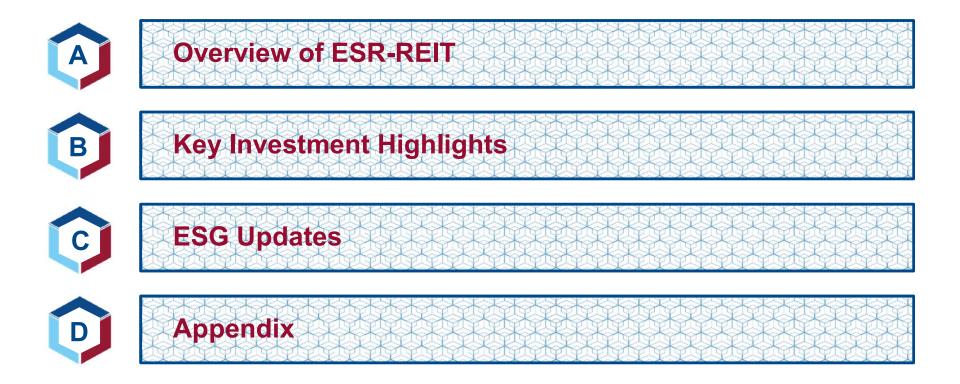


ESR-REIT Investor Presentation

November 2021



Contents





Overview of ESR-REIT



9M2021 at a Glance



Financial Performance

- Distributable Income for 3Q2021 increased 15.1% y-o-y to S\$28.6 million underpinned by broad-based y-o-y increases in gross revenue and net property income
- In 3Q2021, Gross Revenue increased 7.2% y-o-y to \$\$61.1 million and Net Property Income rose 8.6% y-o-y to \$\$43.9 million
- Rental collection for 3Q2021 was about 98% of total receivables – better than prepandemic levels

Proactive Asset Management

- Portfolio occupancy increased from 91.0% to 91.2%⁽²⁾ in 3Q2021
- Secured ~1.79 million sq ft of new and renewed leases YTD 3Q2021
- YTD rental reversions improved slightly and recorded 2.2% decline as at 3Q2021, primarily due to renewals of some large tenants in the business park segment
- Completed the acquisitions of 46A Tanjong Penjuru and 10.0% stake in ESR Australia Logistics Partnership
- Divestment of three non-core properties above valuation
- AEI at 19 Tai Seng Avenue expected to complete in 4Q2021, secured >76.0% committed occupancy
- AEIs of 16 Tai Seng Street and 7000 Ang Mo Kio Ave 5 announced⁽³⁾

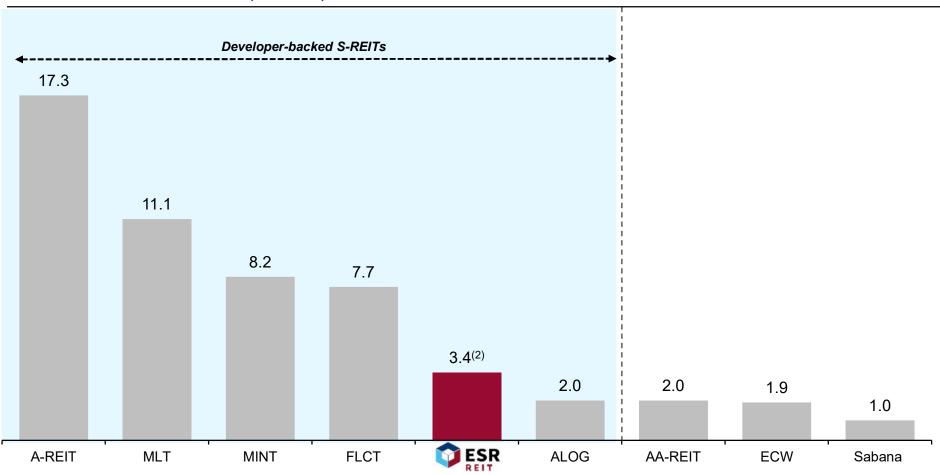
Prudent Capital Management

- Successfully refinanced all expiring debt due in FY2021
- Completed S\$149.6 million equity fund raising which was 3.5x covered
 - ✓ S\$100.0 million private placement 3.4x subscribed with upsize option exercised
 - ✓ S\$49.6 million Preferential Offering was 3.6x subscribed, saw overwhelming support from existing Unitholders
- Gearing at 41.3%
- 88.1% of interest rate exposure fixed for 2.2 years
- All-In cost of debt further reduced from 3.5% p.a. as at 3Q2020 to 3.41% p.a as at 3Q2021.



Notes: (1) 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 \$\$235.7 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. (2) Excludes properties in the pipeline for divestment and redevelopment. (3) Based on assumed yield on cost of approximately 7.1%.

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

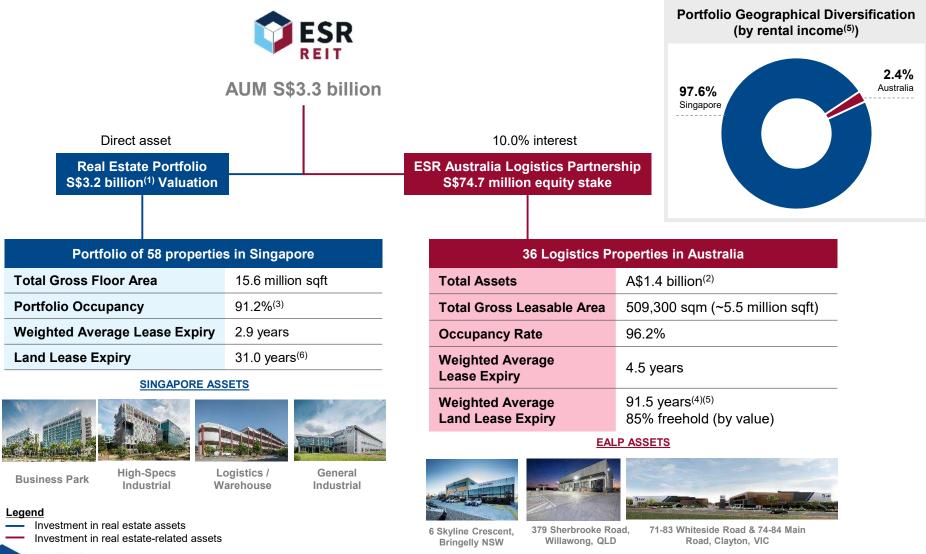


Industrial S-REITs Total Assets⁽¹⁾ (S\$ billion)



Notes: (1) From latest company information available as at 30 Sep 2021. (2) 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.

ESR-REIT's Assets Under Management ("AUM") of S\$3.3 billion

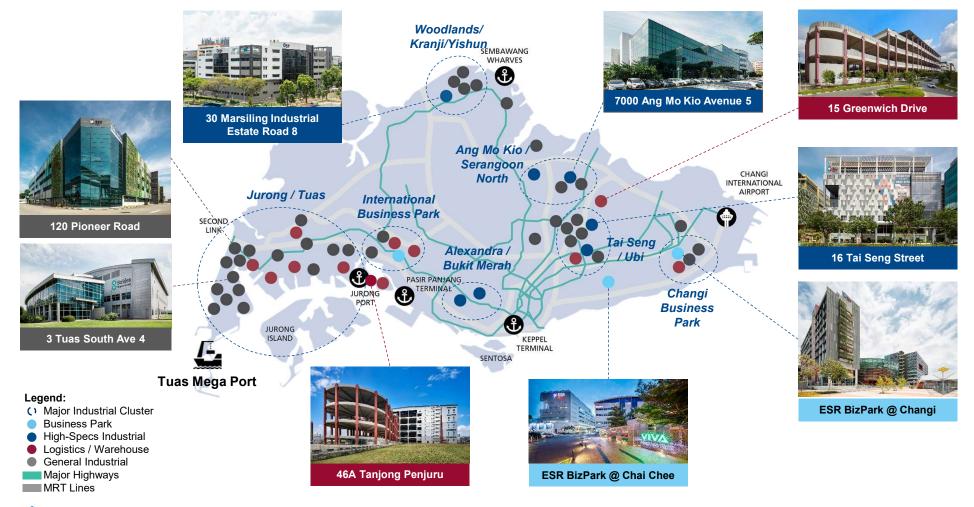




Notes: (1) Includes 100% of the valuation of 7000 Ang Mo Kio Avenue 5 and 48 Pandan Road, in which ESR-REIT holds 80% interest in 7000 Ang Mo Kio Avenue 5 and 49% interest in 48 Pandan Road, but excludes the effects arising from the adoption of Financial Reporting Standard (FRS) 116 *Leases* which became effective on 1 January 2019. (2) Comprises 32 income-producing properties, two land parcels for future development and two properties currently under development. (3) Excludes properties in the pipeline for redevelopment and divestment (4) Includes land parcels for future development. (5) Assuming that freehold land has an equivalent land lease tenure of 99 years. (6) As at 30 June 2021.

Well Located Portfolio Across Singapore

Portfolio of 58 assets across 4 asset classes totalling S\$3.2 billion⁽¹⁾, located close to major transportation hubs and within key industrial zones across Singapore





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.

Real Estate Portfolio Highlights

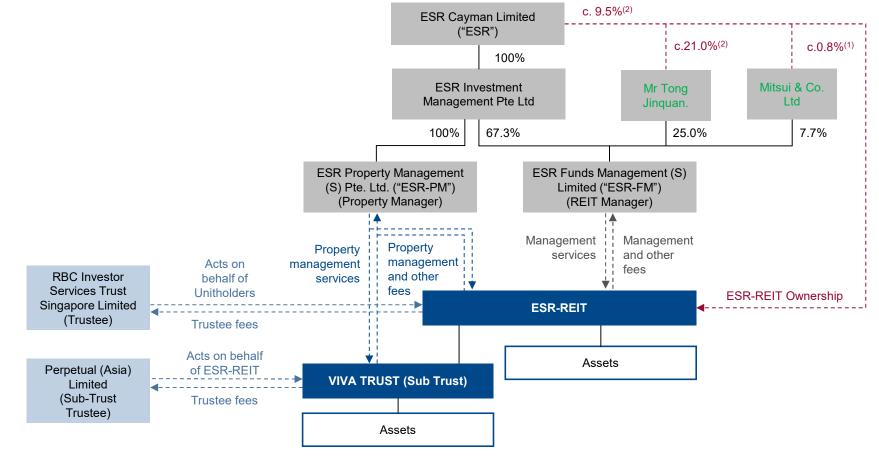




Notes: As at 30 September 2021. (1) Excludes properties in the pipeline for redevelopment and divestment. (2) Based on JTC 3Q2021 Industrial Property Market Statistics. (3) Includes 100% of the valuation of 7000 Ang Mo Kio Avenue 5 and 48 Pandan Road, in which ESR-REIT holds 80% interest in 7000 Ang 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.

Ownership Structure

ESR has 67.3% stake in the REIT Manager, 100% stake in Property Manager and is the REIT's second largest unitholder with a c.9.5% REIT stake





(1) As at 16 November 2021. (2) Includes direct interests and/or deemed interests through holding entities in ESR-REIT. Figures as at 16 November 2021

Key Investment Highlights



Key Investment Highlights

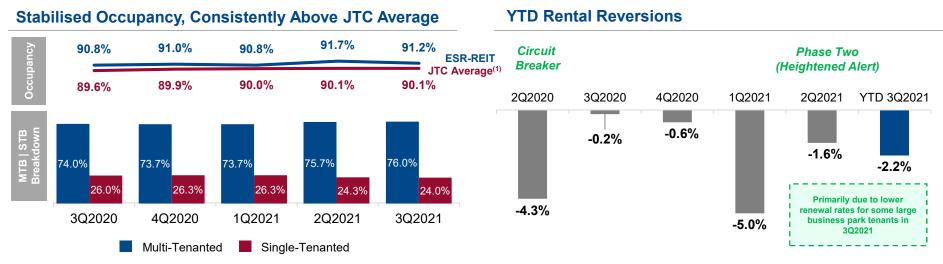




1 Resilient & Balanced Portfolio

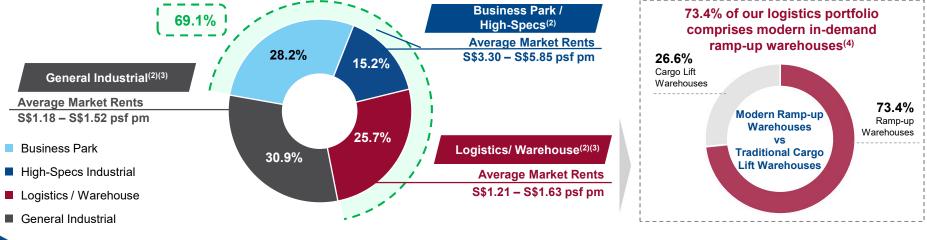


1 Diversified Portfolio Underpinned by Strong Fundamentals



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







Notes: (1) Based on JTC 3Q2020 to 3Q2021 Industrial Property Market Statistics. (2) Based on 2Q2021 data from CBRE and 3Q2021 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) By valuation as at 30 September 2021.

1 Well Staggered Portfolio Expiry Profile

- During 3Q2021, we leased a total area of 702,500 sqft by renewing about 450,700 sqft of space and securing 251,800 sqft of new leases across 52 leasing transactions.
 YTD tenant retention rate was 71.6%
- Major leases secured in this quarter include an engineering company at 8 Tuas South Lane (119,000 sqft), YCH Distripark (Pte) Ltd (51,700 sqft) at 8 Tuas South Lane, Gebruder Weiss (28,700 sqft) at 3 Pioneer Sector 3 and Sistic.com (11,800 sqft) at ESR BizPark @ Changi
- WALE remains stable at 2.9 years

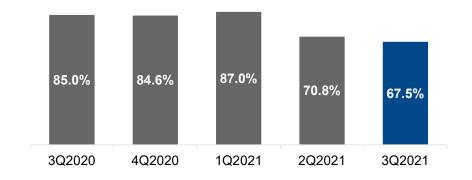
Well Staggered WALE at 2.9 years

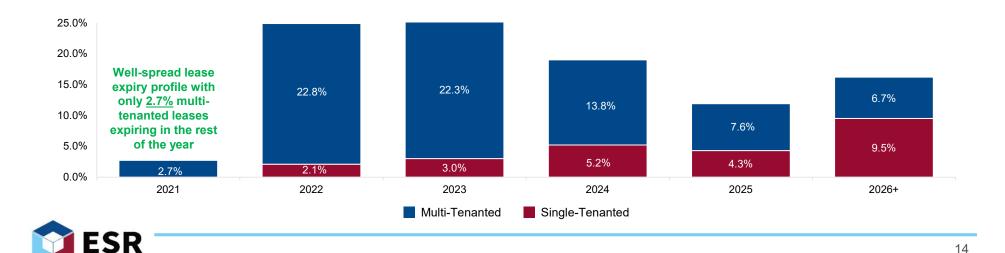
 Majority of leasing interest received from technology, media, e-commerce and logistics sectors

Weighted Average Lease Expiry (WALE) by Rental Income

YTD Tenant Retention Rate

Retention rate of 67.5% was achieved during the quarter with YTD retention rate of 71.6%.

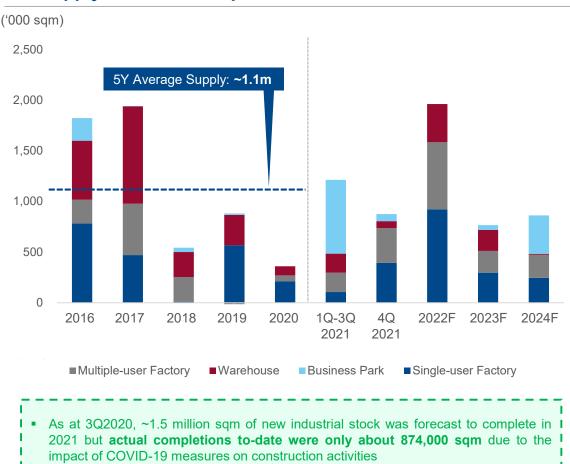




1 Singapore Industrial Market Outlook

- **Rental and price index of industrial space in 3Q2021 remain steady**, overall occupancy rate remained the same at 90.1% from last quarter and increased slightly by 0.5% from the same period last year⁽¹⁾
 - Rental and price increased by 0.7% and 0.1% respectively compared to the previous quarter⁽¹⁾
- The industrial leasing market is expected to continue its recovery with logistics rents expected to grow on sustained detail demand driven by third-party logistics, food storage and electronics⁽²⁾
 - **Manufacturing sectors** are expected to expand and drive demand for logistics and high-specs space
 - Occupancy is expected to remain robust given the ramp up in manufacturing activities. Leasing demand from manufacturers of essential commodities also increased as pharmaceutical trade in COVID-19 related sectors remained active
 - Growth prospects for the manufacturing and wholesale trade sectors are expected to remain strong backed by strong rebound in global demand

Net Supply of Industrial Space⁽¹⁾



 Consequently, the remaining 626,000 sqm of industrial stock is expected to complete in 4Q2021 with some stock likely to be delayed till 2022



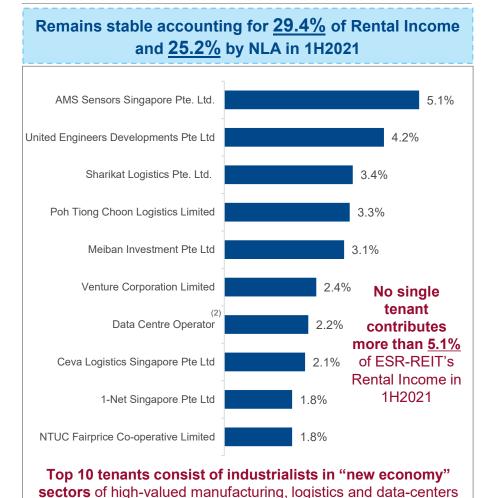
3

2 Diversified Tenant Network

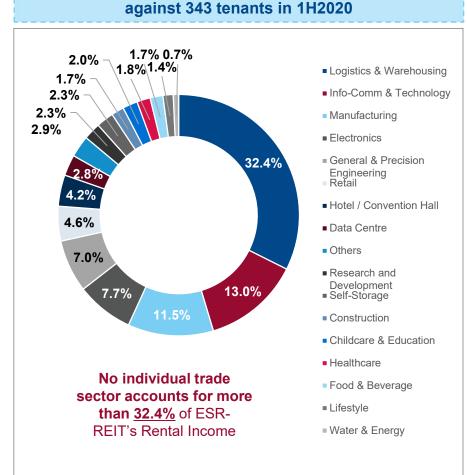


2 Reduced Tenant Concentration Risk and Well-Diversified Trade Mix

Top 10 Tenants⁽¹⁾



Breakdown by Trade Sectors⁽¹⁾



Portfolio of 360 diverse tenants in 1H2021 increased

Note: (1) As at 30 June 2021. (2) Tenant not named due to confidentiality obligations.

3 Prudent Capital Management

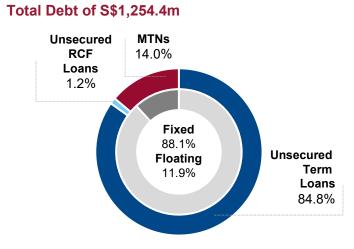


3 Key Capital Management Indicators

- Successfully issued S\$125.0 million 5-year senior notes due 2026 in August 2021, priced at a new benchmark 2.60% coupon with more than 2.2x subscription
- Completed S\$149.6 million equity fund raising which was 3.5x covered
 - Successfully raised S\$100 million via a Private Placement on 6 May
 2021 which was 3.4x subscribed with upsize option exercised
 - ✓ Preferential offering was 3.6x subscribed to raise S\$49.6 million
- Debt to Total Assets (Gearing)⁽¹⁾ is 41.3%
- 88.1% fixed interest rate exposure for 2.2 years
- All-in Cost of Debt reduced to 3.41% p.a.
- Portfolio remains 100.0% unencumbered

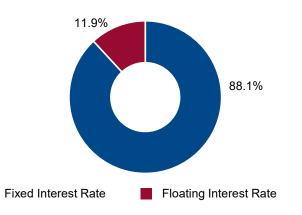
	As at 30 Sep 2021	As at 31 Dec 2020
Total Gross Debt (S\$ million)	1,254.4	1,186.0
Debt to Total Assets (%) ⁽¹⁾	41.3	41.6
Weighted Average All-in Cost of Debt (%) p.a.	3.41	3.54
Weighted Average Debt Expiry ("WADE") (years)	2.6	2.2
Interest Coverage Ratio ("ICR") (times)	4.0	3.5
MAS ICR (times) (2)	2.9	2.6
Interest Rate Exposure Fixed (%)	88.1	89.0
Weighted Average Fixed Debt Expiry ("WAFDE") (years)	2.2	2.0
Proportion of Unencumbered Investment Properties (%) ⁽³⁾	100.0	100.0
Debt Headroom (S\$ million) ⁽⁴⁾	565.7	507.7
Undrawn Available Committed Facilities (S\$ million)	252.9	119.0

Breakdown of Debt



Interest Rate Exposure Fixed (%)

88.1% of interest rate exposure fixed for 2.2 years

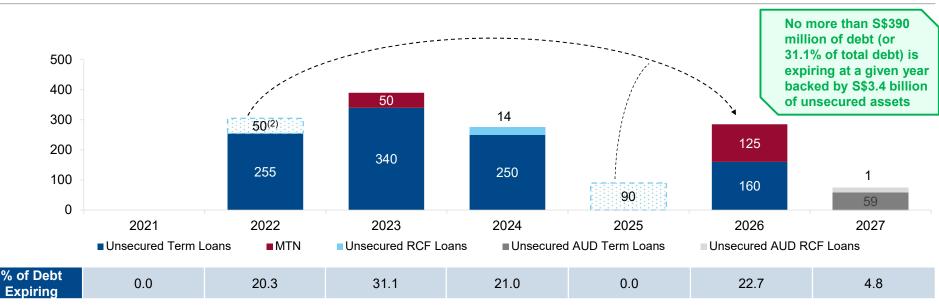




Notes: (1) Includes ESR-REIT's 49% share of the borrowings, lease liabilities and total assets of PTC Logistics Hub LLP but excludes the effects arising from the adoption of Financial Reporting Standard (FRS) 116 Leases which became effective on 1 January 2019 where such effects relate to operating leases that were entered into in the ordinary course of ESR-REIT's business and were in effect before 1 January 2019. (2) Interest expense includes amortisation of debt-related transaction costs and finance costs on lease liabilities under FRS 116. (3) Excludes ESR-REIT's 49% interest in 48 Pandan Road. (4) Effective 16 April 2020, MAS has increased gearing limit for S-REITS from 45% to 50%.

3 Well-Staggered Debt Maturity Profile

- WADE⁽¹⁾ as at 30 September 2021 was 2.6 years
- No refinancing requirements in FY2021 successfully refinanced all expiring debt due in FY2021 ahead of expiry
- ESR-REIT remains well-supported by 11 lending banks on a 100% unsecured basis
- The Manager has proactively started to look at early refinancing options for debt expiring in FY2022 and may consider tapping the bond market if the terms are reasonably attractive
- ESR-REIT has access to S\$252.9 million undrawn available committed facilities







Note: (1) Weighted average debt expiry. (2) Unsecured RCF of S\$50 million due in 2022 was repaid using a combination of proceeds from the S\$125.0 million 2.60% unsecured fixed rate note due in 2026 which was issued on 4 August 2021 and S\$50.0 million preferential offering completed on 24 August 2021.

3 Successful Capital Raisings

We are well-supported by our banking partners and have successfully tapped into new pools of capital... Start of the COVID-19 pandemic

oupitui	2018	2019	2020	2021
	 Mar 2018 \$\$142m Preferential Offering Oct 2018 \$\$700m Committed Unsecured Loan Facility for merger with Viva Industrial Trust \$\$100m Committed Unsecured Loan Facility for acquisition of 15 Greenwich Drive 	 Mar 2019 \$\$155m Committed Unsecured Loan Facility for refinancing May 2019 \$\$150m Committed Unsecured Loan Facility for refinancing Jun 2019 \$\$100m Equity Private Placement Oct 2019 \$\$50m Preferential Offering 	 Feb 2020 \$\$200m Committed Unsecured Loan Facility for refinancing and working capital requirements For refinancing of bonds due in April 2020 and May 2020 Jul 2020 \$\$460m Committed Unsecured Loan Facility for potential merger with Sabana REIT⁽¹⁾ 	 Mar 2021 \$\$320m Committed Unsecured Loan Facility for refinancing For early refinancing of expiring loans due in FY2021 May 2021 A\$68.5m Unsecured Loan Facility to finance the acquisition of 10.0% interest in EALP Jul/Aug 2021 \$\$100m Equity Private Placement \$\$49.6m Equity Preferential Offering For early refinancing of RCF Issued S\$125m of 2.60% fixed rate notes due 2026 For early refinancing of RCF
As at	31 Dec 2018	31 Dec 2019	31 Dec 2020	30 Sep 2021
Portfolio AUM (S\$ million)	3.0	3.2	3.1	3.3
Proportion of Unencumbered Investment Properties (%)	100.0	100.0	100.0	100.0
Weighted Average Debt Expiry (years)	2.7	2.6	2.2	2.6
Weighted Average All-In Cost of Debt (%) p.a.	3.81	3.92	3.54	3.41

ESR-REIT managed to successfully refinance its loans ahead of expiry, at lower costs and amidst a COVID-19 global pandemic, demonstrating the stability and resilience of our assets



Notes: (1)The Sabana Trust Deed Amendments Resolution as set out in the Notice of Extraordinary General Meeting of the Sabana Unitholders dated 12 November 2020 was not passed by the Sabana Unitholders at the Sabana EGM held on 4 December 2020 and hence the merger and the scheme have lapsed.

4 Active Asset Management





- YTD 3Q2021 leases totaling 1.79 million sqft were secured. In 3Q2021, 251,800 saft of new leases were secured while 450,700 sqft of space were renewed across 52 leasing transactions
- More leasing interest received from technology, media, ecommerce and logistics sectors. New leasing demand also observed in warehousing companies and IT/electronics firms
- Rental income contributed by the top 10 tenants is 30.1% (as at 30 Sep 2021). Tenant base is well-diversified with no single tenant accounting for more than 5.2% of portfolio rental income

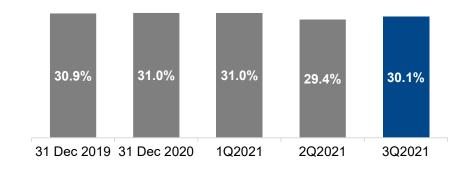
Total Leases Secured as at YTD 3Q2021 (by GFA)

Renewed and secured new leases of approximately ~1.79 million sqft YTD 3Q2021

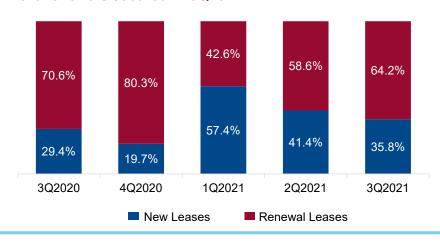


Top 10 Tenant Concentration Risk

Top 10 tenants account for 30.1% of rental income (as at 30 Sep 2021)



Leases Committed by Type



More renewals secured in 3Q2021

YTD 3Q2021 Leasing Update: About 1.79 mil sqft Renewed and Newly Leased

Selected new tenants secured in 3Q2021 includes:

	YCH Distripark (Pte) Ltd.	Gebrüder Weiss Pte. Ltd.	SISTIC
Name of Tenant	JE	Gebrüder Weiss Transport and Logistics	SISTIC
Location	8 Tuas South Lane	3 Pioneer Sector 3	ESR BizPark @ Changi
Description	YCH is Singapore's largest home- grown supply chain solutions company and leading regional supply chain management partner to many of the world's leading brands across Asia Pacific.	Gebrüder Weiss is Austria's oldest forwarding company and still family- owned. For more than 500 years, the company has constantly developed and by now it ranks among global players in the transport and logistics market, with 7400 employees and 170 company-owned locations.	SISTIC is Singapore's largest ticketing agency and one of the country's leading e-commerce players, selling over 6 million tickets annually. A pioneer in the industry, SISTIC partners with an extensive portfolio of major events and experiences.
Trade Sector	Logistics & Warehouse	Logistics & Warehouse	Info-Comm & Technology
NLA (sqft)	51,700	28,700	11,800
_ease Commencement Date	8 July 2021	31 October 2021	1 April 2022
Lease Type	New Lease	New Lease	New Lease



Portfolio Rejuvenation: AEI Update: 19 Tai Seng Avenue ("19TS")

Rejuvenation works is expected to complete in 4Q2021; secured >76.0% committed occupancy



The AEI of 19TS reflects our focus to unlock value within our existing portfolio to bolster our recurring income

Details of the AEI

- The building will be transformed with significant enhancements to its façade and infrastructure, including:
 - ✓ Major refurbishment of the main lobby, drop-off area and passenger lift lobbies to improve accessibility and user experience
 - ✓ M&E enhancements planned for the sprinkler, CCTV and air-conditioning systems to cater for a greater variety of high-tech tenants
- Total capex of ~S\$7.65 million is expected to generate an estimated yield-on-cost of 7%-9%
- Secured over >76.0% committed occupancy ahead of upcoming TOP

AEI will rejuvenate and reposition 19TS as a high-specs development to attract and retain quality tenants of tomorrow



Refurbished passenger lift lobbies



Common toilets after AEI



M&E enhancements in progress



Building façade undergoing major facelift for a modern look



Internal units with large floor plates



Portfolio Rejuvenation: Upcoming AEIs of Two High-Specs Properties

Asset enhancement works planned for 16 Tai Seng Street and 7000 Ang Mo Kio Ave 5

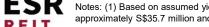
- The AEIs reflect the Manager's commitment to seek organic growth continuously by active asset management to unlock value⁽¹⁾
- Development of un-utilised plot ratio for high-specifications assets will enhance ESR-REIT's portfolio to ensure that they remain relevant to the needs and demands of industrialists in the manufacturing and data centre sectors



16 Tai Seng Street

7000 Ang Mo Kio Ave 5 ("7000 AMK") Progress

Location	16 Tai Seng Street, Singapore 534138	7000 Ang Mo Kio Avenue 5, Singapore 569877
Estimated Costs	Approximately S\$25.9 million	Approximately S\$53.3 million ⁽²⁾
Description	 Maximising the plot ratio by adding an additional floor to increase GFA by approximately 29,000 square feet ("sq ft") or 13.8% Redesigning and repositioning works to the façade, drop-off point, lift lobbies, lifts, the external linkway to the 	 In view of the current demand for quality high-specifications spaces from the advance manufacturing and electronics sector, the Manager intends to proceed with the previously announced AEI to 7000 AMK on a multi-tenanted basis to create approximately 265,000 sqft of additional GFA New design to allow for flexibility and specifications that are suitable for potential data centre tenants
	Mass Rapid Transit station	 Target completion in 3Q2023
		 Post-AEI, there will be approximately 230,000 sqft of unutilised GFA remaining
	1) Record on accuracy yield on cost of approximately 7.1% (2) The revised total cost is a	vessed to be SSE2.2 million, which includes providually approximated evested east of



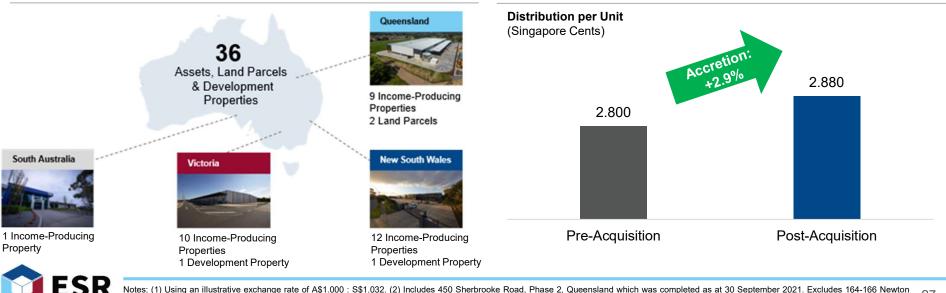
Notes: (1) Based on assumed yield on cost of approximately 7.1%. (2) The revised total cost is expected to be S\$53.3 million, which includes previously announced expected cost o approximately S\$35.7 million and additional cost of approximately S\$17.6 million.

4 Portfolio Growth: Value Adding Acquisition of 10.0% interest in EALP (First Overseas Acquisition)

- 1. Acquisition of a 10.0% interest in ESR Australia Logistics Partnership ("EALP" or the "Fund") from a subsidiary of the sponsor of ESR-REIT, ESR Cayman Limited (the "Sponsor") for A\$60.5m (approximately S\$62.4m⁽¹⁾) (the "Purchase Consideration")
- 2. The land leases of the **32 Income-Producing Properties**⁽²⁾ are **predominantly freehold (82.3% by value as at 30 September 2021)** with **assumed first year post tax dividend yield of 6.8%**⁽³⁾
- 3. Provides opportunity to capitalise on Australia's attractive logistics market

Properties by State

- 4. Provides exposure to an income-producing portfolio with a complementary opportunity for risk-managed development upside
 - 50.3% of the leases in the Fund's portfolio (by rental income)⁽⁴⁾ are single tenant master leases with longer lease tenures and built-in rental escalations (averaging 2.5% to 3.0% per annum)
 - Potential for development upside with four land parcels, two of which are currently under development
- 5. Provides geographical diversification and exposes ESR-REIT to freehold assets while leveraging the Sponsor's operational capabilities and presence in Australia



Australia Acquisition is Expected to be DPU Accretive on a *Pro Forma* Historical Basis for FY2020⁽⁵⁾

Notes: (1) Using an illustrative exchange rate of A\$1.000 : S\$1.032. (2) Includes 450 Sherbrooke Road, Phase 2, Queensland which was completed as at 30 September 2021. Excludes 164-166 Newton Road, Wetherill Park, New South Wales and 7 Modal Crescent, Canning Vale, Western Australia which were divested on 17 August 2021 and 1 October 2021, respectively. (3) Assumes the Australia Acquisition had been completed on 1 January 2020 and ESR-REIT had held the Sale Units through to 31 December 2020. (4) Figure as at 30 September 2021. Excludes 164-166 Newton Road, Wetherill Park, New South Wales, which was divested on 17 August 2021. (5) Purchase Consideration of S\$62.4 million is fully funded by borrowings with an all-in interest cost of approximately 2.31% per annum.

Portfolio Optimisation: Divestment of Three Non-Core Properties

Divested at 5.0% premium to the total fair value of the properties





Divested at 7.8% premium to fair value



	11 Serangoon North Avenue 5	3C Toh Guan Road East	45 Changi South Avenue 2
Asset Type	General Industrial	Logistics & Warehouse	General Industrial
Lease Type	Multi-Tenanted		
Gross Floor Area	146,619 sqft	192,864 sqft	73,684
Valuation (as at 31 Dec 2020)	S\$20.0 million	S\$30.5 million	S\$10.3 million
Sale Consideration ⁽¹⁾	S\$53.0 million		\$11.1 million
Remaining Term of Lease ⁽²⁾	35.8 years	29.6 years	34.7 years
Acquisition Date	25 Jul 2006	30 Jan 2012	25 Jul 2006



5 Experienced Management Team



5 Experienced Management Team

Experienced Professionals with Proven Track Record and Real Estate Expertise





1-1

6 Strategy Supported by Strong & Committed Sponsor





Our three-pronged strategy focuses on optimising Unitholder returns while reducing risks

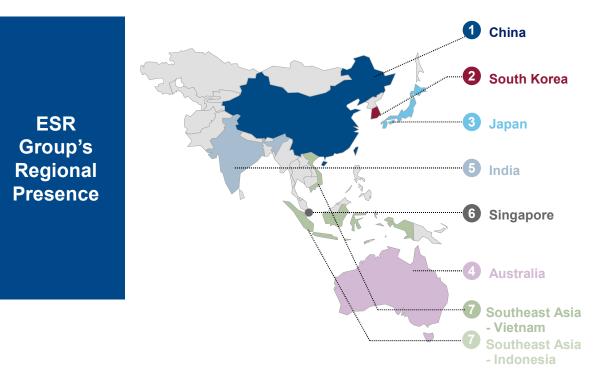




6 Our Strategy: Drive Portfolio Growth via Acquisitions

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

- Sizeable single asset and portfolio acquisitions both locally and overseas
 - Includes investments in private funds (for tax efficiency and investment opportunities)
 - Overseas acquisitions address structural short land leases in Singapore's industrial property sector
- 2 ESR-REIT's portfolio will remain predominantly Singapore-focused

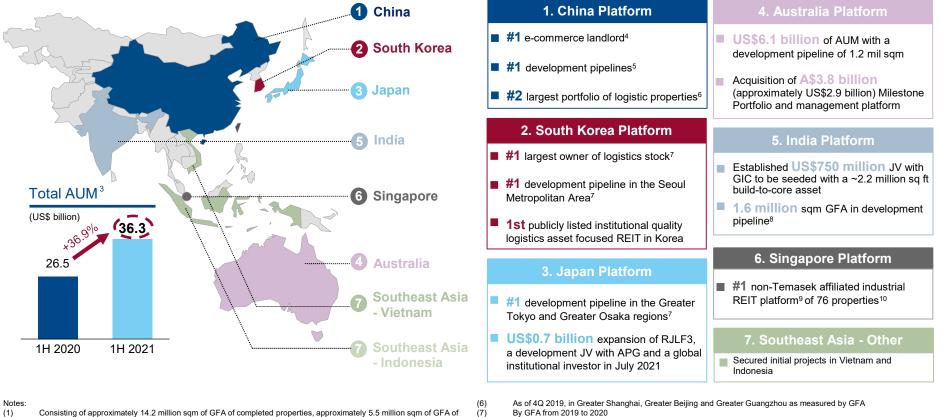




6 ESR Cayman: Strong Developer Sponsor

Market Leading Positions in key markets

ESR has over 22.6 million sqm GFA in operation and under development¹ and a further c.7.6 million sqm GFA of development pipeline with MOUs² signed across top tier markets with a high quality tenant base



(8)

(9)

(10)

- Consisting of approximately 14.2 million sqm of GFA of completed properties, approximately 5.5 million sqm of GFA of properties under construction and approximately 2.9 million sqm of GFA to be built on land held for future development as of 30 June 2021 MOUs as of June 2021
- (2) As of 30 June 2021 (3)
- In terms of proportion of total area occupied in China in comparison to only GLP as of September 2017 when GLP was (4) privatised

In Greater Shanghai, Greater Beijing and Greater Guangzhou from 2020 to 2021

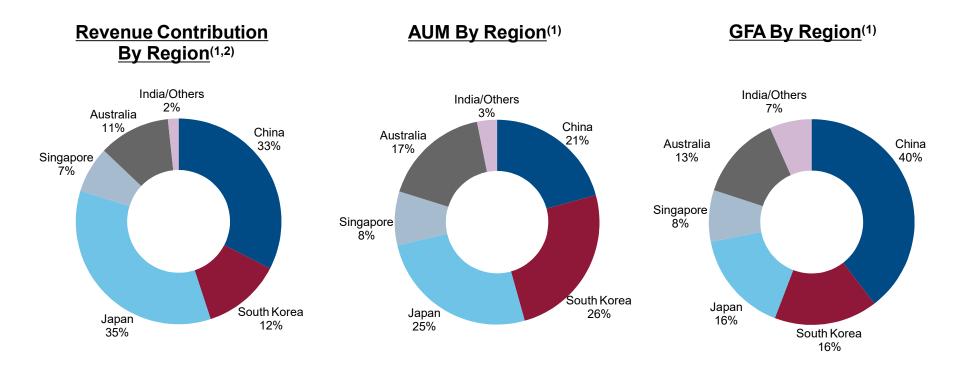
- - By GFA from 2019 to 2020 Development pipeline including MOU as of 30 June 2021

In terms of number of assets

Including 58 properties in ESR REIT and 18 properties in Sabana REIT as of 30 June 2021

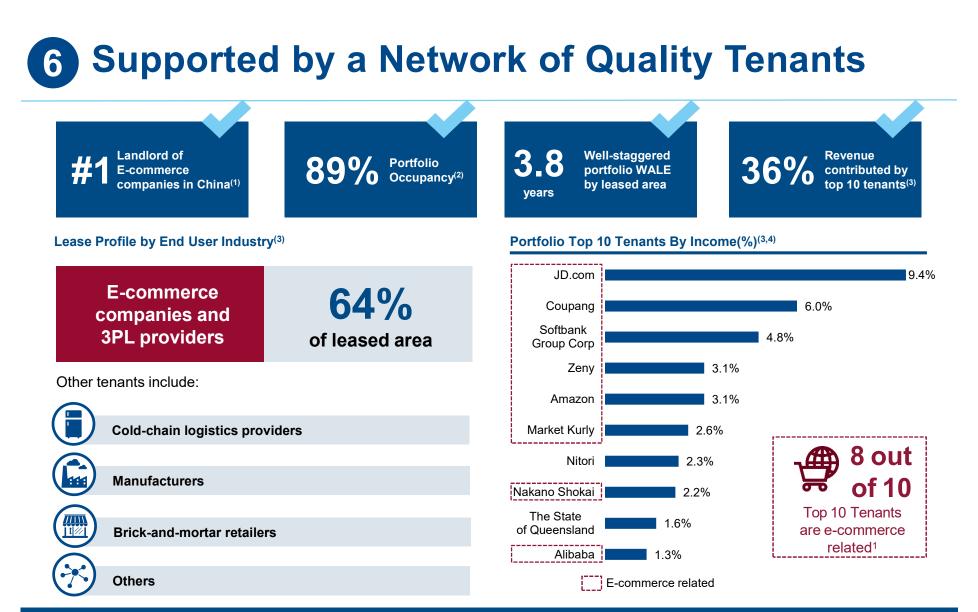


Resilient to market changes and disruptions





Notes: (1) GFA includes completed properties, properties under construction and GFA on land held for future development. AUM includes portfolio assets owned directly by ESR and portfolio assets held in the funds and investment vehicles. (2) Revenue excludes contribution from construction income.



ESR is a major e-commerce landlord in China and across other key markets in Asia



Notes: (1) In terms of proportion of total area occupied in China in comparison to GLP as of September 2017 when GLP was privatized. (2) Based on assets on balance sheet and stabilised assets as of 30 June 2021. (3) Based on income for 1H 2021. (4) Based on assets on balance sheet and portfolio assets held in the funds and investment vehicles

ESG Updates

Top: ESR BizPark @ Changi | Business Park Second: 7000 Ang Mo Kio Avenue 5 | High-Specs Industrial Bottom: 30 Marsiling Industrial Estate Road 8 | High-Specs Industrial





Key ESG Targets

- At ESR-REIT, we strive to be a leading provider of real estate for tomorrow's businesses today by sustainably growing our business.
- We have set committed targets and have aligned the United Nations' Sustainability Development Goals in which we contribute to, with the goals of our Sponsor.

Economic 8 total total	Environmental 3 Monthal 5 Harris 8 Kontrover
 Invest in properties that will enhance the sub-asset class diversity of ESR-REIT's portfolio Achieve a portfolio occupancy rate that exceeds Jurong Town Corporation's ("JTC") industrial occupancy average Maintain tenant satisfaction levels at 65% or more each year with a response rate of over 60% 	 Achieve 5% reduction in total energy consumption for MTB from 2019 to 2023 Achieve Green Mark Certification for all buildings which undergo an AEI Obtain Water Efficiency Building "WEB" certifications for all MTBs by 2023 Maintain no incidents of non-compliance with environmental regulations and laws
Social 13 200	Governance
 Maintain fair employment practices and be a signatory to Tripartite Alliance for Fair and Progressive Employment Practices "TAFEP" Maintain employee satisfaction level at 75% or more each year with a response rate of over 75% Maintain an average of 16 training hours per employee per year Achieve Workplace Fatal Injury Rate "WFIR" and Workplace Injury Rate "WIR" that are below the real estate industry average Develop strategic community engagement programs based on community needs 	 Zero lapses in corporate governance or corruption Provide training to all employees on compliance with relevant governance policies Ensure procedures and business continuity plans are in place for pandemic preparedness and resilience Zero material incidents of non-compliance with socio-economic laws and regulations



ESG Highlights



Environmental

- Implemented Environmental Policy in line with BCA requirements to reduce environmental footprint in FY2021
- Committed to achieve green building certifications for all buildings that undergo AEI
- ESR-REIT Solar Harvesting Programme
 - 8 properties have solar panels installed on rooftops



Solar panels installed on the roof of 3 pioneer sector 3



- ESR-REIT COVID-19 Care Initiative:
 - F&B vouchers were purchased from our tenants and distributed to our frontline heroes and low-income families



From left to right: Speaker of Parliament, Mr Tan Chuan Jin, Frontline heroes from NEA, ESR-REIT team.

- Investing in our Future Generation
 - Our CEO, Mr. Adrian Chui, gave a lecture on the Singapore REIT market at his alma mater, Nanyang Technological University and provided practical tips on real estate valuation and opportunities for future graduates to consider in the real estate sector



 Enhanced ESG disclosures with first GRESB submission

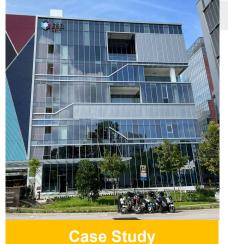


- Ranked 14th (out of 43) position in the Singapore Governance and Transparency Index 2021 – REITs and Business Trust Category
- Zero breaches in corporate governance or corruption
- Ensure procedures and business continuity plans are in place for pandemic preparedness and resilience



Reducing Our Carbon Footprint

Obtain Green Building Certifications for Buildings that Undergo AEI



19 Tai Seng Avenue

- Installed water efficient fittings
- Use of low emissivity glass for façade to reduce heat load
- Use of energy efficient air conditioning systems
- Use of sustainable building products
- Expected to obtain Green Mark GOLD certification in 1Q22

Solar Harvesting Programme



ESR

- In FY2020, 1180.91 MWh of solar energy was consumed by five properties in the portfolio
- 5 assets have been identified for solar panel installation in FY22 and FY23
- Exploring further enhancement of solar initiatives

Green Buildings







Sponsor's Commitment to ESG

Sponsor is determined to progress and achieve its nine targets across its three pillars, and has outlined five strategies over the next five years to achieve its objectives.





Conclusion

Stabilised Portfolio Provides Strong Platform to Pursue Growth

- Larger, diversified portfolio across four asset sub-sectors and tenant trade sectors
 - Overseas acquisitions pivoting towards logistics assets in developed markets given Sponsor's visible pipeline of assets
- Portfolio resilience underpinned by stable and improving portfolio operations metrics
- Provides a strong platform for ESR-REIT to pursue growth
 - AEIs: Rejuvenates and improves portfolio quality to remain relevant to industrialists

Strengthen Portfolio Quality through Proactive Asset & Lease Management

- Leasing remains relatively stable with a total of ~**1.79** million sqft of space leased and renewed during YTD 3Q2021. YTD tenant retention rate was 71.6%
- More leasing interest received from technology, media, e-commerce and logistics sectors. New leasing demand also observed in warehousing companies and IT/electronics firms.

Prudent Capital Management

- Reduced risks to capital structure with a well-staggered debt maturity profile with a weighted average debt expiry of 2.6 years
- Improved WAFDE⁽²⁾ with 88.1% fixed interest rate exposure for 2.2 years
- All-in cost of debt further reduced from 3.5% p.a. in 3Q2020 to 3.41% p.a. in 3Q2021
- Successfully refinanced all expiring debt due in FY2021 ahead of expiry
- As at 30 September 2021, ESR-REIT has committed undrawn revolving credit facilities of S\$252.9 million available



Notes: (1) Excludes properties in the pipeline for divestment. (2) Weighted Average Fixed Debt Expiry.

Appendix

Top: ESR BizPark @ Changi | Business Park Second: 7000 Ang Mo Kio Avenue 5 | High-Specs Industrial Bottom: 30 Marsiling Industrial Estate Road 8 | High-Specs Industrial



Summary of Financial Results

	3Q2021 (S\$ million)	3Q2020 (S\$ million)	+/(-) (%)
Gross Revenue ⁽¹⁾	61.1	56.9	7.2
Net Property Income ("NPI") ⁽¹⁾	43.9	40.4	8.4
Amount available for distribution to Unitholders	28.6	24.8	15.1
Applicable number of units for calculation of DPU (million) ⁽²⁾	4,007	3,545	13.1
Distribution per Unit ("DPU") (cents)	0.712	0.700	1.7

Notes:

(1) Higher gross revenue and net property income mainly due to the absence of provision for COVID-19 rental rebates to tenants in 3Q2021 (3Q2020: S\$2.0 million)

(2) Higher applicable number of units mainly due to the equity fund raising comprising a private placement of 268.8 million new ESR-REIT Units and a preferential offering of 124.1 million new ESR-REIT Units which were completed on 18 May 2021 and 26 August 2021, respectively.



Summary of Financial Results

	YTD 3Q2021 (S\$ million)	YTD 3Q2020 (S\$ million)	+/(-) (%)
Gross Revenue ⁽¹⁾	180.9	170.7	6.0
Net Property Income ("NPI") ⁽¹⁾	130.8	120.6	8.6
Amount available for distribution to Unitholders	85.3	72.6	17.5
Applicable number of units for calculation of DPU (million)	3,765.7	3,528.1	6.7
Distribution per Unit ("DPU") (cents)	2.266	2.059	10.1

Notes:

(1) Higher gross revenue and NPI mainly attributed to the absence of provision for COVID-19 rental rebates to tenants.



Financial Position

	As at 30 Jun 2021 (S\$ million)	As at 31 Dec 2020 (S\$ million)
Investment Properties (1)	2,976.5	2,889.3
Investment Properties Held for Divestment (2)	52.6	-
Investment at fair value through profit and loss (3)	61.5	-
Right-of-use of Leasehold Land (FRS 116)	233.8	229.8
Other Assets	68.2	68.3
Total Assets	3,392.6	3,187.4
Total Borrowings (net of debt transaction costs)	1,296.8	1,178.6
Lease Liabilities for Leasehold Land (FRS 116)	233.8	229.8
Non-controlling Interest	60.3	60.3
Other Liabilities	108.3	120.6
Total Liabilities	1,699.2	1,589.3
Net Assets Attributable to:		
- Perpetual Securities Holders	151.1	151.1
- Unitholders	1,542.3	1,447.0
No. of Units (million)	3,877.2	3,576.4
NAV Per Unit (cents)	39.8	40.5



Notes: (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) Includes 11 Serangoon North Avenue 5 and 3C Toh Guan Road East where put and call option agreements to divest both properties for approximately \$\$53 million were entered into on 28 April 2021. (3) Refers to the 10% interest in ESR Australia Logistics Partnership.

Key Portfolio Statistics

	As at 30 Sep 2021	As at 31 Dec 2020	As at 30 Jun 2020
Number of Properties	58	57	57
Valuation (S\$ million) ⁽¹⁾	3,232.7	3,113.4	3,117.1
GFA (million sqft)	15.6 ⁽²⁾	15.1	15.1
NLA (million sqft)	14.0 ⁽²⁾	13.4	13.4
Weighted Average Lease Expiry ("WALE") (years)	2.9	3.0	3.4
Weighted Average Land Lease Expiry (years) ⁽³⁾	31.0 ⁽²⁾	31.6	31.9
Occupancy (%)	91.2 ⁽⁴⁾	91.0	91.1
Number of Tenants	360 ⁽²⁾	343	343
Security Deposit (months)	5.3(2)	5.4	5.5



Notes: (1) Includes (i) 100% of the valuation of 7000 Ang Mo Kio Avenue 5 in which ESR-REIT holds 80% interest; and (ii) 100% of the valuation of 48 Pandan Road in which ESR-REIT holds 49% interest, 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 December 2020. (2) As at 30 June 2021. (3) Weighted by valuation. (4) Excludes properties in the pipeline for divestment and redevelopment.



Asset Valuat Term Remai NLA (Lease

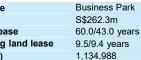
16 International **Business Park**

type	Business Park
tion	S\$32.5m
of lease	60.0 years
ining land lease	34.9 years
sqft)	69,258
type	Master Lease



Term of lease **Remaining land lease** NLA (sqft) Lease type

ESR BizPark @ Chai Chee



Multi-Tenanted

ESR Biz

ALC: NO	Asset type
	Valuation
	Term of lease
A A A A	Remaining land lease
	NLA (sqft)
A CONTRACTOR OF THE OWNER	Lease type

Business Park
S\$546.0m
60.0 years
46.4 years
653,455
Multi-Tenanted

Changi

Carlos and C	Lease	τ
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angi		

•	
A (sqft)	e
se type	1

		High-Spec	s Industrial		
Asset type Valuation Term of lease Remaining land lea NLA (sqft) Lease type Barat	High-Specs Industrial S\$28.8m 99.0 years 40.8 years 67,667 Multi-Tenanted	Asset type Valuation Term of lease Remaining la NLA (sqft) Lease type 11 Chang Charn Road	,	Asset type Valuation Term of lease Remaining land le NLA (sqft) Lease type	High-Specs Industrial S\$37.0m 60.0 years ase 29.1 years 165,268 Multi-Tenanted
Asset type Valuation Term of lease Remaining land lea NLA (sqft) Lease type Street	High-Specs Industrial S\$58.5m 60.0 years 45.8 years 182,353 Multi-Tenanted	Asset type Valuation Term of lease Remaining la NLA (sqft) Lease type 21/23 Ubi Road 1		Asset type Valuation Term of lease Remaining land le NLA (sqft) Lease type Industrial Estate Road 8	High-Specs Industrial S\$46.0m 60.0 years 28.2 years 187,055 Multi-Tenanted
Asset type Valuation Term of lease Remaining land lea NLA (sqft) Lease type 7000 Ang Mo Kio Ave 5	High-Specs Industrial S\$305.1m ⁽¹⁾ 62.0 years 35.4 years 819,323 Multi-Tenanted	Asset type Valuation Term of lease Remaining la NLA (sqft) Lease type 19 Tai Seng Avenue	· · · · ,		



Source: Company filings. As at 30 September 2021. (1) 100% of the valuation of 7000 Ang Mo Kio Avenue 5 in which ESR-REIT holds 80% interest.

ValuationS\$10.3mValuationS\$30.4mTerm of lease0.0.9 years30.0 years30.9 years31.1 yearsNLA (scrt)14.11111.4 (111)11.4 (111)11.4 (111)11.4 (111)Lase typeMaster Lease6 Chin Bee Ave21.9 years25 Changi South, Ave 2.7WaluationS\$25.1 m55.2 (m)11.4 (111)11.4 (111)11.4 (111)Lase typeLogistics & Warehouse6 Chin Bee Ave25 Changi South, Ave 2.711.4 (111)WaluationS\$25.1 m11.4 (111)11.4 (111)11.4 (111)11.4 (111)Lase typeLogistics & WarehouseS\$25.1 m11.6 (111)11.4 (111)11.4 (111)ValuationS\$25.1 m11.6 (111)11.4 (111)11.4 (111)11.4 (111)11.4 (111)Lase typeMaster Lease10.0 years8 cert type10.0 years11.6 (111)11.4 (111)Remaining land lease15.4 years11.4 (111)11.4 years11.4 (111)11.4 years11.4 (111)Lase typeMaster Lease160 Kallang Way3 Pioneer Sector 33 Pioneer Sector 311.4 (111)WaluationS\$30.5 mS\$30.5 mS\$30.9 wars11.4 (111)11.4 (111)11.4 (111)Lase typeMaluationS\$30.5 m11.6 (111)11.4 (111)11.4 (111)11.4 (111)Lase typeMaluationS\$30.5 m11.6 (111)11.4 (111)11.4 (111)11.4 (111)Lase typeMaluationS\$30.5 m11.6 (111)11.6 (111)11.6 (111) <t< th=""><th></th><th></th><th>Logistics & W</th><th>/arehouse</th><th></th><th></th></t<>			Logistics & W	/arehouse		
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Asset type Logistics & Warehouse Valuation \$\$30.5m Term of lease 60.0 years Remaining land lease 29.4 years NLA (sqft) 173,102 Lease type Multi-Tenanted 4/6 Clementi Asset type Loop Asset type Valuation \$\$857.m Term of lease 4/6 Clementi Loop Asset type Valuation \$\$8227.1m ⁽¹⁾ Term of lease 4/6 Clementi Loop Asset type Valuation \$\$857.7m Term of lease 4/2.0 years NLA (sqft) 5\$85.7m Term of lease 4/2.0 years NLA (sqft) 5\$85.7m Term of lease 4/2.0 years NLA (sqft) 713,383 Lease type Logistics & Warehouse Signification \$\$8527.1m ⁽¹⁾ Term of lease 15.4 years NLA (sqft) 713,383 Lease type Multi-Tenanted Valuation \$\$85119.6m Term of lease 15.4 years	Valuation Term of lease Remaining land lease NLA (sqft) Lease type	S\$41.4m 30.0 years € 15.4 years 281,101	Valuation Term of lease Remaining land le NLA (sqft) Lease type	\$\$25.1m 60.0 years ase 11.4 years 322,604	Valuation Term of lease Remaining land lea NLA (sqft) Lease type	60.0 years 29.2 years 645,534
Valuation\$\$85.7m Term of leaseValuation\$\$27.1m ⁽¹⁾ Term of leaseValuation\$\$19.6m Term of leaseRemaining land lease15.4 years15.4 yearsRemaining land lease24 years24 yearsRemaining land lease28.6 yearsNLA (sqft)713,383NLA (sqft)1,009,5781,009,578NLA (sqft)530,551S30,551Lease typeMulti-TenantedMulti-TenantedMulti-TenantedMulti-TenantedMulti-Tenanted	Asset type Valuation Term of lease Remaining land lease NLA (sqft) Lease type 3C Toh Guan	S\$30.5m 60.0 years ≇ 29.4 years 173,102	Asset type Valuation Term of lease Remaining land le NLA (sqft) Lease type 4/6 Clementi	\$\$39.2m 60.0 years 32.0 years 247,793	Asset type Valuation Term of lease Remaining land lea NLA (sqft) Lease type 15 Greenwich	30.0 years 20.2 years 453,006
24 Jurana Bart A9 Bandan Boad A6A Tanjana	Valuation Term of lease Remaining land lease NLA (sqft)	S\$85.7m 42.0 years ≇ 15.4 years 713,383	Valuation Term of lease Remaining land le NLA (sqft)	\$\$227.1m ⁽¹⁾ 22.1 years 24 years 1,009,578	Valuation Term of lease Remaining land lea NLA (sqft)	44.0 years 28.6 years 530,551





General Industrial S\$22.4m 60.0/60.0 vears Remaining land lease 39.4/44.2 years 125.870 Master Lease

NLA (sqft) _ease type 1/2 Changi North

Asset type

Valuation

Term of lease

Street 2



General Industrial S\$13.9m 29.5 years Remaining land lease 16.0 years

87 201 Multi-Tenanted

5/7 Gul Street 1



Asset type	General Indus
Valuation	S\$17.6m
Term of lease	60.0 years
Remaining land lease	34.1 years
NLA (sqft)	96,625
Lease type	Master Lease

11 Woodlands Walk



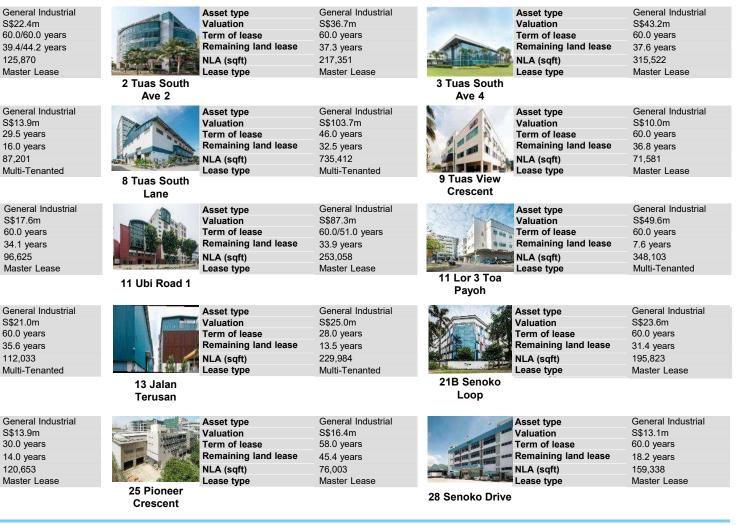
Asset type Valuation S\$21.0m 60.0 years Term of lease Remaining land lease 35.6 years 112,033 NLA (saft) Lease type Multi-Tenanted

11 Serangoon North Ave 5



General Industrial Asset type Valuation S\$13.9m Term of lease 30.0 years **Remaining land lease** 14.0 vears NLA (sqft) 120,653

General Industrial

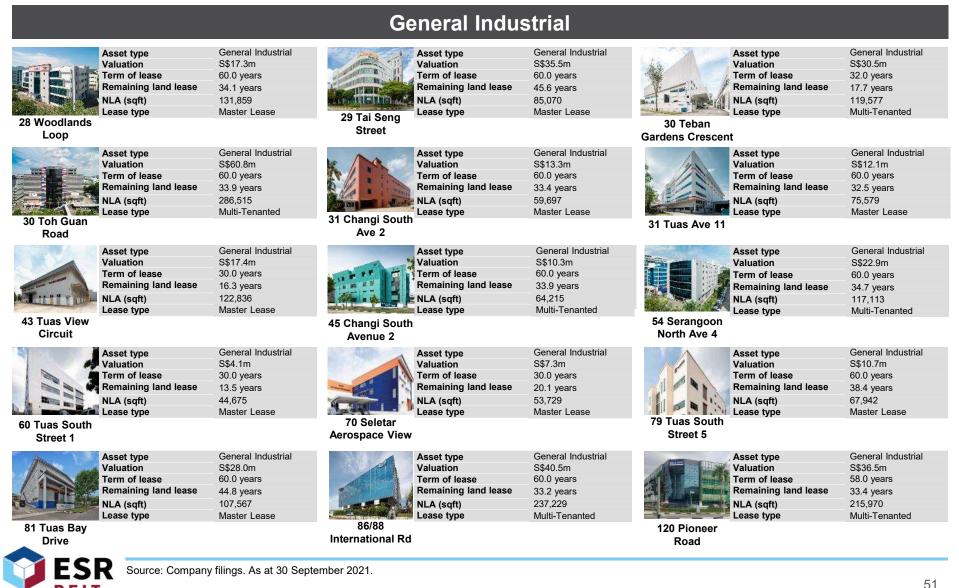




Source: Company filings. As at 30 September 2021.

Master Lease

RFI1





General Industrial Asset type Valuation S\$11.7m Term of lease 60.0 years Remaining land lease 30.6 years NLA (sqft) 73,897 Multi-Tenanted Lease type

128 Joo Seng

Road



NLA (sqft)

General Industrial Asset type S\$13.7m Term of lease 27.0 years Remaining land lease 19.0 years 80.203 Lease type Multi-Tenanted

160A Gul Circle

General Industrial

Asset type

NLA (sqft)

Lease type

Term of lease

Remaining land lease

Valuation

General Industrial

S\$15.3m

60.0 years

30.2 years

Multi-Tenanted

General Industrial

59.0/60.0 years

32.2/32.7 years

Multi-Tenanted

91,945

S\$25.9m

200.217



130 Joo Seng Road



511/513 Yishun Industrial Park A

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Asset type	(
Valuation	3
Term of lease	6
Remaining land lease	2
NLA (sqft)	7
Lease type	N

General Industrial S\$12.6m 60.0 years 29.0 years 78,189 Multi-Tenanted

136 Joo Seng Road



Important Notice

This material shall be read in conjunction with ESR-REIT's results announcements for the half year ended 30 June 2021 and 3Q2021 interim business updates.

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