

INVESTOR ENGAGEMENT

ESR-LOGOS REIT places great emphasis on strengthening communication and maintaining constant dialogue with existing and potential investors, analysts, media and other stakeholders (collectively, the “Investment Community”), responding to their enquiries and providing them with timely, transparent and accurate information on its business strategy, operational and financial performance.

The Manager adopts strong governance practices including an Investor Relations and Corporate Communications

(“IRCC”) Policy that articulates its core communication values. As ESR-LOGOS REIT grows in strength, maintaining open channels of communication enables the investment community to better understand the REIT’s strategic directions and how it creates value for its Unitholders. The Manager has a dedicated IRCC team that proactively engages and meets the investment community. The investment community enjoys regular access to the senior management team through one-on-one meetings, presentations, property tours, conferences, investor roadshows, conference calls and webcasts.

PRINCIPLES UNDERPINNING THE IRCC FRAMEWORK



EFFICIENCY

Adopts various communication avenues to convey its messages to the investment community. The Manager is committed to disseminate all material information that would reasonably be required for stakeholders to make an informed decision about investment in ESR-LOGOS REIT’s securities in a fair, timely and cost-efficient manner.



TRANSPARENCY

Committed to open and transparent communication with the investment community. Promotes investor confidence by ensuring that trades in its securities take place in an informed market.



CLARITY

Committed to communicate with the investment community in a clear language that avoids unnecessary jargon and provides maximum clarity of its messages.

NURTURE AND MAINTAIN STRONG LINKS WITH THE INVESTMENT COMMUNITY

ESR-LOGOS REIT conducts briefings and meetings upon the announcement of its 1H and 2H/FY results, where the Manager discusses its long-term investment strategy, provides extensive information on its financial performance, and reiterates its commitment to Unitholder returns. The IRCC team is focused on helping investors understand how the REIT creates sustainable competitive advantages through the rejuvenation of its portfolio via asset enhancements and accretive acquisitions, divestments of non-core assets, and recycling of capital.

The investor relations (“IR”) website is the primary source of corporate information, financial data, distribution information and significant business developments for the investment community. ESR-LOGOS REIT releases its financial results on a half-yearly basis and provides voluntary business updates in the interim quarters (1Q and 3Q). ESR-LOGOS REIT releases its half year results and full year results no more than 45 days and 60 days, respectively, from the end of the respective financial period. Financial results and material information are made available on the IR website immediately upon

release to the SGXNET to ensure timely disclosure of information. The investment community can reach the IRCC team directly through email or the IR hotline provided below and on the corporate website.

In addition to these channels, ESR-LOGOS REIT uses social media to communicate to the public. The REIT encourages investors, the media and other parties interested in ESR-LOGOS REIT to review the information posted on the social media channels listed on the IR website. As part of ESR-LOGOS REIT’s ongoing effort to improve investor relations, the REIT will continue to review the level of disclosure it provides, aligning it with global best practices, as well as taking the 2018 Code of Corporate Governance and similar benchmarks into account.

In view of the ongoing recovery of business activities and lifting of COVID-19 restrictions, the Manager has also resumed its participation in several physical conferences and events which were attended by local and global investors. These physical conferences and events have allowed us to regain access to potential new investors and resume the strengthening of relations with long term investors.

Analysts Engagement

The Manager continued to actively engage coverage analysts and the research industry at large to provide timely updates. The Manager also frequently organises site tours for analysts to showcase ESR-LOGOS REIT's diversified portfolio.

ESR-LOGOS REIT is currently covered by 10 analysts.

Research Analyst Coverage	Analyst	Contact
CIMB	Lock Mun Yee	munyee.lock@cimb.com
Citibank	Brandon Lee	brandon2.lee@citi.com
CLSA	Wong Yew Kiang	yew.kiang.wong@clsa.com
Daiwa	David Lum	david.lum@sg.daiwacm.com
DBS	Derek Tan Dale Lai	derektan@db.com dalelai@db.com
Maybank	Li Jialin	jialin.li@maybank.com
Morningstar / BNP Paribas	Xinfu Lee	xinfu.lee@morningstar.com
OCBC	Chu Peng	chupeng@ocbc.com
RHB	Vijay Natarajan	vijay.natarajan@rhbgroup.com
SCCM	Simeon Ang Ilvin Cornelis	simeon.ang@sccmasia.com ilvin.cornelis@sccmasia.com

The full list of research houses and target recommendations are also available on the corporate website.

Institutional Investors Engagement

In FY2022, the IRCC team kept up its institutional engagement via participation in roadshows and one-on-one meetings with institutional investors. These meetings provided investors with timely updates on our portfolio and allowed the Management team to communicate ESR-LOGOS REIT's strategy, especially post the merger with ALOG, and amidst the backdrop of the volatile macroeconomic environment. These on-going engagements resulted in increased visibility for the REIT in the investment community.

The IRCC team was invited to participate in conferences to speak to both local and overseas investors. Participation in these conferences have significantly raised the profile of the REIT, leading to increased trading liquidity and higher trading volumes. The REIT also saw the inclusion of more quality long-only and specialist real estate investors in its unitholding register.

Retail Investors Engagement

Retail investors remain an integral part of the Manager's communications outreach programmes. ESR-LOGOS REIT is a member of the Securities Investors Association (Singapore) ("SIAS") Shareholder Communication Programme which targets to enhance investor communication with members of the public. ESR-LOGOS

REIT also has membership with the REIT Association of Singapore ("REITAS").

In March 2022, in the interest of public health and safety given that COVID-19 restrictions had not been fully lifted, ESR-LOGOS REIT convened a full virtual Extraordinary General Meeting ("EGM") to seek Unitholders' approval in relation to the proposed merger of ESR-REIT and ALOG.

With the gradual easing of COVID-19 restrictions and resumption of physical events, ESR-LOGOS REIT conducted its 13th Annual General Meeting ("AGM") under a hybrid setting on 29 April 2022, as well as convened a hybrid EGM on 12 October 2022 to seek Unitholders' approval in relation to the acquisition of ESR Sakura DC, the REIT's maiden acquisition in Japan. The number of in-person attendees at the hybrid meetings were limited to the first 300 Unitholders who registered on a first-come, first-served basis. The virtual meetings were also broadcasted through a live webcast comprising both video and audio-only feeds to other Unitholders. All resolutions were passed at the AGM and the two EGMs held in FY2022.

With the lifting of safe-distancing measures and recovery of business activities throughout 2022, ESR-LOGOS REIT further enhanced its engagement with retail investors through participation in a combination of physical and

INVESTOR ENGAGEMENT

virtual conferences. These events provided investors with greater insight and a deeper understanding into the REIT's operational performance, business strategies and outlook in the industrial property markets where the REIT operates in, namely Singapore, Australia and Japan.

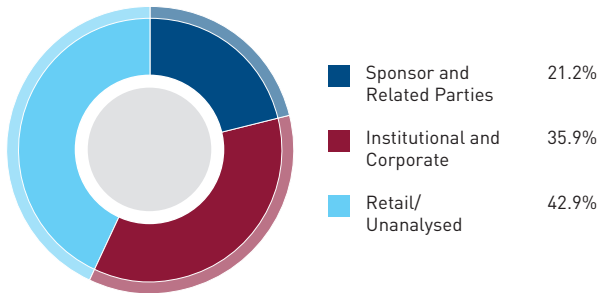
In addition to these activities, the Manager participated in the annual REITs Symposium 2022 hybrid event, which was jointly organised by ShareInvestor and REITAS in May 2022 and was well attended by over 1,800 participants. The Manager had a virtual booth at the online symposium where the Manager had a presentation to share the REIT's operational and financial performance, and the participants could download the REIT's financial publications as well as have their queries addressed in a Q&A segment.

In December 2022, the Manager also collaborated with The Edge Singapore on the production of a four-episode educational video series — “*Understanding REITs*”, where the Manager had the opportunity to share its business strategies, operational and financial performance, as well as showcase assets in the REIT's portfolio as case studies.

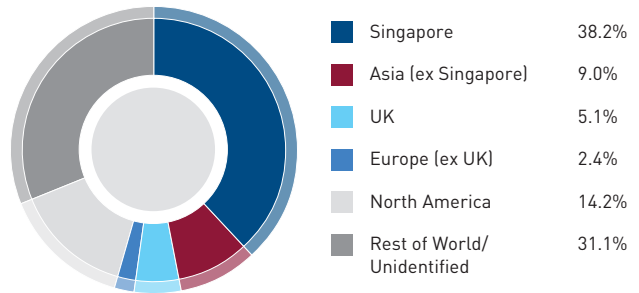
Accolades

In 2022, ESR-LOGOS REIT was awarded the Best Annual Report Award (Bronze), REITs and Business Trust Category, at the Singapore Corporate Awards 2022, which recognised the REIT for excellence in corporate governance and commitment to the highest standards of accountability and transparency.

Unitholders by Type



Unitholders by Geography



FY2022 INVESTOR RELATIONS CALENDAR

	Activity	Dates
1 st Quarter	SIAS ESR-REIT Virtual Dialogue Session	13 January 2022
	FY2021 Post-Results Analyst and Media Briefing	27 January 2022
	Investor Presentations to Remisiers	15 February 2022
	18 th Annual CITIC CLSA ASEAN Forum 2022	9 March 2022
	SIAS Virtual Information Session	10 March 2022
	Extraordinary General Meeting	21 March 2022
2 nd Quarter	1Q2022 Interim Update	27 April 2022
	13 th Annual General Meeting	29 April 2022
	REITs Symposium 2022	18 May 2022
	DBS Property Conference: Taking Stock on the Global Re-Opening Story	21 May 2022
	PERE Asia Summit 2022: Capital Markets Update	23 May 2022
	DBS PB-REITAS Webinar: S-REITs: Withstanding the Test of Times	31 May 2022
	Citibank Pan-Asia Regional Investor Conference 2022	1 June 2022
	HSBC 6 th Annual Asia Credit Conference	10 June 2022
	Maybank Invest ASEAN 2022	23 June 2022
	DBS ESR Group Sponsor & REIT Day	24 June 2022
	CIMB Japanese Investors NDR	24 June 2022
	SGX Korean Investor Site Visit and Presentation	27 June 2022
	SGX-YUANTA NDR	28 June 2022
	UBS APAC Property Conference 2022	29 June 2022
	Morgan Stanley Virtual ASEAN Conference 2022	30 June 2022
	3 rd Quarter	1H2022 Post-Results Analyst and Media Briefing
Citi-SGX-REITAS REITs/Sponsors Forum 2022		25 August 2022
S-REITs 20 th Anniversary Celebration 2022, organised by The Edge Singapore, REITAS and SGX		1 September 2022
SGX Korean Investor Site Visit and Presentation		2 September 2022
RHB Kuala Lumpur NDR		5 September 2022
RHB Bangkok NDR		6 September 2022
4 th Quarter	BofA Securities 2022 Global Real Estate Conference	14 September 2022
	REITAS Annual Conference	7 October 2022
	3Q2022 Interim Update	26 October 2022
	The Edge Singapore REIT investment Forum 2022	29 October 2022
	UBS Australia Corporate Day	9 November 2022
	Morgan Stanley's Twenty-First Annual Asia Pacific Summit	16 November 2022
	Citibank Hong Kong NDR	31 November 2022
	The Edge Singapore 4-part Educational Video Series "Understanding REITs"	12 December 2022

INVESTOR ENGAGEMENT

FINANCIAL CALENDAR

Activity	FY2022	FY2023 ¹
Announcement of Full Year Financial Results	27 January 2022	30 January 2023
Extraordinary General Meeting	21 March 2022	28 March 2023
Payment of Fourth Quarter / Second Half Distribution to Unitholders	30 March 2022	29 March 2023
Announcement of First Quarter Interim Update	27 April 2022	26 April 2023
Annual General Meeting	29 April 2022	26 April 2023
Payment of First Quarter Distribution to Unitholders	23 June 2022	—
Announcement of Half Year Financial Results	27 July 2022	25 July 2023
Payment of Second Quarter / First Half Distribution to Unitholders	27 September 2022	26 September 2023
Extraordinary General Meeting	12 October 2022	—
Announcement of Third Quarter Interim Update	26 October 2022	25 October 2023

INVESTOR COMMUNICATIONS

The Manager is committed to ensuring all investors have equal access to information. In line with its commitment to long term integration of sustainable business practices, investor communications are provided via various electronic methods including:

- **ESR-LOGOS REIT's Investor Relations website** — <https://esr-logosreit.listedcompany.com/home.html>
- **Online enquiry** — https://esr-logosreit.listedcompany.com/ir_contact.html
- **Subscription to email alerts** — https://esr-logosreit.listedcompany.com/email_alerts.html

For further enquiries, please contact:

Investor Relations	Ms. Lyn Ong 5 Temasek Boulevard, #12-09 Suntec Tower Five, Singapore 038985 T: (65) 6827 9504 F: (65) 6827 9339 E: ir@esr-logosreit.com.sg
Corporate Communications	Mr. Sua Xiu Kai 5 Temasek Boulevard, #12-09 Suntec Tower Five, Singapore 038985 T: (65) 6827 9553 F: (65) 6827 9339 E: enquiries@esr-logosreit.com.sg
Unit Registrar	Boardroom Corporate & Advisory Services Pte Ltd 1 Harbourfront Avenue, #14-07 Keppel Bay Tower, Singapore 098632 T: (65) 6536 5355 E: srs.teame@boardroomlimited.com
Unitholder Depository	The Central Depository (Pte) Limited T: (65) 6535 7511 E: asksgx@sgx.com

¹ Please note that these dates are indicative and subject to change without prior notice. Please refer to our company announcements made on SGXNET for timely updates.