

# STRATEGY

MNACT aims to be a leading commercial REIT, by portfolio value and returns, with quality assets in North Asia.

## OUR MISSION



To deliver regular and stable returns to Unitholders and 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.



<sup>1</sup> DBS Trustee Limited, in its capacity as trustee of MNACT (the “Trustee”).

## KEY STRATEGIES

### Active Asset Management

OBJECTIVE:

#### Achieve organic growth in revenue and NPI

- Achieve optimal tenant mix
- Adopt proactive leasing strategies
- Introduce innovative retail and marketing concepts
- Deepen engagement with tenants to effectively customise initiatives and programmes to enhance sales and sustain long-standing relationships
  - Introduce digital apps to enhance shopper engagement
  - Adopt online marketing channels to boost tenants' sales
  - Facilitate food delivery of F&B tenants through partnership with external delivery service provider
  - Enhance tenant's experience by ensuring delivery of quality property and customer services
  - Organise networking events and activities to promote a vibrant tenant community
  - Provide financial reliefs to tenants in times of need
- Improve operational efficiency

Please refer to:

**Property Portfolio Summary and Review**

pages 28-39

### Active Asset Enhancement

OBJECTIVE:

#### Improve competitiveness of properties

- Maintain the quality of assets through regular preventive maintenance
- Optimise or increase leasable area
- Offer improved amenities and facilities
- Incorporate energy-efficient and eco-friendly initiatives

Please refer to:

**Property Portfolio Summary and Review**

pages 28-39

**Sustainability Report**

pages 97-124

### Value-Creating Acquisition Growth

OBJECTIVE:

#### Achieve inorganic growth through acquisitions

- Invest in a diversified portfolio of income-producing commercial real estate assets in Greater China, Japan and South Korea
- Source from Sponsor's pipeline and/or third-party vendors
- Adopt a disciplined approach, with focus on the following acquisition criteria:
  - Yield and DPU accretion
  - Asset enhancement potential
  - High-quality building and facilities specifications
  - Attractive tenant mix and high occupancy level

Please refer to:

**Letter to Unitholders**

pages 6-8

**Financial Review and Capital Management**

pages 16-27

### Active and Prudent Capital and Risk Management

OBJECTIVE:

#### Maintain a strong balance sheet and ensure sufficient liquidity for working capital and acquisition needs. Implement sound 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

Please refer to:

**Financial Review and Capital Management**

pages 16-27

**Risk Management**

pages 74-76

**Financial Statements**

pages 125-193