



Investor Presentation

September 2016

Important Notice

This presentation shall be read in conjunction with Mapletree Industrial Trust's ("MIT") financial results for First Quarter Financial Year 2016/2017 in the SGXNET announcement dated 26 July 2016.

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 ("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.

1 Overview of Mapletree Industrial Trust

2 Portfolio Highlights

3 1QFY16/17 Financial Performance

4 Outlook and Strategy

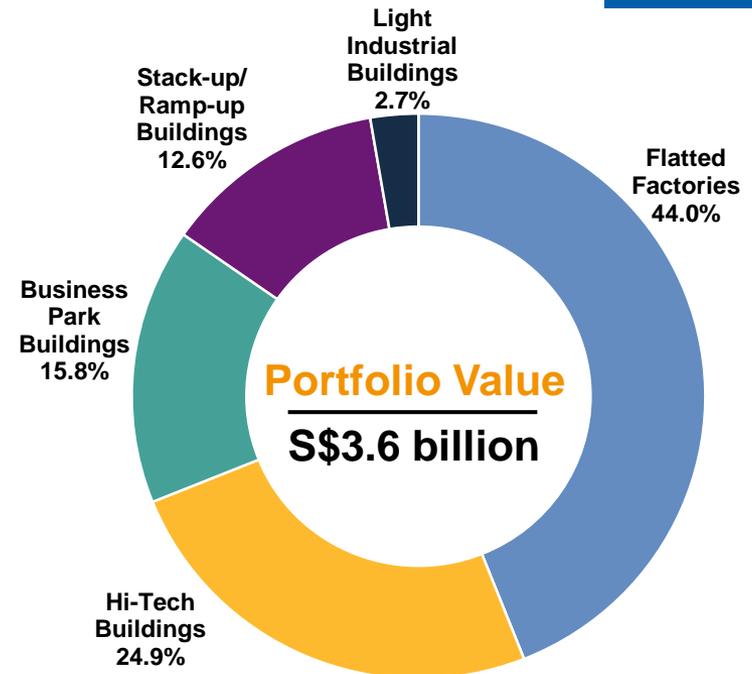
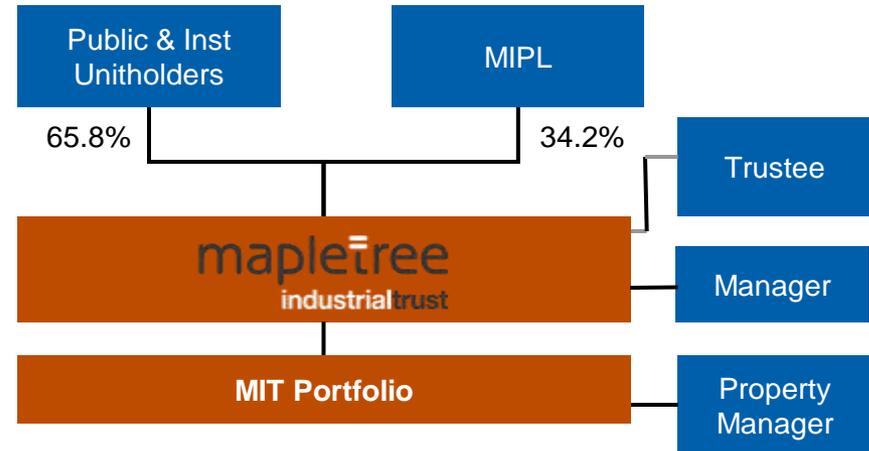
OVERVIEW OF MAPLETREE INDUSTRIAL TRUST



Flatted Factory, Kolam Ayer 1

Overview of Mapletree Industrial Trust

Sponsor	Mapletree Investments Pte Ltd (“MIPL”) Owns 34.2% of MIT
Investment mandate	Focused on industrial real estate assets in Singapore, excluding properties primarily used for logistics purposes
Portfolio	85 properties valued at S\$3.6 billion 19.7 million sq ft GFA 14.8 million sq ft NLA
Manager	Mapletree Industrial Trust Management Ltd. 100% owned by the Sponsor
Property Manager	Mapletree Facilities Services Pte. Ltd. 100% owned by the Sponsor
Trustee	DBS Trustee Limited



As at 31 Mar 2016



FLATTED FACTORIES

High-rise multi-tenanted industrial buildings with basic common facilities used for light manufacturing activities.



STACK-UP/RAMP-UP BUILDINGS

Stacked-up factory space with vehicular access to upper floors. Multi-tenanted space suitable for manufacturing and assembly activities.



HI-TECH BUILDINGS

High specification industrial buildings with higher office content for tenants in technology and knowledge-intensive sectors. Usually fitted with air-conditioned lift lobbies and common areas.



LIGHT INDUSTRIAL BUILDINGS

Multi-storey developments usually occupied by an anchor tenant for light manufacturing activities.

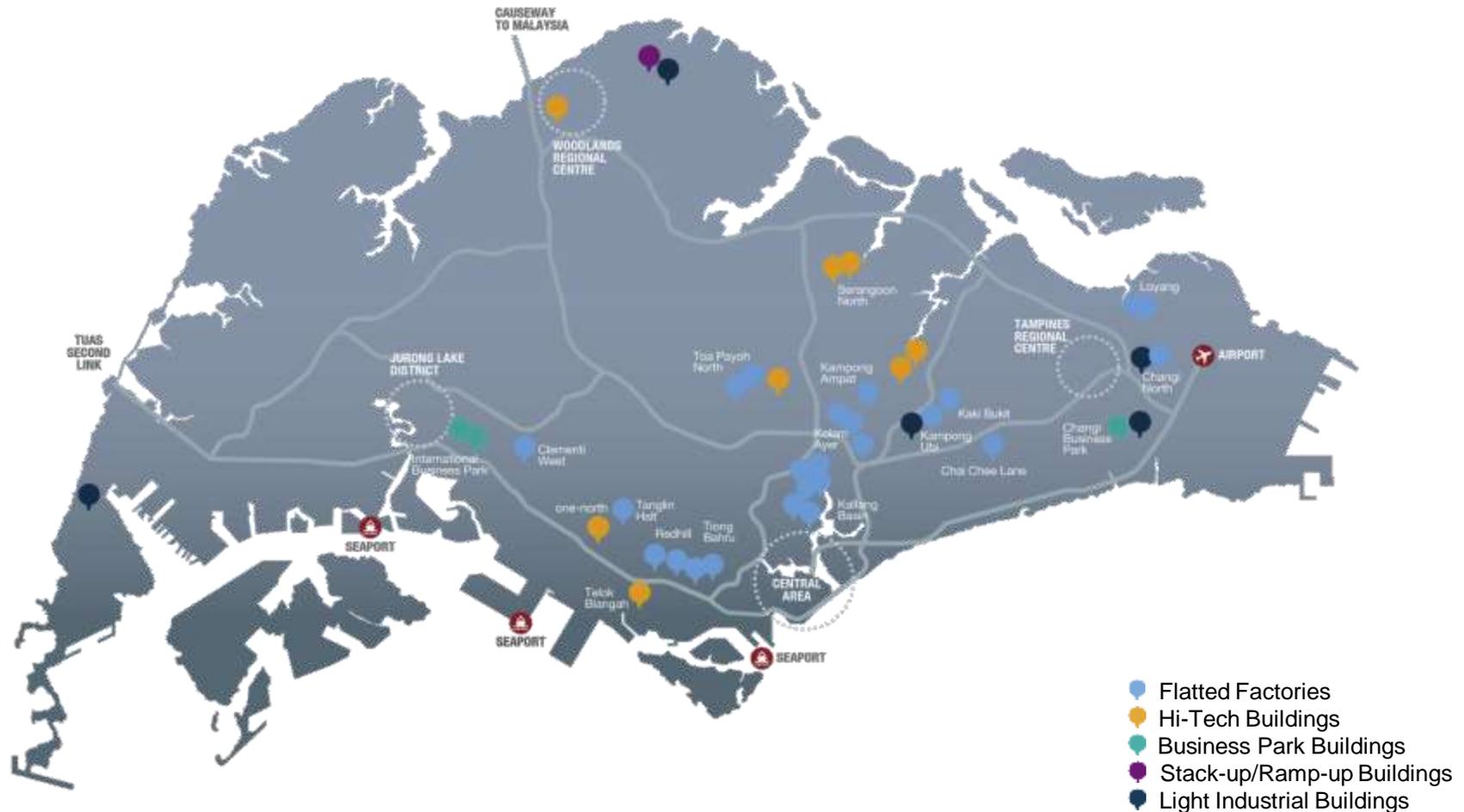


BUSINESS PARK BUILDINGS

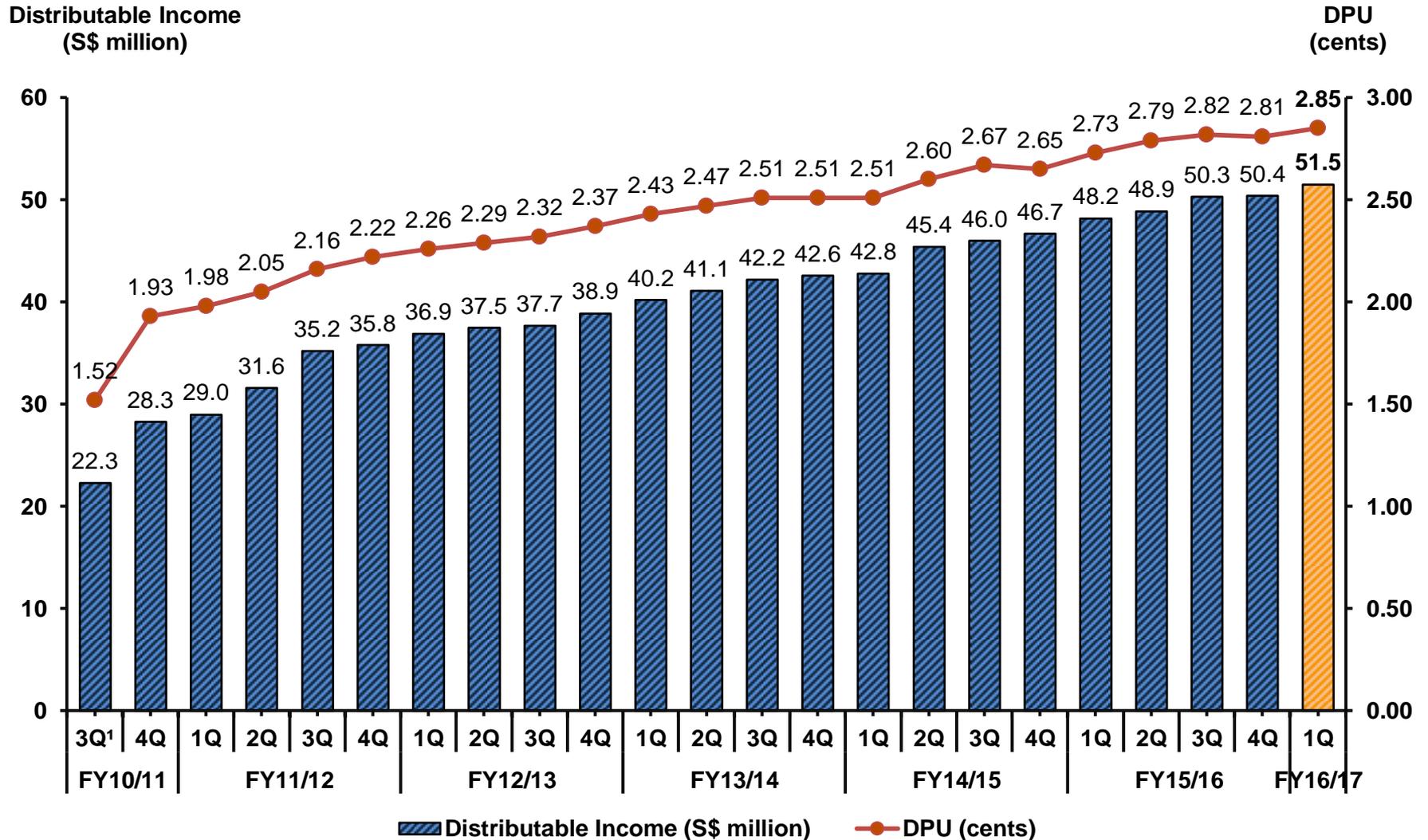
High-rise multi-tenanted buildings in specially designated "Business Park zones". Serve as regional headquarters for MNCs as well as space for R&D and knowledge-intensive enterprises.

Strategically Located across Singapore

Close to Public Transportation Networks and Established Industrial Estates



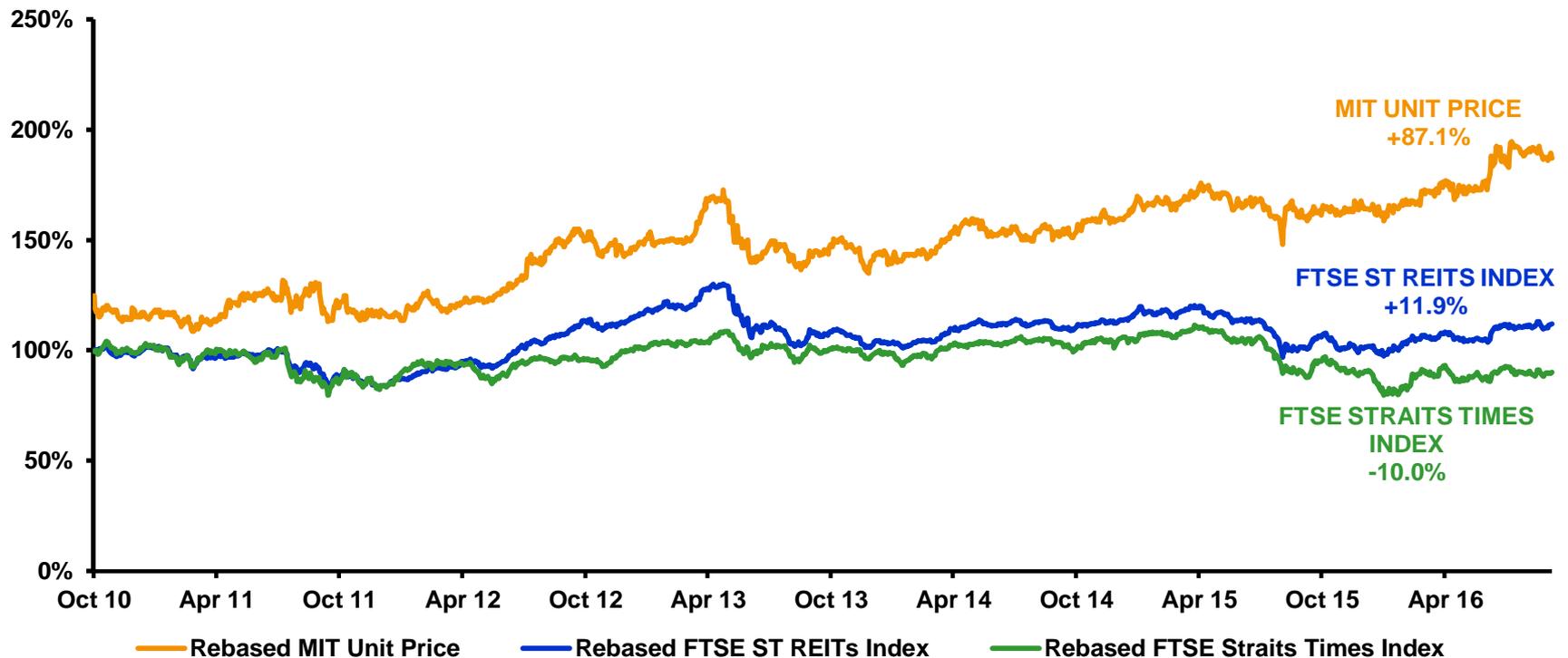
Sustainable and Growing Returns



¹ MIT was listed on 21 Oct 2010.

Healthy Returns since IPO

COMPARATIVE TRADING PERFORMANCE SINCE IPO¹



MIT's Return on Investment

Capital Appreciation

Distribution Yield

Total Return

Listing on 21 Oct 2010 to 27 Sep 2016

87.1%

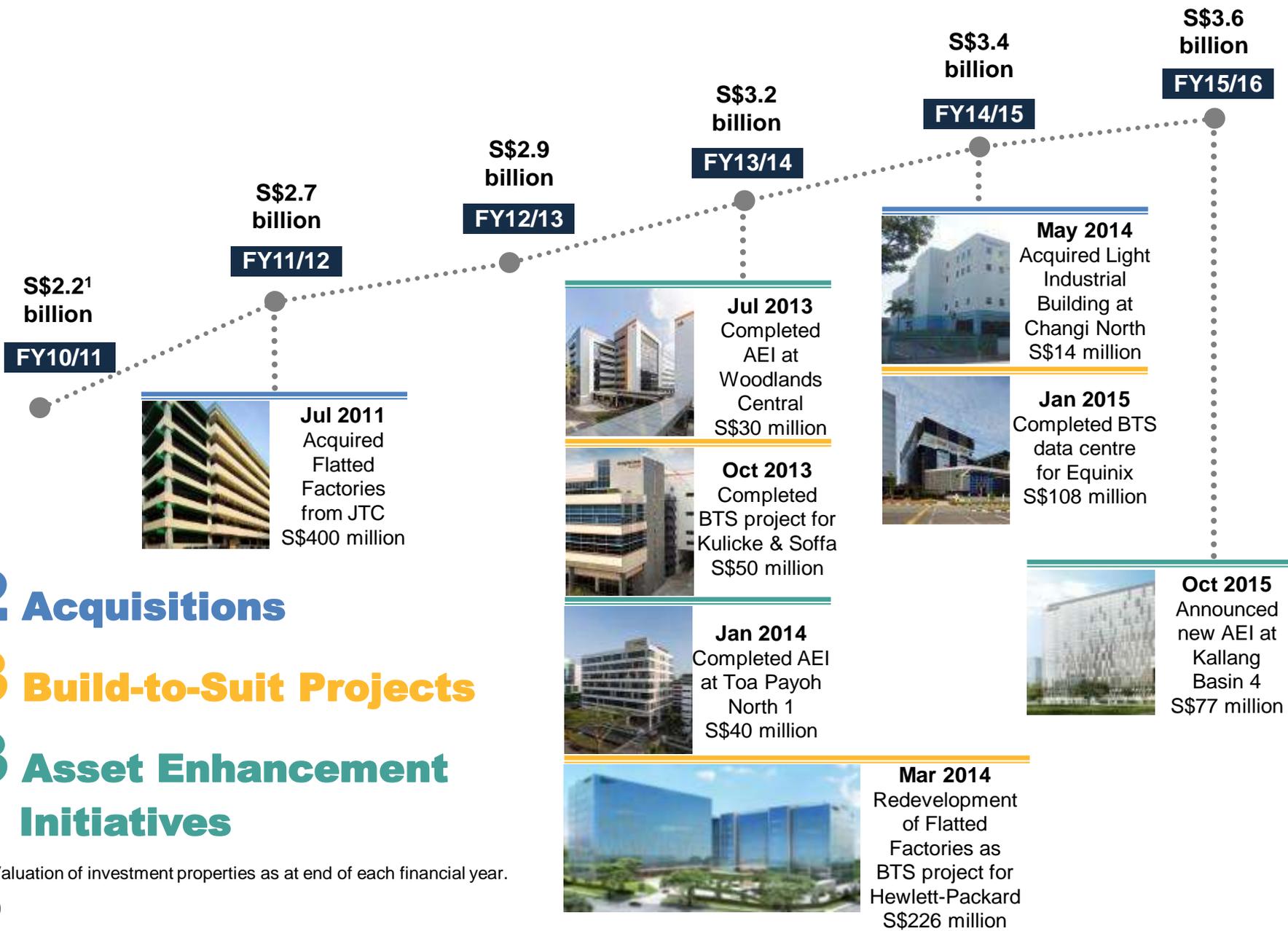
59.6%

146.7%²

¹ Rebased MIT's issue price of S\$0.93 and opening unit prices of FTSE ST REITs Index and FTSE Straits Times Index on 21 Oct 2010 to 100. Source: Bloomberg.

² Sum of distributions and capital appreciation for the period over the issue price of S\$0.93.

Portfolio Growth since IPO



2 Acquisitions

3 Build-to-Suit Projects

3 Asset Enhancement Initiatives

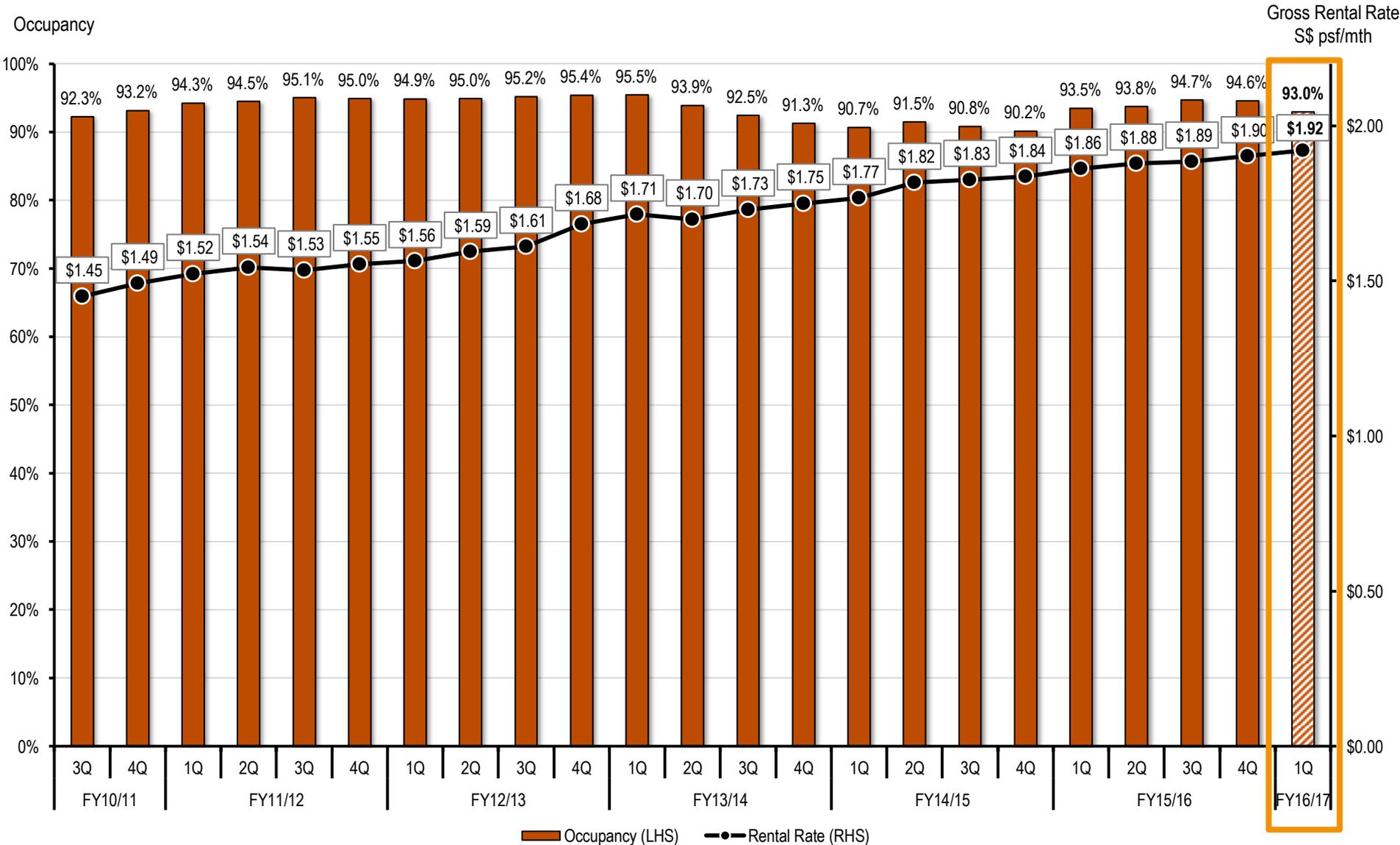
¹ Valuation of investment properties as at end of each financial year.

PORTFOLIO HIGHLIGHTS

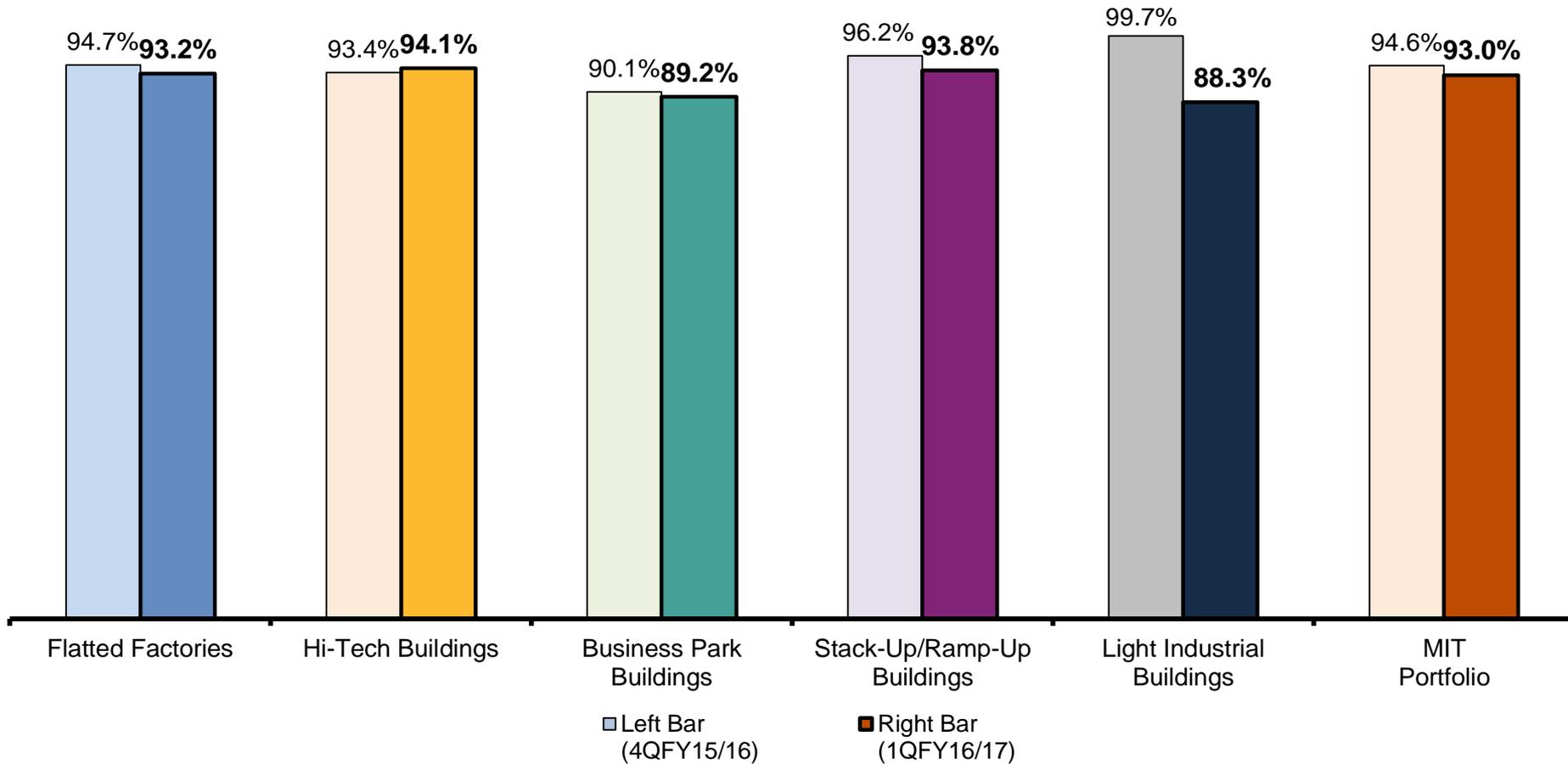


Hi-Tech Building, build-to-suit data centre for Equinix

Stable Portfolio Performance



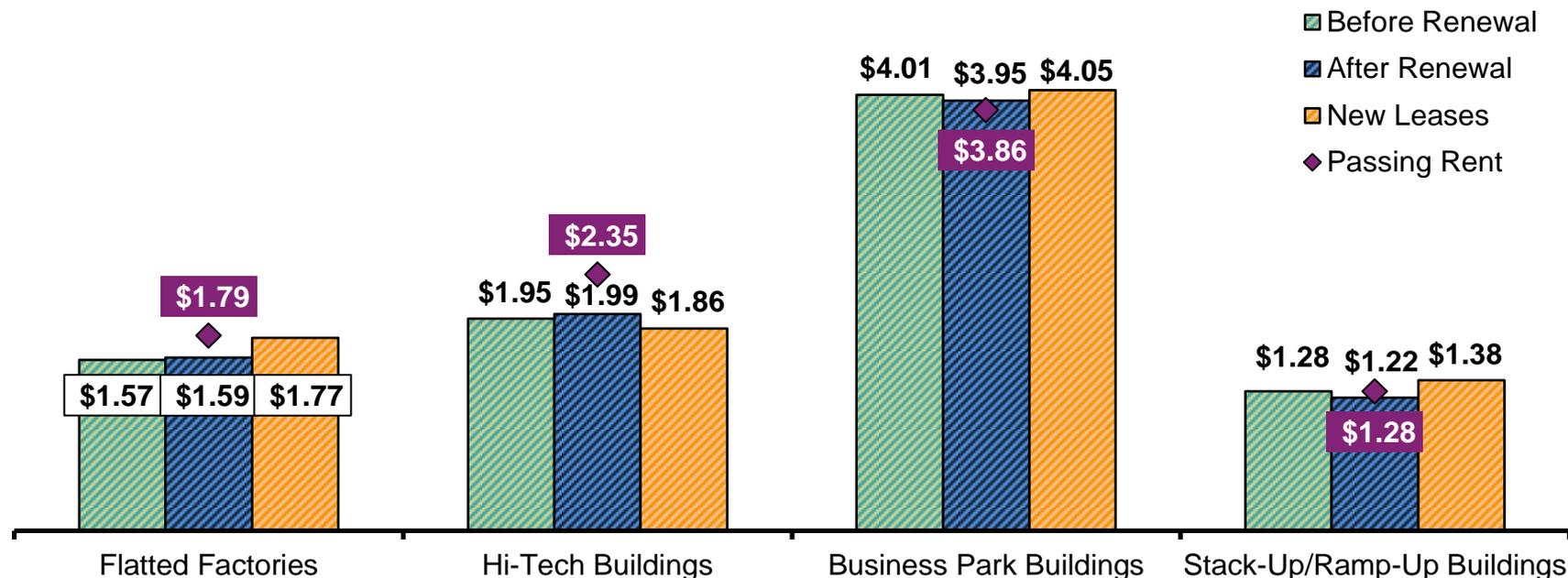
Segmental Occupancy Levels



Rental Revisions¹

GROSS RENTAL RATE (\$ PSF/MTH)²

For period 1QFY16/17

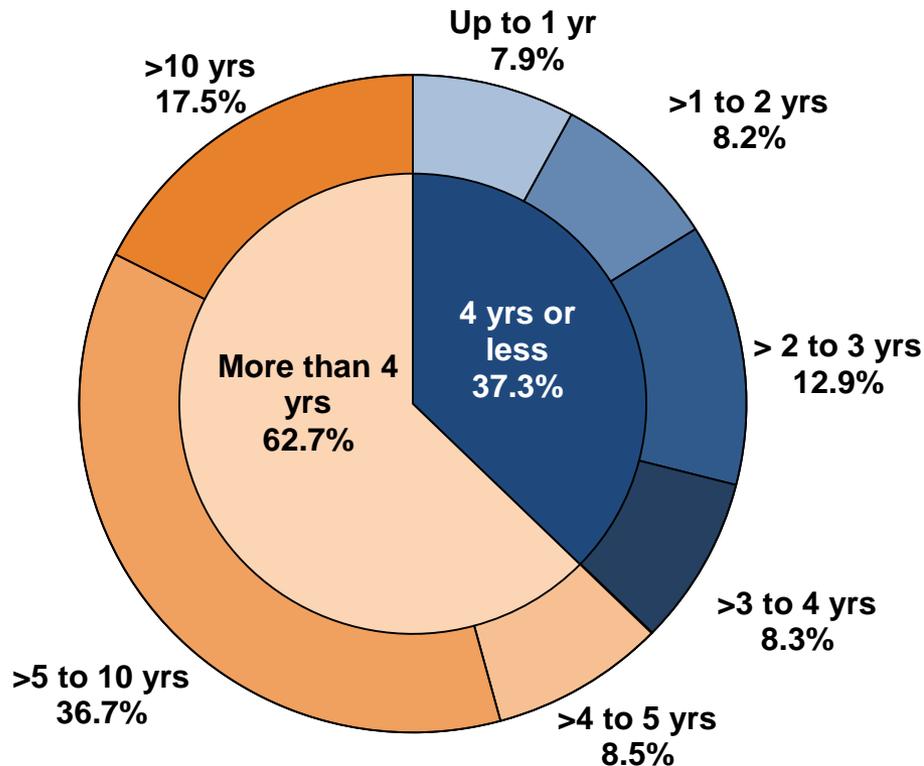


Renewal Leases	115 Leases (575,967 sq ft)	7 Leases (8,525 sq ft)	6 Leases (22,752 sq ft)	5 Leases (73,690 sq ft)
New Leases	46 Leases (97,880 sq ft)	7 Leases (22,504 sq ft)	6 Leases (16,936 sq ft)	2 Leases (4,489 sq ft)

¹ Excluded Light Industrial Buildings as no leases were due for renewal and no new leases were secured for the period.

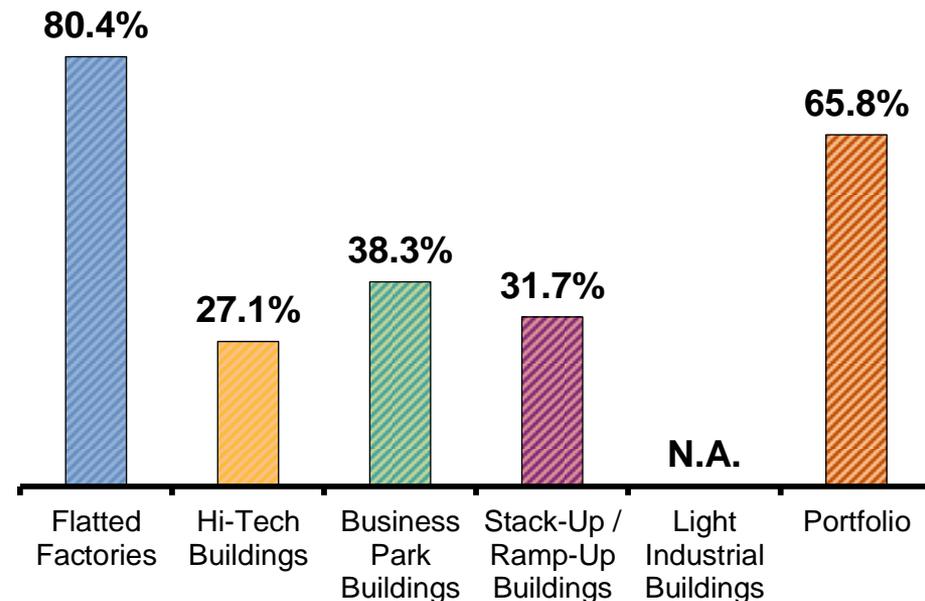
² Gross Rental Rate figures exclude short term leases; except Passing Rent figures which include all leases.

LONG STAYING TENANTS



As at 30 Jun 2016
By number of tenants

RETENTION RATE FOR 1QFY16/17



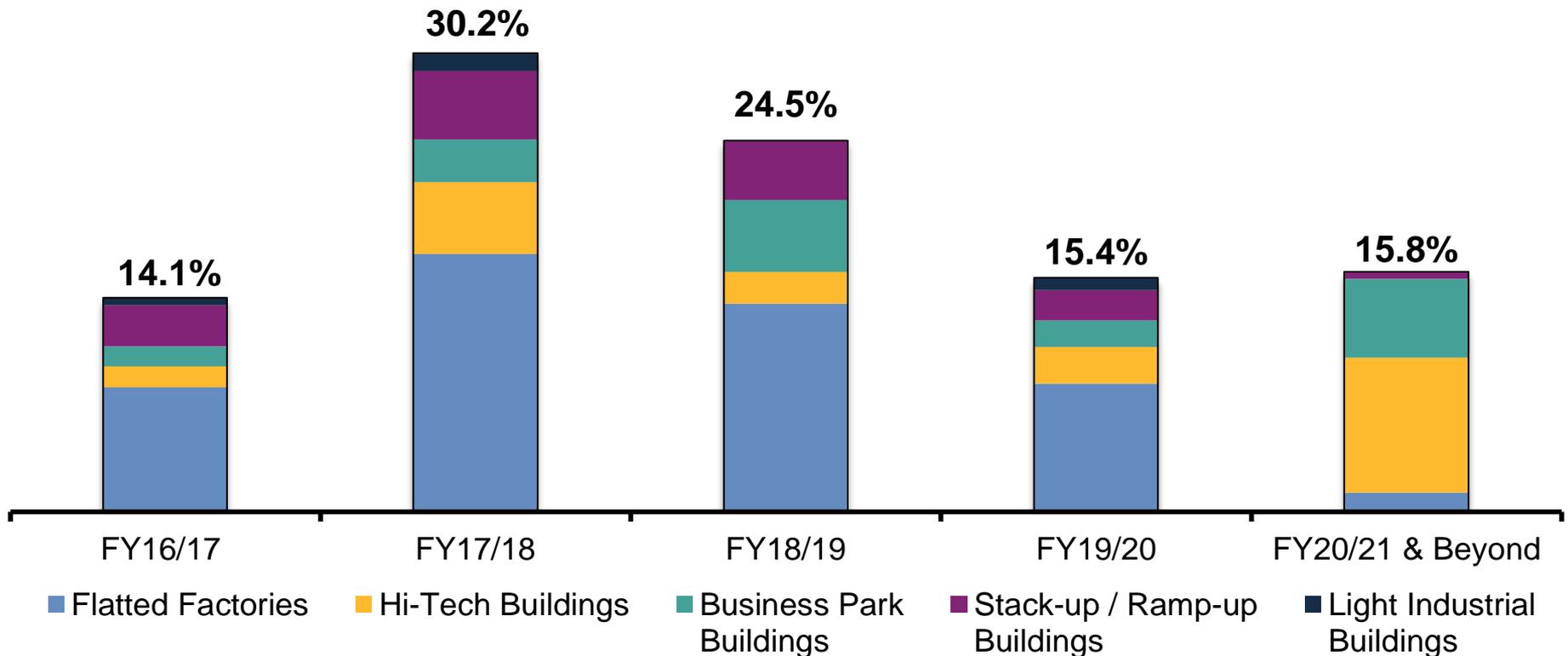
Based on NLA.
N.A. – Not applicable as no leases were due for renewal.

- ✦ 62.7% of the tenants have leased the properties for more than 4 years
- ✦ Tenant retention rate of 65.8% in 1QFY16/17

Lease Expiry Profile

EXPIRING LEASES BY GROSS RENTAL INCOME (%)

As at 30 June 2016

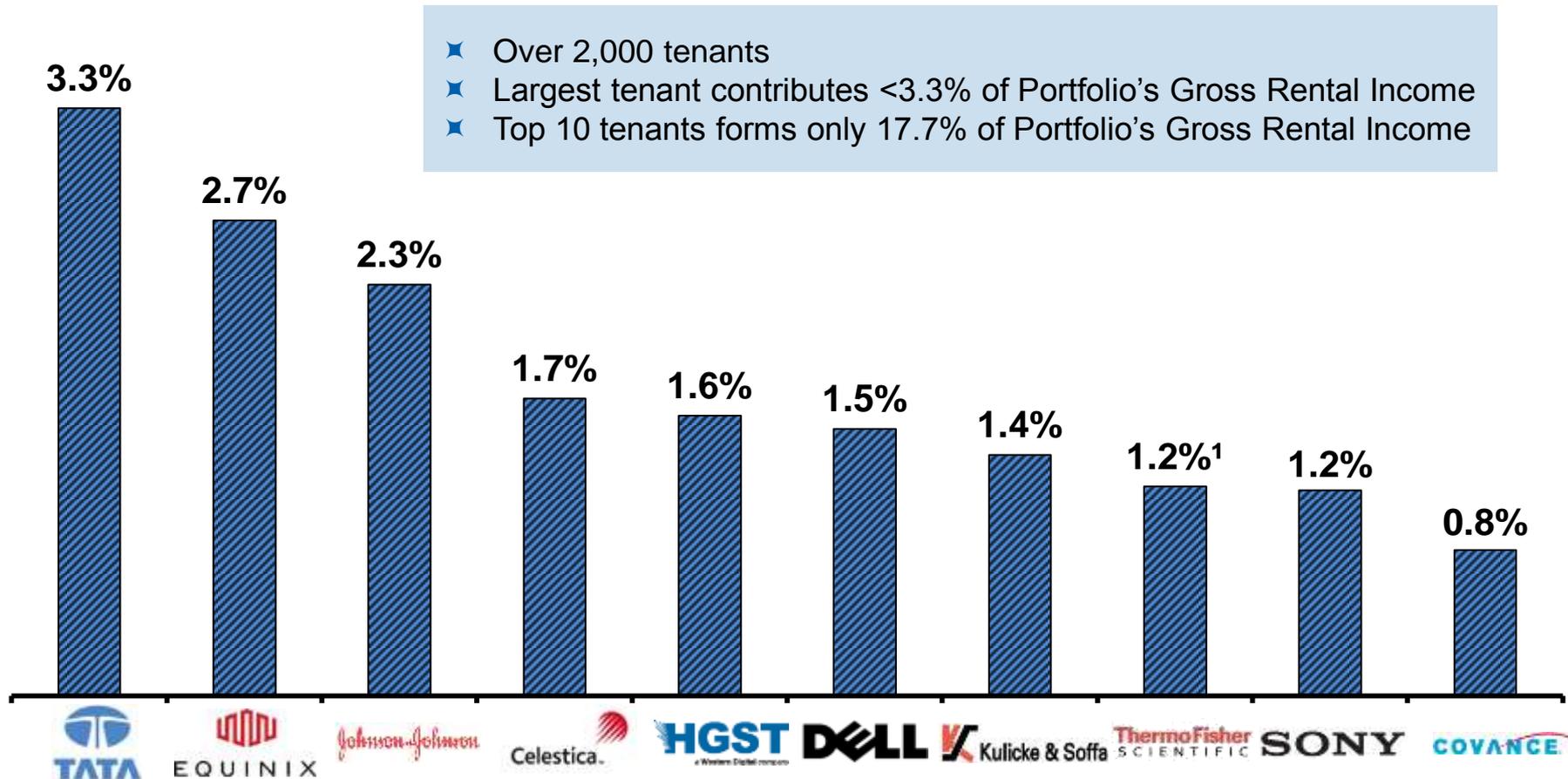


Portfolio WALE by Gross Rental Income = 2.8 years

Large and Diversified Tenant Base

TOP 10 TENANTS BY GROSS RENTAL INCOME

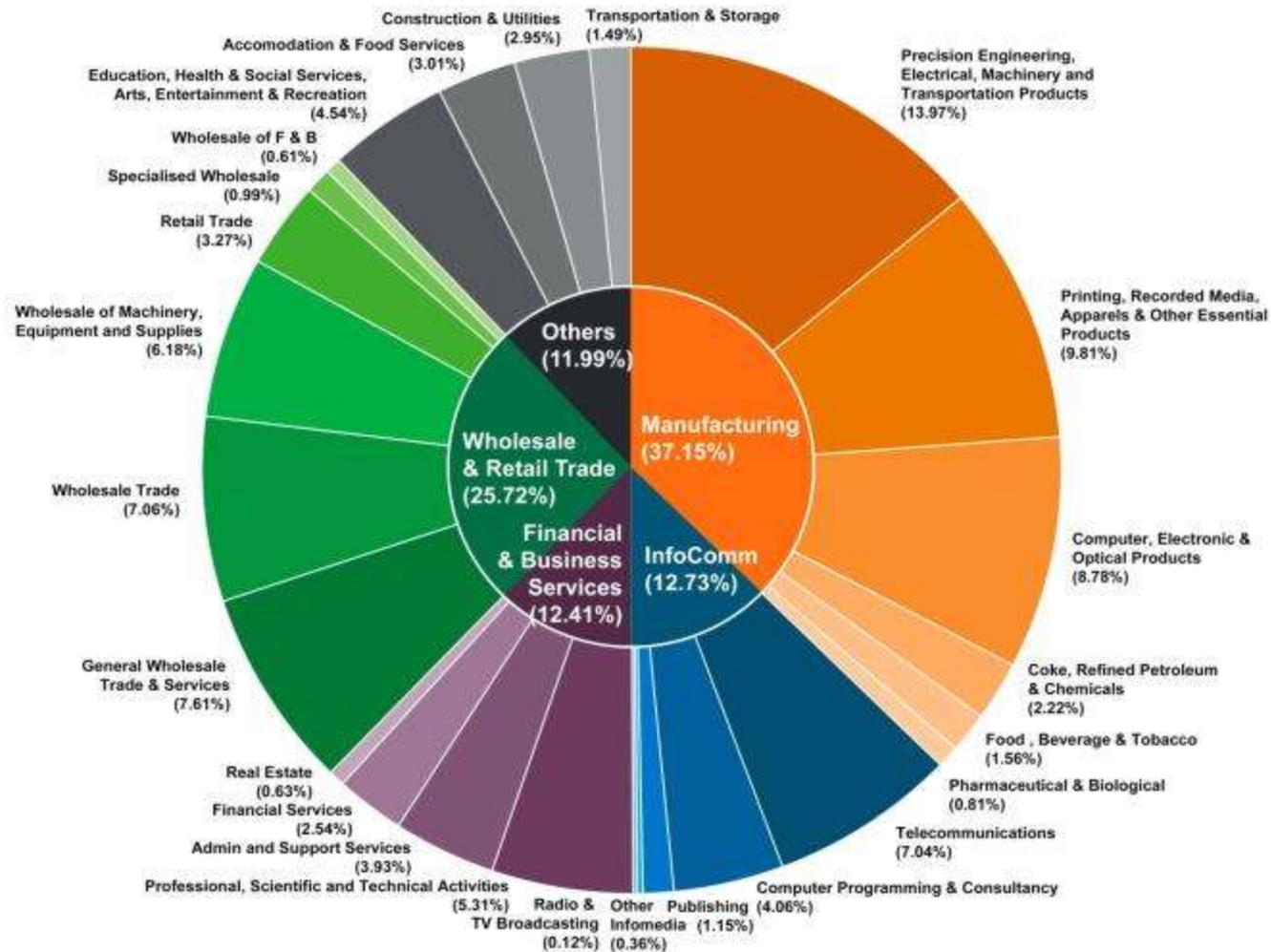
As at 30 June 2016



¹ The lease agreement was entered into with Life Technologies Holdings Pte. Ltd., which was acquired subsequently by Thermo Fisher Scientific.

Tenant Diversification Across Trade Sectors

No single trade sector accounted >14% of Portfolio's Gross Rental Income





Estimated Cost
S\$226 million¹

GFA
824,500 sq ft

Completion
Phase 1 : By 4Q2016
Phase 2 : By 2Q2017

- ✦ 100% committed by Hewlett-Packard for lease term of 10.5² + 5 + 5 years with annual rental escalations³
- ✦ Redistribution of 6-month rent-free periods² over first 18 months for Phase 1 and 2
- ✦ On track for completion



¹ Includes book value of S\$56 million (as at 31 Mar 2014) prior to commencement of redevelopment.

² The original lease agreement included 6-month rent-free periods, which will commence following the completion of Phase 1 and 2 respectively. Following a review of the lease agreement, the 6-month rent-free periods will be redistributed over the first 18 months for both phases.

³ Hewlett-Packard will pay gross rents and MIT will be responsible for property tax and property operating expenses.

AEI – Kallang Basin 4 Cluster



Estimated Cost
S\$77 million

Additional GFA
336,000 sq ft

Completion
1Q2018

- ✦ Development of 14-storey Hi-Tech Building (at existing car park) and improvement works at existing buildings
- ✦ Awarded construction contract
- ✦ Located at Kallang iPark, an upcoming industrial hub for high value and knowledge-based businesses



REPUTABLE SPONSOR



- ✦ Leading real estate development, investment and capital management company
- ✦ Owns and manages S\$34.7 billion of office, retail, logistics, industrial, residential, corporate lodging/serviced apartments and student housing properties
- ✦ Manages 4 Singapore-listed real estate investment trusts and 5 private equity real estate funds with assets in Singapore and Asia Pacific
- ✦ Offices across 10 economies in Asia Pacific and Europe, with assets in Asia, Australia, Europe and USA

¹ Excluding Mapletree Business City.

BENEFITS TO MIT

- 1. Leverage on Sponsor's network**
 - ✦ Leverage on Mapletree's financial strength, market reach and network
- 2. Alignment of Sponsor's interest with Unitholders**
 - ✦ Mapletree's stake of 34.2% demonstrates support in MIT
- 3. In-house development capabilities**
 - ✦ Able to support growth of MIT by providing development capabilities
- 4. Right of First Refusal to MIT**
 - ✦ Sponsor has granted right of first refusal to MIT over future sale or acquisition of industrial or business park properties in Singapore¹
 - ✦ Sponsor won the government tender for a 126,700 sq ft industrial site located next to Tai Seng MRT Station

1QFY16/17 FINANCIAL PERFORMANCE



Business Park Buildings, The Strategy and The Synergy

1QFY16/17 Results Highlights

- ✦ **Growth driven by y-o-y increase in rental rates across all property segments and increase in occupancies at Hi-Tech Buildings and Business Park Buildings**
 - 1QFY16/17 Distributable Income: S\$51.5 million (▲ 6.8% y-o-y)
 - 1QFY16/17 DPU: 2.85 cents (▲ 4.4% y-o-y)

- ✦ **Stable portfolio performance in 1QFY16/17**
 - Healthy average portfolio occupancy of 93.0%
 - Higher average portfolio passing rental rate of S\$1.92 psf/mth
 - Reduced expiring leases (by gross rental income) in FY16/17 to 14.1% (from 21.1% in preceding quarter)

- ✦ **Update of BTS development for Hewlett-Packard Singapore**
 - Redistribution of six-month rent-free periods over the first 18 months for Phase 1 and 2
 - Redevelopment at Telok Blangah Cluster on track for completion

- ✦ **Prudent capital management**
 - Low aggregate leverage of 28.2%
 - Robust financial position with only S\$36.4 million debt due for refinancing in FY16/17

Statement of Total Returns (Year-on-Year)

	1QFY16/17 (S\$'000)	1QFY15/16 (S\$'000)	↑ / (↓)
Gross revenue	84,092	81,619	3.0%
Property operating expenses	(20,293)	(21,427)	(5.3%)
Net property income	63,799	60,192	6.0%
Interest on borrowings	(6,481)	(6,445)	0.6%
Trust expenses	(7,187)	(7,073)	1.6%
Total return for the period	50,131	46,674	7.4%
Net non-tax deductible items	1,381	1,558	(11.4%)
Amount available for distribution	51,512	48,232	6.8%
Distribution per Unit (cents)	2.85	2.73	4.4%

Statement of Total Returns (Qtr-on-Qtr)

	1QFY16/17 (S\$'000)	4QFY15/16 (S\$'000)	↑ / (↓)
Gross revenue	84,092	83,992	0.1%
Property operating expenses	(20,293)	(21,974)	(7.6%)
Net property income	63,799	62,018	2.9%
Interest on borrowings	(6,481)	(6,633)	(2.3%)
Trust expenses	(7,187)	(7,073)	1.6%
Net income	50,131	48,312	3.8%
Net fair value gain on investment properties and investment properties under development	-	81,964	*
Total return for the period	50,131	130,276	(61.5%)
Net non-tax deductible items	1,381	(79,893)	*
Amount available for distribution	51,512	50,383	2.2%
Distribution per Unit (cents)	2.85	2.81	1.4%

Balance Sheet

	30 Jun 2016	31 Mar 2016	↑ / (↓)
Total assets (S\$'000)	3,639,977	3,623,941	0.4%
Total liabilities (S\$'000)	1,177,712	1,158,717	1.6%
Net assets attributable to Unitholders (S\$'000)	2,462,265	2,465,224	(0.1%)
Net asset value per Unit (S\$)	1.37	1.37	-

Strong Balance Sheet

	30 Jun 2016	31 Mar 2016
Total Debt	S\$1,027.0 million	S\$1,022.4 million
Aggregate Leverage Ratio	28.2%	28.2%
Weighted Average Tenor of Debt	3.7 years	4.0 years

Strong balance sheet to pursue growth opportunities

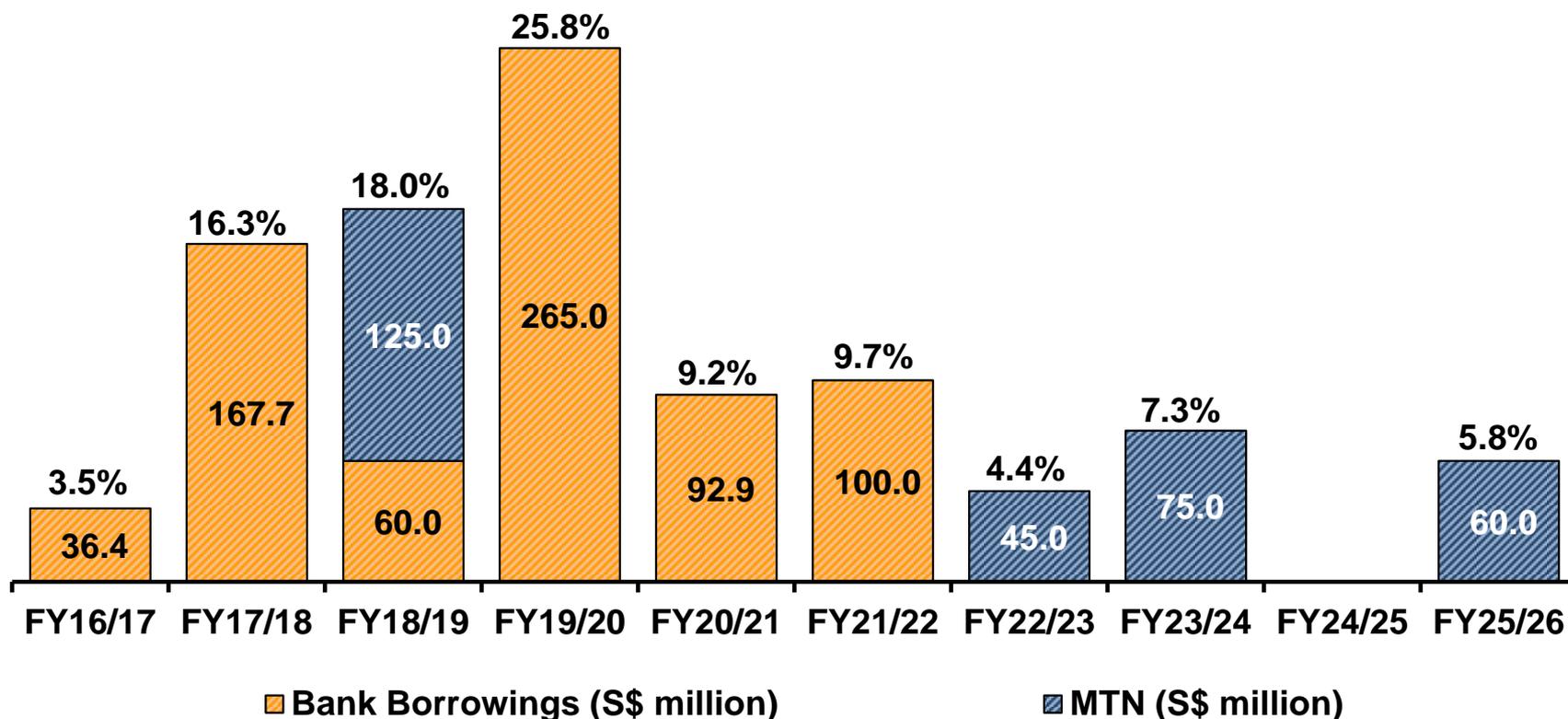
- ✦ 'BBB+' rating with Stable Outlook by Fitch Ratings
- ✦ 100% of loans unsecured with minimal covenants

Well Diversified Debt Maturity Profile

DEBT MATURITY PROFILE

As at 30 June 2016

Weighted Average Tenor of Debt = 3.7 years



Interest Rate Risk Management

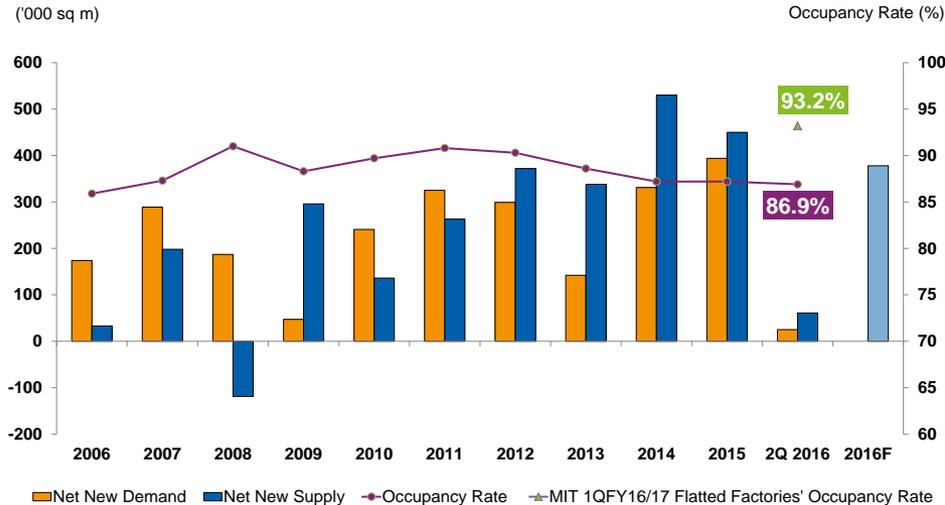
	30 Jun 2016	31 Mar 2016
Fixed as a % of Total Debt	87.6%	88.0%
Weighted Average Hedge Tenor	2.7 years	2.7 years
	1QFY16/17	4QFY15/16
Weighted Average All-in Funding Cost	2.5%	2.5%
Interest Coverage Ratio	8.7 times	8.0 times

- ✦ 87.6% of debt is hedged for a weighted average term of 2.7 years
- ✦ In total, S\$470 million of hedges expire in FY16/17, of which S\$260 million has been extended or replaced
- ✦ Replacements of expiring interest rate hedges are expected to be more costly in view of low interest rates of these hedges

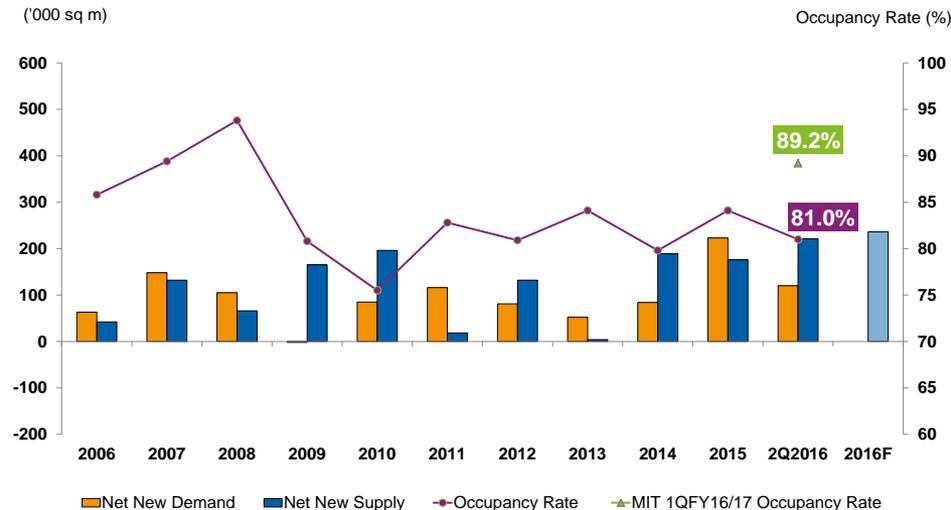
OUTLOOK AND STRATEGY

Stack-up/Ramp-up Buildings, Woodlands Spectrum

DEMAND AND SUPPLY FOR MULTI-USER FACTORIES



DEMAND AND SUPPLY FOR BUSINESS PARKS



- ✦ Total stock for factory space: 36.0 million sq m
- ✦ Potential net new supply of 1.8 million sq m (~4.9% of existing stock) in 2016, of which
 - Multi-user factory space accounts for 0.4 million sq m (~3.6% of existing stock)
 - Business park space accounts for 0.2 million sq m (~11.0% of existing stock)
- ✦ Moderation in quantum of industrial land released through Industrial Government Land Sales Programme since 2013
- ✦ Median rents for industrial real estate for 1QFY16/17
 - Multi-user factory space: S\$1.82 psf/mth (-3.2% q-o-q)
 - Business park space: S\$4.10 psf/mth (-4.4% q-o-q)

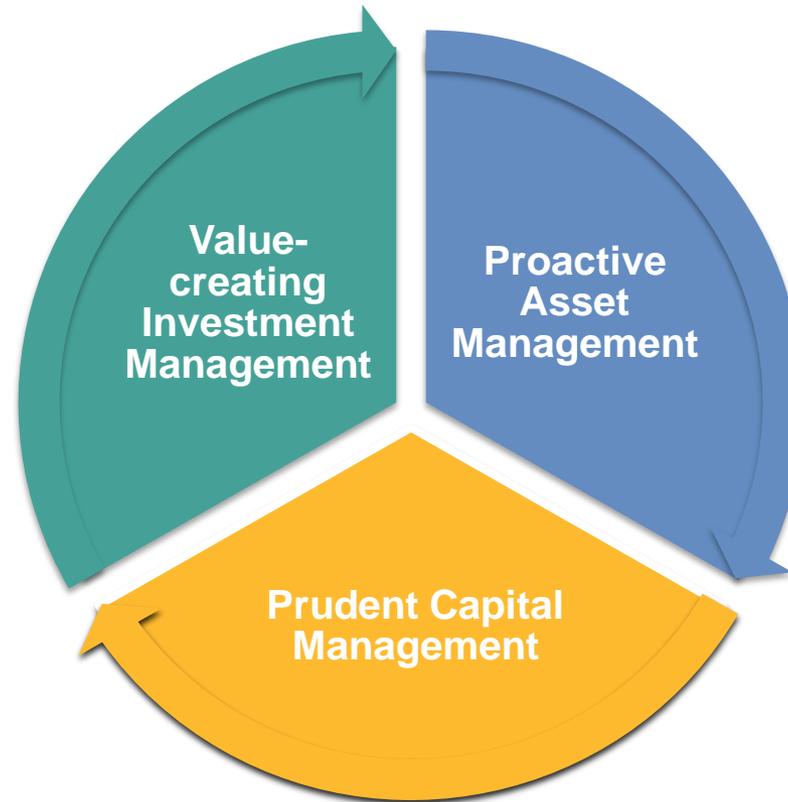
- ✦ The economy grew by 2.1% y-o-y in the quarter ended 30 Jun 2016, unchanged from preceding quarter. For 2016, MTI has narrowed GDP growth forecast to 1.0% to 2.0%¹.
- ✦ The business environment is expected to remain subdued in view of the global uncertainties and large impending supply of industrial space in Singapore. This is likely to exert pressure on occupancy and rental rates.
- ✦ Continued focus on active asset management and prudent capital management
 - Focusing on tenant retention to maintain portfolio occupancy
 - Implementing appropriate interest rate hedging strategies

¹ Ministry of Trade and Industry, 11 Aug 2016

Delivering Sustainable 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 AEI

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

For enquiries, please contact Ms Melissa Tan, Vice President, Investor Relations,
DID: (65) 6377 6113, Email: melissa.tanhl@mapletree.com.sg