

PRESS RELEASE

Mapletree Industrial Trust's 3QFY17/18 Distributable Income Grows 4.6% Year-on-Year

- Distribution per unit ("DPU") for 3QFY17/18 increased 1.8% year-on-year to 2.88 cents
- Strengthens portfolio with the completion of the first overseas acquisition of 14 data centres in the United States of America ("US") at a purchase consideration of approximately US\$750.0 million (S\$1,020.0 million¹) via a 40:60 joint venture with Mapletree Investments Pte Ltd ("US Acquisition")

Financial Results of MIT for 3QFY17/18

	3QFY17/18	2QFY17/18	1/(↓)%	3QFY16/17	1/(↓)%
Gross revenue (S\$'000)	91,465	92,562 ²	(1.2)	84,453	8.3
Property expenses (S\$'000)	(20,610)	(21,885)	(5.8)	(21,024)	(2.0)
Net property income (S\$'000)	70,855	70,677	0.3	63,429	11.7
Distributable income (S\$'000)	53,451	54,010 ²	(1.0)	51,104	4.6
No. of units in issue ('000)	1,884,967	1,802,723	4.6	1,801,845	4.6
DPU (cents)	2.88 ³	3.00 ²	(4.0)	2.83	1.8

* Not meaningful

23 January 2018 – Mapletree Industrial Trust Management Ltd., as manager (the "Manager") of Mapletree Industrial Trust ("MIT"), is pleased to announce that MIT's distributable income for the Third Quarter Financial Year 2017/2018 from 1 October 2017 to 31 December 2017 ("3QFY17/18") was S\$53.5 million, a 4.6% year-on-year increase from S\$51.1 million in

¹ Based on the exchange rate of US\$1.00 to S\$1.36 used in the announcement dated 20 December 2017.

² Gross revenue and distributable income for 2QFY17/18 included the pre-termination compensation of S\$3.1 million received from Johnson & Johnson Pte. Ltd. whose lease was terminated on 30 September 2017. Excluding the pre-termination compensation of S\$3.1 million, the DPU for 2QFY17/18 would have been 2.83 cents and DPU for 3QFY17/18 would be 1.8% higher than the DPU for 2QFY17/18.

³ DPU included an advanced distribution of 0.99 cent per unit for the period from 1 October 2017 to 1 November 2017, which was paid on 28 November 2017. The DPU for the enlarged units in issue for the remaining period from 2 November 2017 to 31 December 2017 was 1.89 cents per unit.

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3QFY16/17. DPU of 2.88 cents for 3QFY17/18 was 1.8% higher than the DPU of 2.83 cents 3QFY16/17.

Gross revenue for 3QFY17/18 rose 8.3% to S\$91.5 million and net property income grew 11.7% to S\$70.9 million. The positive results was due to the revenue contribution from the build-to-suit project for HP Singapore (Private) Limited, partially offset by lower portfolio occupancy.

Mr Tham Kuo Wei, Chief Executive Officer of the Manager, said, “The completion of our first overseas acquisition of 14 data centres in US is in line with the expansion of MIT’s investment strategy and broadens our presence in the growing data centre sector. The acquisition portfolio with long leases on freehold land will strengthen MIT portfolio and enhance the stability of returns to Unitholders. Together with the development projects, this strategic acquisition will help to mitigate headwinds faced by the Singapore industrial portfolio.”

Portfolio Update

Portfolio occupancy rate improved marginally to 90.5% in 3QFY17/18 from 90.4% in the preceding quarter due to higher occupancy of the US portfolio. The Singapore portfolio occupancy rate fell to 90.1% in 3QFY17/18 from 90.4% in 2QFY17/18 as lower occupancies were registered at Flatted Factories, Business Park Buildings and Stack-up/Ramp-up Buildings segments. The US portfolio occupancy rate was healthy at 97.4%.

Following the completion of the 40:60 joint venture with Mapletree Investments Pte Ltd for the US Acquisition on 20 December 2017, the portfolio’s weighted average lease to expiry has increased quarter-on-quarter from 3.7 years to 3.9 years, with 33.6% of leases expiring in FY21/22 and beyond.

Capital Management Update

The Manager successfully raised gross proceeds of S\$155.7 million through a private placement on 25 October 2017 to part finance the US Acquisition. Consequently, MIT’s

aggregate leverage was 33.8%⁴ as at 31 December 2017, with sufficient headroom for investment opportunities. The weighted average all-in funding cost remained stable at 2.9% in 3QFY17/18.

Outlook

Although the wider economy and business sentiment of the small and medium-sized enterprises are strengthening, possible downside risks in the external environment such as geopolitical risks and policy uncertainty could negatively affect the improvement in the business environment. In addition, the continued supply of competing industrial space is expected to exert pressure on both occupancy and rental rates. The Manager will continue to focus on tenant retention to maintain a stable portfolio occupancy.

Economic expansion in the US is projected to continue in 2018, with continued support from private consumption and investment⁵.

According to 451 Research, the supply for US multi-tenant data centres (in net operational square feet) will grow by 9.0% while the demand will grow by 10.1% in 2018⁶. This will underpin the stability of revenue contribution from the US portfolio.

Distribution to Unitholders

On 28 November 2017, an advanced distribution of 0.99 Singapore cent per unit for the period from 1 October 2017 to 1 November 2017 was paid to Unitholders on MIT's Unitholders register as at 1 November 2017, which was the date immediately prior to the issuance of new units pursuant to the private placement⁷.

⁴ In accordance with Property Fund Guidelines, the aggregate leverage ratio includes proportionate share of borrowings and deposited property values of the joint venture.

⁵ OECD (2017), "General assessment of the macroeconomic situation", in OECD Economic Outlook, Volume 2017 Issue 2.

⁶ Source: 451 Research, LLC, December 2017.

⁷ Details can be found in the announcement dated 1 November 2017 titled "Details of Cumulative Distribution in Connection with the Private Placement by Mapletree Industrial Trust".

Unitholders will receive a distribution of 1.89 Singapore cents per Unit for the period from 2 November 2017 to 31 December 2017. The closure of MIT's transfer books and register of Unitholders will be at 5.00pm on 31 January 2018.

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About Mapletree Industrial Trust

Mapletree Industrial Trust is a real estate investment trust (“REIT”) listed on the Main Board of Singapore Exchange. Its principal investment strategy is to invest in a diversified portfolio of income-producing real estate used primarily for industrial purposes in Singapore, and income-producing real estate used primarily as data centres worldwide beyond Singapore, as well as real estate-related assets.

MIT’s property portfolio comprises 85 industrial properties in Singapore and 14 data centres in the US (40.0% interest through the joint venture with Mapletree Investments Pte Ltd). The properties in Singapore include Flatted Factories, Hi-Tech Buildings, Business Park Buildings, Stack-up/Ramp-up Buildings and Light Industrial Buildings. As at 31 December 2017, MIT’s total assets under management was S\$4.2 billion.

MIT is managed by Mapletree Industrial Trust Management Ltd. and sponsored by Mapletree Investments Pte Ltd.

About Mapletree Industrial Trust Management Ltd.

Mapletree Industrial Trust Management Ltd. is the manager of MIT. It manages MIT’s assets and liabilities for the benefit of the Unitholders, sets MIT’s strategic directions and provides recommendations on the acquisition, divestment, development and/or enhancement of MIT’s assets in accordance with MIT’s investment strategy. Employing proactive asset management, value-creating investment management and prudent capital management strategies, Mapletree Industrial Trust Management Ltd. seeks to deliver sustainable and growing returns for Unitholders. Mapletree Industrial Trust Management Ltd. is a wholly-owned subsidiary of Mapletree Investments Pte Ltd.

About Mapletree Investments Pte Ltd

Mapletree Investments Pte Ltd (“MIPL”) is a leading real estate development, investment and capital management company headquartered in Singapore. Its strategic focus is to invest in markets and real estate sectors with good growth potential. By combining its key strengths as a developer, an investor and a capital manager, MIPL has established a track record of award-winning projects, and delivers consistent and high returns across real estate asset classes.

MIPL currently manages four Singapore-listed REITs and six private equity real estate funds, which hold a diverse portfolio of assets in Asia Pacific, the United Kingdom (“UK”) and the United States (“US”).

As at 31 March 2017, MIPL owns and manages S\$39.5 billion of office, retail, logistics, industrial, residential, corporate housing and serviced apartment, and student accommodation properties.

MIPL’s assets are located across 12 economies globally, namely Singapore, Australia, China, Germany, Hong Kong SAR, India, Japan, Malaysia, South Korea, the UK, the US and Vietnam. To support its global operations, MIPL has established an extensive network of offices in these countries.