

A large, modern multi-story office building with a glass facade and a prominent 'ascendas' logo on the side. The building is set against a clear blue sky with a few white clouds. In the foreground, there is a green lawn and some landscaping. A semi-transparent white box is overlaid on the left side of the image, containing the text for the presentation.

4Q FY16/17
Financial Results Presentation

26 April 2017

This presentation on a-iTrust's results for the financial year and quarter ended 31 March 2017 ("FY16/17" & "4Q FY16/17") should be read in conjunction with a-iTrust's quarterly results announcement, a copy of which is available on www.sgx.com or www.a-iTrust.com.

This presentation may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from other developments or companies, shifts in expected levels of property rental income and occupancy rate, changes in operating expenses (including employee wages, benefits and training, property expenses), governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. Investors are cautioned not to place undue reliance on these forward-looking statements.

All measurements of floor area are defined herein as "Super Built-up Area" or "SBA", which is the sum of the floor area enclosed within the walls, the area occupied by the walls, and the common areas such as the lobbies, lift shafts, toilets and staircases of that property, and in respect of which rent is payable.

The Indian Rupee and Singapore Dollar are defined herein as "INR/₹" and "SGD/S\$" respectively.

Any discrepancy between individual amounts and total shown in this presentation is due to rounding.

FY16/17 key highlights

Acquisition:

- Acquired BlueRidge 2 in February 2017, a 1.5 million sq ft IT SEZ property, marking a-iTrust's entry into Pune.

Development:

- Completed construction of Victor in June 2016, a 0.6 million sq ft multi-tenanted office building in ITPB. Victor was fully leased on completion.
- Currently constructing Atria building in The V, Hyderabad which is expected to be completed in second half of 2017.

Leasing:

- Achieved 98% committed portfolio occupancy¹ as at 31 March 2017.
- Achieved committed occupancy of 84% for Atria as at 31 March 2017.
- Leased out remaining vacant space in CyberVale 3, which was acquired in March 2016, taking its occupancy to 100% as at 31 March 2017.

¹ Excluding BlueRidge 2 which was acquired in February 2017. Including BlueRidge 2, committed portfolio occupancy was 92%.

Content

- Financial review
-



FY16/17 results

	FY16/17	FY15/16	Variance	
<i>SGD/INR FX rate¹</i>	48.5	47.1	3%	
Total property income	₹7,587m	₹6,784m	12%	<ul style="list-style-type: none"> Income from aVance 3, CyberVale 3, Victor and BlueRidge 2; and Positive rental reversions.
Net property income	₹5,047m	₹4,415m	14%	<ul style="list-style-type: none"> Increase due to higher revenue.
Income available for distribution	₹2,843m S\$58.7m	₹2,659m S\$56.5m	7% 4%	<ul style="list-style-type: none"> Mainly due to net property income growth.
Income to be distributed	₹2,559m S\$52.9m	₹2,393m S\$50.8m	7% 4%	<ul style="list-style-type: none"> After retaining 10% of income available for distribution.
Income to be distributed (DPU ²)	₹2.75 5.69¢	₹2.59 5.50¢	6% 3%	

1. Average exchange rates for the period.
2. Distribution per unit.

4Q FY16/17 results

	4Q FY16/17	4Q FY15/16	Variance
<i>SGD/INR FX rate¹</i>	47.3	48.0	(2%)
Total property income	₹2,088m	₹1,722m	21%
Net property income	₹1,371m	₹1,114m	23%
Income available for distribution	₹749m S\$15.9m	₹695m S\$14.4m	8% 11%
Income to be distributed	₹674m S\$14.3m	₹625m S\$12.9m	8% 11%
Income to be distributed (DPU ²)	₹0.72 1.54¢	₹0.68 1.40¢	7% 10%

- Income from CyberVale 3, Victor and BlueRidge 2; and
- Positive rental reversions.

- Increase due to higher revenue.

- Mainly due to net property income growth.

- After retaining 10% of income available for distribution.

1. Average exchange rates for the period.
2. Distribution per unit.

Cumulative distribution

Period	1 April 2016 to 31 March 2017
1Q FY16/17	1.36¢ per unit
2Q FY16/17	1.37¢ per unit
3Q FY16/17	1.42¢ per unit
4Q FY16/17	1.54¢ per unit
Total	5.69¢ per unit

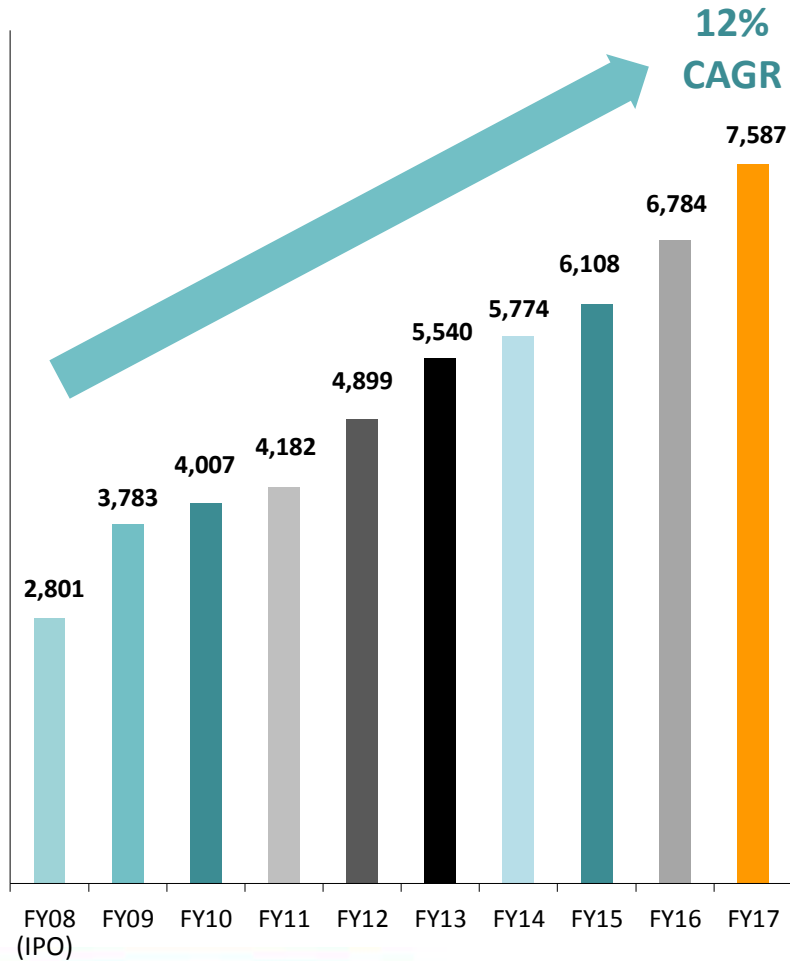
**Cumulative distribution
Amount: 2.96¢
Ex-date: 16 May 2017
Payment date: 26 May 2017**

Distributions are paid on a semi-annual basis for the six-month periods ending 30 September & 31 March of each year.

Revenue growth trends

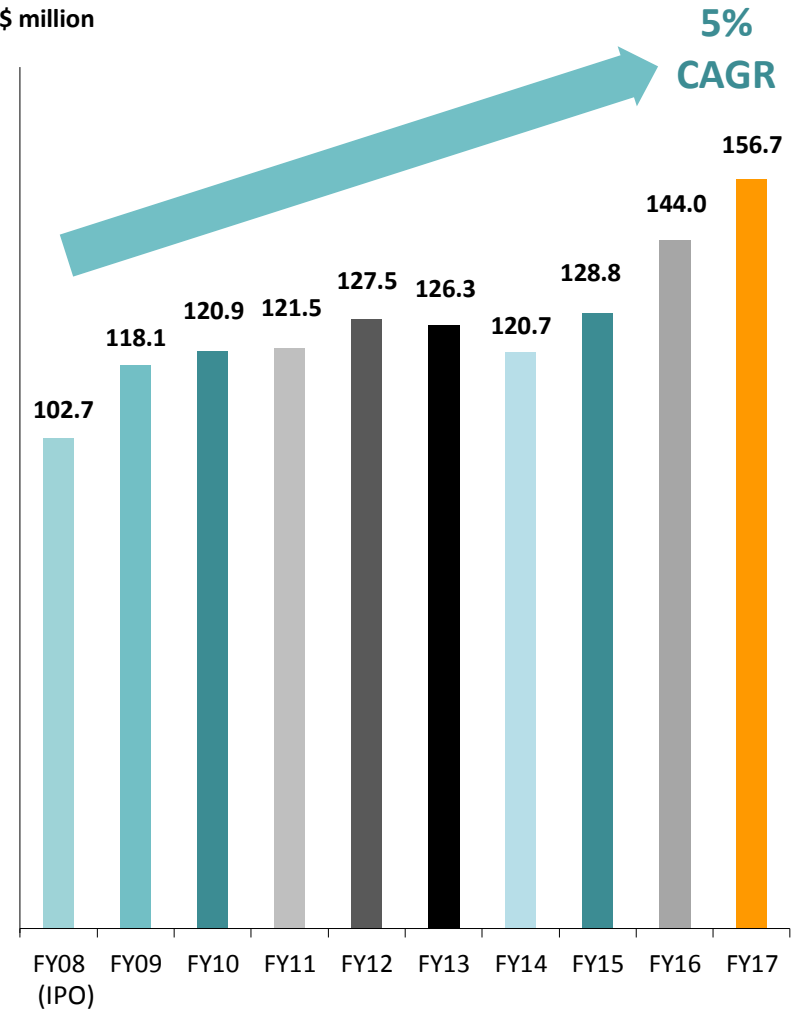
Total Property Income (INR)

INR million



Total Property Income (SGD)

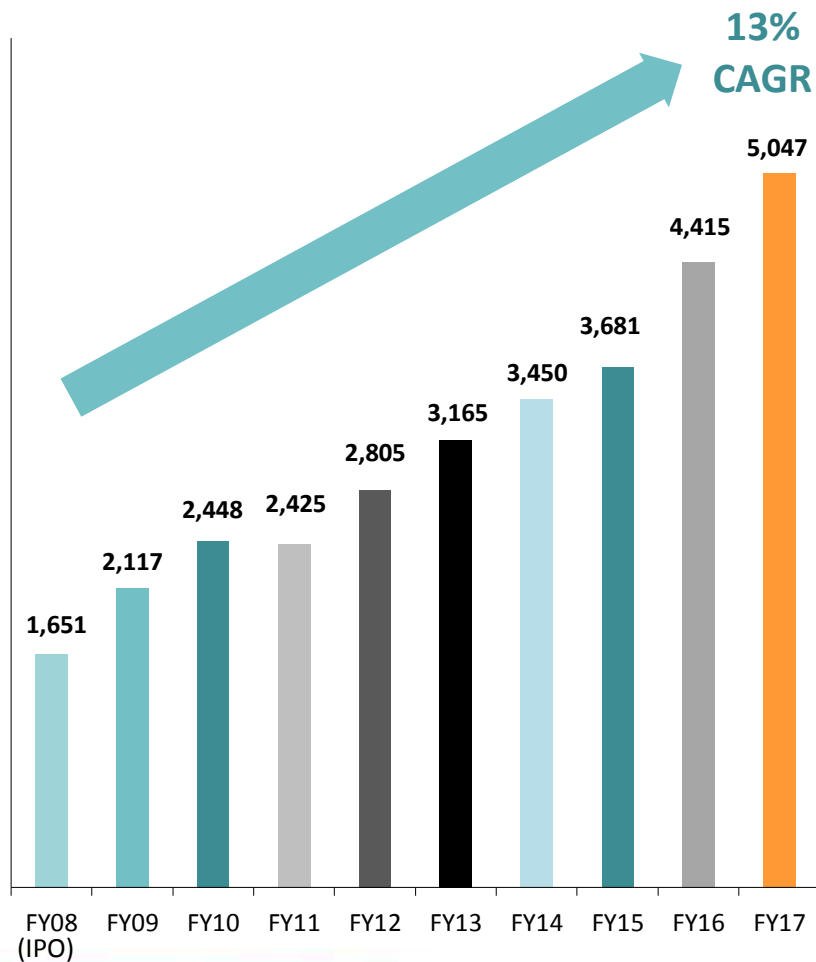
S\$ million



Income growth trends

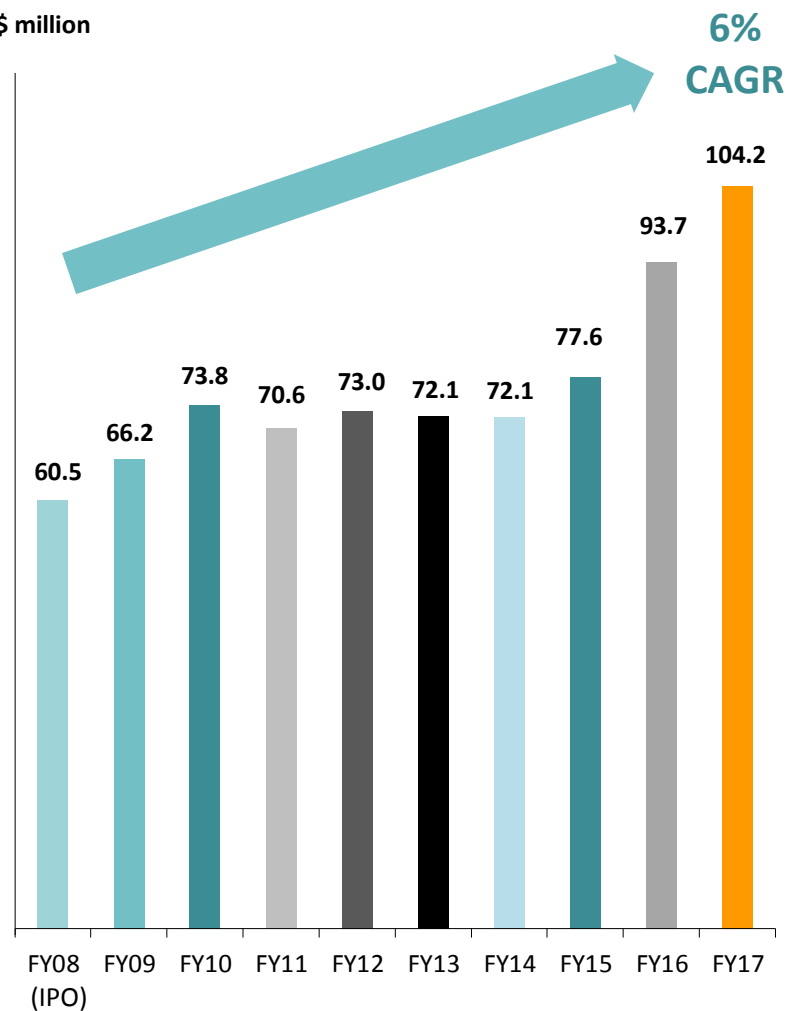
Net Property Income (INR)

INR million



Net Property Income (SGD)

S\$ million

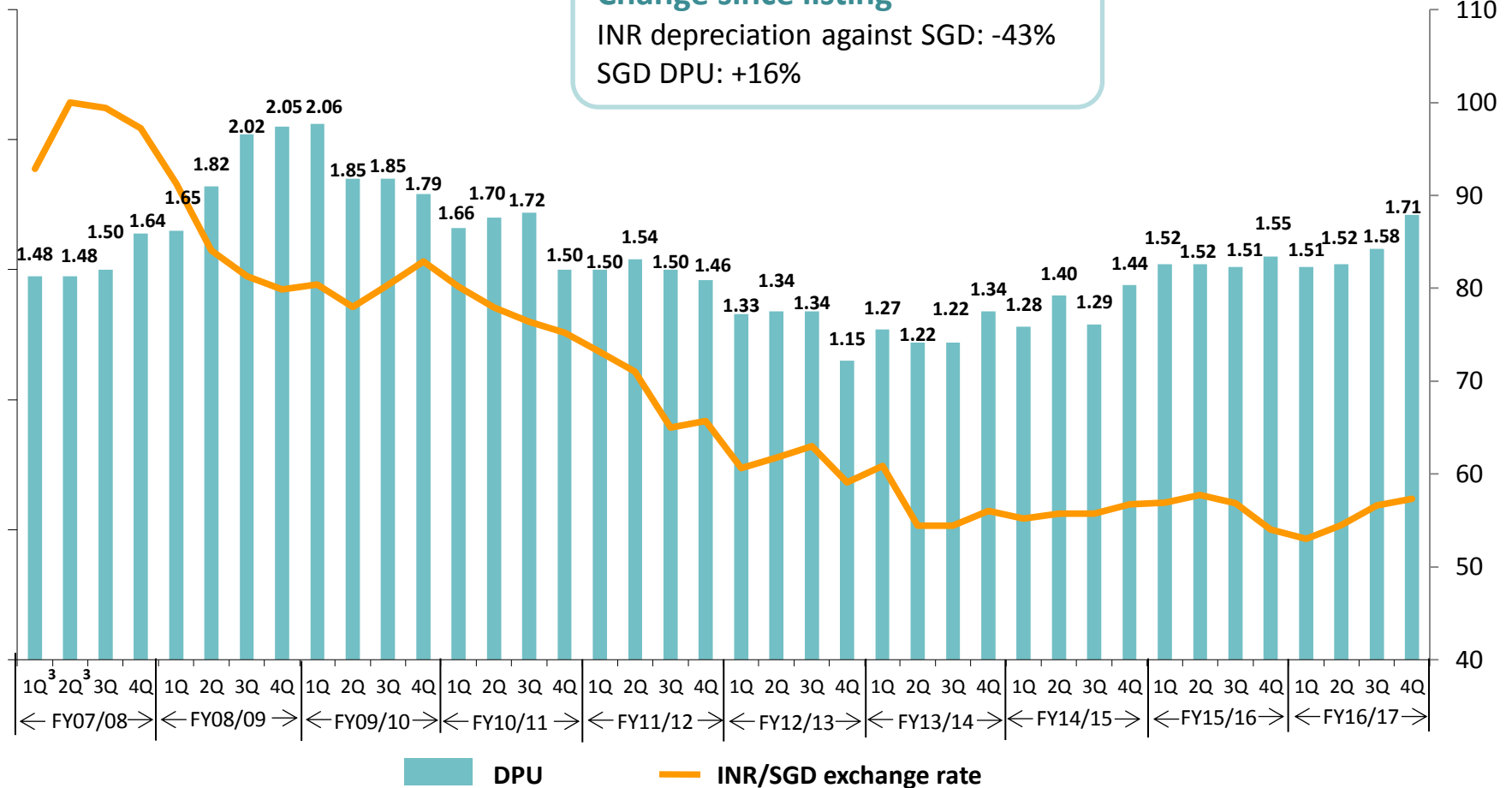


SGD distributions moderated by weak Indian Rupee

DPU¹ (₹)

INR/SGD exchange rate²

Change since listing
 INR depreciation against SGD: -43%
 SGD DPU: +16%



1. DPU (income available for distribution) refers to 100% of distributable income. 10% of distributable income was retained starting from 1Q FY12/13.
2. Spot quarterly INR/SGD exchange rate pegged to 30 June 2007 using data sourced from Bloomberg.
3. 1H FY07/08 DPU was split equally into 2 quarters (1Q FY07/08 & 2Q FY07/08) for illustrative purposes.

Healthy growth in portfolio valuation

Property ^{1,2} (INR mil)	31 March 2017		31 March 2016		Variance
	Valuation	Cap rate	Valuation	Cap rate	
International Tech Park Bangalore	25,000	9.75% ³	23,761	9.75% ³	5.2%
International Tech Park Chennai	14,704	9.75%	13,332	9.75%	10.3%
CyberVale, Chennai	2,768	10.75%	2,522	10.75%	9.8%
CyberPearl, Hyderabad	2,600	9.75%	2,384	9.75%	9.0%
The V, Hyderabad	9,378	9.75%	8,126	9.75%	15.4%
aVance Business Hub, Hyderabad	5,956	9.75%	5,637	9.75%	5.7%
BlueRidge 2, Pune	7,058	9.75%	-	-	-
Portfolio (in INR mil)	67,464	-	55,762	-	21.0%
Portfolio (in SGD mil)	1,444⁴	-	1,138⁵	-	26.9%
Portfolio - excluding BlueRidge 2 (in INR mil)	60,406	-	55,762	-	8.3%
Portfolio - excluding BlueRidge 2 (in SGD mil)	1,293⁴	-	1,138⁵	-	13.6%

1. The 2016 and 2017 independent market valuations were conducted by CBRE South Asia Pvt. Ltd..
2. The final value of the property is derived from an average of the discounted cash flows and income capitalisation method.
3. Refers to the cap rate for income stabilised office properties in ITPB.
4. Based on the exchange rate of S\$1: ₹46.7.
5. Based on the exchange rate of S\$1: ₹49.0.

Objectives

- Employ the appropriate strategy to manage currency risk;
- Diversify the Trust's funding sources;
- Maintain a healthy balance sheet by keeping gearing at an appropriate level; and
- Ensure sufficient liquidity to meet the Trust's business requirements.

Funding strategy

- **Debt**
 - The Trust currently does not have any on-shore Indian Rupee loans in India as it costs less to hedge Singapore Dollar borrowings to Indian Rupee-denominated borrowings using cross-currency swaps.
- **Equity**
 - The Trustee-Manager's approach to equity raising is predicated on maintaining a strong balance sheet by keeping the Trust's gearing ratio at an appropriate level. The Trustee-Manager will carefully consider the impact on a-iTrust's DPU and net asset value before making any decision on raising equity.

Income

- Trustee-Manager hedges distributable income and does not intend to speculate on currency.
- Plain vanilla forward contracts are used to hedge a substantial portion of forecast repatriation from India to Singapore. On the designated date, Trustee-Manager will exchange with its counterparty the agreed amount of INR for SGD.
- To hedge each half-yearly repatriation, Trustee-Manager purchases 6 forward currency contracts, one per month, for 6 consecutive months. The duration of each forward contract shortens progressively, with the first contract lasting 6 months and the last contract lasting 1 month. This arrangement ties all 6 forward contracts with the half-yearly repatriation date.

Balance sheet

- Trustee-Manager does not hedge equity.
- At least 50% of debt must be denominated in INR.

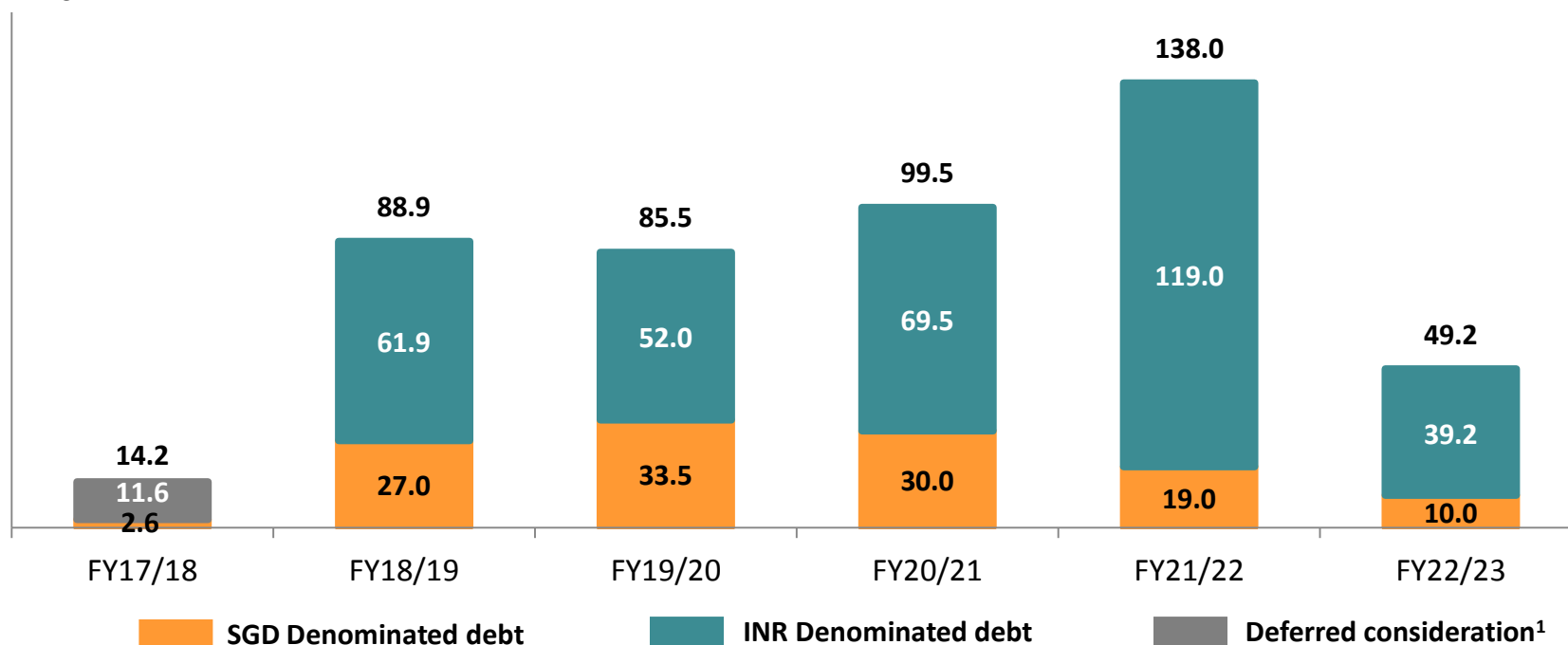
Debt expiry profile

Effective borrowings: S\$475 million

Hedging ratio

INR: 73% SGD: 27%

S\$ Million



Information as at 31 March 2017.

1. Deferred consideration refers to the remaining purchase consideration pertaining to the acquisition of (1) CyberVale 3 in Chennai and (2) BlueRidge 2 in Pune.

Capital structure

Indicator	As at 31 Mar 2017
Interest service coverage (EBITDA/Interest expenses)	3.7 times (FY16/17)
Percentage of fixed rate debt	99%
Percentage of unsecured borrowings	100%
Effective weighted average cost of debt	6.8% ¹
Gearing limit	45%
Available debt headroom	S\$456 million

Gearing: 29%

1. Based on borrowing ratio of 73% in INR and 27% in SGD as at 31 Mar 2017.

Content

- Operational review
-



India remains a dominant IT/offshoring hub

- One of the fastest growing major economies in the world with GDP growth estimated at 6.6% in 2016¹
- India moving up value chain to offer cutting edge product development and R&D hubs for global tech companies
- Highly cost competitive environment
 - Occupancy costs up to 10 times cheaper than other low-cost sourcing destinations²
- Robust IT-BPM revenue growth
 - Forecast to achieve 8.6% growth in FY16/17 to US\$155 billion³

Salary for IT/software engineer, developer or programmer⁴

Countries	US\$ (p.a.)
India	6,630
Malaysia	10,443
Japan	26,327
Hong Kong	28,437
Singapore	32,590
UK	40,138
Australia	53,118
US	73,912

1. Source: International Monetary Fund, World Economic Outlook Update, January 2017

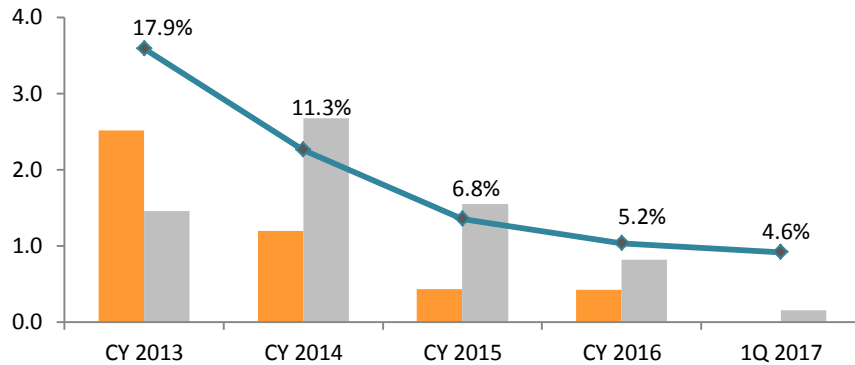
2. Source: CBRE South Asia Pvt. Ltd. (Compared to China, Philippines and other Eastern European countries)

3. Source: NASSCOM (Data excludes revenues from the e-commerce sector)

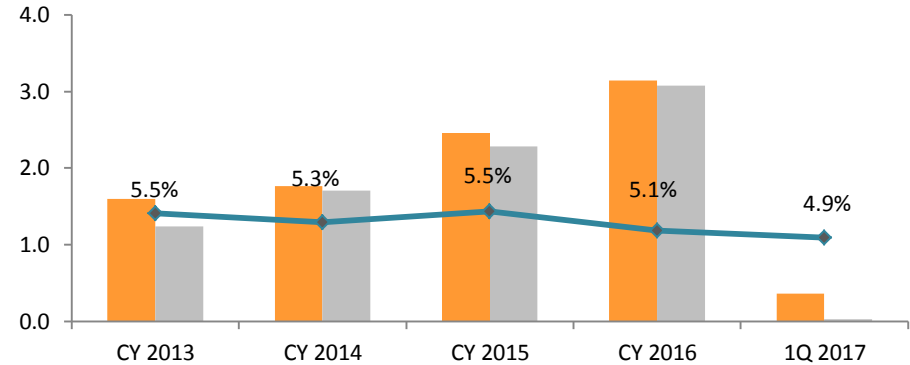
4. Source: March 2017 median salary from PayScale (provider of global online compensation data), converted into USD from local currencies using exchange rate from Bloomberg (31 March 2017)

Office markets improving

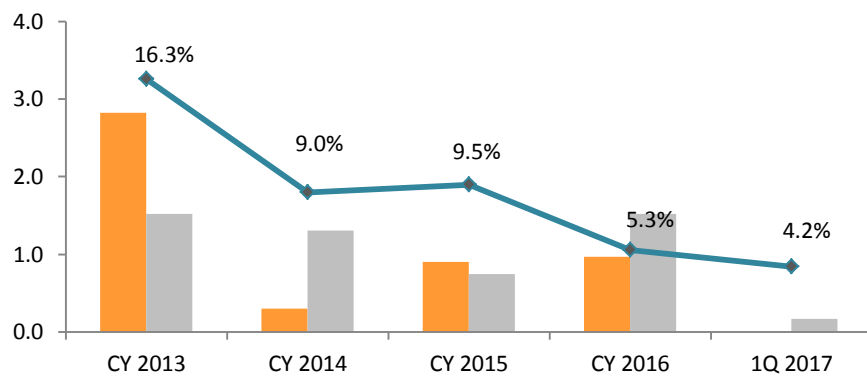
Bangalore (Whitefield)



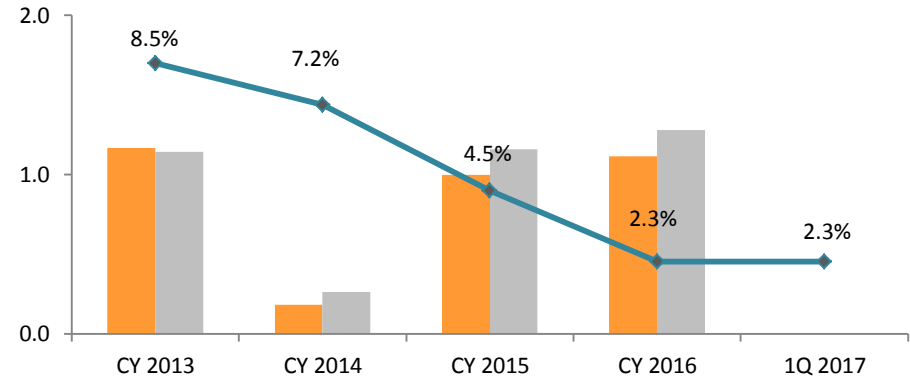
Hyderabad (HITEC City)



Chennai (OMR)



Pune (Hinjewadi)

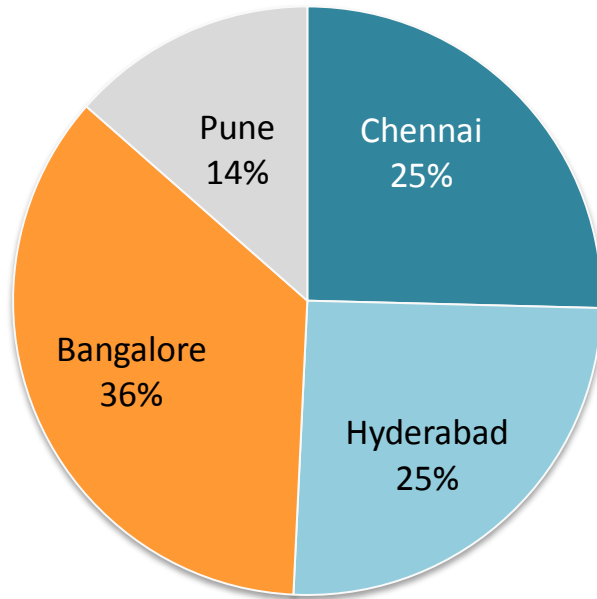


Supply (in million sq ft) Net Absorption (in million sq ft) Vacancy (%)

Source: Jones Lang LaSalle Meghraj

Diversified portfolio

Portfolio breakdown



Floor area 11.1 million sq ft

Customer Base

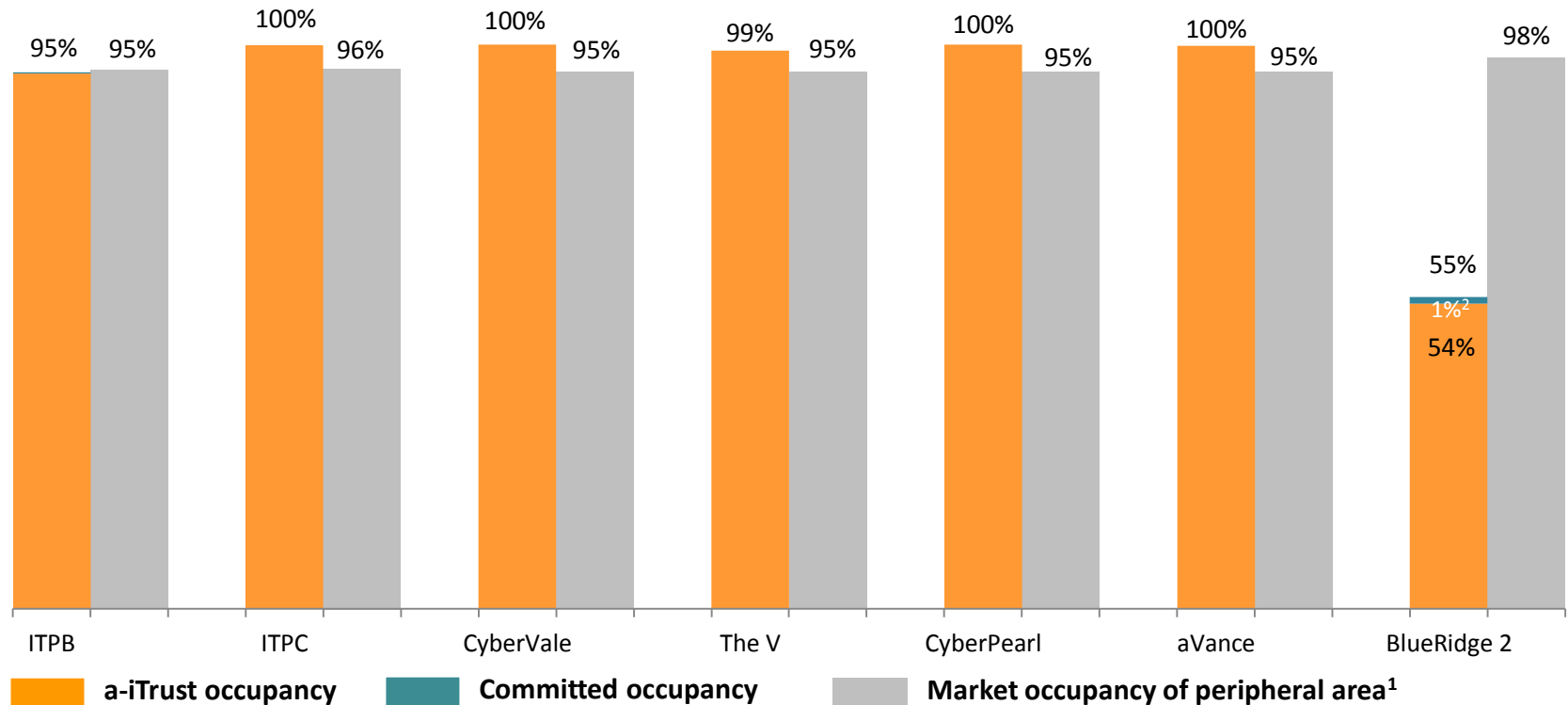
Total number of tenants	300
Average space per tenant	33,800 sq ft

Largest tenant accounts for 6% of the portfolio base rent

All information as at 31 March 2017.

Healthy portfolio occupancy

Committed portfolio occupancy: 98% (excluding BlueRidge 2) 92% (including BlueRidge 2)



All information as at 31 March 2017.

1. Jones Lang LaSalle Meghraj market report as at 31 March 2017.
2. Includes leases committed as at 17 April 2017. Additional 14.5% of space under advanced discussions.

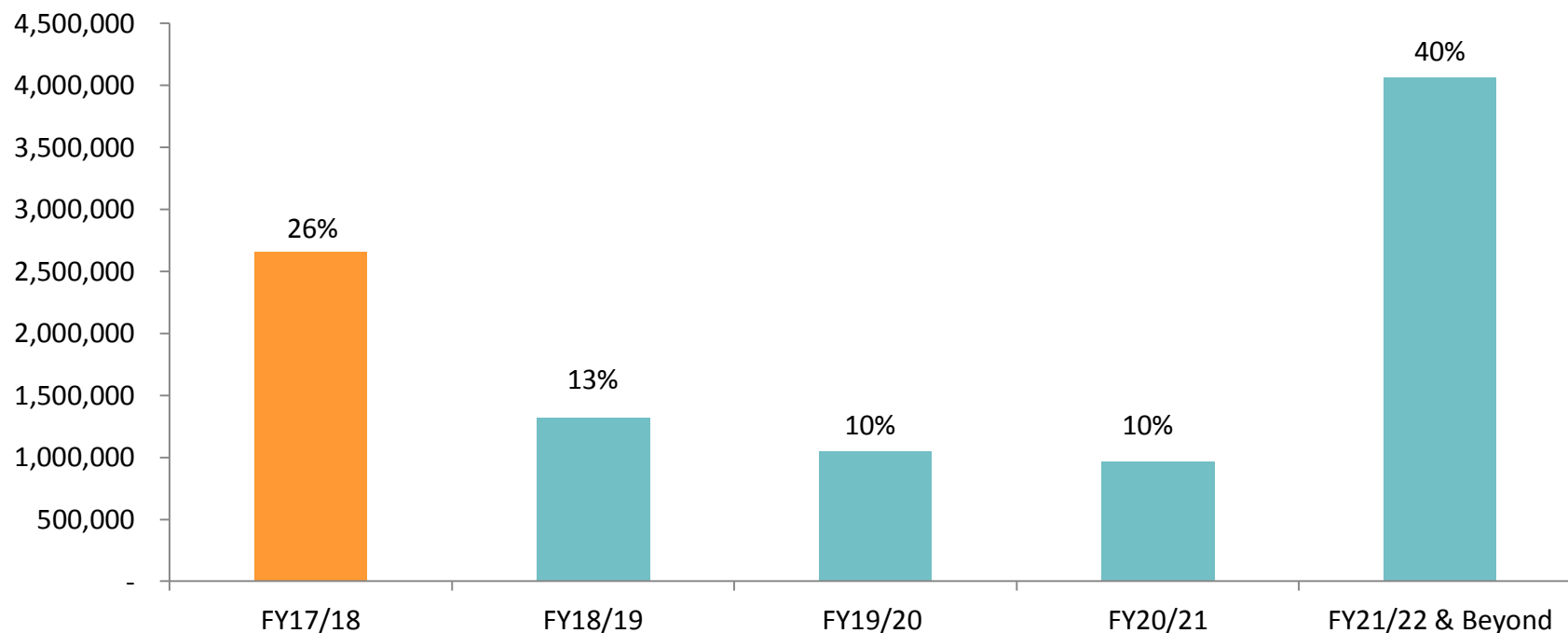
Spread-out lease expiry profile

Weighted average lease term:
6.4 years

Weighted average lease expiry:
4.1 years

Retention rate:
80%¹

Sq ft expiring



All information as at 31 March 2017.

1. For the period 1 April 2016 to 31 March 2017.

Top 10 tenants (in alphabetical order)

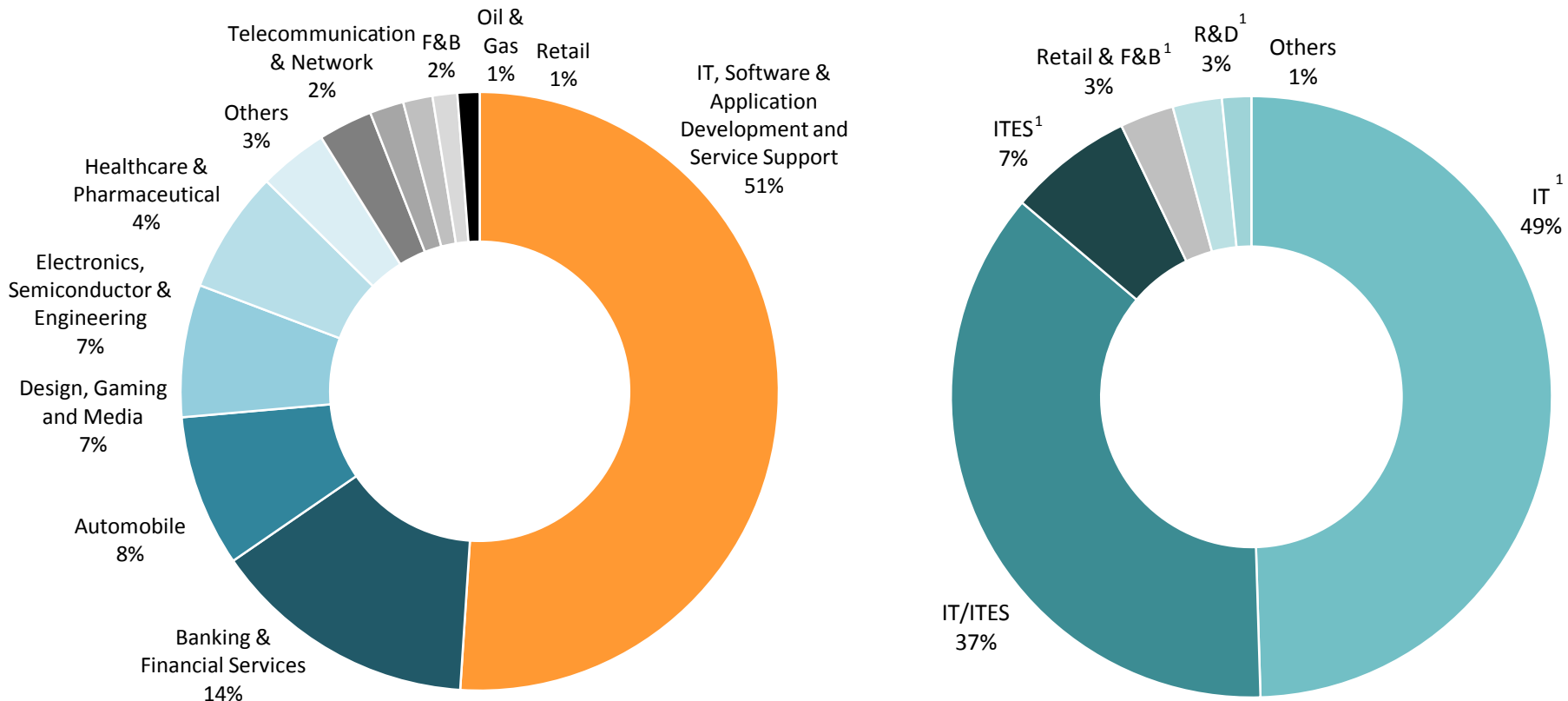
1	Bank of America
2	Cognizant
3	General Motors
4	Mu Sigma
5	Renault Nissan
6	Societe Generale
7	Tata Consultancy Services
8	The Bank of New York Mellon
9	UnitedHealth Group
10	Xerox

**Top 10 tenants
accounted for 35% of
portfolio base rent**

All information as at 31 March 2017.

Diversified tenant base

Tenant core business & activity by base rental

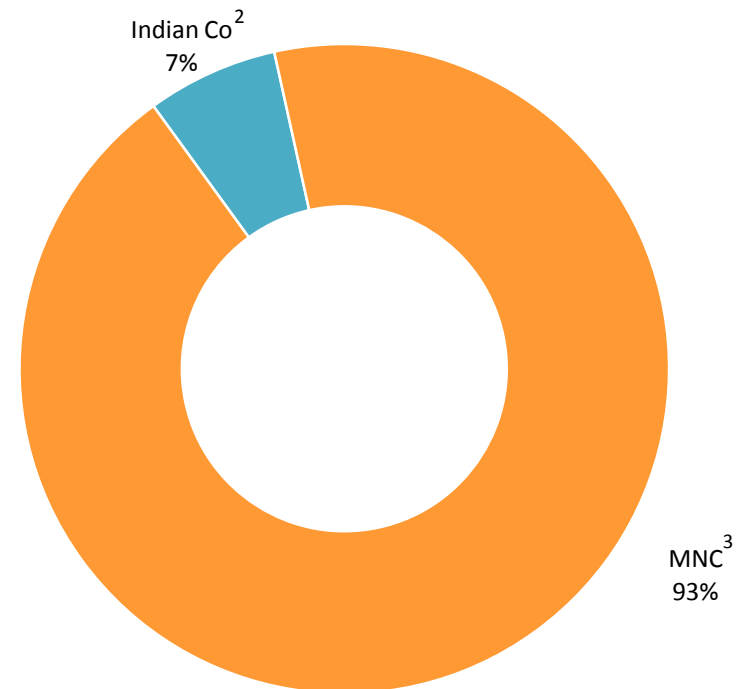
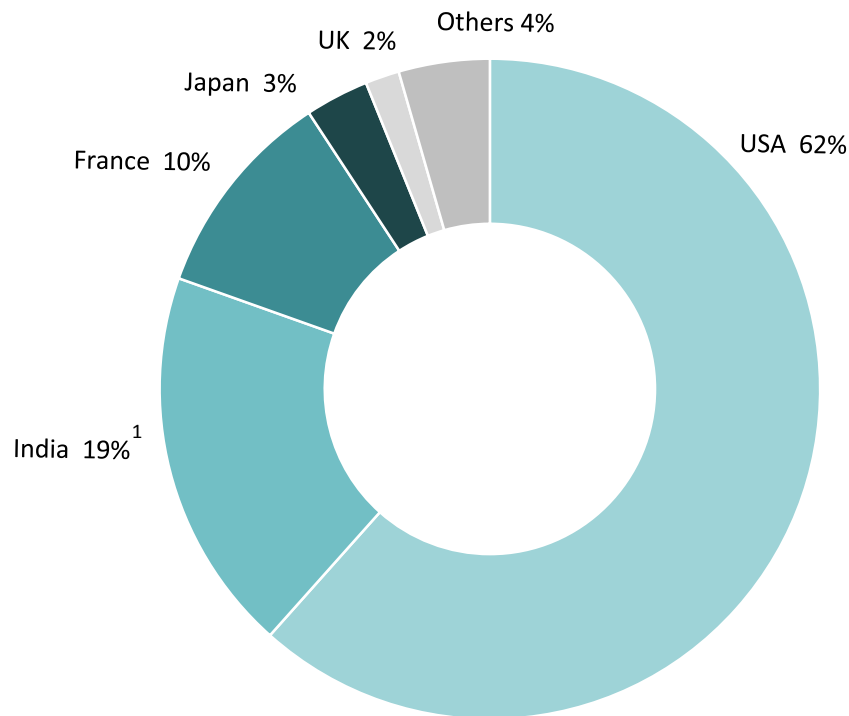


All information as at 31 March 2017.

1. IT - Information Technology; ITES - Information Technology Enabled Services; R&D - Research & Development; F&B – Food & Beverage.

Diversified tenant base

Tenant country of origin & company structure by base rental



All information as at 31 March 2017.

1. Comprises Indian companies with local and overseas operations.
2. Comprises Indian companies with local operations only.
3. Multinational corporations, including Indian companies with local and overseas operations.

Engaging park employees



Event	Benny Dayal Charity Show	International Women's Day
City	Bangalore	Chennai
Month	March 2017	March 2017

Content

- Growth strategy



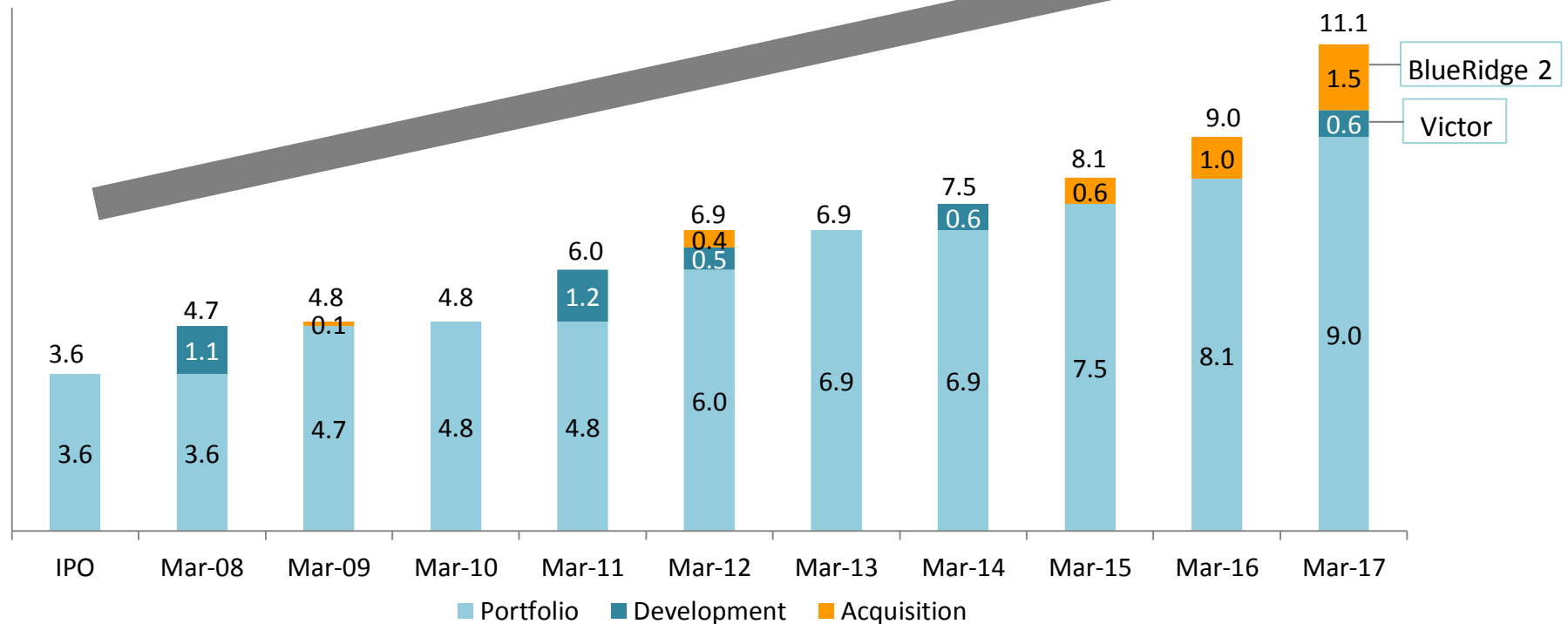
Good growth track record

Total developments:
4.0 million sq ft

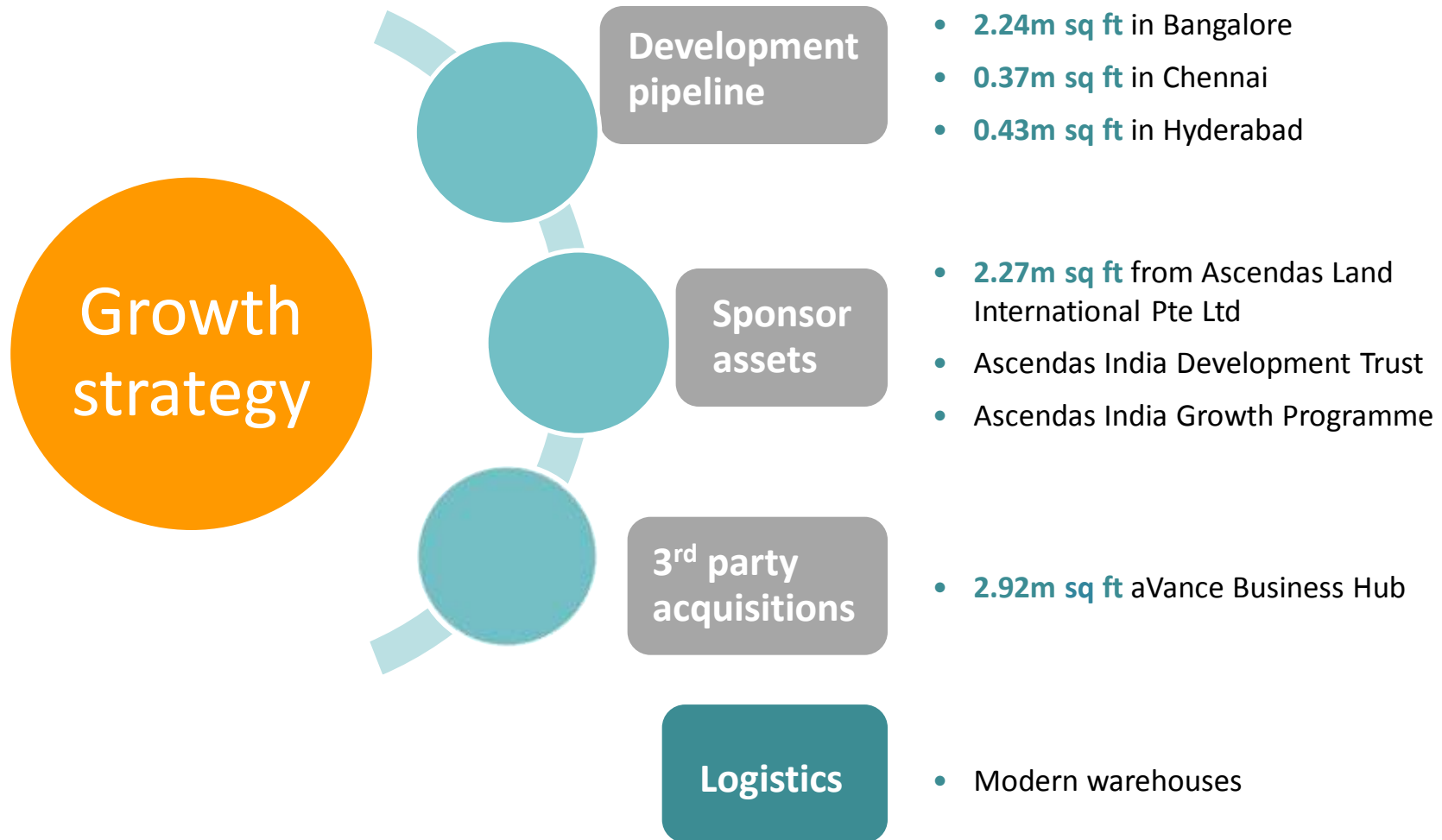
Total acquisitions:
3.6 million sq ft

Floor area
(million square feet)

**13%
CAGR**



Clear growth strategy

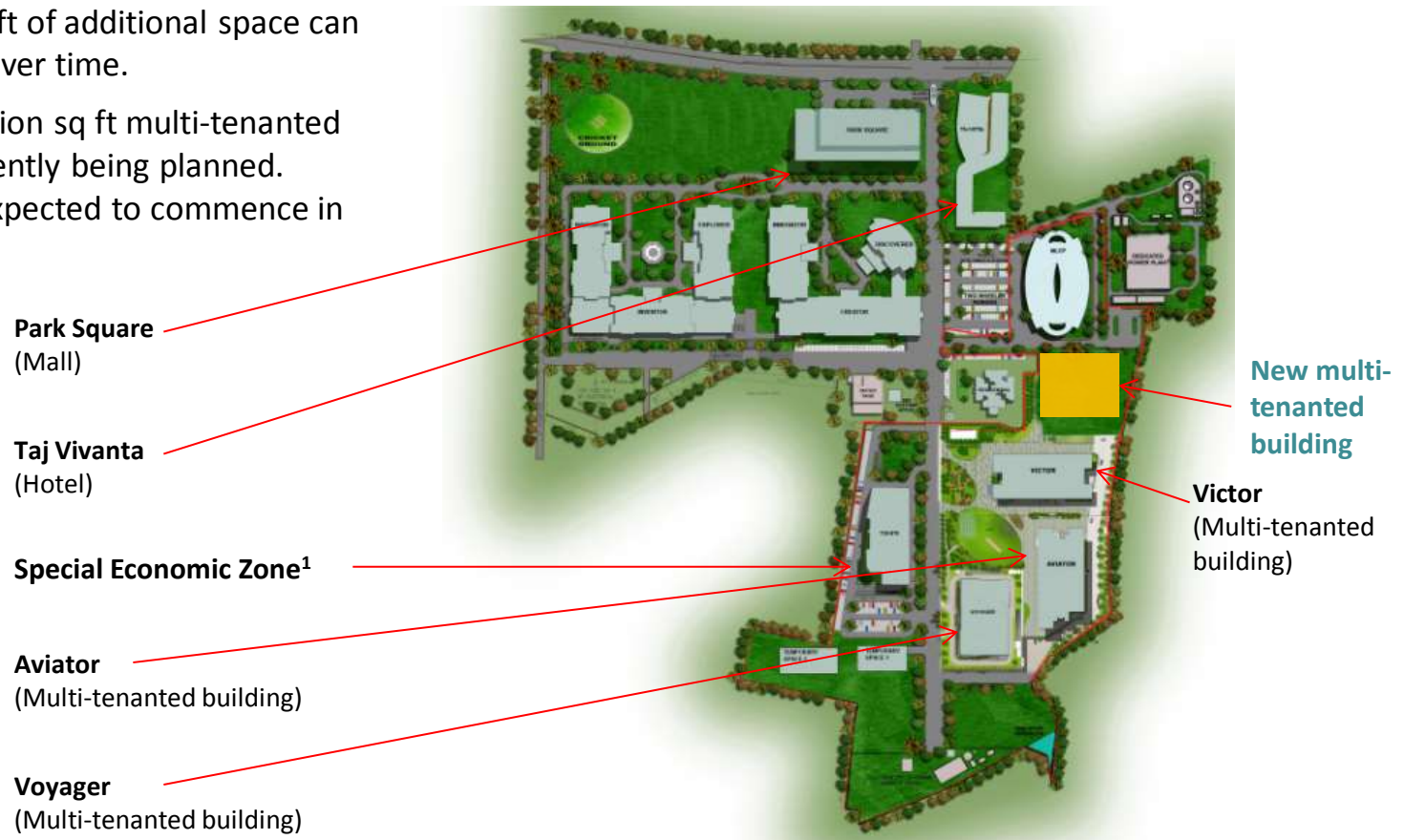


Development: ITPB pipeline

Future Development Potential

- 2.24 million sq ft of additional space can be developed over time.
- A new 0.50 million sq ft multi-tenanted building is currently being planned. Construction expected to commence in 2H 2017.

International Tech Park Bangalore



1. Red line marks border of SEZ area.

Development: New multi-tenanted building



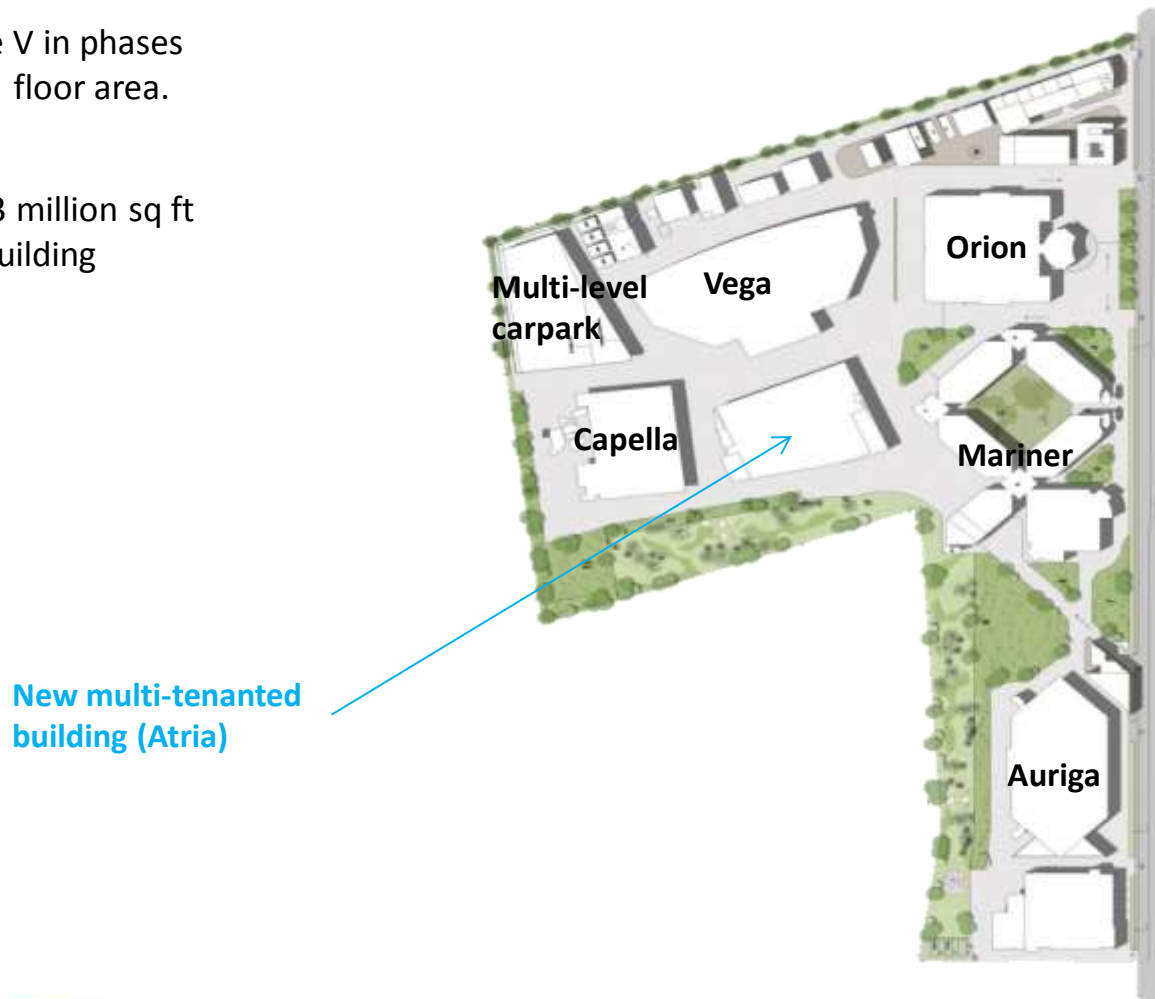
Name	MTB 4
Property	International Tech Park Bangalore
Floor area (sq ft)	500,000
Status	Construction expected to commence in 2H 2017

Development: The V pipeline

Development Potential

- Redeveloping the V in phases to gain additional floor area.
- Constructing 0.43 million sq ft multi-tenanted building named Atria.

The V master plan



New multi-tenanted building (Atria)

Development: Atria building



Property	The V
Floor area (sq ft)	428,000
Construction status	Completion expected in 2H 2017
Lease commitment	84.3% ¹

1. As at 31 March 2017.

Sponsor: Assets in India

Ascendas Land International Pte Ltd

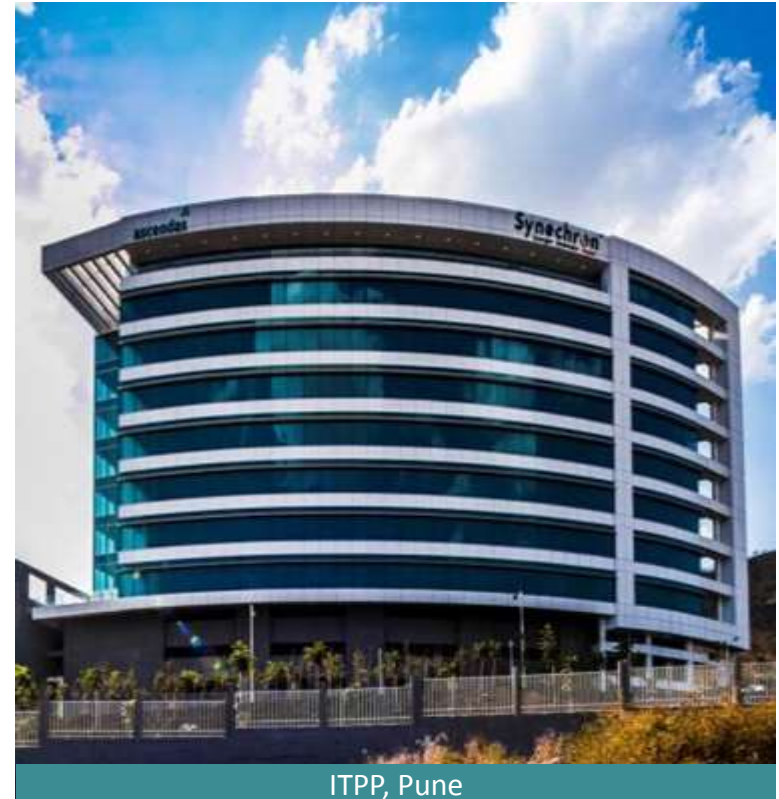
- International Tech Park, Pune:
 - 2 phases comprising 1.28 million sq ft completed and leased to Synchron and Infosys
 - Phase 3 of 0.6 million sq ft under construction
 - Vacant land with remaining development potential of 0.39 million sq ft

Ascendas India Development Trust

- Land in Gurgaon, Chennai & Coimbatore.

Ascendas India Growth Programme

- A real estate fund that targets business space developments.



3rd party: Acquisition criteria for commercial space

- Target cities:
 - Bangalore
 - Chennai
 - Hyderabad
 - Pune
 - Mumbai
 - Delhi
 - Gurgaon
- Investment criteria:
 - Location
 - Tenancy profile
 - Design
 - Clean land title and land tenure
 - Rental and capital growth prospects
 - Opportunity to add value



3rd party: aVance Business Hub, Hyderabad



Park Statistics

Site area:	25.7 acres / 10.4 ha	(1), (2), (3) & (4) owned by a-iTrust:	1.50m sq ft
Vendor assets:	marked in black	Conditional acquisitions of (5) & (6) ¹ :	1.76m sq ft
Land owner assets:	marked in white	ROFR to (7), (8), (9) & (10):	1.16m sq ft

1. Under the Master agreement with Phoenix (vendor), aVance 6 was to be covered under a-iTrust's acquisition if developed as an IT SEZ building

3rd party: aVance Business Hub, Hyderabad

Completed

aVance 1 & 2 (0.43 million sq ft):

- Acquisition completed in February 2012.
- Purchase consideration was ₹1.77 billion (S\$45 million¹).

aVance 3 (0.68 million sq ft):

- Acquisition completed in July 2015.
- Purchase consideration was ₹2.94 billion (S\$63 million¹).

aVance 4 (0.39 million sq ft):

- Acquisition completed in April 2017.
- Purchase consideration, including deferred payment², is expected to be ₹1.94 billion (S\$42.2 million¹).

Pipeline

aVance 5 (1.13 million sq ft):

- a-iTrust has the right to acquire building, subject to required occupancy levels being met, amongst other conditions.

aVance 6³ (0.63 million sq ft):

- aVance 6 is currently under construction and expected to be completed by 2H 2017.

Right of first refusal to another 4 buildings (1.16 million sq ft)

1. Converted into SGD using spot exchange rate at the time of acquisition/investment.
2. Additional deferred payment will be applicable linked to the leasing of vacant space over the next 12 months.
3. aVance 6 is currently under advanced discussion with the vendors.

3rd party: BlueRidge 2, Pune



Location	Hinjewadi IT Park Phase II, Pune
Floor area	1.50 million sq ft
Acquisition date	1 February 2017
Total acquisition price	Expected to not exceed ₹6.9 billion ¹ (\$\$147.3million ²)
Lease commitment	55.3% ³ (Additional 14.5% of space under advanced discussions)

1. Inclusive of additional deferred consideration that may be payable to vendor for incremental leasing commitments.
2. Converted into SGD using spot exchange rate at the time of investment/announcement.
3. Includes leases committed as at 17 April 2017.

Logistics: Key demand drivers

- 1 Rise of manufacturing sector**
 - Rapid progress under 'Make in India' campaign (e.g FDI increase in defence and railways; new plants announced by MNCs like Samsung, Apple, Hitachi, Huawei, Xiaomi, Foxconn)
- 2 Retail & E-Commerce boom**
 - Warehousing requirements of the "E-tail" segment set to double from 14 million in 2016 to 29 million in 2020
- 3 Government policies**
 - Initiatives such as Skill India and 100 Smart Cities are poised to strengthen economic growth
- 4 GST implementation**
 - Introduction of GST will lead to the simplification of the tax regime, leading to a more efficient supply chain

Source: Euromonitor, BCG, Goldman Sachs, Various Govt. ministries , Knight Frank and JLL Research

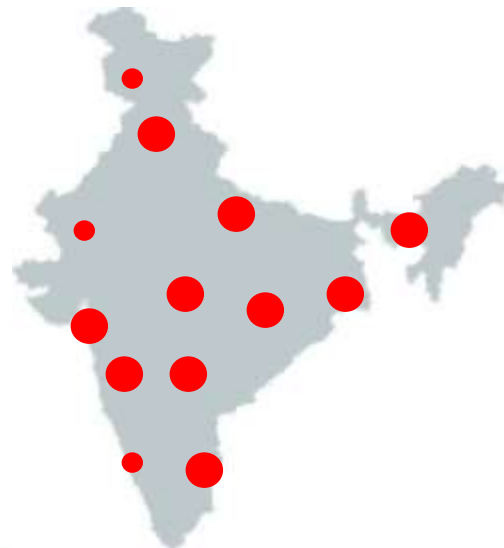
Logistics: Impact of Goods and Services Tax (GST)

Pre GST



- Multiple tax rates levied at different states.
- Companies have to locate warehouses in all the states that they operate in.
- Results in many small, fragmented warehouses located within state boundaries.

Post GST

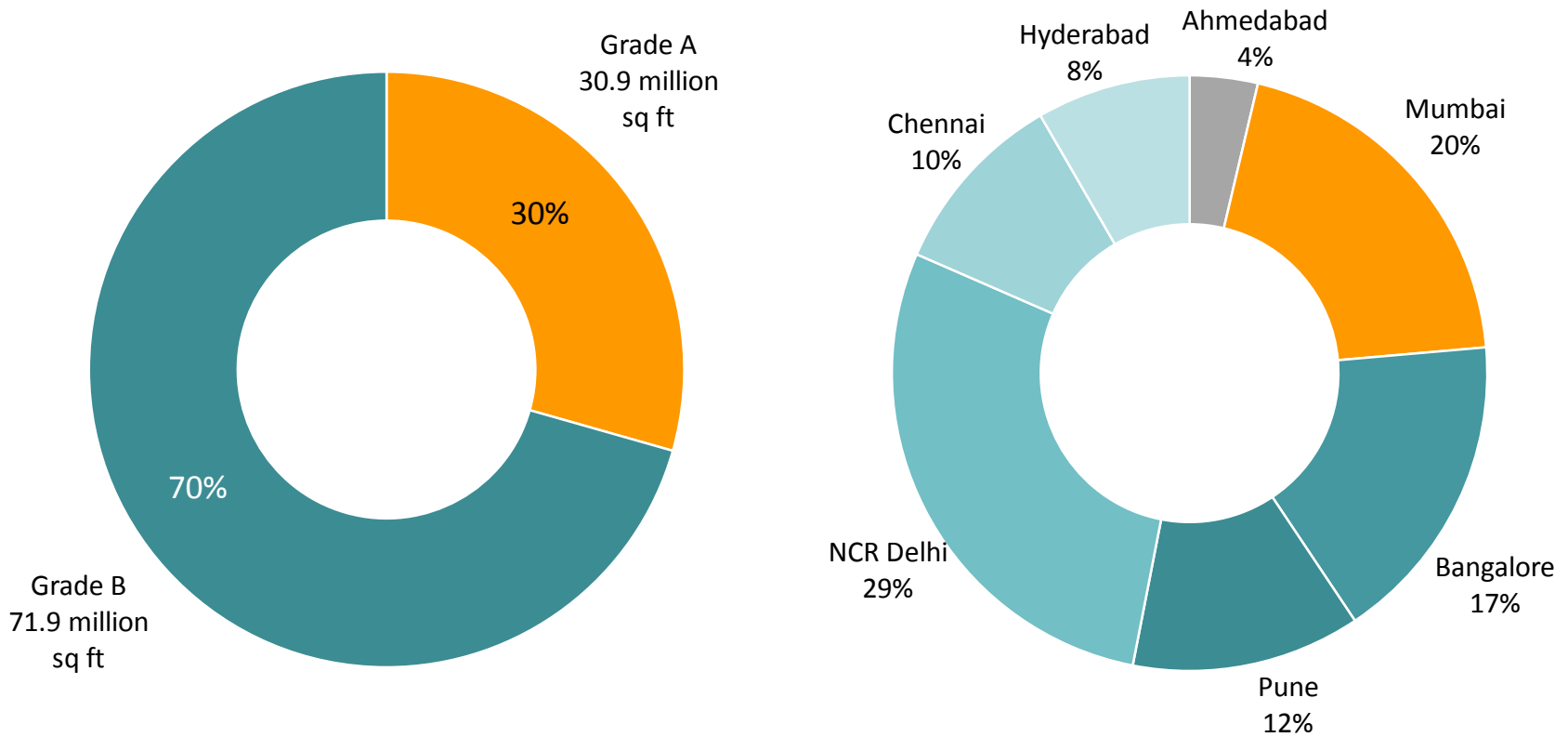


- GST will consolidate several central and state taxes into a single tax.
- Smaller warehouses expected to consolidate into larger, regional warehouses.
- Companies likely to adopt “hub and spoke” distribution model for cost and operational efficiency.

- Warehouse
- Logistics hub

Logistics: India warehouse overview

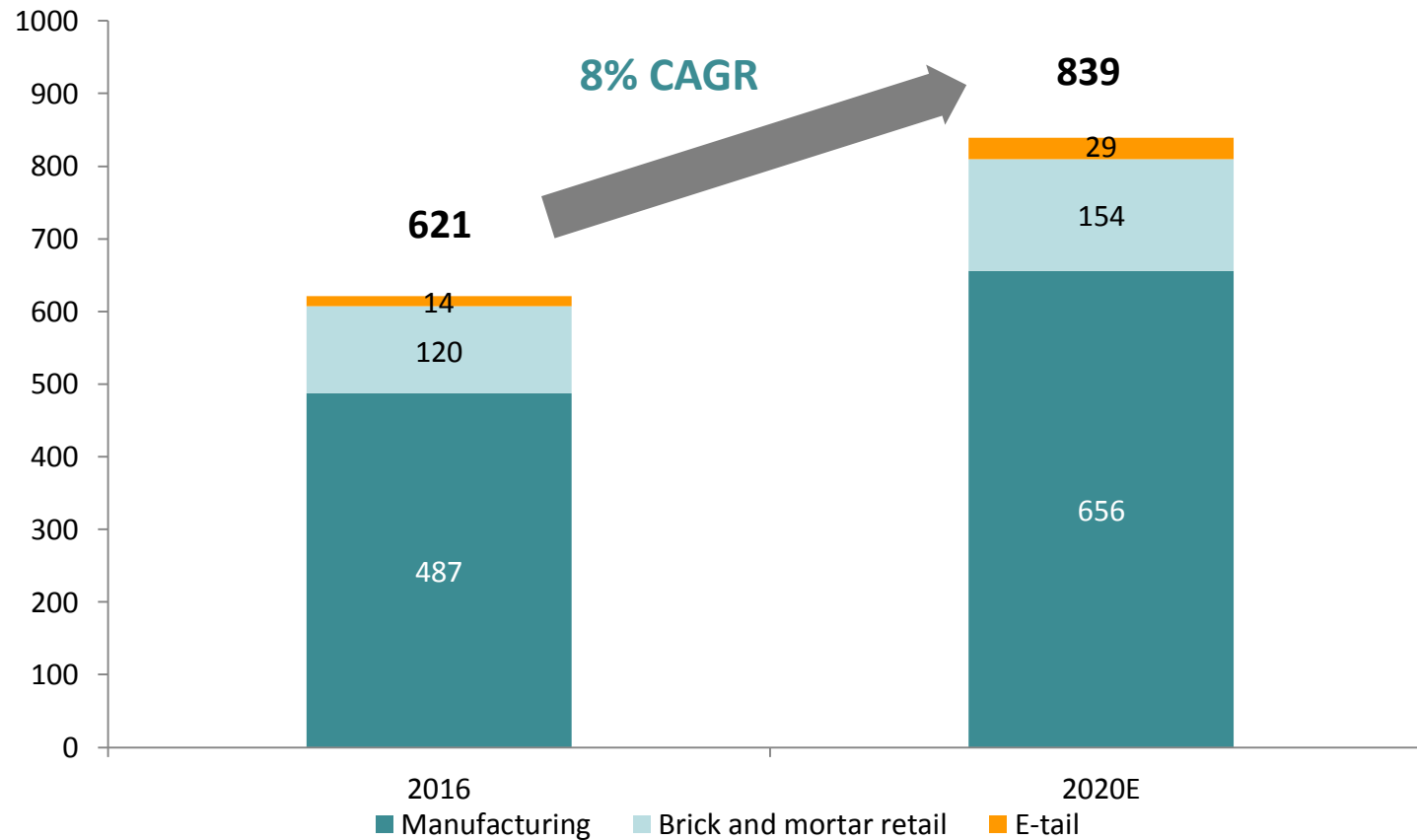
Grade A & B warehouse supply in top 7 Indian cities¹ (2016)



1. Source: Jones Lang LaSalle Report 2017

Logistics: Growing demand for warehousing space

Warehousing space requirement in top 7 Indian markets¹ (million sq ft)



1. Consisting of Mumbai, NCR, Bengaluru, Chennai, Pune, Hyderabad and Ahmedabad; Source: Knight Frank Research

- On 12 April 2017, a-iTrust signed a term sheet¹ with Arshiya Limited for the proposed acquisition of operating warehouses at the Arshiya Free Trade Warehousing Zone located at Panvel, near Mumbai.
- The proposed acquisition includes six income-producing warehouses with a total floor area of 0.8 million sq ft.
- The indicative consideration comprises:
 - upfront payment of ₹4.3 billion (S\$94.3 million²); and
 - additional deferred consideration of up to ₹1.0 billion (S\$21.7 million²) to be paid over the next four years, linked to achievement of certain performance milestones.

1. The proposed acquisition is subject to i) satisfactory due-diligence; (ii) negotiation and execution of definitive agreement(s); and (iii) relevant approvals.

2. Based on the exchange rate of S\$1: ₹46.0, for illustrative purposes.

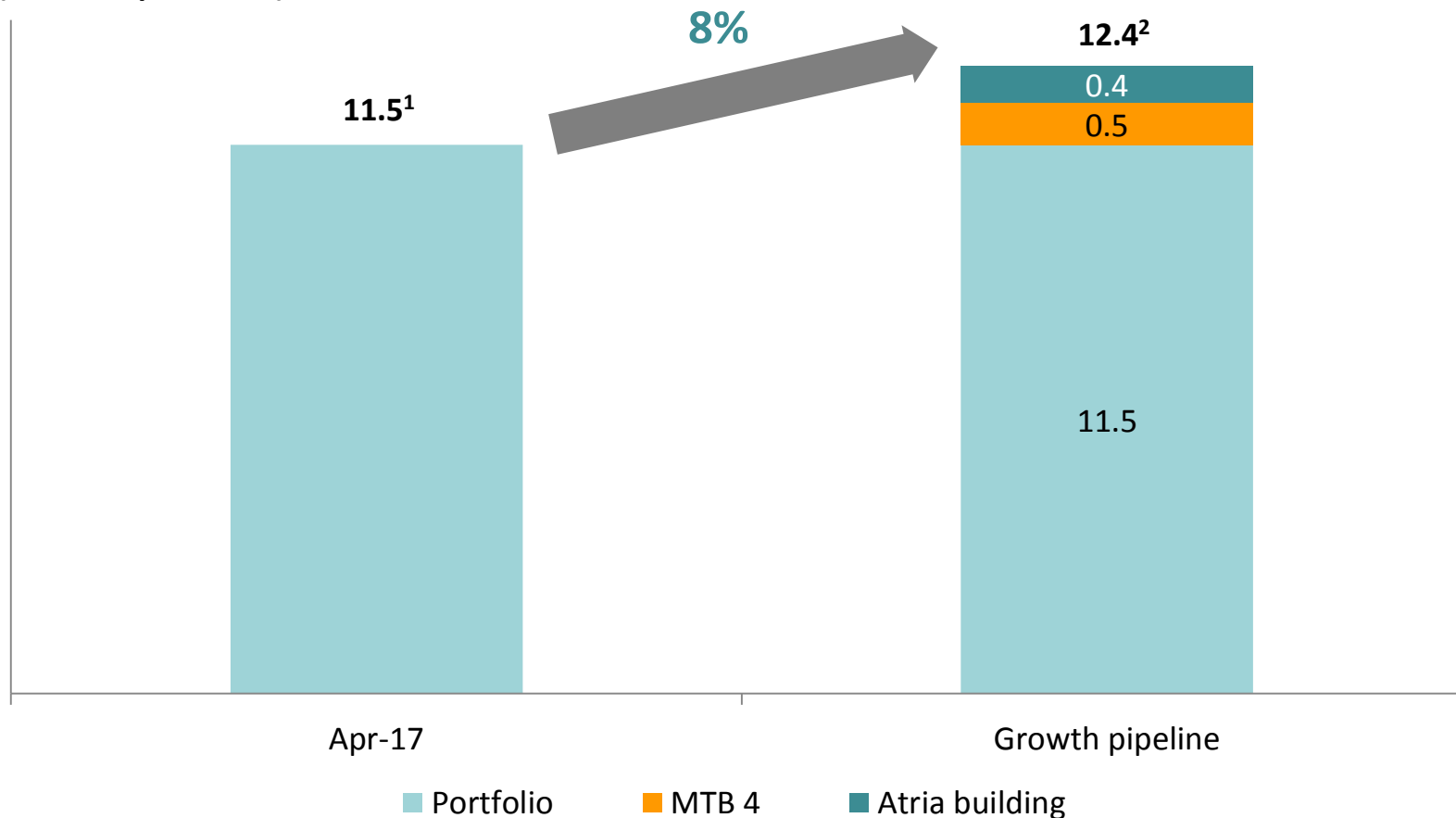
Content

- Outlook



Growth based on committed pipeline

Floor area
(million square feet)



1. Includes aVance 4, which was acquired on 11 April 2017.

2. a-iTrust's pro-forma gearing rises to 32% on completion of development and acquisition of property listed in committed pipeline growth.

Glossary

Trust properties	: Total assets.
Derivative financial instruments	: Includes cross currency swaps (entered to hedge SGD borrowings into INR), interest rate swaps and forward foreign exchange contracts.
DPU	: Distribution per unit.
EBITDA	: Earnings before interest expense, tax, depreciation & amortisation (excluding gains/losses from foreign exchange translation and mark-to-market revaluation from settlement of loans).
Effective borrowings	: Calculated by adding/(deducting) derivative financial instruments liabilities/(assets) to/from gross borrowings, including deferred consideration.
Gearing	: Ratio of effective borrowings to the value of Trust properties.
ITES	: Information Technology Enabled Services.
INR or ₹	: Indian rupees.
m	: Million.
SGD or S\$: Singapore dollars.
Super Built-up Area or SBA	: Sum of the floor area enclosed within the walls, the area occupied by the walls, and the common areas such as the lobbies, lift shafts, toilets and staircases of that property, and in respect of which rent is payable.

Average currency exchange rate

Average exchange rates used to translate a-iTrust's INR income statement to SGD

1 Singapore Dollar buys	Jan	Feb	Mar
Indian Rupee			
2017	47.6	47.4	46.9
2016	46.7	48.5	48.8
<i>SGD appreciation/(depreciation)</i>	1.9%	(2.4%)	(3.8%)

1 Singapore Dollar buys	1Q	2Q	3Q	4Q	FY
Indian Rupee					
FY 16/17	49.3	49.6	47.8	47.3	48.5
FY 15/16	47.0	46.7	46.7	48.0	47.1
<i>SGD appreciation/(depreciation)</i>	4.9%	6.2%	2.4%	(1.5%)	2.9%

Note: These rates represent the average exchange rates between Indian Rupee & Singapore Dollar for the respective periods.

Balance sheet

As at 31 March 2017	INR	SGD
Total assets	₹75.41 billion	S\$1,614 million
Total borrowings	₹21.17 billion	S\$453 million
Deferred consideration ¹	₹0.54 billion	S\$12 million
Derivative financial instruments	₹0.50 billion	S\$11 million
Effective borrowings ²	₹22.21 billion	S\$475 million
Fully & compulsorily convertible debentures (aVance 4)	₹1.20 billion	S\$26 million
Net asset value	₹37.87 per unit	S\$0.81 per unit
Adjusted net asset value ³	₹49.07 per unit	S\$1.05 per unit

1. Deferred consideration relates to the remaining purchase consideration on the acquisition of (1) CyberVale 3 in Chennai and (2) BlueRidge 2 in Pune.
2. Calculated by adding/(deducting) derivative financial instruments liabilities/(assets) to/from gross borrowings, including deferred consideration.
3. Excludes deferred income tax liabilities of ₹10.4 billion (S\$223 million) on capital gains due to fair value revaluation of investment properties.

World-class IT parks

Name	International Tech Park Bangalore	International Tech Park Chennai	CyberVale	CyberPearl	The V	aVance Business Hub	BlueRidge 2
City	Bangalore	Chennai	Chennai	Hyderabad	Hyderabad	Hyderabad	Pune
Site area	68.5 acres 27.9 ha	15.0 acres 6.1 ha	18.2 acres 7.4 ha	6.1 acres 2.4 ha	19.4 acres 7.7 ha	25.7 acres 10.4 ha	5.4 acres 2.2 ha
Completed floor area	4.0m sq ft ¹	2.0m sq ft	0.8m sq ft	0.4m sq ft ¹	1.3m sq ft	1.1m sq ft ¹	1.5m sq ft
Number of buildings	10	3	3	2	5	3	3
Park population	39,100	21,400	7,900	4,500	12,000	10,000	6,000
Land bank (development potential)	2.2m sq ft	-	0.4m sq ft	-	0.4m sq ft	-	-

1. Only includes floor area owned by a-iTrust.

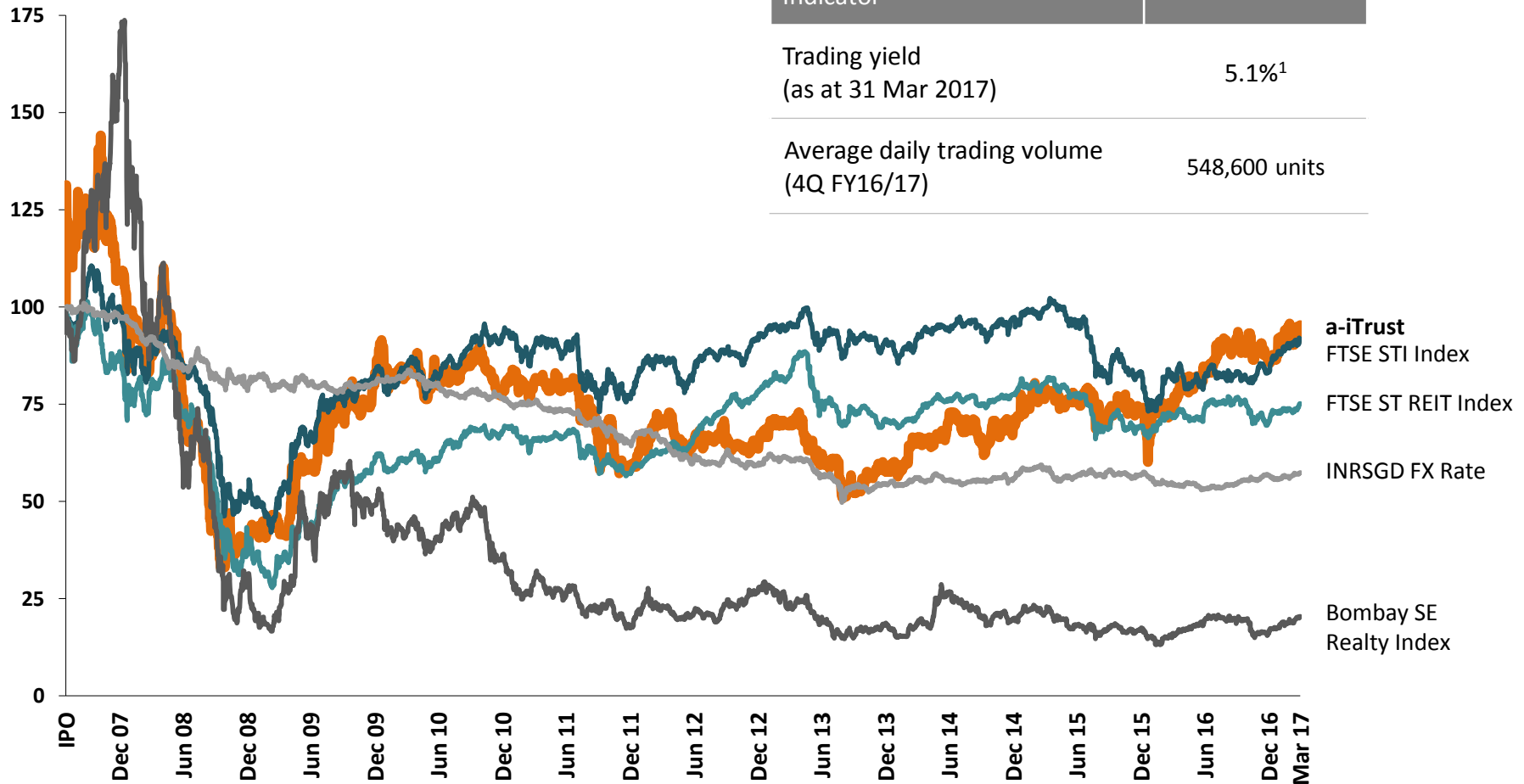
Lease expiry profile

City	FY17/18	FY18/19	FY19/20	FY20/21	FY21/22 & Beyond	Total
Bangalore	1,046,600	392,600	217,200	392,100	1,670,000	3,718,500
Chennai	1,103,000	265,900	471,900	123,500	848,900	2,813,100
Hyderabad	510,500	661,500	362,000	452,400	734,000	2,720,400
Pune	-	-	-	-	814,600	814,600
Total	2,660,000	1,320,000	1,051,000	968,000	4,067,500	10,066,600

Note: Figures are expressed in square feet

a-iTrust unit price versus major indices

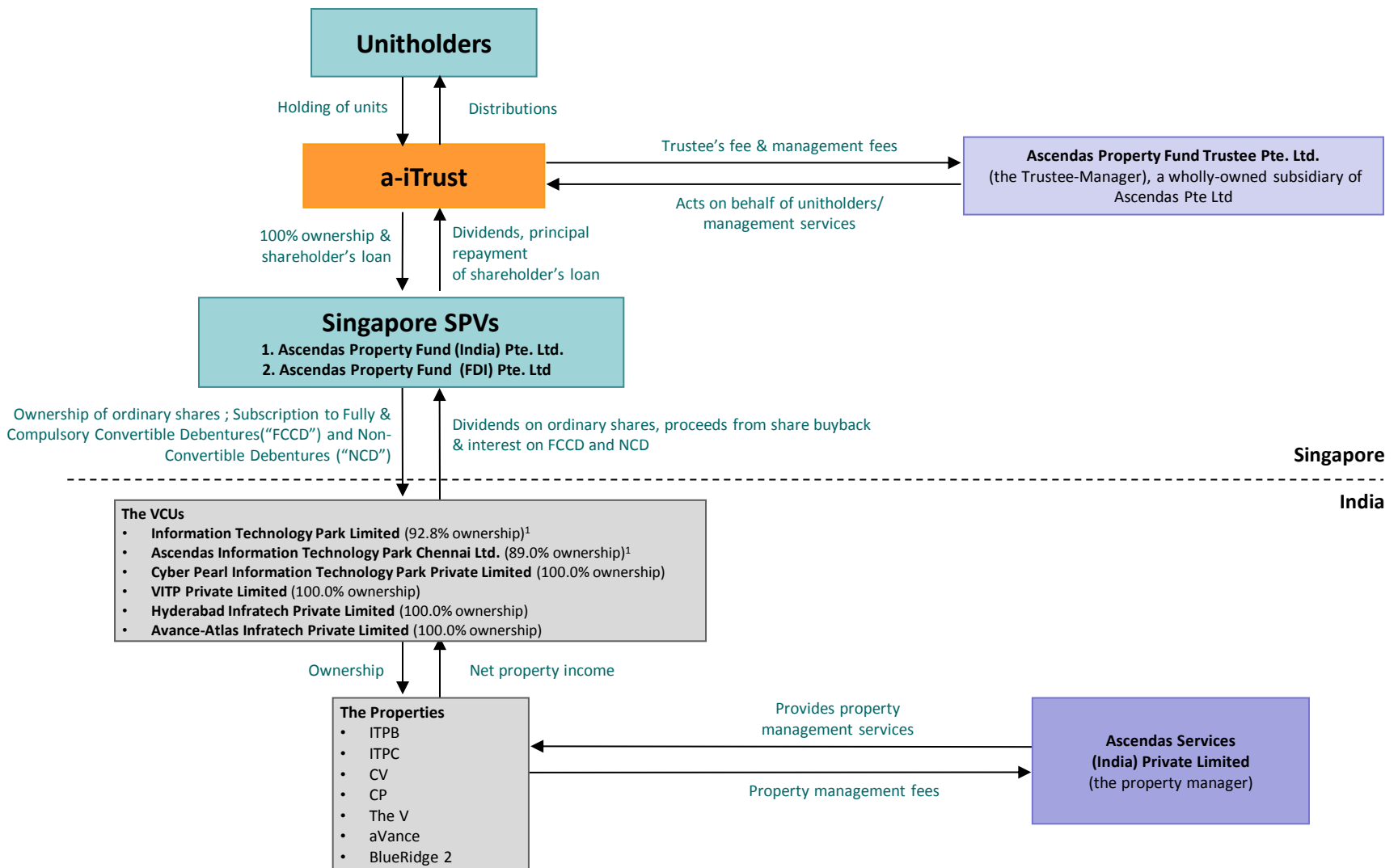
(Indexed)



Source: Bloomberg

1. Trading yield based on FY16/17 DPU of 5.69 cents at closing price of S\$1.125 per unit as at 31 March 2017.

Structure of Ascendas India Trust



1. Karnataka State Government owns 7.2% of ITPB & Tamil Nadu State Government owns 11.0% of ITPC.

Investor contact

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