

 Print this page

Miscellaneous

* Asterisks denote mandatory information

Name of Announcer *	MAPLETREE LOGISTICS TRUST
Company Registration No.	NA
Announcement submitted on behalf of	MAPLETREE LOGISTICS TRUST
Announcement is submitted with respect to *	MAPLETREE LOGISTICS TRUST
Announcement is submitted by *	Wan Kwong Weng
Designation *	Joint Company Secretary
Date & Time of Broadcast	28-Feb-2012 21:34:33
Announcement No.	00286

>> Announcement Details

The details of the announcement start here ...

Announcement Title * MAPLETREE LOGISTICS TRUST INCREASES PRESENCE IN MALAYSIA WITH TWO ACQUISITIONS

Description Please see attached.

Attachments

 MLT_PressRelease_Acq_28Feb2012.pdf
 MLT_PresentationSlides_Acq_28Feb2012.pdf
 Total size = **400K**
 (2048K size limit recommended)

Close Window

For Immediate Release

MAPLETREE LOGISTICS TRUST INCREASES PRESENCE IN MALAYSIA WITH TWO ACQUISITIONS

- *Acquisition of two properties in Malaysia for close to MYR 60 million (~ S\$25 million)¹*
- *Extending footprint and capturing opportunities in Iskandar Malaysia*
- *Initial property yield of 8.7% to 8.8%*

Singapore, 28 February 2012 – Mapletree Logistics Trust Management Ltd. (“MLTM”), as Manager of Mapletree Logistics Trust (“MLT”), is pleased to announce that separate Sale and Purchase agreements have been entered into for the acquisition of the following properties in Malaysia:

- (a) A storage warehouse facility in Pasir Gudang Industrial Estate, Johor (“Fuji Warehouse”) from Fuji Properties Sdn Bhd for MYR 31.5 million or approximately S\$13.1 million¹; and
- (b) Two industrial warehouses in Senai, Johor (“Celestica Hub”) from Well-Built Holdings Sdn Bhd for MYR 27.5 million or approximately S\$11.5 million¹.

Fuji Warehouse comprises a single-storey warehouse and an ancillary office building with a total gross floor area of about 23,500 square metres (“sqm”). Located within Iskandar Malaysia’s Eastern Gate Development zone, which is the key industrial hub in Johor, the property is a five minutes’ drive from Johor Port and is easily accessible via the Pasir Gudang Highway. The property is currently leased to Padiberas Nasional Berhad, the major supplier of Malaysia’s paddy and rice industry.

Celestica Hub comprises two single-storey air-conditioned industrial warehouses and an annexed office building, covering a total gross floor area of 22,300 sqm. A five minutes’ drive from Senai Airport, this property sits strategically within the electrical and electronics hub of the Senai-Skudai zone in Iskandar Malaysia. The property is currently leased to Celestica (AMS) Sdn Bhd, which is part of Celestica Inc, a listed global electronics manufacturing services company headquartered in Canada, with an extensive manufacturing network in Asia.

¹ Based on exchange rate of MYR 2.4 = S\$1

The initial property yields of the two acquisitions are 8.7% and 8.8%, respectively. These compare favourably to the implied property yield of 7.1% for MLT's existing Malaysia portfolio. The existing tenancy agreements on the properties will be assigned to MLT and provide for a three-year lease with a potential rental upside when they are up for renewal in 2014.

Mr Richard Lai, Chief Executive Officer of MLTM, said, "We are pleased with these acquisitions as they are strategically located in Iskandar Malaysia, which is poised to become one of the region's major integrated investment hub. They enable us to tap into the growing demand for quality warehouse facilities and at the same time, further entrench our presence in Malaysia."

Iskandar Malaysia is a strategic and important economic development region located in Johor, the southern state of Malaysia. Set up in July 2006, Iskandar Malaysia has to date attracted over RM77 billion (~S\$32 billion)¹ worth of investment commitments. With a development area spanning some 2,200 square kilometres, three times the size of Singapore, the flagship economic project of Johor will be developed into key industry clusters that include healthcare, education, electrical and electronics, creatives, logistics, leisure and tourism as well as food and agro processing industries.

Iskandar Malaysia's contribution to Johor's economic growth is significant. In 2010, it registered a 7.7% growth in Gross Domestic Product ("GDP") and accounted for approximately 70% of the total GDP of Johor². Johor was the third largest GDP contributor of Malaysia with a 9.5% contribution in 2010. It was also the third fastest growing state with a growth rate of 9.3%³.

With the improvement in bilateral ties between Malaysia and Singapore leading to greater co-operation between the two countries, Iskandar Malaysia is well positioned to benefit from the higher flow of investments expected from Singapore firms. Following the success of the recent bilateral talks held in January 2012, a Joint Ministerial Committee has been set up to explore ways to enhance collaboration in Iskandar Malaysia for the mutual benefit of both countries. These efforts include exploring the construction of an undersea tunnel linking Johor Bahru and Singapore, sale of electricity to Singapore and co-operation in aviation and airport services between Johor's Senai International Airport and Singapore's Changi International Airport.

² Iskandar Regional Development Authority: IM BizWatch 10/2011

³ Department of Statistics, Malaysia: Gross Domestic Product by State, 2010 (Updated: 17/10/2011)

Mr Lai added, "We are positive on Malaysia's future given its growing domestic demand, continued economic growth and a government committed to upgrading its infrastructure and boosting competencies. We will continue to step up efforts to enhance our portfolio there and stand ready to seize opportunities to support our customers' demand for quality logistics facilities."

MLT has sufficient financial flexibility and capacity to fund these two acquisitions, which are expected to complete in the second half of 2012, subject to approval from the relevant authorities. With the addition of the two properties, MLT's total portfolio will increase to 100 properties with a total book value of approximately S\$3.77 billion⁴.

= END =

About Mapletree Logistics Trust (www.mapletreelogisticstrust.com)

MLT, the first Asia-focused logistics REIT in Singapore, was listed on the SGX-ST Mainboard on 28 July 2005. It is also included in the FTSE ST Mid-Cap Index, the Global Property Research's GPR 250 Index and GPR 250 REIT Index. MLT's principal strategy is to invest in a diversified portfolio of income-producing logistics real estate and real estate-related assets. As at 31 December 2011, it has a portfolio of 98 logistics assets in Singapore, Hong Kong, Japan, China, Malaysia, South Korea and Vietnam, with a total book value of over S\$3.7 billion. MLT is managed by Mapletree Logistics Trust Management Ltd., a wholly-owned subsidiary of Mapletree Investments Pte Ltd.

For enquiries, please contact:

Lum Yuen May
Senior Manager, Investor Relations
Tel: +65 6659 3671

Email: lum.yuenmay@mapletree.com.sg

Amanda Chuah
Assistant Manager, Investor Relations
Tel: +65 6377 6838

Email: amanda.chuah@mapletree.com.sg

⁴ Based on book value of investment properties as at 31 December 2011 and purchase price of all announced acquisitions (excluding other acquisition related cost) to date.

The value of units in Mapletree Logistics Trust (“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.

maple^{tree}
logistics

Acquisitions in Malaysia

28 February 2012



Overview of Malaysia Acquisitions

S/N	Asset Name	Location	Iskandar Zone	Purchase Price		Land Area (sqm)	GFA (sqm)	Land Tenure	Vendor	Lessee	Lease Term
				MYR million	~S\$ million						
1	Fuji Warehouse	Pasir Gudang, Johor	Eastern Gate Devt	31.5	13.1	30,000	23,500	60 years, expiring 2043	Fuji Properties Sdn Bhd	Padiberas Nasional Bhd	3-year lease ending 2014, with option to extend 3 years
2	Celestica Hub	Senai, Johor	Senai-Skudai	27.5	11.5	Building A 21,600	Building A 11,600	Freehold	Well-Built Holdings Sdn Bhd	Celestica (AMS) Sdn Bhd	Building A: 3-year lease ending 2013, with option to extend 3 years
						Building B 20,700	Building B 10,700				Building B: 3-year lease ending 2014
Total				59.0	24.6	72,300	45,800				

Benefits of Malaysia Acquisitions

➤ **Attractive NPI yield**

- Initial net property yields of 8.7% (Fuji Warehouse) and 8.8% (Celestica Hub) compare favourably to the implied property yield of 7.1% for MLT's existing Malaysia portfolio

➤ **Located strategically to capture opportunities in Iskandar Malaysia**

- Strategically located within key industrial and electronics hubs in Iskandar Malaysia
- Easily accessible via national highways
- 5-minute drive from the nearby port/airport

➤ **Stable rental income with quality customers**

- Existing tenancy agreement of 3 years with potential for rental upside when leases are up for renewal in 2014
- Quality customers with reputable business and strong financial standing

Strategic Locations in Iskandar Malaysia



Fuji Warehouse



Fuji Warehouse comprises a single-storey warehouse and an ancillary office building. Located within Iskandar Malaysia's Eastern Gate Development zone, the key industrial hub in Johor, the property is a five-minute drive from Johor Port and is easily accessible via the Pasir Gudang Highway.

- **Purchase price: MYR 31.5 million (~S\$13.1 million)**
- **Land tenure: 60 years, expiring 22 Mar 2043 (remaining balance ~ 31 years)**
- **Land area: 30,000 sqm
GFA: 23,500 sqm**
- **Vendor: Fuji Properties Sdn Bhd**
- **Lessee: Padiberas Nasional Bhd**
- **Lease term: 3-year lease ending 2014 with option to extend 3 years**
- **Outgoings: Property maintenance will be borne by lessee**

Celestica Hub

Building A



Building B



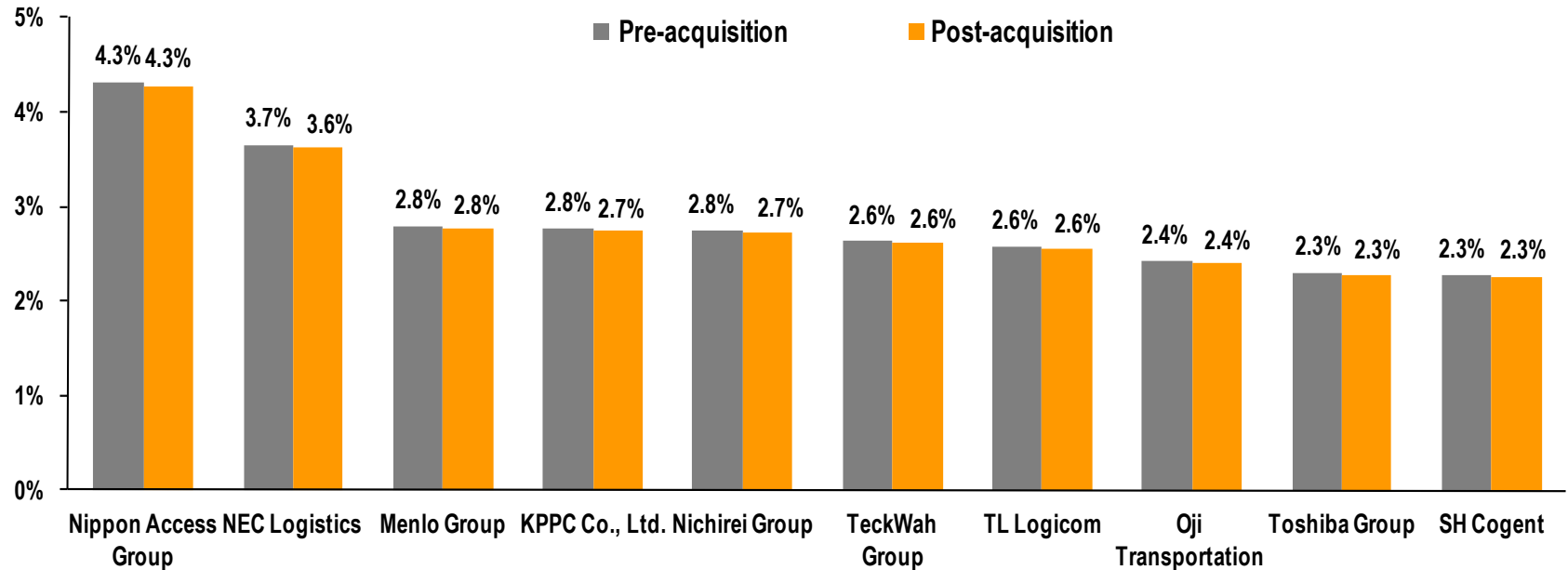
Celestica Hub comprises two single-storey air-conditioned industrial warehouses and an annexed office, covering a total gross floor area of 22,300 sqm. A five-minute drive from Senai Airport, this property sits strategically within the electrical and electronics hub of the Senai-Skudai zone in Iskandar Malaysia.

- **Purchase price: MYR 27.5 million (~S\$11.5 million)**
- **Land tenure: Freehold**
- **Building A**
 - **Land area: 21,600 sqm**
 - **GFA: 11,600 sqm**
 - **Lease term: 3-year lease ending 2013, with option to extend 3 years**
- **Building B**
 - **Land area: 20,700 sqm**
 - **GFA: 10,700 sqm**
 - **Lease term: 3-year lease ending 2014**
- **Vendor: Well-Built Holdings Sdn Bhd**
- **Lessee: Celestica (AMS) Sdn Bhd**
- **Outgoings: Property maintenance will be borne by lessee**

Top 10 Customer Profile

Top 10 customers (by gross revenue)

No significant change in top 10 customer profile post-acquisition



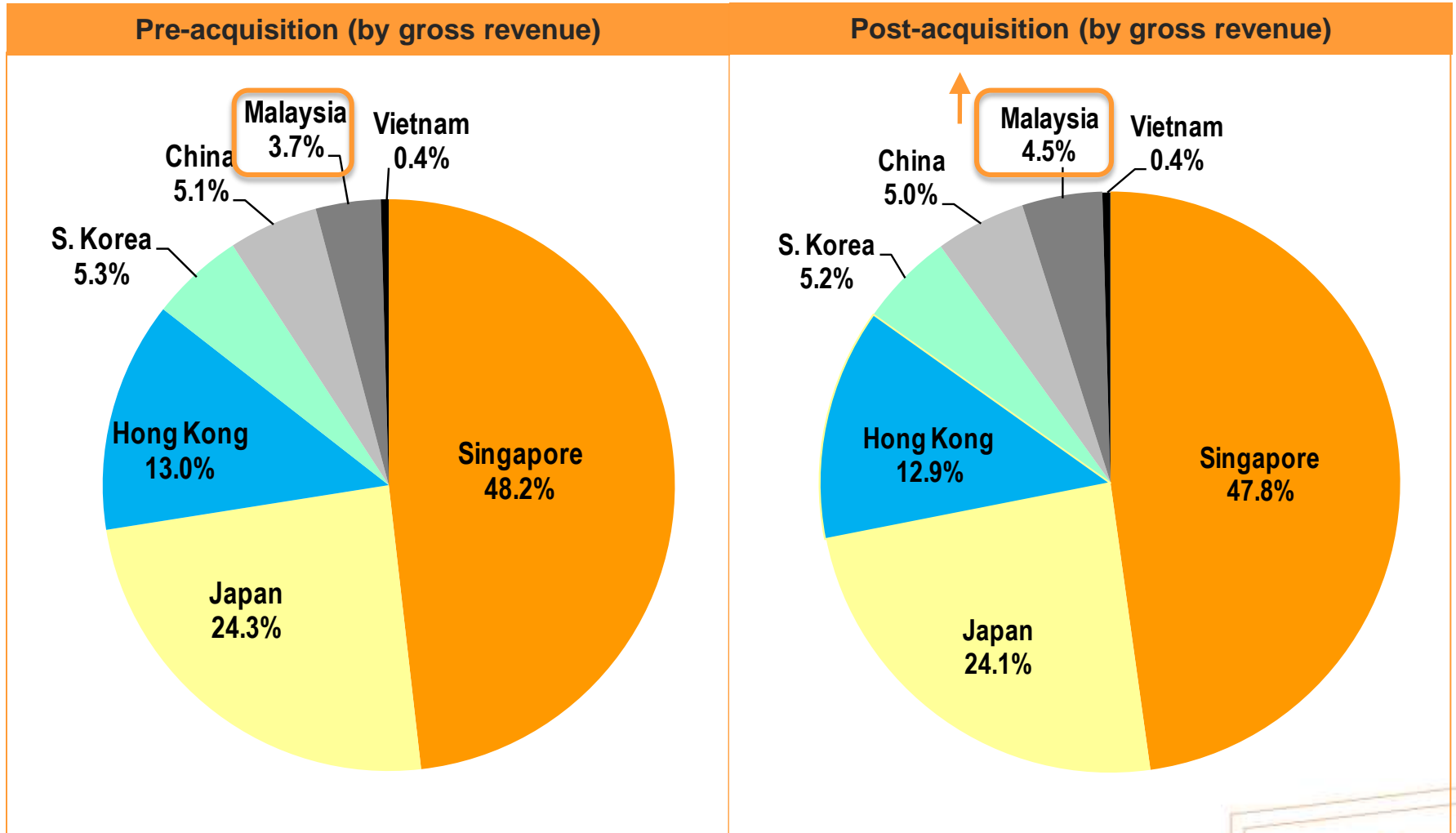
Footnotes :

- 1) Pre-acquisition (portfolio of 98 properties)
- 2) Post-acquisition (portfolio of 100 properties)



Geographical Allocation of Portfolio

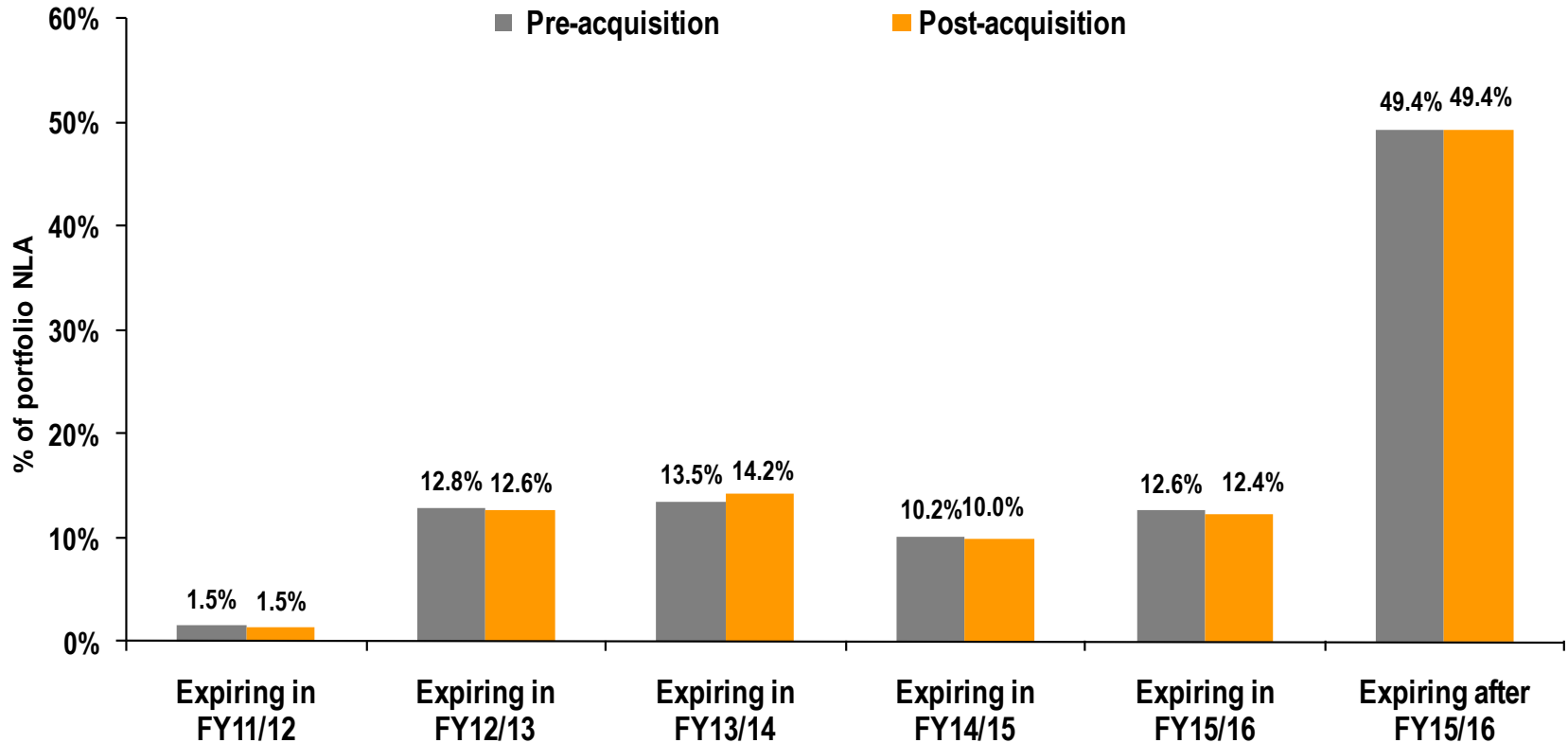
Increase in gross revenue contribution from Malaysia portfolio post-acquisition



Average Lease Duration

Weighted average lease term to expiry remained at 6 years post-acquisition

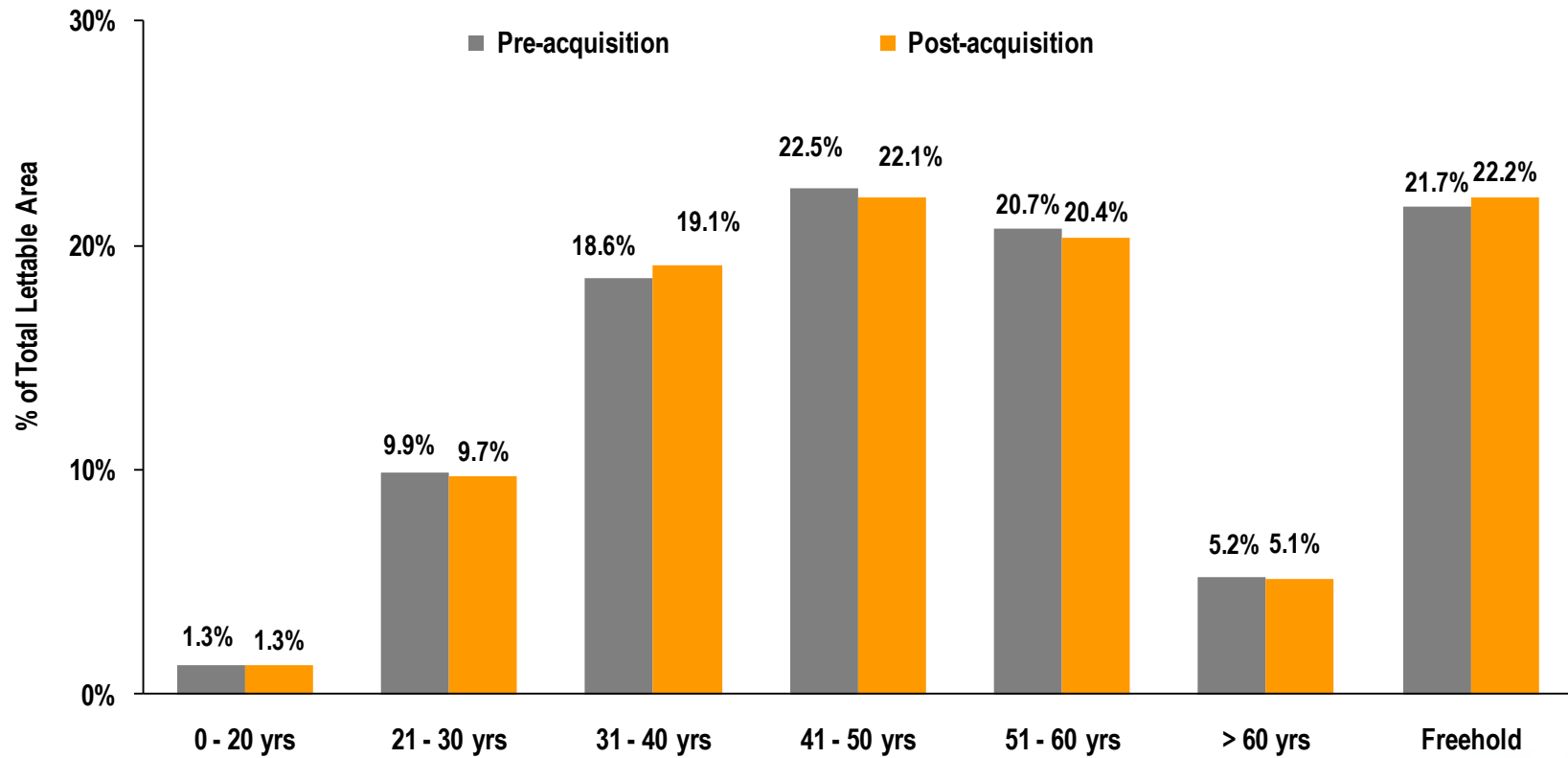
Lease expiry profile (by NLA)



Unexpired Lease of Underlying Land

Weighted average lease term to expiry of underlying land (excluding freehold land remained at 46 years post-acquisition)

Remaining years to expiry of underlying land lease (by NLA)



Disclaimer

The value of units in Mapletree Logistics Trust (“MLT”, and units in MLT, “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 MLT 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.

- END -

