

**UBS Global Real Estate Conference in London** 

3 - 4 December 2019



### **Outline**

- Introduction
- Portfolio Update
- Capital Management
- Outlook
- Additional Information

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Investors have no right to request the Manager to redeem their Units while the Units are listed. It is intended that Unitholders may only deal in their Units through trading on Singapore Exchange Securities Trading Limited ("SGX-ST"). Listing of the Units on SGX-ST does not guarantee a liquid market for the Units.





# Introduction



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

17 assets in key data centre hubs across Asia Pacific and Europe

#### **Europe**

#### Ireland

- 1. Keppel DC Dublin 1, Dublin
- 2. Keppel DC Dublin 2, Dublin **United Kingdom**
- 3. GV7 Data Centre, London
- 4. Cardiff Data Centre, Cardiff

#### The Netherlands

5. Almere Data Centre, Almere

#### Germany

- 6. maincubes Data Centre, Offenbach am Main Italy
- 7. Milan Data Centre, Milan

#### Asia-Pacific

#### Singapore

- 8. Keppel DC Singapore 1
- 9. Keppel DC Singapore 2
- 10. Keppel DC Singapore 3
- 11. Keppel DC Singapore 4
- 12. Keppel DC Singapore 5
- 13. DC1

#### Malaysia

14. Basis Bay Data Centre, Cyberjaya



























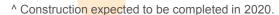














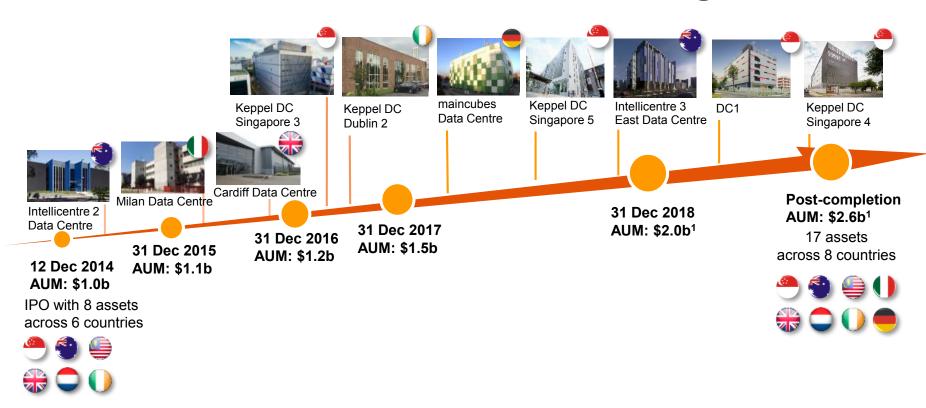
#### Australia

- 15. iseek Data Centre, Brisbane
- 16. Gore Hill Data Centre, Sydney
- 17. Intellicentre 2 Data Centre, Sydney
- 18. Intellicentre 3 East Data Centre, Sydney<sup>^</sup>





# **Portfolio Growth since Listing**







#### **Investment merits**

- Proxy to fast-growing data centre sector
- Resilient income stream
- Focused investment strategy
- Prudent capital management

### **Overview**



**Steady DPU growth** since listing



Low aggregate leverage of 28.9% provides financial flexibility to pursue growth



Stable income stream with portfolio occupancy of 93.6% and long WALE of 7.7 years



Limited interest rate exposure with 80% of borrowings hedged over the entire loan term



Constituent of the **FTSE EPRA Nareit Global Developed** Index



Forecasted foreignsourced distributions hedged till 1H 2021 through foreign currency forward contracts

- 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 lease liabilities pertaining to land rent commitments for iseek Data Centre and Keppel DC Dublin 1.
- 2. Information as at 30 Sep 2019.









**Demand for Singapore data centres** estimated to grow at a CAGR of 9.4% between 2018 and 2022<sup>1</sup>



Large hyperscale cloud providers could potentially take up around 40% of Singapore's colocation space

- Singapore is one of the world's fast-growing data centre markets
  - Strong demand from internet enterprises as well as the IT services, telecommunications and financial services sectors
  - Robust connectivity, strong legal and regulatory framework, probusiness environment
- Market expected to continue to tighten in 2019 with limited supply<sup>1</sup>

# Strengthened Foothold in Singapore with DPU-accretive acquisitions

99% Interest in Keppel DC Singapore 4 (KDC SGP 4)



- Five-storey carrier-neutral and purpose-built colocation facility completed in 2017
- Occupancy rate of 92.0% with IT power fully-committed
- Agreed value: \$384.9m

100% Interest in the DC located at 18 Riverside Road, Singapore (DC1)



- Five-storey purpose-built facility completed in 2016
- Triple-net master lease No capital and operating expense obligations
- Agreed value: \$200.2m

<sup>1</sup> Source: Broadgroup



# **Portfolio Update**



#### **Diversified and Resilient Portfolio**

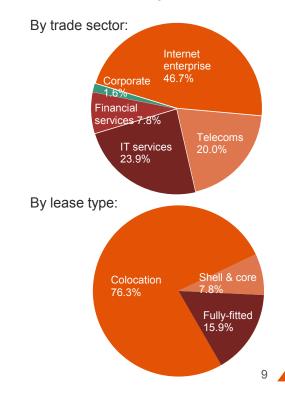
# Quality data centres that cater to the requirements of global clientele

- Colocation facilities provide diverse client profile and lease expiry
- Fully-fitted and shell & core facilities provide income stability with typically longer lease terms

	Client	WALE <sup>2</sup>	Ownership of Data Centre Components						
	Count	(years)	M&E Equipment	Facility Management	Servers & Racks				
Colocation	Multi	3.1	✓	✓	-				
Fully-fitted	Single	10.4	✓	-	-				
Shell & core	Single	10.4	-	-	-				

<sup>1.</sup> 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.

# Rental income breakdown for the month of Sep 2019<sup>1</sup>





<sup>2.</sup> By leased area as at 30 Sep 2019, and does not include KDC SGP 4 and DC1.

### **Portfolio Update**

#### Keppel DC Singapore 3

Retrofitting works for client's expansion completed in July 2019

#### Keppel DC Dublin 2:

 Completed fit-out works for client's expansion in July 2019: Occupancy rate increased to 100%

#### Keppel DC Dublin 1

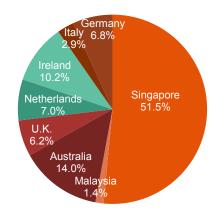
 Asset enhancement works to improve energy efficiency on track for completion in 2020

### **Diversified and Resilient Portfolio**

Healthy portfolio occupancy of 93.6% and long WALE of 7.7 years

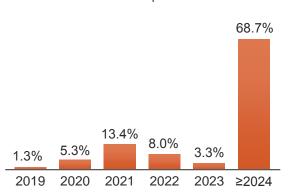
#### Portfolio AUM breakdown<sup>1</sup>

As at 30 Sep 2019



#### Lease expiry profile (by leased area)

As at 30 Sep 2019





 Excludes acquisitions of DC1 and KDC SGP 4 which were completed on 31 Oct 2019 and 21 Nov 2019 respectively.



# **Capital Management**



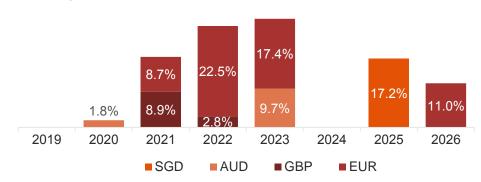
- Refinanced Singapore dollardenominated loan due end-2019 by 6 years to 2025
- Lower aggregate leverage provides healthy debt headroom for growth: Raised \$478.2m in gross proceeds through private placement and preferential offering of approx. 277.0m new Units
- Diversifying sources of funding: Issued €50m 7-year floating rate notes due 2026
- Computed based on gross borrowings as a percentage of deposited properties, both of which do not consider the lease liabilities pertaining to land rent commitments for iseek Data Centre and Keppel DC Dublin 1.
- 2. Including amortisation of upfront debt financing costs and excluding lease charges.
- Calculated as EBIT / Finance costs. 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**

#### **Debt Maturity Profile**

As at 30 Sep 2019

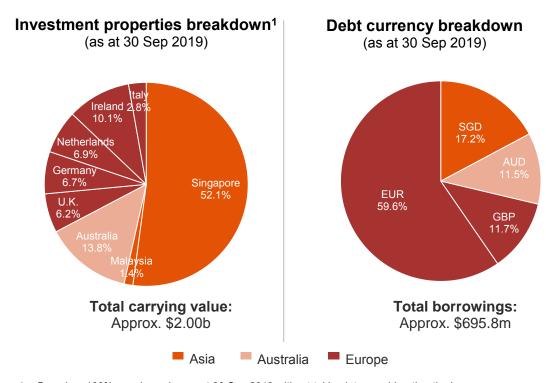


As at 30 Sep 2019
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Total debt	~\$695.8m of external loans/notes (unencumbered)
Available facilities	~\$216.6m of undrawn credit facilities
Aggregate Leverage <sup>1</sup>	28.9%
Average cost of debt <sup>2</sup>	1.7% per annum
Debt tenor	3.8 years
Interest coverage <sup>3</sup>	12.7 times

- Managing interest rate exposure: 80% of loans hedged with floating-tofixed interest rate swaps
- Mitigating impact of currency fluctuations:
  - Hedged forecasted foreign-sourced distributions till 1H 2021 through foreign currency forward contracts
  - Adopted natural hedging by borrowing in currencies that match the corresponding investments

## **Prudent Capital Management**





 Based on 100% carrying value as at 30 Sep 2019 without taking into consideration the lease liabilities pertaining to the land rent commitments for iseek Data Centre and Keppel DC Dublin 1.



# **Outlook**





#### Data centre market supported by ongoing digitalisation and cloud deployment

 Improved connectivity as well as the development and adoption of new technologies will continue to drive the growth of data creation and fuel demand for data storage requirements in key data centre hubs globally

# Supported by **Sound Industry Fundamentals**



Cloud provider spending on colocation and data center leasing grew by 17% in 1H 2019<sup>1</sup>



Mobile data traffic expected to increase by up to 3.5 times from 2018 to 20213



Global cloud infrastructure market expected to grow by 25% CAGR in 2019-20231



Worldwide loT spending to grow at 13.6%CAGR between 2017 and 20244



**5G** connection to generate 2.6 times more traffic than the average 4G connection, and take up 12% of total mobile traffic by 20222



Virtual reality market expected to grow at 33% CAGR between 2018 and 20245



# **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.



# **Additional Information**



#### **Distribution Per Unit (cents)**



#### **Advanced Distribution**

for the period from 1 July to 24 September 2019

**DPU** 

a) Taxable Income: 1.24 cents

b) Tax-exempt Income: 0.57 cents

**Book Closure** Date

24 Sep 2019

**Payment Date** 

27 Nov 2019



### Distributable Income

(\$'000)	3Q 2019	3Q 2018	+/(-) %	9M 2019	9M 2018	+/(-) %
Distributable Income to Unitholders	27,427	26,024	5.4	81,780	69,970	16.9
Comprising						
Gross Revenue	46,354	47,557	(2.5)	141,846	127,492	11.3
Property Expenses	(4,085)	(4,514)	(9.5)	(13,088)	(12,286)	6.5
Net Property Income	42,269	43,043	(1.8)	128,758	115,206	11.8
Distribution per Unit <sup>1,2</sup> (DPU) (cents)	1.93	1.85	4.3	5.78	5.47	5.7
Distribution Yield <sup>2,3</sup> (%)				4.03	3.82	21 bps

- 1. Exclude Capex Reserves set aside for Keppel DC Singapore 3 and Keppel DC Singapore 5.
- 2. Manager has declared an advanced distribution of 1.81 cents per Unit to eligible Unitholders for the period from 1 July to 24 September 2019 in connection with the private placement launched on 16 September 2019. Keppel DC REIT declares distributions on a half-yearly basis. The next distribution will be for the period from 25 September to 31 December 2019. Semi-annual distributions will resume thereafter.
- 3. Annualised distribution yields were computed based on 3Q 2019 closing price of \$1.910.

## **Balance Sheet Highlights**

(\$'000)	As at 30 Sep 2019	As at 31 Dec 2018	+/(-) %
Investment Properties	2,025,693	2,028,672	(0.1)
Total Assets	2,470,882	2,259,144	+9.4
Gross Borrowings <sup>1</sup>	695,754	673,952	+3.2
Total Liabilities	823,011	783,150	+5.1
Unitholders' Funds	1,616,400	1,444,839	+11.9
Units in Issue ('000)	1,487,282	1,351,578	+10.0
Net Asset Value (NAV) per Unit (\$)	1.09	1.07	+1.9
Unit Price (Closing price of last trading day) (\$)	1.910	1.350	+41.5
Premium to NAV (%)	+75.2	+26.2	+49 pp

<sup>1.</sup> Gross borrowings relates to borrowings drawn down from loan facilities and the medium term note programme.





### **Aggregate Leverage**

(\$'000)	As at 30 Sep 2019	As at 31 Dec 2018	+/(-) %
Investment Properties <sup>1</sup> (excluding lease liabilities commitments)	1,993,244	1,995,206	(0.1)
Deposited Properties <sup>1</sup> (excluding lease liabilities commitments)	2,406,214	2,187,396	+10.0
Gross Borrowings + Deferred Payment	695,754	673,952	+3.2
Aggregate Leverage <sup>2</sup>	28.9%	30.8%	(190bps)

<sup>1.</sup> Investment properties relates to carrying value and deposited properties relates to total assets as stipulated in the Property Fund Appendix in CIS Code, without considering lease liabilities pertaining to land rent commitments.



<sup>2.</sup> Aggregate Leverage was computed based on gross borrowings as a percentage of the deposited properties (Note 1). Taking into consideration lease liabilities pertaining to land rent commitments, the Aggregate Leverage will be 29.9% (2018: 31.9%).

# **Portfolio Overview**

	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
Asia Pacific									
Keppel DC Singapore 1	Singapore	100%	109,721	18	87.2	287.0	Keppel lease / Colocation	4.0	Leasehold (Expiring 30 Sep 2025, with option to extend by 30 years)
Keppel DC Singapore 2	Singapore	100%	38,480	4	100.0	169.0	Keppel lease / Colocation	1.8	Leasehold (Expiring 31 Jul 2021, with option to extend by 30 years)
Keppel DC Singapore 3	Singapore	90%	49,433	2	100.0	231.3	Keppel lease / Colocation	2.7	Leasehold (Expiring 31 Jan 2022, with option to extend by 30 years)
Keppel DC Singapore 4	Singapore	99%	83,698	5	92.0	Cushman & Wakefield: 385.14 Savills: 385.14	Keppel lease / Colocation	2.8	Leasehold (Expiring 30 June 2020, with option to extend by 30 years)
Keppel DC Singapore 5	Singapore	99%	97,781	3	84.2	316.8	Keppel lease / Colocation	2.1	Leasehold (Expiring 31 Aug 2041)
DC1	Singapore	100%	213,815	1	100	Knight Frank: 200.5 Edmund Tie: 201.5	Triple-net (Fully-fitted/ Shell & core)	16.5	Leasehold (Expiring 31 Jul 2044)
Basis Bay Data Centre	Cyberjaya, Malaysia	99%	48,193	1	63.1	27.8	Colocation	2.7	Freehold
Gore Hill Data Centre	Sydney, Australia	100%	90,955	3	100.0	192.3	Triple-net (Shell & core) / Colocation	5.6	Freehold
iseek Data Centre	Brisbane, Australia	100%	12,389	1	100.0	32.2	Double-net <sup>3</sup> (Fully-fitted)	6.7	Leasehold (Expiring 29 Sep 2040, with option to extend by 7 years)





### **Portfolio Overview**

	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
Intellicentre 2 Data Centre	Sydney, Australia	100%	87,930	1	100.0	49.9	Triple-net (Shell & core)	15.9	Freehold
Intellicentre 3 East Data Centre <sup>5</sup>	Sydney, Australia	100%	Min. 86,000	1	100.0 <sup>3</sup>	A\$26.0-A\$36.0m (development costs)	Triple-net (Shell & core)	20.0 <sup>3</sup>	Freehold
Europe									
Cardiff Data Centre	Cardiff, United Kingdom	100%	79,439	1	100.0	63.2	Triple-net (Shell & core)	11.7	Freehold
GV7 Data Centre	London, United Kingdom	100%	24,972	1	100.0	61.4	Triple-net (Fully-fitted)	7.4	Leasehold (Expiring 28 Sep 2183)
Almere Data Centre	Almere, Netherlands	100%	118,403	<b>1</b> <sup>6</sup>	100.0	137.1	Double-net (Fully-fitted)	8.9	Freehold
Keppel DC Dublin 1	Dublin, Ireland	100%	68,118	22	65.7	75.7	Colocation	2.1	Leasehold <sup>7</sup> (Expiring 11 Apr 2041)
Keppel DC Dublin 2	Dublin, Ireland	100%	25,652	4	100.0	103.4	Colocation	8.8	Leasehold (Expiring 31 Dec 2997)
Milan Data Centre	Milan, Italy	100%	165,389	1	100.0	56.5	Double-net (Shell & core)	8.3	Freehold
maincubes Data Centre	Offenbach am Main, Germany	100%	97,043	1	100.0	133.7	Triple-net (Fully-fitted)	13.5	Freehold

<sup>1.</sup> Certain clients have signed more than one colocation arrangement using multiple entities.

<sup>2.</sup> Based on respective independent valuations and respective ownership interests as at 31 Dec 2018, unless otherwise stated.

<sup>3.</sup> 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.

<sup>4.</sup> Based on 99% interest and include rental support.

<sup>5.</sup> 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.

<sup>6.</sup> 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.

<sup>7.</sup> On 14 Mar 2018, Keppel DČ ŘEIT 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**

		Res	onsibili	ities of Owner		
Asia Pacific	Lease Arrangement	Description	Property Tax	Building Insurance	Maintenance Opex	Refresh Capex
Keppel DC Singapore 1	Keppel lease <sup>1</sup> / Colocation <sup>4</sup>	<ul> <li>Client: Pays rent</li> <li>Owner: Bears all expenses; responsible for facilities management</li> </ul>	✓	✓	✓	✓
Keppel DC Singapore 2	Keppel lease <sup>1</sup> / Colocation <sup>4</sup>	<ul> <li>Client: Pays rent</li> <li>Owner: Bears all expenses; responsible for facilities management</li> </ul>	✓	✓	✓	✓
Keppel DC Singapore 3	Keppel lease <sup>2</sup> / Colocation <sup>4</sup>	<ul> <li>Client: Pays rent</li> <li>Owner: Bears all expenses; responsible for facilities management</li> </ul>	✓	✓	✓	✓
Keppel DC Singapore 4 (Expected completion in 4Q 2019)	Keppel lease <sup>3</sup> / Colocation <sup>4</sup>	<ul> <li>Client: Pays rent</li> <li>Owner: Bears all expenses; responsible for facilities management</li> </ul>	✓	✓	✓	✓
Keppel DC Singapore 5	Keppel lease <sup>2</sup> / Colocation <sup>4</sup>	<ul> <li>Client: Pays rent</li> <li>Owner: Bears all expenses; responsible for facilities management</li> </ul>	✓	✓	✓	✓
DC1	Triple-net lease	Client: Pays rent and all outgoings except insurance for the shell of the building, responsible for facilities management	-	-	-	-
Basis Bay Data Centre	Colocation <sup>4</sup>	<ul> <li>Client: Pays rent; responsible for facilities management</li> <li>Owner: Bears pre-agreed facilities management amount, insurance and property tax</li> </ul>	✓	✓	✓	✓
Gore Hill Data Centre (for one client)	Triple-net lease	■ Client: Pays rent and all outgoings; responsible for facilities management in their space	-	-	-	-
Gore Hill Data Centre (for two clients)	Colocation <sup>4</sup>	<ul> <li>Client: Pays rent</li> <li>Owner: Bears all expenses; responsible for facilities management</li> </ul>	✓	✓	✓	✓
Intellicentre 2 Data Centre	Triple-net lease	■ Client: Pays rent and all outgoings; responsible for facilities management	-	-	-	-
iseek Data Centre	Double-net lease <sup>5</sup>	<ul> <li>Client: Pays rent and all outgoings except building insurance; responsible for facilities management</li> </ul>	-	✓	-	✓
Intellicentre 3 East Data Centre <sup>6</sup> (under development)	Triple-net lease	■ Client: Pays rent and all outgoings; responsible for facilities management	-	-	-	-



# **Overview of Lease Arrangements**

		_		ponsibil	ities of C	wner
Europe	Lease Arrangement	Description	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	<ul> <li>Client: Pays rent and all outgoings except building insurance and property tax; responsible for facilities management</li> </ul>	✓	✓	-	-
Keppel DC Dublin 1	Colocation <sup>4,7</sup>	<ul><li>Client: Pays rent</li><li>Owner: Bears all expenses; responsible for facilities management</li></ul>	✓	✓	✓	✓
Keppel DC Dublin 2	Colocation <sup>4,7</sup>	<ul><li>Client: Pays rent</li><li>Owner: Bears all expenses; responsible for facilities management</li></ul>	✓	✓	✓	✓
Milan Data Centre	Double-net lease	<ul> <li>Client: Pays rent and all outgoings except building insurance and property tax; responsible for facilities management</li> </ul>	✓	✓	-	-
maincubes Data Centre	Triple-net lease	Client: Pays rent and all outgoings; responsible for facilities management	-	-	-	-

<sup>1.</sup> Refers to the leases entered into by Keppel DC REIT with the 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. 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.

<sup>7.</sup> Keppel DC REIT has in place colocation arrangements with the clients of Keppel DC Dublin 1 and Keppel DC Dublin 2.





<sup>2.</sup> Refers to the leases entered into by Keppel DC Singapore 3 LLP and Keppel DC Singapore 5 LLP with the Keppel lessee (Keppel DCS3 Services Pte Ltd) in relation to Keppel DC Singapore 3 and Keppel DC Singapore 5 respectively.

<sup>3.</sup> In connection with the proposed acquisition, the KDC SGP 4 Target Entity will also enter into the Keppel Lease Agreement with the Keppel lessee (Keppel DC Singapore 2 Pte Ltd). 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.

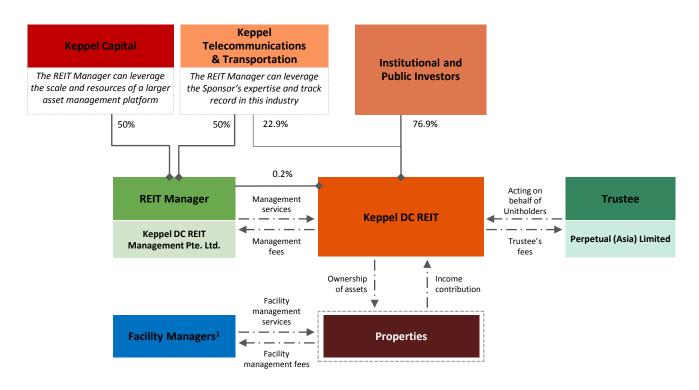
<sup>4.</sup> Colocation arrangements are typically entered into by end-clients who utilise colocation space for the installation of their servers and other mission critical IT equipment. Keppel DC REIT is usually responsible for facilities management in respect of such colocation arrangements, except in the case of Basis Bay Data Centre where the client is responsible for facilities management.

<sup>5.</sup> 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.

<sup>6.</sup> This development is expected to be completed in 2020 and is excluded from the portfolio's assets under management. Facility will be leased to Macquarie Telecom upon completion.

### **Keppel DC REIT Structure**

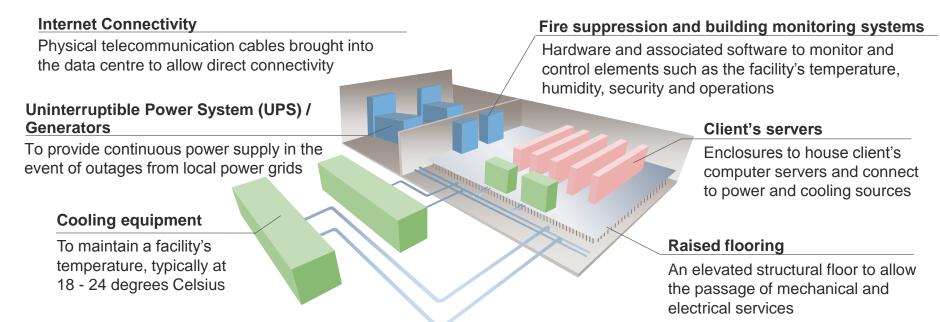
as at 15 Oct 2019





### What is a Data Centre?

- Facilities that house servers and network equipment, supporting clients' critical business operations
- Requires technical expertise and intricate understanding of the industry and clients' needs





Source: BroadGroup

# **Thank You**

