

## STRATEGIC DIRECTION

The Manager's strategy is underpinned by its 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.

### COMPETITIVE STRENGTHS



#### Stable and Resilient Portfolio

Diversified portfolio of 141 properties across six property segments in Singapore, North America and Japan with a large tenant base of over 2,000 tenants



#### Track Record of Securing DPU-Accretive Investments

Completed three asset enhancement initiatives ("AEI"), five build-to-suit ("BTS") projects and 11 acquisitions since its listing on 21 October 2010

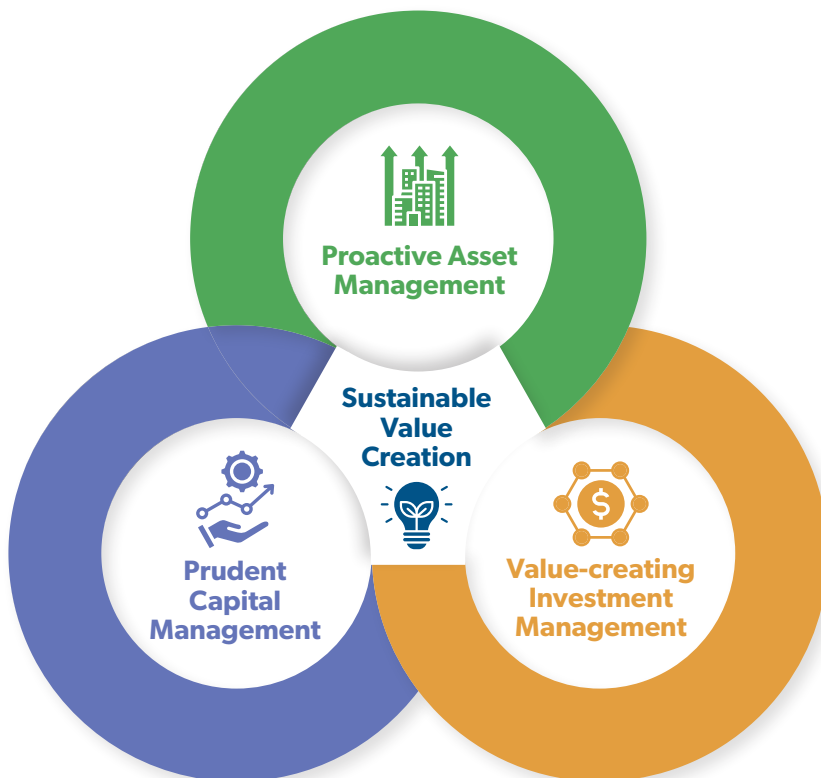


#### Access to Fast-Growing Data Centre Sector

Access to the fast-growing data centre sector, with data centres in North America, Japan and Singapore, comprising 55.6% of the portfolio (by assets under management)

### INVESTMENT STRATEGY AND SUSTAINABLE VALUE CREATION

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



### STRATEGIC OBJECTIVES



Improve competitiveness of properties



Secure investments to deliver growth and diversification



Optimise capital structure to provide financial flexibility



Integrate sustainability into core business strategies

Diversification and balance are at the core of MIT's strategy for sustainable growth. It aims to maintain a resilient industrial portfolio in Singapore while diversifying its data centre presence to capitalise on growing demand. Countries of focus include key data centre markets in Asia Pacific and Europe. During the financial year, the Manager extended its presence in Japan with the acquisition of a freehold property in Tokyo for JPY14.5 billion<sup>1</sup>. Its strategic location in West Tokyo, a key data centre cluster in Greater Tokyo, will present a future redevelopment opportunity into a new data centre.

This further enhances MIT's geographical and income diversification.

By leveraging on the Sponsor's experience and resources and the Manager's competitive strengths, the Manager will continue to pursue growth opportunities in Singapore and overseas, with a focus on data centres and high specification industrial facilities. It will pursue strategic divestments to rebalance the portfolio while enhancing portfolio resilience through proactive capital management and tenant retention.



#### Enhanced Financial Flexibility

Strong balance sheet and a well-diversified debt maturity profile with a weighted average tenor of debt of 3.2 years



#### Experienced Manager

Professional management team with an established track record and extensive experience in real estate development, investment and property management



#### Reputable Sponsor with Aligned Interest

Leverages on the Sponsor's development capabilities as well as local market experience and extensive network of offices, including in North America and Asia. The Sponsor's 25.9% stake in MIT demonstrates its alignment of interest with Unitholders

### STRATEGIC APPROACH

- Implement proactive marketing and leasing initiatives
- Deliver quality service and customised solutions
- Improve cost effectiveness to mitigate rising operating costs
- Unlock value through AEI and redevelopment projects

### FY24/25 ACHIEVEMENTS



Overall Portfolio's WALE  
**4.4 years**  
(31 March 2024: 4.4 years)



Weighted average rental reversion for the Singapore Portfolio  
**9.2%**

- Pursue DPU-accretive acquisitions and development projects
- Secure BTS projects with pre-commitments from high-quality tenants
- Consider divestments of non-core properties



Acquired a freehold property in Tokyo, Japan  
**JPY 14.5 billion<sup>1</sup>**



Completed Phase 3 of fitting-out works for the Osaka Data Centre  
**JPY 5.2 billion**

- Maintain a strong balance sheet
- Diversify sources of funding
- Employ appropriate interest rate and foreign exchange rate risk management strategies



Cash retained from Distribution Reinvestment Plan ("DRP")<sup>2</sup>  
**S\$29.8 million**



Available credit facilities of over  
**S\$900 million**

- **Environment:** Support the transition to a low carbon economy through sustainable investment, development, and operations
- **Social:** Ensure the health and safety of its employees and stakeholders, focus on diversity and inclusion of its workforce and support the communities in which MIT operates
- **Governance:** Uphold high ethical standards



Solar generating capacity installed across six clusters in Singapore  
**4,106 kWp**



Female representation on the Board  
**42%**



Morningstar Sustainalytics ESG Risk Ratings  
**Low Risk**

<sup>1</sup> MIT's effective economic interest in the Tokyo property is 98.47% while the remaining 1.53% is held by the Sponsor.

<sup>2</sup> For distributions from 1QFY24/25 to 3QFY24/25.