

## **Important Notice**

The information contained in this presentation is for information purposes only and does not constitute or form part of, and should not be construed as, any offer or invitation to sell or issue or any solicitation of any offer or invitation to purchase or subscribe for any units in Keppel Infrastructure Trust ("KIT") and the units in KIT (the "Units") or rights to purchase Units in Singapore, the United States or any other jurisdiction. This presentation is strictly confidential to the recipient, may not be reproduced, retransmitted or further distributed to the press or any other person, may not be reproduced in any form, may not be published, in whole or in part, for any purpose to any other person with the prior written consent of the Trustee-Managers (as defined hereinafter). This presentation should not, nor should anything contained in it, form the basis of, or be relied upon in any connection with any offer, contract, commitment or investment decision whatsoever and it does not constitute a recommendation regarding the Units.

The past performance of KIT is not necessarily indicative of its future performance. Certain statements made in this presentation may not be based on historical information or facts and may be "forward-looking" statements due to 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, competition from similar businesses and governmental and public policy changes, and the continued availability of financing in the amounts and terms necessary to support future business. Such forward-looking statements speak only as of the date on which they are made and KIT does not undertake any obligation to update or revise any of them, whether as a result of new information, future events or otherwise. Accordingly, you should not place undue reliance on any forward-looking statements.

Prospective investors and unitholders of KIT ("Unitholders") are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of Keppel Infrastructure Fund Management Pte. Ltd. (as trustee-manager of KIT) (the "Trustee-Manager") on future events. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information, or opinions contained in this presentation. The information is subject to change without notice, its accuracy is not guaranteed, has not been independently verified and may not contain all material information concerning KIT. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. The value of Units and the income derived from them may fall as well as rise. Units are not obligations of, deposits in, or guaranteed by, KIT, the Trustee-Manager or any of its affiliates and/or subsidiaries. An investment in Units is subject to investment risks, including the possible loss of the principal amount invested.

Investors have no right to request the Trustee-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.

The information contained in this presentation is not for release, publication or distribution outside of Singapore (including to persons in the United States) and should not be distributed, forwarded to or transmitted in or into any jurisdiction where to do so might constitute a violation of applicable securities laws or regulations.

This presentation is not for distribution, directly or indirectly, in or into the United States. No Units are being, or will be, registered under the U.S. Securities Act of 1933, as amended (the "Securities Act"), or the securities laws of any state of the U.S. or other jurisdiction and no such securities may be offered or sold in the U.S. except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and any applicable state or local securities laws. No public offering of securities is being or will be made in the U.S. or any other jurisdiction outside of Singapore.



# **Outline**

•	Key Results Highlights	4
•	Business Updates	6
•	Finance and Capital Management	10
	Looking Ahead	15





# **Key Results Highlights**



Distribution per Unit 1.86 cents

DPU of 0.93 cents for 2Q 2019, bringing 1H 2019 DPU to 1.86 cents



Spanning Spa

DCF of \$45.8 million for 2Q 2019, bringing 1H 2019 DCF to \$94.2 million



Annualised distribution yield based on the market price per Unit of \$0.505 as at 30 June 2019



Gearing **34.2%** 

As at 30 June 2019, an improvement from 44.3% in 1Q 2019





### **Business Sectors**

### A Diversified Business Trust with a Strategic Portfolio of Infrastructure-Like Assets

#### **Distribution & Network**



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

City Gas

DataCentre One

Basslink

Ixom

### **Energy**



#### **Waste & Water**



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

Keppel Merlimau Cogen Plant

- Senoko WTE Plant
   Ulu Pandan NEWater Plant
- Tuas WTE Plant
- SingSpring Desalination Plant



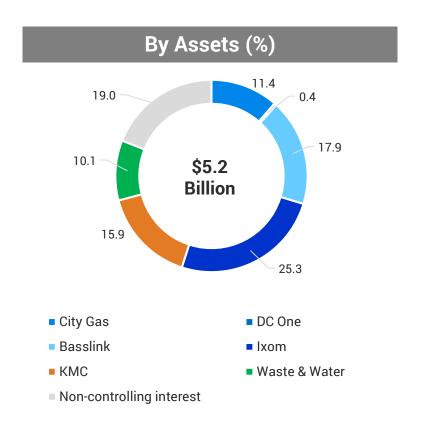
### **Portfolio Overview**

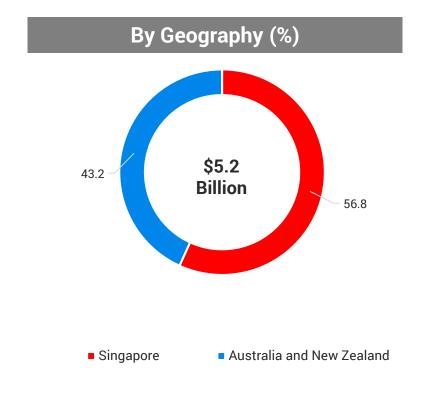
	Distribution and Network	Energy	Waste & Water
Assets	City Gas, Basslink, DataCentre One, Ixom	Keppel Merlimau Cogen	Senoko and Tuas WTE Plants, Ulu Pandan and SingSpring Water Plants
Business Updates	City Gas  Customer base grew by 2.7% YoY from 830,000 in 2Q 2018 to 852,000 in 2Q 2019  Achieved 100% availability in 2Q 2019  Basslink  Basslink  Basslink continues to vigorously defend itself in the arbitration with the State of Tasmania and Hydro Tasmania as announced previously  Achieved 100% availability in 2Q 2019  CRSM(1) was +12.5% in 2Q 2019, the maximum possible  DC One  Fulfilled all contractual obligations in 2Q 2019  Ixom  Performance is on track with projected targets Ixom continues to strengthen its cash position, ensuring stable cash distributions to KIT	Fulfilled all contractual obligations in 2Q 2019	Fulfilled all contractual obligations in 2Q 2019  SingSpring      KIT has increased its monitoring of operational performance at SingSpring to ensure that its obligations under the Water Purchase Agreement are satisfactorily discharged      KIT will make the necessary announcements, if and when, there are material developments



**Trust**1. The commercial risk sharing mechanism (CRSM) is a mechanism which provides Basslink with upside and downside exposure to volatility in the electricity pool prices in the state of Victoria

### Portfolio Breakdown











# **Distributable Cash Flows**

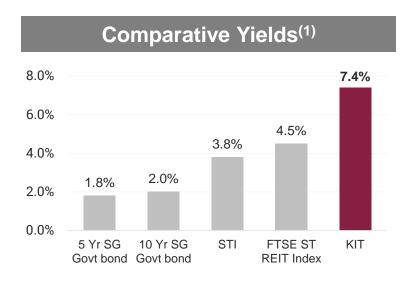
(S\$'000)	2Q 2019	2Q 2018	+/(-) %	1H 2019	1H 2018	<b>+/</b> (-) %
Distribution & Network						
City Gas	10,421	10,453	(0.3)	26,262	20,709	26.8
DC One	1,312	1,302	0.8	2,654	2,479	7.1
• lxom <sup>(1)</sup>	10,156	-	> 100.0	16,034	-	> 100.0
Energy						
• KMC	11,234	10,386	8.2	22,950	21,837	5.1
Waste & Water	18,133	17,678	2.6	35,993	35,350	1.8
Others <sup>(2)</sup>	(5,487)	(3,583)	53.1	(9,694)	(7,919)	22.4
Distributable Cash Flows	45,769	36,236	26.3	94,199	72,456	30.0



Keppel Infrastructure 1. Acquisition of Ixom was completed on 19 February 2019

<sup>2.</sup> Comprise trust expenses and distribution paid/payable to perpetual securities holder. Higher due to management fee and financing cost

# **Regular and Stable Distributions**



### **DPU (S cents)**

#### **DPU: 0.93 Singapore cents**

Book closure date: 23 July 2019 Payment date: 16 August 2019







### **Balance Sheet**

### Sustainable gearing supported by:

- Long term contracts expiring between 2024 and 2036
- Creditworthy customers backed by government and government-linked corporations
- City Gas and Ixom's large and stable customer base
- Recurring and resilient revenue streams
- Basslink borrowing is non-recourse and ring-fenced

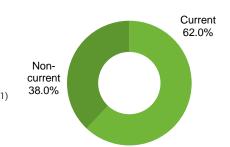
(S\$'m)	As at 30 June 2019					
	Total	Excl. Basslink				
Cash	417	360				
Borrowings	2,182	1,522				
Net debt	1,765	1,162				
Total assets	5,161	4,235				
Total liabilities	3,336	2,429				
Annualised EBITDA <sup>(1)</sup>	323	221				
Net gearing	34.2%	27.4%				
Net debt / EBITDA <sup>(1)</sup>	5.5X	5.2X				



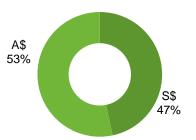
# **Capital Management**

- Hedged ~89% of total loans
- All loans non-recourse except KIT corporate loan
- Stable interest rate of 4-5%
  - Singapore average: 3-4%
  - Australian average: 4-7%
- Successfully issued \$300m Subordinated Perpetual Securities
  - Part of the proceeds were used to fully repay the remaining EBL(1)
- Weighted average term to expiry of ~2.1 years
  - Excluding the Basslink loan, weighted average term to expiry would be ~2.9 years
- \$\$661.4m (A\$694.4m)(2) Basslink loan
  - Interest rate substantially hedged
  - Natural currency hedge for A\$ cash flows
  - No cash flow exposure to near term A\$ forex movement
  - All residual cash flows used for debt servicing
  - Not dependent on Basslink's cash flows for distribution
  - Negotiations with syndicate banks are in progress





### **Debt Breakdown by** Currency



Loa	n Profile <sup>(3)</sup>	Amount (\$'M)	Loan Maturity	Repayment
	City Gas	S\$178.0m	Feb 2024	Bullet*
SGD	SingSpring	S\$45.4m	Dec 2024	Amortising
SC	KMC	S\$700.0m	Jun 2020	Bullet*
	KIT Loan	S\$100.0m	Feb 2022	Bullet*
AUD	Basslink	A\$694.4m	Nov 2019	Amortising*
AL	lxom	A\$532.0m	Feb 2024	Bullet*



<sup>\*</sup> To be refinanced upon maturity



<sup>1.</sup> The equity bridge loan (EBL) was used to partially fund the acquisition of Ixom, a portion of the EBL was repaid with proceeds from the equity fund raising that was completed on 15 April 2019

<sup>2.</sup> Based on exchange rate of A\$1.00 = S\$0.9525

<sup>3.</sup> Excludes short-term working capital drawn

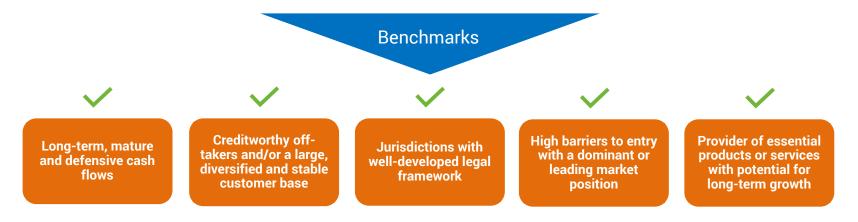


# **Driving Sustainable Growth**

KIT's long-term strategic goal is to deliver sustainable returns to its Unitholders, through a combination of recurring distributions and steady capital appreciation



By a growing portfolio of strategic infrastructure assets/businesses across a broad range of highly defensive industries





# Three-pronged growth strategy



The Trustee-Manager will harness the synergies of our three-pronged growth strategy to deliver on its goal towards long-term value creation.



### Stable cash flows and organic growth

The Trustee-Manager actively manages its existing portfolio to drive operational and capital efficiencies, and achieve organic growth. The Trustee-Manager's approach encompasses the following:

- Optimise operational performance and efficiencies, fulfill contractual requirements, and uphold safety and environmental standards:
- Leverage organic growth opportunities and potential upsides for businesses such as City Gas and lxom, whose growth is underpinned by favourable long-term demand trends: and
- Optimise capital structure while maintaining prudent financial leverage and sufficient financial flexibility for KIT's underlying businesses.



#### Keppel Synergy

The Trustee-Manager, as part of the Keppel Group, is able to draw upon the relationships, networks, origination capabilities, and technical and operational expertise of the Group, including:

- Leveraging the Keppel Group's network in deal origination, including sourcing assets and having rights of first refusal over the assets of KIHPL, depending on their suitability and fit with the investment objectives of KIT;
- Capitalising on synergies with other businesses of Keppel Group who are better positioned to take on development and construction risks and KIT would evaluate those investment opportunities once the assets are operational;
- Tapping into the operational and technical excellence of the Keppel Group, including that of KIT's sponsor, KIHPL, in creating value from businesses in KIT's portfolio as well as in evaluating new investment opportunities;
- Accessing the larger investor base of Keppel Capital in further diversifying the sources of financing for KIT and its underlying businesses, including for co-investments, bridge financing, and other types of senior and mezzanine financing; and
- Sharing of best practices and enhancing talent recruitment and retention.



#### Acquisition Strategy

The Trustee-Manager acquires and invests in good quality infrastructure and infrastructure-like businesses that generate long-term stable cash flows with potential for growth. The investments that the Trustee-Manager focuses on have one or more of the following characteristics:

- Credit-worthy off-takers or a large, diversified and stable customer case;
- · Inflation and/or GDP-linked revenues;
- Mature and defensive cash flows;
- · High barriers to entry;
- · Dominant or leading market position;
- Provider of essential products or services; and
- · Infrastructure-like risk profile.

Further, the Trustee-Manager will selectively consider investments in greenfield infrastructure opportunities with experienced operators and limited construction exposure, as well as customised sale and leaseback and hybrid transaction structures.





# 2Q 2019: Distributable Cash Flows

S\$'000	КМС	City Gas	Basslink	lxom	Waste & Water	Others	Group
Profit/(loss) after income tax	(19,257)	3,686	(112)	5,940	329	17,711	8,297
Add/(less):							
Reduction in concession / lease receivables	-	-	-	-	14,141	-	14,141
Non-cash finance cost	166	25	1,181	913	102	134	2,521
O ther non-cash items	318	(388)	2,348	80	15	(215)	2,158
Adjustment for cash tax paid / deferred tax	(18)	83	-	(2,823)	(281)	(3)	(3,042)
Depreciation and amortisation	19,227	989	4,289	9,926	1,764	-	36,195
QPDS interest expenses	21,815	6,339	-	-	5,151	(22,372)	10,933
Maintenance capex	-	(5)	(1,772)	(3,880)	(2)	-	(5,659)
FFO from joint venture	-	-	-	-	-	1,880	1,880
	22,251	10,729	5,934	10,156	21,219	(2,865)	67,424
Less: FFO attributable to non-controlling interests	(11,017)	(308)	-	-	(1,603)	· -	(12,928)
Funds from operations	11,234	10,421	5,934	10,156	19,616 (1)	(2,865)	54,496
Less: Mandatory debt repayment	-	-	-	-	(1,483)	(568)	-
Less: Distribution to perpetual securities holders	-	-	-	-	-	(742)	-
Distributable cash flows	11,234	10,421	(2)	10,156	18,133	(4,175)	45,769



<sup>2.</sup> Not dependent on Basslink's cash flows for distribution

<sup>3.</sup> Excludes Basslink

# **2Q 2018: Distributable Cash Flows**

S\$'000	КМС	City Gas	Basslink	Waste & Water	Others	Group
Profit/(loss) after tax	(21,189)	3,935	(16,577)	451	19,636	(13,744)
Add/(less):						
Reduction in concessions/lease receivables	-	-	-	13,727	-	13,727
Non-cash finance cost	163	99	1,615	5	27	1,909
O ther non-cash items	705	(280)	334	-	(872)	(113)
Adjustment for cash tax paid/deferred tax	(52)	43	-	77	(4)	64
Depreciation and amortisation	18,923	692	4,468	1,764	-	25,847
QPDS interest	21,815	6,338	-	5,150	(22,370)	10,933
Maintenance capital expenditure incurred	-	(3)	(136)	(10)	-	(149)
FFO from joint venture	-	-	-	<del>-</del>	1,851	1,851
	20,365	10,824	(10,296)	21,164	(1,732)	40,325
Less: FFO attributable to non-controlling interests	(9,979)	(371)	-	(1,658)	<u> </u>	(12,008)
Funds from operations	10,386	10,453	(10,296)	19,506	(1,732)	28,317
Mandatory debt repayment	-	- 1	N/A	(1,828)	(549)	<u>-</u>
Distributable cash flows	10,386	10,453	-	17,678	(2,281)	36,236 <sup>(3)</sup>



<sup>2.</sup> Not dependent on Basslink's cash flows for distribution

<sup>3.</sup> Excludes Basslink

### 1H 2019: Distributable Cash Flows

S\$'000	КМС	City Gas	Basslink	lxom	Waste & Water	Others	Group
Profit/(loss) after income tax	(38,120)	11,431	(3,419)	(4,796)	886	17,556	(16,462)
Add/(less):							
Reduction in concession / lease receivables	-	-	-	-	28,238	-	28,238
Non-cash finance cost	329	84	2,365	913	9	425	4,125
Payment of upfront fee and legal fees	-	(445)	-	-	-	(300)	(745)
Other non-cash items	981	(428)	9,245	248	49	(1,230)	8,865
Adjustment for cash tax paid / deferred tax	(35)	1,375	-	(6,196)	(433)	(3)	(5,292)
Depreciation and amortisation	38,454	1,967	8,617	14,474	3,528	-	67,040
QPDS interest expenses	43,390	12,608	-	- ,,	10,245	(44,498)	21,745
Transaction costs in relation to acquisition	-	-	-	17,496 <sup>(4</sup>	<del>-</del>	19,098	36,594
Maintenance capex	-	(9)	(2,608)	(6,105)	(2)	-	(8,724)
FFO from joint venture	-	-	-	-	-	3,786	3,786
	44,999	26,583	14,200	16,034	42,520	(5,166)	139,170
Less: FFO attributable to non-controlling interests	(22,049)	(321)	-	-	(3,217)	-	(25,587)
Funds from operations	22,950	26,262	14,200	16,034	39,303 (1)	(5,166)	113,583
Less: Mandatory debt repayment	-	-	-	-	(3,310)	(1,132)	
Less: Distribution to perpetual securities holders	-	-	-	-	-	(742)	
Distributable cash flows	22,950	26,262	-	16,034	35,993	(7,040)	94,199

Keppel Infrastructure **Trust** 

<sup>70%</sup> of SingSpring debt repayment

Not dependent on Basslink's cash flows for distribution Excludes Basslink

Due to one-off acquisition related cost incurred which are reversed through "Transaction costs in relation to acquisition" to reflect actual funds from operations at Ixom for the period from acquisition date

## 1H 2018: Distributable Cash Flows

S\$'000	КМС	City Gas	Basslink	Waste & Water	Others	Group
Profit/(loss) after tax	(40,065)	7,678	(21,545)	858	38,262	(14,812)
Add/(less):						
Reduction in concessions/lease receivables	-	-	-	27,411	-	27,411
Non-cash finance cost	323	196	3,280	11	54	3,864
Other non-cash items	1,367	(475)	7,297	69	(1,743)	6,515
Adjustment for cash tax paid/deferred tax	(52)	22	-	181	4	155
Depreciation and amortisation	37,856	1,382	9,106	3,527	-	51,871
QPDS interest	43,390	12,607	-	10,244	(44,496)	21,745
Maintenance capital expenditure incurred	-	(14)	(166)	(10)	-	(190)
FFO from joint venture	-	-	-	-	3,573	3,573
	42,819	21,396	(2,028)	42,291	(4,346)	100,132
Less: FFO attributable to non-controlling interests	(20,982)	(687)	<u> </u>	(3,286)	- -	(24,955)
Funds from operations  Mandatory debt repayment	21,837 -	20,709 -	(2,028)	39,005 (3,655)	(4,346) (1,094)	75,177

20,709



Distributable cash flows

21,837

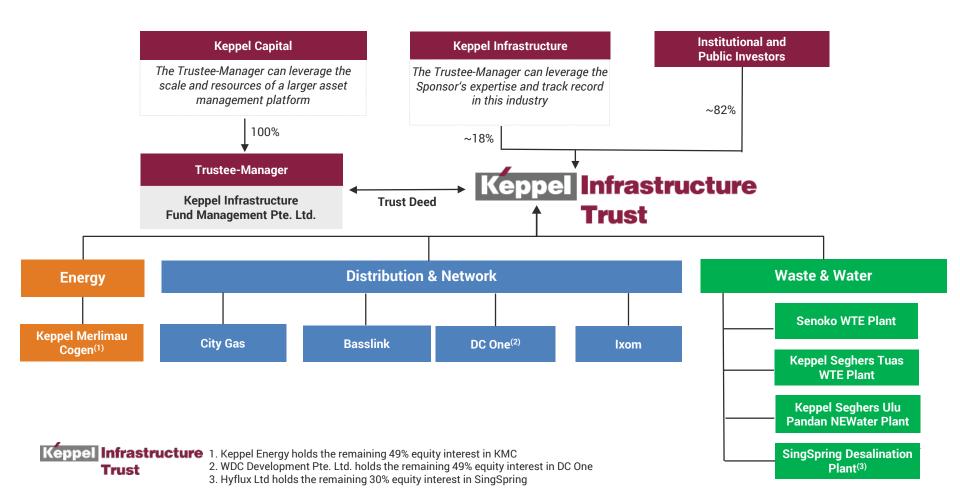
72,456

(5,440)

35,350

<sup>2.</sup> Not dependent on Basslink's cash flows for distribution 3. Excludes Basslink

# **Keppel Infrastructure Trust Structure**





		Description	Customer and contract terms	Primary source of cash flows
ork	City Gas Singapore	Sole producer and retailer of piped town gas	Over 840,000 commercial and residential customers	Fixed margin per unit of gas sold, with fuel and electricity costs passed through to consumer
& Network	Basslink Australia	Basslink subsea interconnector that transmits electricity and telecoms between Victoria and Tasmania in Australia	Service agreement with Hydro Tasmania (owned by Tasmania state government) until 2031, with option for 15-year extension	Fixed payments for availability of Basslink subsea cable for power transmission
Distribution	DataCentre One Singapore	Data centre	Lease agreement with 1-Net (100% subsidiary of Mediacorp) until 2036, with option for 8-year extension	Contractual lease revenue
Distri	Australia	Industrial infrastructure business in Australia and New Zealand, supplying and distributing key water treatment chemicals, as well as industrial and specialty chemicals	Over 8,000 customers comprising municipals and blue-chip companies	Payments from customers for delivery of products and provision of services based on agreed terms.
Energy	Keppel Merlimau Cogen (KMC) Singapore	1,300MW combined cycle gas turbine power plant	Capacity Tolling Agreement with Keppel Electric until 2030 with option for 10-year extension (land lease till 2035, with 30-year extension)	Fixed payments for meeting availability targets
	Senoko WTE Plant Singapore	Waste-to-energy plant with 2,310 tonnes/day waste incineration concession	NEA, Singapore government agency - concession until 2024	Fixed payments for availability of incineration capacity
Water	Keppel Seghers Tuas WTE Plant Singapore	Waste-to-energy plant with 800 tonnes/day waste incineration concession	NEA, Singapore government agency - concession until 2034	Fixed payments for availability of incineration capacity
Waste &	Keppel Seghers Ulu Pandan NEWater Plant Singapore	One of Singapore's largest NEWater plants, capable of producing 148,000m³/day(1)	PUB, Singapore government agency - concession until 2027	Fixed payments for the provision of NEWater production capacity
M	SingSpring Desalination Plant Singapore	Singapore's first large-scale seawater desalination plant, capable of producing 136,380m³/day of portable water	PUB, Singapore government agency - concession until 2025 (land lease till 2033)	Fixed payments for availability of output capacity



