

# Keppel DC REIT

## Investor Presentation

SGX-DBSV-NH Singapore Corporate Day  
Seoul, Korea

6 March 2019



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# Content

- Key Highlights
- Portfolio Review
- Capital Management
- Outlook
- Additional Information



**Key Highlights**

# Portfolio Growth since Listing



(1) Not included in \$2.0b AUM as at 31 Dec 2018. Completion is expected in 2020.

# Strengthened foothold in key data hubs

## Asia Pacific

- Acquired Keppel DC Singapore 5, largely funded by private placement of 224.0m new Units; obtained tax transparency treatment in Jan 2019
- Entered into agreement with Macquarie Telecom to construct Intellicentre 3 East Data Centre on vacant land within Intellicentre 2 Data Centre site

## Europe

- Completed acquisition of maincubes Data Centre in Offenbach am Main, Germany
- Entered into agreement to acquire remaining 999-year leasehold land interest in Keppel DC Dublin 1 with expected completion in 1H 2020



Keppel DC Singapore 5



Intellicentre 3 East Data Centre



maincubes Data Centre

# Intellicentre 3 East Data Centre

- Strengthened foothold in Sydney through optimising land use in an existing asset
- Expected to be DPU-accretive, consistent with investment strategy
- Greater income stability with new 20-year triple net master lease with MT incorporating both IC2 DC and IC3 East DC will commence upon development completion

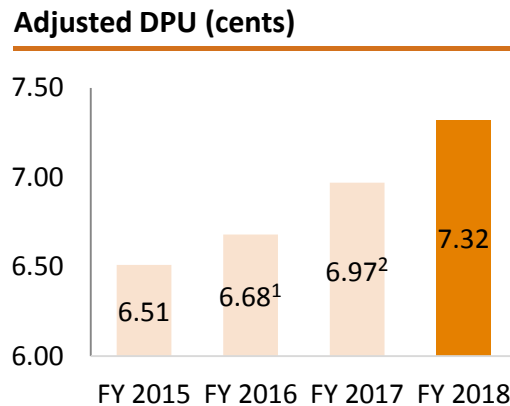


The development of IC3 East DC will be undertaken by Macquarie Telecom, the master lessee of IC2 DC.

<b>Location</b>	Sydney, Australia
<b>Lettable Area</b>	Min. 86,000 sq ft
<b>Lease Type</b>	Shell & core
<b>Expected Completion</b>	2020
<b>Costs Payable</b>	Actual total costs of construction works: within A\$26-36 million, payable on completion

# Key Highlights

**Steady growth in adjusted DPU**, increased by 5.0% to 7.32 cents in FY 2018



**Stable income stream** with healthy portfolio occupancy and long WALE

**Portfolio Occupancy**  
**93.1%**  
as at 31 Dec 2018

**Portfolio WALE**  
**8.3 years**  
by leased area

**Low aggregate leverage** provides financial flexibility to pursue growth

**Aggregate Leverage<sup>3</sup>**  
**30.8%**  
as at 31 Dec 2018

**Interest Coverage**  
**11.4 times**  
as at 31 Dec 2018

(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 arising from the later completion of Keppel DC Singapore 3 in 2017.

(3) Aggregate Leverage was computed based on gross borrowings as a percentage of the deposited properties, both of which do not take into consideration the finance lease liabilities pertaining to land rent commitments for isek Data Centre and Keppel DC Dublin 1.



**Keppel DC REIT**



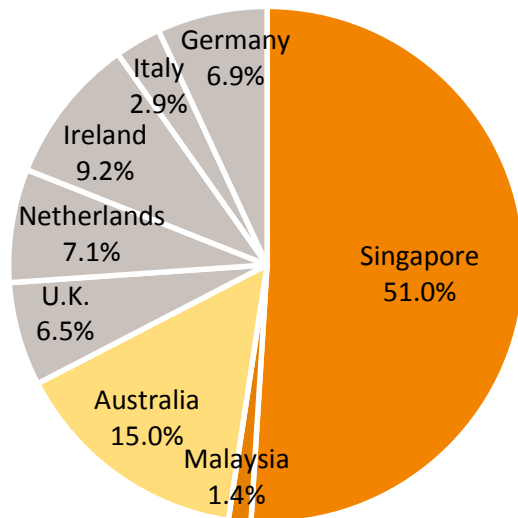
**Portfolio Review**

# Well-diversified Portfolio

- 67.4% of portfolio in Asia Pacific and 32.6% in Europe
- Long portfolio WALE of 8.3 years and strong occupancy rate of 93.1%

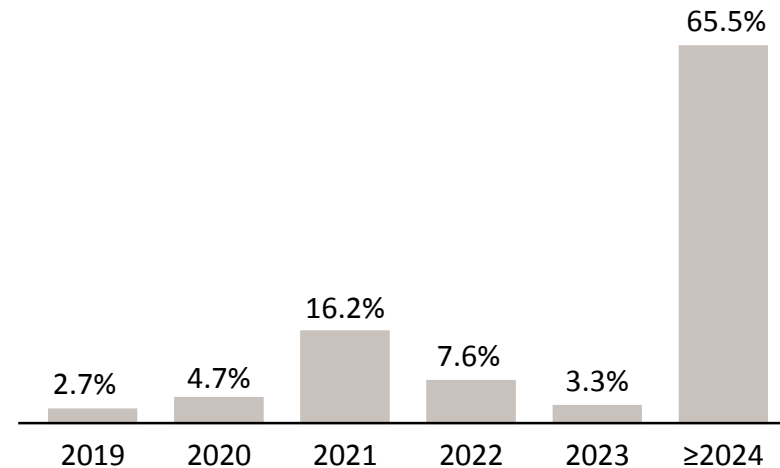
## Portfolio AUM breakdown

As at 31 Dec 2018



## Lease expiry profile (by leased area)

As at 31 Dec 2018

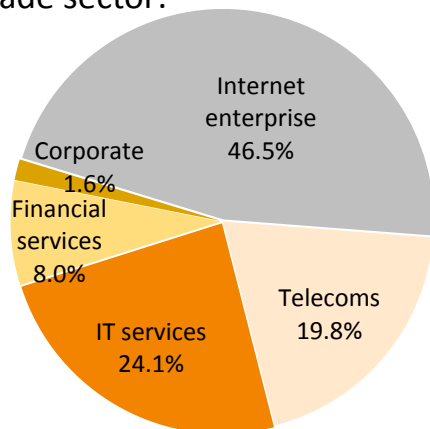


(1) Portfolio AUM is based on respective independent valuations, capital expenditures and ownership interests

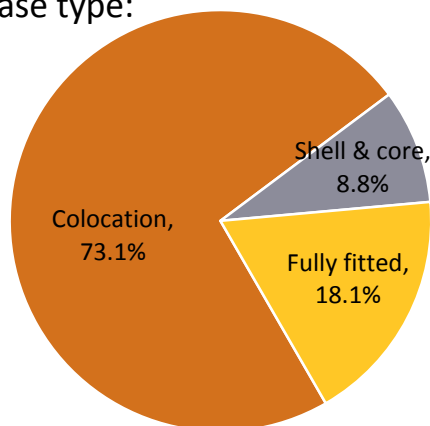
# Well-diversified Portfolio (cont'd)

## Rental income breakdown for the month of Dec 2018<sup>1</sup>

By trade sector:



By lease type:



- Quality data centres that cater to the requirements of global clientele
  - Colocation facilities provide diverse client profile and lease expiry
  - Fully fitted and shell & core facilities provide income stability with typically longer lease terms

Lease Type	Client Count	WALE <sup>2</sup> (years)	Ownership of Data Centre Components		
			M&E Equipment	Facility Management	Servers & Racks
Colocation	Multi	3.3	✓	✓	-
Fully fitted	Single	11.2	✓	-	-
Shell & core	Single	11.1	-	-	-

(1) Based on the colocation agreements and lease agreements with clients of the properties, treating the Keppel leases on a pass-through basis to the underlying clients.

(2) By leased area as at 31 Dec 2018.

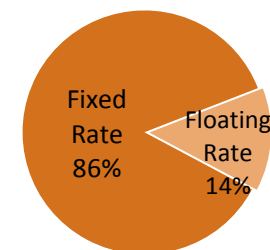


# Prudent Capital Management

- **Diversifying sources of funding:** Issued €50m in floating rate notes due 2023 in Mar 2018, and another €50m due 2026 in Feb 2019
- **Managing interest rate exposure:** Interest rates of loans substantially hedged with floating-to-fixed interest rate swaps
- **Maintaining low aggregate leverage:** Provides flexibility and a healthy debt headroom for growth

## Borrowings on fixed rate

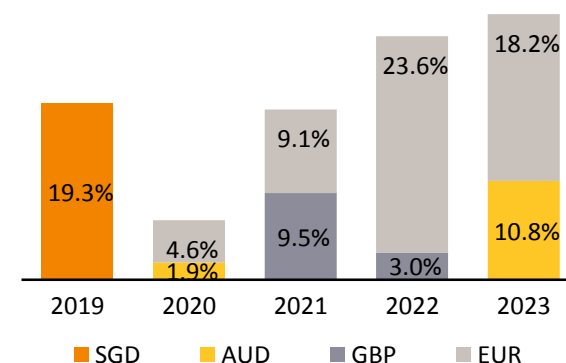
As at 31 Dec 2018



As at 31 Dec 2018	
<b>Total debt</b>	■ ~\$674.0m of external loans/notes (unencumbered)
<b>Available facilities</b>	■ ~\$140.0m of undrawn credit facilities
<b>Aggregate Leverage<sup>1</sup></b>	■ 30.8%
<b>Average cost of debt<sup>2</sup></b>	■ 1.9% per annum
<b>Debt tenor</b>	■ 3.0 years
<b>Interest coverage<sup>3</sup></b>	■ 11.4 times

## Debt maturity profile

As at 31 Dec 2018



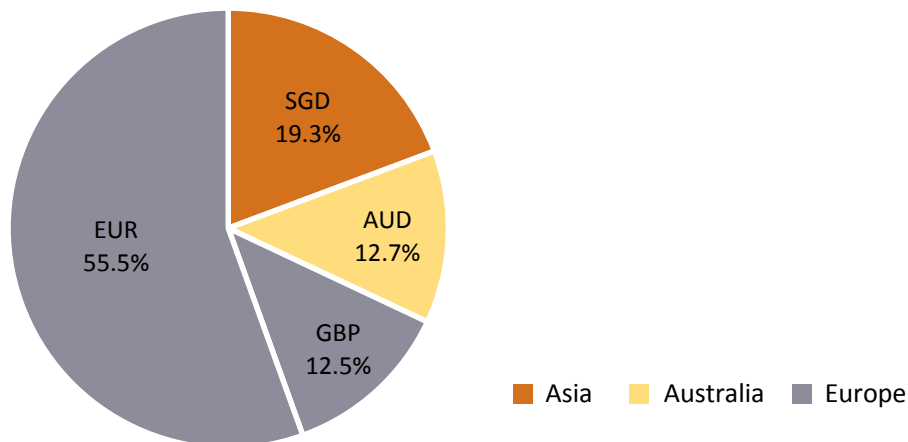
- (1) Aggregate Leverage was computed based on gross borrowings as a percentage of the deposited properties, both of which do not take into consideration the finance lease liabilities pertaining to land rent commitments for isek Data Centre and Keppel DC Dublin 1.
- (2) Including amortisation of upfront debt financing costs and excluding finance lease charges.
- (3) Calculated as EBIT / Finance costs, where EBIT is NPI less Manager's base and performance fees, Trustee's fee and Other trust expenses. Finance costs pertain to interest expense based on total debt drawn and debt amortisation costs.

# Prudent Capital Management (Cont'd)

## Mitigating impact of currency fluctuations:

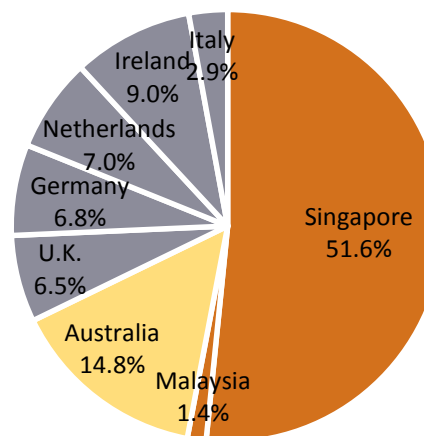
- Hedged forecasted foreign-sourced distributions till 1H 2020 through foreign currency forward contracts
- Adopted natural hedging by borrowing in currencies that match the corresponding investments

**Debt currency breakdown**  
(as at 31 Dec 2018)



**Total borrowings:**  
Approx. \$684m

**Investment properties breakdown<sup>1</sup>**  
(as at 31 Dec 2018)



**Total carrying value:**  
Approx. \$2.00b

(1) Based on 100% carrying value as at 31 Dec 2018 without taking into consideration the finance lease liabilities pertaining to the land rent commitments for isek Data Centre and Keppel DC Dublin 1.



# Sound Industry Fundamentals

- Demand for data centre space underpinned by increasing cloud adoption, rapid digital transformation, data centre outsourcing and data sovereignty regulations
- Global cloud infrastructure market is expected to grow by 25% CAGR in 2019-2023<sup>1</sup>
- Global co-location market is expected to grow by 15-17% in 2019<sup>1</sup>

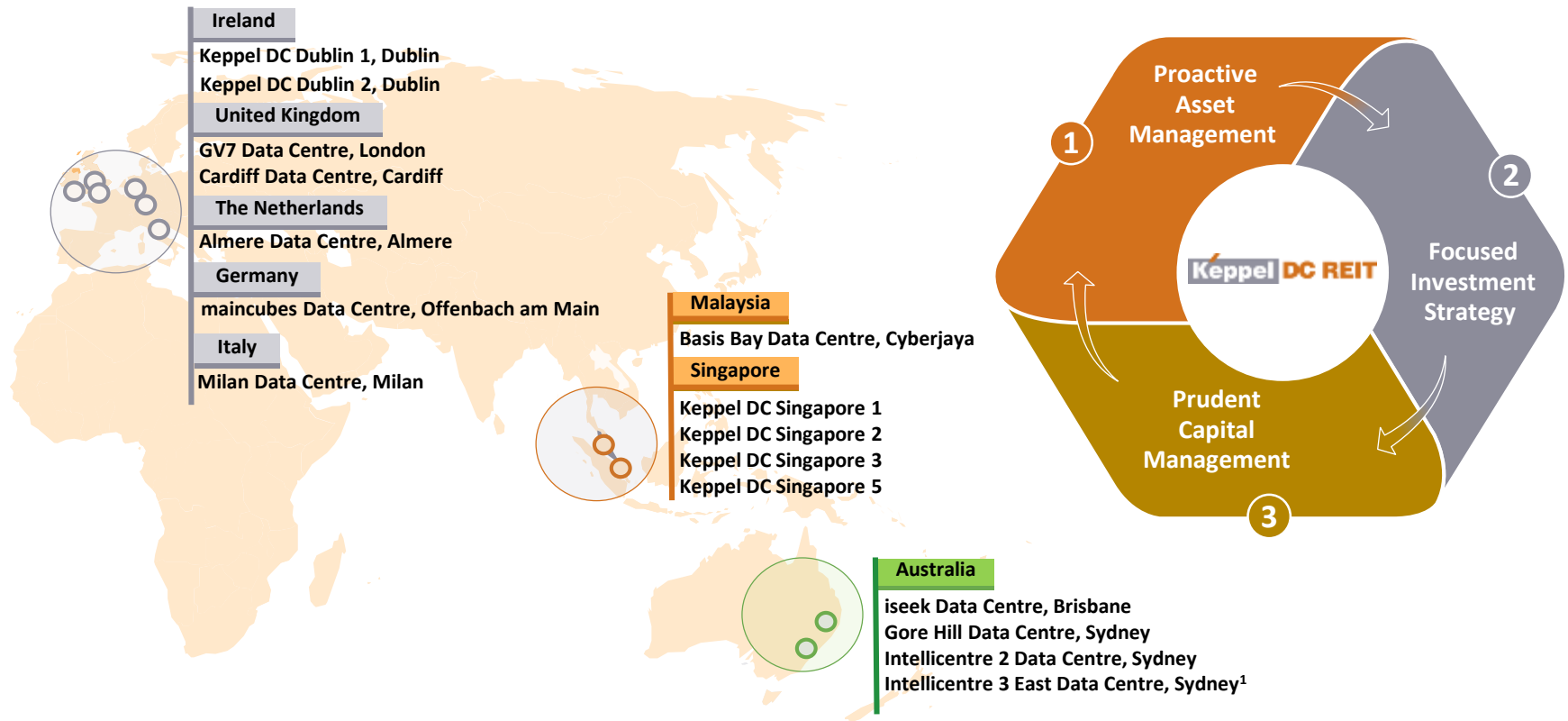


(1) Source: BroadGroup Consulting



# Positioned for Growth

- The Manager will continue to strengthen Keppel DC REIT's presence and position it to capitalise growth opportunities in the data centre industry



(1) Construction expected to be completed in 2020.

# Committed to Deliver Value



**Vision:** To be the preferred data centre real estate investment trust, serving as a trusted partner to our stakeholders.

**Mission:** Guided by the Keppel Group's operating principles and core values, we will create value for our investors by growing a quality portfolio of data centre assets that generates sustainable returns.



# Distributable Income

(\$'000)	FY 2018	FY 2017	+/(-) %
<b>Distributable Income to Unitholders</b>	<b>96,096</b>	<b>82,320</b>	<b>+16.7</b>
Gross Revenue	175,535	139,050	+26.2
Property Expenses	(17,862)	(13,931)	+28.2
Net Property Income	157,673	125,119	+26.0
Distribution per Unit <sup>1,2</sup> (DPU) (cents)	7.32	7.12	+2.8
Adjusted DPU <sup>2,3</sup> (cents)	7.32	6.97	+5.0
Distribution Yield <sup>2,4</sup> (%)	5.42	5.27	+15 bps

(1) FY 2017 DPU included a one-off capital distribution of 0.15 cents per Unit for the month of Dec 2016 arising from the later completion of Keppel DC Singapore 3. This excludes the Capex Reserves set aside for Keppel DC Singapore 3 and Keppel DC Singapore 5.

(2) The Manager declared distributions of 3.62 cents per Unit for 1H 2018. For 2H 2018, eligible Unitholders received a distribution of 3.70 cents per Unit.

(3) Excluding the one-off capital distribution of 0.15 cents per Unit recorded in 1Q 2017, the adjusted DPU for FY 2017 would be 6.97 cents.










(4) Distribution yields were computed based on FY 2018 closing price of \$1.350.

# Balance Sheet Highlights

(\$'000)	As at 31 Dec 2018	As at 31 Dec 2017	+/(-) %
Investment Properties	2,028,672	1,570,090	+29.2
Total Assets	2,252,931	1,763,282	+27.8
Gross Borrowings <sup>1</sup>	673,952	546,481	+23.3
Total Liabilities	776,937	646,780	+20.1
<b>Unitholders' Funds</b>	<b>1,444,839</b>	<b>1,089,716</b>	<b>+32.6</b>
Units in Issue ('000)	1,351,578	1,127,171	+19.9
Net Asset Value (NAV) per Unit (\$)	1.07	0.97	+10.3
Unit Price (Closing price of last trading day) (\$)	1.350	1.430	(5.6)
<b>Premium to NAV (%)</b>	<b>+26.2</b>	<b>+47.4</b>	<b>-21.2 bps</b>

(1) Gross borrowings relates to bank borrowings drawn down from loan facilities and the medium term note programme.

# Portfolio Overview (as at 31 Dec 2018)

<u>Asia Pacific</u>		Location	Interest	Attributable lettable area (sq ft)	No. of clients <sup>1</sup>	Occupancy rate (%)	Valuation <sup>2</sup> (\$m)	Lease type	WALE (years)	Land lease title
	<b>Keppel DC Singapore 1</b>	Singapore	100%	109,721	17	86.9	287.0	Keppel lease / Colocation	3.2	Leasehold (Expiring 30 Sep 2025, with option to extend by 30 years)
	<b>Keppel DC Singapore 2</b>	Singapore	100%	37,098	4	100.0	169.0	Keppel lease / Colocation	2.6	Leasehold (Expiring 31 Jul 2021, with option to extend by 30 years)
	<b>Keppel DC Singapore 3</b>	Singapore	90%	49,433	2	100.0	231.3	Keppel lease / Colocation	3.4	Leasehold (Expiring 31 Jan 2022, with option to extend by 30 years)
	<b>Keppel DC Singapore 5</b>	Singapore	99%	97,781	3	84.2	316.8	Keppel lease / Colocation	2.8	Leasehold (Expiring 31 Aug 2041)
	<b>Basis Bay Data Centre</b>	Cyberjaya, Malaysia	99%	48,193	1	63.1	27.6	Colocation	3.5	Freehold
	<b>Gore Hill Data Centre</b>	Sydney, Australia	100%	90,955	3	100.0	207.5	Triple-net (Shell & core) / Colocation	6.4	Freehold
	<b>Intellicentre 2 Data Centre</b>	Sydney, Australia	100%	87,930	1	100.0	53.9	Triple-net (Shell & core)	16.6	Freehold
	<b>iseek Data Centre</b>	Brisbane, Australia	100%	12,389	1	100.0	34.7	Double-net <sup>3</sup> (Fully fitted)	7.5	Leasehold (Expiring 29 Sep 2040, with option to extend by 7 years)
	<b>Intellicentre 3 East Data Centre<sup>4</sup> (under development)</b>	Sydney, Australia	100%	Min. 86,000	1	100.0 <sup>4</sup>	A\$26.0-A\$36.0m (development costs)	Triple-net (Shell & core)	20.0 <sup>4</sup>	Freehold








(1) Certain clients have signed more than one colocation arrangement using multiple entities.

(2) Based on respective independent valuations and respective ownership interests as at 31 Dec 2018.

(3) Keppel DC REIT has in place the iseek Lease with the client of iseek Data Centre. While the iseek Lease is called a colocation arrangement, the terms are structured as effectively equivalent to a double-net lease.

(4) This development is expected to be completed in 2020 and is excluded from the portfolio's asset under management; Facility will be fully leased to Macquarie Telecom upon completion.

# Portfolio Overview (as at 31 Dec 2018) (Cont'd)

<u>Europe</u>	Location	Interest	Attributable lettable area (sq ft)	No. of clients <sup>1</sup>	Occupancy rate (%)	Valuation <sup>2</sup> (\$m)	Lease type	WALE (years)	Land lease title
	Cardiff, United Kingdom	100%	79,439	1	100.0	65.4	Triple-net (Shell & core)	12.5	Freehold
	London, United Kingdom	100%	24,972	1	100.0	63.5	Triple-net (Fully fitted)	8.1	Leasehold (Expiring 28 Sep 2183)
	Almere, Netherlands	100%	118,403	1 <sup>3</sup>	100.0	139.0	Double-net (Fully fitted)	9.7	Freehold
	Dublin, Ireland	100%	68,118	17	61.1	76.7	Colocation	1.7	Leasehold <sup>4</sup> (Expiring 11 Apr 2041)
	Dublin, Ireland	100%	25,127	4	90.7	104.8	Colocation	9.7	Leasehold (Expiring 31 Dec 2997)
	Milan, Italy	100%	165,389	1	100.0	57.3	Double-net (Shell & core)	9.0	Freehold
	Offenbach am Main, Germany	100%	97,043	1	100.0	135.5	Triple-net (Fully fitted)	14.3	Freehold

(1) Certain clients have signed more than one colocation arrangement using multiple entities.

(2) Portfolio AUM is based on respective independent valuations and respective ownership interests as at 31 Dec 2018.

(3) Keppel DC REIT, through its wholly-owned subsidiary has entered into the Ground Lease with Borchveste. With the Ground Lease in place, the lease with the underlying client becomes conceptually similar to a sub-lease, with Borchveste being (i) the leasehold client of KDCR Almere B.V. and (ii) the lessor to the underlying client.

(4) On 14 Mar 2018, Keppel DC REIT entered into a contract to acquire the remainder of the 999-year (from 1 Jan 2000) leasehold land interest in Keppel DC Dublin 1. Legal completion of the acquisition is expected in 1H 2020.

# Overview of Lease Arrangements

## Asia Pacific

Property	Lease Arrangement	Description	Responsibilities of Owner			
			Property Tax	Building Insurance	Maintenance Opex	Refresh Capex
<b>Keppel DC Singapore 1</b>	Keppel lease <sup>1</sup> / Colocation <sup>3</sup>	<ul style="list-style-type: none"> <li>Client: Pays rent</li> <li>Owner: Bears all expenses; responsible for facilities management</li> </ul>	✓	✓	✓	✓
<b>Keppel DC Singapore 2</b>	Keppel lease <sup>1</sup> / Colocation <sup>3</sup>	<ul style="list-style-type: none"> <li>Client: Pays rent</li> <li>Owner: Bears all expenses; responsible for facilities management</li> </ul>	✓	✓	✓	✓
<b>Keppel DC Singapore 3</b>	Keppel lease <sup>2</sup> / Colocation <sup>3</sup>	<ul style="list-style-type: none"> <li>Client: Pays rent</li> <li>Owner: Bears all expenses; responsible for facilities management</li> </ul>	✓	✓	✓	✓
<b>Keppel DC Singapore 5</b>	Keppel lease <sup>2</sup> / Colocation <sup>3</sup>	<ul style="list-style-type: none"> <li>Client: Pays rent;</li> <li>Owner: Bears all expenses; responsible for facilities management</li> </ul>	✓	✓	✓	✓
<b>Basis Bay Data Centre</b>	Colocation <sup>3</sup>	<ul style="list-style-type: none"> <li>Client: Pays rent; responsible for facilities management</li> <li>Owner: Bears pre-agreed facilities management amount, insurance and property tax</li> </ul>	✓	✓	✓	✓
<b>Gore Hill Data Centre</b> <i>(for one client)</i>	Triple-net lease	<ul style="list-style-type: none"> <li>Client: Pays rent and all outgoings; responsible for facilities management in their space</li> </ul>	-	-	-	-
<b>Gore Hill Data Centre</b> <i>(for two clients)</i>	Colocation Arrangement <sup>4</sup>	<ul style="list-style-type: none"> <li>Client: Pays rent</li> <li>Owner: Bears all expenses; responsible for facilities management</li> </ul>	✓	✓	✓	✓
<b>Intellicentre 2 Data Centre</b>	Triple-net lease	<ul style="list-style-type: none"> <li>Client: Pays rent and all outgoings; responsible for facilities management</li> </ul>	-	-	-	-
<b>iseek Data Centre</b>	Double-net lease <sup>4</sup>	<ul style="list-style-type: none"> <li>Client: Pays rent and all outgoings except building insurance; responsible for facilities management</li> </ul>	-	✓	-	✓
<b>Intellicentre 3 East Data Centre</b> <b>(under development)</b>	Triple-net lease	<ul style="list-style-type: none"> <li>Client: Pays rent and all outgoings except building insurance and property tax; responsible for facilities management</li> </ul>	-	-	-	-



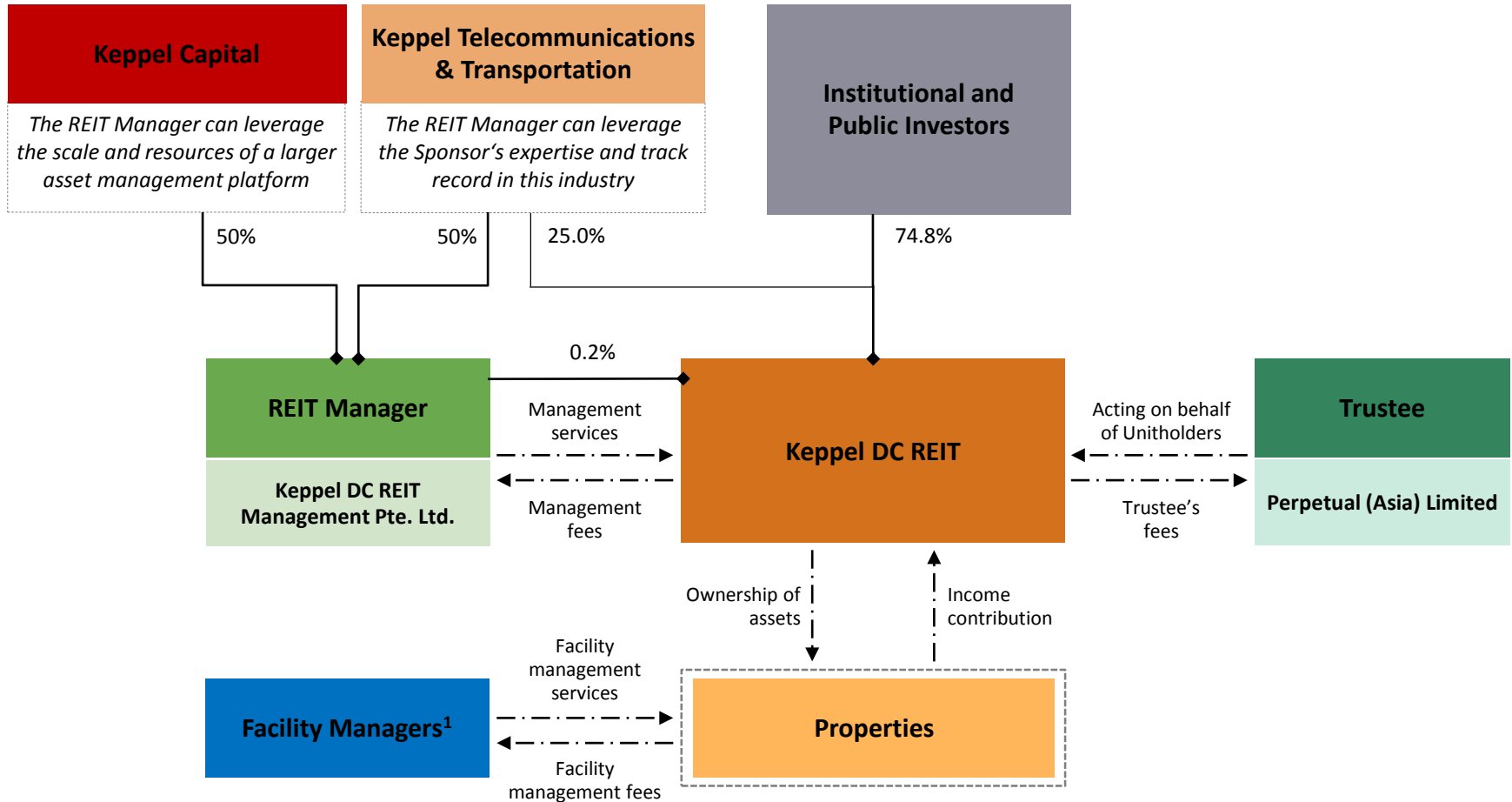
# Overview of Lease Arrangements (Cont'd)

## Europe

Property	Lease Arrangement	Description	Responsibilities of Owner			
			Property Tax	Building Insurance	Maintenance Opex	Refresh Capex
Cardiff Data Centre	Triple-net lease	■ Client: Pays rent and all outgoings; responsible for facilities management	-	-	-	-
GV7 Data Centre	Triple-net lease	■ Client: Pays rent and all outgoings; responsible for facilities management	-	-	-	-
Almere Data Centre	Double-net lease	■ Client: Pays rent and all outgoings except building insurance and property tax; responsible for facilities management	✓	✓	-	-
Keppel DC Dublin 1	Colocation <sup>3,6</sup>	■ Client: Pays rent ■ Owner: Bears all expenses; responsible for facilities management	✓	✓	✓	✓
Keppel DC Dublin 2	Colocation <sup>3,6</sup>	■ Client: Pays rent ■ Owner: Bears all expenses; responsible for facilities management	✓	✓	✓	✓
Milan Data Centre	Double-net lease	■ Client: Pays rent and all outgoings except building insurance and property tax; responsible for facilities management	✓	✓	-	-
maincubes Data Centre	Triple-net lease	■ Client: Pays rent and all outgoings; responsible for facilities management	-	-	-	-

- (1) Refers to the leases entered into by Keppel DC REIT with the Keppel lessees (Keppel DC Singapore 1 Ltd and Keppel DC Singapore 2 Pte Ltd) in relation to Keppel DC Singapore 1 and Keppel DC Singapore 2 respectively. However, due to the pass-through nature of the Keppel leases, Keppel DC REIT will substantially enjoy the benefits and assume the liabilities of the underlying colocation arrangements between Keppel lessees and the underlying clients.
- (2) Refers to the lease entered into by Keppel DC Singapore 3 LLP and Keppel DC Singapore 5 Pte Ltd with the Keppel lessee (Keppel DCS3 Services Pte Ltd) in relation to Keppel DC Singapore 3 and Keppel DC Singapore 5 respectively. However, due to the pass-through nature of the Keppel lease, Keppel DC REIT will substantially enjoy the benefits and assume the liabilities of the underlying colocation arrangement between Keppel lessee and the underlying client.
- (3) Colocation arrangements are typically entered into by end-clients who utilise colocation space for the installation of their servers and other mission critical IT equipment. Keppel DC REIT is usually responsible for facilities management in respect of such colocation arrangements, except in the case of Basis Bay Data Centre where the client is responsible for facilities management.
- (4) Keppel DC REIT has in place the iseek Lease with the client of iseek Data Centre. While the iseek Lease is called a colocation arrangement, the terms thereof are structured as effectively equivalent to a double-net lease.
- (5) This development is expected to be completed in 2020 and is excluded from the portfolio's asset under management; Facility will be leased to Macquarie Telecom upon completion
- (6) Keppel DC REIT has in place colocation arrangements with the clients of Keppel DC Dublin 1 and Keppel DC Dublin 2.

# Keppel DC REIT Structure



(1) The Facility Managers are appointed pursuant to the facility management agreements entered into for the respective properties.

# What is a Data Centre?

- As data centres support clients' critical business operations, technical expertise and intricate understanding of the industry and clients' needs are required

## Internet Connectivity

Physical telecommunication cables brought into the data centre to allow direct connectivity

## Uninterruptible Power System (UPS) / Generators

To provide continuous power supply in the event of outages from local power grids

## Cooling equipment

To maintain a facility's temperature, typically at 18 - 24 degrees Celsius

## Fire suppression and building monitoring systems

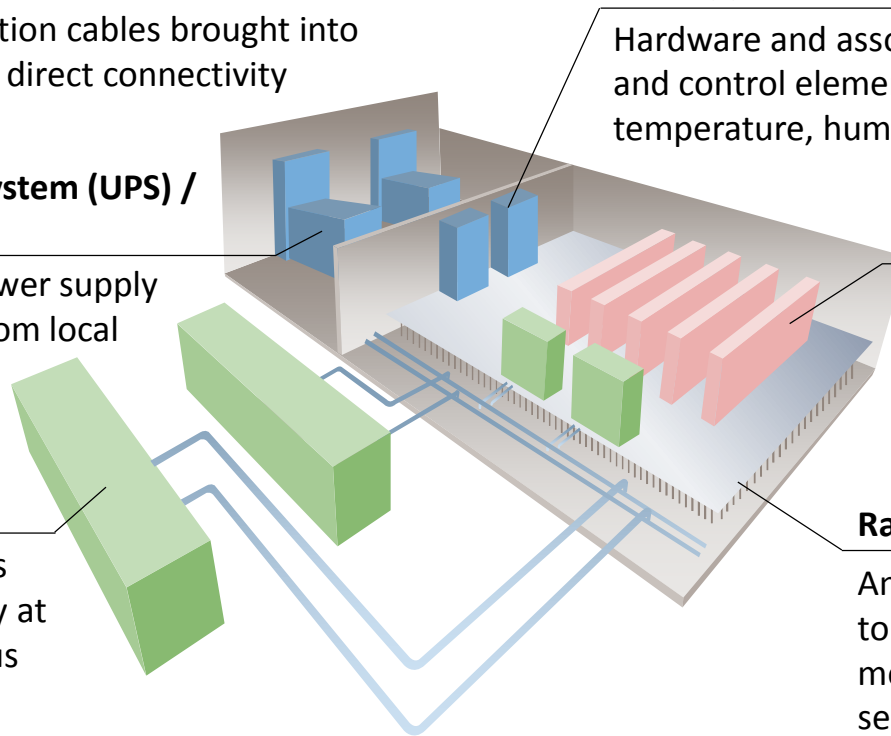
Hardware and associated software to monitor and control elements such as the facility's temperature, humidity, security and operations

## Client's servers

Enclosures to house client's computer servers and connect to power and cooling sources

## Raised flooring

An elevated structural floor to allow the passage of mechanical and electrical services



Source: BroadGroup Research

# Strong Fundamental Growth Drivers

1	<b>Growing data requirements</b>	<ul style="list-style-type: none"><li>■ Strong growth in data creation, usage and requirements expected to continue.</li></ul>
2	<b>Mission-critical infrastructure</b>	<ul style="list-style-type: none"><li>■ Data centre facilities support clients' critical day-to-day business operations, and/or meet regulatory and compliance requirements.</li></ul>
3	<b>Substantial relocation costs</b>	<ul style="list-style-type: none"><li>■ The need to replicate costly and high specifications set of IT services and data centre equipment for seamless relocation.</li><li>■ Risk of downtime and business disruptions.</li></ul>
4	<b>Long lead time to develop data centres</b>	<ul style="list-style-type: none"><li>■ Technical expertise and intricate understanding of industry and clients' needs are required.</li><li>■ Anchor clients or significant pre-let, on top of the necessary power, cooling and network connectivity, have to be secured before development.</li></ul>
5	<b>Scarcity of attractive sites</b>	<ul style="list-style-type: none"><li>■ Limited suitable sites with specialised data centre requirements:<ul style="list-style-type: none"><li>– Access to sufficient power and fibre connectivity</li><li>– Minimal risk factors such as flooding or natural disasters</li></ul></li></ul>



**Keppel DC REIT**

Thank you