



## Mapletree North Asia Commercial Trust

Financial Results for the Period from  
1 April 2018 to 30 September 2018

26 October 2018

# Disclaimer

This presentation shall be read in conjunction with Mapletree North Asia Commercial Trust's ("MNACT") financial results for the period from 1 April 2018 to 30 September 2018 in the SGXNET announcement dated 26 October 2018.

This presentation is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for units in MNACT ("Units"). The value of Units and the income derived 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 of MNACT 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. The past performance of MNACT 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 employees' 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.

# Agenda

- 1 1H FY18/19 Financial & Capital Management Highlights
- 2 1H FY18/19 Portfolio Highlights
- 3 Outlook for FY18/19





**1H FY18/19  
Financial & Capital  
Management  
Highlights**

**A**

**B**

# 1H FY18/19 Financial Highlights

Steady performance with growth from existing assets and new contribution from Japan Properties<sup>1</sup>

Gross Revenue <b>S\$199.0 million</b>	Net Property Income <b>S\$160.4 million</b>
Distributable Income ("DI") <b>S\$117.6 million</b>	Distribution Per Unit ("DPU") <b>3.807 cents</b>

## Capital Management Update

Average Term to Maturity for Debt <i>(as at 30/09/18)</i> <b>3.96 years</b>	Annualised Effective Interest Rate <i>(for 2Q FY18/19)</i> <b>2.48%</b> per annum
% of Debt with Fixed Interest Cost <i>(as at 30/09/18)</i> <b>~78%</b>	Expected FY18/19 DI Hedged into SGD <i>(as at 30/09/18)</i> <b>~80%</b>

1. The Japan Properties comprise three office buildings in Tokyo (IXINAL Monzen-nakacho Building, Higashi-nihonbashi 1-chome Building, TS Ikebukuro Building), an office building in Yokohama (ABAS Shin-Yokohama Building), and two office buildings in Chiba (SII Makuhari Building and Fujitsu Makuhari Building) (collectively the "Japan Properties").

While MNACT holds a 98.47% effective interest in the Japan Properties, all property and financial-related figures (e.g. gross rental income, net property income, weighted average lease expiry, occupancy, trade sector breakdown, valuation, gross floor area and net lettable area) stated in this presentation for the Japan Properties and the Enlarged Portfolio (which includes the Japan Properties, Festival Walk, Gateway Plaza and Sandhill Plaza) are based on 100.0% effective interest in the Japan Properties (which includes the 1.53% effective interest in the Japan Properties held by Mapletree Investments Japan Kabushiki Kaisha ("MIJ")).

# 1H FY18/19 Financial Highlights

	1H FY18/19	Change vs 1H FY17/18
Gross Revenue <sup>1</sup>	S\$199.0m	▲ 12.4%
Net Property Income (NPI)	S\$160.4m	▲ 12.3%
NPI Margin	80.6%	▼ 0.1ppts
Distributable Income (DI)	S\$117.6m	▲ 12.6%
Distribution per Unit (DPU) <sup>2,3,4</sup>	3.807 cents	▲ 2.5%
Annualised Distribution Yield	6.6%	▲ 0.2ppts
Closing Unit Price	S\$1.140	▼ 1.3%

## Increase in DI and DPU due to:

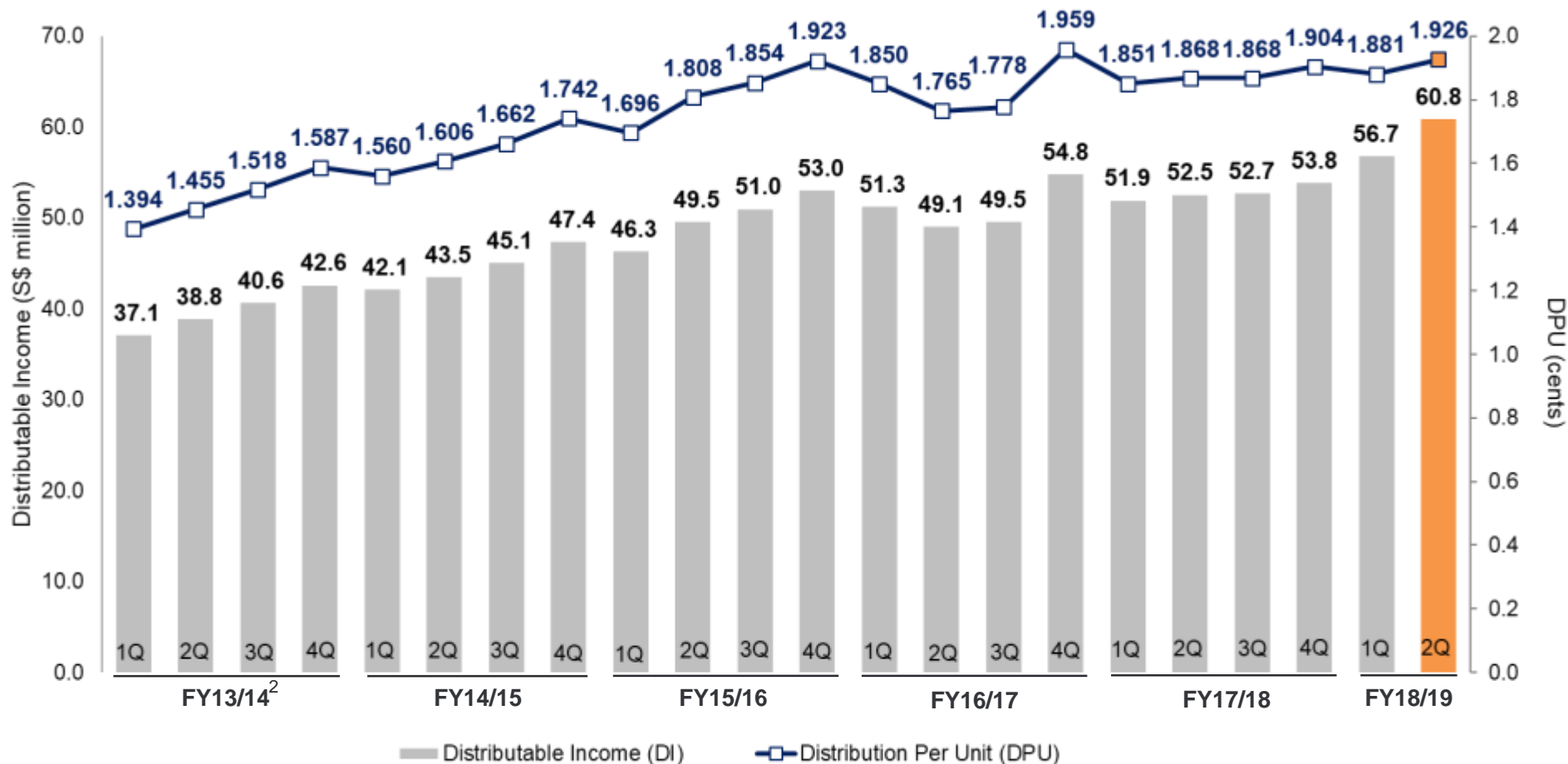
- + Higher average rental rates at **FW**, **GW**, **SP**
- + Contribution from **JP** from 25 May 2018
- Partially offset by lower average rate of HKD; and
- Higher net finance costs

## DPU for 1H FY18/19 comprised:

- Advanced distribution<sup>2</sup>(1 Apr to 7 May): 0.764 cents
- Distribution<sup>3</sup>(8 May to 30 Jun): 1.117 cents
- Available distribution<sup>4</sup> (1 Jul to 30 Sep): 1.926 cents

1. Revenue is presented net of value added tax applicable to Gateway Plaza and Sandhill Plaza in China. Revenue is presented net of consumption tax applicable to the Japan Properties.
  2. The number of Units used to calculate DPU from 1 Apr 2018 to 7 May 2018 is 2,826,267,943.
  3. The number of Units used to calculate DPU from 8 May 2018 to 30 Jun 2018 is 3,146,007,149. The enlarged number of units arises from a private placement carried out on 25 April 2018.
  4. The number of Units used to calculate DPU from 1 Jul to 30 Sep 2018 is 3,158,922,006.
- The number of units in issue as at the end of 2Q does not include the payment of Manager's base fee and the property manager's management fees (collectively known as "Fees") in units of 7,540,036 for 2Q FY18/19. The units for payment of Fees for 2Q, to be issued in November 2018, will be included in the computation of the DPU payable for the third-quarter of the financial year.

# Quarterly DI and DPU<sup>1</sup> Since IPO



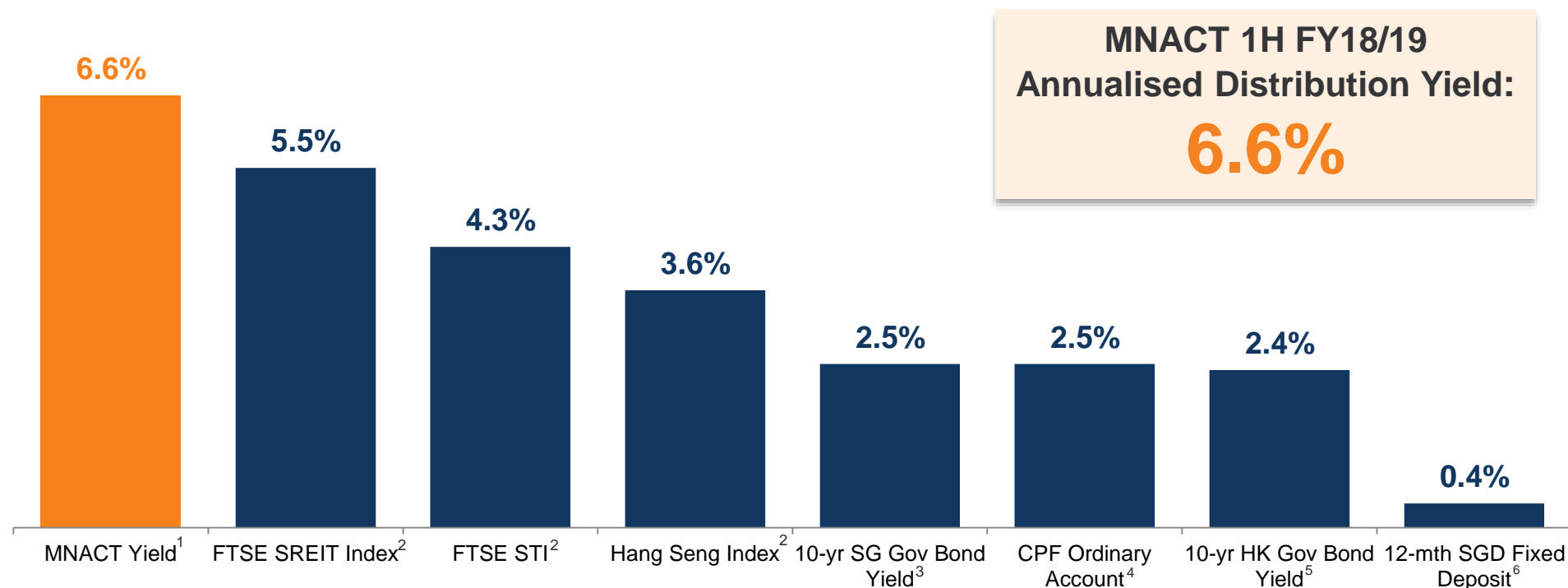
1. DPU per quarter is calculated based on DI over the number of issued units as at the end of the quarter.

The reported number of units in issue as at the end of each quarter does not include the payment of Manager's Base Fee and the Property Manager's Management Fees ("Fees") in units for the quarter. The payment of Fees in units are issued in the months of August, November, February and May for the first, second, third and fourth quarter respectively, and these units issued are included in the computation of the DPU payable (on a quarterly basis) for the following quarter.

2. 1Q FY13/14 excludes the stub period from 7 to 31 March 2013. For the period from 7 March 2013 to 30 June 2013, DI = S\$46.1m and DPU = 1.7337 cents.

# Higher Yield versus Comparable Instruments

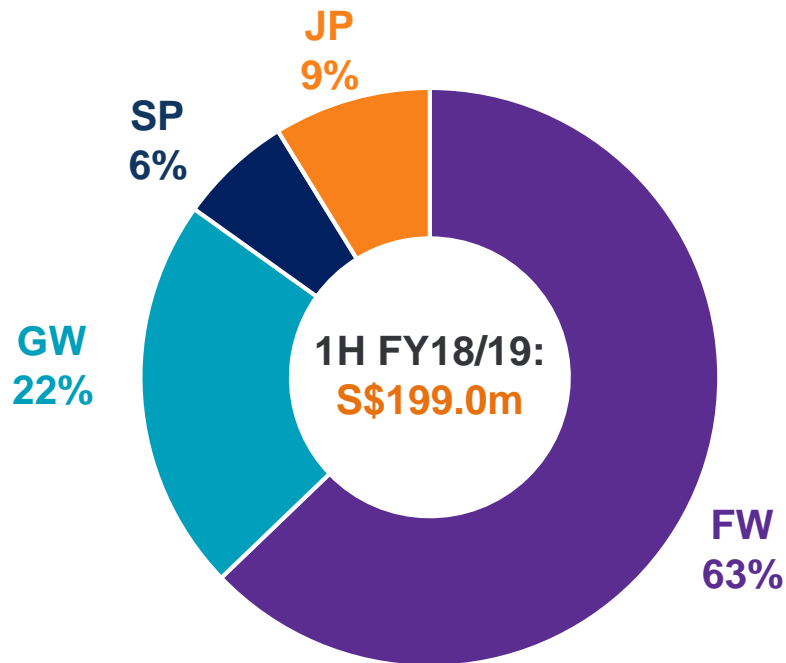
(As at 30 Sep 2018)



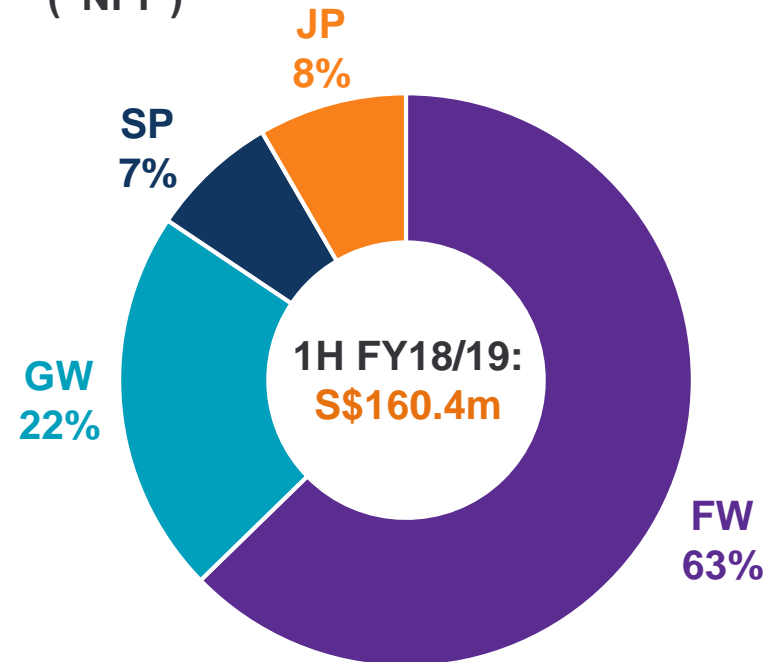
1. Annualised distribution yield based on 1H FY18/19 DPU of 3.807 cents and closing unit price of S\$1.14 on 28 Sep 2018 (last trading day).
2. Trailing 12-month gross dividend yield of FTSE SREIT Index, FTSE STI and Hang Seng Index as at 28 Sep 2018, Bloomberg.
3. Singapore Government Bond Yield from Monetary Authority of Singapore as at 30 Sep 2018.
4. Prevailing interest rate on Central Provident Fund (“CPF”) Ordinary Account Savings from CPF Board, July to September 2018.
5. Hong Kong Government Bond Yield from Hong Kong Government Bond Programme website as at 30 September 2018.
6. 12-month SGD fixed deposit savings rate from Monetary Authority of Singapore as at 30 September 2018.

# 1H FY18/19 Portfolio Composition

## BY GROSS REVENUE



## BY NET PROPERTY INCOME ("NPI")



- **Hong Kong SAR:** NPI contribution at 63% (1H FY18/19), compared to 69% (1H FY17/18).
- **China:** NPI contribution at 29% (1H FY18/19), compared to 31% (1H FY17/18).
- **Japan:** NPI contribution<sup>1</sup> at 8% (1H FY18/19).

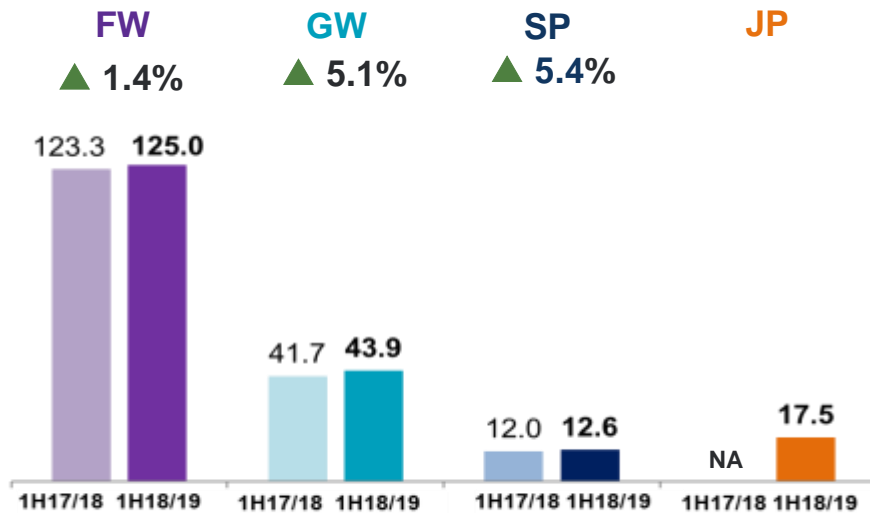
1. Contribution from the Japan Properties was from 25 May 2018, following completion of the acquisition.

FW: Festival Walk; GW: Gateway Plaza; SP: Sandhill Plaza; JP: Japan Properties

# 1H FY18/19 Portfolio Composition by Assets

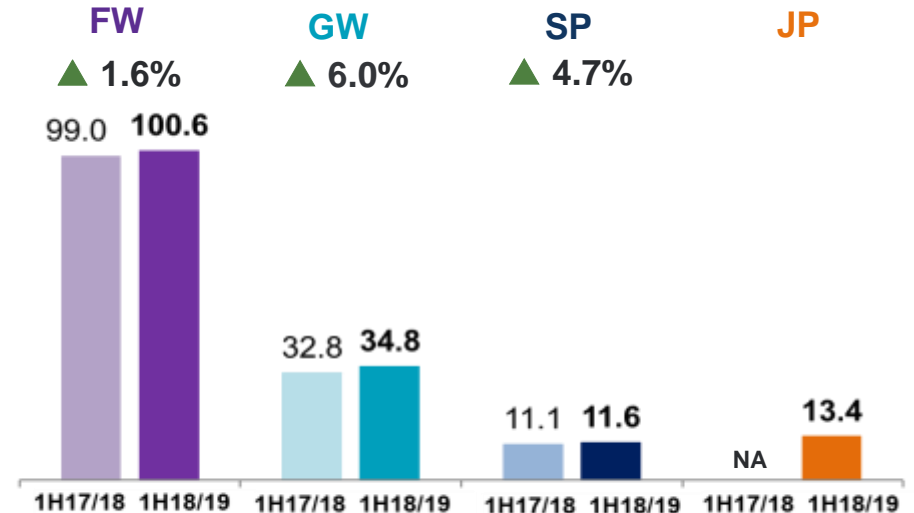
## GROSS REVENUE BY ASSET

(S\$ million)



## NPI BY ASSET

(S\$ million)



- Higher NPI for **FW** mainly due to higher average rental rate, partially offset by lower average rate of HKD
- Higher NPI for **GW** mainly due to higher average rental rate and higher average rate of RMB.
- Higher NPI for **SP** mainly due to higher average rental rate, improved average occupancy rate and higher average rate of RMB.
- New contribution from **JP** from 25 May 2018 (upon completion of acquisition) to 30 September 2018.

# Healthy Balance Sheet

(S\$'million)	As at 30 Sep 2018	As at 31 Mar 2018	Variance %
Investment Properties	7,190.5	6,292.0	▲ 14.3
Total Assets	7,420.7	6,522.7	▲ 13.8
Borrowings	2,898.7	2,361.1	▲ 22.8
Total Liabilities	3,228.9	2,634.0	▲ 22.6
Net Assets	4,191.8	3,888.8	▲ 7.8
Net Asset Value per Unit (S\$) ("NAV")	<b>1.325</b>	<b>1.376</b>	▼ 3.7

- Increase in total assets was mainly due to acquisition of the Japan Properties and net translation gain from stronger HKD and JPY.
- Higher total liabilities was mainly due to increase in borrowings to partially fund the acquisition of the Japan Properties, and translation loss of both HKD and JPY.
- NAV per Unit was lower mainly due to payment of distributions to Unitholders in May 2018, and units issued pursuant to the private placement to partially fund the acquisition of the Japan Properties

# Prudent Capital Management

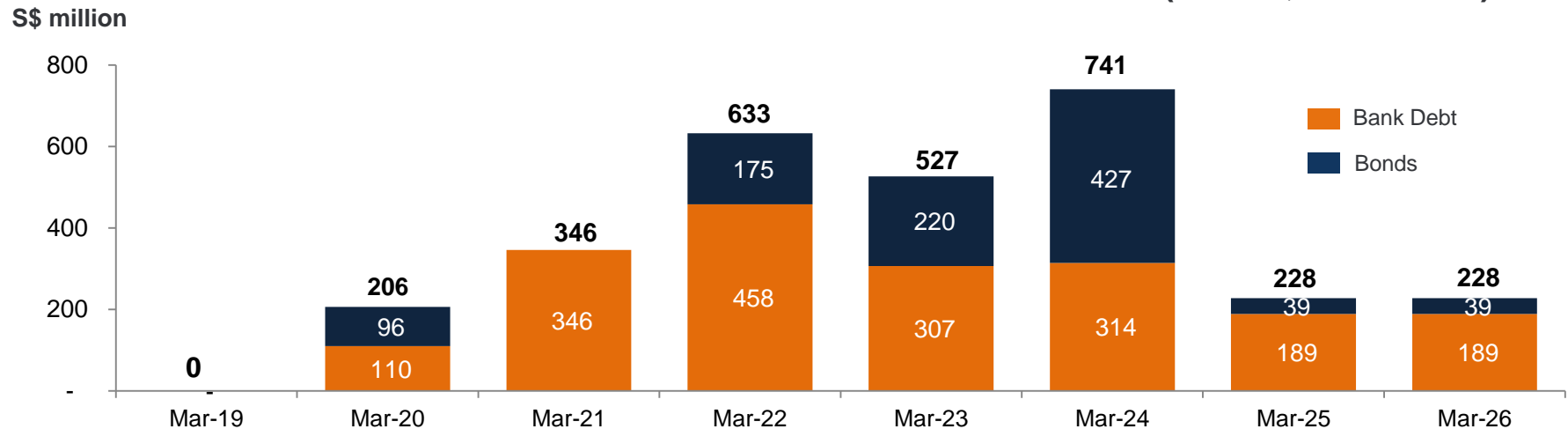
	As at 30 Sep 2018	As at 31 Mar 2018
Gearing Ratio (%) <sup>1</sup>	39.0	36.2
Average Term to Maturity for Debt (years)	3.96	3.43
Corporate Rating by Moody's <sup>2</sup>	Baa1 Stable	Baa1 Stable
Unencumbered Assets as % of Total Assets <sup>3</sup>	89	100

	2Q FY18/19	1Q FY18/19
Interest Cover Ratio <sup>4</sup> (times)	4.1	4.1
Annualised Effective Interest Rate (% p.a.)	2.48	2.44

1. The gearing ratio includes proportionate share of both JPY onshore borrowings and the Japan Properties, in accordance with the Property Fund Guidelines.
2. Moody's reaffirmed MNACT's Baa1 issuer rating with a Stable outlook on 12 October 2018.
3. JPY onshore borrowings are secured against Japan's assets.
4. Interest cover ratio is calculated based on net income before net finance costs, foreign exchange gain and depreciation over net finance costs.

# Well-Staggered Debt Maturity Profile

Total Gross Debt : S\$2,909 million  
(HK\$16,665 million)



% of total debt maturing by end FY	0%	7%	12%	22%	18%	25%	8%	8%

- About **S\$260 million** of debt due in FY18/19 and FY20/21 were early refinanced through four loan facility transactions announced between August and September 2018.
- Average term to maturity for debt increased from 3.43 years as at 31 March 2018 to **3.96 years** as at 30 Sep 2018.
- No more than **25%** of debt due in any year.

# Interest Rate & Forex Risk Management

## Interest Rate Risk Management

	As at 30 Sep 2018	As at 31 Mar 2018
Total Debt Outstanding (Denomination <sup>1</sup> : ~75% HKD, ~2% RMB, ~23% JPY)	S\$2,909 million	S\$2,368 million
Percentage of Debt with Fixed Interest Cost	<b>~78%</b>	<b>~78%</b>

- For FY18/19, it is estimated that an increase of 50 basis points in interest rate is expected to result in a reduction in DPU by about 0.072 cents.

## Forex Risk Management

Portfolio Level (as at 30 Sep 2018)	FY18/19
% of Distributable Income that has been hedged into SGD	<b>~80%</b>

- As at 30 September 2018, cross currency interest rate swaps entered into to swap SGD denominated medium-term notes, and USD and SGD denominated bank loans to HKD and JPY.  
RMB and JPY debts relate to onshore debt from acquisition of Sandhill Plaza in June 2015 and Japan Properties in May 2018 respectively.  
Based on exchange rates of S\$1: RMB4.9903, S\$1: HK\$5.7212 and S\$1: JPY81.28 as at 30 September 2018.

# MNACT 2Q FY18/19 Distribution Details

## Distribution Timetable

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				Nov 1 Ex-date	2	3
4	Nov 5 Books Closure	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	Nov 26 Payment Date	27	28	29	30	

## Distribution Details

<b>Distribution Period</b>	1 Jul 2018 – 30 Sep 2018 <sup>1</sup>
<b>Distribution Amount</b>	1.926 cents per unit
<b>Notice of Books Closure</b>	Friday, 26 Oct 2018
<b>Ex-Date</b>	Thursday, 1 Nov 2018
<b>Books Closure Date</b>	Monday, 5 Nov 2018
<b>Cash Distribution Payment Date</b>	Monday, 26 Nov 2018

1. With effect from 1 April 2018, MNACT's distribution frequency was changed from semi-annual to quarterly basis. Refer to the announcement titled "Change from semi-annual distribution to quarterly distribution", released on SGXNET by the Manager on 25 April 2018.

A photograph of a modern office building complex. In the center is a tall, glass-clad skyscraper with "Sandhill Plaza" written at the top. It is flanked by two shorter, multi-story buildings with light-colored panels and large windows. A paved walkway leads through a landscaped courtyard between the buildings. The sky is clear and blue.

Sandhill Plaza

**1H FY18/19  
Portfolio  
Highlights**

# Portfolio Occupancy

High occupancy rate of 99.6% at portfolio level

Occupancy as of End Quarter (%)	As at 30 Sep 18	As at 30 Jun 18	As at 31 Mar 18	As at 31 Dec 17	As at 30 Sep 17
<b>Festival Walk</b>	100.0	100.0	100.0	100.0	100.0
<b>Gateway Plaza</b>	98.7	99.6	96.5	94.0	95.8
<b>Sandhill Plaza</b>	100.0	98.1	100.0	98.3	100.0
<b>Japan Properties<sup>1</sup></b>	100.0	100.0	n.a.	n.a.	n.a.
<b>Portfolio</b>	<b>99.6</b>	99.6	98.5	96.9	98.2

1. The Japan Properties were acquired on 25 May 2018.

# Rental Reversion

## Positive rental reversions across all the assets

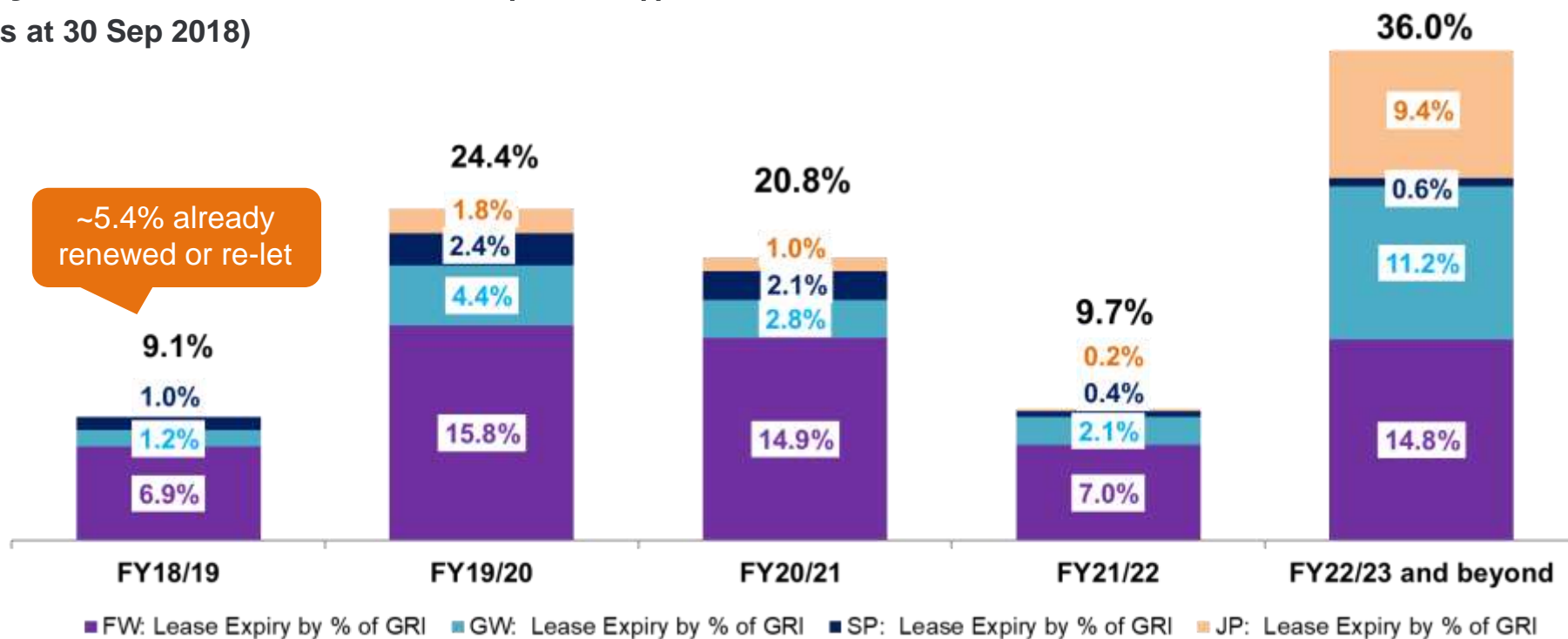
YTD Reversion by Quarter (%) <sup>1</sup>	As at 30 Sep 18	As at 30 Jun 18	As at 31 Mar 18	As at 31 Dec 17	As at 30 Sep 17
<b>Festival Walk</b>					
- Retail	40 <sup>2</sup>	14	11	10	11
- Office <sup>3</sup>	15	n.a.	11	n.a.	n.a.
<b>Gateway Plaza</b>	8	11	8	9	10
<b>Sandhill Plaza</b>	15	18	15	16	14
<b>Japan Properties<sup>4</sup></b>	6	6	n.a.	n.a.	n.a.

1. Rental reversion is computed based on the weighted average effective base rental rate of the contracted leases that were renewed or re-let vs. the weighted average effective base rental rate for expired leases over the lease term. The computation of rental reversion excludes turnover rent and renewed/re-let leases with lease periods less than or equal to one year.
2. The higher-than-average reversion was mainly contributed by the lease renewal of one of the anchor tenants at Festival Walk.
3. There were no office lease expiries at Festival Walk from 1Q FY17/18 to 3Q FY17/18, and during 1Q FY18/19.
4. The Japan Properties were acquired on 25 May 2018. The operational performance of these properties is reported on a portfolio basis. There was no lease expiry in 2Q FY18/19. There were 2 leases that expired in 1Q FY18/19.

# Well-Staggered Lease Expiry Profile

(by Gross Rental Income (“GRI”))

(As at 30 Sep 2018)



Years (as at 30 Sep 2018)	FW	GW	SP	JP	Portfolio
Weighted Average Lease Expiry (WALE) by GRI	2.7	3.2	1.9	5.2	<b>3.0</b>

Note:

- Lease Expiry Profile: shows the remaining leases to be renewed or re-let as of quarter end.
- WALE is based on the expiry dates of committed leases.

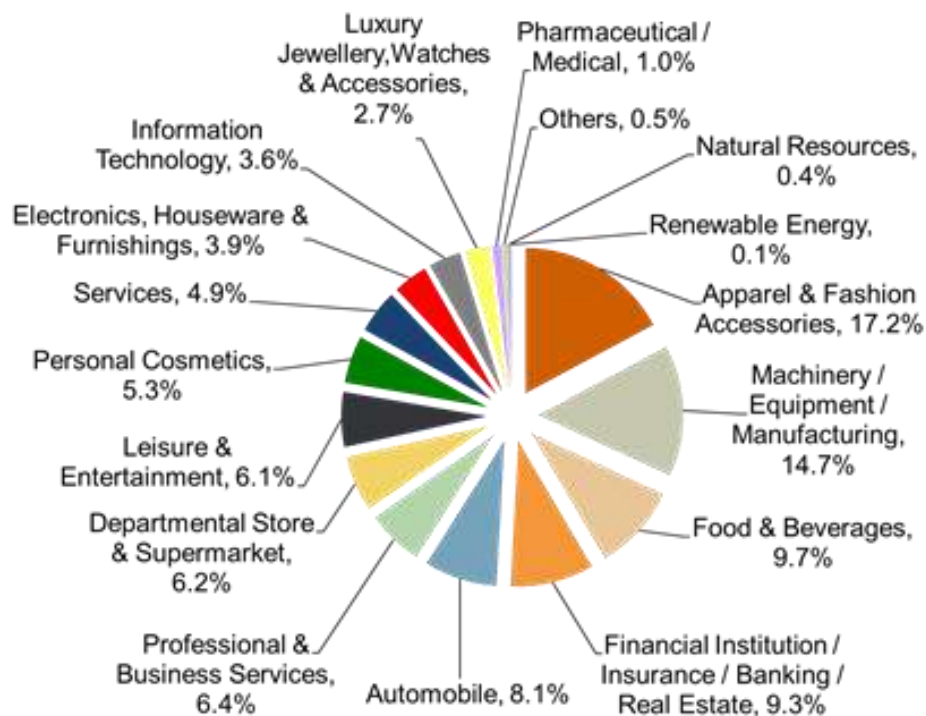
FW: Festival Walk; GW: Gateway Plaza; SP: Sandhill Plaza; JP: Japan Properties

# Portfolio Tenant Mix & Top 10 Tenants

(As at 30 Sep 2018)

## Trade Sector by Gross Rental Income (“GRI”)

- No single trade sector comprises more than 17.2% of GRI



## Top 10 Tenants by Gross Rental Income

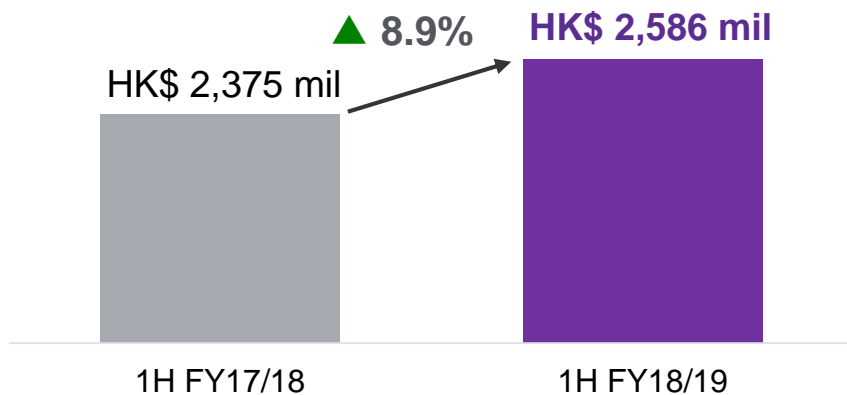
- Accounted for 34.6% of GRI

1.	BMW	GW
2.	Seiko Instruments Inc	JP
3.	Arup	FW
4.	TaSTe	FW
5.	Fujitsu	JP
6.	CFLD	GW
7.	Festival Grand	FW
8.	Apple	FW
9.	I.T	FW
10.	Japan Information Processing Service	JP

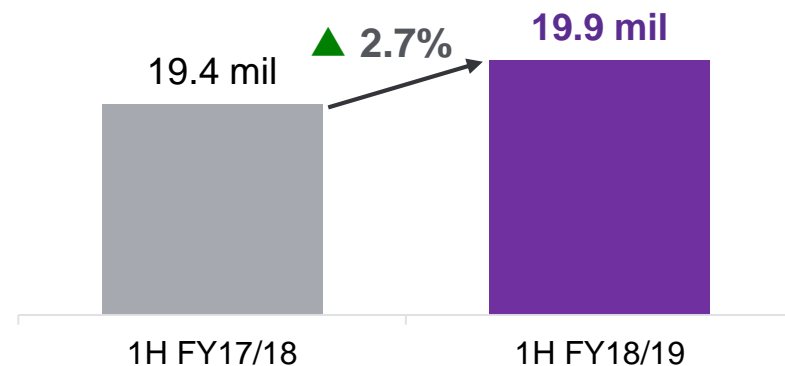
FW: Festival Walk; GW: Gateway Plaza; SP: Sandhill Plaza; JP: Japan Properties

# Festival Walk – Retail Sales & Footfall 1H FY18/19

Retail Sales<sup>1</sup> (HK\$ million)



Footfall (million)



- For Festival Walk, retail sales and footfall were up **8.9%** and **2.7%** respectively year-on-year in 1H FY18/19, mainly due to the favourable labour market and positive local consumption.
- Hong Kong retail sales<sup>2</sup> from January to August 2018 increased **12.2%** year-on-year on the back of solid local consumption demand and increased tourist arrivals. Over the same period, Festival Walk's retail sales was up **13.1%**.

1. Festival Walk's retail sales do not include figures from the Apple Store.

2. Source: Hong Kong Census and Statistics Department

Note: Hong Kong's retail sales for September 2018 has not been published as at 26 Oct 2018 (date of announcement of MNACT's 2Q FY18/19 results).

# Festival Walk – New Shops in 2Q FY18/19

New F&B  
Concepts  
(Pop-up Stores)



Tokyo Milk Cheese Factory  
(Japanese Milk Cheese cookies and desserts)



Nakamura Tokichi  
(Japanese tea and desserts)

Apparel  
Brands



Gucci Timepieces and Jewelry  
(Jewellery)



VANS  
(Shoes and related apparels)



UGG  
(Shoes)

# Festival Walk – Exciting Events & Promotions

## Roadshows



Opening Ceremony of Samsonite EVOA Pop-up Store Press Event attended by celebrities such as Charlene Choi 蔡卓妍 and Jan Lamb 林海峰 (picture on left) and 'The Leather Passport Holder Workshop' by Samsonite (picture on right)



'Festival Walk Summer Shopping Rewards' Sales Redemption Booth



Fortress x De'Longhi – 'A True Italian Coffee Journey' Roadshow (picture on left) and Press Event was graced by Moses Chan 陳豪 (picture on right)



Home appliance roadshows by Phillips and other exhibitors such as Miele

# Festival Walk – Exciting Events & Promotions

## Events at FW & Glacier



KIA x Coca-Cola Summer Car Show and other car shows by Audi, Lexus, Infiniti, Land Rover and Honda



'IRON KID' Summer Challenge on Ice



Allianz Junior Football Camp Press Event



Panerai Submersible (Watch) Exhibition

# Corporate Social Responsibility

## CSR Events in 2Q FY18/19



Staff from MNACTM and Mapletree packed food bundles and distributed to the homes of beneficiaries of Thong Kheng Seniors Activity Centre



'Home and Away with Mapletree': Free Mapletree fleece jackets were distributed at Festival Walk to students studying in UK, US or Canada



The 5th European Day of Languages in Hong Kong: Speak Dating Event



Wai Yin Association 37th Anniversary Mooncake for Charity 2018



Hong Kong Cancer Fund - Pink Revolution Launch Event

## Environment



SP was awarded the CGBC 2 star certification for its green efforts and commitment to sustainability



In recognition of its energy saving efforts, FW was awarded 'Energywi\$e Certificate – Basic Level' by Hong Kong Green Organisation Certification

# Outlook for FY18/19

- According to International Monetary Fund's latest outlook, global economic growth is expected to ease to 3.7% in 2018 from an earlier forecast of 3.9%, on the back of global trade tensions and rising interest rates.
- The increasing global uncertainties and market volatilities could impact the economic forecast going forward.

## MNACT

- **For FY18/19, MNACT's assets are expected to remain resilient and offer sustainable and stable returns.**
- To mitigate the impact of interest rate hikes and foreign exchange volatility, the Manager has:
  - ✓ hedged interest costs for approximately 78% of MNACT's debt, and
  - ✓ hedged about 80% of MNACT's expected FY18/19 distributable income into SGD as at 30 September 2018.
- The Manager remains focused on accretive acquisitions, as well as proactive asset and capital management, so as to deliver sustainable returns to unitholders.



# Thank You

For enquiries, please contact:

Ms Elizabeth Loo, Vice President, Investor Relations  
Tel: +65 6377 6705  
Email: [elizabeth.loo@mapletree.com.sg](mailto:elizabeth.loo@mapletree.com.sg)

# Appendix



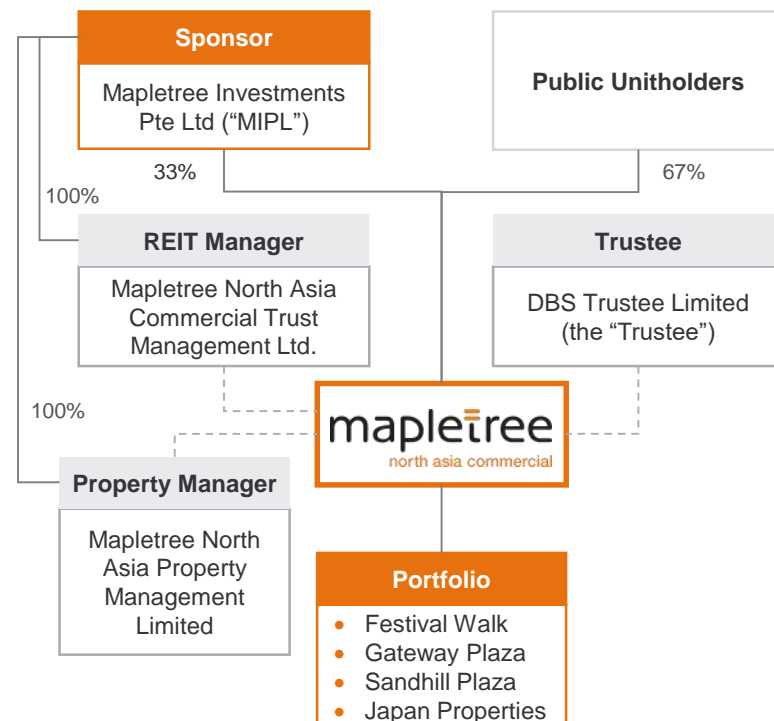
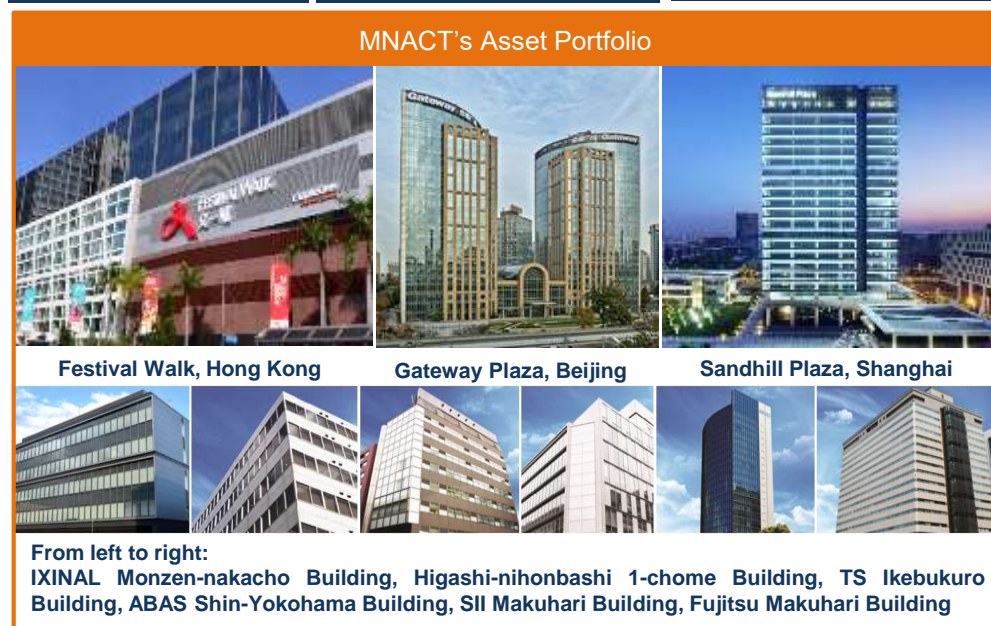
# Overview of Mapletree North Asia Commercial Trust (“MNACT”)

Singapore’s first commercial REIT with properties in China, Hong Kong SAR and Japan  
(listed since 7 March 2013)

<b>S\$7.2 bil</b> Portfolio Value <sup>1</sup>	<b>~4.2 mil sq ft</b> Lettable area	<b>9 Properties</b> in Beijing, Hong Kong, Japan and Shanghai
<b>S\$3.6 bil</b> Market Capitalisation <sup>2</sup>	<b>6.6%</b> Annualised Distribution Yield <sup>3</sup>	<b>33%</b> Unitholdings held by Sponsor

### Investment Mandate

- To invest in a diversified portfolio of income-producing real estate in the Greater China region and Japan used primarily for commercial purposes
- Key markets include Hong Kong, Tier-1 cities (Beijing, Shanghai, Guangzhou and Shenzhen) and key Tier-2 cities in China, and Japan



- Based on exchange rates of S\$1: RMB4.9903, S\$1: HK\$5.7212 and S\$1: JPY81.28 as at 30 Sep 2018.
- Based on unit price as of 28 Sep 2018 (last trading day)
- Based on unit closing price of S\$1.14 on 28 Sep 2018 (last trading day).

# 1H FY18/19 & 2Q FY18/19 Financials

(S\$'000)	1H FY18/19	1H FY17/18	Variance %	2Q FY18/19	2Q FY17/18	Variance %
Gross Revenue <sup>1</sup>	199,022	177,016	▲ 12.4	104,604	88,113	▲ 18.7
Property Operating Expenses	(38,588)	(34,134)	▲ 13.0	(20,963)	(17,209)	▲ 21.8
Net Property Income	160,434	142,882	▲ 12.3	83,641	70,904	▲ 18.0
<i>NPI Margin (%)</i>	80.6	80.7	▼ 0.1ppts	80.0	80.5	▼ 0.5ppts
Manager's Management Fees <sup>2</sup>	(12,368)	(10,741)	▲ 15.1	(6,645)	(5,459)	▲ 21.7
Net Foreign Exchange Gain/(Loss)	2,525	2,554	▼ 1.1	(471)	866	NM <sup>3</sup>
Finance Costs (Net)	(35,827)	(34,314)	▲ 4.4	(18,780)	(16,814)	▲ 11.7
Distributable Income	117,589	104,445	▲ 12.6	60,846	52,534	▲ 15.8
DPU (cents)	<b>3.807</b>	3.714	▲ 2.5	1.926	1.868	▲ 3.1
Annualised Distribution Yield	6.6%	6.4%	▲ 0.2ppts	6.7%	6.4%	▲ 0.3ppts
Closing Unit Price for the period	\$1.140	\$1.155	▼ 1.3	\$1.140	\$1.155	▼ 1.3

1. Refer to footnote 1 on slide 6.

2. Manager's base fee is calculated based on 10% of distributable income for the period. This includes the asset management fee payable to MIJ in cash and calculated based on 10% of distributable income from the Japan Properties.

The Manager's performance fee is based on 25% of the growth of the FY18/19 DPU over the FY17/18 DPU.

3. NM=Not Meaningful



# FESTIVAL WALK

HONG KONG

Address: 80 Tat Chee Avenue, Kowloon Tong

Comprises a four-storey office tower atop a seven-storey territorial retail mall and three underground car park levels



Over 200 brands and more than  
30 F&B Outlets

**GROSS FLOOR AREA**  
**1,208,754** sq ft  
Office: 228,665 sq ft (19%)  
Retail: 980,089 sq ft (81%)

**LETTABLE AREA**  
**798,372** sq ft  
Office: 213,982 sq ft (27%)  
Retail: 584,390 sq ft (73%)



## Amenities



Cinema



Ice Rink



Supermarket



Above MTR Station



Near to Two Universities





# GATEWAY PLAZA

BEIJING

Address: 18 Xiaguangli, East 3rd Ring Road North, Lufthansa Area (Third Embassy Area)

A premier Grade-A office building, consisting of two 25-storey towers connected by a three-storey podium area and three underground floors



## GROSS FLOOR AREA<sup>2</sup>

**106,456** sq m

Office: 94,715 sq m (89%)  
Podium: 11,741 sq m (11%)

## LETTABLE AREA

**106,456** sq m

Office: 94,715 sq m (89%)  
Podium: 11,741 sq m (11%)

## Key Tenants



## Amenities



Starbucks



Cafe



Chinese Restaurants



Next to Airport Expressway



Next to embassies & hotels



# SANDHILL PLAZA

SHANGHAI

Address: 2290 Zuchongzhi Road, Zhangjiang Hi-tech Park, Pudong New Area

A premium business park development comprising one 20-storey tower, seven blocks of 3-storey buildings<sup>2</sup> and two basement levels of car park



**GROSS FLOOR AREA**  
83,801 sq m

**LETTABLE AREA**  
63,284 sq m  
Office: 61,684 sq m (97%)  
Amenities: 1,600 sq m (3%)

## Key Tenants



## Amenities



Starbucks



Family Mart



Close to Metro Line Station



Within 30-min drive to Shanghai Pudong International Airport

1. There are eight blocks of low-rise (three-storey) buildings within the subject premises, of which one block is separately owned by a third party and does not form part of the acquisition.

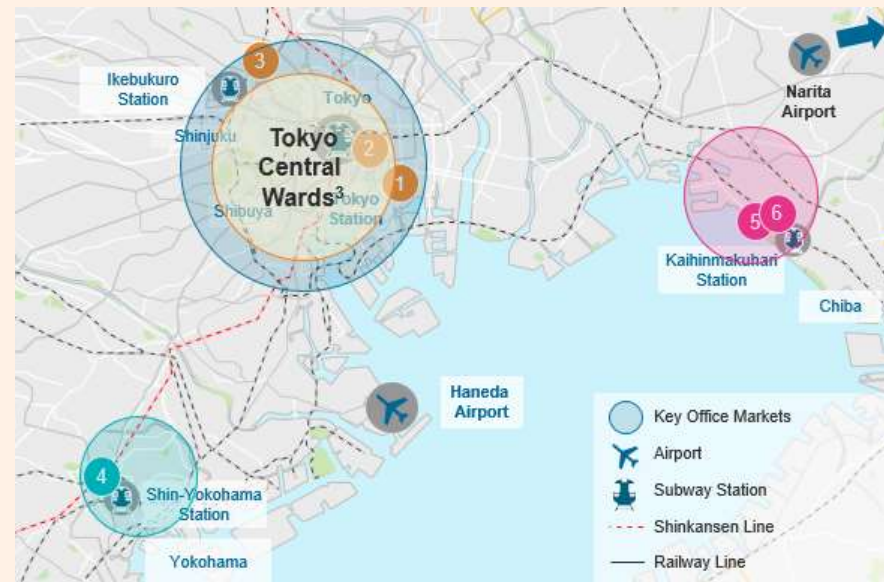
# JAPAN PROPERTIES

**GFA: 152,911 sqm**  
**Lettable Area: 148,456 sqm**

## Key Benefits of Acquisition

Japan provides attractive commercial real estate acquisition opportunities with largely freehold land tenure and at relatively higher yield spread against local cost of funds.

- ✓ Strategic Addition of a High Quality Portfolio of Freehold Office Assets
- ✓ Stable & Quality Cashflows
- ✓ Attractive Yield Spread
- ✓ DPU Accretive
- ✓ Enhances Geographical and Income Diversification
- ✓ Experienced and Dedicated Management Team in Japan



**JPY 63,304m**  
**(S\$783m)**

Agreed Portfolio Value



Building Name	1. IXINAL Monzen-nakacho Building ("MON")	2. Higashi-nihonbashi 1-chome Building ("HNB")	3. TS Ikebukuro Building ("TSI")	4. ABAS Shin-Yokohama Building ("ASY")	5. SII Makuhari Building ("SMB")	6. Fujitsu Makuhari Building ("FJM")
Location (Ward, City)	Koto-ku, Tokyo	Chuo-ku, Tokyo	Toshima-ku, Tokyo	Kohoku-ku, Yokohama	Mihama-ku, Chiba	Mihama-ku, Chiba
Property Description	5-storey building with 28 car park lots	8-storey building with 8 car park lots	9-storey building with 15 car park lots	9-storey building with 2 basement levels and 24 car park lots	26-storey building with 1 basement level and 298 car park lots	21-storey building with 251 car park lots
GFA (sqm)	8,303	3,240	4,898	4,638	70,744	61,088
NLA (sqm)	6,852	2,601	4,002	3,170	70,744	61,088
Type	Single-Tenanted	Multi-Tenanted	Single-Tenanted	Multi-Tenanted	Single-Tenanted	Single-Tenanted
Key Tenants	Japan Information Processing System	Tender Loving Care Services (Nursery), Shigematsu, Advance	PERSOL	Rentas, Lawson, Sandvik	Seiko Instruments Inc	Fujitsu

# MNACT Portfolio Summary



## Festival Walk

## Gateway Plaza

## Sandhill Plaza

## Japan Properties

<b>Address</b>	80 Tat Chee Avenue, Kowloon Tong Kowloon, Hong Kong	18 Xiaguangli, East 3rd Ring North Road, Chaoyang District, Beijing	2290 Zuchongzhi Road, Zhangjiang Hi-tech Park, Pudong New Area, Shanghai	Tokyo, Chiba, Yokohama
<b>Description</b>	7 floors (retail); 4 floors (office); 3 basement car park levels	Two 25 storey office towers; 3 storey podium area; 3 underground floors	One 20-storey tower; seven blocks of three-storey buildings; two basement car park levels	Six freehold commercial buildings located in the Greater Tokyo Area
<b>Gross Floor Area</b>	1,208,754 sq ft • Retail (81%), Office (19%)	106,456 sqm • Office (89%), Podium (11%)	83,801 sq m	152,911 sq m
<b>Lettable Area</b>	798,372 sq ft • Retail (73%), Office (27%)	106,456 sqm • Office (89%), Podium (11%)	63,284 sq m • Office (97%), Amenities (3%)	148,456 sq m
<b>Car Park lots</b>	830	692	460	624
<b>Building completion</b>	November 1998	August 2005	December 2012	Varies; from June 1992 to September 2009
<b>Land Use Right Expiry</b>	30 June 2047	25 February 2053	3 February 2060	Freehold
<b>Valuation</b>	HK\$ 26,840m (S\$ 4,514m) <sup>1</sup>	RMB 6,442m (S\$ 1,340m) <sup>1</sup>	RMB 2,103m (S\$ 438m) <sup>1</sup>	JPY 63,304m <sup>2</sup> (S\$ 783m)

1. Independent valuation of each property was carried out by CBRE Limited as at 31 March 2018. Based on exchange rates S\$1 = HK\$5.9457 and S\$1 = RMB4.8065.
2. Agreed Portfolio Value of the Japan Properties. Based on exchange rate S\$1 = JPY80.87.

# Strong Alignment with Unitholders

Management is Incentivised to Deliver Sustainable and Quality DPU Growth



## Management Fee Structure and Distribution Payout

<b>REIT Management Fee</b>	<ul style="list-style-type: none"> <li>• <b>Base:</b> 10.0% of Distributable Income<sup>1</sup></li> <li>• <b>Performance:</b> 25.0% of the difference in DPU in a financial year with the DPU in the preceding financial year<sup>2</sup> multiplied by the weighted average number of Units in issue for such financial year</li> <li>• 100% paid in units since listing</li> </ul>
<b>Property Management Fee</b>	<ul style="list-style-type: none"> <li>• 2.0% of Gross Revenue</li> <li>• 2.0% of Net Property Income</li> <li>• PM fees relating to Festival Walk and Gateway Plaza: 100% paid in units since listing</li> <li>• PM fees relating to Sandhill Plaza and Japan Properties: 100% paid in cash from date of acquisition<sup>3</sup></li> </ul>
<b>Acquisition Fee</b>	<ul style="list-style-type: none"> <li>• 0.75% for acquisitions from Related Parties</li> <li>• 1.0% for all other acquisitions</li> </ul>
<b>Distribution Payout</b>	<ul style="list-style-type: none"> <li>• 100% of distributable income since listing</li> <li>• Distribution frequency changed from semi-annual to quarterly basis with effect from 1 April 2018</li> </ul>

1. In relation to the Japan Properties, the asset management services are provided by the Japan Asset Manager. In view of the fees payable in cash to the Japan Asset Manager for the Japan Properties, the Manager has elected to waive the Base Fee which it is otherwise entitled to under the Trust Deed for as long as the Manager and the Japan Asset Manager are wholly-owned by Mapletree Investments Pte Ltd and the Japan Asset Manager continues to receive the Japan Asset Management Fee in respect of the Japan Properties.
2. Calculated before accounting for the performance fee in each year.
3. For Sandhill Plaza, the Manager has elected to pay the Property Manager the Property Management Fee in cash from the date of acquisition on 17 June 2015. For the Japan Properties, the Property Management Fee is payable in cash to the Japan Property Manager from the date of acquisition on 25 May 2018.