Operations Review

SINGAPORE

6 Fishery Port Road

	FY22/23	FY23/24
Properties	52	**49**
Book Value	S$2,456.3m[1]	**S$2,465.9m[2]**
Occupancy Rate (%)	98.4	**96.6**
WALE by NLA (years)	6.2	**6.2**
WALE by Revenue (years)	3.7	**3.6**
NLA (sqm)	1,765,273	**1,716,574**

Singapore's economy expanded by 1.1% year-on-year ("y-o-y") in 2023, moderating from 3.8% growth in 2022 as a contraction in the manufacturing sector was offset by growth in the construction and services sectors[3]. The government expects Singapore's Gross Domestic Product ("GDP") to grow between 1% and 3% in 2024[4], buoyed by a recovery in the manufacturing and financial sectors.

Despite the uncertain macroeconomic environment marked by geopolitical tensions and elevated interest rates, Singapore's logistics industry remained robust in 2023. Demand largely came from third-party logistics ("3PLs") players and end-users from a wide range of industries, from wholesale trade and freight to e-commerce businesses. That said, average warehouse occupancy dipped slightly from 91.7% at the end of 2022 to 91.6% as at end-2023, and slipped further to 91.1% in 1Q 2024[5] as net absorption was lower than net supply.

Close to 2.2 million square feet ("sqft") of net supply came onstream in 2023, higher than the 1.2 million sqft in 2022, but lower than the 10-year average of 4.2 million sqft[5]. As the majority of new supply comprised single-user built-to-suit warehouses intended for owner-occupation, the supply of quality logistics space in the market remains limited.

In pursuit of its portfolio rejuvenation strategy, the Manager completed the divestments of three properties in FY23/24 - 73 Tuas South Avenue 1, Pioneer Districentre and 8 Loyang Crescent. These selective divestments of properties with little redevelopment potential enabled the Manager to redeploy capital into acquiring modern assets with higher growth potential. The redevelopment of 51 Benoi Road to a modern ramp-up facility also remained on track. At an estimated development cost of S$205 million, the project will increase the property's gross floor area ("GFA") by 2.3 times to approximately 82,400 sqm upon completion in 1H 2025.

In FY23/24, the Manager successfully renewed or replaced approximately 98% of the leases due for expiry which have an aggregate net lettable area ("NLA") of 339,834 square metres ("sqm"), achieving healthy rent reversions of +9.3%. The occupancy rate of the Singapore portfolio edged lower to 96.6% in FY23/24 from 98.4% in FY22/23, largely owing to lease expiries at buildings with older specifications slated for divestment.

MLT continued to manage rising operating costs, such as utilities and manpower costs, by increasing service charges in some of its Singapore assets in FY23/24. Other than prudent cost management efforts, the Manager is also constantly reviewing measures to improve its resource and portfolio efficiency.

Looking ahead, a turnaround in global manufacturing activity is expected to underpin demand for logistics space. Singapore remains well positioned to capitalise on Southeast Asia's ongoing supply chain diversification, as it is a preferred location for companies to establish their regional headquarters.

With approximately 401,522 sqm of NLA due to expire in FY24/25, the Manager continues to focus on maintaining healthy portfolio occupancy by retaining existing tenants and attracting new tenants with flexible leasing packages. The Manager continues to seek out asset enhancement opportunities and evaluate selective divestment opportunities for capital recycling to optimise portfolio performance.

1 Excludes right-of-use (ROU) assets of S$92.5 million.
2 Excludes right-of-use (ROU) assets of S$93.5 million.
3 "Economic Survey of Singapore 2023", Ministry of Trade and Industry, February 2024.
4 MAS Monetary Policy Statement, April 2024.
5 Independent Market Research Report by CBRE, May 2024.

Operations Review

AUSTRALIA

15 Botero Place, Truganina, VIC

	FY22/23	FY23/24
Properties	13	**14**
Book Value	A$1,077.4m (S$962.0m)	**A$1,119.3m (S$990.5m)**
Occupancy Rate (%)	100	**99.2**
WALE by NLA (years)	4.8	**4.7**
WALE by Revenue (years)	6.0	**5.7**
NLA (sqm)	352,467	**399,214**

The Australian economy slowed in 2023 as the Reserve Bank of Australia ("RBA") progressively increased interest rates to dampen consumer demand and curb inflation. GDP growth dropped to 1.5% in 2023[1] from 2.7% in 2022.

To combat inflation which had reached three-decade highs of 7.8% in December 2022, the RBA increased the cash rate by 425 bps from 0.1% in April 2022 to 4.35% in November 2023[2], where it has since remained. Inflation responded, decreasing to approximately 4.1% in December 2023, compared to the RBA's target of 2% to 3%.

The rapid escalation in interest rates has weighed on property investment activity and leasing markets, with capitalisation rates increasing and rent growth slowing. That said, Oxford Economics predicts a soft landing for Australia's economy, with GDP expected to return to a target range of between 3% to 3.5% in the medium term.

With increased costs of capital and slowing consumer and economic activity, tenant and investment demand in the industrial and logistics sector slowed in FY23/24. Tenancy take-up was estimated at 2.55 million sqm in 2023, slightly below 10-year averages and significantly lower than the peak demand of 4.32 million sqm in 4Q 2021[3].

An estimated 1.76 million sqm of new supply reached the market in 2023. Despite slightly higher vacancy levels, rents grew by an estimated 18.1% in 2023, down from the record 24.9% set in 2022[3]. 85% of 2023 take-up occurred in the eastern seaboard states of New South Wales, Victoria and Queensland, where MLT's portfolio is located. Looking ahead, rent growth is expected to normalise in the near future as demand softens and more supply enters the market in 2024.

In FY23/24, MLT completed the acquisition of 8 Williamson Road, Ingleburn, NSW for A$125.7 million. Consisting of an ambient warehouse and a high-specification temperature-controlled warehouse, the property is located in close proximity to the Sydney and Parramatta CBDs.

As at 31 March 2024, MLT's 14 properties in Australia were 99.2% occupied with a portfolio weighted average lease expiry ("WALE") of 4.7 years. The portfolio's valuation declined by 8.1% on a same-store basis. This reflects the impact of higher capitalisation rates, owing to higher inflation and debt costs which were partially offset by rent growth.

In FY23/24, the Manager executed over 47,000 sqm of new leases and renewals, achieving positive rental reversions of +11.8%. The Manager continues to proactively engage with current and prospective tenants to renew or backfill leases expiring in FY24/25 through FY26/27 and beyond.

The outlook for the Australian industrial and logistics sector remains positive, with inflation heading toward the central bank's targeted range and debt costs stabilising. However, increased supply and softer demand conditions is expected to slow rent growth from recent record levels.

The Manager remains cautiously optimistic as MLT's properties continue to demonstrate a high degree of resilience through market cycles, underpinned by their high specifications and strategic locations on the eastern seaboard. The Manager will continue to leverage its asset and investment management expertise to manage MLT's portfolio and grow its income streams.

1 Australian Bureau of Statistics, March 2024.
2 Reserve Bank of Australia, Statement on Monetary Policy, February 2024.
3 Independent Market Research Report by Jones Lang LaSalle Incorporated, May 2024.

CHINA

Mapletree Wuxi New District Logistics Park

	FY22/23	FY23/24
Properties	43	**43**
Book Value	RMB13,548m (S$2,651.3m)	**RMB13,401m (S$2,481.7m)**
Occupancy Rate (%)	93.4	**93.2**
WALE by NLA (years)	1.8	**1.6**
WALE by Revenue (years)	1.8	**1.7**
NLA (sqm)	2,869,806	**2,869,806**

China reported y-o-y GDP growth of 5.2% in 2023. While this exceeded the government's official target of around 5% set at the beginning of the year, the recovery throughout the year was inconsistent and the rebound was weaker than expected[1].

Disposable income per capita amounted to RMB51,821 in 2023, a real increase of 4.8% after deducting price factors. Taking into account 2022's relatively low base, income growth remains below pre-pandemic levels (5.0% as of 2019). Domestic consumption remained the key driver of economic growth, contributing 80% or 4.4 percentage points of GDP growth in Q4 2023. However, retail sales growth lost momentum in December, while the CPI remained in negative growth territory for three consecutive months in Q4 2023. The recovery in consumption therefore remains weaker than expected, owing to muted consumer sentiment.

China's new warehouse supply reached a record high of over 12 million sqm in 2023, as a significant increase in land supply in 2020 and 2021, as well as the pandemic-driven suspension of business activity for large parts of 2022, resulted in the deferral of substantial new logistics supply to 2023. While net absorption in China's major cities rose 45.2% y-o-y to 7.2 million sqm in 2023, overall vacancy increased by 3.6 percentage points to 21.8%. Looking forward, new supply is projected to fall back to a more manageable level of around 6-6.5 million sqm per annum over the next two years[2].

As at 31 March 2024, MLT's China portfolio of 43 properties registered an occupancy rate of 93.2%, compared with 93.4% as at 31 March 2023. MLT's occupancy rate remained above the industry's average occupancy level of 82% to 89%. To ensure the stability of MLT's portfolio and income stream, the Manager had prioritised maintaining stable occupancy above rental growth. An average rental reversion of -7.9% was registered for FY23/24.

Continued economic uncertainty, US-China trade tensions and geopolitical concerns (including the upcoming US elections in late 2024) could weigh on China's exports, especially in the trade-dependent electric vehicle and solar industries. On the policy front, monetary and fiscal policies implemented by the government in 2023 have had limited impact on the economic recovery. The People's Bank of China lowered the reserve requirement ratio by 50 bps in 2023 to provide liquidity to the market, and is expected to keep monetary policy accommodative in 2024.

Market analysts expect China's economy to expand by around 5.0% in 2024. The short-term market outlook remains challenging on the back of volatile external economic and geopolitical conditions, along with fragile business expectations and consumer confidence.

Leases with an aggregate NLA of approximately 864,900 sqm are set to expire in FY24/25. The Manager will continue to employ proactive lease management strategies and tap into its local and regional leasing network to renew or replace these leases ahead of expiry. In view of the challenging leasing market, negative rental reversions are expected to persist.

The Manager will also focus on strengthening its relationships with existing tenants, especially key account tenants; sourcing a diversified tenant mix; and providing flexible incentives to better attract tenants.

1 National Bureau of Statistics of China, 17 January 2024.
2 Independent Market Research Report Report by CBRE, April 2024.

Operations Review

HONG KONG SAR

Mapletree Logistics Hub Tsing Yi

	FY22/23	FY23/24
Properties	9	**9**
Book Value	HKD17,548m (S$3,009m)	**HKD17,917m (S$3,052m)**
Occupancy Rate (%)	99.3	**95.6**
WALE by NLA (years)	2.4	**2.3**
WALE by Revenue (years)	2.6	**2.4**
NLA (sqm)	368,361	**368,361**

The Hong Kong economy grew by 3.2% in 2023[1]. While recovering from the 3.5% contraction in 2022, the recovery was below expectations due to slowing imports and exports, which registered y-o-y declines of 5.7% and 7.8% respectively in 2023.

On the other hand, the 16.2% rebound in retail sales in 2023 supported the local economy. The full reopening of all borders in early 2023 attracted tourists back to the territory, with more than 34 million visitors arriving in Hong Kong over the year. With the gradual resumption of air flight capacity and a recovery in regional trade, air cargo throughput recorded a slight rebound of 3.1% in 2023.

During the year, the completion of CaiNiao Smart Gateway at the Hong Kong International Airport, with 4.1 million sqft of lettable area, posed a significant supply overhang for the warehouse sector. Hong Kong's warehouse vacancy rate subsequently ended 2023 higher at 7.3%. Leasing sentiment also remained muted, as high interest rates caused many operators to opt for renewals rather than relocations for cost-saving purposes.

Despite the challenging operating environment, MLT's Hong Kong portfolio continued to deliver a stable operating performance in FY23/24. With leases for approximately 61,311 sqm due to expire during the year, the Manager successfully renewed or replaced almost 80% of leases, reaching an occupancy rate of approximately 95.6% as at 31 March 2024. The decline in vacancy rate compared to FY22/23 was mainly due to the expiry of a lease at a single-user asset with old building specifications which is slated for divestment.

Given its strategic geographical location, world-class infrastructure and robust connectivity, Hong Kong has become a crucial logistics gateway in China's Greater Bay Area. Looking ahead, the expected rebound in external trade and retail sales coupled with sustained growth in both local and cross-border e-commerce should underpin logistics demand in 2024. Modern warehouses have a brighter outlook, underpinned by growing demand from cross-border e-commerce and cold chain logistics, as well as the structural shift towards air freight and high value-added goods.

With no upcoming warehouse supply expected between 2024 and 2027 (apart from one specialised warehouse), rents are forecast to see moderate growth of 0% to 5% in 2024 and 2025[2]. As operational efficiencies and modern facilities become increasingly crucial in the logistics sector, rents for modern warehouses are expected to post relatively stronger performance compared to the overall market over the next four years. Further, the development of the Northern Metropolis will generate substantial relocation demand from current occupants of brownfield sites, creating opportunities for industrial landlords. In the medium to long term, the key demand drivers of modern warehouses include value-added transshipment, fast-moving local distribution, emerging e-commence distribution (both local and regional) as well as cold storage needs.

In FY24/25, leases for approximately 132,841 sqm of NLA in MLT's Hong Kong portfolio will be expiring. The Manager continues to proactively engage tenants to secure lease renewals or replacements ahead of expiries. In addition, the Manager had started engaging with tenants to implement green leases and sustainable initiatives in 2023 as part of its net zero journey. The Manager will expand on these efforts in the year ahead.

1 Census and Statistics Department, February 2024.
2 Independent Market Research Report by Savills Research & Consultancy, April 2024.

INDIA

Mapletree Logistics Trust India KSH Industrial Park 1

	FY22/23	FY23/24
Properties	2	**3**
Book Value	INR5,001.5m (S$81.6m)	**INR6,067.0m[1] (S$97.6m)**
Occupancy Rate (%)	100	**100**
WALE by NLA (years)	2.7	**1.7**
WALE by Revenue (years)	2.7	**1.7**
NLA (sqm)	87,289	**116,035**

India's economy continued to thrive in 2023, underpinned by rapid urbanisation, industrialisation and rising incomes. With a GDP of USD3.75 trillion, India became the world's fifth-largest economy, recording an estimated growth rate of 7.3%[2] for FY23/24[3] on the back of buoyant investment activity, strategic government capex initiatives, and growing consumer demand.

The manufacturing sector remains poised for expansion, with an estimated growth of 6.5% in FY23/24[4] surpassing FY22/23's 4.7% growth rate. This can be attributed to various government reforms aimed at enhancing industrial production, such as the Atmanirbhar Bharat packages and Production-Linked Incentives scheme. At the same time, India's fast-growing middle class is driving domestic consumption, making India an increasingly attractive investment destination for multinational corporations.

India's logistics and warehousing sector also witnessed significant growth, with the combined stock of Grade A and B warehousing space across the top eight cities increasing 14% y-o-y to reach 381 million sqft by 1Q 2024. Of this, in-demand Grade A warehousing space accounted for 195 million sqft, reflecting a 5-year compound annual growth rate ("CAGR") of 23%[4].

Net demand for warehousing space kept pace with supply, reaching 39.6 million sqft in 2023 and 8.4 million sqft in 1Q 2024. Almost 80% of net demand in the first quarter was generated by Grade A spaces, reflecting occupiers' discernible shift towards premium, high-quality facilities. As a result, the Grade A vacancy rate declined from 6.2% in 1Q 2023 to 5.4% in 1Q 2024. The outlook for warehousing demand in India appears promising, with net absorption projected to surpass the 65 million sqft mark by 2027[4].

Looking ahead, the growth of India's warehousing industry will continue to be driven by various factors including evolving consumer demand, the expanding presence of 3PL companies, and increased traction in the manufacturing sector. Over the next three years, the warehouse stock in India is projected to experience a CAGR of 11%, ultimately reaching 586 million sqft by 2027[4].

MLT completed the acquisition of a modern, Grade A warehouse in Farrukhnagar, Delhi NCR in February 2024, growing the NLA of its India portfolio from 87,289 sqm to 116,035 sqm. Along with MLT's existing assets which are strategically located in Chakan (near Pune) and Talegaon (on the Mumbai-Pune expressway), the acquisition positions MLT to capture the significant growth potential of India's logistics sector. Testament to the Manager's proactive approach to asset and lease management, the assets remained fully occupied with a WALE of 1.7 years as at 31 March 2024.

In FY24/25, leases for about 15,244 sqm of space are due to expire. The Manager will proactively engage tenants to secure lease renewals or replacements ahead of expiries, with the aim of achieving positive rental reversions and minimal leasing downtime. The Manager will also focus on introducing sustainability features to the properties to attract and retain tenants. As part of its investment strategy, the Manager continues to explore opportunities to acquire well-located quality assets to capitalise on the strong demand for logistics space and enhance the resilience of MLT's portfolio.

1 Excludes right-of-use (ROU) assets of INR96.0 million.
2 Monetary Policy Statement, Reserve Bank of India, 5 April 2024.
3 India's fiscal year covers 1 April to 31 March.
4 Independent Market Research Report by Jones Lang Lasalle India, April 2024.

Operations Review

JAPAN

Hiroshima SS Centre

	FY22/23	FY23/24
Properties	19	**24**
Book Value	JPY148.9b (S$1,495.1m)	**JPY212.8b (S$1,918.9m)**
Occupancy Rate (%)	100	**98.2**
WALE by NLA (years)	3.3	**2.7**
WALE by Revenue (years)	3.2	**2.7**
NLA (sqm)	580,339	**742,731**

Japan's economy grew by 1.9% in 2023[1], having been in a moderate recovery phase after Covid-19. Despite a profitable corporate sector, wages remained stagnant and private consumption continued to be lacklustre. Japan's nominal GDP for 2023 slipped behind Germany to become the world's fourth largest economy, largely on the back of rapid yen depreciation. Looking ahead, real GDP growth in 2024 and 2025 is expected to be in the range of 1% to 1.5%, underpinned by tighter labour market conditions and an improvement in wage growth[2].

Continuing its uptrend over the previous years, the supply of logistics space in 2023 reached a new record of around 7.6 million sqm. Although demand also reached a record of 5.4 million sqm, it could not keep pace with the supply accumulated over recent years, and vacant space rose to 4.2 million sqm, or 8.1% of total warehouse space[2].

While supply has increased on the back of accelerated logistics development activity, rising construction costs have resulted in higher asking rents, weighing on demand as tenants have struggled to increase their fees to cargo owners.

The vacancy rate for all four major logistics markets in Japan – Greater Tokyo, Greater Osaka, Greater Nagoya and Fukuoka metropolitan area – increased in 2023, notably reaching 8.3%[2] in Greater Tokyo due to concentrated new supply. Rents continued to rise across the four metropolitan areas in 2023, buoyed by e-commerce demand, but the uptrend is starting to slow as vacancy rates rise. While some districts are expected to see real rents soften via extensions to rent-free periods, bayside areas in Tokyo and Chiba Prefecture should continue to see rising rents due to tighter supply-demand dynamics.

As at 31 March 2024, MLT's Japan portfolio comprised 24 quality properties which comply with seismic safety standards and have a Probable Maximum Loss value of less than 15%[3], indicative of low exposure to earthquake risks. The Manager has secured the in-demand Comprehensive Assessment System for Built Environment Efficiency ("CASBEE") certification for twelve properties, demonstrating the green attributes of these well-located assets. Portfolio occupancy remained healthy at 98.2%, and the Manager continues to proactively engage tenants to secure lease renewals ahead of their expiries.

Accelerating its portfolio rejuvenation strategy, the Manager completed the acquisitions of six modern, strategically-located warehouses in FY23/24 - with four properties in Greater Tokyo, one in Gifu, Greater Nagoya and one in Hiroshima. With a total NLA of 204,105 sqm and an average age of 3.1 years, the assets are fully occupied by major logistics service providers. All six properties are also BREEAM certified, equipped with green features such as rooftop solar panels and LED lightings.

During the year, the Manager also completed the divestment of Moriya Centre for JPY10,030 million. Executed at 12.2% above valuation, the divestment enabled MLT to redeploy capital into acquisitions of assets with higher growth potential.

Leases with an aggregate NLA of approximately 144,423 sqm are set to expire in FY24/25. Of this, the Manager has confirmed the renewal of 53,613 sqm and continues to proactively engage tenants to secure renewals or replacements ahead of lease expiries.

1 "Japan GDP unexpectedly shrinks, loses spot as 3rd-largest economy", Nikkei, 15 February 2024.
2 Independent Market Research Report, Japan Logistics Field Institute, Inc., May 2024.
3 Probable Maximum Loss ("PML") is a gauge commonly used to assess a property's seismic resistance. A PML of 15% is deemed to be sufficiently safe from earthquakes.

MALAYSIA

Mapletree Logistics Hub – Tanjung Pelepas

	FY22/23	FY23/24
Properties	17	**14**
Book Value	MYR2,116.3m (S$635.5m)	**MYR2,038.4m (S$579.1m)**
Occupancy Rate (%)	99.7	**98.6**
WALE by NLA (years)	2.0	**2.0**
WALE by Revenue (years)	2.0	**1.9**
NLA (sqm)	657,471	**611,159**

Malaysia's GDP growth moderated to 3.7% in 2023, following the robust 8.7% growth in 2022 on the back of the post-pandemic recovery. Despite slower global trade, geopolitical tensions and tighter monetary policies, growth in 2023 was buoyed largely by the continued reopening of the economy, resilient domestic consumption and improved labour market conditions[1]. The central bank predicts GDP growth of 4-5% in 2024, underpinned by continued growth in investments and domestic consumption, and improvement in global trade.

Economic growth was also backed by a record total approved investment of MYR329.5 billion in 2023, up 23% from 2022. FDI constituted 52% of total investment[2]. Notably, the services sector, which includes transportation and logistics services, accounted for over half of total approved investments at MYR168.4 billion. This contributed to the resilient growth of warehousing demand, particularly for modern Grade A warehouses in key logistics locations.

Malaysia's logistics warehousing sector remained relatively robust in 2023. The existing warehouse space in Klang Valley stood at 55.6 million sqft at the end of the year (up 5.6% from 2022), with approximately 5.4 million sqft of known warehouse space expected to be delivered in 2024. Warehousing space in Johor Bahru grew 6.4% to 18.4 million sqft, with an anticipated 1.2 million sqft of supply upcoming in 2024. Occupancy rates have remained stable at over 90% in 2023, and are expected to hold steady in 2024[3].

Grade A warehouse space continued to be in relatively short supply, accounting for 15.0% of total stock in Klang Valley and 37.7% in Johor as of 1Q 2024[3]. Supported by growing freight volumes, sustained e-commerce growth and favourable government policies, demand for Grade A warehouses is expected to remain robust in the near to mid-term, particularly in the established logistics locations of Shah Alam, Subang, and Johor Bahru, where MLT has a strong presence.

At the end of FY23/24, MLT's Malaysia portfolio of 14 properties recorded a portfolio occupancy level of 98.6%, compared to 99.7% at the end of FY22/23. The Manager proactively renewed or replaced leases with an aggregate 127,243 sqm of NLA ahead of their respective expiries, achieving an average positive rental reversion of about +3.2%.

In FY23/24, MLT completed the divestments of Chee Wah, Subang 1 and Century for MYR110.2 million, and announced the proposed divestments of Flexhub and Padi Warehouse for a total sale price of MYR151.2 million. Executed at an average premium to valuation of 11.2%, these divestments are in line with the Manager's continued efforts to rejuvenate its portfolio. Capital released from the divestments will provide MLT with greater financial flexibility to pursue investment opportunities in high-specification, modern logistics facilities with higher growth potential.

MLT also announced the proposed acquisition from the Sponsor of Mapletree Logistics Hub - Jubli Shah Alam (MLHJSA), for a purchase consideration of MYR558.8 million. MLHJSA is strategically located in Shah Alam, one of Malaysia's major industrial regions serving Kuala Lumpur City Centre and Port Klang. Fully occupied as at 31 March 2024, top tenants include leading e-commerce logistics and 3PL players.

The Manager will continue to focus on its proactive lease management strategy and is currently in final negotiations to renew 78,428 sqm of NLA, representing 39% of leases expiring in FY24/25. The Manager remains confident of renewing or securing replacement leases for the remaining 61% ahead of their respective lease expiries.

1 Bank Negara Malaysia, 16 February 2024.
2 Prime Minister's Office of Malaysia, 22 February 2024.
3 Independent Market Report by Knight Frank, May 2024.

Operations Review

SOUTH KOREA

Mapletree Logistics Centre - Majang 3

	FY22/23	FY23/24
Properties	20	**21**
Book Value	KRW1,023.5b (S$1,051.7m)	**KRW1,168.2b (S$1,181.5m)**
Occupancy Rate (%)	98.1	**95.7**
WALE by NLA (years)	1.8	**1.6**
WALE by Revenue (years)	1.8	**1.7**
NLA (sqm)	645,986	**724,162**

The South Korean economy grew by a slower 1.4% y-o-y in 2023[1] to record its third consecutive year of declining growth. GDP growth was weighed down by a 7.4% y-o-y fall in exports, which resulted in a trade deficit of USD9.97 billion amid high interest rates and sluggish recovery in major trading economies such as China. Geopolitics also played a part — the nation found itself caught in the middle of the US-China tech war due to its role as a key supplier of semiconductors and batteries. Slowing private consumption and lower government spending also contributed to the muted economic growth.

Annual CPI growth remained high at 3.6%[2], putting pressure on the Bank of Korea to keep monetary policy restrictive. In February 2024, the central bank held its benchmark rate at 3.5%[3], citing uncertainties around the inflation outlook given slowing global growth, volatile oil prices and continued geopolitical risks.

Against this backdrop, online shopping in South Korea continued to see robust growth. Total annual e-commerce sales in 2023 reached KRW227.3 trillion, representing a CAGR of 19.6% since 2014 (KRW45.3 trillion)[4]. South Korea is the fifth largest e-commerce market in the world after China, US, UK and Japan[5], and is expected to surpass Japan to reach fourth place in 2024[6]. The sector's healthy expansion will continue to be underpinned by a high smartphone usage rate, high penetration of internet users and growing adoption of advanced technologies such as artificial intelligence.

Despite growing demand for logistics space from the rapidly expanding e-commerce and 3PL markets, the Seoul Metropolitan Area ("SMA") vacancy rate continued to rise due to unprecedented supply levels. In 2023, 61 new Grade A logistics facilities providing approximately 4.8 million sqm of GFA were added to the SMA[4], exceeding the total completions of 2021 and 2022 combined. As a result, the vacancy rate recorded 13.1% at the end of 2023, a sharp rise by 488 bps from the previous year[4]. Further supply of 4.3 million sqm of GFA is expected to come onstream in 2024, putting heavier pressure on occupancy rates. Rising vacancy also implies downward pressure on rents, as landlords continue to fiercely compete for tenants by providing more incentives to maintain occupancy.

In FY23/24, MLT completed the acquisition of Mapletree Logistics Centre – Majang 3 for KRW144.8 billion. Majang 3 is a modern logistics facility wholly leased to Korea's leading e-commerce player Coupang. Located along the Jungbu Expressway in northwest Icheon, the property provides excellent connectivity to Seoul, with eastern Seoul only 50km away. This acquisition brought MLT's portfolio in South Korea to a total of 21 properties with NLA of 724,162 sqm as of 31 March 2024. During the year, the Manager successfully renewed or replaced leases covering over 153,071 sqm of space at an average rental reversion of +3.8%, translating to a portfolio occupancy of 95.7%.

With leases covering approximately 250,997 sqm of NLA due to expire in FY24/25, the Manager will continue to leverage its proactive lease management strategies to engage new and existing tenants ahead of lease expiries. The Manager will also continue to seek acquisitions of quality and well-located properties with modern specifications as well as asset enhancement opportunities to augment the resilience of MLT's portfolio.

1 "Gross National Income: Fourth Quarter and Annual 2023 (Preliminary)", Bank of Korea, 5 March 2024.
2 "Economic Outlook (February 2024)", Bank of Korea, 22 February 2024.
3 "Monetary Policy Decision", Bank of Korea, 22 February 2024.
4 Independent Market Research Report by JLL Research, April 2024.
5 "eCommerce Market Size by Country", MobiLoud (mobiloud.com), 2 March 2024.
6 "eCommerce market in South Korea", ECDB (ecommercedb.com), March 2024.

VIETNAM

Mapletree Logistics Park Bac Ninh Phase 5

	FY22/23	**FY23/24**
Properties	10	**10**
Book Value	VND5,770.1b (S$328.9m)	**VND6,011.8b (S$324.0m)**
Occupancy Rate (%)	100	**100**
WALE by NLA (years)	2.3	**2.2**
WALE by Revenue (years)	2.4	**2.3**
NLA (sqm)	562,603	**562,603**

Despite global economic headwinds and geopolitical uncertainty, Vietnam's economy grew by 5.1% in 2023. While this missed the government's growth target of 6.5%, Vietnam remains one of the fastest growing economies in the region and the world. In the first quarter of 2024, the economy expanded by 5.7%, mainly driven by a recovery in inbound tourism and a manufacturing and export boom. The economy is expected to remain on a steady trajectory, with GDP growth forecast to reach 6.0-6.5% in 2024[1].

Vietnam's logistics warehouse market has experienced robust growth over the past years, as the country has emerged as an up-and-coming manufacturing hub and key exporter of smartphones, electronics and garments. Most logistics players in Vietnam remain aggressive on investment and development projects as they position themselves to serve growing demand for manufacturing and consumption.

As a result, nearly 800,000 sqm of new warehouse space was completed in 2023. New supply is expected to exceed 1 million sqm per year for the next five years in response to the ongoing expansion of the export manufacturing sector and Vietnam's emergence as an alternative manufacturing hub to China[2]. Elevated supply has led to higher vacancy rates among new completions, with the average occupancy rate of modern warehouses declining by 5.5% y-o-y to 70.1% at the end of 2023[2].

Despite the slowdown in the leasing environment, MLT's Vietnam portfolio continued to deliver resilient performance in FY23/24, as its strategically located properties continued to enjoy strong demand from tenants. The Manager successfully renewed or replaced expiring leases with approximately 165,300 sqm of NLA in FY23/24 at a heathy rental reversion of +4.6%. As of 31 March 2024, MLT's Vietnam portfolio of 10 modern assets in major logistics hubs across the country continued to be 100% occupied.

During the year, MLT announced the acquisitions of two modern, Grade A logistics assets from the Sponsor, expanding its footprint in Vietnam. Mapletree Logistics Park Phase 3 is located in Binh Duong, an established logistics hub close to Ho Chi Minh City, while Hung Yen Logistics Park I marks MLT's first entry into Hung Yen, a Northern province within one hour's drive from Hanoi city centre. Both assets had secured near-full occupancy as of 31 March 2024, with strong anchor tenants including established 3PLs, a blue-chip Japanese multinational electronics company, and the logistics arm of one of Vietnam's largest conglomerates.

Vietnam's logistics market continues to be an attractive investment proposition for investors and developers, underpinned by growing demand for logistics warehouses from 3PLs, retailers, e-commerce players such as Shopee, Lazada and Tiki, and manufacturers such as Vinfast, Samsung, and Foxconn. Capitalisation rates are expected to further compress in response to stronger competition for quality assets across thriving markets such as Bac Ninh and Hung Yen in the North, and Binh Duong, Bien Hoa and Long Thanh in the South. New markets, such as Bac Giang, Vinh Phuc and Hai Duong in the North, and Long An and Can Tho in the South, are gaining favour with local and international developers, with a significant number of pipeline projects announced.

In FY24/25, leases with approximately 174,100 sqm of NLA are due to expire. The Manager will proactively engage tenants and prospects to secure lease renewals or replacements with positive rental reversions and minimal downtime. In line with MLT's portfolio rejuvenation strategy, the Manager continues to evaluate opportunities to acquire modern, well-located facilities that position MLT to capture the long-term growth potential of the Vietnam logistics market.

1 "Vietnam economy expands 5.66% in first quarter as exports boom", Reuters, April 2024.
2 Independent Market Research Report by Jones Lang LaSalle, April 2024.