

INVESTOR RELATIONS

The Manager proactively maintains timely and effective communications with its stakeholders, with the aim of building and strengthening long-term relationships.

ACTIVE ENGAGEMENT WITH STAKEHOLDERS

The Manager engages the investment community through meetings, teleconferences, investor conferences and roadshows. In FY16/17, the Manager met over 140 institutional investors and participated in investor conferences and roadshows in Singapore, Hong Kong, Kuala Lumpur and London. The Manager also participated in initiatives to engage new investors through SGX-CLSA-REITAS S-REITs Conference¹ in Seoul and Mapletree REITs Day in Bangkok. The Manager also organised property tours for investors who are interested to know the MIT portfolio better.

The Manager continues to engage retail investors through the REITs Symposium. The one-day event featured booth displays of participating REITs and a series of educational talks, which had a positive turnout of over 1,100 attendees. Such engagements allow Management to apprise the investment community of MIT's developments and strategies as well as address investor feedback.

The Annual General Meeting serves as an important communication channel between the Board, Management and Unitholders. MIT convened its sixth Annual General Meeting on 19 July 2016, which was well-attended by 266 Unitholders and their proxies.



Engagement with Unitholders at MIT's sixth Annual General Meeting.

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. The recordings are available for download on MIT's website.

In addition to analyst teleconferences and briefings, the Mapletree Year-End Analyst Event, which was jointly organised by all Mapletree REITs, was an opportunity for Management to interact with analysts in an informal setting.

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 details 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.

RESEARCH COVERAGE

17 equity research houses provide research coverage on MIT as at 31 March 2017.

1. Bank of America Merrill Lynch
2. 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. Macquarie Capital Securities
12. Maybank Kim Eng Research
13. OCBC Investment Research
14. Phillip Securities Research
15. Religare Capital Markets
16. UBS Securities
17. UOB Kay Hian Research

¹ SGX-CLSA-REITAS S-REITs Conference in Seoul was jointly organised by Singapore Exchange ("SGX"), CLSA and REIT Association of Singapore ("REITAS").

INVESTOR RELATIONS CALENDAR

2016	
26 Apr	4Q and FY15/16 Analyst Briefing and “Live” Audio Webcast
26 Apr	Post 4Q and FY15/16 Results Investor Luncheon Hosted by J.P. Morgan Securities, Singapore
23 to 24 May	dbAccess Asia Conference, Singapore
4 Jun	REITs Symposium, Singapore
19 Jul	Annual General Meeting 2015/2016, Singapore
27 Jul	1QFY16/17 Analyst Teleconference
27 Jul	Post 1QFY16/17 Results Investor Luncheon Hosted by Credit Suisse, Singapore
29 to 30 Sep	Investor Roadshow Organised by J.P. Morgan Securities, Hong Kong
25 Oct	2Q and 1HFY16/17 Analyst Briefing and “Live” Audio Webcast
25 Oct	Post 2Q and 1HFY16/17 Results Investor Luncheon Hosted by CLSA, Singapore
26 Oct	Investor Roadshow Organised by CIMB Research, Kuala Lumpur
11 Nov	Mapletree Year-End Analyst Event, Singapore
16 Nov	Morgan Stanley 15th Annual Asia Pacific Summit, Singapore
2017	
25 Jan	3QFY16/17 Analyst Teleconference
9 to 10 Mar	Investor Roadshow Organised by Deutsche Bank, London
13 Mar	SGX-CLSA-REITAS S-REITs Conference, Seoul
21 Mar	Mapletree REITs Day Organised by DBS Bank, Bangkok
25 Apr	4Q and FY16/17 Analyst Briefing and “Live” Audio Webcast
25 Apr	Post 4Q and FY16/17 Results Investor Luncheon Hosted by Macquarie Capital Securities, Singapore

FINANCIAL CALENDAR

	FY16/17	FY17/18*
Announcement of First Quarter Financial Results	26 Jul 2016	Jul 2017
Payment of First Quarter Distribution to Unitholders	29 Aug 2016	Aug 2017
Announcement of Second Quarter Financial Results	25 Oct 2016	Oct 2017
Payment of Second Quarter Distribution to Unitholders	28 Nov 2016	Nov 2017
Announcement of Third Quarter Financial Results	24 Jan 2017	Jan 2018
Payment of Third Quarter Distribution to Unitholders	28 Feb 2017	Feb 2018
Announcement of Full Year Financial Results	24 Apr 2017	Apr 2018
Payment of Final Distribution to Unitholders	30 May 2017	May 2018

* Subject to changes

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The Annual General Meeting serves as an important communication channel between the Board, Management and Unitholders.

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

For depository-related matters such as change of details pertaining to Unitholders' investment records, please contact:

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