

# PERFORMANCE HIGHLIGHTS

Mapletree successfully achieved the targets set in the second Five-Year Plan in the financial year ended 31 March 2019 (FY18/19). The record profitability was underpinned by growth in asset performance, fee businesses, new acquisitions and completed development projects. The Group continued to expand beyond Asia into new markets in Australia, Europe and the United States five years ago.

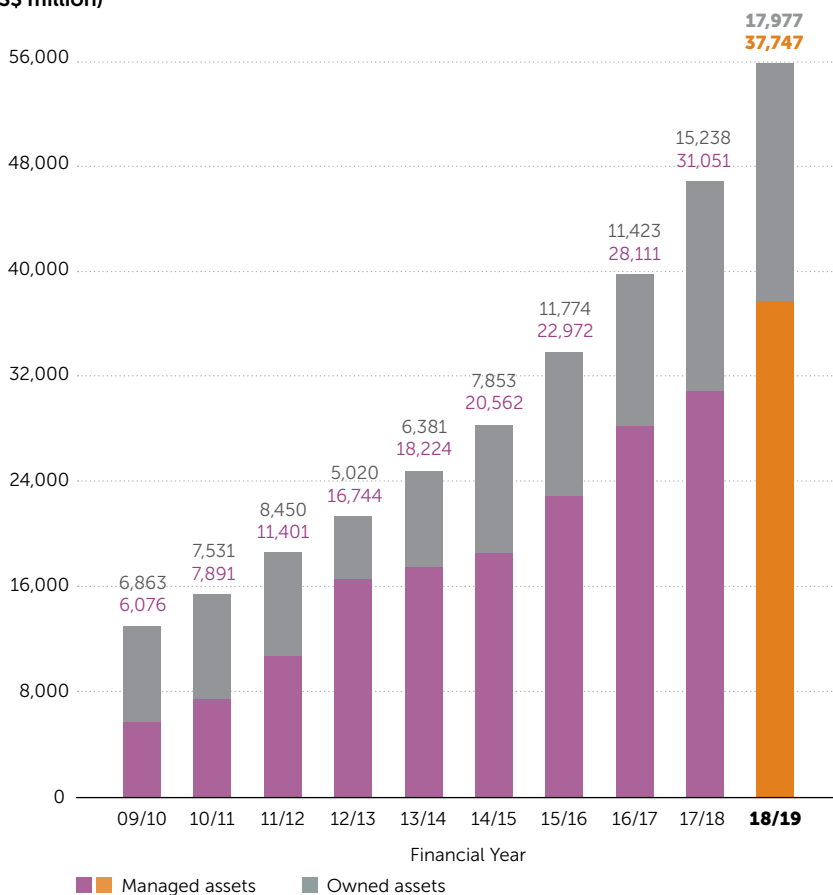
In five years, Mapletree's assets under management (AUM) more than doubled to S\$55.7 billion, with 67.7% being third-party AUM. The Group's earnings base also expanded to include a higher record of S\$2,212 million in EBIT + SOA<sup>1</sup>, and fee income<sup>2</sup> of S\$450.7 million. Mapletree also delivered five-year average return on invested equity (ROIE)<sup>3</sup> of 11.0% and NAV CAGR<sup>4</sup> of 13.1%. Overall, revenue increased to S\$3,948.1 million with profit after tax and minority interest (PATMI)<sup>5</sup> hitting a strong record of S\$2,161.1 million.

## TOTAL ASSETS UNDER MANAGEMENT (AUM) (FY18/19)

# \$55.7 BILLION

### AUM

(S\$ million)

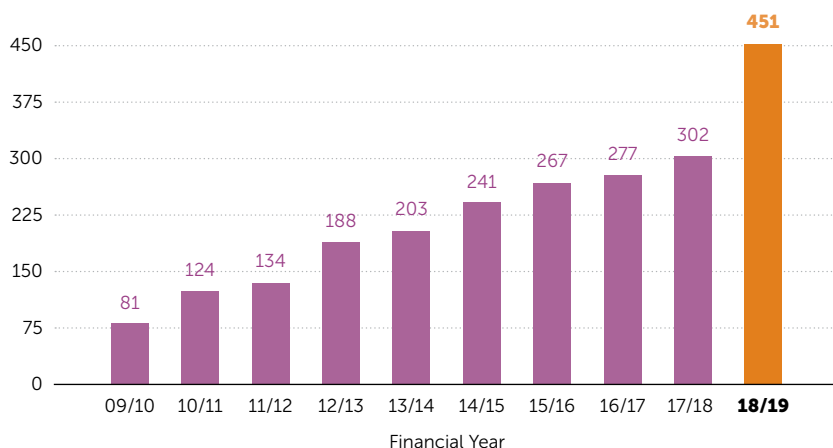


**PATMI<sup>5</sup>**  
(FY18/19)

**\$2,161.1**  
**MILLION**

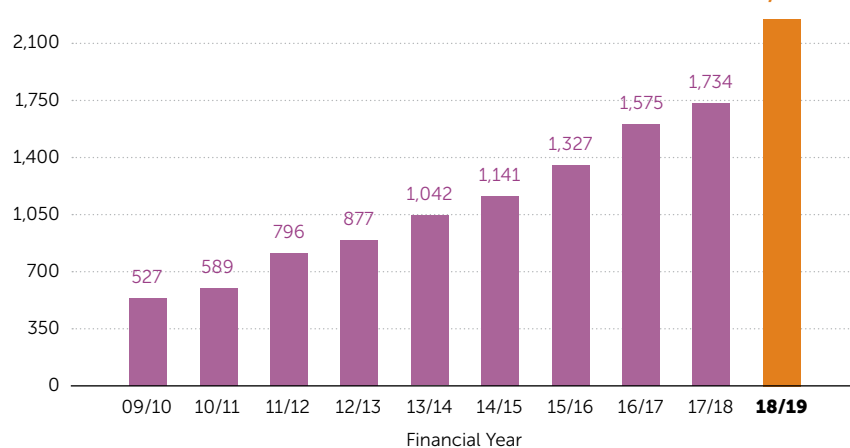
**FEE INCOME<sup>2</sup>**

(\$ million)



**EBIT + SOA<sup>1</sup>**

(\$ million)



**Average Five-Year ROIE<sup>3</sup>**  
(From FY14/15 - FY18/19)

**11.0%**

**Average 10-Year ROIE<sup>3</sup>**  
(From FY09/10 - FY18/19)

**12.5%**

**Five-Year NAV CAGR<sup>4</sup>**  
(From FY14/15 - FY18/19)

**13.1%**

**10-Year NAV CAGR<sup>6</sup>**  
(From FY09/10 - FY18/19)

**12.2%**

- 1 Earnings before interest and tax (EBIT) plus share of operating profit or loss of associated companies and joint ventures (SOA), excluding revaluation gains or losses, divestment gains or losses, foreign exchange and derivatives gains or losses.
- 2 Includes REIT management fees.
- 3 ROIE is computed based on Operational PATMI (less profit attributable to perpetual securities) over the Group's equity from shareholder adjusted for unrealised revaluation gains or losses and such other non-cash flow and non-operating items including mark-to-market fair value adjustments and negative goodwill.
- 4 NAV CAGR is adjusted for dividends distributed to shareholder and calculated excluding non-controlling interests and perpetual securities and with NAV as at 31 March 2014 as starting base.
- 5 PATMI denotes net profit after tax and non-controlling interests attributable to Perpetual Securities Holders and Equity Holder of the Company.
- 6 NAV CAGR is adjusted for dividends distributed to shareholder and calculated excluding non-controlling interests and perpetual securities and with NAV as at 31 March 2009 as starting base.