

#### Proposed acquisition of CyberVale

#### 9 February 2015

Asia's First Listed Indian Property Trust

ascenda

#### Disclaimer



This presentation on the proposed acquisition of the property known as CyberVale ("CyberVale") should be read in conjunction with a-iTrust's announcement, a copy of which is available on <u>www.sgx.com</u> or <u>www.a-iTrust.com</u>.

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.

#### **Proposed acquisition**



• a-iTrust has entered into a share purchase agreement with its sponsor, Ascendas Group, to acquire CyberVale in Chennai.



# CyberVale in Chennai



Location	Mahindra World City SEZ , Chennai
Total land area	13.9 acres
Total floor area	567,480 sq ft
No. of buildings	2 buildings + vacant land (4.39 acres)
Tenure	99 year lease, from 12 January 2006 <sup>1</sup>
Occupancy	100% <sup>2,3</sup>
Parking	Multi level car park: 344 car parks Open parking: 188 car parks
Park population	6,881 professionals

1. Renewable for a further 99-year term.

2. As at 31 December 2014.

3. As at the date of this Announcement, AISCPL has served a legal notice on a tenant occupying approximately 27,000 square feet for rent arrears.

# **Operational buildings**



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Completion	2007	2009
Leasable area	257,620 sq ft Ground + 3 floors	309,860 sq ft Ground + 4 floors
Committed occupancy <sup>1</sup>	100%²	100%
Anchor tenants	Renault Nissan & Cap Gemini	Renault Nissan

1. As at 31 December 2014.

2. As at the date of this Announcement, AISCPL has served a legal notice on a tenant occupying approximately 27,000 square feet for rent arrears.

# Acquisition price



- Total acquisition cost is currently estimated to be approximately INR 1,649.6 million/ S\$35.9 million<sup>1</sup>, comprising:
  - Purchase consideration (INR 1,615.1 million/S\$35.2 million<sup>1</sup>);
  - Acquisition fee payable to the Trust Manager (INR 16.2 million/S\$0.4 million<sup>1</sup>), and
  - Professional and other fees and expenses incurred in relation to the acquisition (INR 18.4 million/S\$0.4 million<sup>1</sup>).
- DTZ valued the property at INR 1,625 million/S\$35.4 million<sup>1</sup> as at 20 December 2014 comprising:
  - INR 1,595 million/S\$34.7 million<sup>1</sup> for operational office space; and
  - INR 30 million/S\$0.7 million<sup>1</sup> for the vacant land.
- The purchase consideration is at a discount of 0.6% to DTZ's valuation.

1. Based on exchange rate of S\$1 to INR 45.92.

#### **Transaction rationale**



#### • Deepen presence in Chennai

- Chennai, capital of Tamil Nadu state is one of the largest metropolitan cities of India and is an established business centre with a major port.
- The city is an established manufacturing hub for automobile, auto components, textile, cement, engineering and pharmaceuticals.
- Chennai is one of the leading IT hubs in India and is home to global multi-national companies such as IBM, Accenture, McKinsey Knowledge Centre.
- Competitive strengths of property
  - The Property enjoys high occupancy and has reputed tenants such as Renault Nissan and Cap Gemini.
  - The Property is strategically located in Mahindra World City, which is well connected by road and suburban rail and has excellent infrastructure and facilities.
- Provide further development potential
  - The Property includes 4.4 acres of vacant land that can be developed into a 371,000 sq ft IT building. Construction of this development will be based on market demand.

## Portfolio diversification & growth



