

# STRATEGY

The Manager aims to provide unitholders of MPACT (“Unitholders”) with a relatively attractive rate of return on their investment through regular and steady distributions, and to achieve long-term stability in Distribution per Unit (“DPU”) and Net Asset Value (“NAV”) per Unit, while maintaining an appropriate capital structure.

## We are driven by



### Vision

Our vision is to be a leading real estate investment trust recognised as the proxy to key gateway markets of Asia.



### Mission

Our mission is to provide quality commercial spaces to businesses and organisations, while delivering value and sustainable returns to our investors. We strive to be a trusted partner to our stakeholders by setting high standards in professionalism and integrity, and acting responsibly to make a positive impact within the communities we serve.



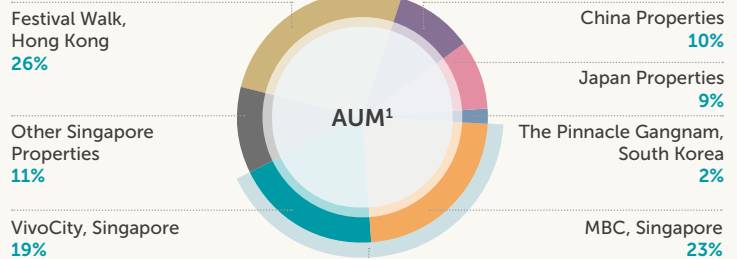
## Our competitive advantages are



**01 Anchored by high-quality and diversified portfolio**



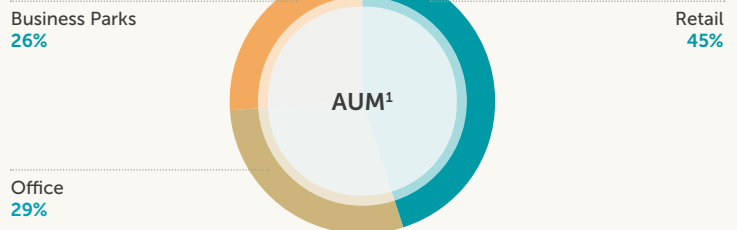
**02 Ready footholds in 5 key markets**



Core assets, VivoCity and Mapletree Business City (“MBC”), constitute **42%** of portfolio



**03 Balanced across sub asset classes**



**04 Seasoned management team with proven track record and capabilities**



**05 Strong commitment and vast network of the Sponsor**



**06 Alignment with investors’ interest through fee structure pegged to distribution growth**



**07 Ready launchpad to capture long-term growth opportunities in Pan Asia**

Note: Some percentages may not add up to 100% due to rounding differences.

<sup>1</sup> Assets Under Management (“AUM”) is based on the valuation of the MPACT portfolio, including MPACT’s 50% effective interest in The Pinnacle Gangnam.

## We are committed to creating value through our "4R" Asset & Capital Management Strategy

### Recharge

#### Proactive Asset Management to Drive Returns and Realise Potentials

- To drive organic growth and long-term sustainable returns, the Manager works closely with the asset and property managers to maintain stable rental income and high occupancy levels, and to improve assets' performance.
- To achieve this, the Manager will:
  - Adopt a proactive leasing and marketing strategy;
  - Secure quality tenants and continually diversify tenant base;
  - Foster strong understanding with tenants to achieve high tenant retention;
  - Deliver high standards of services and solutions;
  - Improve overall costs and operational efficiencies;
  - Incorporate sustainability initiatives;
  - Realise assets' potentials through asset enhancement initiatives ("AEI") and redevelopment opportunities; and
  - For the retail properties – curate refreshing retail concepts, optimise tenant mix, and rejuvenate and reconfigure retail space where appropriate.

### Refocus

#### Disciplined Acquisitions and Redevelopments to Drive Growth

- To achieve this, the Manager will assemble a quality portfolio to deliver attractive cash flows and yields relative to MPACT's weighted average cost of capital, and capture opportunities for future and capital growth. The portfolio will comprise a core component of assets that will ensure MPACT's stability.
- The Manager will focus on adding office and office-like business park assets anchored by quality tenants in high growth sectors.
- In evaluating acquisition opportunities, the Manager will be guided by investment criteria such as value accretion, yield thresholds, quality, as well as sustainability-related risks and opportunities of the asset.

### Reconstitute

#### Divestments and Capital Recycling to Optimise Yields

- To achieve this, the Manager will undertake selective strategic divestments of lower-yielding assets at opportune times, and redeploy divestment proceeds into higher-yielding quality properties or other asset enhancements and redevelopment opportunities to enhance overall portfolio returns.
- In evaluating capital recycling opportunities, the Manager will consider prevailing market conditions and longer-term trends and seek to achieve an overall balance of risk and returns at the portfolio level.
- The Manager intends to hold acquired properties on a long-term basis.



### Resilience

#### Capital and Risk Management

- The Manager adopts a comprehensive capital management strategy to ensure a healthy balance sheet that maximises liquidity and minimises risks, while optimising overall costs of financing.
- To achieve this, the Manager will:
  - Employ an appropriate capital structure, including a suitable mix of debt and equity;
  - Secure access to diversified funding sources;
  - Explore ways to optimise cost of financing; and
  - Implement appropriate hedging strategies to mitigate the effects of fluctuations in interest and foreign currency exchange rates.