

**BUILDING  
MOMENTUM**

**5<sup>th</sup> Annual General Meeting**  
**15 July 2015**

maple<sup>̄</sup>tree  
industrial

# Important Notice

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This presentation is for information only and does not constitute an offer or solicitation of an offer to sell or invitation to subscribe for or acquire any units in Mapletree Industrial Trust (“MIT” and “Units”).

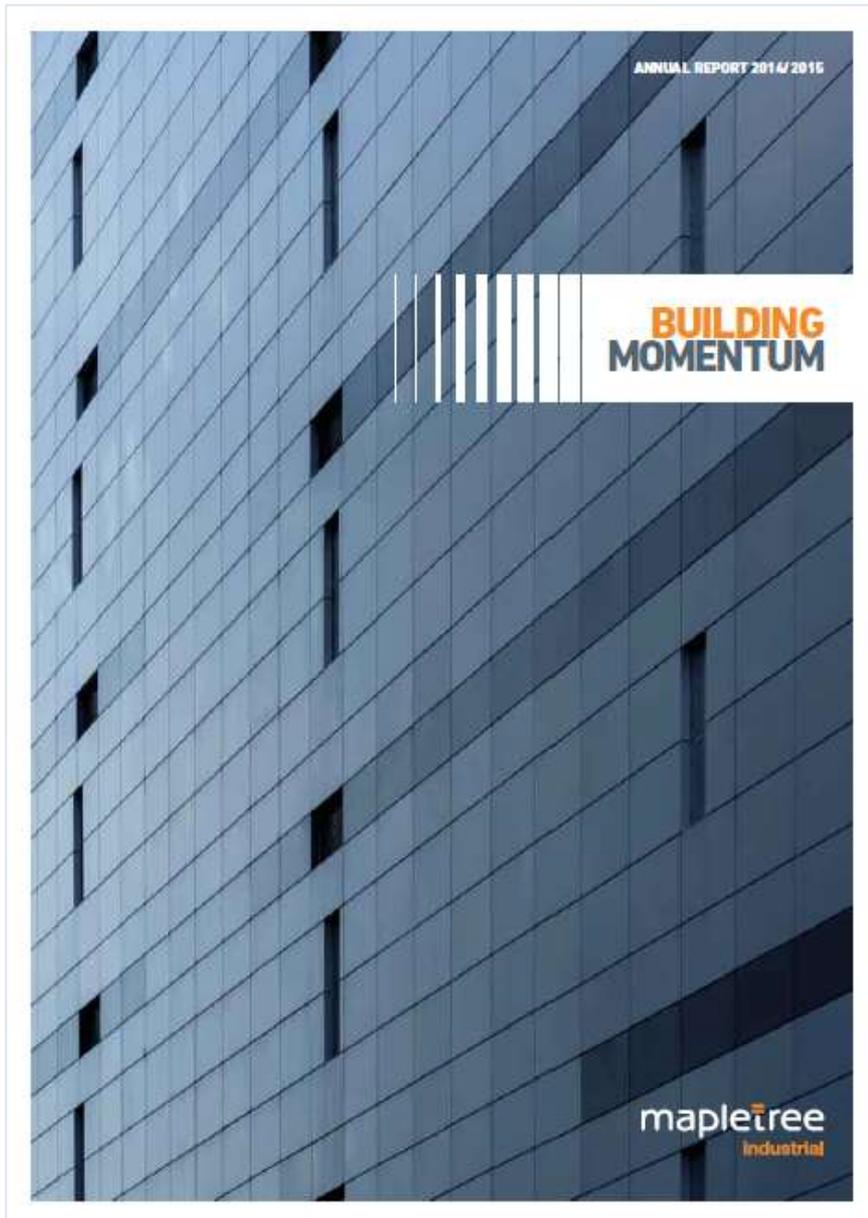
The past performance of the Units and MIT is not indicative of the future performance of MIT or Mapletree Industrial Trust Management Ltd. (the “Manager”).

The value of Units and the income from them may rise or fall. Units are not obligations of, deposits in or guaranteed by the Manager or any of its affiliates. An investment in Units is subject to investment risks, including the possible loss of the principal amount invested. Investors have no right to request the Manager to redeem their Units while the Units are listed. It is intended that unitholders may only deal in their Units through trading on the Singapore Exchange Securities Trading Limited (“SGX-ST”). Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.

This presentation may also contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of risks, uncertainties and assumptions. Representative examples of these factors include general industry and economic conditions, interest rate trends, cost of capital, occupancy rate, construction and development risks, changes in operating expenses (including employees wages, benefits and training costs), governmental and public policy changes and the continued availability of financing. You are cautioned not to place undue reliance on these forward-looking statements, which are based on current view of management on future events.

Nothing in this presentation should be construed as financial, investment, business, legal or tax advice and you should consult your own independent professional advisors.

# Notice of Annual General Meeting



maple tree  
industrial

(Incorporated in the Republic of Singapore pursuant to a Trust Deed dated 29 January 2008 (as amended))

## NOTICE OF ANNUAL GENERAL MEETING

NOTICE IS HEREBY GIVEN that the 2<sup>nd</sup> Annual General Meeting of the holders of units of MapleTree Industrial Trust ("MIT" and the holders of units of MIT, "Unitholders") will be held at 2.30 p.m. on 12 July 2015 (Wednesday), at 10 Fair Finlayson Road, MapleTree Business City, Multipurpose Hall - Auditorium, Singapore 117438 to transact the following businesses:

### (A) AS ORDINARY BUSINESS

- To receive and adopt the Report of DBS Trustees Limited, as trustee of MIT (the "Trustee"), the Statement by MapleTree Industrial Trust Management Ltd., as manager of MIT (the "Manager"), and the Audited Financial Statements of MIT for the financial year ended 31 March 2015 and the Auditor's Report thereon. (Ordinary Resolution 1)
- To re-appoint PricewaterhouseCoopers LLP as the Auditor of MIT and to hold office until the conclusion of the next Annual General Meeting of MIT, and to authorise the Manager to fix their remuneration. (Ordinary Resolution 2)

### (B) AS SPECIAL BUSINESS

To consider and, if thought fit, to pass the following resolution as an Ordinary Resolution, with or without any modifications:

- That approval be and is hereby given to the Manager, to
  - issue units in MIT ("Units") whether by way of rights, bonus or otherwise; and/or

(i) make or grant offers, agreements or options (collectively, "Instruments") that might or would require Units to be issued, including but not limited to the creation and issue of (as well as adjustments to) securities, warrants, debentures or other instruments convertible into Units, at any time and upon such terms and conditions and for such purposes and to such persons as the Manager may in its absolute discretion deem fit; and

- issue Units in pursuance of any Instruments made or granted by the Manager while this Resolution was in force (notwithstanding that the authority conferred by this Resolution may have ceased to be in force at the time such Units are issued), provided that:

(1) the aggregate number of Units to be issued pursuant to this Resolution (including Units to be issued in pursuance of Instruments made or granted pursuant to this Resolution) shall not exceed fifty per cent (50%) of its total number of issued Units (excluding treasury Units, if any) (as calculated in accordance with sub-paragraph (2) below), of which the aggregate number of Units to be issued other than on a pro rata basis to Unitholders (including Units to be issued in pursuance of Instruments made or granted pursuant to this Resolution) shall not exceed twenty per cent (20%) of the total number of issued Units (excluding treasury Units, if any) (as calculated in accordance with sub-paragraph (2) below);

(2) subject to such manner of calculation as may be prescribed by Singapore Exchange Securities Trading Limited (the "SGX-ST") for the purpose of determining the aggregate number of Units that may be issued under sub-paragraph (1) above, the total number of issued Units (excluding treasury Units, if any) shall be based on the number of issued Units (excluding treasury Units, if any) at the time this Resolution is passed, after adjusting for:

- any new Units arising from the conversion or exercise of any Instruments which are outstanding or subsisting at the time this Resolution is passed; and
- any subsequent bonus issue, consolidation or subdivision of Units;

(3) in exercising the authority conferred by this Resolution, the Manager shall comply with the provisions of the Listing Manual of the SGX-ST for the time being in force (unless such compliance has been waived by the SGX-ST) and the trust deed constituting MIT (as amended) (the "Trust Deed") for the time being in force (unless otherwise exempted or waived by the Monetary Authority of Singapore);

(4) unless revoked or varied by Unitholders in a general meeting, the authority conferred by this Resolution shall continue in force until (a) the conclusion of the next Annual General Meeting of MIT or the date by which the next Annual General Meeting of MIT is required by applicable regulations to be held, whichever is earlier;

(5) where the terms of the issue of the Instruments provide for adjustment to the number of Instruments or Units into which the Instruments may be converted in the event of rights, bonus or other capitalisation issues or any other events, the Manager is authorised to issue additional Instruments or Units pursuant to such adjustment notwithstanding that the authority conferred by this Resolution may have ceased to be in force at the time the Instruments or Units are issued; and

(6) the Manager and the Trustee, he and she are hereby severally authorised to complete and do all such acts and things (including executing all such documents as may be required) as the Manager or, as the case may be, the Trustee may consider expedient or necessary or in the interest of MIT to give effect to the authority conferred by this Resolution.

(Please see Explanatory Note) (Ordinary Resolution 3)

### BY ORDER OF THE BOARD

MapleTree Industrial Trust Management Ltd.  
(Company Registration No. 201019667D)

As Manager of MapleTree Industrial Trust

Wan Kwong Weng

Joint Company Secretary

Singapore

26 June 2015

### Notes:

- A Unitholder entitled to attend and vote at the Annual General Meeting is entitled to appoint not more than two proxies to attend and vote in his/her stead. A proxy need not be a Unitholder.
- Where a Unitholder appoints more than one proxy, the appointment shall be invalid unless he/she specifies the proportion of his/her holding (expressed as a percentage of the whole) to be represented by each proxy.
- The proxy form must be lodged at the Manager's registered office at 10 Fair Finlayson Road, #13-01 MapleTree Business City, Singapore 117438 not later than 2.30 p.m. on 12 July 2015 being 48 hours before the time fixed for the Annual General Meeting.

### Personal data privacy:

By submitting an instrument appointing a proxy(ies) and/or representative(s) to attend, speak and vote at the Annual General Meeting and/or any adjournment thereof, a Unitholder (i) consents to the collection, use and disclosure of the Unitholder's personal data by the Manager and the Trustee (or their agents) for the purpose of the processing, administration and analysis by the Manager and the Trustee (or their agents) of proxy and representative appointed for the Annual General Meeting (including any adjournment thereof) and the preparation and compilation of the attendance lists, minutes and other documents relating to the Annual General Meeting (including any adjournment thereof); and in order for the Manager and the Trustee (or their agents) to comply with any applicable laws, listing rules, regulations and/or guidelines (collectively, the "Purposes"), (ii) warrants that where the Unitholder discloses the personal data of the Unitholder's proxy(ies) and/or representative(s) to the Manager and the Trustee (or their agents), the Unitholder has obtained the prior consent of such proxy(ies) and/or representative(s) for the collection, use and disclosure by the Manager and the Trustee (or their agents) of the personal data of such proxy(ies) and/or representative(s) for the Purposes; and (iii) agrees that the Unitholder will indemnify the Manager and the Trustee in respect of any penalties, liabilities, claims, demands, losses and damages as a result of the Unitholder's breach of warranty.

### Explanatory Note:

#### Ordinary Resolution 1

The Ordinary Resolution 1 above, if passed, will empower the Manager from the date of this Annual General Meeting until (a) the conclusion of the next Annual General Meeting of MIT or (b) the date by which the next Annual General Meeting of MIT is required by the applicable regulations to be held, whichever is earlier, to issue Units and to make or grant Instruments (such as securities, warrants or debentures) convertible into Units and issue Units pursuant to such Instruments, up to a number not exceeding fifty per cent (50%) of the total number of issued Units (excluding treasury Units, if any) with a sub-limit of twenty per cent (20%) for issues other than on a pro rata basis to Unitholders.

For determining the aggregate number of Units that may be issued, the percentage of issued Units will be calculated based on the issued Units at the time the Ordinary Resolution 1 above is passed, after adjusting for new Units arising from the conversion or exercise of any Instruments which are outstanding at the time this Resolution is passed and any subsequent bonus issue, consolidation or subdivision of Units.

Fund raising by issuance of new Units may be required in instances of property acquisitions or debt repayments. In any event, if the approval of Unitholders is required under the Listing Manual of the SGX-ST and the Trust Deed or any applicable laws and regulations in such instances, the Manager will then obtain the approval of Unitholders accordingly.

# AGM Resolutions

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## **RESOLUTION 1 (ORDINARY BUSINESS)**

To receive and adopt the Trustee's Report, the Manager's Statement, the Audited Financial Statements of MIT for the financial year ended 31 March 2015 and the Auditor's Report thereon.

## **RESOLUTION 2 (ORDINARY BUSINESS)**

To re-appoint PricewaterhouseCoopers LLP as Auditor of MIT and to authorise the Manager to fix the Auditor's remuneration.

## **RESOLUTION 3 (SPECIAL BUSINESS)**

To authorise the Manager to issue Units and to make or grant convertible instruments.

# Agenda of Annual General Meeting

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## **BUILDING MOMENTUM**

1 Key Highlights – 1 April 2014 to 31 March 2015

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2 Portfolio Highlights

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3 Development Updates

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4 Financial Review

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5 Outlook and Strategy

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# KEY HIGHLIGHTS

**1 APRIL 2014 TO 31 MARCH 2015**



Hi-Tech Building,  
Build-to-Suit Data Centre for Equinix

# Resilient and Poised for Growth

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- **Delivering Healthy Returns**

- ▲ FY14/15 Distributable Income: S\$180.8 million ( ↑ 8.9% y-o-y)
- ▲ FY14/15 DPU: 10.43 cents ( ↑ 5.1% y-o-y)

- **Building Momentum in Growing Hi-Tech Buildings Segment**

- ▲ Completed build-to-suit (BTS) data centre for Equinix at one-north
- ▲ Commenced the redevelopment of Telok Blangah Cluster as a BTS project for Hewlett-Packard

- **Demonstrating Stable Portfolio Performance**

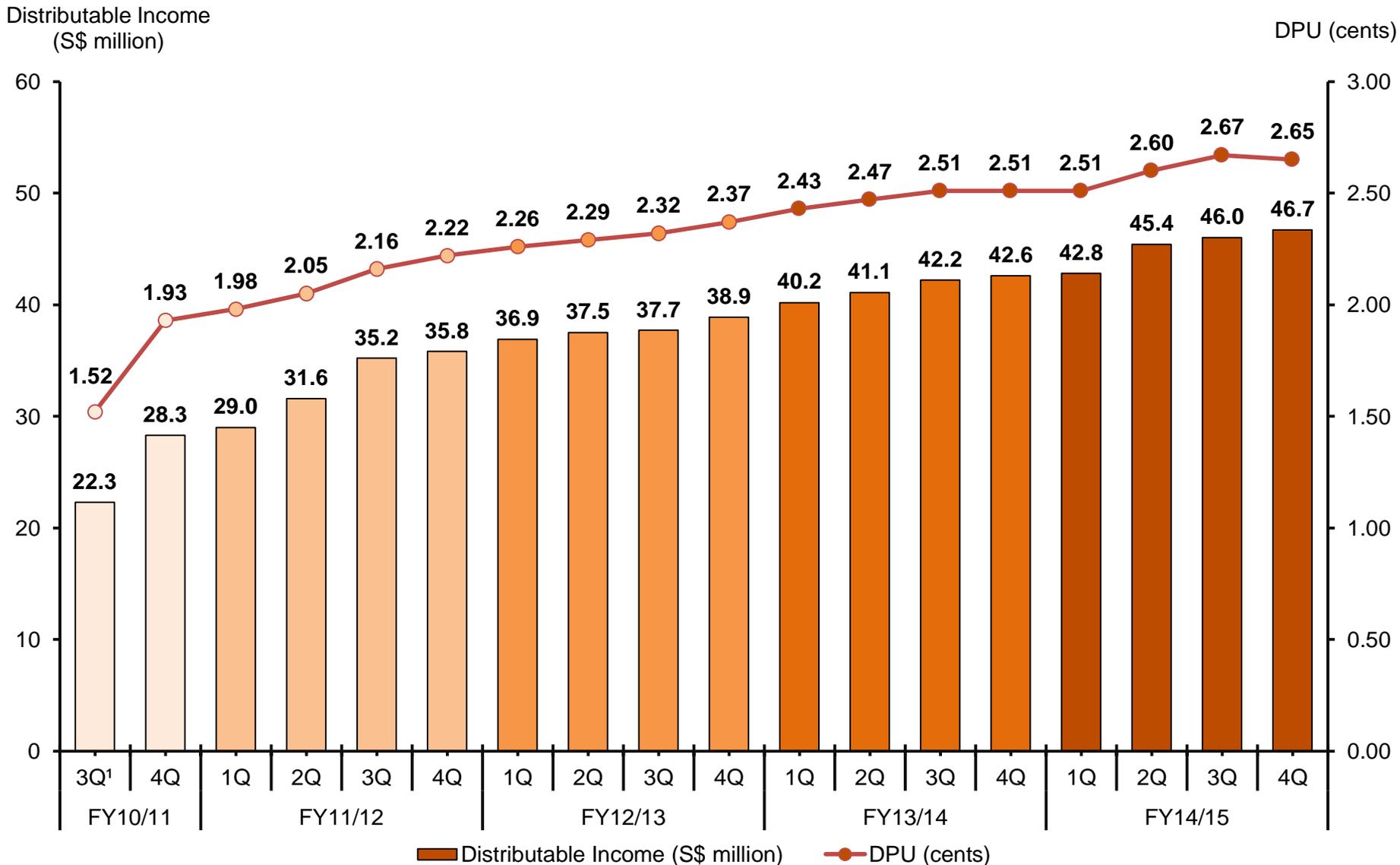
- ▲ Higher portfolio passing rental rate of S\$1.81 psf/mth (with positive rental revisions across all property segments)
- ▲ Healthy portfolio occupancy rate at 90.9%

# Resilient and Poised for Growth

- **Strengthening Balance Sheet and Capital Structure**
  - ▲ Robust balance sheet with lower average borrowing cost of 2.1% for FY14/15 and aggregate leverage of 30.6% (as at 31 March 2015)
- **Accolades**
  - ▲ Runner-up of Singapore Corporate Governance Award in REITs and Business Trusts category at SIAS Investors' Choice Award 2014
  - ▲ BTS data centre for Equinix received prestigious Platinum Award for BCA-IDA Green Mark for New Data Centres



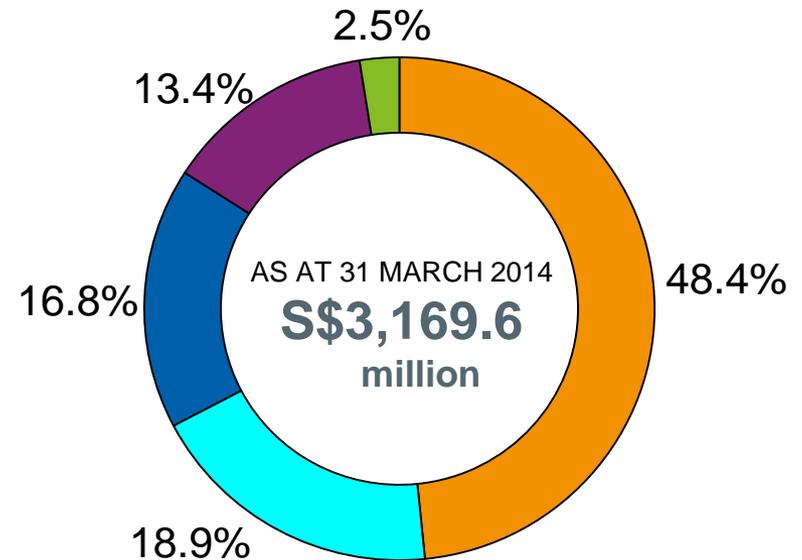
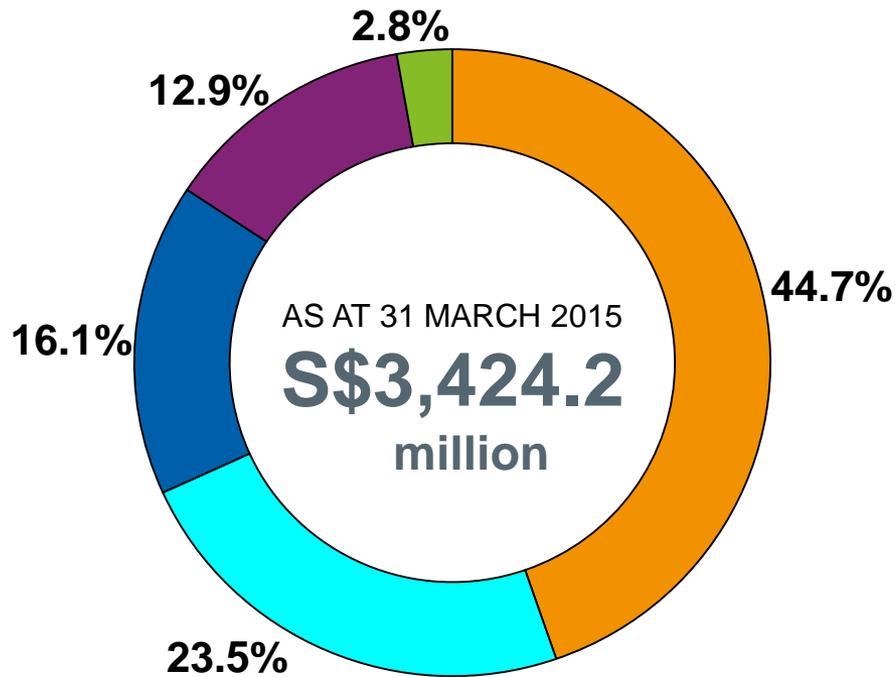
# Scorecard since IPO



9 <sup>1</sup> MIT was listed on 21 Oct 2010.

# Building Momentum in Growing Hi-Tech Buildings Segment

## PORTFOLIO VALUE (BY SEGMENT)



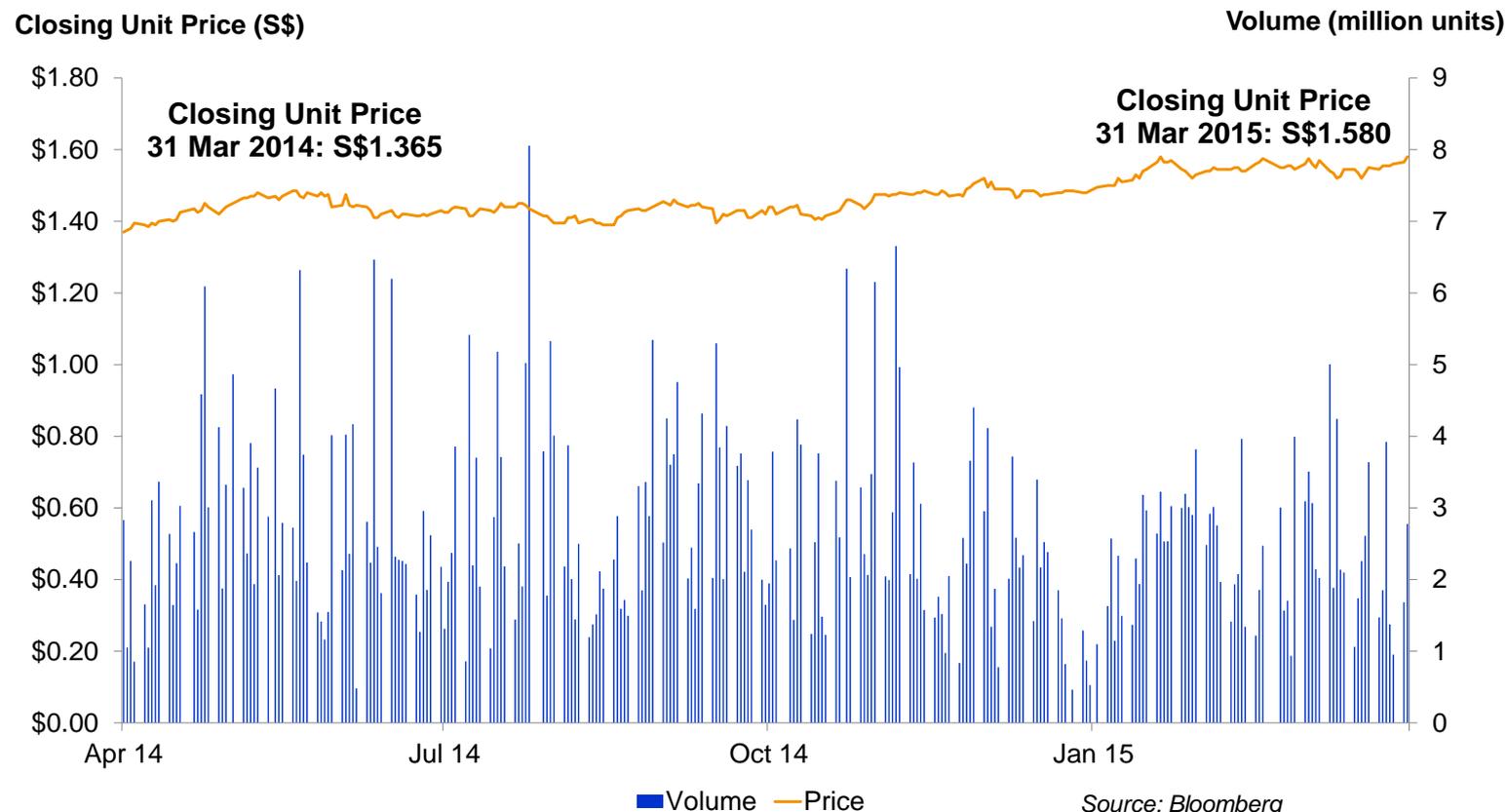
### ■ Strategic Focus to Drive Next Phase of Growth

- ▲ Completed BTS data centre for Equinix and commenced redevelopment of Telok Blangah Cluster
- ▲ Extending presence in growing trade sectors

# Trading Performance in FY14/15

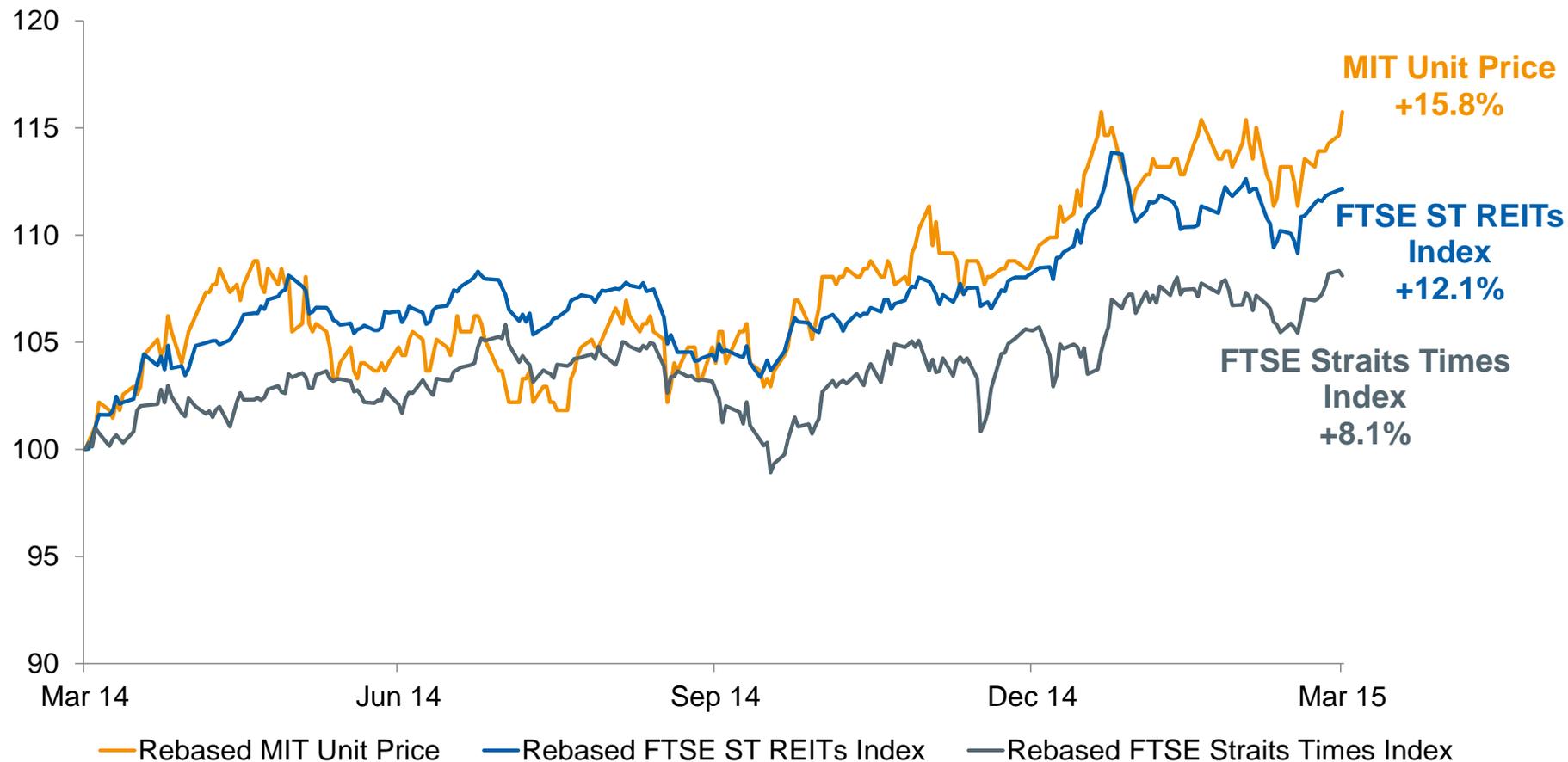
## RETURN ON INVESTMENT (FROM 1 APR 2014 TO 31 MAR 2015)

Total return	23.4% <sup>1</sup>
Capital appreciation	15.8%
Distribution yield	7.6%



<sup>1</sup> Sum of distributions and capital appreciation for FY14/15 over the opening unit price of S\$1.365 on 1 Apr 2014.

# Comparative Trading Performance in FY14/15<sup>1</sup>



<sup>1</sup> Rebased opening unit price on 1 April 2014 to 100.

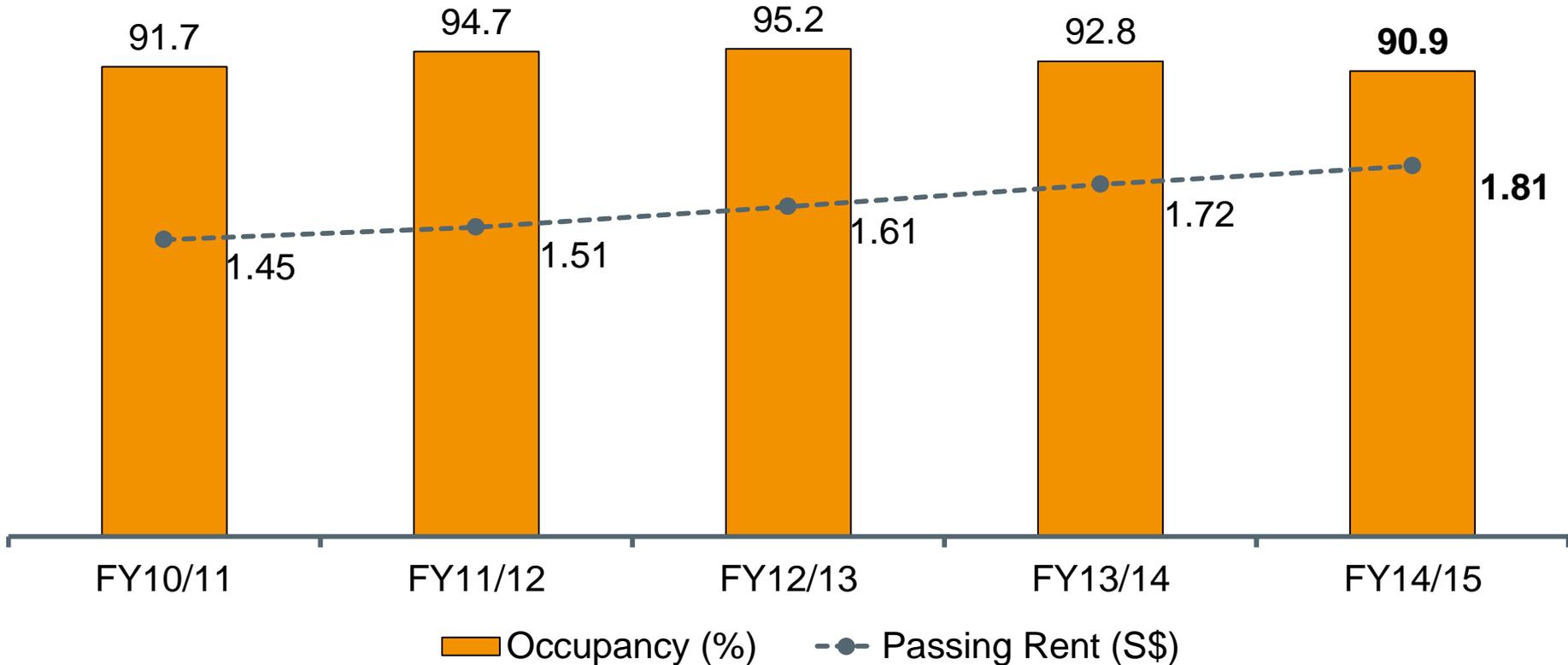
# PORTFOLIO HIGHLIGHTS



Hi-Tech Building,  
K&S Corporate Headquarters

# Stable Operational Performance

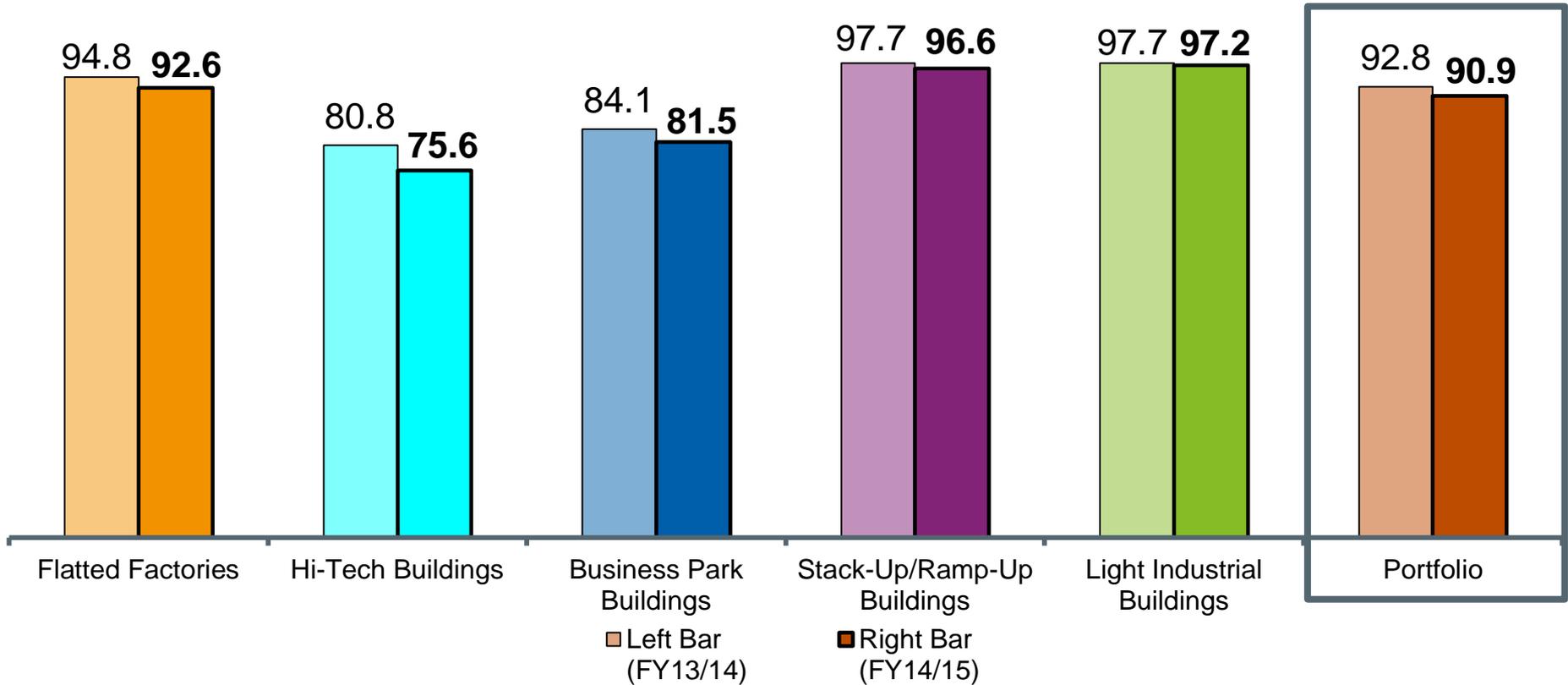
## AVERAGE OCCUPANCY RATES AND PASSING RENTS<sup>1</sup>



- Portfolio's average passing rental rate increased by 5.2% to S\$1.81 psf/mth
- Portfolio's average occupancy rate remained healthy at 90.9% despite progressive relocation of tenants from Telok Blangah Cluster

# Stable Occupancy Levels

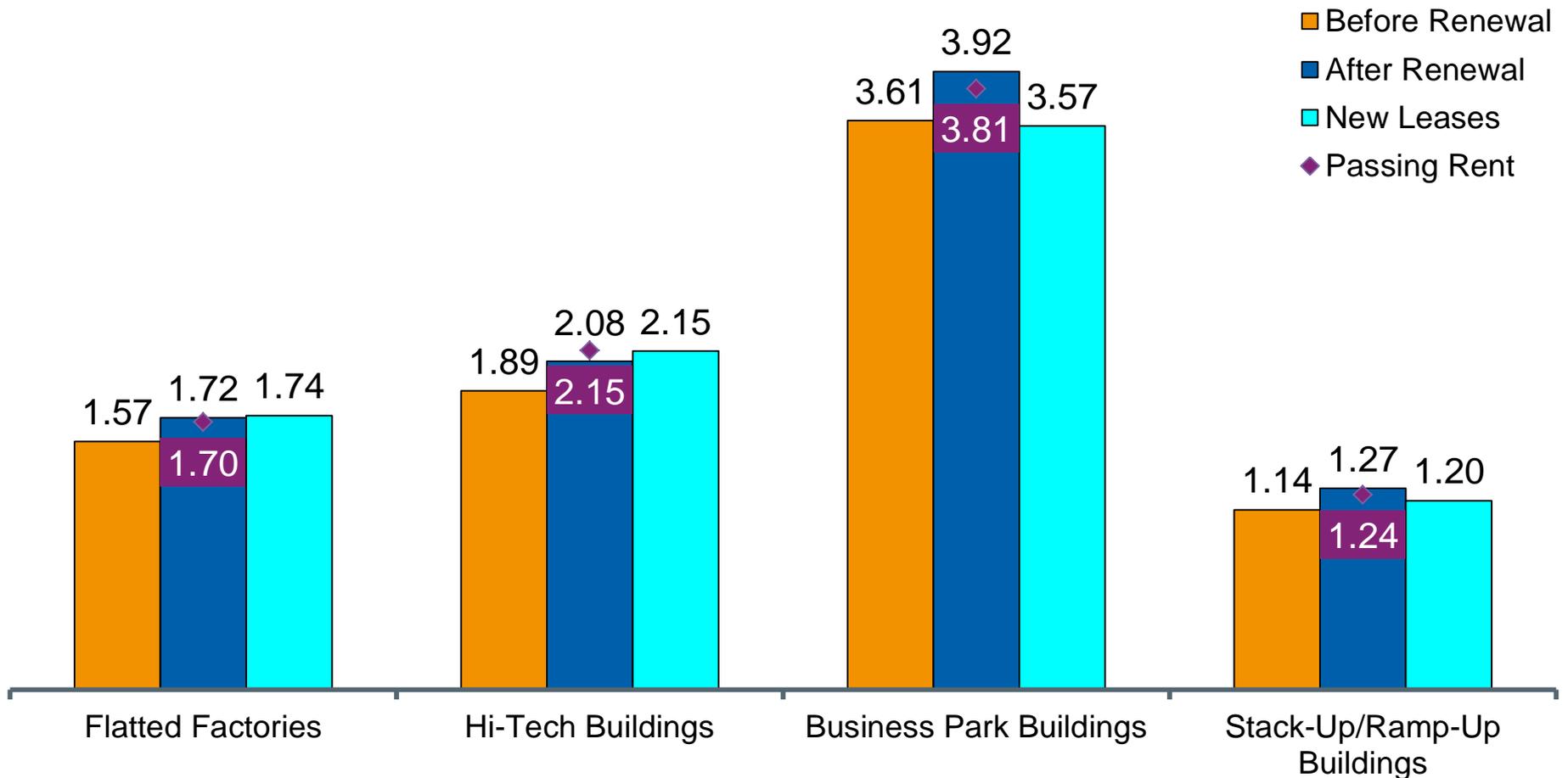
## SEGMENTAL OCCUPANCY RATES (%)



- Lower occupancy rate of Hi-Tech Buildings at 75.6% in FY14/15 was due to handover preparation period from Temporary Occupation Permit (TOP) date of 27 Jan 2015 to lease commencement on 1 Mar 2015 for BTS data centre for Equinix

# Positive Rental Revisions for FY14/15

## GROSS RENTAL RATES (\$\$ PSF/MTH)<sup>1,2</sup>

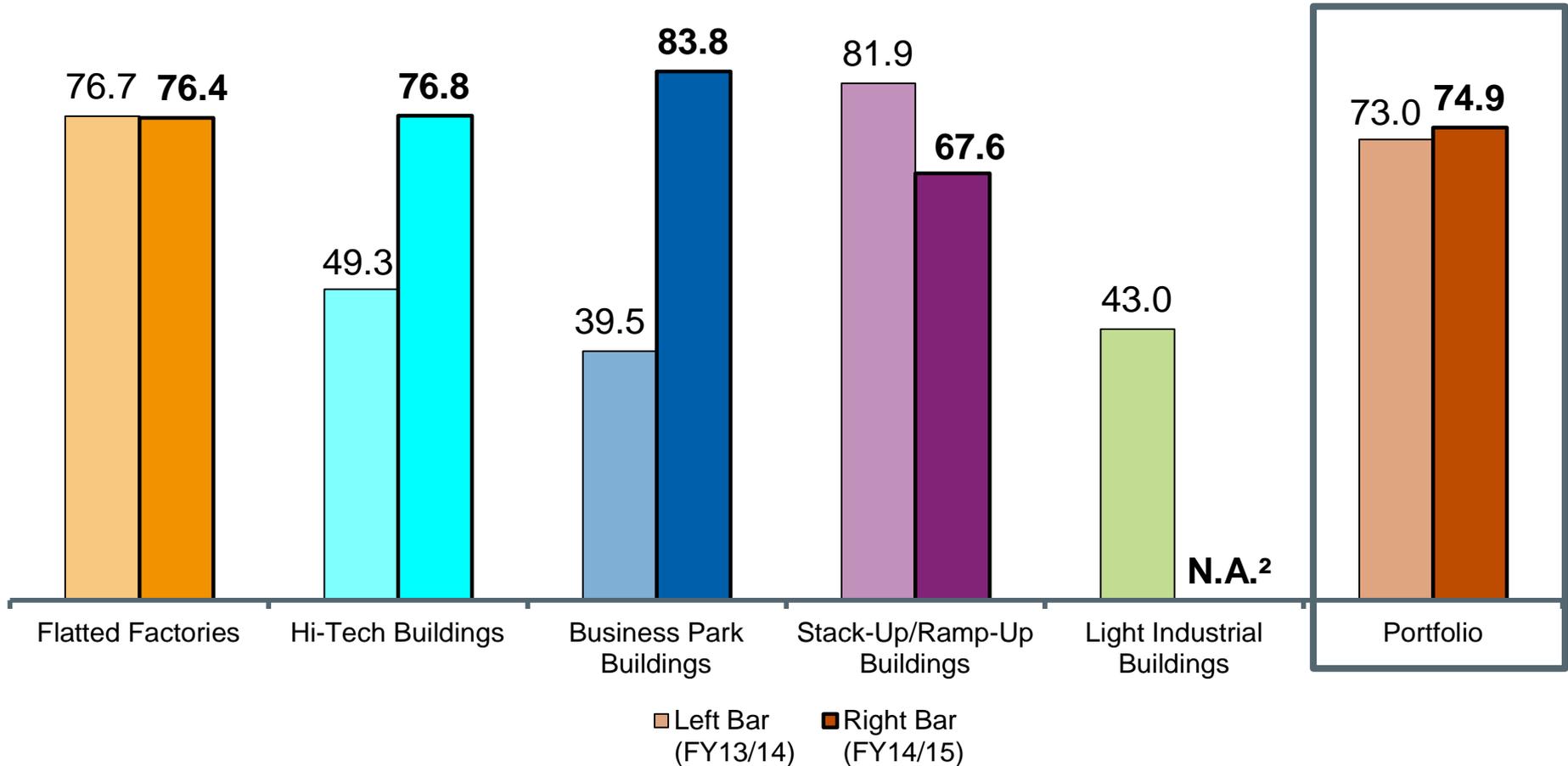


<sup>1</sup> Gross Rental Rate figures exclude short term leases of less than three years; except Passing Rent figures which include all leases.

<sup>2</sup> Not applicable for Light Industrial Buildings as no leases were due for renewal in FY14/15.

# Healthy Tenant Retention

## RETENTION RATES (%)<sup>1</sup>

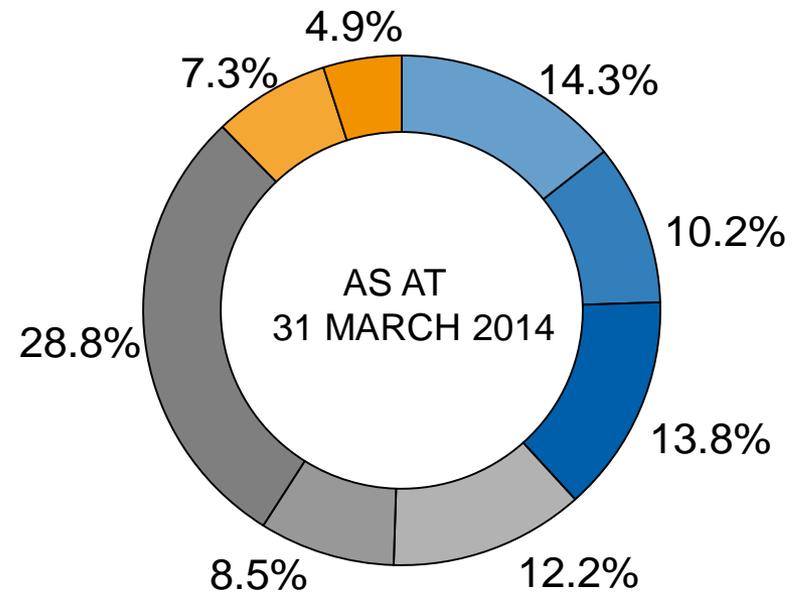
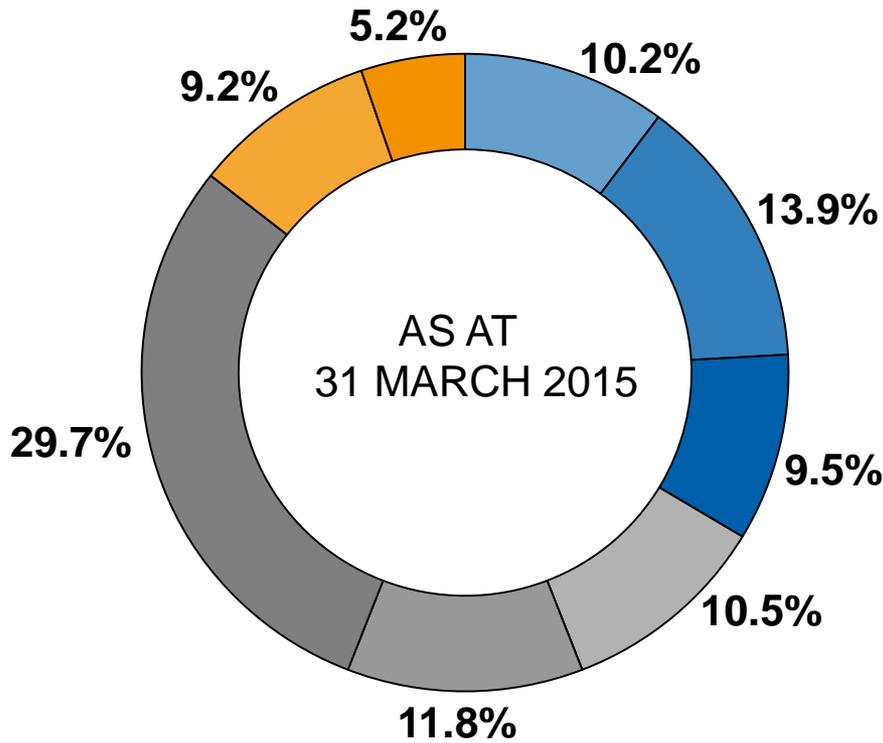


<sup>1</sup> Based on net lettable area.

<sup>2</sup> Not applicable for Light Industrial Buildings as no leases were due for renewal in FY14/15.

# High Degree of Tenant Stickiness

## LONG STAYING TENANTS



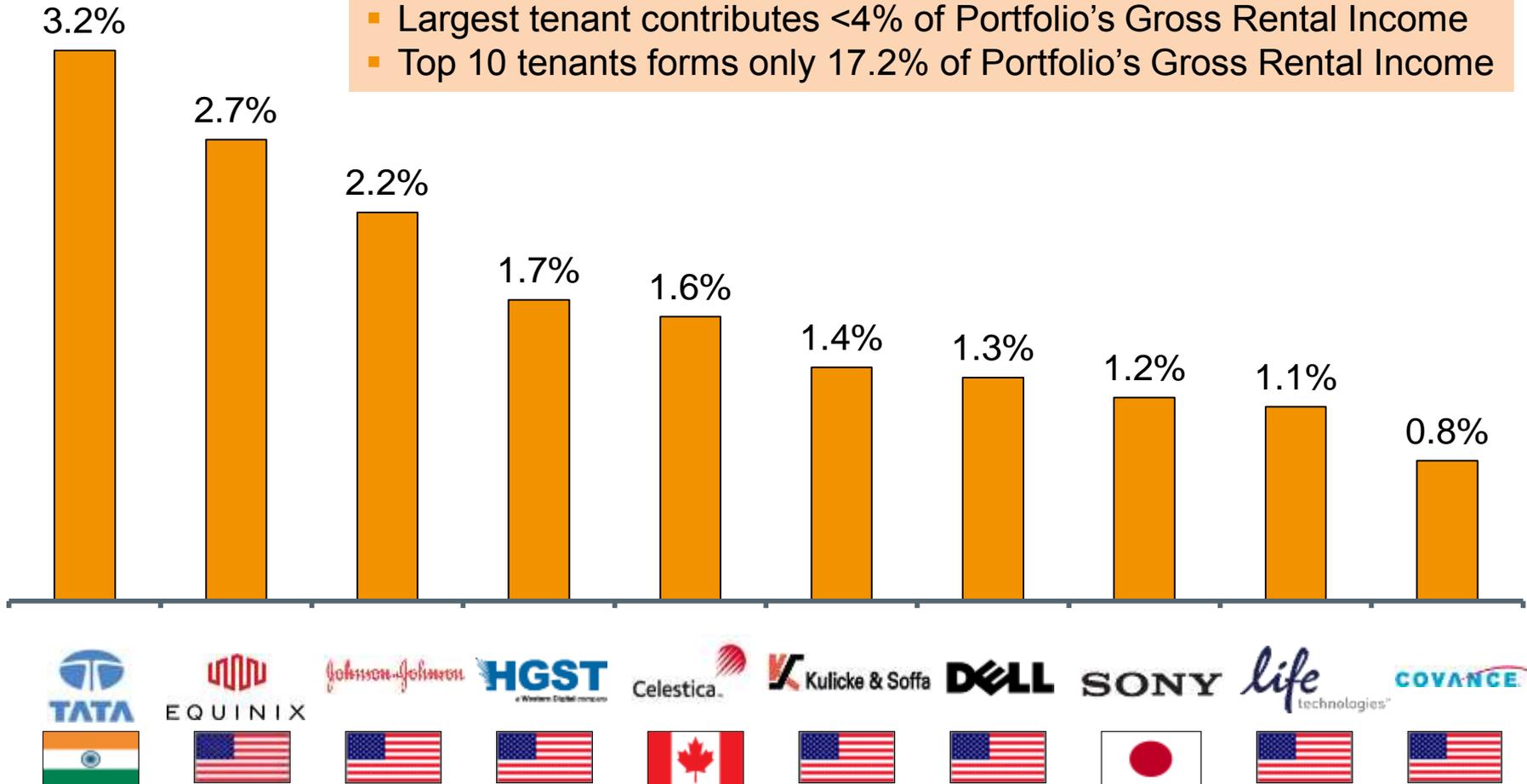
- Up to 1 year
- >1 to 2 years
- >2 to 3 years
- >3 to 4 years
- >4 to 5 years
- >5 to 10 years
- >10 to 15 years
- >15 years

55.9% of the tenants have been leasing space in the properties for more than 4 years

# Large and Diversified Tenant Base

## TOP 10 TENANTS (BY GROSS RENTAL INCOME)

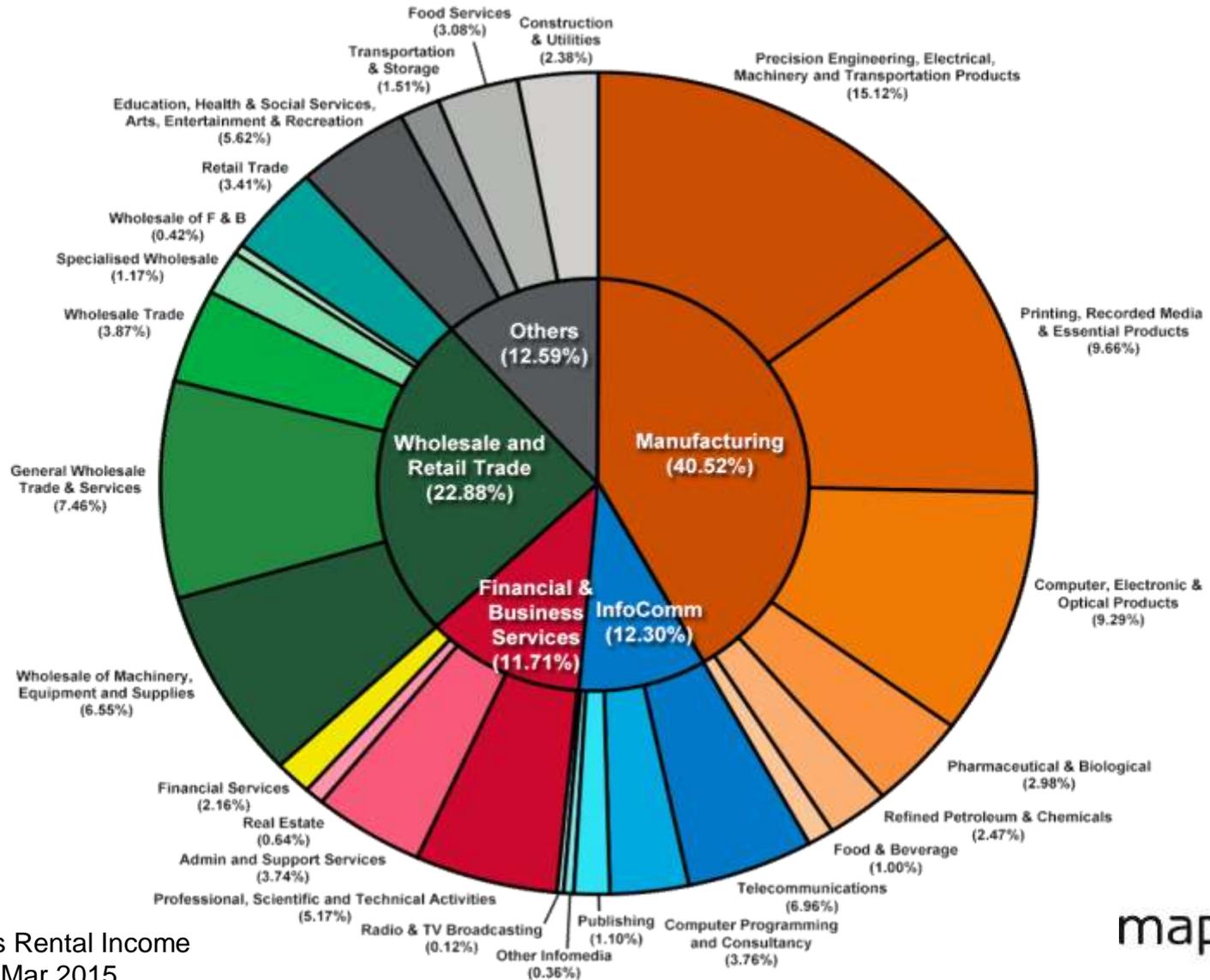
- Large tenant base of 2,301 tenants
- Largest tenant contributes <4% of Portfolio's Gross Rental Income
- Top 10 tenants forms only 17.2% of Portfolio's Gross Rental Income



As at 31 Mar 2015

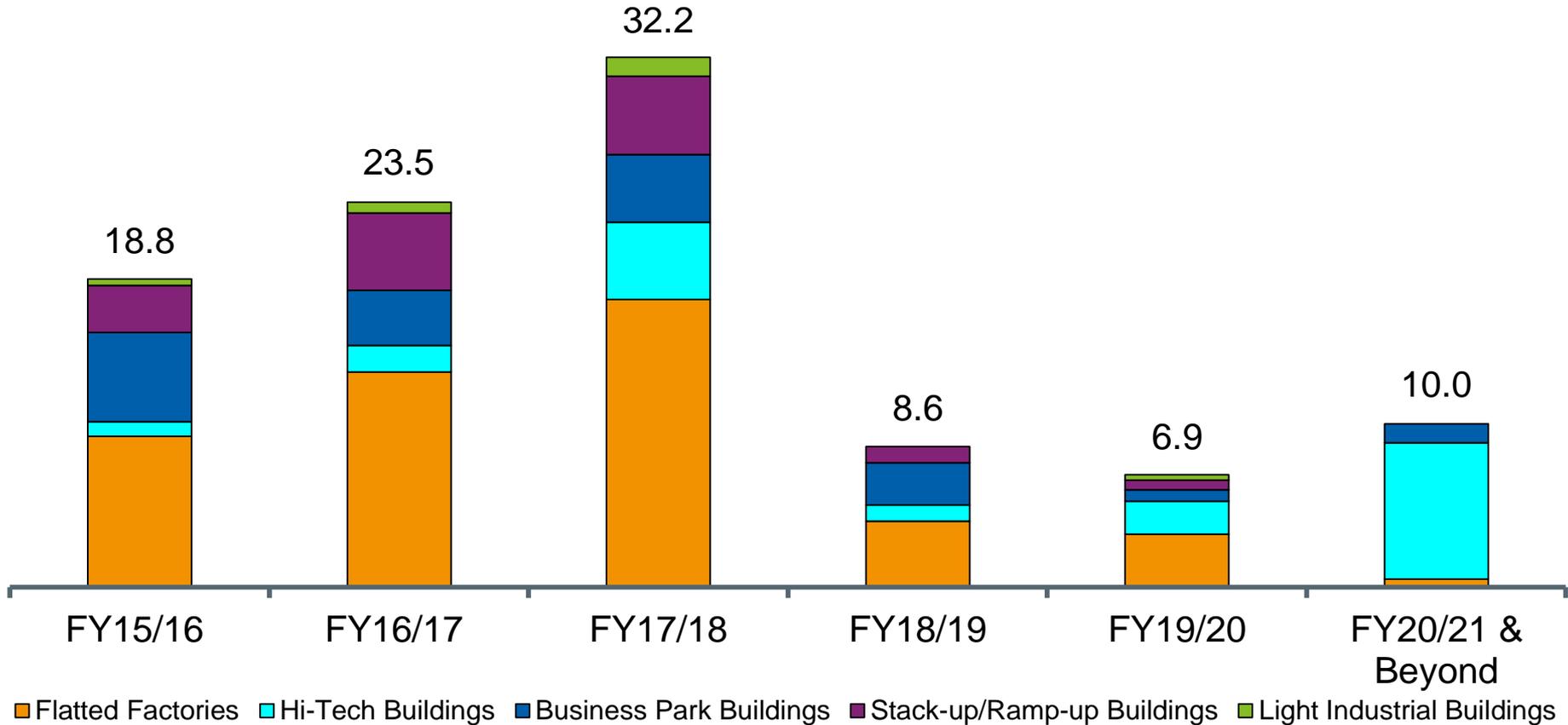
# Tenant Diversification Across Trade Sectors

No single trade sector accounted >16% of Portfolio's Gross Rental Income



# Lease Expiry Profile

## EXPIRING LEASES BY GROSS RENTAL INCOME (%)

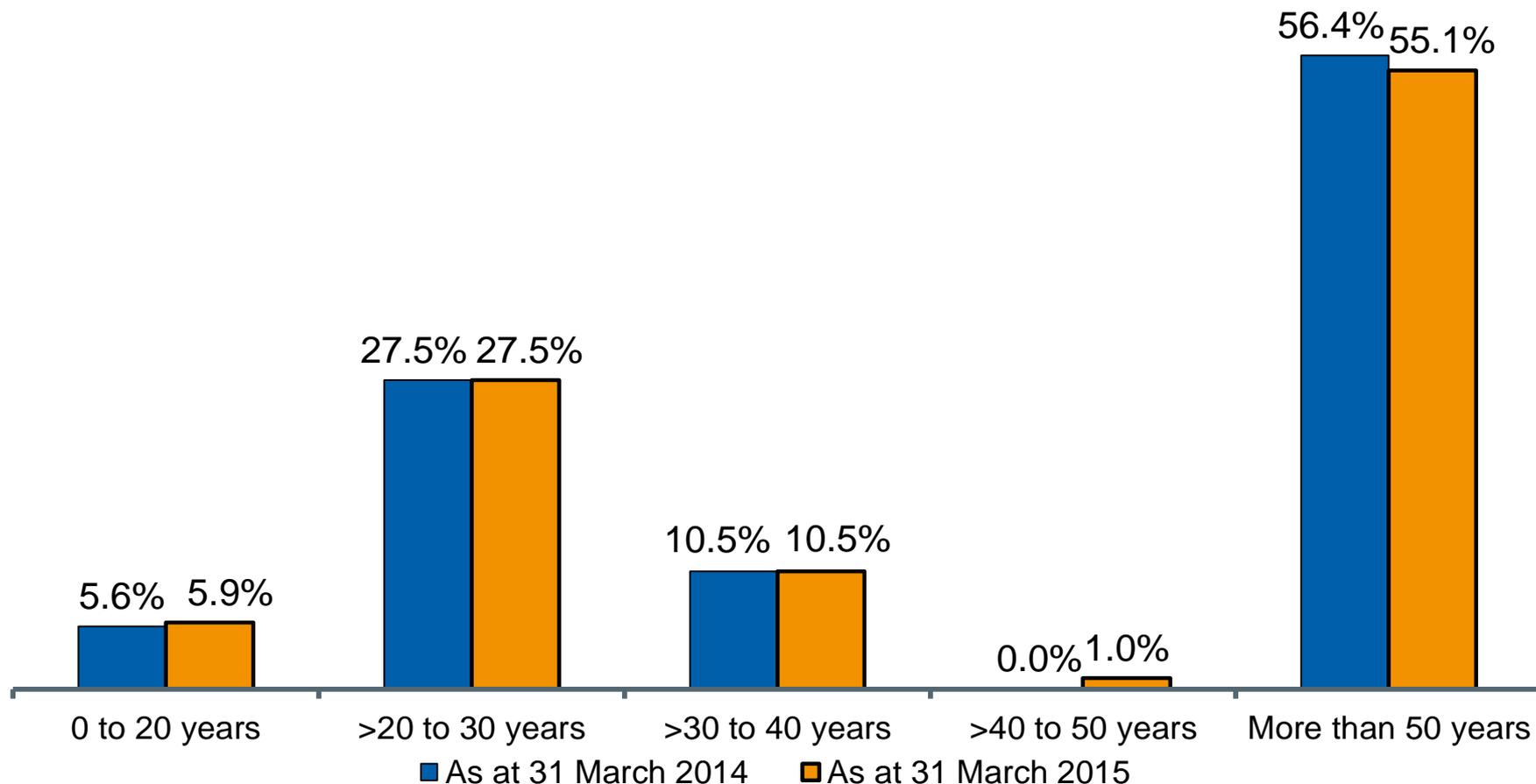


As at 31 Mar 2015

Portfolio's WALE increased from 2.5 years as at 31 Mar 2014 to 3.1 years as at 31 Mar 2015

# Portfolio Stability from Long Leases

## REMAINING YEARS TO EXPIRY ON UNDERLYING LAND LEASES<sup>1</sup> (BY LAND AREA)



Weighted Average Unexpired Lease Term for Underlying Land = 41.4 years

# DEVELOPMENT UPDATES



Hi-Tech Building,  
Woodlands Central Cluster

# BTS – Equinix

LOCATION	GFA	ESTIMATED COST	DATE OF TOP
26A Ayer Rajah Crescent	385,000 sq ft	S\$108 million	27 Jan 2015



- Completed new 7-storey data centre for Equinix
- Fully leased to Equinix for a minimum tenure of 20 years
- Lease commenced with embedded annual rental escalation of 2%
- Land lease of 30 years

# BTS – Hewlett-Packard

	PROPERTY	GFA	PLOT RATIO
<b>BEFORE</b>	Two 7-storey Flatted Factories and a canteen	437,300 sq ft	1.3
<b>AFTER REDEVELOPMENT</b>	Two Hi-Tech Buildings	824,500 sq ft	2.5



Phase 1: Sub-structure works in progress



Phase 2: Demolition works in progress



Artist's impression of completed development

- Secured largest BTS project at S\$226 million<sup>1</sup> with 100% commitment by Hewlett-Packard
- Income stability from lease term of 10.5<sup>2</sup> + 5 + 5 years with annual rental escalations of 2%
- Successfully completed tenant relocation exercise with 69 of 100 tenants commenced new leases at alternative MIT clusters
- Phase 1 and Phase 2 are slated for completion in 2H2016 and 1H2017 respectively
- Land tenure of 60 years (from 1 Jul 2008)

<sup>1</sup> Includes book value of S\$56 million (as at 31 Mar 2014) for existing Telok Blangah Cluster.

<sup>2</sup> Includes a rent-free period of six months.

# FINANCIAL REVIEW



Flatted Factory,  
Kallang Basin 4 Cluster

# Statement of Total Returns

	FY14/15 (S\$'000)	FY13/14 (S\$'000)	↑ / (↓)
Gross revenue	313,873	299,276	4.9%
Property operating expenses	(85,260)	(84,537)	0.9%
<b>Net property income</b>	<b>228,613</b>	<b>214,739</b>	<b>6.5%</b>
Interest on borrowings	(23,785)	(25,908)	(8.2%)
Trust expenses	(26,836)	(25,207)	6.5%
<b>Net income</b>	<b>177,992</b>	<b>163,624</b>	<b>8.8%</b>
<b>Amount available for distribution</b>	<b>180,837</b>	<b>166,111</b>	<b>8.9%</b>
<b>Distribution per Unit (cents)</b>	<b>10.43</b>	<b>9.92</b>	<b>5.1%</b>

- Increase in gross revenue was attributed to higher rental rates secured for new leases and renewal leases, new revenue contribution from 2A Changi North Street 2 and BTS data centre for Equinix
- Higher property operating expenses was due to higher property taxes, higher property and lease management fees, offset partially by lower property maintenance expenses

# Strong Balance Sheet

	31 Mar 2015	31 Mar 2014	↑ / (↓)
Total assets (S\$'000)	3,515,954	3,275,053	7.4%
Total liabilities (S\$'000)	1,203,771	1,246,396	(3.4%)
<b>Net assets attributable to unitholders (S\$'000)</b>	<b>2,312,183</b>	<b>2,028,657</b>	<b>14.0%</b>
<b>Net asset value per Unit (S\$)</b>	<b>1.32</b>	<b>1.20</b>	<b>10.0%</b>

- **Total assets increased 7.4% year-on-year**

- ▲ Due to portfolio revaluation gain of S\$197.4 million and capitalised cost of S\$57.2 million from developments and acquisition
- ▲ Driven mainly by redevelopment of Telok Blangah Cluster<sup>1</sup> and improved portfolio performance

<sup>1</sup> The redevelopment of the Telok Blangah Cluster as a BTS facility for Hewlett-Packard had commenced in FY14/15. On 31 March 2015, the Telok Blangah Cluster was reclassified from a Flatted Factory Cluster to a Hi-Tech Building Cluster.

# Healthy Balance Sheet

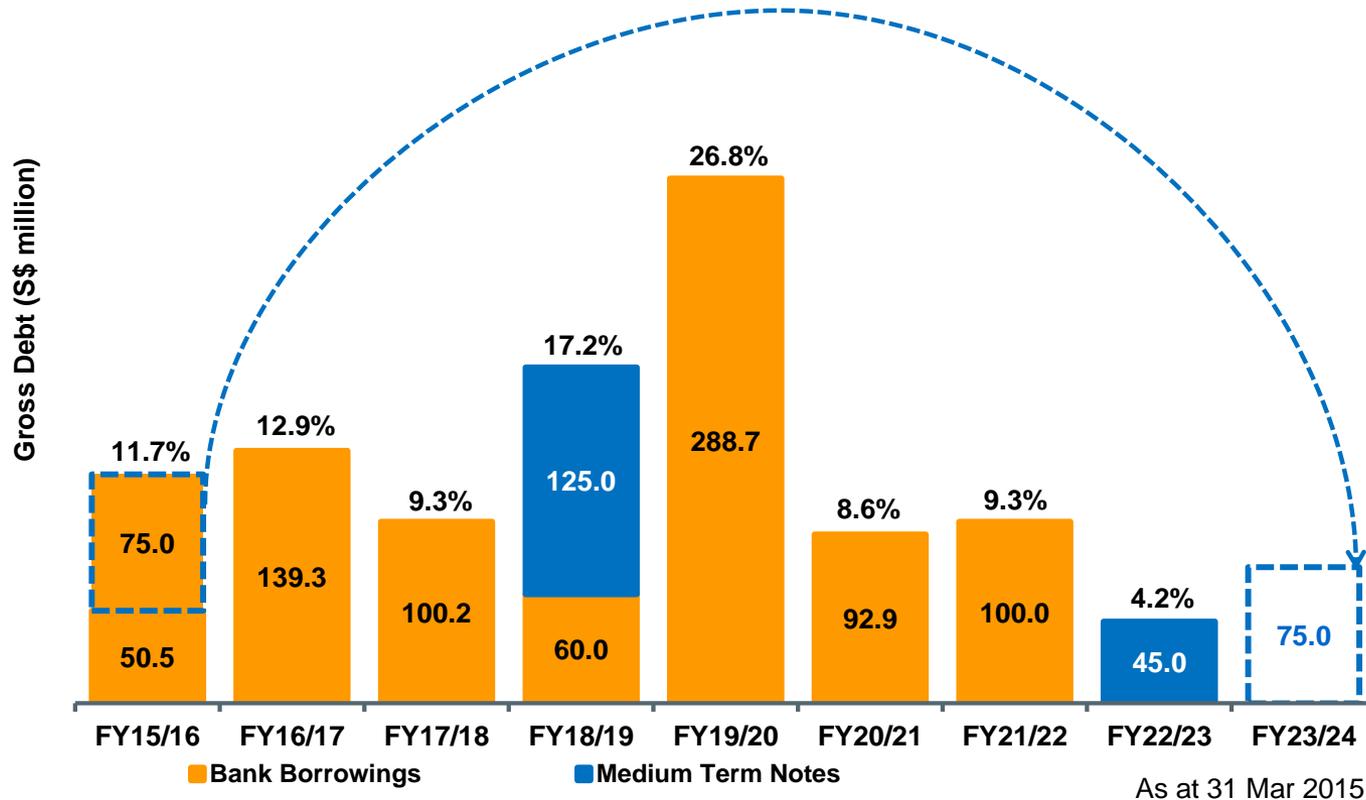
	As at 31 Mar 2015	As at 31 Mar 2014
Total debt	<b>S\$1,076.6 million</b>	S\$1,129.7 million
Aggregate leverage	<b>30.6%</b>	34.4%
Weighted average tenor of debt	<b>3.7 years</b>	2.6 years
Hedged borrowings	<b>86.8%</b>	73.1%
Average borrowing cost for financial year	<b>2.1%</b>	2.2%
Interest cover ratio for financial year <sup>1</sup>	<b>8.1 times</b>	7.1 times
Asset unencumbered as % of total assets	<b>100%</b>	100%
MIT's issuer default rating (by Fitch Ratings)	<b>BBB+ with Stable Outlook (Investment Grade)</b>	BBB+ with Stable Outlook (Investment Grade)

- Raised proceeds of S\$78.6 million from distribution reinvestment plan to finance progressive funding requirements of development projects

# Proactively Managing Refinancing Risk

## PROFORMA DEBT MATURITY PROFILE AFTER REFINANCING

Effect of Refinancing with Proceeds from Medium Term Notes issuance in May 2015



- Successful issuance of S\$75 million 3.02% 8-year fixed rate notes on 11 May 2015
  - ▲ Increased weighted average tenor of debt from 3.7 years to 4.2 years
  - ▲ Extended debt maturity profile to FY23/24

# OUTLOOK AND STRATEGY

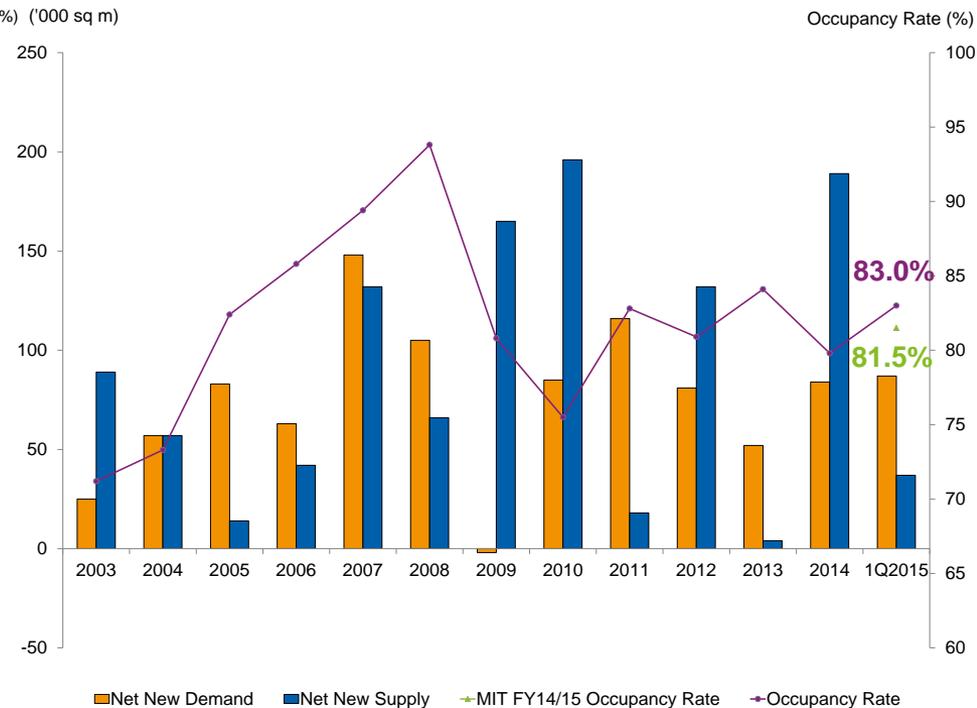
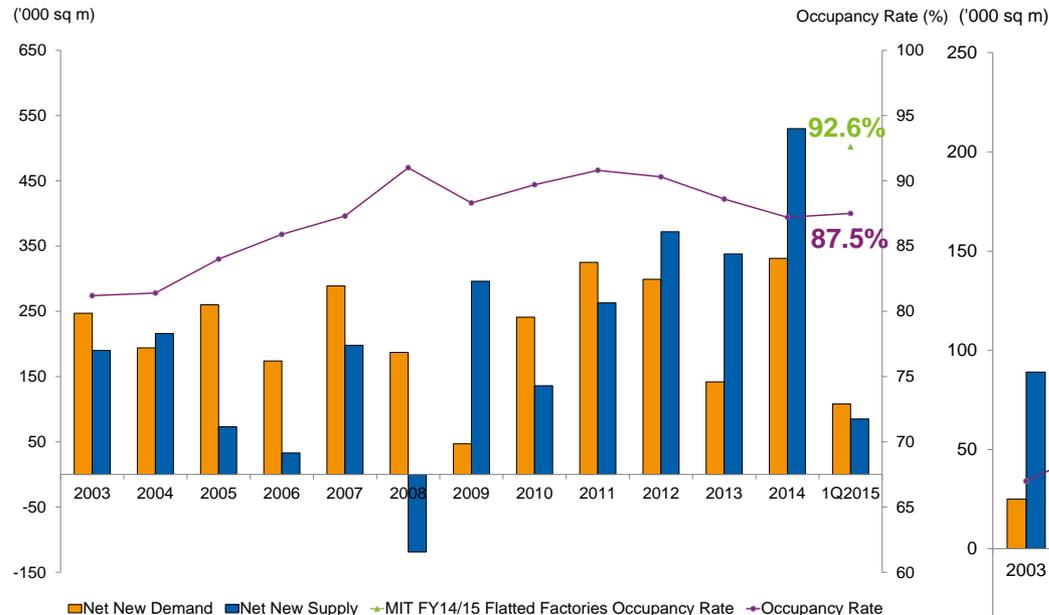


Business Park Buildings,  
The Strategy and The Synergy

# Market Outlook

## DEMAND AND SUPPLY FOR MULTI-USER FACTORIES<sup>1</sup>

## DEMAND AND SUPPLY FOR BUSINESS PARKS<sup>1</sup>



- Ministry of Trade and Industry expects Singapore's economy to grow at a modest pace of 2.0% to 4.0% in 2015
- Singapore's economy grew by 1.7% on a year-on-year basis in the second quarter of 2015, lower than 2.8% growth in the preceding quarter<sup>2</sup>

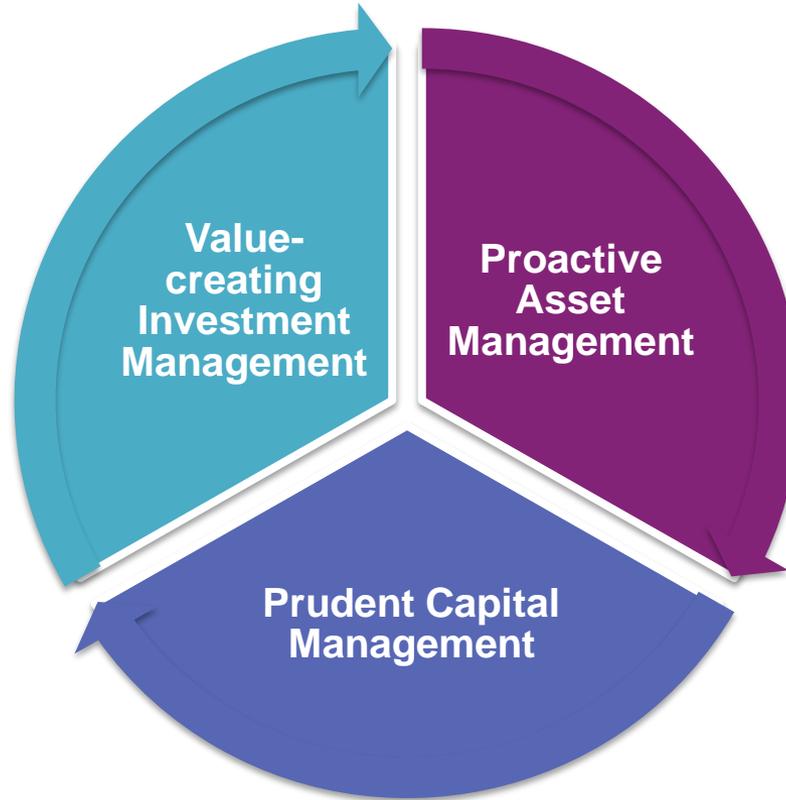
<sup>1</sup> JTC Corporation

<sup>2</sup> Advance estimates from Ministry of Trade and Industry, 14 July 2015

# To Deliver Sustainable and Growing Returns

## SECURE investments to deliver growth and diversification

- Pursue DPU-accretive acquisitions and development projects
- Secure BTS projects with pre-commitments from high-quality tenants
- Consider opportunistic divestments



## IMPROVE competitiveness of properties

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

## OPTIMISE capital structure to provide financial flexibility

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



**End of Presentation**