# Challenges and Opportunities for Industrial REITs

## The Edge REITs Investment Webinar

27 March 2021

# Contents



ESR REIT

# Challenges in the Industrial Real Estate Landscape

*Top: UE BizHub EAST | Business Park*
*Second: 7000 Ang Mo Kio Avenue 5 | High-Specs Industrial*
*Bottom: 30 Marsiling Industrial Estate Road 8 | High-Specs Industrial*

# Challenges in the Industrial Real Estate Landscape

## Restrictions in Singapore's Industrial Market

**Singapore's industrial real estate sector is heavily regulated by the authorities…**

| | | |
|---|---|---|
| **JTC Anchor Tenant Rule** | ▪ Minimum occupation period of 5 years for leases with ≤30 years remaining and 10 years for >30 years remaining<br>▪ Anchor subtenant is required to occupy minimum 50% of GFA within 5 years from the first TOP for the site and minimum 70% thereafter<br>▪ Replacement anchor tenants will need to be re-assessed by JTC upon >20% change in GFA take-up and/or change in use | **Results in a creation of an anchor tenants' market in exchange for rental concessions from REITs** |
| **Non-Sale Moratorium** | ▪ Minimum assignment prohibition period of 5 years for land leases ≤30 years and 10 years for >30 years<br>▪ Restriction was previously 3 years from the date of assignment<br>▪ Prevent speculative building and sales of industrial facilities in the secondary market | **Imposition of a longer moratorium period means REITs will be required to hold these properties for a longer period** |
| **Short Land Leases** | ▪ To make industrial property more affordable to industrialists and give the Government more flexibility for land development, the maximum tenure for industrial sites under the Industrial Government Land Sales (IGLS) Programme is 30 years | ▪ **Impacts valuation when land leases fall below 20 years resulting in valuation decay**<br>▪ **Less attractive to institutional investors with a medium- to long-term business horizon as the expected return over a shortened timeframe is less accretive** |
| **URA 60-40 Rule**<br>**60:40** | ▪ The 60-40 allowable uses rule stipulates that at least 60% of total gross space of an industrial property has to be used for core industrial activities, and up to 40% for ancillary purposes | **Restricts the type of tenants permissible to operate at industrial properties, affecting portfolio occupancies** |

**…Purpose is to prevent speculation and ensure scarce land is put to the best economic use**

Source: Websites of JTC and Urban Redevelopment Authority (URA).

# Challenges in the Industrial Real Estate Landscape

## Impact of COVID-19

**The pandemic and subsequent economic downturn has affected business operations of industrialists and disrupted international supply chains but presents ample opportunities for growth**

### Affected Business Operations

- Lockdown measures i.e. Circuit Breaker disrupted operations and affected tenants' sales
- SME tenants who tend to be of smaller scale were the most vulnerable during the economic slowdown especially retail tenants
- Tenants adapting to the 'new normal' had to embrace agility in their operations to weather the challenges

**Industrial property market seen as more resilient compared to other real estate segments**

### Disruptions in Global Supply Chains

- Prolonged border closures and widespread lockdown measures have seen restrictions placed on the flow of people and goods across international borders
- Already triggered by US-China trade tensions, the pandemic further hindered access to raw materials or finished products

**Companies start to shorten end-to-end supply chains by creating buffers – diversify their supplier bases, transport routes and localise warehouse locations**

### Shift towards Higher Value Manufacturing

- MTI's latest Manufacturing 2030 vision targets Singapore manufacturing value to grow 50% over 10 years via advanced manufacturing, such as agri-technology, biotechnology and urban mobility(1)
- Government accelerating nationwide digitalisation drive demand for better tech infrastructure

**Thriving demand for higher specification properties as more companies require better infrastructure to support their high-tech business activities**

ESR REIT

Note: (1) Speech by Minister Chan Chun Sing at the press conference for the sectoral company visit to Univac Precision Engineering on 25 January 2021 released by MTI.

# Challenges in the Industrial Real Estate Landscape

## Disadvantages Faced by Smaller REITs

### A smaller REIT loses its competitive advantage over…

**Financing**

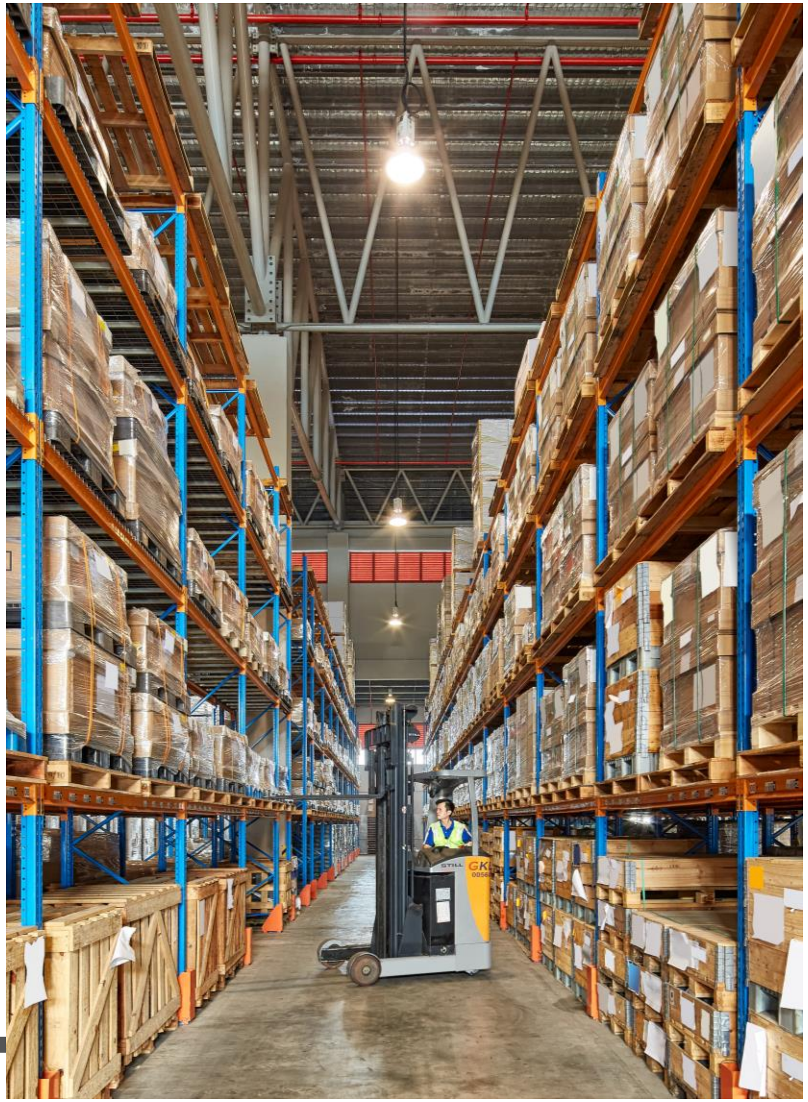
- Acquisitions and asset enhancements at higher cost of funding reduces accretion of such deals to the REIT
- Lending banks generally give more credit to borrowers with larger, more stable portfolios backed by strong Sponsor
- Better non-interest terms like unsecured lending

**Economies of Scale**

- Expensive to consolidate property management services and bring it inhouse if the portfolio is not sizable
- Higher cost to engage third party facility managers to manage such services on behalf of the REIT

**Investor Interest**

- Low liquidity and trading volume makes a REIT less appealing to institutional funds
- Generates lesser analyst coverage which is vital to capture more institutional interest
- Small-cap REITs are unable to enter key indices which certain institutional investors have to participate in. This also reduces the REIT's chance for re-rating



ESR REIT

# Growth Opportunities for Industrial REITs


*Top: UE BizHub EAST | Business Park*
*Second: 7000 Ang Mo Kio Avenue 5 | High-Specs Industrial*
*Bottom: 30 Marsiling Industrial Estate Road 8 | High-Specs Industrial*

# Growth Opportunities for Industrial REITs

| Challenges | Opportunities for Growth |
|---|---|
| 1 **Paradigm Shift in Global Supply Chain** | ▪ US-China trade tensions made MNCs rethink about their global supply chain planning<br>▪ COVID-19 was the "vaccine" needed for the execution<br>– From "Just-in-Time" (JIT) manufacturing to "Just-in-Case" (JIC)<br>▪ Government actions and behaviours are key factors in MNCs' global supply chain decisions |
| 2 **Shift in industrial activities towards high-value manufacturing** | ▪ Continuously adapt to evolving industrial market trends by executing asset enhancements to strengthen portfolio<br>▪ Enhance building specifications to value add i.e. old, dated and/or obsolete assets which are ripe for redevelopment to cater to new industries<br>▪ Conversion of general industrial properties into high-specs or ramp-up logistics properties (i.e. 30 Marsiling Industrial Estate Road 8) |
| 3 **Local JTC / URA Regulations** | ▪ Two key objectives: (a) Increase in size (b) Expansion into overseas market<br>▪ Continue to scale up portfolio to achieve optimal size to enter key indices to widen and lower costs of capital<br>▪ Overseas expansion provides an opportunity for geographical diversification and for us to address our underlying short land lease issue while allowing us to bulk up and leverage on the support of our developer-sponsor, ESR Cayman Limited's operations and networks |
| 4 **Sponsor Pipeline and Platform** | ▪ With our Sponsor's development expertise, and its established presence and US$26.5 billion pipeline of assets in six countries across Asia Pacific, we are well-positioned to capitalise on investment and development opportunities as they arise<br>▪ Sponsor has facilitated the growth of ESR-REIT through demonstrating financial commitment via equity backstops and introducing acquisition opportunities such as 48 Pandan Road<br>▪ Costs of funding has decreased from 2.3% to 1.5% for the same loan tenor over the few years due to the support of ESR Group |

# ESR-REIT Overview & Key Investment Highlights

*Top: UE BizHub EAST | Business Park*
*Second: 7000 Ang Mo Kio Avenue 5 | High-Specs Industrial*
*Bottom: 30 Marsiling Industrial Estate Road 8 | High-Specs Industrial*

# Stable Real Estate Portfolio Fundamentals

**Diversified** portfolio of **57** properties across **Singapore**

Total GFA of approximately **15.1 million sqft**

**Portfolio Occupancy**

**91.0%**

Above JTC Average of 89.6%[1]

**Asset Valuation**

**S$3.1 billion**[2]

**343** Tenants from different trade sectors

**Located close to major transportation hubs and key industrial zones**

**Weighted Average Lease Expiry of 3.0 years**

**Total Assets S$3.2 billion**


Business Park

High-Specs Industrial

Logistics / Warehouse

General Industrial

ESR REIT

Notes: (1) Based on JTC 3Q2020 Industrial Property Market Statistics. (2) Includes 100% of the valuation of 7000 Ang Mo Kio Avenue 5 and 48 Pandan Road, in which ESR-REIT holds 80% interest in 7000 Ang Mo Kio Avenue 5 and 49% interest in 48 Pandan Road, but excludes the effects arising from the adoption of Financial Reporting Standard (FRS) 116 *Leases* which became effective on 1 January 2019. Valuation as at 31 Dec 2020.

# Well Located Portfolio Across Singapore

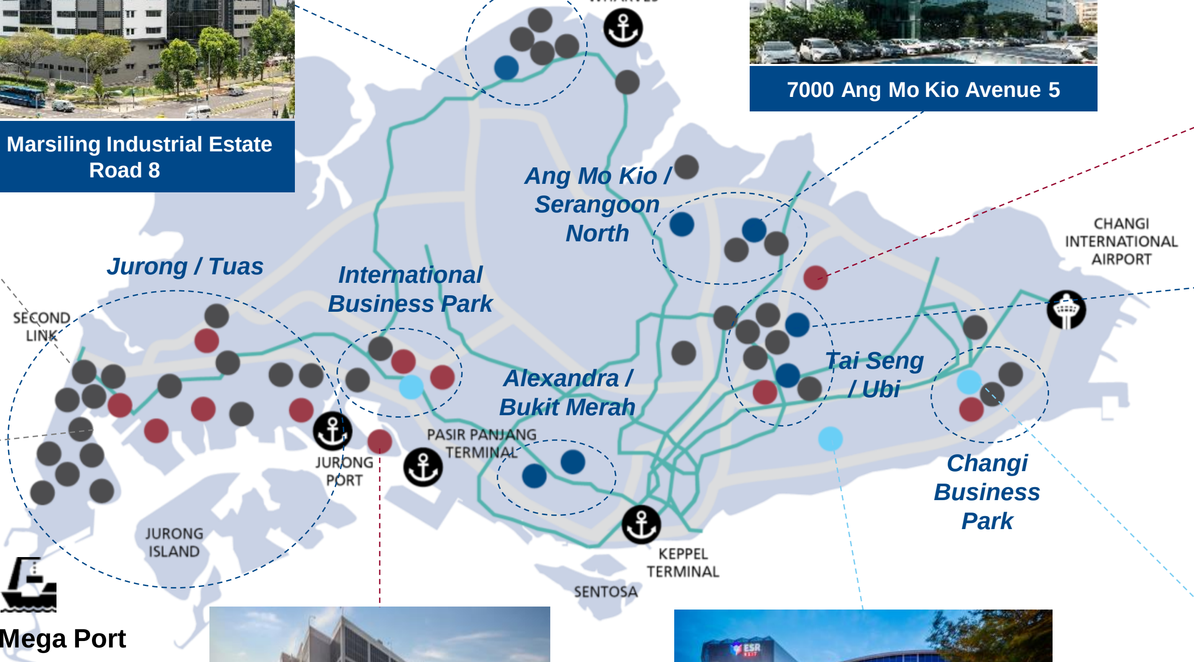
## Portfolio of 57 assets across 4 asset classes totalling S$3.1 billion(1), located close to major transportation hubs and within key industrial zones across Singapore

30 Marsiling Industrial Estate Road 8

120 Pioneer Road

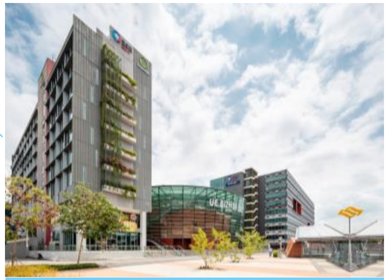
7000 Ang Mo Kio Avenue 5

15 Greenwich Drive




16 Tai Seng Street

3 Tuas South Ave 4



UE BizHub EAST

48 Pandan Road
(PTC Logistics Hub)

ESR BizPark @ Chai Chee
(fka Viva Business Park)

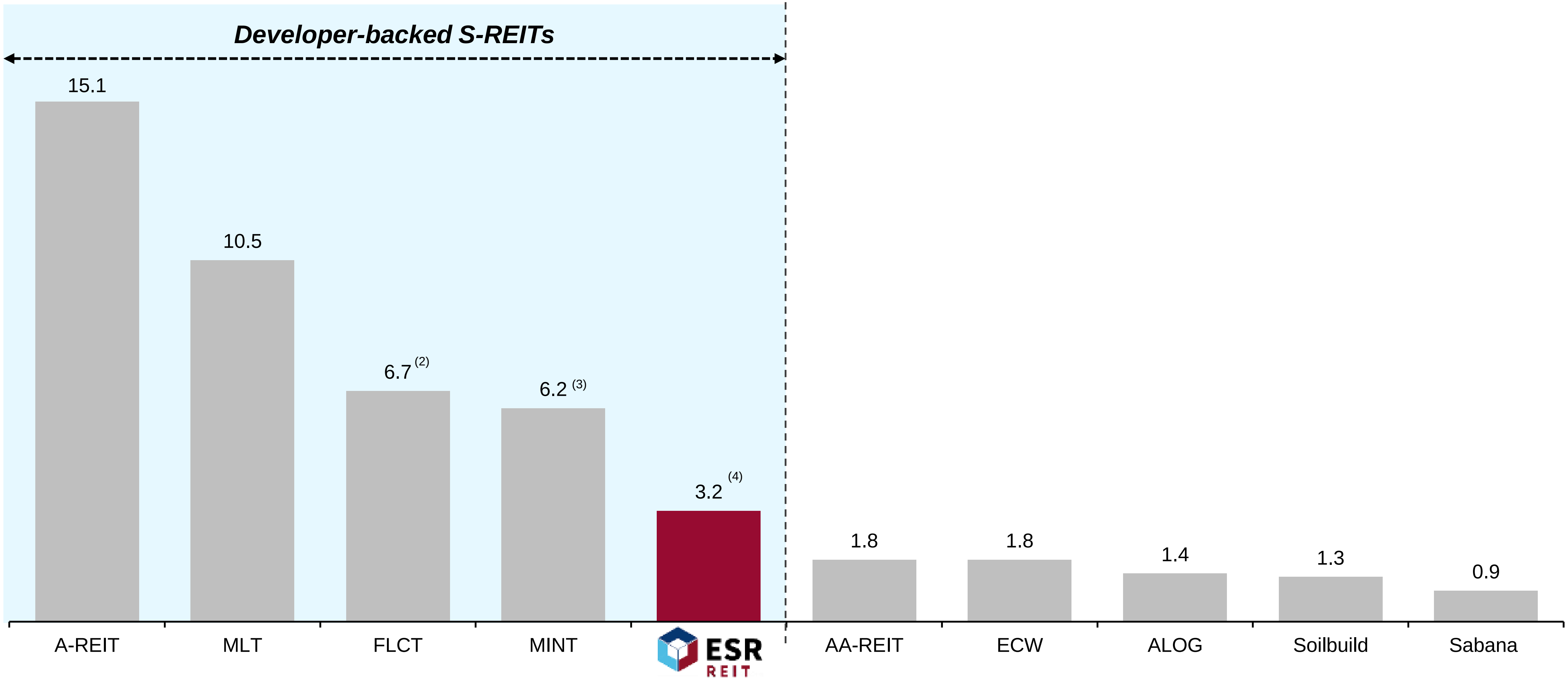
**Legend:**
- Major Industrial Cluster
- Business Park
- High-Specs Industrial
- Logistics / Warehouse
- General Industrial
- Major Highways
- MRT Lines

ESR REIT

Note: (1) Includes 100% of the valuation of 7000 Ang Mo Kio Avenue 5 and 48 Pandan Road, in which ESR-REIT holds 80% interest in 7000 Ang Mo Kio Avenue 5 and 49% interest in 48 Pandan Road, but excludes the effects arising from the adoption of Financial Reporting Standard (FRS) 116 *Leases* which became effective on 1 January 2019. Valuation as at 31 Dec 2020.

# ESR-REIT is Amongst the Top 5 Industrial S-REITs

## Industrial S-REITs Total Assets(1) (S$ billion)

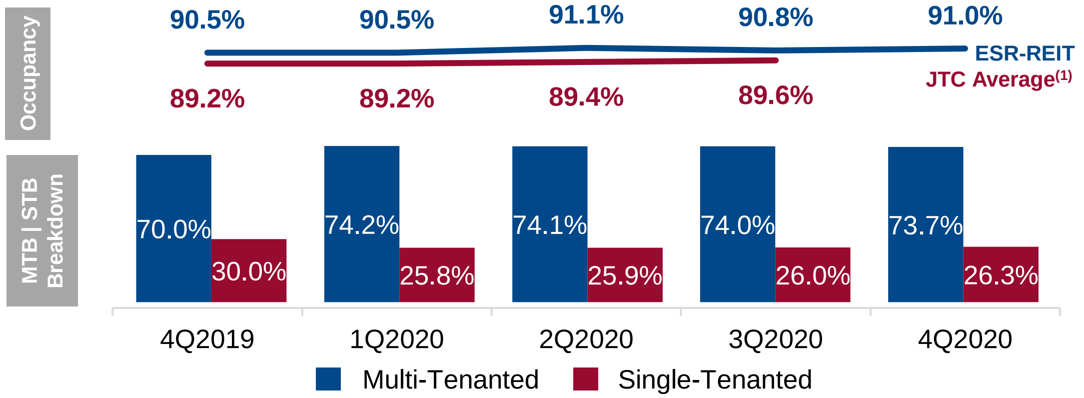



Notes: (1) From latest company information available as at 31 Dec 2020. (2) As at 30 September 2020. (4) Includes (i) 100% of the valuation of 7000 Ang Mo Kio Avenue 5 in which ESR-REIT holds 80% interest and (ii) the recognition of right-of-use of leasehold land of S$229.8 million on the Statement of Financial Position as a result of the adoption of FRS 116 Leases which became effective on 1 January 2019.

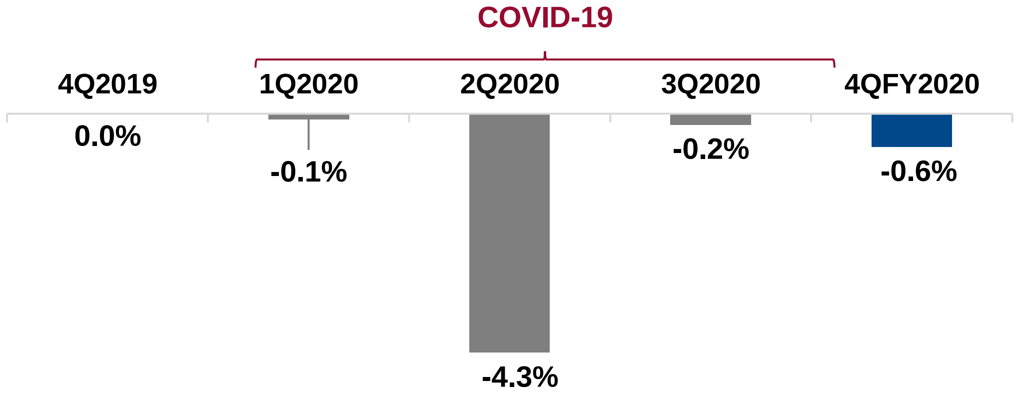
# Diversified Portfolio with Stabilising Fundamentals

## Occupancy Maintained and Consistently Above JTC Average

**Occupancy fluctuations due to portfolio comprising approx. 74.0% MTBs by rental income**

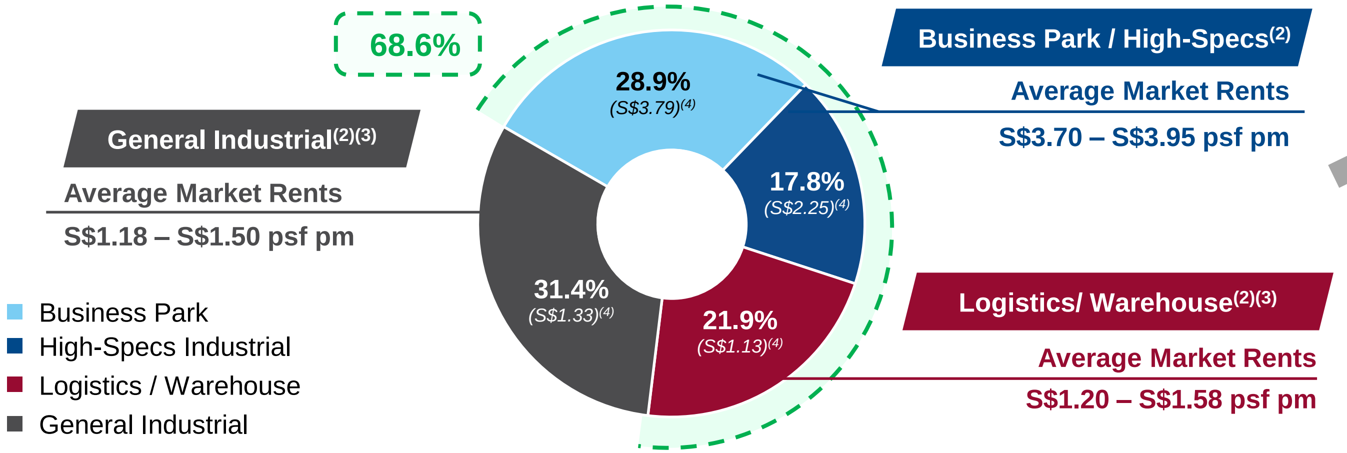



## YTD Rental Reversions




## Increased Exposure to Future-Ready and Resilient Sectors: Business Park, High-Specs and Logistics

**Well-diversified portfolio across sub-sectors with over 343 tenants**




**68.5% of our logistics portfolio comprises modern in-demand ramp-up warehouses[5]**

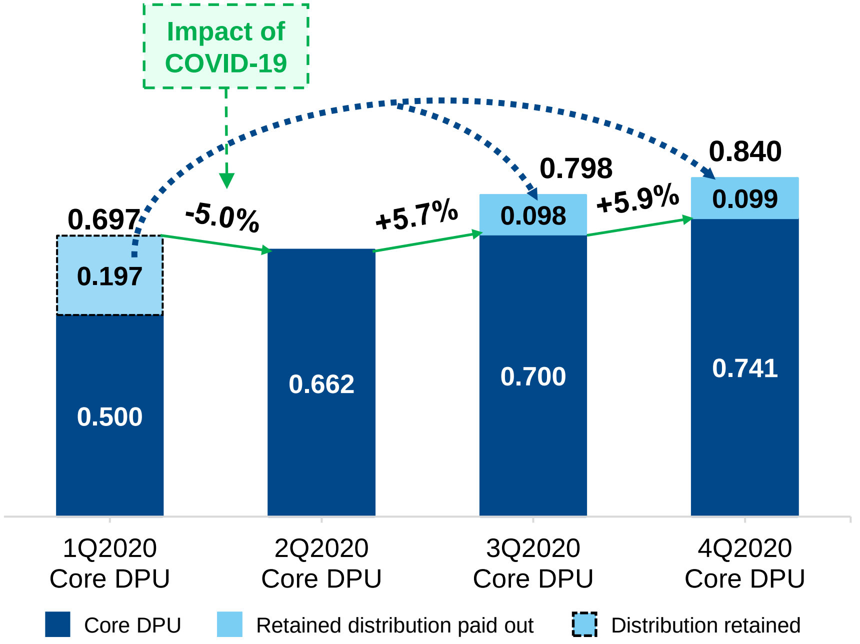

Notes: (1) Based on JTC 4Q2019 to 3Q2020 Industrial Property Market Statistics. (2) Based on 4Q2020 data from CBRE and 3Q2020 data from JTC. (3) Logistics based on "Warehouse (Ground Floor)" and "Warehouse (Upper Floor)", while General Industrial is based on "Factory (Ground Floor)" and "Factory (Upper Floor)" as defined by JTC. (4) Refers to portfolio MTB YTD passing rents per sqft per month. (5) Based on valuation as at 31 December 2020.

# Even Across the Course of the Pandemic, Our Core DPU Improved

## Operations and cashflows have stabilised; previously retained DPU for cashflow purposes to be fully paid out

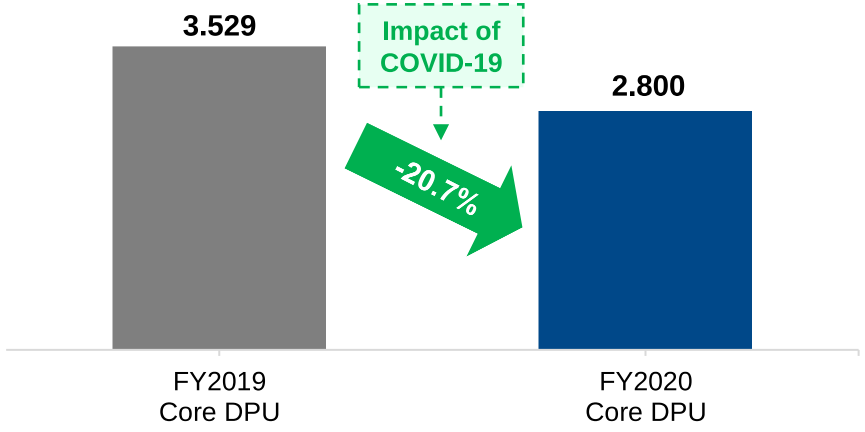
### 4Q2020 Core DPU Increased 5.9% Q-o-Q to 0.741 Cents

- However, **core DPU has shown signs of stabilisation** despite the impact of COVID-19 uncertainties
- 4Q2020 **core DPU increased by 5.9% q-o-q to 0.741 cents**
- Given operational and cashflow stability, **the 0.197 cents DPU retained in 1Q2020 for cashflow purposes was fully paid out in 3Q2020 (0.098 cents) and will be fully distributed in 4Q2020 (0.099 cents)**




### FY2020 DPU Amounts to 2.800 Cents

- **Full year core DPU down 20.7% y-o-y from 3.529 cents in FY2019 to 2.800 cents in FY2020 due to the impact of COVID-19**
  1. Rental rebates – COVID-19 (Temporary Measures) Act for qualifying SMEs;
  2. Rental rebates for selected tenants, especially those from the retail sector;
  3. Lower renewal and leasing rents due to challenging leasing market conditions; and
  4. Transitional downtime during conversion of five properties from single-tenanted buildings to multi-tenanted buildings




Note: (1) Core DPU refers to Distribution Income per Unit.

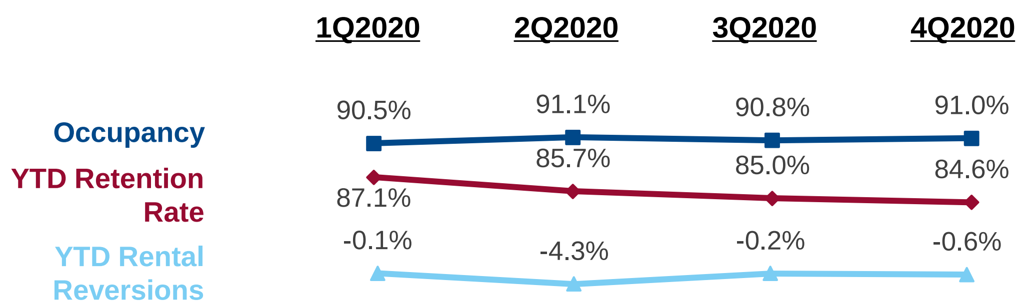
ESR REIT

# Our Strategy:
# Enhancing Operational Stability and Rejuvenating Assets

## Ensuring assets remain relevant and positioned to capitalise on the eventual economic recovery

### Operational Metrics Have Remained Stable

1. Despite COVID-19, **occupancy and YTD retention rates have maintained at ~91.0% and ~85.0%** respectively
2. **Rental collections for FY2020 have been over 97%** since the onset of the COVID-19 pandemic
3. **YTD Rental reversions relatively flat at -0.6%**




### Positioning for Recovery

- As at 31 Dec 2020, ~S$8.0 million is expected to be utilised for rental rebates and lease restructuring out of the initial estimate of S$10.1 million
  - ✓ Includes the mandatory 1-month and 2-month landlord rental relief for industrial and retail tenants respectively under the COVID-19 (Temporary Measures) Act for qualifying SMEs
- Not expected to provide much rental relief in 2021, barring unforeseen circumstances such as further mandatory relief measures by the government
- The Re-Align Framework is not expected to significantly impact the REIT

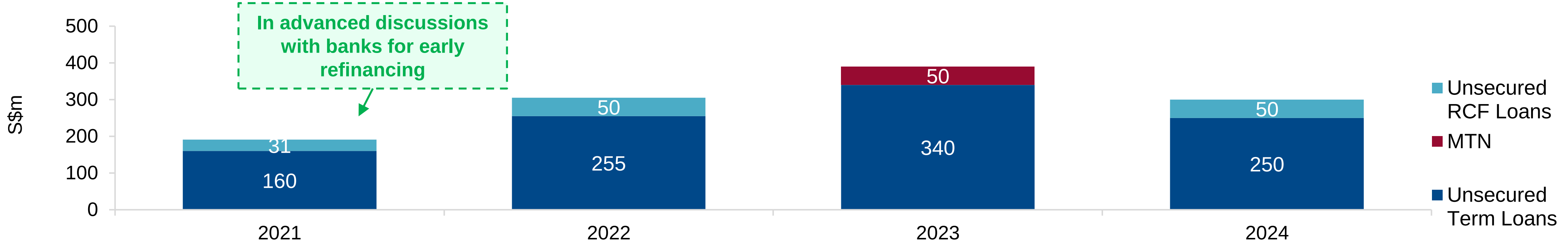
### Outlook

- Business sentiments remain cautious amid lingering COVID-19 related uncertainties and effectiveness of the vaccine rollout
- Potential imbalance in supply/demand of industrial stock in 2021/2022 due to construction delays from 2020
- Manufacturing sector expected to continue driving demand for space but industrial leasing market expected to remain soft
- **Our Focus: Portfolio rejuvenation through AEIs & Development/Redevelopments**

# Our Strategy: Reduce Uncertainties in Capital Structure & Increasing Financial Flexibility for Operations

- **In advanced discussions with lending banks to refinance all expiring debt due in FY2021 ahead of their expiries** and increasing credit facilities and tenors to fund operations
  - ✓ New loan expected to lengthen WADE and reduce overall cost of debt
- ESR-REIT remains well-supported by 11 lending banks **on a 100% unsecured basis**
- We expect to maintain a **70% to 75%** (89.0% as at 31 Dec 2020) **hedging ratio and a ~2.0 year** (2.0 years as at 31 Dec 2020) **hedge tenor given the expected low interest rate environment**

## Debt Expiry Profile (as at 31 Dec 2020)




| % of Debt Expiring | 16.1 | 25.7 | 32.9 | 25.3 |
|---|---|---|---|---|

## Broadened Lending Bank Relationships

| S$700m Committed Loan Facility (Merger with Viva Industrial Trust) | S$100m Committed Unsecured Loan Facility | S$155m Committed Unsecured Loan Facility | S$150m Committed Unsecured Loan Facility | S$200m Committed Unsecured Loan Facility |
|---|---|---|---|---|
| HSBC, Maybank, UOB, RHB | BNP PARIBAS | ANZ, CTBC BANK, Standard Chartered | CIMB BANK | MUFG, SMBC |
| **Oct 2018** | **Oct 2018** | **Mar 2019** | **May 2019** | **Feb 2020** |

# Our Strategy:
# Rejuvenating Portfolio to be Future-Ready

## Actively create value for Unitholders via the following organic strategies:

### Asset Enhancement Initiatives / Redevelopments

1 **Upcoming AEIs:**

A **Identified Additional AEIs:**
- **S$60-70m across 2 to 3 assets**
- Over the next 12-18 months

\+

B **7000 Ang Mo Kio Avenue 5 Update:**
- ✓ To be developed as a standalone multi-tenanted high-specs building
- ✓ Suitable for advanced manufacturing, info-comm and data centre tenants

→ **Average ~7.0% Yield on Cost upon Stabilisation**

2 AEIs at UE BizHub EAST and 19 Tai Seng Avenue **on track to complete in 1Q2021 and 3Q2021** respectively

3 ESR-REIT still has S$59.1 million of capital gains available for distribution
- – May be utilised to support the loss of income for the assets during construction

### Divestment of Non-Core Assets

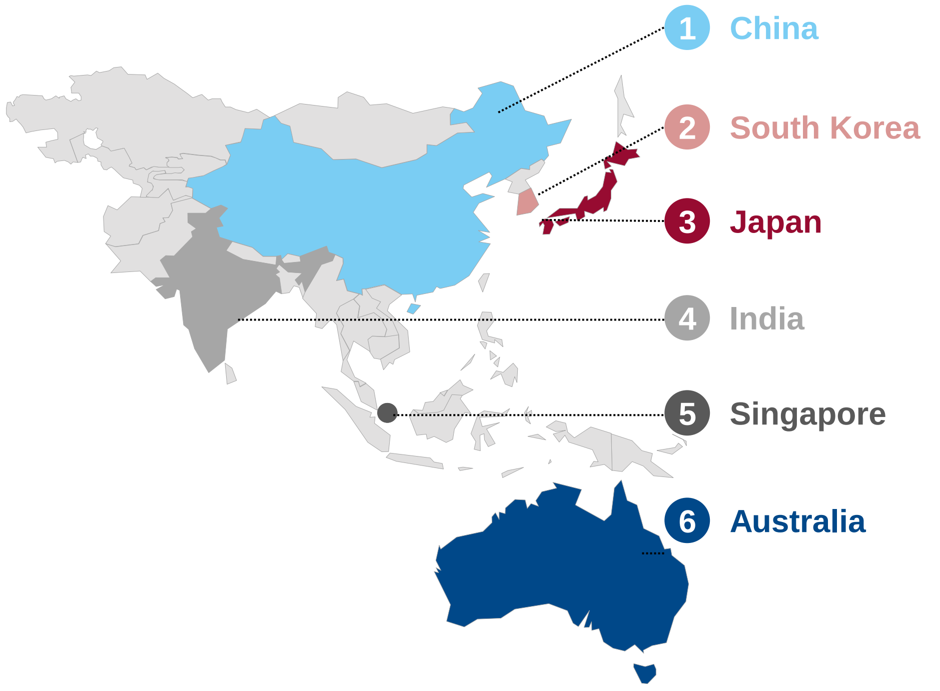
- We have divested non-core assets over the last few years, **in line with our reconstitution strategy to improve the quality of the portfolio**
- We are in the midst of divesting up to S$50 million of assets, subject to regulatory approvals
- Sale proceeds from divestments are expected to be used to pare down outstanding debt and/or fund asset rejuvenation projects

# Our Strategy:
# Drive Portfolio Growth via Acquisitions

## We seek to create value for Unitholders via potential local and overseas acquisitions

- We have always believed that ***"Size Does Matter"*** and acquisitions remain an integral part of our portfolio growth strategy, with the Sponsor's committed support
- Sizeable single asset and portfolio acquisitions both locally and overseas
  - ✓ Includes investments in private funds (for both tax efficiency and investment opportunity purposes)
  - ✓ Overseas acquisitions address structural short land leases in Singapore's industrial properties sector
- ESR-REIT's portfolio will still be predominantly Singapore-focused

**ESR Group's Regional Presence**




✓ **Overseas markets where the Sponsor, ESR Group, has established operation platform**

✓ Efficient management of these overseas assets given Sponsor's on-ground teams

✓ Pipeline includes a **mix of scalable income-producing and/or development assets**

# Supported by Committed Sponsor ESR Group

**ESR-REIT remains well-supported and can benefit from ESR Group's operating platform, footprint, pipeline and network to create a leading Pan-Asian industrial REIT**

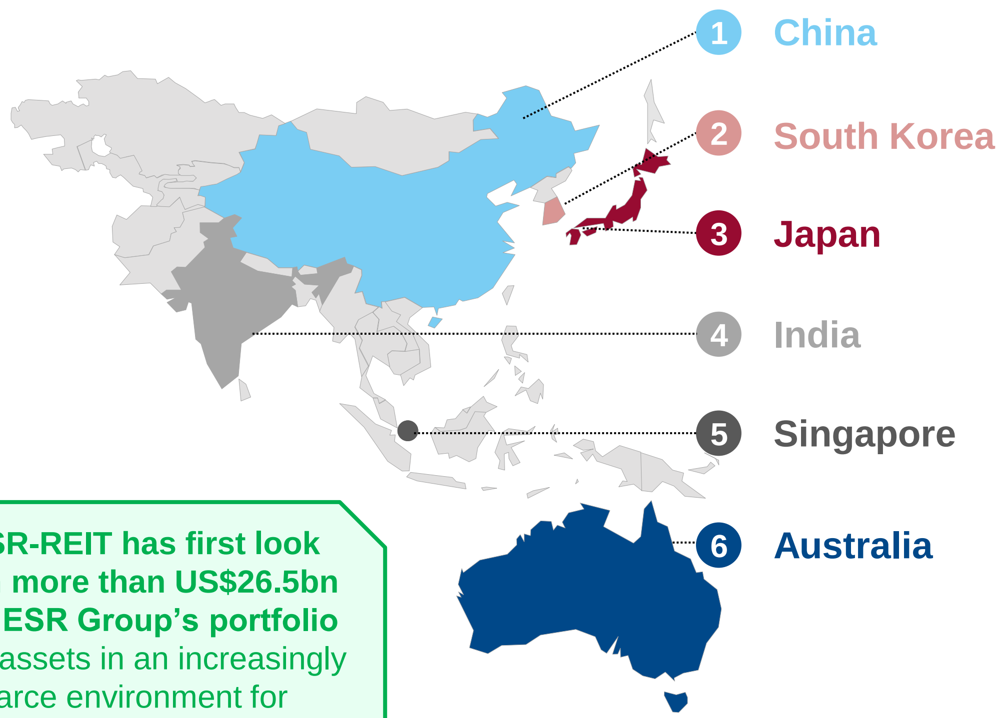
## ESR Group's Operating Platform and Capabilities

| Largest APAC focused logistics real estate platform **>US$26.5bn AuM[(1)]** | Largest development pipeline in APAC **>18.7m sq m GFA[(1)]** | Listed on HKEx with **>US$10.6bn Market Cap[(1)]** |
|---|---|---|

## Strong Demonstrated Support of ESR-REIT

- **Since its entry as the sponsor of ESR-REIT in 2017, the ESR Group has transformed ESR-REIT into a large developer-backed S-REIT**
  - ✓ Doubled ESR-REIT's portfolio GFA
  - ✓ Rejuvenated portfolio to be focused on higher segment of the industrial value chain, including High-Specs assets
- **As the Sponsor, ESR Group has provided strong capital support and financial commitment** to ESR-REIT via backstop in preferential offerings and acquisition of Viva Industrial Trust Management Pte. Ltd. to facilitate merger of ESR-REIT with Viva Industrial Trust

## ESR Group's Regional Presence




**ESR-REIT has first look on more than US$26.5bn of ESR Group's portfolio** of assets in an increasingly scarce environment for quality logistics assets

Note:
(1) As at 30 June 2020.

# Conclusion

1

## Stabilised Portfolio Provides Opportunities to Pursue Growth

- Larger, diversified portfolio across four asset sub-sectors and tenant trade sectors
- Portfolio occupancy improved from 90.5% in FY2019 to 91.0% in FY2020
- Rental collections for FY2020 have been over 97% since the onset of the COVID-19 pandemic
- Asset Enhancements of UE BizHub EAST and 19 Tai Seng Avenue on track to complete on time

2

## Strengthen Portfolio Quality through Proactive Asset & Lease Management

- Leasing activity remains healthy with a total of ~3,872,800 sqft of space leased and renewed during FY2020, ~40.9% more than FY2019
- Strong leasing demand in pharmaceutical, advanced manufacturing, precision engineering, third-party logistics providers and e-commerce companies accounts for healthy retention rate of 84.6% for FY2020

3

## Prudent Capital Management

- Reduced risks to capital structure with a well-staggered debt maturity profile with a weighted average debt expiry of 2.0 years
- Improved WAFDE[(1)] with interest rate exposure fixed at 89.0% for 2.0 years
- All-In cost of debt reduced from 3.92% p.a. to 3.54% p.a.
- Refinanced all expiring debt due in FY2021 ahead of expiry

4

## Acquisition Growth with Support of Sponsor

- Acquisitions remain an integral part of our portfolio growth strategy with our Sponsor's committed support
- ESR Group has provided strong capital support and financial commitment for past deals
- ESR-REIT has first look on more than US$26.5bn of ESR Group's portfolio

Note: (1) Weighted Average Fixed Debt Expiry.

# Appendix

*Top: UE BizHub EAST | Business Park*
*Second: 7000 Ang Mo Kio Avenue 5 | High-Specs Industrial*
*Bottom: 30 Marsiling Industrial Estate Road 8 | High-Specs Industrial*

# ESR-REIT's Key Milestones

## 15 Years of Development, Chartering Into A New Growth Phase

**2006**
- Listing of Cambridge Industrial Trust ("CIT") on the SGX-ST

**2008**
- Acquisition of majority ownership of CITM by NAB, Oxley Capital and Mitsui remain as JV partners

**2010**
- Awarded the "Best Deal in Singapore 2009" at the Asset Triple A Asian Awards for raising S$390.1m in 2009

**2014**
- Won prestigious Solar Pioneer Award at the Asia Clean Energy Summit from EDB Singapore

**2015**
- Won the Adam Smith Asia Award for Best Financing Solution in 2015

**2017**
- e-Shang Redwood acquires c.80% indirect stake in Manager from NAB and Oxley (remaining 20% in Manager held by Mitsui), and c.12% of REIT units, becoming REIT's second largest unitholder
- Cambridge Industrial Trust changes its name to "ESR-REIT"
- Divested three properties: 23 Woodlands Terrace, 87 Defu Lane 10 and 55 Ubi Avenue 3
- Completed acquisition of 8 Tuas South Lane and 80% stake in 7000 Ang Mo Kio Ave 5
- Issued $150.0m 4.6% Fixed Rate Perpetual Securities

**2018**
- Completed merger with Viva Industrial Trust
- Completed acquisition of 15 Greenwich Drive, a modern multi-tenanted ramp-up logistics facility
- Divested 9 Bukit Batok Street 22
- Launch of S$141.9m Preferential Offering to finance the acquisition of 7000 Ang Mo Kio Ave 5
- Won Platinum Award at Asia Pacific Best of the Breeds REITs Awards 2018
- Awarded Certificate of Excellence in Investor Relations at IR Magazine Forum & Awards South East Asia 2018
- Clinched "Best Singapore Deal" at the FinanceAsia Awards 2018 for the merger between ESR-REIT and VIT

VIVA INDUSTRIAL TRUST


**2019**
- Completed acquisition of 48 Pandan Road, a modern ramp-up logistics facility
- Divested 31 Kian Teck way
- Launch of equity fundraising to finance the acquisition of 48 Pandan Road and the proposed AEI of UE BizHub EAST and 7000 Ang Mo Kio Ave 5
  - ✓ Private placement of S$100.0m
  - ✓ Preferential offering of S$50.0m
- Awarded in the Real Estate category at Singapore Business Review Listed Companies Award 2019

**2020**
- Won the 'Best Industrial REIT – Gold' award at the 7th Edition REITs Asia Pacific & The Best of The Breeds REITs Awards 2020.
- Awarded in the Titanium category of The Asset benchmark Research ESG Corporate Awards 2020

**2021**
- Enter into S$320 million unsecured loan facility agreement with UOB, Maybank, RHB and HSBC to refinance existing loans ahead of expiry

Corporate Actions
Acquisitions and Divestments
Capital Markets
Awards and Achievement

# Important Notice

**This material shall be read in conjunction with ESR-REIT’s results announcements for the full year ended 31 December 2020.**

**Important Notice**

The value of units in ESR-REIT ("**Units**") and the income derived from them may fall as well as rise. Units are not investments or deposits in, or liabilities or obligations, of ESR Funds Management (S) Limited ("**Manager**"), RBC Investor Services Trust Singapore Limited (in its capacity as trustee of ESR-REIT) ("**Trustee**"), or any of their respective related corporations and affiliates (individually and collectively "**Affiliates**"). An investment in Units is subject to equity investment risk, including the possible delays in repayment and loss of income or the principal amount invested. Neither ESR-REIT, the Manager, the Trustee nor any of the Affiliates guarantees the repayment of any principal amount invested, the performance of ESR-REIT, any particular rate of return from investing in ESR-REIT, or any taxation consequences of an investment in ESR-REIT. Any indication of ESR-REIT performance returns is historical and cannot be relied on as an indicator of future performance.

Investors have no right to request that the Manager redeem or purchase their Units while the Units are listed. It is intended that investors may only deal in their Units through trading on Singapore Exchange Securities Trading Limited (the "**SGX-ST**"). Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.

This presentation may contain forward-looking statements that involve assumptions, 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 occupancy or property rental income, changes in operating expenses, governmental and public policy changes and the continued availability of financing in amounts and on terms necessary to support ESR-REIT's future business. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the Manager's current view of future events.

This presentation is for informational purposes only and does not have regard to your specific investment objectives, financial situation or your particular needs. Any information contained in this material is not to be construed as investment or financial advice and does not constitute an offer or an invitation to invest in ESR-REIT or any investment or product of or to subscribe to any services offered by the Manager, the Trustee or any of the Affiliates.

## For enquires, please contact:

**Gloria Low**
**Corporate Communications Manager**
Tel: (65) 6222 3339
Fax: (65) 6827 9339
Email: gloria.low@esr-reit.com.sg

**Lyn Ong**
**Investor Relations Manager**
Tel: (65) 6222 3339
Fax: (65) 6827 9339
Email: lyn.ong@esr-reit.com.sg

ESR REIT