Cap/taland

CapitaLand India Trust 1H FY 2023 Financial Results Presentation

31 July 2023

Disclaimer

This presentation on CLINT's results for the 6-month period ended 30 June 2023 ("1H FY 2023") should be read in conjunction with CLINT's half-yearly results announcement, a copy of which is available on <u>www.sgx.com</u> or <u>www.clint.com.sg</u>.

This presentation may contain forward-looking statements. 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, availability of real estate properties, competition from other developments or companies, shifts in customer demands, shifts in expected levels of occupancy rate, property rental income, charge out collections, changes in operating expenses (including employee wages, benefits and training, property operating expenses), governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business.

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This presentation is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for the Units.

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.

1H FY 2023 Financial Results

International Tech Park Bangalore



1H 2023 Key Highlights



PREFERENTIAL OFFERING

S\$150.1 million

Successfully raised in July 2023



ASSETS UNDER MANAGEMENT

S\$2.7 billion

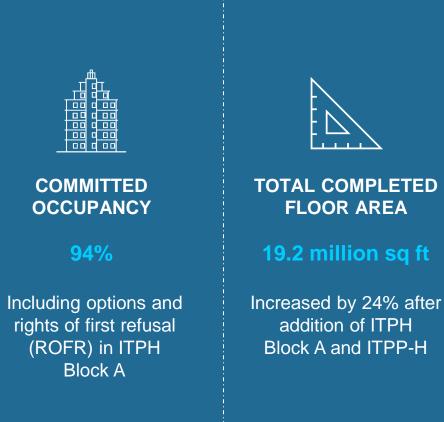
Increased by 9% after acquisition of ITPP-H in May 2023



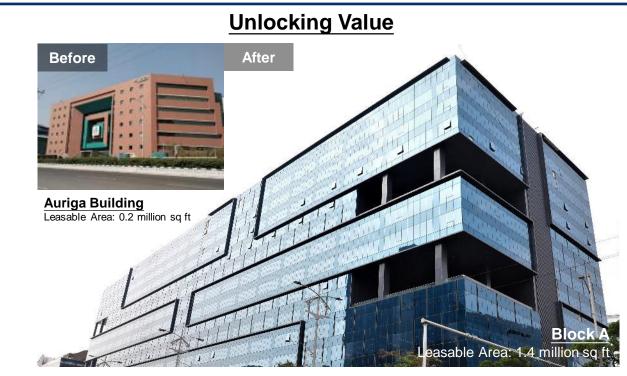
NET PROPERTY INCOME

S\$85.6 million

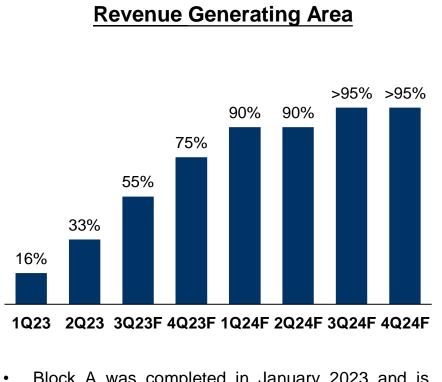
Increased by 3% YoY



Redevelopment of ITPH – Phase 1



- Redevelopment of ITPH is resulting in significant value creation through modernisation of the campus without investing for land.
- Enhanced development potential of ITPH with 3.8x increase in leasable area, from 1.3 million sq ft to 4.9 million sq ft.
- Completion of Block A in January 2023 contributed significantly to the increase in valuation¹ of ITPH by 14%.



- Block A was completed in January 2023 and is currently 100% committed, including options and rights of first refusal.
- Based on leasing commitments, revenue contribution from Block A is expected to stabilise by 1H 2024.

1. Property value as at December 2022 vs Property value as at December 2021.

Financial Review Synechron Cap/taLand 16 India Trust International Tech Park Pune, Hinjawadi

1H FY 2023 Results

	1H FY 2023	1H FY 2022	Variance
SGD/INR FX rate ¹	61.5	55.7	10.4%
Total property income	₹6,795 million	₹5,758 million	18%
	S\$110.5 million	S\$103.3 million	7%
Net property income	₹5,265 million	₹4,648 million	13%
	S\$85.6 million	S\$83.4 million	3%
Income available for distribution	₹3,008 million	₹3,073 million	(2%)
	S\$48.9 million	S\$55.1 million	(11%)
Income to be distributed	₹2,708 million	₹2,766 million	(2%)
	S\$44.0 million	S\$49.6 million	(11%)
Income to be distributed (DPU ²) - adjusted	₹2.07 3.36 Singapore cents	₹2.39 4.28 Singapore cents	(13%) (22%)
Adjusted weighted average number of units ('000)	1,310,632 ³	1,156,835	13%

1. Average exchange rate for the period.

2. Distribution per unit.

3. Increase in number of units is due to the enlarged unit base after preferential offering.

Distribution Details

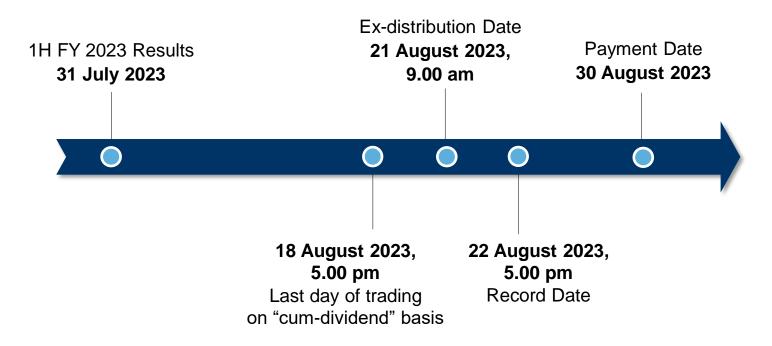
Distributions to Unitholders are made on a semi-annual basis for the six-month period ending 30 June and 31 December of each year.

Distribution Period

1 January 2023 to 30 June 2023

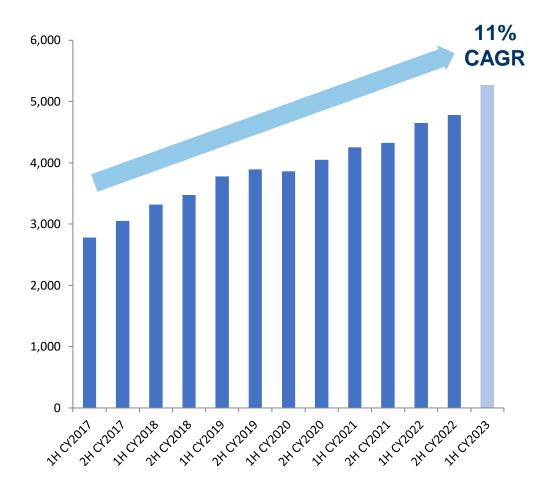
Distribution Per Unit

3.36 Singapore cents

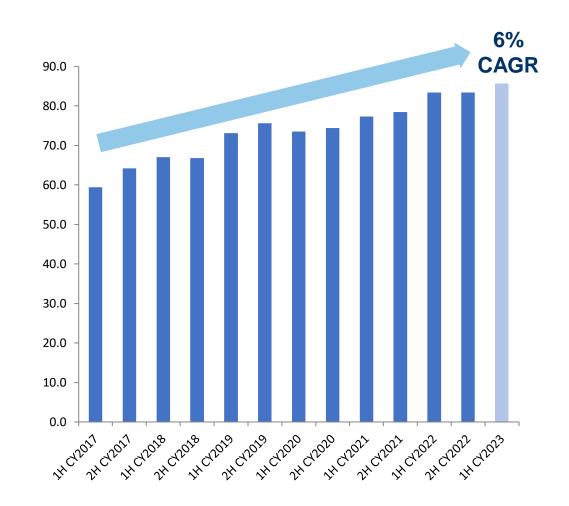


Net Property Income

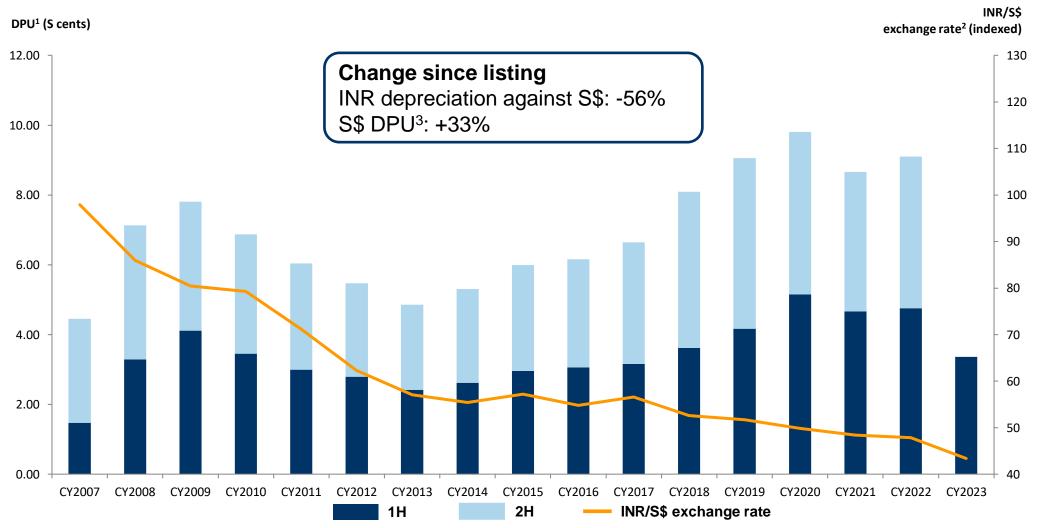
Net Property Income (INR)



Net Property Income (S\$)



Half-yearly DPU since Listing



1. DPU (income available for distribution) refers to 100% of distributable income. 10% of distributable income was retained starting from 2Q CY2012.

2. Average daily spot INR/S\$ exchange rate for the period, pegged to 1 August 2007 using data sourced from Bloomberg.

3. Last 12 months DPU compared against first 12 months DPU.

Capital Management

Arshiya Warehouses, Navi Mumbai



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Capital Management

Currency hedging strategy

Balance sheet

- Trustee-Manager does not hedge equity.
- At least 50% of debt must be denominated in INR.

Income

- Income is repatriated semi-annually from India to Singapore.
- Trustee-Manager locks in the income to be repatriated by buying forward contracts on a monthly basis.

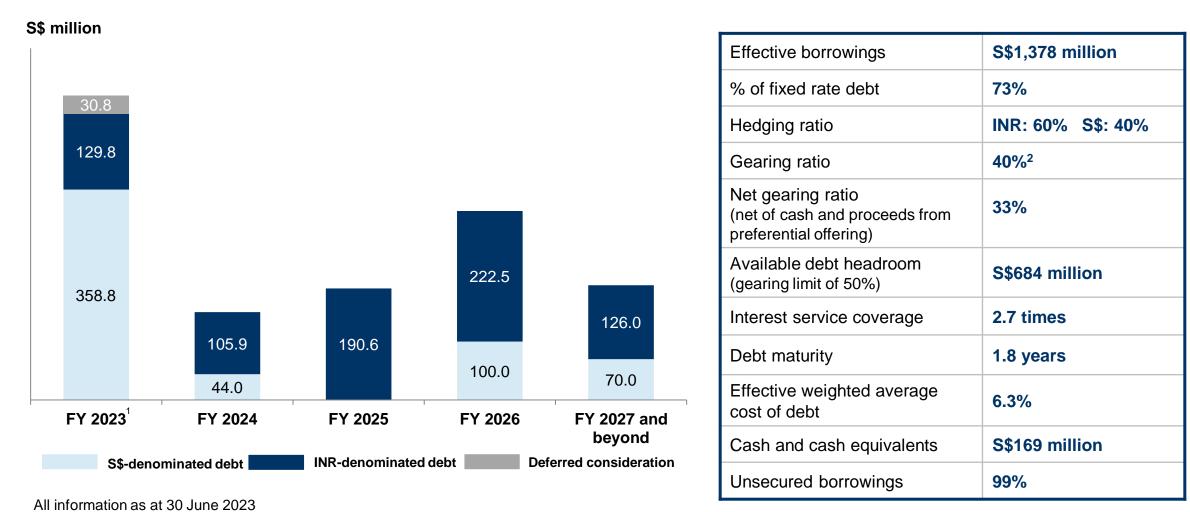
Funding strategy

- The Trustee-Manager's approach to equity raising is predicated on maintaining a strong balance sheet by keeping the Trust's gearing ratio at an appropriate level.
- Trustee-Manager mainly borrows S\$ loans in Singapore as it costs less to hedge S\$ borrowings to INR-denominated borrowings using cross-currency swaps and derivatives.

Income distribution policy

- To distribute at least 90% of its income available for distribution.
- CLINT retains 10% of its income available for distribution to provide greater flexibility in growing the Trust.

Debt Maturity Profile & Capital Structure

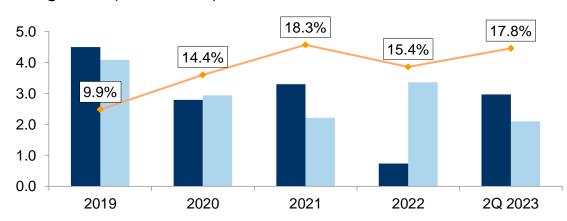


1. Includes short-term revolving credit facilities (RCFs) of S\$358.8 million. CLINT has cash of S\$169 million and undrawn RCFs which may be used for repayment of existing debt.

2. As at 30 June 2023, the effective borrowings to net asset ratio and total borrowings less cash and cash equivalents to net asset ratio is 100.2% and 93.2% respectively.

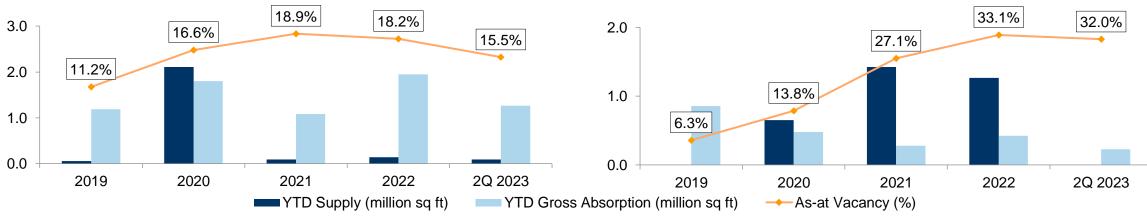


Office Markets Update



Bangalore (Whitefield)

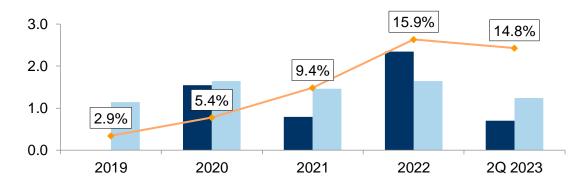
Chennai (OMR)



1. Includes HITEC City and Madhapur.

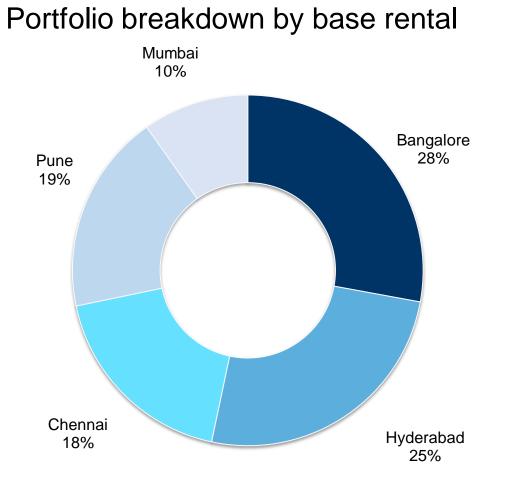
Source: CBRE Research

Hyderabad (IT Corridor I¹)



Pune (Hinjawadi)

Diversified Portfolio



Customer Base

Total number of tenants295Average space per tenant~58,000 sq ft

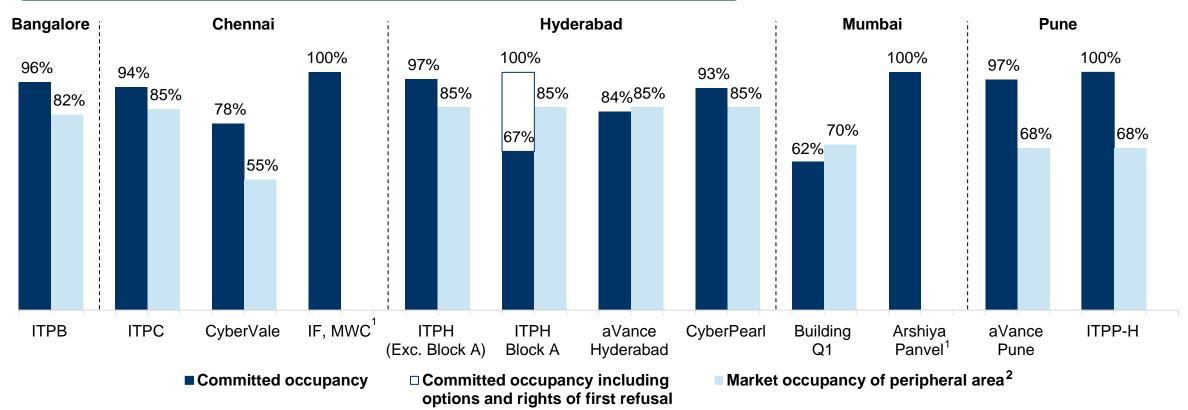
Largest tenant accounts for 12% of the portfolio base rent

All information as at 30 June 2023

Portfolio Occupancy

Committed occupancy including options and ROFR in Block A : 94%

Committed occupancy excluding options and ROFR in Block A : 91%

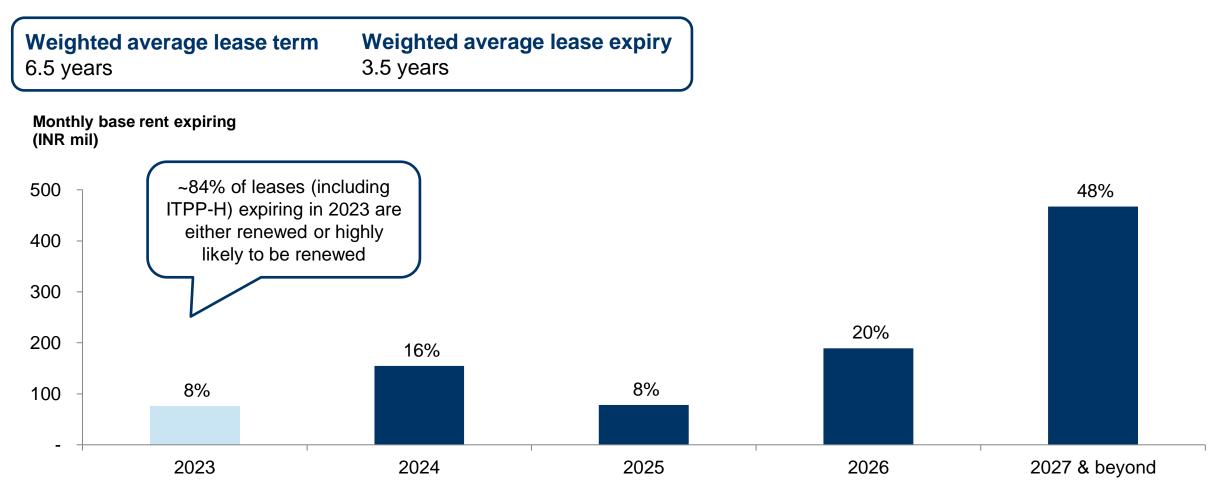


All information as at 30 June 2023

1. No relevant leasing data is available.

2. CBRE market report as at 30 June 2023.

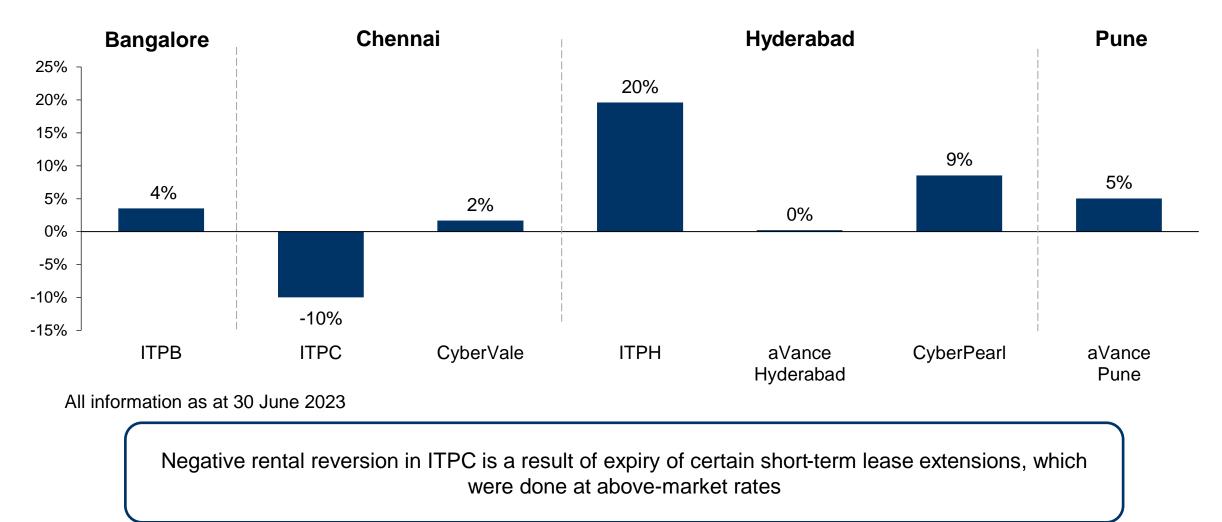
Spread-out Lease Expiry Profile



All information as at 30 June 2023

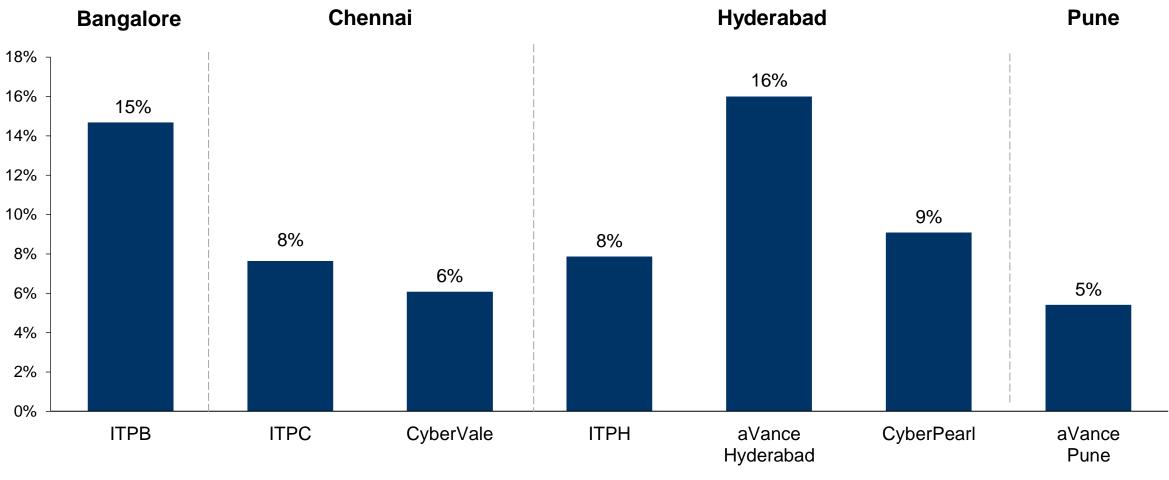
Note: Retention rate for the past 12 months was 89%.

Rental Reversion¹



1. Rental reversion for a lease is defined as the percentage change of the new effective gross rent over the preceding effective gross rent. Only new and renewed long-term leases transacted within the last 12 months are included. There were no eligible transactions in Building Q1, ITPP-H, and IF, MWC in the last 12 months.

Rental Revenue Growth¹

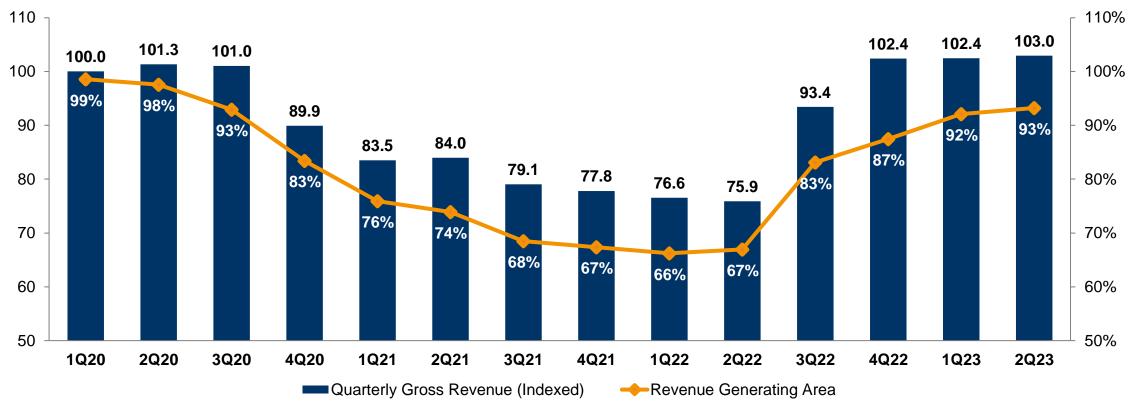


All information as at 30 June 2023

1. Rental revenue growth is the percentage difference of average headline rent of leases commenced in the last 12 months over the respective property's average rent at the start of the 12-month period.

Case Study ITPC

Emerging Stronger through Focused Execution



- Between end-2020 till mid-2022, ITPC occupancy decreased largely due to pre-pandemic consolidation plans by large occupiers.
- The Management took the opportunity to conduct various initiatives, such as terminating under-performing tenants, monetising old fit-outs, and implementing new CAM charging mechanism.
- As at mid-2023, ITPC has outperformed the revenue generated pre-COVID. We expect further upside due to increase in occupancy and contracted escalations.

Quality Tenants

Тор	10 tenants of IT Parks	% of base rents
1	Tata Consultancy Services	12%
2	Infosys	7%
3	Amazon	4%
4	Bank of America	3%
5	Synechron	3%
6	Applied Materials	3%
7	Renault Nissan	3%
8	Société Générale	2%
9	Technicolor	2%
10	UnitedHealth Group	1%
	Total	40%

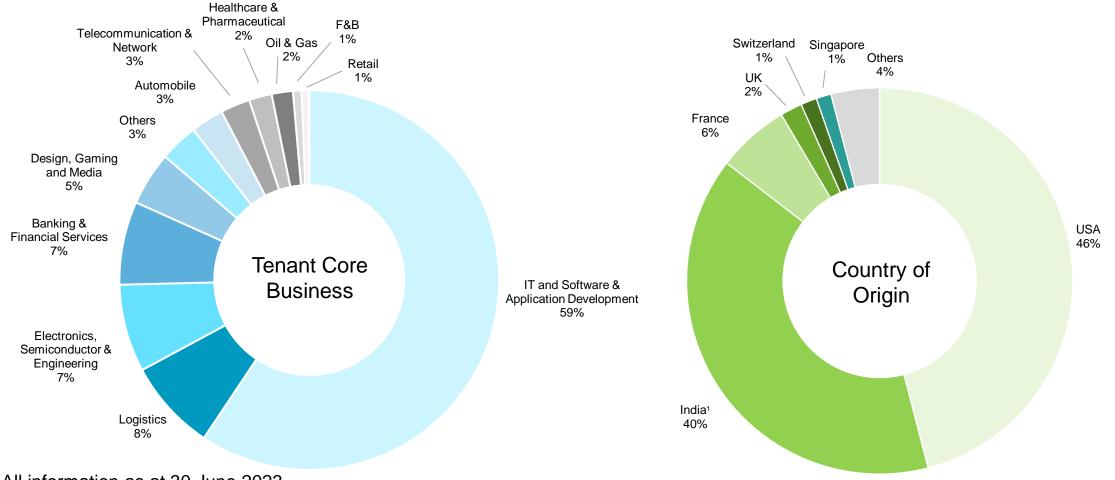
All information as at 30 June 2023

Lo	gistics and Industrial Assets	% of base rents
1	Arshiya Sub-tenants include Borochemie (India), DHL Logistics, Sawariya Futureworks, Sorin Corporation, and UPL Limited	8%
2	Pegatron	2%

Top 10 tenants accounted for 46% of portfolio base rent

Diversified Tenant Base

Tenant core business & country of origin by base rental



All information as at 30 June 2023

1. Comprises Indian companies with local and overseas operations.

Growth Strategy

Cap/talanc

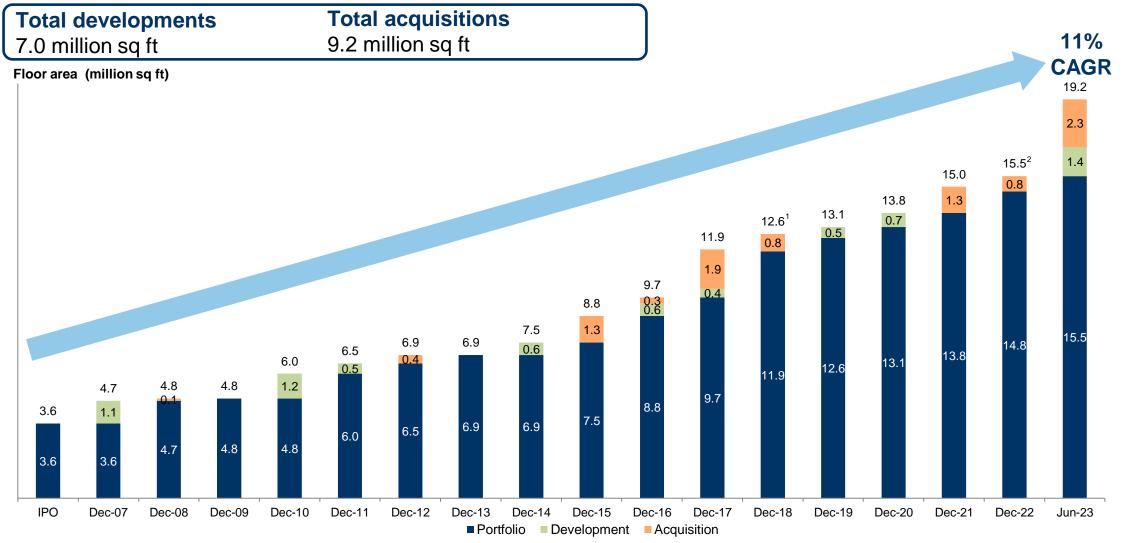
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CapitaLand Data Centre Navi Mumbai 1

Good Growth Track Record



1. Includes reduction in floor area due to the demolition of Auriga building (0.2 million sq ft) in ITPH as part of the redevelopment.

2. Includes reduction in floor area due to the demolition of Mariner building (0.2 million sq ft) in ITPH as part of the redevelopment.

Clear Growth Strategy

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- 2.8 million sq ft in Bangalore¹
- 2.0 million sq ft in Hyderabad
- 0.4 million sq ft in Chennai

3rd Party Acquisitions

- **1.1 million sq ft** aVance Hyderabad
- **1.4 million sq ft** aVance Business Hub 2, Hyderabad
- 0.8 million sq ft Building Q2, Aurum Q Parc, Navi Mumbai
- **1.9 million sq ft** BlueRidge 3, Pune
- **1.7 million sq ft** Gardencity, Bangalore
- **1.0 million sq ft** Ebisu, Bangalore

Non-IT Park Asset Class

- - -

 0.2 million sq ft Arshiya Khurja Warehouses, NCR

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- 0.3 million sq ft Casa Grande Industrial Facility (Phase 2), Chennai
- 54 MW
 Data Centre (Phase 1), Navi
 Mumbai
- **40 MW** Data Centre at ITPH, Hyderabad
- 54 MW
 Data Centre at Ambattur,
 Chennai
- **42 MW** Data Centre at ITPB, Bangalore

Sponsor Assets

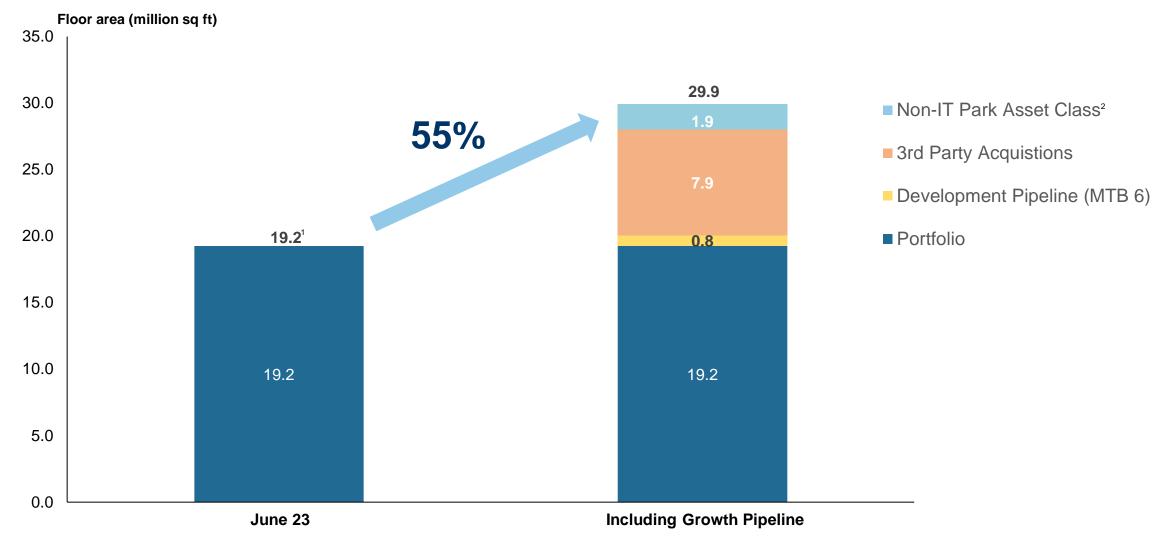
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- Ascendas India Growth Programme
- Ascendas-Firstspace
 Platform

1. Includes MTB 6 which is under development.



Growth based on Committed Pipeline



1. Includes ITPH Block A's floor area (1.4 million sq ft) which was completed in January 2023, and ITPP-H (2.3 million sq ft) which the acquisition was completed in May 2023.

2. The total area for four DC Developments is 1.4 million sq ft.

Growth Pipeline

	aVance Hyderabad		Business ub 2	Aurum Q Parc	BlueR	BlueRidge 3 Gardencity		Gardencity		Gardencity		Gardencity		Gardencity		Casa Grande	Ebisu	Total
	aVance 5	aVance A1	aVance A2 ⁵	Building Q2	Phase 1	Phase 2	Project I	Project II	1 warehouse	Phase 2	Building 1							
Floor area (million sq ft)	1.16	0.83	0.55	0.85	1.35	0.56	1.26	0.39	0.19	0.31	1.00	8.45						
Time of completion ¹	2H 2022	2H 2024	Construction on hold	OC ⁶ received	OC ⁶ received	On Hold	2H 2024	2H 2024	Upon completion of CP ⁶	2H 2023	2H 2025	N.A.						
Expected total consideration ²	₹8.4 b (S\$168 m)	₹6.5 b (S\$129 m)	N.A.	₹5.4 b (S\$108 m)	₹7.1 b (S\$141 m)	N.A.	₹11.2 b (S\$209 m)	₹3.2 b (S\$59 m)	₹1.0 b ⁸ (S\$19 m)	₹1.6 b (S\$28 m)	₹12.3 b (S\$201 m)	₹56.7 b (S\$1,062 m)						
Amount disbursed ²	₹0.5 b³ (S\$10 m)	₹1.7 b ⁴ (S\$34 m)	₹0.3 b⁴ (S\$6 m)	₹2.4 b (S\$48 m)	₹5.4 b (S\$107 m)	N.A.	₹2.3 b (S\$43 m)	₹0.4 b (S\$7 m)	₹0.3 b (S\$5 m)	₹0.7 b (S\$11 m)	N.A.	₹14 b ⁹ (S\$271 m) ⁹						
Remaining commitment ²	₹7.9 b (S\$158 m)	₹4.8 b (S\$95 m)	N.A.	₹3.0 b (S\$60 m)	₹1.7 b ⁷ (S\$34 m)	N.A.	₹8.9 b (S\$166 m)	₹2.8 b (S\$52 m)	₹0.7 b (S\$14 m)	₹0.9 b (S\$17 m)	₹12.3 b (S\$201 m)	₹43 b (S\$797 m)						

All information as at 30 June 2023

- 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. ₹ figures are presented in billions while S\$ figures are presented in millions.
- 3. Post repayment of a portion of the existing loan by the vendor.
- 4. Excludes disbursement of ₹3.2 billion (S\$60 million) towards refinancing of loan taken by the vendor towards acquisition of additional land.
- 5. Construction of aVance A2 is on hold.
- 6. OC refers to Occupancy Certificate; CP refers to Conditions Precedent.
- 7. Top-up consideration will be reduced by accrued interest on APFF and ITPL funding.
- 8. Net consideration after deduction of security deposit.
- 9. Total excludes amount disbursed for aVance A2.

Appendix

Glossary

CY

: Calendar year.

Derivative financial instruments	: Includes cross currency swaps (entered to hedge SGD borrowings into INR), interest rate swaps, options 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, including deferred consideration.
Gearing	: Ratio of effective borrowings to the value of Trust properties.
ITES	: Information Technology Enabled Services.
INR or ₹	: Indian rupees.
SEZ	: Special Economic Zone.
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.
Trust properties	: Total assets.

Balance Sheet

As at 30 June 2023	INR	SGD
Total assets	₹211.8 billion	S\$3,441 million
Total borrowings	₹87.4 billion	S\$1,420 million
Deferred consideration ¹	₹1.9 billion	S\$31 million
Derivative financial instruments	(₹4.5 billion)	(S\$73 million)
Effective borrowings ²	₹84.8 billion	S\$1,378 million
Long term receivables	₹17.1 billion	S\$277 million
Net asset value	₹66.6 per unit	S\$1.08 per unit
Adjusted net asset value ³	₹84.4 per unit	S\$1.37 per unit
Net asset value (including preferential offering impact)	₹59.5 per unit	S\$0.97 per unit
Adjusted net asset value (including preferential offering impact)	₹75.4 per unit	S\$1.23 per unit

1. Deferred consideration refers to the remaining purchase consideration on the acquisition of aVance 6 and the contingent deferred consideration for ITPP-H.

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

3. Excludes deferred income tax liabilities of ₹21.2 billion (S\$345 million) on capital gains due to fair value revaluation of investment properties.

Growth Strategy Development: CapitaLand Data Centres

		npression				
Name	CapitaLand DC Navi Mumbai 1	CapitaLand DC ITPH				
Location	Airoli, Navi Mumbai	International Tech Park Hyderabad				
Project details	Capacity ¹ – Phase 1: 54 MW Power load ²	Capacity ⁴ – 40 MW Power load				
Development status	In-principle sanction received from MSETCL ³ for power capacity of 120 Mega Volt Ampere (MVA) for Phase 1 and Phase 2. Construction has commenced.	In-principle sanction received for power capacity of 80 MVA. Site excavation completed. Construction has commenced.				

Phase 1: ~30.5 MW IT load. 1.

2. Total estimated development potential for the Project (including Phase 2) is 108 MW Power load.

Maharashtra State Electricity Transmission Company Ltd. 3.

~25 MW IT load. 4.

Growth Strategy Development: CapitaLand Data Centres



Name	CapitaLand DC Chennai	CapitaLand DC ITPB						
Location	Ambattur, Chennai	International Tech Park Bangalore						
Project details	Capacity ¹ – 54 MW Power load	Capacity ² – 42 MW Power load						
Development status	Pre-construction approvals being obtained. Construction is expected to commence by 2H 2023.	Development of GIS Substation underway.						

Growth Strategy

Sponsor: Assets in India

Sponsor presence¹

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Private funds managed by sponsor

- Ascendas India Growth Programme
- Ascendas India Logistics Programme









1. Excludes CLINT properties.

Growth Strategy Development: ITPB pipeline

Future Development Potential

- Remaining development potential of 3.1 million sq ft¹.
- Site has been identified for development of a data centre.
- ITPB's existing 40 MVA² air insulated substation will be upgraded to a 100 MVA gas insulated substation prior to construction of the data centre.



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1. Includes additional development potential due to the widening of the road in front of International Tech Park Bangalore and revised government regulation.

- 2. Mega Volt Amp.
- 3. Red line marks border of SEZ area.

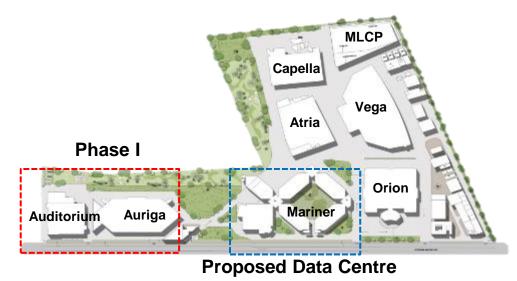
Growth Strategy Development: MTB 6, Bangalore



Name	Multi tenanted building – MTB 6
Location	ITPB, Bangalore
Floor area	0.81 million sq ft
Development status	Foundation work in progress. Building completion expected by 2H 2024.

Growth Strategy Development: ITPH redevelopment

Initial Master Plan (1.3 million sq ft)



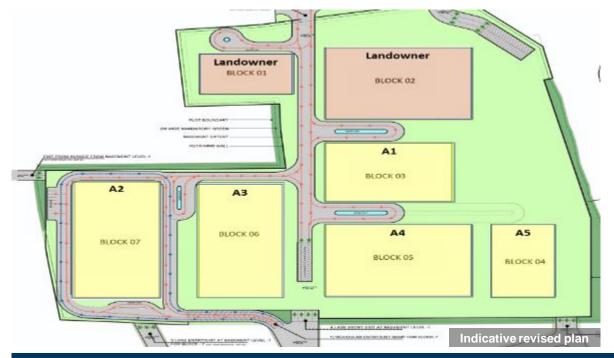
Current Master Plan (4.9 million sq ft)



Redevelopment to increase the development potential, rejuvenate the existing park, and leverage strong demand in Hyderabad:

- Master plan for ITPH being revised to accommodate development of a Data Centre (DC)
- Expected net increase of 3.7 million sq ft of leasable area (including DC area)
- Development planned in multiple phases over the next 7 to 10 years
- Occupancy certificate for Phase I has been obtained in January 2023
- 40 Megawatt (MW) Power load planned DC development at the site of Mariner Building:
- Environment Clearance (EC) and Building Plan Approval received
- Construction Contractor has been appointed and mobilization is in progress

IT Park: aVance Business Hub 2, Hyderabad







Park Statistics

Site area:	14.4 acres / 5.8 ha	Proposed acquisition of (A1) to (A5) ¹ :	4.75 million sq ft
Vendor assets:	marked in yellow	Construction status:	Core wall works and structural steel installation in process for the A1 building
Landowner assets:	marked in beige		

1. Master Agreement executed for proposed acquisition of Vendor assets.

IT Park: aVance Hyderabad

	$\left(\begin{array}{c} (1) \\ (1) \\ (1) \\ (2$
Site area	25.7 acres / 10.4 ha
Asset ownership	CLINT assets – marked in blue; Vendor assets – marked in black; Landowner assets – marked in white; CLINT has ROFR to (7), (8), (9) & (10)
aVance 5	 Proposed acquisition of (5)¹ – 1.16 million sq ft 100% pre-committed to a leading US-based healthcare MNC². Construction completed

1. Share Purchase Agreement executed for proposed acquisition of aVance 5.

2. Lease deeds for ~50% of the leasable area have been executed and handed over to the tenant, hard options for the remaining ~50% of the leasable area are yet to be exercised by the tenant.

IT Park: Aurum Q Parc, Navi Mumbai

	Q2 Q1 Q1 Completed Building Q2 Completed Building Q2 Difference of the				
Location	Ghansoli, Navi Mumbai				
Floor area	Building Q1 (CLINT owned): 0.62 million sq ft; Building Q2: 0.85 million sq ft Right of First Refusal on Building Q3: up to 1.10 million sq ft				
Expected completion	Building Q2: Construction completed; Occupancy Certificate received.				
Leasing status	Building Q2 is ~51.2% (~0.44 million sq ft) pre-committed.				
Acquisition	Acquisition of Building Q2 expected to be completed in 3Q 2023.				

IT Park: BlueRidge 3, Pune



Location	Hinjawadi Phase 1, Pune			
Floor area	Phase 1: 1.35 million sq ft; Phase 2: 0.56 million sq ft			
Expected completion	Phase 1: OC received; Phase 2: On hold			
Leasing Status Phase 1 is ~30% committed.				
Construction status	Construction of IT Building 1 and Cafeteria Block completed, and occupancy certificate obtained.			

IT Park: Gardencity, Bangalore



Location

Floor area

Logistics: Arshiya Khurja Warehouses, NCR



Acquisition of the warehouse subject to completion of certain Conditions Precedent as specified in the Share Purchase Agreement. 1.

Location

Site area

Industrial: Casa Grande – Phase 2, Chennai

		Artist's impression
Location	Mahindra World City, Chennai	
Floor area	Phase 2A: 0.02 million sq ft Phase 2B: 0.29 million sq ft	
Construction status	Phase 2A: Construction has been completed. Phase 2B: Construction work in progress.	
Leasing status	Phase 2A: Fully leased.	

Growth Strategy (3rd Party Forward Purchase) IT Park: Ebisu, Bangalore



Location	Outer Ring Road, Bangalore	
Floor area	uilding 1: 1.0 million sq ft	
Expected completion	2H 2025	
Construction status	Excavation in progress.	

World-class Assets

City	Bangalore	Chennai	Hyderabad	Pune	Mumbai
Property	 Intl Tech Park Bangalore 	 Intl Tech Park Chennai CyberVale Industrial Facility, MWC 	 Intl Tech Park Hyderabad CyberPearl aVance Hyderabad 	 aVance Pune International Tech Park Pune, Hinjawadi 	 Arshiya Panvel Warehouses Building Q1, Aurum Q Parc
Туре	IT Park	IT Park; Industrial	IT Park	IT Park	Warehouse; IT Park
Site area	68.3 acres 27.6 ha	42.0 acres 17.0 ha	51.2 acres ¹ 20.5 ha ¹	30.4 acres 12.3 ha	27.9 acres 11.3 ha
Completed floor area	5.2 million sq ft ²	3.2 million sq ft	5.2 million sq ft ²	3.8 million sq ft	1.8 million sq ft
Number of buildings	12	6 IT buildings 1 industrial facility	12	7	7 warehouses 1 IT building
Park population	55,000	25,000 ³	36,500	34,000	3,500 ³
Land bank (development potential)	2.8 million sq ft ⁴	0.4 million sq ft	2.0 million sq ft	-	-

1. Includes land not held by CLINT.

2. Only includes floor area owned by CLINT. Includes reduction in floor area due to the demolition of Mariner building (0.2 million sq ft) in ITPH as part of the redevelopment.

3. Figures refer to park population for IT parks only.

4. Includes buildings under development.

Lease Expiry Profile by Base Rental

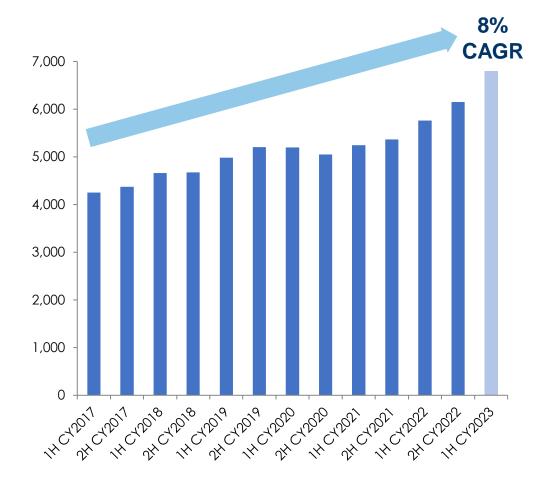
City	2023	2024	2025	2026	2027 & beyond	Total
Bangalore	1.0%	4.8%	2.0%	8.1%	12.0%	27.9%
Hyderabad	2.6%	2.7%	2.9%	3.5%	13.7%	25.4%
Chennai	1.2%	2.1%	1.7%	2.7%	10.7%	18.4%
Pune	3.0%	0.4%	1.1%	5.3%	8.7%	18.5%
Mumbai	0.0%	6.0%	0.4%	0.0%	3.3%	9.7%
Total	7.8%	16.0%	8.1%	19.6%	48.4%	100.0%

Lease Expiry Profile by Area

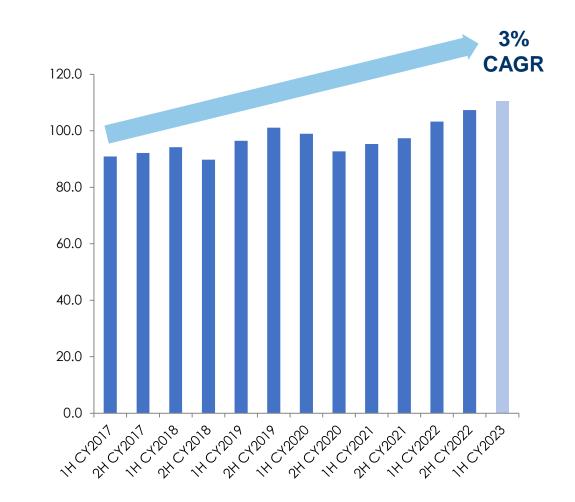
City	2023	2024	2025	2026	2027 & beyond	Total
Bangalore	1.0%	4.9%	1.9%	8.6%	12.8%	29.1%
Hyderabad	2.6%	2.4%	2.4%	3.3%	11.9%	22.6%
Chennai	0.9%	2.0%	1.3%	2.8%	10.2%	17.2%
Pune	4.0%	0.4%	1.3%	6.3%	10.1%	22.1%
Mumbai	0.0%	4.9%	0.4%	0.0%	3.6%	8.9%
Total	8.5%	14.5%	7.4%	21.0%	48.6%	100.0%

Total Property Income

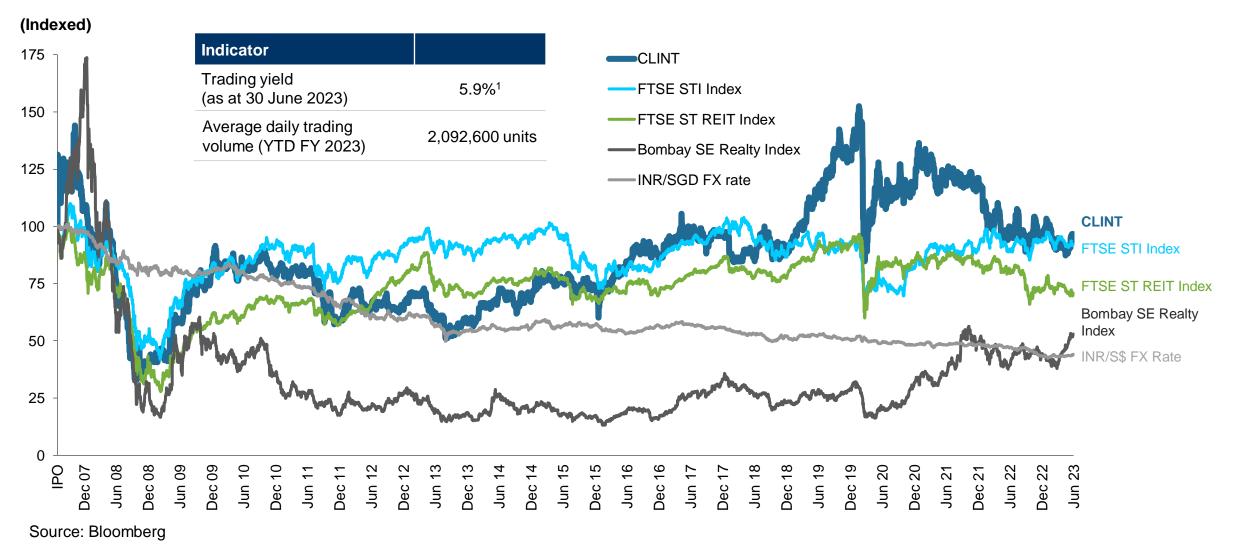
Total Property Income (INR)



Total Property Income (S\$)



CLINT Unit Price versus Major Indices



1. Trading yield based on annualized 1H FY 2023 DPU of 3.36 Singapore cents at closing price of S\$1.14 per unit as at 30 June 2023.

Thank you

For enquiries:

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