



# ASCENDAS INDIA TRUST

Proposed acquisition of an operating warehouse at Khurja FTWZ, NCR  
13 March 2020

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**All measurements of floor area are defined herein as "Net Leasable Area" or "NLA", 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.**



# Overview

- TRUCK QUEUING ←
- CUSTOMS OFFICE 1 ↑
- PROCESSING ZONE ENTRY ↑
- VISITOR CENTER ↑
- VISITOR CAR PARKING ↑

BUS STOP

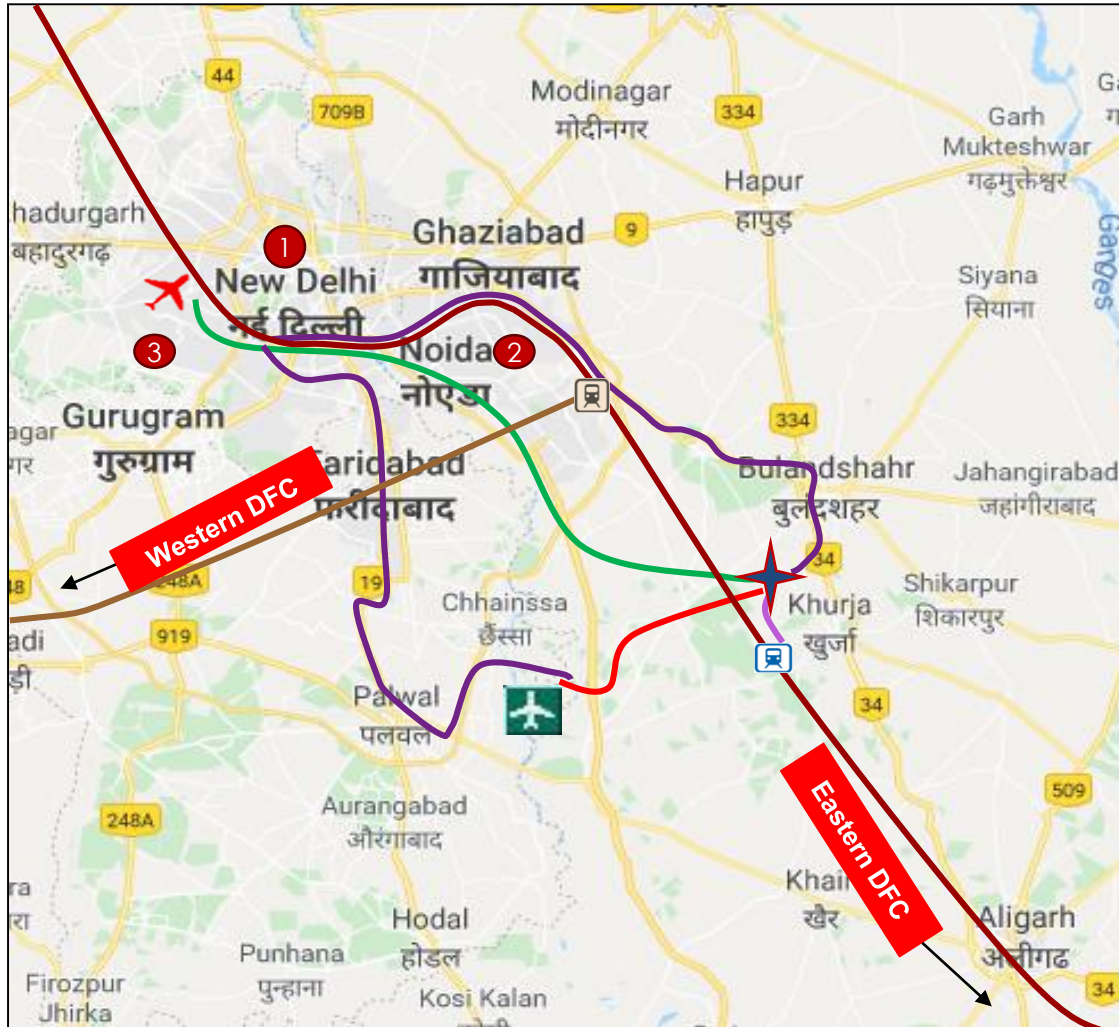
# Key Statistics

|                                     |  |
|-------------------------------------|--|
| <b>Location</b>                     | Khurja, NCR <sup>1</sup>   |
| <b>Vendor</b>                       | Arshiya Northern FTWZ Limited (“ANFL” / “Vendor”)  |
| <b>Land Area</b>                    | Approximately 127.0 acres land area for the Khurja FTWZ facility, out of which approximately 4.5 acres land area is allocated to the Warehouse |
| <b>Land Title</b>                   | Freehold Land  |
| <b>Project Type</b>                 | Free Trade Warehousing Zone (“FTWZ”)   |
| <b>Investment</b>                   | 1 Grade-A Warehouse  |
| <b>Total Leasable Area</b>          | Approximately 191,582 sq ft  |
| <b>Future Development Potential</b> | Approximately 3.6 million sq ft  |
| <b>Key Customers</b>                | ZTE, Corning and CFM Aircraft Engine   |
| <b>Services Provided</b>            | Storage and value added services (includes packing, labelling, and tagging etc.)   |
| <b>Utilisation Status</b>           | Approximately 30%  |

1. National Capital Region



# Location



- Arshiya Khurja FTWZ
- New Delhi
- Noida
- Aerocity, New Delhi International Airport
- Khurja Railway Station
- Dadri Railway Station
- Existing New Delhi International Airport
- Proposed Jewar Airport
- Proposed Eastern Dedicated Freight Corridor (DFC)
- Proposed Western Dedicated Freight Corridor (DFC)
- Route to Khurja Railway Station
- Route 1 to New Delhi International Airport
- Route 2 to Proposed Jewar International Airport
- Alternate routes from National Highway (NH) 19 and NH 34

1. The Dedicated Freight Corridor (“DFC”) aims to achieve efficient rail freight transportation from the interior parts of India to the eastern and western ports. Project completion is expected in 2021

- The Khurja FTWZ is well connected to New Delhi (approximately 120 km) via existing road and rail network. The proposed international airport at Jewar (being developed by Zurich Airport International) is approximately 36 km from the site
- The location is one of the key stations on the Eastern DFC<sup>1</sup> (Ludhiana-Kolkata) and is also close to the Western DFC (approximately 50 km from Dadri) which provides it an advantage to cater to the North-India bound cargo handled at the Western and Eastern ports. The proximity to the DFC is a key driver of demand for the site

# Transaction Details



# Acquisition Details

## Acquisition Structure

- a-iTrust through its subsidiary to acquire ANPPL<sup>1</sup>, the SPV, which will then acquire long-term leasehold rights of the Warehouse from the Vendor<sup>2</sup>
- Payment for the acquisition would be done post completion of conditions precedent

## Consideration

- ANPPL shall acquire long-term leasehold rights for a purchase consideration that comprises of:
  - i. Upfront consideration of approximately INR 229.9 million/SGD 4.5<sup>3</sup> million
  - ii. Additional deferred consideration of up to INR 721.6 million/SGD 14.1<sup>3</sup> million to be paid over the next four years, contingent on the achievement of certain performance milestones

## Lease Arrangement

- After completing the acquisition, ANPPL shall enter into an operating lease arrangement with AIDPL<sup>4</sup> to lease back the Warehouse for a period of six years

1. Arshiya Northern Projects Private Limited
2. Arshiya Northern FTWZ Limited
3. Based on exchange rate of SGD 1 to INR 51.30
4. Arshiya Infrastructure Developers Private Limited

# Framework Agreement

- The Transaction also covers the acquisition of 2 existing warehouses of approximately 0.3 million sq ft (“Existing Warehouses”) and the construction funding and forward purchase of future warehouses to be developed in the Khurja FTWZ by the Vendor (“Future Warehouses”). The Forward Purchase covers the entire future development potential at the FTWZ of approximately 3.6 million sq ft

## a) Right to finance

- a-iTrust has the right to finance the construction of the Future Warehouses proposed to be constructed at the Khurja FTWZ

## b) Right to acquire

- a-iTrust has the exclusive right (and in certain cases, an obligation) to acquire all Existing and Future Warehouses
- Any acquisition of Existing or Future Warehouses is based on a pre-agreed cap rate framework and is subject to due diligence and fulfilment of conditions precedent



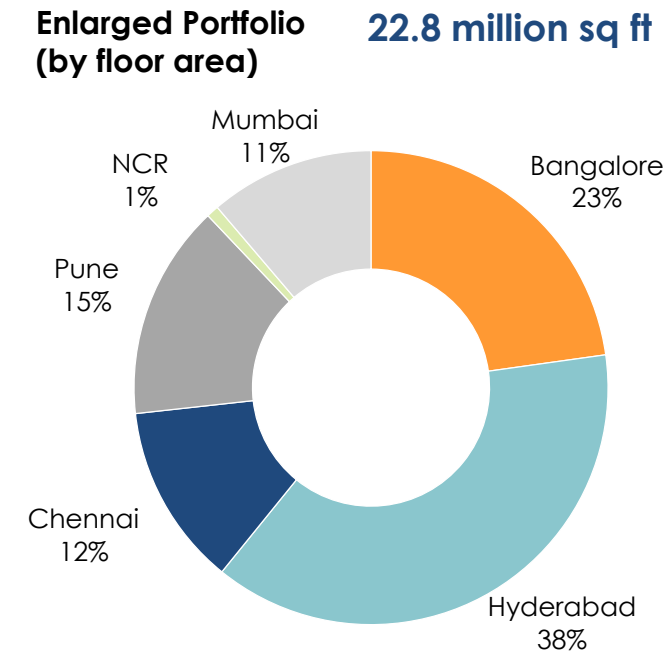
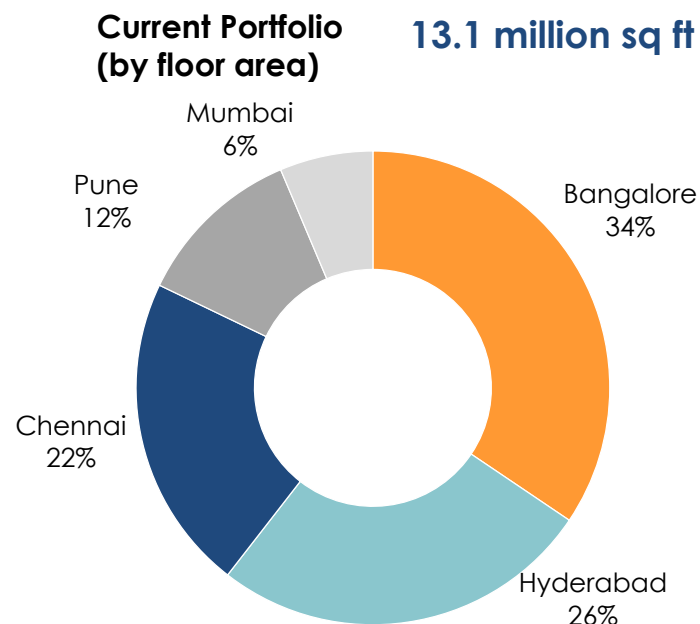
# Transaction Rationale



# Transaction Rationale

## Expand our presence to North India

- Transaction provides an opportunity to expand our warehousing presence to Uttar Pradesh in North India, which is currently witnessing healthy demand and rental growth<sup>1</sup>
- Transaction will increase the warehousing area under operation from approximately 1.1<sup>2</sup> million sq ft to approximately 1.3 million sq ft
- Capitalise on the current market scenario and leverage our market knowledge and occupier relationships gained from our existing investment in Panvel



1. KPMG report

2. Includes 6 operational warehouses of approximately 0.8 million sq ft and 1 warehouse under construction of approximately 0.3 million sq ft at the Panvel FTWZ

# Accretive Acquisition

## Pro forma FY2019 net profits<sup>1</sup>

The FY2019 pro forma net profit attributable to the acquisition is approximately SGD 0.8 million assuming income generated from the Warehouse on a stabilised basis

## Pro forma NAV as at 31 December 2019<sup>1</sup>

|                     | Before the acquisition | After the acquisition |
|---------------------|------------------------|-----------------------|
| NAV per Unit (\$\$) | 1.09                   | 1.09                  |

## Pro forma FY2019 DPU<sup>2</sup>

|                  | Before the acquisition | After the acquisition |
|------------------|------------------------|-----------------------|
| DPU (\$\$ cents) | 6.45                   | 6.47                  |

1. The pro-forma financial effects of the acquisition presented are strictly for illustration purposes only, and do not reflect the actual financial position of a-iTrust following the completion of the acquisition. Calculations assume that the transaction had been funded using 40% debt and 60% equity, and a-iTrust had completed the acquisition on 1 April 2019 and held interest in the Warehouse across a nine-month period through to 31 December 2019

2. Post retaining 10% of income available for distribution



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Thank you

