

# STRATEGIC DIRECTION

The Manager's three-pronged strategy is underpinned by the commitment to provide quality industrial real estate solutions to its clients through understanding their requirements and delivering innovative real estate solutions that meet their evolving business needs.

During the financial year, the Manager continued to execute the strategy of growing the Hi-Tech Buildings segment through acquisitions, build-to-suit ("BTS") projects and asset enhancement initiatives ("AEI"). These underscore the Manager's efforts in reshaping and building a portfolio

of assets for higher value uses. As at 31 March 2019, the Hi-Tech Buildings segment accounted for 43.3% of the portfolio by valuation, up from 14.8% when the segment was first introduced in 2013. By leveraging on the Sponsor's local market experience and resources as well as the Manager's

competitive strengths, the Manager will continue to pursue growth opportunities in Singapore and overseas, with a focus on high specification industrial facilities and data centres.

## COMPETITIVE STRENGTHS



### STABLE AND RESILIENT PORTFOLIO

Diversified portfolio of 101 properties across five property segments in Singapore and the United States with a large tenant base of over 2,200 tenants



### TRACK RECORD OF SECURING DPU-ACCRETIVE INVESTMENTS

Completed three AEI, four BTS projects and five acquisitions since its listing on 21 October 2010



### ACCESS TO FAST-GROWING DATA CENTRE SECTOR

Access to the fast-growing data centre sector, with data centres in Singapore and the United States comprising 8.4% and 9.1% of the portfolio (by valuation) respectively



### ENHANCED FINANCIAL FLEXIBILITY

Strong balance sheet and a well-diversified debt maturity profile with a weighted average tenor of debt of 4.4 years



### EXPERIENCED MANAGER

Professional management team with an established track record and a wealth of experience in real estate development, investment and property management



### REPUTABLE SPONSOR WITH ALIGNED INTEREST

Leverages on the Sponsor's development capabilities as well as local market experience and extensive network of offices, including the United States. The Sponsor's 31.8% stake in MIT demonstrates its alignment of interest with Unitholders

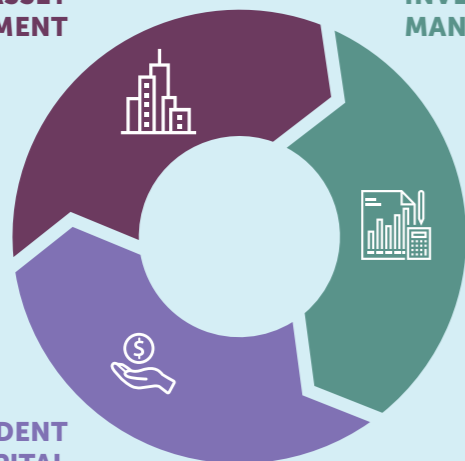
## INVESTMENT STRATEGY

To invest in a diversified portfolio of income-producing real estate used primarily for industrial purposes in Singapore and income-producing real estate used primarily as data centres worldwide beyond Singapore, as well as real estate-related assets

### PROACTIVE ASSET MANAGEMENT

### VALUE-CREATING INVESTMENT MANAGEMENT

### PRUDENT CAPITAL MANAGEMENT



## STRATEGIC OBJECTIVES

### STRATEGIC APPROACH

### FY18/19 ACHIEVEMENTS

### Improve competitiveness of properties



### PROACTIVE ASSET MANAGEMENT

- Implement proactive marketing and leasing initiatives
- Deliver quality service and customised solutions
- Improve cost effectiveness to mitigate rising operating costs
- Unlock value through AEI

Secured long leases from high-quality tenants from various sectors at 30A Kallang Place and achieved a high committed occupancy level of **92.9%**

Completed upgrading works for The Strategy and The Synergy at **S\$7.3 million**

### Secure investments to deliver growth and diversification



### VALUE-CREATING INVESTMENT MANAGEMENT

- Pursue DPU-accretive acquisitions and development projects
- Secure BTS projects with pre-commitments from high-quality tenants
- Consider opportunistic divestments

Acquired **7 Tai Seng Drive** for upgrading to a data centre for Equinix Singapore at S\$95.0 million

Completed **Mapletree Sunview 1**, the third BTS data centre development

Acquired **18 Tai Seng**, a nine-storey mixed-use industrial development with Business 2 industrial, office and retail spaces at S\$268.3 million

### Optimise capital structure to provide financial flexibility



### PRUDENT CAPITAL MANAGEMENT

- Maintain a strong balance sheet
- Diversify sources of funding
- Employ appropriate interest rate and foreign exchange rate risk management strategies

Successfully raised **S\$201.0 million** through a private placement to partly finance the acquisition of 18 Tai Seng

Issued **S\$125.0 million** 10-year 3.58% fixed rate notes

Raised **S\$55.8 million** through the distribution reinvestment plan for progressive funding needs of development projects