- (4) Higher distributable income due to better NPI performance of the portfolio as per (2). 50% of management fees are payable in units for 4Q2018.
- (5) Represents \$6.0m payout from ex-gratia payments received from SLA in connection to the compulsory acquisition of land from prior years.

# Balance Sheet

	As at 31 Dec 2018 (S\$ million)	As at 30 Sep 2018 (S\$ million)	As at 31 Dec 2017 (S\$ million)
Investment Properties <sup>(1)</sup>	3,021.9	1,655.4	1,675.8
Other Assets	28.8	25.9	20.0
<b>Total Assets</b>	<b>3,050.7</b>	<b>1,681.3</b>	<b>1,695.8</b>
Total Borrowings (net of loan transaction costs)	1,268.2	508.5	669.8
Other Liabilities	90.6	40.8	35.4
Non-Controlling Interest	61.1	60.6	60.6
<b>Total Liabilities</b>	<b>1,419.9</b>	<b>609.9</b>	<b>765.8</b>
<b>Net Assets Attributable to:</b>			
- Perpetual Securities Holders	151.1	152.8	151.1
- Unitholders	1,479.7	918.6	778.9
No. of Units Issued/Issuable (million)	3,170.2	1,583.7	1,313.6
<b>NAV Per Unit (cents)</b>	<b>46.7</b>	<b>58.0</b>	<b>59.3</b>



# Distribution Timetable

## Distribution Details

Distribution Period (4Q2018) 1 October 2018 – 31 December 2018

Distribution Rate

**1.005** cents per unit comprising:

**A**

Period: 1 October 2018 – 15 October 2018 = **0.164 cents**  
(Advance distribution **paid** on 26 November 2018)

**B**

Period: 16 October 2018 – 31 December 2018 = **0.841 cents**  
(Payable on 28 February 2019)

## Distribution Timetable

Last Trading Day on a “Cum Distribution” Basis 24 January 2019

Distribution Ex-Date 25 January 2019

Books Closure Date 28 January 2019

Distribution Payment Date 28 February 2019

# Capital Management

120 Pioneer Road



# Key Capital Management Indicators

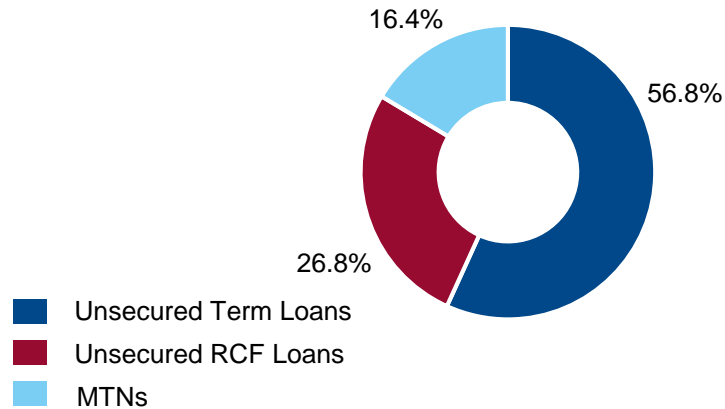
- Portfolio remains 100% unencumbered
- 83.4% of interest rate exposure is fixed
- WAFDE increased from 2.2 years to 3.0 years; aligned with WADE at 2.7 years

	As at 31 Dec 2018	As at 30 Sep 2018	
Total Gross Debt (S\$ million)	1,277.6	510.0	← Increase due to merger with VIT and acquisition of 15 Greenwich Drive
Debt to Total Assets (%)	41.9	30.3	
Weighted Average All-in Cost of Debt (%) p.a.	3.81	3.76	← Increase due to interest rate swaps entered into to hedge interest rate exposure
Weighted Average Debt Expiry ("WADE") (years)	2.7	2.2 <sup>(1)</sup>	
Interest Coverage Ratio (times)	3.8	4.1	
Interest Rate Exposure Fixed (%)	83.4	91.2 <sup>(2)</sup>	
Weighted Average Fixed Debt Expiry ("WAFDE") (years)	3.0	2.2	← WAFDE has been extended
Proportion of Unencumbered Investment Properties (%)	100	100	← Portfolio remains 100% unencumbered
Undrawn Available Committed Facilities (S\$ million)	82.4	205.0	

# Healthy Capital Management Indicators

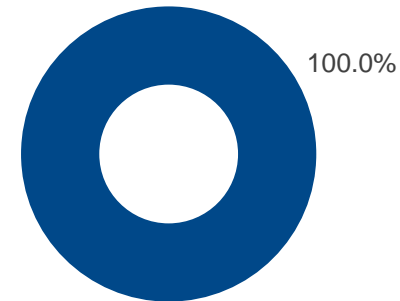
## Breakdown of Debt (as at 31 Dec 2018)

Total Debt of S\$1,277.6m



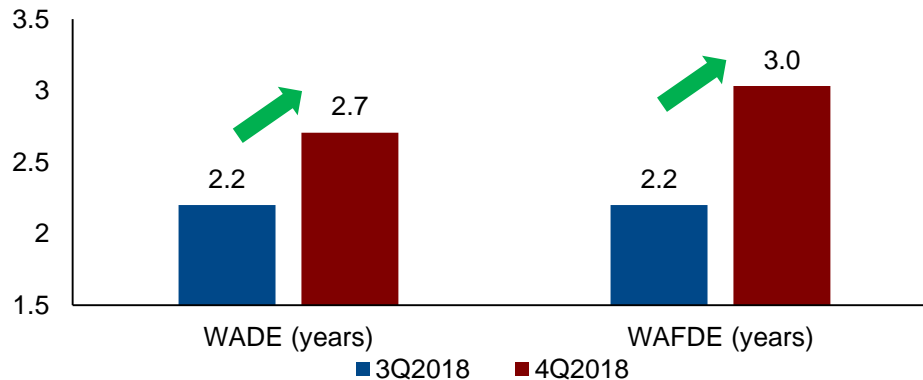
## Proportion of Unencumbrances (%)

Portfolio remains 100% unencumbered



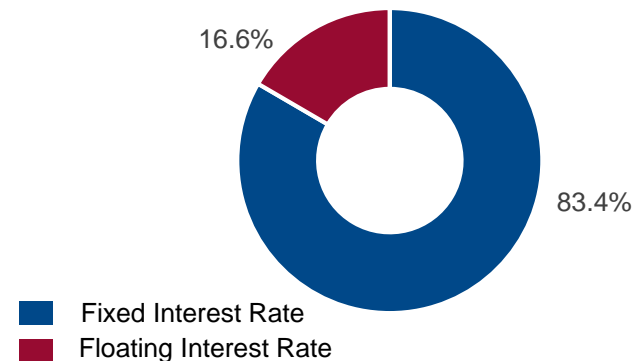
## WADE and WAFDE Tenor (years)

Lengthened WADE and WAFDE tenor



## Interest Rate Exposure Fixed (%)

83.4% of interest rate exposure fixed for 3.0 years

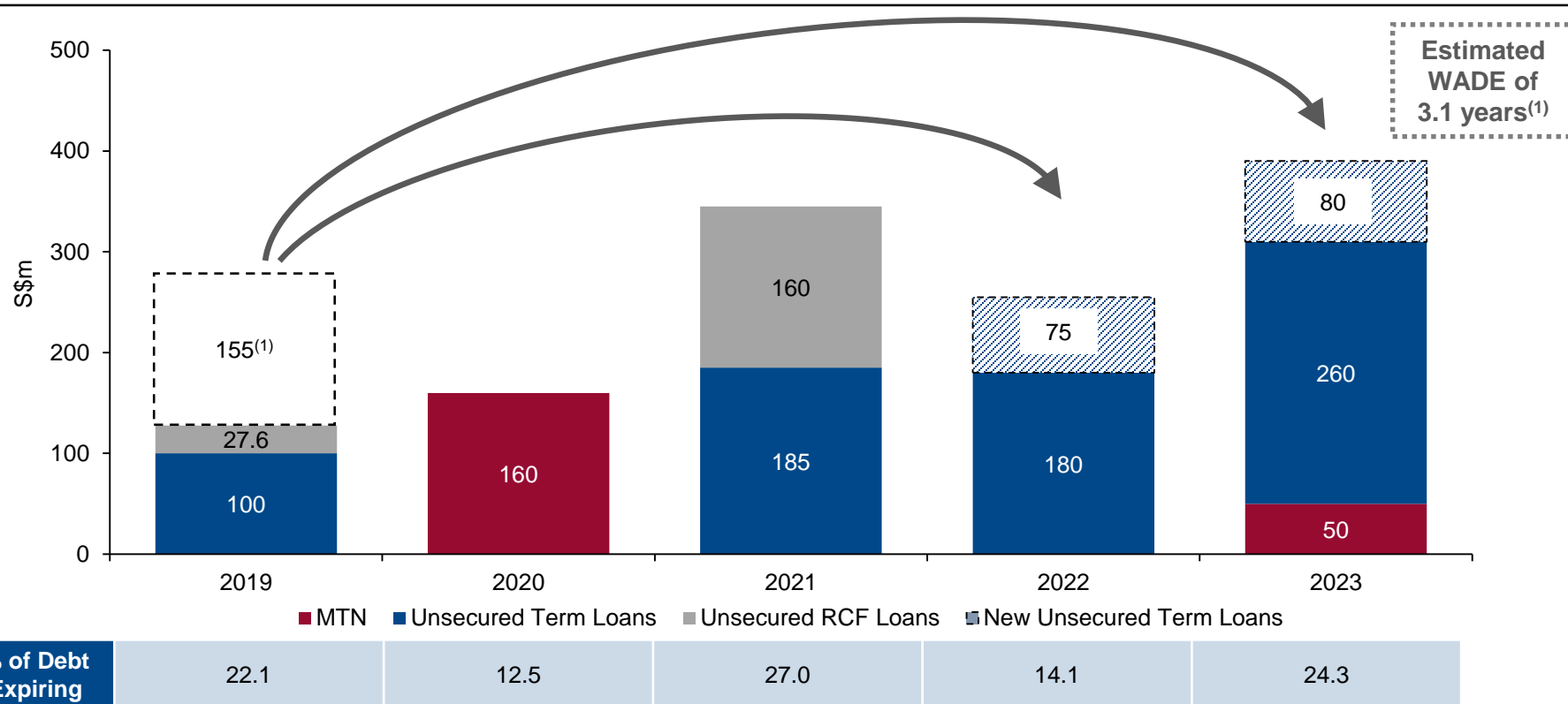




# Well-Staggered Debt Maturity Profile

- No more than 27.0% of debt expiring in each year
- WADE increased from 2.2 years to 2.7 years
- MTNs and Unsecured Term Loans make up 16.4% and 56.8% of total debt respectively

## Debt Maturity Profile (as at 31 Dec 2018)



# Diversified Pools of Capital to Reduce Funding Risks

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

## Perpetual Securities Issuance

- S\$150.0m perpetual securities at 4.6% coupon
- Issued on 3 November 2017

Joint Bookrunners:



## Preferential Offering

- S\$141.9m Preferential Offering, issued 262.8m new units at 7.1% discount to VWAP price of S\$0.5812 per unit
- Sponsor committed to take up to S\$125.0m; with resultant being 170.6% subscribed
- Completed on 28 March 2018

Financial Advisor and Global Coordinator for the Preferential Offering:



## Broadened Lending Bank Relationships

S\$150m Committed Unsecured Loan Facility



June 2015

S\$200m Committed Unsecured Loan Facility



Sep 2016

S\$700m Committed Loan Facility  
Merger with Viva Industrial Trust



Oct 2018

S\$100m Committed Unsecured Loan Facility



Oct 2018

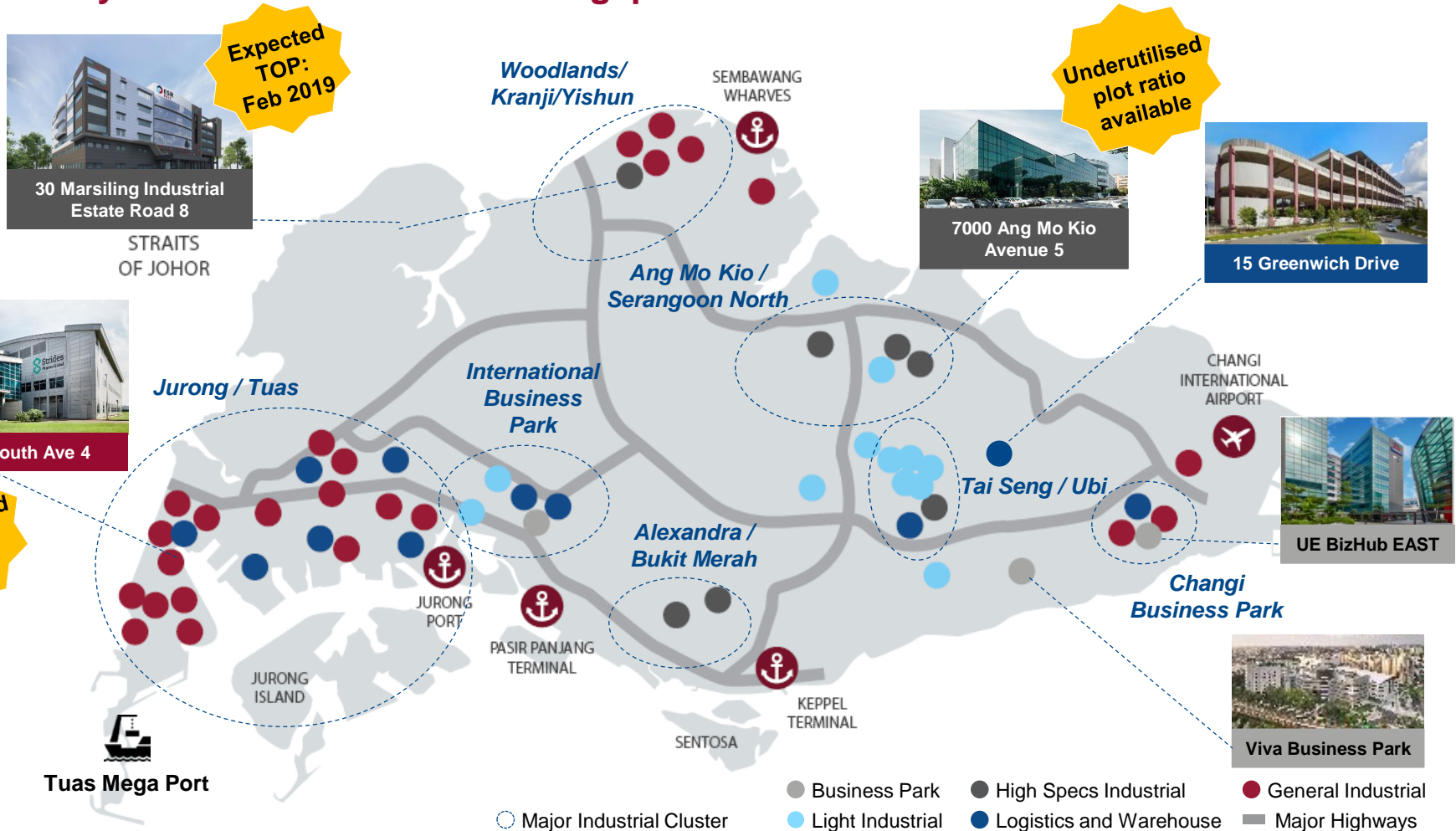
# Real Estate Highlights

120 Pioneer Road



# Well Located Portfolio Across Singapore

Portfolio of 57 assets totalling S\$3.0bn, located close to major transportation hubs and within key industrial zones across Singapore



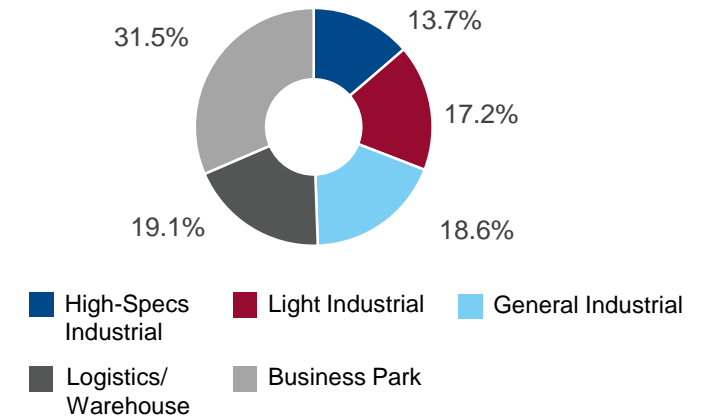


# Diversified Portfolio with High Occupancy

- Completed acquisition of Viva Industrial Trust and 15 Greenwich Drive
- Portfolio occupancy of 93.0%
- ESR-REIT has embarked on a STB to MTB conversion since 2012
  - Current mix of MTB (69.5%) and STB (30.5%) positions the portfolio to ensure the flexibility to capture potential rental upside in an increasingly stabilised supply environment

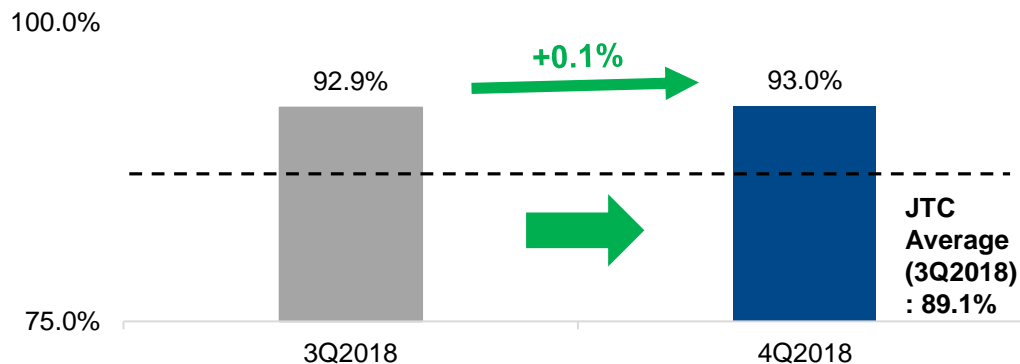
Asset Class by Rental Income (as at 31 Dec 2018)

Well-diversified portfolio across sub-sectors

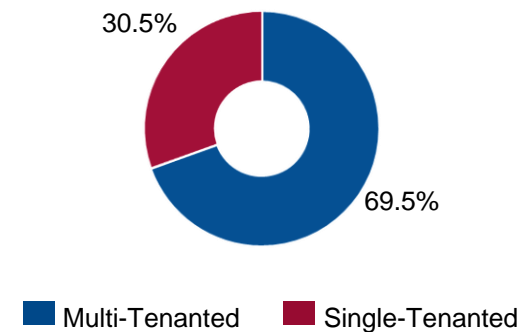


Portfolio Occupancy<sup>(1)</sup> (as at 31 Dec 2018)

Occupancy increased to 93.0%, above JTC average of 89.1%



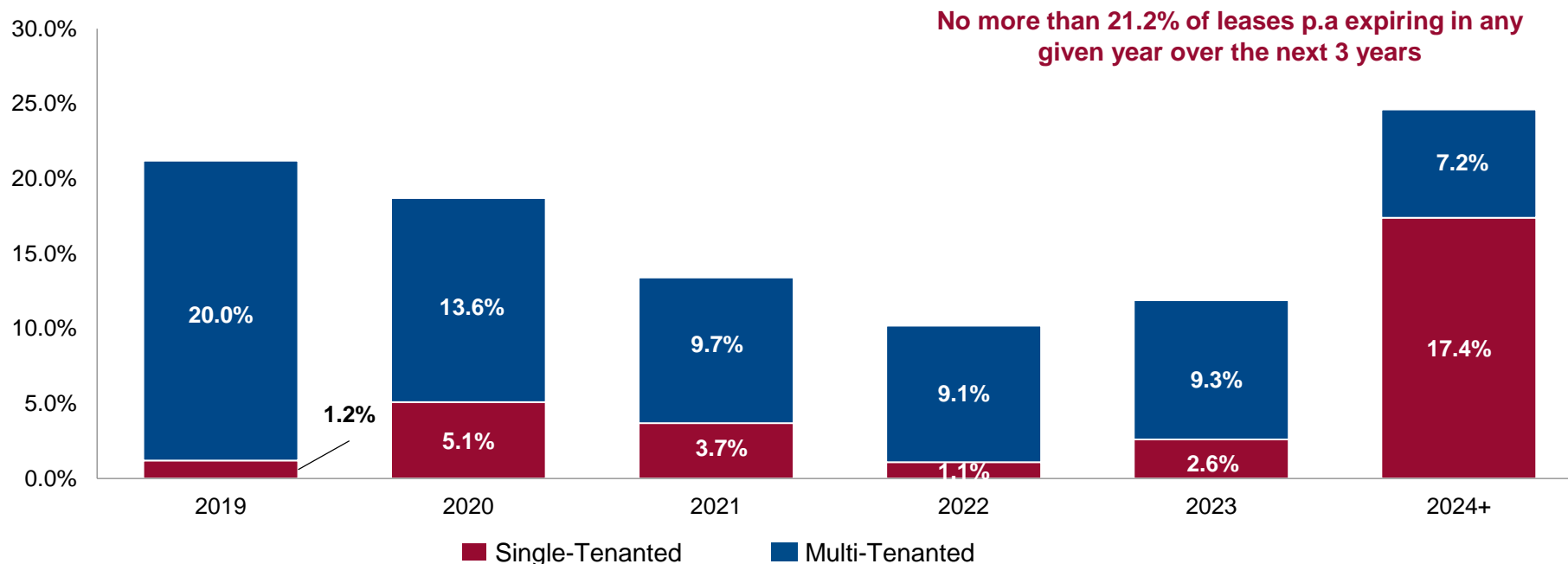
STB and MTB by Rental Income (as at 31 Dec 2018)



# Pro-active Lease Management

- Well-staggered WALE of 3.8 years compared to 4.3 years as at 31 Dec 2017
- Renewed and leased 204,315 sq ft of space in 4Q2018, bringing the total amount of lease renewals and new leases to c.1.7 million sq ft for FY2018
- Tenant retention rate of 56.6%
- Rental reversion of -2.9% for FY2018, improved from -15.8% for FY2017

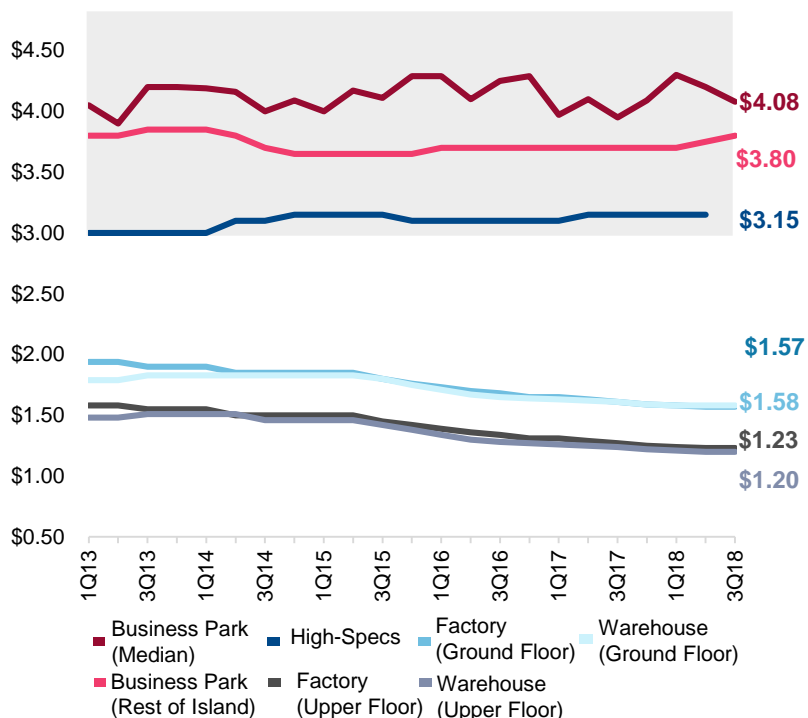
## WALE by Rental Income (as at 31 Dec 2018)



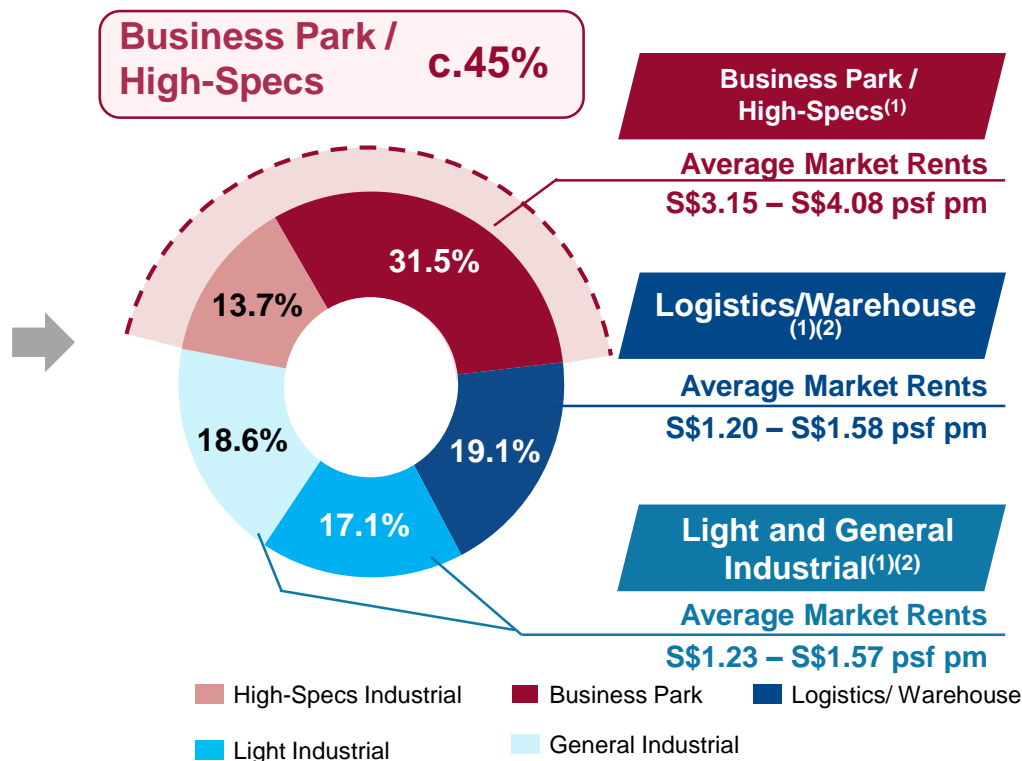
# In Sub-Sectors with Potential to Achieve Higher Rentals

- **c.45% of properties in Business Parks/High-Specs Sector** which has higher average rents
  - Favourable demand/supply dynamics
- **Provides additional flexibility to conduct AEs on ESR-REIT's existing identified assets**
  - Targeting higher-paying industrialists requiring high-specs space requirements

## Average Industrial Rents (\$\$ / sq ft / month)<sup>(1)</sup>



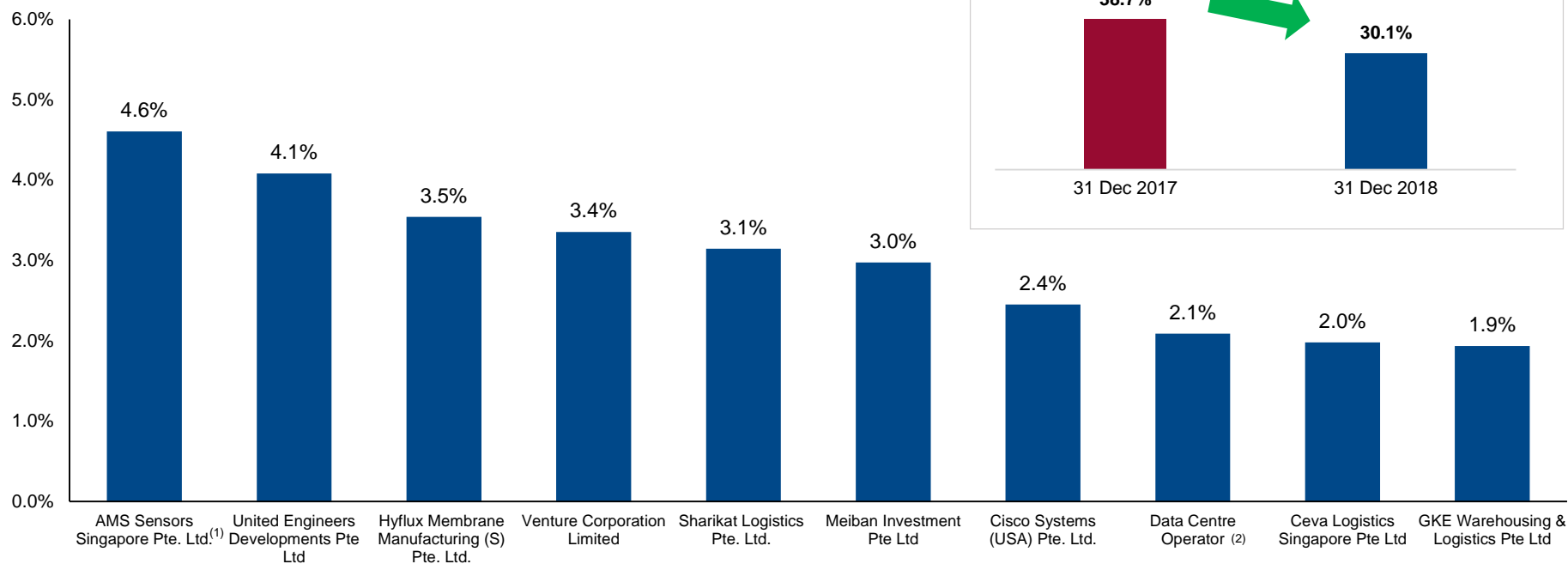
## Asset Class Breakdown by Valuation



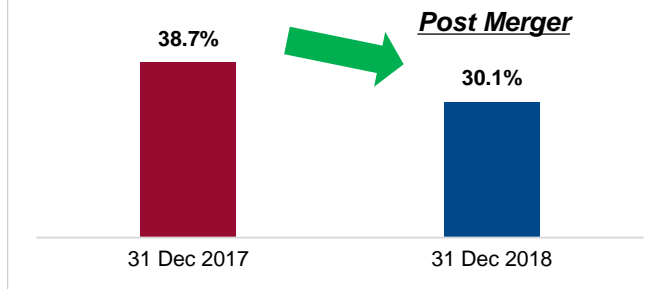
# Reduced Tenant Concentration Risks

Top 10 Tenants Account for 30.1% of rental income (as at 31 Dec 2018), a reduction from 38.7% of rental income (as at 31 Dec 2017)

## Top 10 Tenants by Rental Income (as at 31 Dec 2018)



## Reduced Tenant Concentration Risks



Note:

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

# AEI Update: 30 Marsiling Industrial Estate Road 8



High-Specs Industrial

↑ +AEI  
General Industrial



- ✓ AEI works are currently 94% complete
- ✓ AEI facilitates conversion of asset from a General Industrial to a High-Specs Industrial property
- ✓ Addition of two quality tenants<sup>(1)</sup> from high-value added manufacturing sectors
- ✓ Asset and Portfolio Stability
  - Secured long leases with two major tenants
  - Following project completion, property will be 100% occupied for the next five years

Expected TOP Feb 2019

Address	30 Marsiling Industrial Estate Road 8
Description	Upgrading of the asset to a High-Specs Industrial building
Gross Floor Area	217,953 square feet
Remaining Land Tenure	31.4 years
Valuation (as at 31 Dec 2018)	S\$47.5 million
Estimated Cost	c.S\$12.0 m
Estimated TOP	Feb 2019

Note:

(1) Aptiv is a global technology company that develops safer, greener and more connected solutions, which enable the future of mobility. FormFactor, Inc. is a Nasdaq-listed company and is a leading provider of essential test and measurement technologies along the full Integrated Circuit life cycle - from characterization, modelling, reliability, and design de-bug, to qualification and production test.



# Industrial Market Outlook

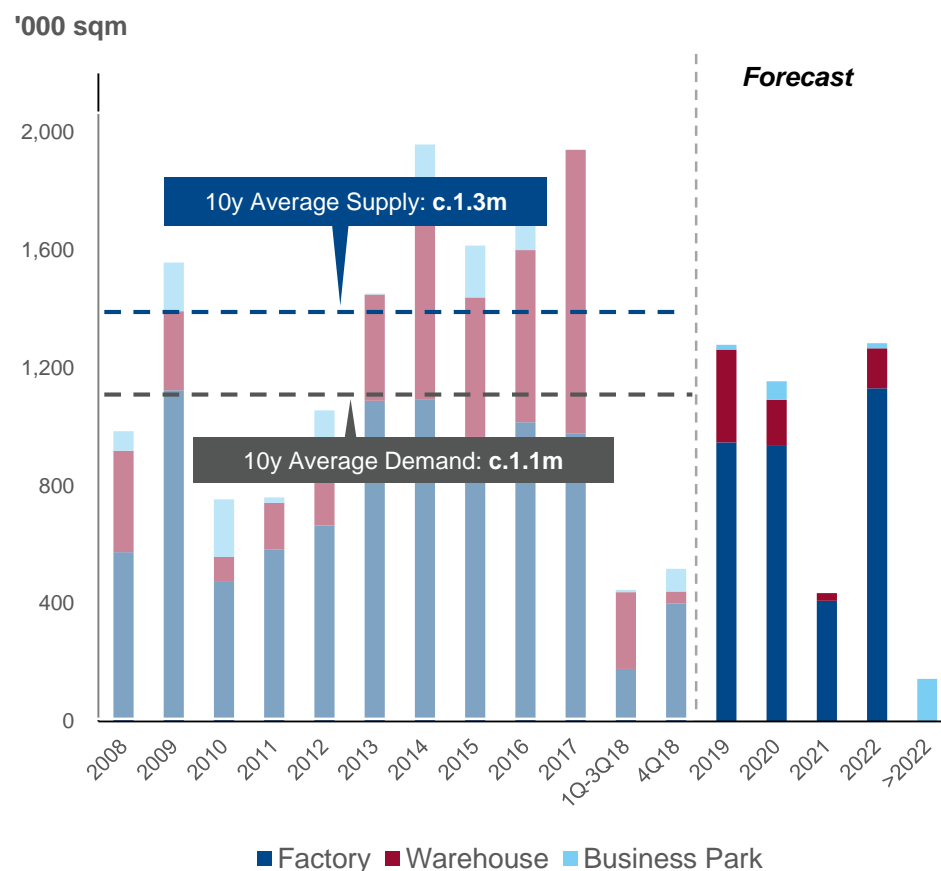
120 Pioneer Road



# Industrial Market Outlook

- Singapore economy grew by 2.2% Y-o-Y in the fourth quarter of 2018 and 3.3% in 2018<sup>(1)</sup>**
  - Economic growth in 2019 is expected to moderate to between 1.5% to 3.5% as compared to 2018
  - Uncertainties from ongoing trade wars, 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 3Q2018<sup>(2)</sup> increased to 89.1%, a 0.4% increase from the previous quarter and a 0.5% increase from the previous year
  - Industrial rents remain relatively stable; JTC's rental index fell 0.1% compared to last quarter and a 0.4% reduction from the previous year.
- Tapering future new supply from 4Q2018 may stabilise prices and rents in the next few years**

**Average Industrial Rents (\$\$ / sq ft / month)<sup>(2)</sup>**



# Strategy

120 Pioneer Road



# 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**



- ✓ Yield-accretive and/or value-adding acquisitions

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 sq ft 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

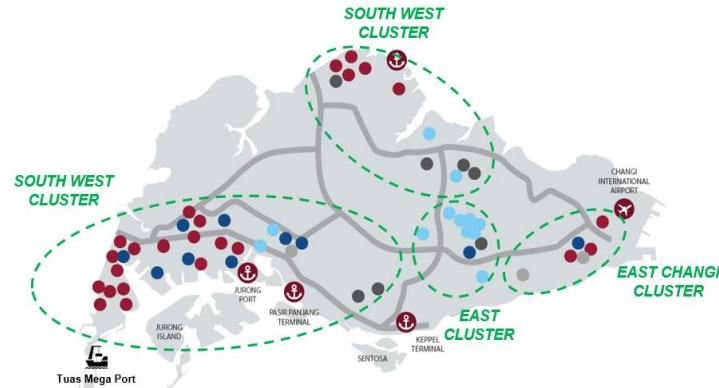


# Self-Management of Property Management Services

We are implementing a strategy of self-managing our property management services and taking some of these services in-house, to improve cost efficiencies and enhance tenant service quality.

## A Clustering of Property Management Services

- Clustering of assets by region for better on-site management and tenant service
- Move towards self-management of properties
- Selective non-renewal of third-party Integrated Facility Management contracts



## B Bulk Tender Contracts for Property Services

- Larger portfolio creates economies of scale
- Stronger bargaining power with service providers
- Bulk tender contracts for property services to reduce operational maintenance cost

### Examples of Bulk Contracts



Cleaning



Security



Landscaping

Reduction in operational maintenance costs

- ✓ Cost savings from direct self-management model
- ✓ On-site clusters encourage faster response time and better service quality to tenants



# Flexibility to Optimize Assets Through AEs

Up to 7 ESR-REIT assets have been identified for AEs over the next 3 years  
 – Includes c.1 million<sup>(1)</sup> sq ft of unutilized plot ratio



**Maximise Plot Ratio**



**General Industrial**



**High-Specs**

## A Unlocking Value in Unutilized Plot Ratio



**7000 Ang Mo Kio Avenue 5**  
 c.495,000 sq ft untapped GFA



**3 Tuas South Avenue 4**  
 c.500,000 sq ft untapped GFA

## B Rejuvenation of Assets



Upgrading and improvement of building specifications



Change of building use to align with current market trends



Redevelopment and amalgamation of adjacent sites to enjoy economies of scale



### 30 Marsiling Industrial Estate Road 8

- AEI works currently 94% complete
- Upgrading of the asset to a High-Specs industrial building
- Estimated TOP in Feb 2019

**Unlocking of further value from ESR-REIT's existing assets to deliver value**

# ESR Group<sup>(1)</sup>: Strong Developer Sponsor



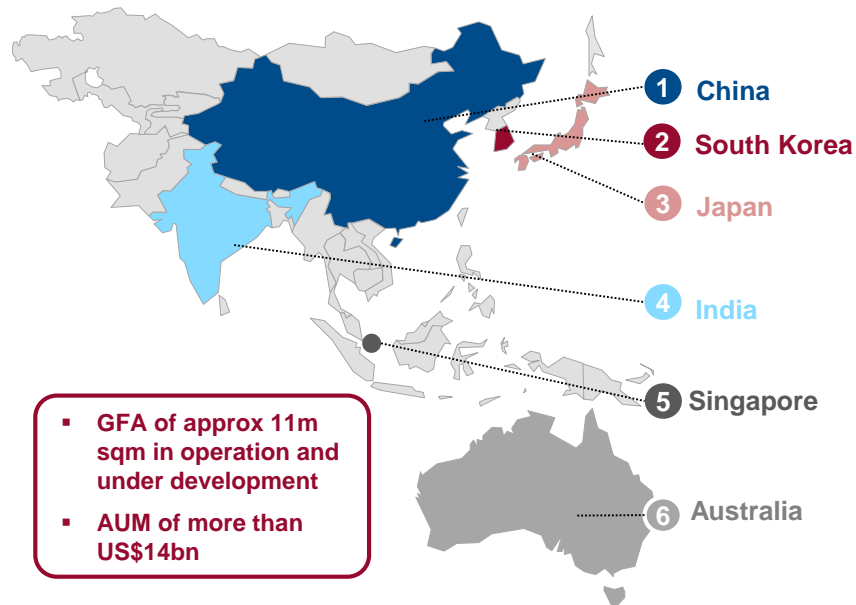
- A leading APAC focused logistics real estate platform developing and managing institutional-quality logistics facilities with a high-quality tenant base
- ESR-REIT has “first look” on the pipeline of assets in an increasingly asset scarce environment for quality logistics assets

<p><b>Selected Equity Investors</b></p>		<p><b>China</b></p> <ul style="list-style-type: none"> <li>▪ One of the top players by logistics facilities area and a leading landlord of key global e-commerce players</li> </ul>	<p><b>South Korea</b></p> <ul style="list-style-type: none"> <li>▪ One of the largest modern warehouse developers in Korea upon completion of projects under development</li> </ul>	<p><b>Japan</b></p> <ul style="list-style-type: none"> <li>▪ A top 5 institutional operator with an established and experienced team, as well as one of the highest new development starts over the past 24 months</li> </ul>
<p><b>Selected Fund Level Investors</b></p>		<p><b>India</b></p> <ul style="list-style-type: none"> <li>▪ A top industrial real estate developer with best-in-class management team with initial focus on Tier-1 cities</li> </ul>	<p><b>Singapore</b></p> <ul style="list-style-type: none"> <li>▪ Invested in ESR-REIT, an early industrial S-REIT player with c.14.1m sq ft of GFA across key industrial zones</li> <li>▪ c.9% stake in ESR-REIT; c.67% stake in ESR-REIT Manager and 100% stake in its Property Manager</li> </ul>	<p><b>Australia</b></p> <ul style="list-style-type: none"> <li>▪ The largest shareholder of PropertyLink and Centuria Capital which collectively have over A\$6b of AUM</li> <li>▪ Acquired CIP, the leading industrial developer, and secured Philip Pearce as CEO of Australia</li> </ul>

# Committed to Supporting ESR-REIT's Growth

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

## ESR Group’s Regional Presence



## Selected properties from ESR’s regional portfolio





### ESR Group’s Demonstration of Support for ESR-REIT





- ✓ Payment of S\$62m for the VI-REIT Manager to facilitate the Merger with Viva Industrial Trust
- ✓ Financial commitment to grow ESR-REIT via S\$125m backstop in recent Preferential Offering

# Conclusion

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## 1 Transformational Year

Merger of ESR-REIT and VIT created an enlarged REIT that provides a stronger platform for future growth opportunities



## 2 Resilient and Diversified Portfolio

Good occupancy, diversified tenant base and improving rental reversions are backed by clear targeted strategies to deliver stabilized and value-add returns on the back of an increasingly stabilised industrial market.



## 3 Healthy Capital Management Indicators

Well-staggered debt maturity profile, and robust hedging profile with over 80% of interest rates fixed



## 4

### Backed by Strong Developer-Sponsor ESR Group

ESR Group provides strong financial support, access to regional tenant networks and potential pipeline of assets



# Appendix

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# ESR-REIT's Competitive Strengths

- **Leading Pan-Asian** logistics real estate platform with more than **US\$14 billion AUM**
- ESR has c.67% stake in the REIT Manager, 100% stake in Property Manager and a c.9% stake in the REIT
  - Demonstrates long-term **commitment** and **alignment of interest**
- **Co-founded by Warburg Pincus** and backed by blue-chip institutional ownership and investors
- Provides ESR-REIT with **development expertise** and extensive **network to strong regional tenant base**



- 57 properties valued at S\$3.0 billion<sup>(1)</sup>
- **Strategically located** in key industrial zones across Singapore
- **Proactive** asset and lease management focus
- **Well balanced portfolio** with Single-Tenanted Building conversions to Multi-Tenanted Buildings
- **Diversified Portfolio: No individual trade sector** accounts for >24.2% of rental income
- **Healthy occupancy rate** of 93.0%<sup>(2)</sup>
- Healthy Portfolio WALE of 3.8 years
- Leases backed by **6.3 months security deposits**
- **Built-in rental escalations** provide organic growth

- **Close to 70 years of collective experience** in local and regional real estate companies and financial institutions
  - In-depth knowledge, proven track record and capabilities in Real Estate market, with focus in industrial property sector
- Members have played key roles in the shaping and management of successful REITs in Singapore

- Extensive network of 339 tenants
- Diversified across industries including: Logistics, Wholesale Trade, General Storage, Fabrication and Electronics
- Top 10 tenants account for 30.1% of rental income
- **Long lease terms** of 3-15 years provide **stability** for Unitholders, with in-built escalation
- **56.5% tenant retention rate**

- **Proactively conducting AEI Initiatives** to optimize asset returns
- **Established track record** of acquiring strategic assets and managing build-to-suit (“BTS”) development projects
- **In-house expertise** to specifically address the requirements of clients and their projects
- **Experienced and flexible team** to **pro-actively manage** projects
- **Sponsor ESR has proven track record** of developing BTS warehousing and distribution facilities for leading global e-commerce companies

- **Stable and secure income stream** supported by **prudent capital and risk management**
  - Staggered debt maturity profile; gearing of 41.9%
  - **83.4% of interest rate exposure fixed for 3.0 years**
  - **100% of assets unencumbered**
- **Diversified pools of capital** while broadening banking relationships



Note:

(1) Includes valuation of 7000 Ang Mo Kio Avenue 5 on a 100% basis, of which ESR-REIT has 80% economic interest. (2) Includes committed lease with Delphi Automotive System Singapore Pte Ltd at 30 Marsiling Industrial Estate Road 8.

# Our Long-Term Strategy

Our three-pronged strategy focuses on optimising Unitholder returns while reducing risks



## Organic Growth

- AEs to unlock value and attract high-valued tenants
- Pro-active asset management to optimise investor returns
- Divest non-core assets and redeploy to higher value-adding properties
- Enhance tenant base by leveraging Sponsor networks



## Acquisition and Development Growth

- Yield-accretive, scalable, value-enhancing acquisition opportunities in Singapore
- Potential pipeline of assets from ESR
- Exploring opportunities to participate in development projects, either individually or in JV with ESR



## Capital Management

- Debt to Total Assets between 30- 40%
- 100% unencumbered
- Well-staggered debt maturity profile
- Diversify funding sources into alternative pools of capital
- Broaden and strengthen banking relationships

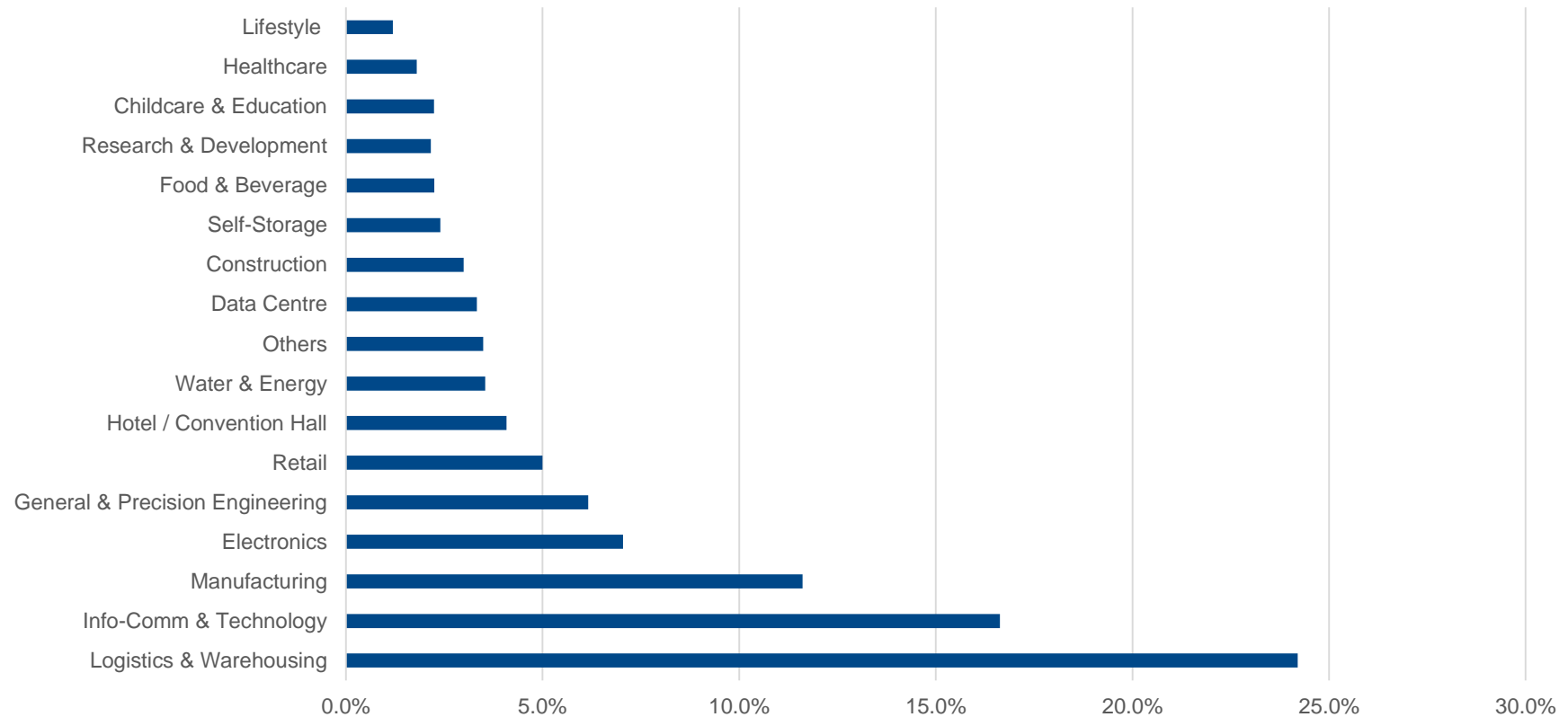
# Key Portfolio Statistics

	As at 31 Dec 2018	As at 30 Sep 2018	As at 31 Dec 2017
Number of Properties	57	47	48
Valuation (S\$ million) <sup>(1)</sup>	3,021.9	1,652.2	1,675.8
GFA (million sq ft)	14.1	9.7	9.9
NLA (million sq ft)	12.6	8.8	9.0
Weighted Average Lease Expiry (“WALE”) (years)	3.8	4.4	4.3
Weighted Average Land Lease Expiry (years)	30.7	32.7	33.8
Occupancy (%)	93.0	92.9	93.0
Number of Tenants	339	184	207
Security Deposit (months)	6.3	6.6	7.0

# Diversified Tenant Base and Trade Sectors

No individual trade sector accounts for more than 24.2% of ESR-REIT's Rental Income

Breakdown by Trade Sectors (by Rental Income) (as at 31 Dec 2018)



# Important Notice

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This material shall be read in conjunction with ESR-REIT's results announcements for the financial period ended 31 December 2018.

## 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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