



Investor Presentation

8 December 2018



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Overview of ESR-REIT



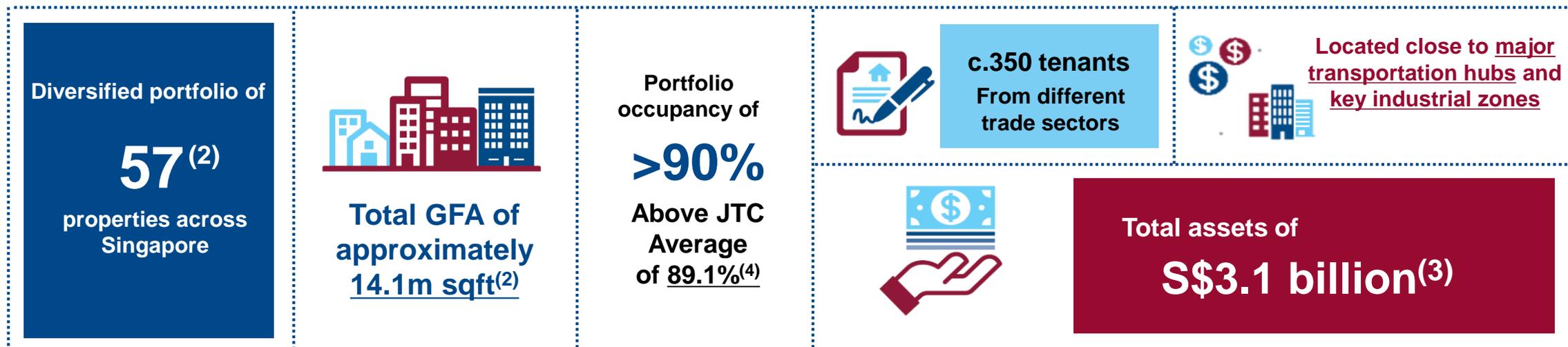
Top: 7000 Ang Mo Kio Avenue 5

Bottom: 750-750E Chai Chee Road

Overview of ESR-REIT

Listed on the SGX-ST, Backed By Strong Developer-Sponsor ESR

- Listed on the SGX-ST since 25 July 2006 (formerly known as Cambridge Industrial Trust)
- Current market capitalization of S\$1.57bn⁽¹⁾
- Total assets of S\$3.1 billion⁽³⁾ with 57⁽²⁾ quality income-producing industrial properties across 5 sub-sectors



Notes:

(1) As at 30 Nov 2018. (2) This is the enlarged portfolio after the merger of ESR-REIT and Viva Industrial Trust (where Viva Industrial Trust is currently a sub-trust under ESR-REIT. The name has been amended to Viva Trust ("VT")). It also includes 15 Greenwich Drive which was acquired on 25 Oct 2018. (3) As at 30 Sep 2018, includes VT assets (total assets of S\$1.32bn as at 30 Jun 2018) and the c.S\$95.8m acquisition of 15 Greenwich Drive completed on 25 Oct 2018. (4) Based on 3Q2018 data from JTC.

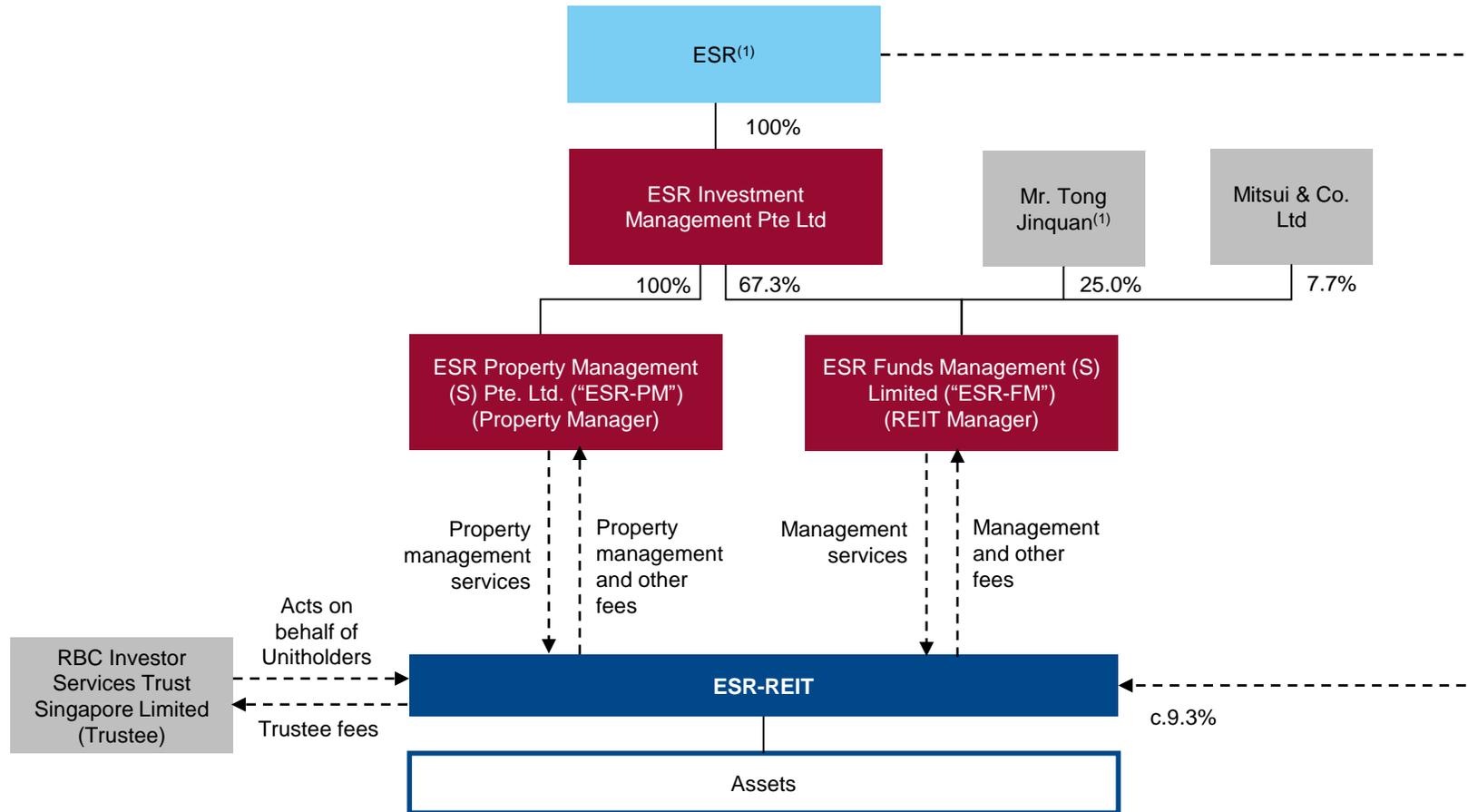
Strategically Located Portfolio of Assets

57⁽¹⁾ assets located in key industrial zones across Singapore and close to major transportation hubs



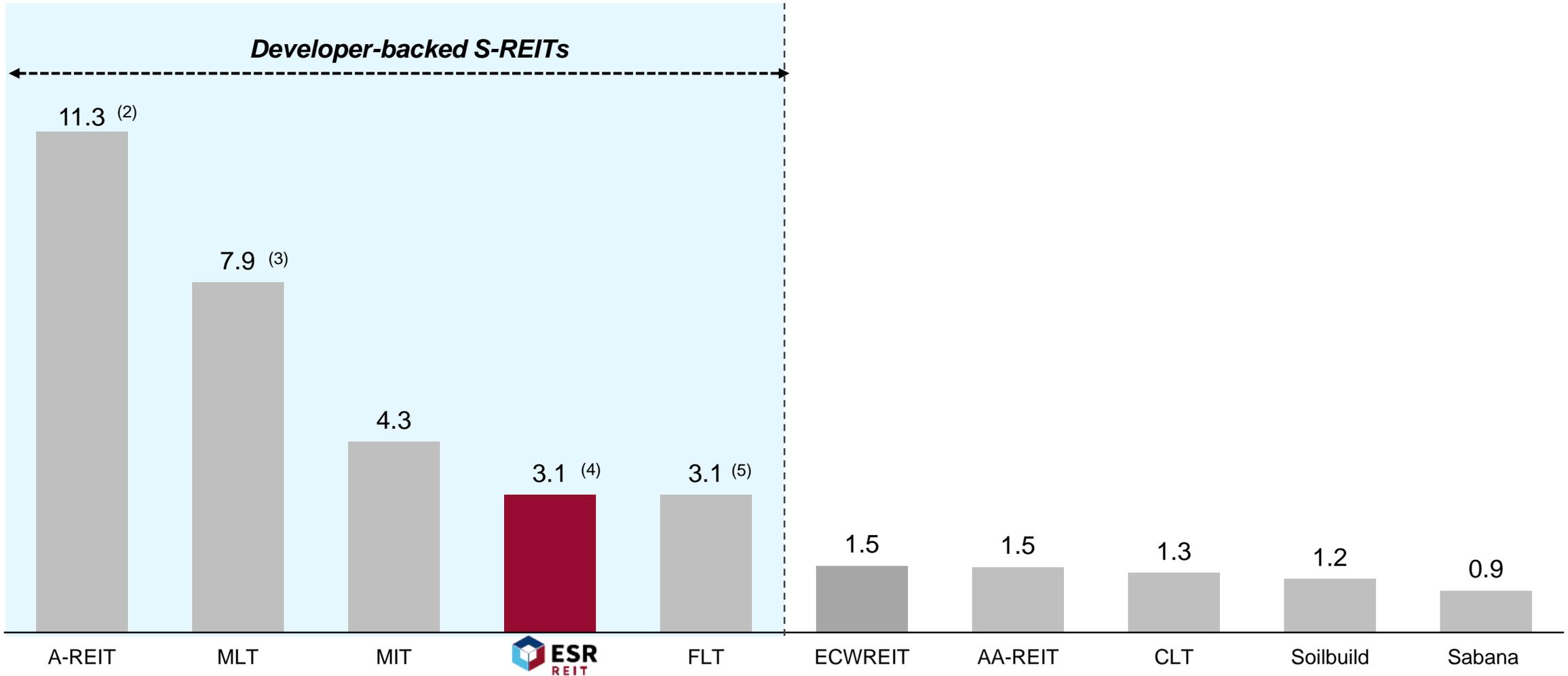
Current Ownership Structure

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



ESR-REIT is Currently the 4th Largest Industrial S-REIT

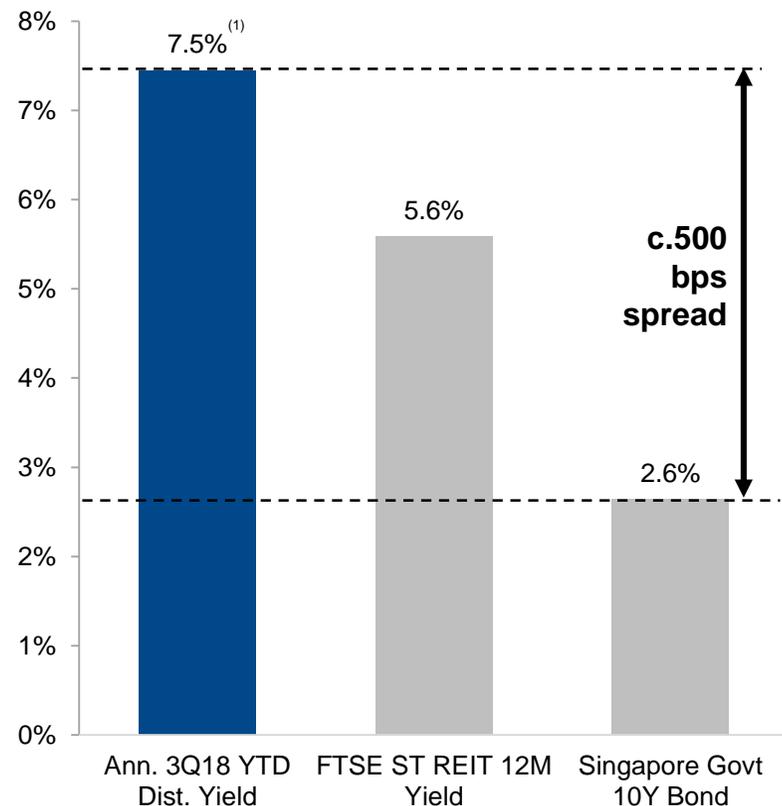
Total Asset Size (S\$bn)⁽¹⁾



Source: Latest company filings. Notes: (1) As at 30 Sep 2018, adjusted for acquisitions and divestments completed before 30 Nov 2018. (2) Includes the c.S\$451.7m portfolio acquisition of 26 logistics properties located in the UK completed on 4 Oct 2018. (3) Includes the c.S\$102.2m acquisition of Coles Distribution Centre completed on 28 Nov 2018, the c.S\$46.4m acquisition of Wonjin Logistics Centre completed on 29 Nov 2018 and the c.S\$22.4m divestment of 531 Bukit Batok Street 23 completed on 18 Oct 2018. (4) As at 30 Sep 2018, includes VT assets (total assets of S\$1.32bn as at 30 Jun 2018) and the c.S\$95.8m acquisition of 15 Greenwich Drive completed on 25 Oct 2018. (5) Assumes exchange rate based on AUD:SGD of 0.986:1.000 as at 30 Sep 2018. Includes the c.S\$39.9m acquisition of a logistics property located in the Netherlands completed on 31 Oct 2018.

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



Industrial Sector Outlook



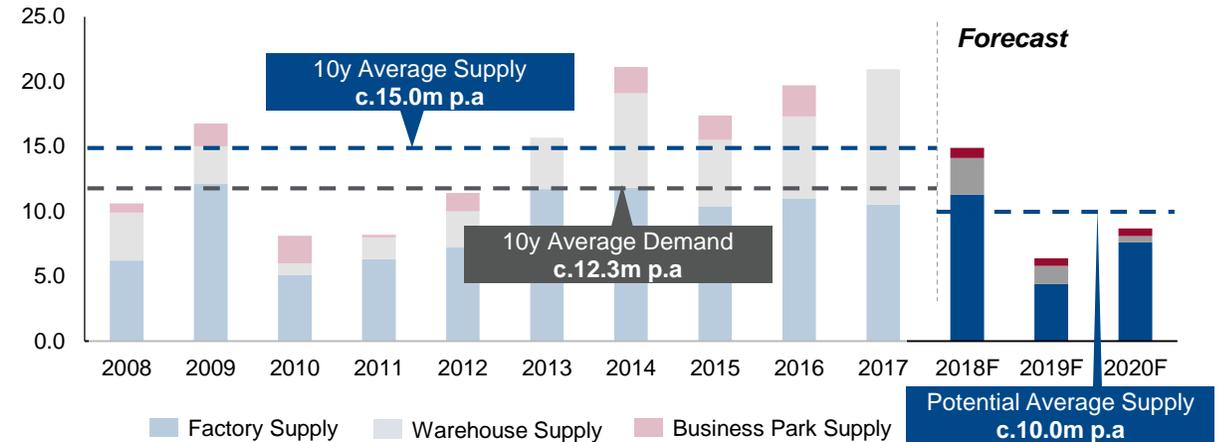
Top: 7000 Ang Mo Kio Avenue 5

Bottom: 750-750E Chai Chee Road

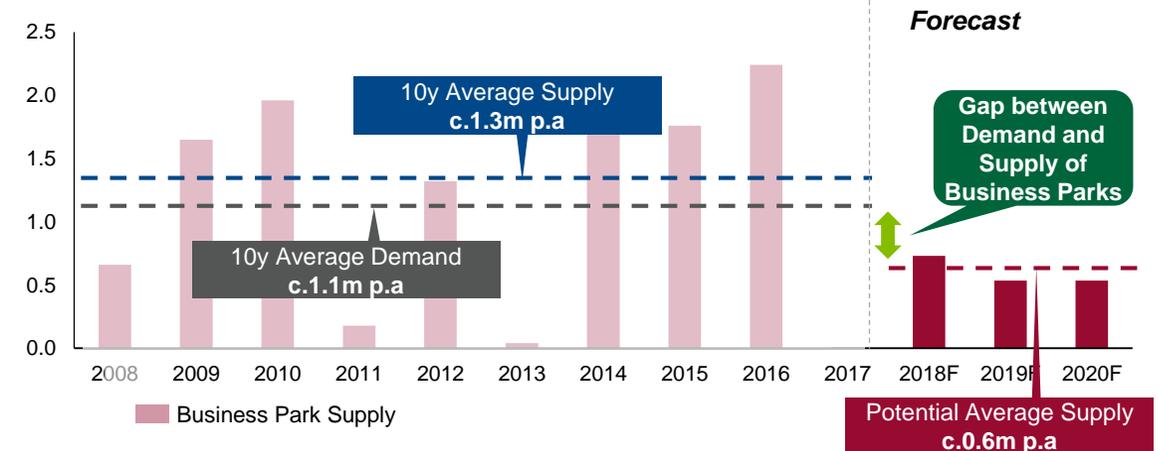
Limited Future Pipeline Supply

- **The moderating level of supply in 2018 will enable the market to absorb the significant amount of space from the past 6 years, said CBRE**
 - Leasing market is expected to remain competitive
- **Over next 3 years, average business park annual pipeline supply will be at a historical low and this should help support overall occupancy**
 - Prospects largely stemming from a strong office rental recovery
- **Increased institutional interest in acquisition of industrial spaces in 1H2018, especially for data centre, high-specs facilities and modern ramp-up logistics buildings**
 - Colliers predicts capital values of prime industrial spaces with freehold or long lease tenures will continue to rise in light of rising demand amongst limited supply

All Industrial Property⁽¹⁾



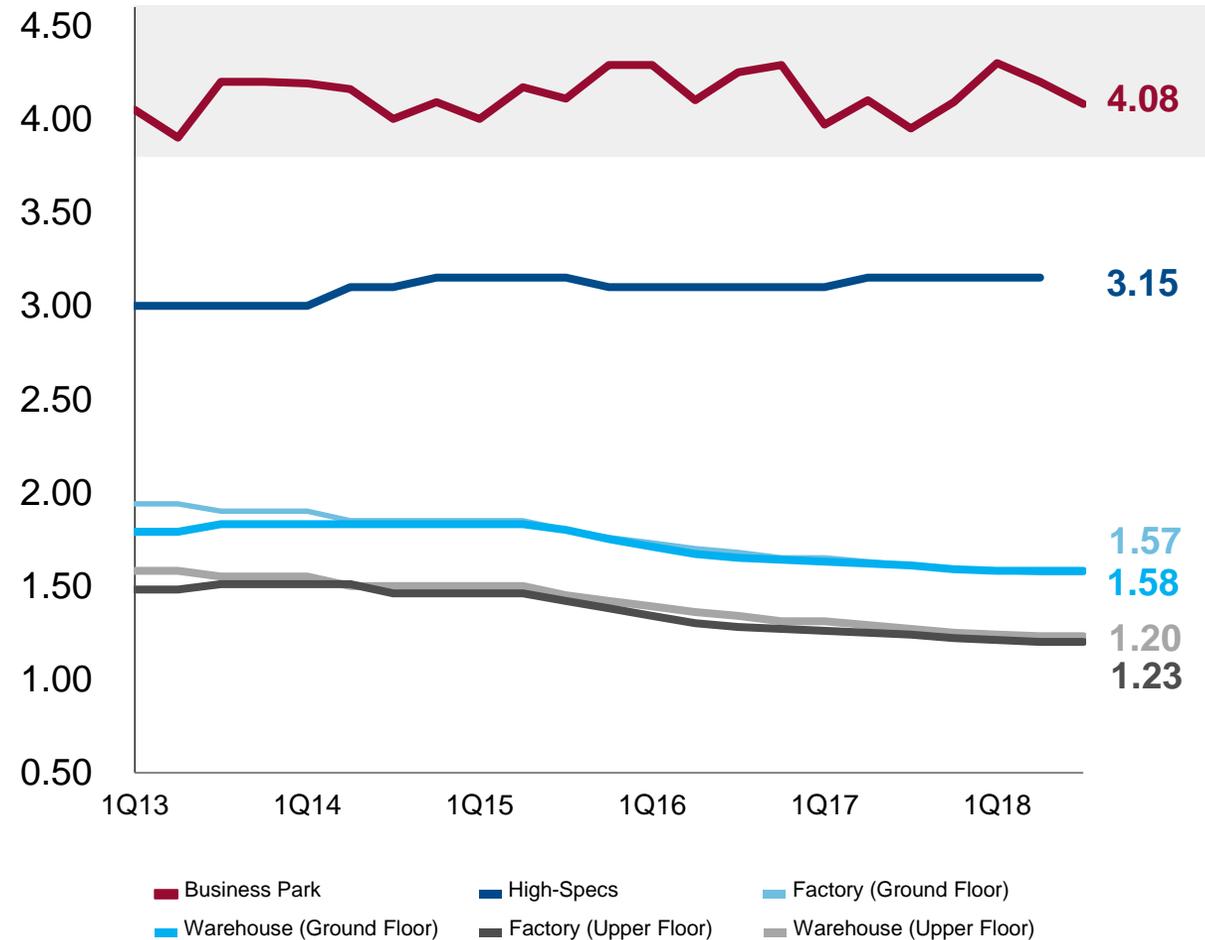
Business Parks⁽¹⁾



Market Outlook Stabilising with Rents Remaining Flat

- **Industrial market is showing signs of stabilisation**
 - Monthly rents in all market segments remaining flat q-o-q
- **In Q3, leasing enquires driven mostly by medical technology and petrochemical sectors**
 - Occupier activity includes expansion of existing premises as well as takeup for new business set-ups
- **Over next three years, volume of new industrial supply seems stable**
 - CBRE expects industrial rents to hold steady for the rest of 2018 with potential for growth in 2019
 - Future market performance will depend on the adoption of automated technologies and how it affects spatial requirements of end-users

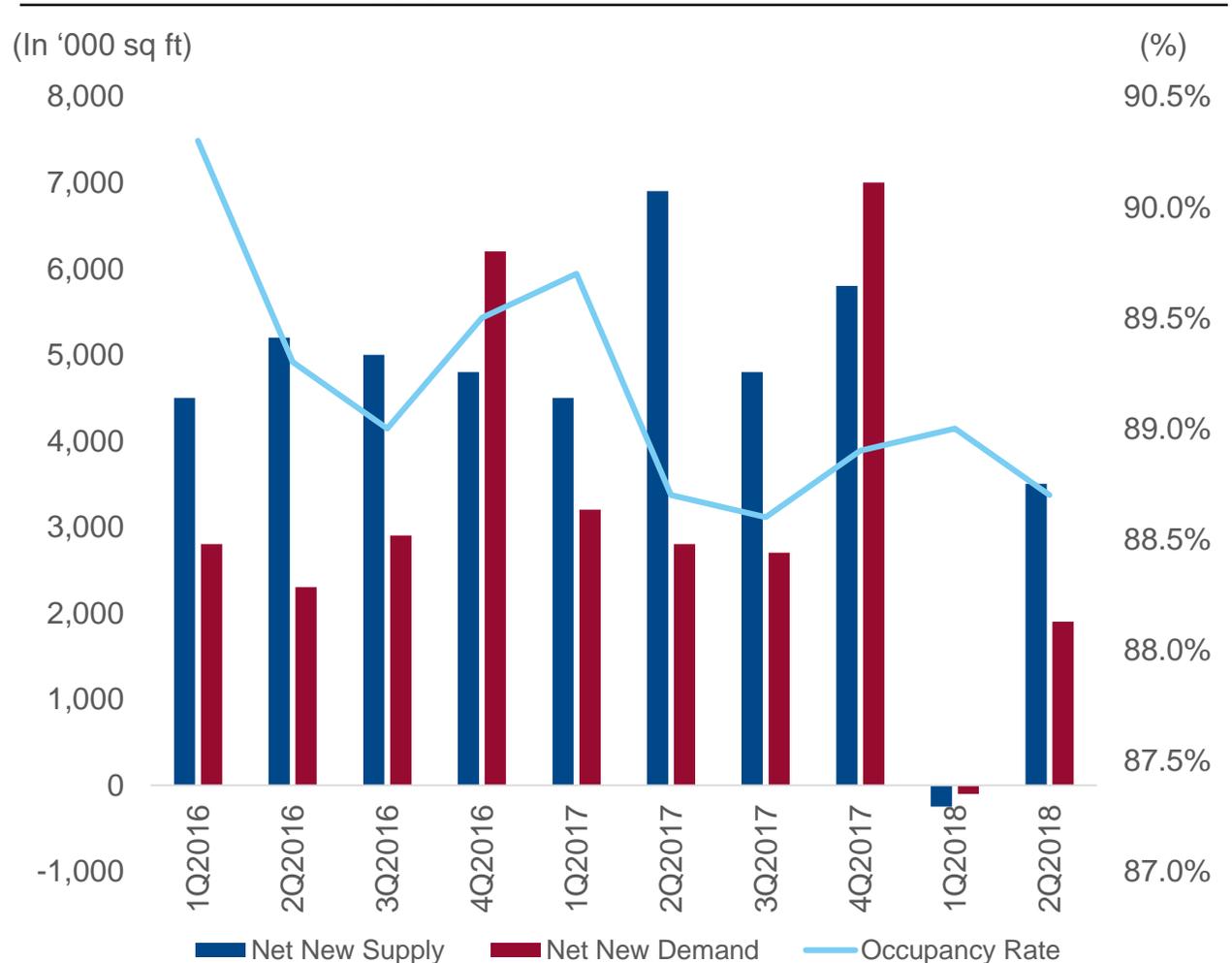
Average Industrial Rents (\$\$ / sq ft / month)⁽¹⁾



Sub-Sectors Demand and Supply

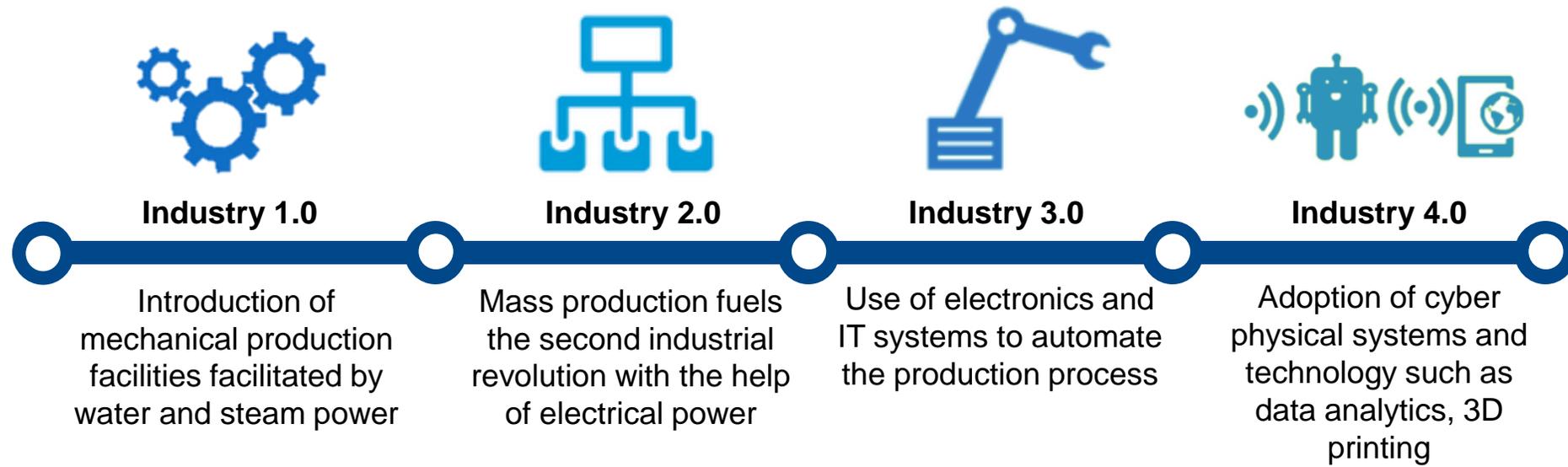
- **Supported by the Government, more advanced manufacturing industries may contribute towards demand for space**
 - Greater incentive from Government for firms to innovate as part of national Industry 4.0 plans to improve industrial market value chain
- **Change in business models of industrials may shift demand towards high-tech developments and business parks**
 - ESR-REIT is well-diversified with majority of portfolio made up of Business Park/High-Specs properties; poised to benefit from limited supply
 - Logistics/ Cargo Lift Warehouses and factory space to remain subdued going into 2019

All Industrial New Supply, Demand and Occupancy Rate⁽¹⁾



Industry 4.0 Initiative

- **Industry 4.0: a new trend of automation and data exchange in manufacturing technologies**
 - Sees end-users embracing technologies such as big data and data analytics, augmented reality and additive manufacturing
- **Singapore Government's focus is on moving towards higher value-added manufacturing activities since 2016**
- **Infrastructure needs to keep up with trends and technologies, space owners need to continue innovating for “Factories of the future”**



Industry 4.0 Initiative

ESR-REIT Tenant Case Study: Meiban Group



- ✓ ESR-REIT's portfolio is well-aligned with government initiatives and push towards high-specs sector
- ✓ Recent AEs like 30 Marsiling Ind Est Road 8 are aimed at attracting tenants from high-value added manufacturing trade sectors

Tenant Case Study: Meiban Group

- ✓ Meiban is a company focused on industrial design, tooling design and fabrication, precision molding and contract manufacturing
- ✓ Launched the Meiban Innovation Center in October 2016
 - Minister for Trade and Industry Mr. S Iswaran launched the Precision Engineering Transformation Map at the Meiban Innovation Center
- ✓ First to digitise factory operations through its iSmart Factory Project
 - Factory of the future based on Industry 4.0 technologies and principles
 - Development of Smart Technology like Robotics to support various aspects of its operations

ESR-REIT Growth Strategy



Top: 7000 Ang Mo Kio Avenue 5

Bottom: 750-750E Chai Chee Road

Our Long-Term Strategy to Optimise Returns

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



 **Organic Growth**

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

 **Acquisition and Development Growth**

- Yield-Accretive, scalable and 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**

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



Organic Growth

Top: 7000 Ang Mo Kio Avenue 5

Bottom: 750-750E Chai Chee Road

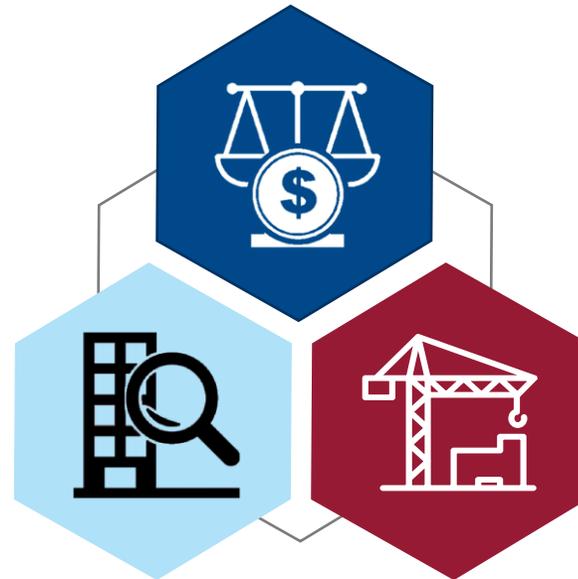


1 Leveraging on Real Estate Supply and Demand Trends

- Favourable demand-supply dynamics, especially Business Park and High-Specs sector
- In Business Park/ High-Specs sectors with potential to achieve higher rentals
- Optimal STB/MTB ratio creates flexibility to ride on real estate cycle uptrends
- Active lease management to secure value-added “tenants of tomorrow”

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

- Wider product suite for tenants and leasing
- Clustering and moving towards self-management of properties
- Bulk tendering of property services



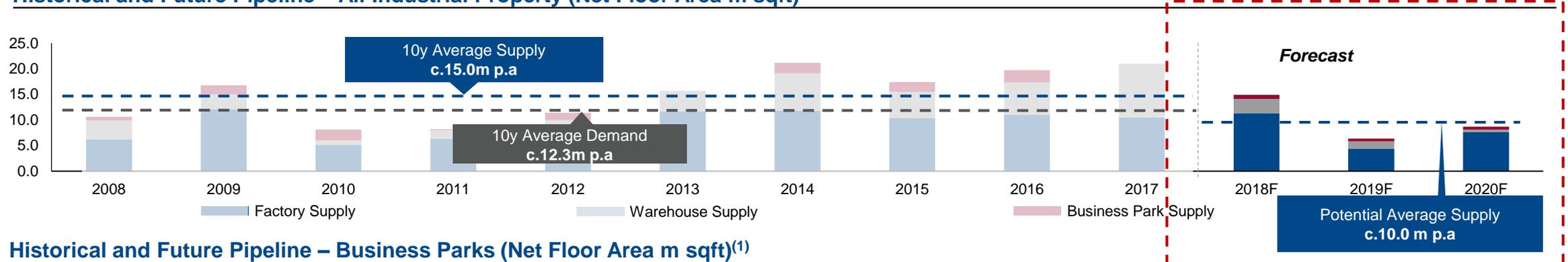
3 AEs to Unlock Value

- Up to 7 properties identified for AEI over next 3 years
- c.1m sq ft of unutilised plot ratio identified

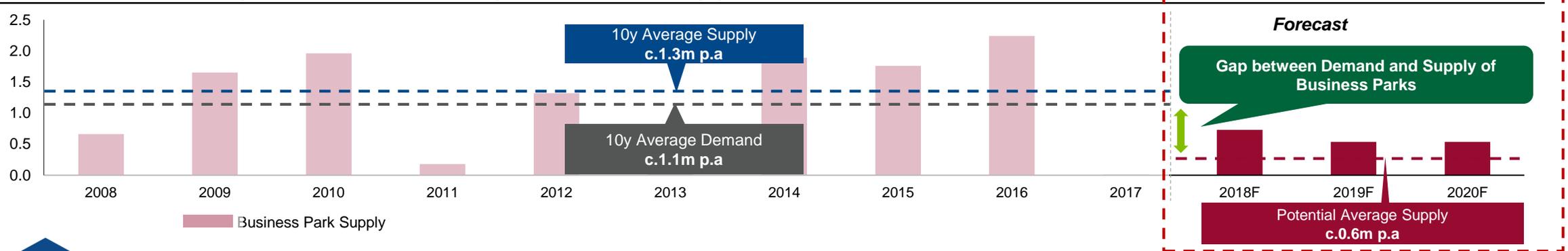
1A Favourable Demand-Supply Dynamics

- Industrial market supply outlook over the next 3 years forecasted to be much lower than the 10-year average supply and demand
- In particular, Business Park sector's potential supply (c.0.6m p.a over the next 3 years) is half of the 10-year average supply (c.1.3m p.a) and demand (c.1.1m p.a)
 - Business Park/High-Specs sector constitutes c.45% of ESR-REIT's portfolio

Historical and Future Pipeline – All Industrial Property (Net Floor Area m sqft)⁽¹⁾



Historical and Future Pipeline – Business Parks (Net Floor Area m sqft)⁽¹⁾

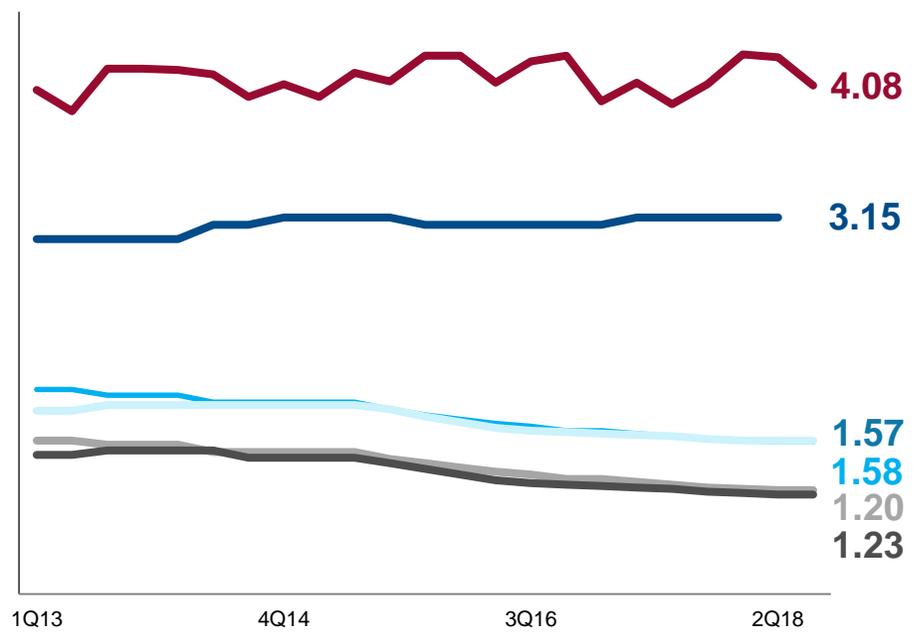


1B

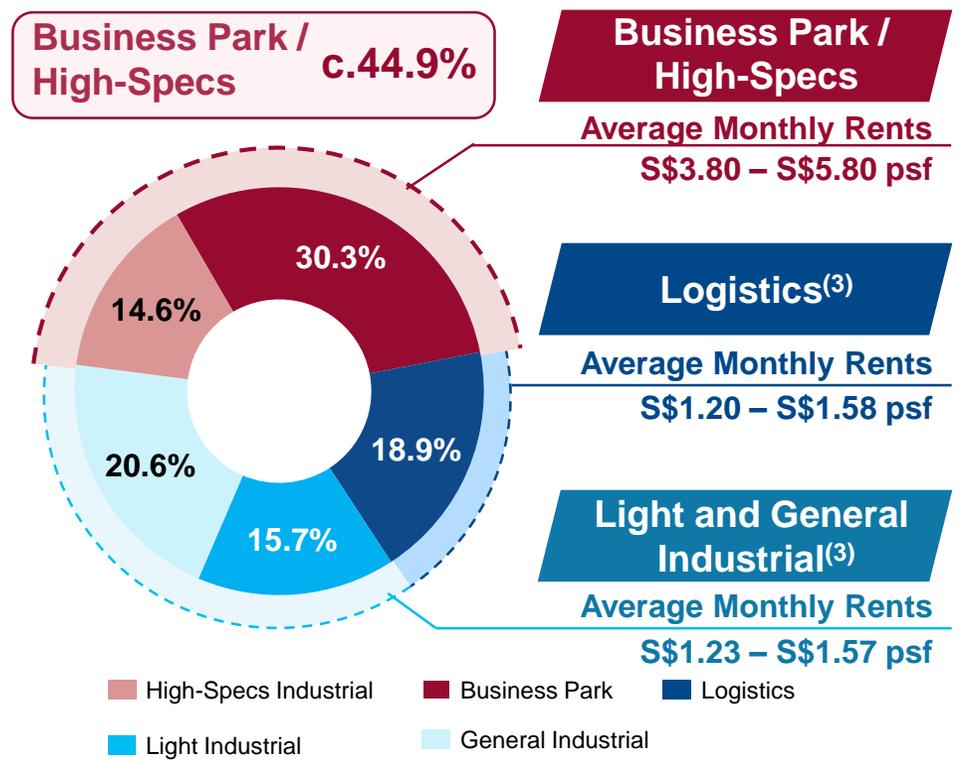
In Sub-Sectors with Potential to Achieve Higher Rentals

- **c.45% of properties in Business Parks/High-Specs Sector** which has higher average rents
 - Favourable demand-supply dynamics amplify potential to achieve higher rentals
- **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)⁽¹⁾



Asset Class Breakdown by Valuation⁽²⁾



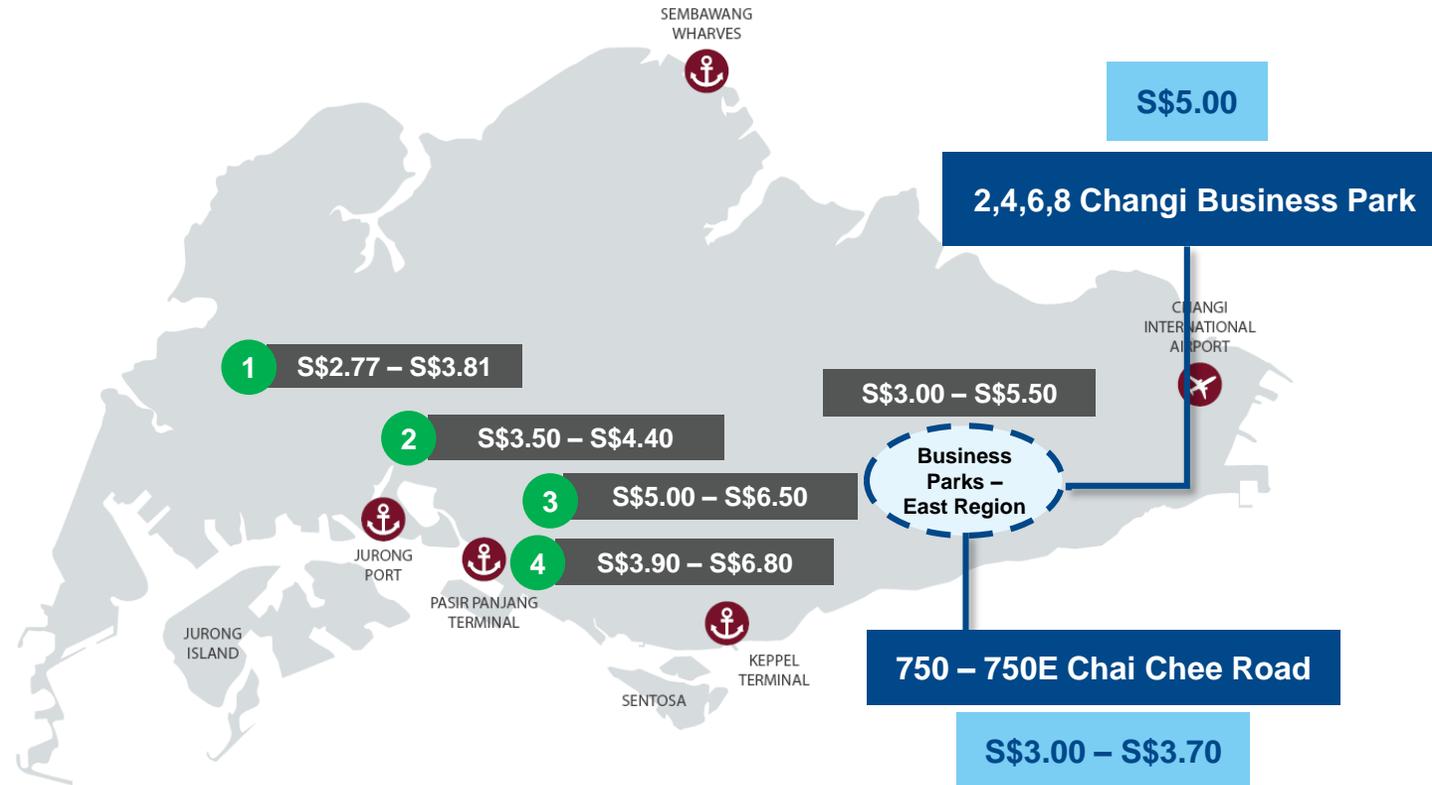
Notes: (1) Based on 3Q2018 data from CBRE and JTC. (2) Based on the portfolio valuation of ESR-REIT and VT as at 31 Mar 2018 and 15 Greenwich Drive as at 9 Apr 2018. (3) Logistics based on "Warehouse (Ground Floor)" and "Warehouse (Upper Floor)", while Light and General Industrial is based on "Factory (Ground Floor)" and "Factory (Upper Floor)" as defined by JTC.

ESR-REIT Business Parks Poised to Ride on Potential Upside

- Rents for Rest of Island submarket grew 1.3% q-o-q in 3Q2018⁽¹⁾
 - ESR-REIT Business Park rents are well-positioned to ride on potential demand and rental upside

Asking Rents Across Key Business Parks in Singapore (S\$ / sq ft / month)⁽²⁾

- 1 Cleantech Park
- 2 International Business Park
- 3 One North
- 4 Science Park

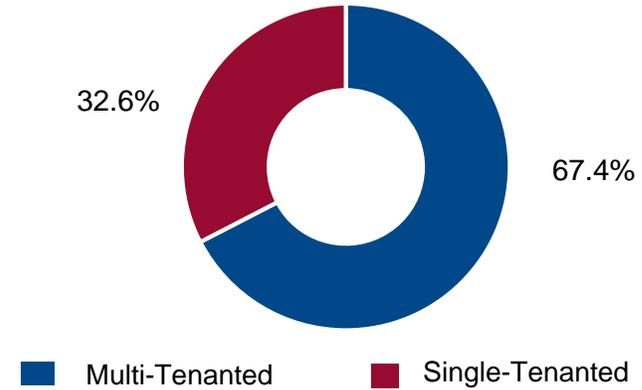


1C

Higher Proportion of MTB vs STB Provides Flexibility

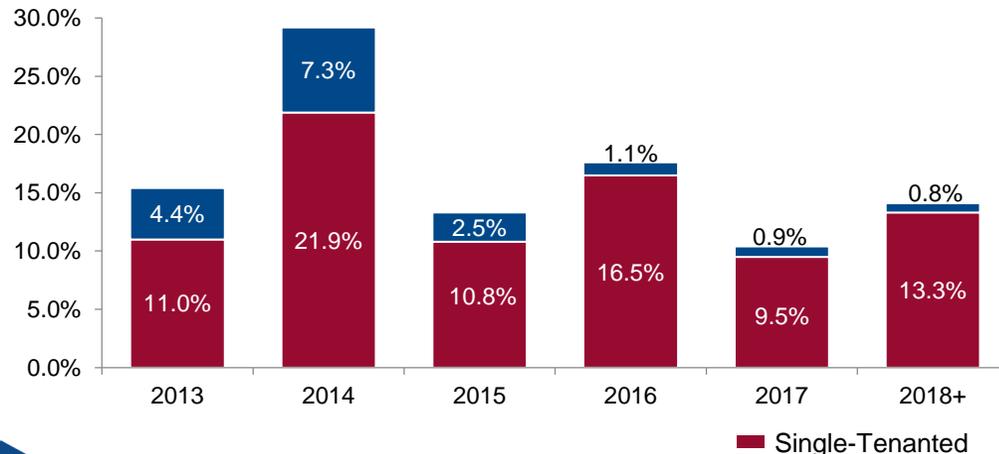
- ESR-REIT has embarked on a STB to MTB conversion strategy since 2012, which is near completion
- Currently, the portfolio's near optimal proportion of MTB vs STB provides flexibility to capture rental upside in an increasingly stabilised market

Near Optimal Proportion of MTB vs STB⁽¹⁾ (by Rental Income)

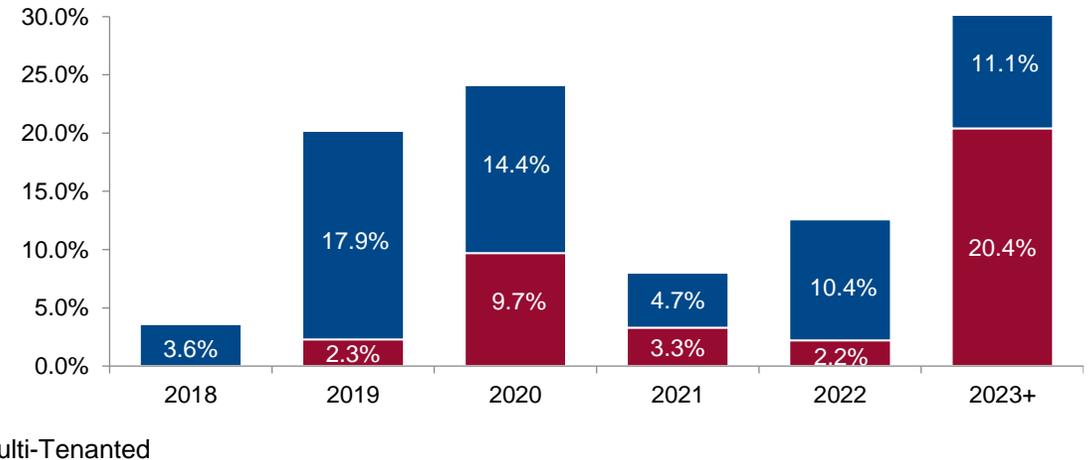


WALE by Rental Income

As at 31 Dec 2012



As at 30 Sep 2018



1D Active Leasing Strategy to Attract Value-Added Tenants

- In 3Q2018, ESR-REIT secured 2 new master leases
- Keito Engineering & Construction (21B Senoko Loop)
 - Provider of integrated manpower, logistics, and accommodation needs for the building and construction industry
- Virogreen (31 Tuas Avenue 11)
 - Specialises in certified E-Waste recycling, computer recycling, data destruction services



| | |
|--------------------------------|--|
| Gross Floor Area | 195,823 square feet |
| Asset Class | General Industrial |
| Tenant | Keito Engineering & Construction Pte. Ltd. |
| Lease Term | 3 years (commencing Oct 2018) |
| Valuation⁽²⁾ | S\$26.5 million |

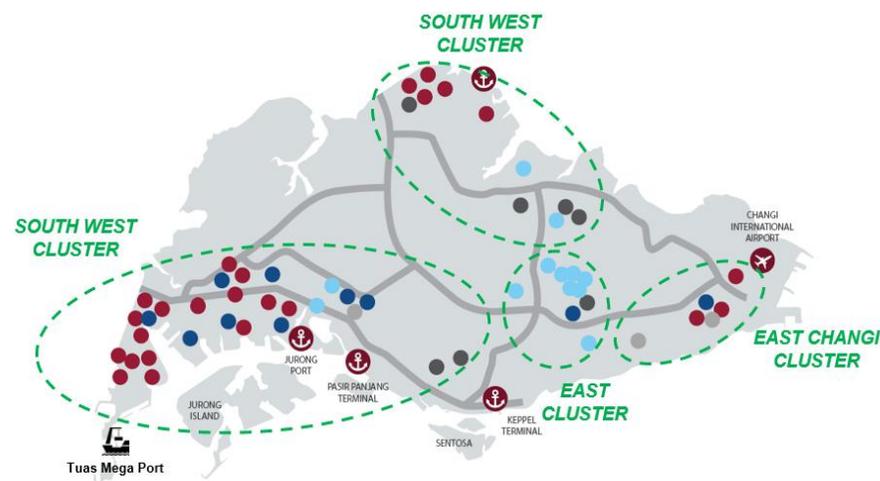


| | |
|--------------------------------|-----------------------------------|
| Gross Floor Area | 75,579 square feet |
| Asset Class | General Industrial ⁽¹⁾ |
| Tenant | Virogreen (Singapore) Pte Ltd |
| Lease Term | 5 years (commencing Sep 2018) |
| Valuation⁽²⁾ | S\$12.2 million |

2 Operational Synergies and Economies of Scale

A Clustering of Property Management Services

- Clustering of assets by region for better on-site management
- Move towards self-management of properties
- Third-party Integrated Facility Management contracts at selected properties will not be renewed



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

3

Flexibility to Optimize Assets Through AEIs

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

- Includes c.1 million⁽¹⁾ 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

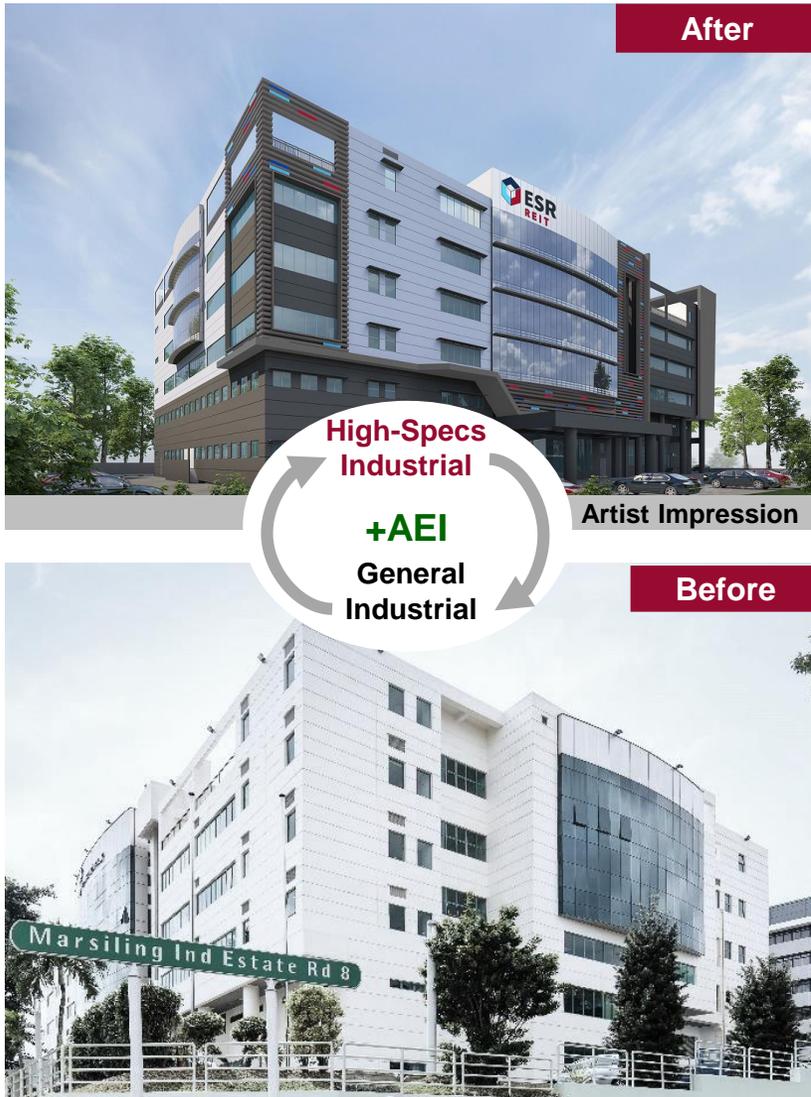


30 Marsiling Industrial Estate Road 8

- AEI works currently c.80% complete
- Upgrading of the asset to a High-Specs industrial building
- Estimated completion 1Q2019

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

c.80% complete



- ✓ AEI facilitates conversion of asset from a General Industrial to a High-Specs Industrial property
- ✓ Addition of two good quality tenants⁽¹⁾ 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

| | |
|------------------------------|-----------------|
| Valuation ⁽²⁾ | S\$36.6 million |
| Estimated Cost | c.S\$12.0 m |
| Estimated Project Completion | 1Q2019 |



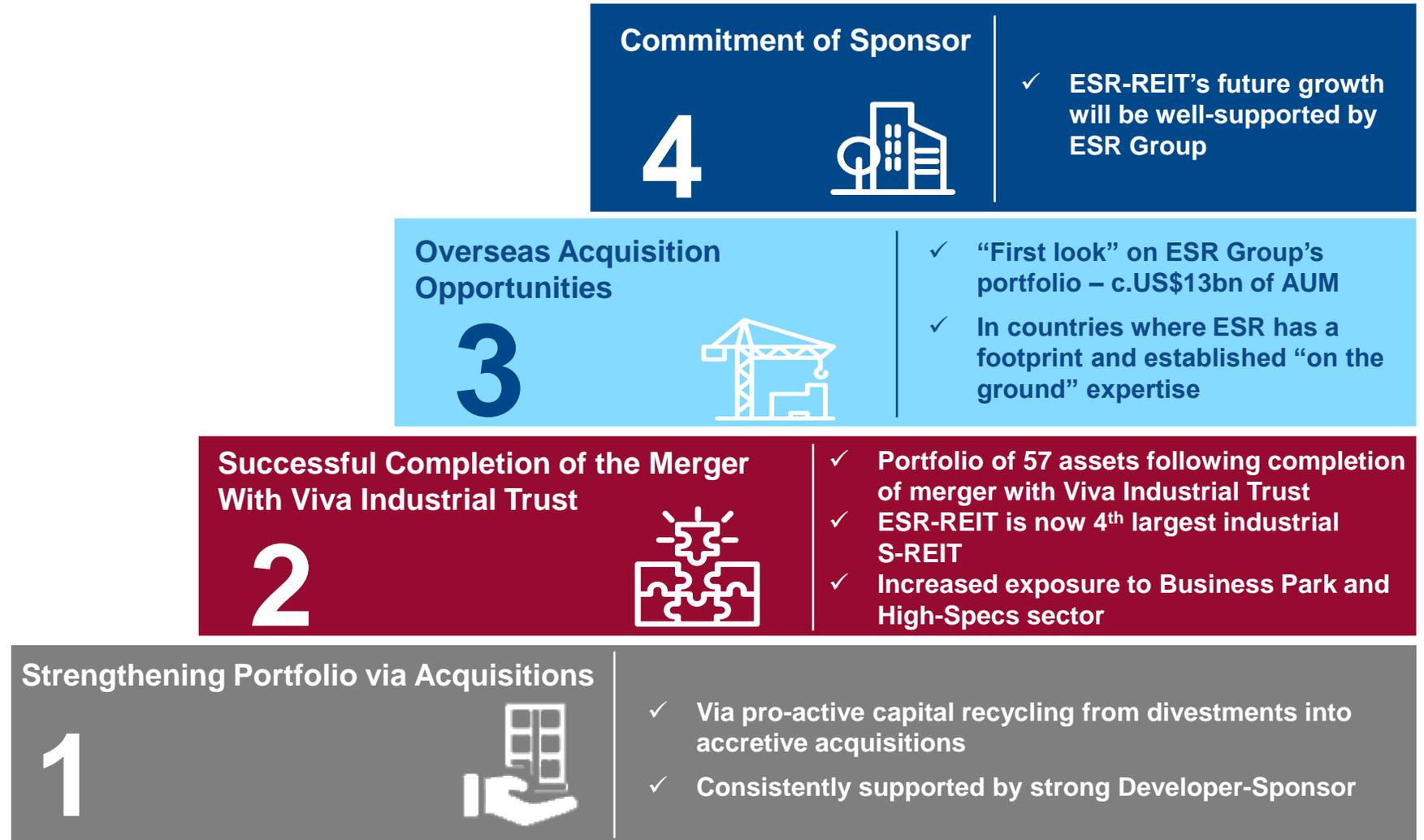
Acquisition Growth

Top: 7000 Ang Mo Kio Avenue 5

Bottom: 750-750E Chai Chee Road

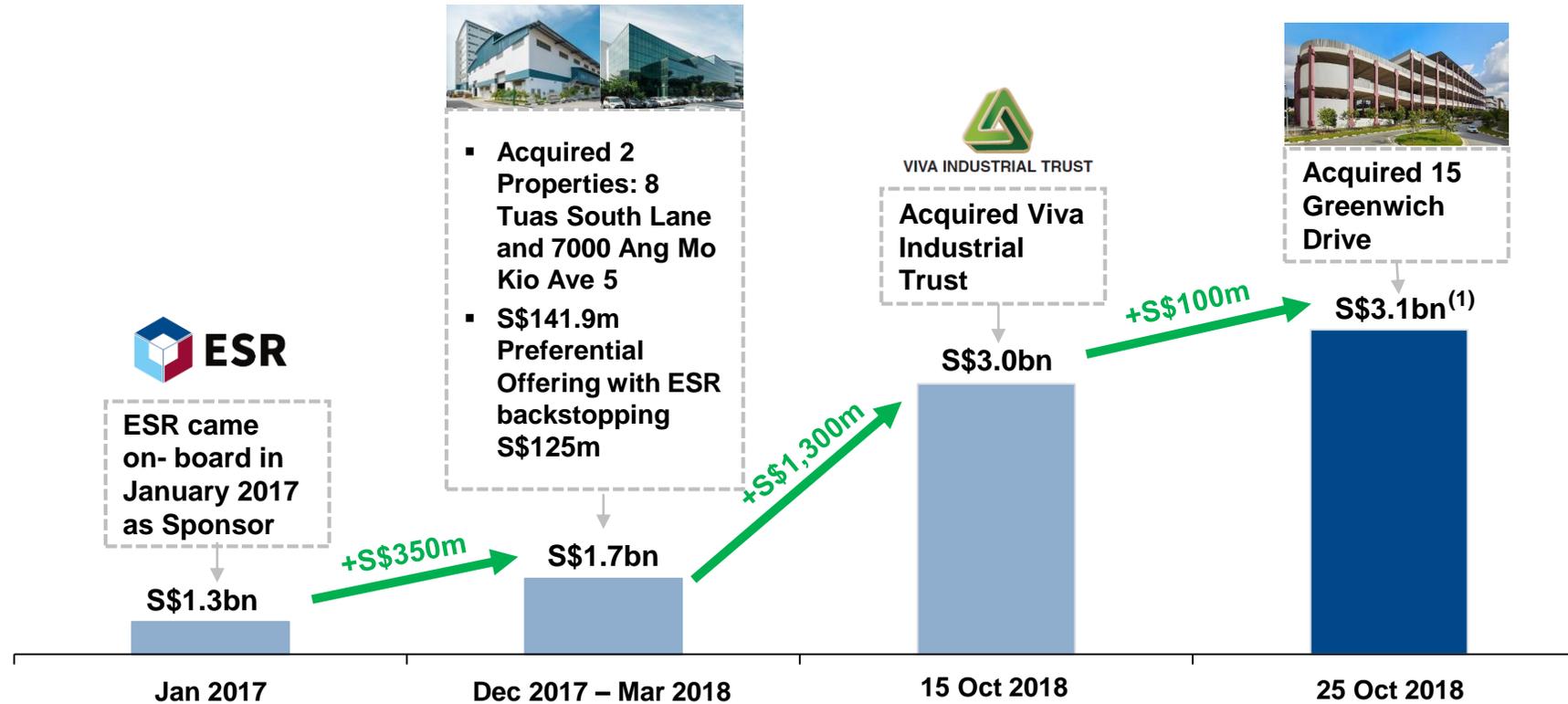


Acquisition Growth Strategies



1 Strengthened Portfolio via Acquisitions

- ESR-REIT's portfolio has grown by >130% since ESR came on-board in January 2017 as REIT Sponsor
- Growth has been consistently supported by strong Developer-Sponsor



Sponsor is aligned with Unitholder's interest and continues its commitment to support the REIT's growth

Via Capital Recycling into Accretive Acquisitions

ESR-REIT engaged a pro-active strategy to divest 4 non-core assets at above valuation, and re-directed proceeds to fund 3 accretive acquisitions, improving portfolio returns

Divestments

- Lower-yielding non-core assets
- Each asset <S\$25m in size

Acquisitions

- Higher-yielding value-adding assets
- Scalable with long-term growth prospects



8 Tuas South Lane



8.5%
Proforma DPU
Accretion⁽¹⁾

Purchase Consideration S\$106.1 million
(c.8% below valuation)⁽¹⁾

Lease Term 15 years for majority of
the space, with built-in
rental escalations

7000 Ang Mo Kio Avenue 5



2.9%
Proforma DPU
Accretion⁽³⁾

Purchase Consideration S\$240.0 million⁽²⁾ (80% interest)

Independent Valuation S\$303.0 million (100% basis)

Committed Occupancy 91.9% (as at 1 December 2017)

Number of Tenants 8 (as at 1 December 2017)

WALE by Rental Income 5.5 years

15 Greenwich Drive



4.1%
Proforma DPU
Accretion⁽⁵⁾

Purchase Price S\$95.8 million⁽⁴⁾

Occupancy 100.0%

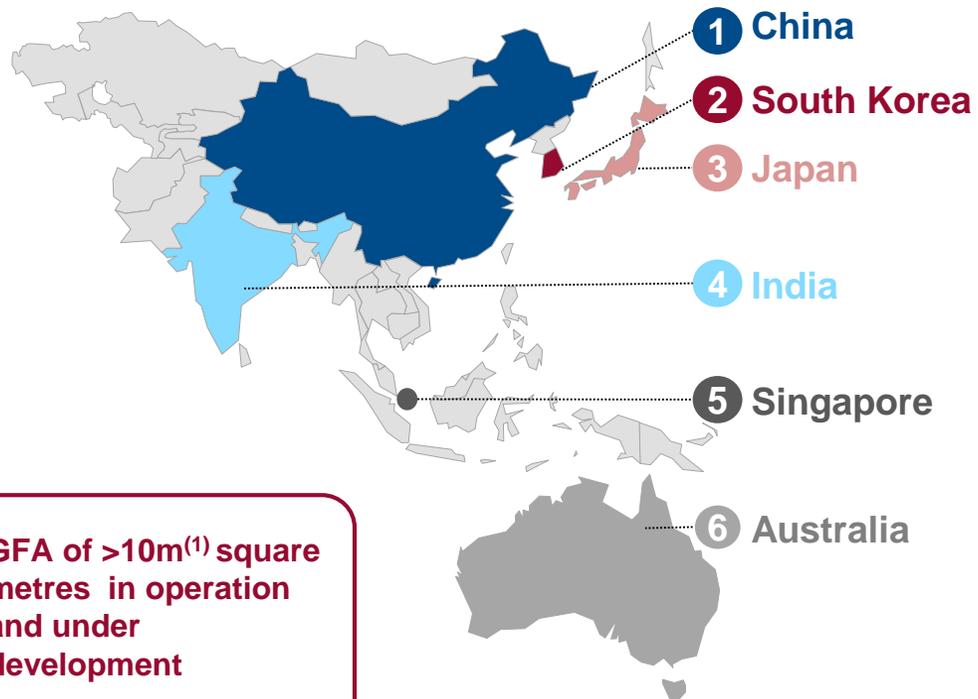
- ESR-REIT completed the merger with Viva Industrial Trust in October 2018, and currently has total assets of **\$3.1 billion⁽¹⁾** with 57 properties
- Transaction has propelled the REIT to be the 4th largest industrial S-REIT and increased our exposure in the Business Park/High-Specs sectors



Focus will be on integration of the portfolios to extract synergies

- ESR-REIT has “first look” on ESR Group’s portfolio of assets - approximately US\$13bn of AUM
- REIT’s overseas exposure will be in countries where ESR has a footprint and established “on the ground” expertise

ESR Group’s Regional Presence



- GFA of >10m⁽¹⁾ square metres in operation and under development
- AUM of c.US\$13bn

Selected properties from ESR’s regional portfolio



China



South Korea



Japan

4

ESR-REIT Future Growth Well-Supported by ESR Group⁽¹⁾



- A leading Pan-Asian logistics real estate developer, operator and fund manager focusing on 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

Selected Equity Investors

Selected Fund Level Investors

ESR
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**



Notes: Information above as of 30 Jun 2018.
 (1) ESR Cayman Limited and its subsidiaries.



Capital Management



Top: 7000 Ang Mo Kio Avenue 5

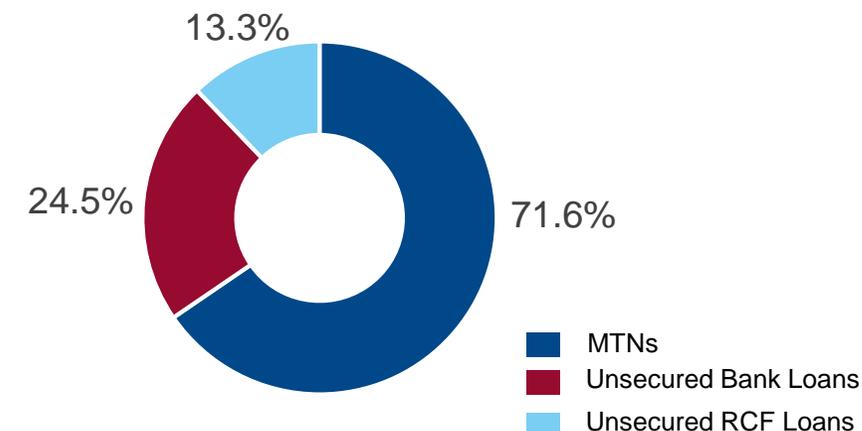
Bottom: 750-750E Chai Chee Road

Key Capital Management Indicators

| | As at 30 Sep 2018 | As at 30 Jun 2018 |
|--|---------------------|---------------------|
| Total Gross Debt (S\$ million) | 510.0 | 513.0 |
| Debt to Total Assets (%) | 30.3 | 30.5 |
| Weighted Average All-in Cost of Debt (%) p.a. | 3.76 | 3.75 |
| Weighted Average Debt Expiry (years) | 2.2 ⁽¹⁾ | 2.4 ⁽¹⁾ |
| Interest Coverage Ratio (times) | 4.1 | 4.4 |
| Interest Rate Exposure Fixed (%) | 91.2 ⁽²⁾ | 90.6 ⁽²⁾ |
| Proportion of Unencumbered Investment Properties (%) | 100 | 100 |
| Undrawn Available Committed Facilities (S\$ million) | 205.0 | 202.0 |

Breakdown of Debt (as at 30 Sep 2018)

Total Debt: S\$510.0m

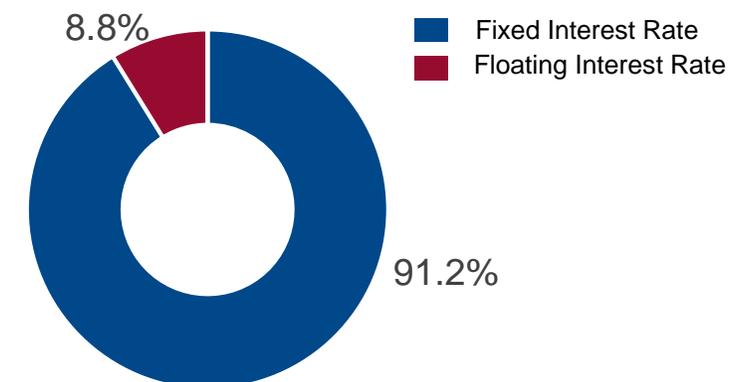


Proportion of Unencumbered Investment Properties

Portfolio is 100% unencumbered



Interest Rate Exposure Fixed (%)



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\$125m; with resultant being 176% 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\$100m Committed
Unsecured Loan Facility



Oct 2018

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



Oct 2018

Key Financials Snapshot



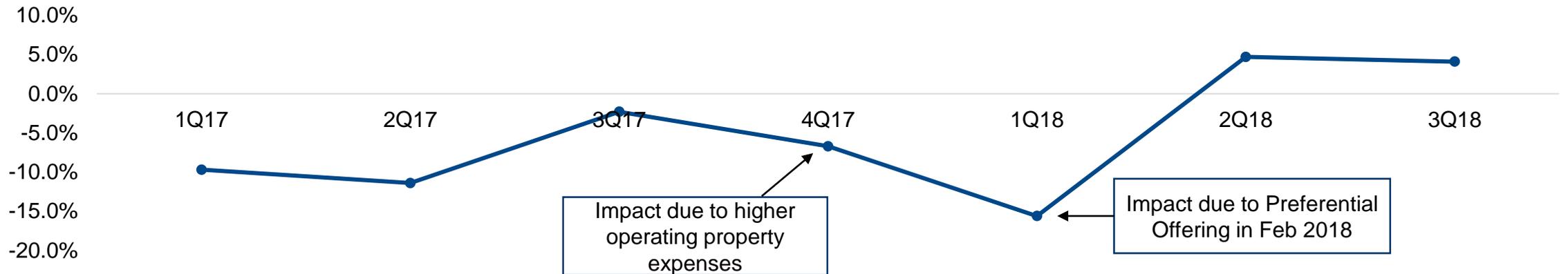
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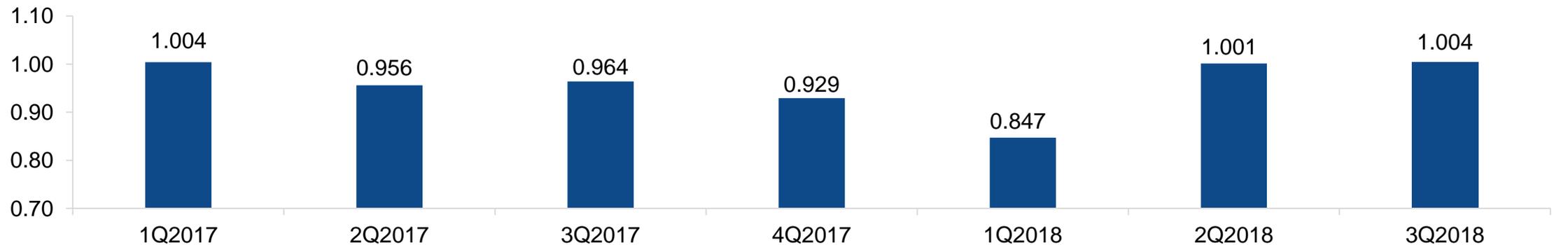
Increasingly Stable Distributions

Increasingly stable distributions in line with effective execution of ESR-REIT's strategy

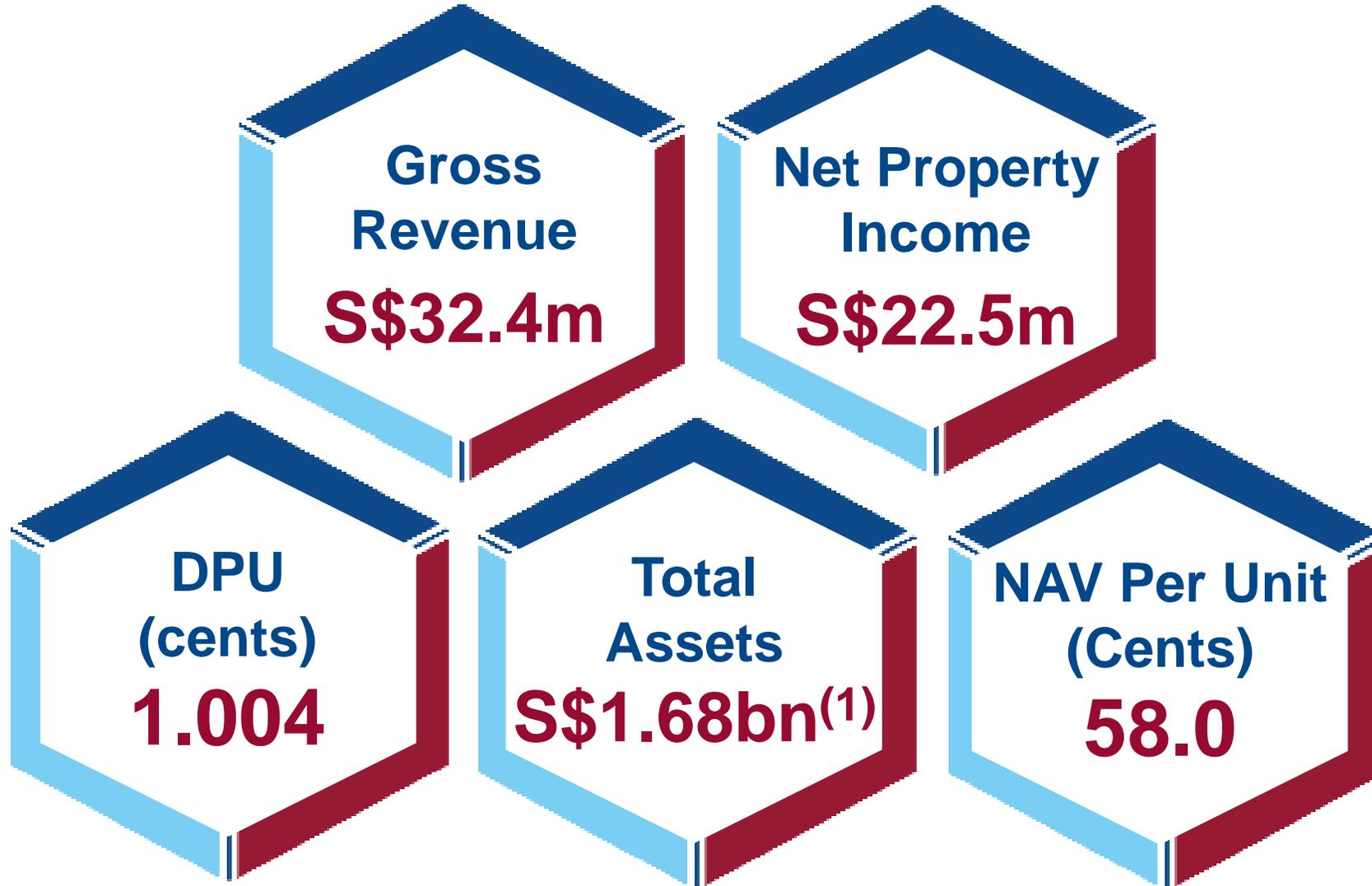
Quarterly Distribution Per Unit Growth (%)



Quarterly Distribution Per Unit (cents)



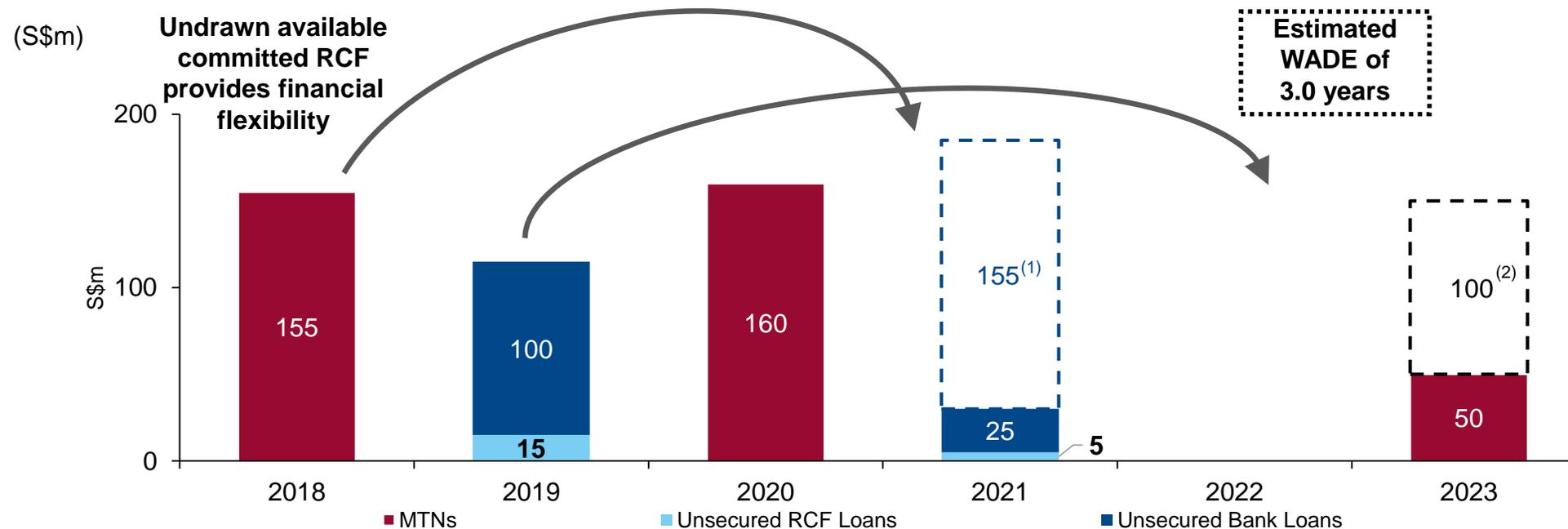
3Q2018 At A Glance



Balanced Debt Maturity Profile

- **S\$155m bond expiry in November 2018**
 - Undrawn available committed RCF of S\$205.0m provides financial flexibility
- **Loan facility obtained to refinance outstanding loan expiring in 2019**

Debt Maturity Profile (as at 30 Sep 2018)



| % of Debt Expiring | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------------|-------|-------|-------|------|------|------|
| | 30.4% | 22.5% | 31.4% | 5.9% | 0% | 9.8% |



Note:

- (1) Assuming the S\$155.0m bond is refinanced by the existing undrawn RCF, Weighted Average Debt Expiry is estimated to increase to 3.0 years.
- (2) Assumes the maturing loan facility is extended based on the loan facility pending for utilisation to refinance the outstanding loan.

Why ESR-REIT



Top: 7000 Ang Mo Kio Avenue 5

Bottom: 750-750E Chai Chee Road

Why Invest in ESR-REIT



1 Attractive Distribution Yield of 7.5%⁽¹⁾

- Effective execution of strategy has created stable and recurring stream of distributions for Unitholders



2 Backed by Strong Developer Sponsor ESR Group

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



3

Resilient and Diversified Portfolio

- Majority of portfolio comprises business parks and high-specs properties, sectors that are in demand and with potential to achieve higher rents due to favourable supply and demand dynamics over the next 3 years



4

Ample Growth Opportunity, Scalable Platform

- ESR-REIT's merger with Viva Industrial Trust has laid the foundations for a future-forward REIT platform that can accelerate growth and support sustainable returns

Appendix



Top: 7000 Ang Mo Kio Avenue 5

Bottom: 750-750E Chai Chee Road

3Q2018 Financial Results

| | 3Q2018 (S\$ million) | 3Q2017 (S\$ million) | + / (-) (%) |
|---|-------------------------|-------------------------|----------------|
| Gross Revenue ⁽¹⁾⁽³⁾ | 32.4 | 27.1 | 19.4 |
| Net Property Income ⁽²⁾⁽³⁾ | 22.5 | 19.6 | 15.0 |
| Amount Available for Distribution to Unitholders ⁽⁴⁾ | 13.4 | 12.6 | 6.2 |
| Distribution from Other Gains ⁽⁵⁾ | 2.5 | - | n.m. |
| Total Amount Available for Distribution to Unitholders | 15.9 | 12.6 | 26.0 |
| Distribution Per Unit (“DPU”) (cents) for 3Q2018 | 1.004 | 0.964 | 4.1 |

Note:

- (1) Includes straight line rent adjustment of S\$0.4 million (3Q2017: S\$0.2 million).
- (2) Higher Net Property Income (“NPI”) mainly due to full quarter contributions from two acquisitions (8 Tuas South Lane and 7000 Ang Mo Kio Ave 5) in Dec 2017, partially offset by non renewal of leases at 12 Ang Mo Kio St 65, 31 Tuas Ave 11, 54 Serangoon North Ave 5, 4/6 Clementi Loop, 1&2 Changi North St 2 and 3C Toh Guan Road East, lease conversion of 16 Tai Seng Street (2Q2018) and 21B Senoko Loop (1Q2018), 4 property divestments (87 Defu Lane 10, 23 Woodlands Terrace, 55 Ubi Ave 1 and 9 Bukit Batok St 22) since 3Q2017 and 30 Marsiling Industrial Est Road 8 AEI.
- (3) Includes Non-Controlling Interest (“NCI”) of 20% of 7000 Ang Mo Kio Ave 5 in 3Q2018.
- (4) 35% of management fees are payable in units for 3Q2018.
- (5) \$2.5m payout from ex-gratia payments received from SLA in connection to the compulsory acquisition of land from prior years.

YTD3Q2018 Financial Results

| | YTD3Q2018 (S\$ million) | YTD3Q2017 (S\$ million) | +/(%) |
|---|----------------------------|----------------------------|--------------|
| Gross Revenue ⁽¹⁾⁽³⁾ | 98.5 | 82.5 | 19.4 |
| Net Property Income ⁽²⁾⁽³⁾ | 69.8 | 58.5 | 19.2 |
| Amount Available for Distribution to Unitholders ⁽⁴⁾ | 40.9 | 38.2 | 7.1 |
| Distribution from Other Gains ⁽⁵⁾ | 4.3 | - | n.m. |
| Total Amount Available for Distribution to Unitholders | 45.2 | 38.2 | 18.3 |
| Distribution Per Unit (“DPU”) (cents) for YTD3Q2018 | 2.852⁽⁶⁾ | 2.924 | (2.5) |

Note:

(1) Includes straight line rent adjustment of S\$1.1 million (YTD3Q2018: S\$0.6 million).

(2) Higher NPI mainly due to contributions from two acquisitions (8 Tuas South Lane and 7000 Ang Mio Kio Ave 5) acquired in mid December 2017, partially offset by non renewal of leases at 12 Ang Mo Kio St 65, 31 Kian Teck Way, 31 Tuas Ave 11, 54 Serangoon North Ave 5, 3C Toh Guan Road East, 1&2 Changi North St 2, lease conversion of 16 Tai Seng St (2Q2018), 21B Senoko Loop (1Q2018) and 3 Pioneer Sector 3 (3Q2017), 4 property divestments (87 Defu Lane 10, 23 Woodlands Terrace, 55 Ubi Ave 1 and 9 Bukit Batok St 22) since YTD3Q2017 and 30 Marsiling Industrial Est Road 8 AEI.

(3) Includes Non-Controlling Interest (“NCI”) of 20% of 7000 Ang Mo Kio Ave 5 in YTD3Q2018.

(4) Higher distributable income due to better NPI performance of the portfolio as per (2). 35% of management fees are payable in units for 3Q2018.

(5) \$4.3m payout from ex-gratia payments received from SLA in connection to the compulsory acquisition of land from prior years

(6) Lower headline DPU due to the EFR units issued (262.8 million units) in March 2018 and DRP (12.6 million units) since YTD3Q2017.

Balance Sheet Summary

| | As at 30 Sep 2018 (S\$ million) | As at 30 Jun 2018 (S\$ million) |
|--|------------------------------------|------------------------------------|
| Investment Properties ⁽¹⁾ | 1,655.4 | 1,653.8 |
| Other Assets | 25.9 | 28.0 |
| Total Assets | 1,681.3 | 1,681.8 |
| Total Borrowings (net of loan transaction costs) | 508.5 | 511.2 |
| Other Liabilities | 40.8 | 36.5 |
| Non-Controlling Interest | 60.6 | 60.6 |
| Total Liabilities | 609.9 | 608.3 |
| Net Assets Attributable to: | | |
| - Perpetual Securities Holders | 152.8 | 151.1 |
| - Unitholders | 918.6 | 922.4 |
| No. of Units Issued/Issuable (million) | 1,583.7 | 1,583.7 |
| NAV Per Unit (cents) | 58.0 | 58.2 |

Key Portfolio Statistics

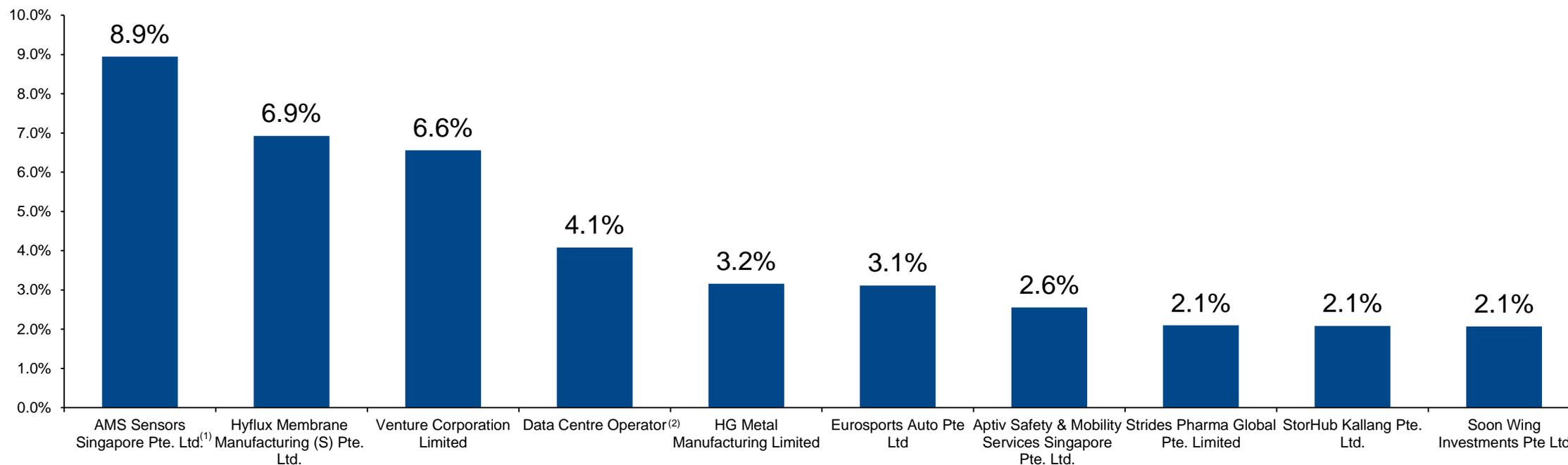
| | As at 30 Sep 2018 | As at 30 Jun 2018 |
|--|----------------------|----------------------|
| Number of Properties | 47 | 47 |
| Valuation (S\$ million) ⁽¹⁾ | 1,652.2 | 1,652.2 |
| GFA (million sq ft) | 9.7 | 9.7 |
| NLA (million sq ft) | 8.8 | 8.8 |
| Weighted Average Lease Expiry (“WALE”) (years) | 4.4 | 4.5 |
| Weighted Average Land Lease Expiry (years) | 32.7 | 33.0 |
| Occupancy (%) | 92.9 | 91.4 |
| Number of Tenants | 184 | 197 |
| Security Deposit (months) | 6.6 | 6.8 |

Quality and Diversified Tenant Base

Top 10 Tenants Account for 41.7% of Rental Income

Top 10 Tenants (by Rental Income)

(as at 30 Sep 2018)



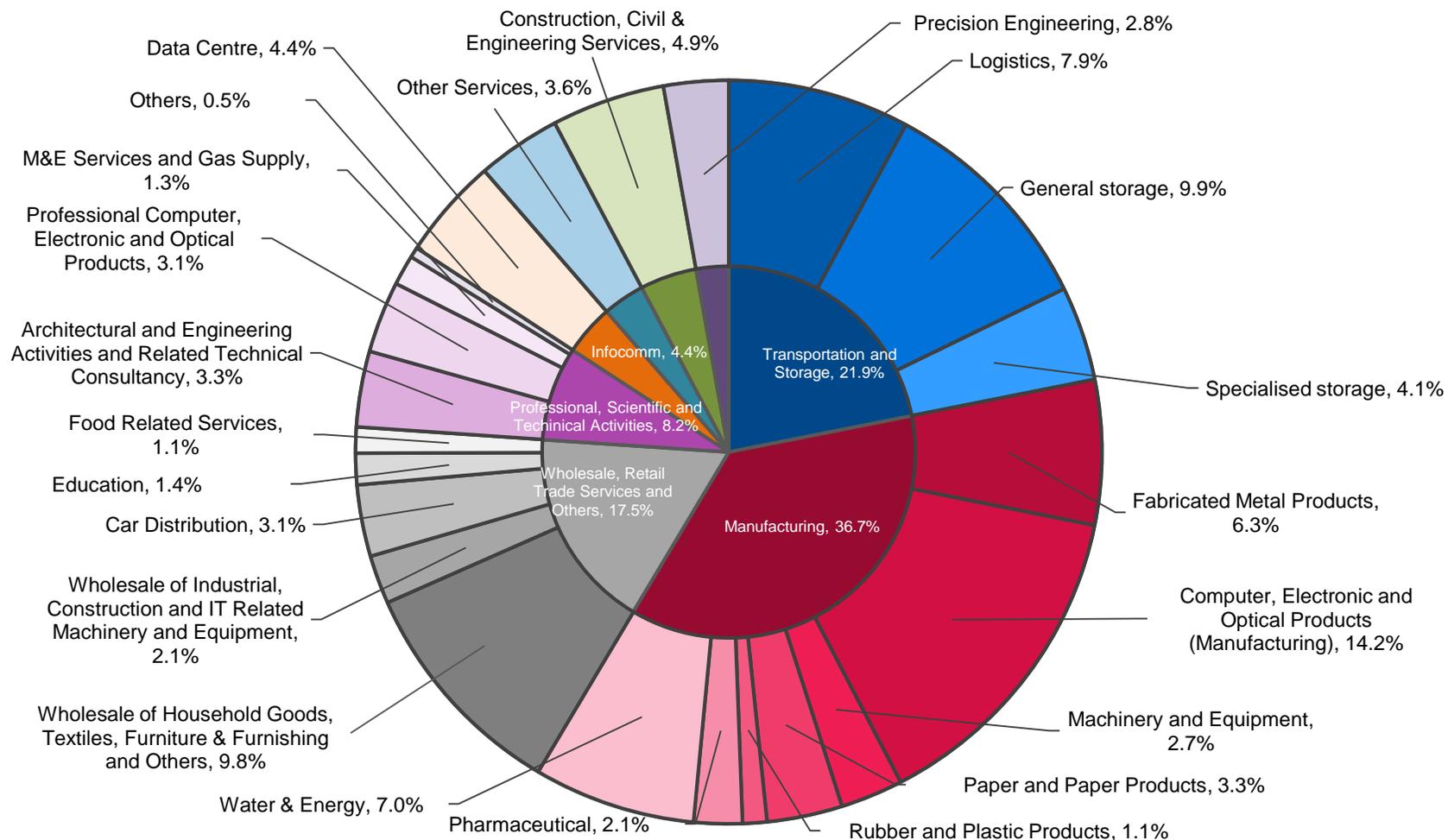
Note:

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

Diversified Tenant Base and Trade Sectors

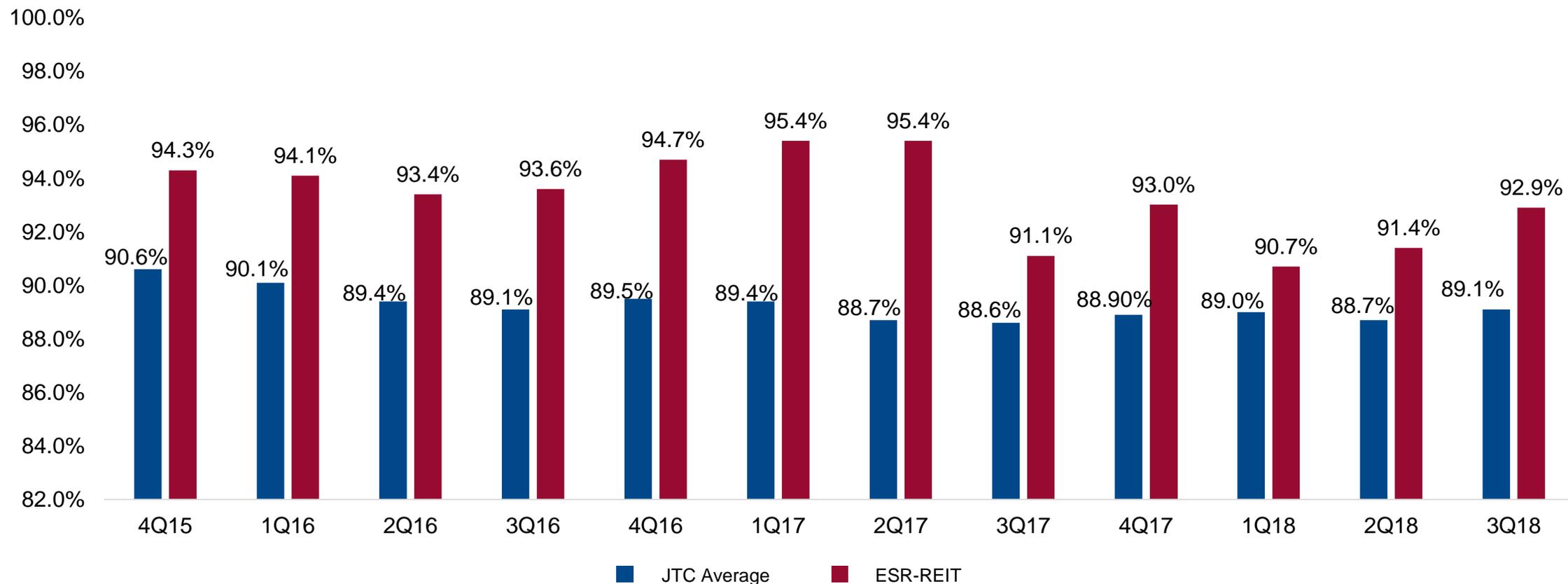
No individual trade sector accounts for more than 14.2% of ESR-REIT's Rental Income

Breakdown by Trade Sectors (by Rental Income) (as at 30 Sep 2018)



Healthy Occupancy Consistently Above JTC Average

Portfolio Occupancy (As at 30 Sep 2018)



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