

Investor Presentation

August 2021







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This presentation shall be read in conjunction with Mapletree Industrial Trust's ("MIT") financial results for First Quarter Financial Year 2021/2022 in the SGXNET announcement dated 27 July 2021.

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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.

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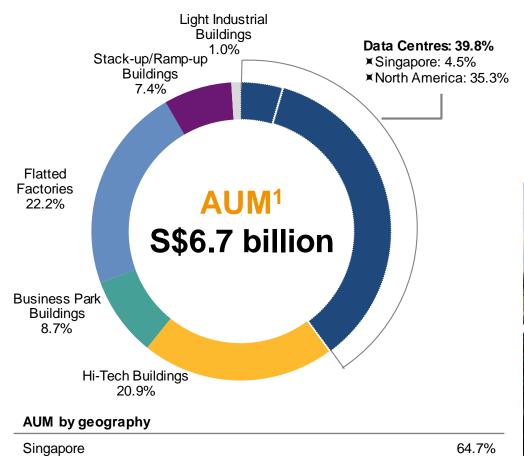
114 Properties Across 6 Property Segments

S\$6.7 billion¹

20.9 million² NLA (sq ft)

>2,000 tenants

Tenant Base















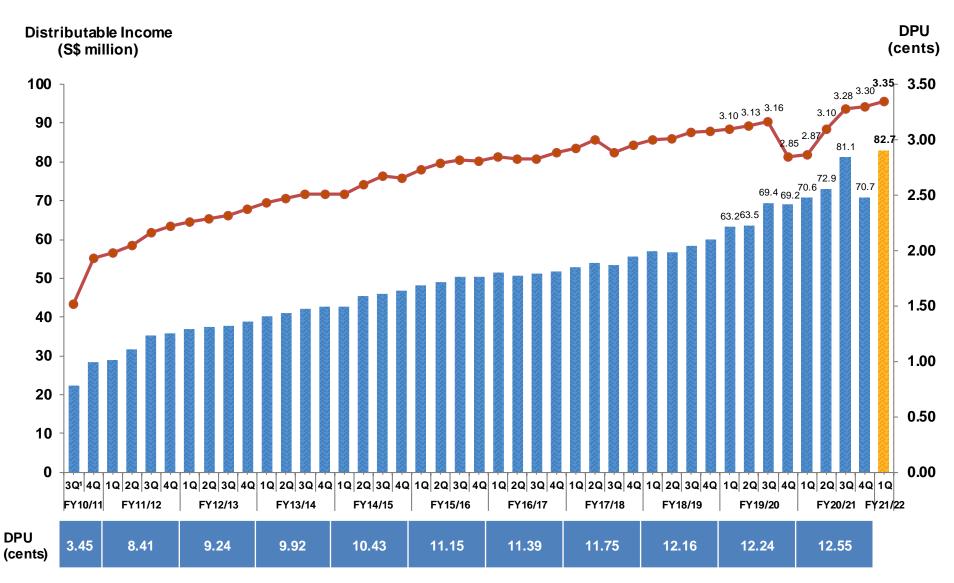
North America 35.3%

² Excludes the parking decks (150 Camegie Way and 171 Camegie Way) at 180 Peachtree.

Based on MIT's bookvalue of investment properties as well as MIT's interest of the joint venture with MIPL in three fully fitted hyperscale data centres and 10 powered shell data centres in North America and included MIT's right-of-use assets as at 30 Jun 2021.

Sustainable and Growing Returns

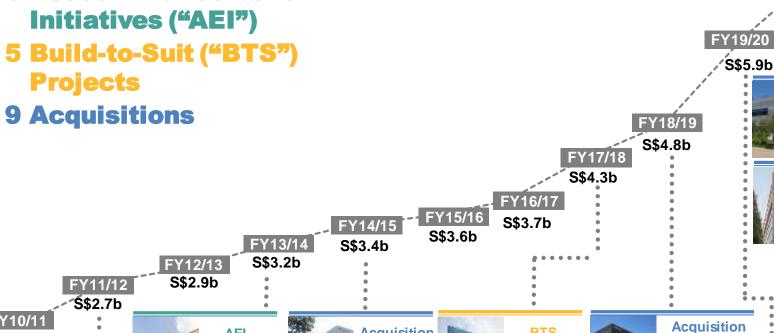




¹ MIT was listed on 21 Oct 2010.

Portfolio Growth since IPO

- 3 Asset Enhancement





mapletree

Acquisition Remaining

60% interest in 14 US DCs

US\$494m

FY20/21 -

Ś\$6.8b

FY21/22





AEI Woodlands Central S\$30m



Acquisition 2A Changi North Street 2 S\$12m



BTS 1 & 1A Depot Close S\$226m



Upgraded 7 Tai Seng Drive to a DC S\$95m



Acquisition 29 US DCs US\$1.32b





BTS K&S Corporate Headquarters S\$50m



26A Ayer Rajah Crescent S\$101m



Acquisition 40% interest in14 US DCs2 US\$300m



BTS Mapletree Sunview Drive 1 S\$76m



BTS Kolam Ayer 2 S\$300m



AEI Toa Payoh North 1 S\$40m



AEI 30A Kallang Place S\$77m



Acquisition 18 Tai Seng S\$268m



Acquisition 13 North American DCs3 US\$684m

- Valuation of investment properties on 31 Mar at end of each financial year.
- Acquired through a 40:60 joint venture with MIPL. Acquired through a 50:50 joint venture with MIPL.

1QFY21/22 Highlights



- ▼ Growth driven mainly by contributions from North American data centres and absence of rental reliefs in 1QFY21/22
 - 1QFY21/22 Distributable Income: S\$82.7 million (▲ 17.2% y-o-y)
 - 1QFY21/22 DPU: 3.35 cents (16.7% y-o-y)
- ➤ Announced US\$1.32 billion acquisition of 29 data centres in the United States of America (the "United States") on 20 May 2021, which was completed on 22 Jul 2021 (the "US Portfolio Acquisition")

▼ Portfolio Update

- Average Overall Portfolio occupancy increased q-o-q from 93.7% to 94.3% in 1QFY21/22
- Average rental rate of Singapore Portfolio increased q-o-q from S\$2.05 psf/mth to S\$2.13 psf/mth in 1QFY21/22

▼ Capital management update

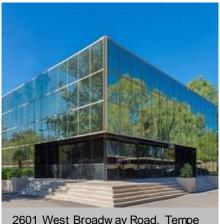
- Issued inaugural S\$300.0 million perpetual securities at 3.15% in May 2021
- Successfully completed an S\$823.3 million equity fund raising exercise in Jun 2021

Acquisition – 29 Data Centres in the United States









250 Williams Street NW, Atlanta

2601 West Broadway Road, Tempe

Acquisition	Announced acquisition of a portfolio of 29 data centres in the United States (the "New Portfolio") on 20 May 2021
Vendors	Subsidiaries of Sila Realty Trust, Inc.
Valuation	US\$1,335.0 million ¹ (S\$1,802.3 million) ²
Purchase Consideration	Purchase Consideration: US\$1,320.0 million (S\$1,795.2 million) Total Acquisition Outlay: US\$1,342.3 million (S\$1,825.5 million)
Land Area	8.4 million sq ft
Net Lettable Area	3.3 million sq ft
Completed	22 Jul 2021 (Eastern Standard Time)

Independent valuation by New mark Knight Frank Valuation & Advisory, LLC as at 30 Apr 2021.

² Unless otherwise stated, an illustrative exchange rate of US\$1.00 to S\$1.36 is used in this presentation.

Overview of the New Portfolio



One of the largest owners of data centres among REITs listed in APAC¹

29

Data Centres

7.9 years

87.8%

Occupancy²

94.1% Freehold³

1.5-3.0%

Rental escalation p.a. (for 89.4% of leases)



¹ By AUM

Includes 250 Williams Street NW, Atlanta with an occupancy of 63.5% as at 1 Jun 2021. Excluding 250 Williams Street NW, Atlanta, New Portfolio occupancy was at 98.4% as at 1 Jun 2021.

³ All Properties are sited on freehold land, except for 2005 East Technology Circle, Tempe and part of 250 Williams Street NW, Atlanta, which had remaining land tenures of 61.6 years and 46.7 years respectively as at 1 Jun 2021.

Redevelopment – Kolam Ayer 2¹



161, 163 & 165 Kallang Way ¹		GFA	Plot Ratio
Kolam Ayer 2 Cluster	Two Flatted Factories and an amenity centre	506,720 sq ft	1.5
After Redevelopment	New Hi-Tech Buildings, including a seven-storey BTS Facility for Anchor Tenant	865,600 sq ft	2.5



Artist's impression of MIT's new high-tech industrial precinct with BTS Facility on the left



Completed piling for Block 1 and 2. Substructure works in progress

- Redevelopment of Flatted Factories into a new high-tech industrial precinct at total project cost of S\$300 million²
- Secured pre-commitment from a global medical device company headquartered in Germany (the "Anchor Tenant") for about 24.4% of enlarged GFA (~211,000 sq ft)
- BTS Facility is 100% committed by Anchor Tenant for lease term of 15 + 5 + 5 years³ with annual rental escalations
- Commenced construction for two industrial buildings in late Nov 2020; Construction contract of third industrial building was awarded in May 2021
- Expected completions of 161 & 163 Kallang Way in 2H2022 and 165 Kallang Way in 1H2023

¹ Upon commencement of the redevelopment works in Jul 2020, the cluster was renamed after its new address (161, 163 & 165 Kallang Way).

lncludes the book value of the Kolam Ayer 2 Cluster at S\$70.2 million as at 31 Mar 2019 prior to the commencement of the redevelopment.

³ Includes a rent-free period of 6 months distributed over the first six years. Anchor Tenant is responsible for all operating expense and property tax of the BTS Facility.

OVERVIEW OF MAPLETREE INDUSTRIAL TRUST



Overview of Mapletree Industrial Trust



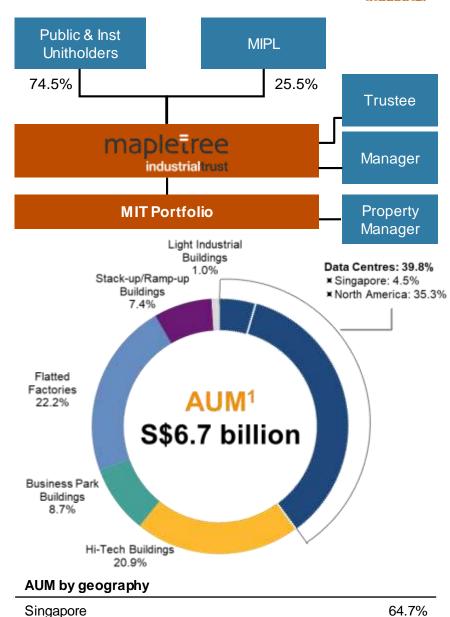
35.3%

Sponsor	Mapletree Investments Pte Ltd ("MIPL") Owns 25.5% of MIT
Investment mandate	Focused on (i) industrial real estate assets in Singapore, excluding properties primarily used for logistics purposes and (ii) data centres worldwide beyond Singapore
Portfolio	114 properties valued at S\$6.7 billion ¹ 20.9 million ² sq ft NLA
Manager	Mapletree Industrial Trust Management Ltd. 100% owned by the Sponsor
Property Manager	Mapletree Facilities Services Pte. Ltd. and Mapletree US Management LLC 100% owned by the Sponsor
Trustee	DBS Trustee Limited

Based on MIT's book value of investment properties as well as MIT's interest of the joint venture with MIPL in three fully fitted hyperscale data centres and 10 powered shell data centres in North America and included MIT's right-of-use assets as at 30 Jun 2021.

Excludes the parking decks (150 Carnegie Way and 171 Carnegie Way) at 180 13 Peachtree.

North America



Diverse Portfolio of 114 Properties





DATA CENTRES

Facilities used primarily for the storage and processing of data. These include core-and-shell to fully-fitted facilities, which include building fit-outs as well as mechanical and electrical systems.



FLATTED FACTORIES

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



STACK-UP/RAMP-UP BUILDINGS

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



BUSINESS PARK BUILDINGS

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



LIGHT INDUSTRIAL BUILDINGS

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

Healthy Returns since IPO



COMPARATIVE TRADING PERFORMANCE SINCE IPO1



MIT's Return on Investment	Capital Appreciation	Distribution Yield	
Listing on 21 Oct 2010 to 23 Aug 2021	211.8%²	124.8%³	336.6%4

Rebased MIT's issue price of S\$0.930 and opening unit prices of FTSE ST REITs Index and FTSE Straits Times Index on 21 Oct 2010 to 100. Source: Bloomberg.

² Based on MIT's closing unit price of S\$2.900 on 23 Aug 2021.

MIT's distribution yield is based on DPU of S\$1.160 over the issue price of S\$0.930.

^{15 4} Sum of distributions and capital appreciation for the period over the issue price of \$\$0.930.

86 Properties in Singapore



Total NLA

15.9m sq ft

WALE (By GRI)¹

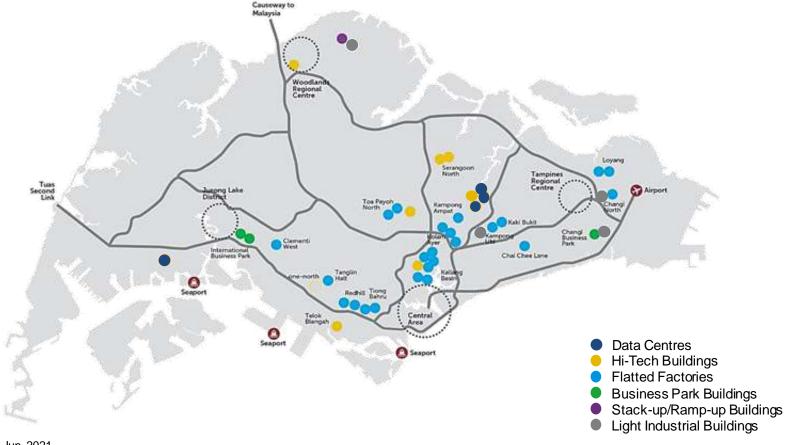
2.8 years

Weighted Average Unexpired Lease Term of Underlying Land¹

35.0 years

Occupancy Rate²

93.4%



As at 30 Jun 2021. For 1QFY21/22.

28 Data Centres Across North America



Total NLA¹

5.0m sq ft

WALE (By GRI)²

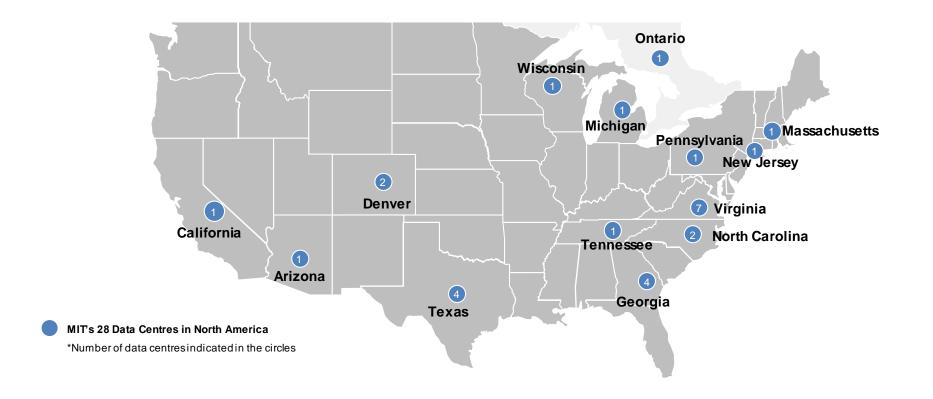
6.0 years

Weighted Average Unexpired Lease Term of Underlying Land³

Freehold

Occupancy Rate⁴

97.8%



Excluded the parking decks (150 Carnegie Way and 171 Carnegie Way) at 180 Peachtree, Atlanta.

² As at 30 Jun 2021.

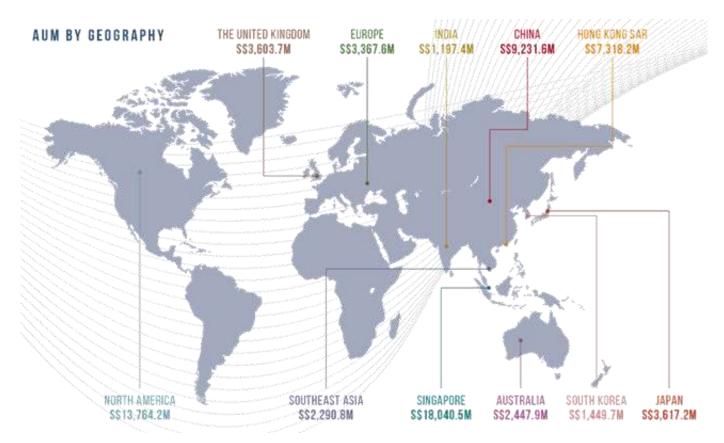
All properties are sited on freehold land, except for the parking deck (150 Carnegie Way) at 180 Peachtree, Atlanta and 2055 East Technology Circle, Phoenix.

Reputable Sponsor with Aligned Interest



About the Sponsor, Mapletree Investments

- Leading real estate development, investment, capital and property management company
- As at 31 Mar 2021, the Sponsor owns and manages S\$66.3 billion of assets across Asia Pacific, Europe, the United Kingdom and North America, of which S\$13.8 billion is located in North America
- Right of first refusal to MIT over future sale of 50% interest in Mapletree Rosewood Data Centre Trust ("MRODCT")



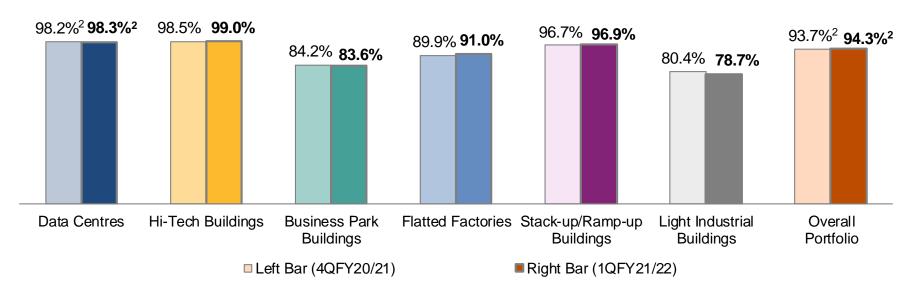


Portfolio Overview



	Singapore Portfolio	North American Portfolio	Overall Portfolio
Number of properties	86	28	114
NLA (million sq ft)	15.9	5.0 ¹	20.9 ¹
Occupancy (%)			
1QFY21/22	93.4	97.8	94.32
4QFY20/21	92.9	97.6	93.72

SEGMENTAL OCCUPANCY RATES¹



Excludes the parking decks (150 Carnegie Way and 171 Carnegie Way) at 180 Peachtree.

Based on MIT's 50% interest of the joint venture with MIPL in three fully fitted hyperscale data centres and 10 powered shell data centres in North America through MRODCT.

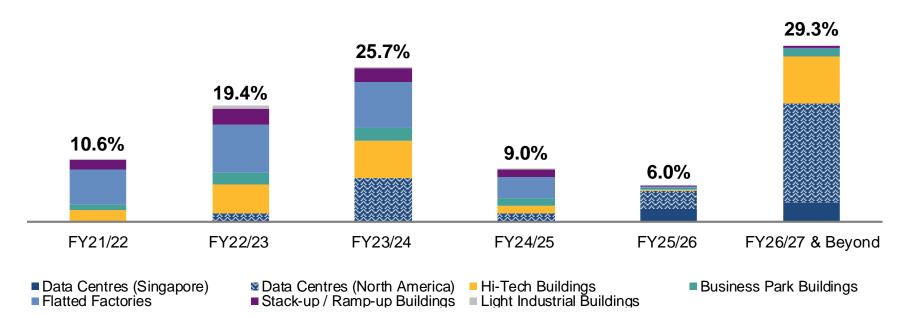
Lease Expiry Profile



EXPIRING LEASES BY GROSS RENTAL INCOME¹

As at 30 June 2021

WALE based on date of commencement of leases (years) ²		
Singapore Portfolio	2.8	
North American Portfolio	6.0	
Overall Portfolio ¹ 3.7		



Based on MIT's 50% interest of the joint venture with MIPL in three fully fitted hyperscale data centres and 10 powered shell data centres in North America through MRODCT.

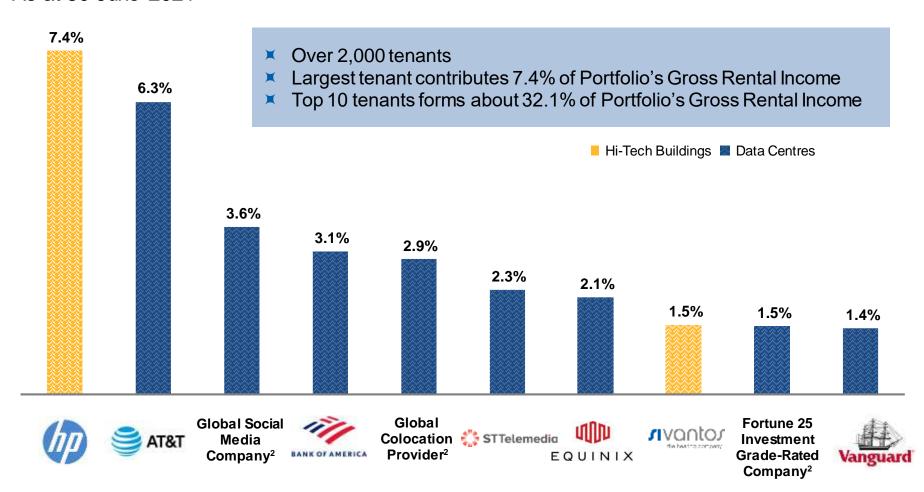
Refers to leases which commenced prior to and on 30 Jun 2021.

Large and Diversified Tenant Base



TOP 10 TENANTS BY GROSS RENTAL INCOME¹

As at 30 June 2021



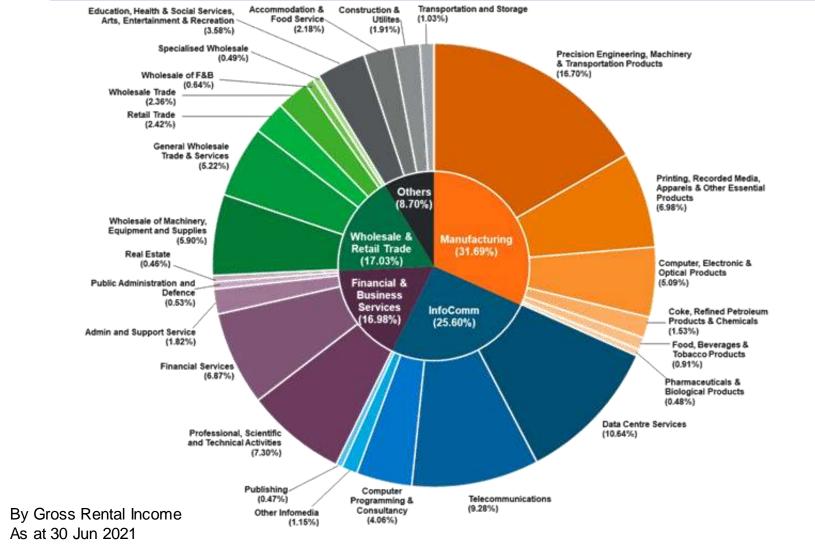
Based on MIT's 50% interest of the joint venture with MIPL in three fully fitted hyperscale data centres and 10 powered shell data centres in North America through MRODCT.

² The identities of the tenants cannot be disclosed due to the strict confidentiality obligations under the lease agreements.

Tenant Diversification Across Trade Sectors¹



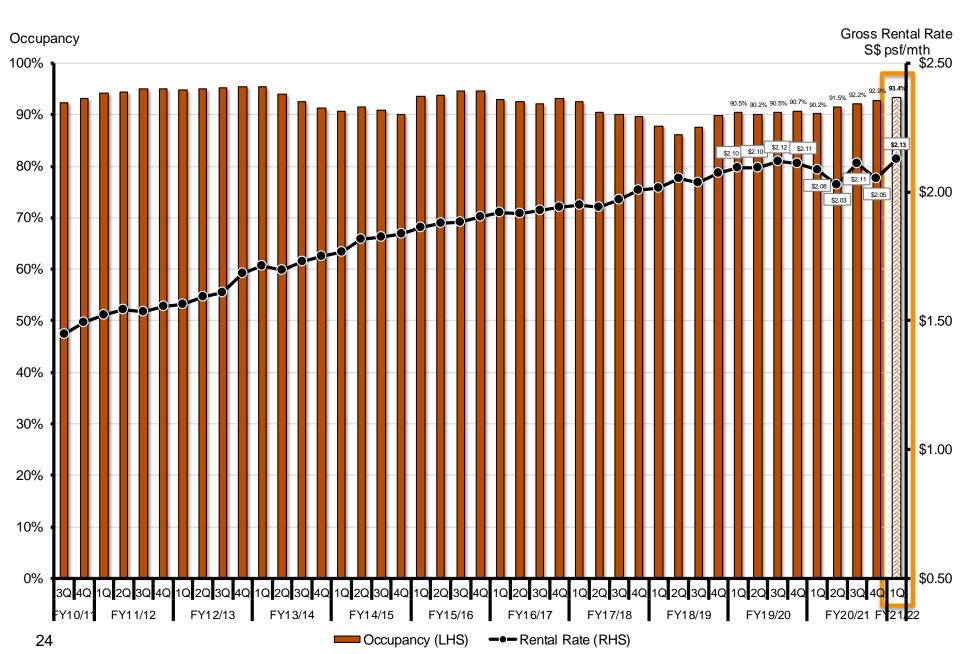
No single trade sector accounted >17% of Portfolio's Gross Rental Income



Based on MIT's 50% interest of the joint venture with MIPL in three fully fitted hyperscale data centres and 10 powered shell data centres in North America through MRODCT.

Singapore Portfolio Performance



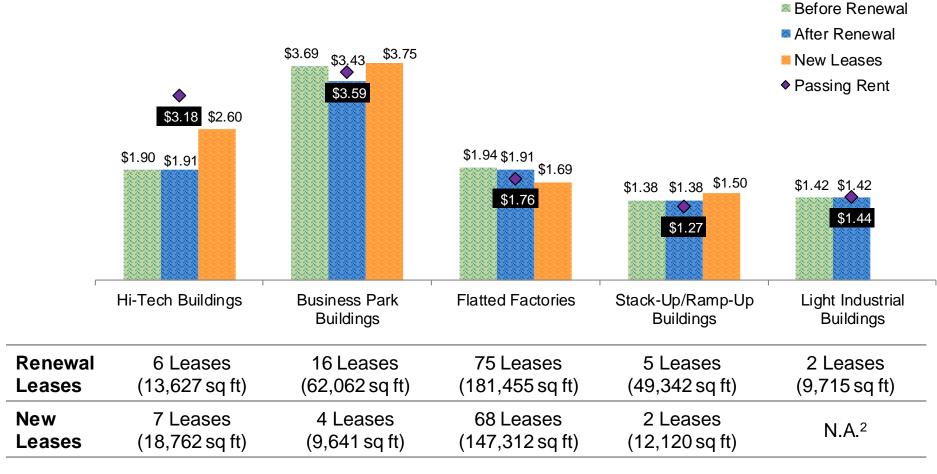


Rental Revisions (Singapore)



GROSS RENTAL RATE (S\$ PSF/MTH)¹

For Period 1QFY21/22



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

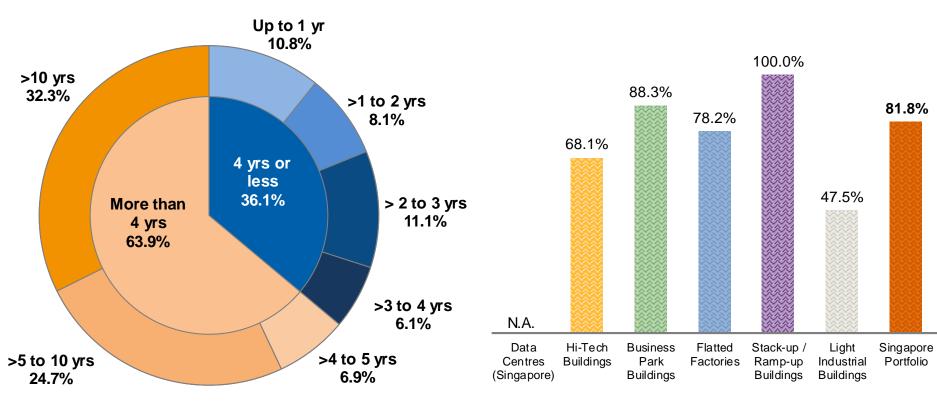
Not applicable as there were no new leases secured in the quarter.

Healthy Tenant Retention (Singapore)



LONG STAYING TENANTS

RETENTION RATE FOR 1QFY21/22



As at 30 Jun 2021 By number of tenants. Based on NLA.

Not applicable for Data Centres (Singapore) as there were no leases due for renewal.

- 63.9% of the tenants have leased the properties for more than 4 years
- Tenant retention rate of 81.8% in 1QFY21/22

Acquisition - 8011 Villa Park Drive



Acquisition	Acquisition of a data centre located in Virginia, the United States
Address	8011 Villa Park Drive, Richmond, Virginia
Tenant	The Bank of America Corporation
Land Area	About 2.0 million sq ft
Net Lettable Area	701,321 sq ft
Lease Term	 Fully leased on a triple net basis with balance lease term of more than five years Initial lease term expiring on 10 Jun 2022 with three 5-year renewal options¹ Zero base rent from 13 Mar 2021 to 10 Jun 2022 Rent to commence after 10 Jun 2022
Finalisation of Purchase Consideration ²	US\$220.9 million (approximately S\$300.4 million³)
Completed	12 Mar 2021 (Eastern Standard Time)

¹ The Bank of America Corporation has renewed the first of three additional terms of five years.

² Refer to purchase consideration after the extension term base rent to be paid by the tenant was finalised on 19 Jul 2021.

Unless otherwise stated, an illustrative exchange rate of US\$1.00 to S\$1.36 is used in this presentation.

Divestment – 26A Ayer Rajah Crescent



Sale Price	GFA	Completed
S\$125.0 million	384,802 sq ft	25 Jun 2021



26A Ayer Rajah Crescent

- Exercise of option to purchase 26A Ayer Rajah Crescent by Equinix Singapore¹
- Seven-storey data centre developed by MIT for Equinix in Jan 2015
- 30-year land lease commenced on 22 May 2013
- Contributed about 2.0% to MIT's portfolio gross revenue in FY20/21
- Sale Price is in line with valuation of S\$125.0 million²
- Net divestment gains of S\$15.7 million will be distributed over eight quarters from 2QFY21/22

¹ Refers to the exercise of option to purchase 26A Ayer Rajah Crescent within the Lease Agreement between MIT and Equinix dated 1 Mar 2015. 26A Ayer Rajah Crescent is the only property in MIT's portfolio with such option to purchase being granted to the tenant.

² Based on the annual valuation as at 31 Mar 2020 being the FY19/20 year-end valuation prior to the sale and purchase agreement entered into on 14 Aug 2020.

FY20/21 Sustainability Progress



Environmental

Social

Governance



First foray into **renewable energy** at two MIT's properties with generating capacity of **848.8 kWp**



S\$12.7 million rental reliefs in FY20/21



Inaugural submission to GRESB Real Estate
Assessment 2021



Secured inaugural **\$\$300.0 million** sustainability-linked facility



Donated **over 2 million** disposable medical masks





11.5% reduction in average building electricity intensity from FY19/20



65% of employees received trainings relating to ESG topics







16.3% reduction in average building water intensity from FY19/20



'Pack a Bag' CSR initiative raised **\$\$7,350** for 71 beneficiaries



Please refer to Sustainability Report 2020/2021 for details on MIT's sustainability performance.



Statement of Profit or Loss (Year-on-Year)



	1QFY21/22 (S\$'000)	1QFY20/21 (S\$'000)	↑/(↓)
Gross revenue	128,059	99,106	29.2%
Property operating expenses	(23,340)	(20,454)	14.1%
Net property income	104,719	78,652	33.1%
Borrowing costs	(15,238)	(10,568)	44.2%
Trust expenses	(12,436)	(9,337)	33.2%
Share of joint ventures' results ¹	8,980	13,748	(34.7%)
Profit before income tax	86,025	72,495	18.7%
Income tax expense	(1,414)	-	*
Profit for the period	84,611	72,495	16.7%
Profit attributable to perpetual securities holders	1,295	-	*
Profit attributable to Unitholders	83,316	72,495	14.9%
Net non-tax deductible items	(7,248)	(11,384)	(36.3%)
Distributions declared by joint ventures	6,628	9,447	(29.8%)
Amount available for distribution to Unitholders	82,696	70,558	17.2%
Distribution per Unit (cents)	3.35	2.87 ²	16.7%

^{*} Not meaningful

Share of joint ventures' results relates to MIT's equity interest in the joint ventures with MIPL. The results of the joint ventures were equity accounted at the Group level. With effect from 1 Sep 2020, upon completion of the acquisition of the remaining 60% interest, financial results of the 14 data centres in the United States of America previously held under Mapletree Redwood Data Centre Trust had been consolidated.

² Excludes tax-exempt income withheld amounting to S\$7.1 million.

Statement of Profit or Loss (Qtr-on-Qtr)



	1QFY21/22 (S\$'000)	4QFY20/21 (S\$'000)	↑/(↓)
Gross revenue	128,059	121,062	5.8%
Property operating expenses	(23,340)	(29,254)	(20.2%)
Net property income	104,719	91,808	14.1%
Borrowing costs	(15,238)	(14,797)	3.0%
Trust expenses	(12,436)	(12,237)	1.6%
Net fair value loss on investment properties and investment property under development	-	(87,083)	*
Share of joint venture's results ¹	8,980	9,204	(2.4%)
Profit /(loss) before income tax	86,025	(13,105)	*
Income tax expense	(1,414)	(32,697)	(95.7%)
Profit /(loss) for the period	84,611	(45,802)	*
Profit attributable to perpetual securities holders	1,295	-	*
Profit/(loss) attributable to Unitholders	83,316	(45,802)	*
Net non-tax deductible items	(7,248)	110,426	*
Distribution declared by joint venture	6,628	6,124	8.2%
Amount available for distribution to Unitholders	82,696	70,748	16.9%
Distribution per Unit (cents)	3.35	3.30 ²	1.5%

^{*} Not meaningful

Share of joint venture's results relates to MIT's equity interest in the joint venture with MIPL. The results of the joint venture was equity accounted at the Group level.

lncludes tax-exempt income amounting to S\$7.1 million, which was previously withheld in 1QFY20/21 and subsequently distributed in 4QFY20/21.

Statement of Financial Position



	30 Jun 2021	31 Mar 2021	↑/(↓)
Total assets (S\$'000)	6,990,532	6,391,619	9.4%
Total liabilities (S\$'000)	2,040,045	2,496,619	(18.3%)
Net assets attributable to Unitholders (S\$'000)	4,651,040	3,895,000	19.4%
Net asset value per Unit (S\$)¹	1.75	1.66	5.4%

¹ Net tangible asset per Unit was the same as net asset value per Unit as there were no intangible assets as at reporting dates.

Strong Balance Sheet



	30 Jun 2021	31 Mar 2021
Total debt (MIT Group)	S\$1,787.2 million	S\$2,245.2 million
Weighted average tenor of debt	2.8 years	3.6 years
Aggregate leverage ratio ¹	31.0%	40.3%

Strong balance sheet to pursue growth opportunities

- 'BBB+' rating with Stable Outlook by Fitch Ratings
- 100% of loans unsecured with minimal covenants
- Raised S\$300 million from issuance of perpetual securities and about S\$823.3 million from equity fund raising exercise
- US Portfolio Acquisition funded by debt and proceeds from equity fund raising exercise in Jun 2021

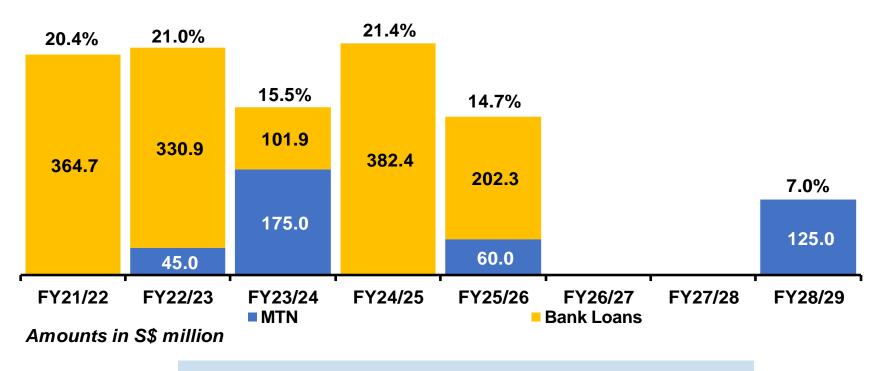
In accordance with Property Funds Guidelines, the aggregate leverage ratio includes proportionate share of aggregate leverage as well as deposited property values of joint venture. As at 30 Jun 2021, aggregate leverage including MIT's proportionate share of joint venture is \$\$2,334.0 million.

Well Diversified Debt Maturity Profile



DEBT MATURITY PROFILE

As at 30 June 2021



Weighted Average Tenor of Debt = 2.8 years

Risk Management



	30 Jun 2021	31 Mar 2021
Fixed as a % of total debt	95.8%	76.8%
Weighted average hedge tenor	2.8 years	3.0 years
Weighted average all-in funding cost for the quarter	2.7%	2.8%
Interest coverage ratio ("ICR") for the quarter	6.8 times	6.0 times
ICR for the trailing 12 months ¹	6.3 times	6.4 times
Adjusted ICR for the trailing 12 months ¹	6.1 times	6.4 times

High ratio of fixed rate debt to total debt due to repayment of unhedged debt

Calculated in accordance with Property Funds Guidelines dated 16 Apr 2020



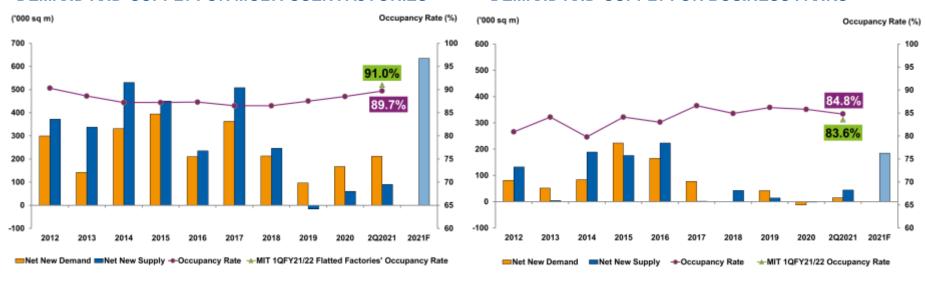
Data Centres, 7337 Trade Street, San Diego OUTLOOK AND STRATEGY

Singapore Industrial Property Market





DEMAND AND SUPPLY FOR BUSINESS PARKS



- Total stock for factory and business park space: 39.2 million sq m
- ➤ Potential net new supply of 1.8 million sq m in 2021¹, of which
 - Multi-user factory space accounts for 0.6 million sq m
 - Business park space accounts for 0.2 million sq m
 - Moderation in quantum of industrial land released through Industrial Government Land Sales Programme since 2013
- Median rents for industrial real estate for 2Q2021¹
 - Multi-user Factory Space: S\$1.77 psf/mth (1.7% q-o-q)
 - Business Park Space: S\$4.20 psf/mth (0.0% q-o-q)

Outlook



<u>Singapore</u>

- ➤ Challenging operating environment in view of uncertainty over trajectory of economic recovery from COVID-19 pandemic
 - Singapore economy expanded by 14.7% y-o-y in the quarter ended 30 Jun 2021, faster than the 1.5% growth in the preceding quarter¹
 - While business sentiments have remained expansionary for the second consecutive quarter in 3Q2021, the changes were limited to the financial services, manufacturing and services sectors²

Impact on Singapore Portfolio

 As at 30 Jun 2021, rental arrears of more than one month was about 1.1% of previous 12 months' gross revenue. This was an improvement from 1.2% as at 31 Mar 2021

¹ Source: Ministry of Trade and Industry, 11 Aug 2021.

² Source: Singapore Commercial Credit Bureau, 3Q2021.

Outlook



North America

Resilient asset class with growth opportunities

- According to 451 Research³, North America is the world's second largest data centre region, which accounted for about 30.5% of the global insourced and outsourced data centre space (by net operational sq ft)
- Leased data centre supply (by net operational sq ft) and demand (by net utilised sq ft) are expected to grow at a compound annual growth rate of 7% and 8% respectively between 2019 and 2025F
- The pandemic has boosted data centre demand in the short and, potentially, long term.
 451 Research also expected more demand for edge infrastructure and sustainable data centres as environmental concerns become more important to local governments and end users

Source: North American Data Centre Market Overview, 451 Research/S&P Global Market Intelligence, 2021.

Diversified and Resilient



Stable and Resilient Portfolio

- Anchored by large and diversified tenant base with low dependence on any single tenant or trade sector
- Focus on tenant retention to maintain a stable portfolio occupancy

Enhanced Financial Flexibility

- ▼ More than S\$900 million of committed facilities available
- Healthy interest coverage ratio of 6.1 times¹

Growth by Acquisitions and Developments

- Completed US\$1.32 billion acquisition of 29 data centres located in the United States
- Redevelopment at 161, 163 & 165 Kallang Way to be slated for full completion in 1H2023

¹ Refers to adjusted interest coverage ratio for the trailing 12 months.



End of Presentation

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





