



Disclaimer



This presentation on a-iTrust's results for the quarter ended 30 September 2017 ("2Q FY17/18") should be read in conjunction with a-iTrust's quarterly results announcement, a copy of which is available on www.sgx.com or www.a-iTrust.com.

This presentation may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of 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 other developments or companies, shifts in expected levels of property rental income and occupancy rate, changes in operating expenses (including employee wages, benefits and training, property expenses), governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. Investors are cautioned not to place undue reliance on these forward-looking statements.

All measurements of floor area are defined herein as "Super Built-up Area" or "SBA", which is the sum of the floor area enclosed within the walls, the area occupied by the walls, and the common areas such as the lobbies, lift shafts, toilets and staircases of that property, and in respect of which rent is payable.

The Indian Rupee and Singapore Dollar are defined herein as "INR/₹" and "SGD/S\$" respectively.

Any discrepancy between individual amounts and total shown in this presentation is due to rounding.

Awards



The Edge Billion Dollar Club 2017

Winner of "Fastest Growing Company¹", "Most Profitable Company²" and "Best in Sector³" for the REIT sector.

STOCK NAME	OVERALL SCORE	3-YEAR ANNUALISED RETURN		3-YEAR ANNUALISED NET PROFIT GROWTH		3-YEAR WEIGHTED RETURN ON EQUITY	
		%	SCORE	%	SCORE	%	SCORE
Ascendas India Trust	20.7	20.22	20	36.13	21	8.54	21
Mapietree Industrial Trust	19.3	17.10	19	-0.81	19	8.37	20
Ascendas Real Estate Investment Trust	17.3	10.73	15	0.77	20	6.97	16
Mapletree Commercial Trust	16.5	14.56	18	-1.32	18	6.53	13
Mapletree Logistics Trust	14.3	8.70	13	-2,10	17	6.52	12
Parkway Life Real Estate Investment Trust	13.6	6.38	7	-2.20	16	7.28	17
CapitaLand Retail China Trust	12.5	8.88	14	-7.09	14	6.13	9
First Real Estate Investment Trust	12.0	13.92	17	-30.04	3	8.05	19
CapitaLand Mall Trust	11.4	7.00	8	-6.51	15	6.38	10
Lippo Malis Indonesia Retail Trust	11.4	8.52	12	-28.03	6	7.70	18
Frasers Centrepoint Trust	10.0	12.20	16	-24.58	7	6.12	8
CapitaLand Commercial Trust	9.4	7.25	9	-11.39	13	5.02	5
Starhill Global REIT	8.8	4.95	5	-13.13	10	6.39	11
Suntec Real Estate Investment Trust	8.6	8.09	11	-12.21	11	4.64	3
Ascott Residence Trust	8.4	5.08	6	-11.77	12	5.29	6
Frasers Commercial Trust	8.3	7.87	70	-23.92	8	6.02	7
Fortune Real Estate Investment Trust	8.2	20.30	21	-29.89	4	3.82	1
CDL Hospitality Trusts	6.8	2.11	2	-29.41	5	6.79	14
OUE Hospitality Trust	5.8	3.08	3	-39.96	1	6.84	15
Keppel REIT	5.4	3.47	- 4	-22.36	9	4.55	2
Far East Hospitality Trust	2.3	-3.69	1	-39.85	2	4.85	4



Share price returns sourced from Bloomberg and in company's quoted currency

Net profit and return on equity data sourced from AbsolutelyStocks

Companies that qualify based on Market Capitalisation rule sourced from AbsolutelyStocks

Refer to Methodology section for companies excluded







- 1. Computed as the compounded annual growth rate in Net Profit After Tax over three years.
- 2. Computed by assigning a 50% weighting to FY2016 ROE, 30% weighting to FY2015 ROE and 20% weighting to FY2014 ROE. For the REIT sector, Income Available for Distribution is used in the computation of the ROE.
- 3. A 30% weight is assigned to a company's "Three-year Annualised Return", 40% to "Three-year Annualised Net Profit Growth" and 30% to "Three-year Weighted Return on Equity". The results are then summed up to compute the overall score.



Introduction to a-iTrust

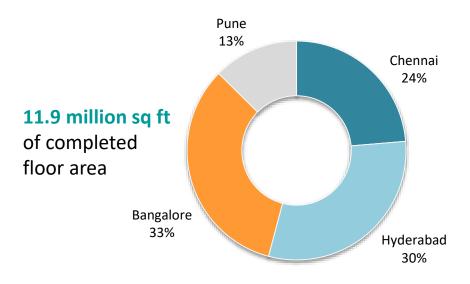


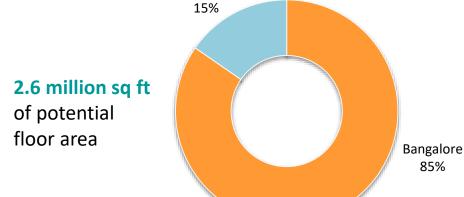
Our presence



- International Tech Park Bangalore
- Chennai ·
- International Tech Park Chennai
- CyberVale

- The V
- CyberPearl
- aVance Business Hub





Chennai

85%

World class IT parks



Our product



Modern IT Parks built to international specifications & standards.

Award winning properties

- ITPB: 2012 FIABCI Prix d'Excellence Award Gold Winner, Industrial Category
- ITPC: 2013 FIABCI Prix d'Excellence Award Gold Winner, Industrial Category

International business lifestyle

Recreational activities



Extensive amenities

- Gymnasiums and fitness facilities
- Food courts and restaurants
- Banks and ATMs
- Clinics and pharmacies
- Retail shops

Key safeguarding provisions



Our structure

a-iTrust is a business trust that has voluntarily adopted the following SREIT restrictions:

Permissible investment	Adheres to Property Fund Appendix's definition of allowable investments	
Investment restriction	Invests at least 75% of the Trust property in income-producing real estate	
Development limit	20% of Trust property	
Distributable income	Minimum 90% to be distributed	
Tax-exempt distributions	Distributions exempt from Singapore tax	
Gearing limit	45%	

Corporate awards

- Merit winner of Singapore Corporate Governance Award twice
- Winner of "Most Transparent Company", New Issue Category
- Winner of "Fastest Growing Company", "Most Profitable Company" and "Best in Sector" Awards (REIT category), The Edge Billion Dollar Club 2017

Ascendas-Singbridge Group



Our sponsor

- Ascendas-Singbridge Group undertakes urbanisation projects spanning townships, mixeduse developments and business/industrial parks.
- The group has a substantial interest in, and also manages three Singapore-listed funds:
 - Ascendas Reit
 - Ascendas India Trust; and
 - Ascendas Hospitality Trust.
- Ascendas-Singbridge is jointly owned by Temasek Holdings and JTC Corporation through a 51:49 partnership.
- The group has projects in 28 cities across 9 countries in Asia, including Australia, China, India, Indonesia, Singapore and South Korea.



Consistent growth

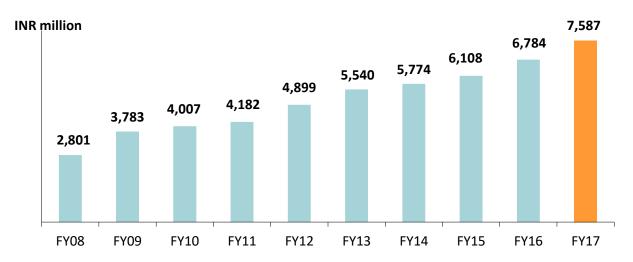


Our INR financial performance

Total property income



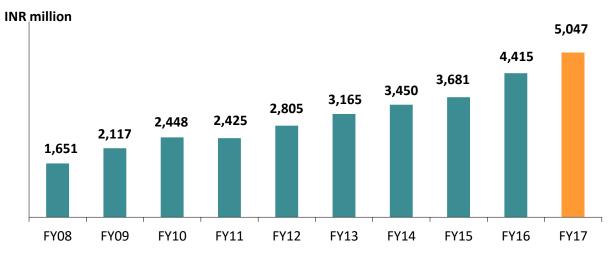
12% CAGR



Net property income



13% CAGR



Consistent growth

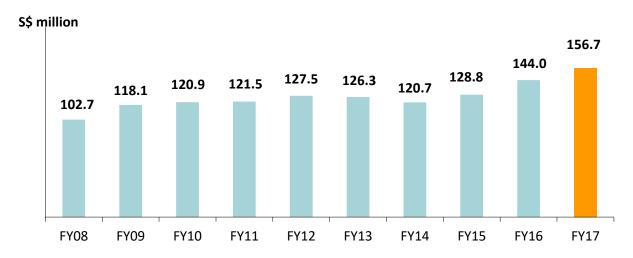


Our SGD financial performance

Total property income



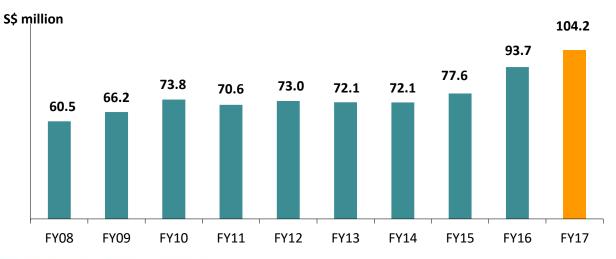
5% CAGR



Net property income

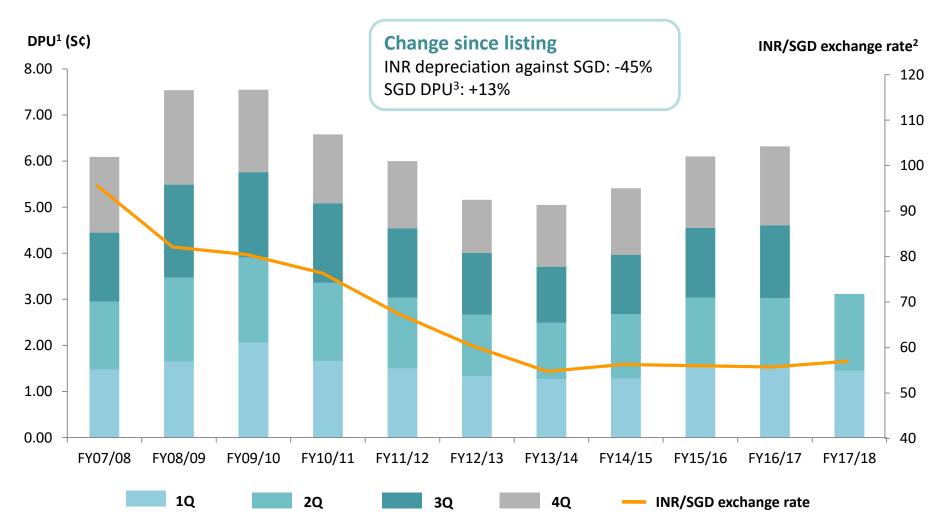


6% CAGR



Quarterly DPU since listing





- L. DPU (income available for distribution) refers to 100% of distributable income. 10% of distributable income was retained starting from 1Q FY12/13.
- 2. Average daily spot INR/SGD exchange rate for the period, pegged to 1 August 2007 using data sourced from Bloomberg.
- 3. 2Q FY17/18 DPU compared against 1Q FY07/08 DPU.

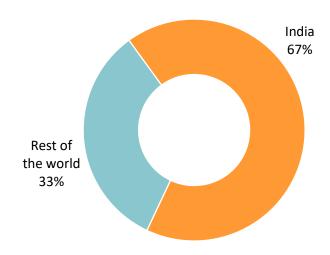
Content Market review

Global IT powerhouse



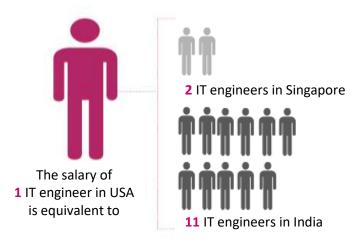
India's IT industry

Largest global IT sourcing destination¹



Most cost competitive IT sourcing destination²

IT engineer's salary

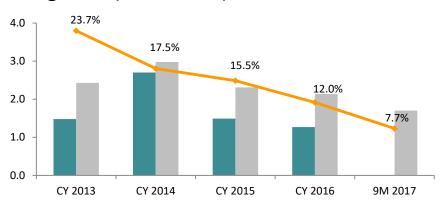


- 1. Source: India Brand Equity Foundation.
- 2. Source: September 2017 median salary from PayScale (provider of global online compensation data), converted into USD from local currencies using exchange rate from Bloomberg (30 September 2017).

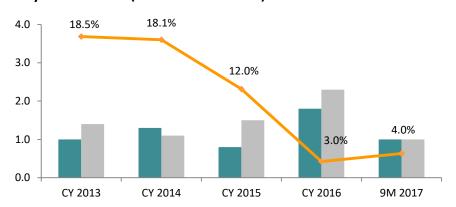
Office markets improving



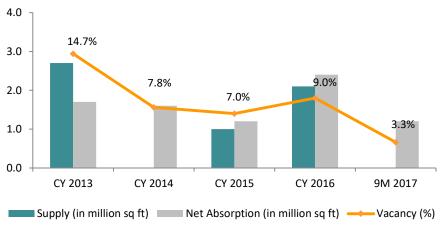
Bangalore (Whitefield)



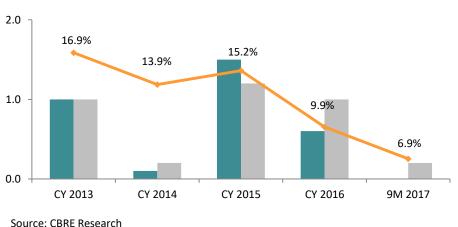
Hyderabad (IT Corridor I¹)



Chennai (OMR)



Pune (Hinjewadi)



Includes Hitec City and Madhapur.

Content

Operational review



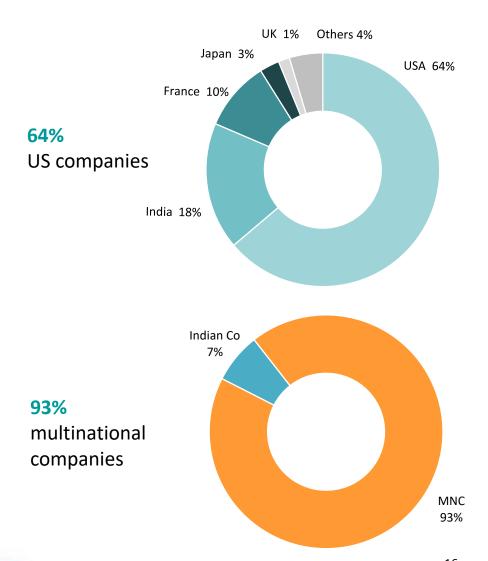
Top quality tenants



Tenant statistics

Top 10 tenants (in alphabetical order)		
1	Bank of America	
2	Cognizant	
3	IBM	
4	Mu Sigma	
5	Renault Nissan	
6	Societe Generale	
7	Tata Consultancy Services	
8	The Bank of New York Mellon	
9	UnitedHealth Group	
10	Xerox	





Diversified tenant base



Tenant statistics

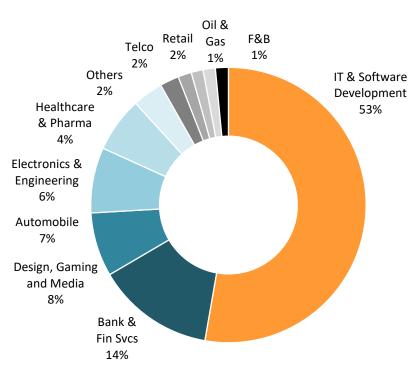
314 tenants

103,400 park employees

Largest tenant accounts for 6% of total base rent

Top 10 tenants accounts for 33% of total base rent

Diversified tenant industry

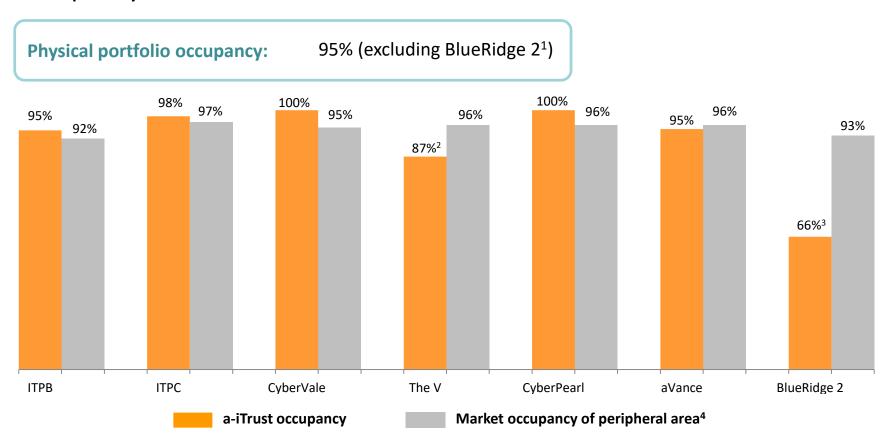


All information as at 30 September 2017.

Healthy portfolio occupancy



Occupancy statistics



All information as at 30 September 2017.

- 1. BlueRidge 2 was acquired in February 2017. Including BlueRidge 2, physical portfolio occupancy was 91%.
- 2. The V's committed occupancy was 97% as at 21 November 2017 as Atria building was 100% committed.
- 3. Does not include additional 3% of space under hard options and 4% of space under advanced discussions.
- CBRE market report as at 30 September 2017.

Spread-out lease expiry profile



Weighted average lease term:

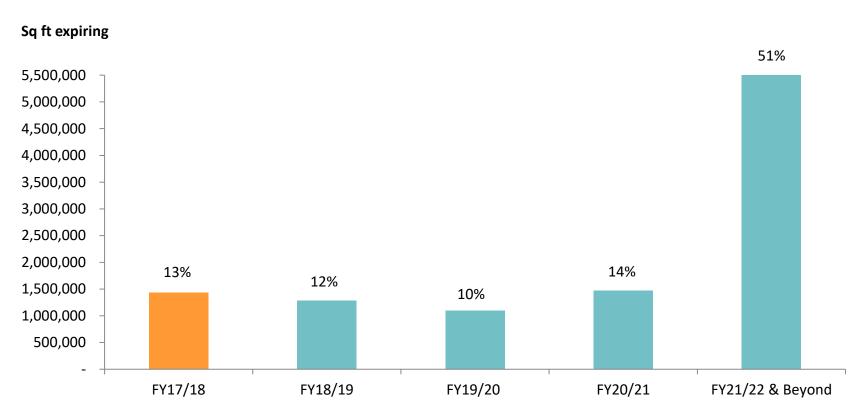
Weighted average lease expiry:

Retention rate:

6.5 years

4.4 years

71%¹



All information as at 30 September 2017.

1. For the period 1 April 2017 to 30 September 2017.

Content



Capital management



Overview

Currency hedging strategy

Balance sheet

- Trustee-Manager does not hedge equity.
- At least 50% of debt must be denominated in INR.

Income

- Income is repatriated semi-annually from India to Singapore.
- Trustee-Manager locks in the income to be repatriated by buying forward contracts on a monthly basis, tying six forward contracts to each semi-annual income repatriation.

Funding strategy

- The Trustee-Manager's approach to equity raising is predicated on maintaining a strong balance sheet by keeping the Trust's gearing ratio at an appropriate level.
- Trustee-Manager does not borrow INR loans onshore in India as it cost less to hedge SGD borrowings to INR-denominated borrowings using cross-currency swaps.

Income distribution policy

- To distribute at least 90% of its income available for distribution.
- a-iTrust retains 10% of its income available for distribution to provide greater flexibility in growing the Trust.

Conservative balance sheet



Key indicators

Indicator	As at 30 Sep 2017
Interest service coverage (EBITDA/Interest expenses)	3.5 times (1H FY17/18)
Percentage of fixed rate debt	93%
Percentage of unsecured borrowings	100%
Effective weighted average cost of debt	6.5% ¹
Gearing limit	45%
Available debt headroom	S\$426 million

Gearing: 30%

^{1.} Based on borrowing ratio of 69% in INR and 31% in SGD as at 30 September 2017.

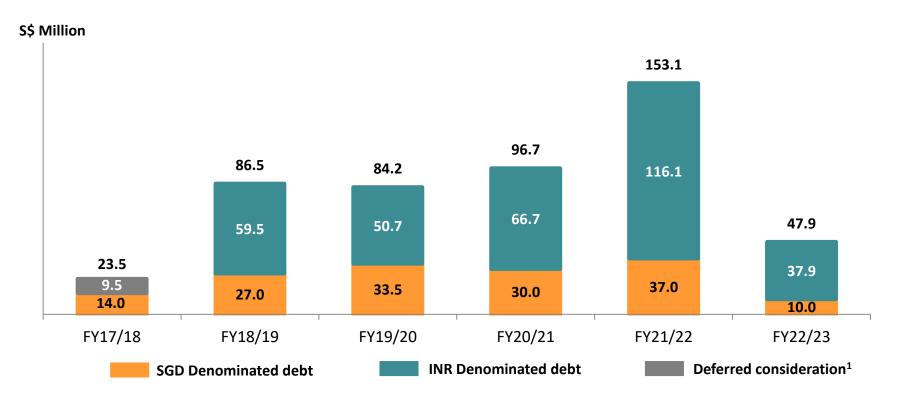
Debt expiry profile



Effective borrowings: \$\$492 million

Hedging ratio

INR: 69% SGD: 31%



Information as at 30 September 2017.

1. Deferred consideration refers to the remaining purchase consideration pertaining to the acquisition of (1) BlueRidge 2 in Pune and (2) aVance 4 in Hyderabad.

Content



Steady track record



Portfolio growth

Total developments:

4.4 million sq ft

Total acquisitions:

4.0 million sq ft

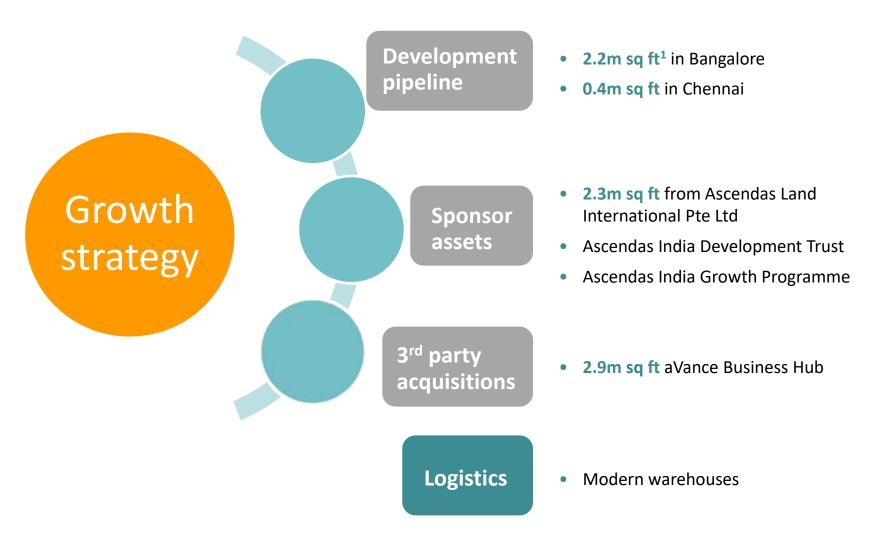
Floor area





Clear growth strategy



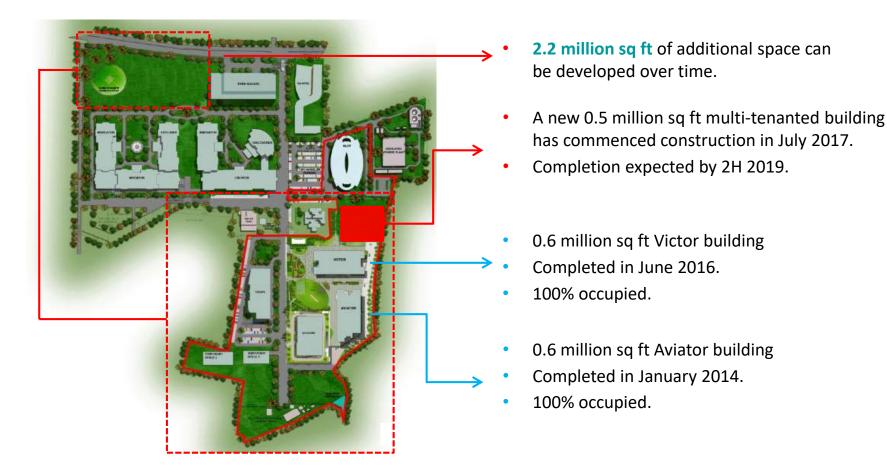


1. Includes building under construction.

Development: Bangalore pipeline



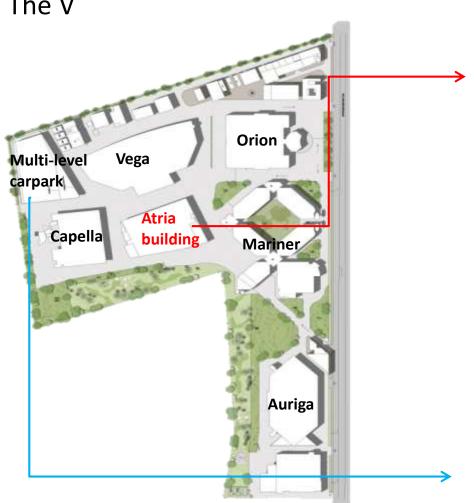
International Tech Park Bangalore



Development: Hyderabad pipeline







- **0.4 million sq ft** Atria building completed in September 2017.
- 100%¹ preleased.



- Multi-level car park with 660 parking lots.
- Completed in March 2016.

1. As at 21 November 2017.

Sponsor: Assets in India



Sponsor presence¹



Private funds managed by sponsor

- Ascendas India Development Trust
- Ascendas India Growth Programme
- 1. Excludes a-iTrust properties.

International Tech Park, Pune

- 2 phases comprising 1.3 million sq ft completed and leased to Synechron and Infosys
- Phase 3 of 0.6 million sq ft under construction
- Vacant land with remaining development potential of 0.4 million sq ft



3rd party: Acquiring third-party assets



Acquisition criteria



Investment criteria

- Location
- Tenancy profile
- Design
- Clean land title and land tenure
- Rental and capital growth prospects
- Opportunity to add value

3rd party: aVance Business Hub pipeline



Acquisition details

Site plan



Location	Hitec City, Hyderabad
Site area	25.7 acres/10.4 ha
Forward purchase of (5) & (6)1	1.76 million sq ft
ROFR ¹ to (7) - (10)	1.16 million sq ft

Right of first refusal

Investment details

aVance 1 & 2 (0.43 million sq ft)

Acquired in February 2012.

aVance 3 (0.68 million sq ft)

Acquired in July 2015.

aVance 4 (0.39 million sq ft)

Acquired in April 2017.

aVance 5 & 6 (1.76 million sq ft)

 a-iTrust has the right to acquire buildings, subject to required occupancy levels being met, amongst other conditions.

Logistics: Key initiatives



Sponsor a-iTrust

ASB partnership with Firstspace Realty

- Aims to deliver state-of-the-art logistics and industrial facilities across major warehousing and manufacturing hubs in India.
- Invests in projects focusing on development of logistics and factory spaces in key markets.
- Targets to develop close to 15 million sq ft of space over the next five to six years.
- Provides a-iTrust with a potential pipeline of quality warehouses in the future.

Binding agreements signed for Panvel warehouses

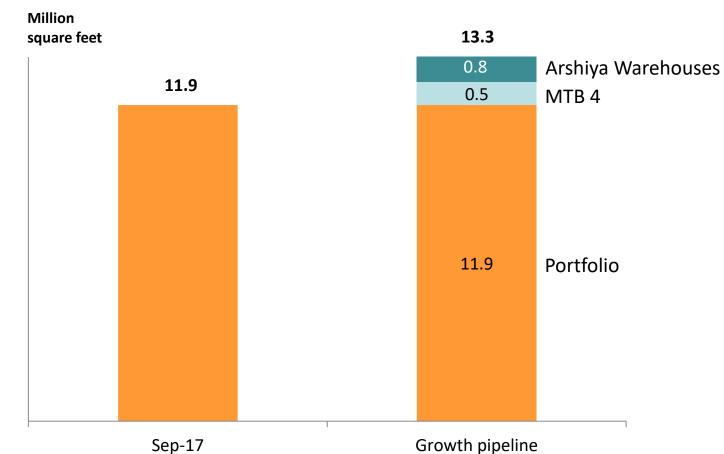
- Signed definitive agreements¹ with Arshiya
 Limited for the proposed acquisition of operating warehouses at Panvel, near Mumbai.
- The proposed acquisition includes six incomeproducing warehouses with a total floor area of 0.8 million sq ft.
- The indicative consideration comprises:
 - upfront payment of ₹4.3 billion (S\$91.4 million²); and
 - additional deferred consideration of up to ₹1.0 billion (S\$21.1 million²) to be paid over the next four years, linked to achievement of certain performance milestones.
- 1. The proposed acquisition is subject to the fulfilment of certain condition precedents.
- 2. Based on the exchange rate of S\$1: ₹47.5, for illustrative purposes.



Growth pipeline



Committed growth



Growth pipeline

Floor area

11%

Contact

James Goh, CFA

Head, Investor Relations & Asset Management
Ascendas Property Fund Trustee Pte Ltd
(Trustee-Manager of a-iTrust)

Office: +65 6774 1033

Email: james.goh@a-iTrust.com

Website: www.a-iTrust.com

Appendix



Glossary

Trust properties : Total assets.

Derivative financial instruments

: Includes cross currency swaps (entered to hedge SGD borrowings into INR), interest rate swaps and

forward foreign exchange contracts.

DPU : Distribution per unit.

: Earnings before interest expense, tax, depreciation & amortisation (excluding gains/losses from **EBITDA**

foreign exchange translation and mark-to-market revaluation from settlement of loans).

Effective borrowings : Calculated by adding/(deducting) derivative financial instruments liabilities/(assets) to/from gross

borrowings, including deferred consideration.

: Ratio of effective borrowings to the value of Trust properties. Gearing

ITES : Information Technology Enabled Services.

INR or ₹ : Indian rupees.

: Million. m

SGD or SS : Singapore dollars.

SBA

Super Built-up Area or : Sum of the floor area enclosed within the walls, the area occupied by the walls, and the common areas such as the lobbies, lift shafts, toilets and staircases of that property, and in respect of which

rent is payable.

2Q FY17/18 results



	2Q FY17/18	2Q FY16/17	Variance
SGD/INR FX rate ¹	47.2	49.6	(5%)
Total property income	₹2,177m	₹1,841m	18%
Net property income	₹1,492m	₹1,247m	20%
Income available for distribution	₹737m S\$15.6m	₹701m S\$14.1m	5% 10%
Income to be distributed	₹663m S\$14.1m	₹631m S\$12.7m	5% 10%
Income to be distributed	₹0.71	₹0.68	5%

- BlueRidge 2 and
- sions.
- er revenue.
- operty income by lower
- of income tion.

- Average exchange rates for the period. 1.
- 2. Distribution per unit.

1H FY17/18 results



	1H FY17/18	1H FY16/17	Variance
SGD/INR FX rate ¹	46.7	49.4	(5%)
Total property income	₹4,339m	₹3,618m	20%
Net property income	₹2,900m	₹2,411m	20%
Income available for distribution	₹1,363m S\$29.2m	₹1,391 m S\$28.2m	(2%) 4%
Income to be distributed	₹1,227m S\$26.2m	₹1,252 m S\$25.3m	(2%) 4%
Income to be distributed (DPU ³)	₹1.31 2.81¢	₹1.35 2.73¢	(2%) 3%

^{1.} Average exchange rates for the period.

^{2.} Refers to one-off settlement with a tenant at Park Square, ITPB as part of the on-going initiative to revamp and refresh the tenant mix of the mall.

^{3.} Distribution per unit.

Average currency exchange rate



Average exchange rates used to translate a-iTrust's INR income statement to SGD

1 Singapore Dollar buys	Jul	Aug	Sep
Indian Rupee			
2017	46.9	46.9	47.6
2016	49.8	49.8	49.3
SGD appreciation/(depreciation)	(5.6%)	(5.6%)	(3.3%)

1Q	2Q
46.3	47.2
49.3	49.6
(6.1%)	(4.8%)
	46.3 49.3

Note: These rates represent the average exchange rates between Indian Rupee & Singapore Dollar for the respective periods.

Balance sheet



As at 30 September 2017	INR	SGD
Total assets	₹77.60 billion	S\$1,614 million
Total borrowings	₹23.05 billion	S\$479 million
Deferred consideration ¹	₹0.46 billion	S\$9 million
Derivative financial instruments	₹0.14 billion	S\$3 million
Effective borrowings ²	₹23.65 billion	S\$492 million
Net asset value	₹37.83 per unit	S\$0.79 per unit
Adjusted net asset value ³	₹49.00 per unit	S\$1.02 per unit

- 1. Deferred consideration relates to the remaining purchase consideration on the acquisition of (1) BlueRidge 2 in Pune and (2) aVance 4 in Hyderabad.
- 2. Calculated by adding/(deducting) derivative financial instruments liabilities/(assets) to/from gross borrowings, including deferred consideration.
- 3. Excludes deferred income tax liabilities of ₹10.4 billion (S\$217 million) on capital gains due to fair value revaluation of investment properties.

Healthy growth in portfolio valuation



Property ^{1,2} (INR mil)	31 Mar	ch 2017	31 March 2016		
Property / (INK IIII)	Valuation	Cap rate	Valuation	Cap rate	Variance
International Tech Park Bangalore	25,000	9.75%³	23,761	9.75%³	5.2%
International Tech Park Chennai	14,704	9.75%	13,332	9.75%	10.3%
CyberVale, Chennai	2,768	10.75%	2,522	10.75%	9.8%
CyberPearl, Hyderabad	2,600	9.75%	2,384	9.75%	9.0%
The V, Hyderabad	9,378	9.75%	8,126	9.75%	15.4%
aVance Business Hub, Hyderabad	5,956	9.75%	5,637	9.75%	5.7%
BlueRidge 2, Pune	7,058	9.75%	-	-	+
Portfolio (in INR mil)	67,464	-	55,762	-	21.0%
Portfolio (in SGD mil)	1,444 ⁴	-	1,1385	-	26.9%
Portfolio - excluding BlueRidge 2 (in INR mil)	60,406	-	55,762	-	8.3%
Portfolio - excluding BlueRidge 2 (in SGD mil)	1,2934	-	1,1385	-	13.6%

- 1. The 2016 and 2017 independent market valuations were conducted by CBRE South Asia Pvt. Ltd..
- 2. The final value of the property is derived from an average of the discounted cash flows and income capitalisation method.
- 3. Refers to the cap rate for income stabilised office properties in ITPB.
- 4. Based on the exchange rate of S\$1: ₹46.7.
- 5. Based on the exchange rate of S\$1: ₹49.0.

World-class IT parks



Name	International Tech Park Bangalore	International Tech Park Chennai	CyberVale	CyberPearl	The V	aVance Business Hub	BlueRidge 2
City	Bangalore	Chennai	Chennai	Hyderabad	Hyderabad	Hyderabad	Pune
Site area	68.5 acres 27.9 ha	15.0 acres 6.1 ha	18.2 acres 7.4 ha	6.1 acres 2.4 ha	19.4 acres 7.7 ha	25.7 acres 10.4 ha	5.4 acres 2.2 ha
Completed floor area	4.0m sq ft ¹	2.0m sq ft	0.8m sq ft	0.4m sq ft ¹	1.7m sq ft	1.5m sq ft ¹	1.5m sq ft
Number of buildings	10	3	3	2	6	4	3
Park population	38,700	22,800	9,000	4,400	10,500	12,000	6,000
Land bank (development potential)	2.2m sq ft	-	0.4m sq ft	-	-	-	-

^{1.} Only includes floor area owned by a-iTrust.

Lease expiry profile



City	FY17/18	FY18/19	FY19/20	FY20/21	FY21/22 & Beyond	Total
Bangalore	556,000	367,500	214,500	488,400	2,133,300	3,759,700
Chennai	566,600	262,200	480,000	523,900	962,000	2,794,700
Hyderabad	314,300	657,600	403,800	464,000	1,427,400	3,267,200
Pune	-	-	-	-	990,200	990,200
Total	1,436,900	1,287,300	1,098,300	1,476,400	5,512,900	10,811,700

Note: Figures are expressed in square feet

3rd party: BlueRidge 2, Pune





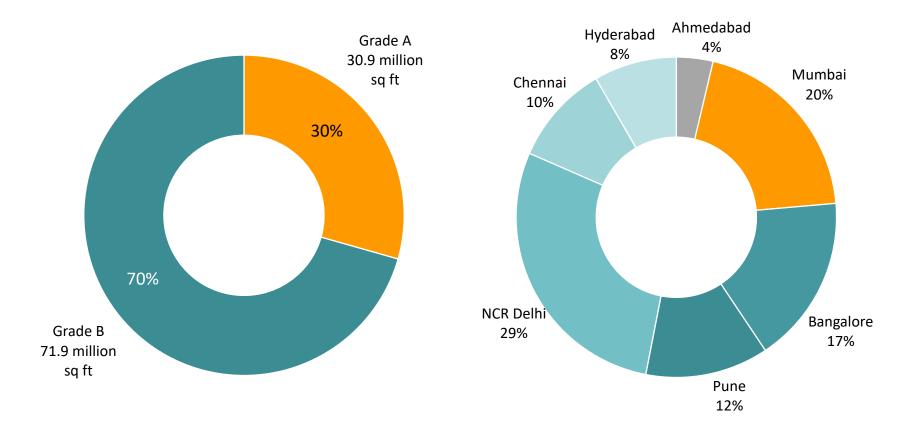
Location	Hinjewadi IT Park Phase II, Pune		
Floor area	1.50 million sq ft		
Acquisition date 1 February 2017			
Total acquisition price	Expected to not exceed ₹6.9 billion¹ (S\$147.3million²)		
Lease commitment	68.9% (Additional 3% of space under hard options and 4% of space under advanced discussions)		

- 1. Inclusive of additional deferred consideration that may be payable to vendor for incremental leasing commitments.
- 2. Converted into SGD using spot exchange rate at the time of investment/announcement.

Logistics: India warehouse overview



Grade A & B warehouse supply in top 7 Indian cities¹ (2016)

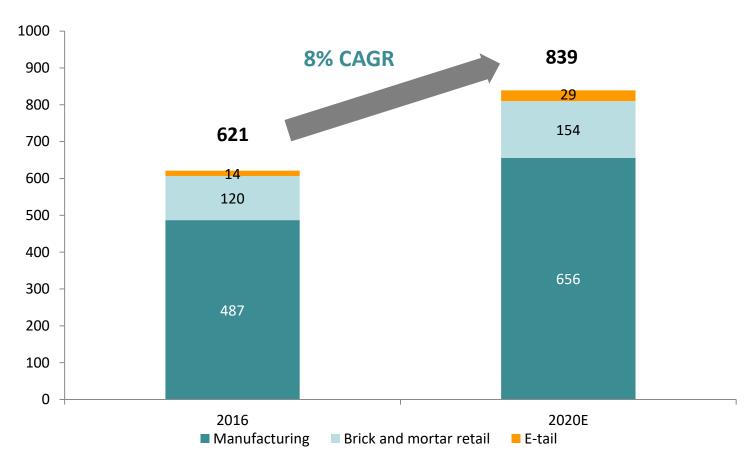


^{1.} Source: Jones Lang LaSalle Report 2017

Logistics: Growing demand for warehousing space



Warehousing space requirement in top 7 Indian markets¹ (million sq ft)



1. Consisting of Mumbai, NCR, Bengaluru, Chennai, Pune, Hyderabad and Ahmedabad; Source: Knight Frank Research

Logistics: Key demand drivers



- Rise of manufacturing sector
- Rapid progress under 'Make in India' campaign (e.g FDI increase in defence and railways; new plants announced by MNCs like Samsung, Apple, Hitachi, Huawei, Xiaomi, Foxconn)

- Retail & E-Commerce boom
- Warehousing requirements of the "E-tail" segment set to double from 14 million in 2016 to 29 million in 2020

- Government policies
- Initiatives such as Skill India and 100 Smart Cities are poised to strengthen economic growth

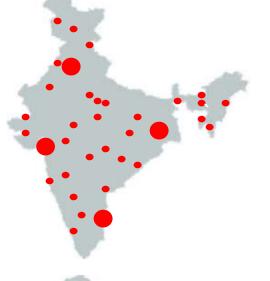
- GST implementation
- GST has been introduced since July 1, 2017 and is expected to lead to the simplification of the tax regime, leading to a more efficient supply chain

Source: Euromonitor, BCG, Goldman Sachs, Various Govt. ministries , Knight Frank and JLL Research

Logistics: Impact of Goods and Services Tax (GST)







- Multiple tax rates levied at different states.
- Companies have to locate warehouses in all the states that they operate in.
- Results in many small, fragmented warehouses located within state boundaries.

Post GST



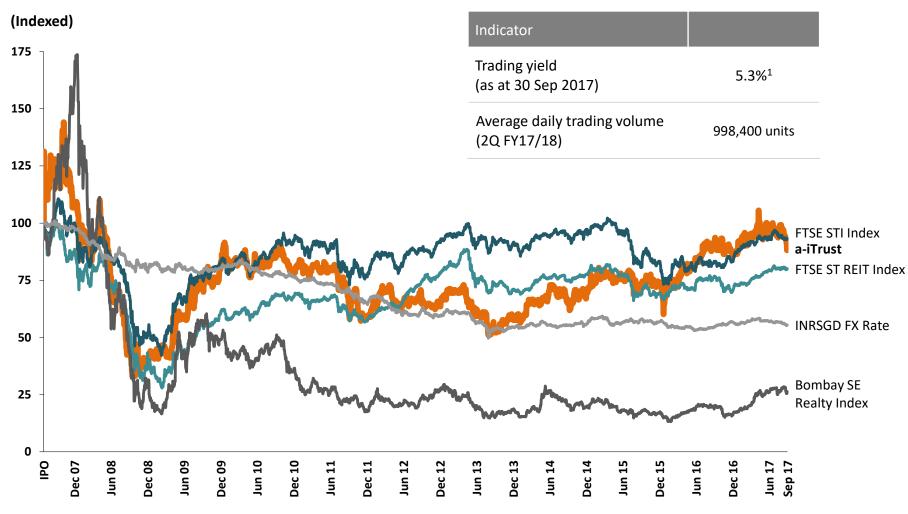
- GST consolidates several central and state taxes into a single tax.
- Smaller warehouses expected to consolidate into larger, regional warehouses.
- Companies likely to adopt "hub and spoke" distribution model for cost and operational efficiency.

Warehouse

Logistics hub

a-iTrust unit price versus major indices



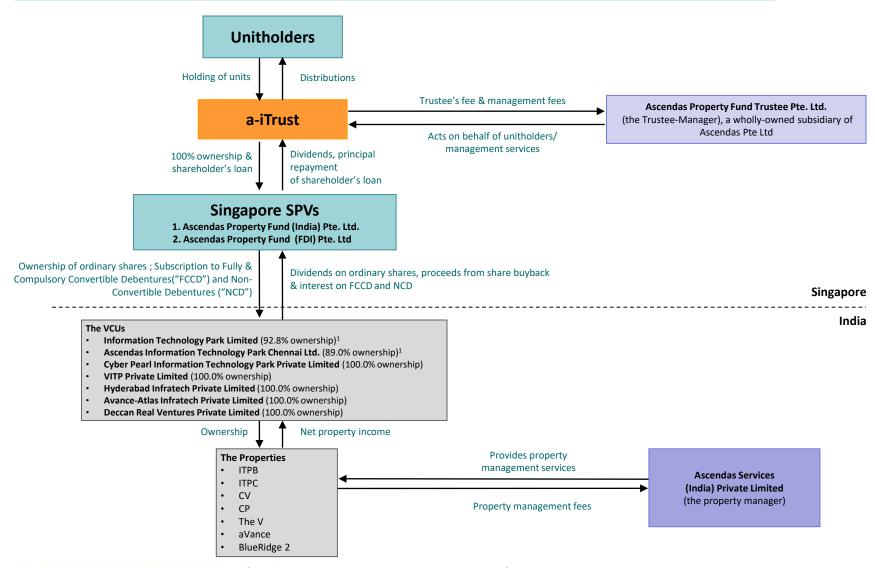


Source: Bloomberg

1. Trading yield based on annualised 1H FY17/18 DPU of 5.62 cents at closing price of \$\$1.065 per unit as at 30 September 2017.

Structure of Ascendas India Trust





1. Karnataka State Government owns 7.2% of ITPB & Tamil Nadu State Government owns 11.0% of ITPC.