ESR-LOGOS REIT

15th Annual General Meeting 30 April 2024





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Key Takeaways





Financial Discipline and Prudent Actions Achieved Early in FY2023 Resulted in Resilient Position for E-LOG

What E-LOG Delivered in FY2023...



Core Assets

and AEIs

ESR-LOGOS

Raising

Pipeline

E-LOG Enters 2024 with a Strong, Resilient Financial and Operating Position



Key Risks: (a) Inflation (b) "Higher-for-Longer" Interest Rates (c) Impact of Discount and Capitalisation Rate Expansion on Valuation and (d) Business Confidence



4R Strategy Positions E-LOG for Next Growth Phase

Amidst a continued sticky inflationary and persistent higher-for-longer interest rate environment, E-LOG continues to upscale and rejuvenate our portfolio



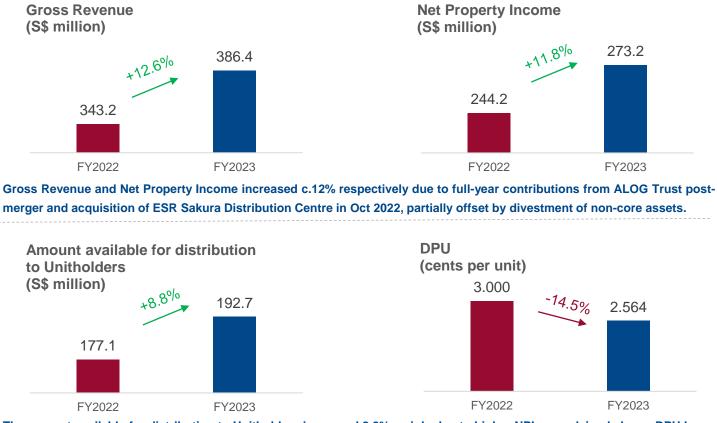
Financial Performance





FY2023 Financial Highlights

- Amidst a higher-for-longer interest rate environment, E-LOG strengthened its balance sheet with an early recapitalisation and divestment of non-core assets to conclude FY2023 with a healthy 35.7% gearing
- While balance sheet is strengthened, the proceeds from the equity fund raising and divestments are pending deployment into accretive acquisitions, AEIs and redevelopments





FY2023

FY2022

The amount available for distribution to Unitholders increased 8.8% mainly due to higher NPI as explained above. DPU however declined by 14.5% mainly due to new units issued for the equity fund raising (accounting for 13.6% of total outstanding units).

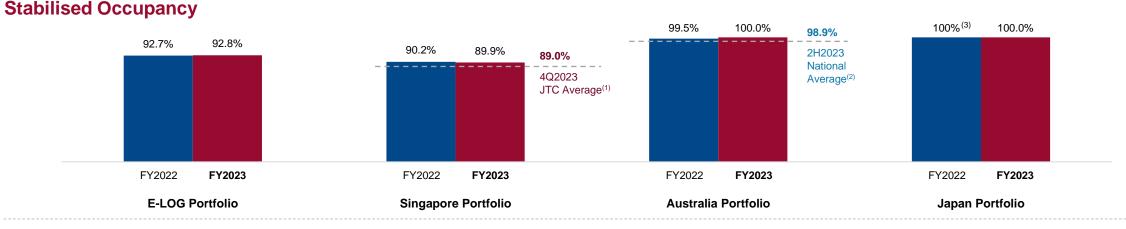


Asset Management

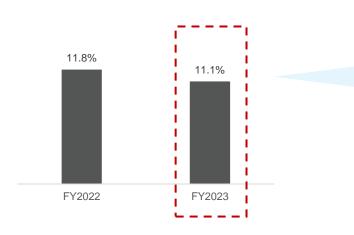


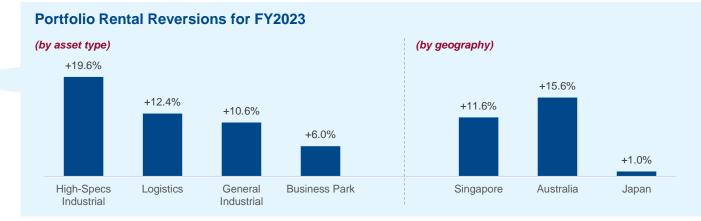


Sustainable Demand and Continued Tight Supply Driving Positive Rental Reversions Across All Sectors



Portfolio Recorded +11.1% Positive Rental Reversions in FY2023...





...with Logistics and High-Specs Segment Continuing to Drive Rental Upside



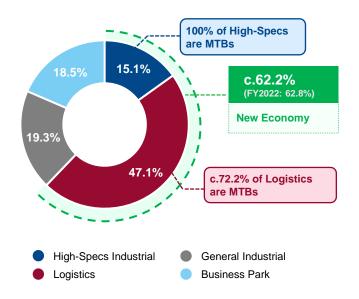
Notes: (1) Source: Based on JTC 4Q2023 Industrial Property Market Statistics (2) Source: Australia's Industrial & Logistics Vacancy 2H 2023 by CBRE. (3) 100% is based on financial 10 occupancy.

New Economy Segment Expected to Continue Driving Positive Rental Reversions

E-LOG Asset Class Breakdown

(by Rental Income)

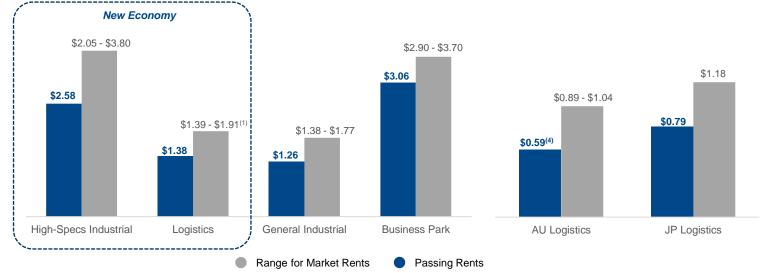
62.2% of portfolio in New Economy sectors, with majority being multi-tenanted buildings



Passing Rents⁽²⁾ vs Market Rents⁽³⁾

(in S\$psfpm)

All of portfolio passing rents are below or at lower bound of market rents, signalling potential positive rental reversions for upcoming expiries





Notes: (1) Lower range is referenced to rents for upper floor warehouses while the upper range is referenced to rents for ground floor warehouses (2) Passing rents are calculated on Effective 11 Gross Rent basis as at 31 Dec 2023 (3) Source: CBRE Research Singapore Q4 2023 (4) For MTBs in Queensland and Victoria only

Portfolio Rejuvenation Through Ongoing Redevelopments and AEIs

- Completed Asset Enhancement Initiatives ("AEIs") at 7002 Ang Mo Kio Ave 5 and 21B Senoko Loop
- 16 Tai Seng Street AEI expected to be completed in 1Q2025
- Ongoing redevelopments and AEIs present immediate organic growth opportunities
 - ✓ Redevelop older-specs assets into modern and future-ready properties
 - ✓ Repurpose and rejuvenate dated assets to suit the demands of the New Economy

	Sector	Property	Address	Completion Date	% Completed	Estimated Cost	Illustrative Yield on Cost	Progress Updates
Completed	High-Specs Industrial		7002 Ang Mo Kio Avenue 5	TOP: 8 Sep 2023	Completed	c.S\$53.3m ⁽¹⁾	c. 7.1%	 Achieved occupancy of c.62% Obtained Green Mark Gold Certification
	General Industrial/ High-Specs Industrial		21B Senoko Loop	TOP: 10 Nov 2023 (Phase 1) 17 Jan 2024 (Phase 2)	Completed	c.S\$38.5m	c. 6.6%	 Redevelopment of a Built-to-suit High-Spec facility on a 15-year master lease to NTS Components Singapore Pte Ltd ("NTS"), with fixed annual rent escalation Obtained Green Mark Gold Certification
In progress	High-Specs Industrial		16 Tai Seng Street	1Q2025	c.31%	c.S\$32.0m ⁽²⁾	c. 6.0%	 Planned for Green Mark Gold Certification Projected delay due to authority approvals and design changes
Planning	Logistics	PER-togos	2 Fishery Port Road	Up to 30 months construction period	Construction expected to commence in late 2H2024	твс	c. 6.50% - 6.75%	 Proposed redevelopment of a modern high- specification ramp-up cold storage facility Planned for Green Mark Platinum Certification



Notes: (1) The revised total cost is expected to be \$\$53.3 million, which includes previously announced expected cost of approximately \$\$35.7 million and additional cost of approximately \$\$17.6 million. (2) The revised total cost is expected to be \$\$32.0 million, which is higher than the \$\$25.9 million as previously announced due to increased construction costs.

Investments / Divestments





Divestment of 10 Non-Core Assets at +0.9% Premium to Valuation

Divested assets were non-core with blended remaining land lease tenure of 26.3 years

Property	City/ Country	Asset Class	Remaining Land Lease (years) ¹	Sale Consideration	Valuation ²	Variance (%) Sale vs Valuation
49 Pandan Road	Singapore	Logistics	16.4	S\$ 43.5 million	S\$ 37.8 million	+15.1%
70 Seletar Aerospace View	Singapore	General Industrial	17.8	S\$ 7.1 million	S\$ 6.8 million	+4.8%
3 Pioneer Sector 3	Singapore	Logistics	27.0	S\$ 95.0 million	S\$ 100.0 million	-5.0%
4 & 6 Clementi Loop	Singapore	Logistics	29.8	S\$ 37.6 million	S\$ 39.6 million	-5.0%
6 Chin Bee Avenue	Singapore	Logistics	19.8	S\$ 93.0 million	S\$ 98.3 million	-5.4%
21 Changi North Way	Singapore	Logistics	16.4	S\$ 30.1 million	S\$ 31.7 million	-5.0%
30 Toh Guan Road	Singapore	General Industrial	31.6	S\$ 57.8 million	S\$ 60.8 million	-5.0%
22 Chin Bee Drive	Singapore	General Industrial	11.7	S\$ 13.8 million	S\$ 13.0 million	+6.2%
51 Musgrave Road, Cooper Plains	Queensland, Australia	Logistics	Freehold (99 years)	A\$ 10.8 million (S\$ 9.7 million)	A\$ 10.5 million (S\$ 9.5 million)	+2.4%
2 Tuas South Avenue 2	Singapore	General Industrial	35.0	S\$ 53.0 million	S\$ 39.2 million	+35.2%
Total			26.3 ³	S\$ 440.6 million	S\$ 436.7 million	+0.9%



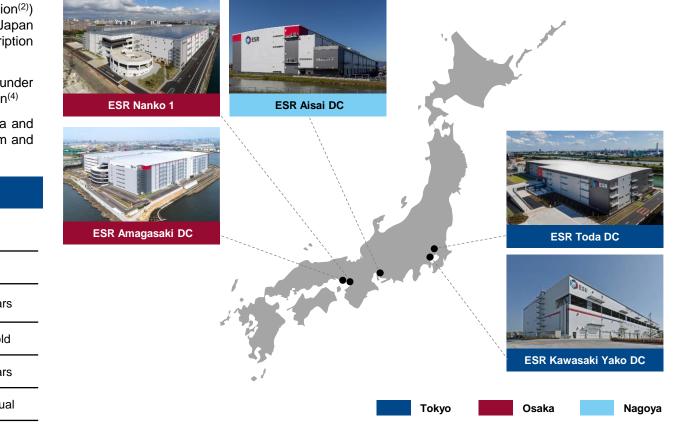
Recent Acquisition Announced: US\$70.0m Investment in ESR Japan Income Fund

Investment is expected to be +1.8% DPU accretive⁽¹⁾ and will pivot E-LOG's portfolio towards freehold New Economy and future-ready assets

Transaction Overview

- E-LOG intends to invest US\$70.0 million (being approximately S\$93.0 million⁽²⁾) (the "Investment") in ESR Japan Income Fund ("JIF"), through ESR Japan Income Fund, SCSp ("JIF SCSp")⁽³⁾ and has entered into a subscription agreement on 1 Feb 2024
- As at 31 Dec 2023, JIF has 5 properties (the "JIF Properties") under management with an aggregate valuation of approximately S\$1,744.7 million⁽⁴⁾
- The JIF Properties are sited on freehold land located across Tokyo, Osaka and Nagoya in Japan with a total land area and gross floor area of 353,065 sqm and 727,557 sqm respectively

Current Portfolio Located Across Tokyo, Osaka and Nagoya in Japan



Key Information on JIF⁽⁵⁾

Investment Strategy of JIF

Investments in stabilised core logistics assets and development logistics assets in Japan including logistics warehouses and light industrial assets located in Tokyo, Osaka, Nagoya and Fukuoka

Occupancy	100%
Weighted Average Lease Expiry ("WALE")	4.2 years
Remaining Land Lease	Freehold
Average Building Age	3.9 years
Life of Fund	Perpetual
E-LOG's Commitment in JIF	8.4% ⁽⁶⁾

5.0%

Target Cash-on-Cash Yield



Notes: (1) For more details on the *pro forma* financial effects, please refer to paragraph 6 of E-LOG's announcement titled "US\$70.0 million Investment in ESR Japan Income Fund" dated 1 Feb 2024. (2) Based on an exchange rate of US\$1.00 : S\$1.329. (3) JIF is an investment arrangement which consists of JIF SCSp and ESR Nippon Income Fund IBLP, a Japanese investment business limited partnership (*toshi jigyo yugen seknin kumiai*) incorporated under the laws of Japan ("**IBLP**"). For the avoidance of doubt, investors in JIF may subscribe through either JIF SCSp or IBLP and E-LOG has in the present scenario invested in JIF through JIF SCSp. (4) Based on an exchange rate of JPY100 : S\$0.931. (5) Figures as at 31 Dec 2023. (6) E-LOG's US\$70 million commitment represents 8.4% of the current total commitments from JIF's current limited partners. This figure may change in the future, depending on, among others, further subscriptions in JIF by third parties, E-LOG or otherwise.

Capital Management



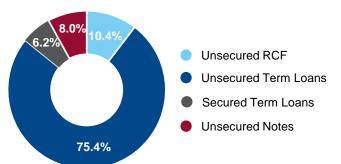


Prudent Capital Management with Low Gearing

- ✓ Low gearing (Debt to Total Assets)⁽¹⁾ at 35.7%
- ✓ High 81.6% fixed interest rate exposure for 1.3 years
 - > Sufficiently hedged with flexibility to enjoy lower debt costs when interest rates subside
- ✓ E-LOG has <u>c.S\$280.9m of committed undrawn revolving credit facilities ("RCF")</u> available and is <u>well-supported by 9 lending banks</u> with strong support for refinancing
- ✓ Undertook Unit Buy-Back ("UBB") exercise
 - > 9,697,500 units⁽³⁾ bought back at average price of S\$0.2805



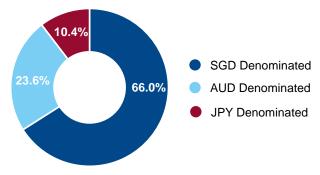




	As at 31 Dec 2023	As at 31 Dec 2022
Total Gross Debt (S\$ million)	1,566.2	2,093.0
Debt to Total Assets (%) ⁽¹⁾	35.7	41.8
Weighted Average All-in Cost of Debt (%) p.a.	3.91	3.66
Weighted Average Debt Expiry ("WADE") (years)	2.4	2.9
MAS Adjusted Interest Coverage Ratio (times)	2.5	2.8
Fixed Interest Rate Exposure (%)	81.6	72.0
Proportion of Unencumbered Investment Properties (%)	95.8	96.0
Debt Headroom (S\$ million) ⁽²⁾	775.5	305.0



Total Debt of S\$1,566.2 million





Notes: (1) Includes ESR-LOGOS REIT's 49.0% share of the borrowings and total assets of PTC Logistics Hub LLP, but excludes the effects arising from the adoption of FRS 116 *Leases*. (2) Assuming gearing limit of 45%. (3) Bought back units have been cancelled

Proactive Debt Management with No Refinancing Risk

- ✓ Well spread out debt expiry profile with WADE of 2.4 years
- No refinancing risk: Obtained commitment from a panel of lending banks to provide E-LOG with its first sustainability linked loan facility, which will be used to refinance all 2024 expiring debt
- ✓ Longer tenured loans may be obtained for potential future acquisitions to lengthen debt expiry profile
- ✓ No Perpetual Security coupon resetting or refinancing requirements until 2027



Debt Maturity Profile as at 31 Dec 2023



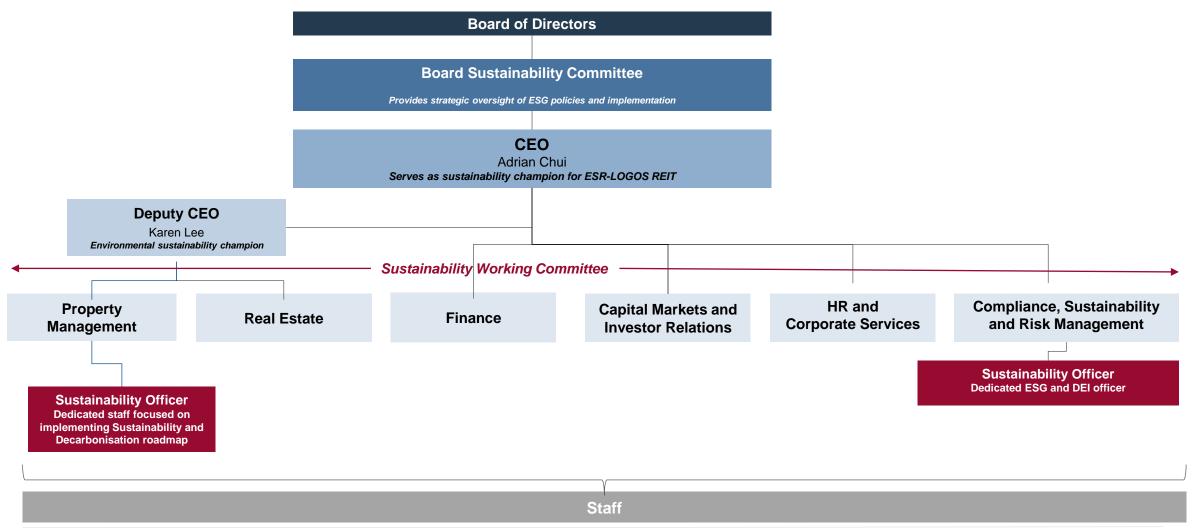






Inauguration of Board Sustainability Committee

The Board is committed to further integrate ESG practices into our strategy and business decisions to deliver sustainable long-term returns





ESG Targets and Initiatives that are Material, Measurable and Ambitious

E-LOG's ESG Targets

	Green Building Certification ➤ 80% of Singapore buildings to be Green Mark certified by 2030		 Community 500 hours of staff volunteerism per year
	 Solar Power Generation Achieve 50% increase in solar power generation by 2025 (from base year 2019) 	Social	 Training and Development 16 training hours per employee per year Health and Safety
iental	 Energy Efficiency 7% reduction in total energy consumption for multi-tenanted buildings ("MTB") from 2023-2030 Reduce energy intensity for MTB by 1% per year 		 Quarterly health and safety committee meetings Zero Workplace Fatal Injury Rate ("WFIR") and Major Injury Rate ("MIR")
Environmental	 Water Efficiency 14% reduction in water intensity for MTB from 2023-2030 All MTB buildings to be WEB certified by 2025 		 Board Diversity Includes independence, gender diversity, ethnic diversity and core competencies amongst others
	Supply Chain Management > 100% supplier compliance with Green Procurement Policy by 2030	Governance	 Climate Change Adaptation Disclose adaptation and mitigation plans aligned to TCFD by 2025
	 Decarbonisation Roadmap To be implemented from FY2024 with clear steps, targets, and timeline to ensuring a climate resilient portfolio 	G	 Governance and Enterprise Risk Zero lapses in corporate governance or corruption Zero material incidents of non-compliance with socioeconomic or environmental laws









E-LOG Enters 2024 with a Strong, Resilient Financial and Operating Position



Key Risks: (a) Inflation (b) "Higher-for-Longer" Interest Rates (c) Impact of Discount and Cap Rate Expansion on Valuation and (d) Business Confidence



4R Strategy Positions E-LOG for Next Growth Phase

Amidst a continued sticky inflationary and persistent higher-for-longer interest rate environment, E-LOG continues to upscale and rejuvenate our portfolio



Appendix



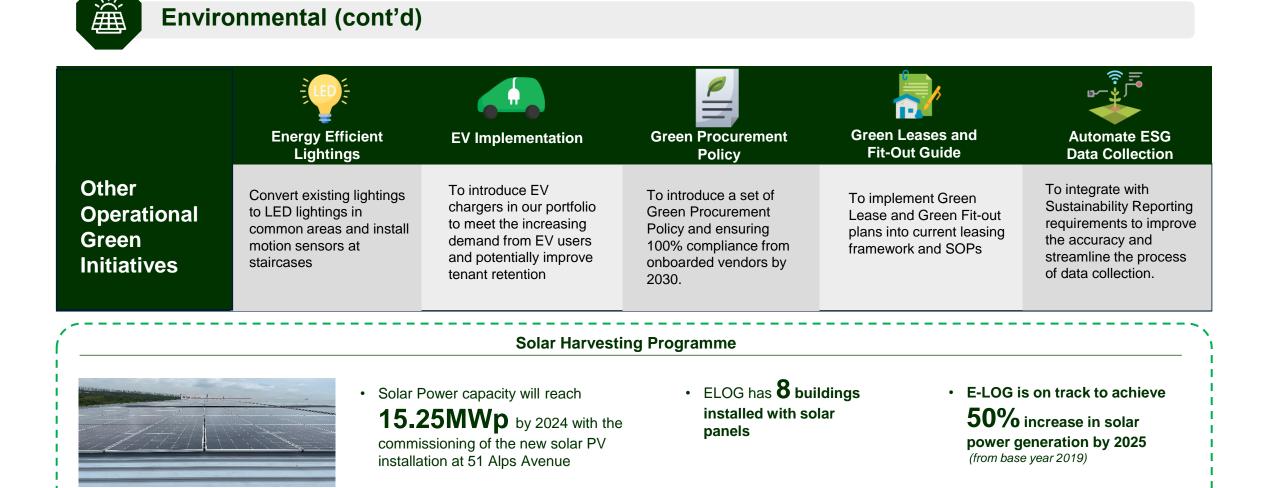


Pursuit of ESG Plans On Track and Will Be Enhanced





Pursuit of ESG Plans On Track and Will Be Enhanced (cont'd)



Pursuit of ESG Plans On Track and Will Be Enhanced (cont'd)





Company wide fortnightly initiative: Lunch Time Rescue Vegetable Distribution Achieved 528.5 hours of staff volunteerism hours in FY2023

80.5% employee satisfaction rate

Tenant Engagement Programme

E-LOG conducted a Responder Plus Programme for tenants in conjunction with SCDF in Nov 2023 to raise awareness on First-Aid and Emergency **Preparedness**



Governance

New Sustainability Committee

to provide strategic oversight on ESG policies and implementation



Zero material incidents of noncompliance with socio-economic or environmental laws



E-LOG Total Returns

- Depending on the date of entry of each Unitholder, Total Returns may vary significantly between each individual Unitholder
- The following charts show the Total Returns of E-LOG and the FTSE ST REIT Index for the periods:
 - 1) From the 2018 Merger with Viva Industrial Trust in October 2018 to 22 April 2024
 - 2) From the sell-off during COVID-19 in March 2020 to 22 April 2024
 - 3) From 1 January 2023 to 22 April 2024
 - 4) From 1 January 2024 to 22 April 2024

1) From the 2018 Merger with Viva Industrial Trust

	Total Return
E-LOG	-11.2%
FTSE ST REIT Index	+9.3%

3) From 1 January 2023 till 22 April 2024

	Total Return
E-LOG	-11.3%
FTSE ST REIT Index	-5.9%

ESR-LOGOS

2) From the sell-off during COVID-19

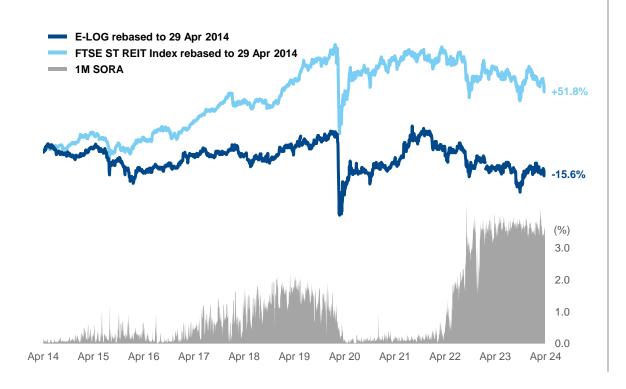
	Total Return
E-LOG	+63.6%
FTSE ST REIT Index	+28.9%

4) From 1 January 2024 till 22 April 2024

	Total Return
E-LOG	-5.8%
FTSE ST REIT Index	-11.0%

E-LOG Total Returns

 E-LOG's total returns tracks that of the FTSE ST REIT Index across the 10 year period, during which the 1 Month Compounded SORA increased from a low of 0.01% to a high of 4.39%.



E-LOG 10Y Total Returns

 Since the mergers with Viva Industral Trust in 2018 and ARA LOGOS Logistics Trust in 2022, E-LOG has traded above book value with the highest P/B ratio of 1.31x



E-LOG 10Y Price to Book Ratio





E-LOG: ESR-LOGOS REIT ALOG: ALOG Trust ESR Group or the Sponsor: ESR Group

Definitions:

- AUM: refers to the total value of investment properties (excluding right of use of leasehold land), investments in joint venture and property funds.
- Effective Gross Rents: effective rents take into account rent-free periods and rental escalation as the total rent payable for the lease period would be less than what is reported for passing rents.
- Gross Rents: contracted rent
- New Economy: refers to logistics and high-specs industrial sectors.
- **Portfolio Occupancy**: excludes properties in the pipeline for divestment and redevelopment.
- **Passing Rents**: rent payable as stipulated in the lease agreement. These rates are usually quoted on gross basis.
- Rental Reversion: a metric captured by REITs to show whether existing expiring leases are renewed with higher or lower rental rates than before. Based on average gross rent.
- Weighted Average Lease Expiry: a metric used to measure the tenancy risk of a particular property. It is typically measured across all tenants' remaining lease in years and is weighted with either the tenants' occupied area or the tenants' income against the total combined area or income of the other tenants

Abbreviations:

AEI: asset enhancement initiatives APAC: Asia Pacific AUM: assets under management Bn or b: billion CAGR: compounded annual growth rate CBD: central business district **DPU**: Distribution per Unit GDP: gross domestic product ESG: environmental, social, governance GFA: gross floor area GLA: gross lettable area **GRI**: gross rental income GRESB: global real estate sustainability benchmarks JTC: JTC Corporation m: million NAV: net asset value NLA: net lettable area psfpm: per square foot per month psf: per square foot

psm: per square metre
q-o-q: quarter on quarter
REIT: real estate investment trust
sqm: square metre
sqft: square feet
TOP: temporary occupation permit
WALE: weighted average lease expiry
WIP: work-in-progress
y-o-y: year on year



Important Notice

This material shall be read in conjunction with ESR-LOGOS REIT's annual report for the financial year ended 31 December 2023.

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