FY2023
Financial Results
Presentation

ESR-LOGOS
REIT

Contents

FY2023
Results Overview

ESR-LOGOS
REIT

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

What E-LOG Delivered in FY2023…

1 Successful S$300m Equity Fund Raising

First S-REIT EFR launched in 2023

S$150m Placement

3.0x *Subscribed*

⅔ *Allocation to quality investors*

S$150m Pref Offer

100% *Backstopped by Sponsor ESR*

2 Completed S$440.6m Divestments of Non-Core Assets

Recycle Capital through Divestments of Non-Core Assets to Unlock Value for Unitholders

FY2023 Gearing

35.7%

3 Strong Rental Reversions with Stable Occupancy

+11.1% *positive rental reversions for FY2023*

Stablised Occupancy

99% *consistently high rental collections ensure cashflow stability*

4 Completed AEI On Time and On Target

7002 Ang Mo Kio Ave 5 AEI Attains TOP Milestone Below Expected Costs

c.62% *Occupancy Achieved within 2 months of TOP*

c.7.1% *Illustrative Yield on Cost*

… Positions E-LOG for Growth as Interest Rate Environment Stabilises

Recapitalise → **Recycle** → **Rejuvenate** → **Reinforce**

- **Recapitalise**: *Equity Fund Raising*
- **Recycle**: *Divest Non-Core Assets*
- **Rejuvenate**: *Redevelopments & AEIs*
- **Reinforce**: *Visible Sponsor Pipeline*

ESR-LOGOS REIT

E-LOG FY2023 Key Highlights

Strong and Resilient Financial and Operating Position

Resilient
Operating Metrics

+11.1%

FY2023 Positive Rent Reversions are Broad Based

c.99%

Consistently High Rental Collections

92.8%

Stable Occupancy with Room for Growth

Completed AEIs
Increase Rental Contribution

Completed AEIs on time and on target at c.6.6% - 7.1% yield on cost

Strong
Financial Position

Low

35.7%

Gearing

No Refinancing Risk

Refinancing with sustainability linked facilities underway for all expiring FY2024 debt

81.6%

High fixed debt proportion reduces interest volatility

No PERP callable or coupon resetting till 2027

Redeemable at E-LOG's discretion

Significant Unsecured Portfolio

95.8% unsecured portfolio allows flexibility for REIT to mortgage assets to secure loans if macroenvironment sentiments worsen and banks' liquidity tightens

FY2023 Results Highlights

Financial Updates

Gross Revenue
S$386.4 million
+12.6% y-o-y

Net Property Income (“NPI”)
S$273.2 million
+11.8% y-o-y

NAV per Unit
32.0 cents
(31 Dec 2022: 36.4 cents)

Portfolio Updates

Positive Rental Reversion
FY2023 = +11.1%
(FY2022: +11.8%)

High Occupancy Rate
92.8%
(FY2022: 92.7%)

Significant New Economy Exposure
62.2%
(FY2022: 62.8%)

Divestments
- Completed c.S$440.6m[1] of divestments comprising 10 non-core assets

AEI & Leasing Updates
- TOP obtained for 2 assets:
  - 7002 Ang Mo Kio Ave 5 (8 Sep 2023)
  - 21B Senoko Loop (17 Jan 2024)

Capital Management

Gearing
35.7% as at 31 Dec 2023

Interest Rate Exposure Hedged
81.6% on fixed rates for 1.3 years
(31 Dec 2022: 72.0% for 2.0 years)

Cost of Debt
3.91% per annum
(31 Dec 2022: 3.66%)

No Refinancing Risk
- Obtained commitment from a panel of lending banks to provide E-LOG with its first sustainability linked loan facility
- New facility will be used to refinance all 2024 expiring debt

Notes: (1) Divestments include 49 Pandan Road, 3 Pioneer Sector 3, 4 & 6 Clementi Loop, 6 Chin Bee Avenue, 21 Changi North Way, 30 Toh Guan Road, 22 Chin Bee Drive, 2 Tuas South Ave 2, and 70 Seletar Aerospace View located in Singapore and 51 Musgrave Road located in Australia.

FY2023 Results

1. Financial Performance

ESR-LOGOS REIT

Summary of Financial Results

FY2023 vs FY2022

	FY2023 (S$ million)	FY2022 (S$ million)	+/(-) (%)	
Gross Revenue	386.4	343.2	12.6	▪ Higher gross revenue and NPI mainly attributed to full-year contribution from ALOG Trust after the Merger in Apr 2022 and the acquisition of ESR Sakura Distribution Centre in Oct 2022, partially offset by loss of income from the divestment of non-core assets
Net Property Income ("NPI")	273.2	244.2	11.8	
Amount available for distribution to Unitholders	192.7	177.1	8.8	Mainly attributable to: ▪ Higher NPI as explained above; ▪ Distribution of capital gains amounting to S$27.7 million from the sale of investment properties in prior years The above is partially offset by higher borrowing costs due to higher base rates and debt drawn to partially fund the merger with ALOG Trust and the acquisition of ESR Sakura Distribution Centre, mitigated by interest savings from the repayment of debts using the proceeds from the Equity Fund Raising[1] and divestment of non-core assets
Applicable number of units for calculation of DPU (million)	7,515.5	5,903.2	27.3	▪ Higher applicable number of Units was mainly due to (i) the Equity Fund Raising; and (ii) the issuance of new Units as part of the scheme consideration paid for the Merger
Distribution per Unit ("DPU") (cents)	**2.564**	**3.000**	**(14.5)**	▪ Lower DPU was mainly due to the enlarged unit base from the Equity Fund Raising ▪ The new units issued for the Equity Fund Raising accounted for 13.6% of total outstanding units as at 31 Dec 2022

ESR-LOGOS REIT

Note:
(1) The equity fund raising comprises a private placement of 454.5 million new Units and a preferential offering of 460.8 million new Units which were completed on 27 Feb 2023 and 28 Apr 2023, respectively

Summary of Financial Results

2H2023 vs 2H2022

	2H2023 (S$ million)	2H2022 (S$ million)	+/(-) (%)	
Gross Revenue	189.5	195.6	(3.1)	▪ Lower gross revenue and NPI mainly attributed to (i) the loss of income from the divestment of non-core assets; and (ii) the depreciation of the AUD against the SGD from 2H2022 to 2H2023, partially offset by the full half-year contribution from ESR Sakura Distribution Centre acquired in Oct 2022
Net Property Income ("NPI")	132.3	141.5	(6.5)	
Amount available for distribution to Unitholders	91.2	103.5	(11.9)	Mainly attributable to: ▪ Lower NPI as explained above; ▪ Lower income contributions from the Group's 10% interest in ESR Australia Logistics Partnership, as well as the 2 property funds held through ALOG Trust (namely 49.5% interest in New LAIVS Trust and 40.0% interest in Oxford Property Fund) mainly due to higher borrowing costs arising from the higher base rates; and ▪ Higher borrowing costs due to higher base rates and the debt drawn to partially fund the acquisition of ESR Sakura Distribution Centre, mitigated by interest savings from the repayment of debts using the proceeds from the Equity Fund Raising and divestment of non-core assets
Applicable number of units for calculation of DPU (million)	7,689.2	6,719.2	14.4	▪ Higher applicable number of units was mainly due to the new units issued for the Equity Fund Raising, which accounted for 13.6% of total outstanding units as at 31 Dec 2022
Distribution per Unit ("DPU") (cents)	**1.186**	**1.540**	**(23.0)**	Lower DPU was mainly due to: ▪ The lower amount available for distribution to Unitholders as explained above; and ▪ The enlarged unit base from the Equity Fund Raising.

Financial Position

	As at 31 Dec 2023 (S$ million)	As at 31 Dec 2022 (S$ million)	
Investment Properties[1]	4,687.0	5,109.7	▪ The decrease is mainly due to the (i) divestment of non-core assets during the year; (ii) fair valuation loss on the Singapore investment properties; and (iii) the depreciation of the AUD against the SGD from 31 Dec 2022 to 31 Dec 2023
Investment Properties Held for Divestment	-	50.3	▪ The amount as at 31 Dec 2022 relates to 49 Pandan Road and 70 Seletar Aerospace View, both of which have since been divested in Feb 2023 and Nov 2023, respectively
Investments at fair value through profit and loss	300.3	342.7	▪ The decrease is mainly due to the fair valuation loss on the investment properties held by the fund investments in Australia and the depreciation of the AUD against the SGD from 31 Dec 2022 to 31 Dec 2023
Other Assets	119.0	151.5	
Total Assets	**5,106.3**	**5,654.2**	
Total Borrowings (net of debt transaction costs)	1,555.9	2,076.1	▪ The decrease is mainly attributable to the repayment of debts using the proceeds from the Equity Fund Raising and the divestment of non-core assets
Lease Liabilities for Leasehold Land (FRS 116)	592.0	543.9	▪ This relates to lease liabilities on leasehold land
Non-controlling Interest	70.9	63.3	▪ The amount due to non-controlling interest represents 20.0% interest in 7000 AMK LLP that is not owned by the Group
Other Liabilities	122.2	121.8	
Total Liabilities	**2,341.0**	**2,805.1**	

Note:
(1) Includes the right-of-use of leasehold land.

Financial Position *(cont'd)*

	As at 31 Dec 2023 (S$ million)	As at 31 Dec 2022 (S$ million)	
Net Assets Attributable to:			
- Perpetual Securities Holders	302.1	302.1	
- Non-controlling Interest – Perpetual Securities	-	102.3	▪ This relates to the S$100.0 million perpetual securities issued by ALOG Trust in February 2018, which has since been fully redeemed on 1 February 2023
- Unitholders	2,463.2	2,444.7	▪ The increase is mainly due to the S$299.7 million gross proceeds from the Equity Fund Raising. This is partially offset by the fair valuation loss on investment properties
No. of Units (million)	***7,689.2***	***6,719.2***	▪ The increase is mainly due to the Equity Fund Raising. The new units issued for the Equity Fund Raising accounted for 13.6% of total outstanding units as at 31 Dec 2022
NAV Per Unit (cents)	**32.0**	**36.4**	▪ Decrease is mainly due to the fair valuation loss on investment properties

Distribution Details and Timetable

Distribution Details	
Distribution Period	**1 July 2023 – 31 December 2023**
Distribution Rate	***1.186 cents*** *comprising:* • *1.030 cents taxable income per Unit* • *0.156 cents capital distribution per Unit*
Distribution Timetable	**Record Date : 9 February 2024** **Payment Date : 27 March 2024**

2. Asset Management

ESR-LOGOS REIT

Proactive Lease Management

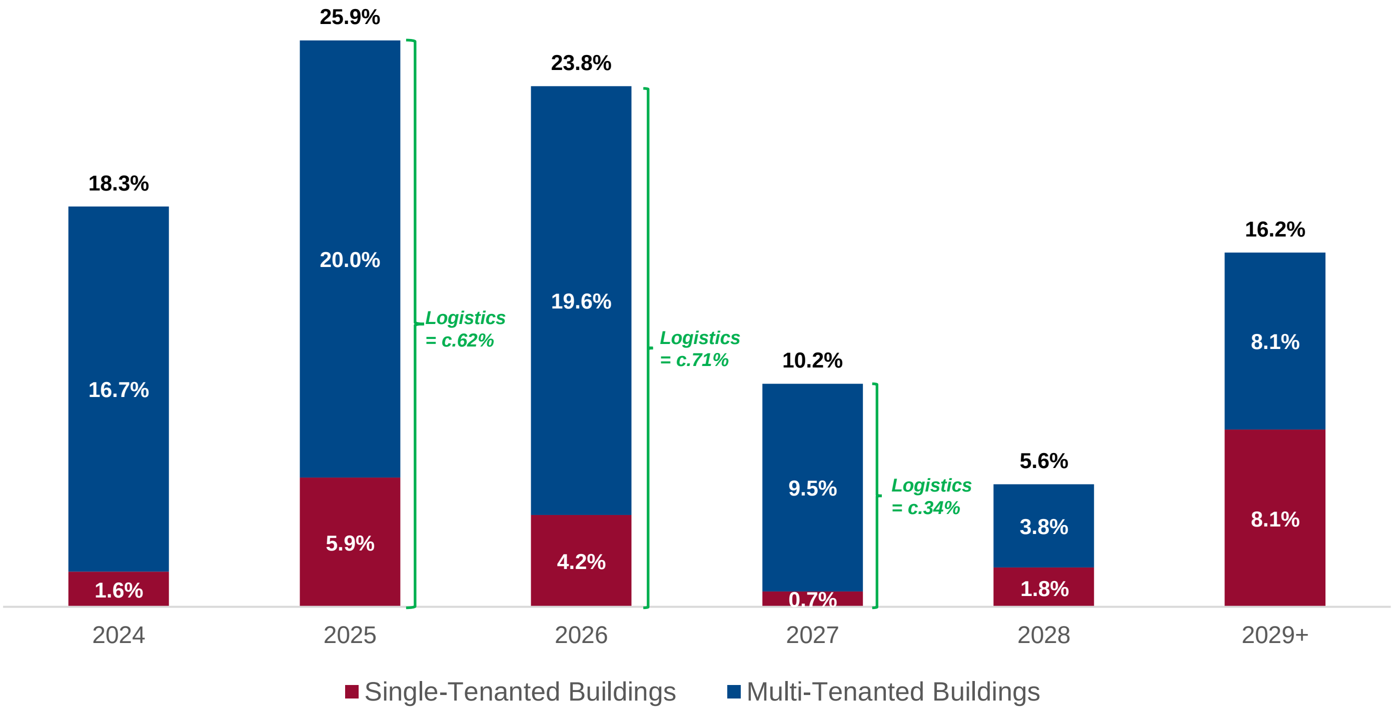
Well-Staggered Lease Expiry Profile, with Strong Rental Collections

Leasing Metrics (FY2023)

Renewals [A]	469,864 sqm (72.8% of Total Leases Secured)
New Leases [B]	175,977 sqm (27.2% of Total Leases Secured)
Total Leases Secured [A+B]	645,841 sqm
Retention Rate	75.5%
WALE	3.4 years *(FY2022: 3.2 years)*
Rental Collection	c.99% of total receivables

Lease Expiry Profile (as at 31 Dec 2023)

WALE of 3.4 years

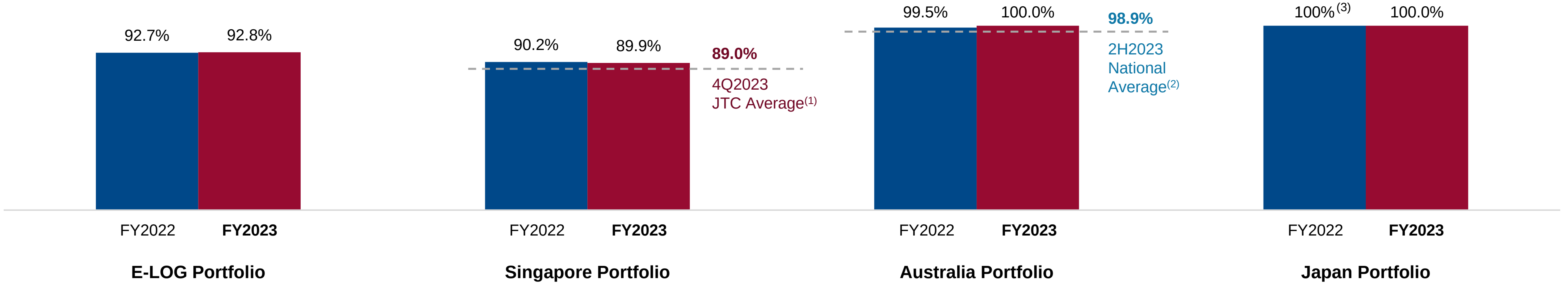


New Economy assets of Logistics and High-Specs segment continue to drive demand for total leases secured

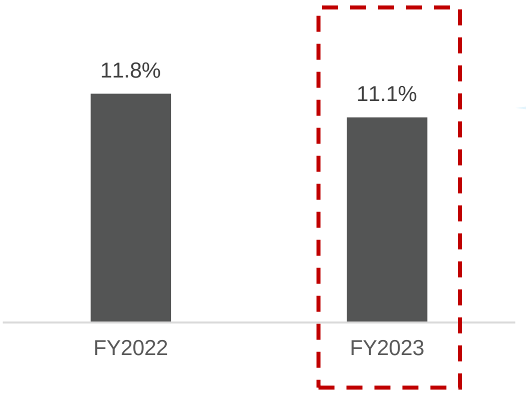
Notes: Metrics are calculated based on Effective Gross Rents unless otherwise stated.

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

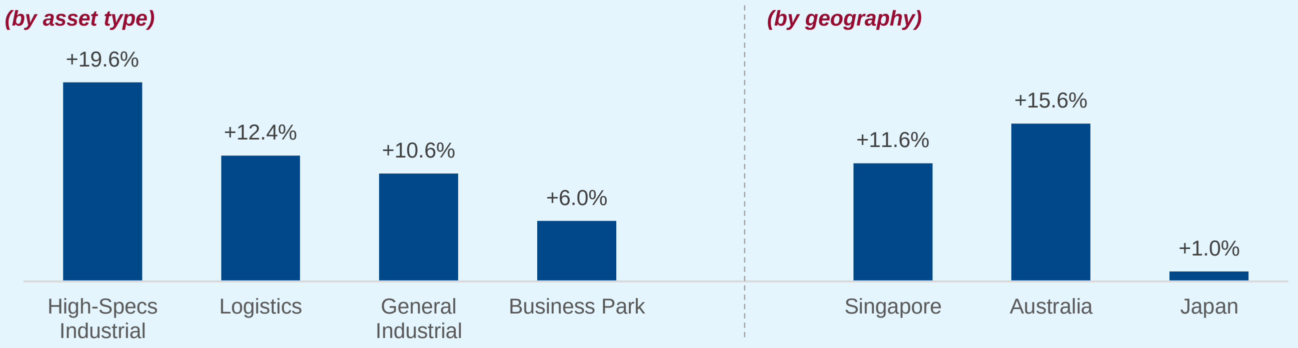
Stabilised Occupancy



Portfolio Recorded +11.1% Positive Rental Reversions in FY2023…



Portfolio Rental Reversions for FY2023



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

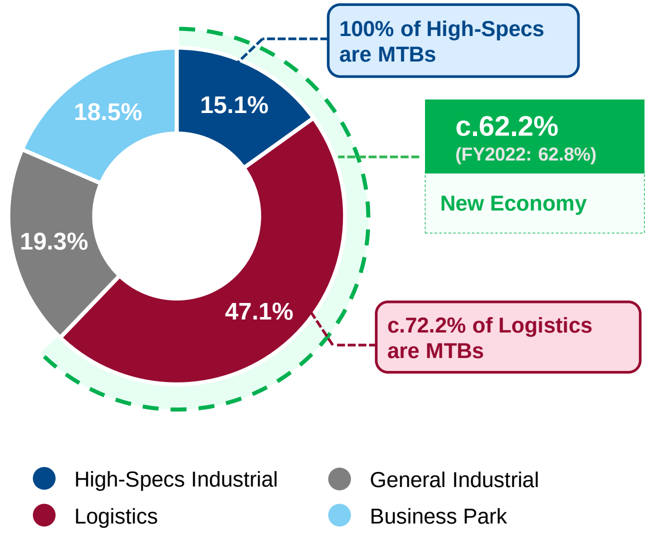
Notes: (1) Source: Based on JTC 4Q2023 Industrial Property Market Statistics (2) Source: Australia's Industrial & Logistics Vacancy 2H 2023 by CBRE. (3) 100% is based on financial occupancy.

New Economy Segment Expected to Continue Driving Positive Rental Reversions

E-LOG Asset Class Breakdown

(by Rental Income)

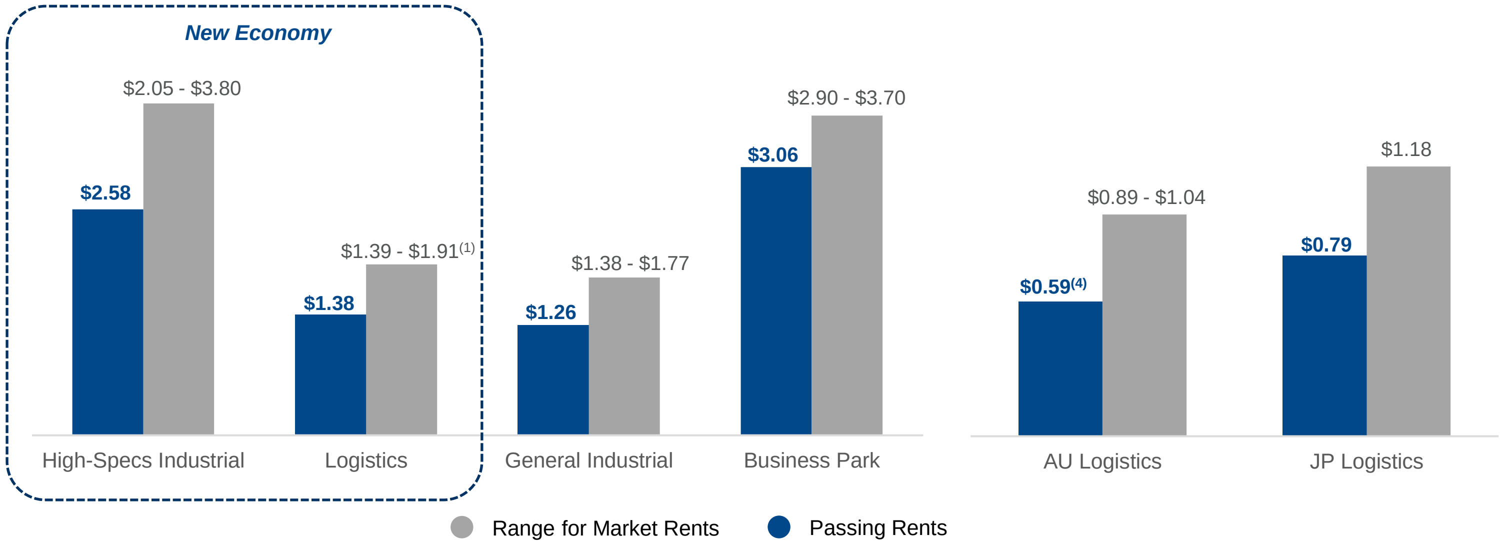
62.2% of portfolio in New Economy sectors, with majority being multi-tenanted buildings



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



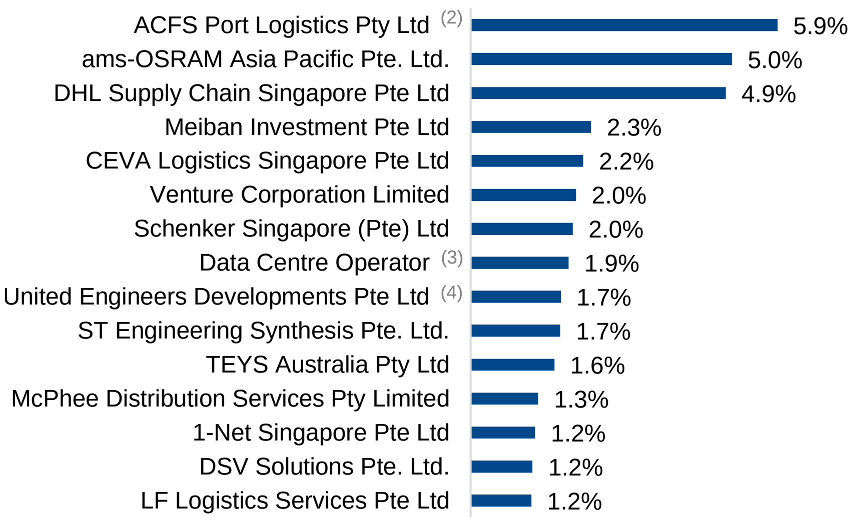
Notes: (1) Lower range is referenced to rents for upper floor warehouses while the upper range is referenced to rents for ground floor warehouses (2) Passing rents are calculated on Effective Gross Rent basis as at 31 Dec 2023 (3) Source: CBRE Research Singapore Q4 2023 (4) For MTBs in Queensland and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

Diversified Tenant Network

Well Diversified Tenant Base With No Concentration Risk to a Single Tenant

Top 15 Tenants[1]

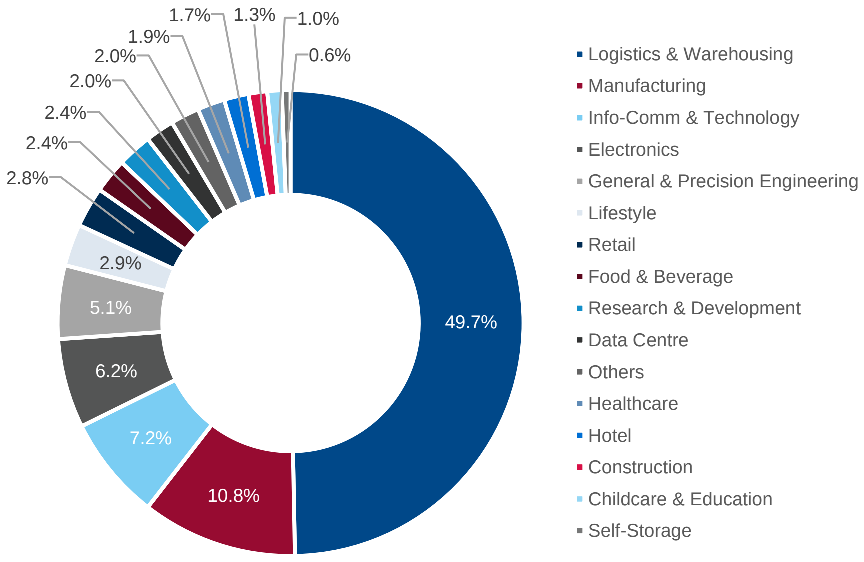
Top 15 tenants remains stable, accounting for <u>35.9%</u> *(FY2022: 34.8%)* of Effective Gross Rents as at 31 Dec 2023



No single tenant contributes more than <u>5.9%</u> *(FY2022: 5.5%)* of EGR as at 31 Dec 2023

Breakdown of Trade Sectors By EGR

Portfolio of <u>365</u> [5] diverse tenants as at 31 Dec 2023 decreased against 448 tenants in 31 Dec 2022



Quality tenant base catering to the changing market arising from structural trends and changing consumption patterns such as advanced and complex manufacturing and engineering processes & systems, digitalisation, e-commerce etc.

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Notes: Metrics are calculated based on Effective Gross Rents unless otherwise stated. (1) Excludes contribution from Fund Properties. EGR based on month of Dec 2023. (2) ACFS Port Logistics had acquired IPS Logistics' Port of Brisbane operations in Jul 2021. (3) Tenant not named due to confidentiality obligations. (4) Master lessee for hotel component at ESR BizPark @ Changi. (5) Reduction in number of tenants due to divestments of properties in 2023.

4Q2023 Leasing Update

More Than 162,000 sqm Renewed and Newly Leased in 4Q2023

Key tenants secured during 4Q2023

	A Logistics	B Logistics	C High-specifications
Name of Tenant	**Tokyo Nohin Daiko Co., Ltd**	**Mitsui - Soko (Singapore) Pte Ltd**	**Omni All In (Singapore) Pte Ltd**
Location	**ESR Sakura DC Japan**	**24 Penjuru Road Singapore**	**7002 Ang Mo Kio Singapore**
Description	Tokyo Nohin Daiko is a wholly owned subsidiary of Senko Group, a Tokyo Stock Exchange Prime listed company, which is providing a wide range of logistics services specialising in fashion, and include freight truck transportation, railway transportation, marine transportation, international logistics, and warehousing.	Mitsui-Soko (Singapore) is part of Mitsui-Soko Co., Ltd which provides a diverse range of logistics services in Japan and overseas, including port terminal operations and overland transportation, warehousing and records management.	Omni Logistics is a privately owned global 3PL provider and is one of the world's leading privately held 3PL providers. Omni Logistics specialise in providing unique, custom supply chain solutions for a long list of global clients.
Trade Sector	Logistics	Logistics	Logistics
NLA (sqm)	11,487	9,360	8,061
Lease Commencement Date	4Q2023	1Q2024	1Q2024
Lease Type	**Expansion**	**Renewal**	**New Lease**

Leasing up of high-quality tenants across various trade sectors has improved tenant diversification and mix

4Q2023 Leasing Update

New Master Lessee Secured for 20 years at 3 Tuas South Ave 4 with >35% Rental Growth

PharmaGend

Name of Tenant	**PharmaGend Global Medical Services Pte. Ltd.**
Description	PharmaGend is a Singapore-based integrated drug products manufacturing platform, focused on the development and manufacturing of high-quality drug products.
Trade Sector	Manufacturing
Lease Commencement Date	4Q2023[1]
Lease Type	**New Lease**
Occupancy	**100%**
Rental Growth	**>35%[2]**

Address	**3 Tuas South Avenue 4, Singapore 637610**
Land Lease Tenure	30 + 30 years commencing from 1 May 1999 (Balance tenure 35.3years)
Land Area	59,708 sqm
GFA	29,449 sqm (Unutilised plot ratio provides additional c.19,000 sqm of potential GFA for future expansion)
Zoning	B2 industrial
Property Description	3-storey pharmaceutical manufacturing building within Tuas Biomedical Park. It houses manufacturing facilities comprising production, laboratory, warehousing spaces, canteen with ancillary office
Usage	Manufacturing and packing of Pharmaceutical products

ESR-LOGOS REIT

Notes: (1) For more details, please refer to E-LOG's announcement titled *"Leasing Update: ESR-LOGOS REIT Signs New 20-Year Master Lease With PharmaGend Global Medical Services Pte. Ltd. At 3 Tuas South Ave 4"* dated 25 Jan 2024. (2) Newly signed master lease represents c.1.1% of E-LOG's portfolio rental income as at 31 Dec 2023

3. Investment Management

ESR-LOGOS REIT

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**		**2 Fishery Port Road**	**Up to 30 months construction period**	• **Construction expected to commence in late 2H2024**	**TBC**	**c. 6.50% - 6.75%**	▪ Proposed redevelopment of a modern high-specification ramp-up cold storage facility ▪ Planned for **Green Mark Platinum** Certification

ESR-LOGOS REIT

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

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 enter 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

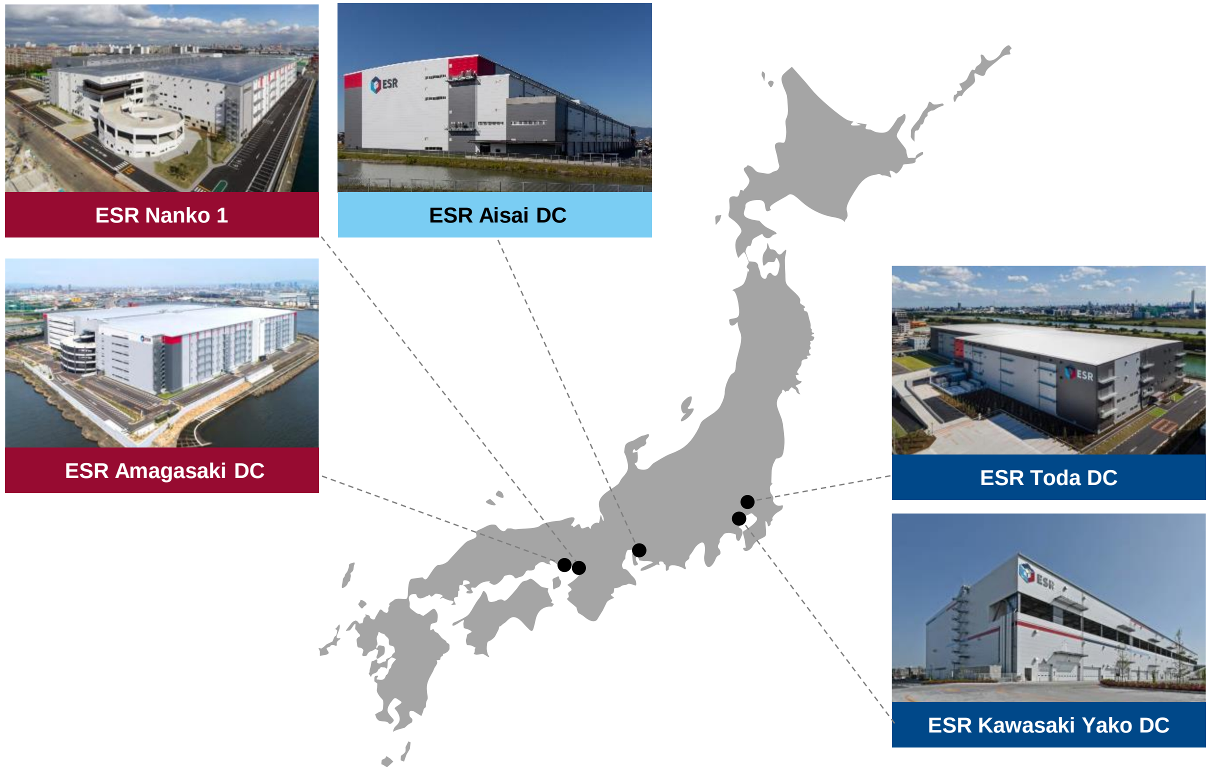
Key Information on JIF[5]

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

Target Cash-on-Cash Yield	5.0%
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]

Current Portfolio Located Across Tokyo, Osaka and Nagoya in Japan



Tokyo | Osaka | Nagoya

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.

4. Capital Management

ESR-LOGOS REIT

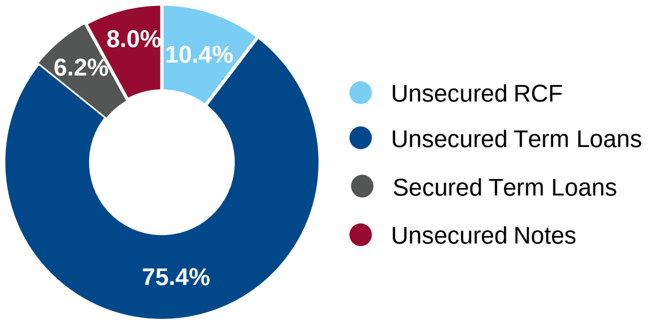
Prudent Capital Management with Low Gearing

- ✓ **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 **c.S$280.9m of committed undrawn revolving credit facilities ("RCF")** available and is **well-supported by 9 lending banks** 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

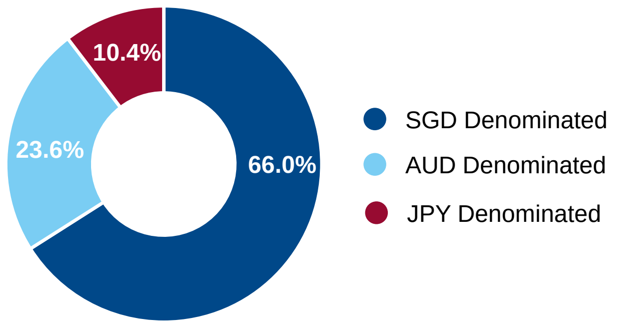
Debt Breakdown – By Type

Total Debt of S$1,566.2 million



Debt Breakdown – By Currency

Total Debt of S$1,566.2 million

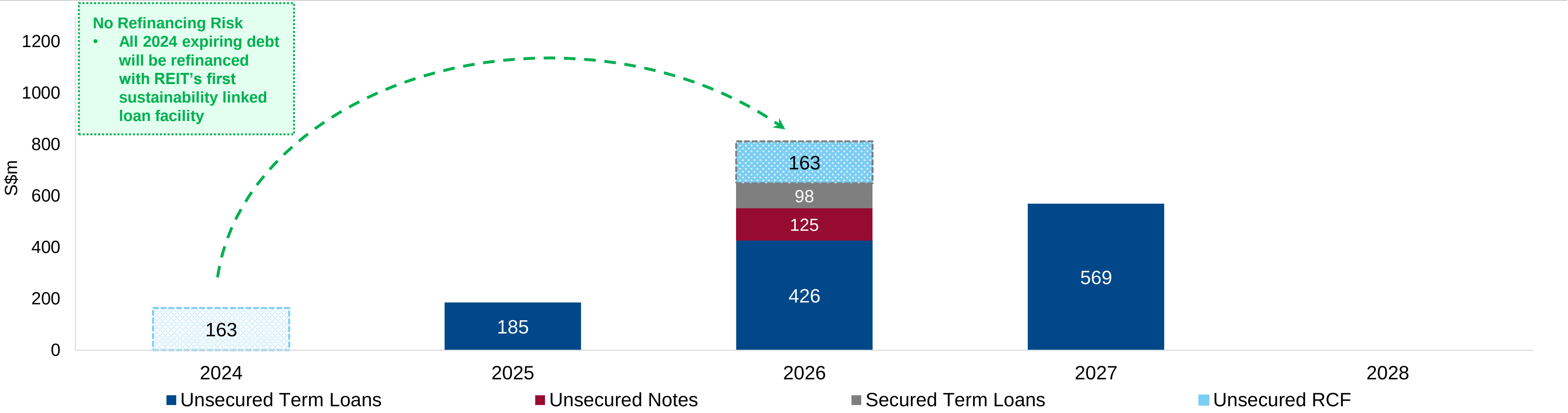


Notes: (1) Includes ESR-LOGOS REIT's 49.0% share of the borrowings and total assets of PTC Logistics Hub LLP, but excludes the effects arising from the adoption of FRS 116 *Leases*. (2) Assuming gearing limit of 45%. (3) Bought back units have been cancelled

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



% of Debt Expiring	10.4	11.8	41.4	36.4	0

5. ESG

ESR-LOGOS
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Inauguration of Sustainability Committee

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

Board of Directors

Sustainability Committee

Provides strategic oversight of ESG policies and implementation

CEO
Adrian Chui
Serves as sustainability champion for ESR-LOGOS REIT

Deputy CEO
Karen Lee
Environmental sustainability champion

Sustainability Working Committee

- **Property Management**
  - **Sustainability Officer**
    Dedicated staff focused on implementing Sustainability & Decarbonisation roadmap
- **Real Estate**
- **Finance**
- **Capital Markets & Investor Relations**
- **HR and Corporate Services**
- **Compliance, Sustainability & Risk Management**
  - **Sustainability Officer**
    Dedicated ESG and DEI officer

Staff

ESG Targets and Initiatives that are Material, Measurable and Ambitious

E-LOG's ESG Targets

Environmental

Green Building Certification
- ➢ 80% of Singapore buildings to be Green Mark certified by 2030

Solar Power Generation
- ➢ Achieve 50% increase in solar power generation by 2025 (from base year 2019)

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

Water Efficiency
- ➢ 14% reduction in water intensity for MTB from 2023-2030
- ➢ All MTB buildings to be WEB certified by 2025

Supply Chain Management
- ➢ 100% supplier compliance with Green Procurement Policy by 2030

Decarbonisation Roadmap
- ➢ To be implemented from FY2024 with clear steps, targets, and timeline to ensuring a climate resilient portfolio

Social

- **Community**
  - ➢ 500 hours of staff volunteerism per year
- **Training and Development**
  - ➢ 16 training hours per employee per year
- **Health and Safety**
  - ➢ Quarterly health and safety committee meetings
  - ➢ Zero Workplace Fatal Injury Rate ("WFIR") and Major Injury Rate ("MIR")

Governance

- **Board Diversity**
  - ➢ Includes independence, gender diversity, ethnic diversity and core competencies amongst others
- **Climate Change Adaptation**
  - ➢ Disclose adaptation and mitigation plans aligned to TCFD by 2025
- **Governance and Enterprise Risk**
  - ➢ Zero lapses in corporate governance or corruption
  - ➢ Zero material incidents of non-compliance with socioeconomic or environmental laws

Pursuit of ESG Plans On Track and Will Be Enhanced

Environmental

Implementation **Decarbonisation Roadmap** with clear steps, targets, and timeline to ensuring a climate resilient portfolio

	Implementation of Decarbonisation Roadmap for Singapore	**Developing Decarbonisation Roadmap for Overseas Assets**	**Reconciliation with Group Net Zero Targets**
	• To kickstart roadmap for MTBs in Singapore to achieve Sustainability Targets and Green Initiatives. • To progressively convert SLB through engagements with tenants and Green Leases	• To develop decarbonisation roadmap for overseas assets (Australia & Japan) • To develop Sustainability Targets for overseas assets and implementation plan.	• To review all asset and conduct gap analysis to address shortfall to meet ESR Group's 2050 targets (net Zero Carbon emissions)
Timeline	**2024 - 2030**	**2025 - 2030**	**2030 - 2050**

Green Mark Certification

By 2029, >80% of properties will attain Green Certification

Current Certifications

34 Green Certifications

Green Mark Gold/ Gold Plus

5 Properties

Green Mark

2 Properties

LEED Gold

1 Properties

WEB

26 Properties

Pursuit of ESG Plans On Track and Will Be Enhanced

Environmental (cont'd)

	Energy Efficient Lightings	EV Implementation	Green Procurement Policy	Green Leases & Fit-Out Guide	Automate ESG Data Collection
Other Operational Green Initiatives	Convert existing lightings to LED lightings in common areas and install motion sensors at staircases	To introduce EV chargers in our portfolio to meet the increasing demand from EV users and potentially improve tenant retention	To introduce a set of Green Procurement Policy and ensuring 100% compliance from onboarded vendors by 2030.	To implement Green Lease and Green Fit-out plans into current leasing framework and SOPs	To integrate with Sustainability Reporting requirements to improve the accuracy and streamline the process of data collection.

Solar Harvesting Programme

- Solar Power capacity will reach **15.25MWp** by 2024 with the commissioning of the new solar PV installation at 51 Alps Avenue
- ELOG has **8 buildings installed with solar panels**
- **E-LOG is on track to achieve 50% increase in solar power generation by 2025**
  (from base year 2019)

ESR-LOGOS REIT

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

Social

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 non-compliance with socio-economic or environmental laws

Conclusion and Outlook

4R Strategy Positions E-LOG for Next Growth Phase:
To Continue Upscaling Portfolio Quality and Rejuvenation

Growth

Reinforce Sponsor Commitment

- Sponsor is APAC's leading real asset manager with Total AUM of c.US$147.0bn[1] and strong liquidity with US$3.0bn[1] of cash and loan drawdown available
- Visible and Executable Asset Pipeline from Sponsor
  - Comprises future-ready modern logistics assets with freehold or long land lease tenor

Recapitalise For Growth

- Low Gearing at 35.7%
- Increased debt headroom allows for growth opportunities

Recycle Capital

- Completed S$440.6m[2] of divestments comprising 10 non-core assets
- Proceeds to be reinvested into New Economy Assets/ Redevelopments/ AEIs

Rejuvenate Asset Portfolio

AEIs and Redevelopments completed:

- 7002 Ang Mo Kio Avenue 5 (TOP Date: 8 Sep 2023)
- 21B Senoko Loop (TOP Date: 17 Jan 2024)
- Implementation of ESG & Decarbonisation Roadmap with inauguration of Sustainability Committee

Notes: (1) Based on ESR Group's 1H2023 Results Announcement. (2) Divestments include 49 Pandan Road, 3 Pioneer Sector 3, 4 & 6 Clementi Loop, 6 Chin Bee Avenue, 21 Changi North Way, 30 Toh Guan Road, 22 Chin Bee Drive, 2 Tuas South Ave 2 and 70 Seletar Aerospace View in Singapore and 51 Musgrave Road in Australia.

Conclusion and Outlook

1 Safety is No Accident

- In early 2023, warning signs of Higher-for-Longer interest rate environment and its impact on DPU, valuation and gearing started to emerge
- E-LOG raised equity early – fully backstopped by Sponsor ESR Group – **Recapitalising** our balance sheet
- E-LOG divested non-core assets (small foot-print assets and <25 years land lease) early before cap rate expansion and more expensive funding costs set in

2 Portfolio Rejuvenation and Prudent Capital Management

- Completed 7002 Ang Mo Kio Ave 5 AEI and 21B Senoko Loop redevelopment on time and lower than budget
- High fixed interest costs (81.6%) for 1.3 years minimised the impact of rising interest costs on DPU and ICRs
- As Higher-For-Longer interest rates become a threatening reality, resulting in market volatilities, E-LOG judiciously undertook Unit Buybacks to signal our strong operating metric and balance sheet which is both DPU and NAV accretive

3 Positioned for Growth with Interest Rates Stabilising and Potential Rate Cuts

- Amidst improved inflation and interest rate outlook, E-LOG enters FY2024 with a stronger balance sheet
- Opportunities became available for E-LOG in late FY2023 to Recycle our balance sheet via both Redevelopments/AEIs and potential acquisitions for better quality New Economy assets
- As interest rates pivot downwards, lower funding costs enhance both DPU and NAV due to shorter hedge tenors and competitive funding costs for growth

4 Market Outlook Remains Cautiously Optimistic

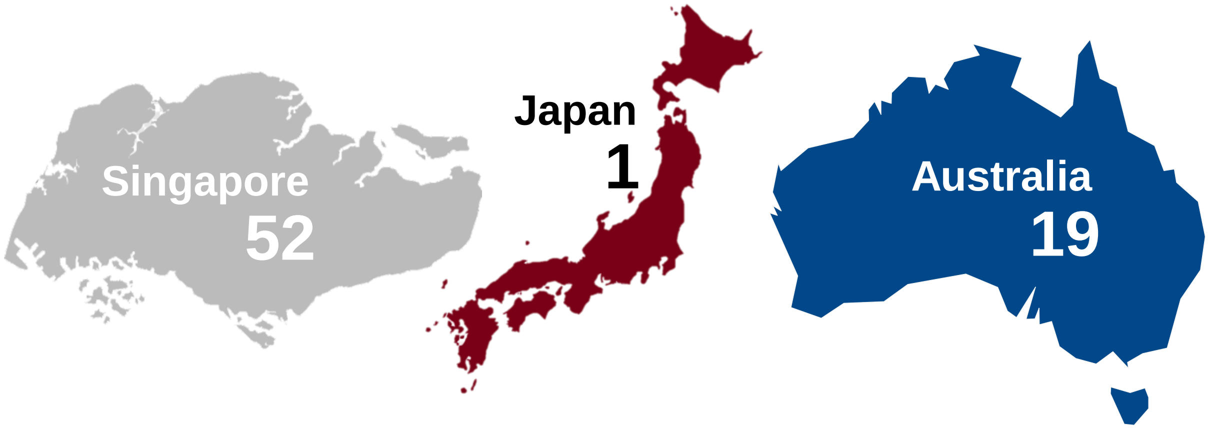
- Despite expectations of interest rate reductions, timing of rate cuts is critical to DPU and NAV growth potential
- While supply of industrial space has ramped up, warehouse space makes up an estimated 27% of the new supply over the next 3 years. Together with a high base due to rental increases since Covid-19, rental growth and positive rent reversions is likely to be lower than the double-digit growth rates seen in the last 2 years although the recovering manufacturing sector and persistent supply chain disruptions (geopolitical tensions) is expected to support demand for high-tech and prime logistics space
- Inflation expected to continue having an impact on property expenses although E-LOG's utility expenses is manageable as c.90% of utility costs are passed-through

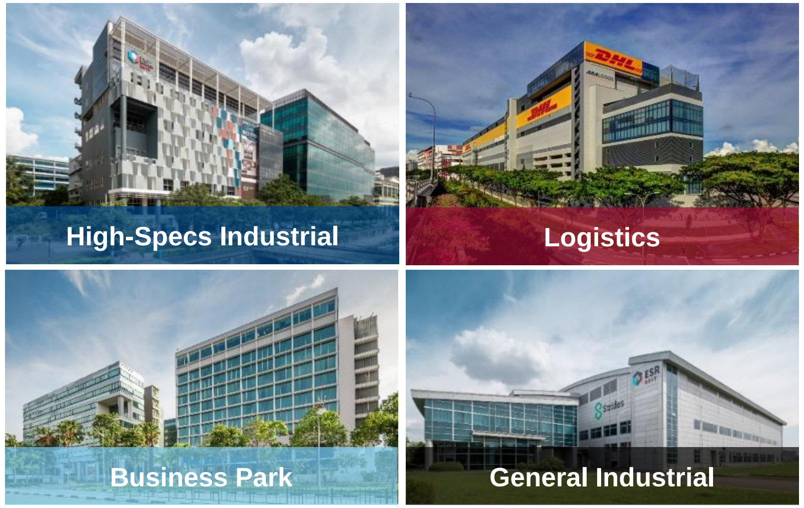
Appendix

ESR-LOGOS REIT

Future-Ready APAC Industrial S-REIT

Portfolio of Quality Diversified Assets Across Key Gateway Markets





Portfolio
72 Properties

Investments
3 Property Funds

Total Assets
S$5.1 billion

AUM(1)
S$4.4 billion

Total Gross Floor Area
2.1 million sqm

Portfolio Occupancy
92.8%

Weighted Average Lease Expiry
3.4 years

Proportion of New Economy Assets
62.2%

ESG Targets
GRESB submission

ESR-LOGOS REIT

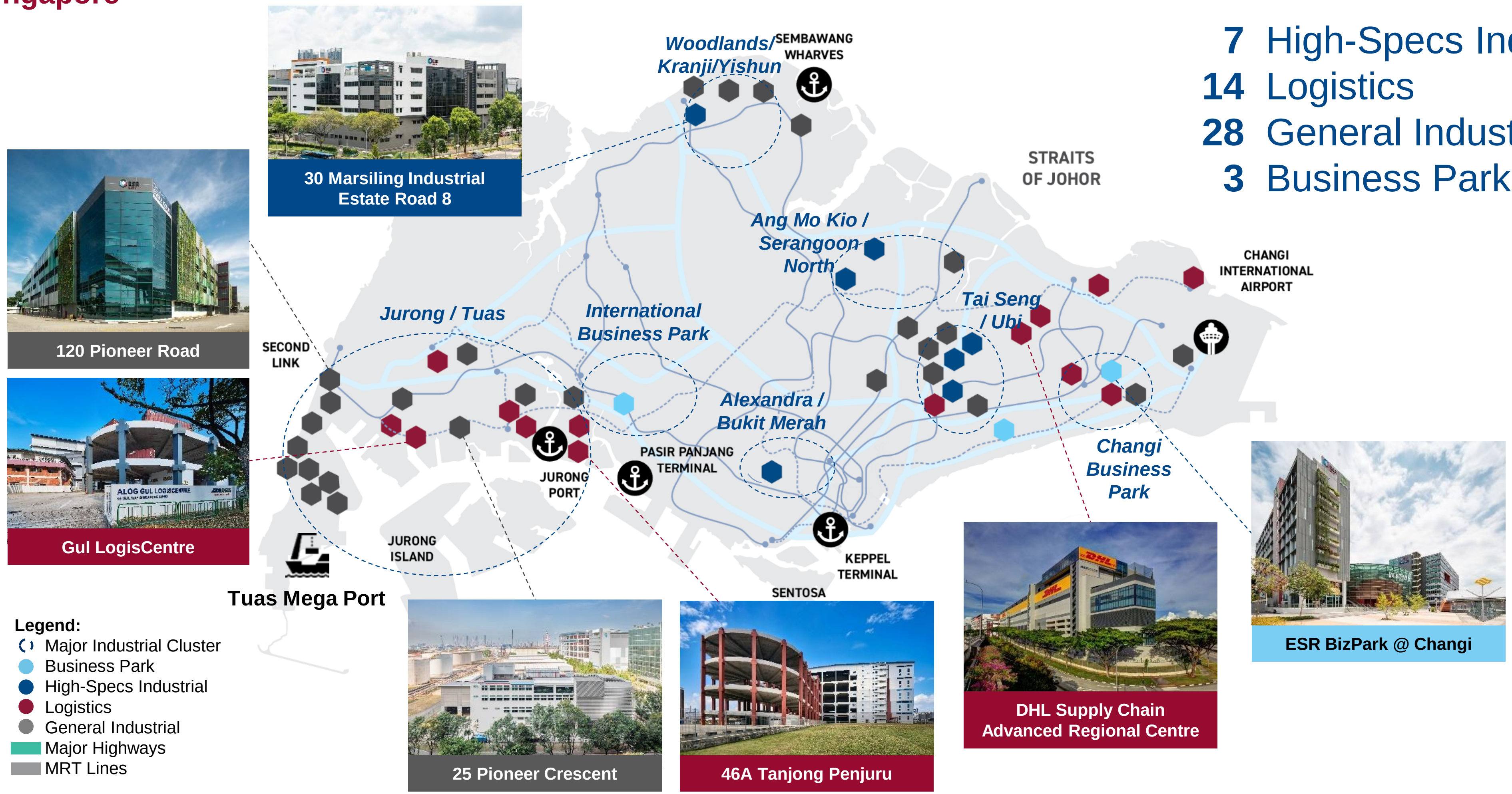
Note: (1) Refers to the total value of investment properties (excluding right of use of leasehold land), investments in joint venture and property funds.

Singapore Portfolio (74.2% of AUM)

Well Located Assets Within Key Industrial Zones

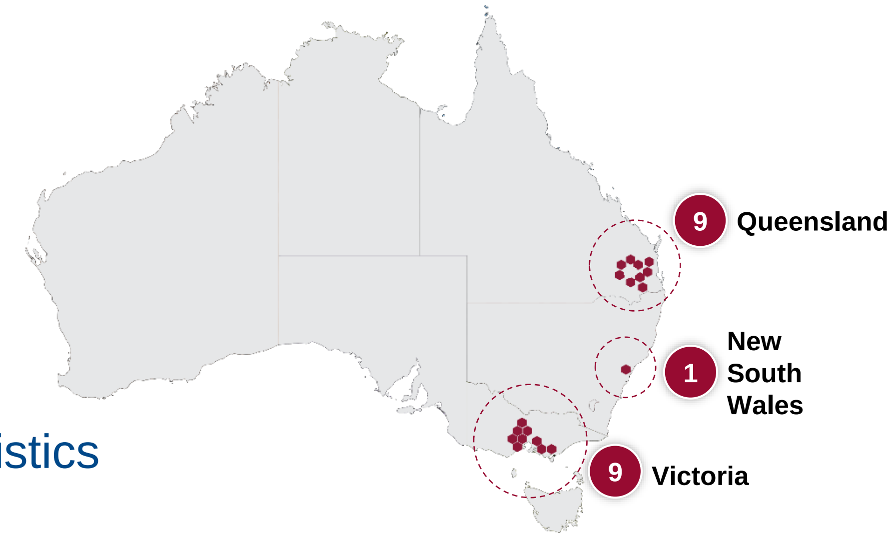
Portfolio of 52 assets across 4 asset classes located close to major transportation hubs and within key industrial zones across Singapore

7 High-Specs Industrial
14 Logistics
28 General Industrial
3 Business Parks



Australia Portfolio (15.1% of AUM)

Exposure to Attractive Logistics Sector via Directly Held Properties



19 Logistics

consisting of:

15 Freehold Assets

4 Leasehold Assets

Port of Brisbane, Queensland


1-5 Bishop Drive, QLD


8 Curlew Street, QLD


53 Peregrine Drive, QLD


21 Curlew Street, QLD


151-155 Woodlands Drive, VIC


16-24 William Angliss, VIC


76-90 Link Drive, VIC


41-51 Mills Road, VIC

Japan Property (3.9% of AUM)

Maiden Entry into Japan via Acquisition of ESR Sakura DC

1 Logistics

ESR Sakura DC

Fund Investments (6.8% of AUM)

Exposure to Attractive Logistics Sector via Direct Portfolio and Three Funds

ESR-LOGOS REIT holds investments in three property funds aggregating A$334.0m

	1 New LAIVS Trust	2 Oxford Property Fund	3 ESR Australia Logistics Partnership
Equity Interest	49.5% (A$163.5 million)	40.0% (A$86.1 million)	10.0% (A$84.4 million)
Number of Properties	4	1	35 *consisting of:* 33 income-producing properties 2 development sites
Property Type	Distribution Centres	Cold Storage	Logistics Properties
Land Tenure	3 Freehold Assets 1 Leasehold Asset	1 Freehold Asset	31 Freehold Assets 4 Leasehold Assets
Land Area	431,310 sqm	229,000 sqm	1,315,525 sqm
Gross Lettable Area	155,957 sqm	123,353 sqm	593,072 sqm
Net Asset Value *(as at 31 Dec 2023)*	A$330.3 million	A$215.3 million	A$844.3 million
WALE	3.9 years	17.1 years	4.5 years

Real Estate Portfolio Statistics

	As at 31 Dec 2023	As at 30 Jun 2023
Number of Properties[1]	72	81
GFA (million sqm)	2.1	2.3
NLA (million sqm)	2.0	2.2
Weighted Average Lease Expiry ("WALE") (years)	3.4	3.1
Weighted Average Land Lease Expiry (years)[2]	40.6	37.0
Occupancy (%)	92.8	92.9
Number of Tenants	365	436

ESR-LOGOS REIT

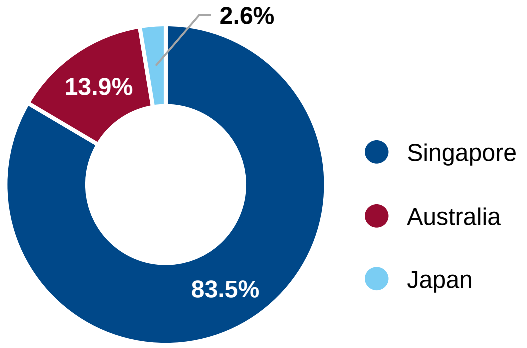
Notes: (1) Excludes 48 Pandan Road (2) Weighted by valuation

Resilient and Diversified Portfolio

Access to Overseas and Freehold Assets Enhances Resilience Against Short Land Lease and NAV Decay

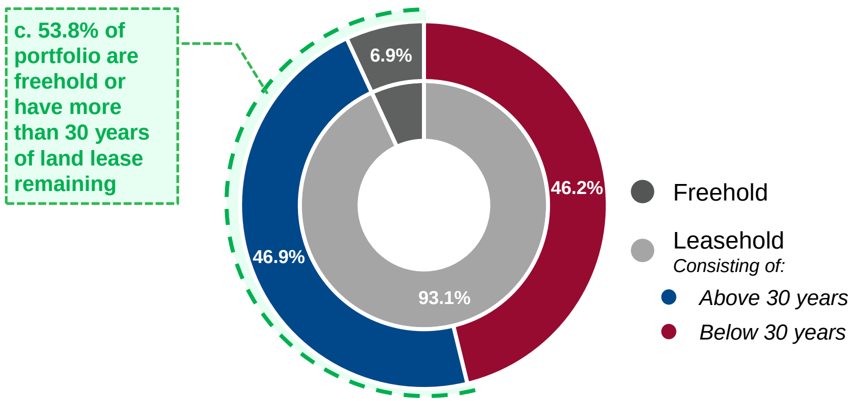
Portfolio Breakdown by Geography

Portfolio exposure to overseas geographies such as Australia and Japan provides exposure to freehold assets



Portfolio Breakdown by Lease Type

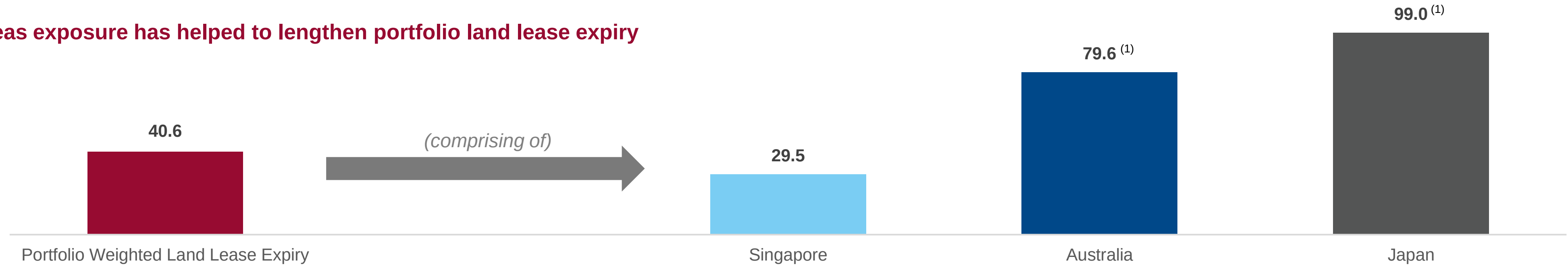
As such, c.53.8% of portfolio are freehold or longer land lease remaining



Breakdown of Land Lease Expiry

(in years)

Overseas exposure has helped to lengthen portfolio land lease expiry



Notes: Metrics are calculated based on Effective Gross Rents unless otherwise stated. (1) Assumes that freehold land has an equivalent land lease tenure of 99 years

Singapore Industrial Market Outlook

Bumpy recovery seen with tenant resistance on rental growth, but demand for New Economy sectors draws resilience from recovering manufacturing economy

1. With the easing of inflation and peaking of global interest rates, the Singapore economic growth is expected to improve and reach 2.1% in 2024. Nonetheless, lingering effects from the escalated geo-political tensions and tightened credit conditions results in an expected “higher-for-longer interest rate environment” [(1)]

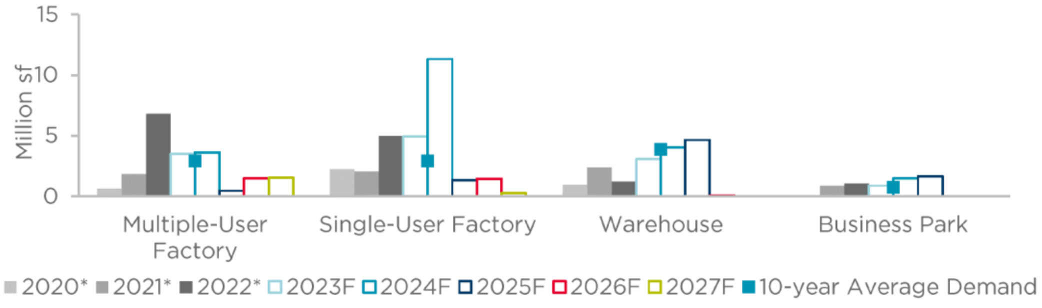
2. Consecutive increases in industrial market rentals results in growing tenant resistance. While Singapore’s manufacturing economy is expected to recover from cyclical lows in 2024, industrial rental growth is expected to taper off in 2024

3. With increasing vacancy rates for Business Park at suburban areas, rents may have to be kept attractive for potential tenants and to retain existing tenants. Lack of new supply in 2024 can allow time for absorption of existing vacant spaces[(2)]. New and better-located upcoming stocks have also increased anticipation on mild rental growth for conventional factory and high-tech factory spaces in 2024

4. Strong demand for modern specification industrial assets amplifies the weak performance of older assets. Prime logistics have below 1% vacancy rates with supply relief coming in 2024 and 2025

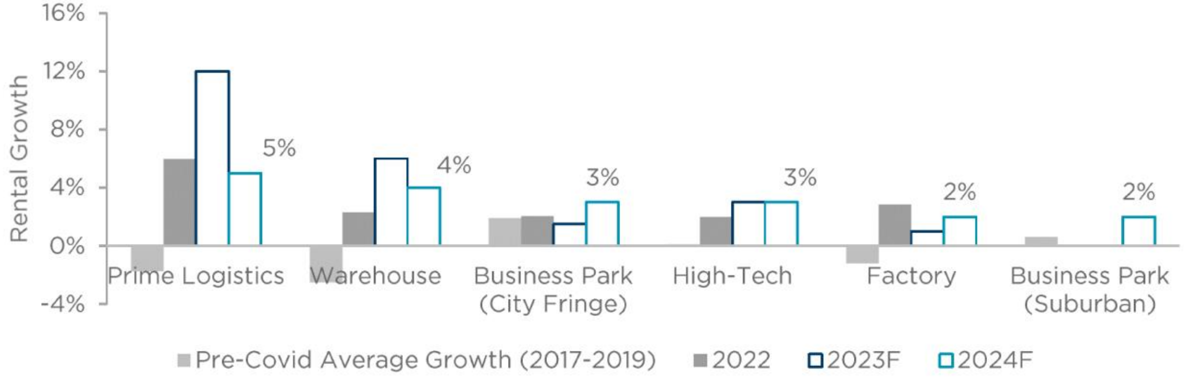
5. New Economy sectors such as the Logistics and High-Specifications Industrial sectors have forecasted rent growth of between 3% - 4% in 2024 with resilient long-term demand expected from the e-commerce, life science and technology sectors[(1)]. 3PL firms will continue to lead the demand for logistics spaces, whereas electronics and life sciences firms are the demand-drivers for high-specifications spaces[(2)]

Supply in the Pipeline [(1)]



Source: JTC, Cushman & Wakefield Research
* Supply included demolition of stock

Rental Growth by Asset Classes [(1)]



Source: Cushman & Wakefield Research

Australia Industrial Market Outlook

The significant supply for 2024F is expected to cause pressures for vacancy rates to rise and the rent growth is expected to be more muted in view of weaker demand for logistics space in FY2024

1. The Australian economy is expected to continue to moderate with GDP growth to ease to c.1.2% in FY2024 before recovering to 2.0% growth in FY2025[(1)]

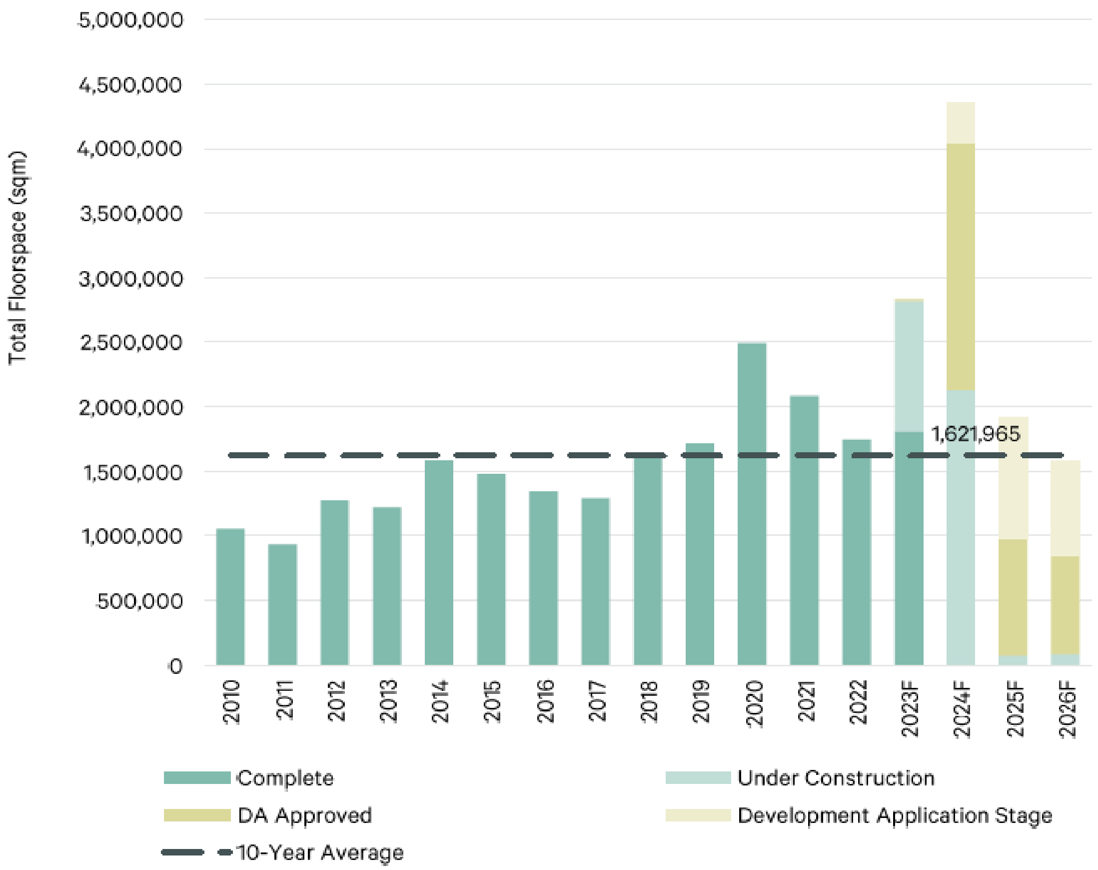
2. Interest rates have been kept steady in the last few months of FY2023 before the Reserve Bank of Australia (RBA) introduced a modest 25 basis point increase to cash rate to 4.35% in November 2023. This is a continued attempt to bring inflation back to the target range of 2% to 3%, of which the progress was slower than anticipated. Despite the continued pressures on real income and household consumption growth, it is anticipated that cash rates will be lowered by 75 bps each in Q3 2024 and Q2 2025 respectively[(2)]

3. New take-up demand continues to remain strong in FY2023, with the net absorption reaching 2.1 million sqm levels[(3)]. The lower absorption compared to FY2022 figures was mainly due to a downwards trend in vacancy rates over the previous years from 6.3% to below 1%. However, new take-up demand is expected to ease in FY2024 due to higher uncertainty as a result of weaker consumer sentiments and increasing supply chain costs

4. FY2024 is expected to be a record year for development completions with c.4.0 million sqm, with c.46% already pre-committed[(4)]. In addition to the new completions, there were also large supply of sub-leased made available in the market over the last quarter in FY2023

5. The upcoming significant supply in the market is likely to cause vacancy rates to inch upwards in the next 12 months. It is also forecasted that the rate of rent growth will moderate from double digit to low positive single digit growth in FY2024

FIGURE 3: Development Supply Pipeline



Notes: (1) Based on Estimates by International Monetary Fund. (2) Based on Economic Outlook by Reserve Bank of Australia dated 5 Dec 2023. (3) Based on CBRE Australia's Industrial and Logistics Vacancy Second Half 2023 (2H2023) dated Dec 2023. (4) Based on CBRE Industrial & Logistics Report Q3 2023.

Japan Industrial Market Outlook

Declining supply for 2024 and 2025 should tighten the supply-demand balance. Effective rents should remain unchanged for now but may rise in the long-term due to higher costs.

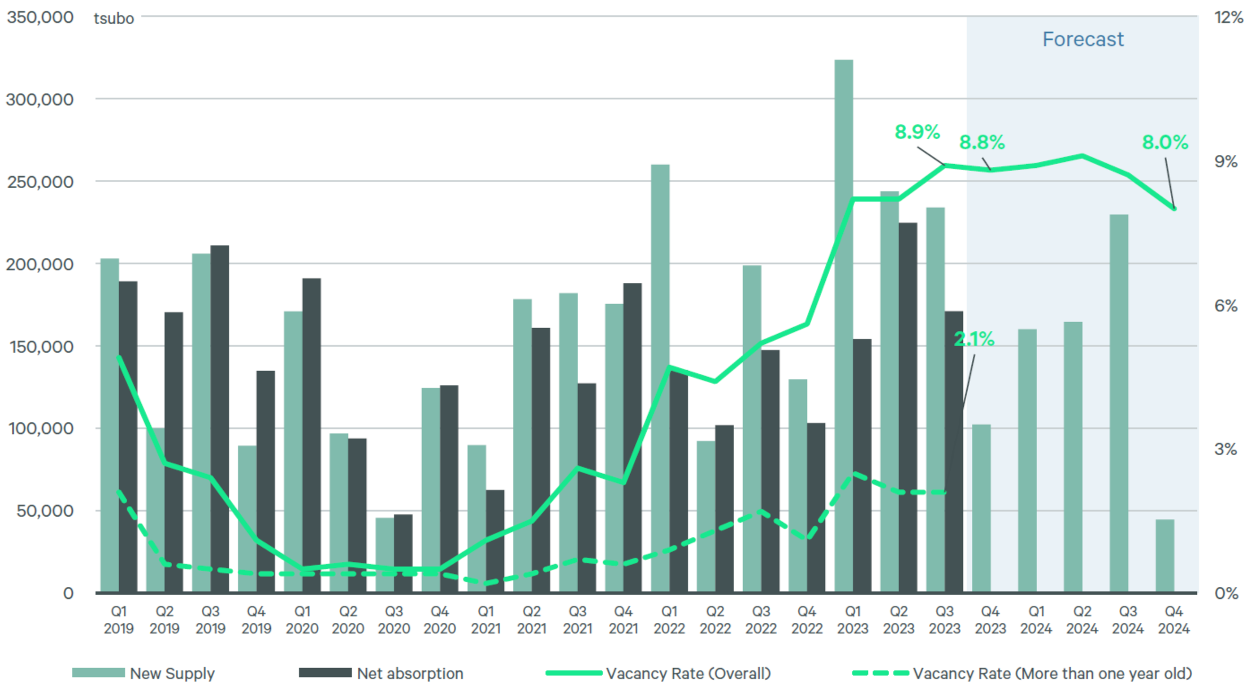
1. The Japanese economy is expected to continue to see moderate growth of around 1% per annum in 2024[1]

2. The Greater Tokyo Large Multi-Tenant (LMT) vacancy rate reached 8.9% in Q3 2023, up 3.3% from Q4 2022. New supply for 2024 is projected to reach 599,000 tsubo, down 34% from 2023. 2025 should see supply fall again to around 526,000 tsubo. With current vacant space of 550,000 tsubo in the market, it will take considerable time before this is all absorbed. The vacancy rate is expected to remain at or around 8% to 9% throughout 2024 and H1 2025

3. Demand remains robust, mainly driven by logistics firms and e-commerce operators. Nonetheless, many tenants have consolidated multiple bases into one location to increase efficiency and reduce relocation costs due to rising labour and energy costs

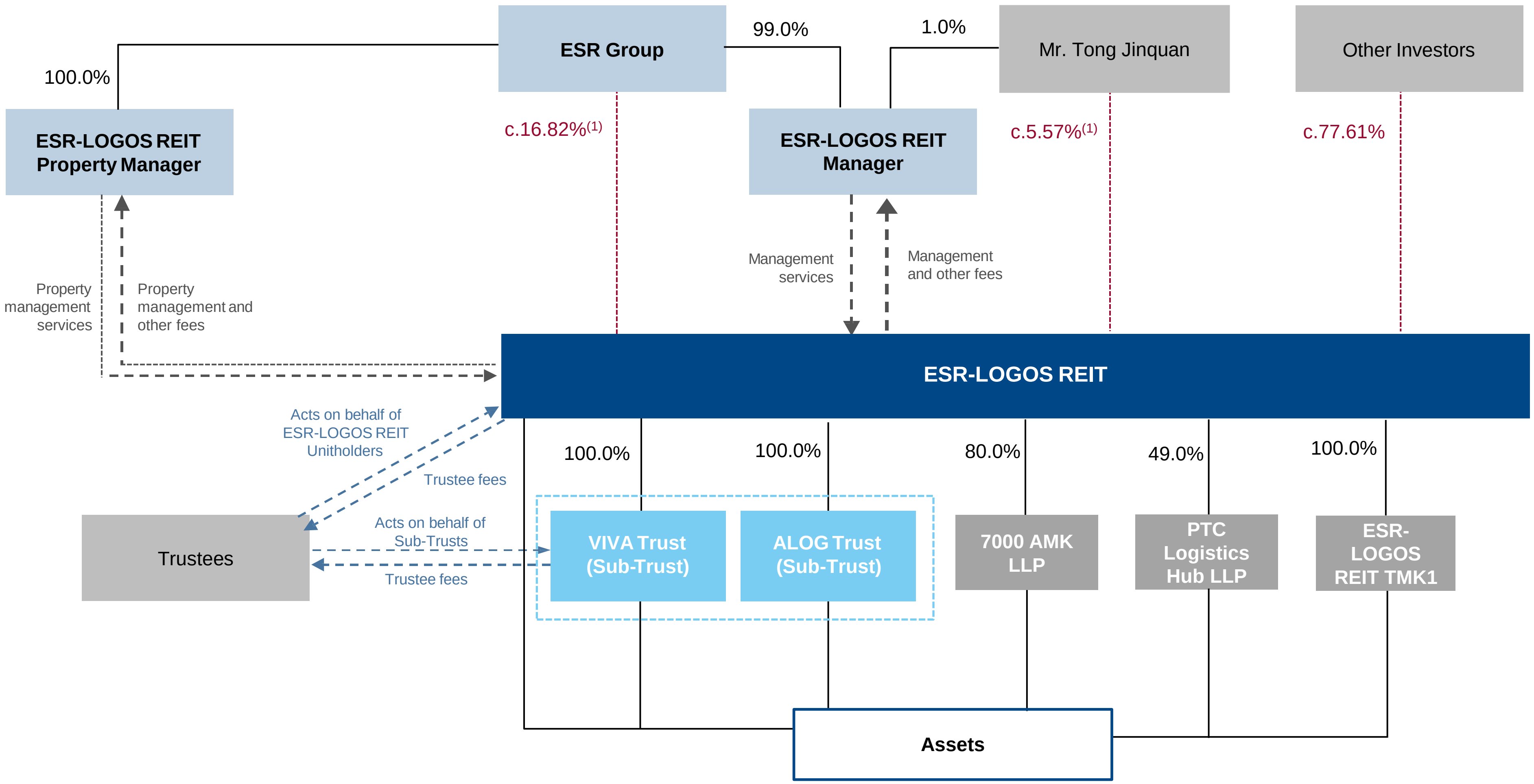
4. Effective rents is projected to fall slightly moving into 2024 and 2025 for most of Greater Tokyo, apart from Tokyo Bay area due to the scarcity of available properties. In the longer term, rising inflation may drive up rent levels. With rising land prices and higher construction costs, developers are likely to pass on increased development costs to tenants in the form of higher rents. Rents for existing properties should become relatively more attractive and may be pushed upward across the board

Supply/ Demand Balance and Vacancy Rate for Greater Tokyo[2]



Notes: (1) Based on CBRE Market Outlook 2024 for Japan (2) Based on CBRE Q3 2023 Market Overview

Trust Structure



ESR-LOGOS REIT

Note: (1) Includes direct interestas and/or deemed interests through holding entities in ESR-LOGOS REIT. Figures as at 17 Jan 2024.

Creation of a Future Ready New Economy APAC REIT

Well-positioned to capture strong secular growth trends with its sizable and diversified portfolio

Total Assets

S$524.8M

2006
- Listing of Cambridge Industrial Trust ("CIT") on the SGX-ST

S$1.7B

2017
- e-Shang Redwood acquires c.80% indirect stake in Manager from NAB and Oxley (remaining 20% in Manager held by Mitsui), and c.12% of REIT units, becoming REIT's second largest unitholder
- Cambridge Industrial Trust changes its name to "ESR-REIT"
- Divested 23 Woodlands Terrace, 87 Defu Lane 10 and 55 Ubi Avenue 3
- Acquired 8 Tuas South Lane and 80% stake in 7000 Ang Mo Kio Ave 5
- Issued $150.0m 4.6% Fixed Rate Perpetual Securities

S$3.1B

2018
- Merger with Viva Industrial Trust
- Acquired 15 Greenwich Drive
- Divested 9 Bukit Batok Street 22
- Launched S$141.9m Preferential Offering

S$3.2B

2019
- Acquired 48 Pandan Road
- Divested 31 Kian Teck way
- Launched S$100m Private Placement and S$50m Preferential Offering

S$3.3B

2021
- Entered into S$320m unsecured loan facility for refinancing
- Acquired 46A Tanjong Penjuru
- Acquired a 10.0% interest in ESR Australia Logistics Partnership (EALP) – first overseas acquisition
- Divested 3C Toh Guan Road East and 11 Serangoon North Ave 5
- Launched S$100m Equity Private Placement
- S$50m Equity Preferential Offering launched on 27 Jul
- Issued S$125m of 2.60% fixed rate notes due 2026
- S$835m and A$365m Committed Unsecured Facilities for the merger with ARA LOGOS Logistics Trust

S$5.7B

2022
- Acquired ESR Sakura Distribution Centre in Japan
- Divested 28 Senoko Drive, 45 Changi South Avenue 2, 3 Sanitarium Drive and 2 Jalan Kilang Barat
- Merger with ARA LOGOS Logistics Trust became effective
- Issued S$150.0m 5.5% Fixed Rate Perpetual Securities

S$5.1B

2023
- Divested 49 Pandan Road, 3 Pioneer Sector 3, 30 Toh Guan Road, 21 Changi North Way, 22 Chin Bee Drive, 4 & 6 Clementi Loop, 6 Chin Bee Avenue, 2 Tuas South Ave 2, 70 Seletar Aerospace View and 51 Musgrave Road
- AEI at 7002 Ang Mo Kio Ave 5 attains TOP
- Launched S$300.0m Equity Fund Raising exercise

Demonstrated executive capabilities by achieving five-year 32.0% CAGR and growing the portfolio from S$1.4 billion in 2016 to S$5.7 billion(1) today via DPU accretive acquisitions

Disciplined approach to funding with more than S$449.6 million in capital and S$3.0 billion financing raised over the last five years; broadening lending relationships from 2 to 13 banks

Rebalanced portfolio from dated assets to 62.2% New Economy assets(1) to capture growth opportunities

ESR-LOGOS REIT is a FTSE NAREIT Index stock

Note: (1) As at 31 Dec 2023

ESR-LOGOS REIT

Glossary

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 some REITs to show whether new leases signed have 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: economic, 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 occupancy 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 results announcements for the financial year ended 31 December 2023.

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Investors have no right to request that the Manager redeem or purchase their Units while the Units are listed. It is intended that investors may only deal in their Units through trading on Singapore Exchange Securities Trading Limited (the "**SGX-ST**"). Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.

This presentation may contain forward-looking statements that involve assumptions, 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 occupancy or property rental income, changes in operating expenses, governmental and public policy changes and the continued availability of financing in amounts and on terms necessary to support ESR-LOGOS REIT's future business. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the Manager's current view of future events.

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