

# Ascendas India Trust Supplementary Information As at 31 December 2019

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# Note:

An excel version of this file is available on a-iTrust's website:

http://aitrust.listedcompany.com/financials.html

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

# ASCENDAS INDIA TRUST OVERVIEW AS AT 31 DECEMBER 2019

#### Portfolio breakdown

Property	City	Floor area (mil sq ft)
International Tech Park Bangalore (ITPB)	Bangalore	4.5
International Tech Park Chennai (ITPC)	Chennai	2.0
CyberVale (CV)	Chennai	0.8
The V	Hyderabad	1.5
CyberPearl (CP)	Hyderabad	0.4
aVance, HITEC City, Hyderabad (aVance Hyderabad)	Hyderabad	1.5
aVance, Hinjawadi, Pune (aVance Pune)	Pune	1.5
Arshiya	Mumbai	0.8
Total		13.1

## Portfolio history

Date	Property	Building	Floor area	Portfolio floor area	Туре
Date	Property	Building	(mil sq ft)	(mil sq ft)	туре
Aug-07	-	-	-	3.6	At IPO
Dec-07	The V	Vega	0.4	4.0	Development
Dec-07	ITPC	Crest	0.7	4.7	Development
Sep-08	ITPB	Strata units	0.1	4.8	Acquisition
Dec-10	ITPB	Park Square	0.4	5.3	Development
Dec-10	ITPC	Zenith	0.7	6.0	Development
Jun-11	ITPB	Voyager	0.5	6.5	Development
Feb-12	aVance Hyderabad	aVance 1 & 2	0.4	6.9	Acquisition
Jan-14	ITPB	Aviator	0.6	7.5	Development
Mar-15	CyberVale	Lakeview & Springfield	0.6	8.1	Acquisition
Jul-15	aVance Hyderabad	aVance 3	0.7	8.8	Acquisition
Mar-16	CyberVale	CyberVale 3	0.3	9.0	Acquisition
Jun-16	ITPB	Victor	0.6	9.7	Development
Feb-17	aVance Pune	aVance Pune	1.5	11.1	Acquisition
Apr-17	aVance Hyderabad	aVance 4	0.4	11.5	Acquisition
Sep-17	The V	Atria	0.4	11.9	Development
Feb-18	Arshiya	Arshiya	0.8	12.8	Acquisition
Apr-18	The V	Auriga	-0.2	12.6	Redevelopmen
May-19	ITPB	Anchor	0.5	13.1	Development

## Lease expiry profile (Sq ft)

City	FY2020	FY2021	FY2022	FY2023	FY2024 &	Total
City	F12020	F12021	FTZUZZ	F12023	beyond	Total
Bangalore	452,400	1,234,400	648,700	64,600	2,023,800	4,423,900
Chennai	835,000	865,500	666,700	174,100	256,800	2,798,200
Hyderabad	558,600	571,100	759,100	540,500	811,000	3,240,300
Pune	137,000	-	64,100	58,300	1,244,300	1,503,700
Mumbai	-	-	-	-	832,200	832,200
Total	1,983,000	2,671,100	2,138,500	837,500	5,168,200	12,798,300

Note:

Anchor building was previously known as MTB 4.

aVance Hyderabad was previously known as aVance Business Hub.

aVance Pune was previously known as BlueRidge 2.

All measurements of floor area are defined herein as Super Built-up Area (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.

# ASCENDAS INDIA TRUST PORTFOLIO AS AT 31 DECEMBER 2019

	Mar-08	Mar-09	Mar-10	Mar-11	Mar-12	Mar-13	Mar-14	Mar-15	Mar-16	Mar-17	Mar-18	Mar-19	Dec-19
Floor area (mil sq ft)													
Portfolio	3.6	4.7	4.8	4.8	6.0	6.9	6.9	7.5	8.1	9.0	11.1	12.8	12.6
Development	1.1	-	-	1.2	0.5	-	0.6	-	-	0.6	0.4	-0.2	0.5
Acquisition	=	0.1	-	-	0.4	-	-	0.6	1.0	1.5	1.2	-	-
Total	4.7	4.8	4.8	6.0	6.9	6.9	7.5	8.1	9.0	11.1	12.8	12.6	13.1
Portfolio by city (%)													
Bangalore	36%	38%	38%	38%	40%	40%	45%	42%	38%	36%	31%	32%	34%
Chennai	28%	27%	27%	33%	29%	29%	26%	31%	31%	25%	22%	22%	22%
Hyderabad	36%	36%	36%	29%	31%	31%	29%	27%	31%	25%	28%	27%	26%
Pune	-	-	-	-	-	-	-	-	-	14%	12%	12%	12%
Mumbai				-	-	-	-	-	-	-	7%	7%	6%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Physical occupancy (%)													
ITPB	100%	99%	98%	99% <sup>1</sup>	97% <sup>1</sup>	94%	90% <sup>1</sup>	92%	94%	95%	96%	98%	98%
ITPC	100% <sup>1</sup>	99%	98%	97% <sup>1</sup>	98%	99%	99%	100%	100%	100%	99%	100%	100%
CyberVale	-	-	-	-	-	-	-	100%	79%	100%	100%	100%	100%
aVance Hyderabad	-	-	-	-	100%	96%	96%	98%	98%	100%	96%	98%	98%
CyberPearl	95%	97%	99%	100%	100%	100%	100%	100%	100%	100%	99%	96%	100%
The V	94% <sup>1</sup>	98%	95%	93%	94%	93%	99%	98%	100%	99%	88% <sup>2</sup>	99%	98%
aVance Pune	-	-	-	-	-	-	-	_	-	54%	72%	98%	100%
Arshiya				-	-	-	-	-	-	-	100%	100%	100%
Portfolio	98%	98%	97%	97%	97%	97%	95%	96%	95%	92%	93%	98%	99%
Retention rate (%)	92%	89%	77%	63%	78%	77%	94%	86%	86%	80%	72% <sup>3</sup>	71% <sup>3</sup>	63% <sup>3</sup>
Weighted average lease term (years)	3.9	3.9	3.9	4.1	4.8	4.8	5.1	5.3	5.5	6.4	6.5	6.6	6.7

## Note:

 $<sup>^{\</sup>rm 1}$  Comprises stabilised buildings (excludes buildings that were completed recently).

<sup>&</sup>lt;sup>2</sup> Committed occupancy was 93%. The consolidation of existing tenants into Atria building, as well as the shifting out of tenants affected by the redevelopment, resulted in lower occupancy at The V.

<sup>&</sup>lt;sup>3</sup> Excludes leases in The V that were affected by the redevelopment and/or consolidation in Atria building.

# ASCENDAS INDIA TRUST TENANT AS AT 31 DECEMBER 2019

	Mar-08	Mar-09	Mar-10	Mar-11	Mar-12	Mar-13	Mar-14	Mar-15	Mar-16	Mar-17	Mar-18	Mar-19	Dec-19
Number of tenants	234	239	248	266	309	337	345	324	297	300	321	337	344
Tenant activity (By base rental)													
IT	61%	64%	63%	62%	59%	58%	54%	50%	43%	49%	45%	44%	47%
IT/ITES	10%	10%	12%	13%	17%	19%	25%	31%	40%	37%	36%	37%	36%
Logistics and warehousing	N.A.	7%	7%	7%									
ITES	18%	15%	16%	13%	11%	12%	12%	12%	8%	7%	6%	5%	4%
Retail and F&B	1%	1%	1%	4%	7%	7%	5%	4%	3%	3%	3%	3%	3%
R&D	6%	6%	5%	6%	4%	3%	3%	2%	4%	3%	2%	2%	2%
Others	5%	4%	3%	2%	1%	1%	1%	1%	2%	1%	1%	2%	1%
Tenant industry (By base rental)													
IT, Software & Application Devt & Service Support	N.A.	N.A.	N.A.	N.A.	40%	46%	53%	43%	45%	51%	49%	49%	51%
Banking & Financial Services	N.A.	N.A.	N.A.	N.A.	19%	19%	18%	19%	16%	14%	13%	12%	11%
Design, Gaming and Media	N.A.	N.A.	N.A.	N.A.	8%	10%	9%	8%	7%	7%	7%	7%	7%
Electronics, Semiconductor & Engineering	N.A.	N.A.	N.A.	N.A.	6%	5%	4%	9%	7%	7%	6%	7%	6%
Logistics	N.A.	7%	7%	7%									
Automobile	N.A.	N.A.	N.A.	N.A.	3%	3%	3%	8%	8%	8%	7%	6%	6%
Healthcare & Pharmaceutical	N.A.	N.A.	N.A.	N.A.	4%	2%	2%	2%	4%	4%	3%	3%	3%
Retail	N.A.	N.A.	N.A.	N.A.	5%	5%	3%	2%	2%	1%	2%	2%	2%
Telecommunication & Network	N.A.	N.A.	N.A.	N.A.	5%	4%	2%	4%	4%	2%	2%	2%	2%
F&B	N.A.	N.A.	N.A.	N.A.	2%	2%	2%	2%	2%	2%	1%	1%	1%
Oil & Gas	N.A.	N.A.	N.A.	N.A.	1%	2%	2%	1%	2%	1%	1%	1%	1%
Others	N.A.	N.A.	N.A.	N.A.	7%	2%	2%	2%	3%	3%	2%	3%	3%
Country of origin													
US	N.A.	69%	70%	68%	65%	66%	71%	68%	67%	62%	59%	59%	57%
India <sup>1</sup>	N.A.	14%	14%	16%	15%	15%	13%	13%	13%	19%	23%	24%	27%
France	N.A.	2%	2%	2%	8%	6%	6%	9%	11%	10%	9%	8%	7%
UK	N.A.	5%	5%	5%	4%	4%	4%	3%	2%	2%	2%	2%	2%
Singapore	N.A.	1%	1%	2%	2%	2%	2%	1%	1%	1%	1%	2%	1%
Japan	N.A.	0%	0%	0%	0%	0%	0%	3%	3%	3%	3%	2%	2%
Others	N.A.	9%	8%	7%	5%	7%	4%	3%	3%	3%	3%	3%	4%
Company structure													
Multinational corporations <sup>2</sup>	N.A.	91%	92%	89%	88%	88%	90%	90%	91%	93%	87%	86%	86%
Indian company <sup>3</sup>	N.A.	9%	8%	11%	12%	12%	10%	10%	9%	7%	13%	14%	14%
maian company	IN.A.	370	G/0	11/0	12/0	12/0	10/0	10/0	370	7 /0	13/0	14/0	14/0

#### Note

 $<sup>^{\</sup>rm 1}$  Comprises Indian companies with local and overseas operations.

 $<sup>^{2}\,\</sup>mathrm{Multinational}$  corporations, including Indian companies with local and overseas operations.

<sup>&</sup>lt;sup>3</sup> Comprises Indian companies with local operations only.

#### (In alphabetical order)

	Mar-08	Mar-09	Mar-10
1	Affiliated Computer Services of India Pvt. Ltd.	Affiliated Computer Services of India Pvt. Ltd.	Affiliated Computer Services of India Pvt. Ltd.
2	Applied Materials India Pvt. Ltd.	Applied Materials India Pvt. Ltd.	Applied Materials India Pvt. Ltd.
3	C A Computer Associates India Pvt. Ltd.	Cognizant Technology Solution (India) Pvt. Ltd.	Cognizant Technology Solution (India) Pvt. Ltd.
4	Cognizant Technology Solution (India) Pvt. Ltd.	General Motors India Pvt. Ltd.	General Motors India Pvt. Ltd.
5	General Motors India Pvt. Ltd.	iNautix Technologies India Pvt. Ltd.	iNautix Technologies India Pvt. Ltd.
6	IBM Global Services Pvt. Ltd.	Invensys Development Center India Pvt. Ltd.	Merrill Lynch (India) Technology Services
7		·	, , , , , , , , , , , , , , , , , , , ,
	iNautix Technologies India Pvt. Ltd.	Merrill Lynch (India) Technology Services	Paprikaas Interactive Services Pvt. Ltd.
8	Infineon Technologies India Pvt. Ltd.	Paprikaas Interactive Services Pvt. Ltd.	Pfizer Pharmaceutical India Pvt. Ltd.
9	Paprikaas Interactive Services Pvt. Ltd.	Pfizer Pharmaceutical India Pvt. Ltd.	Tata Consultancy Services Ltd.
10	ZapApp/First Indian Corporation/First Advantage	ZapApp/First Indian Corporation/First Advantage	ZapApp/First Indian Corporation/First Advantage/First Americal (India)
	Mar-11	Mar-12	Mar-13
1	Affiliated Computer Services of India Pvt. Ltd.	Affiliated Computer Services of India Pvt. Ltd.	Affiliated Computer Services of India Pvt. Ltd.
2	Applied Materials India Pvt. Ltd.	Applied Materials India Pvt. Ltd.	Applied Materials India Pvt. Ltd.
3	Bally Technologies India Pvt. Ltd.	BA Continuum Pvt. Ltd.	BA Continuum Pvt. Ltd.
4			
	Cognizant Technology Solution (India) Pvt. Ltd.	Cognizant Technology Solution (India) Pvt. Ltd.	Bally Technologies India Pvt. Ltd.
5	General Motors India Pvt. Ltd.	First American (India) Private Limited	Cognizant Technology Solution (India) Pvt. Ltd.
6	iNautix Technologies India Pvt. Ltd.	General Motors India Pvt. Ltd.	First American (India) Private Limited
7	Merrill Lynch (India) Technology Services	iNautix Technologies India Pvt. Ltd.	General Motors India Pvt. Ltd.
8	Paprikaas Interactive Services Pvt. Ltd.	McKinsey Knowledge Centre India Private Limited	iNautix Technologies India Pvt. Ltd.
9	Tata Consultancy Services Ltd.	Societe Generale Global Solution Centre Pvt. Ltd.	Societe Generale Global Solution Centre Pvt. Ltd.
10	ZapApp/First Indian Corporation/First Advantage/First	Technicolor India Pvt. Ltd.	Technicolor India Pvt. Ltd.
	American (India)		
1	Mar-14 Affiliated Computer Services of India Pvt. Ltd.	Mar-15 Affiliated Computer Services of India Pvt. Ltd.	Mar-16 Applied Materials
			t t
2	Applied Materials India Pvt. Ltd.	Applied Materials India Pvt. Ltd.	Bank of America
3	BA Continuum Pvt. Ltd.	BA Continuum Pvt. Ltd.	Cognizant
4	Bally Technologies India Pvt. Ltd.	Cognizant Technology Solution (India) Pvt. Ltd.	General Motors
5	Cognizant Technology Solution (India) Pvt. Ltd.	General Motors India Pvt. Ltd.	Mu Sigma
6	General Motors India Pvt. Ltd.	iNautix Technologies India Pvt. Ltd.	Renault Nissan
7	iNautix Technologies India Pvt. Ltd.	Mu Sigma Business Solutions Pvt. Ltd.	Societe Generale
8	Mu Sigma Business Solutions Pvt. Ltd.	Renault Nissan Technology & Business Centre Pvt. Ltd.	The Bank of New York Mellon
9	Societe Generale Global Solution Centre Pvt. Ltd.	Societe Generale Global Solution Centre Pvt. Ltd.	UnitedHealth Group
10	Technicolor India Pvt. Ltd.	Technicolor India Pvt. Ltd.	Xerox
	Mar-17	Mar-18	Mar-19
1	Bank of America	Arshiya	Applied Materials
2	Cognizant	Bank of America	Arshiya
3	General Motors	Cognizant	Bank of America
4	Mu Sigma	IBM	Cognizant
5	Renault Nissan	Mu Sigma	Mu Sigma
6	Societe Generale	Renault Nissan	Renault Nissan
7	Tata Consultancy Services	Societe Generale	Societe Generale
8	The Bank of New York Mellon	Tata Consultancy Services	Tata Consultancy Services
9	UnitedHealth Group	The Bank of New York Mellon	Technicolor
10	Xerox	UnitedHealth Group	The Bank of New York Mellon
	Dec-19	_	
		_	
1	Applied Materials		
	Applied Materials Arshiya		
2	Arshiya		
2	Arshiya Bank of America		
2 3 4	Arshiya Bank of America Mu Sigma		
2 3 4 5	Arshiya Bank of America Mu Sigma Renault Nissan		
2 3 4 5 6	Arshiya Bank of America Mu Sigma Renault Nissan Societe Generale		
1 2 3 4 5 6 7	Arshiya Bank of America Mu Sigma Renault Nissan Societe Generale Tata Consultancy Services		
2 3 4 5 6 7	Arshiya Bank of America Mu Sigma Renault Nissan Societe Generale Tata Consultancy Services Technicolor		
2 3 4 5 6 7	Arshiya Bank of America Mu Sigma Renault Nissan Societe Generale Tata Consultancy Services		

Starting from March 2016, the parent company is shown instead of the operating entity.

# ASCENDAS INDIA TRUST BALANCE SHEET AS AT 31 DECEMBER 2019

	Mar-08	Mar-09	Mar-10	Mar-11	Mar-12	Mar-13	Mar-14	Mar-15	Mar-16	Mar-17	Mar-18	Mar-19	Dec-19
SGD/INR closing FX rate (for balance sheet)	29.4	33.3	32.3	35.7	40.0	43.5	47.8	45.2	49.0	46.7	49.5	51.0	52.7
Valuation (₹ mil)													
ITPB	13,623	13,858	15,476	16,917	17,868	18,535	20,318	20,671	23,761	25,000	27,516	32,687	37,825
ITPC	7,088	6,611	8,146	8,879	9,060	9,574	10,740	11,809	13,332	14,704	16,867	18,559	19,677
CyberVale	-	-	-	-	-	-	-	1,653	2,522	2,768	3,539	3,693	4,065
The V	6,544	5,646	5,940	5,941	5,973	6,263	6,450	6,875	8,126	9,378	13,102	16,333	17,778
CyberPearl	2,043	1,810	1,922	1,921	1,924	1,959	2,024	2,145	2,384	2,600	3,077	3,247	3,418
aVance Hyderabad	-	-	-	-	1,882	1,911	2,051	2,149	5,637	5,956	9,657	10,146	10,848
aVance Pune	-	-	-	-	-	-	-	-	-	7,058	7,668	8,198	9,282
Arshiya				-	-	-	-	-	-	-	4,762	4,984	5,698
Total	29,298	27,925	31,484	33,658	36,707	38,242	41,583	45,302	55,762	67,464	86,188	97,847	108,591
Net asset value per unit (S\$)	1.08	0.89	0.90	0.80	0.71	0.67	0.62	0.68	0.69	0.81	0.90	1.02	1.09
Adjusted NAV per unit (S\$) <sup>1</sup>	N.A.	0.85	0.87	1.05	1.15	1.31	1.38						
Gearing (LTV basis) <sup>2</sup>	4%	9%	19%	18%	29%	22%	22%	25%	26%	29%	26%	31%	28%
Effective borrowings (S\$ mil) <sup>3</sup>	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	218	312	353	475	506	717	719
Gross borrowings (S\$ mil)	40	79	172	160	250	205	234	315	363	453	512	724	741
Effective weighted average cost of debt	N.A.	N.A.	6.2%	5.6%	6.2%	5.9%	6.1%	6.7%	6.9%	6.8%	6.3%	6.0%	6.3%
Percentage of fixed rate debt	N.A.	N.A.	43%	70%	100%	100%	100%	100%	100%	99%	86%	77%	89%
Breakdown of effective borrowings by currency (S\$ mil) <sup>4</sup>													
SGD denominated	N.A.	N.A.	110	110	110	83	83	103	101	122	183	274	217
INR denominated	N.A.	N.A.	62	50	140	122	135	209	244	342	318	442	502
Total	N.A.	N.A.	172	160	250	205	218	312	345	464	501	716	719

#### Note

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<sup>&</sup>lt;sup>1</sup> Excludes deferred income tax liabilities on capital gains due to fair value revaluation of investment properties.

<sup>&</sup>lt;sup>2</sup> From FY07/08 to FY12/13, gearing was computed as gross borrowings divided by asset values, excluding minority interests. From FY13/14 onwards, gearing was computed as effective borrowings divided by Trust property.

<sup>&</sup>lt;sup>3</sup> Effective borrowings is calculated by adding/(deducting) derivative financial instruments liabilities/(assets) to/from gross borrowings, inclusive of deferred consideration.

<sup>&</sup>lt;sup>4</sup> Excludes deferred consideration.

# ASCENDAS INDIA TRUST SINGAPORE DOLLAR INCOME STATEMENT AS AT 31 DECEMBER 2019

	FY07/08	FY08/09	FY09/10	FY10/11	FY11/12	FY12/13	FY13/14	FY14/15	FY15/16	FY16/17	FY17/18	FY18/19	FY2019 <sup>2</sup>
	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year							
	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000							
Base rent	61,726	71,820	71,416	69,886	73,657	73,855	70,066	76,692	89,613	99,041	125,712	134,744	110,381
Amenities income	2,416	2,552	2,487	2,505	2,378	2,098	1,920	1,986	2,036	2,008	2,136	2,221	1,589
Fit-out rental income	4,972	4,799	4,241	3,832	2,687	1,861	1,795	1,659	1,476	1,343	1,600	1,709	2,232
Operations, maintenance and utilities income	30,850	34,882	37,847	39,937	43,692	43,298	41,908	42,894	44,386	46,279	48,975	35,350	29,428
Car park and other operating income	2,749	4,026	4,871	5,346	5,101	5,154	5,020	5,528	6,448	7,994	9,729	7,947	6,685
Total property income	102,713	118,079	120,862	121,506	127,515	126,266	120,709	128,759	143,959	156,665	188,152	181,971	150,315
Operations, maintenance and utilities expenses	(29,584)	(35,394)	(32,333)	(36,532)	(39,215)	(37,239)	(34,755)	(35,949)	(34,487)	(35,067)	(36,005)	(22,343)	(18,806)
Service and property taxes	(1,164)	(1,608)	(1,839)	(2,300)	(3,052)	(2,743)	(2,506)	(2,679)	(2,940)	(3,871)	(5,438)	(5,053)	(3,754)
Property management fees	(5,137)	(6,054)	(6,461)	(6,216)	(6,698)	(6,794)	(6,254)	(6,261)	(6,762)	(7,352)	(8,854)	(9,216)	(7,031)
Other property operating expenses	(6,292)	(8,862)	(6,436)	(5,882)	(5,521)	(7,341)	(5,088)	(6,268)	(6,050)	(6,172)	(9,788)	(9,683)	(7,363)
Total property expenses	(42,177)	(51,918)	(47,069)	(50,930)	(54,485)	(54,117)	(48,603)	(51,157)	(50,239)	(52,462)	(60,085)	(46,295)	(36,954)
Net property income	60,536	66,161	73,793	70,576	73,030	72,149	72,106	77,602	93,720	104,203	128,067	135,676	113,361
Trustee-manager's fees	(7,349)	(7,103)	(7,015)	(7,254)	(7,196)	(6,815)	(6,692)	(7,271)	(8,705)	(9,716)	(12,480)	(13,874)	(11,704)
Other operating expenses	(1,413)	(1,529)	(1,738)	(1,456)	(1,029)	(1,125)	(1,182)	(1,084)	(1,092)	(1,698)	(1,669)	(4,163)	(4,366)
Finance costs	(10,565)	(2,646)	(5,051)	(5,956)	(14,489)	(13,936)	(13,306)	(16,457)	(23,551)	(28,699)	(32,754)	(37,046)	(35,956)
Interest income	3,121	3,867	2,442	3,484	4,288	4,227	9,372	13,620	14,325	14,046	4,915	28,661	32,790
Other income	0	0	0	0	0	0	0	0	0	0	0	45	600
Fair value (loss)/gain on derivative financial	(6)	4,436	2,799	(763)	749	11,857	17	2,202	5,091	4,926	1,162	7,962	2,571
instruments - realised Exchange gain/(loss) - realised	2.286	(2.010)	(76)	(208)	1,177	(33.538)	(912)	(8,773)	(11,395)	(4.641)	(1,892)	(16,840)	(3.365)
Ordinary profit before tax	38,567	55.828	65.154	58,423	56,530	32,819	59,403	59,839	68,393	78,421	85.349	100,421	93,931
ordinary profit boroto tax							.,,	,	,		,	***	,
Fair value gain/(loss) on derivative financial													
instruments - unrealised	2,470	9,488	(9,348)	(663)	(1,434)	222	(420)	303	960	(1,016)	717	(2,272)	3,247
Exchange (loss)/gain - unrealised	(2,272)	(7,023)	5,869	(9,044)	(9,909)	9,044	(6,772)	10,576	(1,706)	5,603	(9,085)	5,634	(8,895)
Fair value gain/(loss) on investment properties	59,124	(53,904)	7,501	15,407	26,395	18,619	33,013	38,596	96,136	88,211	211,812	184,888	173,986
Profit before tax	97,889	4,389	69,176	64,123	71,582	60,704	85,224	109,314	163,783	171,219	288,793	288,671	262,269
Income tax expenses	(31,499)	(1,990)	(16,558)	(23,600)	(20,434)	(15,416)	(30,364)	(38,297)	(51,089)	(22,974)	(87,525)	(84,152)	(73,280)
Net profit after tax	66,390	2,399	52,618	40,523	51,148	45,288	54,860	71,017	112,694	148,245	201,268	204,519	188,989
Attributable to:													
Unitholders of the Trust	61,866	1,835	49,560	36,717	46,391	41,518	50,107	65,911	104,732	139,166	191,312	192,115	177,808
Non-controlling interest	4,524	564	3,058	3,806		3,770	4,753	5,106	7,962	9,079	9,956	12,404	11,181
	66,390	2,399	52,618	40,523	51,148	45,288	54,860	71,017	112,694	148,245	201,268	204,519	188,989
<u>Distributions</u>													
Ordinary profit before tax	38,567	55,828	65,154	58,423	56,530	32,819	59,403	59,839	68,393	78,421	85,349	100,421	93,931
Distribution adjustments	7,231	1,242	(7,619)	(8,093)	(10,451)	10,463	(13,272)	(10,019)	(11,938)	(19,695)	(21,117)	(15,888)	(18,445)
Income available for distribution	45,798	57,070	57,535	50,330	46,079	43,282	46,131	49,820	56,455	58,726	64,232	84,533	75,486
Income to be distributed 1	45,798 6.09	57,070 7.54	57,535 7.55	50,330 6.58	46,079 6.00	38,954 5.16	41,518 5.05	44,838 5.41	50,809	52,853 6.32	57,809 6.78	76,080 8.14	67,937 7.17
Income available for distribution per unit (\$¢)	6.09	7.54	7.55	6.58	6.00	4.65	4.56	5.41 4.86	6.11 5.50	5.69	6.78	7.33	6.45
Income to be distributed (DPU) (S¢) <sup>1</sup>	0.09	7.54	7.00	0.30	0.00	4.00	4.30	4.00	5.50	3.03	0.10	1.33	0.40
SGD/INR average FX rate (for income statement)	27.2	32.0	33.2	34.4	38.4	43.9	47.9	47.5	47.1	48.5	47.5	51.5	51.4

Note

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<sup>&</sup>lt;sup>1</sup> 10% of income available for distribution was retained from FY12/13 onwards.

<sup>&</sup>lt;sup>2</sup> FY2019 refers to the nine-month period ended 31 December 2019. Hence the numbers presented in FY2019 are not comparable to those of prior years.

	FY12/13	FY13/14	FY14/15	FY15/16	FY16/17	FY17/18	FY18/19	FY2019 <sup>2</sup>
	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year
	INR '000	INR '000	INR '000	INR '000	INR '000	INR '000	INR '000	INR '000
Base rent	3,240,748	3,349,723	3,636,932	4,222,700	4,796,407	5,976,391	6,953,294	5,674,932
Amenities income	92,087	91,830	94,221	95,934	97,395	101,539	114,397	81,665
Fit-out rental income	81,614	85,981	78,854	69,607	65,163	75,940	88,307	114,769
Operations, maintenance and utilities income	1,900,122	2,006,176	2,035,798	2,091,310	2,241,997	2,324,590	1,823,234	1,512,979
Car park and other operating income	225,855	240,104	262,079	303,994	385,731	464,777	409,924	343,801
Total property income	5,540,426	5,773,814	6,107,884	6,783,545	7,586,693	8,943,237	9,389,156	7,728,146
Operations, maintenance and utilities expenses	(1,633,376)	(1,661,282)	(1,707,732)	(1,625,254)	(1,697,970)	(1,708,695)	(1,152,333)	(967,198)
Service and property taxes	(120,328)	(119,740)	(127,052)	(138,568)	(187,625)	(258,566)	(261,315)	(192,949)
Property management fees	(298,084)	(299,439)	(296,751)	(318,697)	(356,098)	(420,933)	(475,898)	(361,480)
Other property operating expenses	(324,127)	(243,483)	(295,837)	(285,923)	(298,343)	(465,972)	(500,539)	(379,095)
Total property expenses	(2,375,915)	(2,323,944)	(2,427,372)	(2,368,442)	(2,540,036)	(2,854,166)	(2,390,085)	(1,900,722)
Net property income	3,164,511	3,449,870	3,680,512	4,415,103	5,046,657	6,089,071	6,999,071	5,827,424
Trustee-manager's fees	(299,137)	(319,995)	(344,651)	(410,961)	(472,309)	(593,403)	(714,997)	(601,769)
Other operating expenses	(49,357)	(56,195)	(51,663)	(51,716)	(81,105)	(79,682)	(215,130)	(224,167)
Finance costs	(610,704)	(637,385)	(780,245)	(1,110,176)	(1,391,666)	(1,555,871)	(1,911,202)	(1,848,909)
Interest income	185,207	449,508	645,865	674,819	682,869	234,246	1,483,017	1,686,429
Other income	0	0	0	0	0	0	2,328	30,906
Fair value gain/(loss) on derivative financial								
instruments - realised	511,376	3,976	109,398	244,966	238,409	57,767	420,715	132,268
Exchange (loss)/gain - realised	(1,464,584)	(44,864)	(427,019)	(532,874)	(224,519)	(86,932)	(899,762)	(173,092)
Ordinary profit before tax	1,437,312	2,844,915	2,832,197	3,229,161	3,798,336	4,065,196	5,164,040	4,829,090
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Fair value gain/(loss) on derivative financial instruments - unrealised	9,400	(24,201)	14,250	45,569	(48,477)	33,311	(117,833)	167,176
Exchange gain/(loss) - unrealised	401,804	(310,601)	500,676	(92,361)	265,950	(437,685)	297,430	(461,506)
Fair value gain/(loss) on investment properties	813,041	1,601,424	1,746,432	4,684,418	4,141,341	10,478,023	9,530,340	8,977,617
Profit before tax	2,661,557	4,111,537	5,093,555	7,866,787	8,157,150	14,138,845	14,873,977	13,512,377
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Income tax expenses	(669,822)	(1,459,490)	(1,766,147)	(2,449,874)	(1,105,127)	(4,293,866)	(4,338,881)	(3,777,204)
Net profit after tax	1,991,735	2,652,047	3,327,408	5,416,913	7,052,023	9,844,979	10,535,096	9,735,173
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Attributable to:								
Unitholders of the Trust	1,826,505	2,423,321	3,088,403	5,034,867	6,618,788	9,363,113	9,895,945	9,159,198
Non-controlling interest	165,230	228,726	239,005	382,046	433,235	481,866	639,151	575,975
<b>.</b>	1,991,735	2,652,047	3,327,408	5,416,913	7,052,023	9,844,979	10,535,096	9,735,173
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<u>Distributions</u>								
Ordinary profit before tax	1,437,312	2,844,915	2,832,197	3,229,161	3,798,336	4,065,196	5,164,040	4,829,090
Distribution adjustments	459,097	(635,160)	(469,811)	(570,014)	(955,216)	(1,002,757)	(807,181)	(947,928)
Income available for distribution	1,896,409	2,209,755	2,362,386	2,659,147	2,843,120	3,062,439	4,356,859	3,881,162
Income to be distributed	1,706,768	1,988,779	2,126,147	2,393,232	2,558,808	2,756,195	3,921,173	3,493,046
Income available for distribution per unit (INR)	2.25	2.42	2.56	2.88	3.06	3.23	4.20	3.69
Income to be distributed (DPU) (INR)	2.03	2.18	2.31	2.59	2.75	2.91	3.78	3.32
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## Note:

The Income Statement in India Rupee was disclosed from FY12/13 onwards.

<sup>&</sup>lt;sup>2</sup> FY2019 refers to the nine-month period ended 31 December 2019. Hence the numbers presented in FY2019 are not comparable to those of prior years.

# **GLOSSARY**

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Operating warehouses located at the Arshiya Free Trade Warehouse Zone, Arshiya Panvel (near Mumbai) aVance, HITEC City, Hyderabad, located at IT corridor of Madhapur and aVance Hyderabad Gachibowli, Hyderabad aVance, Hinjawadi, Pune, located at Blue Ridge Township, Hinjawadi, Pune aVance Pune 411057 CyberPearl, Hyderabad, located at Hitec City Layout, Madhapur, Hyderabad СР 500081 CyberVale, located at Mahindra World City, Chennai 603002  $\mathsf{CV}$ F&B Food and beverage ΙT Information technology IT enabled services (includes various services ranging from call centres, claims ITES processing, medical transcription, e-CRM, SCM to back-office operations such as accounting, data processing, and data mining) International Tech Park, Bangalore, located at Whitefield Road, Bangalore ITPB 560066 ITPC International Tech Park, Chennai, located at Tharamani Road, Chennai 600013 R&D Research and development The V, Hyderabad, located at IT Park, Software Units Layout, Madhapur, The V Hyderabad 500081 UK **United Kingdom** United States of America USA