

# Launch of Preferential Offering to Raise Gross Proceeds of Approximately S\$150.1 million

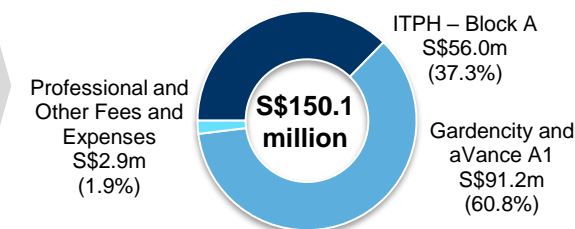
INVESTOR PRESENTATION



# Preferential Offering

<b>Issuer</b>	<ul style="list-style-type: none"> <li>CapitaLand India Trust (“<b>CLINT</b>”)</li> </ul>
<b>Offer Type, Size and Allotment Ratio</b>	<ul style="list-style-type: none"> <li>Equity fundraising of approximately S\$150.1 million via a pro rata and non-renounceable preferential offering (the “<b>Preferential Offering</b>”) of 141,567,498 new units in CLINT (“<b>New Units</b>”) to Eligible Unitholders on the basis of 119 New Units for every 1,000 existing Units held as at 5.00 p.m. on Monday, 26 June 2023 (the “<b>Record Date</b>”)</li> </ul>
<b>Issue Price</b>	<ul style="list-style-type: none"> <li>The Issue Price of S\$1.060 represents a discount (the “<b>Issue Price Discount</b>”) of 6.0% to the volume-weighted average price<sup>1</sup> (“<b>VWAP</b>”) of S\$1.1279 per Unit</li> </ul>
<b>Use of Proceeds</b>	<ul style="list-style-type: none"> <li>Gross Preferential Offering proceeds of approximately S\$150.1 million to be used in the following manner: <ul style="list-style-type: none"> <li>Approximately S\$56.0 million (which is equivalent to approximately 37.3% of the gross proceeds of the Preferential Offering) to part finance the development and construction of Block A of International Tech Park Hyderabad (“<b>ITPH – Block A</b>”)<sup>2</sup>;</li> <li>Approximately S\$91.2 million (which is equivalent to approximately 60.8% of the gross proceeds of the Preferential Offering) being applied towards the extension of ongoing funding to the developers of the properties known as aVance A1, HITEC City, Hyderabad (“<b>aVance A1</b>”)<sup>3</sup> and Gardencity, Hebbal, Bangalore (“<b>Gardencity</b>”)<sup>4</sup> to part fund the development and construction of aVance A1 and Gardencity in return for annual coupon rates of at least 11.0% (the “<b>Coupons</b>”) payable to CLINT pursuant to existing forward purchase agreements entered into between CLINT (through its subsidiaries) and the developers for the acquisition of aVance A1 and Gardencity (the “<b>Forward Purchase Agreements</b>”)<sup>5</sup>; and</li> <li>Approximately S\$2.9 million (which is equivalent to approximately 1.9% of the gross proceeds of the Preferential Offering) to pay the estimated fees and expenses, including professional fees and expenses, incurred or to be incurred by CLINT in connection with the Preferential Offering</li> </ul> </li> <li>Notwithstanding its current intention, in the event that the Preferential Offering is completed but the development and construction of aVance A1 and/or Gardencity do not materialise for any reason, CapitaLand India Trust Management Pte. Ltd., in its capacity as trustee-manager of CLINT (the “<b>Trustee-Manager</b>”) may, subject to relevant laws and regulations, use the net proceeds from the Preferential Offering in its absolute discretion towards project funding for existing committed pipeline projects which have been previously announced, or to repay existing indebtedness</li> <li>Pending the deployment of the net proceeds from the Preferential Offering, the net proceeds may, in the interim, subject to relevant laws and regulations, be deposited with banks and/or financial institutions or used to repay outstanding borrowings or for any other purpose on a short-term basis as the Trustee-Manager may, in its absolute discretion, deem fit</li> </ul>
<b>Sponsor’s and Trustee-Manager’s Irrevocable Undertakings</b>	<ul style="list-style-type: none"> <li>CLI India Pte. Ltd. (the “<b>Sponsor</b>”) and CapitaLand India Trust Management Pte. Ltd. (in its personal capacity), which in aggregate own 23.91% of the total units in issue as at 16 June 2023 have undertaken to subscribe for their total provisional allotment of the New Units.</li> </ul>

**Uses of Proceeds (S\$ million)**



1. Computed based on the VWAP of all trades in the Units on Singapore Exchange Securities Trading Limited (“**SGX-ST**”) for the full Market Day on 16 June 2023. “**Market Day**” refers to a day on which the SGX-ST is open for securities trading.  
2. As announced on 26 April 2023, CLINT had in January 2023 completed the construction of ITPH – Block A, which is a Grade A IT Building with a leasable area of approximately 1.4 million square feet (“**sq ft**”) that has been developed in place of the erstwhile Auriga building (0.2 million sq ft).  
3. The proposed development and construction of aVance A1 was announced by CLINT on SGXNET on 31 July 2018.  
4. The proposed development and construction of Gardencity was announced by CLINT on SGXNET on 29 March 2021.  
5. Post-completion of the development and construction of aVance A1 and Gardencity and pursuant to the Forward Purchase Agreements, CLINT intends to acquire aVance A1 and Gardencity. The development and construction of aVance A1 and Gardencity are currently estimated to complete in the second half of the financial year ending 31 December 2024.


# Executing CLINT's Accretive Development Strategies

**1** Funding of ITPH – Block A which has been completed in January 2023 is the first phase of a broader redevelopment at International Tech Park Hyderabad (“ITPH”)

- 1.4 million sq ft Grade A IT building
- Occupancy certificate obtained in January 2023
- Proceeds raised from Preferential Offering will be used to part finance the development and construction of ITPH – Block A



**1** ITPH – Block A  
*Part of a broader rejuvenation plan of the existing park to leverage strong demand in Hyderabad*



**Key Highlights**

- ✓ Quality Grade A asset in an attractive IT / ITES hub
- ✓ Unlocked significant value without incurring incremental cost for land acquisition
- ✓ Block A (1.4 million sq ft) was developed in place of the erstwhile Auriga building (0.2 million sq ft), leveraging on the strong demand for IT assets in Hyderabad from the growth of leading technological companies



**2** Attractive Development and Construction Projects  
*Creation of income and portfolio growth opportunities for CLINT*

**2A** Gardencity



- ✓ Opportunity to establish presence in Hebbal, an upcoming IT / ITES micro-market
- ✓ Attractive location near airport and city centre

**2B** aVance A1



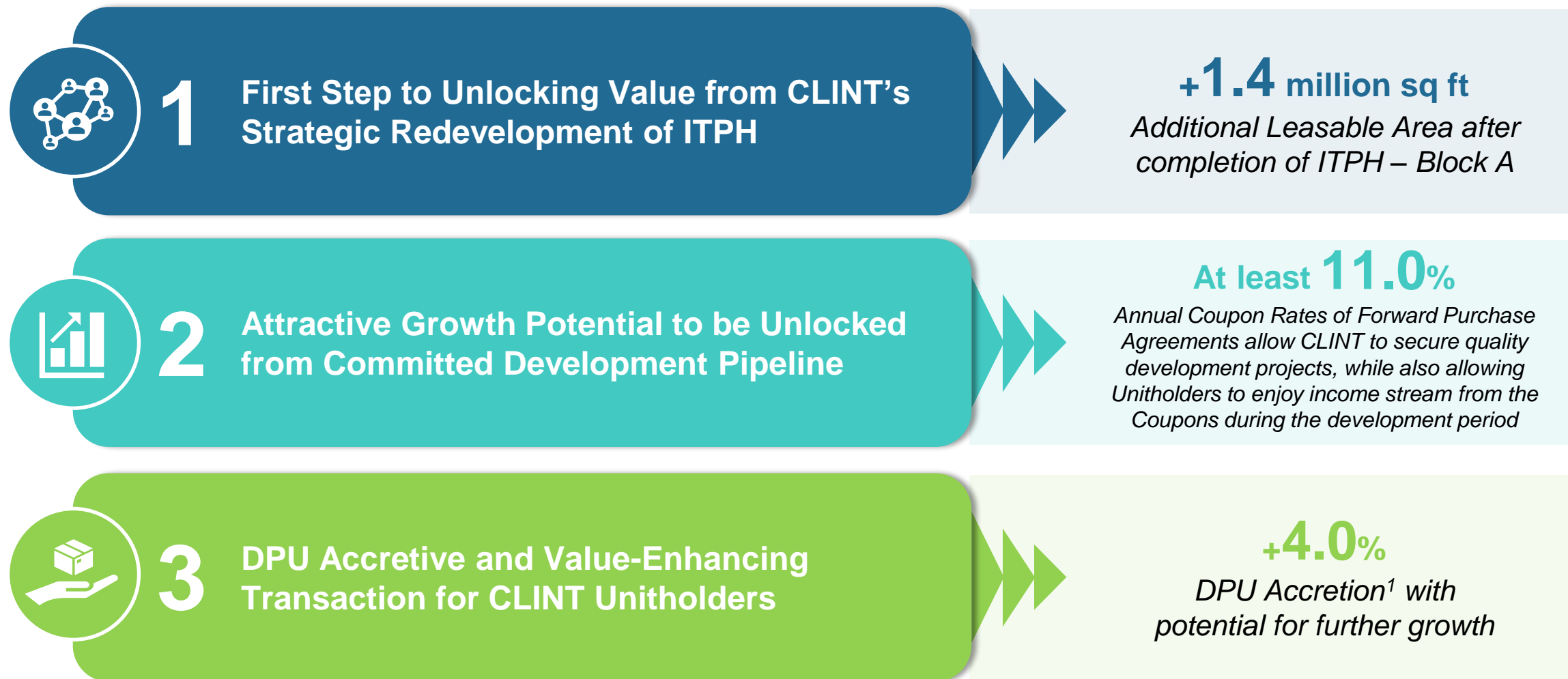
- ✓ Strengthen presence in Hyderabad with robust rental growth
- ✓ Located in HITEC City, a prime IT cluster accounting for majority of office leasing transactions in Hyderabad

*Increasing portfolio size by ~13% from 19.2<sup>1</sup> to 21.8 million sq ft upon completion*

**Active Management of Existing Assets and Robust Pipeline of Development Opportunities Provides Unitholders with Income and Portfolio Growth**

1. This represents the size of CLINT's portfolio as of 12 May 2023, including the development of ITPH – Block A which was completed in January 2023 and the acquisition of International Tech Park Pune, Hinjawadi which was completed in May 2023.

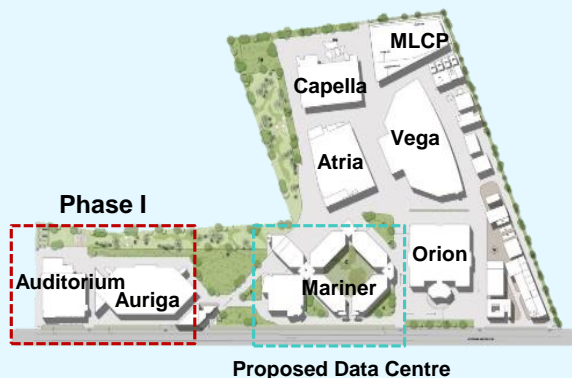
# Rationale for the Preferential Offering



1. Assuming (i) the Preferential Offering was completed on 1 January 2022, (ii) ITPH - Block A was completed on 1 January 2022 and leased out on a stabilised basis, (iii) the amount of proceeds of the Preferential Offering was fully disbursed towards part financing the development and construction of ITPH - Block A and towards funding the development and construction of aVance A1 and Gardencity (as stated on page 2) on 1 January 2022 and CLINT becoming entitled to receive the Coupons thereafter in accordance with the Forward Purchase Agreements throughout financial year ended 31 December 2022 ("FY 2022"), (iv) an illustrative exchange rate of INR62.00 : S\$1.00.

# 1 First Step to Unlocking Value from the Redevelopment of ITPH

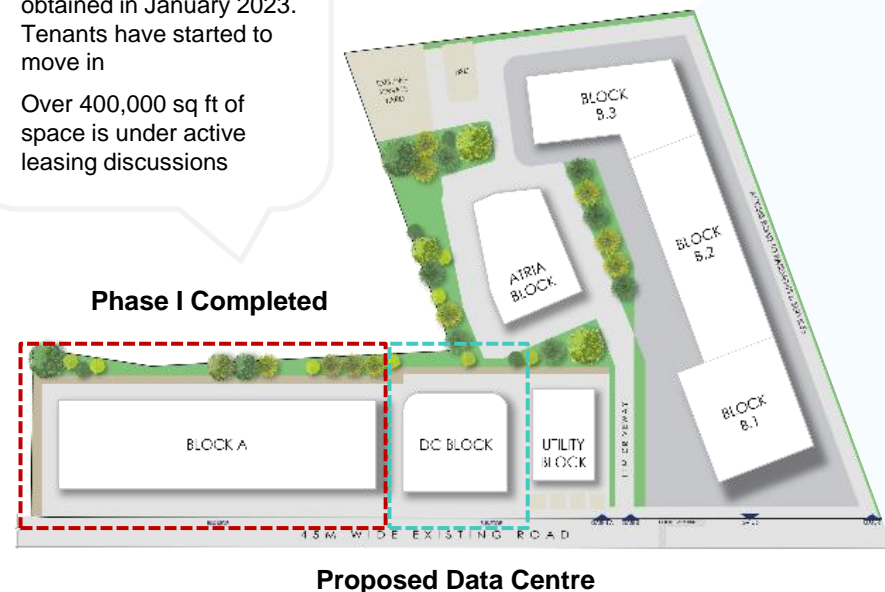
## Original ITPH Master Plan (1.3 million sq ft)



## Current ITPH Master Plan (4.9 million sq ft) / **↑ 3.8x increase**

### ITPH – Block A Completed

- Occupancy certificate obtained in January 2023. Tenants have started to move in
- Over 400,000 sq ft of space is under active leasing discussions



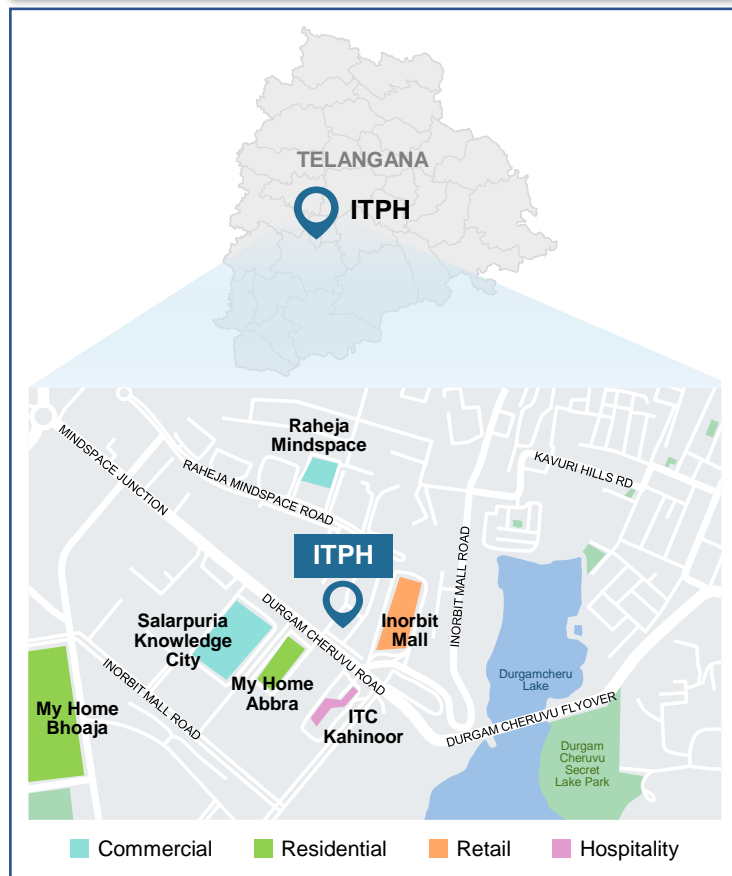
## Rationale for Redevelopment

- ✓ Completion of ITPH Block A in January 2023 unlocked **1.4 million sq ft of leasable area** without CLINT incurring additional cost for land acquisition and contributed significantly to the increase in valuation of ITPH by 14%
- ✓ Rejuvenate the existing park and leverage strong demand for IT assets in Hyderabad
- ✓ Enhanced development potential of ITPH with **3.8x increase in leasable area**, with development to be executed in multiple phases over the next 7 to 10 years. This includes the development of **~40.5 MW data centre** at the site of Mariner Building

Redevelopment of ITPH Deepens CLINT's Exposure to One of the IT Major Hubs in India and Provides Unitholders with Income and Portfolio Growth over the Long Term

# 1 Delivering a Seamless “Live, Work and Play” Concept at ITPH

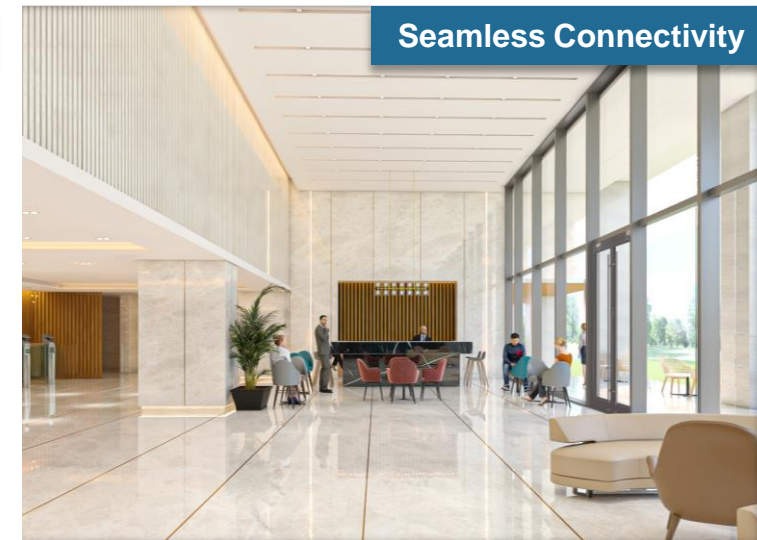
## ITPH Location



## Modern Development



## Seamless Connectivity



- Strategically located within HITEC city, which comprises a prime cluster of IT assets accounting for the majority of office leasing transactions in Hyderabad
- Enhanced communal spaces appealing to large professional community within the park
- Designed to give the Grade A office space a modern and contemporary atmosphere
- Access lobbies designed to ease navigation and improve accessibility
- Lush landscapes with outdoor spaces and event lawns
- Full suite of integrated amenities to deliver a superior “live, work and play” environment

**Full Suite of Integrated Amenities to Deliver a Superior “Live, Work and Play” Environment for Tenants Within the Business Park**

## 2 Growth Potential From Ongoing Development Initiatives

Preferential Offering proceeds used to partially fund development and construction of

Property	Floor Area (million sq ft)	Estimated Time of Completion <sup>1</sup>	Expected Total Consideration <sup>2</sup> (\$)	Amount Disbursed <sup>2</sup> (\$)	Remaining Commitment <sup>2</sup> (\$)	Forward Purchase Coupon Rate (%)
aVance A1, Hyderabad	0.9	2H 2024	129	24 <sup>3</sup>	105	At least 11%
Gardencity, Bangalore	1.7	2H 2024	268	33	235	At least 11%
Ebisu, Bangalore	1.0	2H 2025	201	--	201	
aVance 5, Hyderabad	1.2	2H 2022	168	98	70	
aVance A2, Hyderabad	0.6	Construction on Hold <sup>4</sup>	NA	6 <sup>3</sup>	NA	
Aurum Q Parc Building Q2, Navi Mumbai	0.9	OC received <sup>5</sup>	108	48	60	
BlueRidge 3, Pune	1.9	OC received <sup>5</sup>	204	105	99	
Arshiya Khurja, NCR	0.2	Upon Completion of CP <sup>5</sup>	19 <sup>6</sup>	5	14	
Casa Grande, Chennai	0.3	2H 2023	28	8	20	
<b>Total</b>			<b>1,125</b>	<b>327</b>	<b>804</b>	

### What Does This Mean For CLINT

- 1 Preferential Offering provides immediate funding and allows CLINT to execute its committed forward purchase projects to drive income and portfolio growth
- 2 Attractive structure to lock-in attractive quality projects via forward purchase agreements and partake in an income stream from the Coupons during the development period
- 3 Development projects supported by established IT cluster with robust rental demand

Ongoing Developing Projects Present Immediate Organic Growth Opportunities

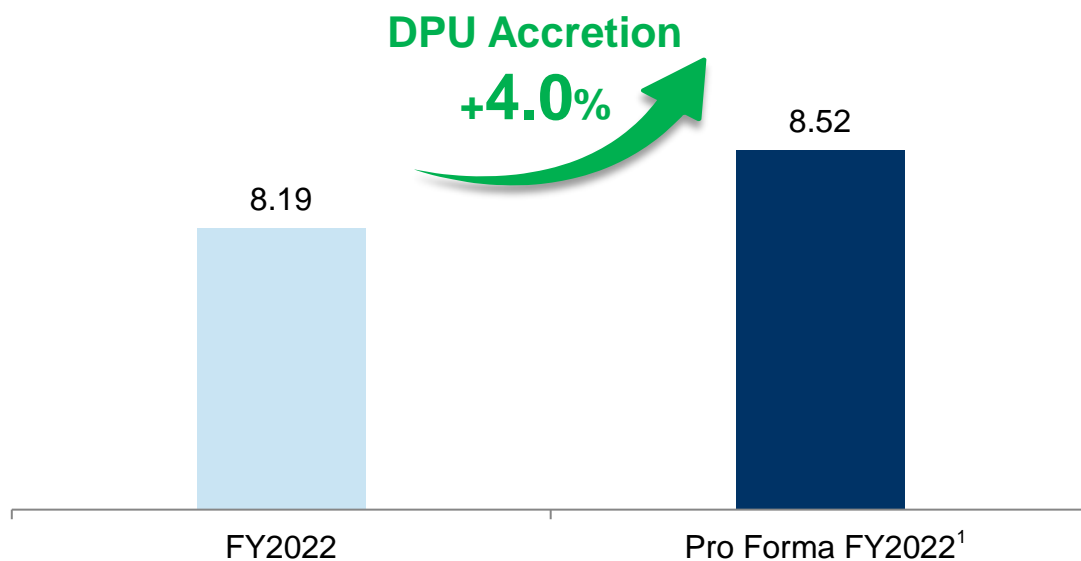
1. Refers to building completion. For Arshiya Khurja, completion refers to the acquisition of 1 Grade A warehouse.
2. Based on exchange rate at the time of investment / announcement.
3. Excludes disbursement of S\$58 million towards refinancing of loan taken by the vendor towards acquisition of additional land.
4. Construction of aVance A2 is put on hold while CLINT monitors post-pandemic leasing demand.
5. OC refers to Occupancy Certificate; CP refers to Conditions Precedent.
6. Net consideration after deduction of security deposit.

### 3 DPU Accretive and Value-Enhancing Transaction for CLINT Unitholders

#### DPU Accretive<sup>1</sup> for CLINT Unitholders

Distribution Per Unit (“DPU”)  
(S\$ Cents)

FOR ILLUSTRATIVE PURPOSES ONLY, NOT A FORWARD-LOOKING PROJECTION



#### Further Opportunities For Growth



**Contracted Escalations**

- Benefit from ITPH – Block A having built-in rent escalation clauses that would give rise to incremental rental income growth



**Rental Reversions**

- Potential to benefit from rental reversion upon renewal of expiring leases across the existing portfolio

**Investing Accretively With Further Growth From Contracted Rental Escalations and Rental Reversions**

1. Assuming (i) the Preferential Offering was completed on 1 January 2022, (ii) ITPH - Block A was completed on 1 January 2022 and leased out on a stabilised basis, (iii) the amount of proceeds of the Preferential Offering was fully disbursed towards part financing the development and construction of ITPH - Block A and towards funding the development and construction of aVance A1 and Gardencity (as stated on page 2) on 1 January 2022 and CLINT becoming entitled to receive the Coupons thereafter in accordance with the Forward Purchase Agreements throughout financial year ended 31 December 2022 (“FY 2022”), (iv) an illustrative exchange rate of INR62.00 : S\$1.00.



# Appendix

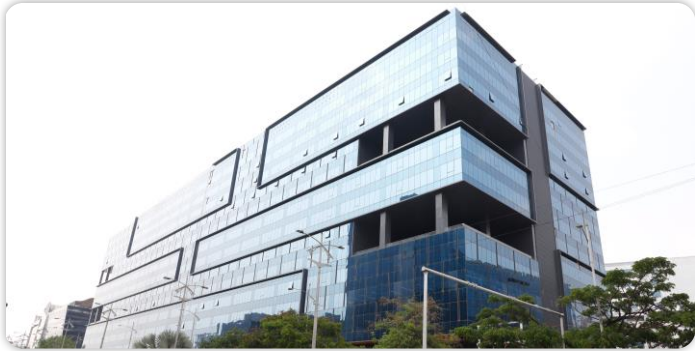
# Important Dates and Times<sup>1</sup>

<p><b>Opening date and time for the Preferential Offering</b></p>	<p><b>30 June 2023 at 9.00 a.m.</b></p>
<p><b>Closing date and time for the Preferential Offering</b></p> <p><i>(Last date and time for acceptance (if applicable) application and payment for provisional allotments of New Units and Excess New Units pursuant to the Preferential Offering)</i></p>	<p><b>10 July 2023 at 5.30 p.m. via ARE or through PayNow (on the SGX Investor Portal)</b></p> <p><b>(9.30 p.m. via Electronic Applications through an ATM of a Participating Bank)</b></p>
<p><b>Expected date and time for the commencement of trading of the New Units</b></p>	<p><b>18 July 2023 at 9.00 a.m.</b></p>

1. The above timetable is indicative only and subject to change. Any changes to the dates and times will be announced by the Trustee-Manager on SGXNET.

# Overview of Assets

## ITPH – Block A



	Location	International Tech Park Hyderabad
	Floor Area (million sq ft)	1.4
	Funds Disbursed (\$ mil)	NA
	Remaining Commitment (\$ mil)	NA
	Time of Completion	January 2023

## Gardencity



	Location	Hebbal, Bangalore
	Floor Area (million sq ft)	1.7
	Funds Disbursed (\$ mil)	33
	Remaining Commitment (\$ mil)	235
	Time of Completion	2H 2024


## aVance A1




	Location	HITEC City, Hyderabad
	Floor Area (million sq ft)	0.9
	Funds Disbursed (\$ mil)	24
	Remaining Commitment (\$ mil)	105
	Time of Completion	2H 2024

# Gardencity, Bangalore




-  **Location** Hebbal, Bangalore


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-  **Floor area** Project I: 1.3 million sq ft; Project II: 0.4 million sq ft

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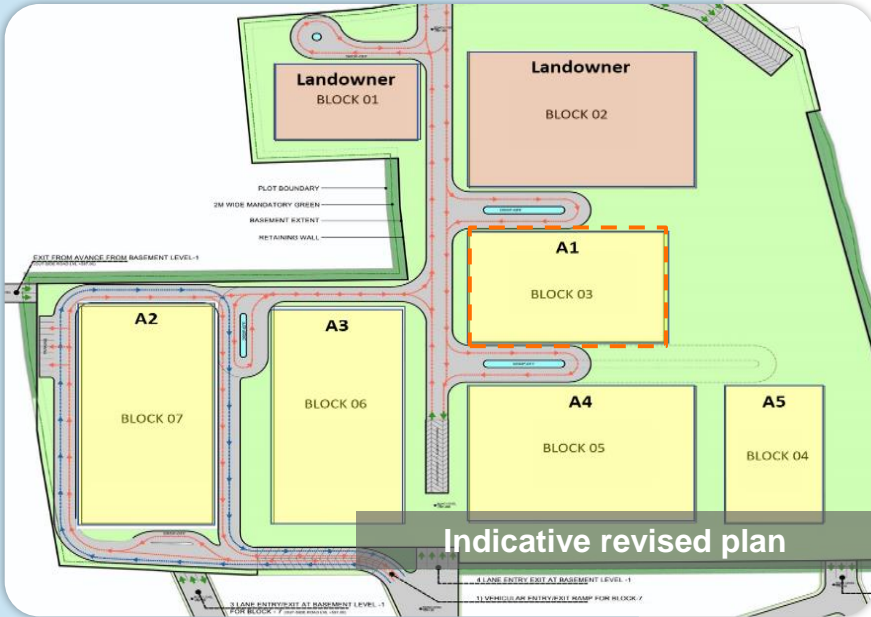
-  **Expected completion** Project I & II: 2H 2024


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-  **Construction status** Sub-structure works in progress

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# aVance A1, Hyderabad




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**Total Site Area of aVance Business Hub 2**

14.4 acres / 5.8 ha


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**Proposed Development of aVance A1**

0.9 million sq ft


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**Vendor assets**

Marked in yellow


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- 

**Construction status**

Foundation work has commenced for the A1 building

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- 

**Landowner assets**

Marked in beige

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- (iii) persons who are already entitled to units in CLINT, pursuant to Article 18 of the CIS Promotions Order;
- (iv) high value entities falling within Article 22 of the CIS Promotions Order and directors, officers and employees acting for such entities in relation to investment (where such persons' responsibilities involve them carrying on controlled activities for such entities);
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CLINT is an alternative investment fund ("AIF") for the purposes of the Alternative Investment Fund Managers Regulations 2013 (as amended) (the "UK AIFM Regulations"). The Trustee-Manager is considered the alternative investment fund manager ("AIFM") of CLINT, as defined in the UK AIFM Regulations. The Units will be marketed by CLINT and the Trustee-Manager to investors domiciled, or with a registered office, in the UK, and the Trustee-Manager has accordingly notified the FCA pursuant to Regulation 59 of the UK AIFM Regulations, including confirming that it is complying with the requirements of sections 3.2, 3.3 and 3.4 of the FUND sourcebook. This notification was made on 6 November 2019. This communication has been prepared solely for the purposes of compliance with the requirements under the UK AIFM Regulations and FUND Sourcebook in connection with relevant marketing activities that may be undertaken by the Trustee-Manager.

Accordingly, the new units under the Preferential Offering will only be offered and sold in the United Kingdom to a limited number of eligible UK investors.

[Any discrepancy between individual amounts and total shown in this presentation is due to rounding.](#)

# Thank you

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