2Q & 1H FY2015/16 Financial Results

19 October 2015

Disclaimer

This Presentation is focused on comparing results for the three months ended 30 Sep 2015 versus results achieved in the three months ended 30 Sep 2014 and versus results achieved in the previous quarter ended 30 Jun 2015. This shall be read in conjunction with Mapletree Logistics Trust's financial results for the three months ended 30 Sep 2015 in the SGXNET announcement.

This presentation is for information purposes only and does not constitute an invitation or offer to acquire, purchase or subscribe for units in Mapletree Logistics Trust ("MLT", and units in MLT, "Units"), nor should it or any part of it form the basis of, or be relied upon in any connection with, any contract or commitment whatsoever. The value of Units and the income derived from them may fall as well as rise. Units are not obligations of, deposits in, or guaranteed by, the Manager or any of its affiliates. An investment in Units is subject to investment risks, including the possible loss of the principal amount invested. Investors have no right to request the Manager to redeem their Units while the Units are listed. It is intended that Unitholders may only deal in their Units through trading on the SGX-ST. Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units. The past performance of the Units and Mapletree Logistics Trust Management Ltd. (the "Manager") is not indicative of the future performance of MLT and the Manager. Predictions, projections or forecasts of the economy or economic trends of the markets which are targeted by MLT are not necessarily indicative of the future or likely performance of MLT.

This presentation may also contain forward-looking statements that involve 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 property rental income, changes in operating expenses, including employee wages, benefits and training, property expenses and governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. You are cautioned not to place undue reliance on these forward looking statements, which are based on current view of management on future events.

Agenda

- **Key Highlights**
- **Financial Review**
- **Capital Management**
- **Investment Review**
- **Operations Review**
- **Outlook**

Key Highlights

Key Highlights

- **2Q FY15/16 amount distributable to Unitholders of S$46.2m and DPU of 1.86 cents**
  - Financial performance underpinned by contributions from acquisitions and organic growth from existing properties
  - Overall performance continued to be impacted by conversions of single-user assets (“SUAs”) to multi-tenanted buildings (“MTBs”) in Singapore, although this was partially offset by progressive leasing up of vacant space at some properties converted to MTBs previously

- **Portfolio rejuvenation strategy**
  - Selective divestments of low yielding, older assets with limited redevelopment potential
  - Capital released will be channelled into investments of modern, higher yielding assets
  - Completed divestment of 134 Joo Seng for S$13.5m
  - Announced divestment of 20 Tampines Street 92 for S$20m

- **Portfolio rebalancing with 3 accretive acquisitions of quality, well-located warehouses (~S$295m) in 1H FY15/16**
  - Dakonet Logistics Centre in South Korea (~S$21m)
  - Mapletree Logistics Park Bac Ninh Phase 1 in Vietnam (~S$21m)
  - Coles Chilled Distribution Centre in Sydney (~S$253m)

Key Highlights

- **Successfully renewed/replaced the majority of leases due for expiry in FY15/16, with a balance of ~5.4% of leases (by NLA) to be renewed in 2H**

- **Healthy portfolio metrics**
  - Portfolio occupancy improved to 96.9%, from 96.6% in the previous quarter
  - Weighted average lease expiry (by NLA) increased to 4.8 years, from 4.1 years in the previous quarter

- **Prudent capital management**
  - Over 85% of income stream for FY15/16 has been hedged/is derived in SGD
  - Approximately 81% of total debt is hedged or drawn in fixed rates

Financial Review

2Q FY15/16 vs. 2Q FY14/15 (Year-on-Year)

S$'000	2Q FY15/16[1] 3 mths ended 30 Sep 2015	2Q FY14/15[2] 3 mths ended 30 Sep 2014	Y-o-Y change
Gross Revenue	87,462	81,513	7% ↑
Property Expenses	(14,507)	(12,851)	13% ↑
Net Property Income ("NPI")	72,955	68,662	6% ↑
Borrowing Costs	(10,486)	(8,013)	31% ↑
Amount Distributable To Unitholders	46,152	46,274[3]	(0.3%) ↓
Available DPU (cents)	1.86	1.88	(1%) ↓

1) 2Q FY15/16 started with 118 properties and ended with 119 properties.
2) 2Q FY14/15 started with 112 properties and ended with 113 properties.
3) This includes partial distribution of the gain from the divestment of 30 Woodlands Loop distributed over 8 quarters (from 1Q FY13/14 to 4Q FY14/15), amounting to S$620,000 in amount distributable or approximately 0.025 cents DPU per quarter.

- Revenue growth mainly due to:
  - contributions from acquisitions in FY14/15 & FY15/16
  - higher revenue from existing assets in HK & SG
  - higher translated revenue from a stronger HKD
- Revenue growth partly offset by:
  - lower occupancy at several recently converted MTBs in SG
  - lower revenue from 76 Pioneer Road (undergoing redevelopment)
  - impact of weaker JPY and MYR
- Substantially hedged income streams mitigated impact of currency movements on distribution
- Higher property expenses mainly due to enlarged portfolio and SUA to MTB conversions
- Borrowing costs increased mainly due to incremental borrowings to fund acquisitions and capex

1H FY15/16 vs. 1H FY14/15 (Year-on-Year)

S$'000	1H FY15/16[1] 6 mths ended 30 Sep 2015	1H FY14/15[2] 6 mths ended 30 Sep 2014	Y-o-Y change
Gross Revenue	172,526	162,511	6% ↑
Property Expenses	(28,438)	(24,883)	14% ↑
Net Property Income ("NPI")	144,088	137,628	5% ↑
Borrowing Costs	(19,675)	(15,744)	25% ↑
Amount Distributable To Unitholders	91,999	92,863[3]	(1%) ↓
Available DPU (cents)	3.71	3.78[3]	(2%) ↓

1) 1H FY15/16 started with 117 properties and ended with 119 properties.
2) 1H FY14/15 started with 111 properties and ended with 113 properties.
3) This includes partial distribution of the gain from the divestment of 30 Woodlands Loop distributed over 8 quarters (from 1Q FY13/14 to 4Q FY14/15), amounting to S$620,000 in amount distributable or approximately 0.025 cents DPU per quarter.

- Revenue growth mainly due to:
  - contributions from acquisitions in FY14/15 & FY15/16
  - higher revenue from existing assets in HK & SG
  - higher translated revenue from a stronger HKD
- Revenue growth partly offset by:
  - lower occupancy at several recently converted MTBs in SG
  - absence of revenue from 5B Toh Guan Road East and 76 Pioneer Road (undergoing redevelopment)
  - impact of weaker JPY and MYR
- Substantially hedged income streams mitigated impact of currency movements on distribution
- Higher property expenses mainly due to enlarged portfolio and SUA to MTB conversions
- Borrowing costs increased mainly due to incremental borrowings to fund acquisitions and capex

2Q FY15/16 vs. 1Q FY15/16 (Quarter-on-Quarter)

S$'000	2Q FY15/16[1] 3 mths ended 30 Sep 2015	1Q FY15/16[2] 3 mths ended 30 Jun 2015	Q-o-Q change
Gross Revenue	87,462	85,064	3% ↑
Property Expenses	(14,507)	(13,931)	4% ↑
Net Property Income ("NPI")	72,955	71,133	3% ↑
Borrowing Costs	(10,486)	(9,189)	14% ↑
Amount Distributable to Unitholders	46,152	45,847	1% ↑
Available DPU (cents)	1.86	1.85	1% ↑

1) 2Q FY15/16 started with 118 properties and ended with 119 properties.
2) 1Q FY15/16 started with 117 properties and ended with 118 properties.

- Revenue growth mainly due to:
  - contributions from acquisitions in FY15/16
  - higher revenue from existing assets in HK
  - higher translated revenue from a stronger HKD
- Revenue growth partly offset by lower occupancy at several converted MTBs in SG
- Higher property expenses mainly due to:
  - higher operation and maintenance expenses
  - SUA to MTB conversions
  - enlarged portfolio
- Borrowing costs increased mainly due to incremental borrowings to fund acquisitions

Healthy Balance Sheet

S$'000	As at 30 Sep 2015	As at 30 Jun 2015
Investment Properties	4,980,888	4,566,486
Total Assets	5,141,715	4,738,717
Total Liabilities	2,268,162	1,883,550
Net Assets Attributable to Unitholders	2,523,567	2,500,451
NAV Per Unit	S$1.02[1]	S$1.01[2]

1) Includes net derivative financial instruments, at fair value, liability of S$4.5 million. Excluding this, the NAV per unit remains unchanged at S$1.02.
2) Includes net derivative financial instruments, at fair value, liability of S$2.2 million. Excluding this, the NAV per unit remains unchanged at S$1.01.

mapletree logistics

2Q FY15/16 Distribution

Distribution Details	
SGX Stock Code	M44U
Distribution Period	1 Jul 2015 - 30 Sep 2015
Distribution Amount	1.86 cents per unit

Distribution Timetable	
Last day of trading on "cum" basis	22 Oct 2015, 5:00 pm
Ex-Date	23 Oct 2015, 9:00 am
Books Closure Date	27 Oct 2015, 5:00 pm
Distribution Payment Date	27 Nov 2015
Credit of new Units to Unitholders' securities accounts	27 Nov 2015

Capital Management

Prudent Capital Management

	As at 30 Sep 2015	As at 30 Jun 2015
Total Debt (S$ million)	1,986	1,620
Aggregate Leverage Ratio	38.8%	34.4%
Weighted Average Annualised Interest Rate (%)	2.3	2.2
Average Debt Duration (years)	3.4	3.4
Interest Cover Ratio (times)[1]	6.8	7.2
MLT Credit Rating by Moody's	Baa1 with stable outlook	Baa1 with stable outlook

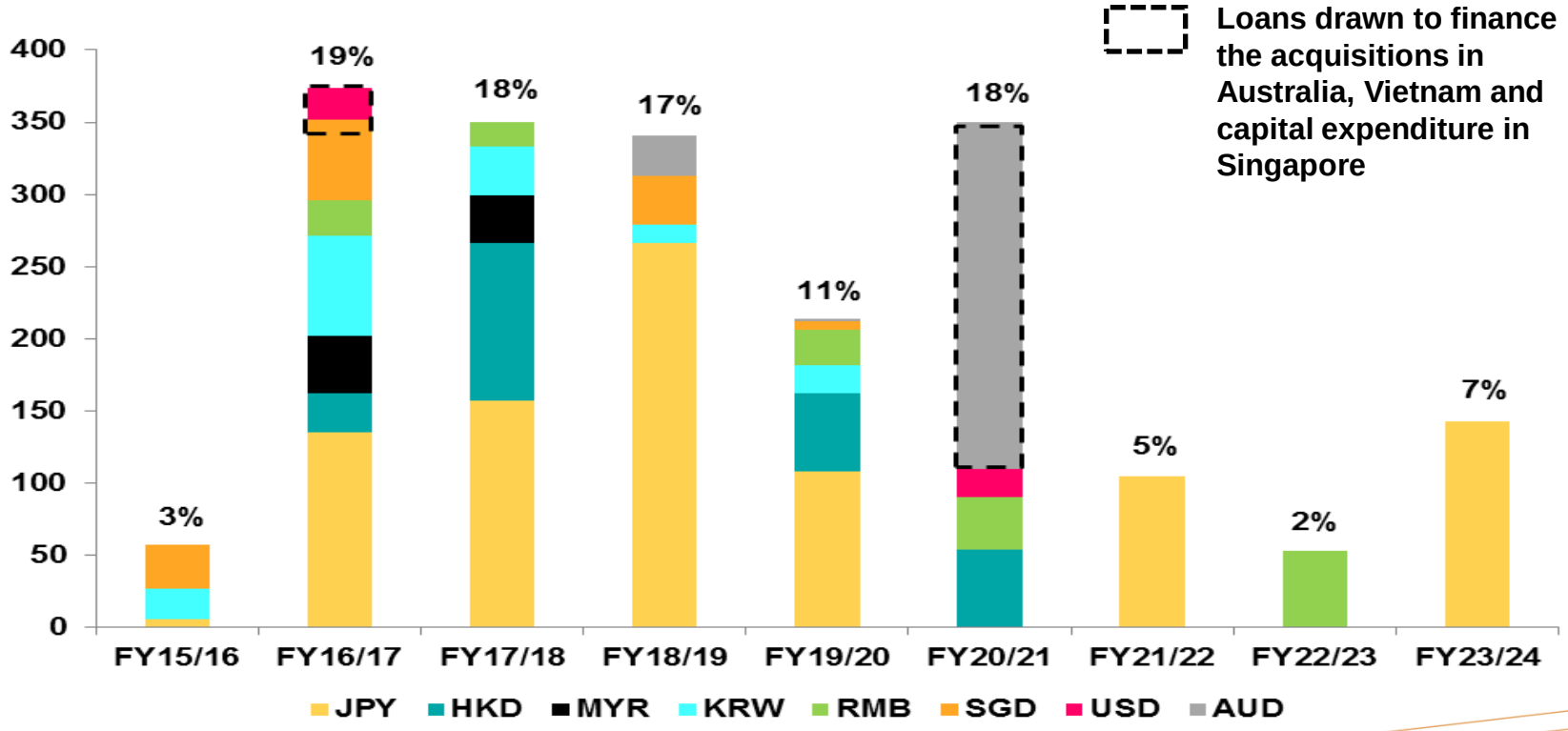
- Total debt outstanding increased by S$336m mainly due to:
  - additional loans drawn for the Australia & Vietnam acquisitions and capex (~S$293m)
  - higher translated debt value in JPY & HKD (~S$73m)
- Consequently, aggregate leverage ratio increased to 38.8% while the weighted average borrowing cost for 2Q FY15/16 was 2.3% per annum.

1) Ratio of EBITDA over interest expense for period up to balance sheet date.

Debt Maturity Profile (By Currency) as at 30 Sep 2015

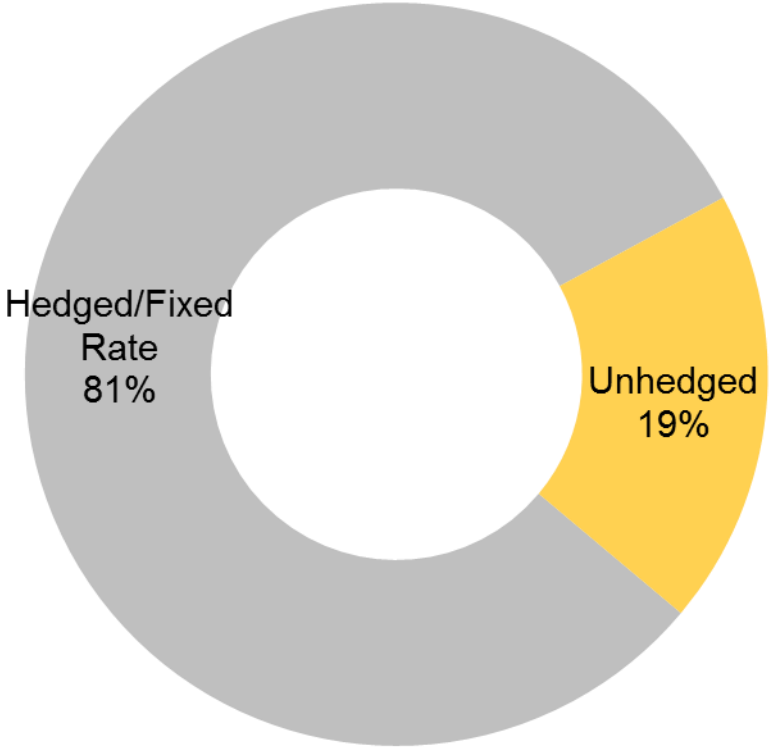
- Procured two 5-year AUD loan facilities (~S$240m) to part finance the Australia acquisition, and drew additional loans for the Vietnam acquisition and capital expenditure in Singapore
- Maintained healthy balance sheet with a staggered debt maturity profile

Total Debt: S$1,986 million



Interest Rate Risk Management

- Approximately 81% of total debt is hedged or drawn in fixed rates
- Every potential 25bps increase in base rates[1] may result in a ~S$0.24mil decrease in distributable income or 0.01 cents in DPU[2] per quarter

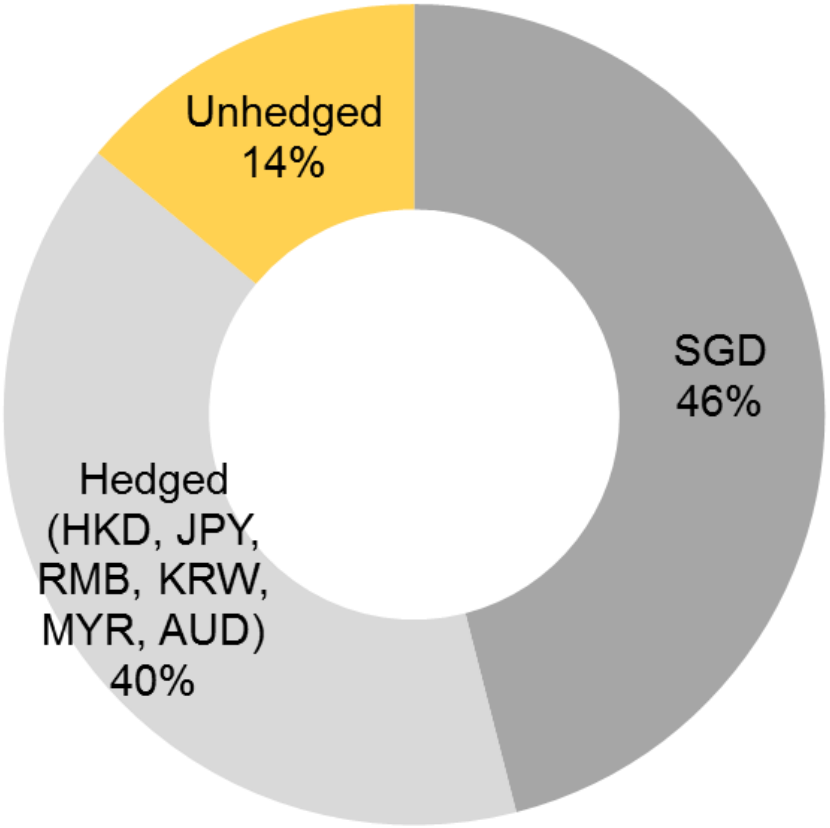


JPY	12%
SGD	3%
AUD	2%
USD	1%
RMB	1%

1) Base rate denotes SOR/SIBOR, USD LIBOR, JPY LIBOR/D-TIBOR, CNH HIBOR, KLIBOR and BBSY/BBSW
2) Based on 2,478,389,073 units as at 30 Sep 2015

Forex Risk Management

- Over 85% of amount distributable in FY15/16 is hedged into / derived in SGD
- 94% of income stream from Japan for FY15/16 has been hedged



Investment Review

Investment Highlights

- Year-to-date, completed 3 accretive acquisitions of ~S$295m to scale up presence in growth markets
- Portfolio rejuvenation strategy well underway
  - Divestment of 2 older specifications, low yielding assets in Singapore
  - 2 ongoing redevelopment projects in Singapore for the construction of modern, ramp-up logistics facilities

	Value	Completion Date
Acquisitions		
Dakonet Logistics Centre, South Korea	S$21.2m	11 Jun 2015
Mapletree Logistics Park Bac Ninh, Vietnam	S$21.0m	15 Jul 2015
Coles Chilled Distribution Centre, Australia	S$253.1m	28 Aug 2015
Divestments		
134 Joo Seng Road	S$13.5m	10 Jul 2015
20 Tampines Street 92	S$20m	Expected in 3Q FY15/16
Redevelopments		
5B Toh Guan Road East (6-storey ramp-up)	S$107m	Expected in 1Q FY16/17
76 Pioneer Road (5-storey ramp-up)	S$117m	Expected in 4Q FY17/18

Acquisitions in 1H FY15/16

Property:	**Dakonet Logistics Centre**	**Mapletree Logistics Park Bac Ninh**
Location:	Gyeonggi-do, South Korea	Bac Ninh, Vietnam
Description:	Modern, 3-storey, Grade-A dry warehouse	3 blocks of single-storey Grade-A warehouses with mezzanine offices
Acquisition Price:	KRW17.5b (~S$21.2m)	VND339.4b (~S$21.0m)
GFA:	16,100 sqm	54,350 sqm
Initial NPI yield:	8%	10%
Occupancy & Major Tenants:	Fully leased to Australian 3PL Toll Global Logistics Korea and 2 established Korean logistics operators Dada&Kolonet and Dakonet	Fully leased to quality tenants comprising mostly international logistics companies
Completion Date:	11 Jun 2015	15 Jul 2015

Acquisitions in 1H FY15/16

Property:	**Coles Chilled Distribution Centre**
Location:	Sydney, New South Wales, Australia
Description:	Premium, freehold, cold store warehouse
Acquisition Price:	A$253.0m (~S$253.1m)
GFA:	55,395 sqm
Initial NPI yield:	5.6% with built-in annual escalations
Occupancy & Major Tenant:	• 100% leased to a blue-chip tenant – Coles Group Limited (Australia's 2nd largest supermarket chain) • Long WALE (by NLA) of 19.0[1] years
Completion Date:	28 Aug 2015

1) As at 1 Jul 2015.

Portfolio Rejuvenation: Divestments

Property:	**134 Joo Seng Road**	**20 Tampines Street 92**
Sale Consideration:	S$13.5m	S$20m
Exit cap rate:	3%	2% (projected)
Rationale:	• Poor warehouse specifications, SUA conversion • Maximised allowable plot ratio, limited scope for future development	• Poor warehouse specifications, high office component (21% of NLA) • Small land, limited potential for redevelopment
Completion Date:	10 Jul 2015	Expected in 3Q FY15/16

Portfolio Rejuvenation: Redevelopments

Property:	**5B Toh Guan Road East (MLT's 2nd redevelopment project)**	**76 Pioneer Road (MLT's 3rd redevelopment project)**
Description:	Redevelopment into a modern 6-storey ramp-up logistics facility	Redevelopment into a modern 5-storey ramp-up logistics facility
GFA	Increase 2.7x to 63,500 sqm	Increase 1.8x to 72,000 sqm
Target Completion:	1Q FY16/17	4Q FY17/18
Estimated Cost	S$107 m	S$122 m

Portfolio Review

Portfolio Highlights

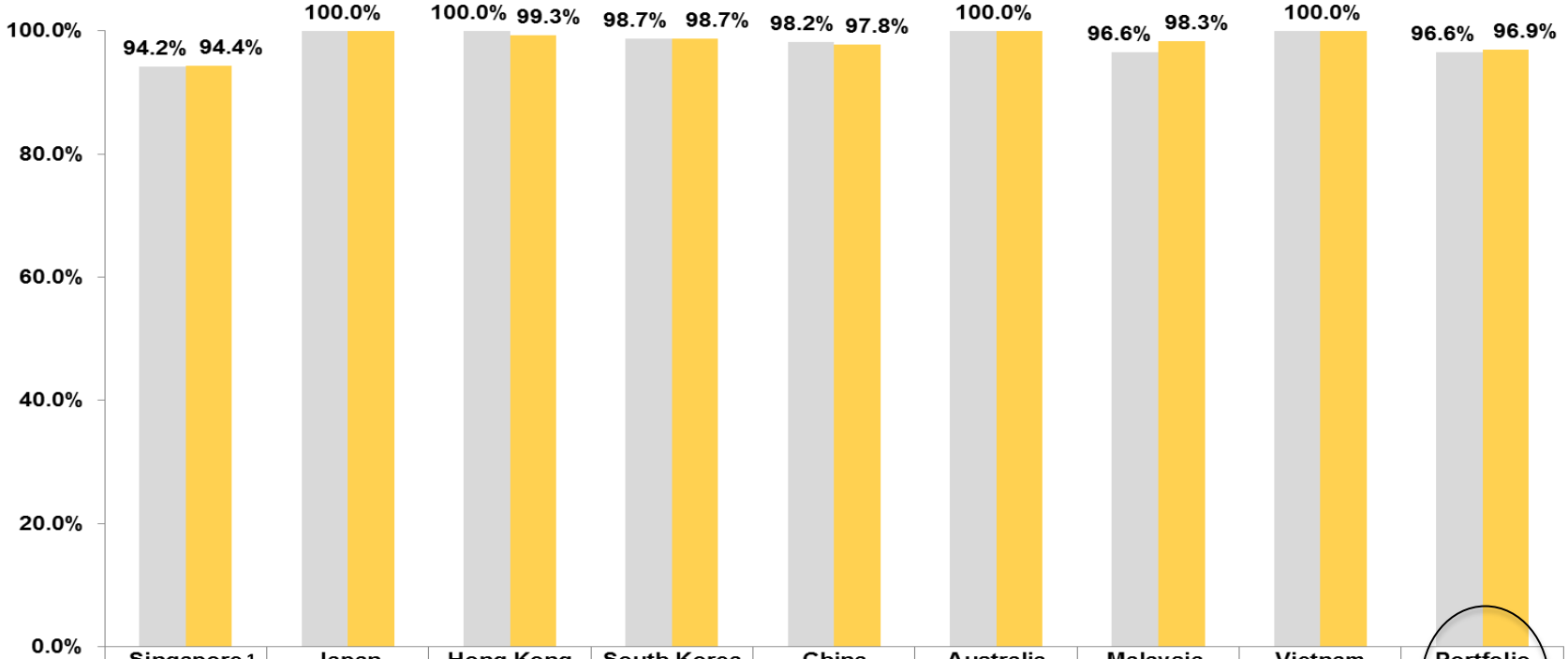
- **Portfolio occupancy improved to 96.9%, from 96.6% in the previous quarter**

- **Proactive lease management**
  - Actively engaged tenants for forward renewals
  - Successfully renewed/replaced 572,000 sqm of leases due for expiry in FY15/16
  - A balance of 168,000 sqm or 5.4% of leases (by NLA) to be renewed in 2H FY15/16

- **Stability from long leases**
  - Weighted average lease expiry (by NLA) increased to 4.8 years
  - Approximately 61% of MLT's leases (by NLA) are expiring in FY18/19 and beyond

Geographic Breakdown of Occupancy Levels

- Improvement in portfolio occupancy partly due to higher occupancies at several properties that were converted to MTBs last year
- Temporary decline in Hong Kong's occupancy due to non-renewal of a lease. The replacement lease is expected to commence in Oct 2015



	Singapore 1	Japan	Hong Kong	South Korea	China	Australia	Malaysia	Vietnam	Portfolio
Jun-15	94.2%	100.0%	100.0%	98.7%	98.2%	100.0%	96.6%	100.0%	96.6%
Sep-15	94.4%	100.0%	99.3%	98.7%	97.8%	100.0%	98.3%	100.0%	96.9%

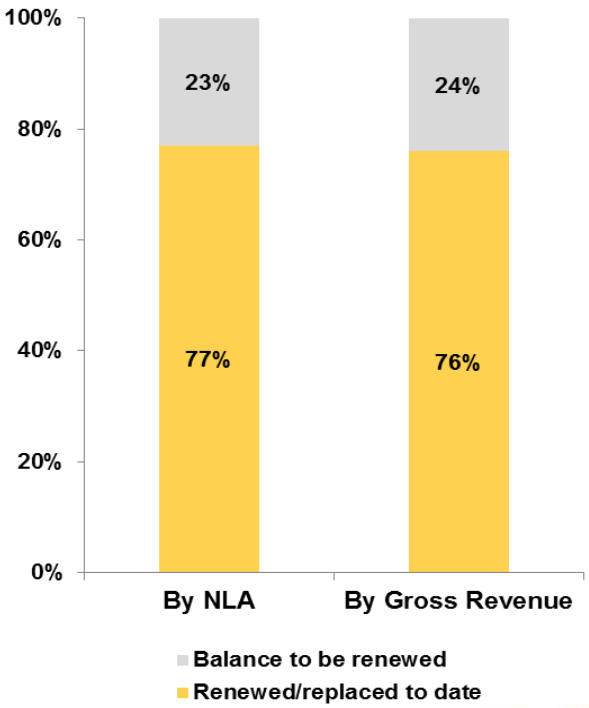
1) Excluded 5B Toh Guan Road East and 76 Pioneer Road which are currently undergoing redevelopment.

Successful Lease Renewals in FY15/16

- 740,000 sqm of MLT's leases are due to expire in FY15/16
- Approximately 572,000 sqm (or 77%) of these have been successfully renewed/replaced

NLA renewed / replaced in FY15/16 ('000 sqm)	Total renewable	Space renewed / replaced YTD	% of space renewed / replaced YTD	Balance space renewable
Singapore	289	215	74%	74
Malaysia	120	107	89%	13
Hong Kong	70	49	70%	21
China	198	150	76%	48
South Korea	33	33	100%	0
Japan	9	9	100%	0
Vietnam	21*	9	100%	12
Total Area	**740**	**572**	**77%**	**168**

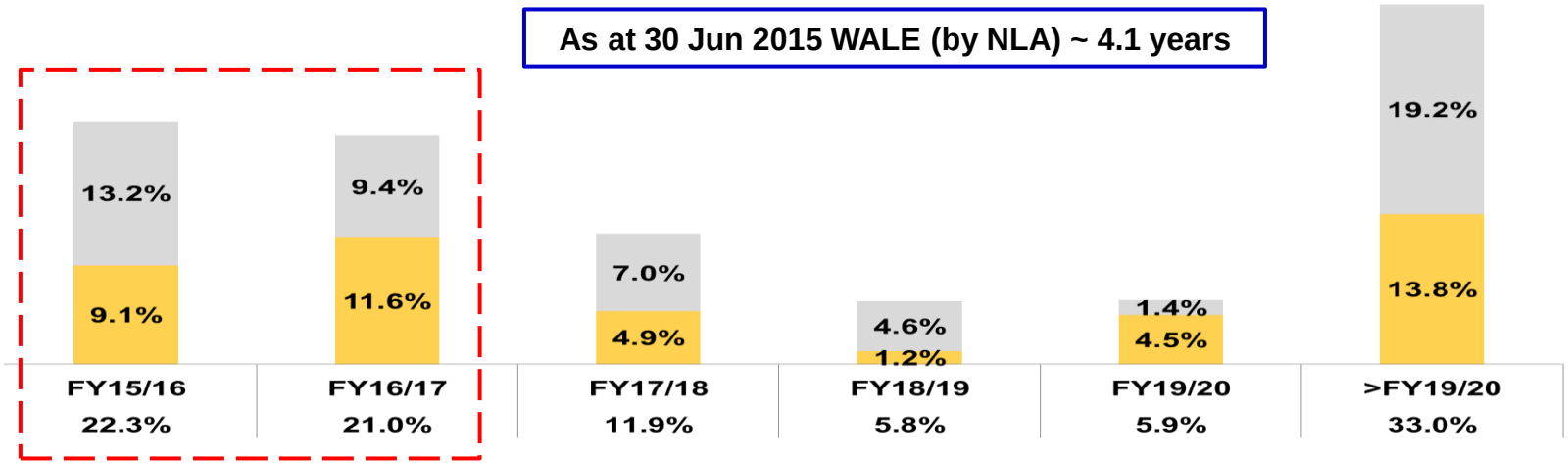
Total Renewable in FY15/16 (%)

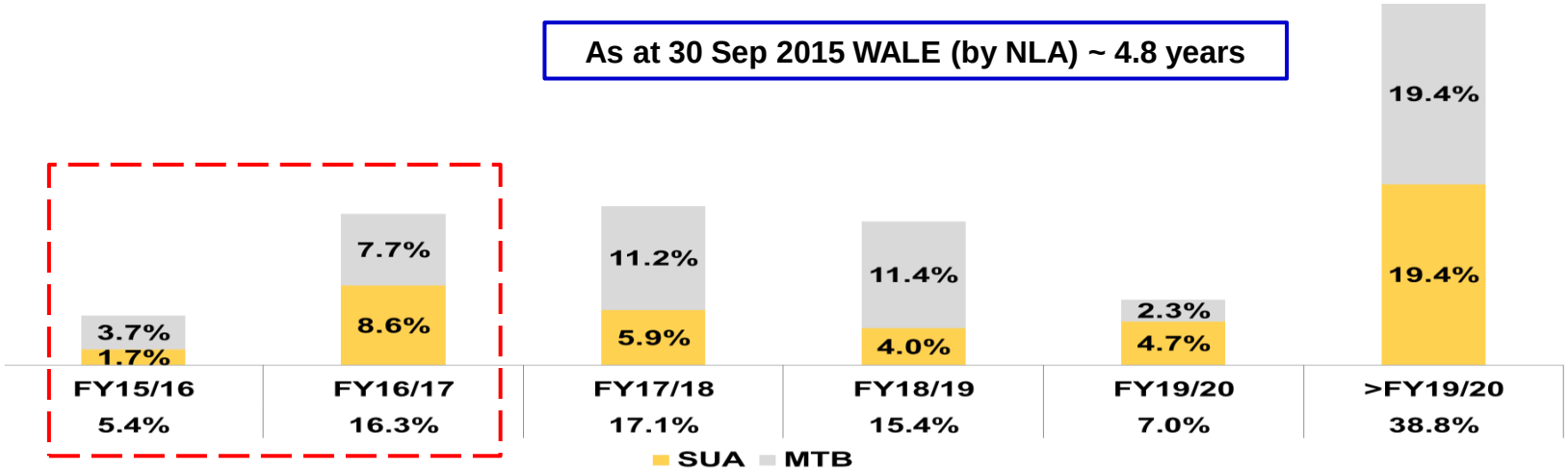


* Includes approximately 8,000 sqm of leases at Mapletree Logistics Park Bac Ninh, which was acquired in 2Q FY15/16.

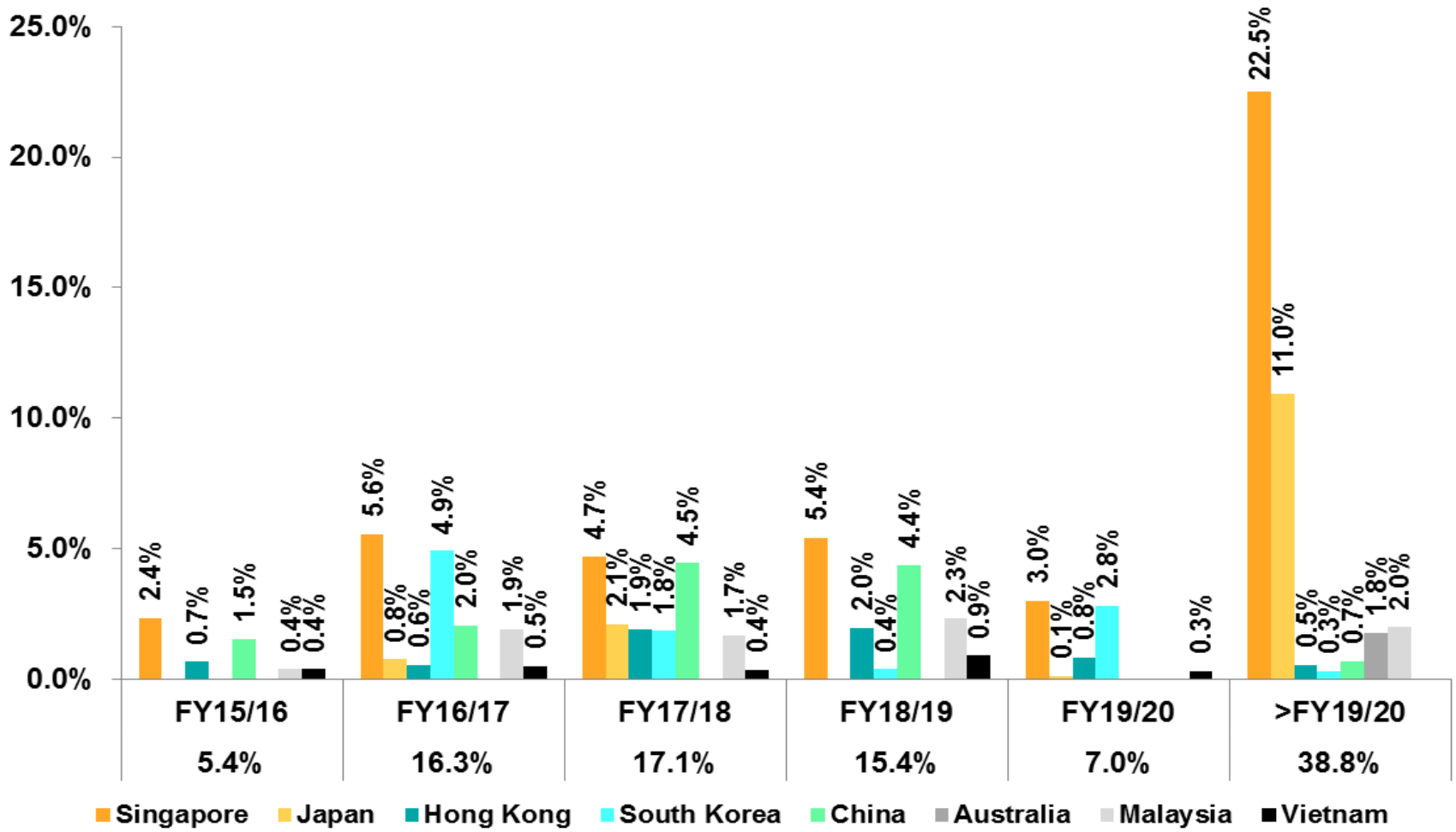
Lease Expiry Profile

- In FY15/16, 17 SUA leases are due to expire – 9 in Singapore, 6 in Malaysia, 1 in S Korea, 1 in Japan
- Year-to-date, replaced/renewed 11 SUA leases (3 in Singapore, 8 in Malaysia, S Korea, Japan), converted 2 SUAs to MTBs (Singapore)
- Expect 2 more SUA/MTB conversions (Singapore)
- 2 SUAs in Singapore undergoing redevelopment and divestment



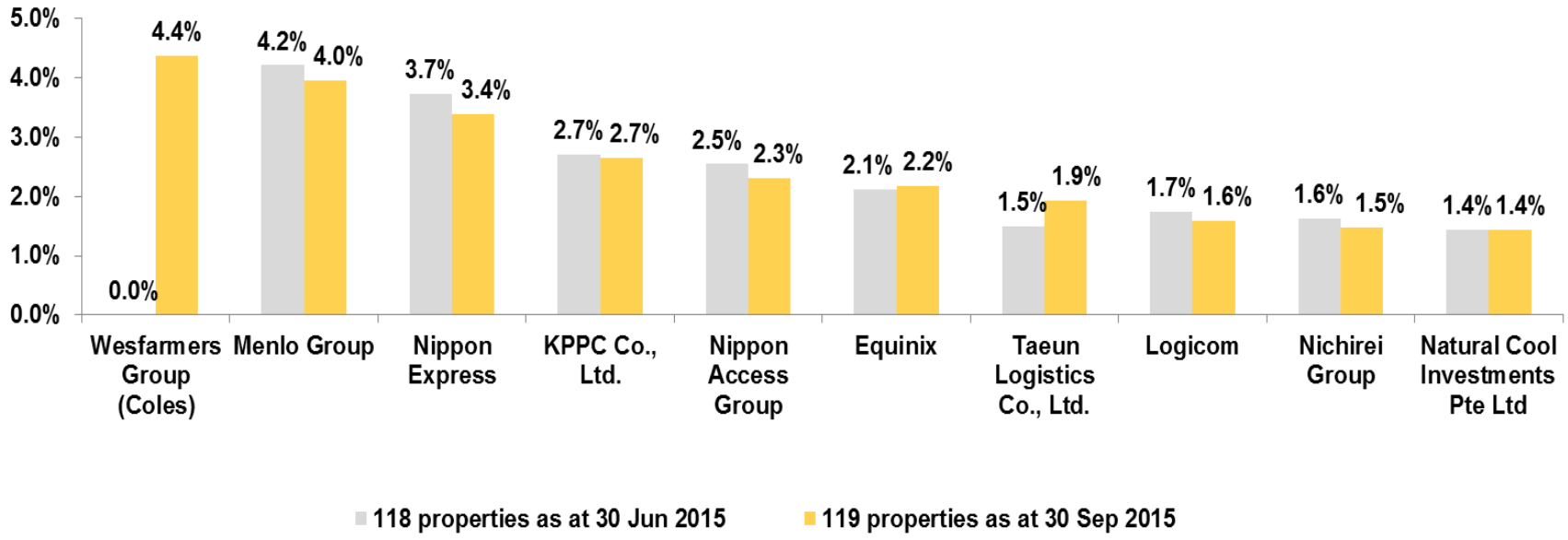


Geographic Breakdown of Lease Expiry Profile as at 30 Sep 2015 (by NLA)

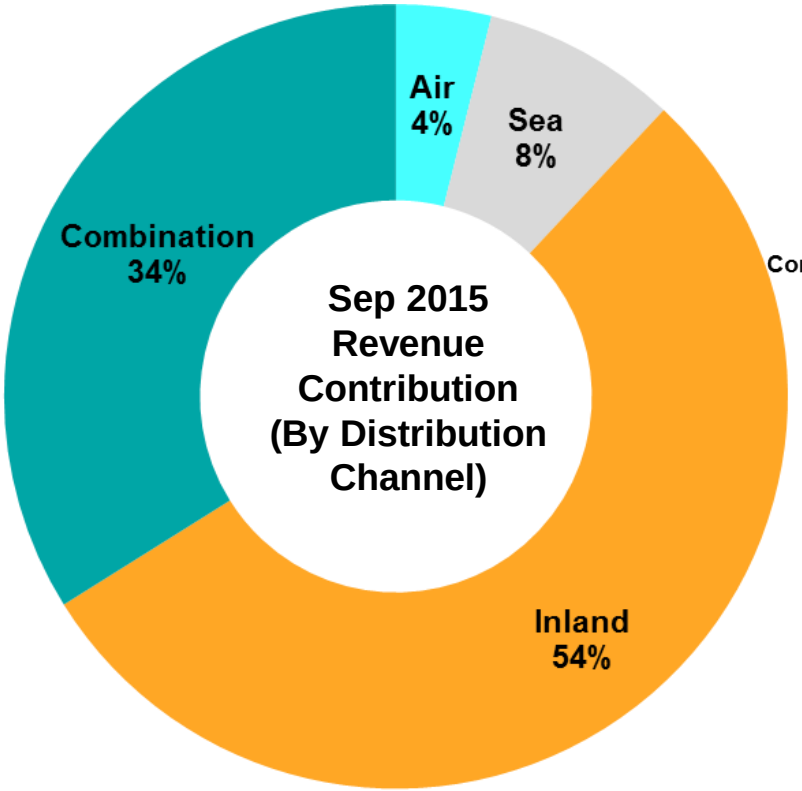


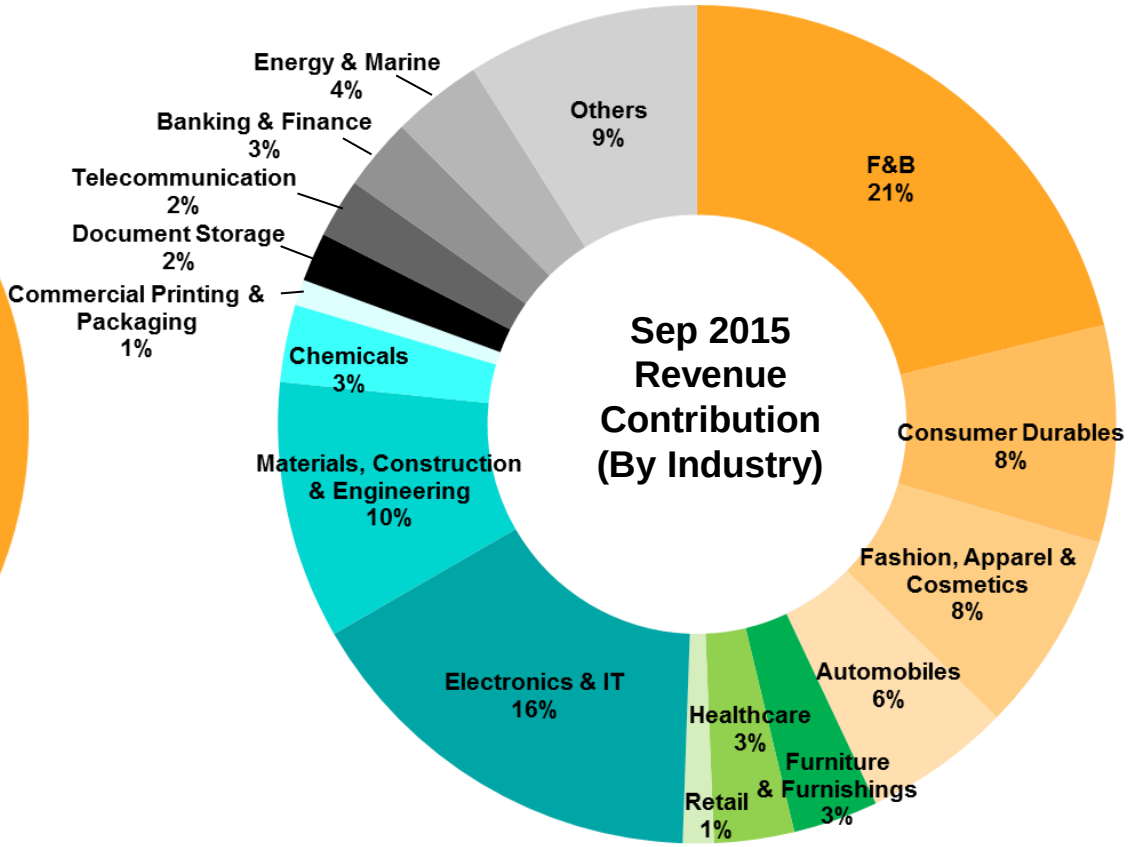
Top 10 Customer Profile (by Gross Revenue)

- 436 customers; none accounts for >5% of total gross revenue
- Top 10 customers account for ~25% of total gross revenue



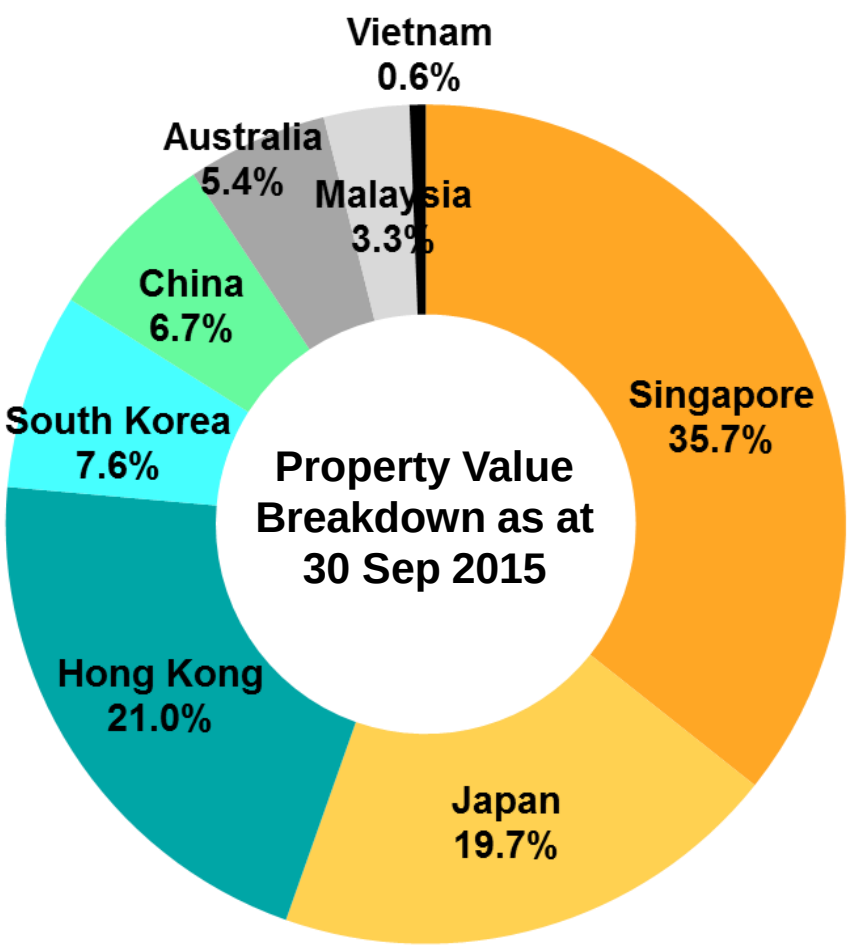
Diversified Customer Mix Provides Portfolio Stability



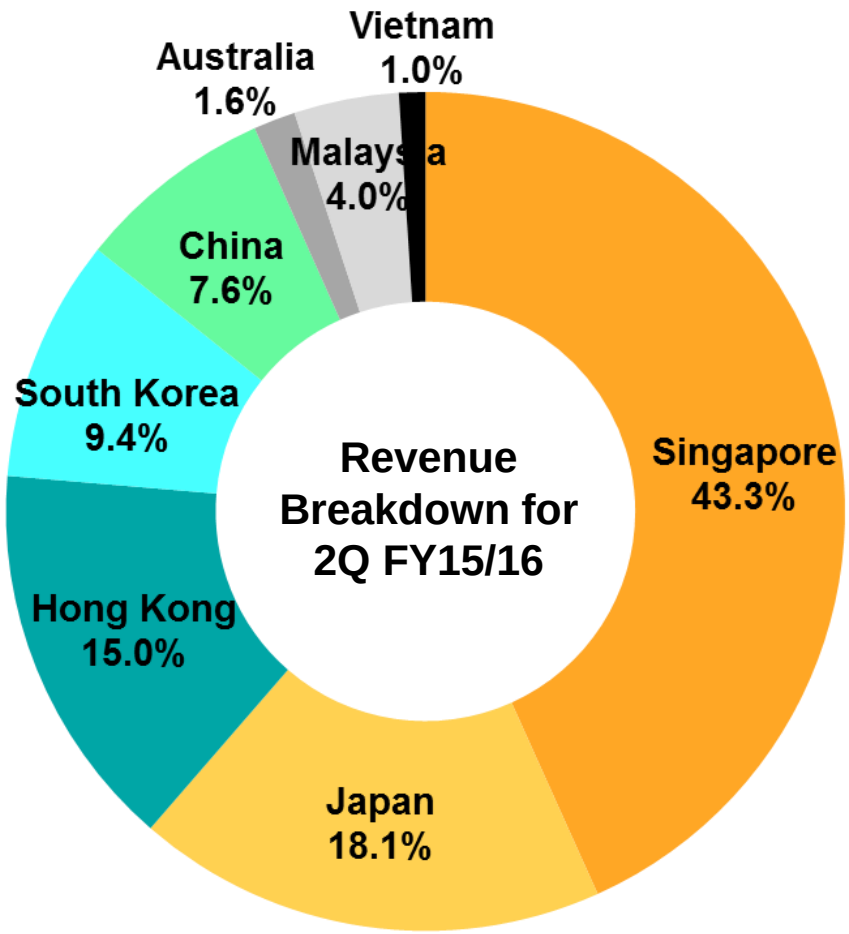


mapletree logistics

Geographical Diversification

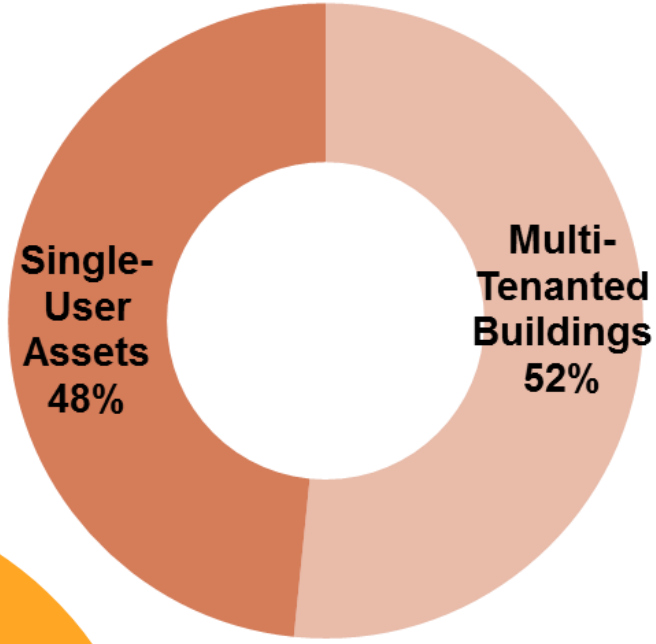


Property Value: S$4,981 million

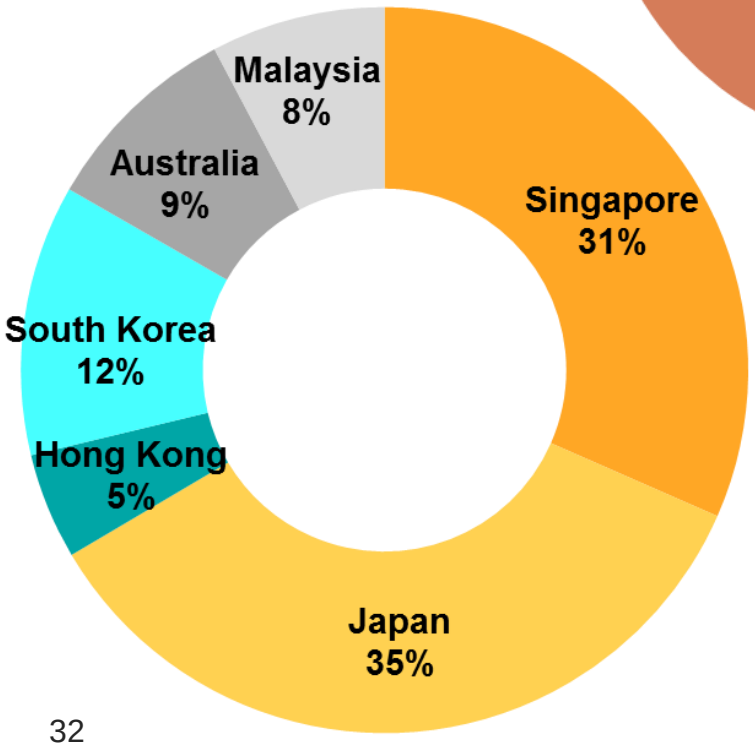


Revenue: S$87.5 million

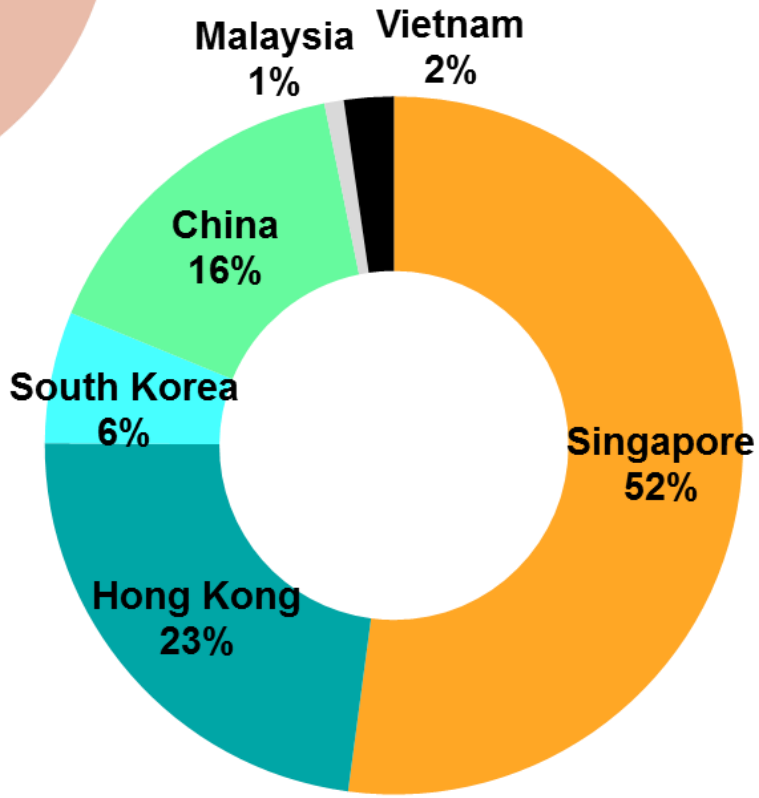
Single-User Assets vs. Multi-Tenanted Buildings



Sep 2015 SUA Revenue Contribution by Country

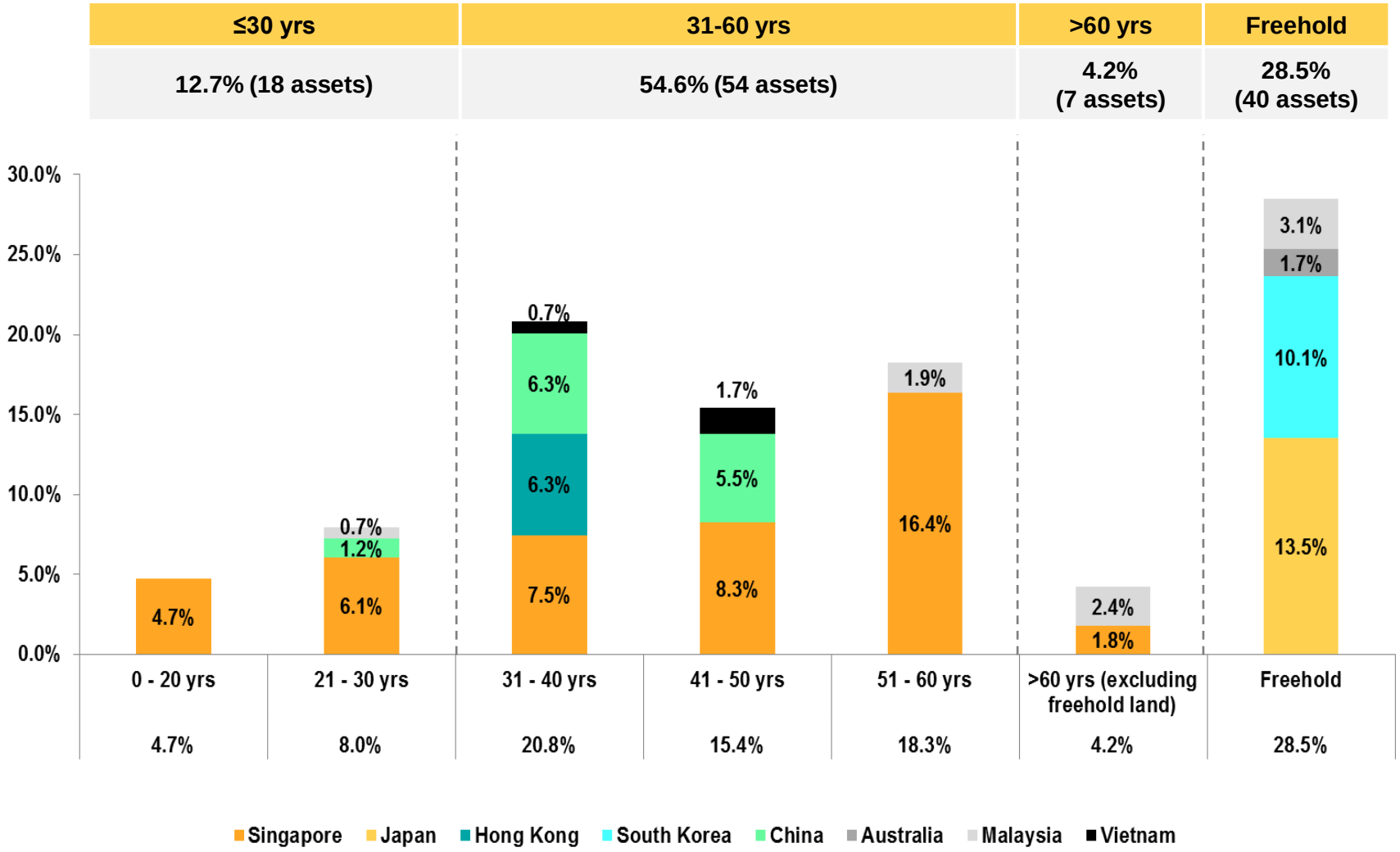


Sep 2015 MTB Revenue Contribution by Country



Remaining years to expiry of underlying land lease (by NLA)

- Weighted average lease term to expiry of underlying leasehold land (excluding freehold land): 42 years



Portfolio at a Glance

	As at 30 Jun 2015	As at 30 Sep 2015
Investment Properties (S$ million)	4,566	4,981
WALE (by NLA) (years)	4.1	4.8
Net Lettable Area (million sqm)	3.2	3.2
Occupancy Rate (%)	96.6	96.9
No. of Tenants	419	436
No. of Properties	**118**	**119**
No. of Properties – By Country		
Singapore	53	52
Japan	22	22
Hong Kong	8	8
China	9	9
Australia	0	1
Malaysia	14	14
South Korea	11	11
Vietnam	1	2

Outlook

Outlook

- **Leasing activities in Asia has remained stable but rental reversions expected to moderate, while customers continue to be cautious**

- **Maintain focus on active asset & lease management**
  - Manage transition of SUA conversions to MTBs
  - Short term pressure on portfolio occupancy and property expenses during the transition

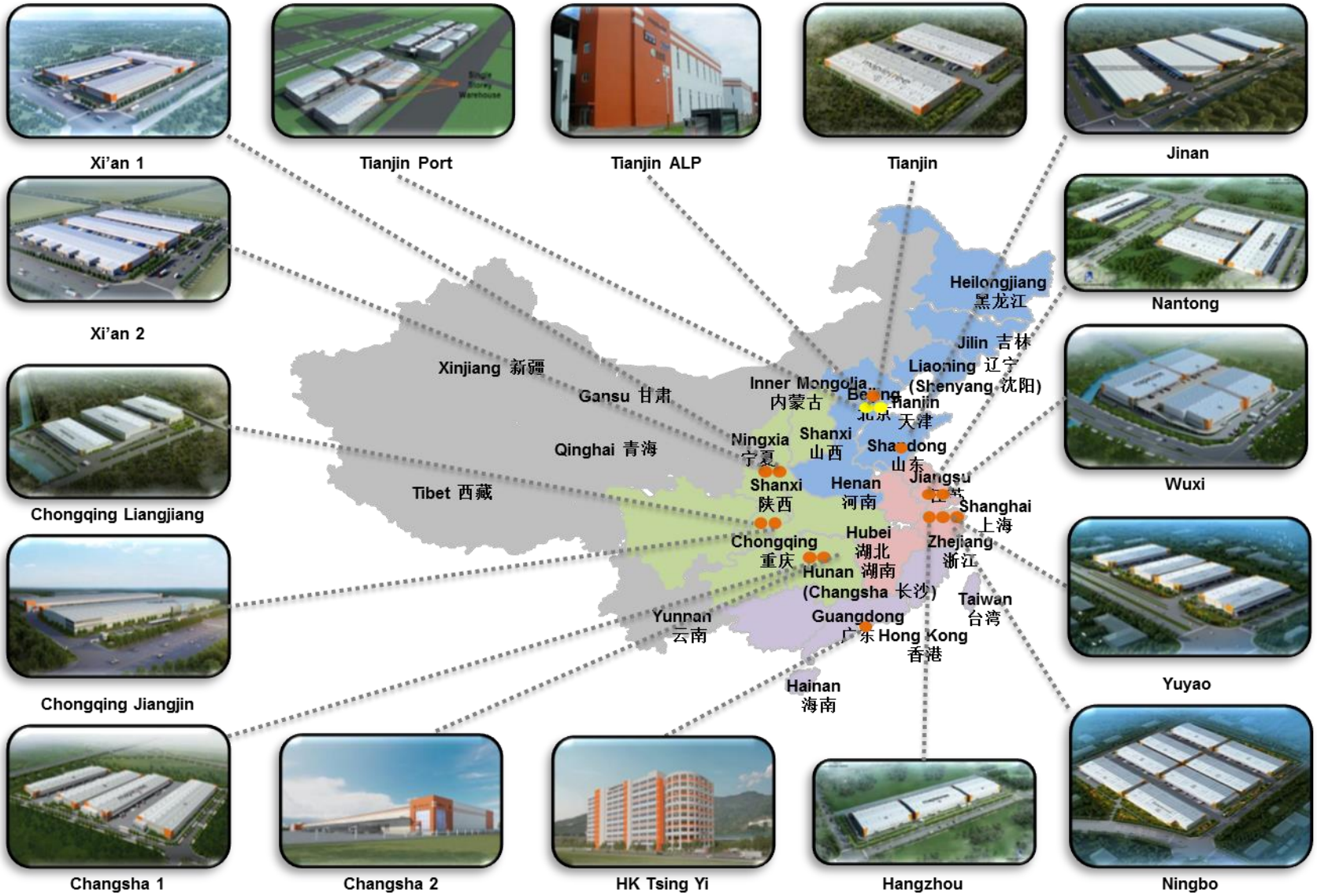
- **Continue rejuvenation & rebalancing of portfolio**
  - Redevelop selective existing assets to maximise GFA potential
  - Selective divestments of low yielding assets with older specifications to reinvest capital into better quality, higher yielding assets
  - Accretive acquisitions of quality, well-located assets

- **Maintain prudent capital management approach**

mapletree logistics

Appendix

MIPL's Logistics Development Projects in Asia

No	Country	Project name	GFA (sqm)	Status
1	China	Mapletree Tianjin Airport Logistics Park	66,470	Completed with leasing underway
2	China	Mapletree Tianjin Port HaiFeng Bonded Logistics Park	194,072	Completed with leasing underway
3	China	Mapletree Chongqing Jiangjin Industrial Park	47,646	Completed with leasing underway
4	China	Mapletree Fengdong (Xi'an) Logistics Park Phase 2	75,328	Construction underway
5	China	Mapletree Wuxi New District Logistics Park	124,202	Construction underway
6	China	Mapletree Hangzhou Xiaoshan Logistics Park	96,248	Construction underway
7	China	Mapletree Nantong NCEDZ Logistics Park	77,955	Construction underway
8	China	Mapletree Changshu Hi-Tech Logistics Park	61,625	Construction underway
9	China	Mapletree Changsha Hi-Tech Logistics Park	79,808	Construction underway
10	China	Mapletree Tianjin Wuqing Logistics Park	30,050	Construction underway
11	China	Mapletree Jinan International Logistics Park	81,107	Awarded land tender
12	China	Mapletree Yuyao Simeng Logistics Park	49,531	Awarded land tender
13	China	Mapletree Nantong EDZ Logistics Park	67,984	Awarded land tender
14	China	Mapletree Ningbo Cidong Logistics Park	140,323	Awarded land tender
15	China	Mapletree Chongqing Liangjiang Logistics Park	97,855	Awarded land tender
16	China	Mapletree Changsha Hi-Tech II Logistics Park	98,910	Awarded land tender
17	China	Mapletree Wuhan Xiaogan Logistics Park Phase 1	82,684	Awarded land tender
18	China	Mapletree Wuhan Yangluo Logistics Park	133,334	Awarded land tender
19	China	Mapletree Dalian Logistics Park	58,617	Awarded land tender
20	China	Mapletree Fengdong (Xi'an) Logistics Park Phase 1	44,318	Awarded land tender
China subtotal			**1,708,067**	
21	HK	Mapletree Logistics Hub Tsing Yi	85,000	Construction underway
Hong Kong subtotal			**85,000**	
22	Japan	Odawara Centre (Kanagawa) – 2 phases	205,454	Completed and handed over to BTS customer
23	Japan	Joso Centre (Ibaraki)	27,152	Completed and handed over to BTS customer
Japan subtotal			**232,606**	
24	Malaysia	Mapletree Shah Alam Logistics Park	60,158	Completed with active renewal of leases
25	Malaysia	Mapletree Logistics Hub – Tanjung Pelepas, Iskandar	130,462	Awarded land tender
26	Malaysia	Mapletree Logistics Hub – Jubli Perak, Shah Alam	233,681	Awarded land tender
Malaysia subtotal			**424,301**	
27	Vietnam	Mapletree Logistics Park (Binh Duong) - 6 phases	440,000	Phase 1 & 2 completed with leasing underway
28	Vietnam	Mapletree Bac Ninh Logistics Park – 5 phases	310,000	Plans are underway for development of Phase 2
Vietnam subtotal			**750,000**	
Total as at 30 Sep 2015			**3,199,974**	

MIPL's Logistics Development Projects in China