

India Trust

CapitaLand India Trust 10 FY 2024 Business Updates

24 April 2024

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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.

Portfolio Growth

- In February 2024, CLINT entered into a forward purchase agreement with Casa Grande Group to acquire three industrial facilities aggregating to 0.79 million sq ft at OneHub Chennai.
- In March 2024, CLINT completed the acquisition of 1.4 million sq ft aVance II, Pune (previously known as BlueRidge 3 Phase 1), a multitenanted IT SEZ project in Hinjawadi, Pune.

<u> Casa Grande – OneHub Chennai</u>



- Acquisition of Phase 1 is expected to be completed by 1H 2025.
- □ The transaction offers CLINT further diversification into the industrial asset class.



- □ Completion of the acquisition in 1Q 2024.
- Approximately 63%¹ has been leased to multinational companies.

1. Includes options and rights of first refusal.

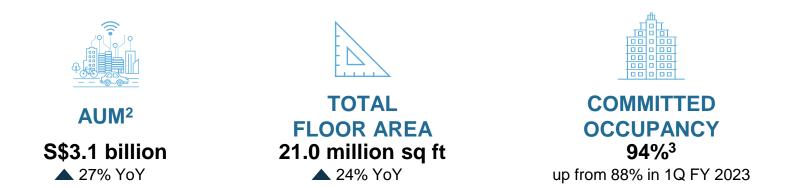
Financial & Operational Highlights



	1Q FY 2024	1Q FY 2023	Variance
S\$/INR FX rate ¹	62.0	61.5	0.8%
Total property income	₹4,150m	₹3,294m	26%
	S\$66.9m	S\$53.6m	25%
Net property income	₹3,068m	₹2,579m	19%
	S\$49.4m	S\$42.0m	18%

 Due to higher rental income from existing properties and income contributions from acquisition and development - Block A of ITPH, ITPP-H, Industrial Facility 2 & 3 in Mahindra World City and BlueRidge 3 Phase 1 in Hinjawadi, Pune.

 Due to higher total property income, partially offset by increase in total property expenses.

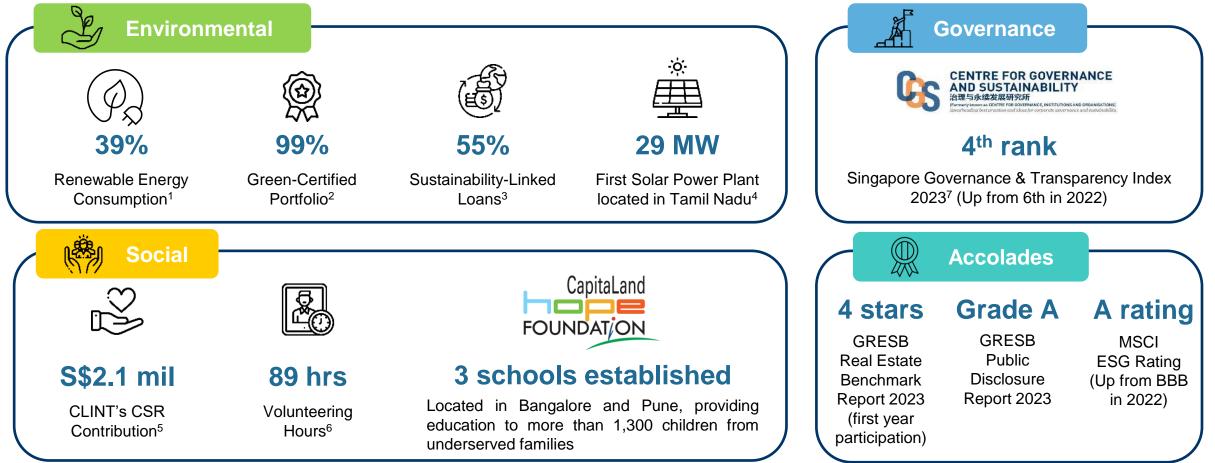




🔺 27% YoY

- 1. Average exchange rate for the period.
- 2. Includes acquisitions in FY 2024.
- 3. Occupancy excludes the newly acquired aVance II, Pune. Including aVance II, Pune, portfolio committed occupancy was at 91%.

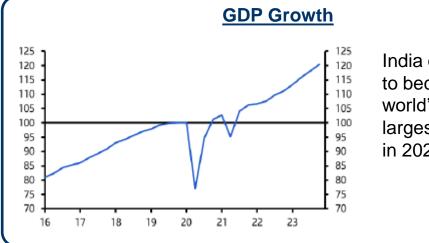
Key ESG Metrics



All information as at 31 December 2023 unless otherwise stated.

- 1. For business park portfolio, including ITPH Block A and ITPP-H.
- 2. Platinum or Gold rating for business park portfolio.
- 3. As at 31 March 2024.
- 4. The first phase, with a capacity of 21 MW, commenced power generation in January 2024.
- 5. 1 S\$ = INR 59.0.
- 6. Contributed by employees of the Trustee-Manager.
- 7. Out of 43 REITs and Business Trusts.

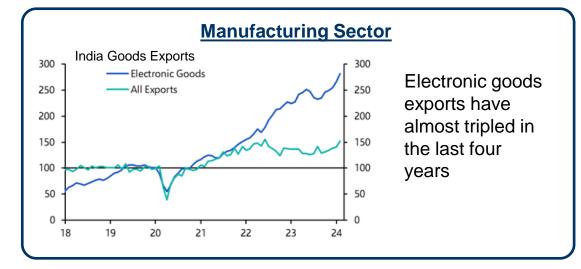
India's GDP drivers support CLINT's growth prospects

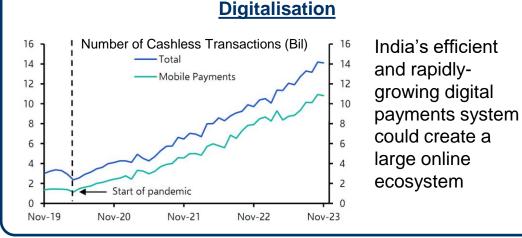


India on course to become the world's third largest economy in 2026

Infrastructure Growth

- □ India's infrastructure sector is set to become the biggest driver for the country's economic growth.
- Investments in the sector are projected to double from 2023 levels to ₹143 trillion (S\$2.3 trillion) by 2030.
- By 2030, green investments are also expected to reach ₹36.6 trillion (S\$590 billion) a fivefold rise from 2017.





Source: Capital Economics and Credit Rating Information Services of India Limited

Capital Management

India Trust

International Tech Park Bangalore

Cap/taLand

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.

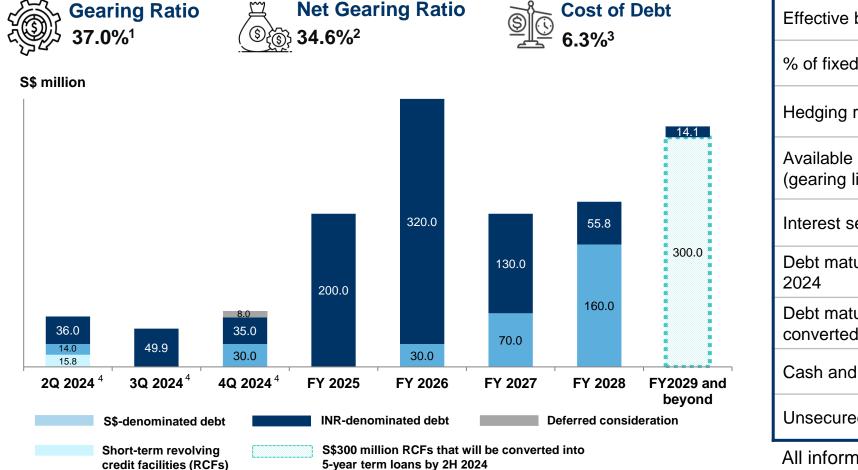
Funding strategy

- 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



Effective borrowings	S\$1,401 million
% of fixed rate debt	71.0%
Hedging ratio	INR: 57.6% S\$: 42.4%
Available debt headroom (gearing limit of 50%)	S\$982 million
Interest service coverage	2.6 times
Debt maturity as at 31 Mar 2024	2.0 years
Debt maturity after RCFs converted into term loans	3.1 years
Cash and cash equivalents	S\$140 million
Unsecured borrowings	97.6%

All information as at 31 March 2024

- 1. As at 31 March 2024, the effective borrowings to net asset ratio and total borrowings less cash and cash equivalents to net asset ratio is 94.2% and 81.6% respectively.
- 2. Net gearing will be 34.6% if cash and cash equivalents are considered.
- 3. Weighted average cost of debt has maintained at 6.3% since 1H FY2023 despite the interest rate hikes.
- 4. CLINT has cash of S\$140 million and undrawn RCFs which may be used for repayment of existing debt.

Operational Review

ck A International Tech Park Hyderabad

a start

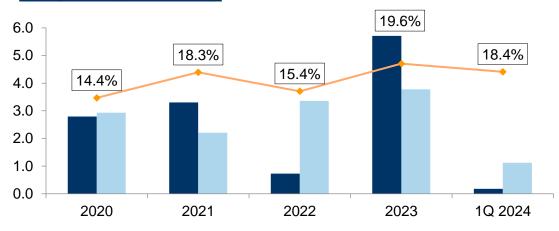
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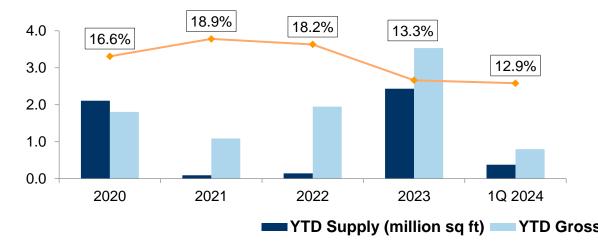


Office Markets Update

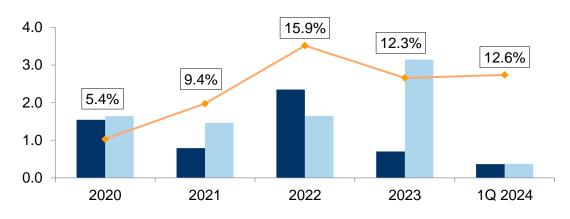


Bangalore (Whitefield)

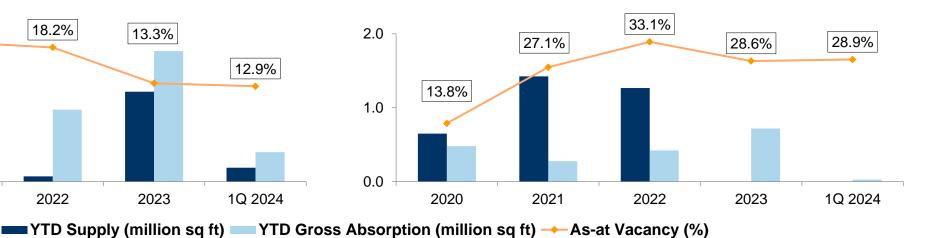
Chennai (OMR)



Hyderabad (IT Corridor I includes HITEC City and Madhapur)



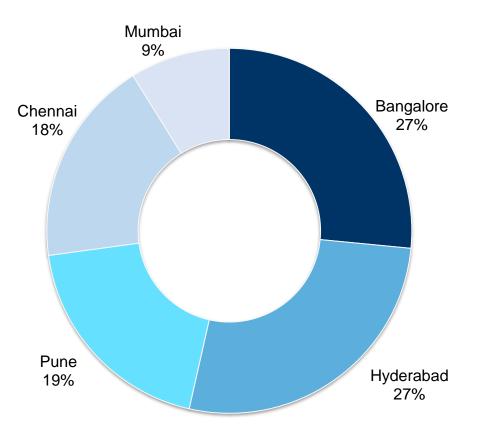
Pune (Hinjawadi)



Source: CBRE Research

Diversified Portfolio

Portfolio breakdown by base rental



Customer Base

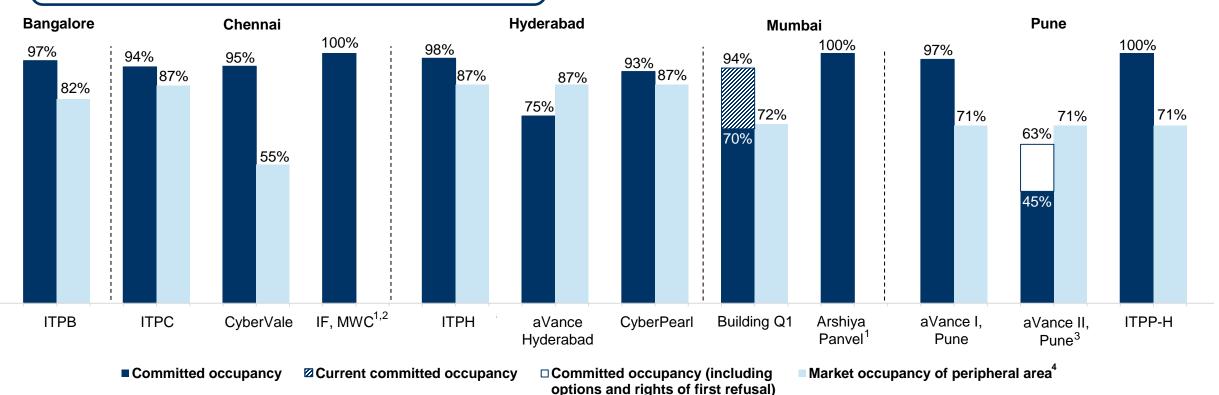
Total number of tenants	308
Average space per tenant	~61,000 sq ft

Largest tenant accounts for 11% of the portfolio base rent

All information as at 31 March 2024

Portfolio Occupancy

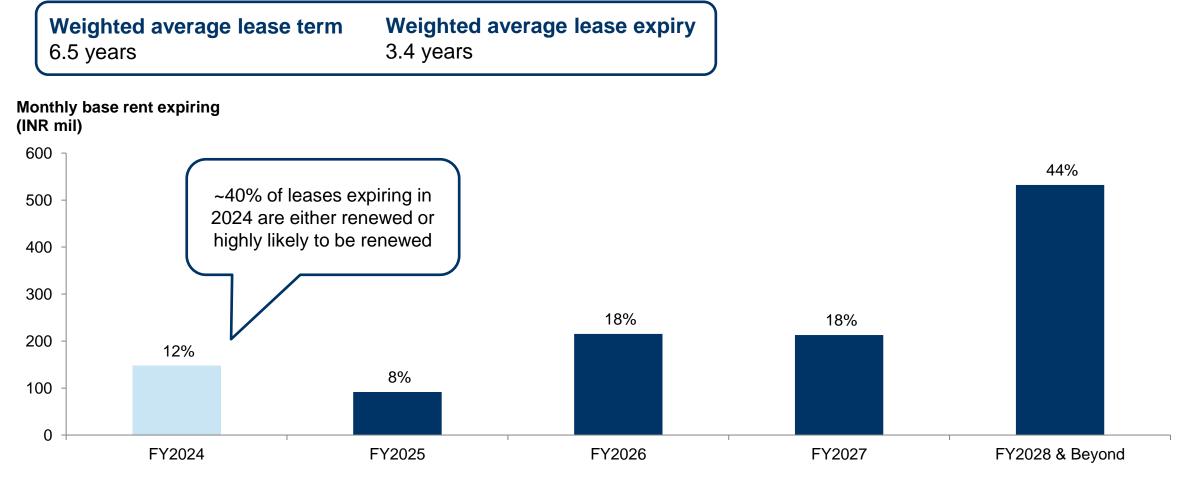
Committed occupancy (excluding aVance II) : 94% Committed occupancy (including aVance II) : 91%



All information as at 31 March 2024

- 1. No relevant market leasing data is available.
- No relevant market leasing data is available.
 Includes Industrial Facilities 2 and 3 acquired in December 2023.
- aVance II, Pune was acquired in March 2024.
- 4. CBRE market report as at 31 March 2024.

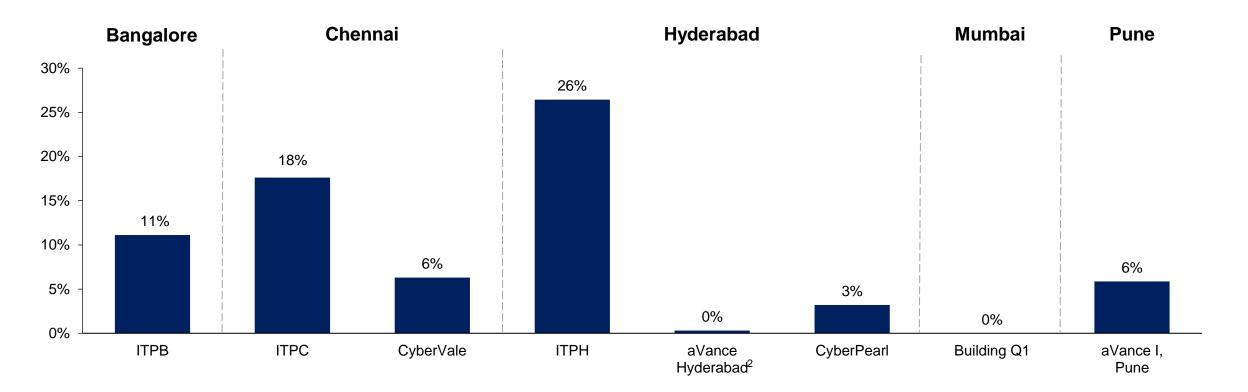
Spread-out Lease Expiry Profile



All information as at 31 March 2024

Note: Retention rate for the past 12 months was 75%.

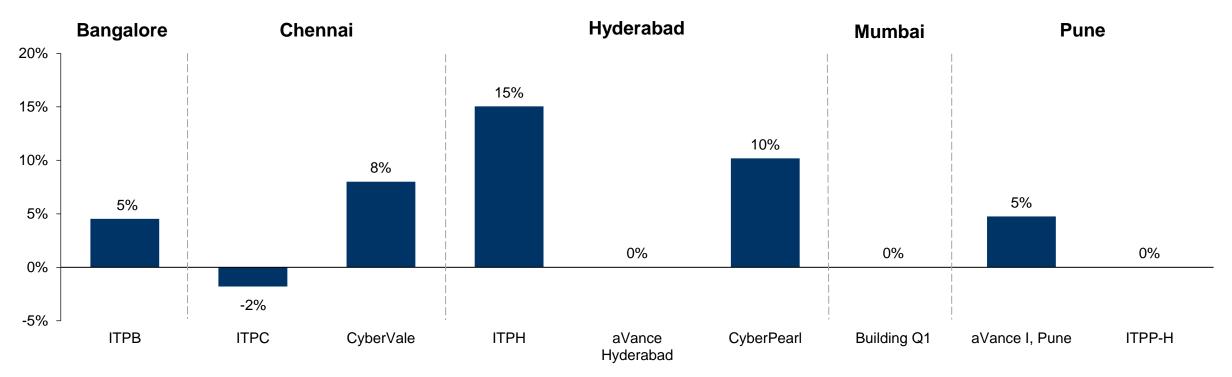
Rental Revenue Growth¹



All information as at 31 March 2024

- 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.
- 2. Inclusive of higher margin on common area maintenance charges negotiated for a renewal option.
- 3. There were no eligible transactions in IF, MWC, Arshiya Panvel, ITPP-H and aVance II, Pune in the last 12 months.

Rental Reversion¹



All information as at 31 March 2024

Negative rental reversions in ITPC are mostly due to the expiry of several short-term lease extensions, which were concluded at above-market rates

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 IF, MWC, Arshiya Panvel, and aVance II, Pune in the last 12 months.

Quality Tenants

Тор	10 tenants of IT Parks	% of base rents
1	Tata Consultancy Services	11%
2	Infosys	6%
3	Amazon	4%
4	Bank of America	3%
5	Synechron	3%
6	Applied Materials	3%
7	Bristol Myers Squibb	3%
8	Renault Nissan	3%
9	Société Générale	2%
10	Technicolor	1%
	Total	39%

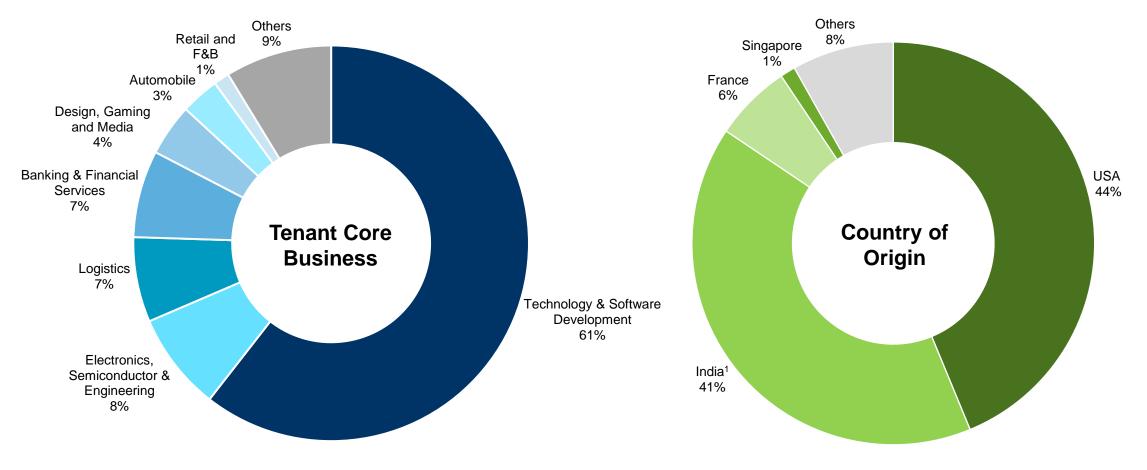
All information as at 31 March 2024

Lo	gistics and Industrial Assets	% of base rents
1	Arshiya Sub-tenants include DHL Logistics, Borochemie (India), Sawariya Futureworks, Infinity, and Ginlong Technologies	7%
2	Pegatron	2%

Top 10 tenants accounted for 45% of portfolio base rent

Diversified Tenant Base

Tenant core business & country of origin by base rental



All information as at 31 March 2024

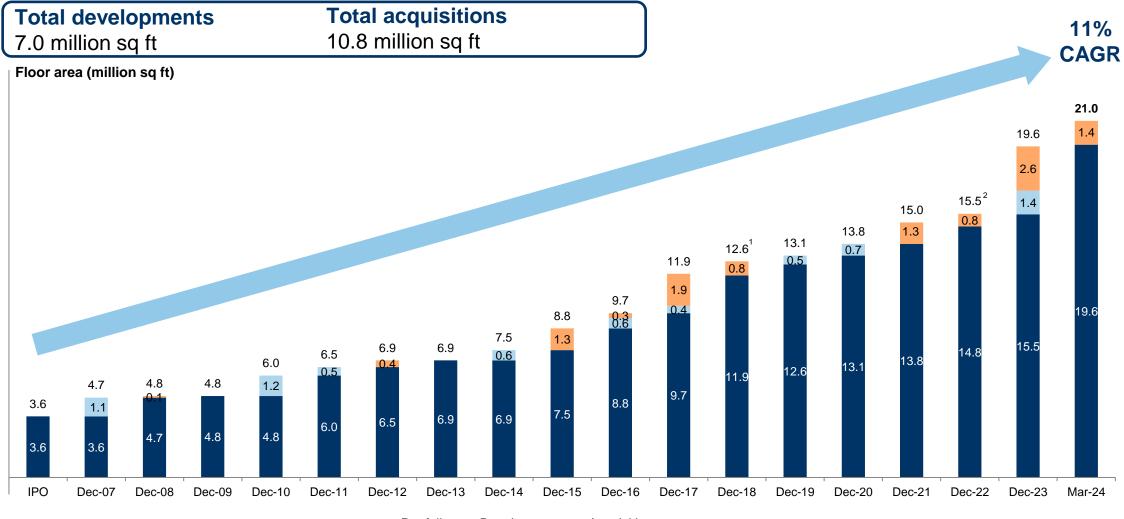
1. Comprises Indian companies with local and overseas operations.







Good Growth Track Record



Portfolio Development Acquisition

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.

Long-term Growth Strategy



- 3.1 million sq ft in Bangalore¹
- 2.0 million sq ft in Hyderabad
- 0.2 million sq ft in Chennai²

3rd Party Acquisitions

1.1 million sq ft aVance Hyderabad

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- **1.4 million sq ft** aVance Business Hub 2, Hyderabad
- 0.8 million sq ft Building Q2, Aurum Q Parc, Navi Mumbai
- **1.7 million sq ft** Gardencity, Bangalore
- **1.0 million sq ft** Ebisu, Bangalore
- 0.8 million sq ft OneHub, Chennai

Non-IT Park Asset Class

- - --

- 54 MW Data Centre, Navi Mumbai 1
- 40 MW
 Data Centre at ITPH, Hyderabad
- 54 MW Data Centre at Ambattur, Chennai
- 36 MW Data Centre at ITPB, Bangalore

Sponsor Assets

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- Ascendas India Growth Programme
- Ascendas-Firstspace Platform

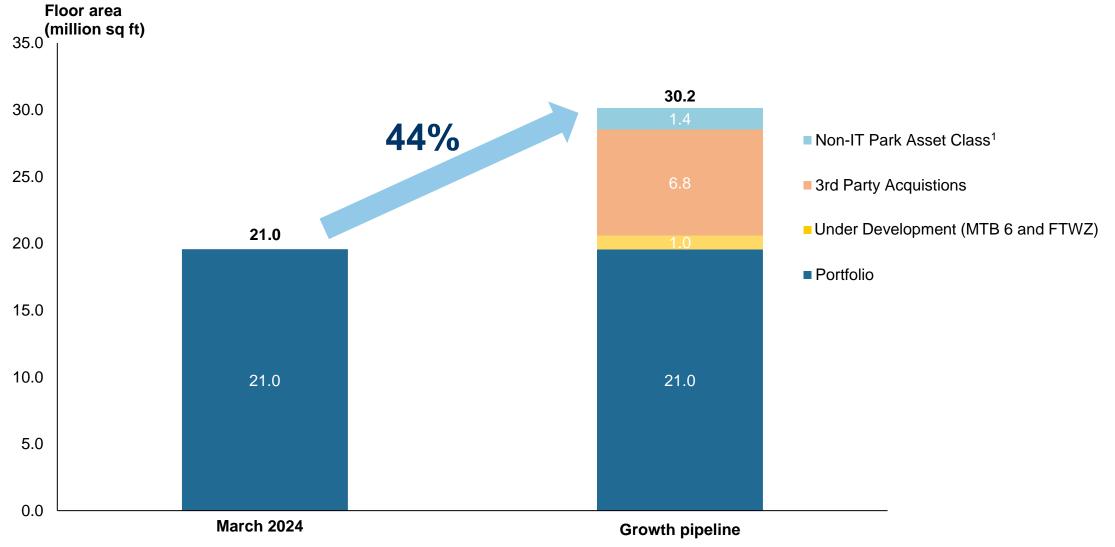
1. Includes MTB 6 which is under development. Development potential has increased by approximately 0.3 million sq ft due to regulations that grant additional floor space index for properties near to a metro station.

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2. Includes FTWZ which is under development.



Growth based on Committed Pipeline



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

Growth Pipeline

	aVance Hyderabad		Business ub 2	Aurum Q Parc	Garde	encity	Ebisu	Casa Grande – OneHub Chennai	Total
	aVance 5	aVance A1	aVance A2 ⁶	Building Q2	Project I	Project II	Building 1	Phase 1, 2 & 3	
Floor area (million sq ft)	1.16	0.83	0.55	0.85	1.26	0.39	1.00	0.79	6.83
Time of completion ¹	Completed	2H 2024	Construction on hold	OC ⁷ received	2H 2024	2H 2024	2H 2025	1H 2025 (Phase 1)	N.A.
Expected total consideration ²	₹8.4 b (S\$168 m)	₹6.5 b (S\$129 m)	N.A.	₹6.8 b ³ (S\$135 m)	₹11.2 b (S\$209 m)	₹3.2 b (S\$59 m)	₹12.3 b (S\$201 m)	₹2.7 b (S\$43 m)	₹51.1 b (S\$944 m)
Amount disbursed ²	₹0.7 b ⁴ (S\$14 m)	₹3.3 b⁵ (S\$65 m)	₹0.4 b⁵ (S\$8 m)	₹2.4 b (S\$48 m)	₹4.0 b (S\$74 m)	₹0.4 b (S\$7 m)	₹0.8b (S\$13 m)	₹0.3 b (S\$5m)	₹11.9 b ⁸ (S\$226 m) ⁸
Remaining commitment ²	₹7.7 b (S\$154 m)	₹3.2 b (S\$64 m)	N.A.	₹4.4 b (S\$87 m)	₹7.2 b (S\$155 m)	₹2.8 b (S\$52 m)	₹11.5 b (S\$188 m)	₹2.4 b (S\$38m)	₹39.2b (S\$718 m)

All information as at 31 March 2024

- 1. Refers to building completion.
- 2. Based on exchange rate at the time of investment/announcement. ₹ figures are presented in billions while S\$ figures are presented in millions.
- 3. Expected total consideration increased due to an increase in leasing percentage.
- 4. Post repayment of a portion of the existing loan by the vendor.
- 5. Excludes disbursement of ₹3.6 billion (S\$60 million) towards refinancing of loan taken by the vendor towards acquisition of additional land.
- 6. Construction of aVance A2 is on hold.
- 7. OC refers to Occupancy Certificate; CP refers to Conditions Precedent.
- 8. Total excludes amount disbursed for aVance A2.

Thank you

For enquiries:

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Appendix

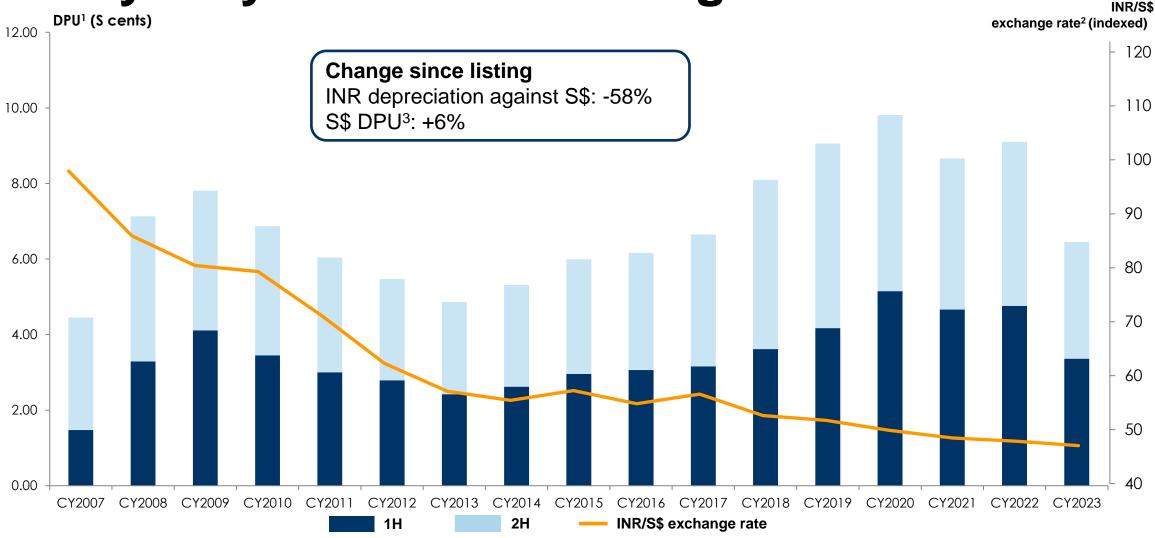
Glossary

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.

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.

Growth Strategy Development: CapitaLand Data Centres

		Artist's in	npression	
)	CapitaLand DC Navi Mumbai 1	CapitaLand DC ITPH	CapitaLand DC Chennai	CapitaLand DC ITPB
ion	Airoli, Navi Mumbai	International Tech Park Hyderabad	Ambattur, Chennai	International Tech Park Bangalore
ct details	Capacity ¹ – Phase 1: 54 MW Power load ²	Capacity ⁵ – 40 MW Power load	Capacity ⁷ – 54 MW Power load	Capacity ⁸ – 36 MW Power load
opment S	All critical development permissions secured. Gas Insulated Substation (GIS) cabling and 220KV GIS contract awarded. Construction has commenced.	All critical development permissions secured. GIS cabling and 220KV GIS contract awarded. Construction has commenced.	Pre-construction permissions being obtained. Construction is expected to commence in 2Q 2024.	Development of 220KV GIS completed in 1Q 2024. Construction is expected to commence in 2H 2024.

1. Phase 1: ~30.5 MW IT load.

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

3. Maharashtra State Electricity Transmission Company Ltd.

- 4. Mega Volt Amperes.
- 5. ~25 MW IT load.

Name

Locatio

Project

Develo status

- 6. Transmission Corporation of Telangana Limited.
- 7. ~34 MW IT load.
- 8. ~26 MW IT load.

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.

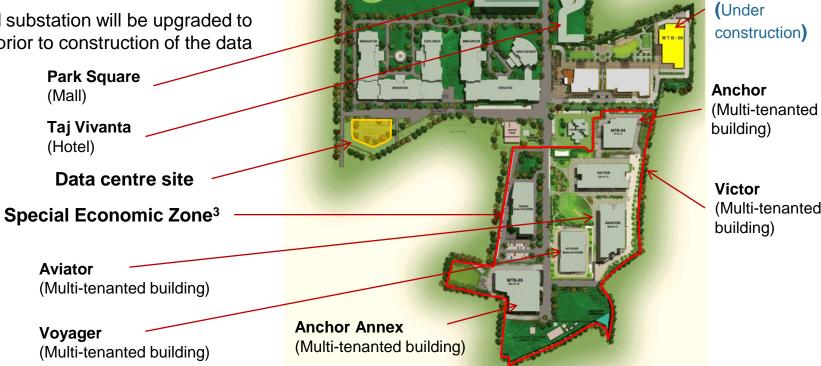
Growth Strategy Development: ITPB pipeline

ITPL Metro Station (Newly operational since mid-2023)

MTB 6

Future Development Potential

- Remaining development potential of 3.4 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 120 MVA gas insulated substation prior to construction of the data centre.



S COCCA & COLOR

1. Includes MTB 6 which is under development. Development potential has increased by approximately 0.3 million sq ft due to regulations that grant additional floor space index for properties near to a metro station.

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

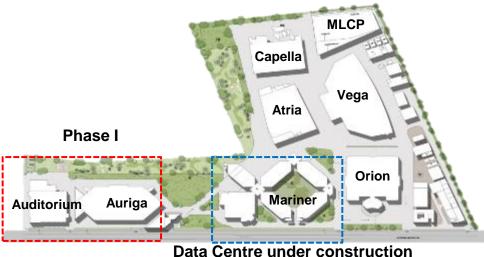
Growth Strategy Development: MTB 6, Bangalore



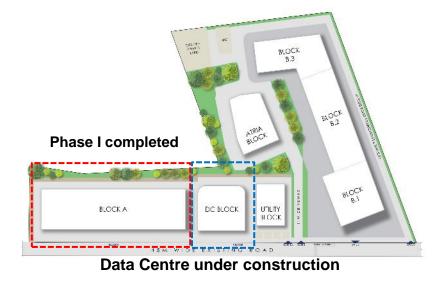
Name	Multi tenanted building – MTB 6
Location	ITPB, Bangalore
Floor area	0.80 million sq ft
Development status	Superstructure work in progress. Building completion expected by 2H 2024.

Growth Strategy **Development: ITPH redevelopment**

Original Master Plan (1.3 million sq ft)



Proposed 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)
- After the completion of Phase 1 (1.4 million sq ft), the remaining net increase is 2.3 million sq ft of leasable area (including DC area)
- Development planned in multiple phases over the next 7 to 10 years

40.5 Megawatt (MW) Power load planned DC development at the site of Mariner Building:

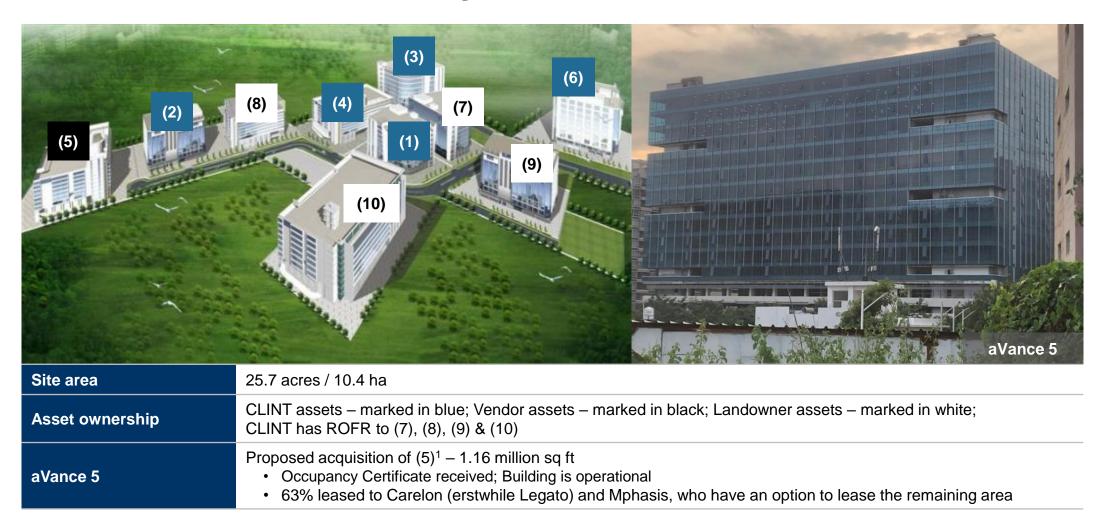
- Demolition of Mariner building completed
- Environment Clearance (EC), Consent to Establish (CTE) received and Provisional Fire NOC received
- Construction of Data Centre has commenced

Growth Strategy Development: FTWZ, Chennai



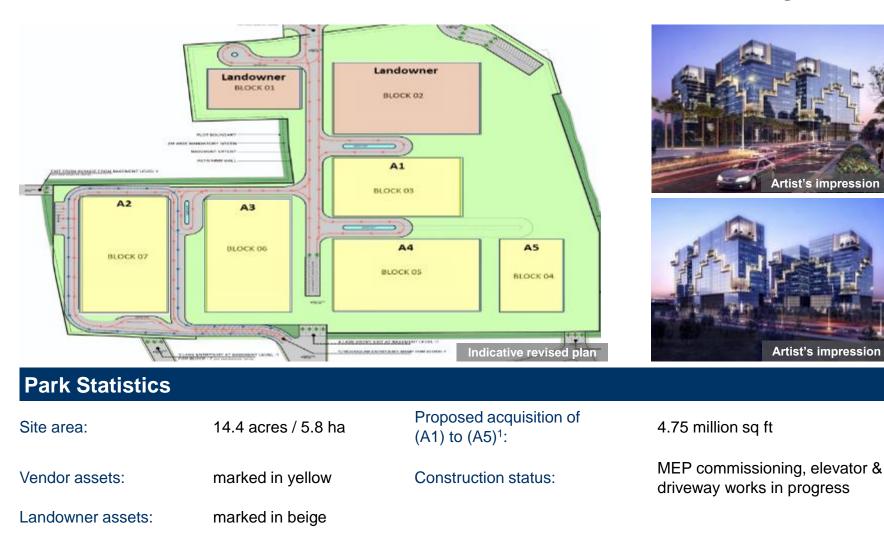
Name	Free Trade Warehousing Zone					
Location	CyberVale, Chennai					
Floor area	0.21 million sq ft					
Development status	Construction works in progress. Building completion expected by 2H 2024.					

IT Park: aVance Hyderabad



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

IT Park: aVance Business Hub 2, Hyderabad



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

IT Park: Aurum Q Parc, Navi Mumbai

	Q2 Q1 Q1 Completed Building Q2 Completed Building Q2 Distributions in the second secon						
Location	Ghansoli, Navi Mumbai						
Floor area	Building Q1 (CLINT owned): 0.62 million sq ft; Building Q2: 0.85 million sq ft						
Expected completion	Building Q2: Construction completed; Occupancy Certificate received.						
Leasing status	Building Q2 is fully leased.						
Acquisition	Acquisition of Building Q2 expected to be completed in 1H 2024.						

IT Park: Gardencity, Bangalore



Location

Floor area

IT Park: Ebisu, Bangalore



Location	Outer Ring Road, Bangalore		
Floor area	Building 1: 1.0 million sq ft		
Expected completion	2H 2026		
Construction status	Foundation work has commenced.		

Industrial: Casa Grande – OneHub, Chennai



World-class Assets

City	Bangalore	Chennai	Hyderabad	Pune	Mumbai
Property	 International Tech Park Bangalore 	 International Tech Park Chennai CyberVale Industrial Facility 1, 2 & 3, MWC 	 International Tech Park Hyderabad CyberPearl aVance Hyderabad 	 aVance I, Pune International Tech Park Pune, Hinjawadi aVance II, Pune 	 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	49.4 acres	51.2 acres ¹	38.7 acres	33.4 acres
Completed floor area	5.2 million sq ft ²	3.6 million sq ft	5.2 million sq ft ²	5.2 million sq ft	1.8 million sq ft
Number of buildings	12	6 IT buildings 3 industrial facilities	12	8	7 warehouses 1 IT building
Land bank (development potential ³)	3.1 million sq ft ⁴	0.2 million sq ft ⁵	2.0 million sq ft	-	-

1. Includes land not held by CLINT.

2. Only includes floor area owned by CLINT.

3. Excludes total area of four Data Centre developments.

4. Includes MTB 6 which is under development. Development potential has increased by approximately 0.3 million sq ft due to regulations that grant additional floor space index for properties near to a metro station.

5. Includes FTWZ which is under development.

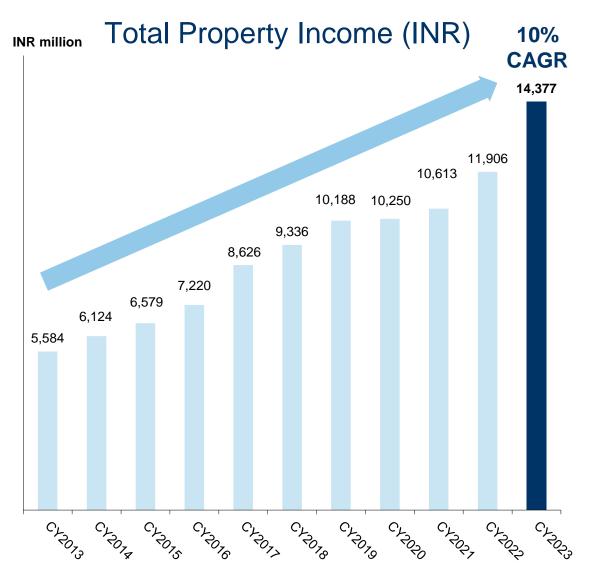
Lease Expiry Profile by Base Rental

City	2024	2025	2026	2027	2028 & beyond	Total
Bangalore	3.1%	1.6%	8.8%	3.7%	9.4%	26.6%
Hyderabad	2.3%	2.6%	2.1%	5.2%	14.8%	27.0%
Chennai	1.4%	1.8%	2.8%	6.0%	6.4%	18.4%
Pune	0.2%	1.3%	4.7%	1.8%	11.3%	19.3%
Mumbai	5.4%	0.4%	0.0%	1.0%	2.1%	8.9%
Total	12.3%	7.6%	18.4%	17.7%	44.1%	100.0%

Lease Expiry Profile by Area

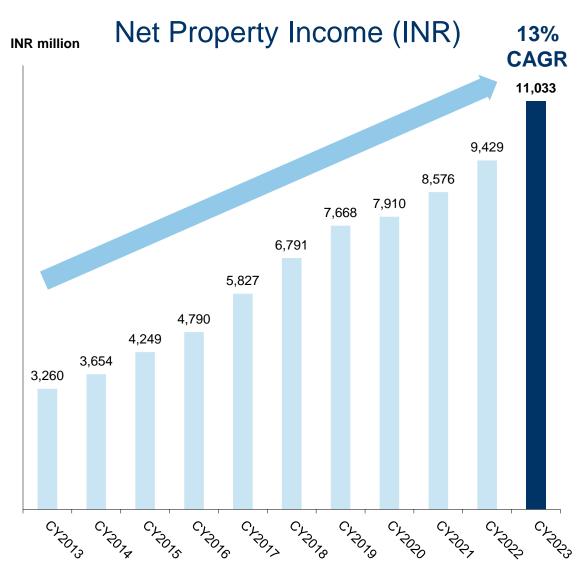
City	2024	2025	2026	2027	2028 & beyond	Total
Bangalore	3.0%	1.5%	8.8%	3.9%	9.6%	26.7%
Hyderabad	2.1%	2.2%	1.9%	4.4%	13.1%	23.7%
Chennai	1.1%	1.5%	2.9%	5.2%	7.5%	18.1%
Pune	0.2%	1.6%	5.7%	1.9%	13.8%	23.1%
Mumbai	4.5%	0.4%	0.0%	1.1%	2.4%	8.3%
Total	10.9%	7.1%	19.3%	16.4%	46.4%	100.0%

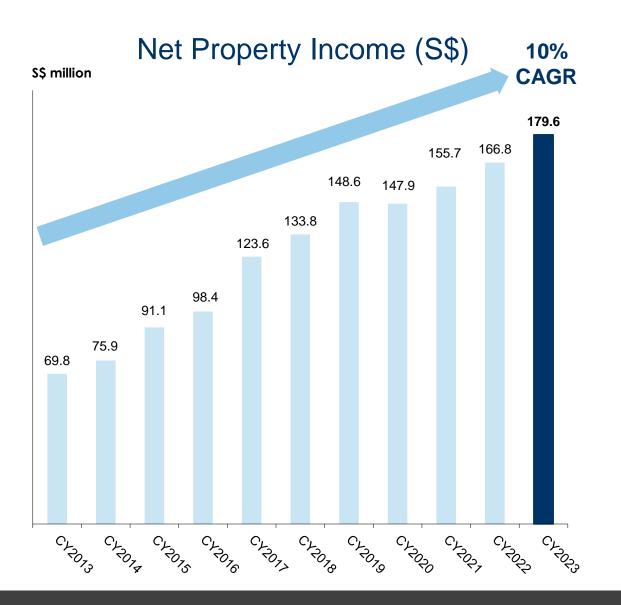
Total Property Income



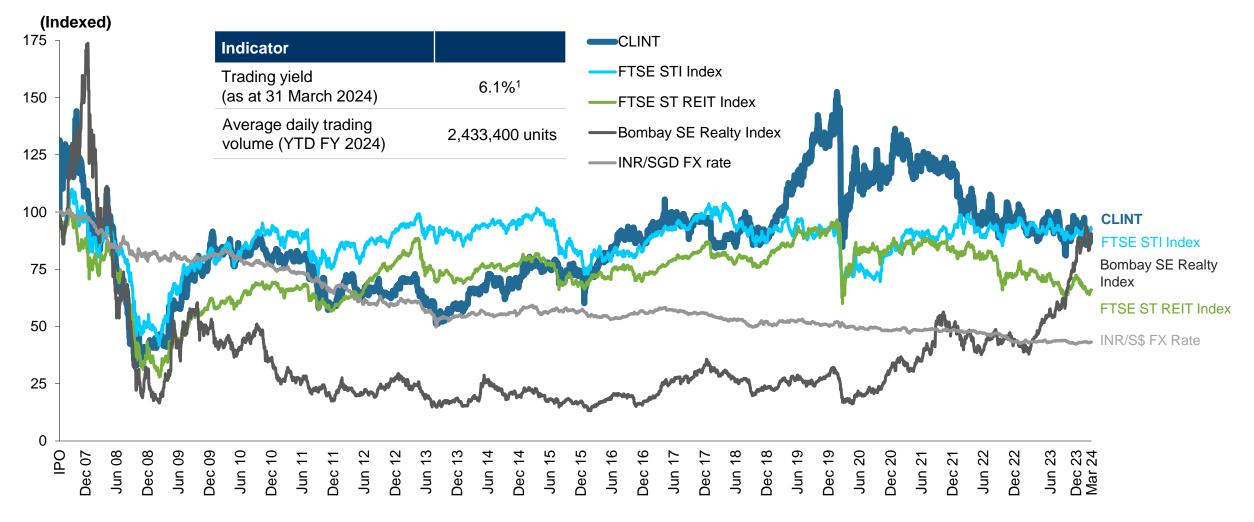


Net Property Income





CLINT Unit Price versus Major Indices



Source: Bloomberg

1. Trading yield based on FY 2023 DPU of 6.45 Singapore cents at closing price of S\$1.05 per unit as at 31 March 2024.