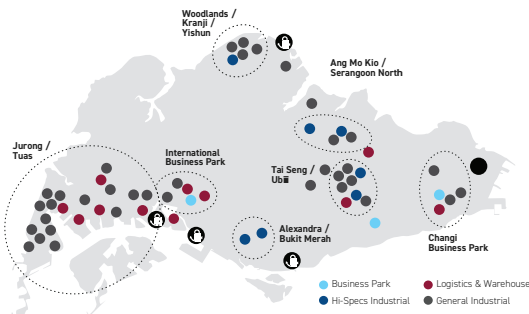
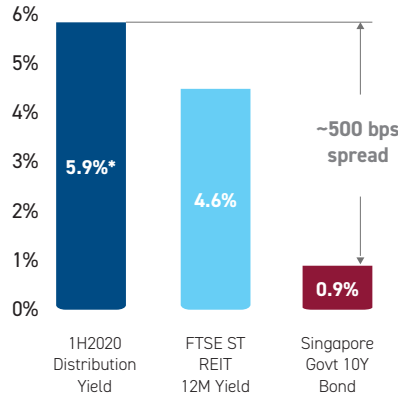


**STRATEGIC PROPERTY LOCATIONS**



- 57 quality income-producing industrial properties across 4 sub-sectors in Singapore
- Within Singapore's key industrial zones and close to major transportation hubs

**ATTRACTIVE DISTRIBUTION YIELD**



\* Based on closing price of S\$0.395 as at 30 Jun 2020 and 1H2020 DPU of 1.162 cents.

- 91.1% PORTFOLIO OCCUPANCY**  
Above JTC's 1Q2020 occupancy average of 89.2%
- \$3.2 BILLION\***  
Portfolio Total Assets
- 15.1 MILLION SQFT**  
Total Portfolio GFA
- 3.4 YEARS**  
Portfolio Weighted Average Lease Expiry ("WALE")

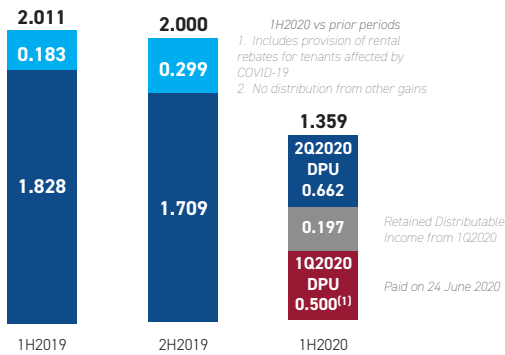
\* Includes (i) 100% of the valuation of 7000 Ang Mo Kio Ave 5 in which ESR REIT holds 80% interest and (ii) the recognition of right of use of leasehold land of S\$228.2 million on the Statement of Financial Position as a result of the adoption of Financial Reporting Standard (FRS) 116 Leases which became effective on 1 January 2019.



**ASSETS ACROSS 4 SUB-SECTORS**

- 1 Business Park
- 2 High-Specs Industrial
- 3 Logistics / Warehouse
- 4 General Industrial

**STEADY GROWTH IN DISTRIBUTIONS**  
DISTRIBUTABLE AMOUNT AVAILABLE PER UNIT (CENTS)



**LONG-TERM STRATEGY**



**COMPETITIVE STRENGTHS**

- Resilient and Balanced Portfolio
- Diversified Tenant Network
- Prudent Capital and Risk Management
- Active Asset Management
- Experienced Management Team
- Strong and Committed Sponsor

**WITH POTENTIAL UPSIDE FROM**

- 1 Operational Synergies and Economies of Scale
- 2 Flexibility to Accelerate AEs and Redevelopments to Optimize Value
- 3 Value-Enhancing Asset Acquisitions

**SPONSOR ESR GROUP'S REGIONAL PRESENCE**

c.US\$22.1b AUM

>17.2m sqm GFA in operation and under development

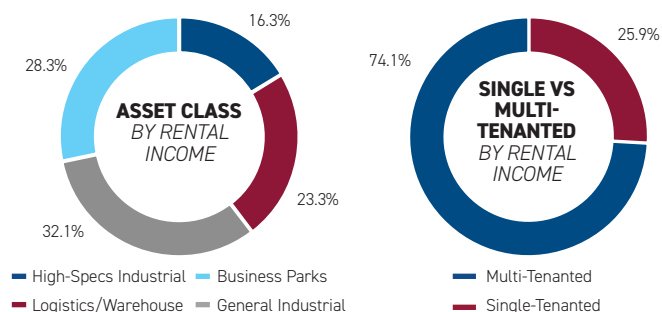
\*Figures as at 31 Dec 2019

**REIT'S FUTURE GROWTH SUPPORTED BY STRONG AND COMMITTED DEVELOPER-SPONSOR**

- The largest APAC focused logistics real estate platform
- Backed by some of the world's preeminent investors including Warburg Pincus, APG, SK Holdings, JD.com, CPP Investments, OMERS, PGGM, Ping An and Allianz Real Estate
- ESR-REIT has 'first-look' on more than US\$22bn of ESR Group's portfolio** of assets in an increasingly scarce environment for quality logistics assets
- Provided strong capital support and financial commitment to grow ESR-REIT** via backstop in preferential offerings and acquisition of Viva Industrial Trust Management Pte. Ltd.
  - ✓ S\$125.0 million and S\$50.0 million backstop in Preferential Offering, in Mar 2018 and Sep 2019
  - ✓ Payment of S\$62.0 million for the VI-REIT Manager to facilitate the merger of ESR-REIT with Viva Industrial Trust

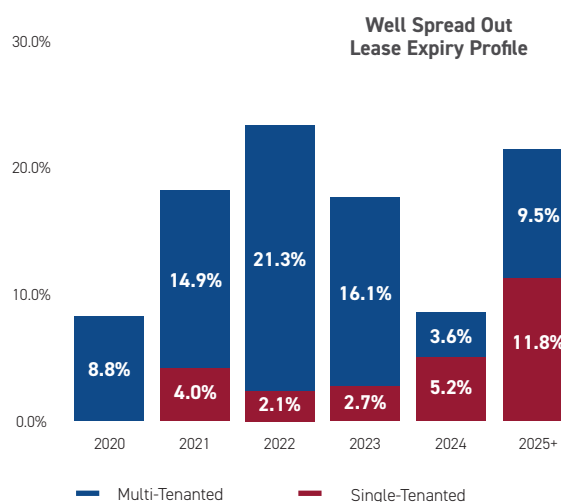
## DIVERSIFIED PORTFOLIO WITH STABLE FUNDAMENTALS

- Well-diversified portfolio across sub-sectors with over **343 tenants**. **No individual trade sector accounts for more than 29.9%** of rental income in 1H2020
- Renewed and secured new leases of approximately **1,953,000 sqft** in 1H2020 compared to **725,300 sqft** in 1H2019
- Portfolio's **average security deposit at 5.5 months** with MTBs at 4.1 months and STBs at 9.5 months
- YTD tenant retention rate of **85.7%** improved against YTD tenant retention rate of 54.7% in 2Q2019
- Top 10 tenants account for 30.7% of rental income** in 1H2020. **No single tenant contributes more than 5.2%** of rental income in 1H2020



## PROACTIVE LEASE MANAGEMENT

STABLE WALE OF 3.4 YEARS



## PRUDENT CAPITAL MANAGEMENT

- Portfolio remains **100% unencumbered**
- All-in Cost of Debt reduced to **3.54%** p.a.
- 88.3%** of interest rate exposure is fixed for **2.5 years**

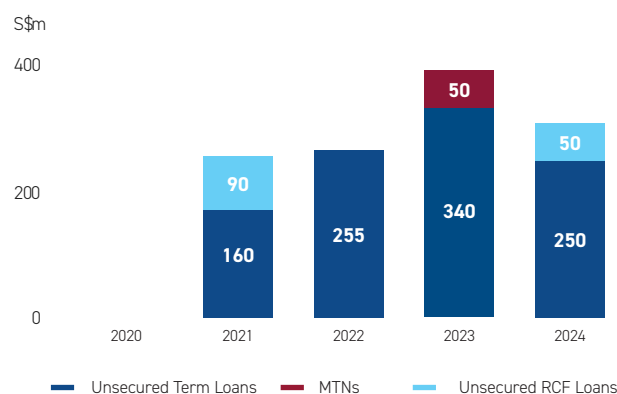
### AS AT 30 JUN 2020

Total Gross Debt (S\$ million)	1,195.0
Debt to Total Assets (%) <sup>(1)</sup>	41.8
Weighted Average All-in Cost of Debt (%) p.a.	3.54
Weighted Average Debt Expiry ("WADE") (years)	2.7
Interest Coverage Ratio (times)	3.4
Interest Rate Exposure Fixed (%)	88.3
Weighted Average Fixed Debt Expiry ("WAFDE") (years)	2.5
Proportion of Unencumbered Investment Properties (%) <sup>(2)</sup>	100.0
Debt Headroom (S\$ million) <sup>(3)</sup>	501.0
Undrawn available Committed Facilities (S\$ million)	110.0

(1) Includes ESR-REIT's 49% share of the borrowings, lease liabilities and total assets of PTC Logistics Hub LLP but excludes the effects arising from the adoption of Financial Reporting Standard (FRS) 116 Leases which became effective on 1 January 2019 where such effects relate to operating leases that were entered into in the ordinary course of ESR-REIT's business and were in effect before 1 January 2019. (2) Excludes ESR-REIT's 49% interest in 48 Pandan Road. (3) Effective 16 April 2020, MAS has increased gearing limit for S-REITs from 45% to 50%.

## WELL-STAGGERED DEBT MATURITY PROFILE

- No refinancing requirements till June 2021
- Weighted Average Debt Expiry as at 30 June 2020 was **2.7 years**



## 1H2020 FINANCIAL SNAPSHOT

(S\$ million)	1H2020
Gross Revenue <sup>(1)(2)</sup>	118.4
COVID-19 Rental Rebates <sup>(3)</sup>	(4.6)
Net Property Income <sup>(1)(2)</sup>	80.2
Distributable Income <sup>(4)</sup>	47.8
Distribution from Other Gains <sup>(5)</sup>	-
Total amount available for distribution to Unitholders	47.8
Amount retained for cash flow management purpose <sup>(6)</sup>	(7.0)
Total Distribution to Unitholders after retention	40.8
Applicable number of units for calculation of DPU (mil)	3,519.6
Distributable Amount Available per Unit (cents)	1.359
<b>Distribution Per Unit ("DPU") after retention (cents)</b>	<b>1.162</b>

(1) Lower gross revenue and NPI mainly attributed to (a) lease conversion from single to multi-tenancy for certain properties; and (b) non-renewals and downsizing by certain tenants. (2) Includes straight-line rent adjustments of S\$0.2 million for 1H2020 (1H2019: S\$1.3 million). (3) Rental rebates set aside for and/or given to tenants as part of ESR-REIT's measures to support tenants who are adversely affected by the COVID-19 outbreak. (4) Includes management fees paid/payable to the Manager and the Property Manager in ESR-REIT units of S\$4.4 million for 1H2020 (1H2019: S\$4.3 million). (5) Capital gains from disposal of investment properties in prior years and ex-gratia payments received from Singapore Land Authority in connection with the compulsory acquisitions of land in prior years. (6) Retention of 1Q2020 distributable income due to COVID-19 uncertainties.

Note: All information depicted in this material is as at 30 Jun 2020. More details are available in the 1H2020 financial results presentation materials.

## FINANCIAL POSITION

(S\$ million)	1H2020
Investment Properties <sup>(1)(2)</sup>	2,892.1
Right-of-use of Leasehold Land (FRS 116)	228.2
Other Assets	76.5
<b>Total Assets</b>	<b>3,196.8</b>
Total Borrowings (Net of Debt Transaction Costs)	1,185.8
Lease Liabilities for Leasehold Land (FRS 116)	228.2
Non-Controlling Interest	60.3
Other Liabilities	122.7
<b>Total Liabilities</b>	<b>1,597.0</b>
<b>Net Assets Attributable to:</b>	
- Perpetual Securities Holders	151.1
- Unitholders	1,448.7
No. of Units (million)	3,530.9
<b>NAV Per Unit (cents)</b>	<b>41.0</b>

(1) Includes 100% of the valuation of 7000 Ang Mo Kio Avenue 5 in which ESR-REIT holds 80% interest, but excludes the valuation of 48 Pandan Road which is held through a joint venture in which ESR-REIT holds 49% interest. (2) Based on independent valuations as at 30 June 2020.