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Miscellaneous	
* Asterisks denote mandatory information	
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Announcement is submitted by *	Wan Kwong Weng
Designation *	Joint Company Secretary
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**>> Announcement Details**  
 The details of the announcement start here ...

Announcement Title \* MapletreeLog signs Sale & Leaseback Agreement with Hamakyorex for Distribution Centre worth JPY 1.05 billion

Description Please see attached

**Attachments**

-  [MLT\\_PressRelease.pdf](#)
  -  [MLT\\_PresentationSlides.pdf](#)
- Total size = **533K**  
 (2048K size limit recommended)

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*For Immediate Release*

## **MAPLETREELOG SIGNS SALE & LEASEBACK AGREEMENT WITH HAMAKYOREX FOR DISTRIBUTION CENTRE WORTH JPY 1.05 BILLION**

- **High accretive acquisition with initial net property yield of 8.6%**
- **Long term lease of 10 years with Japan's leading 3PL company**

**Singapore, 18 October 2010** – Mapletree Logistics Trust Management Ltd. (“MLTM”), as Manager of Mapletree Logistics Trust (“MapletreeLog”) is pleased to announce that it has signed a sale and purchase agreement to acquire Toki Logistics Centre (the “Property”), a warehouse facility in Japan, for JPY 1.05 billion (approximately S\$ 16.2 million)<sup>1</sup> from Hamakyorex Co., Ltd (“Hamakyorex”), a reputable third-party logistics company (“3PL”) in Japan (“Acquisition”).

The Property is a two-storey warehouse facility strategically situated in Toki Plasma Research Park, an industrial and logistics park about 40 km from Nagoya (Japan's third largest city after Tokyo and Osaka). Well-connected by the Tokai-Kanjo Expressway to various areas such as Shinetsu, Tokai, Hokuriku and Kansai areas and centrally located between Tokyo and Osaka, the area is popular for logistics and industrial facilities.

This acquisition provides an attractive and accretive yield of 8.6% which is comparatively higher than the implied property yield of the existing Japan portfolio which is at about 5.5%.

The vendor, Hamakyorex, will enter into a 10-year lease agreement with MapletreeLog. Established since 1971, Hamakyorex is a leading logistics player in Japan, whose main business includes providing third-party logistics services, logistics consultancy services, trucking and general freight transportation services as well as overseas logistics services. Listed on the Tokyo Stock Exchange, Hamakyorex logistics operations is mainly between Tokyo and Osaka. According to Logi-Biz<sup>2</sup>, a

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<sup>1</sup> Exchange rate JPY 64.63=SGD 1.00

<sup>2</sup> Log-Biz (since 2001) is the leading magazine in Japan's logistics industry that targets to share the various aspects of the business within the industry in the hope of improving the industry through generating exchanges and sharing knowledge, technical know-how and latest logistics trend and technology. They also keep a comprehensive data-base on all the logistics players in Japan. For more information, <http://www.logi-biz.com/about.htm>.

leading monthly logistics business publication, Hamakyorex has been consistently ranked top 10 for overall performance for the past three years in Japan's logistics industry.

Mr. Richard Lai, Chief Executive Officer of MLTM, said, "We are very pleased with this acquisition of Toki Logistics Centre. It clearly demonstrates our ability to create value in our acquisition strategy by identifying under-appreciated property and carefully matching it with demand through our in-depth local knowledge. Although suitable for warehousing purpose, Toki Logistics Centre was originally used by a mattress maker. With changing economic conditions, the original purpose is no longer tenable. The property was made available in the market at a discount and through our onshore presence, we learnt of Hamakyorex interest in the region. In the interest of time, we entered into an arrangement for Hamakyorex to acquire the property first, put in the necessary capital spending and have it entrusted so that MapletreeLog can do a sale and leaseback to Hamakyorex at a reasonable rent."

Mr Richard Lai added; "This acquisition demonstrates our ability to tailor make solutions for our customers and through them sustain MapletreeLog's growth for the long term. More importantly, this transaction is of strategic significance to MapletreeLog whose aim is to be the preferred real estate partner of choice for logistics space in Asia. Hamakyorex, on the other hand, prides itself on providing top quality logistics services at the most competitive cost. Today, Hamakyorex is looking to further expand its overseas business in the Asian region. Given that our business growth strategies complement each other in more ways than one, I foresee more opportunities for MapletreeLog and Hamakyorex to work together in the long run."

With the addition of this acquisition, MapletreeLog's total portfolio will increase to 92 properties and the book value of the asset portfolio would be approximately \$3.4 billion upon completion of this transaction. The acquisition is expected to be completed by 4Q 2010.

With respect to funding, this Acquisition is one of the potential acquisitions identified in the recent Equity Fund Raising ("EFR") exercise that was launched on 21 September 2010. As such, this Acquisition will be funded with the EFR proceeds.

**= END =**

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**About MapletreeLog ([www.mapletreelogisticstrust.com](http://www.mapletreelogisticstrust.com))**

MapletreeLog, the first Asia-focused logistics REIT in Singapore, was listed on the SGX-ST main board on 28 July 2005. The Trust is also included in the FTSE ST Mid-Cap Index, the Global Property Research's GPR 250 Index and GPR 250 REIT Index. MapletreeLog's principal strategy is to invest in a diversified portfolio of income-producing logistics real estate and real estate-related assets. As at 30 September 2010, it has a portfolio of 91 logistics assets in Singapore, Hong Kong, Japan, China, Malaysia, South Korea and Vietnam with a total book value in excess of S\$3.0 billion. MapletreeLog is managed by Mapletree Logistics Trust Management Ltd., a wholly-owned subsidiary of Mapletree Investments Pte Ltd.

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**Important Notice**

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.

This release may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from similar developments, shifts in expected levels of property rental income, changes in operating expenses, including employee wages, benefits and training, property expenses and governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. You are cautioned not to place undue reliance on these forward looking statements, which are based on current view of management on future events.



# Acquisition in Japan - Toki Logistics Centre

18 October 2010

maple<sup>tree</sup>  
logisticstrust



# Toki Logistics Centre



**Toki Logistics Centre** is located in Toki Plasma Research Park, an industrial/logistics park within 40km from Nagoya, which is the key city of Chubu, central Japan. The nearest highway interchange is Toki-Minami-Tajimi IC of Tokai-Kanjo Expressway, about 5 mins away. Using Tokai-Kanjo Expressway, it is well-connected to the Shinetsu, Tokai, Hokuriku and Kansai areas. This area is popular for logistics and industrial facilities as it is centrally located between the 2 major cities of Tokyo and Osaka.

- **Purchase Price: JPY 1.05 billion (Approx. S\$ 16.2 million)<sup>1</sup>**
- **Land tenure: Freehold**
- **Land area: ~ 26,000 sqm  
GFA: ~ 16,000 sqm**
- **Vendor/Lessee: Hamakyorex Co., Ltd, a leading Japanese 3PL company listed on Tokyo Stock Exchange**
- **Lease terms: 10 years ending 31 Oct 2020**
- **Outgoings: Property Tax and Capex will be borne by landlord;  
Maintenance costs will be borne by the customer**

Note: 1 Exchange rate JPY64.63=SGD1.00

# Benefits of the Acquisition

## ➤ Attractive NPI yields

- ✓ Initial net property yield of 8.6% which is higher compared to the implied property yield of the existing Japan portfolio of 5.5%.

## ➤ Strategic Location

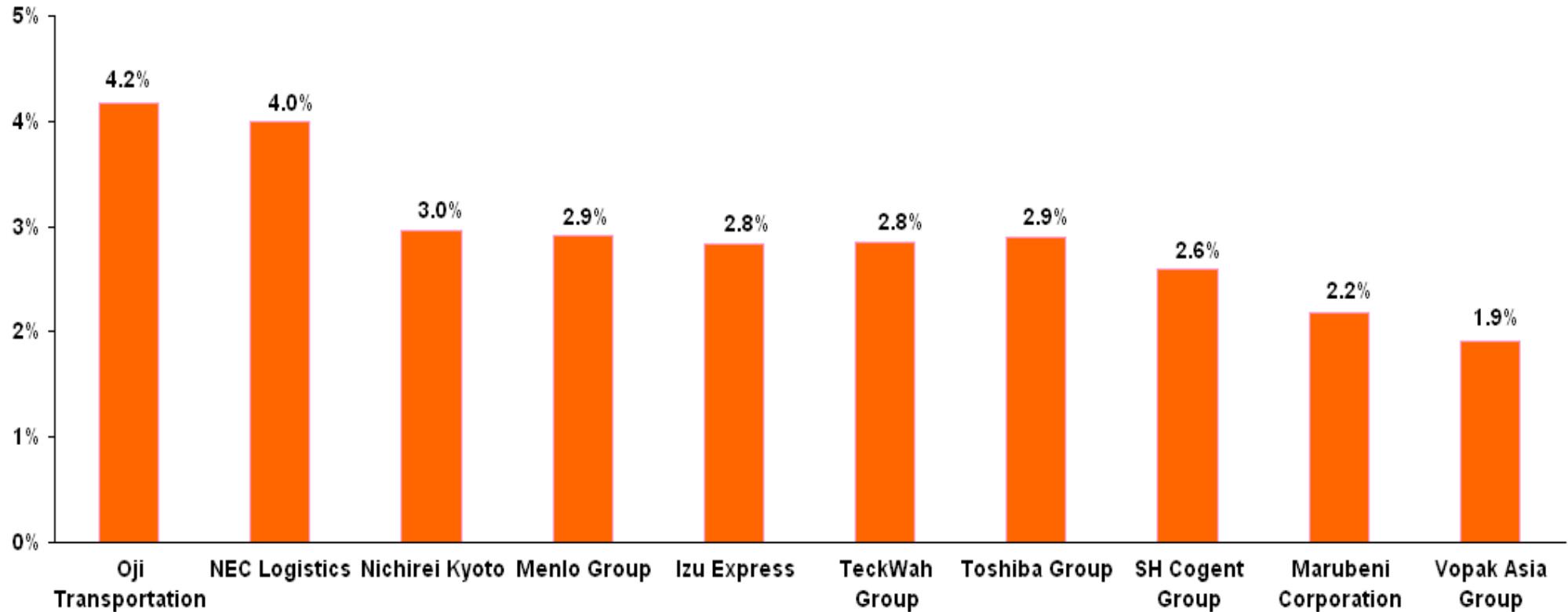
- ✓ The Property is situated in Toki Plasma Research Park, an industrial and logistics park.
- ✓ The Property is strategically located near Nagoya, central of Japan. Well-connected by the Takai-Kanjo Expressway and centrally located between Tokyo and Osaka, the area is popular for logistics and industrial facilities.

## ➤ Stable Rental Income

- ✓ Long term lease of 10 years.

# Tenant diversification provides portfolio stability

## Top 10 tenants by gross revenue



1 - Based on acquisitions announced to date

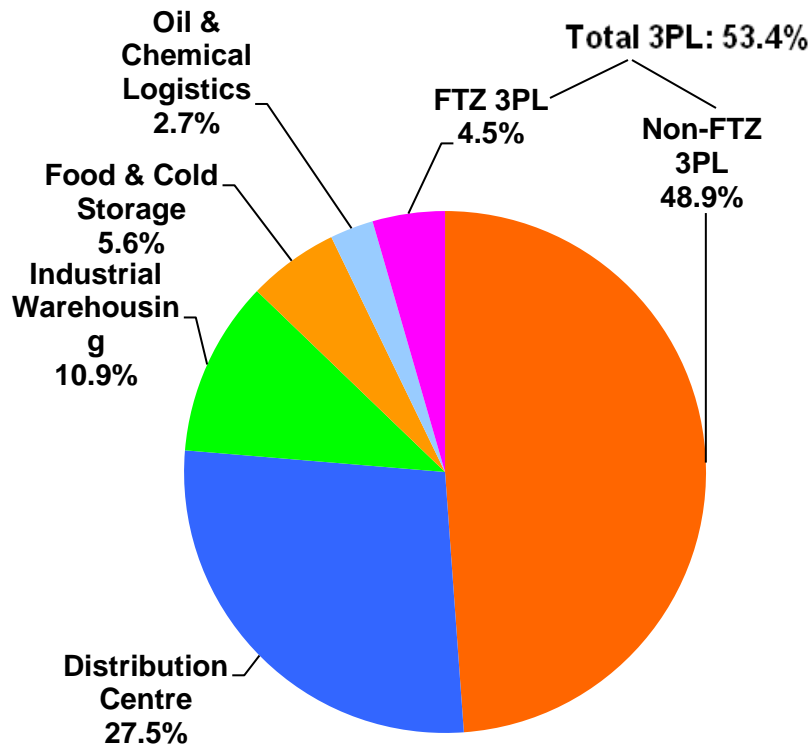
2. No material difference between post-acquisition situation and pre-acquisition.



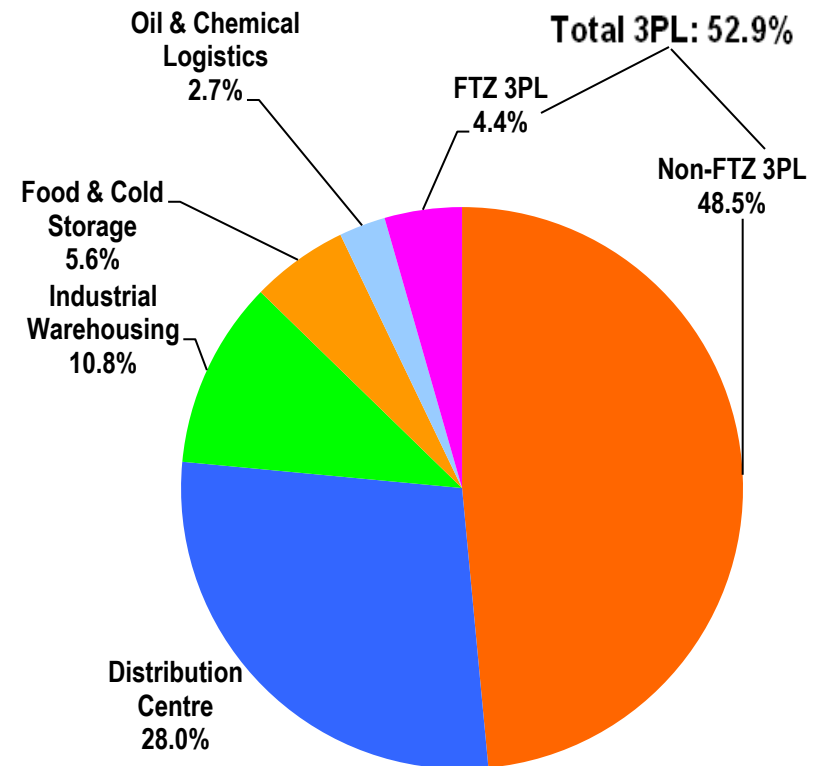
# Asset Mix

## Professional 3PLs face leasing stickiness

Gross revenue contribution by trade  
(Pre-acquisition) <sup>1</sup>



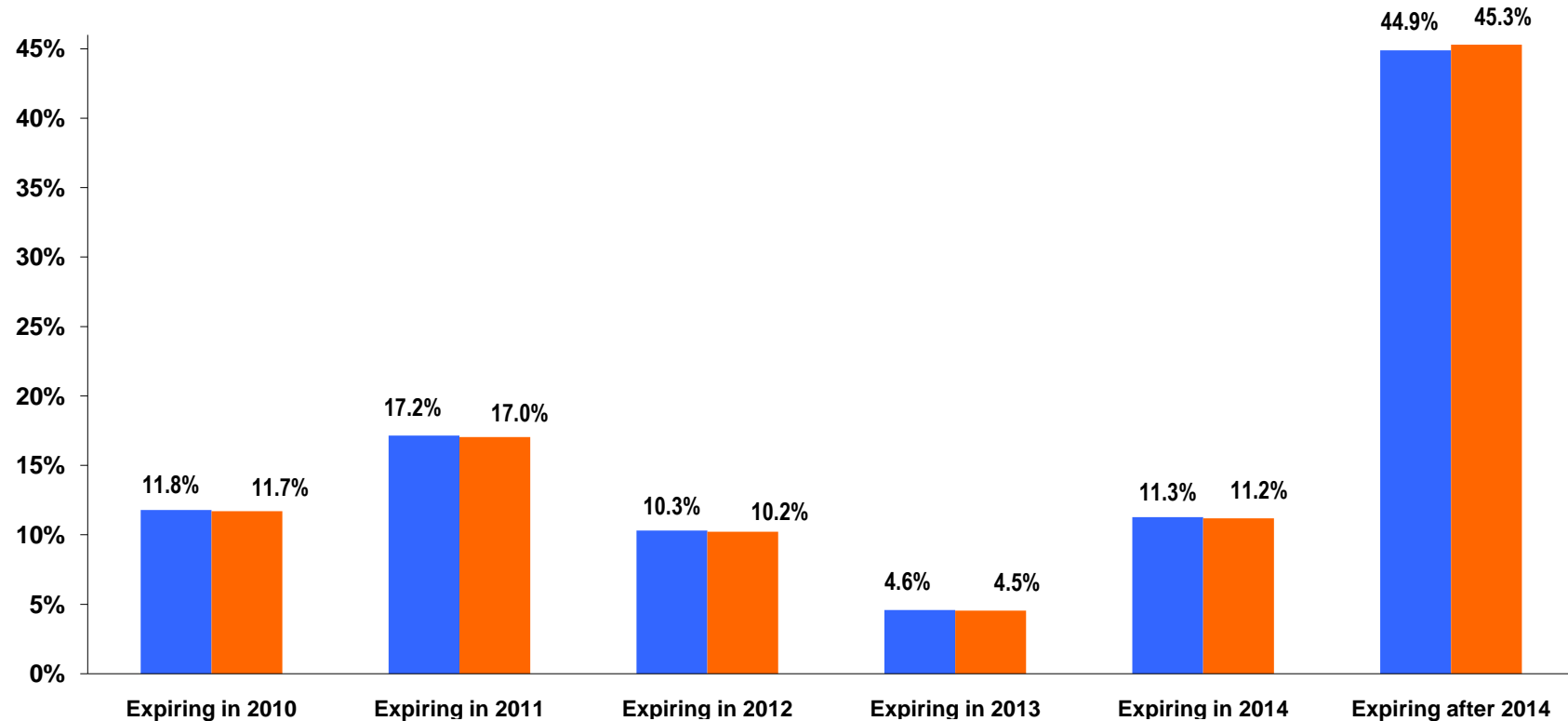
Gross revenue contribution by trade  
(Post-acquisition) <sup>1</sup>



<sup>1</sup> - Based on acquisitions announced to date

# Average lease duration

## Lease expiry profile by gross revenue

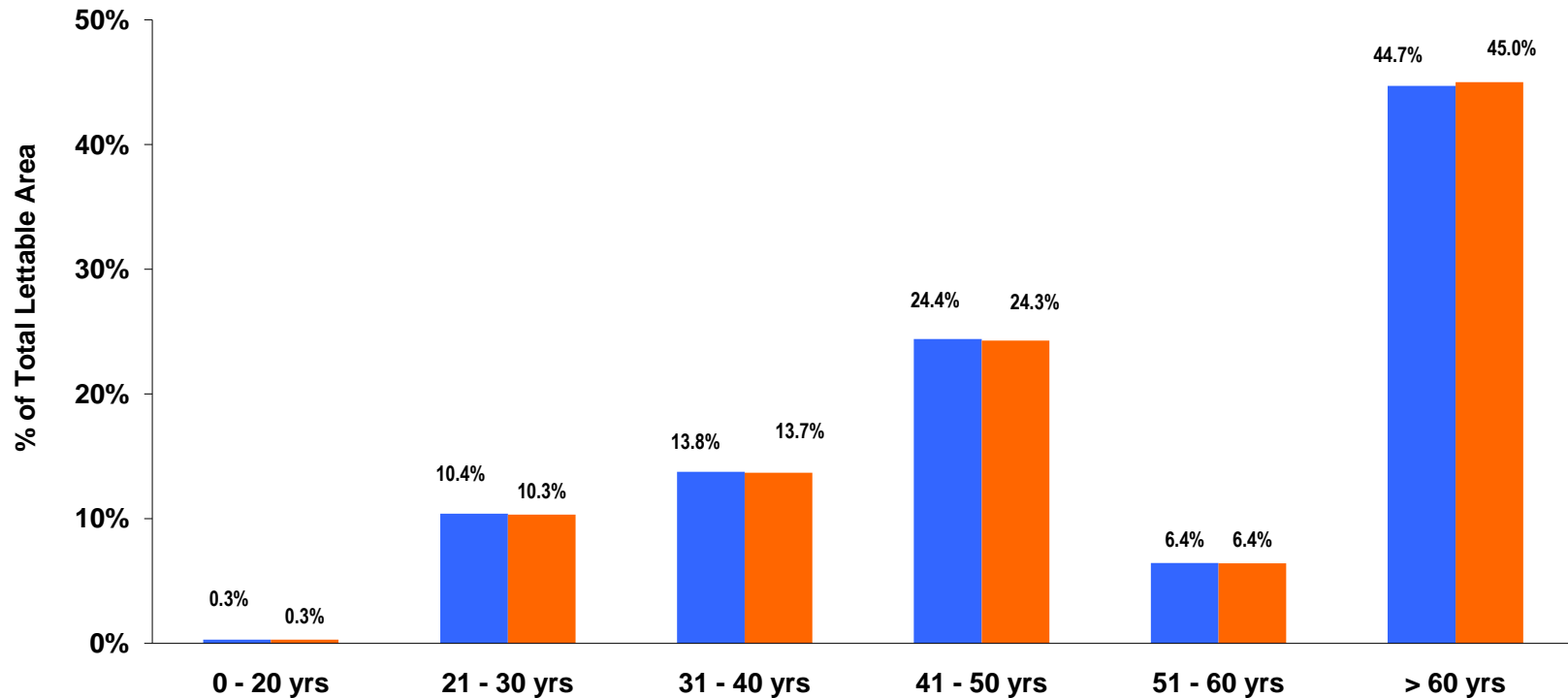


	Pre-acquisition <sup>1</sup>	Post-acquisition <sup>1</sup>
<b>Weighted average lease term to expiry</b>	<b>5.0 years</b>	<b>5.1 years</b>

1 - Based on acquisitions announced to date

# Unexpired lease of underlying land

## Remaining years to expiry of underlying land lease<sup>1</sup>



	Pre-acquisition <sup>2</sup>	Post-acquisition <sup>2</sup>
Weighted average of unexpired lease term of underlying land	206 years	210 years

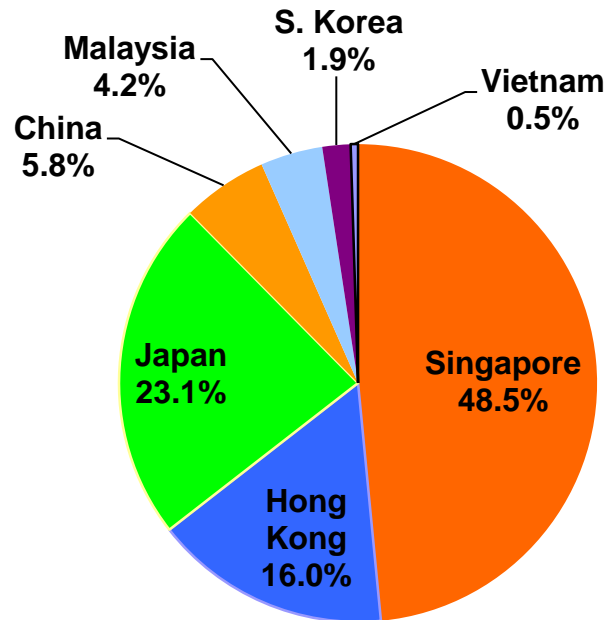
1 - For purposes of computation, land tenure for all the freehold properties is assumed to be 999 years.

2 - Based on acquisitions announced to date

# Geographical allocation of portfolio

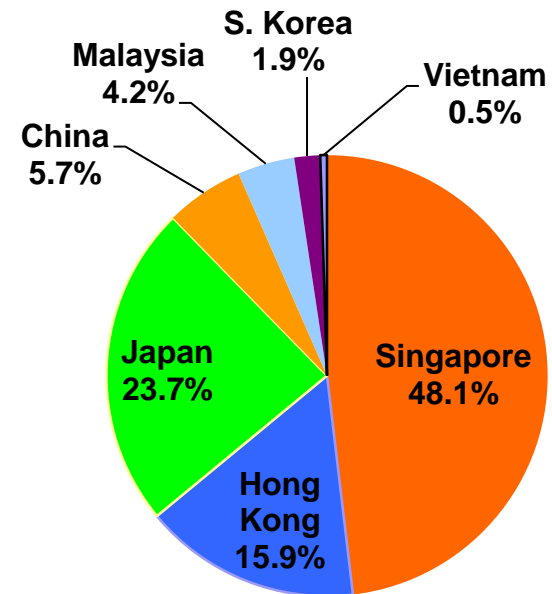
## Pre-acquisition<sup>1</sup>

Country Allocation - By Gross Revenue  
(Pre-acquisition<sup>1</sup>)



## Post-acquisition<sup>1</sup>

Country Allocation - By Gross Revenue  
(Post-acquisition)



1 - Based on acquisitions announced to date

# Disclaimer

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