

Ascendas India Trust  
7<sup>th</sup> Annual General Meeting

10<sup>th</sup> July 2014

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.

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**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” respectively.**

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

# Our business model



# Agenda

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- a-iTrust
- Earnings review
- What affects us
- What we do
- What sustains our business
- Outlook



# a-iTrust portfolio

**aitrust**  
ascendas india trust



aVance Business Hub, Hyderabad



CyberPearl, Hyderabad



International Tech Park Bangalore



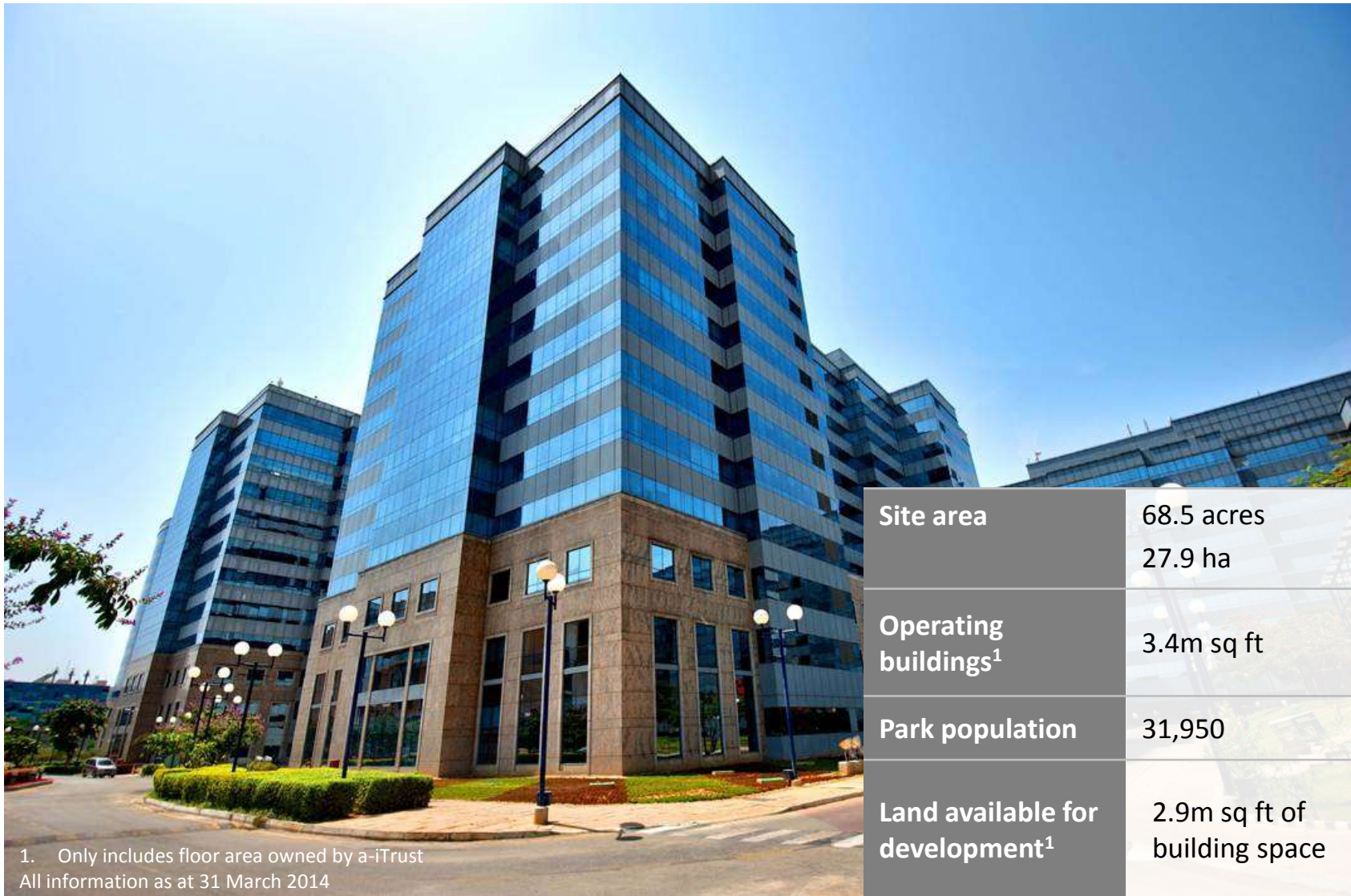
The V, Hyderabad



International Tech Park Chennai



# International Tech Park Bangalore



Site area	68.5 acres 27.9 ha
Operating buildings <sup>1</sup>	3.4m sq ft
Park population	31,950
Land available for development <sup>1</sup>	2.9m sq ft of building space

1. Only includes floor area owned by a-iTrust  
All information as at 31 March 2014



# International Tech Park Chennai



All information as at 31 March 2014

Site area	15 acres 6.1 ha
Operating buildings	2.0m sq ft
Park population	18,800



# CyberPearl, Hyderabad



Site area	6.1 acres 2.4 ha
Operating buildings	0.4m sq ft
Park population	4,500

All information as at 31 March 2014



# The V, Hyderabad



Site area	19.4 acres 7.7 ha
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Operating buildings	1.3m sq ft
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Park population	12,000
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All information as at 31 March 2014



# aVance Business Hub, Hyderabad



1. Only includes floor area owned by a-iTrust  
All information as at 31 March 2014

Site area	25.7 acres 10.3 ha
Operating buildings <sup>1</sup>	0.4m sq ft
Park population	5,000



# Increased portfolio valuation

Market valuation <sup>1,2</sup> INR million	31 March 2014	31 March 2013	Variance
International Tech Park Bangalore	20,318	18,535	9.6%
International Tech Park Chennai	10,740	9,574	12.2%
CyberPearl, Hyderabad	2,024	1,959	3.3%
The V, Hyderabad	6,450	6,263	3.0%
aVance Business Hub, Hyderabad	2,051	1,911	7.3%
<b>Portfolio</b>	<b>41,583</b>	<b>38,242</b>	<b>8.7%</b>

1. 2014 independent market valuation conducted by Cushman & Wakefield India Pvt Ltd.; 2013 valuation 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.



# Key safeguarding provisions

Permissible  
Investment

Adherence to safeguarding provisions  
on allowable investments



Distributable  
income

Minimum 90% to be distributed



Tax-exempt  
distributions

Distribution exempt from Singapore tax



**Retains upside potential through 20% development limit**



## Awards & accolades



- ITPC won the FIABCI Prix d' Excellence Award (Industrial Category).



- a-iTrust awarded Merit winner under Singapore Corporate Governance Award (REIT category), at the SIAS Investors' Choice Awards 2013.



- The Aviator building at ITPB was awarded the LEED Platinum certification.

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# Review of FY13/14 results

	FY13/14	FY12/13	Variance
<i>INR/SGD FX rate<sup>1</sup></i>	47.9	43.9	9%
Total Property Income	₹5,774m	₹5,540m	4%
Net Property Income	₹3,450m	₹3,165m	9%
Income available for distribution	₹2,210m S\$46.1m	₹1,896m S\$43.3m	17% 7%
Income to be distributed <sup>2</sup>	₹1,989m S\$41.5m	₹1,707m S\$39.0m	17% 7%
DPU (income to be distributed)	₹2.18 4.56¢	₹2.03 4.65¢	8% (2%)

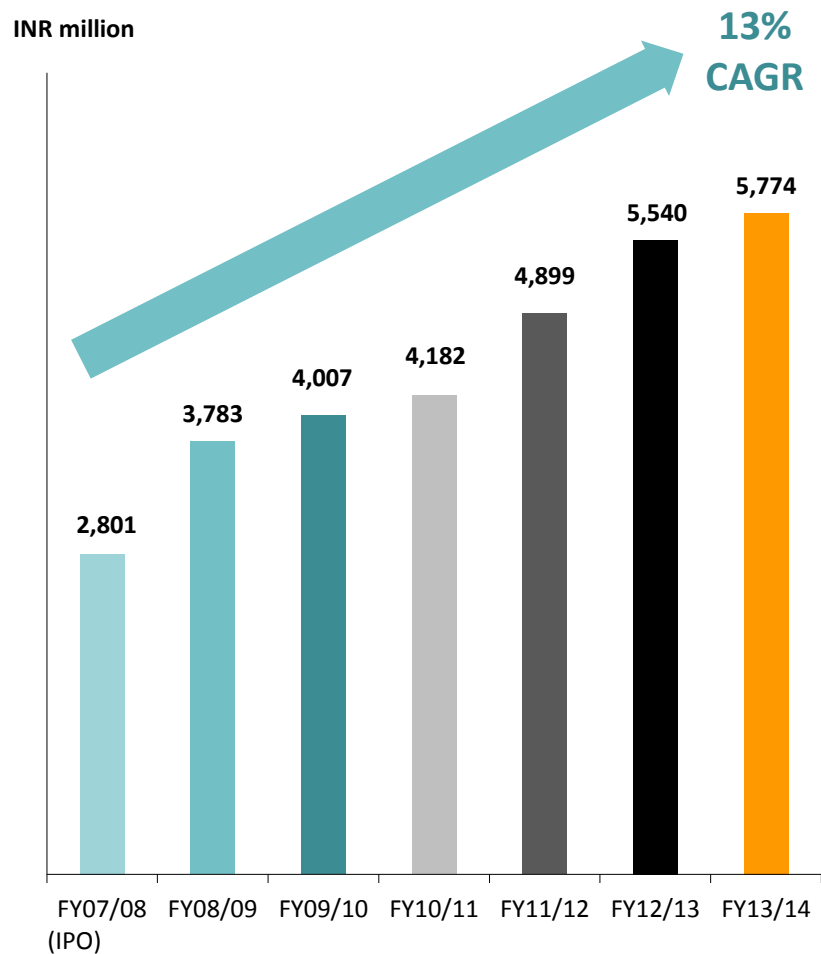
1. Exchange rates used to translate a-iTrust's INR income statement to SGD.

2. After retaining 10% of income available for distribution.

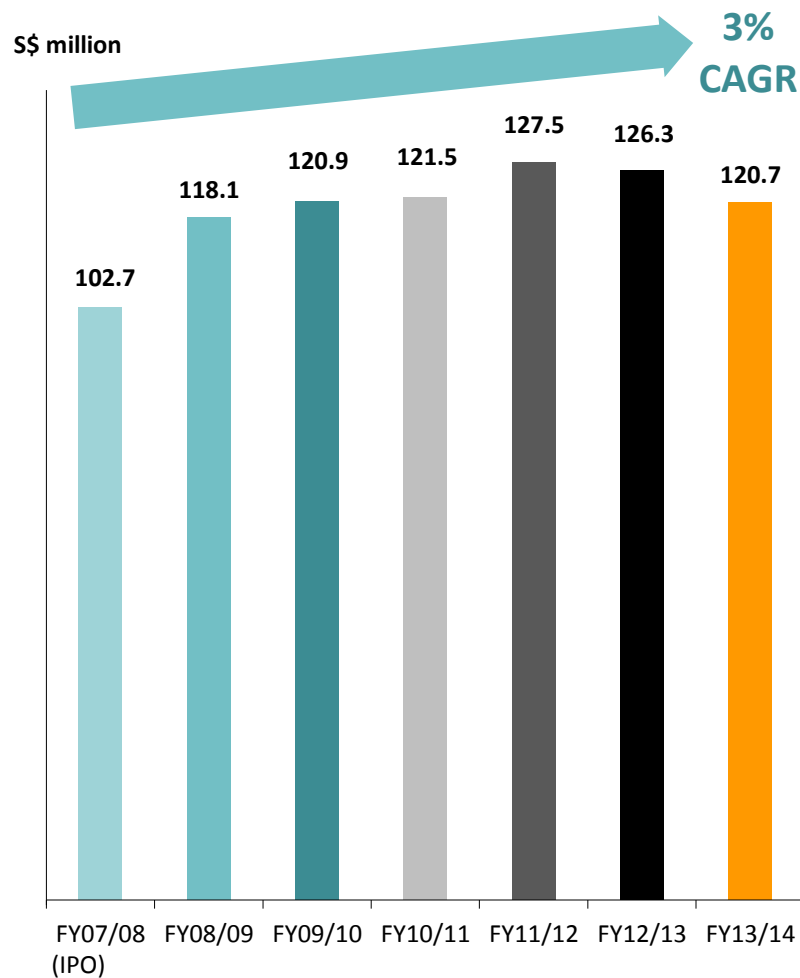


# Revenue growth trends

## Total Property Income (INR)



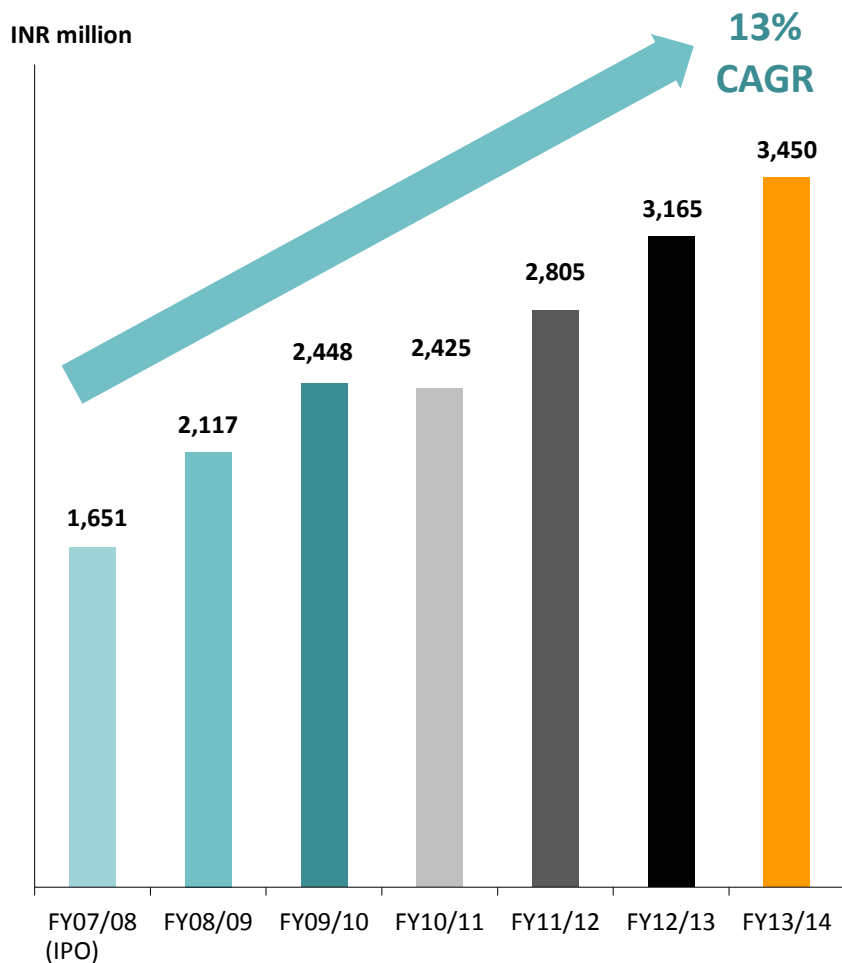
## Total Property Income (SGD)



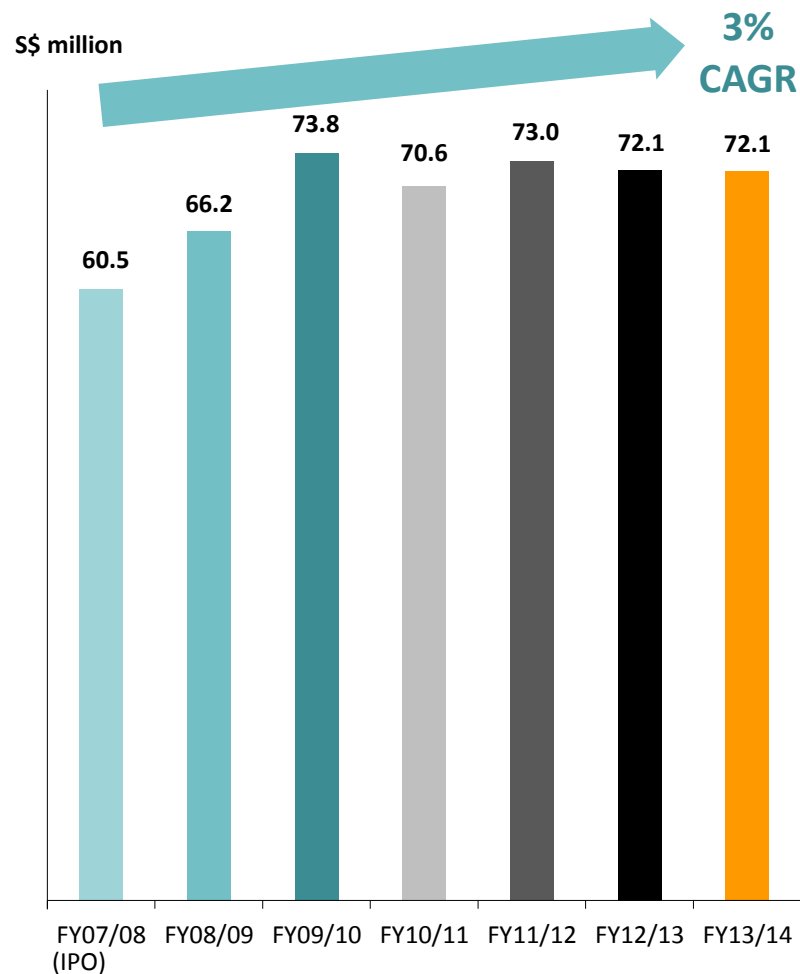


# Income growth trends

## Net Property Income (INR)

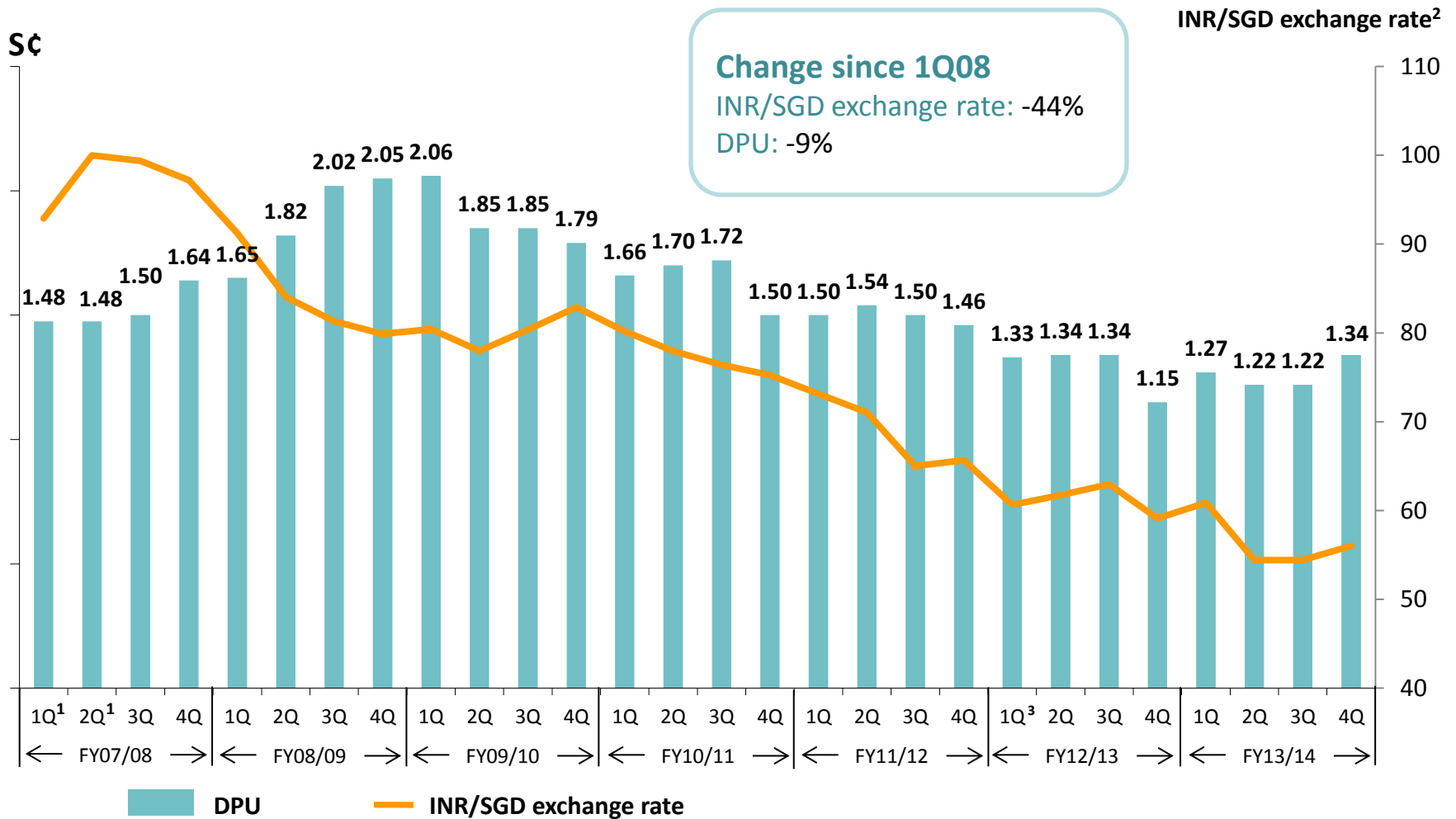


## Net Property Income (SGD)





# SGD DPU moderated by weak Indian Rupee



1. 1H FY07/08 DPU was split equally into 2 quarters (1Q08 & 2Q08) for illustrative purposes.
2. Spot quarterly INR/SGD exchange rate pegged to 30 June 2007, data sourced from Bloomberg.
3. Shows DPU assuming 100% of distributable income was paid out from 1Q13 onwards.

# Agenda

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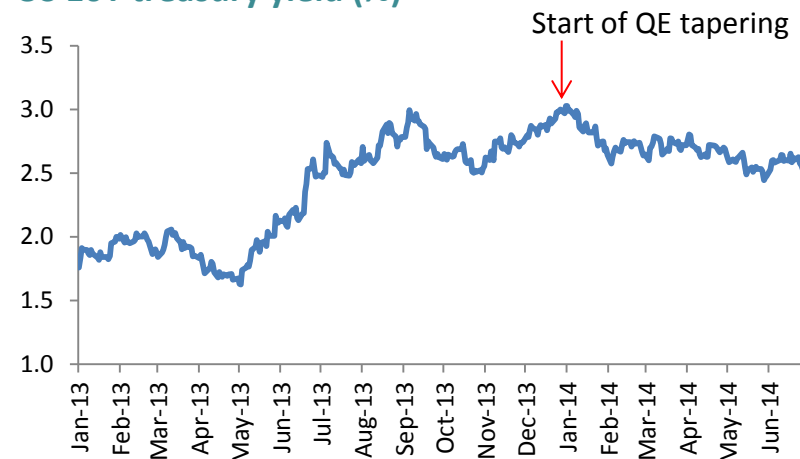
- a-iTrust
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## Interest rates

- While US 10-year treasury yield has risen in anticipation of quantitative easing (QE) tapering, it has since retreated back to 2.53% as at 30 June 2014<sup>1</sup>.

US 10Y treasury yield (%)<sup>1</sup>



## Economic activity

- Global GDP is forecast to grow by 3.6% in 2014, up from 3.0% in 2013<sup>2</sup>.
- US GDP is forecast to grow by 2.8% in 2014, up from 1.9% in 2013<sup>2</sup>.

1. Source: Data from Bloomberg

2. Source: April 2014 IMF World Economic Outlook



# Sentiments have improved post elections

## Indian economy

- India's GDP grew by 4.6% in 9MFY14 and is forecast to grow by 4.7% in FY14<sup>1</sup>.
- Indian Rupee declined to all-time low of 54 against Singapore Dollar in August 2013. It has since recovered to 48 as at June 2014<sup>2</sup>.
- The equity markets in India have shown a sharp increase, with the SENSEX index rising 21% since January 2014 to hit an all-time high of 25,584<sup>2</sup>.

## Indian elections

- The election success of PM Modi's BJP party has reinvigorated investor sentiments in India.

1. Source: The Central Statistics Office

2. Source: Data from Bloomberg



# India remains dominant IT/offshoring hub

- India moving up value chain to offer cutting edge product development and R&D hubs for global tech companies.
- Highly cost competitive environment.
- Abundant availability of skilled labour force.
- Qualified English speaking talent pool.
- Rapid IT-BPO export revenues growth
  - Forecast to achieve 13-15% growth in FY2015<sup>1</sup>

## Salary for IT/software engineer, developer or programmer<sup>2</sup>

Countries	US\$ (p.a.)
<b>India</b>	<b>5,719</b>
Malaysia	12,971
Hong Kong	20,948
Japan	34,516
Singapore	34,829
UK	49,799
Australia	56,984
US	67,685

1. Source: NASSCOM

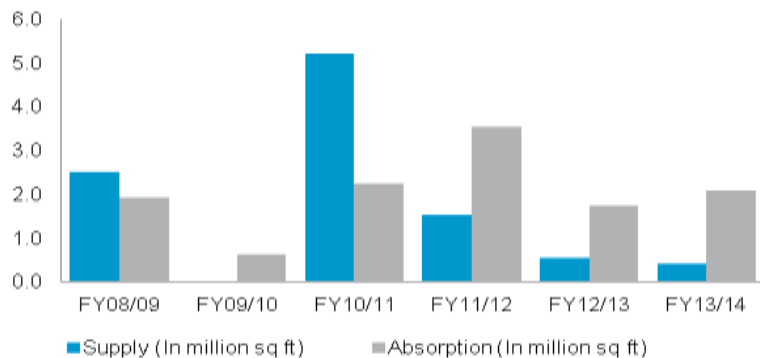
2. Source: March 2014 median salary from PayScale (provider of global online compensation data), converted into USD from local currencies using exchange rate from Bloomberg (31 March 2014)



# Office markets remained stable

## Bangalore

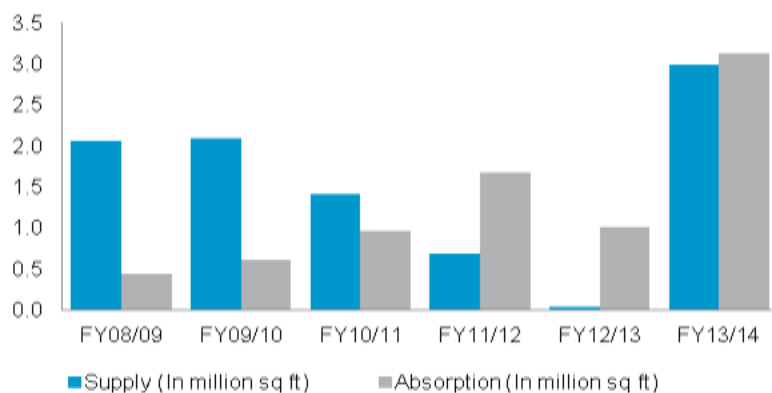
Area in million sq ft



Source: Cushman & Wakefield

## Chennai

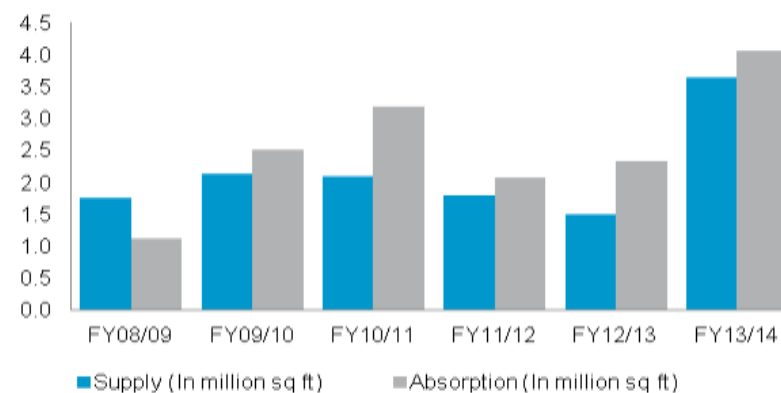
Area in million sq ft



Source: Cushman & Wakefield

## Hyderabad

Area in million sq ft



Source: Cushman & Wakefield

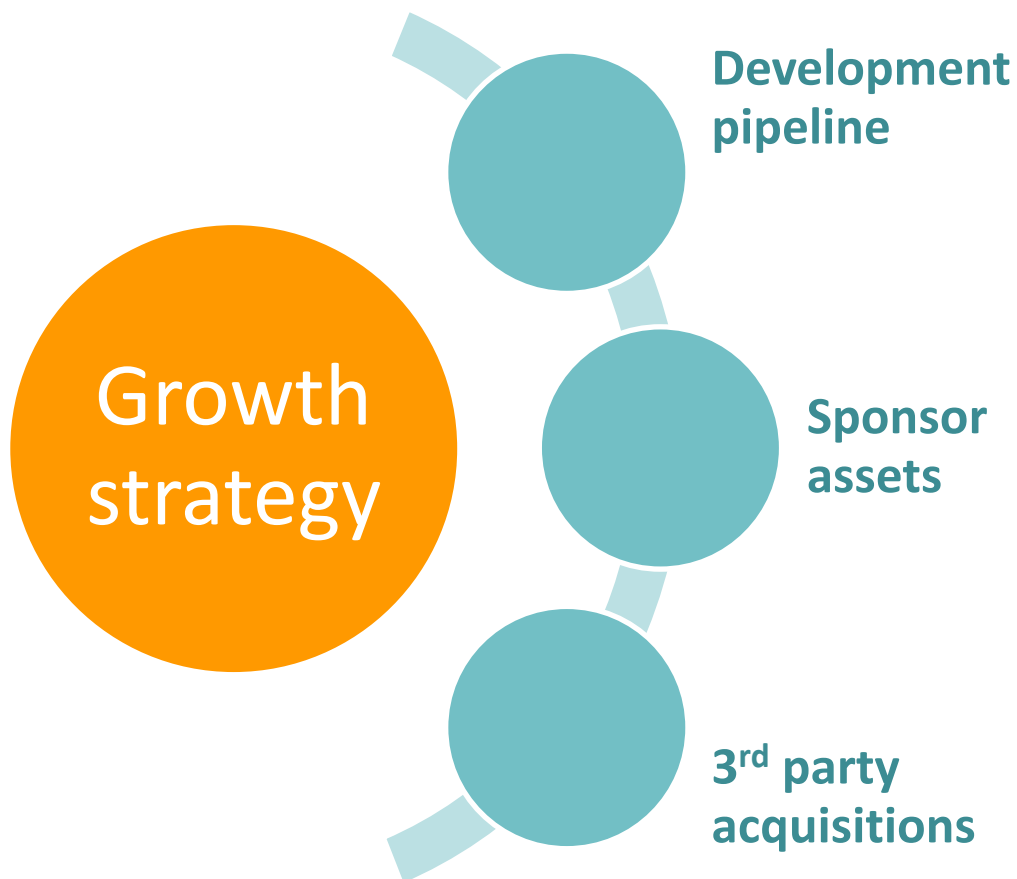
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# Investment management



- 2.9m sq ft of space available for development
- 3.2m sq ft of potential space from Right of first refusal from Ascendas Land International Pte Ltd
- Right of first refusal from Ascendas India Development Trust
- Right of first refusal for Ascendas' stake in Ascendas India Growth Programme assets
- aVance Business Hub
  - 1.9m sq ft of conditional acquisitions
  - 1.2m sq ft from Right of first refusal

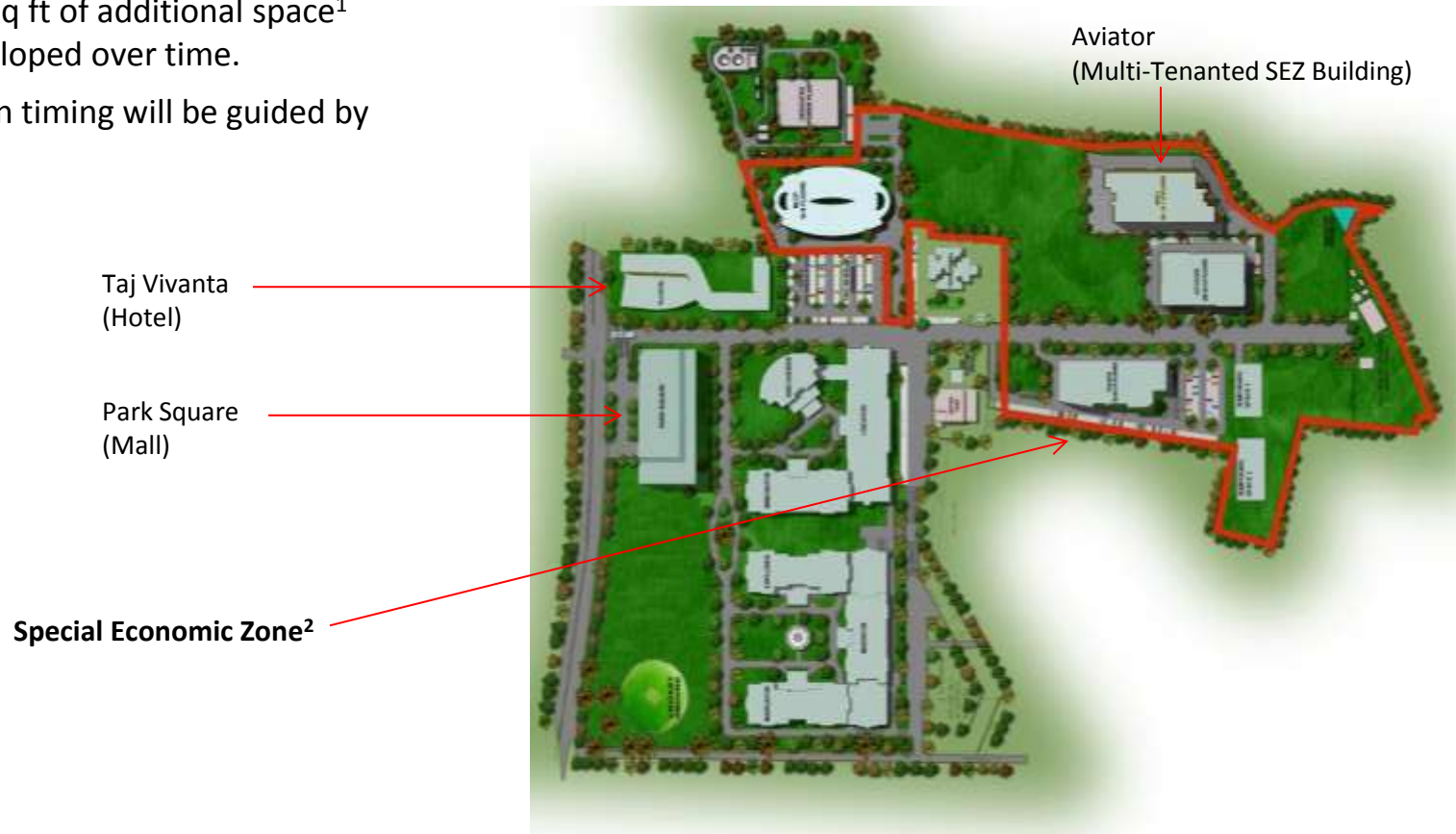


# Substantial development pipeline

## Future Development Potential

- 2.9 million sq ft of additional space<sup>1</sup> can be developed over time.
- Construction timing will be guided by demand.

## International Tech Park Bangalore



1. The potential floor area has increased from 1.9 million sq ft to 2.9 million sq ft post clarification of the official calculation methodology of floor space index.
2. Red line marks border of SEZ area.



# Aviator – latest building in ITPB



- 601,360 sq ft development
- 100% committed
- Space is handed over to tenants in phases, with 55% income recognised for 31 March 2014 end quarter & ~80% of income projected to be recognised by Sep 2014
- In 4Q FY13/14, Aviator's value was transferred from 'investment property under construction' to 'investment property' in balance sheet



# Voyager case study



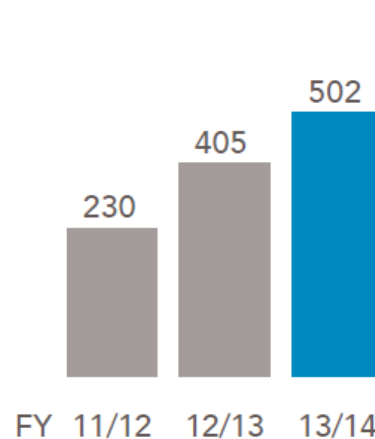
**Valuation as at 31 March 2014:** ₹2.98 billion

**Amount invested** : ₹1.50 billion

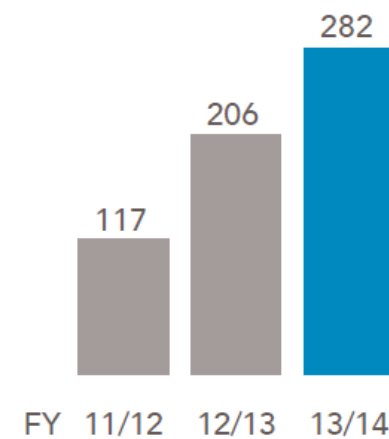
**Developmental gains** : ₹1.48 billion<sup>1</sup>

**Development yield** : 18.8%

**Total property income**  
(₹ 'mil)



**Net property income**  
(₹ 'mil)



1. Development gains calculated by deducting amount invested from 31 March 2014 valuation.



# Right of first refusal (“ROFR”) from sponsor

## Ascendas Land International Pte Ltd

- CyberVale, Chennai:
  - 0.6m sq ft of completed space
  - Vacant land with development potential of 0.3m sq ft
- International Tech Park Pune, Pune:
  - 0.7m sq ft completed space
  - Vacant land with development potential of 1.6m sq ft



Cybervale, Chennai

## Ascendas India Development Trust (“AIDT”)

- A real estate fund that undertakes development of greenfield projects
- Committed equity of S\$500m
- Land in Gurgaon, Chennai & Coimbatore

## Ascendas India Growth Programme (“AIGP”)

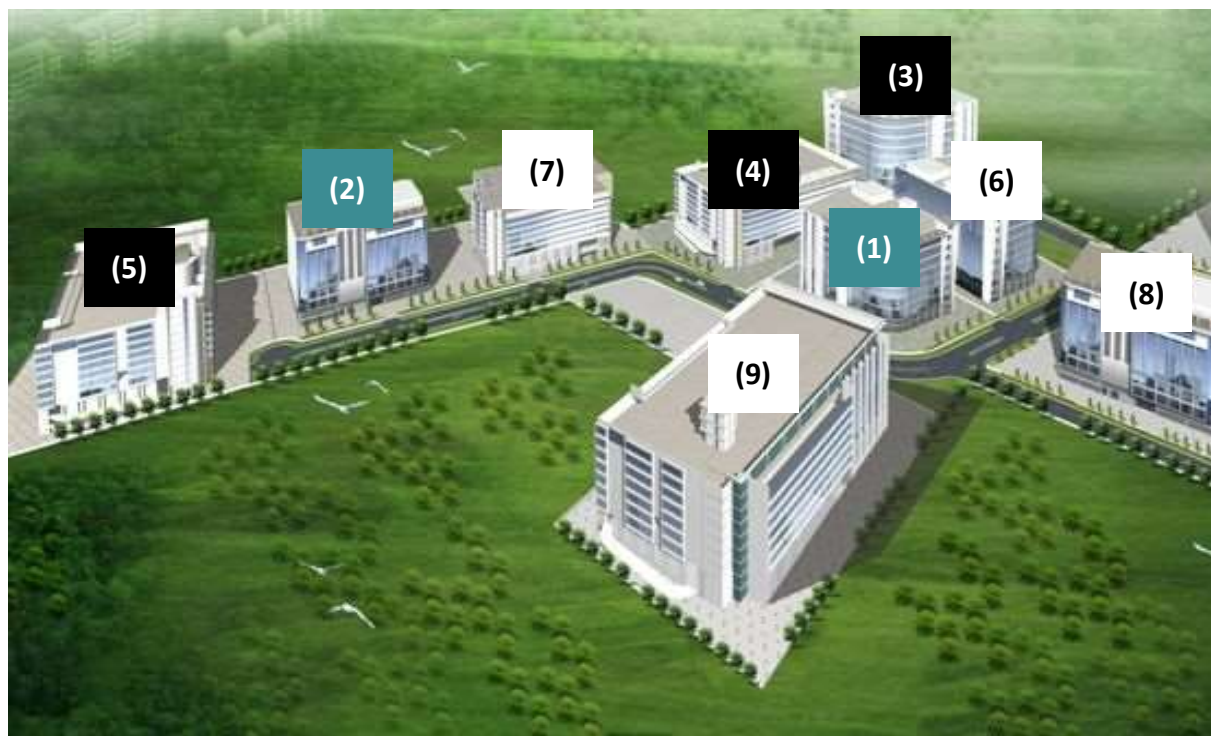
- A real estate fund that targets business space developments, and pre-stabilised completed business space assets
- Target asset size of S\$600m
- Ascendas Group has given a-iTrust a ROFR to its stake in AIGP assets



# 3<sup>rd</sup> party acquisitions

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





## Park Statistics

Site area: 25.7 acres / 10.4 ha

Vendor assets: marked in black

Land owner assets: marked in white

(1) & (2) owned by a-iTrust: 0.43m sq ft

Conditional acquisitions of (3), (4) & (5): 1.94m sq ft

ROFR to (6), (7), (8) & (9): 1.16m sq ft



- aVance 1 & 2 (0.43m sq ft):
  - a-iTrust completed the acquisition of aVance 1 & 2 in February 2012.
  - Purchase consideration of ₹1,765m (S\$45m<sup>1</sup>) was fully debt funded.
- aVance 3 (0.69m sq ft):
  - a-iTrust invested ₹1,750m (S\$40m<sup>1</sup>) in March 2013.
  - a-iTrust invested an additional ₹420m (S\$8.6m<sup>1</sup>) in January 2014.
  - a-iTrust would complete the acquisition upon satisfaction of all conditions precedent.
- aVance 4 & 5 (1.25m sq ft):
  - a-iTrust has the rights to acquire 2 future buildings individually, subject to required occupancy levels being met amongst other conditions.
- ROFR to another 4 buildings (1.16m sq ft).

1. Converted into SGD using spot exchange rate at the time of acquisition/investment.



# aVance Building 3



- Leasing commitment level: 69%
- 690,520 sq ft development
- Construction status: completed



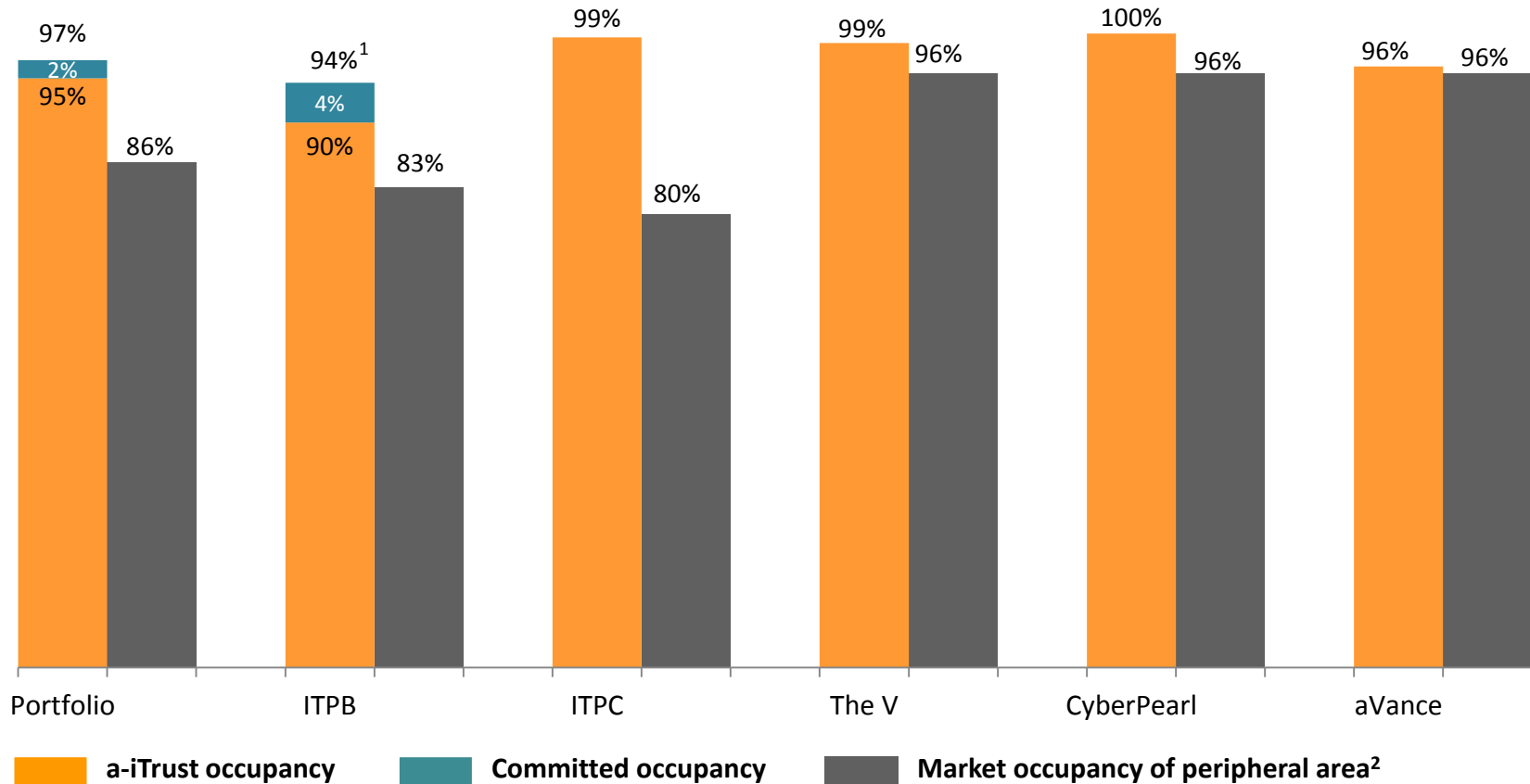
## Ascendas Advantage

- Quality space
- Reliable solutions
- International business lifestyle:
  - Recreational activities
  - Events
  - Retail mall
  - Fitness centre
  - Restaurants & food courts
  - Clinics
  - Banks





# Strong portfolio occupancy



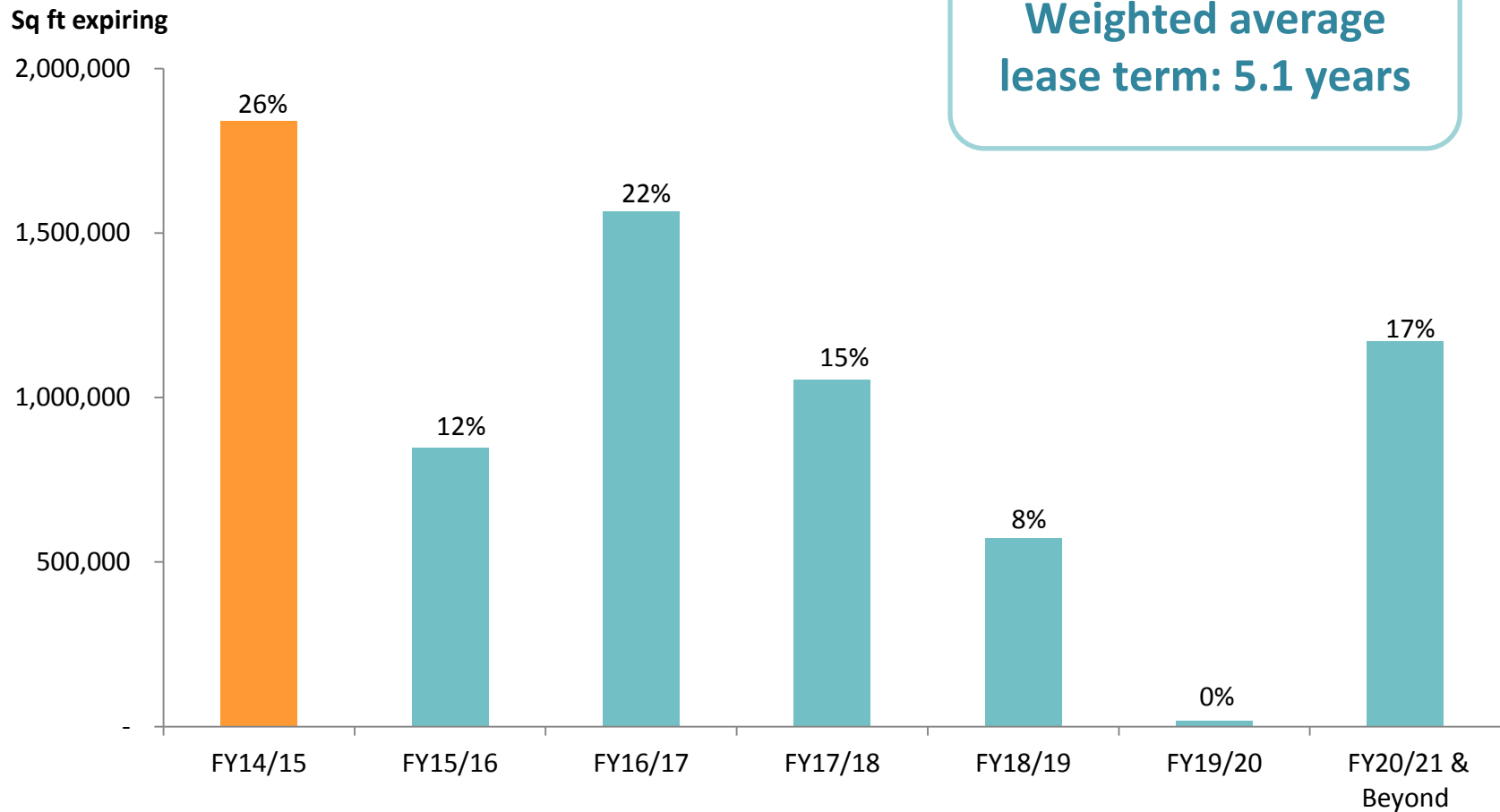
All information as at 31 March 2014

1. Includes space that have been committed in Aviator which would be progressively handed over to tenants in subsequent quarters.
2. Jones Lang LaSalle Meghraj market report as at 31 March 2014.



# Spread-out lease expiry profile

## Portfolio lease expiry profile

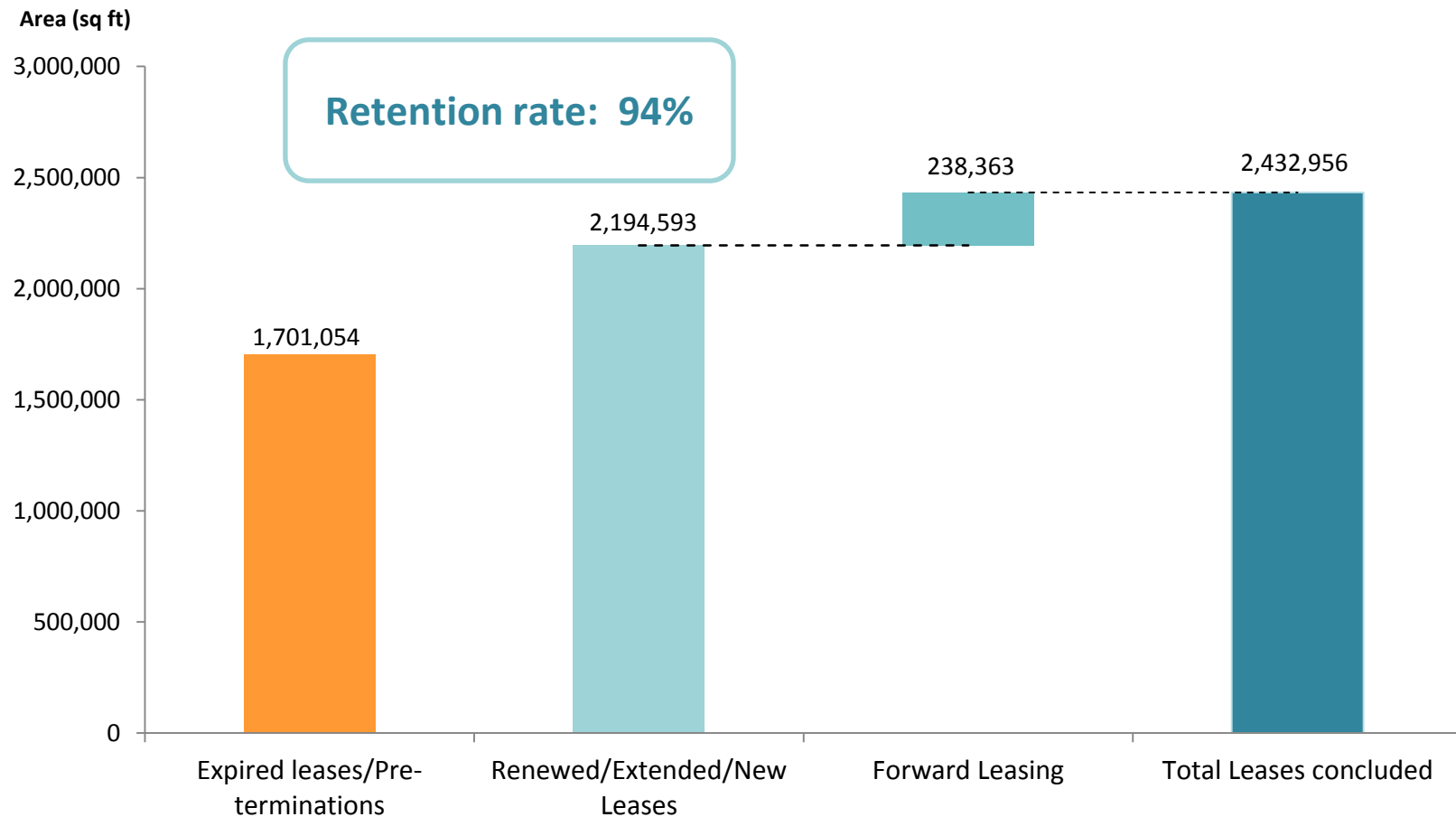


All information as at 31 March 2014



# Healthy leasing momentum

Leasing activities from 1 April 2013 to 31 March 2014<sup>1</sup>

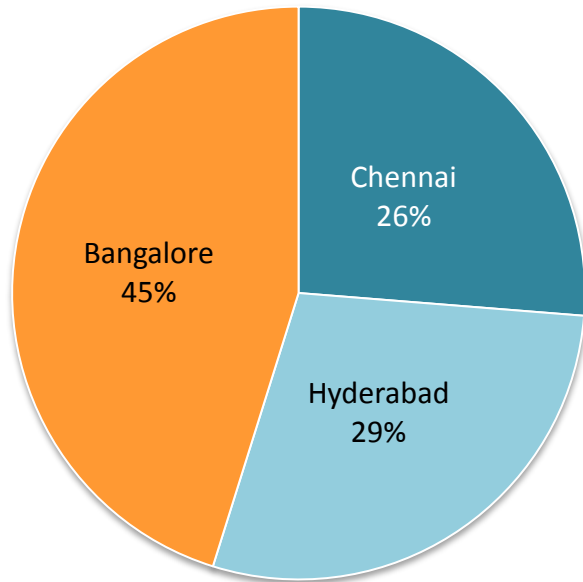


1. Includes 469,713 sq ft of space leased and 131,647 sq ft of space committed in Aviator building.



# Diversified portfolio

## Portfolio breakdown



**Floor area** 7.5 million sq ft

## Customer Base

**Total number of tenants** 345

**Average space per tenant** 20,470 sq ft

**Largest tenant accounts for  
7% of the portfolio base rent**

All information as at 31 March 2014



# Quality tenants

No.	Top ten tenants (in alphabetical order)	Parent company
1	Affiliated Computer Services of India Pvt. Ltd.	Xerox
2	Applied Materials India Pvt. Ltd.	Applied Materials
3	BA Continuum Pvt. Ltd.	Bank of America Merrill Lynch
4	Bally Technologies India Pvt. Ltd.	Bally Technologies
5	Cognizant Technology Solution (India) Pvt. Ltd.	Cognizant
6	General Motors India Pvt. Ltd.	General Motors
7	iNautix Technologies India Pvt. Ltd.	BNY Mellon
8	Mu Sigma Business Solutions Pvt. Ltd.	Mu Sigma
9	Societe Generale Global Solution Centre Pvt. Ltd.	Societe Generale
10	Technicolor India Pvt. Ltd.	Technicolor

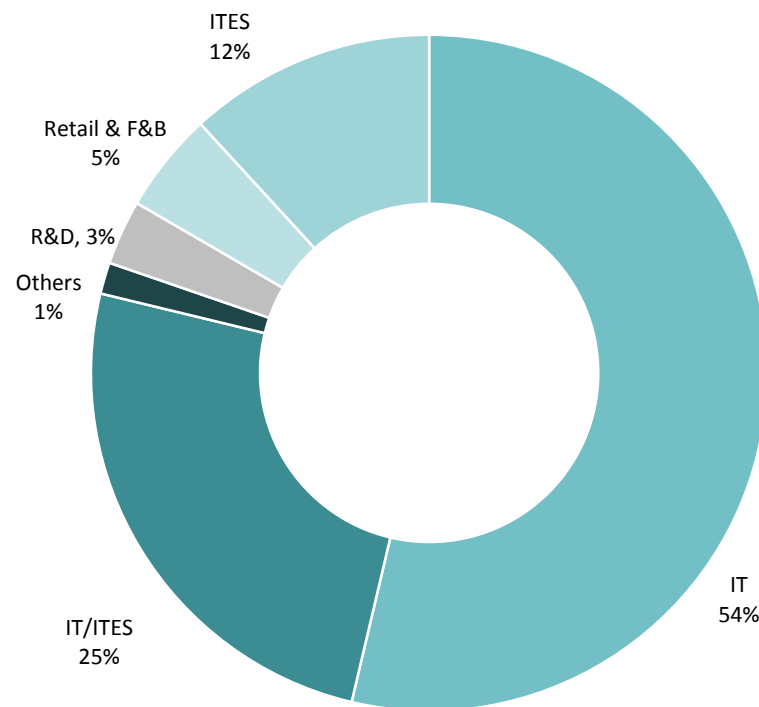
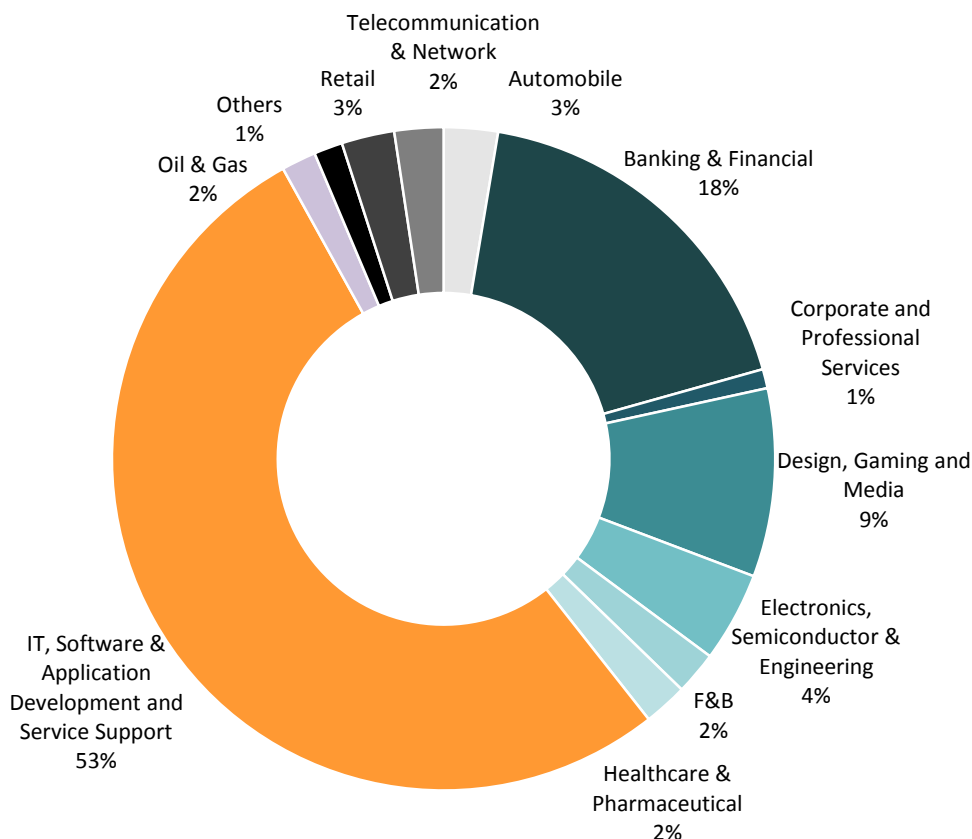
**Top 10 tenants accounted for 34% of portfolio base rent**

All information as at 31 March 2014



# Diversified tenant base

## Tenant core business & activity by base rental



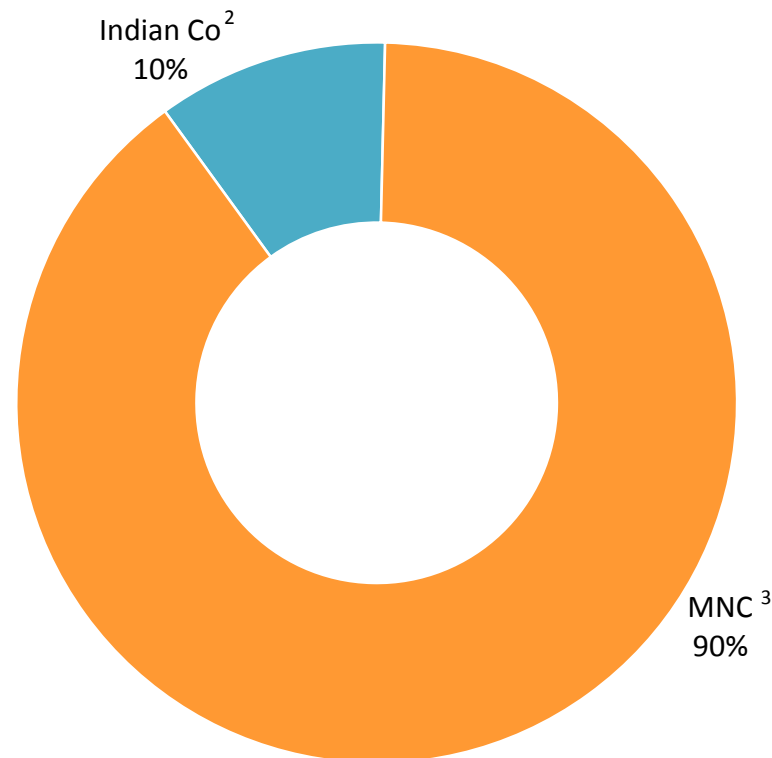
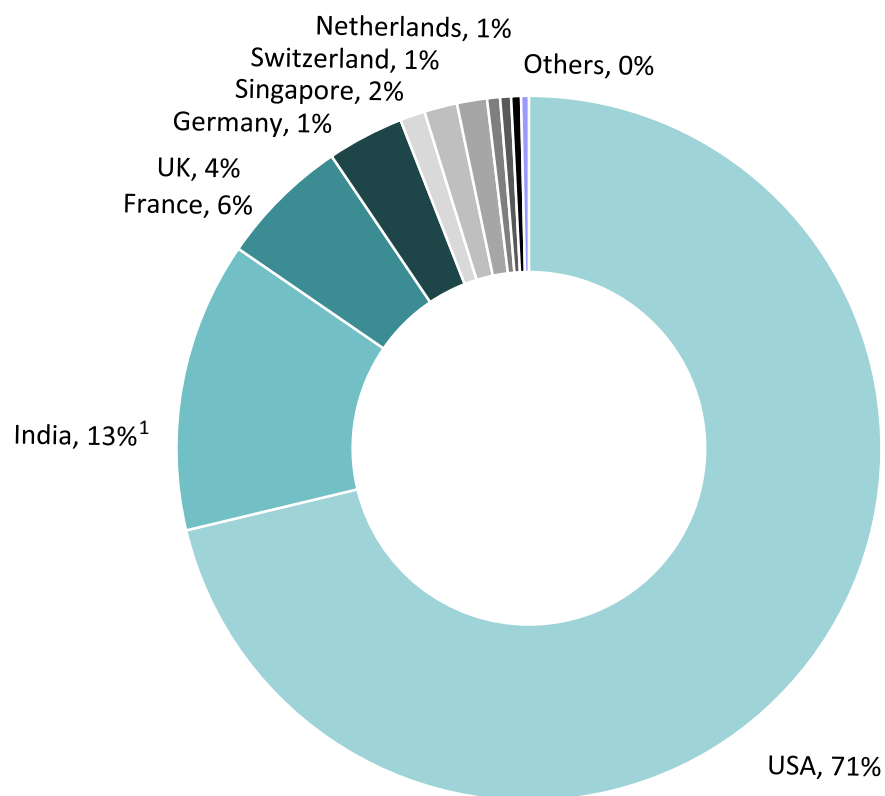
All information as at 31 March 2014

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 2014

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.



# Capital management

Indicator	As at 31 Mar 2014
Interest service coverage (EBITDA <sup>1</sup> / Interest expenses <sup>2</sup> )	4.8 times (FY13/14)
Percentage of fixed rate debt	100%
Secured borrowings / Asset value	3.0% <sup>3</sup>
Effective weighted average cost of debt (Net of tax shield benefits)	6.1%

**Gearing: 22%<sup>4</sup>**

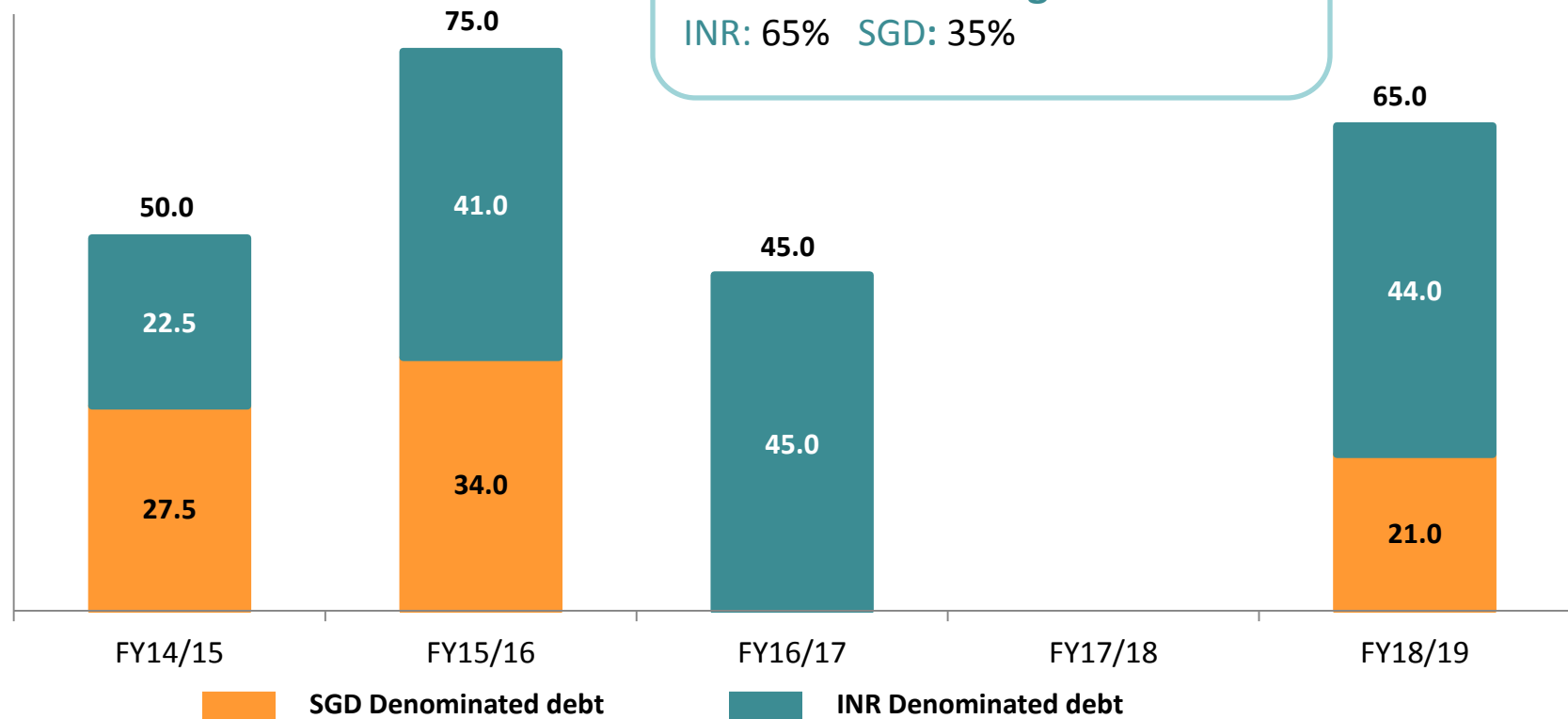
1. Earnings before interest, tax, depreciation & amortisation (excluding gains/losses from foreign exchange translation and mark-to-market revaluation of forward foreign exchange contracts).
2. Includes capitalised interest.
3. Excludes non-controlling interests.
4. Ratio of total borrowings to the value of trust property.



# Debt expiry profile

## Debt maturity profile<sup>1</sup>

S\$ Million



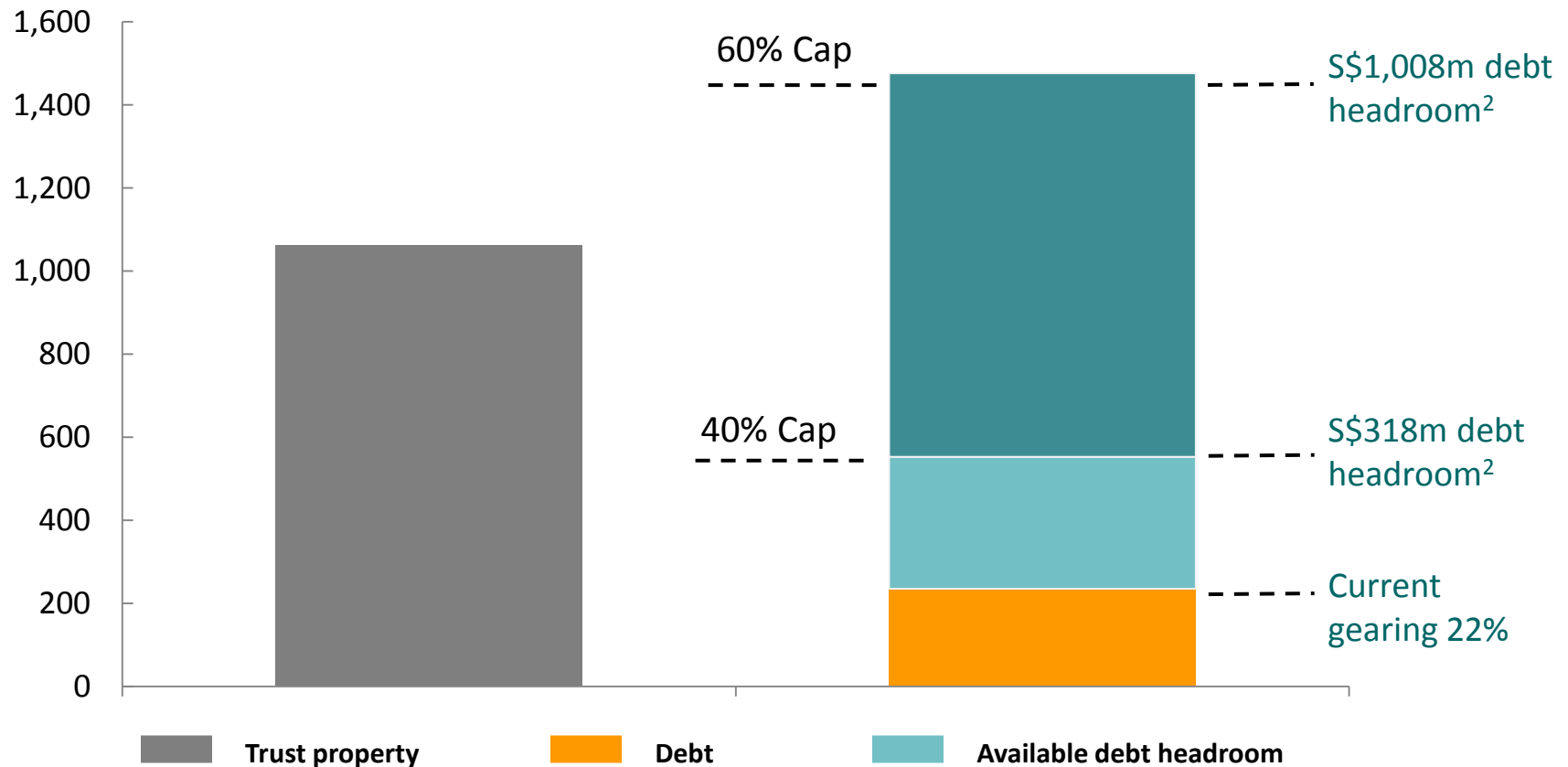
Information as at 31 March 2014

1. Figures on this chart defers from the presentation slides dated 24 April 2014 as it excludes the computation of derivative financial instruments from total borrowings.



# Debt headroom

S\$ Million<sup>1</sup>



All information as at 31 March 2014

1. Figures on this chart defers from the presentation slides dated 24 April 2014 as it excludes the computation of derivative financial instruments from total borrowings.
2. Calculation of debt headroom assumes further gearing capacity on new asset acquired.



# Currency hedging strategy

## 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.

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# What sustains our business

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## Financial Stability

- Financial Sustainability
- Investors
- Customers

## Good Governance

- Code of Ethics and Conduct

## Social Responsibility

- People
- Health & Safety
- Community

## Environmental Awareness

- Energy Conservation
- Carbon Emissions
- Water Consumption
- Green Building Certification

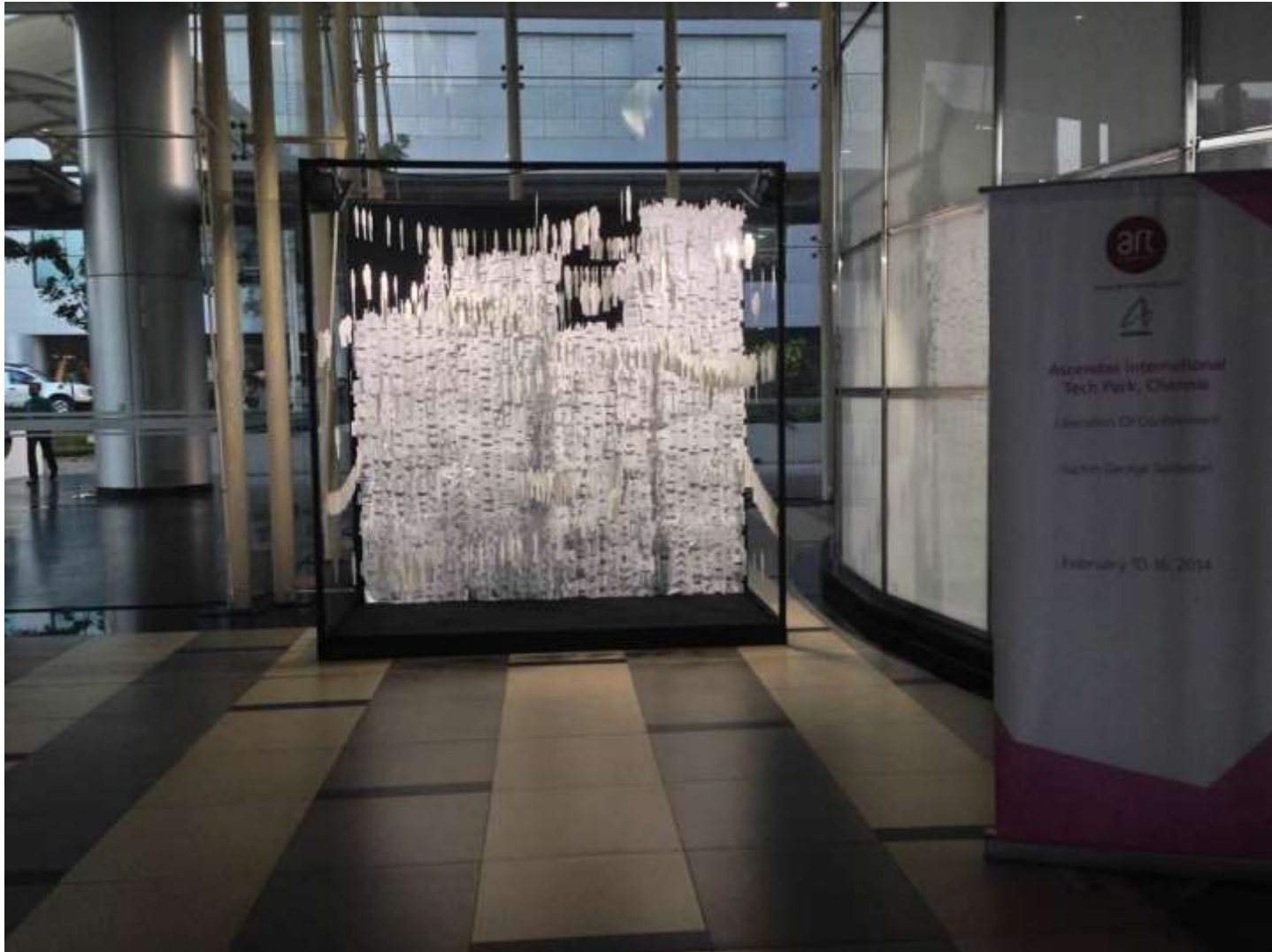


# “Under the stars”





# “Art Chennai”



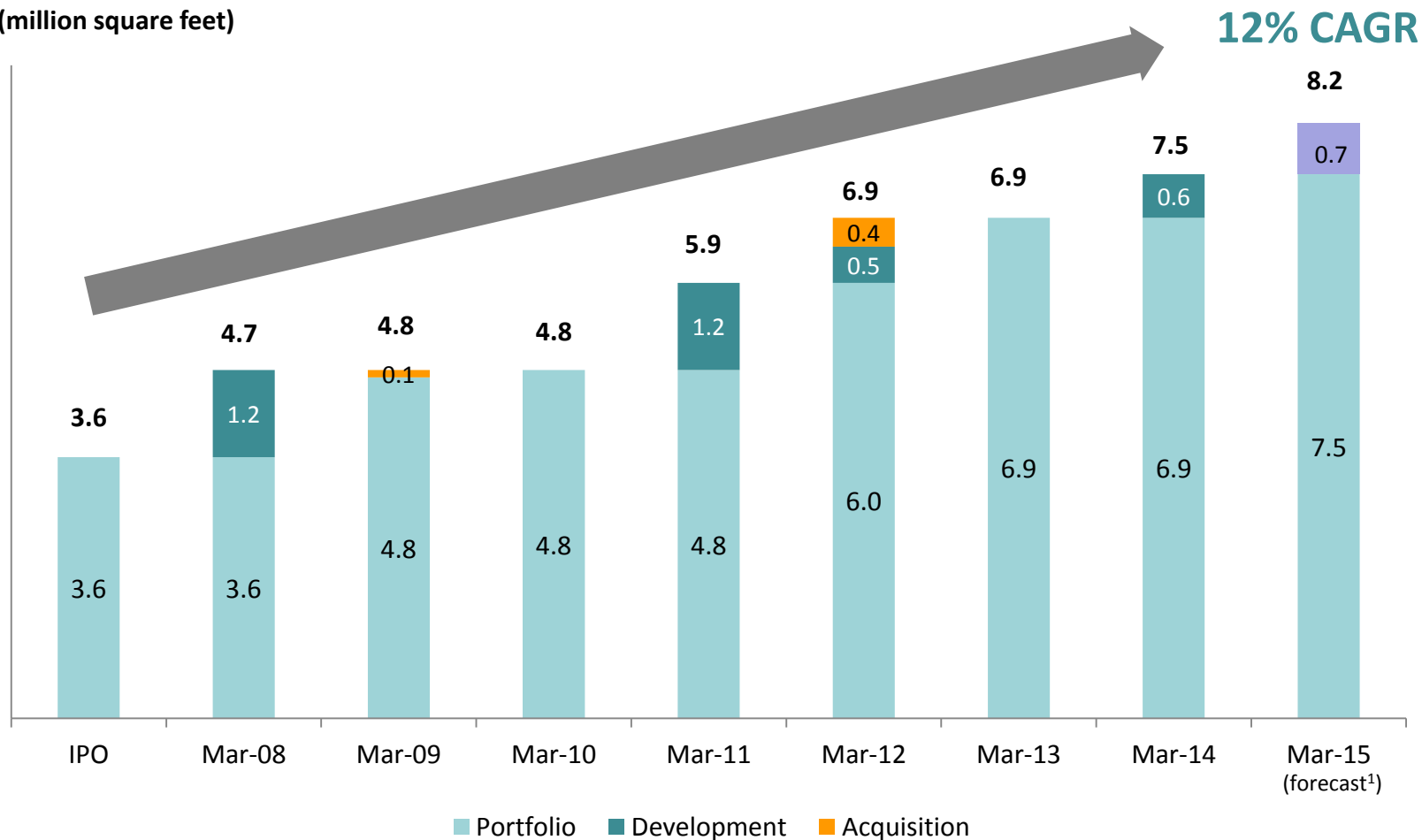
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# Growth outlook

Floor area  
(million square feet)



1. Assumes that the acquisition of aVance 3 is completed by 31 March 2015 and excludes investments that have not already been made.



**Sanjeev Dasgupta**  
Chief Executive Officer-Designate

# Ascendas India Trust Extraordinary General Meeting

10<sup>th</sup> July 2014

# To accurately reflect a-iTrust's indebtedness

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- We can borrow in Indian Rupee by:
  - Borrowing in India directly in Indian Rupee
  - Borrowing in Singapore Dollar and swapping to Indian Rupee
- Current gearing computation does not take into account derivatives used to swap Singapore Dollar borrowings into Indian Rupee.
- New gearing computation accurately reflects total indebtedness by including derivatives used to swap Singapore Dollar borrowings into Indian Rupee.

# Current gearing computation

$$\begin{aligned} & \frac{\text{Total borrowings and deferred payments}}{\text{Value of Trust Property}} \times 100\% \\ = & \frac{234.4 \text{ million}}{1,062.6 \text{ million}} \times 100\% \\ = & 22.1\% \end{aligned}$$

# Proposed gearing computation

$$\begin{aligned} & \frac{\text{Total borrowings and deferred payments} - \text{Fair value of (DFI assets - DFI liability)}^1}{\text{Value of Trust Property}} \times 100\% \\ &= \frac{234.4 \text{ million} - 15.9 \text{ million}}{1,062.6 \text{ million}} \times 100\% \\ &= 20.6\% \end{aligned}$$

1. DFI stands for derivative financial instrument.

# Exchange rate sensitivity

Movement	-20%	-10%	Base	10%	20%
INR/SGD exchange Rate	57	53	48	43	38
Current gearing	26.4%	24.2%	22.1%	19.9%	17.7%
Proposed gearing	21.2%	21.0%	20.6%	19.8%	18.8%