

Investor Relations

The Manager proactively maintains timely, balanced and effective communications with its stakeholders.

PROACTIVE STAKEHOLDER OUTREACH

The Manager engages the investment community through various communication channels. In FY17/18, the Manager met over 180 institutional investors in Singapore and globally through meetings, conference calls as well as investor conferences and roadshows. The Manager also organised property visits for investors to understand more about MIT's portfolio.

Retail investors constitute another aspect of the Manager's outreach efforts. The Manager participated in the REITs Symposium, which was jointly organised by ShareInvestor and REIT Association of Singapore ("REITAS"). The one-day event featured booth displays of participating REITs and a series of educational talks. In addition, the Manager participated in the SGX-REITAS Webinar Series and presented an overview of MIT's portfolio and strategy via a webcast. A total of 99 attendees participated in the webinar, which was jointly organised by SGX and REITAS. These events helped to promote the REIT industry among retail investors.

MIT convened its seventh Annual General Meeting on 18 July 2017, which was well-attended by 308 Unitholders and their proxies. The Annual General Meeting offers an important platform for the Board and Management to present MIT's performance and address Unitholders' queries.

Analyst teleconferences and briefings on MIT's financial results are held quarterly. The "live" audio webcasts of MIT's half-year and full-year financial results allow Management to address online queries from the investment community, with the recordings made available for download on MIT's website.

Aside from the analyst teleconferences and briefings, the Mapletree Year-End Analyst Event is another avenue for management from all Mapletree REITs to engage analysts in an informal setting.

ENGAGING INVESTORS AND BROADENING INVESTOR BASE

For key developments during the financial year, such as the expansion of MIT's investment strategy and first overseas acquisition in the United States, the Manager proactively engaged the investment community through an analyst teleconference and briefing as well as investor roadshows in Singapore, London, United States and Tokyo.

The private placement for MIT's first overseas acquisition in the United States was approximately 3.3 times covered at the top end of the issue price range of S\$1.90 per new unit, underscoring investors' strong support for the acquisition. This also broadened MIT's equity investor base with participation of more than 40 new and existing investors, raising gross proceeds of S\$155.7 million.

TIMELY AND TRANSPARENT DISCLOSURES

All announcements and press releases are promptly issued through SGXNET and MIT's websites. Pertinent information including annual reports, investor presentations and portfolio information is updated regularly on MIT's website. Stakeholders can contact the Investor Relations Department via a dedicated email address and receive updates on MIT through the email alert service. A dedicated email address is available for Substantial Unitholders to promptly report any change in their unitholdings in MIT.

VIEWING OF ANNUAL REPORT 2017/2018

The Manager had received feedback that Unitholders prefer downloading the Annual Report from MIT's website instead of receiving a compact disc containing the electronic version of the report. On 24 May 2018, the Trust Deed was amended to allow the Manager to discontinue with the practice of mailing compact discs and to send an Annual Report booklet to Unitholders. The Annual Report booklet includes a hyperlink address to MIT's website where the Annual Report can be downloaded and provides an option to request for a printed copy of MIT's Annual Report.

RESEARCH COVERAGE

17 equity research houses provide research coverage on MIT as at 31 March 2018.

1. Bank of America Merrill Lynch
2. CGS-CIMB Research
3. Citigroup Research
4. CLSA
5. Credit Suisse
6. Daiwa Capital Markets
7. DBS Bank
8. Deutsche Bank
9. Goldman Sachs Global Investment Research
10. J.P. Morgan Securities
11. Jefferies
12. Macquarie Capital Securities
13. Maybank Kim Eng Research
14. OCBC Investment Research
15. Phillip Securities Research
16. UBS Securities
17. UOB Kay Hian Research

INVESTOR RELATIONS CALENDAR

2017	
25 Apr	Analyst Briefing and "Live" Audio Webcast for 4Q and FY16/17 Results
25 Apr	Post 4Q and FY16/17 Results Investor Luncheon Hosted by Macquarie, Singapore
15 May	dbAccess Asia Conference, Singapore
27 May	REITs Symposium, Singapore
18 Jul	Annual General Meeting 2016/2017, Singapore
26 Jul	Analyst Teleconference for 1QFY17/18 Results
24 Aug	C-Suite Singapore REITS & Sponsors Corporate Day, Singapore
12 to 13 Sep	CLSA Investors' Forum, Hong Kong
27 Sep	Analyst Teleconference on MIT's Expansion of Investment Strategy
25 Oct	Analyst Briefing and "Live" Audio Webcast for 2Q and 1HFY17/18 Results
25 to 26 Oct	Post 2Q and 1HFY17/18 Results Investor Luncheon and Investor Roadshow Hosted by DBS, Singapore
29 Oct to 3 Nov	Investor Roadshow Organised by DBS, London and United States
30 Nov	Mapletree Year-End Analyst Event, Singapore
7 to 8 Dec	Investor Roadshow Organised by Mizuho, Tokyo
2018	
24 Jan	Analyst Teleconference for 3QFY17/18 Results
24 Jan	Post 3QFY17/18 Results Investor Luncheon Hosted by Daiwa, Singapore
9 Feb	SGX-REITAS Webinar: Mapletree Industrial Trust's Investor Presentation
24 Apr	Analyst Briefing and "Live" Audio Webcast for 4Q and FY17/18 Results
26 Apr	Post 4Q and FY17/18 Results Investor Luncheon Hosted by J.P. Morgan, Singapore

FINANCIAL CALENDAR

	FY17/18	FY18/19 ¹
Announcement of First Quarter Financial Results	25 Jul 2017	Jul 2018
Payment of First Quarter Distribution to Unitholders	29 Aug 2017	Aug 2018
Announcement of Second Quarter Financial Results	24 Oct 2017	Oct 2018
Payment of Second Quarter Distribution to Unitholders	28 Nov 2017	Nov 2018
Announcement of Third Quarter Financial Results	23 Jan 2018	Jan 2019
Payment of Third Quarter Distribution to Unitholders	28 Feb 2018 ²	Feb 2019
Announcement of Full Year Financial Results	23 Apr 2018	Apr 2019
Payment of Final Distribution to Unitholders	30 May 2018	May 2019

¹ Subject to changes

² An advanced distribution of 0.99 Singapore cent per unit for the period from 1 October 2017 to 1 November 2017 was paid on 28 November 2017.

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The Annual General Meeting offers an important platform for the Board and Management to present MIT's performance and address Unitholders' queries.

To subscribe to the latest news on MIT, please visit www.mapletreeindustrialtrust.com.

For enquiries, please contact:

Investor Relations

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Unitholder Depository

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such as change of details
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