Keppel DC REIT

# Citi-REITAS-SGX C-Suite Singapore REITs and Sponsors Forum

22 August 2019



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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.

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- Portfolio Update
- Capital Management
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# Introduction

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

- 15 assets located in key data centre hubs across APAC and 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**

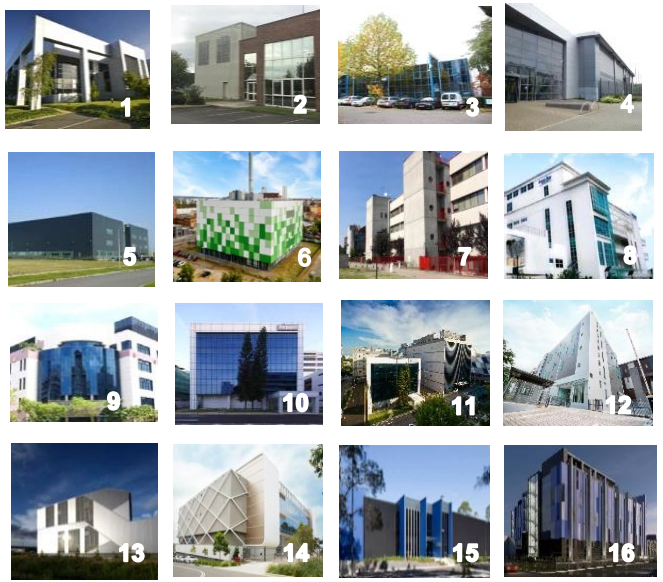
7. Milan Data Centre, Milan

**Malaysia**

8. Basis Bay Data Centre, Cyberjaya

**Singapore**

9. Keppel DC Singapore 1
10. Keppel DC Singapore 2
11. Keppel DC Singapore 3
12. Keppel DC Singapore 5




**Australia**

13. iseek Data Centre, Brisbane
14. Gore Hill Data Centre, Sydney
15. Intellicentre 2 Data Centre, Sydney
16. Intellicentre 3 East Data Centre, Sydney^

^ Construction expected to be completed in 2020.

# Portfolio Growth since Listing



Intellicentre 2
Data Centre



Milan Data Centre



Cardiff Data Centre



Keppel DC Singapore 3



Keppel DC Dublin 2



maincubes
Data Centre



Keppel DC
Singapore 5



Intellicentre 3
East Data Centre[1]

**12 Dec 2014**
**AUM: $1.0b**
IPO with 8 assets
across 6 countries



**31 Dec 2015**
**AUM: $1.1b**

**31 Dec 2016**
**AUM: $1.2b**

**31 Dec 2017**
**AUM: $1.5b**

**31 Dec 2018**
**AUM: $2.0b**
15 assets
across 8 countries

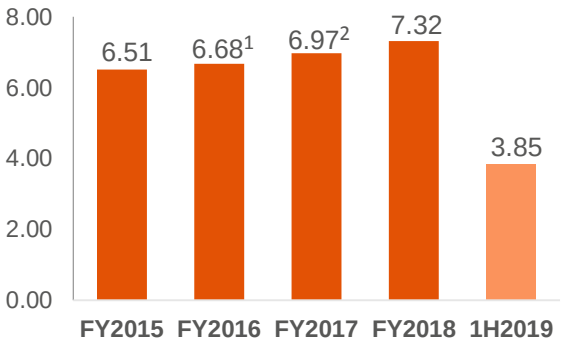


1. Not included in $2.0 billion AUM as at 31 Dec 2018. Completion is expected in 2020.

# 1H 2019 Highlights

**Steady growth in DPU,**
increasing 6.4% to 3.85 cents in 1H 2019

**Adjusted DPU (cents)**




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

**Portfolio Occupancy**

**93.2%**

as at 30 Jun 2019

**Portfolio WALE**

**7.8 years**

by leased area

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

**Aggregate Leverage[3]**

**31.9%**

as at 30 Jun 2019

**Interest Coverage**

**12.9 times**

as at 30 Jun 2019

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. 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.

# Portfolio Update

# Diversified and Resilient Portfolio

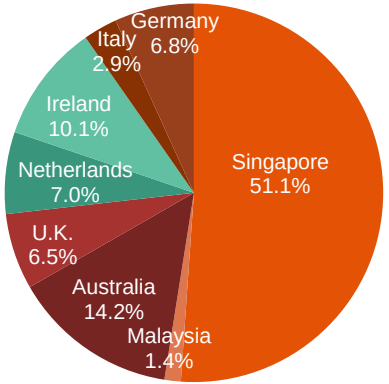
## Portfolio Update

- **Keppel DC Singapore 3**
  - Retrofitting works for expansion within a client's premises are scheduled to be completed in 3Q 2019
- **Keppel DC Dublin 1**
  - Asset enhancement works to improve energy efficiency
  - Expected completion: 2020
- **Keppel DC Dublin 2:**
  - Power upgrade and fit-out works to make way for client expansion on track for completion in 2H 2019
  - Occupancy rate to increase to 100% upon completion

- **66.7% of portfolio in Asia Pacific and 33.3% in Europe**

**Portfolio AUM breakdown**

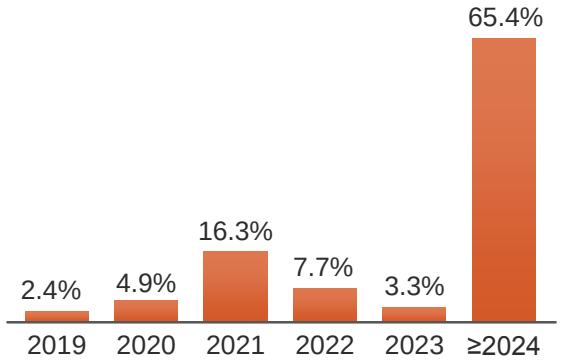
As at 30 Jun 2019




- **Healthy portfolio occupancy of 93.2% and long WALE of 7.8 years**

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

As at 30 Jun 2019



# Diversified and Resilient Portfolio

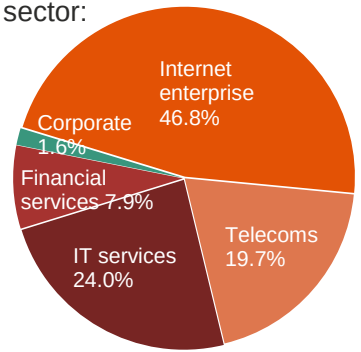
- **Quality data centres that cater to the requirements of global clientele**
  - Colocation facilities provide diverse client profile and lease expiry
  - Fully-fitted and shell & core facilities provide income stability with typically longer lease terms

| Lease Type | Client Count | WALE[2] (years) | Ownership of Data Centre Components | | |
|---|---|---|---|---|---|
| | | | M&E Equipment | Facility Management | Servers & Racks |
| **Colocation** | Multi | 2.9 | ✓ | ✓ | - |
| **Fully-fitted** | Single | 10.7 | ✓ | - | - |
| **Shell & core** | Single | 10.6 | - | - | - |

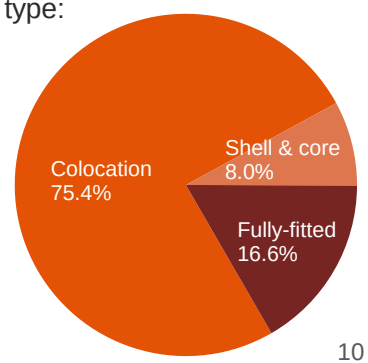
1. Based on the colocation agreements and lease agreements with clients of the properties, treating the Keppel leases on a pass-through basis to the underlying clients.
2. By leased area as at 30 Jun 2019.

**Rental income breakdown for the month of Jun 2019[1]**

By trade sector:




By lease type:

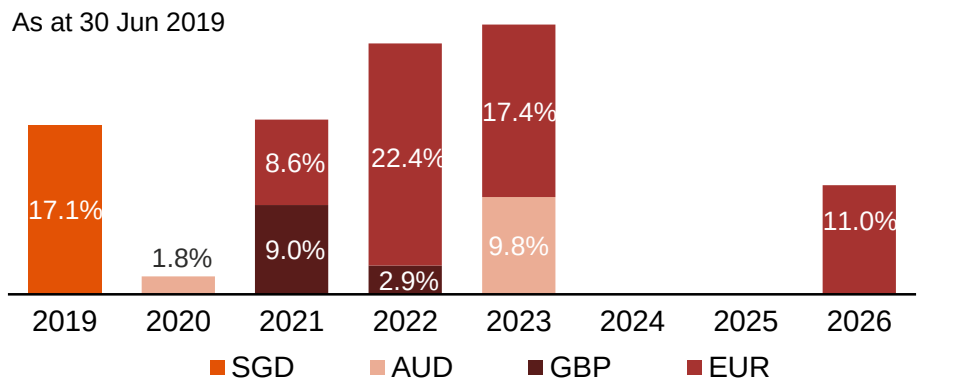


# Capital Management

# Prudent Capital Management

- **Managing interest rate exposure:** 80% of loans hedged with floating-to-fixed interest rate swaps
- **Diversifying sources of funding:** Issued €50m 7-year floating rate notes due 2026
- **Maintaining low aggregate leverage:** Provides flexibility and a healthy debt headroom for growth

**Debt maturity profile**




| As at 30 Jun 2019 | |
|---|---|
| **Total debt** | ~$701.0m of external loans/notes (unencumbered) |
| **Available facilities** | ~$216.8m of undrawn credit facilities |
| **Aggregate Leverage[1]** | 31.9% |
| **Average cost of debt[2]** | 1.7% per annum |
| **Debt tenor** | 3.1 years |
| **Interest coverage[3]** | 12.9 times |

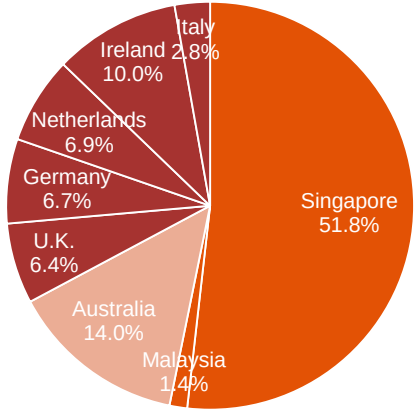
1. Computed based on gross borrowings as a percentage of deposited properties, both of which do not consider the lease liabilities pertaining to land rent commitments for iseek Data Centre and Keppel DC Dublin 1.
2. Including amortisation of upfront debt financing costs and excluding lease charges.
3. 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

## Mitigating impact of currency fluctuations:

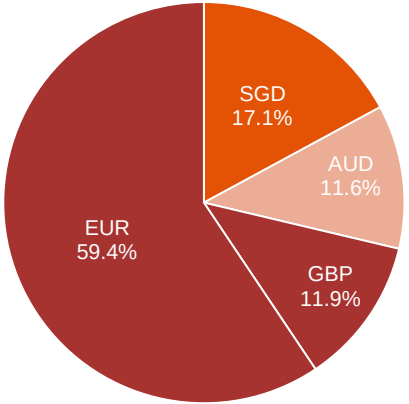
- Hedged forecasted foreign-sourced distributions till 2H 2020 through foreign currency forward contracts
- Adopted natural hedging by borrowing in currencies that match the corresponding investments

**Investment properties breakdown[1]**
(as at 30 Jun 2019)




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

**Debt currency breakdown**
(as at 30 Jun 2019)




**Total borrowings:**
Approx. $701m

Asia Australia Europe

1. Based on 100% carrying value as at 30 Jun 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 demand supported by the strong growth in data creation and storage requirements
- Take-up from hyperscale cloud players remain strong[1]
- The development and adoption of new technologies will continue to support the digitalisation wave

# Supported by Sound Industry Fundamentals

**Global co-location market** expected to grow by 16-18% in 2019, up from earlier forecast of 15-17%[1]

**Global cloud infrastructure market** expected to grow by 25% CAGR in 2019-2023[1]

**5G connection** to generate 2.6 times more traffic than the average 4G connection, and take up 12% of total mobile traffic by 2022[2]

**Hyperscale operator revenues** growing by 20% p.a., driven by expansion of cloud services, e-commerce, social media and online advertising[3]

**Total mobile data traffic** predicted to increase by 31% CAGR by 2024, reaching 136 exabytes per month by end-2024[4]

**Cloud gaming market** is expected to grow at 15% CAGR between 2018 and 2023[5]

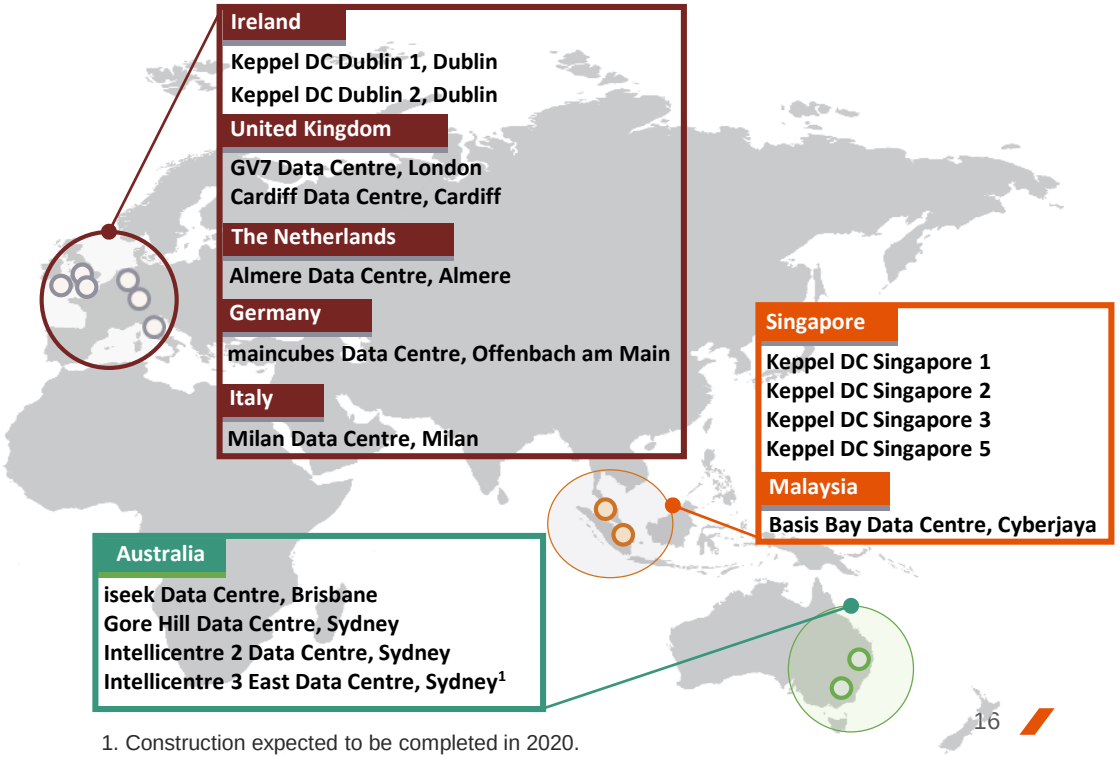
Sources: 1. BroadGroup; 2.Cisco; 3. Synergy Research; 4.Ericsson; 5. Mordor Intelligence

## Investment merits

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

# 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

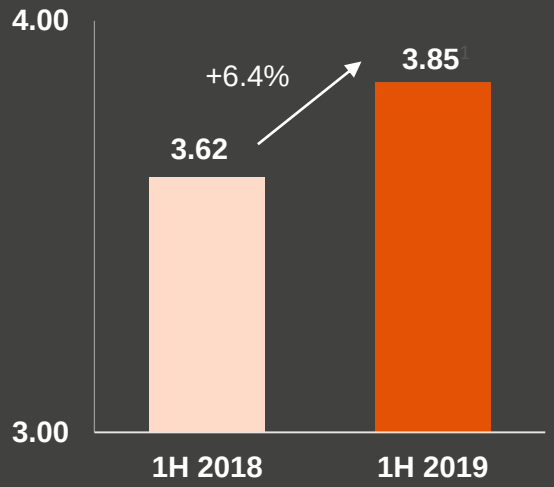
- **Vision:** To be the preferred data centre real estate investment trust, serving as a trusted partner to our stakeholders.
- **Mission:** Guided by the Keppel Group's operating principles and core values, we will create value for our investors by growing a quality portfolio of data centre assets that generates sustainable returns.



# Additional Information

# Distributable Income

## Distribution Per Unit (cents)




| ($'000) | 2Q 2019 | 2Q 2018 | +/(-) % | 1H 2019 | 1H 2018 | +/(-) % |
|---|---|---|---|---|---|---|
| **Distributable Income to Unitholders** | **27,246** | 23,079 | +18.1 | **54,353** | 43,946 | +23.7 |
| **Comprising** | | | | | | |
| **Gross Revenue** | **47,460** | 41,927 | +13.2 | **95,493** | 79,935 | +19.5 |
| **Property Expenses** | **(4,200)** | (3,852) | +9.0 | **(9,003)** | (7,772) | +15.8 |
| **Net Property Income** | **43,260** | 38,075 | +13.6 | **86,490** | 72,163 | +19.9 |
| **Distribution per Unit[1] (DPU) (cents)** | **1.93** | 1.82 | +6.0 | **3.85** | 3.62 | +6.4 |
| **Distribution Yield[2] (%)** | | | | **4.61** | 4.34 | +27 bps |

1. Exclude Capex Reserves set aside for Keppel DC Singapore 3 and Keppel DC Singapore 5.
2. Annualised and computed based on 2Q 2019 closing price of $1.670.

# Balance Sheet Highlights

| ($'000) | As at 30 Jun 2019 | As at 31 Dec 2018 | +/(-) % |
|---|---|---|---|
| **Investment Properties** | 2,033,589 | 2,028,672 | +0.2 |
| **Total Assets** | 2,265,231 | 2,259,144 | +0.3 |
| **Gross Borrowings[1]** | 701,026 | 673,952 | +4.0 |
| **Total Liabilities** | 797,340 | 783,150 | +1.8 |
| **Unitholders' Funds** | **1,436,536** | **1,444,839** | **(0.6)** |
| **Units in Issue ('000)** | 1,352,121 | 1,351,578 | - |
| **Net Asset Value (NAV) per Unit ($)** | 1.06 | 1.07 | (0.9) |
| **Unit Price (Closing price of last trading day) ($)** | 1.670 | 1.350 | +23.7 |
| **Premium to NAV (%)** | **+57.5** | **+26.2** | **+31.3 pp** |

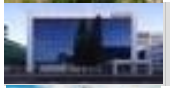
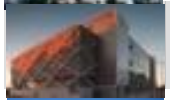
1.Gross borrowings relates to borrowings drawn down from loan facilities and the medium term note programme.

# Aggregate Leverage

| ($'000) | As at 30 Jun 2019 | As at 31 Dec 2018 | +/(-) % |
|---|---|---|---|
| **Investment Properties[1]** *(excluding lease liabilities commitments)* | 2,000,878 | 1,995,206 | +0.3 |
| **Deposited Properties[1]** *(excluding lease liabilities commitments)* | 2,200,259 | 2,187,396 | +0.6 |
| **Gross Borrowings + Deferred Payment** | 701,026 | 673,952 | +4.0 |
| **Aggregate Leverage[2]** | **31.9%** | **30.8%** | **+ 110 bps** |

1. 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.
2. 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 32.9% (2018: 31.9%).

# Portfolio Overview (as at 30 Jun 2019)

| Asia Pacific | | Location | Interest | Attributable lettable area (sq ft) | No. of clients[1] | Occupancy rate (%) | Valuation[2] ($m) | Lease type | WALE (years) | Land lease title |
|---|---|---|---|---|---|---|---|---|---|---|
|  | Keppel DC Singapore 1 | Singapore | 100% | 109,721 | 17 | 86.9 | 287.0 | Keppel lease / Colocation | 2.8 | Leasehold (Expiring 30 Sep 2025, with option to extend by 30 years) |
|  | Keppel DC Singapore 2 | Singapore | 100% | 38,090 | 4 | 100.0 | 169.0 | Keppel lease / Colocation | 2.1 | 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 | 2.9 | Leasehold (Expiring 31 Jan 2022, with option to extend by 30 years) |
|  | Keppel DC Singapore 5 | Singapore | 99% | 97,781 | 3 | 84.2 | 316.8 | Keppel lease / Colocation | 2.3 | Leasehold (Expiring 31 Aug 2041) |
|  | Basis Bay Data Centre | Cyberjaya, Malaysia | 99% | 48,193 | 1 | 63.1 | 27.7 | Colocation | 3.0 | Freehold |
|  | Gore Hill Data Centre | Sydney, Australia | 100% | 90,955 | 3 | 100.0 | 196.2 | Triple-net (Shell & core) / Colocation | 5.9 | Freehold |
|  | Intellicentre 2 Data Centre | Sydney, Australia | 100% | 87,930 | 1 | 100.0 | 51.0 | Triple-net (Shell & core) | 16.1 | Freehold |
|  | iseek Data Centre | Brisbane, Australia | 100% | 12,389 | 1 | 100.0 | 32.9 | Double-net[3] (Fully-fitted) | 7.0 | Leasehold (Expiring 29 Sep 2040, with option to extend by 7 years) |
|  | Intellicentre 3 East Data Centre[4] (under development) | Sydney, Australia | 100% | Min. 86,000 | 1 | 100.0[4] | A$26.0-A$36.0m (development costs) | Triple-net (Shell & core) | 20.0[4] | 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 30 Jun 2019)

| Europe | | Location | Interest | Attributable lettable area (sq ft) | No. of clients[1] | Occupancy rate (%) | Valuation[2] ($m) | Lease type | WALE (years) | Land lease title |
|---|---|---|---|---|---|---|---|---|---|---|
|  | Cardiff Data Centre | Cardiff, United Kingdom | 100% | 79,439 | 1 | 100.0 | 64.9 | Triple-net (Shell & core) | 12.0 | Freehold |
|  | GV7 Data Centre | London, United Kingdom | 100% | 24,972 | 1 | 100.0 | 63.0 | Triple-net (Fully-fitted) | 7.6 | Leasehold (Expiring 28 Sep 2183) |
|  | Almere Data Centre | Almere, Netherlands | 100% | 118,403 | 1[3] | 100.0 | 137.6 | Double-net (Fully-fitted) | 9.2 | Freehold |
|  | Keppel DC Dublin 1 | Dublin, Ireland | 100% | 68,118 | 19 | 61.8 | 76.0 | Colocation | 1.7 | Leasehold[4] (Expiring 11 Apr 2041) |
|  | Keppel DC Dublin 2 | Dublin, Ireland | 100% | 25,127 | 4 | 90.7 | 103.8 | Colocation | 9.0 | Leasehold (Expiring 31 Dec 2997) |
|  | Milan Data Centre | Milan, Italy | 100% | 165,389 | 1 | 100.0 | 56.7 | Double-net (Shell & core) | 8.5 | Freehold |
|  | maincubes Data Centre | Offenbach am Main, Germany | 100% | 97,043 | 1 | 100.0 | 134.1 | Triple-net (Fully-fitted) | 13.8 | 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 |
| Keppel DC Singapore 1 | Keppel lease[1] / Colocation[3] | ▪ Client: Pays rent<br>▪ Owner: Bears all expenses; responsible for facilities management | ✓ | ✓ | ✓ | ✓ |
| Keppel DC Singapore 2 | Keppel lease[1] / Colocation[3] | ▪ Client: Pays rent<br>▪ Owner: Bears all expenses; responsible for facilities management | ✓ | ✓ | ✓ | ✓ |
| Keppel DC Singapore 3 | Keppel lease[2] / Colocation[3] | ▪ Client: Pays rent<br>▪ Owner: Bears all expenses; responsible for facilities management | ✓ | ✓ | ✓ | ✓ |
| Keppel DC Singapore 5 | Keppel lease[2] / Colocation[3] | ▪ Client: Pays rent<br>▪ Owner: Bears all expenses; responsible for facilities management | ✓ | ✓ | ✓ | ✓ |
| Basis Bay Data Centre | Colocation[3] | ▪ Client: Pays rent; responsible for facilities management<br>▪ Owner: Bears pre-agreed facilities management amount, insurance and property tax | ✓ | ✓ | ✓ | ✓ |
| 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 Arrangement[4] | ▪ Client: Pays rent<br>▪ Owner: Bears all expenses; responsible for facilities management | ✓ | ✓ | ✓ | ✓ |
| Intellicentre 2 Data Centre | Triple-net lease | ▪ Client: Pays rent and all outgoings; responsible for facilities management | - | - | - | - |
| iseek Data Centre | Double-net lease[4] | ▪ Client: Pays rent and all outgoings except building insurance; responsible for facilities management | - | ✓ | - | ✓ |
| Intellicentre 3 East Data Centre[5] (under development) | Triple-net lease | ▪ Client: Pays rent and all outgoings except building insurance and property tax; responsible for facilities management | - | - | - | - |

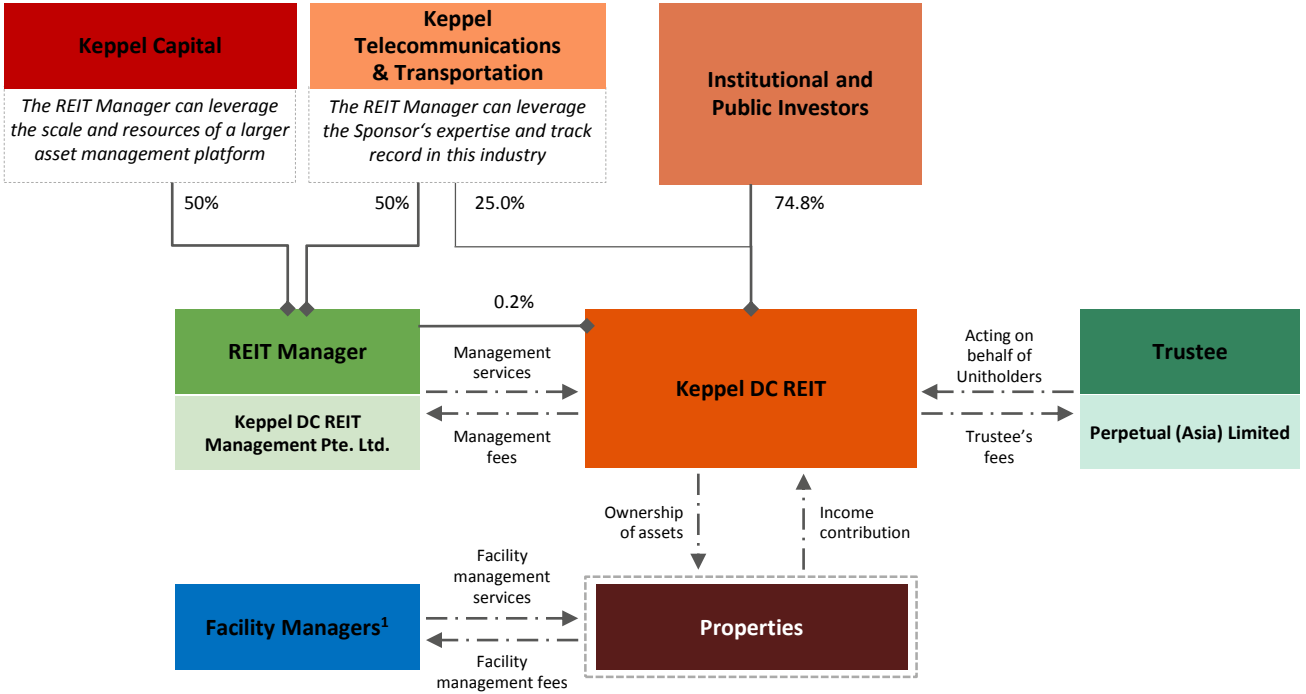
# Overview of Lease Arrangements

## 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[3,6] | ▪ Client: Pays rent<br>▪ Owner: Bears all expenses; responsible for facilities management | ✓ | ✓ | ✓ | ✓ |
| Keppel DC Dublin 2 | Colocation[3,6] | ▪ Client: Pays rent<br>▪ 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 LLP 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 assets 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?

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

**Internet Connectivity**

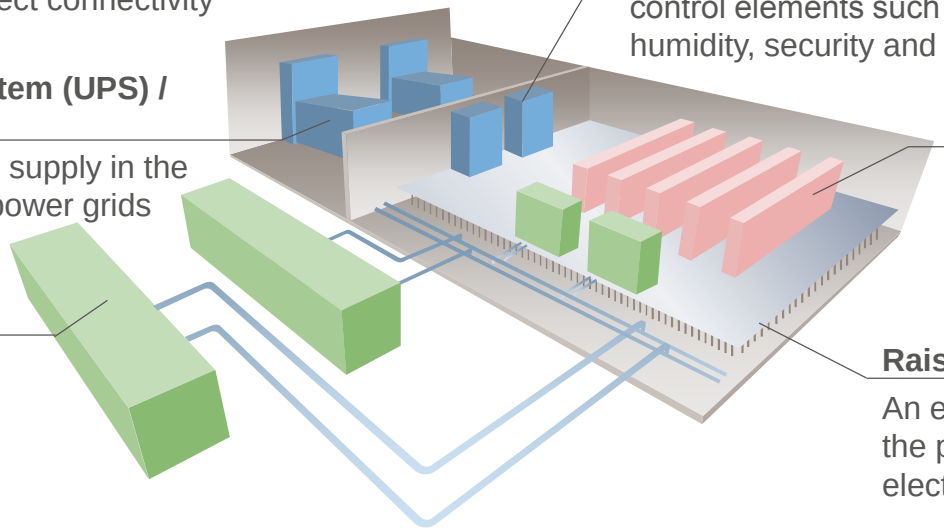
Physical telecommunication cables brought into the data centre to allow direct connectivity

**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

# Thank You