

FRASERS LOGISTICS & COMMERCIAL TRUST

(a real estate investment trust constituted on 30 November 2015 under the laws of the Republic of Singapore)

**RESPONSES TO THE SUBSTANTIAL AND RELEVANT QUESTIONS FROM UNITHOLDERS
FOR THE ANNUAL GENERAL MEETING TO BE HELD ON 23 JANUARY 2024**

Fraser's Logistics & Commercial Asset Management Pte. Ltd., as manager of Fraser's Logistics & Commercial Trust ("**FLCT**", and the manager of FLCT, the "**Manager**"), wishes to thank unitholders of FLCT (the "**Unitholders**") who have submitted their questions in advance of the annual general meeting ("**AGM**") of FLCT to be held on Tuesday, 23 January 2024 at 2.00 p.m. at the Grand Ballroom, Level 2, InterContinental Singapore, 80 Middle Road, Singapore 188966.

Please refer to the Annex for the list of substantial and relevant questions received from Unitholders as of 2.00 p.m. on Thursday, 11 January 2024, and the Manager's responses to these questions. These questions have been consolidated in the Annex, and some have been edited or rephrased for clarity.

The Manager will respond to questions which are received after the submission deadline either before the AGM, or at AGM itself.

BY ORDER OF THE BOARD**Fraser's Logistics & Commercial Asset Management Pte. Ltd.**

As manager of Fraser's Logistics & Commercial Trust
Company Registration No. 201528178Z

Catherine Yeo

Company Secretary
18 January 2024

For further information, kindly contact:

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IMPORTANT NOTICE

This announcement may 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 costs), 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.

Investors are cautioned not to place undue reliance on these forward-looking statements, which are based on the Manager's current view on future events.

The value of the units in FLCT ("**Units**") and the income derived from them, if any, may fall or rise. The Units are not obligations of, deposits in, or guaranteed by, the Manager or Perpetual (Asia) Limited, as trustee of FLCT. An investment in Units is subject to investment risks, including the possible loss of the principal amount invested.

This announcement is for information purposes only and does not constitute an offer for sale or an invitation or offer to acquire, purchase or subscribe for Units in the United States. This announcement is not for publication or distribution, directly or indirectly, in or into the United States (including its territories and possessions, any state of the United States and the District of Columbia), Canada or Japan. The Units referred to herein have not been, and will not be, registered under the Securities Act, or the securities laws of any state of the United States or other jurisdiction, and the Units may not be offered or sold in the United States, absent registration or an exemption from, the registration requirements under the Securities Act and applicable state or local securities laws. No public offering of securities is being made in the United States.

Investors should note that they 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.

This announcement is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for the Units. The past performance of FLCT and the Manager is not necessarily indicative of the future performance of FLCT and the Manager.

RESPONSES TO THE SUBSTANTIAL AND RELEVANT QUESTIONS FROM UNITHOLDERS

NO.	QUESTION	RESPONSE
A. STRATEGY		
1.	When you speak about moving from the current 70% to 85% exposure to Logistics & Industrial ("L&I"), is it primarily through more acquisitions or an active disposal of the commercial assets that you have?	Our strategy to increasing our L&I proportion in the portfolio from 70% to 85% will be through a combination of acquisitions of L&I assets and divestments of the commercial assets, though we anticipate acquisitions to precede divestments. With a current aggregate level of 30.2% as at 30 September 2023, we have a significant debt headroom of S\$1.1 billion before we reach an aggregate leverage level of 40% without the need for any equity fundraising. We look to increase the exposure to the more defensive L&I asset class through targeting our Sponsor's pipeline of quality assets and seeking on-market and off-market opportunities from third parties. We could also look at divesting some of the commercial assets to manage our aggregate leverage to not exceed 40%.
2.	Speaking about entering the data centre market, where does FLCT hold an advantage compared to the other players already in the market? Would this risk diluting your focus on L&I properties?	We consider data centres as part of the L&I asset class but we have not set a target as to how much of our assets under management will be in data centres. We will only be looking at data centre assets which do not require operational and management capabilities, and will be looking at this asset class from a real estate investment perspective.
B. FINANCIALS		
3.	Can you provide some insights on the fall in DPU and income for FY2023 compared to FY2022?	For FY2023, higher finance costs and translation impact due to forex for our foreign-sourced income placed pressure on FLCT's financial performance. The decrease in adjusted net property income was primarily due to: • Weaker exchange rates over the period; • Divestment of Cross Street Exchange in 1H2022; • Lower other income (mainly surrender fee) and lower average occupancies at Farnborough Business Park, Maxis Business Park and 357 Collins Street; and

		• Higher energy and utilities expenses. The above were in part offset by the full year effect of the acquisitions of four properties in Australia and contribution from Worcester, West Midlands and Connexion II. FY2023 finance costs were higher due to the increase in interest rates and additional borrowings drawn. Correspondingly, FY2023 distributable income was lower at S\$262.3 million, from S\$281.8 million in FY2022.
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