(Constituted in the Republic of Singapore pursuant to a trust deed dated 31 March 2006 (as amended))

EXTRAORDINARY GENERAL MEETING TO BE HELD ON 27 JANUARY 2022
DETAILED RESPONSES TO KEY QUESTIONS FROM UNITHOLDERS

ESR Funds Management (S) Limited, as manager of ESR-REIT (the "**Manager**"), would like to thank ESR-REIT unitholders ("**Unitholders**") for submitting their questions in advance of the Extraordinary General Meeting in respect of the Proposed Merger of ESR-REIT and ARA LOGOS Logistics Trust to be held by way of electronic means on 27 January 2022 (Thursday) at 11.00 a.m. (the "**EGM**"). The Manager's responses to the key questions received from Unitholders can be found in the Appendix to this announcement.

As there was overlap between many questions received from Unitholders, we have, for Unitholders' easy reference and reading, summarised some of the questions and also grouped related and similar questions and our responses together.

Unless otherwise defined herein, all capitalised terms have the meaning ascribed to them in the announcement titled "Proposed Merger of ESR-REIT and ARA LOGOS Logistics Trust by way of a Trust Scheme of Arrangement" dated 15 October 2021.

BY ORDER OF THE BOARD

ESR Funds Management (S) Limited
As Manager of ESR-REIT
(Company Registration No. 200512804G, Capital Markets Services Licence No. 100132)

Adrian Chui
Chief Executive Officer and Executive Director
17 January 2022

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Responsibility Statement

*The directors of the Manager (including those who may have delegated detailed supervision of this Announcement) have taken all reasonable care to ensure that the facts stated and opinions expressed in this Announcement (other than those relating to ALOG and/or the manager of ALOG (the "**ALOG Manager**") are fair and accurate and that there are no other material facts not contained in this Announcement, the omission of which would make any statement in this Announcement misleading. The directors of the Manager jointly and severally accept responsibility accordingly.*

Where any information has been extracted or reproduced from published or otherwise publicly available sources (including the ARA Acquisition Announcement) or obtained from a named source (including ALOG and/or the ALOG Manager), the sole responsibility of the directors of the Manager has been to ensure through reasonable enquiries that such information is accurately extracted from such sources or, as the case may be, reflected or reproduced in this Announcement. The directors of the Manager do not accept any responsibility for any information relating to ALOG and/or the ALOG Manager or any opinion expressed by ALOG and/or the ALOG Manager.

Forward-Looking Statements

All statements other than statements of historical facts included in this Announcement are or may be forward-looking statements. Forward-looking statements include but are not limited to those using words such as "seek", "expect", "anticipate", "estimate", "believe", "intend", "project", "plan", "strategy", "forecast" and similar expressions or future or conditional verbs such as "will", "would", "should", "could", "may" and "might". 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 (including employee wages, benefits and training costs), governmental and public policy changes and the continued availability of financing in amounts and on terms necessary to support future business. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the ESR-REIT Manager's current view of future events, and the ESR-REIT Manager does not undertake any obligation to update publicly or revise any forward-looking statements.

Appendix

Question 1:
What is the expected dividend yield and will this lead to better dividend payment in future?

- The Merger is 5.8% accretive to ESR-REIT Unitholders on a DPU basis based on the FY2020 pro forma financials.
- The DPU accretion is largely driven by refinancing of ALOG's borrowings at a lower financing cost and reduction in land rent expenses.
- The pro forma DPU accretion excludes any operational and trust level savings or potential synergies from the Merger.

Question 2:
What are the key merits of the Merger to highlight to ESR-REIT Unitholders?

- **Increased Exposure to Sustainable "In-Demand" Logistics Properties**
  - We believe that New Economy assets such as high-specs industrial and, in particular, the logistics sector remains the largest secular opportunity in Asia given the paradigm shift in the way goods are consumed, produced and delivered, exacerbated by technological improvements which are expected to continue to drive sustainable demand for logistics and high-specs industrial space.

- **Size Increasingly Matters** – The Merger will add a high-quality portfolio of 30[1] logistics Portfolio Properties[2], which results in ESR-LOGOS REIT owning 85[3] Portfolio Properties. With the increased scale, the Manager is of the view that the enlarged REIT, to be renamed ESR-LOGOS REIT, will become a stronger platform, and at the same time, enjoy the benefits of a larger and well-diversified portfolio as outlined below:
  - **Income Diversification** – both geographically and operationally.
  - **Increased Income Stability** – Higher occupancy, underpinned by a longer WALE profile of 3.2 years[4]. The single-tenanted building ("**STB**") portfolio in Australia will scale up the visibility and quality of earnings due to longer leases and built-in rental escalations of between 2.5% to 4.0% throughout the lease tenures.
  - **Enhanced Portfolio Resilience** – Post-Merger, ESR-LOGOS REIT will gain more exposure to freehold and/or longer land lease assets, which will further strengthen the portfolio's resilience.
  - **Improved Tenant Quality and Reduced Concentration Risk** – ESR-LOGOS REIT is expected to benefit from the combined pool of high-quality tenants that will enhance the quality and diversification of its tenant base.
  - **Opportunities for Operational Synergies and Portfolio Optimisation** – Stronger bargaining power with service providers, and more opportunities for operational synergies and portfolio optimisation.
  - **Leads to More Competitive Cost of Capital** – Broadened access to a wider and more diversified investor base, increased analyst coverage, higher trading liquidity and larger weightage in the EPRA Index, potentially resulting in a potential positive re-rating.

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1 Following the completion of the acquisition of the Heron Property announced on 11 January 2022, ALOG owns 30 logistics warehouse properties located across Singapore and Australia.
2 Portfolio Properties refer to all properties owned either directly or indirectly but exclude Fund Properties.
3 Following the divestment of 11 Serangoon North Avenue 5 and 3C Toh Guan Road East on 30 November 2021 and the divestment of 28 Senoko Drive on 14 January 2022, ESR-REIT's portfolio consists of 55 properties located across Singapore.
4 Based on GRI for the month of June 2021. Excludes contributions from Fund Properties.

- **<u>Transformational Scale and Sponsor's Network</u>** – ESR-LOGOS REIT is expected to become amongst the top 10 largest S-REITs with a free float market capitalisation of S$2.5 billion[5].
    - **Access ESR Group's Global Tenant Network** – ESR-LOGOS REIT can leverage the Sponsor's strong network and access its global tenant network.
    - **Leverage ESR Group's Financial Strength and Operating Platform to Grow** – With the ESR Group's continued support, ESR-LOGOS REIT will be able to access ESR Group's assets of more thanUS$50 billion[6] in an increasingly scarce environment for quality properties. An initial pipeline of approximately US$2 billion of visible and executable Asia Pacific New Economy assets available from the ESR Group will accelerate ESR-LOGOS REIT's growth as a dominant Future-Ready APAC S-REIT. As the sponsor of ESR-REIT, the ESR Group has also provided strong capital support and financial commitment to ESR-REIT.
    - **The Largest New Economy Pipeline to Supercharge Growth** – Backed by a developer sponsor with the largest AUM in Asia Pacific to supercharge growth to be a leading New Economy and Future-Ready APAC S-REIT.
    - **Provides Greater Access to Growth Opportunities** – The Merger would increase the development headroom of ESR-LOGOS REIT, enhancing its ability and flexibility to undertake new, larger developments and / or redevelopments to drive value accretive growth.

- **<u>Value Accretive for ESR-REIT Unitholders</u>** – DPU accretive on a FY2020 pro forma basis.

- **<u>Enhanced ESG Offering</u> –** Reinforces ESR-LOGOS REIT's commitment to its green initiatives and ESG performance.

<u>Question 3:</u>

What is the Enlarged REIT's strategy in the near / medium term? Will the growth be driven more organically (e.g. AEIs) or inorganically (through acquisitions)?

- Our immediate plan is to integrate the operations in order to realise synergies and extract economies of scale.
- On the acquisition front, we will analyse all opportunities available to us – sourced from both ESR Group and third parties – and plan the resources to ensure the transactions are in line with our strategic direction and beneficial to the Enlarged REIT unitholders.
- On this front, we have c.US$2.0 billion of visible and executable pipeline of New Economy assets available from the ESR Group. However, we will continue to review each acquisition holistically so that the risks are commensurate with the benefits while ensuring the overall risk profile of the Enlarged REIT does not change drastically.
- Post-Merger, we will also assess the existing portfolio for assets that are suitable for AEIs and/or redevelopments to reposition the portfolio to meet the needs of industrialists and subsequently increase the portfolio occupancy.
- We will also constantly review and consider divesting selected non-core assets as part of our ongoing portfolio optimisation strategy to free up capital for growth and higher value opportunities, thus improving the quality of the Enlarged REIT's portfolio while optimising unitholders' returns.

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5 Free float excludes ESR-REIT Units held by the Sponsor, Summit Group, the Manager, the directors of the Manager, other substantial ESR-REIT Unitholders and their respective associates. The free float of ESR-LOGOS REIT post-Merger also excludes ESR-LOGOS REIT Units that would be held by the ALOG Manager, the directors of the ALOG Manager, and their respective associates. ESR-LOGOS REIT's free float of S$2.5 billion is computed based on 4,930 million free float units multiplied by an issue price of S$0.510 per ESR-LOGOS REIT unit.

6 Refers to the enlarged ESR Group (ESR Cayman Limited post acquisition of 100% of ARA Asset Management Limited). ESR Group and LOGOS Group's data as at 30 June 2021, inclusive of ALOG, adjusted for LOGOS Group's acquisition of Moorebank Logistics Park announced on 5 July 2021, but excludes announced acquisition of Qantas project on 15 October 2021.

Question 4:

Post-Merger, what is the anticipated gearing ratio and debt headroom?

- Post-Merger, the pro forma gearing of ESR-LOGOS REIT is 42.1%[7] (as at 31 December 2020).
- Our pro forma debt headroom (as at 31 December 2020) is S$814.9 million based on a 50% gearing limit and S$273.9 million based on a 45% gearing limit.
- Given our 100% unencumbered portfolio, well-spread debt expiry profile, ability to refinance ahead of loan expiry, good interest hedging profile and access to a wide pool of lending banks, we are comfortable with the existing gearing of 40+%. In addition, with a larger portfolio post-Merger, we have greater financial flexibility and are in a better position to achieve a more robust capital structure.

Question 5:

How does the Manager plan to fund its acquisition pipeline? Given that interest rates are expected to rise, will there be more equity fund raising exercises?

- Given that S-REITs are required to distribute at least 90% of their annual taxable income in order to qualify for tax transparency treatment, equity fund raising ("**EFR**") is an integral part of the fund raising and capital structure management of S-REITs.
- In assessing the appropriate funding structure for an acquisition, we need to take into consideration the size of the acquisition, prevailing market conditions, costs and financial impact, amongst other factors.
- Should we undertake any EFR exercise, there will be clear use of proceeds which are in-line with our business strategy.

Question 6:

If the Merger is unsuccessful, which party pays the associated professional / financial advisory fee and related expenses? What is the total estimated fee?

- ESR-REIT would have to bear some costs and expenses incurred in connection with the Merger but such costs are not expected to have a material impact on its distributable income. In addition, the financial advisory fee is only payable if the Merger is successfully completed.
- Under certain circumstances, ESR-REIT would also need to bear the costs and expenses reasonably incurred by ALOG in connection with the Scheme. Similarly. ESR-REIT will be entitled to receive from ALOG compensation for costs and expenses reasonably incurred by ESR-REIT in connection with the Scheme under certain circumstances. This is described in detail in the Circular dated 5 January 2022.

Question 7:

Will the Merger affect the frequency of distribution and reporting of results?

- Post-Merger, we expect distributions to be paid out on a quarterly basis to the Enlarged REIT unitholders and the release of financial results will remain on a semi-annual basis.

Question 8:

Will ESR-REIT's net asset value be diluted post-Merger?

- ESR-REIT's net asset value per unit will be diluted by 6.4% on a FY2020 pro forma basis.
- However, the Merger will also allow ESR-REIT to increase its proportion of freehold Portfolio Properties to 10.7%[8] while also increasing its land lease expiry profile from 31.0 years[8] to 37.9 years[8]. A larger portion of freehold assets and longer land lease expiry profile will reduce the decline in NAV per unit over time caused by the decline in valuation of leasehold assets due to the decay of JTC industrial land lease tenures.

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7 After adjusting for the FY2021 ESR-REIT Acquisitions, FY2021 ESR-REIT Divestments, ESR-REIT EFR, ESR-REIT Revaluation and the Merger.

8 Based on valuation as at 30 June 2021. Excludes contributions from Fund Properties. Assumes that freehold land has an equivalent land lease tenure of 99 years.

- An enlarged ESR-LOGOS REIT with a stronger financial profile (e.g. more competitive cost of financing and longer WADE) and access to wider pools of capital (e.g. perpetual securities and bond markets) will have greater flexibility to pursue the acquisitions of assets with either freehold land or longer land lease tenure as compared to the shorter 20-30 year lease of JTC industrial land.
- Post-Merger, the enlarged size of ESR-LOGOS REIT will also help to accelerate the ability to divest the non-core assets to balance the expected NAV per unit dilution over time.
- As a result, ESR-REIT Unitholders should evaluate the transaction objectively and, in its entirety on the basis of the longer-term commercial merits that could be achieved from this Merger.

Question 9:

Will there be significant risk exposure to ESR-REIT post-Merger?

- The Manager does not expect there to be significant risk to ESR-REIT Unitholders post-Merger. In fact, unitholders will stand to enjoy the benefits of the Merger as illustrated in the *Rationale for the Merger* section of the Circular dated 5 January 2022.

Question 10:

ALOG is currently paying land rent on a periodic basis, why does ESR-REIT need to pay upfront land premium and as a result incur interest cost on the debt raised to fund the upfront land premium?

- Upfront Land Premium is the total land price charged by JTC for the remaining lease term of the properties. Previously, this land price could be paid either (i) as periodic rental payments made across the term of the lease ("**Land Rent Scheme**"), or (ii) as a lump sum upfront payment ("**Upfront Land Premium Scheme**").
- However, under JTC's prevailing policy, the land prices under the Land Rent Scheme will be converted to Upfront Land Premium if the properties are held by third party facility providers such as REITs (i.e. these land rent payments have to be made as a lump sum upfront payment).
- Upon the conversion for the ALOG SG Real Properties, the upfront land premium payable to JTC is estimated to be approximately S$87.9 million and will be added to the valuation of the respective properties.
- Post payment of the upfront land premium to JTC for the ALOG SG Real Properties, there will be lower property expenses resulting from a reduction in annual land rent expenses payable. As shown in the pro forma financials, assuming the land premium has been paid upfront to JTC, ESR-LOGOS REIT will not incur any land rent expenses for the ALOG SG Real Properties in FY2020 amounting to approximately S$5.6 million (representing c.6.4% of the estimated upfront land premium). As a result, this reduction will go towards increasing the distributable income of ESR-LOGOS REIT.

Question 11:

Will a demerger with ALOG be done if the resulting Merger is not as successful as initially proposed by the Manager (represented especially by falling unit price post-Merger)?

- Prior to announcing the Merger, the management and boards of ESR-REIT and ALOG have gone through a thorough process involving detailed assessments, lengthy and careful deliberations, and extensive negotiations. As a result, the Manager believes in the key merits of the Merger as stated in the *Rationale for the Merger* section of the Circular dated 5 January 2022. Post-Merger, the Manager will focus on the integration of the business operations and portfolios of both REITs to derive the greatest benefits to ESR-REIT Unitholders.

Question 12:

How much debt funding does ESR-REIT need to raise for the Merger?

- Based on the estimated total cost of the Merger of approximately S$2,386.4 million as at the Latest Practicable Date, the aggregate amount of the new borrowings that is expected to be applied towards funding part of the total cost of the Merger is approximately S$877.4 million.
- The new borrowings of S$877.4 million will be drawn from the New Facilities of an aggregate of up to S$835 million and A$365 million granted by DBS Bank Ltd, Malayan Banking Berhad, Singapore

Branch, and Sumitomo Mitsui Banking Corporation Singapore Branch pursuant to a commitment letter entered into with the ESR-REIT Trustee on 11 October 2021.

- The proceeds received by the ESR-REIT Trustee will be applied towards the following purposes:
    - the financing of the Cash Consideration of the Scheme;
    - the refinancing in full of the indebtedness under the existing loan facilities granted to the ALOG Trustee;
    - the payment of costs, fees and expenses (including taxes) incurred in connection with the Scheme; and
    - general working capital purposes for ESR-REIT.

Question 13:

What will happen to ALOG's existing perpetual securities holders?

- As stated in the *Basis and Assumptions Underlying the Pro Forma Financial Effects of the Merger* section in the Circular dated 5 January 2022, ALOG's total borrowings and related interest rate swaps of approximately S$768.7 million and total perpetual securities outstanding of approximately S$101.5 million are assumed to be replaced with new banking facilities of approximately S$618.7 million at a weighted average "all-in" finance cost of 2.25% per annum and approximately S$251.5 million of new perpetual securities at an illustrative coupon rate of 4.50% per annum[9].
- The Manager has the option of repaying ALOG's perpetual securities. In the event that the Manager decides to repay ALOG's perpetual securities, ESR-REIT has in place new banking facilities with a loan quantum of up to S$835 million and A$365 million, and will have the option of issuing new perpetual securities or drawing down on its available credit facilities, depending on interest rate movements and market conditions.

Question 14:

Why was the recent divestment of 28 Senoko Drive completed at an 8.4% discount to the fair value of the property?

- The divestment of 28 Senoko Drive is part of our overall rebalancing strategy of divesting our non-core assets.
- 28 Senoko Drive was identified for divestment because of its limited redevelopment potential, short land lease and limited rental upside due to the specifications and age of the building.
- Our approach to divest non-core assets is on a holistic basis. In selecting the assets to be divested, we have taken into consideration, amongst others, the redevelopment or asset enhancement potential, corresponding costs and returns, suitability of the current specifications in meeting tenants' requirements, capital expenditure required to maintain the building, and the market demand and expectations of buyers.
- We have divested approximately S$100 million of non-core assets over the last 4 years and while the divestment of 28 Senoko Drive was done at a discount, some of the other assets were divested at a premium to book value, thereby achieving close to book value for divestments on a blended basis.

Question 15:

With the increasing focus on size, can the Manager help Unitholders understand why ESR-REIT is the right investment and that Unitholders should not reallocate their capital to other larger REITs, especially those REITs that have established themselves in the New Economy space?

- The paradigm shift in how we produce, deliver and consume goods as well as an increase in demand for New Economy assets has just commenced in the last 2 years driven by the Covid-19 pandemic and technological advances in manufacturing. Due to this early stage of growth, we are of the opinion that there are still ample room for more "established" New Economy REITs to emerge.

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9 ESR-REIT has in place new banking facilities with a loan quantum of up to S$835 million and A$365 million, but may also issue new perpetual securities to finance the Merger.

- Backed by our Sponsor's New Economy pipeline properties of over US$50 billion (with increasing data centre development pipeline) and an initial pipeline of approximately US$2 billion of visible and executable Asia Pacific New Economy assets, we believe ESR-LOGOS REIT is well-positioned to supercharge its growth to be a leading New Economy and Future-Ready APAC S-REIT to tap onto this demand.
- In addition, if we compare the relative size of ESR-LOGOS REIT with some of the larger and more established New Economy REITs, we are of the view that if each REIT executes a S$1 billion acquisition, the impact on DPU growth would be more visible for ESR-LOGOS REIT unitholders.
- The market may also have priced in the larger "already established" REITs. Hence from a growth and relative value perspectives, ESR-LOGOS REIT may be a better proposition given the relative price to book ratio and yield differential investment parameters, and the visible pipeline of assets owned / managed by the ESR Group.

Question 16:

How should the Unitholders balance between ESR-REIT's diversification outside of Singapore (though still predominantly Singapore-based post-merger) and its increased concentration to the logistics space?

- We are focused on the Asia Pacific logistics space because it is an in-demand asset class and we believe that the demand is sustainable given the paradigm shift and on the back of increasing e-commerce penetration.
- While geographical and sub-sector diversification has the benefits of lowering the overall risk profile of a REIT, we see broader strategic benefits resulting from geographical diversification. This is because customers in the logistics space are focused on creating an efficient distribution network for their operations and it is a critical part of this strategy to work with a credible landlord with established presence across multiple geographies for greater efficiency.
- Through building scale and real estate presence across multiple geographies, we will be able to create a network effect and allow our existing and new customers to expand and optimise their distribution network in strategic locations that we have footprint in.
- By acquiring assets with either freehold land or longer land lease tenure in other geographies, it will also prevent the reduction in NAV per unit over time due to land lease expiry of the shorter 30-year lease of JTC industrial land.
- While we actively consider geographical diversification, our focus remains on markets in which the Sponsor has an operating platform, footprint, and network, which also allows us to de-risk new market entries.

About ESR-REIT

ESR-REIT has been listed on the Singapore Exchange Securities Trading Limited since 25 July 2006.

ESR-REIT invests in quality income-producing industrial properties and as at 30 June 2021 holds interest in a diversified portfolio of 58 properties located across Singapore, with a total gross floor area of approximately 15.6 million square feet and an aggregate property value of S$3.2 billion[10]. The properties are in the following business sectors: Business Park, High-Specs Industrial, Logistics/Warehouse and General Industrial, and are located close to major transportation hubs and key industrial zones island-wide. ESR-REIT also holds a 10.0% interest in ESR Australia Logistics Partnership, a private fund comprising 36 predominantly freehold logistics properties all located in Australia.

The Manager's objective is to provide Unitholders with a stable income stream through the successful implementation of the following strategies:

- Acquisition of value-enhancing properties;
- Proactive asset management;
- Divestment of non-core properties; and
- Prudent capital and risk management.

ESR Funds Management (S) Limited, the Manager of ESR-REIT, is owned by namely, ESR Cayman Limited ("**ESR**") (67.3%), Shanghai Summit Pte. Ltd. (25.0%), and Mitsui & Co., Ltd (7.7%).

For further information on ESR-REIT, please visit www.esr-reit.com.sg.

About the Sponsor, ESR

ESR is the largest APAC focused logistics real estate platform by gross floor area ("**GFA**") and by value of the assets owned directly and by the funds and investment vehicles it manages with a growing presence in data centres. ESR and the funds and investment vehicles it manages are backed by some of the world's preeminent investors including APG, CPP Investments, JD.com, Oxford Properties, PGGM and SK Holdings. The ESR platform spans major economies across the APAC region, including China, Japan, South Korea, Singapore, Australia, India, Vietnam and Indonesia. As of 30 June 2021, the fair value of the properties directly held by ESR and the assets under management with respect to the funds and investment vehicles managed by ESR recorded approximately US$36.3 billion, and GFA of properties completed and under development as well as GFA to be built on land held for future development comprised over 22.6 million sqm in total. Listed on the Main Board of The Stock Exchange of Hong Kong Limited in November 2019, ESR is a constituent of the FTSE Global Equity Index Series (Large Cap), Hang Seng Composite Index and MSCI Hong Kong Index.

For more information on ESR, please visit www.esr.com.

10 Includes 100% of the valuation of 7000 Ang Mo Kio Avenue 5 and 48 Pandan Road, in which ESR-REIT holds 80% interest in 7000 Ang Mo Kio Avenue 5 and 49% interest in 48 Pandan Road, but excludes the effects arising from the adoption of Financial Reporting Standard (FRS) 116 *Leases* which became effective on 1 January 2019.

Important Notice

The value of units in ESR-REIT ("**Units**") and the income derived from them may fall as well as rise. Units are not investments or deposits in, or liabilities or obligations, of ESR Funds Management (S) Limited ("**Manager**"), RBC Investor Services Trust Singapore Limited (in its capacity as trustee of ESR-REIT) ("**Trustee**"), or any of their respective related corporations and affiliates (individually and collectively "**Affiliates**"). An investment in Units is subject to equity investment risk, including the possible delays in repayment and loss of income or the principal amount invested. Neither ESR-REIT, the Manager, the Trustee nor any of the Affiliates guarantees the repayment of any principal amount invested, the performance of ESR-REIT, any particular rate of return from investing in ESR-REIT, or any taxation consequences of an investment in ESR-REIT. Any indication of ESR-REIT performance returns is historical and cannot be relied on as an indicator of future performance.

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 announcement 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-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.

This announcement is for information purposes only and does not have regard to your specific investment objectives, financial situation or your particular needs. Any information contained in this announcement is not to be construed as investment or financial advice and does not constitute an offer or an invitation to invest in ESR-REIT or any investment or product of or to subscribe to any services offered by the Manager, the Trustee or any of the Affiliates.