

12th Annual General Meeting
19 July 2022

STRONGER



IMPORTANT NOTICE

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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.

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Nothing in this presentation should be construed as financial, investment, business, legal or tax advice and you should consult your own independent professional advisors.

AGENDA

- 1 Key Highlights – 1 April 2021 to 31 March 2022
- 2 Financial and Capital Management Review
- 3 Portfolio Highlights
- 4 Investment Update
- 5 Outlook



Key Highlights

1 April 2021 to 31 March 2022

2601 West Broadway Road, Tempe, Arizona

KEY HIGHLIGHTS

ACHIEVING STRONG FINANCIAL PERFORMANCE IN FY21/22

- Distributable income: S\$350.9 million (↑ **18.8%** year-on-year)
- DPU: 13.80 cents (↑ **10.0%** year-on-year)

GREATER FINANCIAL FLEXIBILITY

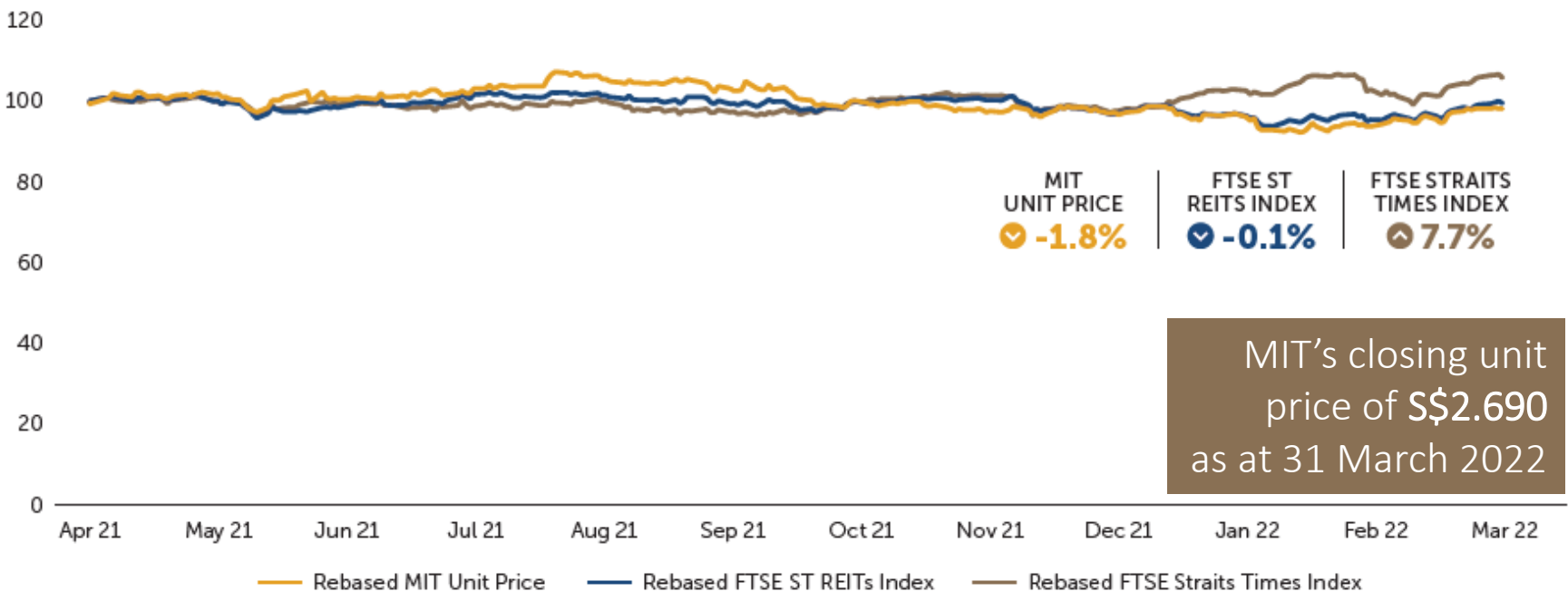
- Successfully completed **S\$512.9 million** private placement and **S\$310.4 million** preferential offering to partially fund the US\$1.32 billion portfolio acquisition of 29 data centres in the United States
- Issued inaugural **S\$300.0 million** perpetual securities
- Healthy distribution reinvestment plan take-up rate of **42.5%** for 3QFY21/22 Distribution
- Healthy aggregate leverage ratio of **38.4%**

PORTFOLIO UPDATE

- Acquired 29 data centres in the United States on 22 July 2021 (**US\$1.32 billion**)
- Average Overall Portfolio occupancy of **93.9%** (↑ from 92.6% in FY20/21)
- Healthy retention rate of **82.5%** for Singapore Portfolio (↑ from 78.9% in FY20/21)
- Completed the divestment of 19 Changi South Street 1 on 21 April 2022 (**S\$13.0 million**)

RETURNS IN FY21/22

COMPARATIVE TRADING PERFORMANCE IN FY21/22 ¹



MIT's Return on Investment	Capital Appreciation	Distribution Yield	Total Return
1 April 2021 to 31 March 2022	-1.8%	5.0%	3.2% ²

¹ Rebased closing unit prices as at 31 March 2021 to 100.

² Sum of distributions and capital appreciation for the period over the closing unit price on the last trading day prior to the commencement of the period.

ESG HIGHLIGHTS

ENVIRONMENTAL



Obtained **BCA Green Mark Gold^{Plus}** certification for The Synergy



Re-certified BCA Green Mark accreditations for 1 & 1A Depot Close, 30A Kallang Place and The Strategy



Included **long-term targets** for “Energy and Climate Change” material matter and **waste data** for Singapore properties



Disclosed **energy and water data** for selected North American data centres with operational control

SOCIAL



Supported HP Singapore (Private) Limited with its **tree planting initiative** at 1 & 1A Depot Close



Average training hours per employee increased to **43.3 hours** in FY21/22 from 29.8 hours in FY20/21



97% of employees received professional training relating to ESG topics



Employees donated **S\$12,000** to 230 beneficiaries from Beyond Social Services for ‘Pack a Bag’ CSR initiative

GOVERNANCE



Embarked on inaugural **climate risk assessment**



Introduced Board Diversity Policy – To achieve at least **25%** of female representation on the Board by 2025 and **30%** by 2030



Adopted **Task Force on Climate-Related Financial Disclosures (TCFD)** framework



Inaugural submission of **GRESB Real Estate Assessment**



Financial and
Capital Management Review

FY21/22 FINANCIAL RESULTS

	FY21/22 S\$'000	FY20/21 S\$'000	Change %
Gross revenue	610,063	447,203	36.4
Property operating expenses	138,082	96,212	43.5
Net property income	471,981	350,991	34.5
Cash distribution declared by joint ventures	27,122	36,172	(25.0)
Amount available for distribution	359,320	295,264	21.7
– to perpetual securities holders	8,414	-	*
– to Unitholders	350,906	295,264	18.8
Distribution per Unit (Singapore cents)	13.80	12.55	10.0

* Not meaningful

DISTRIBUTION PER UNIT INCREASED 10.0% YEAR-ON-YEAR

- Mainly due to contributions from the acquisition of 29 data centres in the United States, as well as the 14 data centres in the United States previously held under Mapletree Redwood Data Centre Trust and 8011 Villa Park Drive, Richmond, Virginia

NET ASSETS ATTRIBUTABLE TO UNITHOLDERS

As at 31 March

	2022 S\$'000	2021 S\$'000	Change %
Total assets	8,479,971	6,391,619	32.7
Total liabilities	3,201,113	2,496,619	28.2
Net assets attributable to Unitholders	4,977,056	3,895,000	27.8
Number of Units in issue ('000)	2,676,562	2,351,158	13.8
Net asset value per Unit (S\$)	1.86	1.66	12.0

TOTAL ASSETS INCREASED BY 32.7% YEAR-ON-YEAR

- Primarily due to the contribution from the 29 data centres in the United States and revaluation gains recognised on the Group's investment properties
- Net asset value per Unit increased by 12.0% year-on-year to S\$1.86 as at 31 March 2022

STRONG BALANCE SHEET

As at 31 March (in S\$ million unless otherwise stated)	2022	2021
Total borrowings outstanding	2,904.1	2,245.2
Weighted average tenor of debt	3.8 years	3.6 years
Average borrowing cost for the financial year	2.5%	2.8%
Interest coverage ratio for the financial year	6.4 times	6.4 times
Aggregate leverage ratio*	38.4%	40.3%
Bank facilities available for utilisation	1,202.6	1,026.3
MIT Issuer Default Rating by Fitch Ratings	BBB+ Stable	BBB+ Stable

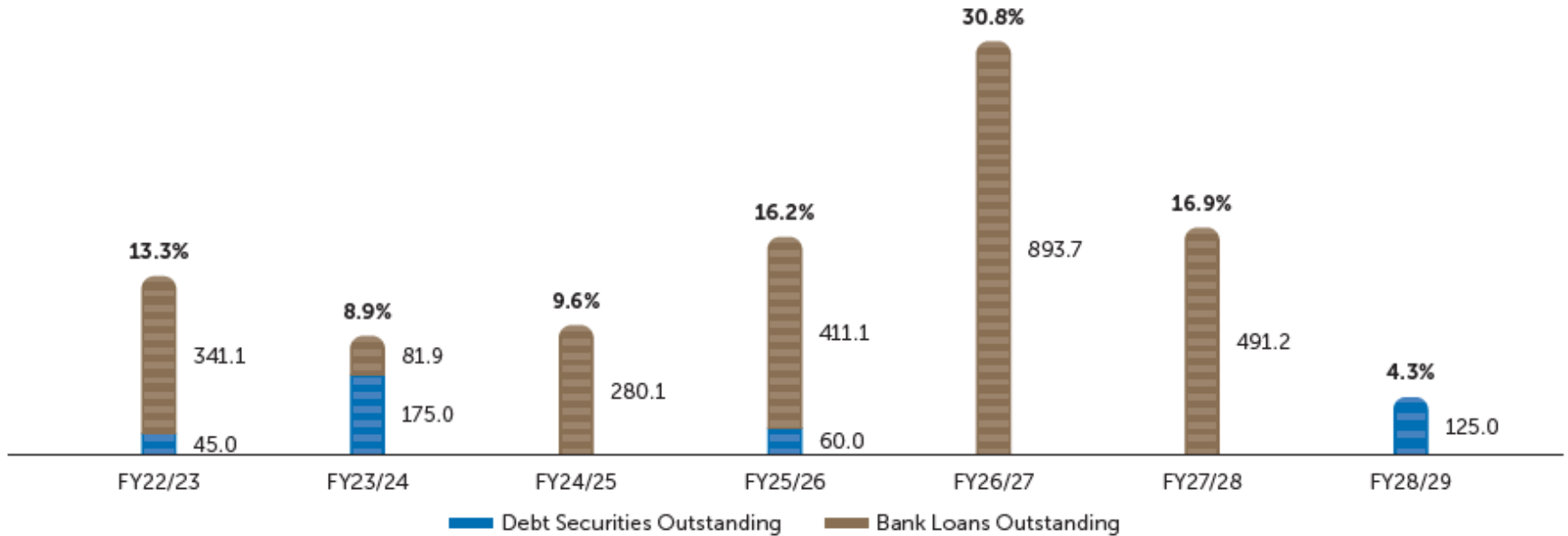
* The aggregate leverage ratio included the proportionate share of the aggregate leverage and deposited property value of joint venture. As at 31 March 2022, the aggregate leverage including such proportionate share was S\$3,467.2 million based on the exchange rate of US\$1 to S\$1.36444. The aggregate leverage including such proportionate share as at 31 March 2021 was S\$2,798.5 million based on the exchange rate of US\$1 to S\$1.34012.

DIVERSIFIED FUNDING SOURCES

- Issued inaugural **S\$300.0 million** of perpetual securities at 3.15%
- Successfully raised approximately **S\$512.9 million** and **S\$310.4 million** from the private placement and the preferential offering respectively
- Resumed distribution reinvestment plan for 3QFY21/22 Distribution
- Debt headroom of about **S\$592.0 million** for investment growth activities (assuming aggregate leverage ratio of 45%)

DEBT MATURITY PROFILE AS AT 31 MARCH 2022

Total Borrowings Outstanding
(S\$ million)

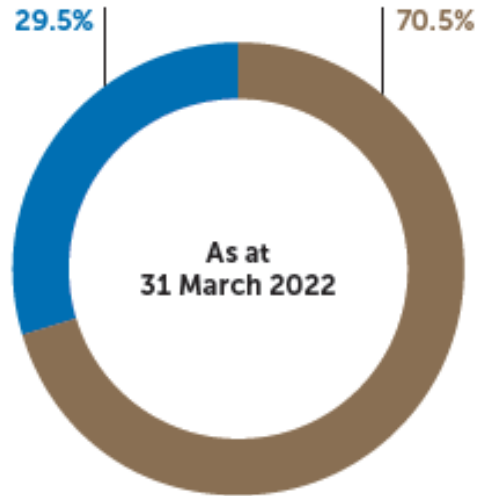


Weighted average tenor of debt at **3.8 years**



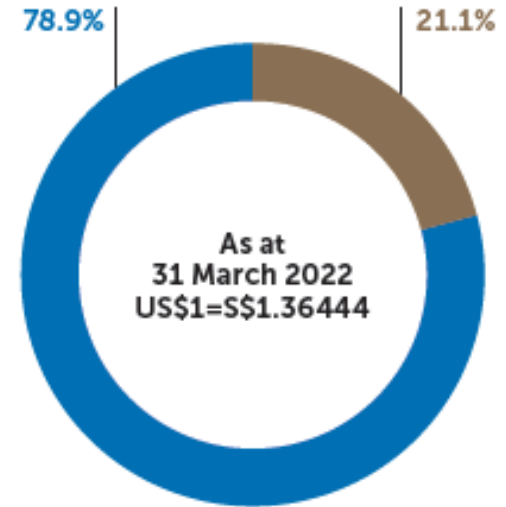
PRUDENT INTEREST & FOREX RATE RISK MANAGEMENT

INTEREST RATE HEDGING PROFILE



● Hedged Borrowings ● Unhedged Borrowings

DEBT CURRENCY PROFILE



● S\$ Borrowings ● US\$ Borrowings

- Based on unhedged borrowings as at 31 March 2022, the amount available for distribution or DPU would have been lower by about S\$3.5 million or 0.13 cent per annum respectively if interest rates increase by 50 basis points
- **60.1%** of MIT's FY21/22 US\$ net income stream was hedged into S\$



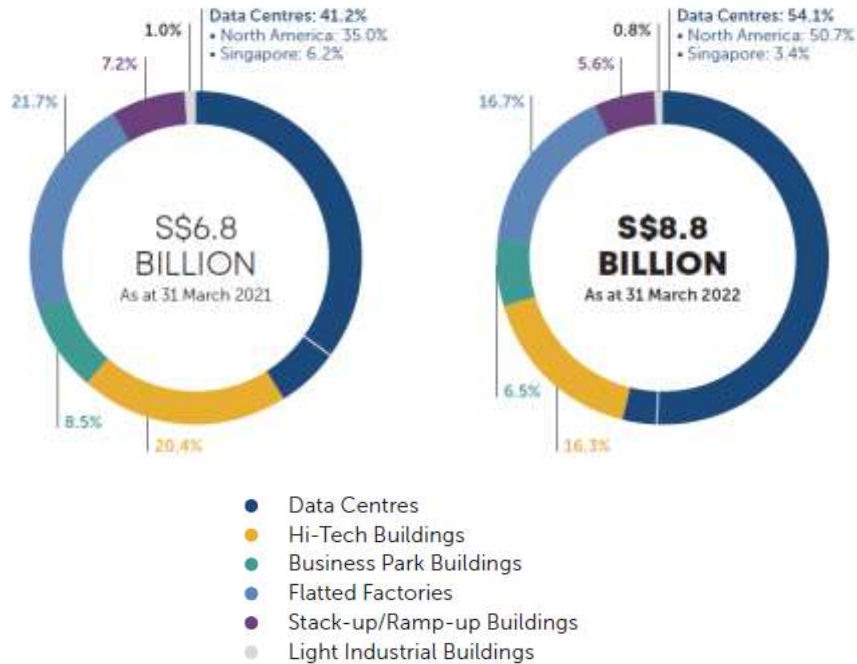
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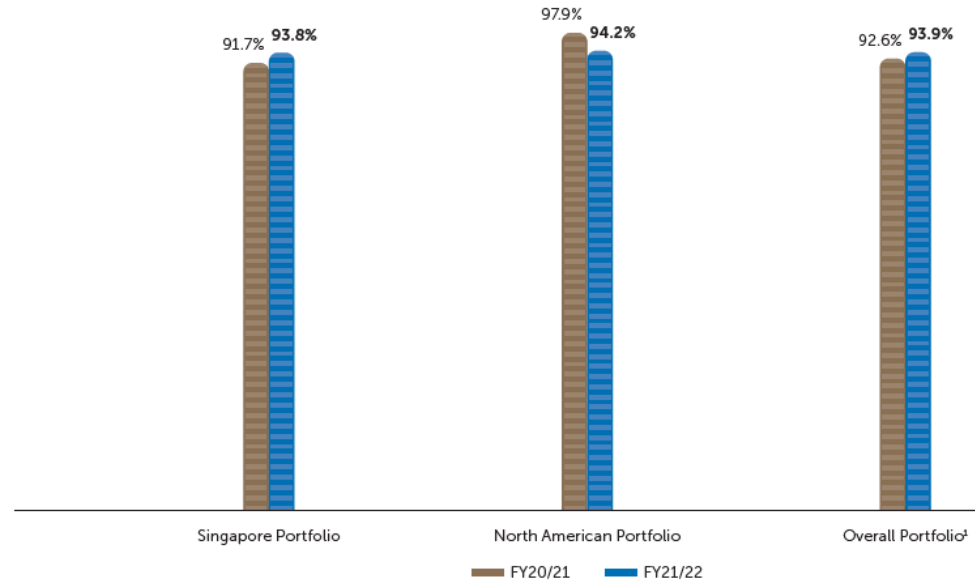
Portfolio Highlights

21745 Sir Timothy Drive (ACC9) Northern Virginia, Virginia

ASSETS UNDER MANAGEMENT¹



AVERAGE OCCUPANCY FOR THE FINANCIAL YEAR



	As at 31 March 2021	As at 31 March 2022
Number of properties	115 Properties 87 in Singapore 28 in North America	143 Properties 86 in Singapore 57 in North America
NLA (million sq ft)	21.3 ²	24.2²

¹ Includes MIT's proportionate interest in the joint ventures with the Sponsor and right-of-use assets.

² Excludes the parking decks (150 Carnegie Way and 171 Carnegie Way) at 180 Peachtree, Atlanta.



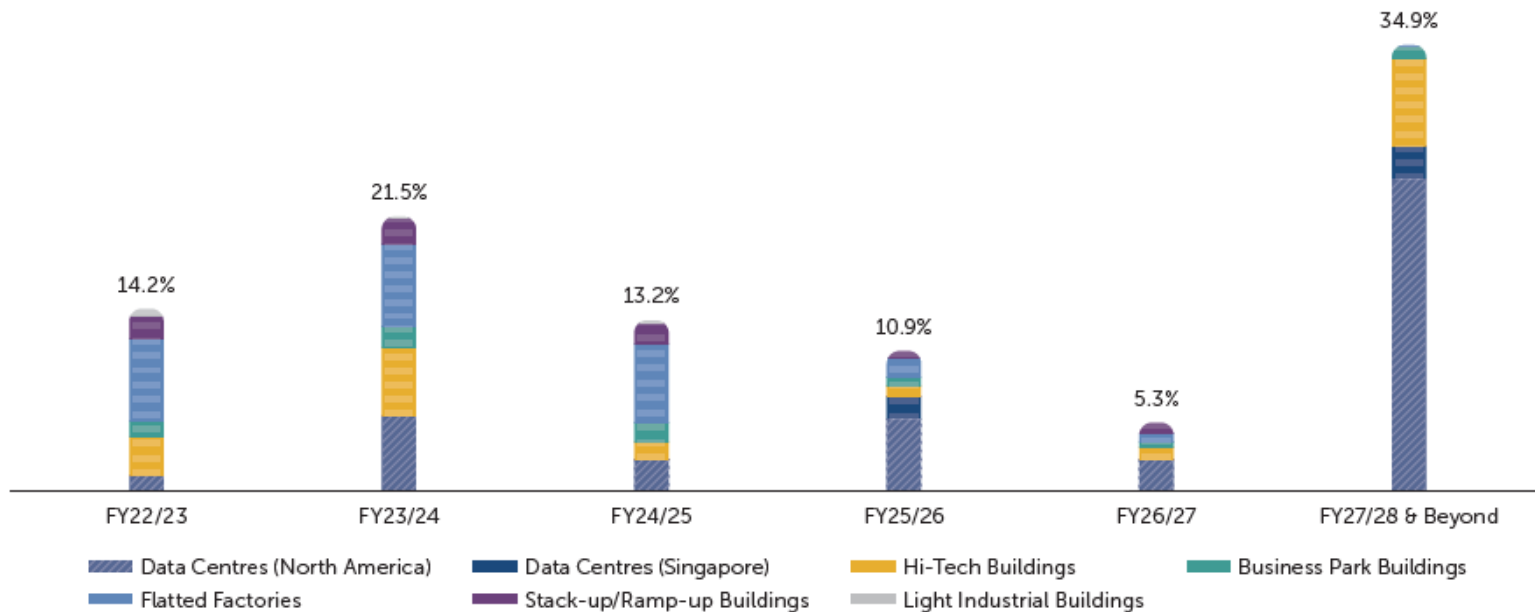
WELL-DISTRIBUTED LEASE EXPIRY PROFILE

WALE BASED ON DATE OF COMMENCEMENT OF LEASES
(By Gross Rental Income)

WALE (in years)	As at 31 March 2021	As at 31 March 2022
North American Portfolio	6.2	6.1
Singapore Portfolio	3.1	2.7
Overall Portfolio ¹	4.0	4.1

LEASE EXPIRY PROFILE (BY GROSS RENTAL INCOME)¹

As at 31 March 2022



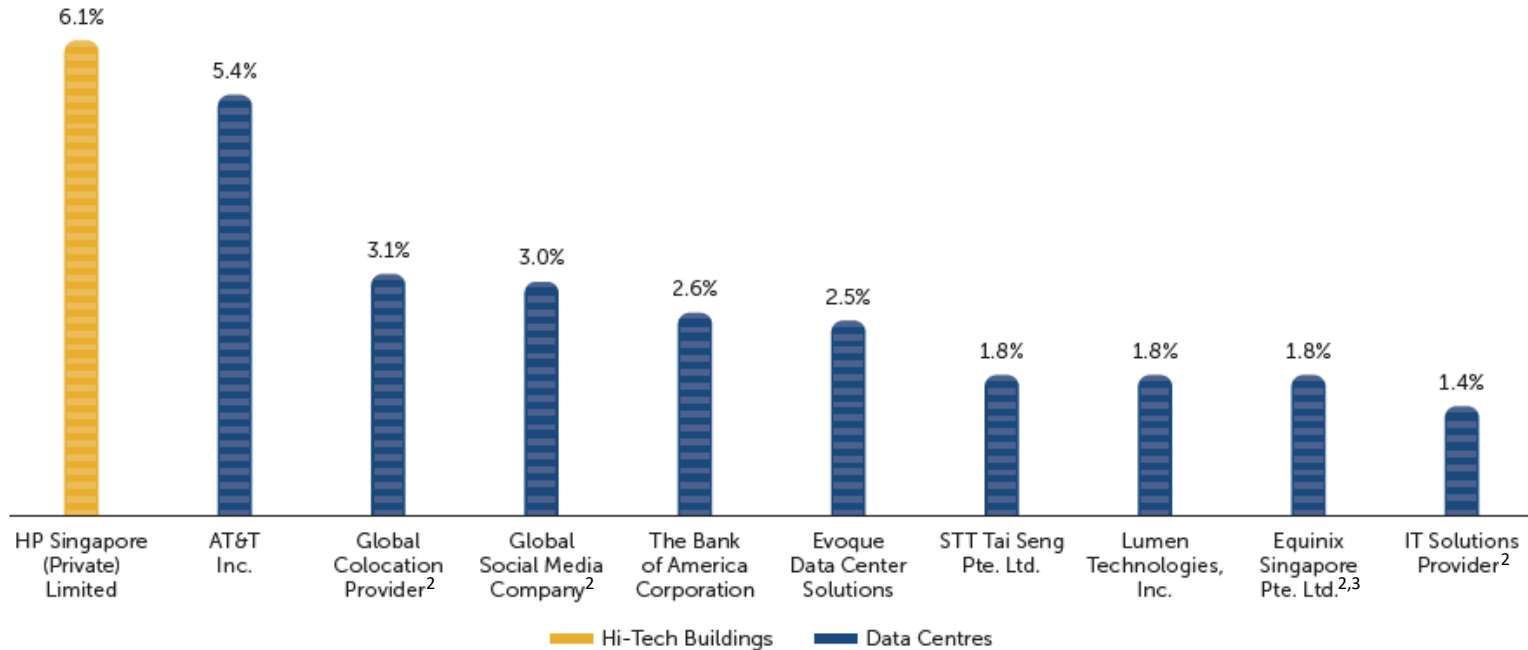
¹ Based on MIT's 50% interest of the joint venture with Mapletree Investments Pte Ltd ("MIPL") in three fully fitted hyperscale data centres and 10 powered shell data centres in North America through Mapletree Rosewood Data Centre Trust ("MRODCT").



LARGE AND WELL-DIVERSIFIED TENANT BASE

TOP 10 TENANTS (BY GROSS RENTAL INCOME)¹

As at 31 March 2022



- Large and well-diversified tenant base of **2,266 tenants** with 3,293 leases
- Top 10 tenants contributed about **29.5%** of the portfolio's monthly gross rental income as at 31 March 2022

¹ 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.

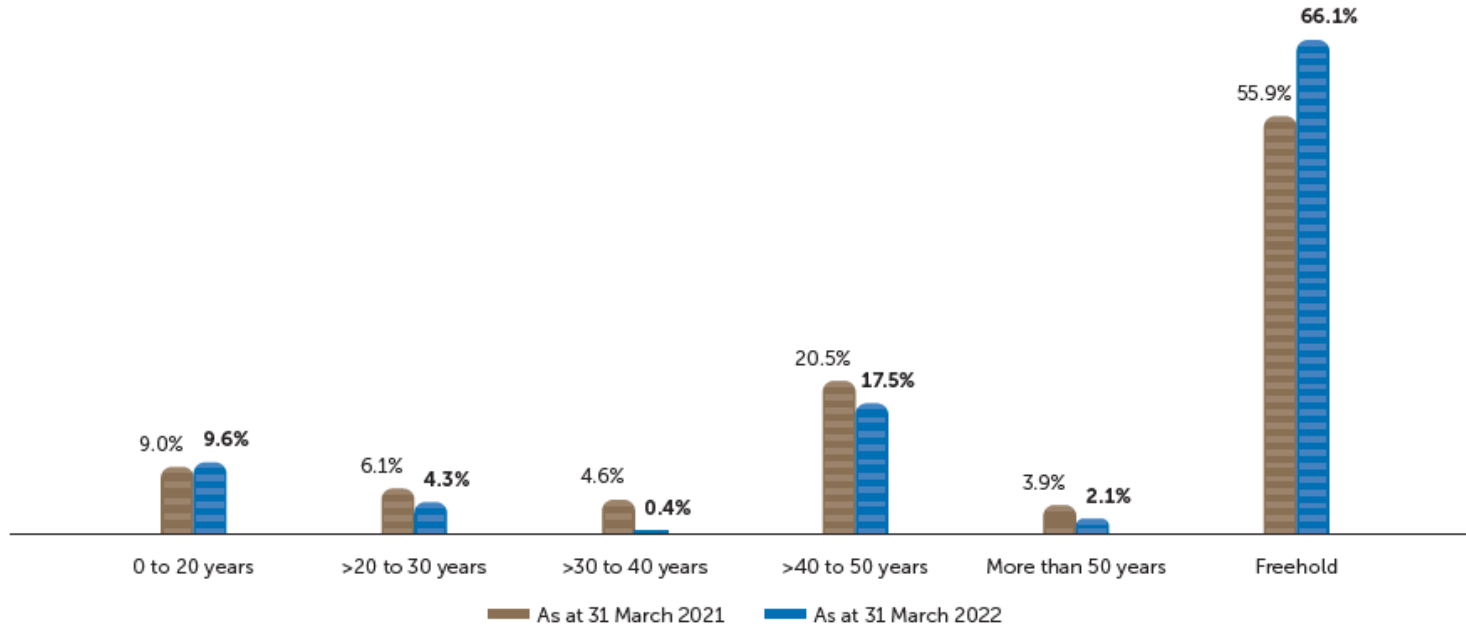
² The identities of the tenants cannot be disclosed due to the strict confidentiality obligations under the lease agreements.

³ Included the contribution from Equinix Inc. at 180 Peachtree, Atlanta.



PORTFOLIO STABILITY FROM LAND LEASES

REMAINING YEARS TO EXPIRY ON UNDERLYING LAND LEASES^{1,2} (By Land Area)



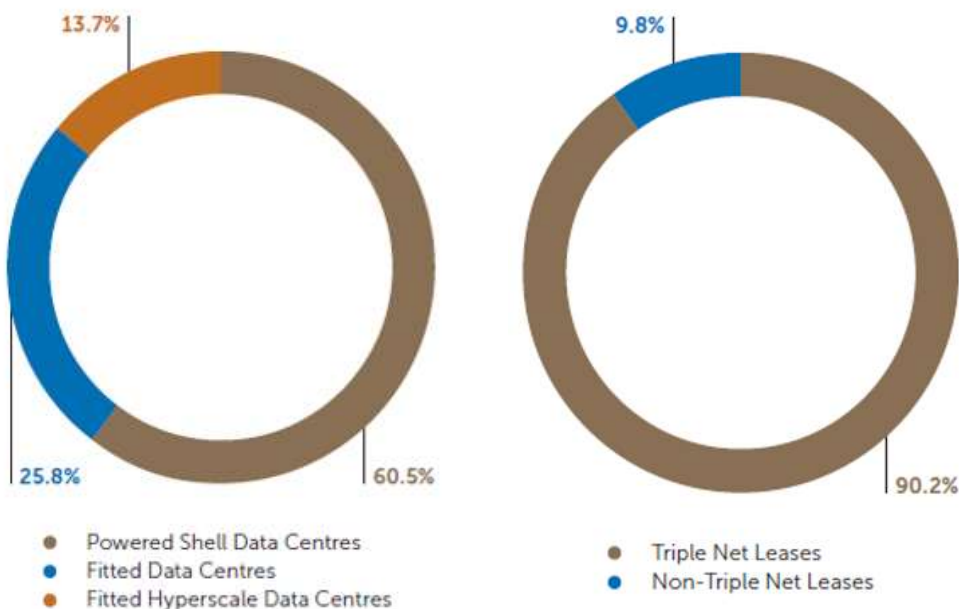
- Weighted average unexpired lease term for underlying leasehold land was **36.1 years** as at 31 March 2022
- Upon completion of the US Portfolio Acquisition, **66.1%** of MIT's Overall Portfolio (by land area) consists of freehold land

¹ 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.

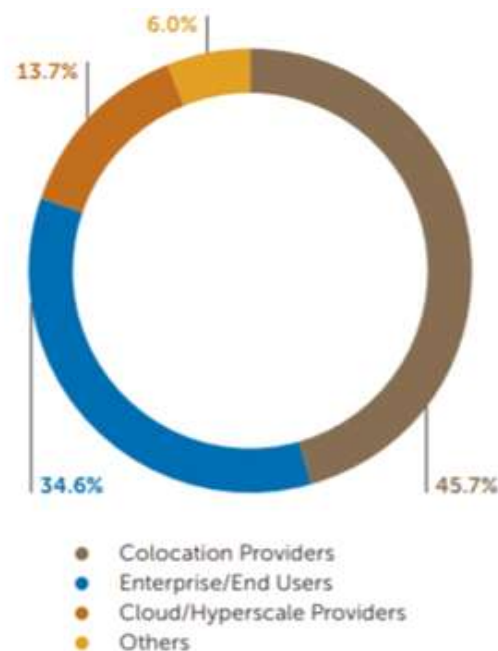
² Exclude the options to renew.

DIVERSIFIED PORTFOLIO OF DATA CENTRES IN NORTH AMERICA

SPLIT BETWEEN LEASE TYPES FOR THE NORTH AMERICAN PORTFOLIO (BY GROSS RENTAL INCOME)¹



SPLIT BETWEEN TENANT TYPES FOR THE NORTH AMERICAN PORTFOLIO (BY GROSS RENTAL INCOME)¹



- Average North American Portfolio occupancy rate remained healthy at **94.2%** in FY21/22
- Long WALE of **6.1 years** as at 31 March 2022
- About **58.1%** of leases have expiries beyond five years

¹ 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. As at 31 March 2022.



mapletree

Investment Update

18 Tai Seng, Singapore



ACQUISITION OF 29 DATA CENTRES ACROSS 18 US STATES

Purchase Consideration	US\$1.32 billion (approximately S\$1.8 billion)
Land Area	8.4 million sq ft
Net Lettable Area	3.3 million sq ft
Tenants	Leased to 32 tenants, including Fortune Global 500 corporations, NYSE-listed and Nasdaq-listed companies and multinational companies with investment grade ratings
Average Occupancy Rate for FY21/22	87.5%
Lease Tenures and Structures	<ul style="list-style-type: none">• Predominantly freehold• Primarily leased on a triple net basis with annual rental escalations from 1.5% to 3.0%
Completed	22 July 2021



13831 Katy Freeway, Houston, Texas



6 Norden Place, Norwalk, Connecticut



250 Williams Street NW, Atlanta, Georgia

REDEVELOPMENT – 161, 163 & 165 KALLANG WAY

Project Cost	S\$300 million ¹
Gross Floor Area	865,600 sq ft
Plot Ratio	2.5 (↑ from initial plot ratio of 1.5)



- 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 years² with annual rental escalations
- Expected completions of 163 & 165 Kallang Way in 2H2022 and 161 Kallang Way in 1H2023

¹ Includes the book value of the Kolam Ayer 2 Cluster at S\$70.2 million as at 31 March 2019 prior to the commencement of the redevelopment.

² 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.



the strategy

the strategy

Outlook

The Strategy, Singapore

EMERGING STRONGER

SINGAPORE – RESILIENT AMID CHALLENGING OPERATING ENVIRONMENT

- Rental arrears of more than one month improved year-on-year from 1.2% to 0.8% of previous 12 months’ gross revenue as at 31 March 2022
- Singapore’s GDP growth forecast for 2022 to be “3.0% to 5.0%”¹

NORTH AMERICA – FAST-GROWING ASSET CLASS

- Leased data centre supply (by net operational sq ft) and demand (by net utilised sq ft) are expected to grow at a CAGR of 6% and 8% respectively between 2020 and 2026E²
- FY22/23 financial performance to be underpinned by full year contribution from US\$1.32 billion portfolio acquisition of 29 data centres in the United States

RISING TO THE CHALLENGE

- Proactively managing risks on margins from rising energy prices and higher interest costs
- Strengthened portfolio resilience by scaling up data centre presence, building a portfolio of higher value assets and prospecting tenants from trade sectors
- Right of first refusal from the Sponsor for the acquisition of its 50% interest in MRODCT will be a significant pipeline for growth

¹ Ministry of Trade and Industry, 25 May 2022.

² 451 Research/S&P Global Market Intelligence, 2022.

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End of Presentation

