

Financial Review

Statement of Total Return	GROUP		Increase/ (Decrease) %
	FY17/18 (S\$'000)	FY16/17 (S\$'000)	
Gross revenue	395,178	373,138	5.9
Property expenses	(61,342)	(60,973)	0.6
Net property income ("NPI")	333,836	312,165	6.9
Interest income	795	609	30.5
Manager's management fees	(41,670)	(38,472)	8.3
Trustee's fee	(835)	(767)	8.9
Other trust income/(expenses)	9,822	(13,809)	NM
Borrowing costs	(54,082)	(48,734)	11.0
Net investment income	247,866	210,992	17.5
Amount distributable	235,541	213,802	10.2
- To perpetual securities holders	22,594	27,717	(18.5)
- To Unitholders	212,947 ¹	186,085 ²	14.4
Available distribution per unit (cents)	7.618	7.440	2.4

1 This includes partial distribution of the gains from the divestments of 4 Toh Tuck Link of S\$322,000 per quarter (for 8 quarters from 2Q FY17/18), Zama Centre and Shiroishi Centre of S\$466,000 per quarter (for 6 quarters from 2Q FY17/18), 20 Old Toh Tuck Road of S\$472,000 per quarter (for 4 quarters from 1Q FY17/18) and 20 Tampines Street 92 of S\$1,000,000 per quarter (for 8 quarters from 3Q FY15/16) respectively.

2 This includes partial distribution of the gains from the divestments of 20 Tampines Street 92 of S\$1,000,000 per quarter (for 8 quarters from 3Q FY15/16) and 134 Joo Seng Road of S\$505,000 per quarter (for 4 quarters from 3Q FY15/16) respectively.

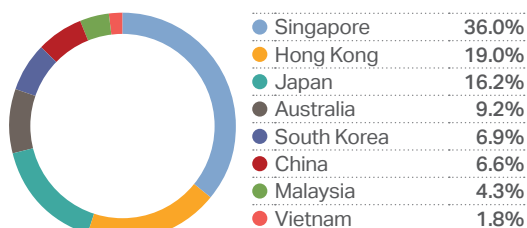
Percentage of Total Operating Expenses to Net Assets	FY17/18	FY16/17
Total operating expenses, including all fees, charges and reimbursables paid to the manager and interested parties ³ (S\$'000)	108,250	104,978
Net Assets ⁴ (S\$'000)	3,811,781	3,189,677
Percentage of total operating expenses to Net Assets (%)	2.8	3.3

3 Excludes net foreign exchange gain or loss and borrowing costs.

4 Net assets as at 31 March 2018 and 31 March 2017 respectively.

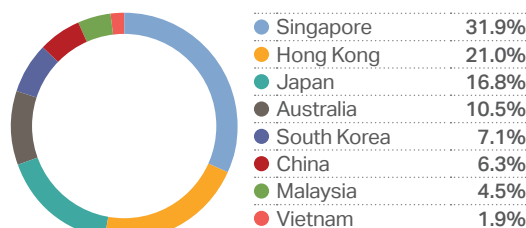
Group Revenue

(12 months ended 31 March 2018)



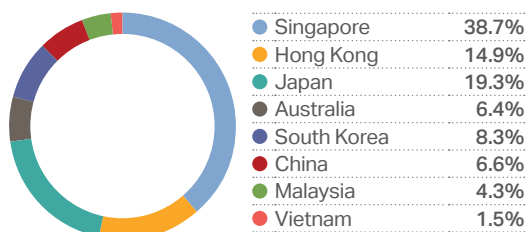
Net Property Income

(12 months ended 31 March 2018)



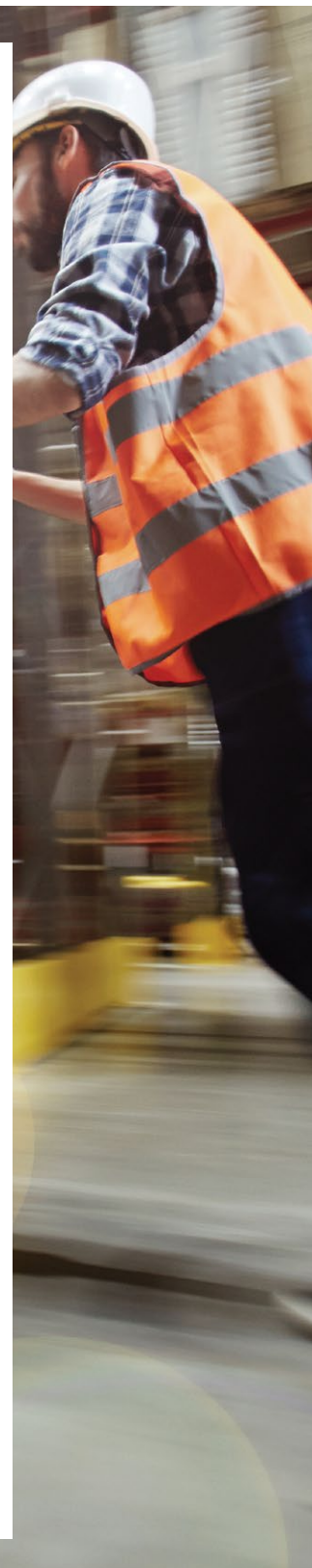
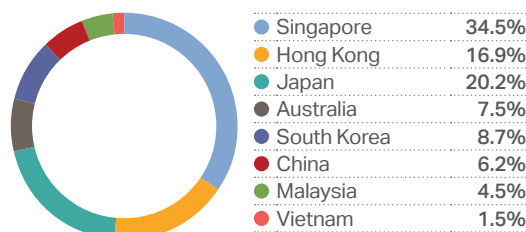
Group Revenue

(12 months ended 31 March 2017)



Net Property Income

(12 months ended 31 March 2017)



Gross Revenue

Gross revenue for FY17/18 was S\$395 million, representing an increase of S\$22 million or 5.9% year-on-year ("y-o-y"). The revenue growth was mainly attributed to higher revenue from existing properties, contributions from the completed redevelopment, Mapletree Pioneer Logistics Hub in Singapore and acquisitions. These acquisitions include one property acquired in Hong Kong in FY17/18, eight properties in Australia, one property in Malaysia and one property in Vietnam acquired in FY16/17. The growth in revenue was partly offset by lower revenue from a converted multi-tenanted building in Korea, absence of revenue from one block in Ouluo Logistics Centre in China which is undergoing redevelopment and absence of revenue from four divestments completed during the year.

Property Expenses

Property expenses for FY17/18 increased slightly by 0.6% y-o-y. This was mainly due to acquisitions completed during the year, partly offset by divestments.

Net Property Income

Consequently, NPI for FY17/18 was S\$334 million, which was S\$22 million or 6.9% higher than the previous year. Singapore remained the largest contributor accounting for 32% of NPI, followed by Hong Kong and Japan which accounted for 21% and 17% of NPI respectively.

Net Investment Income

Borrowing costs increased by S\$5 million or 11.0% to S\$54 million. This is mainly due to incremental borrowings to fund the acquisitions, partly offset by lower costs from Japanese Yen loans due to lower average interest rate and repayment of Japanese Yen loans from the divestment proceeds during the year.

After accounting for Manager's management fees and other trust income/(expenses) which included unrealised foreign exchange differences mainly due to the revaluation of foreign currency denominated borrowings, net investment income increased by S\$37 million or 17.5% y-o-y to S\$248 million.

Distributions to Unitholders

Amount distributable to Unitholders increased 14.4% y-o-y to S\$213 million. DPU increased 2.4% to 7.618 cents, after accounting for an enlarged issued unit base following an equity fundraising ("EFR") exercise during the year.

Total assets increased by S\$992 million to S\$6,678 million as at 31 March 2018. This was primarily attributed to acquisition and capital expenditure of S\$993 million, and a portfolio net revaluation gain of S\$240 million largely from properties in Hong Kong, partly offset by the divestment of four properties from Japan, Singapore and Malaysia of S\$145 million. During the year, MLT acquired one property and divested

four properties. Consequently, the total number of properties as at 31 March 2018 was 124.

Borrowings and Aggregate Leverage Ratio

Total borrowings increased by S\$328 million y-o-y to S\$2,512 million as at 31 March 2018. This was mainly due to loans drawn to fund acquisitions and capital expenditure.

Net Assets Attributable to Unitholders

As at 31 March 2018, MLT's net assets was S\$3,376 million, representing an increase of 30.4% over the previous year. Net asset value per unit was S\$1.10 at 31 March 2018.

Cash Flows

As at 31 March 2018, the value of cash and cash equivalents of MLT Group stood at S\$101 million, compared with S\$93 million as at 31 March 2017. The higher quantum was mainly attributable to financing activities during the year. Cash flows generated from financing activities were mainly from proceeds from the EFR exercise, perpetual securities and borrowings, offset partially by repayment of borrowings and distributions paid to Unitholders. The cash flows used in investing activities were mainly for the purchase of investment properties and capital expenditure.

	GROUP		
	As at 31 Mar 2018 (S\$'000)	As at 31 Mar 2017 (S\$'000)	Change (%)
Total assets	6,678,327	5,686,705	17.4
Total liabilities	2,866,546	2,497,028	14.8
Total borrowings	2,511,808	2,184,101	15.0
Net assets attributable to Unitholders	3,376,147	2,588,107	30.4
Net asset value per unit (S\$)	1.10	1.04	5.8