

INVESTOR RELATIONS

The Manager proactively maintains timely, fair and effective communications with its stakeholders.

ACTIVE ENGAGEMENT WITH STAKEHOLDERS

Despite continuing restrictions on physical meetings posed by the COVID-19 pandemic, the Manager remained proactive in its engagements with the investment community through virtual meetings and conferences as well as webinars. The Manager participated in 16 investor conferences and investor events in FY21/22. Such engagements allowed Management to update the investment community about MIT's strategy and developments and seek their feedback.

MIT's 11th Annual General Meeting was held virtually as Unitholders were not allowed to attend in person due to the COVID-19 restriction orders in Singapore. Unitholders were invited to submit questions and appoint the Chairman as proxy to exercise their voting rights in advance of the meeting. The Manager's responses to all substantial and relevant questions as well as the minutes of the meeting were published through SGXNET and MIT's website.

The Manager holds quarterly analyst teleconferences on MIT's financial results. The investment community can participate and raise online queries through the "live" audio webcasts of MIT's half-year and full-year financial results. These recordings are available for download on MIT's website.

BROADENING OF INVESTOR BASE

For key developments such as the inaugural issuance of perpetual securities and the US Portfolio Acquisition, the Manager actively engaged the investment community through analyst and investor teleconferences as well as virtual investor conferences.

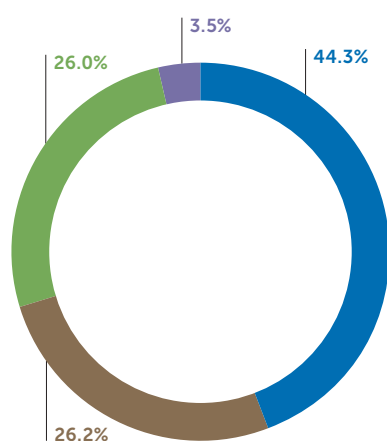
The perpetual securities was oversubscribed, with price tightening to 3.15% from the initial guidance of 3.375%. The successful completion of S\$823.3 million equity fund raising exercise, comprising a private placement and a preferential offering, also underscored the strong support from a diverse base of investors for the US Portfolio Acquisition.

TIMELY AND TRANSPARENT DISCLOSURES

All announcements and press releases are issued promptly through SGXNET and MIT's website. Information including annual reports, investor presentations and portfolio information is updated regularly on MIT's website. Stakeholders can contact the Investor Relations Department via a dedicated email address and subscribe for email alerts to receive the latest updates on MIT. A dedicated email address is available for Substantial Unitholders to report promptly any change in their unitholdings in MIT.

UNITHOLDINGS BY INVESTOR TYPE

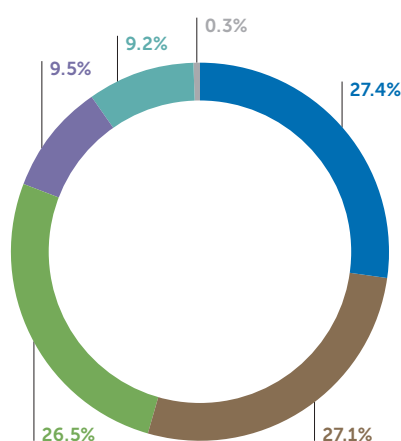
As at 31 March 2022



- Institutional Investors¹
- The Sponsor and Related Parties
- Retail Investors²
- Others³

UNITHOLDINGS OF INSTITUTIONAL INVESTORS BY GEOGRAPHY

As at 31 March 2022



- North America
- Asia (excluding Singapore)
- Singapore
- United Kingdom
- Europe (excluding United Kingdom)
- Rest of the World

¹ Institutional investors include private bank clients.

² Retail investors include investors whose unitholdings are less than 300,000 units.

³ Others include corporates and custodians.

INVESTOR RELATIONS

RESEARCH COVERAGE



16

equity research houses provide research coverage on MIT as at 31 March 2022.

1. Bank of America
2. CGS-CIMB Research
3. Citigroup Research
4. CLSA
5. Credit Suisse
6. Daiwa Capital Markets
7. DBS Bank
8. Goldman Sachs Global Investment Research
9. HSBC Global Research
10. J.P. Morgan Securities
11. Jefferies Singapore
12. Macquarie Capital Securities
13. Maybank Kim Eng Research
14. Morgan Stanley
15. UBS Securities
16. UOB Kay Hian

INVESTOR RELATIONS CALENDAR



**APR – JUN
2021**

Analyst Teleconference and "Live" Audio Webcast for 4Q and FY20/21 Results

Post 4Q and FY20/21 Results Investor Luncheon Hosted by Morgan Stanley, Singapore

Post 4Q and FY20/21 Results Investor Teleconference Hosted by DBS Bank

Mapletree Investor Day (Organised by Bank of Singapore)

Maybank-SGX-REITAS Conference



**JUL – SEP
2021**

Annual General Meeting 2020/2021, Singapore

Analyst Teleconference for 1QFY21/22 Results

Post 1QFY21/22 Results Investor Teleconference Hosted by DBS Bank

Mapletree REITs Day (Organised by DBS Bank)

Citi-REITAS-SGX C-Suite Singapore REITS & Sponsors Forum

CITIC CLSA Investor Forum 2021

Bank of America 2021 Global Real Estate Conference



**OCT – DEC
2021**

Analyst Teleconference and "Live" Audio Webcast for 2Q and 1HFY21/22 Results

Post 2Q and 1HFY21/22 Results Investor Teleconference Hosted by Goldman Sachs Global Investment Research

Morgan Stanley Twentieth Annual Asia Pacific Summit

UBS Global Real Estate CEO/CFO Conference 2021



**JAN – MAR
2022**

Analyst Teleconference for 3QFY21/22 Results

Post 3QFY21/22 Results Investor Teleconference Hosted by Bank of America

CITIC CLSA ASEAN Forum 2022

Citi Global Property CEO Conference 2022

Investor Roadshow (Organised by Daiwa Capital Markets)



FINANCIAL CALENDAR

	FY21/22	FY22/23 ¹
Announcement of First Quarter Financial Results	27 Jul 2021	Jul 2022
Payment of First Quarter Balance Distribution to Unitholders	3 Sep 2021 ²	Sep 2022
Announcement of Second Quarter Financial Results	26 Oct 2021	Oct 2022
Payment of Second Quarter Distribution to Unitholders	3 Dec 2021	Dec 2022
Announcement of Third Quarter Financial Results	25 Jan 2022	Jan 2023
Payment of Third Quarter Distribution to Unitholders	15 Mar 2022	Mar 2023
Announcement of Full Year Financial Results	26 Apr 2022	Apr 2023
Payment of Fourth Quarter Distribution to Unitholders	15 Jun 2022	Jun 2023

¹ Subject to changes.

² An advanced distribution of 2.21 Singapore cents per Unit for the period from 1 April 2021 to 31 May 2021 was paid to Unitholders on 28 June 2021. The balance DPU of 1.14 Singapore cents from 1 June 2021 to 30 June 2021 was paid to Unitholders on 3 September 2021.



To subscribe to the latest news on MIT, please visit www.mapletreeindustrialtrust.com.

For enquiries, please contact:

Investor Relations

Ms Melissa Tan

Director

Investor Relations

Mapletree Industrial Trust Management Ltd.

10 Pasir Panjang Road

#13-01 Mapletree Business City

Singapore 117438

T : (65) 6377 6113

E : ir_industrial@mapletree.com.sg

Substantial Unitholders Notification

E : _MIT_disclosure@mapletree.com.sg

Unit Registrar

Boardroom Corporate & Advisory Services Pte. Ltd.

1 Harbourfront Avenue

#14-07 Keppel Bay Tower

Singapore 098632

T : (65) 6536 5355

F : (65) 6438 8710

E : srs.teamd@boardroomlimited.com

Unitholder Depository

For depository-related matters such as change of details pertaining to Unitholders' investment records, please contact:

The Central Depository (Pte) Limited

9 North Buona Vista Drive

#01-19/20 The Metropolis

Singapore 138588

T : (65) 6535 7511

E : asksgx@sgx.com

W: www.sgx.com/cdp