

STRATEGY

Vision

To be a leading commercial REIT, by portfolio value and returns, comprising quality assets in North Asia¹

Mission

- To deliver regular and stable returns to Unitholders and to achieve long-term sustainable growth in DPU
- To be the landlord of choice for our tenants and be committed to the delivery of quality products and services
- To acquire high-quality assets that are yield accretive

Investment Mandate

- To invest in a diversified portfolio of income-producing real estate in Greater China and Japan¹
- For commercial purposes (including real estate used predominantly for retail and/or office purposes), as well as real estate-related assets
- Key markets include:
 - Hong Kong and first-tier cities in China (Beijing, Shanghai, Guangzhou and Shenzhen)
 - Major urban centres along Beijing-Tianjin corridor, Shanghai-Suzhou-Hangzhou-Nanjing corridor and the Pearl River Delta (including Guangzhou, Shenzhen and Foshan)
 - Main growth centres and beneficiaries of the “go-west” policies (Chengdu, Chongqing, Wuhan and Xi’an)
 - Japan¹

¹ Please refer to MGCCT’s SGX-ST Announcement dated 16 January 2018 titled “Expansion of Investment Mandate” and SGX-ST Announcement dated 28 March 2018 titled “Proposed Acquisition of a Portfolio of Six Freehold Office Properties in Greater Tokyo, Japan”. Following the completion of the Proposed Acquisition on 25 May 2018, MGCCT was renamed “Mapletree North Asia Commercial Trust” and the Manager was renamed “Mapletree North Asia Commercial Trust Management Ltd.”

Key Strategies Adopted by the Manager

Active Asset Management



Strategic Objectives

- Achieve growth in revenue and NPI
- Maintain high occupancy levels
- Drive organic growth
- Build strong relationships with tenants

Plans in Action

- Actively manage leases to achieve an optimal tenant mix and positioning
- Introduce first-of-its kind retail concepts and align tenant mix with current market trends
- Implement innovative marketing concepts to improve shopper traffic and consumption
- Improve operational efficiency and reduce operating costs without compromising safety and quality
- Explore ways to leverage on technology
- Enhance tenant experience through consistent delivery of quality property and customer service

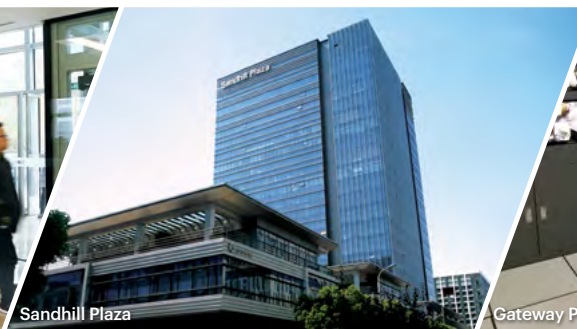
→ Refer to Property Portfolio Summary & Review pages 22-35

Active Asset Enhancement



Gateway Plaza

Value-creating Acquisition Growth



Sandhill Plaza

Proactive & Prudent Capital and Risk Management



Gateway Plaza

- Increase property value through asset enhancement initiatives (“AEIs”) to support and enhance organic growth
- Convert under-utilised space into leasable space
- Offer better amenities and improved facilities
- Optimise or increase leasable area to enhance rental revenue potential
- Enhance the quality of assets through regular preventive maintenance
- Incorporate energy-efficient and eco-friendly technologies and/or initiatives
- Acquire good quality income-producing commercial properties that are aligned with our investment strategy
- Adopt a disciplined approach and focus on acquisitions that meet the following criteria, including:
 - Yield and DPU accretion
 - Asset enhancement potential
 - High building and facilities specifications
 - Attractive tenant mix and occupancy level
- Leverage on the Sponsor’s experience in Greater China and Japan, and the Sponsor’s right of first refusal to MGCCT
- Maintain a strong balance sheet and credit rating
- Ensure sufficient liquidity for working capital and acquisition needs
- Implement risk management strategies
- Actively monitor, manage and balance the cost of debt and debt maturity profile
- Diversify sources of funding in debt and equity capital markets
- Proactively monitor and undertake hedging strategies to minimise interest rate and foreign currency risks
- Regularly review processes and controls, and monitor key risks

→ Refer to Property Portfolio Summary & Review pages 22-35, and Sustainability Report pages 79-100

→ Refer to Letter to Unitholders pages 4-9

→ Refer to Financial Review and Capital Management pages 16-21, Risk Management pages 58-60, and Financial Statements pages 101-155