



FINANCIAL STATEMENTS ANNOUNCEMENT FOR THE FULL YEAR ENDED 31 DECEMBER 2020

The Directors of ESR Funds Management (S) Limited (“ESR-FM”), as manager of ESR-REIT (the “Manager”), are pleased to announce the unaudited financial results of ESR-REIT and its subsidiaries (the “Group”) for the full year ended 31 December 2020 (“FY2020”).

ESR-REIT is a Singapore-based real estate investment trust constituted by the Trust Deed entered into on 31 March 2006 between ESR-FM as the Manager of ESR-REIT and RBC Investor Services Trust Singapore Limited as the Trustee of ESR-REIT, as amended and restated. ESR-REIT was listed on the Singapore Exchange Securities Trading Limited (“SGX-ST”) on 25 July 2006.

ESR-REIT’s distribution policy is to distribute at least 90% of its annual distributable income comprising income from letting of its properties after deduction of allowable expenses. The actual level of distribution will be determined at the Manager’s discretion.

On 7 August 2019, PTC Logistics Hub LLP (a joint venture between ESR-REIT and Poh Tiong Choon Logistics Limited) completed the acquisition of 48 Pandan Road at a purchase consideration of S\$225.0 million under a sale-and-leaseback arrangement with Poh Tiong Choon Logistics Limited.

As at 31 December 2020, the Group holds interest in a diversified portfolio of 57 properties (including 48 Pandan Road) located across Singapore with a diversified tenant base of 342 tenants across the following sub sectors: business park, high-specs industrial, logistics/warehouse and general industrial.

The Group’s financial results include the consolidated results of its subsidiaries and its share of results of the joint venture, PTC Logistics Hub LLP, using the equity method. The commentaries below are based on the Group’s financial results unless otherwise stated.

Summary of the Group's Results

| | FY2020 S\$'000 | FY2019 S\$'000 | Fav/(Unfav) % |
|--|-------------------|-------------------|------------------|
| Gross revenue | 229,924 | 253,044 | (9.1) |
| Net property income | 164,207 | 187,930 | (12.6) |
| Amount available for distribution | 99,127 | 132,566 | (25.2) |
| - Taxable income | 99,127 | 116,466 | (14.9) |
| - Other gains | - | 16,100 | (100.0) |
| Distributable amount available per unit (cents) | 2.800 | 4.011 | (30.2) |
| - Taxable income | 2.800 | 3.529 | (20.7) |
| - Other gains | - | 0.482 | (100.0) |

Breakdown of distributable amount available per unit by quarter

| | 2020 cents | 2019 cents | Fav/(Unfav) % |
|--|---------------|---------------|------------------|
| For the first quarter ended 31 March | 0.697 | 1.007 | (30.8) |
| For the second quarter ended 30 June | 0.662 | 1.004 | (34.1) |
| For the third quarter ended 30 September | 0.700 | 1.000 | (30.0) |
| For the fourth quarter ended 31 December | 0.741 | 1.000 | (25.9) |
| For the year ended 31 December | 2.800 | 4.011 | (30.2) |

Breakdown of distribution per unit ("DPU") paid or payable by quarter

| | Note | 2020 cents | 2019 cents | Fav/(Unfav) % |
|--|------|---------------|---------------|------------------|
| For the first quarter ended 31 March | (1) | 0.500 | 1.007 | (50.3) |
| For the second quarter ended 30 June | | 0.662 | 1.004 | (34.1) |
| For the third quarter ended 30 September | (2) | 0.798 | 1.000 | (20.2) |
| For the fourth quarter ended 31 December | (3) | 0.840 | 1.000 | (16.0) |
| For the year ended 31 December | | 2.800 | 4.011 | (30.2) |

Notes:

- (1) Excludes 0.197 cents equivalent to about S\$7.0 million of 1Q2020 distributable income (the "Retained Distribution"), which has been retained for prudent cash flow management in view of COVID-19 uncertainties.
- (2) Includes 0.098 cents, equivalent to about S\$3.5 million or 50% of the Retained Distribution, which has been paid out as part of 3Q2020 DPU.
- (3) Includes 0.099 cents, equivalent to about S\$3.5 million or 50% of the Retained Distribution, which will be paid out as part of 4Q2020 DPU.

Distribution Details for 4Q2020

| | |
|----------------------------|--|
| Distribution period | 1 October 2020 to 31 December 2020 |
| Distribution rate | 0.840 cents taxable income per unit |
| Books closure date | 28 January 2021 |
| Payment date | 19 March 2021 |

The Manager has determined that the distribution reinvestment plan (“DRP”) **will apply** to the distribution for the period from 1 October 2020 to 31 December 2020. The issue price of the DRP units will be based on the market price less a discount of 2% to be announced by the Manager on 29 January 2021.

1(a) Statement of Total Return, together with comparative statement for the corresponding period of the immediately preceding financial year

| Note | Group | | | | | |
|---|-------------------|-------------------|------------------|-------------------|-------------------|------------------|
| | 2H2020 S\$'000 | 2H2019 S\$'000 | Fav/(Unfav) % | FY2020 S\$'000 | FY2019 S\$'000 | Fav/(Unfav) % |
| Gross revenue | (a) 116,170 | 124,460 | (6.7) | 229,924 | 253,044 | (9.1) |
| Property manager's fees | (5,413) | (5,441) | 0.5 | (10,631) | (10,674) | 0.4 |
| Property tax | (8,344) | (9,130) | 8.6 | (17,885) | (18,059) | 1.0 |
| Other property expenses | (18,434) | (18,370) | (0.3) | (37,201) | (36,381) | (2.3) |
| Property expenses | (a) (32,191) | (32,941) | 2.3 | (65,717) | (65,114) | (0.9) |
| Net property income | (a) 83,979 | 91,519 | (8.2) | 164,207 | 187,930 | (12.6) |
| Manager's fees | (7,309) | (7,661) | 4.6 | (14,639) | (14,926) | 1.9 |
| Trust expenses | (b) (7,118) | (1,128) | (531.0) | (8,653) | (2,578) | (235.6) |
| Interest income | 7 | 7 | - | 17 | 15 | 13.3 |
| Borrowing costs | (c) (21,805) | (25,175) | 13.4 | (45,246) | (51,161) | 11.6 |
| Finance costs on lease liabilities for leasehold land | (d) (5,853) | (5,411) | 8.2 | (11,575) | (10,799) | (7.2) |
| Non-property expenses | (42,078) | (39,368) | (6.9) | (80,096) | (79,449) | (0.8) |
| Net income | 41,901 | 52,151 | (19.7) | 84,111 | 108,481 | (22.5) |
| Gain on disposal of investment property | - | (3) | (100.0) | - | 48 | (100.0) |
| Change in fair value of financial derivatives | (e) 6,437 | (3,146) | 304.6 | (16,302) | (6,076) | (168.3) |
| Change in fair value of investment properties | (f) (13,020) | (91,611) | 85.8 | (59,704) | (91,611) | 34.8 |
| Change in fair value of right-of-use of leasehold land | (d) 800 | 1,043 | (23.3) | 1,629 | 2,091 | (22.1) |
| Share of results of joint venture | (g) 2,175 | (1,519) | 243.2 | 3,010 | (1,519) | 298.2 |
| Impairment loss on investment in joint venture | (j) - | (1,465) | (100.0) | - | (1,465) | (100.0) |
| Total return for the period before income tax | 38,293 | (44,550) | 186.0 | 12,744 | 9,949 | 28.1 |
| Income tax expense | (5) | (8) | (37.5) | (12) | (26) | 53.8 |
| Total return for the period after income tax | 38,288 | (44,558) | 185.9 | 12,732 | 9,923 | 28.3 |
| Attributable to: | | | | | | |
| Unitholders and perpetual securities holders | 36,331 | (46,485) | 178.2 | 9,689 | 6,080 | 59.4 |
| Non-controlling interest | 1,957 | 1,927 | 1.6 | 3,043 | 3,843 | (20.8) |
| | 38,288 | (44,558) | (185.9) | 12,732 | 9,923 | 28.3 |
| <u>Distribution Statement</u> | | | | | | |
| Total return for the period attributable to Unitholders and perpetual securities holders | 36,331 | (46,485) | 178.2 | 9,689 | 6,080 | 59.4 |
| Net effect of non-tax deductible/(chargeable) items and other adjustments | (h) 18,445 | 108,260 | (83.0) | 96,357 | 117,286 | (17.8) |
| | 54,776 | 61,775 | (11.3) | 106,046 | 123,366 | (14.0) |
| Amount reserved for distribution to perpetual securities holders | (3,478) | (3,478) | - | (6,919) | (6,900) | (0) |
| Net income available for distribution for the period | 51,298 | 58,297 | (12.0) | 99,127 | 116,466 | (14.9) |
| Distribution from other gains | (i) - | 10,230 | (100.0) | - | 16,100 | (100.0) |
| Total amount available for distribution for the period | 51,298 | 68,527 | (25.1) | 99,127 | 132,566 | (25.2) |

n.m. – not meaningful

Notes:

- (a) The Group recorded gross revenue and net property income of S\$229.9 million and S\$164.2 million respectively in FY2020 and these were lower than FY2019 by 9.1% and 12.6% respectively.

The lower gross revenue and net property income was mainly attributed to (a) lease conversion from single to multi-tenancy for a number of properties where certain property expenses including property tax previously borne by the master tenants are now borne by the Group; (b) non-renewals and downsizing by certain tenants; and (c) rental rebates set aside for and/or given to tenants as part of the Group's measures to support tenants adversely affected by the COVID-19 outbreak, as well as under the Rental Relief Framework pursuant to the COVID-19 (Temporary Measures) Act 2020.

- (b) Trust expenses comprised statutory expenses, professional fees, compliance costs, listing fees and other non-property related expenses. The higher trust expenses for FY2020 were mainly due to S\$4.7 million of abortive costs incurred in relation to the proposed merger of ESR-REIT and Sabana Shari'ah Compliant Industrial Real Estate Investment Trust (the "Proposed Merger"). Such abortive costs are not tax deductible and have no impact on distributable income.
- (c) Borrowing costs comprised interest expenses on loans and interest rate swaps, and amortisation of debt related transaction costs. These costs were lower in FY2020 due to lower average level of debt and lower interest rates during the period.

Please refer to Section 1(b)(ii) for more details on borrowings.

- (d) Prior to the adoption of FRS 116 *Leases* on 1 January 2019, lease payments made for land rent were presented as land rent expenses in arriving at net property income on the Statement of Total Return and formed part of the Group's operating cash flows on the Statement of Cash Flows. Following the adoption of FRS 116, such payments are reflected as finance cost on lease liabilities for leasehold land and fair value change of the right-of-use of leasehold land on the Statement of Total Return and as payments for lease liabilities under financing cash flows on the Statement of Cash Flows.

The amount of finance cost on lease liabilities for leasehold land net of the change in fair value of right-of-use of leasehold land for FY2020 increased to S\$9.9 million (FY2019: S\$8.7 million) mainly due to upward revision in land rent following an annual review of land rent payable.

- (e) The change in fair value of financial derivatives represented the change in fair value of interest rate swaps entered into to hedge against interest rate fluctuations on the floating rate borrowings of the Group. This fair value change is recognised on the Statement of Total Return. It is not tax deductible and has no impact on distributable income.
- (f) Independent valuations for investment properties were undertaken by Knight Frank Pte Ltd and Jones Lang LaSalle Property Consultants Pte Ltd in December 2020. These firms are independent valuers with the appropriate professional qualifications and relevant experience in the location and category of the properties being valued.

The change in fair value of investment properties of approximately S\$59.7 million comprised the following:

- fair value loss of S\$58.8 million based on the independent valuations of the investment properties as at 31 December 2020; and
- adjustments for straight-line rent and marketing commission of S\$0.9 million.

Such fair value change is recognised on the Statement of Total Return. It is non-tax deductible and has no impact on distributable income.

- (g) Share of results of joint venture relates to the Group's 49% share of the net income of PTC Logistics Hub LLP.

(h) Non-tax deductible/(chargeable) items and other adjustments comprises:

| | Group | | | | | |
|--|-------------------|-------------------|------------------|-------------------|-------------------|------------------|
| | 2H2020 S\$'000 | 2H2019 S\$'000 | Fav/(Unfav) % | FY2020 S\$'000 | FY2019 S\$'000 | Fav/(Unfav) % |
| Manager's fees paid/payable in units | 2,250 | 3,056 | (26.4) | 5,280 | 6,491 | (18.7) |
| Property Manager's fees paid/payable in units | 684 | 1,541 | (55.6) | 2,051 | 2,360 | (13.1) |
| Trustee's fees | 273 | 301 | (9.3) | 544 | 764 | (28.8) |
| Amortisation of transaction costs relating to debt facilities | 2,977 | 3,140 | (5.2) | 5,947 | 6,048 | (1.7) |
| Impairment loss on investment in joint venture | - | 1,465 | (100.0) | - | 1,465 | (100.0) |
| Change in fair value of investment properties | 13,020 | 91,611 | (85.8) | 59,704 | 91,611 | (34.8) |
| Change in fair value of financial derivatives | (6,437) | 3,146 | (304.6) | 16,302 | 6,076 | 168.3 |
| Legal and professional fees | 4,781 | (38) | n.m. | 4,800 | 117 | n.m. |
| Adjustment for straight line rent and lease incentives | (551) | 353 | 256.1 | (737) | (1,435) | 48.6 |
| Share of results of joint venture | (2,175) | 1,519 | (243.2) | (3,010) | 1,519 | (298.2) |
| Distributable income from joint venture | 2,449 | 1,858 | 31.8 | 4,798 | 1,858 | 158.2 |
| Gain on disposal of investment property | - | 3 | (100.0) | - | (48) | 100.0 |
| Miscellaneous expenses | 1,121 | 305 | 267.5 | 1,443 | 669 | 115.7 |
| Non-controlling interest share of non-tax deductible items | 6 | - | n.m. | (812) | - | n.m. |
| Rollover adjustment from prior years | 47 | - | n.m. | 47 | (209) | n.m. |
| Net effect of non-tax deductible/(chargeable) items and other adjustments | 18,445 | 108,260 | (83.0) | 96,357 | 117,286 | (17.8) |

(i) Other gains represented partial payout of the gains from disposal of investment properties in prior years and ex-gratia payments received from Singapore Land Authority in connection with the compulsory acquisitions of land in prior years.

(j) The impairment loss on investment in joint venture in FY2019 was due to the write-off of the acquisition fee paid to the Manager, as well as the legal and professional fees incurred by ESR-REIT for the acquisition of 49% interest in 48 Pandan Road, which is held through PTC Logistics Hub LLP.

1(b)(i) Statements of Financial Position, together with comparatives as at the end of the immediately preceding financial year

| | Note | Group | | Trust | |
|--|------|---------------------|---------------------|---------------------|---------------------|
| | | 31-12-20 S\$'000 | 31-12-19 S\$'000 | 31-12-20 S\$'000 | 31-12-19 S\$'000 |
| Assets | | | | | |
| Non-current assets | | | | | |
| Investment properties | (a) | 2,889,300 | 2,934,400 | 1,385,700 | 1,403,800 |
| Right-of-use of leasehold land | (b) | 229,758 | 227,681 | 165,637 | 169,691 |
| Subsidiaries | (c) | - | - | 1,406,396 | 1,455,271 |
| Interest in joint venture | (d) | 38,018 | 39,806 | 38,017 | 43,183 |
| | | 3,157,076 | 3,201,887 | 2,995,750 | 3,071,945 |
| Current assets | | | | | |
| Trade and other receivables | (e) | 12,216 | 11,503 | 23,492 | 20,218 |
| Cash and cash equivalents | (f) | 18,101 | 15,662 | 8,556 | 8,200 |
| | (g) | 30,317 | 27,165 | 32,048 | 28,418 |
| Total assets | | 3,187,393 | 3,229,052 | 3,027,798 | 3,100,363 |
| Liabilities | | | | | |
| Current liabilities | | | | | |
| Trade and other payables | (h) | 62,347 | 47,206 | 34,124 | 25,355 |
| Lease liabilities for leasehold land | (b) | 2,770 | 2,608 | 2,770 | 2,608 |
| Interest-bearing borrowings | (i) | 190,467 | 159,926 | 190,467 | 159,926 |
| Derivative financial instruments | (k) | 3,332 | - | 3,332 | - |
| Amount due to non-controlling interest | (j) | 60,262 | 61,074 | - | - |
| | (g) | 319,178 | 270,814 | 230,693 | 187,889 |
| Non-current liabilities | | | | | |
| Trade and other payables | (h) | 19,729 | 20,000 | 10,429 | 10,484 |
| Lease liabilities for leasehold land | (b) | 226,988 | 225,073 | 162,867 | 167,083 |
| Interest-bearing borrowings | (i) | 988,147 | 1,031,198 | 988,147 | 1,031,198 |
| Derivative financial instruments | (k) | 35,246 | 22,276 | 35,246 | 22,276 |
| | | 1,270,110 | 1,298,547 | 1,196,689 | 1,231,041 |
| Total liabilities | | 1,589,288 | 1,569,361 | 1,427,382 | 1,418,930 |
| Net assets | | 1,598,105 | 1,659,691 | 1,600,416 | 1,681,433 |
| Represented by: | | | | | |
| Unitholders' funds | (l) | 1,446,990 | 1,508,576 | 1,449,301 | 1,530,318 |
| Perpetual securities holders' funds | (m) | 151,115 | 151,115 | 151,115 | 151,115 |
| | | 1,598,105 | 1,659,691 | 1,600,416 | 1,681,433 |

Notes:

- (a) As at 31 December 2020, the total carrying value of investment properties was S\$2.89 billion based on independent external valuations, which are reported on the basis of material valuation uncertainty due to COVID-19. The decrease in investment properties was due to fair value loss of S\$59.7 million, partially offset by the capital expenditure incurred in 2020.
- (b) The Group is required to pay land rent, whether annually or on an upfront land premium basis, for properties in its portfolio. Following the adoption of FRS 116, the Group recognised right-of-use assets and lease liabilities for these land leases previously classified as operating leases. The right-of-use assets were recognised based on the amount equal to the lease liabilities. Lease liabilities were recognised based on the present value of the remaining lease payments, discounted using the incremental borrowing rate at the date of initial application.
- (c) At the Trust level, subsidiaries comprise the cost of investments in subsidiaries of S\$792.9 million and interest-bearing loans to subsidiaries of S\$613.5 million.
- (d) Interest in joint venture relates to ESR-REIT's 49% share of the net assets of PTC Logistics Hub LLP, which owns 48 Pandan Road. The Group applies the equity method to account for its interest in PTC Logistics Hub LLP.
- (e) Trade and other receivables increased by S\$0.7 million mainly due to higher trade receivables as certain tenants have been granted deferred payment plans as part of the Group's measures to support tenants adversely affected by the COVID-19 outbreak.
- (f) Please refer to Section 1(c) for more details on cash and cash equivalents.
- (g) Notwithstanding the net current liabilities position, based on the Group's available financial resources and sources of funding, the Manager is of the opinion that the Group will be able to refinance its borrowings and meet its current financial obligations as and when they fall due.
- (h) Trade and other payables increased by S\$14.9 million mainly due to (i) provisions for rental rebates to be given to tenants as part of the Group's measures to support tenants adversely affected by the COVID-19 outbreak, as well as under the Rental Relief Framework pursuant to the COVID-19 (Temporary Measures) Act 2020; (ii) accruals for abortive costs in relation to the Proposed Merger; and (iii) accruals for costs incurred in relation to on-going asset enhancement works.
- (i) Please refer to Section 1(b)(ii) for more details on interest-bearing borrowings.
- (j) The amount due to non-controlling interest represents 20% interest in 7000 AMK LLP that is not owned by the Group.
- (k) Derivative financial instruments represent the fair value of interest rate swaps entered into to hedge against interest rate fluctuations on the Group's floating rate borrowings. The aggregate notional amount of interest rate swaps as at 31 December 2020 was S\$1,005.0 million (31 December 2019: S\$855.0 million).
- (l) Please refer to Section 1(d)(i) for the movements in Unitholders' funds during FY2020.

- (m) ESR-REIT has issued S\$150 million of subordinated perpetual securities (“Perps”) under Series 006 of its S\$750 million Multicurrency Debt Issuance Programme (“Series 006 PS”). The Perps confer a right to receive distribution at a rate of 4.60% per annum, with the first distribution rate reset falling on 3 November 2022 and subsequent resets occurring every 5 years thereafter. The distribution will be payable semi-annually in arrears on a discretionary basis and will be non-cumulative in accordance with the terms and conditions of the Perps. Distribution to Unitholders can only be made if distribution to Perps holders has been made.

The Series 006 PS may be redeemed at the option of ESR-REIT in whole, but not in part, on 3 November 2022 or on any distribution payment date thereafter and otherwise upon the occurrence of certain redemption events specified in the conditions of the issuance. The Series 006 PS is classified as equity instruments and recorded as equity in the financial statements.

1(b)(ii) Aggregate amount of borrowings

| | Group and Trust | |
|--|---------------------|---------------------|
| | 31-12-20 S\$'000 | 31-12-19 S\$'000 |
| Unsecured borrowings | | |
| Amount payable within one year | 191,000 | 160,000 |
| Less: Unamortised debt transaction costs | (533) | (74) |
| | 190,467 | 159,926 |
| Amount payable after one year | 995,000 | 1,040,000 |
| Less: Unamortised debt transaction costs | (6,853) | (8,802) |
| | 988,147 | 1,031,198 |
| Total borrowings | 1,178,614 | 1,191,124 |

Details of borrowings and collateral:

(a) Unsecured borrowings

The unsecured borrowings of the Group comprise:

- (i) the following note issued under its S\$750 million Multicurrency Debt Issuance Programme:
- S\$50 million seven-year Singapore Dollar MTN in series 005 (the “Series 005 Notes”) issued in May 2016 and maturing in May 2023. The Series 005 Notes have a fixed interest rate of 3.95% per annum payable semi-annually in arrears.
- (ii) Unsecured S\$150 million loan facility from CIMB (“TLF1”) consisting of:
- Facility A: S\$100 million term loan facility maturing in May 2024 at an interest margin plus swap offer rate; and
 - Facility B: S\$50 million revolving credit facility maturing in May 2022 at an interest margin plus swap offer rate.

TLF1 was fully drawn down as at 31 December 2020.

- (iii) 4.75-year unsecured S\$150 million revolving credit facility maturing in June 2021 from HSBC ("TLF2") at an interest margin plus swap offer rate. A total of S\$31 million was drawn down on the TLF2 as at 31 December 2020.
- (iv) Unsecured S\$500 million loan facility from a syndicate of four banks comprising UOB, HSBC, MBB and RHB ("TLF3") consisting of:
- Facility A: S\$160 million term loan facility maturing in October 2021 at an interest margin plus swap offer rate;
 - Facility B: S\$180 million term loan facility maturing in October 2022 at an interest margin plus swap offer rate; and
 - Facility C: S\$160 million term loan facility maturing in October 2023 at an interest margin plus swap offer rate.

TLF3 was fully drawn down as at 31 December 2020.

- (v) 5-year unsecured S\$100 million term loan facility maturing in October 2023 from BNP ("TLF4") at an interest margin plus swap offer rate. TLF4 was fully drawn down as at 31 December 2020.
- (vi) Unsecured S\$155 million club loan facility from three banks comprising ANZ Singapore Branch, CTBC Bank Singapore Branch, and SCB Singapore Branch ("TLF5") consisting of:
- Facility A: S\$75 million term loan facility maturing in March 2022 at an interest margin plus swap offer rate; and
 - Facility B: S\$80 million term loan facility maturing in March 2023 at an interest margin plus swap offer rate.

TLF5 was fully drawn down as at 31 December 2020.

- (vii) Unsecured S\$200 million club loan facility from two banks comprising MUFG Bank, Ltd. and Sumitomo Mitsui Banking Corporation, Singapore Branch ("TLF6") consisting of:
- Facility A: S\$150 million term loan facility maturing in February 2024 at an interest margin plus swap offer rate; and
 - Facility B: S\$50 million revolving credit facility maturing in February 2024 at an interest margin plus swap offer rate.

TLF6 was fully drawn down as at 31 December 2020.

(b) Unencumbered investment properties

As at 31 December 2020, the Group has 56 unencumbered investment properties with an aggregate carrying value of approximately S\$2.89 billion¹, representing 100% of the investment properties by value. The above does not include 48 Pandan Road, which has been mortgaged to a bank as security for a term loan facility granted to PTC Logistics Hub LLP.

(c) Aggregate leverage ratio

| | Note | Group | |
|--------------------------|------|----------|----------|
| | | 31-12-20 | 31-12-19 |
| Aggregate leverage ratio | (1) | 41.6% | 41.5% |

Notes:

- (1) Includes ESR-REIT's 49% share of the borrowings, lease liabilities and total assets of PTC Logistics Hub LLP, but excludes the effects arising from the adoption of FRS 116 which became effective on 1 January 2019 where such effects relate to operating leases that were entered into in the ordinary course of ESR-REIT's business and were in effect before 1 January 2019.

¹ Includes the valuation of 7000 Ang Mo Kio Avenue 5 on a 100% basis of which ESR-REIT holds 80% interest, but excludes (i) the valuation of 48 Pandan Road which is held through a joint venture in which ESR-REIT holds 49% interest; and (ii) the effects arising from the adoption of FRS 116 which became effective on 1 January 2019.

1(c) Statement of Cash Flows

| | Group | | | |
|--|-------------------|-------------------|-------------------|-------------------|
| | 2H2020 S\$'000 | 2H2019 S\$'000 | FY2020 S\$'000 | FY2019 S\$'000 |
| Cash flows from operating activities | | | | |
| Total return for the period before income tax and distribution | 38,293 | (44,550) | 12,744 | 9,949 |
| Adjustments for: | | | | |
| Interest income | (7) | (7) | (17) | (15) |
| Borrowing costs | 21,805 | 25,175 | 45,246 | 51,161 |
| Finance costs on lease liabilities for leasehold land | 5,853 | 5,411 | 11,575 | 10,799 |
| Manager's fees paid/payable in units | 2,250 | 3,056 | 5,280 | 6,491 |
| Property Manager's fees paid/payable in units | 684 | 1,541 | 2,051 | 2,360 |
| Share of results of joint venture | (2,175) | 1,519 | (3,010) | 1,519 |
| Gain on disposal of investment property | - | 3 | - | (48) |
| Impairment loss on investment in joint venture | - | 1,465 | - | 1,465 |
| Change in fair value of financial derivatives | (6,437) | 3,146 | 16,302 | 6,076 |
| Change in fair value of investment properties | 13,020 | 91,611 | 59,704 | 91,611 |
| Change in fair value of right-of-use of leasehold land | (800) | (1,043) | (1,629) | (2,091) |
| Operating income before working capital changes | 72,486 | 87,327 | 148,246 | 179,277 |
| Changes in working capital | | | | |
| Trade and other receivables | 4,201 | 1,469 | (717) | (864) |
| Trade and other payables | 3,041 | 1,756 | 13,924 | 57 |
| Cash generated from operating activities | 79,728 | 90,552 | 161,453 | 178,470 |
| Income tax paid | (11) | - | (11) | (397) |
| Net cash generated from operating activities | 79,717 | 90,552 | 161,442 | 178,073 |
| Cash flows from investing activities | | | | |
| Capital expenditure on investment properties | (6,594) | (6,407) | (10,939) | (18,425) |
| Proceeds from disposal of investment properties | - | - | - | 5,797 |
| Dividend received from joint venture | 2,449 | 1,858 | 4,798 | 1,858 |
| Investment in joint venture | - | (44,648) | - | (44,648) |
| Interest received | 7 | 7 | 17 | 15 |
| Net cash used in investing activities | (4,138) | (49,190) | (6,124) | (55,403) |
| Cash flows from financing activities | | | | |
| Proceeds from issuance of new units | - | 50,039 | - | 150,039 |
| Equity issue costs paid | (78) | (3,211) | (374) | (3,211) |
| Borrowing costs paid | (20,060) | (23,986) | (44,769) | (50,723) |
| Proceeds from borrowings | 66,000 | 104,200 | 361,000 | 422,200 |
| Repayment of borrowings | (75,000) | (97,769) | (375,000) | (499,769) |
| Payment for lease liabilities for leasehold land | (5,053) | (4,368) | (9,946) | (8,708) |
| Distributions paid to Unitholders | (39,042) | (70,834) | (73,024) | (124,876) |
| Distributions paid to perpetual securities holders | (3,478) | (3,478) | (6,919) | (6,900) |
| Distribution to non-controlling interest | (1,909) | (965) | (3,847) | (2,724) |
| Net cash used in financing activities | (78,620) | (50,372) | (152,879) | (124,672) |
| Net increase/(decrease) in cash and cash equivalents | (3,041) | (9,010) | 2,439 | (2,002) |
| Cash and cash equivalents at beginning of the period | 21,142 | 24,672 | 15,662 | 17,664 |
| Cash and cash equivalents at end of the period | 18,101 | 15,662 | 18,101 | 15,662 |

1(d)(i) Statements of Movements in Unitholders' funds

| | Group | | Trust | |
|---|-------------------|-------------------|-------------------|-------------------|
| | FY2020 S\$'000 | FY2019 S\$'000 | FY2020 S\$'000 | FY2019 S\$'000 |
| Unitholders' Funds | | | | |
| Balance at beginning of period | 1,508,576 | 1,479,668 | 1,530,318 | 1,751,967 |
| <u>Operations</u> | | | | |
| Total return/(loss) for the period attributable to Unitholders and perpetual securities holders | 9,689 | 6,080 | (9,742) | (244,477) |
| Amount reserved for distribution to perpetual securities holders | (6,919) | (6,900) | (6,919) | (6,900) |
| Net increase/(decrease) in net assets resulting from operations | 2,770 | (820) | (16,661) | (251,377) |
| <u>Unitholders' transactions</u> | | | | |
| Issuance of new units pursuant to: | | | | |
| - Management fees paid/payable in units | 8,887 | 8,380 | 8,887 | 8,380 |
| - Distribution Reinvestment Plan | 25,972 | 4,578 | 25,972 | 4,578 |
| - Private Placement | - | 100,000 | - | 100,000 |
| - Preferential Offering | - | 50,039 | - | 50,039 |
| Equity costs pursuant to: | | | | |
| - Distribution Reinvestment Plan | (399) | (103) | (399) | (103) |
| - Private Placement | 15 | (2,156) | 15 | (2,156) |
| - Preferential Offering | 165 | (1,556) | 165 | (1,556) |
| Distributions paid to Unitholders | (98,996) | (129,454) | (98,996) | (129,454) |
| Net (decrease)/increase in net assets resulting from Unitholders' transactions | (64,356) | 29,728 | (64,356) | 29,728 |
| Balance at end of period | 1,446,990 | 1,508,576 | 1,449,301 | 1,530,318 |
| Perpetual Securities Holders' Funds | | | | |
| Balance at beginning of period | 151,115 | 151,115 | 151,115 | 151,115 |
| Amount reserved for distribution to perpetual securities holders | 6,919 | 6,900 | 6,919 | 6,900 |
| Distribution to perpetual securities holders | (6,919) | (6,900) | (6,919) | (6,900) |
| Balance at end of period | 151,115 | 151,115 | 151,115 | 151,115 |
| Total | 1,598,105 | 1,659,691 | 1,600,416 | 1,681,433 |

1(d)(i) Statements of Movements in Unitholders' funds (cont'd)

| | Group | | Trust | |
|---|-------------------|-------------------|-------------------|-------------------|
| | 2H2020 S\$'000 | 2H2019 S\$'000 | 2H2020 S\$'000 | 2H2019 S\$'000 |
| Unitholders' Funds | | | | |
| Balance at beginning of period | 1,448,721 | 1,545,673 | 1,489,912 | 1,817,683 |
| <u>Operations</u> | | | | |
| Total return/(loss) for the period attributable to Unitholders and perpetual securities holders | 36,331 | (46,485) | (2,549) | (296,753) |
| Amount reserved for distribution to perpetual securities holders | (3,478) | (3,478) | (3,478) | (3,478) |
| Net increase/(decrease) in net assets resulting from operations | 32,853 | (49,963) | (6,027) | (300,231) |
| <u>Unitholders' transactions</u> | | | | |
| Issuance of new units pursuant to: | | | | |
| - Management fees paid/payable in units | 4,381 | 5,242 | 4,381 | 5,242 |
| - Distribution Reinvestment Plan | 12,607 | - | 12,607 | - |
| - Preferential Offering | - | 50,039 | - | 50,039 |
| Equity costs pursuant to: | | | | |
| - Distribution Reinvestment Plan | (195) | (22) | (195) | (22) |
| - Private Placement | 26 | (94) | 26 | (94) |
| - Preferential Offering | 246 | (1,556) | 246 | (1,556) |
| Distributions paid to Unitholders | (51,649) | (40,743) | (51,649) | (40,743) |
| Net (decrease)/increase in net assets resulting from Unitholders' transactions | (34,584) | 12,866 | (34,584) | 12,866 |
| Balance at end of period | 1,446,990 | 1,508,576 | 1,449,301 | 1,530,318 |
| Perpetual Securities Holders' Funds | | | | |
| Balance at beginning of period | 151,115 | 151,115 | 151,115 | 151,115 |
| Amount reserved for distribution to perpetual securities holders | 3,478 | 3,478 | 3,478 | 3,478 |
| Distribution to perpetual securities holders | (3,478) | (3,478) | (3,478) | (3,478) |
| Balance at end of period | 151,115 | 151,115 | 151,115 | 151,115 |
| Total | 1,598,105 | 1,659,691 | 1,600,416 | 1,681,433 |

1(d)(ii) Details of any changes in the number of issued units

| | Note | Trust | | | |
|--|------|----------------------|----------------------|----------------------|----------------------|
| | | 2H2020 Units | 2H2019 Units | FY2020 Units | FY2019 Units |
| Issued units at beginning of the period | | 3,530,945,472 | 3,379,353,443 | 3,487,315,971 | 3,170,172,725 |
| Issuance of new units pursuant to: | | | | | |
| - Management fees paid in units | | 11,080,358 | 9,845,345 | 23,096,788 | 15,915,230 |
| - Distribution Reinvestment Plan | | 34,336,296 | - | 65,949,367 | 8,936,833 |
| - Private Placement | (1) | - | - | - | 194,174,000 |
| - Preferential Offering | (2) | - | 98,117,183 | - | 98,117,183 |
| Issued units at end of the period | | 3,576,362,126 | 3,487,315,971 | 3,576,362,126 | 3,487,315,971 |

Notes:

- (1) The new units were issued on 26 June 2019 at an issue price of S\$0.515 per unit.
 (2) The new units were issued on 14 October 2019 at an issue price of S\$0.510 per unit.

1(d)(iii) To show the total number of issued shares excluding treasury shares as at the end of the current financial period, and as at the end of the immediately preceding year.

The total number of issued units, excluding treasury units, as at the end of the current and the comparative financial period are disclosed in Section 1(d)(ii). There were no treasury units acquired since the date of listing of ESR-REIT on 25 July 2006.

1(d)(iv) A statement showing all sales, transfers, disposal, cancellation and/or use of treasury shares as at the end of the current financial period reported on.

Not applicable.

2 Whether the figures have been audited or reviewed, and in accordance with which auditing standard or practice.

The figures have not been audited or reviewed by the auditors.

3 Where the figures have been audited or reviewed, the auditors' report (including any qualifications or emphasis of matter).

Not applicable.

4 Whether the same accounting policies and methods of computation as in the issuer's most recently audited annual financial statements have been applied.

The Group has applied the same accounting policies and methods of computation in the preparation of the financial statements for the current financial period, which are consistent with those described in the audited financial statements for the financial year ended 31 December 2019, except that in the current financial period, the Group has adopted all the new and revised standards that are effective for annual periods beginning on or after 1 January 2020. The adoption of these standards did not have any material effect on the financial performance or position of the Group.

- 5 **If there are any changes in the accounting policies and methods of computation, including any required by an accounting standard, what has changed, as well as the reasons for, and the effect of, the change.**

Please refer to item 4 above.

- 6 **Earnings per unit (“EPU”) and distributable amount available per unit for the period**

| | Note | Group | | | |
|--|-------------|-----------|-----------|-----------|-----------|
| | | 2H2020 | 2H2019 | FY2020 | FY2019 |
| EPU | | | | | |
| Total return/ (loss) after income tax before distribution for the period | (S\$'000) | 32,851 | (49,963) | 2,770 | (820) |
| Weighted average number of units | ('000) | 3,502,600 | 3,179,080 | 3,522,580 | 3,303,551 |
| Basic and diluted EPU | (cents) (a) | 0.938 | (1.572) | 0.079 | (0.025) |
| Distributable amount available per unit | | | | | |
| Total amount available for distribution for the period | (S\$'000) | 51,298 | 68,527 | 99,127 | 132,566 |
| Applicable number of units | ('000) | 3,559,889 | 3,426,350 | 3,540,250 | 3,305,061 |
| Distributable amount available per unit | (cents) (b) | 1.441 | 2.000 | 2.800 | 4.011 |

Notes:

- (a) The basic EPU was calculated using total return after income tax before distribution for the period and the weighted average number of units in issue during the period. The basic and diluted EPU were the same as there were no dilutive instruments in issue during the period.
- (b) Distributable amount available per unit was calculated using the total amount available for distribution and the number of units entitled to such distributable amount for the period.

- 7 **Net asset value (“NAV”) / Net tangible asset (“NTA”) per unit based on units issued at the end of the period**

| | Note | Group | | Trust | |
|----------------------------|------|----------|----------|----------|----------|
| | | 31-12-20 | 31-12-19 | 31-12-20 | 31-12-19 |
| NAV / NTA per unit (cents) | (a) | 40.5 | 43.3 | 40.5 | 43.9 |

Note:

- (a) NAV / NTA per unit was calculated based on the number of units issued as at the end of the respective periods.

- 8 **Review of the performance**

The review of the performance is set out in Section 1(a) – Statements of Total Return and Distribution Statements and Section 1(b)(i) – Statements of Financial Position.

- 9 **Review of the performance against Forecast/Prospect Statement**

The Group has not disclosed any forecast to the market.

10 Commentary on the significant trends and competitive conditions of the industry in which the group operates and any known factors or events that may affect the group in the next reporting period and the next 12 months.

Based on advance estimates released by the Ministry of Trade and Industry (“MTI”) on 4 January 2021, the Singapore economy contracted by 5.8% in 2020. In 4Q2020, Singapore’s Gross Domestic Product (“GDP”) contracted by 3.8% on a year-on-year basis, an improvement from the 5.6% contraction seen in 3Q2020. On a quarter-on-quarter seasonally-adjusted basis, the economy grew by 2.1%, slowing down from the 9.5% expansion in 3Q2020. The Singapore economy’s full year contraction of 5.8% is slightly better than the official forecast for a contraction of between 6.0% to 6.5%.

According to MTI, similar to 3Q2020, growth was mostly bolstered by the manufacturing sector, which expanded by 9.5% in 4Q2020, leading to an overall 7.1% growth for the full year. This was supported primarily by output expansions in electronics, biomedical manufacturing and precision engineering clusters, and these outweighed output declines in the transport engineering and general manufacturing clusters.

Singapore Purchasing Managers’ Index (“PMI”) for December 2020 posted a marginal increase of 0.1 point from November 2020 to record an expansion at 50.5. This is the sixth consecutive month of expansion for the overall manufacturing sector. The Electronics Sector PMI posted a marginal increase of 0.1 point from the previous month to record an expansion at 51.2. This is the fifth month of expansion for the electronics sector, and is the highest reading since September 2018 when the reading was 51.4.

Despite the better-than-expected contraction of the Singapore economy, driven primarily by the manufacturing sector, most economists are projecting a long and uneven recovery which will hinge on the effectiveness of the vaccine rollout. Business sentiment remains downbeat, according to official surveys, while external final demand from the US and Europe could face downside risks from new waves of COVID-19 infection.

According to JTC’s market report for 3Q2020, the occupancy rate of the overall industrial property market rose slightly by 0.2% on a quarter-on-quarter basis and 0.3% on a year-on-year basis. The increase was driven by surge in demand for storage amid a delay in new completions. In 3Q2020, only 24,000 sqm of new industrial spaces were completed, the lowest quarterly completion with the significant reduction from the average quarterly completion of around 270,000 sqm in the past 3 years. Price index of industrial space fell by 2.2% from the previous quarter and 3.9% as compared to a year ago. The rental index fell 0.9% from the previous quarter and fell by 1.6% as compared to a year ago. The drop in the price and rental indices are larger as compared to the previous quarter. As at September 2020, approximately 0.6 million sqm of new industrial space is expected to come on-stream in 4Q2020. This is a sharp reduction from the originally expected to be completed new industrial space of 1.3 million sqm reported in 2Q2020. New industrial spaces of 0.7 million sqm have been delayed to 2021 and 2022 due to the impact of COVID-19 measures on the construction sector activities. We can expect further delays in completion in some building projects as building owners and contractors need to adjust to BCA’s Safe Restart requirements.

During 4Q2020, the Manager secured new leases and renewed existing leases totalling approximately 1.1 million sqft across the various sub-sectors, bringing the total to approximately 3.9 million sqft of space secured in FY2020, of which new leases accounted for approximately 42.5% or 1.6 million sqft. Amid the continued economic and business uncertainty outlook, many firms are shelving their expansion or relocation plans, preferring to renew their existing leases and/or consolidating their space needs. While the government stockpiling has eased off, leasing demand was stable for logistics and warehousing, supported by e-commerce, food logistics and third-party logistics players and the pharmaceutical, advanced manufacturing and precision engineering clusters continue to support the high-specs segment.

Overall, with the continued business uncertainties and the projected supply in 2021 and 2022, the Manager expects the industrial market rents and prices to remain soft in the coming quarters as global demand conditions and growth recovery are very much dependent on the COVID-19 situation and vaccination progress, both domestically and globally. The Manager will continue to focus on organic growth initiatives by rejuvenating its portfolio to position our assets to stay relevant to industrialists' space needs and implementing operational cost-saving measures.

11 Distributions

(a) Current financial period

Any distributions declared for the current financial period:

Yes

Name of distribution: **61st distribution for the period from 1 October 2020 to 31 December 2020**

Distribution Type: Taxable income

Distribution Rate: 0.840 cents per unit

Par value of units: Not meaningful

Tax Rate: Taxable income distribution
The distribution is made out of ESR-REIT's taxable income. Unitholders receiving distributions will be subject to Singapore income tax on the distributions received except for individuals where the distribution is exempt from tax (unless they hold their units through partnership or as trading assets).

Books closure date: 28 January 2021

Date payable: 19 March 2021

The Manager has determined that the DRP **will apply** to the distribution for the period from 1 October 2020 to 31 December 2020.

(b) Corresponding period of the immediately preceding year

Any distributions declared for
the previous corresponding
financial period:

Yes

Name of distribution: **57th distribution for the period from 14 October 2019 to 31 December 2019**

(Note: An advanced distribution for the period from 1 October 2019 to 13 October 2019 of 0.145 cents per unit was paid on 8 November 2019)

Distribution Type: Taxable income/Other gains

Distribution Rate: 0.855 cents per unit comprising:
(a) Taxable income 0.719 cents per unit
(b) Other gains 0.136 cents per unit

Par value of units: Not meaningful

Tax Rate: Taxable income distribution
The distribution is made out of ESR-REIT's taxable income. Unitholders receiving distributions will be subject to Singapore income tax on the distributions received except for individuals where the distribution is exempt from tax (unless they hold their units through partnership or as trading assets).

Other gains distribution
The distribution from other gains is not a taxable distribution to the Unitholders.

12 If no distribution has been declared/recommended, a statement to that effect

Not applicable.

13 If the Group has obtained a general mandate from unitholders for IPTs, the aggregate value of each transaction as required under Rule 920(1)(a)(ii). If no IPT mandate has been obtained, a statement to that effect.

The Group has not obtained any IPT general mandate from the Unitholders.

14 CONFIRMATION PURSUANT TO RULE 720(1) OF THE LISTING MANUAL

The Manager confirms that it has procured undertakings from all Directors and Executive Officers (in the format set out in Appendix 7.7) pursuant to Rule 720(1) of the Listing Manual of the Singapore Exchange Securities Trading Limited.

15 Use of Proceeds raised from Offerings pursuant to Chapter 8 of the Listing Manual

Gross proceeds of S\$150.0 million raised pursuant to the private placement of 194,174,000 new units completed on 26 June 2019 and the pro rata and non-renounceable preferential offering of 98,117,183 new units completed on 14 October 2019 (together, the “Equity Fund Raising”) has been used in the following manner:

| Intended Use of Proceeds | Amount Allocated (S\$ million) | Aggregate Amount Utilised to Date (S\$ million) | Balance Proceeds Pending Utilisation (S\$ million) |
|---|---------------------------------------|--|---|
| To fully finance the total acquisition costs for 48 Pandan Road | 44.4 | 44.4 | - |
| To fully finance the proposed asset enhancements at 7000 Ang Mo Kio Avenue 5 and UE BizHub East | 45.7 | 4.5 | 41.2 |
| To repay existing indebtedness | 56.8 | 56.8 | - |
| To pay for the transaction related expenses including the underwriting and selling commission and expenses related to the Equity Fund Raising | 3.1 | 3.1 | - |
| Total | 150.0 | 108.8 | 41.2 |

The use of proceeds from the Equity Fund Raising set out above is in accordance with the stated use and in accordance with the percentage of the gross proceeds of the Equity Fund Raising allocated to such use as set out in the announcement dated 17 June 2019 titled “Launch of Equity Fund Raising to Raise Gross Proceeds of Up To Approximately S\$150.0 Million”.

ADDITIONAL INFORMATION REQUIRED FOR FULL YEAR ANNOUNCEMENT

- 16 Segmented revenue and results for business or geographical segments (of the group) in the form presented in the issuer's most recently audited financial statements, with comparative information for the immediately preceding year.**

No business segment information has been presented as all the properties are used predominantly for industrial purposes and are located in Singapore.

- 17 In the review of performance, the factors leading to any material changes in contributions to turnover and earnings by the business or geographical segments.**

Not applicable.

- 18 Breakdown of revenue**

| | FY2020 S\$'000 | FY2019 S\$'000 | Fav/ (Unfav) % |
|--|-------------------|-------------------|----------------------|
| (a) Gross revenue reported for first half year | 113,754 | 128,584 | (11.5) |
| (b) Total (loss)/return after tax before distribution for first half year | (25,556) | 54,481 | (146.9) |
| (c) Gross revenue reported for second half year | 116,170 | 124,460 | (6.7) |
| (d) Total return/(loss) after tax before distribution for second half year | 38,288 | (44,558) | 185.9 |

- 19 Breakdown of the total distributions for the financial year ended 31 December 2020**

| | FY2020 S\$'000 | FY2019 S\$'000 |
|------------------------------------|-------------------|-------------------|
| 01-07-2020 to 30-09-2020 | 28,274 | - |
| 01-04-2020 to 30-06-2020 | 23,375 | - |
| 01-01-2020 to 31-03-2020 | 17,530 | - |
| 14-10-2019 to 31-12-2019 | 29,817 | - |
| 01-07-2019 to 13-10-2019 | - | 38,739 |
| 01-04-2019 to 30-06-2019 | - | 32,094 |
| 01-01-2019 to 31-03-2019 | - | 31,960 |
| 16-10-2018 to 31-12-2018 | - | 26,661 |
| Total distributions to Unitholders | 98,996 | 129,454 |

20 Confirmation pursuant to Rule 704(13) of the Listing Manual

Pursuant to Rule 704(13) of the Listing Manual of the Singapore Exchange Securities Trading Limited, the Board of Directors of ESR Funds Management (S) Limited (the "Company"), as manager of ESR-REIT, confirms that there are no persons occupying managerial positions in the Company or any of its principal subsidiaries who are relatives of a Director or the Chief Executive Officer or substantial Unitholders of ESR-REIT.

21 Interested Person Transactions ("IPTs")

| Name of Entity | 2020 | | 2019 | |
|---|---|---|---|---|
| | Aggregate value of all IPTs during the financial year under review Note (a) | Aggregate value of all IPTs under the IPT mandate or shareholders' mandate for IPTs under Rule 920 during the financial year under review | Aggregate value of all IPTs during the financial year under review Note (a) | Aggregate value of all IPTs under the IPT mandate or shareholders' mandate for IPTs under Rule 920 during the financial year under review |
| | S\$'000 | S\$'000 | S\$'000 | S\$'000 |
| ESR Funds Management (S) Limited (the "Manager") | | | | |
| Management fees paid and payable | | | | |
| -in cash | 9,358 | - | 8,435 | - |
| -in units | 5,281 | - | 6,491 | - |
| Acquisition fees paid in relation to the acquisition of investment properties | | | | |
| -in cash | - | - | 1,103 | - |
| Divestment fees paid in relation to the divestment of investment properties | | | | |
| -in cash | - | - | 29 | - |

21 Interested Person Transactions ("IPTs") (continued)

| Name of Entity | 2020 | | 2019 | |
|---|---|---|---|---|
| | Aggregate value of all IPTs during the financial year under review Note (a) | Aggregate value of all IPTs under the IPT mandate or shareholders' mandate for IPTs under Rule 920 during the financial year under review | Aggregate value of all IPTs during the financial year under review Note (a) | Aggregate value of all IPTs under the IPT mandate or shareholders' mandate for IPTs under Rule 920 during the financial year under review |
| | S\$'000 | S\$'000 | S\$'000 | S\$'000 |
| ESR Property Management (S) Pte Ltd (Subsidiary of immediate holding company of the Manager) | | | | |
| Property manager's fees paid and payable | | | | |
| -in cash | 4,660 | - | 5,044 | - |
| -in units | 2,051 | - | 2,360 | - |
| Lease marketing services commissions paid and payable | 4,951 | - | 2,556 | - |
| Project management fees paid and payable | 158 | - | 58 | - |
| Site staff cost recovery | 817 | - | 725 | - |
| RBC Investor Services Trust Singapore Limited (the "Trustee") | | | | |
| Trustee fees paid and payable | 355 | - | 574 | - |
| Perpetual (Asia) Limited (the "Sub-trust Trustee") | | | | |
| Trustee fees paid and payable | 188 | - | 190 | - |

Note:

(a) Except as disclosed, these IPTs exclude transactions of less than S\$100,000 each.

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.

Any discrepancies in the tables included in this announcement between the listed amounts and total thereof are due to rounding.

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

20 January 2021

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