



## Acquisition in Japan

- Iwatsuki Logistics Centre
- Iruma Logistics Centre
- Noda Logistics Centre

28 July 2010

maple<sup>tree</sup>  
logisticstrust



# MapletreeLog continues its growth strategy

- Continues its accretive growth strategy
- Acquisition of 3 properties in Japan in key logistics hubs in Kanto region; well connected by major roads and expressways
- Sixth announced acquisition; also the largest announced since December 2009



# Iwatsuki Logistics Centre



**Iwatsuki Logistics Centre** is located 10 minutes from Tohoku Expressway, Iwatsuki Interchange (IC). It is one of the main logistics area for in-land distribution in Kanto region (Greater Tokyo) and is easily accessible via major roads such as National Route 16 which spans the circumference of Tokyo. In addition, National Route 122, which connects Tochigi to Tokyo through Gunma and Saitama and is currently under construction, is in the vicinity.

- **Purchase Price: JPY 4.8 billion**  
**(~ S\$ 74.3 million)**
- **Land tenure: Freehold**
- **Land area: 40,000 sqm**
- **GFA: 30,000 sqm**
- **Vendor: Kabushiki Kaisha A-MAX**
- **Customer: Oji Transportation Co. Ltd**
- **Lease Expiry: 10 years fixed lease ending 2018**
- **Outgoings: Property maintenance will be borne by customer**

# Iruma Logistics Centre



**Iruma Logistics Centre** is a 5-minute drive from Iruma Interchange of Ken-O Expressway, located near National Route 16, Iruma Logistics Centre is another key distribution centre in Kanto, similar to Iwatsuki.

- **Purchase Price : JPY3.4 billion  
(~S\$52.6 million)**
- **Land tenure : Freehold**
- **Land area : 26,000 sqm  
GFA : 26,000 sqm**
- **Vendor : Kabushiki Kaisha A-MAX**
- **Customer: Oji Transportation Co. Ltd**
- **Lease terms: 10 years fixed lease  
ending 2018**
- **Outgoings: Property maintenance will  
be borne by customer**

# Noda Logistics Centre



**Noda Logistics Centre** is located about 15 minutes from Kashiwa Interchange, Joban Expressway – an area where large-scale logistics facilities are gathered with easy access to Greater Tokyo region.

- **Purchase Price : JPY4.8 billion (~S\$74.3 million)**
- **Land tenure : Freehold**
- **Land area : 24,000 sqm  
GFA : 36,000 sqm**
- **Vendor : Kabushiki Kaisha T Asset**
- **Customer: Izu Express Trucking Inc**
- **Lease terms: 10 years fixed lease starting from completion date**
- **Outgoings: Property maintenance will be borne by customer**

# Benefits of the Acquisitions

## ➤ Attractive NPI yields and DPU accretion

- ✓ Accretion to DPU of 0.33 cents or 5.6% above actual 1H 10 DPU

## ➤ Stable leases with quality customers and long lease terms

- ✓ 100% occupied and fully income generating for next 8-10 years → stable rental income stream
- ✓ Customers of good quality:
  - ✓ Oji – major local third-party logistics player covering mainly Kanto/Tohoku region north of Tokyo
  - ✓ Izu – subsidiary of TL Logicom, a logistics service provider company with presence in both Japan & China
- ✓ Customers of good quality and financial standing

## ➤ Quality properties in good locations

- ✓ Located in the key logistics hubs in Kanto region and well connected by major roads and expressways

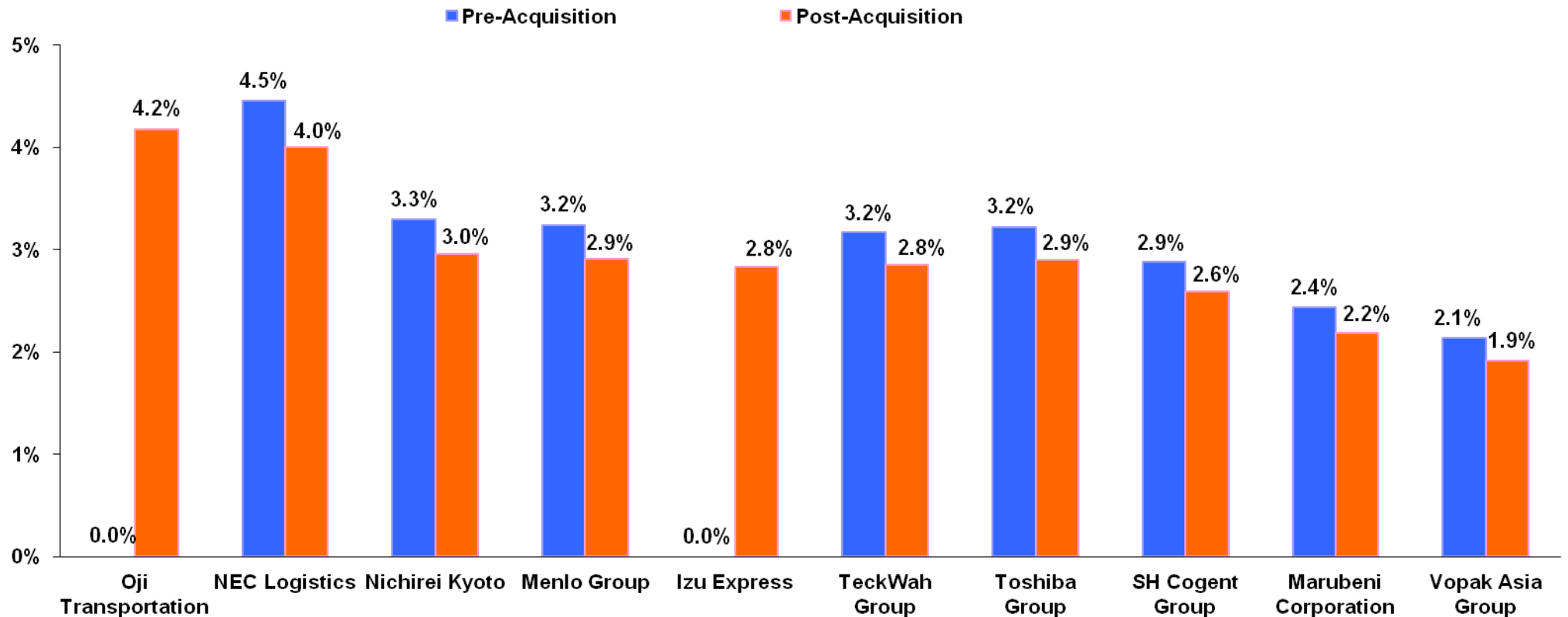
# Acquisitions are DPU accretive

	<b>Iwatsuki, Iruma and Noda logistics centres</b>
<b>Total Return (over 10 years)</b>	<b>7.3%</b>
<b>Accretion over 1H10 annualised DPU<sup>1</sup></b>	<b>0.33 Singapore cents or 5.6%</b>

1 - Assuming MapletreeLog has purchased, held and operated the properties on a proforma basis from beginning of Jan 2010 based on annualised 1H 2010 financial results and that the Acquisitions are 100% debt funded. However, if these Acquisitions are 40% debt funded and assuming the new units to fund the balance are issued at a unit price of 84 cents, the corresponding accretion would be 0.01 cents or 0.15%. Given the low interest rate in Japan, it is likely that this Acquisition will be funded predominantly by debt. Any proceeds from equity issuance will likely be applied towards other acquisitions or refinancing of more expensive debt in the portfolio.

# Tenant diversification provides portfolio stability

## Top 10 tenants by gross revenue

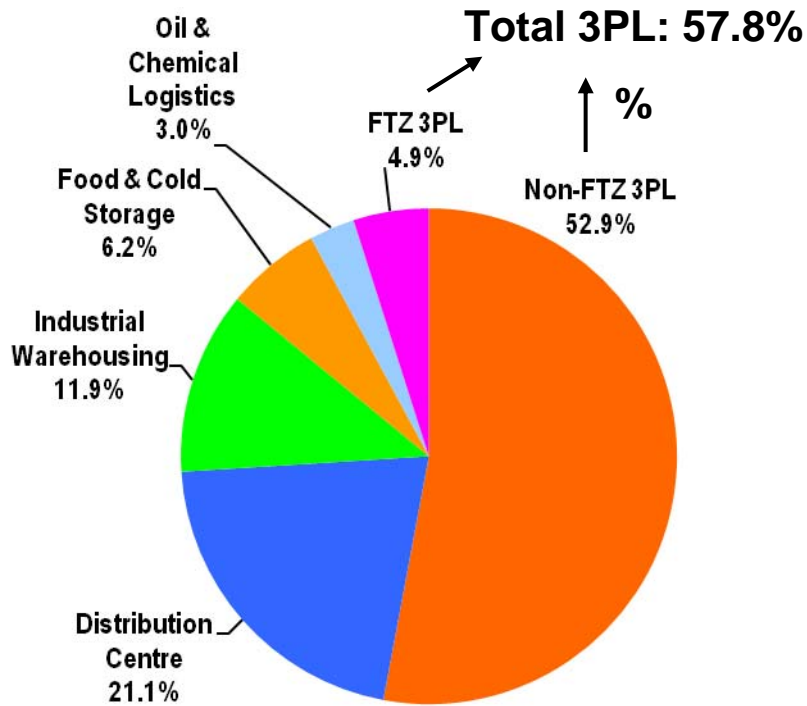




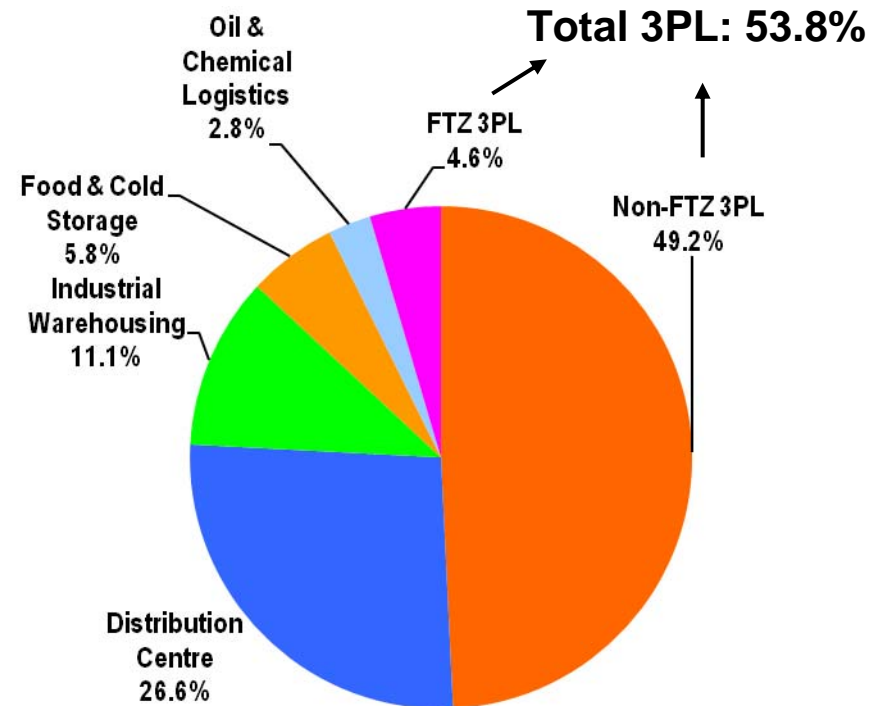
# Asset Mix

Professional 3PLs face leasing stickiness

Gross revenue contribution by trade  
(Pre-acquisition)

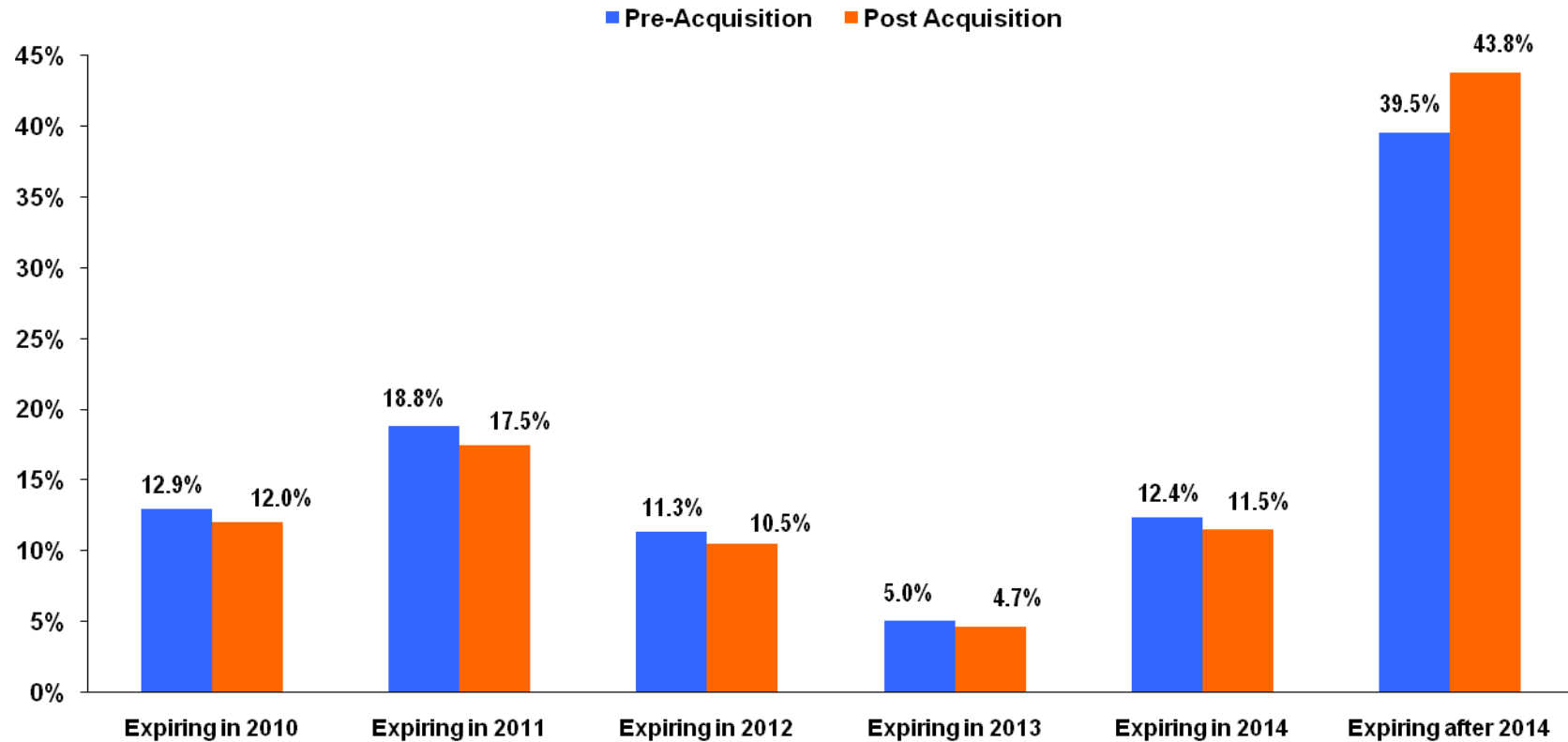


Gross revenue contribution by trade  
(Post-acquisition)



# Average lease duration

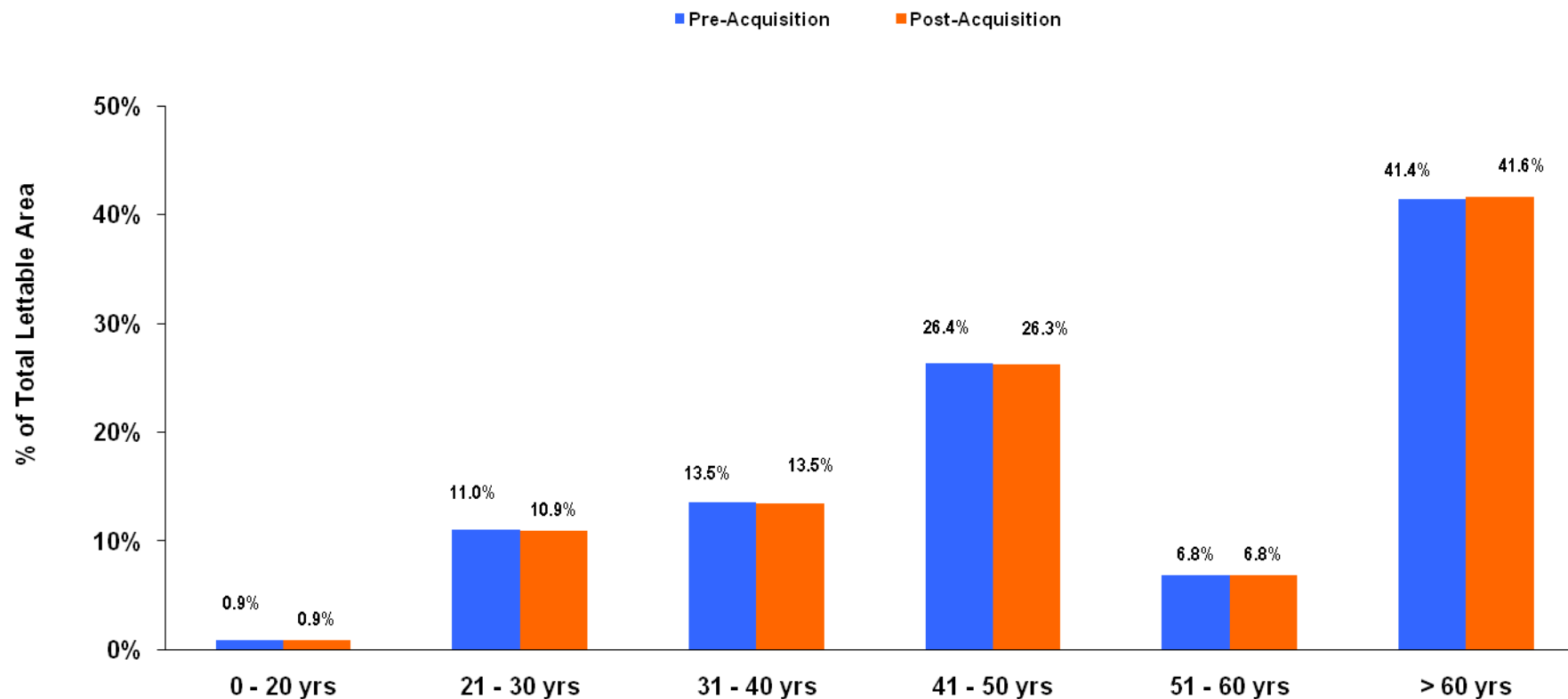
## Lease expiry profile by gross revenue



	Pre-acquisition	Post-acquisition
Weighted average lease term to expiry	4.8 years	5.0 years

# Unexpired lease of underlying land

## Remaining years to expiry of underlying land lease\*



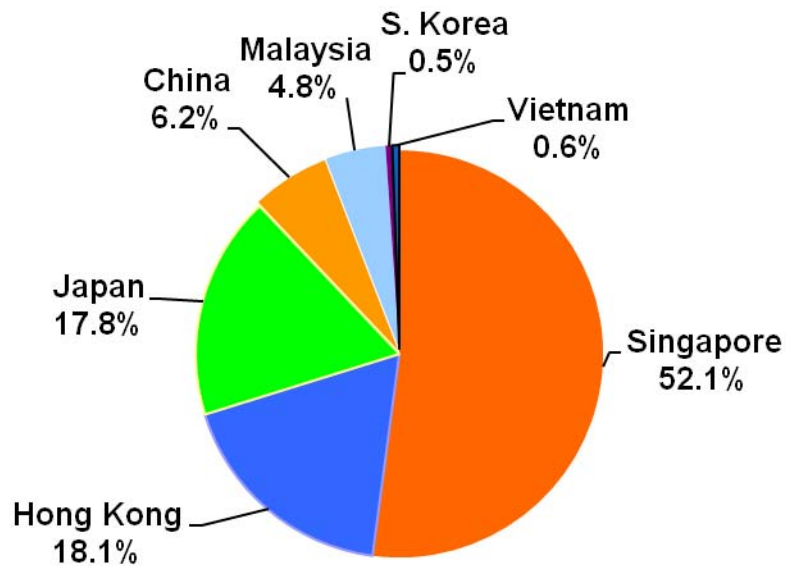
	Pre-acquisition	Post-acquisition
<b>Weighted average of unexpired lease term of underlying land</b>	<b>164.0 years</b>	<b>167.1 years</b>

10 \* For purposes of computation, land tenure for all the freehold properties is assumed to be 999 years

# Geographical allocation of portfolio

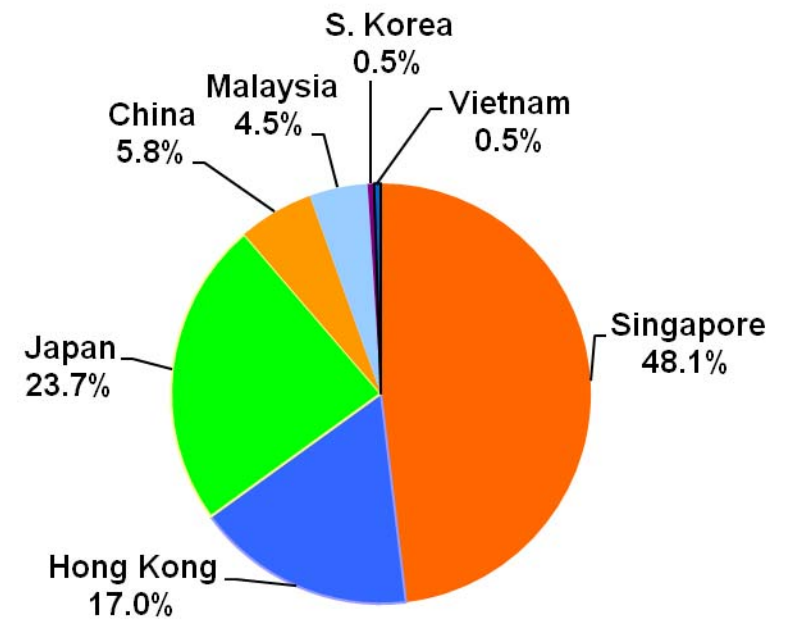
## Pre-acquisition

Country Allocation - By Gross Revenue  
(Pre-Acquisition)



## Post-acquisition

Country Allocation - By Gross Revenue  
(Post-Acquisition)



# Disclaimer

**The value of units in MapletreeLog (“Units”) and the income from them may fall as well as rise. 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 SGX-ST. Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units. The past performance of MapletreeLog is not necessarily indicative of its future performance.**

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