

# STRATEGIC DIRECTION

The Manager’s three-pronged strategy is underpinned by the commitment to provide quality industrial real estate solutions to its clients through understanding their requirements and delivering innovative real estate solutions that meet their evolving business needs.

In FY16/17, the Manager made significant strides in growing the Hi-Tech Buildings segment, completing Phase One of the BTS project for HP and securing another BTS data centre development. As at 31 March 2017, the Hi-Tech Buildings segment accounted for 28.8% of the portfolio by valuation, up from 14.8% when the segment was introduced in 2013. Through these efforts, the Manager is strengthening the portfolio to meet the increasing demand for industrial spaces with higher specifications as Singapore pursues higher value industries. With the support of the Sponsor’s strong network and capabilities, the Manager will actively pursue investment opportunities in Singapore and overseas, with a focus on good quality industrial properties like high specification facilities and data centres.



## VISION

To be the preferred industrial real estate solutions provider



## MISSION

To deliver sustainable and growing returns to Unitholders by providing quality industrial real estate solutions to clients



## STRATEGY

