

2Q FY16/17 Financial Results Presentation

25 October 2016

Asia's First Listed Indian Property Trust

ascenda

Disclaimer



This presentation on a-iTrust's results for the quarter ended 30 September 2016 ("2Q FY16/17") should be read in conjunction with a-iTrust's quarterly results 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.

Content

• Financial review



2Q FY16/17 results



	2Q FY16/17	2Q FY15/16	Variance
SGD/INR FX rate ¹	49.6	46.7	6%
Total property income	₹1,841m	₹1,704m	8%
Net property income	₹1,247m	₹1,107m	13%
Income available for distribution	₹701 m S\$14.1m	₹657m S\$14.0m	7% 1%
Income to be distributed	₹ 631m S\$12.7m	₹591m S\$12.6m	7% 1%
Income to be distributed (DPU ²)	₹0.68 1.37¢	₹0.64 1.37¢	6% -

1. Average exchange rates for the period.

2. Distribution per unit.

1H FY16/17 results



	1H FY16/17	1H FY15/16	Variance
SGD/INR FX rate ¹	49.4	46.9	5%
Total property income	₹3,618m	₹3,310m	9%
Net property income	₹2,411 m	₹2,142m	13%
Income available for distribution	₹1,391m S\$28.2m	₹1,317m S\$28.1m	6% -
Income to be distributed	₹1,252 m S\$25.3m	₹1,185 m S\$25.3m	6% -
Income to be distributed (DPU ²)	₹1.35 2.73¢	₹1.28 2.74¢	5% -

1. Average exchange rates for the period.

2. Distribution per unit.

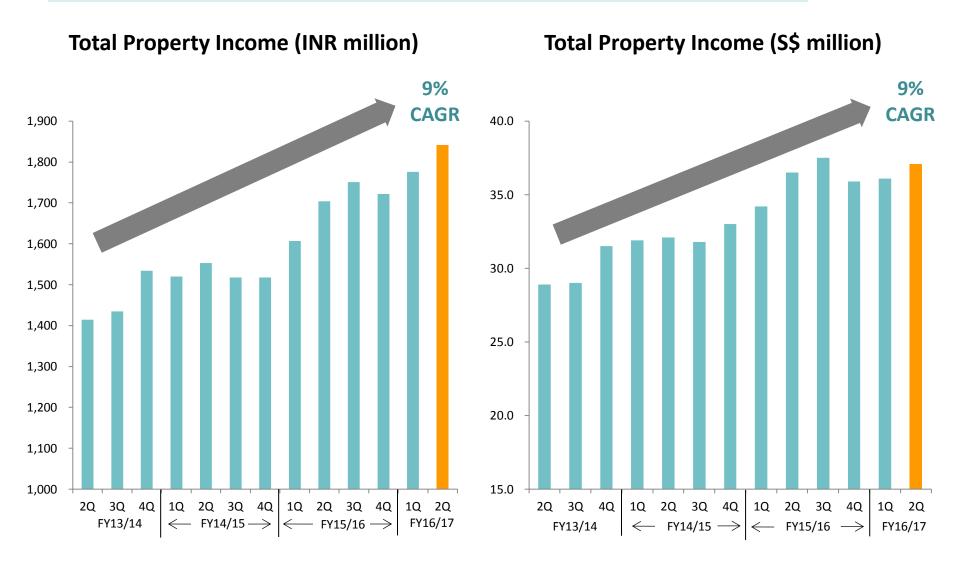


Period	1 April 2016 to 30 September 2016	
1Q FY16/17 2Q FY16/17	1.36¢ per unit 1.37¢ per unit	Cumulative distribution Amount: 2.73¢
Total	2.73¢ per unit	Ex-date: 14 November 2016 Payment date: 28 November 2016

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

Quarterly revenue trend

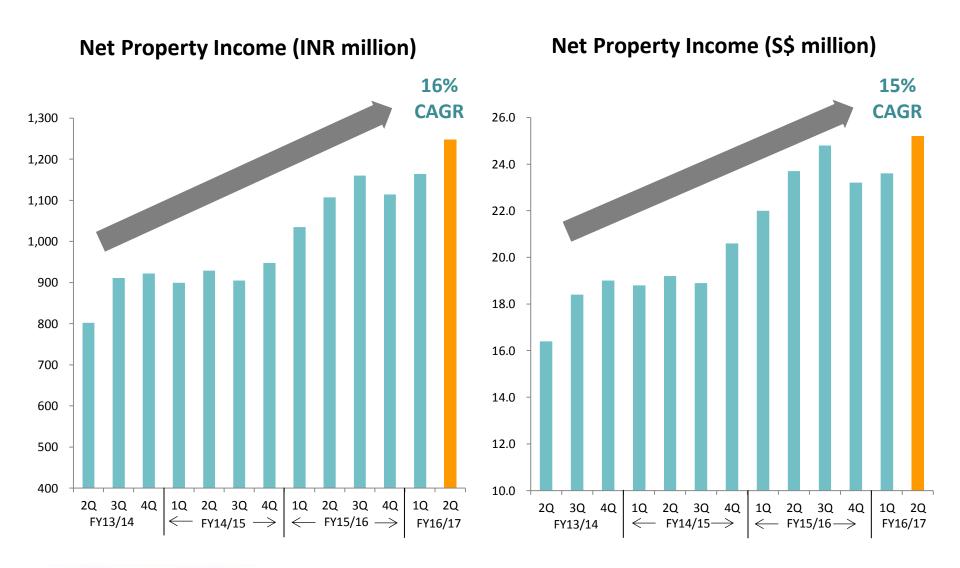




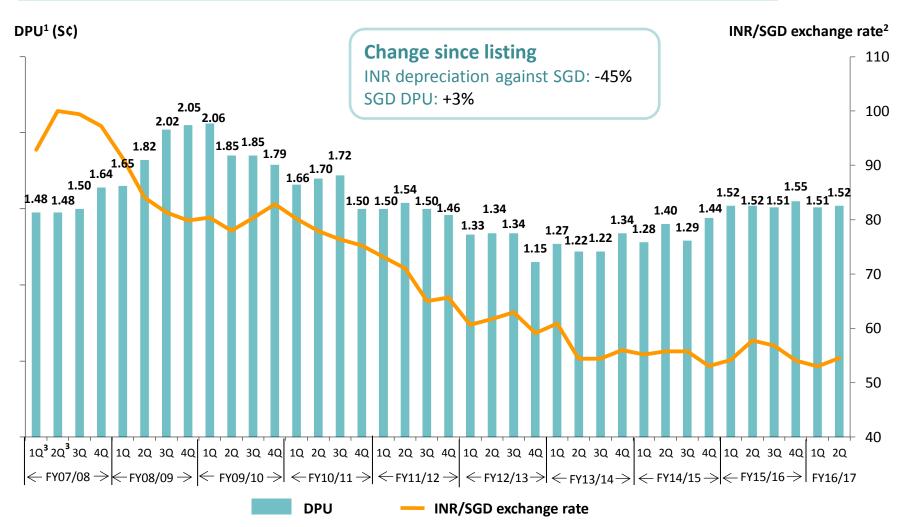
A member of Ascendas-Singbridge Group

Quarterly income trend





SGD distributions moderated by weak Indian Rupee

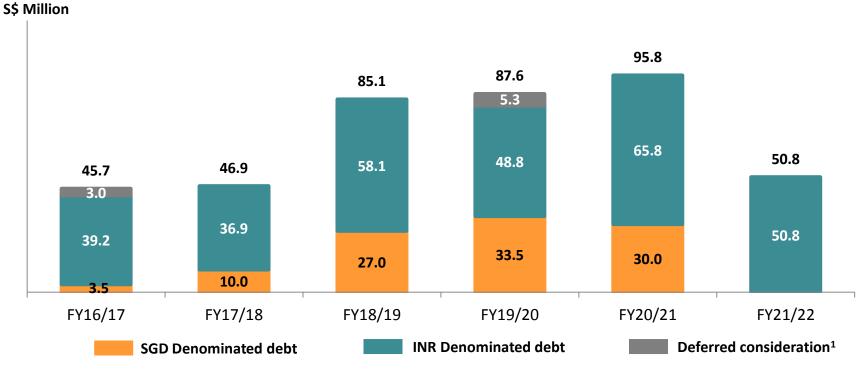


- 1. DPU (income available for distribution) refers to 100% of distributable income. 10% of distributable income was retained starting from 1Q FY12/13.
- 2. Spot quarterly INR/SGD exchange rate pegged to 30 June 2007 using data sourced from Bloomberg.
- 3. 1H FY07/08 DPU was split equally into 2 quarters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

Debt expiry profile







Information as at 30 September 2016

1. Deferred consideration relates to the remaining purchase consideration on the acquisition of CyberVale 3 in Chennai which was announced in March 2016. The consideration will be paid in tranches as and when the remaining space in the building is leased or by May 2019, whichever is earlier.



Indicator	As at 30 Sep 2016	
Interest service coverage (EBITDA/Interest expenses)	3.6 times (YTD FY16/17)	
Percentage of fixed rate debt	100%	
Percentage of unsecured borrowings	100%	Gearing: 29%
Effective weighted average cost of debt	7.0% ¹	
Gearing limit	45%	
Available debt headroom	S\$407 million	

1. Based on borrowing ratio of 75% in INR and 25% in SGD as at 30 Sep 2016.



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.

Content

• Operational review

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India remains a dominant IT/offshoring hub

- Fastest growing major economy in the world with GDP growth of 7.3% in 2015¹
- 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 10-12% growth in FY16/17 to US\$157-160 billion³

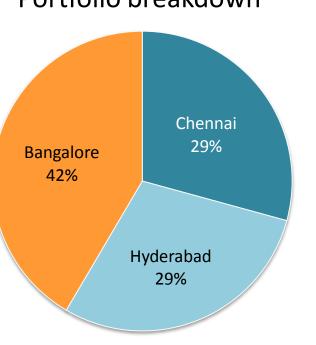
Salary for IT/software engineer, developer or programmer⁴

Countries	US\$ (p.a.)
India	5,526
Malaysia	9,895
Hong Kong	23,611
Singapore	34,501
UK	39,864
Japan	41,441
Australia	52,774
US	73,031

- 1. Source: International Monetary Fund, World Economic Outlook Update, April 2016
- 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: September 2016 median salary from PayScale (provider of global online compensation data), converted into USD from local currencies using exchange rate from Bloomberg (30 September 2016)

Diversified portfolio





Portfolio breakdown

Customer Base

Total number of tenants284

Average space per tenant 31,700 sq ft

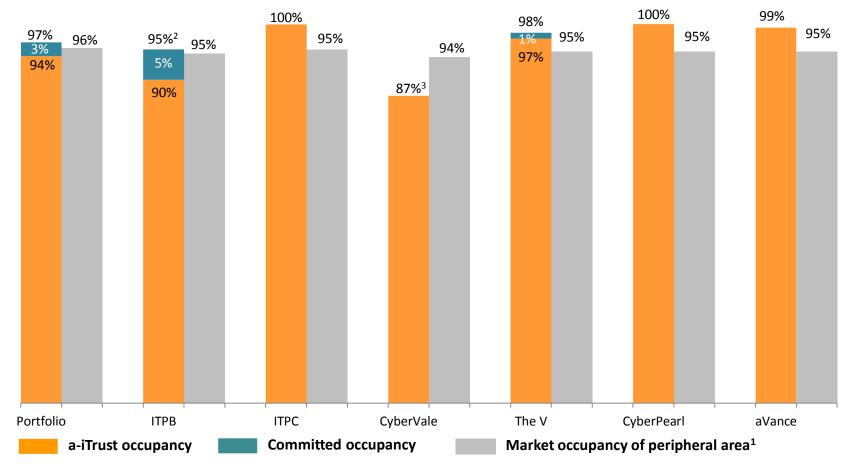
Largest tenant accounts for 6% of the portfolio base rent

Floor area 9.7 million sq ft

All information as at 30 September 2016.

Strong portfolio occupancy





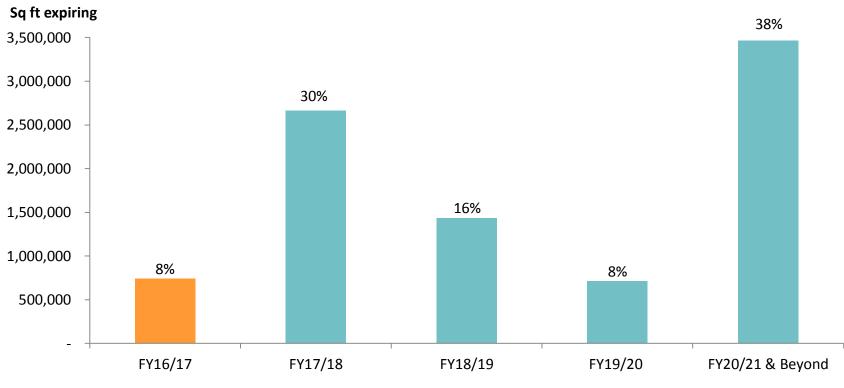
All information as at 30 September 2016.

- 1. Jones Lang LaSalle Meghraj market report as at 30 September 2016.
- 2. Includes Victor building which was completed in June 2016 and has a pre-committed occupancy of 100%.
- 3. Includes building 3 acquired in March 2016. CyberVale's overall occupancy declined as building 3 was 61% occupied as at 30 September 2016. The purchase consideration for the vacant areas of building 3 will only be paid when the space is leased or by May 2019, whichever is earlier.

Spread-out lease expiry profile







All information as at 30 September 2016.

1. For the period 1 April 2016 to 30 September 2016.

Quality tenants



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

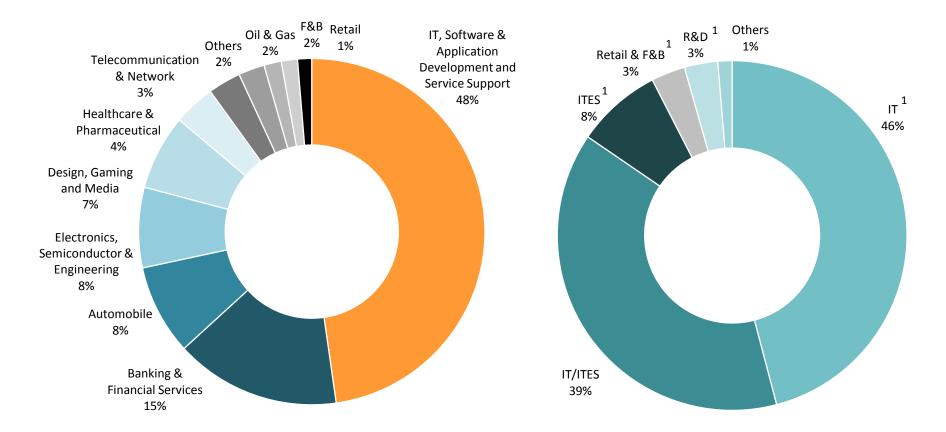
All information as at 30 September 2016.

Top 10 tenants accounted for 36% of portfolio base rent

Diversified tenant base



Tenant core business & activity by base rental

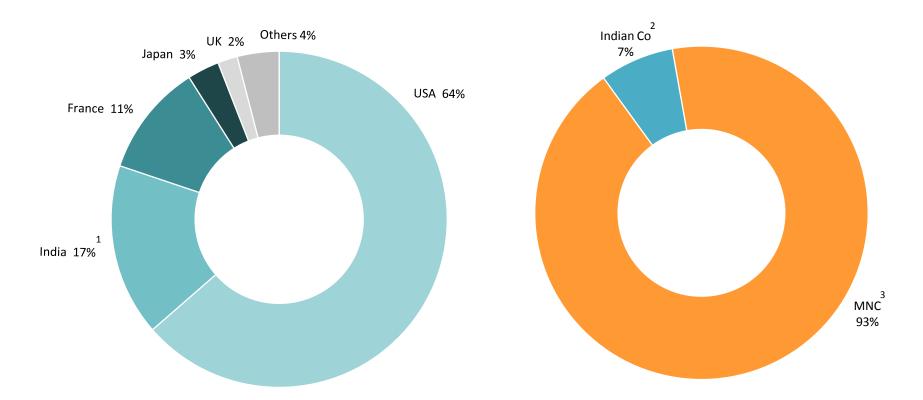


All information as at 30 September 2016.

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



Tenant country of origin & company structure by base rental



All information as at 30 September 2016.

- 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





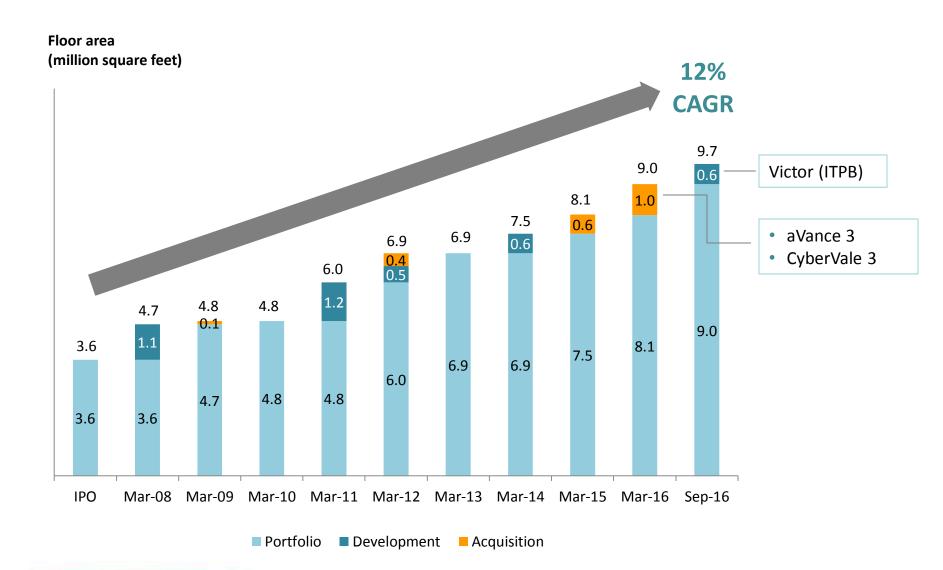
Event	Livewire 2016	Health Week
City	Bangalore	Chennai
Month	July 2016	August 2016

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Growth strategy

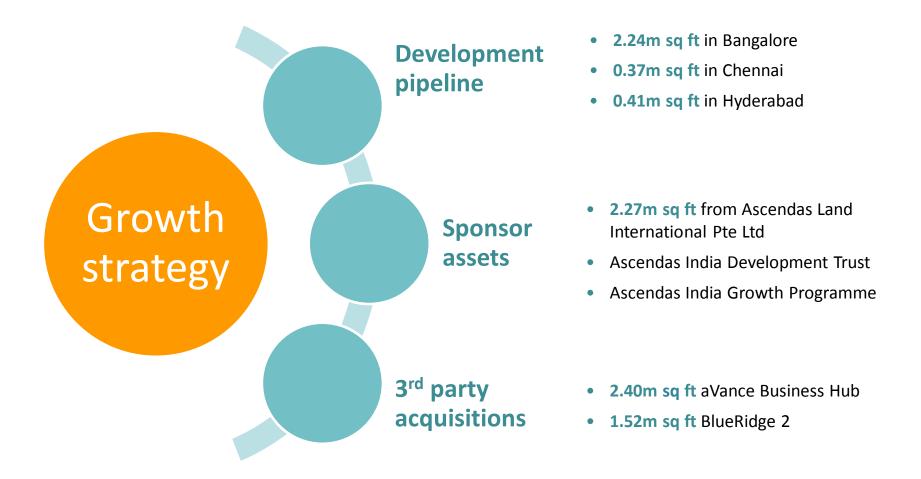
Good growth track record





Clear growth strategy





Development: ITPB pipeline





1. Red line marks border of SEZ area.

Development: Victor building

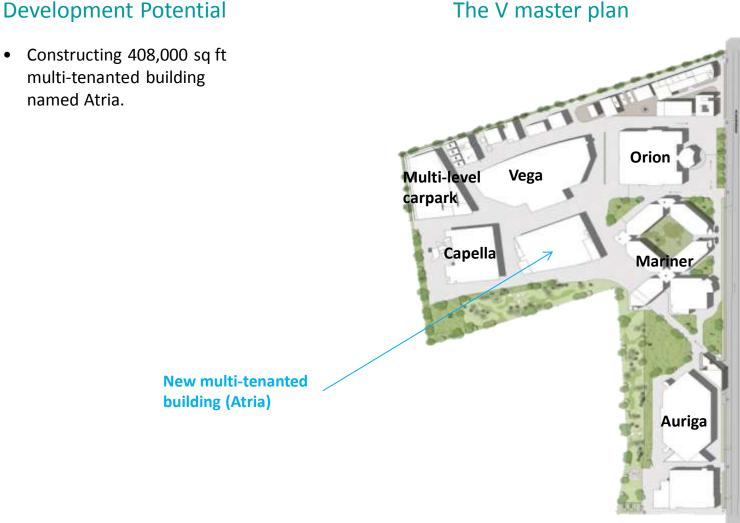


Name	Victor
Property	ІТРВ
Floor area (sq ft)	620,000
Construction status	Completed (Jun 2016)
Lease commitment	100%

Approximately 70% as at 30 Sep 16. 100% by 4Q FY16/17 **Income recognition**

Development: The V pipeline





The V master plan

٠

Development: Atria building



Property	The V
Floor area (sq ft)	408,000

Construction status Completion expected in 2H 2017

16.6%

Lease commitment

Sponsor: Assets in India

Ascendas Land International Pte Ltd

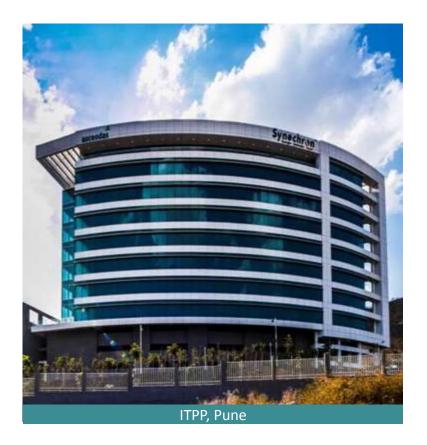
- International Tech Park, Pune:
 - 2 phases comprising 1.28 million sq ft completed and leased to Synechron and Infosys
 - Starting Phase 3 construction of 0.6 million sq ft in 2H FY16/17
 - Vacant land with remaining development potential of 0.39 million sq ft

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



- 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) owned by a-iTrust:	1.11m sq ft
Vendor assets:	marked in black	Conditional acquisitions of (4) & (5):	1.24m sq ft
Land owner assets	s: marked in white	ROFR to (6), (7), (8) & (9):	1.16m sq ft

3rd party: aVance Business Hub, Hyderabad



Completed	Pipeline

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):

- a-iTrust invested ₹1.10 billion (S\$22 million¹) in July 2016².
- a-iTrust would complete the acquisition upon satisfaction of all condition precedents.

aVance 5 (0.85 million sq ft):

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

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. Investment made via fully compulsorily convertible debentures.

3rd party: aVance 4, Hyderabad





Location	aVance Business Hub, Hyderabad
Floor area	0.39 million sq ft
Construction status	Completion expected by 2H 2016
Lease commitment	46.3%

3rd party: BlueRidge 2, Pune





Location	Hinjewadi IT Park Phase II, Pune
Floor area	1.52 million sq ft
Tenure	99 year lease, renewable at FDPL's option ¹
Construction status	Completed (May 2016)

1. Flagship Developers Private Limited ("FDPL") is the co-developer of BlueRidge IT/ITES SEZ.

3rd party: BlueRidge 2, Pune



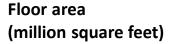
- Acquisition process:
 - a-iTrust invested ₹2,600 million (S\$57 million¹) in March 2015².
 - By 31 December 2016, a-iTrust will complete the acquisition provided at least 65% of the property is leased.
 - a-iTrust may complete the acquisition before 31 December 2016 if the property attains 90% or higher occupancy.
- Acquisition price:
 - The acquisition price will be determined in accordance with an agreed formula taking the following factors: cap rate; rental; rental escalation and leasing level at the time of sale.
 - The acquisition price computed based on the above formula, is not expected to exceed ₹6,405 million (S\$133 million¹).
 - An independent valuation would be conducted and announced, at the time of the acquisition.

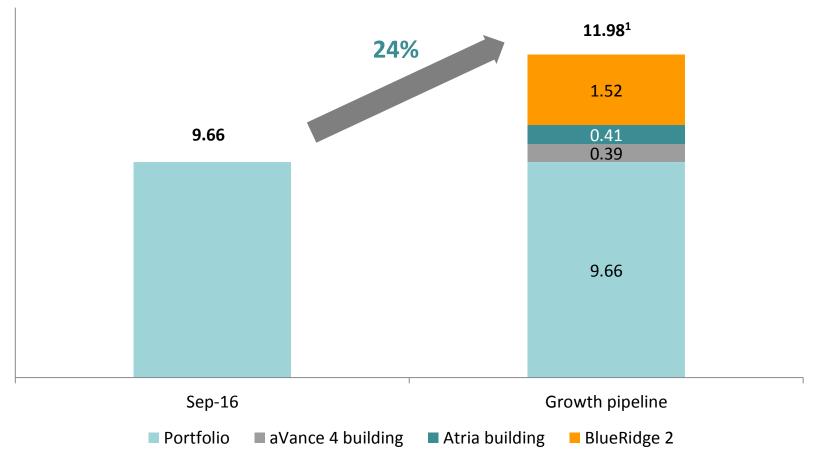
^{1.} Converted into SGD using spot exchange rate at the time of investment/announcement.

^{2.} Investment made via subscription to non-convertible debentures to fund the construction.

Growth based on committed pipeline







1. a-iTrust's pro-forma gearing rises to 33% 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.
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	Jul	Aug	Sep
Indian Rupee			
2016	49.8	49.8	49.3
2015	46.7	46.5	46.9
SGD appreciation/(depreciation)	6.5%	7.0%	4.9%

1 Singapore Dollar buys	1Q	2Q	YTD
Indian Rupee			
FY 16/17	49.3	49.6	49.4
FY 15/16	47.0	46.7	46.9
SGD appreciation/ (depreciation)	4.9%	6.2%	5.4%
(depreciation)			

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

Balance sheet



As at 30 September 2016	INR	SGD
Total assets	₹69.3 billion	S\$1,413 million
Total borrowings	₹20.60 billion	S\$420 million
Deferred consideration ¹	₹0.41 billion	S\$8 million
Derivative financial instruments	(₹0.81 billion)	(S\$17 million)
Effective borrowings ²	₹20.19 billion	S\$412 million
Non-convertible debentures (BlueRidge 2)	₹2.60 billion	S\$53 million
Fully & compulsorily convertible debentures (aVance 4)	₹1.10 billion	S\$22 million
Net asset value	₹33.63 per unit	S\$0.69 per unit
Adjusted net asset value ³	₹42.44 per unit	S\$0.87 per unit

1. Deferred consideration relates to the remaining purchase consideration on the acquisition of CyberVale 3. The consideration will be paid in tranches as and when the remaining space in the building is leased or by May 2019, whichever is earlier.

2. Calculated by adding/(deducting) derivative financial instruments liabilities/(assets) to/from gross borrowings, including deferred consideration.

3. Excludes deferred income tax liabilities of ₹8.2 billion (S\$167 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
City	Bangalore	Chennai	Chennai	Hyderabad	Hyderabad	Hyderabad
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
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
Number of buildings	10	3	3	2	5	3
Park population	38,800	22,150	7,650	4,500	12,000	10,000
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	FY16/17	FY17/18	FY18/19	FY19/20	FY20/21 & Beyond	Total
Bangalore	153,200	1,097,800	395,600	135,900	1,817,000	3,599,500
Chennai	474,100	1,119,000	300,300	219,500	601,100	2,714,100
Hyderabad	113,700	449,300	734,400	357,800	1,044,300	2,699,500
Total	741,000	2,666,200	1,430,300	713,200	3,462,400	9,013,100

Note: Figures are expressed in square feet

Acquisition of CyberVale building 3





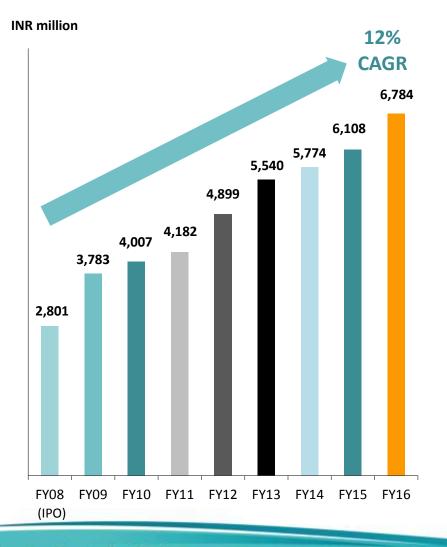
Location	Mahindra World City SEZ , Chennai
Super Built-Up Area	280,000 sq ft
Land Tenure	Leasehold (99 years from 2006/2007)
Total Investment	INR 762 million (S\$15.6 million) ¹
Deferred Consideration	INR 407 million (S\$8.3 million) ²

- 1. Total investment includes transaction costs and upfront capital expenditure. Amount converted into SGD using spot exchange rate at the time of investment.
- 2. Purchase consideration is paid as and when the space is leased (subject to a deadline of May 2019 for payment of full consideration). Amount converted into SGD using spot exchange rate at the time of investment.

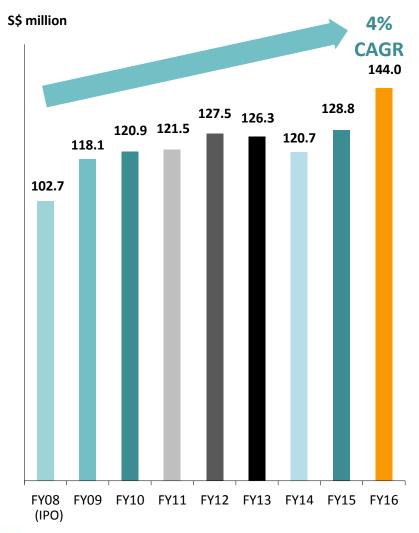
Revenue growth trends



Total Property Income (INR)

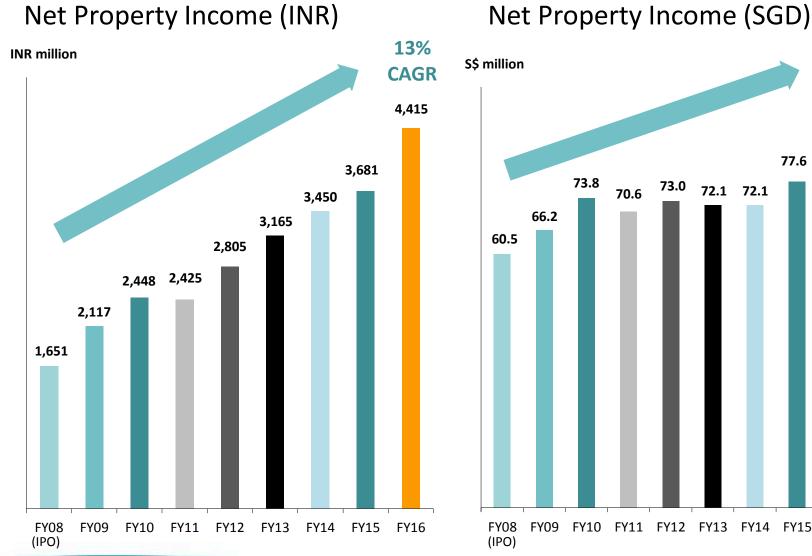


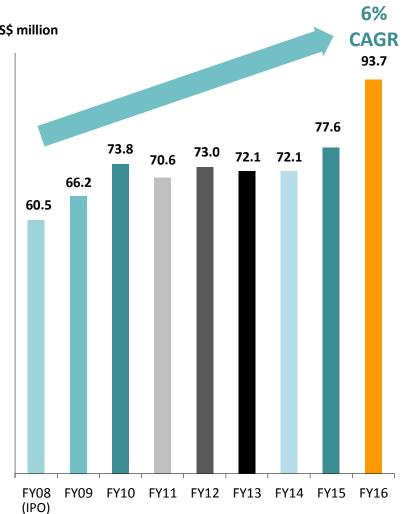
Total Property Income (SGD)



Income growth trends

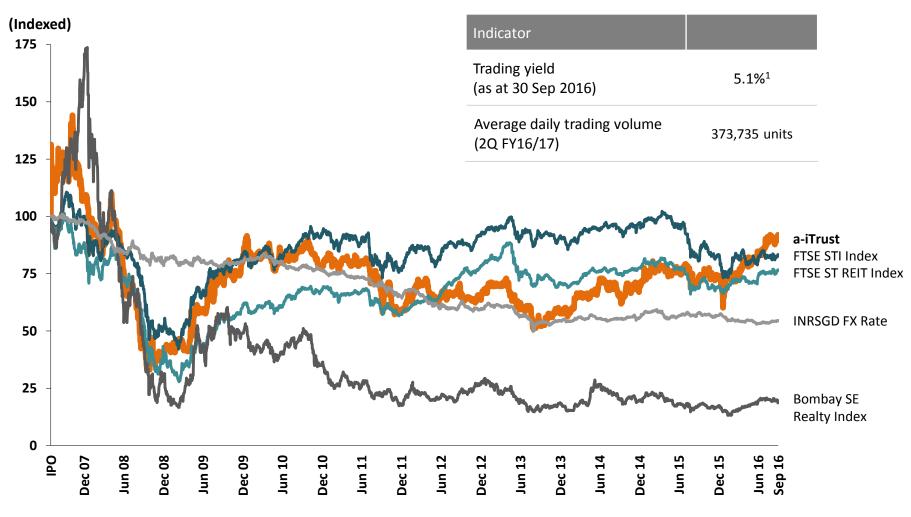






a-iTrust unit price versus major indices



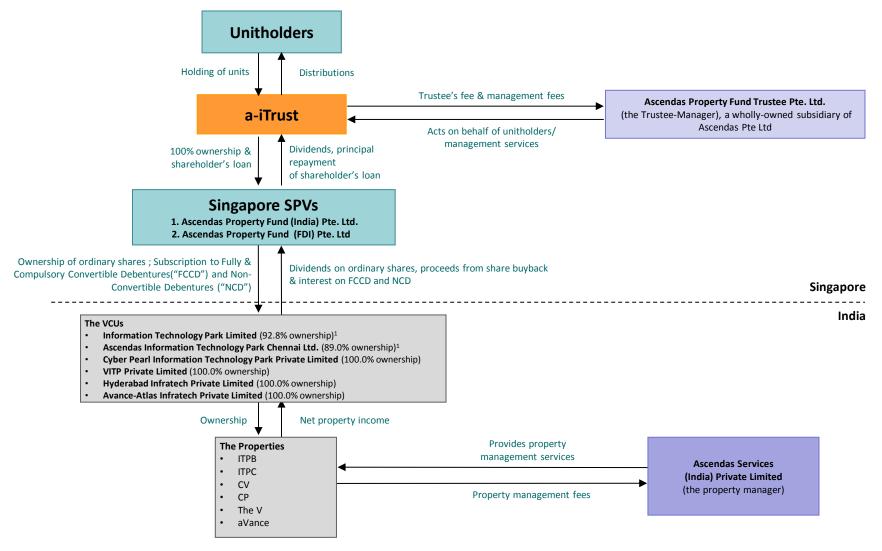


Source: Bloomberg

1. Trading yield based on annualised 1H FY16/17 DPU of 5.46 cents at closing price of S\$1.08 per unit as at 30 September 2016.

Structure of Ascendas India Trust

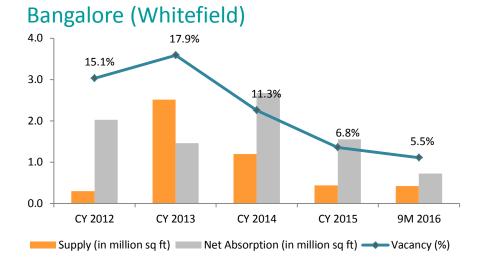




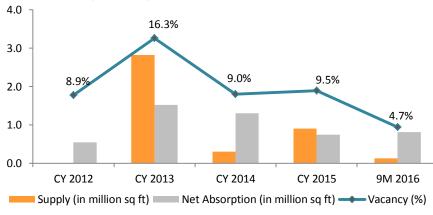
1. Karnataka State Government owns 7.2% of ITPB & Tamil Nadu State Government owns 11.0% of ITPC.

Office markets improving

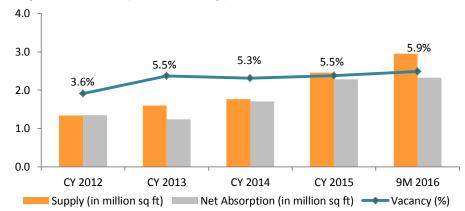




Chennai (OMR)



Hyderabad (Hitec City)



Source: JLL Research



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