



Trusted Investment Partner. Delivering Sustainable Returns.

Singapore REITs Symposium 19 September 2020

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Chief Financial Officer



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- 4 Overview of Keppel Capital
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Keppel Capital is a signatory of the United Nations Global Compact and is committed to the Ten Principles of the UN Global Compact, which include human rights, labour, environment and anti-corruption.

— Our Commitment —



ENVIRONMENTAL STEWARDSHIP

We will do our part to combat climate change and are committed to improving resource efficiency and reducing our environmental impact.



RESPONSIBLE BUSINESS

The long-term sustainability of our business is driven at the highest level of the organisation through strong corporate governance and prudent risk management.



PEOPLE AND COMMUNITY

We are committed to providing a safe and healthy workplace, investing in developing and training our people, and uplifting communities wherever we operate.

Keppel Capital: An Integrated Asset Management Platform



Private Fund Managers

Keppel Capital
Alternative Asset

alpha



Private equity manager focusing on alternative asset classes (e.g. infrastructure, education, senior living)



Private equity fund manager with investments across key global gateway cities

SGX-Listed REITs and Business Trust

Keppel REIT



One of the largest Pan-Asian commercial REITs with premium Grade A assets in prime business and financial districts

Keppel DC REIT



Asia's first pure-play data centre REIT with an initial focus on Asia Pacific and Europe

Keppel Pacific Oak US REIT



US REIT with office buildings and business campuses in key growth markets driven by innovation and technology

KIT KEPPEL INFRASTRUCTURE TRUST



The largest diversified Business Trust with a portfolio of strategic infrastructure assets.

PRIME US REIT

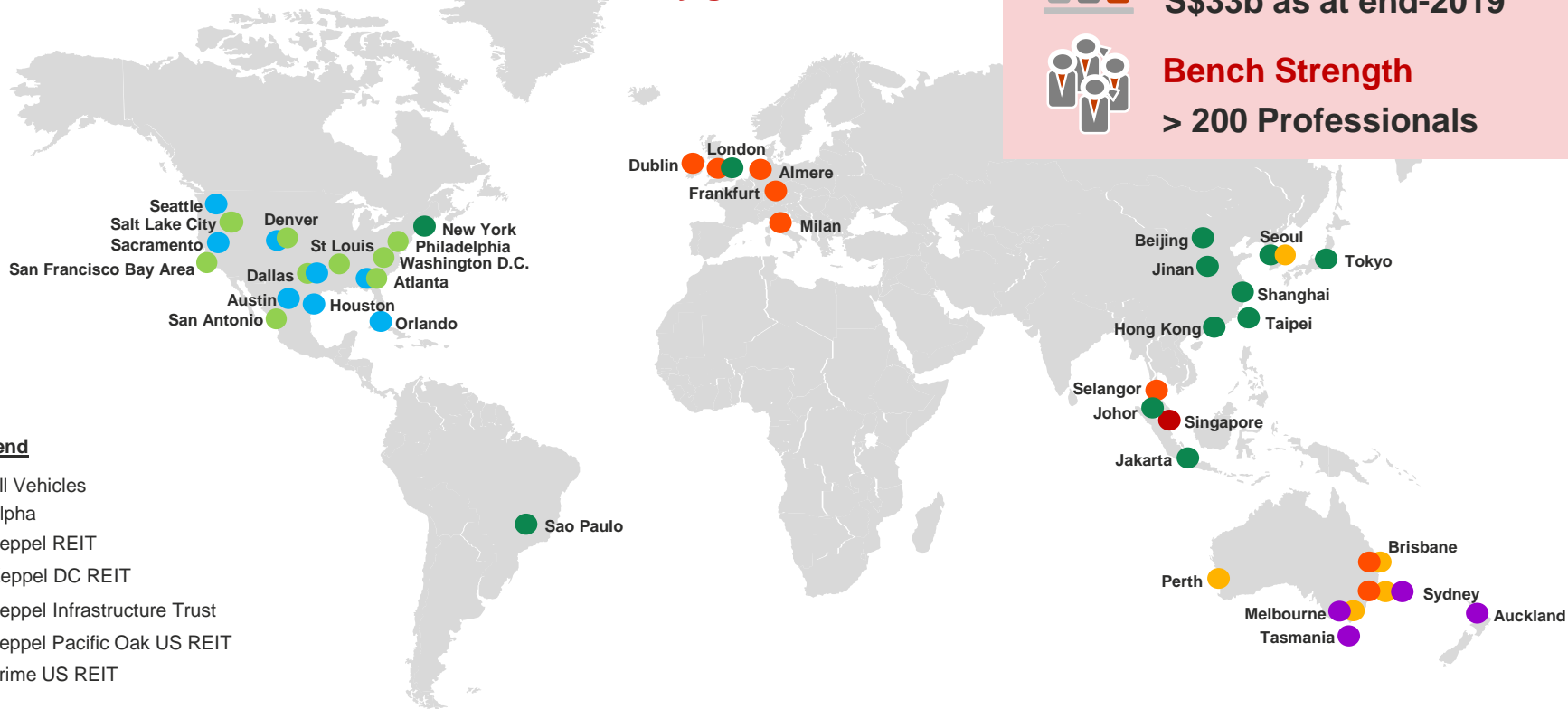


US REIT with Grade A office assets in key primary markets

Keppel Capital owns 100% of Keppel REIT Management Limited (Manager of Keppel REIT), 50% of Keppel DC REIT Management Pte. Ltd. (Manager of Keppel DC REIT), 100% of Keppel Infrastructure Fund Management Pte. Ltd. (Trustee-Manager of Keppel Infrastructure Trust), 50% of Keppel Pacific Oak US REIT Management Pte. Ltd. (Manager of Keppel Pacific Oak US REIT), and 30% interest in KBS US Prime Property Management Pte. Ltd. (Manager of Prime US REIT).

Global Capabilities. Local Agility.

Diversified portfolio of real estate, infrastructure and data centre assets in **over 30 cities** across **key global markets**



Legend

- All Vehicles
- Alpha
- Keppel REIT
- Keppel DC REIT
- Keppel Infrastructure Trust
- Keppel Pacific Oak US REIT
- Prime US REIT



Assets under Management
\$533b as at end-2019



Bench Strength
> 200 Professionals

Delivering Sustainable Returns: Platforms for Growth

Consolidated asset managers under

Keppel Capital

- Expanded into the US with the listing of Keppel Pacific Oak US REIT (KORE)
- Quality acquisitions totalling ~S\$670m in Singapore, Australia and Ireland through Keppel REIT (KREIT) and KDCREIT
- Successfully closed the US\$1b ADCF
- Alpha invested into over US\$910 million worth of real estate and data centre assets, and captured value through over US\$880 million in divestments

- Completed ~S\$8.4b in acquisitions and divestments; and raised equity and debt of S\$9.5 billion
 - KIT acquired the A\$1b Ixom
 - KREIT's continued portfolio optimisation efforts saw maiden acquisition in Seoul and divestment of Bugis Junction Towers
 - KDCREIT acquired 2 Singapore assets
 - KORE expanded into new key growth market of Dallas

- Successfully closed the US\$1.1b AAMTF III
- Successful listing of Prime US REIT
- Expanded asset class with a joint debt mezzanine platform with Pierfront Capital
- Grew AUM to \$33b as at end-2019

2017

2019

2016

2018

2020

- Launched and achieved first close for Alpha Data Centre Fund (ADCF) that will focus on brownfield and greenfield developments
- Strengthened data centre footprint with two European acquisitions by Keppel DC REIT (KDCREIT) and ADCF's first acquisition in Frankfurt
- Alpha's AAMTF II divested Singapore suburban retail portfolio

- Over S\$2b acquisitions including:
 - KORE's maiden acquisition in Seattle
 - KDCREIT's two data centre acquisitions in Singapore and Germany
 - ADCF expanded data centre footprint to new markets of Bogor, near Jakarta, and Johor, Malaysia
- KREIT divested a minority stake in Ocean Financial Centre as part of its active portfolio optimisation strategy

- Total commitments of ~US\$1.5 billion YTD:
 - Keppel Asia Infrastructure Fund (KAIF) achieved two closings
 - First close of Keppel-Pierfront Private Credit Fund
 - Launched Indonesian logistics property venture with Manulife and PT Mega Manunggal Property
 - On track with new fund initiatives into fast-growing markets and sectors
- KAIF acquired 30% stake in the Gimi FLNG facility as its first investment

- Expanded into the senior living sector with completion of acquisition of interests in Watermark Retirement Communities
- Deepened Australian footprint through JV with Australian Unity, and KREIT's proposed acquisition of Pinnacle Office Park in Sydney
- KDCREIT completed acquisition of Kelsterbach DC
- ADCF invested ~RMB1.5b to acquire and develop a data centre in Huizhou's Tonghu Smart City

Introducing Our REITs and Trust

The image features a low-angle, upward-looking perspective of several modern skyscrapers with glass and metal facades. The buildings are arranged in a way that creates a sense of height and scale. A large, semi-transparent red arrow graphic points diagonally upwards from the bottom left towards the top right, crossing over the buildings. The sky is a clear, light blue with some faint clouds. In the top left corner, the Keppel REIT logo is displayed, with 'Keppel' in white on a grey background and 'REIT' in red. Below the logo, the text 'Pan-Asian REIT with premium office portfolio' is written in white, bold, sans-serif font.

Keppel REIT

**Pan-Asian REIT
with premium office
portfolio**

Sustainable and Resilient Pan-Asian Portfolio

98.6%

Strong committed occupancy of
Grade A commercial portfolio

4.6 years

Long weighted average lease expiry

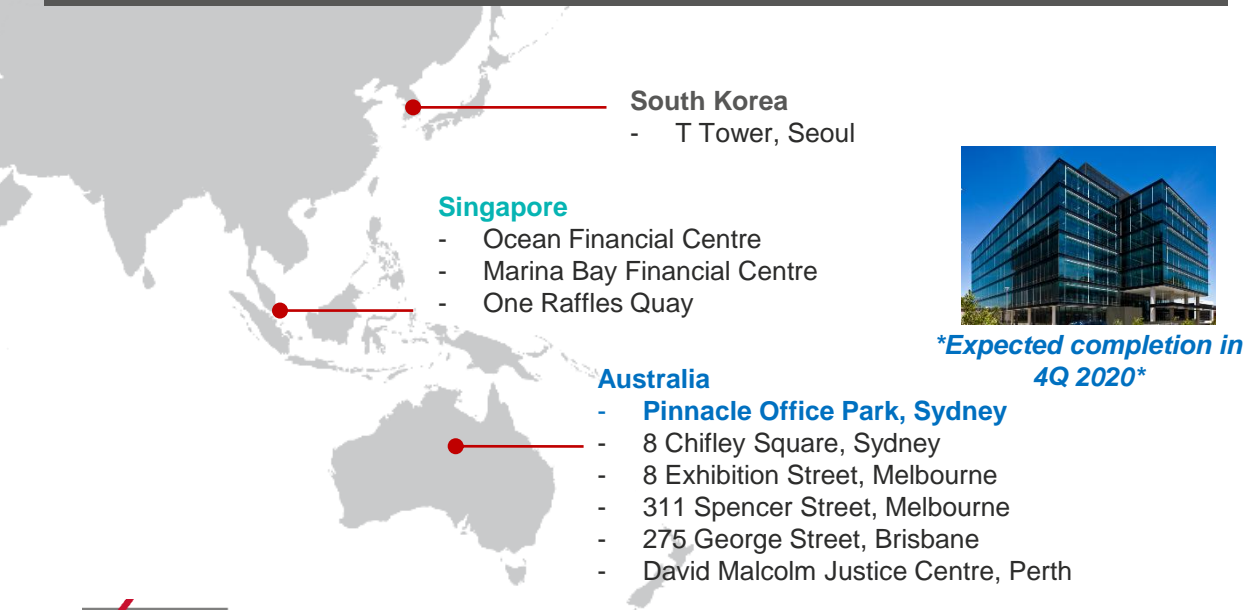
Green Awards

BCA Green Mark Platinum award for
all Singapore assets; 5 Stars NABERS
Energy rating for most Australian assets



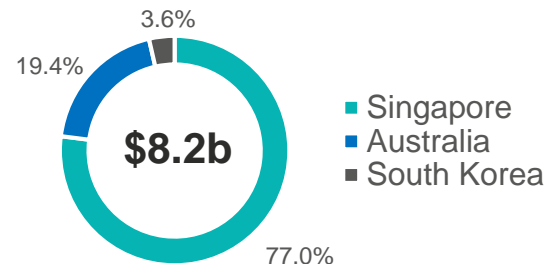
Ongoing Portfolio Optimisation to Improve Income Resilience and Portfolio Yield

Diversified \$8.2b portfolio across key business districts of Singapore, Australia and South Korea enhances income diversification and long-term stability



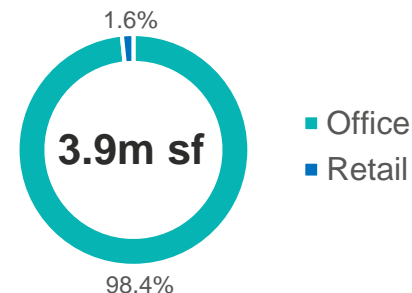
AUM by Geography

(Post-Acquisition of Pinnacle Office Park)



Committed NLA by Asset Type

(Post-Acquisition of Pinnacle Office Park)





Commencement of the 30-year lease for Victoria Police's new headquarters at 311 Spencer Street contributes a steady income stream to Keppel REIT

1H 2020 Key Highlights

Distribution per Unit

2.80 cents

Up 0.7% year-on-year

All-in Interest Rate

2.48% p.a.

Down from 2.86% year-on-year

Aggregate Leverage

36.3%

as at 30 June 2020

High Portfolio

Committed Occupancy

98.6%

as at 30 June 2020

Practical Completion of
Development

**311 Spencer
Street**

in Melbourne, Australia,
on 9 July 2020

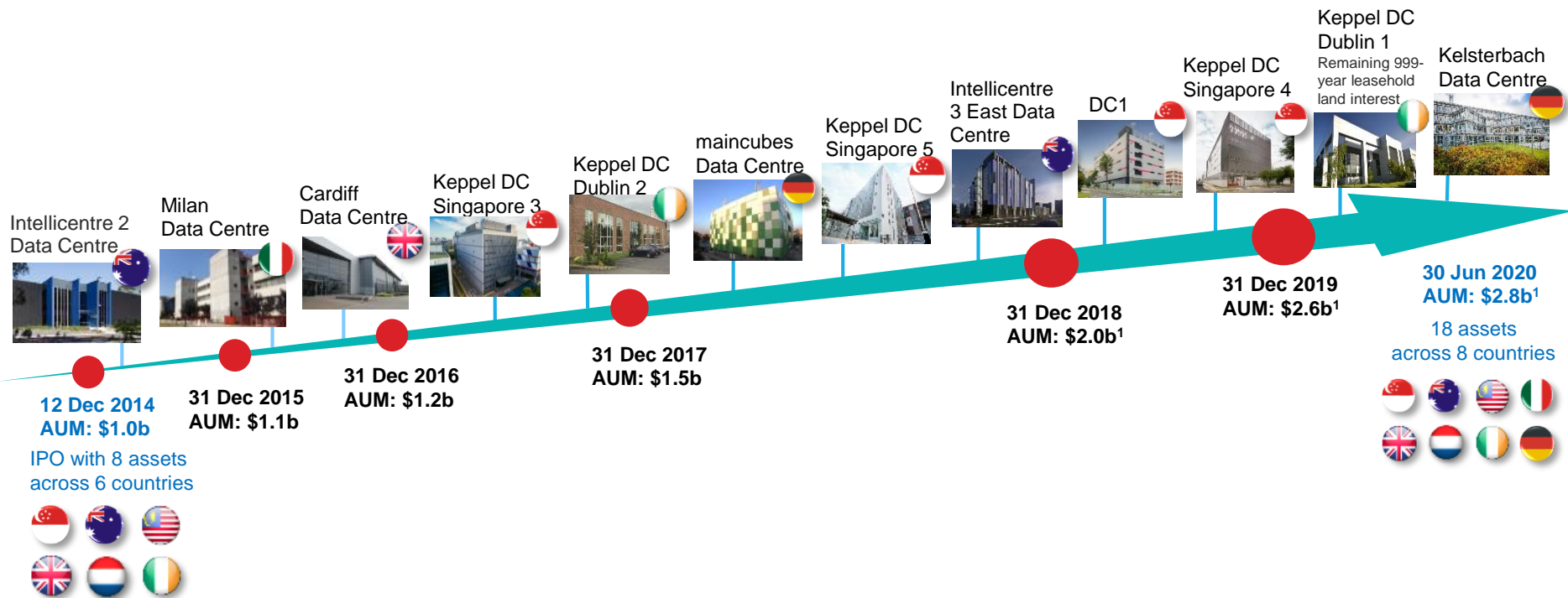
The logo for Keppel DC REIT, featuring the word "Keppel" in white on a dark grey background, followed by "DC REIT" in red on a white background.

Keppel DC REIT

A photograph of a data center aisle with rows of server racks on both sides. The floor is a black and white checkered tile. A bright blue light effect, resembling a digital stream or data flow, is projected onto the floor and walls, creating a sense of motion and technology. A large, semi-transparent red arrow graphic points from the top right towards the bottom left, partially overlapping the text and the data center scene.

**First pure-play data
centre REIT listed in
Asia on SGX**

Achieving Growth through DPU-accretive Acquisitions

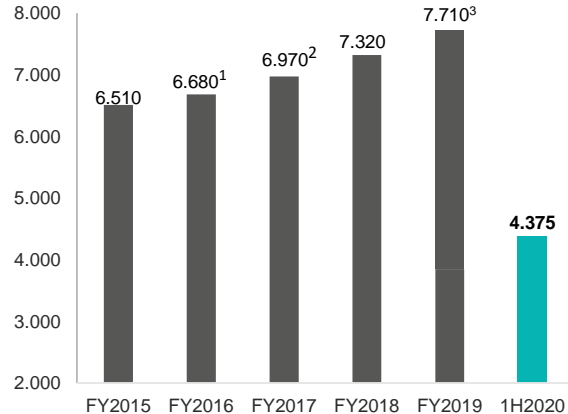


1H 2020 Highlights



Steady growth in DPU

Adjusted DPU (cents)



Resilient income stream

High portfolio occupancy

96.1%

as at 30 Jun 2020

Long portfolio WALE

7.4 years

by leased area



Financial flexibility

Low aggregate leverage⁴

34.5%

as at 30 Jun 2020

High interest coverage

12.8 times

as at 30 Jun 2020

1. Exclude the impact of the pro-rata preferential offering and the one-off net property tax refund in 2016.
2. Exclude the one-off capital distribution for the month of December 2016 arising from the later completion of Keppel DC Singapore 3 in 2017.
3. Excluding the impact of the pro-rata preferential offering in October 2019.
4. Aggregate Leverage was computed based on gross borrowings and deferred payment as a percentage of the deposited properties, both of which do not take into consideration the lease liabilities pertaining to land rent commitments and options.

Resilient Asset Class that Supports the Digital Economy

- COVID-19 a catalyst to go digital, and some of these online behaviours are expected to continue post-pandemic¹
- Expect higher data traffic as enterprises adopt cloud solutions and ensure adequacy of collaboration platforms and videoconferencing tools as well as stepped-up cybersecurity and cloud data protection
- Traditional client-facing roles could increasingly be augmented with customer-friendly online platforms/ applications such as digital banking and telemedicine¹



Global colocation market expected to grow by 15%² in 2020



>70% of all hyperscale data centres are located in facilities that are leased or owned by partners³



Global mobile data traffic expected to increase by 31% annually from 2019 to 2025⁴



Enterprise spending on cloud infrastructure expected to grow by 22%² CAGR over next 5 years



Data traffic increased by 20–100% across markets in Europe, Asia and America as a result of COVID-19 lockdowns⁴



5G subscriptions to generate 2.5x more traffic than the average 4G connection, and take up 10.6% of total mobile traffic by 2023⁵

Distinctive US office
REIT focused on
key growth markets
driven by innovation
and technology

*Tenant lounge
The Westpark Portfolio
Seattle, Washington*



First Choice Submarkets in Key Growth Markets

SEATTLE, Washington



The Plaza Buildings
Occupancy: 97.3%



Bellevue Technology Center
Occupancy: 100.0%



The Westpark Portfolio
Occupancy: 97.2%

ATLANTA, Georgia



Powers Ferry
Occupancy: 93.8%



Northridge Center I & II
Occupancy: 85.8%

DENVER, Colorado



Westmoor Center
Occupancy: 96.6%

SACRAMENTO, California



Iron Point
Occupancy: 99.5%

AUSTIN, Texas



Great Hills Plaza
Occupancy: 99.1%



Westech 360
Occupancy: 90.8%

HOUSTON, Texas



1800 West Loop South
Occupancy: 76.9%



Bellaire Park
Occupancy: 90.8%

ORLANDO, Florida

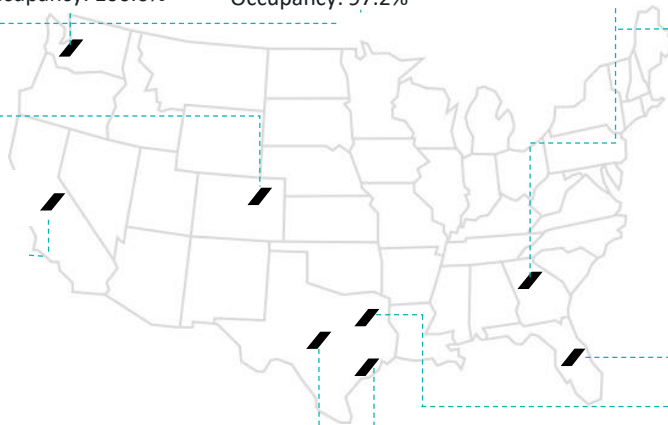


Maitland Promenade I & II
Occupancy: 95.0%

DALLAS, Texas



One Twenty Five
Occupancy: 96.7%



Focused on key growth markets with positive economic and office fundamentals that generally outpace that of the US national average, as well as the average of the gateway cities

Overview

13 freehold office buildings and **business campuses** across **8 key growth markets**

Portfolio NLA

Over 4.7 million sf

Portfolio Value

US\$1.27 billion

Portfolio Committed Occupancy (by NLA)

94.3%

1H 2020 Key Highlights

Distributable Income

US\$29.1m

17.6% growth y-o-y

Portfolio Committed Occupancy

94.3%

Distribution per Unit

3.10 US cents

3.3% growth y-o-y

Strong Rental Reversion

+14.7%

Annualised Distribution Yield

8.9%¹

Low Aggregate Leverage

37.4%

100% unsecured debt

Information as at 30 June 2020.

1. Based on the market closing price of US\$0.700 per Unit as at 30 June 2020.



Great Hills Plaza, Austin, Texas

- Income resilience supported by low tenant concentration and strong tenant mix
- Strong balance sheet and liquidity position with 100% unsecured debt and no long-term refinancing requirement until November 2022



Largest diversified Business Trust listed in Singapore

KIT

KEPPEL
INFRASTRUCTURE
TRUST



\$5 billion portfolio of strategic businesses and assets across a broad range of **highly defensive industries** that delivers **long-term sustainable cash flows to Unitholders**

Distribution & Network

- City Gas
- Ixom
- Basslink



Energy

- Keppel Merlimau Cogen



Waste & Water

- Senoko Waste-to-Energy Plant
- Tuas Waste-to-Energy Plant
- Ulu Pandan NEWater Plant
- SingSpring Desalination Plant



Strategic businesses and assets with potential for long-term growth supported by favourable demand dynamics

Stable and resilient infrastructure assets anchored by concession contracts that are backed by government and government-linked corporations

All business and assets are **classified as essential services** by governments in Singapore, Australia and New Zealand.

No impact to operations during the COVID-19 pandemic.

1H 2020 Key Highlights



All businesses and assets are classified as essential services

No operational disruption throughout lockdowns; business continuity measures were implemented to ensure health & safety of staff



Resilient Distributable Cash Flows

\$62.2m

2Q 2020 DCF of \$62.2m, bringing 1H 2020 DCF to \$113.3m, a 20.3% YoY increase over 1H 2019



Stable DPU

1.86 cents

Defensive cash flows from a diversified portfolio of businesses and assets saw 2Q 2020 DPU of 0.93 cents, bringing 1H 2020 DPU to 1.86 cents



Annualised DPU Yield

6.9%

Based on market closing price of \$0.540 as at 30 June 2020



Low Gearing

33.6%

Comfortable debt headroom to pursue growth opportunities



Global mindset with local execution

- Led by a team of industry veterans with in-depth expertise and decades of experience working in local and international markets, and global institutional investors



Strong investment track record with value creation along the entire value chain

- Expertise and proven capabilities in investor management, portfolio composition, efficient tax structuring, active currency and interest rate management
- Proactive asset management of global AUM of \$33b* across both private and public markets



Fiduciary mindset with strong compliance and governance practices

- Socially responsible fund manager that creates value while integrating sustainable practices into our invested assets

Keppel Capital: Trusted Investment Partner

VISION

To be the **best-in-class asset manager**, serving as **the trusted partner for our investors**.

MISSION

Guided by our operating principles and core values, we will **create value** for our investors through **harnessing the strengths of the Keppel Group** to build **sustainable business platforms for long-term growth**.

Thank You

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