

INVESTMENT ACTIVITIES & FUND MANAGEMENT

Mapletree's capital management business focuses on the management of public-listed real estate investment trusts (REITs) and private real estate funds. Through a wide array of investment platforms, the Group offers real estate investment opportunities across diversified asset classes to meet different needs and risk profiles of both institutional and retail investors.

Mapletree has built up a wealth of experience in the real estate capital management market. The Group is currently managing or has managed 14 capital management vehicles on behalf of many of the world's top institutional investors including sovereign wealth funds, pension funds, insurance companies and private investors. Our real estate portfolio offers investors exposure to both diversified and sector-focused portfolios across the public and private real estate markets.

The Group has built a strong reputation as an industry leader in the Singapore REIT market and private fund management business with origination, structuring and fundraising capabilities. Currently, Mapletree manages four Singapore-listed REITs and six private funds with combined funds under management

of over S\$21 billion. In the last decade, Mapletree has grown its third-party assets under management (AUM) by more than six times.

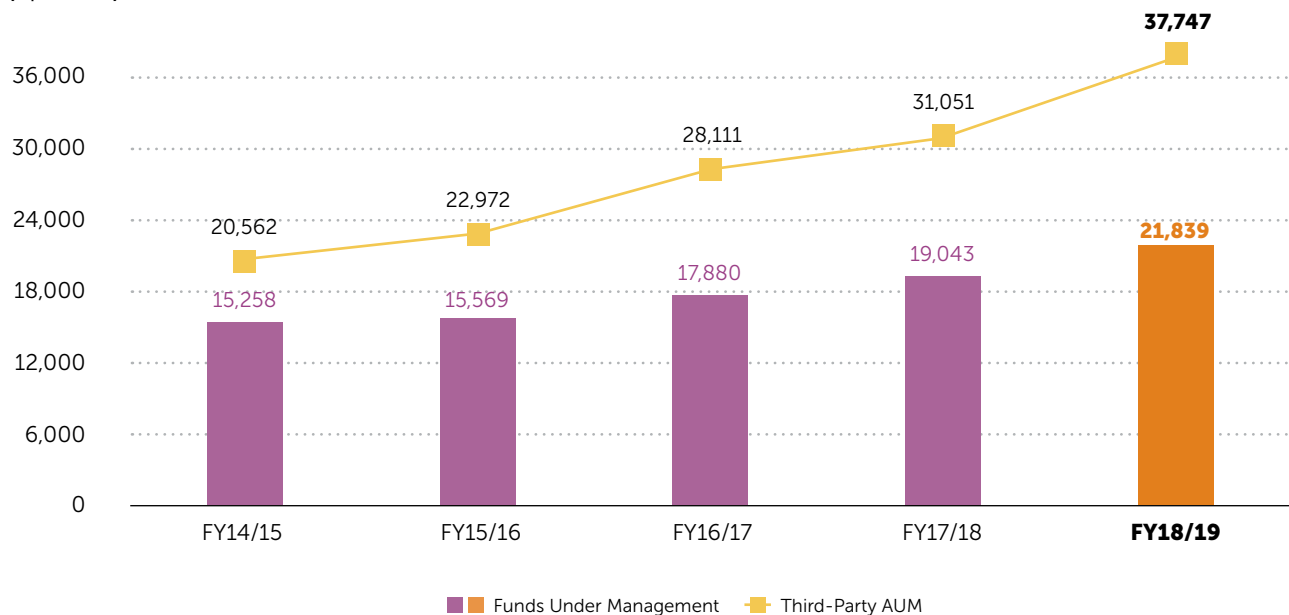
As at 31 March 2019, Mapletree's AUM stood at S\$55.7 billion, of which 67.7% was managed assets. In line with our business objective to deliver consistent and high returns, Mapletree constantly seeks opportunities to launch new capital management platforms and focuses on building lasting relationships with its capital partners by leveraging its strong pipeline and performance of real estate assets.

ACHIEVING SUCCESSFUL EXIT – MJOF

MJOF was launched in 2014 at a fund size of JPY65 billion (~S\$791.3 million) with the objective of

FIVE-YEAR GROWTH IN THIRD-PARTY AUM & FUNDS UNDER MANAGEMENT

(S\$ million)



Successfully Syndicated a New Fund – Mapletree US & EU Logistics Private Trust (MUSEL)

Following the successful launch of Mapletree Global Student Accommodation Private Trust (MGSA) in 2017, the Group continued to expand its range of private funds in FY18/19 and syndicated a logistics private trust in the United States (US) and Europe, MUSEL, with US\$1.8 billion (~S\$2.44 billion) in equity. Despite the competitive fundraising environment, the private trust attracted strong investor support from a diversified group of investors that include sovereign wealth funds, insurance companies, financial institutions and family offices. MUSEL aims to deliver strong and sustainable income yield with an attractive total return by investing in high quality logistic assets in the US and Europe. MUSEL is invested in a portfolio of 262 logistics properties with an aggregate leasable area of approximately 5.2 million square metres (sqm) located across 26 states in the US and 20 European cities across seven European countries.

In addition to MUSEL, Mapletree manages five other funds – a Japan-focused logistics development fund, MJLD, Mapletree China Opportunity Fund II (MCOF II), Mapletree India China Fund (MIC Fund), MGSA and CIMB-Mapletree Real Estate Fund 1 (CMREF1).

investing in predominantly income-generating office spaces in Japan. With the end of its investment period in 2017, MJOF explored various divestment options to maximise value for its investors. In May 2018, MJOF divested six office assets to Mapletree North Asia Commercial Trust (MNACT)¹ for JPY63,304 million (~S\$770.6 million). Three of the four remaining office assets were subsequently divested to domestic parties in October 2018 and the last asset, together with its underlying holding structure, was divested in March 2019. With the full realisation of the fund, MJOF achieved a 1.88 times multiple and net internal rate of return (IRR) of 27.1%², attesting to the Group's ability to deliver high returns to its investors.

DELIVERING STABLE RETURNS BACKED BY A STRONG SPONSOR

Mapletree continues to syndicate new private funds to meet investors' needs, as well as deliver strong and sustainable returns to investors via its listed platforms. Strengthening the Group's capital management capability is an important strategy to achieve its optimal capital structure. The Group's four REITs have performed well, having reported credible earnings and consistently

delivered solid returns to its investors since their respective initial public offerings. This demonstrates the high quality of Mapletree's REITs and their portfolios, as well as Mapletree as a committed and strong Sponsor.

The Group's four Singapore-listed REITs, namely Mapletree Logistics Trust, Mapletree Industrial Trust, Mapletree Commercial Trust and MNACT, performed strongly, achieving an annual distribution yield per unit of between 4.8% and 5.8% in FY18/19.

BROADENING OUR GLOBAL PRESENCE

During the year, Mapletree continued to expand globally in terms of its investment footprint and client coverage. The Group continued to broaden its presence by successfully making acquisitions in the US, Europe, India and Vietnam.

In Vietnam, the Group opened its first serviced apartment development, Oakwood Residence Saigon, and unveiled the design of its new Grade A office twin towers, V Plaza, in March 2019. V Plaza is expected to be completed in 2023 as the largest office complex in District 7 of Ho Chi Minh City.

To date, Mapletree owns and manages more than US\$1.09 billion (~S\$1.5 billion) of assets in Vietnam.

In November 2018, the Group expanded its portfolio in India when it acquired SP Infocity Park and renamed it as Global Infocity Park Chennai.

The Group is constantly looking out for opportunities to further extend its reach beyond Asia. In October 2018, the Group acquired a 1.53 million sqm logistics portfolio for US\$1.1 billion (~S\$1.49 billion) across both the US and Europe. The acquisition of this portfolio further marked the Group's deeper penetration into the US and European markets following earlier acquisitions in the lodging sector, commercial properties as well as data centres across these two regions.

Mapletree has become a global real estate entity. The Group endeavours to align the development of current and new products with its investors' evolving investment requirements. Mapletree will continue to grow its capital management business by bringing new private funds and REITs to market.

INVESTMENT ACTIVITIES & FUND MANAGEMENT

Name of Fund/ REIT	Brief Description	Launch/ Listing Date	Investment Universe	Investment Focus	Fund Life (Years)	Fund Size/ NAV ³
Private Funds – Existing						
Mapletree US & EU Logistics Private Trust (MUSEL)	Established with the objective to invest in high quality and strategically located logistics assets in the US and Europe.	2019	The US and Europe	Logistics	7	US\$1.8 billion (~S\$2.44 billion)
Mapletree Global Student Accommodation Private Trust (MGSA)	Established with the objective to invest in an attractive and resilient income-producing student accommodation portfolio in the UK and the US.	2017	The UK and the US	Student Accommodation	5	US\$535 million (~S\$725.5 million)
MJLD	Established with the objective of generating attractive total returns by investing in logistics development assets in Japan.	2014	Japan	Logistics	5	JPY51 billion (~S\$620.8 million)
Mapletree China Opportunity Fund II (MCOF II)	Established with the objective of maximising total returns by investing in a portfolio of development projects and projects with value enhancement potential located in Tier 1 and Tier 2 cities in China.	2013	China	Commercial, Industrial, Residential and Mixed-Use	9	US\$1,400 million (~S\$1,898.5 million)
Mapletree India China Fund (MIC Fund)	Established with the objective of maximising total returns by acquiring, developing and realising real estate projects in China and India.	2008	China and India	Commercial and Mixed-Use	11	US\$1,158 million (~S\$1,570.4 million)
CIMB-Mapletree Real Estate Fund 1 (CMREF1)	Established to make direct investments in development and/or investment assets, real estate investment products and listed real estate securities in Malaysia.	2005	Malaysia	Commercial and Residential	14	MYR402 million (~S\$133.5 million)
Private Funds – Fully realised						
MJOF	Established with the objective of generating a stable and recurring income yield with an attractive total return, by investing predominantly in income-generating office spaces located primarily on or around the fringe of Tokyo CBD and within the Greater Tokyo area. Fully realised and achieved 1.88x multiple and net IRR of 27.1% ² .	2014	Japan	Office Space	Realised	JPY65 billion (~S\$791.3 million)

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Private Funds – Fully realised						
Mapletree Industrial Fund (MIF)	Established with the objective of investing in industrial properties in Asia for yield and appreciation. Fully realised and achieved 1.5x multiple and net IRR ⁴ of 15.1%.	2006	Pan Asia	Industrial	Realised	US\$299 million (~S\$405.5 million)
Mapletree Industrial Trust – Private (MITP)	Held S\$1.71 billion of industrial assets acquired from JTC in 2008. Fully realised and achieved 1.5x multiple and net IRR ⁴ of 19.1%.	2008	Singapore	Industrial	Realised	S\$708 million
Mapletree Real Estate Mezzanine Fund (MREM)	Focused on originating and executing real estate mezzanine loans in Asia. Fully realised in FY07/08 and achieved 1.2x multiple and net IRR ⁴ of 25.3%.	2005	Pan Asia	All	Realised	S\$90 million
Public Listed – REITs						
Mapletree North Asia Commercial Trust (MNACT)	REIT investing in a diversified portfolio of income-producing commercial real estate in Greater China ⁵ and Japan.	2013	Greater China and Japan	Commercial	–	S\$4,585 million
Mapletree Commercial Trust (MCT)	REIT investing on a long-term basis in a diversified portfolio of office and retail properties in Singapore.	2011	Singapore	Commercial	–	S\$4,616 million
Mapletree Industrial Trust (MIT)	REIT investing in a diversified portfolio of income-producing properties used for industrial purposes in Singapore and the US.	2010	Singapore	Industrial	–	S\$3,048 million
Mapletree Logistics Trust (MLT)	First Asia-focused logistics REIT in Singapore, with the principal strategy of investing in a diversified portfolio of income-producing logistics real estate and real estate related assets in Asia-Pacific.	2005	Pan Asia	Logistics	–	S\$4,232 million

1 Formerly known as Mapletree Greater China Commercial Trust (MGCCT). Please refer to MNACT's SGX-ST Announcement dated 25 May 2018 titled "Change of Name of Mapletree Greater China Commercial Trust and the Manager".

2 After expenses, taxes and base fee but before carried interest. Returns subject to post-closing reconciliation adjustments in July 2019.

3 Total fund size for private funds; NAV attributable to unitholders for listed REITs as at 31 March 2019.

4 After expenses, taxes and base fee but before carried interest.

5 MNACT's Greater China investment mandate includes Hong Kong SAR, Tier 1 cities in China (Beijing, Guangzhou and Shenzhen) and key Tier 2 cities in China (Chengdu, Chongqing, Foshan, Hangzhou, Nanjing, Suzhou, Tianjin, Wuhan and Xi'an). MNACT's overall investment mandate has been expanded to include Japan with effect from February 2018.