KEPPEL INFRASTRUCTURE TRUST

# HSBC Global Investment Summit

9 April 2024



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# Outline


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**Constituent of:**

MSCI Singapore Small Cap Index

FTSE ST Large & Mid-Cap Index

**Awards and Accreditations[1]:**

Signatory of: PRI Principles for Responsible Investment

ISO

WSH Awards 2021

bizSAFE STAR

MSCI ESG RATINGS BBB (CCC | B | BB | BBB | A | AA | AAA)

1. Keppel Infrastructure Fund Management Pte Ltd is a signatory to the United Nations-supported Principles for Responsible Investment, under the membership of Keppel Capital.

# Overview

European Onshore Wind Platform



# Largest SGX-listed Infrastructure Business Trust[1]

## Providing exposure to the resilient and growing global infrastructure sector

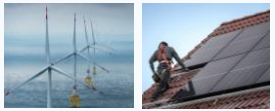
**S$8.1b AUM**
Portfolio of scale providing global access to attractive real assets

**Essential businesses and assets**
underpinned by strong secular tailwinds

**>10 mature economies**
Focused on investment grade jurisdictions with well-developed regulatory frameworks and strong sovereign credit ratings



**NORWAY and SWEDEN**
ENERGY TRANSITION
- European Onshore Wind Platform



**GERMANY**
ENERGY TRANSITION
- Borkum Riffgrund 2 (BKR2)
- German Solar Portfolio[2]



**SOUTH KOREA**
ENVIRONMENTAL SERVICES
- Eco Management Korea Holdings (EMK)





**SINGAPORE**
ENERGY TRANSITION
- City Energy
- Keppel Merlimau Cogen Plant

ENVIRONMENTAL SERVICES
- Senoko Waste-to-Energy (WTE) Plant
- Keppel Seghers Tuas WTE Plant
- Keppel Seghers Ulu Pandan NEWater Plant
- SingSpring Desalination Plant



**KINGDOM OF SAUDI ARABIA**
ENERGY TRANSITION
- Aramco Gas Pipelines Company



**THE PHILIPPINES**
DISTRIBUTION & STORAGE
- Philippine Coastal Storage & Pipeline Corporation (Philippine Coastal)





**AUSTRALIA & NEW ZEALAND**
DISTRIBUTION & STORAGE
- Ixom
- Proposed acquisition of Ventura

1. By enterprise value.
2. Completed first closing of the German Solar Portfolio acquisition on 2 Jan 2024 and second closing on 15 Mar 2024 with the remaining phases to be completed by end-Jun 2024.

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# Building the Infrastructural Foundation for a Sustainable Future

## Supports energy transition, safeguards the environment and drives economic growth

Capacity to treat
**37%**
of Singapore's municipal incinerable waste

Process
**22%**
of Singapore's water supply

Renewables exposure
**>1.3 GW**
of renewable energy capacity in Europe

**German Solar Portfolio**
**>60,000 PV Panels**
Across Germany with a combined generation capacity of 585 MW

**European Onshore Wind Platform**
**275 MW**
Comprising four wind farms in Sweden and Norway

**Borkum Riffgrund 2**
**465 MW**
Located in the North Sea off the coast of Germany

- **Senoko Waste-to-Energy Plant**
- **Keppel Seghers Tuas Waste-to-Energy Plant**
- **Eco Management Korea**

**>3,500 tonnes/day**
Waste incineration capacity in Singapore and South Korea; EMK owns a landfill in Yeongnam

**Keppel Merlimau Cogen Plant**
**1,300 MW**
Power generation capacity supplying >10% of Singapore's electricity needs

**Ixom**
**Sole provider**
Of liquefied chlorine in Australia; supplier and distributor of key water treatment, industrial and specialty chemicals in Australia and New Zealand

**Go by City Energy**
**20,000 carpark lots**
Exclusive rights secured to extend EV charging services in private residential and mixed developments

**Philippine Coastal Storage and Pipeline Corporation**
**6 million barrels**
The largest independent petroleum storage facility in the Philippines located in Subic Bay

**Aramco Gas Pipelines Company**
20-year lease-and-leaseback agreement supports the energy transition of the Saudi economy

- **Keppel Seghers Ulu Pandan NEWater Plant**
- **SingSpring Desalination Plant**

**284,000 $m^3$/day**
Water Processing Capacity

**City Energy**
**1.6 million $m^3$/day**
Sole producer and retailer of piped town gas in Singapore with >900,000 residential, commercial and industrial customers

Water
Gas

# FY 2023: Record Year

## Driven by strong portfolio performance from growth and value creation

### Record EBITDA, Distributable Income and DPU

**Record EBITDA**

**$463.7m[1]**

Up 15.3%y-o-y

**FY 2023 Total Returns[4]**

**7%**

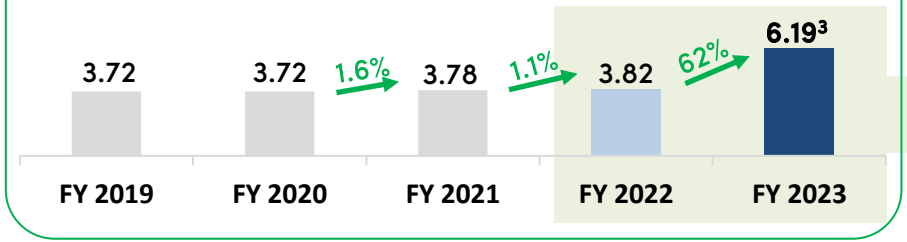
Surpassing STI's 4.8%

**Yield[4]**

**14.3%**

Surpassing STI's 5.1%

**Record DPU (cents)**

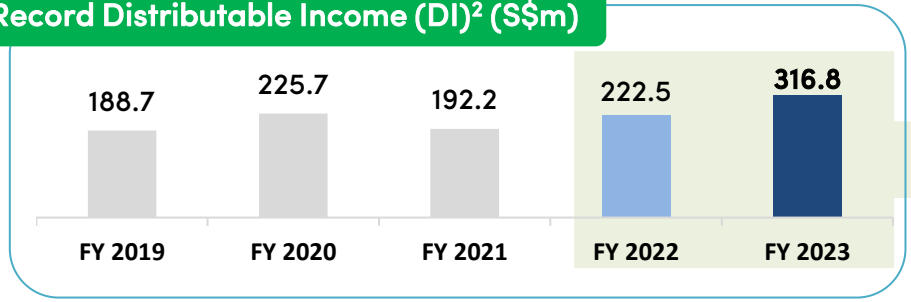



**Record DPU**

**▲ 62%**

y-o-y including special distribution of 2.33 cents

**Record Distributable Income (DI)[2] (S$m)**




**Record DI**

**▲ 42%**

y-o-y with strong portfolio performance

1. Excludes one-off acquisition related cost incurred ($3.7m), unrealised exchange gains ($3.3m), fair value gain on the investment in Aramco Gas Pipelines Company (AGPC) ($9.3m), write-off of EMK's fixed assets ($1.7m) and reversal of impairment loss on the Lista onshore wind farm in Norway ($1.5m). Group adjusted EBITDA would be $472.4m without the adjustments.
2. Computed as Funds from Operations less mandatory debt repayment and other charges, credits or adjustments as deemed appropriate by the Trustee-Manager.
3. Includes special distribution of 2.33 cents supported by successful value creation strategy.
4. Source: Bloomberg, based on 12 months total returns and distribution yields as at 31 Dec 2023.

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# Voluntary Independent Portfolio Valuation

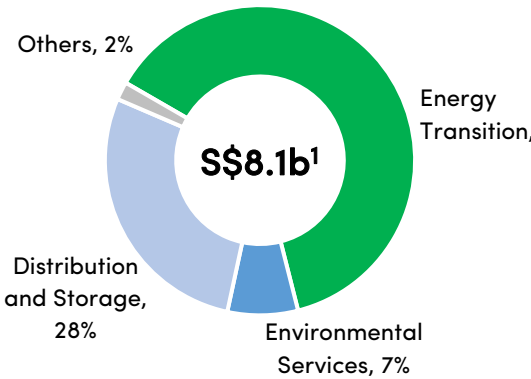
## Portfolio AUM of $8.1b with new acquisitions and value creation initiatives

- Improve transparency and better reflect asset values which are largely recognised at cost in statutory reports
- Higher valuation of existing portfolio: $7.4b vs $7.3b for FY 2022 driven by growth in existing businesses

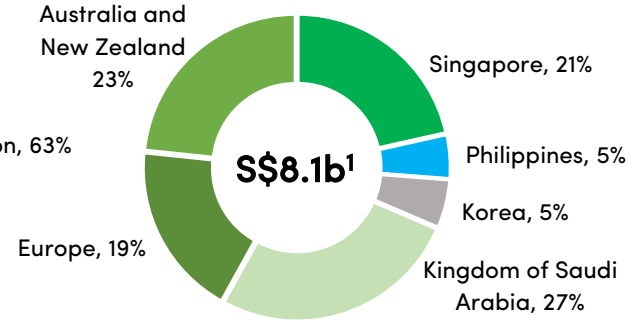
### A resilient and growing portfolio..

**Assets under Management (AUM)**

**By Business and Assets**

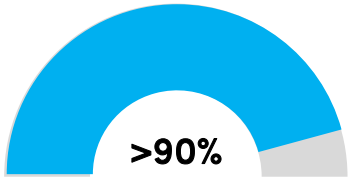



**By Geography**




### ... that is well insulated from inflation

**Inflation-protection**




~65% of portfolio with costs pass through mechanisms / CPI-linked; ~30% in businesses with leading position and price-setting capabilities

1. Assets under Management (AUM). Based on independent valuation conducted by Ernst & Young (except the German Solar Portfolio). Represents KIT's equity stake in the enterprise value of its investments plus cash held at the Trust. Excluding first phase of German Solar Portfolio acquisition, AUM would be $7.4b as at 31 December 2023.

# Driving Portfolio Growth through Acquisitions and Value Creation

## Well-positioned for growth

**2023–2024 milestones**

- **Expand into transportation infrastructure**
  Acquisition of Ventura
- **Made 1st solar investment**
  German Solar Portfolio
- **Concession and CTA extensions**
  Senoko WTE Plant and KMC[1]
- **Crystalised value creation**
  Ixom and City Energy

**Feb 2019**
Acquired 100% stake in **Ixom**



**Jan 2021**
Acquired 50% interest in **Philippine Coastal**



**Feb 2022**
Acquired 49% stake in **Aramco Gas Pipelines Company** as part of a consortium



**Jun 2022**
Acquired remaining 30% stake in the **SingSpring Desalination Plant**



**Sep 2022**
Acquired 13.4% interest in a **European Onshore Wind Platform**, with three wind farms across Norway and Sweden



**Oct 2022**
Acquired 52% interest in **EMK**, an integrated waste platform in South Korea



**Dec 2022**
Acquired 20.5% interest in **BKR2**, an offshore wind farm in Germany



**Dec 2023**
Acquired 13.4% interest in **Fäbodliden II**, an onshore wind farm in Sweden



**Jan 2024**
Acquired 45% interest in a **German solar portfolio**[2]



**Feb 2024**
Announced acquisition of **Ventura,** a leading transportation business in Australia



**AUM: $8.1b**[3]
As at 2 Jan 2024, include the Phase 1 acquisition of German Solar Portfolio

1. The proposed amendment and extension of the CTA and the O&M contract are subject to approval from Keppel shareholders and KIT unitholders at their respective extraordinary general meetings.
2. Completed first closing of the German Solar Portfolio acquisition on 2 Jan 2024 and second closing on 15 Mar 2024 with the remaining phases to be completed by end-Jun 2024.
3. Assets under Management (AUM). Based on independent valuation conducted by Ernst & Young. Represents KIT's equity stake in the enterprise value of its investments plus cash held at the Trust. Excluding first phase of German Solar Portfolio acquisition, AUM would be $7.4b as at 31 Dec 2023.

# Deepen Renewables Exposure with First Solar Portfolio Investment

## Attractive de-risked portfolio backed by 20-year lease contracts with German households

- Acquisition of a 45% stake in a German solar portfolio comprising > 60,000 bundled solar photovoltaic (PV) systems, including > 55,000 battery storage systems and > 30,000 EV charging equipment, backed by 20-year contracts
- Developed and maintained by Enpal, the largest provider of solar solutions to residential homes in Germany
- Jointly acquiring with Equitix, a global infrastructure investor and fund manager, and their co-investors



**Renewables Exposure**

**1.3GW**

Up from 740MW

**Carbon emissions avoidance**

**115k tonnes[1]**

per annum

| | |
|---|---|
| **Seller** | Enpal GmbH |
| **Purchase Consideration** | €109m (S$159m)[2] |
| **Enterprise Value** | €733m (S$1.1b)[2] |
| **Proposed Funding** | Internal sources of funds and/or external borrowings |
| **Expected Completion[3]** | First 53,500 systems: Completed in Jan 2024<br>Remaining 6,500 systems: By end-Jun 2024 |

- ✓ Accretive investment
- ✓ Highly predictable cash flows
- ✓ Residential solar installation fueled by price benefits
- ✓ Portfolio significantly de-risked
- ✓ Further KIT's environmental targets

1. Based on conversion factor of 349 gCO2/KWh per IEA emissions factors.
2. Based on EUR/SGD of 1.465. Purchase consideration exclude acquisition and transaction costs.
3. Completed first closing on 2 Jan 2024 and second closing on 15 Mar 2024 with the remaining phases to be completed by end-Jun 2024.

# Proposed Acquisition of Ventura



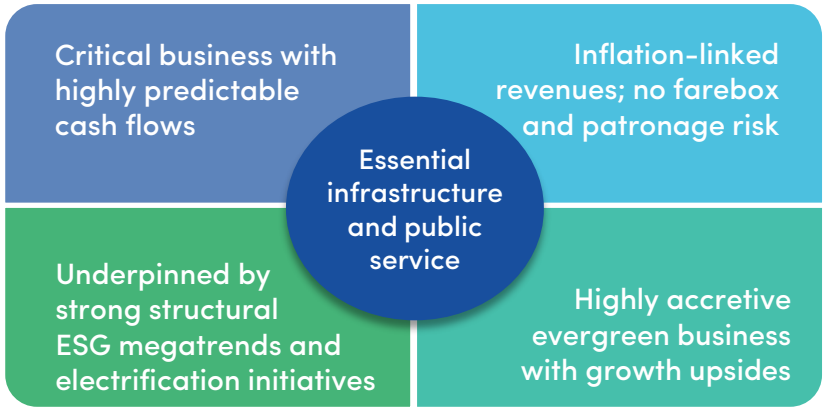

Ventura

# Ventura: A Leading Bus Operator and Essential Infrastructure and Public Service

## Essential service that supports Melbourne's population growth

- KIT to acquire approx. 98.6%[1] interest in Ventura Motors Pty Ltd (Ventura), the largest bus operator in Victoria
- Accretive acquisition: FY2023 DPU to increase by 3.4% on a pro forma basis
- Provides defensive cash flows: >80% of revenue derived from long-term inflation-protected government contracts



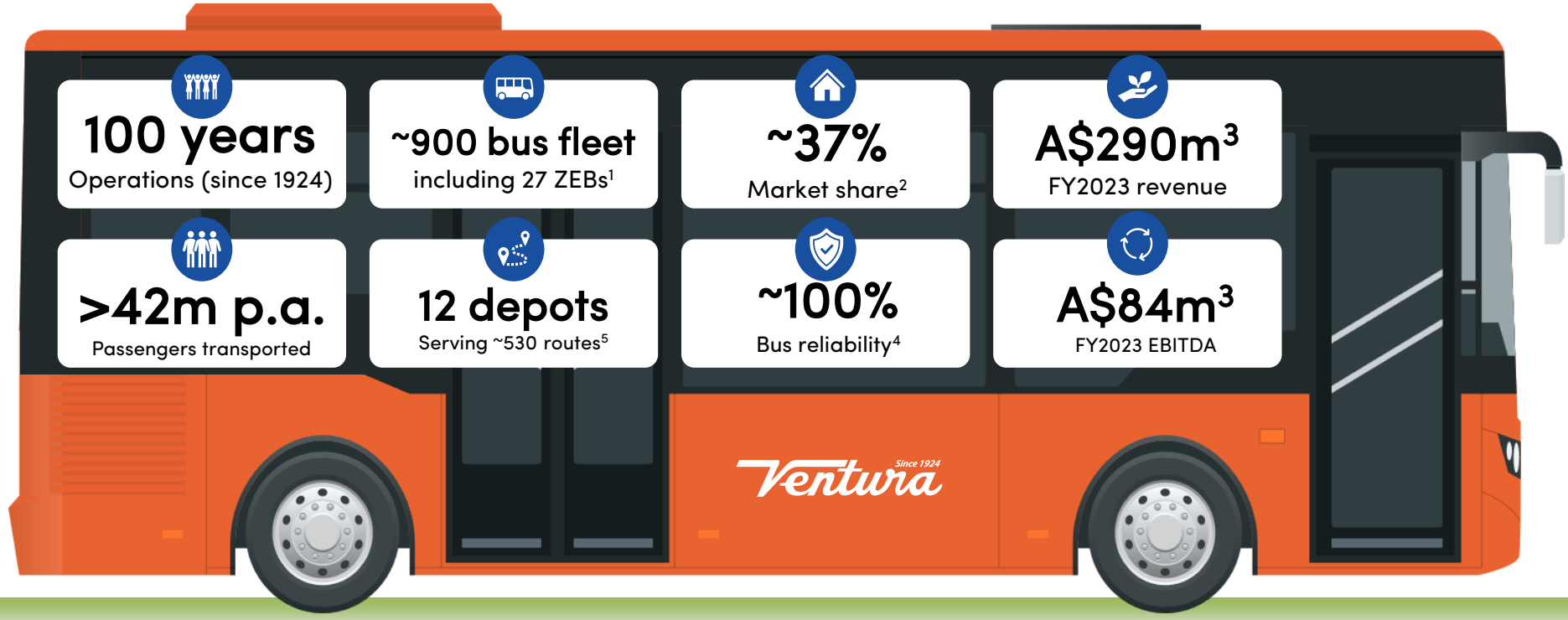




| | |
|---|---|
| **Seller** | Cornwall families[2] |
| **Enterprise Value** | A$600m (approx. S$540m[3]) |
| **Purchase Consideration** | Up to approx. A$354.2m[4] (approx. S$318.7m[3]) |
| **Proposed Funding** | Combination of internal resources, debt and equity (including the Equity Fund Raising) |
| **Targeted Completion** | 2Q 2024, subject to all conditions precedent (including government and regulatory approvals) being satisfied or waived |

1. The remaining 1.4% of the issued and paid-up capital of Topco at Completion will be held by Millview Manor, the trustee for the Andrew Cornwall Family Settlement, which is a trust under which the beneficiaries are family members of Andrew Cornwall.
2. The Ventura Vendors are Dedico Dion Nominees Pty Ltd (as trustee for the Galloway Family Trust) and Faldam Pty Ltd (as trustee for the Cornwall Family Trust) and the RBPL Vendors are Frankincense Pty Ltd (as trustee for the Geoffrey Cornwall Family Settlement), Millview Manor Pty. Ltd. (as trustee for the Andrew Cornwall Family Settlement) ("Millview Manor") and Twochooks Pty. Ltd. (as trustee for the John Cornwall Family Trust). Please refer to paragraph B1.1 of the Circular for further information.
3. Based on an exchange rate of S$0.90:A$1.00.
4. Includes Rollover Aggregate Amount of A$6.0 million and the Earn Out Payments (if any) of up to A$20.0 million (approx. S$18.0 million).

# Ventura: A Century of Service History

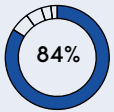
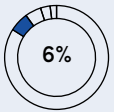
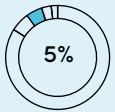
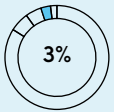
## Victoria's largest bus operator, providing essential transport services in Melbourne




1. Zero Emissions Buses ("ZEBs").
2. Based on Ventura Group's management estimates, market share based on share of public transit contract routes in Victoria.
3. Based on the audited accounts of the Ventura Group for the financial year ended 30 June 2023.
4. From 1 July 2022 to 30 June 2023.
5. Does not include private schools and special school routes.

# Defensive cash flows with cost indexation and capital reimbursement

## > 80% of revenues derived from long-term inflation-protected government contracts with no farebox risk

| | Government | | Private | |
|---|---|---|---|---|
| | **Mass Transit** | **Public Schools** | **Private Charter** | **Private Schools** |
| **Description** | High frequency services along pre-determined routes (day & night) for general commuters | Bus services contracted to transport public school students | Private charters for regular transit or rail replacement | Bus services contracted to transport private school students |
| **Contract economics** | Stable revenue from fixed margin in addition to cost recovery; CPI indexation | Stable revenue from fixed margin in addition to cost recovery; CPI indexation | Fixed hourly or daily rates | Fixed daily rate with CPI indexation |
| **Contract duration** | 8+2 years | ~10 years | Ad-hoc or annual contracts | ~3 years |
| **Ventura % Revenue (FY2023)[1]** |   |   |   |   |

1. Remaining 2% comprises other corporate revenues (e.g. advertising revenue from advertising space on buses, contract incentives from achieving key performance indicators, etc.). Based on the audited accounts of the Ventura Group for the financial year ended 30 June 2023.

Source: Where relevant, information has been sourced from Public Transport Victoria and Ventura Group's management estimates. Public Transport Victoria has not provided its consent to the inclusion of the information cited and attributed to it in this Circular. While the Trustee-Manager has taken reasonable actions to ensure that the information is reproduced in its proper form and context and that the information is extracted accurately and fairly, the Trustee-Manager has not conducted an independent review of this information or verified the accuracy of the contents of the relevant information.

# Rationale for the Acquisition



1

Largest bus operator in Victoria and a core pillar of Melbourne's transportation landscape




2

Attractive market with favourable tailwinds



3

Defensive cash flows with cost indexation and capital reimbursement




4

Platform of scale to capture growth opportunities




5

Accretive acquisition that strengthens KIT's portfolio resiliency



6

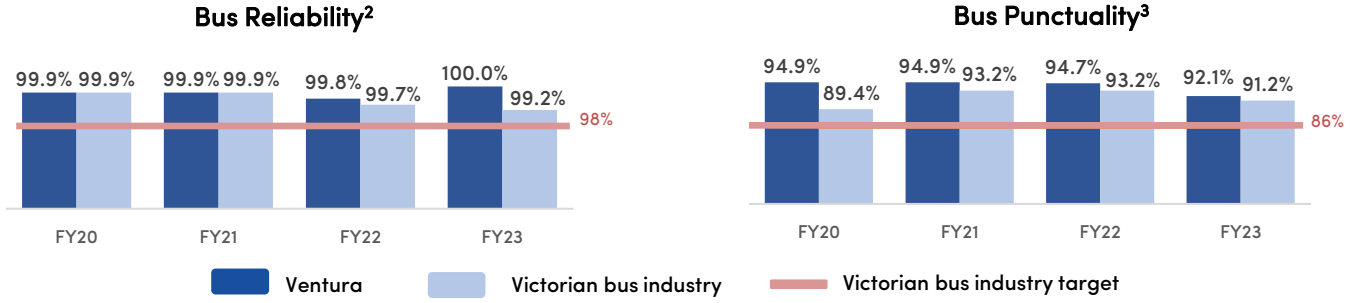
Electrification thematic supporting KIT's ESG targets

# 1. Largest Bus Operator in Victoria with best-in-class performance

## Core pillar of Melbourne's transportation landscape

- Largest share of **commuter bus services** market in Victoria
- Fast-growing **private bus charterer** in Victoria, serving numerous schools and supporting tourism and general charter
- **Consistent Market leader** in reliability[1] and punctuality[2] metrics

### Market leading performance KPIs




1. Reliability refers to the actual number of bus service kilometres provided by the operator as a percentage of the total bus services kilometres scheduled to be provided by the operator.
2. Punctuality refers to the total number of on-time services delivered as a percentage of the total number of services scheduled.

Source: Where relevant, information has been sourced from Public Transport Victoria and Ventura Group's management estimates. Public Transport Victoria has not provided its consent to the inclusion of the information cited and attributed to it in this Circular. While the Trustee-Manager has taken reasonable actions to ensure that the information is reproduced in its proper form and context and that the information is extracted accurately and fairly, the Trustee-Manager has not conducted an independent review of this information or verified the accuracy of the contents of the relevant information.

# 2. Attractive Market with Favourable Tailwinds

## Buses: An essential transport link between Melbourne's fastest growing regions

### Melbourne



Australia's largest fast-growing city



Buses provide significant coverage of Melbourne metropolitan area

### Key Growth Drivers

**A Residential development**

Continuing growth in mass-transit bus service kilometres is expected to be driven by residential developments in outer suburbs

**B Acceleration of commercial & transport infrastructure spend**

Victoria's 'Big Build': The Victorian Government is looking to invest in road and rail projects across the state

**C Bus reform and network optimisation**

The Victorian Government aims to boost passenger experience and deliver network and operating efficiencies

Source: Where relevant, information has been sourced from Public Transport Victoria and Ventura Group's management estimates. Public Transport Victoria has not provided its consent to the inclusion of the information cited and attributed to it in this Circular. While the Trustee-Manager has taken reasonable actions to ensure that the information is reproduced in its proper form and context and that the information is extracted accurately and fairly, the Trustee-Manager has not conducted an independent review of this information or verified the accuracy of the contents of the relevant information.

# 3. Defensive Cash Flows with Cost Indexation and Capital Reimbursement

## Majority of revenues derived from long-term, inflation-protected government contracts

**> 80% of revenues from MBSCs[1]**

**Long-term contracts**

**10 years**

**(8+2) year contract term[2]**

Provides stable EBITDA and cash flows with performance incentives

**Cost-indexed payments**

- **Fixed payments; inflation-protected**
  - No farebox and patronage risk
  - Stable revenue based on service delivery cost plus a fixed margin
  - Contract payments indexed to relevant inflation indices (i.e. CPI, fuel index, labour index)
  - Incentive payments for meeting performance measures

**Capital reimbursement**

- **Return of and on capital expenditures**
  - Reimbursement for capital expenditure on fleet acquisitions and depots
  - Receive access payment for usage of depots

1. Metropolitan Bus Service Contracts ("MBSCs").
2. MBSCs are long-term (8+2 years), inflation-protected government contracts. These contract were entered into in 2018 for 8 years till 2026, with an automatic 2-year extension up to 2028 if certain key performance measures are met.

# 4. Platform of Scale to Capture Growth Opportunities

## Accelerate growth within existing business and adjacent verticals

### Capture upsides within key regions

**1 Increase service kilometres**



Continue growing government contracted service kilometres via new, expanded and more frequent routes

**2 Optimise service efficiency**



Improve efficiencies through achieving incentive payments based on service excellence, cost base optimisation, and electrification-related benefits

### Leveraging technology for vertical and horizontal growth

**3 Grow new revenue streams**



Unlock ancillary revenues such as on-demand bus service

**4 Differentiating on technology**



Drive sustainable advantage from strength of existing platform (proprietary safety and route planning applications)

### Strategic expansion

**5 Additional electrification revenue**



Opportunities to monetise unutilised charging capacity at electrified depots for ad-hoc third-party usage[1]

**6 Increase charter / private market share**



Strengthen and expand the business, maximising Ventura's share of the charter hires within the region it operates

1. Charging for ad-hoc usage of unutilised charging capacity at electrified depot (e.g. trucks, emergency services, etc.)

# 5. Accretive Acquisition that Strengthens Portfolio Resiliency

## Pro forma DPU to increase by 3.4%[2]

### Funds from Operations ("FFO")[2]

▲ **6.1%**

From S$287.9m[3,4] in FY 2023 to S$305.6m[6] pro forma post Acquisition and Equity Fund Raising

### DPU (cents)[2]

▲ **3.4%**

From 3.86 cents[7] in FY 2023 to 3.99 cents[5,6] pro forma post Acquisition and Equity Fund Raising

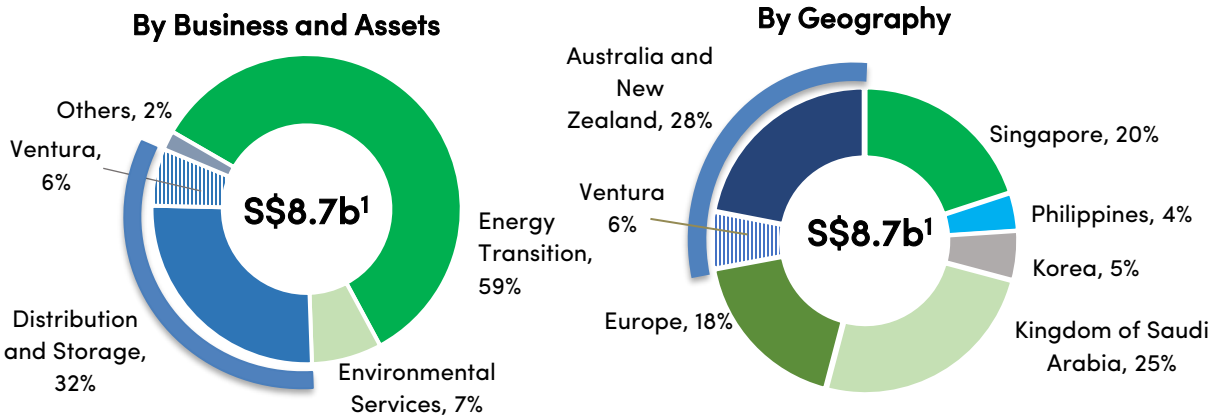
### Net Gearing[2]

▼ **0.7 pp**

From 39.8%[3] as at 31 Dec 2023 to 39.1%[6] pro forma post Acquisition and Equity Fund Raising

## Enlarged Portfolio: AUM to grow by 7% to S$8.7b[1] post-acquisition

### Assets under Management ("AUM")




1. Based on the enterprise value of the Ventura Group of approx. A$600 million (approx. S$540 million). The expected AUM contribution to KIT of the Acquisition is expected to be approx. S$533 million, based on KIT's 98.6% share of the Ventura Group after the Acquisition. The enterprise value of the Ventura Group has not been independently valued. Based on KIT's AUM of S$8.1 billion at 2 January 2024, which is based on the AUM Portfolio valuation.
2. Please refer to paragraph B6 of Circular to Unitholders on the assumptions used in the preparation of the pro forma financial effects of the Acquisition and the Equity Fund Raising.
3. Based on audited consolidated financial statements of the KIT Group for FY2023.
4. Excludes effects of the capital optimisation at Ixom which was distributed as special distribution to Unitholders.
5. Assuming all Distributable Income generated by the Targets will be distributed to KIT and minority shareholders. The pro forma DPU set out herein should not be interpreted as being representative of the future DPU. Assuming cash distribution received from the Targets, net of corporate expenses, is fully distributed to Unitholders.
6. Assumes the issue of approx. 849.3 million Units at the Illustrative Issue Price (being S$0.471 per New Unit) pursuant to the Equity Fund Raising.
7. Based on DPU declared for FY2023, excluding special distribution of 2.33 cents paid in November 2023.

# 6. Electrification Thematic Supporting KIT's ESG Targets

## Ventura is the first mover for energy transition in Victoria's public transportation sector

- **Owns and operates Victoria's first fully electric bus depot**
- Key partner in the Victorian Government ZEBs trial, responsible for **delivering >50% of the trial buses**
- **Clear pathway for electrification** and aims to convert 25% of fleet to electric buses by 2030
- **Electrification leader** in Victoria with 27 ZEBs
- Aims to be a contributor to Australia's greenhouse gas emission reduction target of **net zero by 2050**

### KIT's carbon emissions intensity

Carbon emissions ('000tCO2) / Distributable Income (S$m)

▼ **9.1%**[1]

From 6,900 tCO2e/$m in FY 2023 to 6,260 tCO2e/$m *pro forma* post acquisition

**Ventura is a first mover for energy transition in Victoria's public transportation sector**




**Ventura's Ivanhoe Depot:**
Victoria's first fully electrified depot

1. Strictly for illustrative purposes only, to show what KIT's pro forma carbon intensity for FY2023 would have been assuming that the Acquisition and Equity Fund Raising was completed with effect from 1 January 2023 and KIT held the interests acquired pursuant to the Acquisition through to 31 December 2023. KIT's pro forma carbon intensity for FY2023 is based on KIT's Distributable Income for FY2023 and Ventura's distributable income as calculated on the bases and assumptions set out in paragraph B6 of the Circular. Based on the scope 1 and 2 carbon emissions for KIT and Ventura for the financial years ended 31 December 2023 and 30 June 2023 respectively.

# KMC CTA Extension and Capital Restructuring



Keppel Merlimau Cogen Plant

# Overview
## Keppel Merlimau Cogen Plant

- Located on Jurong Island, and connected to Singapore's electricity transmission network, the KMC plant is well positioned to support the surrounding industries with their electricity, steam supply and demineralised water requirements
- Under the terms of the CTA, KMC receives an availability-based capacity fee in return for making available the KMC Plant's electricity generation capacity and a fixed operation and maintenance fee
- The terms of the CTA are designed to ensure that the costs of planned maintenance of the KMC Plant, fuel costs and fuel availability risk to run the KMC Plant are borne by KE.

**Support decarbonisation of the power sector**

Enhance KMC's performance and efficiency, including getting the plant hydrogen-ready



- **Description:** Approx. 1,300 MW combined cycle gas turbine power plant
- **KIT's ownership interest:** 51%
- **Customer:** Keppel Electric Pte. Ltd ("KE")

# KMC CTA Extension and Capital Restructuring

## Allow KMC to resume Distributable Income contributions to KIT

### Extension of CTA and OMSA by 10 years

- ✓ KMC continues to receive Capacity Fees of up to S$108m p.a. from 2030 to 2040[1]
- ✓ Extension of OMSA ensures the continuous and reliable operations of the plant

### Optimise KMC's capital structure

- ✓ Allow KMC to refinance its External Facility and lengthen its debt amortisation profile
- ✓ Letter of Credit to meet any debt service/ maintenance reserve account requirements under the New External Facility
- ✓ Capital Injection (to be fully funded from KIT's operating cashflow) to optimise working capital and overall cashflow returns

### Resume Distributable Income contributions to KIT



**Pro forma Distributable Income**

**$241.6m[2]**

Up 10.9% from $217.8m[3]



**Pro forma DPU**

**Up 11%**

Up from 3.86 cents[3] to 4.28 cents[2]

1. On the basis that (i) for every month from 1 July 2030 to 30 June 2040, KMC meets its availability target and (ii) KMC I and KMC II are retrofitted such that they retain their original generation capacities of 500MW and 840MW respectively up to 2045, such that the quantum of the Capacity Fees from 1 July 2030 to 30 June 2040 remains unchanged.
2. For illustrative purposes only and based on the bases and assumptions set out in paragraph C8 of the Circular, assuming that the KMC Capital Restructuring was effected as at 1 January 2023, KMC would have contributed approx. S$23.8 million in Distributable Income to KIT for the financial year ended 31 December 2023. The actual contribution from KMC to the Distributable Income of KIT for the financial year ended 31 December 2023 is nil. This is because the External Facility commenced amortisation on 30 June 2023, and the cashflows generated by KMC in the financial year ended 31 December 2023 were not sufficient to cover both the KMC Notes interest payment and the amortisation of the External Facility. This effectively negated any Distributable Income received by KIT from KMC through the interest payments on the KMC Notes for the financial year ended 31 December 2023. Please refer to paragraphs C2 and C8.1 of the Circular for further details.
3. Based on audited consolidated financial statements of the KIT Group for FY2023 and excludes effects of the capital optimisation at Ixom.

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# Growth and Value Creation

German Solar Portfolio



# Market Outlook

## Infrastructure: Driving Sustainable Development



### Resilient sector amid market turmoil..

- **Investor appetite for infrastructure assets is expected to remain strong** amid uncertain macro backdrop
- **Listed infrastructure has historically produced above-average returns in inflationary environment** with stronger inflation-linked cash flows and profitability



### … powered by the Energy Transition sector

- **US$4.6 trillion in global energy transition and grid investments** e.g. renewables, EV, carbon capture, are required annually between 2023 and 2030 for the world to get back on track to net zero[1]
- **Accelerate EV adoption**: Governments globally have introduced incentives and regulations to spur demand for EVs and curb transport-related emissions



### .. and transit towards the circular economy

- **Continued demand for waste to energy (WTE) and water desalination technologies**, underpinned by the growth in urban population, industrialisation, and climate change

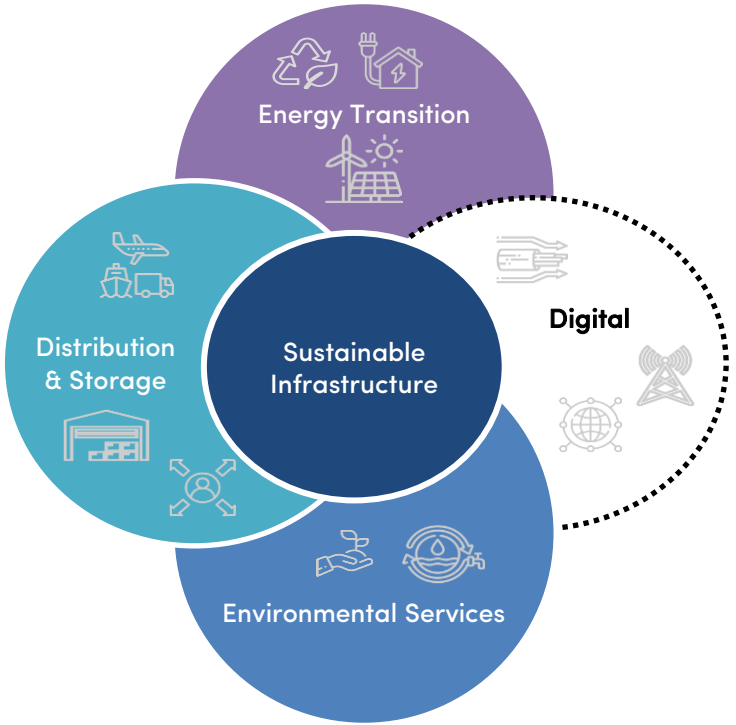
1. BloombergNEF estimates

# Continued Focus on Growth

## Leveraging on the Sustainable Infrastructure theme

1. **Focus on developed markets in APAC and Europe;** opportunistic for the rest of the world
2. **Optimise portfolio through asset recycling,** unlocking value to **grow evergreen portfolio**
3. **Leveraging Sustainable Infrastructure theme** for growth:
   - Energy Transition & Climate Change
   - Rapid urbanisation & ageing population
   - Digitalisation

- **Actively pursue third party evergreen businesses and yield-accretive investments**




**Near-term pipeline**



Acquire 100% economic interest in **Keppel Marina East Desalination Plant**



**European Onshore Wind Farm** pipeline: 6 consented projects (486 MW)[1] and 8 additional projects (660MW)[1]



Potential investment in **up to 1 GW** of Jinko Power's **solar farm and energy storage projects**

1. As of 31 Dec 2023. Consented projects are pipeline projects that obtained all permits. Additional projects include other onshore wind development projects in Sweden or the UK owned and controlled directly or indirectly 100% by FORAS which have a reasonable prospect of reaching FID within 5 years from the entry into the Subscription Agreement.

# Value Creation a Key Differentiation for KIT

## Driving growth of businesses through focused portfolio optimisation plans






### IXOM

**February 2019 Ixom Acquisition**

| FY 2019 EBITDA | EBITDA growth | FY 2023 EBITDA |
|---|---|---|
| A$130.2m[1] | ▲52% | A$197.7m[1] |

- Strengthened market leading position: 7 bolt-on acquisitions and 3 non-core divestments
- Realised revenue and cost synergies
- Completed refinancing: Strong demand with facility upsized to ~A$1.04b

### City Energy

**New strategy and rebranding in 2021**

| FY 2021 EBITDA | EBITDA growth | FY 2023 EBITDA |
|---|---|---|
| S$47.4m | ▲72% | S$81.3m[2] |

- Built new growth engines: EV charging and smart home solutions
- Entered new market with the acquisition of Tan Soon Huah LPG business
- Completed refinancing into a sustainability-linked loan upsized to $400m

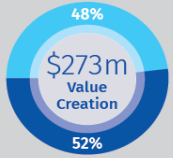
### Philippine Coastal Storage & Pipeline Corporation

**January 2021 Acquisition**

| FY 2021 EBITDA | EBITDA growth | FY 2023 EBITDA |
|---|---|---|
| US$24.7m | ▲40% | US$34.4m |

- Success in renewals and secured new customers: Increased utilisation from 66% to almost 100%
- Implemented new pricing strategy to drive revenue and enhance margins
- On-going tank storage capacity expansion works

$131m
**Ixom: Special distribution to Unitholders**




$142m
**City Energy: To partially fund FY 2022 Acquisition**

**Improve Asset Performance** | **Business Optimisation** | **Realise Greater Synergies**

| City Energy | Ixom | Philippine Coastal Storage & Pipeline Corporation | Eco Management Korea |
|---|---|---|---|
| • Position City Energy as a key importer for green hydrogen, and accelerate transition to green hydrogen<br>• Grow new businesses in solar, EV charging, and LPG business | • Further sharpen business<br>• Pursue bolt-on opportunities<br>• Leverage on strategic assets to grow market share<br>• Enhance supply chain and increase customer stickiness | • Expanding within and outside Subic Bay to meet demand<br>• Enhance utilisation and minimise excess capacity<br>• Tap on positive pricing opportunities | • Drive growth through bolt-on acquisitions<br>• Sharpen liquids business and improve waste mix<br>• Securing designated waste licenses to improve pricing |

[1] Based on Ixom's full year results for their financial year ended 30 September, excluding one-off cost and lease adjustments.
[2] Exclude one-off acquisition related cost and unrealised exchange gain.

# Drawing on Keppel's Deep Engineering and Operating Capabilities

## Operator-oriented DNA: Strong emphasis on value-adding and active management

# Global Solutions

Leveraging Keppel's strong technical expertise and proven operating capabilities to provide solutions for the world's most pressing challenges

# 30 years'

Infrastructure investment, development and management track record

## Energy Infrastructure

- Developer of Singapore's 1st independent power project, Keppel Merlimau Cogen (1.3GW)
- ~2.6GW renewable energy portfolio[1]
- Developing Singapore's 1st hydrogen-ready advanced CCGT (600MW)
- Keppel's Infrastructure Division is a pioneer retailer of gas and electricity in Singapore
- EV charging solutions provider in Singapore
- Keppel's Infrastructure Division is the 1st and largest district cooling systems developer and service provider in Singapore

## Environmental Infrastructure

Water Reuse & Wastewater Solutions

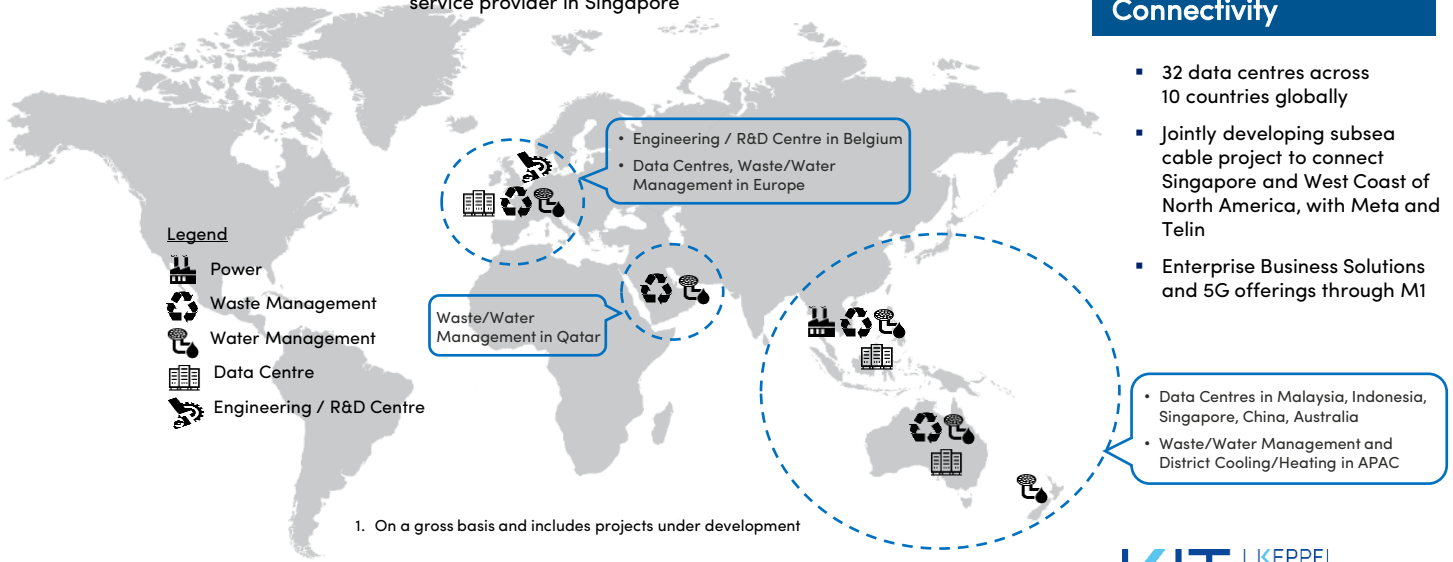
- Extensive range of wastewater treatment and water recycling solutions for all types of municipal and industrial effluent
- Water treatment production capacity of over 300,000m³/day

Waste-to-Energy (WTE)

- >100 WTE projects & 150 WTE lines across 17 countries and 4 continents
- ~40% of Singapore's municipal incinerable waste

## Connectivity

- 32 data centres across 10 countries globally
- Jointly developing subsea cable project to connect Singapore and West Coast of North America, with Meta and Telin
- Enterprise Business Solutions and 5G offerings through M1




1. On a gross basis and includes projects under development

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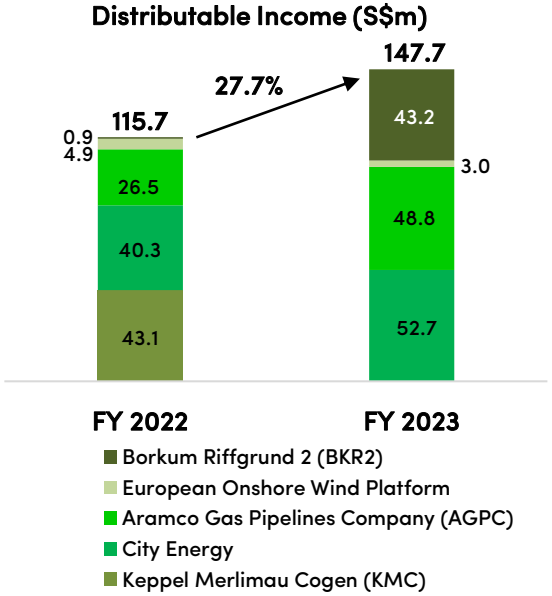
# Additional Information

# Financial Performance at a Glance

## Achieved Record EBITDA for City Energy, Ixom and Philippine Coastal

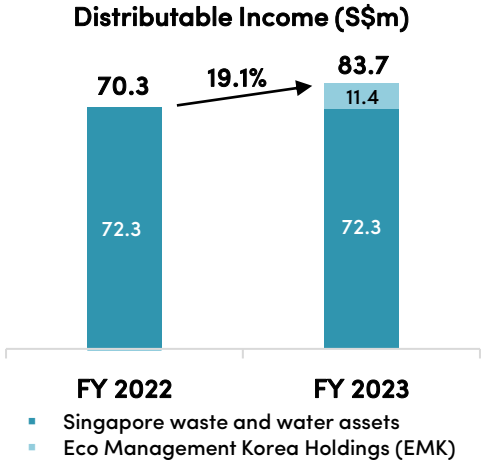
### Energy Transition

- Higher DI contributed by AGPC and wind farm assets, and the favourable fuel over recovery at City Energy
- KMC's full year computed DI negated by mandatory debt amortisation in Jun 2023



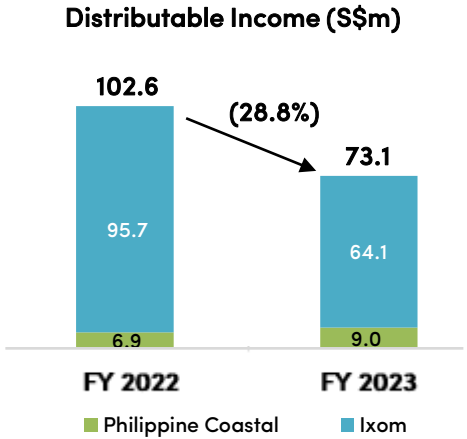

### Environmental Services

- Higher DI supported by full year contribution from EMK with higher price and volume for landfill business, and higher utilisation of incineration capacity




### Distribution & Storage

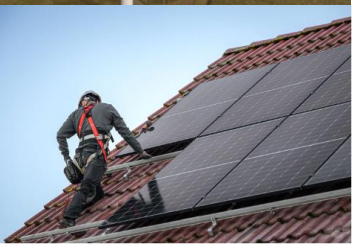
- Ixom's EBITDA in AUD up by 5%; lower DI due to one-off refinancing related fees, higher interest expenses, capex and taxes, and AUD translation effects
- Higher DI from Philippine Coastal with higher utilisation and pricing



# Business Updates: Energy Transition







- **City Energy**
  - Expanded product offerings with the acquisition of TSH's LPG business, the second largest LPG cylinder distributor in Singapore, allowing City Energy to grow into a new market
  - Exclusive rights to extend EV charging services to ~20,000 carpark lots in private residential and mixed developments
  - Higher income from mandatory annual gas inspections following 2023 Gas Act amendment
- **KMC:** Lower availability of 95.8% due to unplanned outage; operations resumed in Dec 2023
- **BKR2:** Granted additional capacity of 26 MW; output capacity to increase to 486MW with upgrading works
- **European Onshore Wind Platform:** Achieved commercial operations of Fäbodliden II (17 MW) in Dec 2023
- **German Solar Portfolio:** Completed first closing comprising 53,500 installed solar panel systems in Jan 2024; remaining 6,500 systems to be completed by Jun 2024 in phases. Total Generation Capacity of 585 MW when completed
- **Aramco Gas Pipelines Company:** Demand underpinned by economic growth and favourable demographics as part of the Kingdom of Saudi Arabia's efforts to reduce carbon emissions

# Business Updates: Environmental Services



- **EMK**
  - Maintained high availability and full utilisation of incineration capacity
  - Higher volume for landfill business: Secured new contracts from blue chip customers
  - Seeking growth opportunities through accretive bolt-on acquisitions
- **Singapore waste and water assets**
  - Fulfilled all contractual obligations
  - Extended concession of the Senoko WTE Plant with Singapore's National Environment Agency (NEA) for 3 years with an option to further extend by up to another year: DI contribution will not be significant as KIT is only funding a small portion of the refurbishment capex
  - Ongoing discussions with regulators to explore the extension of the Singspring Desalination plant

# Business Updates: Distribution & Storage



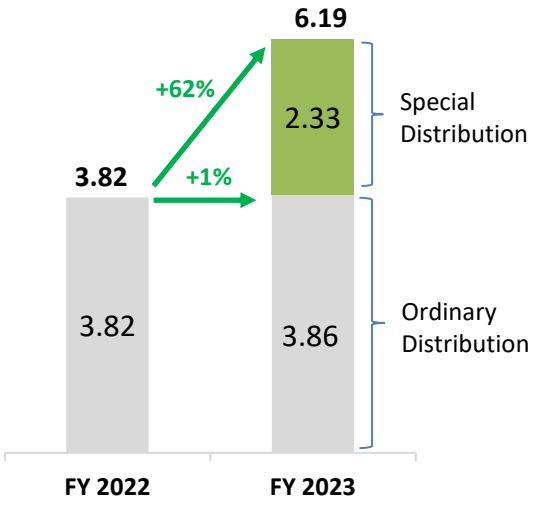


- **Ixom**
  - Strong volume and pricing across coagulants, caustic and sodium hypochlorite in Australia
  - Increased volume from the industrial and dairy segments of the New Zealand business
- **Philippine Coastal**
  - Tank utilisation rate of almost 100% as at end-Dec 2023, underpinned by increased demand and robust outlook
  - Secured renewal of a major customer contract at attractive pricing for 4 years with option to extend for another 5 years
  - Execution of new pricing strategy to drive revenue and enhance margins
  - Tank storage capacity expansion works on track for completion by 2H 2024

# Distributable Income

## Record DPU for FY 2023

**Distribution Per Unit (cents)**




| S$'000 | 2H 2023 | 2H 2022 | +/(-) % | FY 2023 | FY 2022 | +/(-) % |
|---|---|---|---|---|---|---|
| **Energy Transition** | 50,034 | 78,916 | (36.6) | 147,706 | 115,667 | 27.7 |
| - City Energy | 20,545 | 26,506 | (22.5) | 52,730 | 40,274 | 30.9 |
| - Aramco Gas Pipelines Company | 18,200 | 26,533 | (31.4) | 48,817 | 26,533 | 84.0 |
| - KMC[1] | - | 20,132 | NM | - | 43,115 | NM |
| - European Onshore Wind Platform | 501 | 4,875 | (89.7) | 3,005 | 4,875 | (38.4) |
| - BKR2 | 10,788 | 870 | >100.0 | 43,154 | 870 | >100.0 |
| **Environmental Services** | 44,861 | 32,827 | 36.7 | 83,728 | 70,291 | 19.1 |
| - Singapore waste and water assets | 36,546 | 34,806 | 5.0 | 72,296 | 72,270 | - |
| - EMK | 8,315 | (1,979) | NM | 11,432 | (1,979) | NM |
| **Distribution & Storage** | 31,521 | 58,980 | (46.6) | 73,092 | 102,610 | (28.8) |
| - Ixom | 27,032 | 55,841 | (51.6) | 64,134 | 95,678 | (33.0) |
| - Philippine Coastal | 4,489 | 3,139 | 43.0 | 8,958 | 6,932 | 29.2 |
| **Asset Subtotal** | 126,416 | 170,723 | (26.0) | 304,526 | 288,568 | 5.5 |
| **Corporate[2]** | (73,713) | (35,798) | >100.0 | (118,932) | (66,075) | 80.0 |
| **Ixom Capital Optimisation[3]** | 131,164 | - | NM | 131,164 | - | NM |
| **Distributable Income** | 183,867 | 134,925 | 36.3 | 316,758 | 222,493 | 42.4 |

1. KMC's full year computed DI is negated by the mandatory debt repayment in Jun 2023.
2. Comprises Trust expenses and distributions paid/payable to perpetual securities holders, management fees and financing costs. The higher costs were due to higher management fees from the capital optimisation of $131.2m in the Group's 2H2023 Distributable Income, the issuance of the Series 4 Medium Term Notes in May 2022 and draw down of equity bridge loans to fund the acquisitions of EMK and BKR2 in 2H 2022.
3. Including capital optimisation at City Energy, total value creation proceeds will be $273m.

# Balance Sheet

## Building a strong balance sheet to support growth plans

| Balance Sheet (S$'m) | 31 Dec 2023 | 31 Dec 2022 |
|---|---|---|
| Cash | 482.6 | 535.7 |
| Borrowings | 2,717.0 | 2,907.2 |
| Net debt | 2,234.4 | 2,371.5 |
| Total assets | 5,601.1 | 5,962.8 |
| Total liabilities | 3,828.2 | 4,055.6 |

**Net gearing**
39.9%

**Debt headroom**
~$549m[1]

**Net Debt/EBITDA**
5.0x

**Fixed and hedged debt**
~83%[2]

**Undrawn committed credit facilities**
$478m

**Interest Coverage Ratio (MTN)**
14.7x

**Weighted average interest rate**
4.25%

**Weighted average term to maturity**
Approx. 3.3 years for debt profile

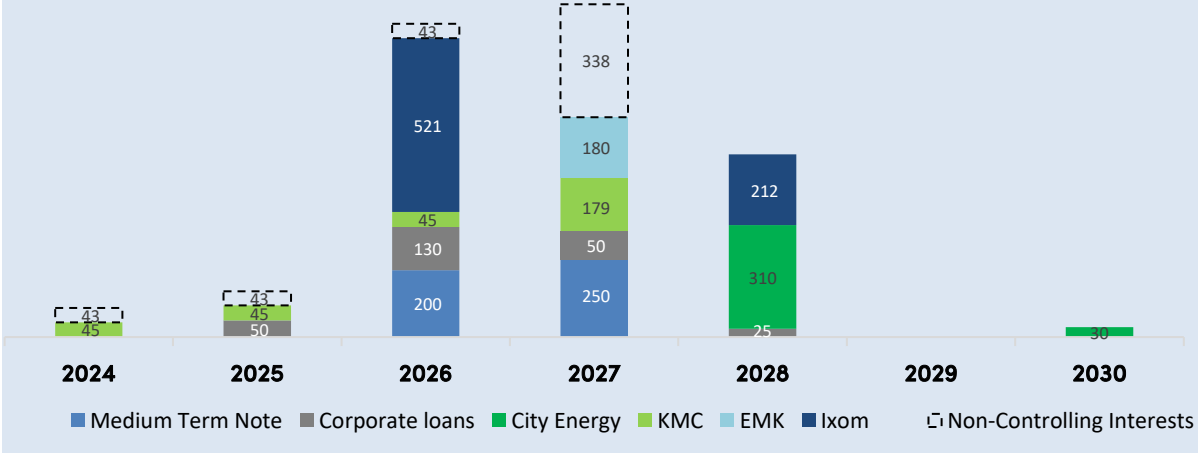
1. Up to 45% (internal cap) gearing level; Unlike REITs, there are no restrictions on gearing for Business Trusts
2. A 100bps change in interest rate would have a ~1.5% impact to FY 2023's Distributable Income

# Capital Management

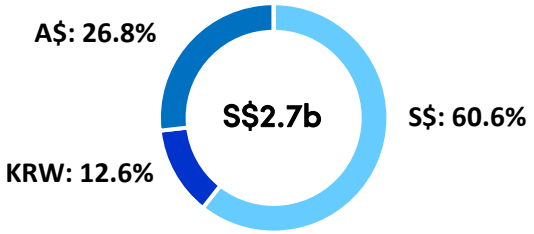
## Well-diversified debt maturity profile with healthy capital management metrics

- Obtained $100m in corporate loan facilities in 4Q 2023 to support 2024 acquisitions
- Reviewing KMC's capital structure to allow the plant to resume contributions to KIT
- Mitigating impact of currency fluctuations: 67% foreign currency distributions hedged

**Debt Maturity Profile[1]**
as at 31 Dec 2023 (S$'m)




**Debt Breakdown by Currency**
as at 31 Dec 2023



# Sustainability at the Core

## On track to achieve ESG targets

- Progressing on decarbonisation roadmap with reduction in carbon emissions intensity and increased exposure to renewables; continue to promote workplace diversity and develop human capital

**Carbon Emissions Intensity[1]**
↓36%
Vs 30% reduction target by 2030 from 2019 base year

**Board ESG Committee**
Leadership Commitment
Formed in 2022

**Volunteering Hours[2]**
>900 hours
Vs 500 hours target and 2022's >1,000 hours

**Exposure to Renewables[2]**
19%
Vs 25% AUM target by 2030; up from 10% in end-2022

**Contractual Obligations**
100%
Maintained 100% target with no major disruptions

**Female Diversity on Board**
33%
Vs 30% target; no change from 2022

**Regulatory Non-compliance**
Zero
- Environmental laws/regulations
- Physical security breaches

**Employee Engagement score**
>75%
Maintained above 75% target

**Training Hours**
28 hours
Above 20 hours target and 2022's 23 hours

1. Excluding capital optimisation gains and associated management fees in FY 2023, KIT's reduction in carbon emissions intensity from 2019 would be 7%.
2. As part of Keppel Fund Management and Investment.

# Portfolio Overview as at 31 Dec 2023

| | | Description | Customer | Source of cash flows | Total Assets[1] (S$'m) |
|---|---|---|---|---|---|
| Energy Transition |  **City Energy** | Sole producer and retailer of piped town gas; expanded into LPG business, as well as EV charging and smart home solutions | > 900,000 commercial and residential customers | Fixed margin per unit of gas sold, with fuel and electricity costs passed through to consumers | 2,918.6 |
| |  **Keppel Merlimau Cogen** | 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 | |
| |  **Aramco Gas Pipelines Company** | Holds a 20-year lease and leaseback agreement over the usage rights of Aramco's gas pipelines network | 20 years quarterly tariff from Aramco, one of the largest listed companies globally (A1 credit rating) | Quarterly tariff payments backed by minimum volume commitment for 20 years with built-in escalation | |
| |  **European Onshore Wind Platform** | Four wind farm assets in Sweden and Norway with a combined capacity of 275 MW | Local grid | Sale of electricity to the local grid | |
| |  **BKR2** | A 491 MW operating offshore wind farm located in Germany | 20-year power purchase agreement with Ørsted till 2038 | Operates under the German EEG 2014 with attractive Feed-in-Tariff and guaranteed floor price till 2038 | |
| |  **German Solar Portfolio** | Over 60,000 bundled solar PV systems[2] with a projected combined generation capacity of 585 MW | 20-year lease contracts with German households | Receive fixed monthly rental fees for rental of solar PV systems | Purchase price[3]: €109m (S$159m) |

1. Based on book value as at 31 December 2023.
2. Including systems under development.
3. Purchase consideration exclude acquisition and transaction costs.

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# Portfolio Overview as at 31 Dec 2023

| | | | Description | Customer | Source of cash flows | Total Assets[1] (S$'m) |
|---|---|---|---|---|---|---|
| Environmental Services |  | **Senoko WTE Plant** | Waste-to-energy plant with 2,310 tonnes/day waste incineration concession | NEA, Singapore government agency - concession until 2027 with option for up to 1-year extension (Singapore - AAA credit rating) | Fixed payments for availability of incineration capacity | 1,159.4 |
| |  | **Tuas WTE Plant** | Waste-to-energy plant with 800 tonnes/day waste incineration concession | NEA, Singapore government agency - concession until 2034 (Singapore - AAA credit rating) | Fixed payments for availability of incineration capacity | |
| |  | **Ulu Pandan NEWater Plant** | One of Singapore's largest NEWater plants, capable of producing 148,000m$^3$/day | PUB, Singapore government agency - concession until 2027 (Singapore - AAA credit rating) | Fixed payments for the provision of NEWater production capacity | |
| |  | **SingSpring Desalination Plant** | Singapore's first large-scale seawater desalination plant, capable of producing 136,380m$^3$/day of potable water | PUB, Singapore government agency - concession until 2025 (land lease till 2033) (Singapore - AAA credit rating) | Fixed payments for availability of output capacity | |
| |  | **EMK** | Leading integrated waste management services player in South Korea | Variety of customers including government municipalities and large industrial conglomerates | Payments from customers for delivery of products and provision of services based on agreed terms | |
| Distribution & Storage |  | **Ixom** | Manufacturer and distributor of water treatment chemicals, industrial and specialty chemicals in Australia and New Zealand | Over 30,000 customers comprising municipals and blue-chip companies | Payments from customers for delivery of products and provision of services based on agreed terms | 1,358.5 |
| |  | **Philippine Coastal** | Largest petroleum products storage facility in the Philippines, located in the Subic Bay Freeport Zone | Blue-chip customers | USD-denominated "take-or-pay" contracts | |

1. Based on book value as at 31 December 2023

# Thank You

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