

CapitaLand India Trust
3Q FY 2023
Business Updates

26 October 2023

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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.



3Q FY 2023 Business Updates

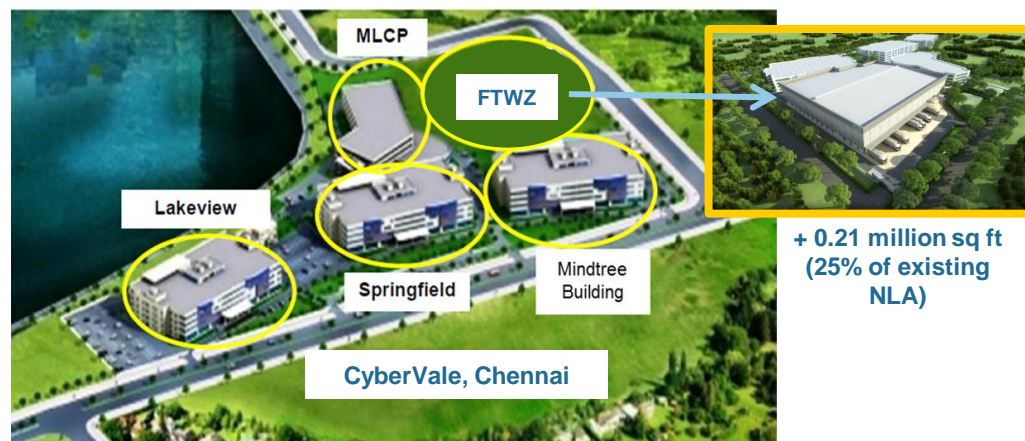
International Tech Park Bangalore

CapitaLand
India Trust

Key Highlights

Further expansion into Industrial/Logistics Assets

- ✓ **Casa Grande Phase 2** – Arising from increasing industrial demand, a global electronics manufacturer has pre-committed their second industrial facility at CLINT's pipeline asset in Mahindra World City, Chennai
- ✓ **CyberVale Free Trade Warehousing Zone (FTWZ)** – CLINT will unlock significant value by developing a 0.21 million sq ft FTWZ on the vacant land within CyberVale, Chennai



ESG Accolades & Performance



2023

Standing Investments
Benchmark Report &
Development
Benchmark Report
(first year submission)

Grade A

Public Disclosure
Report 2023
(3rd consecutive year)



**CENTRE FOR GOVERNANCE
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[Formerly known as CENTRE FOR GOVERNANCE, INSTITUTIONS AND ORGANISATIONS]
Spearheading best practice and ideas for corporate governance and sustainability.

4th rank

Singapore Governance &
Transparency Index 2023¹
(Up from 6th in 2022)



53%

Sustainability-Linked Loans
(Up from 46% as at 30 June 2023)

1. Out of 43 REITs and Business Trusts.

Financial Highlights



REVENUE & NPI

	3Q YTD FY 2023	3Q YTD FY 2022	Variance
<i>S\$/INR FX rate¹</i>	61.5	56.1	10%

Total property income	₹10,547m S\$171.5m	₹8,798m S\$156.8m	20% 9%
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✓ Increased due to higher occupancy and income contribution from ITPH Block A and ITPP-H which were completed and acquired in January 2023 and May 2023 respectively.

Net property income	₹8,139m S\$132.3m	₹7,006m S\$124.9m	16% 6%
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✓ Increased due to higher total property income, partially offset by increase in total property expenses.

	3Q FY 2023	3Q FY 2022	Variance
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Total property income	₹3,752m S\$61.0m	₹3,041m S\$53.5m	23% 14%
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✓ Increased due to income contribution from ITPH Block A and ITPP-H.

Net property income	₹2,874m S\$46.7m	₹2,358m S\$41.5m	22% 13%
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✓ Increased due to higher total property income, partially offset by increase in total property expenses.

1. Average exchange rate for the period.

Capital Management

Arshiya Warehouses, Navi Mumbai

CapitaLand
India Trust

Capital Management

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.

Funding strategy

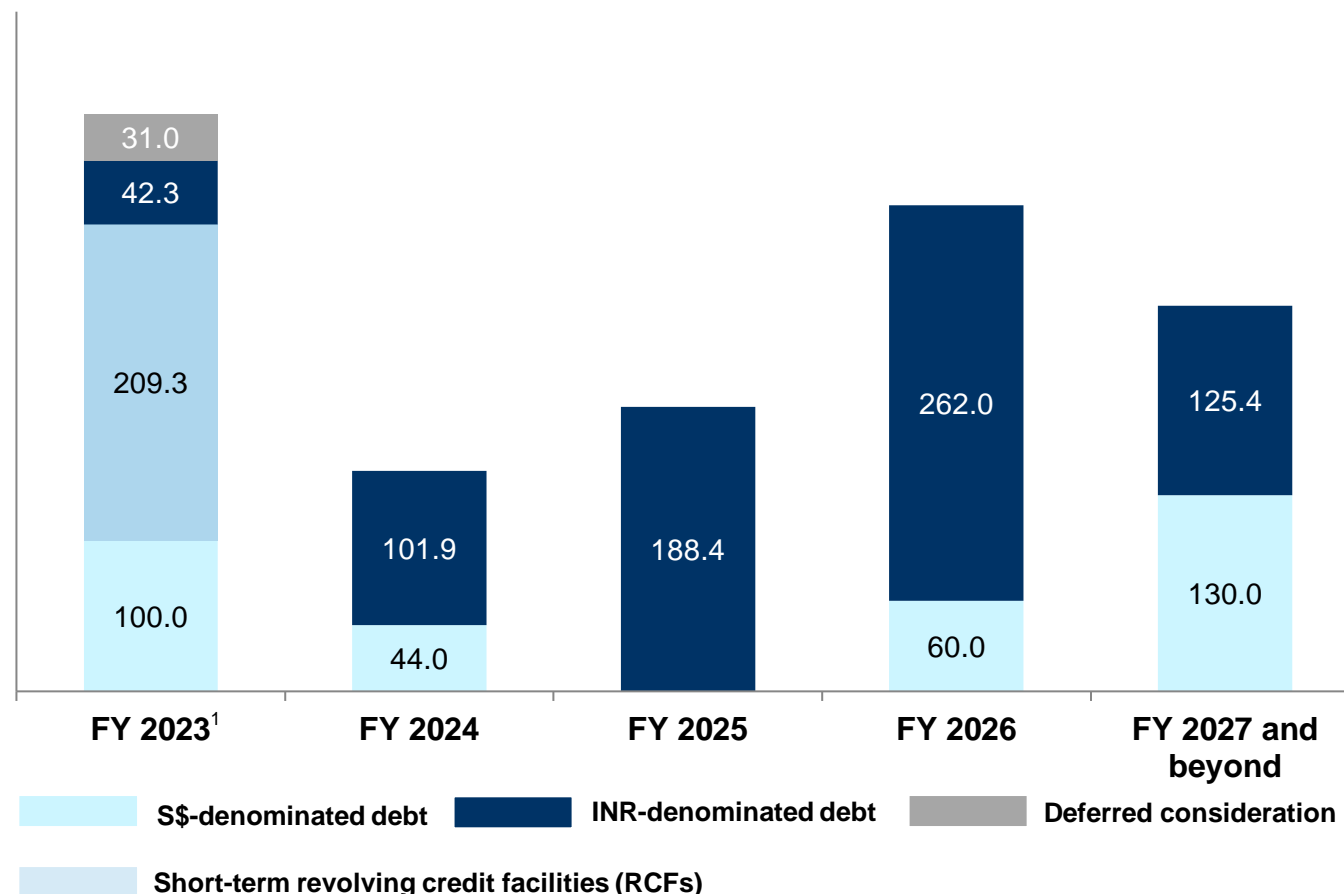
- The Trustee-Manager's approach to equity raising is predicated on maintaining a strong balance sheet by keeping the Trust's gearing ratio at an appropriate level.
- Trustee-Manager mainly borrows S\$ loans in Singapore as it costs less to hedge S\$ borrowings to INR-denominated borrowings using cross-currency swaps and derivatives.

Income distribution policy

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

Debt Maturity Profile & Capital Structure

S\$ million



Effective borrowings	S\$1,295 million
% of fixed rate debt	71%
Hedging ratio	INR: 60% S\$: 40%
Gearing ratio	37%²
Net gearing ratio (net of cash and cash equivalents)	33%
Available debt headroom (gearing limit of 50%)	S\$932 million
Interest service coverage	2.6 times
Debt maturity	2.0 years
Effective weighted average cost of debt	6.3%
Cash and cash equivalents	S\$182 million
Unsecured borrowings	99%

All information as at 30 September 2023

1. Includes short-term revolving credit facilities (RCFs) of S\$209.3 million. CLINT has cash of S\$182 million and undrawn RCFs which may be used for repayment of existing debt.
2. As at 30 September 2023, the effective borrowings to net asset ratio and total borrowings less cash and cash equivalents to net asset ratio is 84.6% and 77.2% respectively.

Operational Review

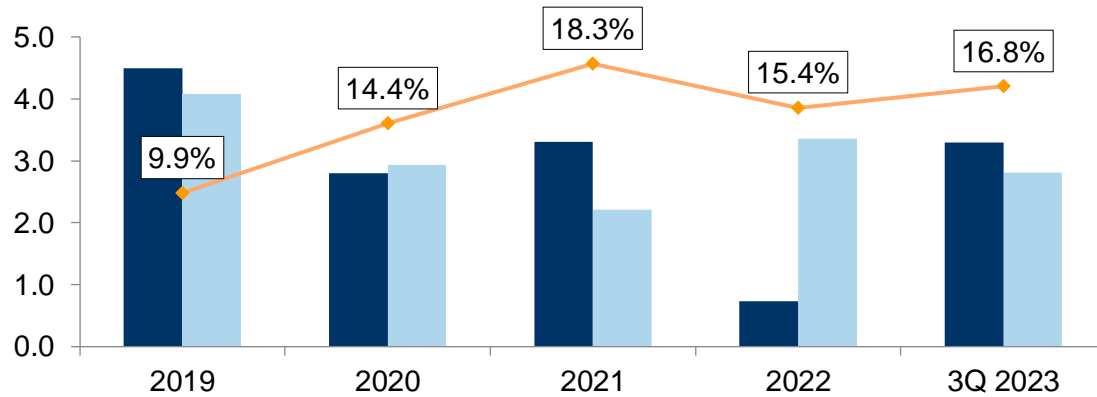


Block A, International Tech Park Hyderabad

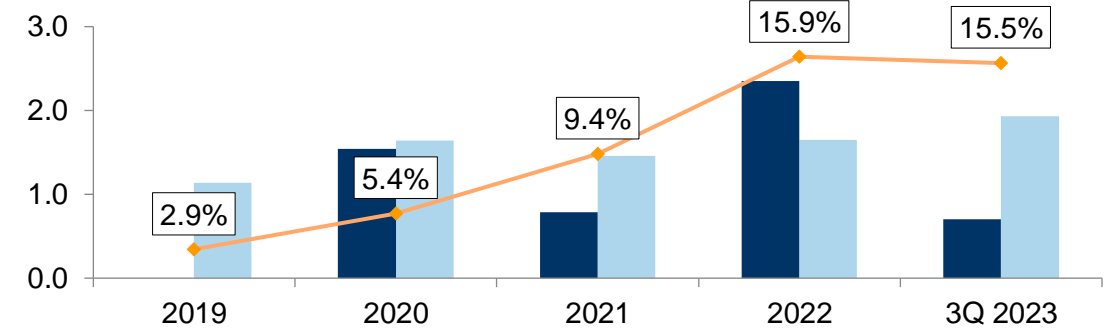
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Office Markets Update

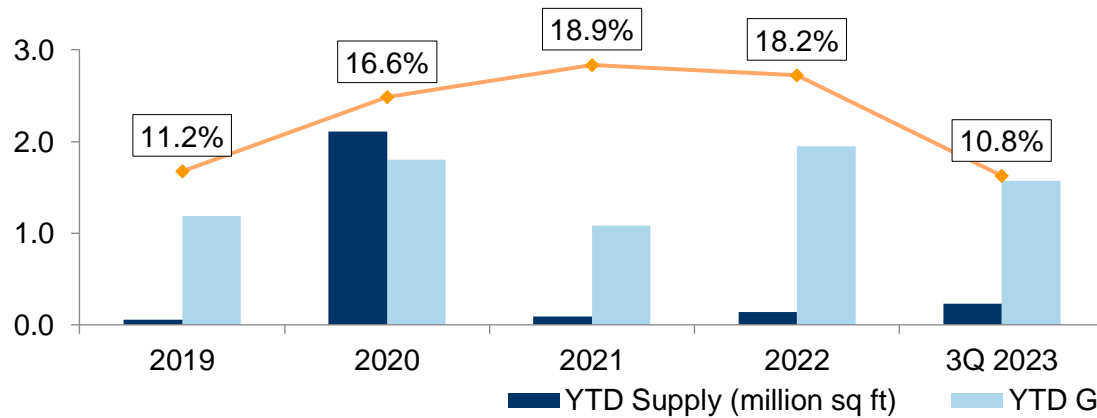
Bangalore (Whitefield)



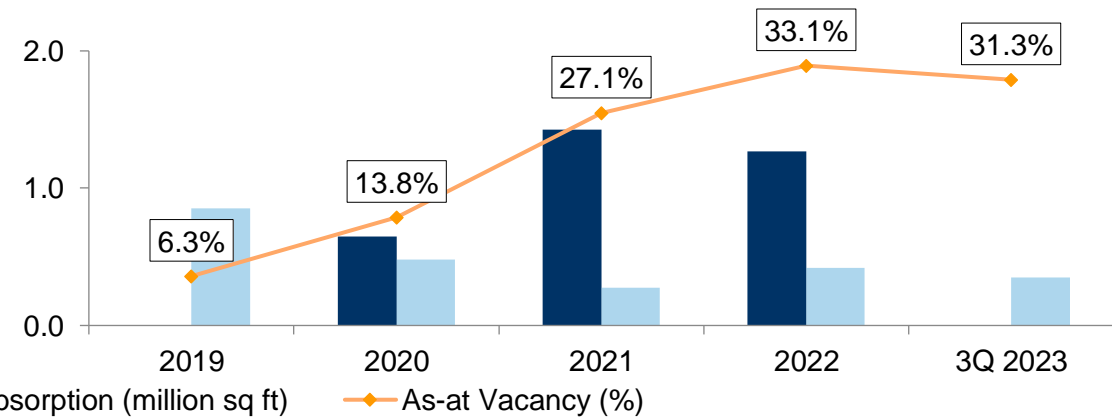
Hyderabad (IT Corridor I¹)



Chennai (OMR)



Pune (Hinjawadi)

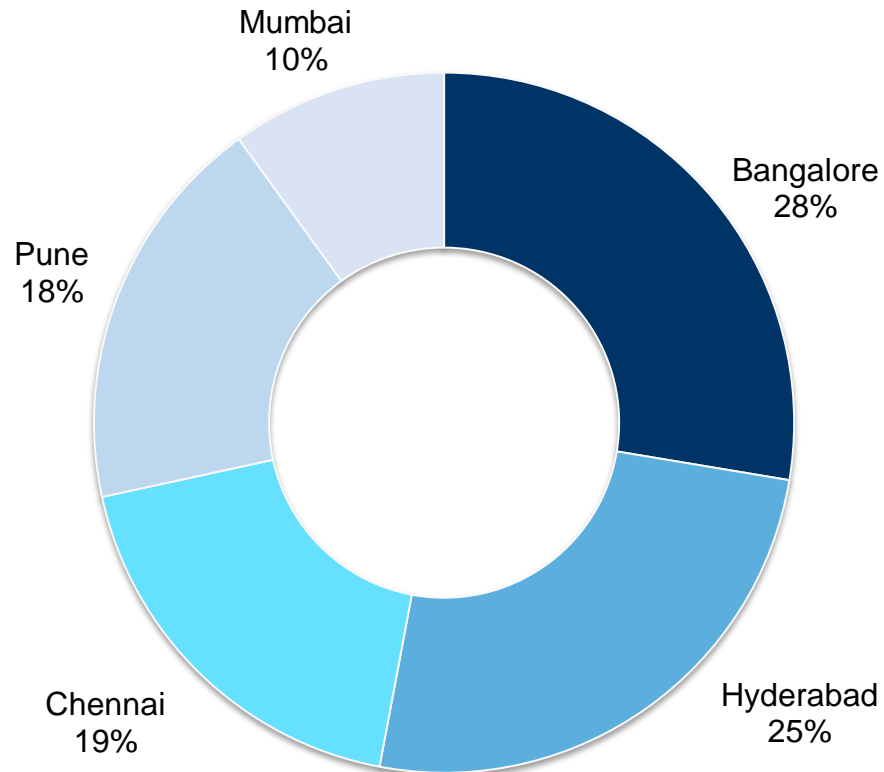


1. Includes HITEC City and Madhapur.

Source: CBRE Research

Diversified Portfolio

Portfolio breakdown by base rental



All information as at 30 September 2023

Customer Base

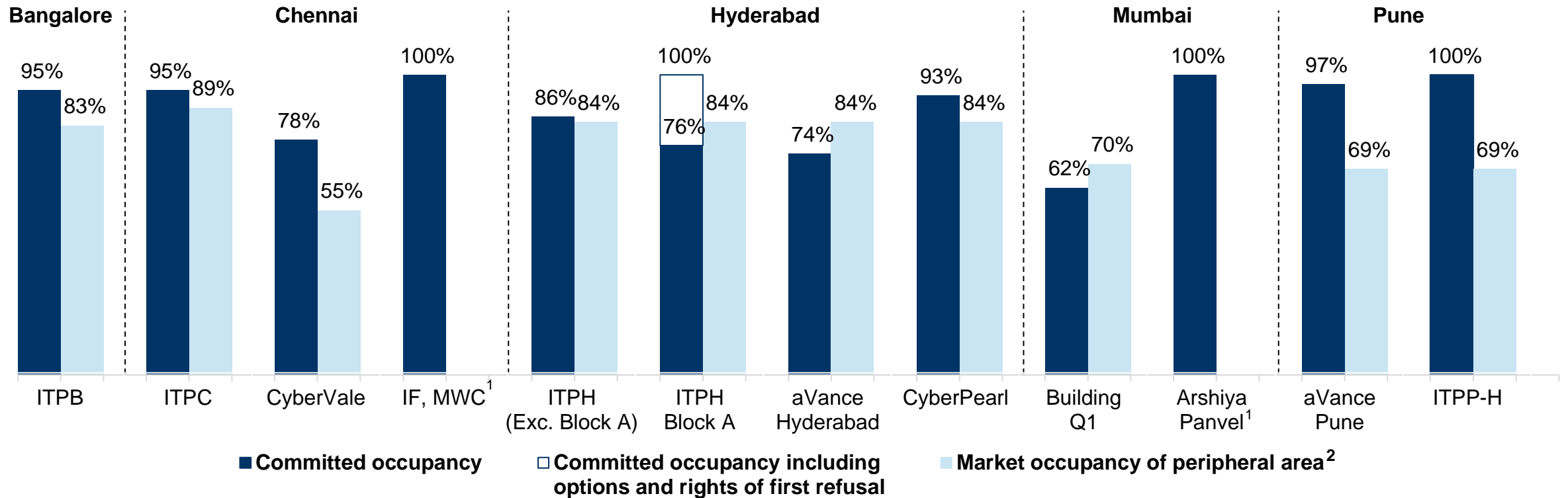
Total number of tenants	300
Average space per tenant	~58,000 sq ft

Largest tenant accounts for 12% of the portfolio base rent

Portfolio Occupancy

Committed occupancy including options and ROFR in Block A : 92%

Committed occupancy excluding options and ROFR in Block A : 91%



All information as at 30 September 2023

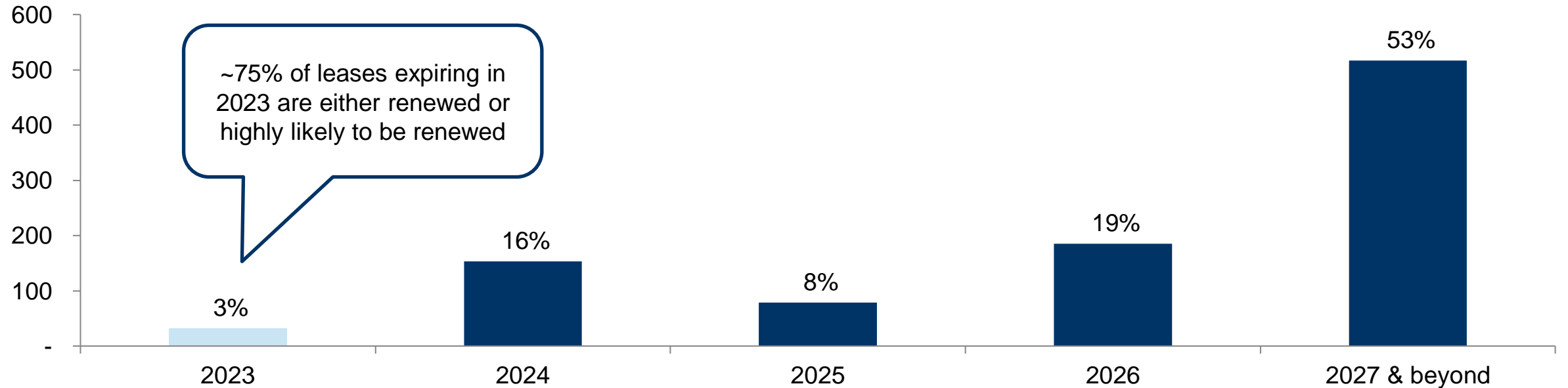
1. No relevant leasing data is available.
2. CBRE market report as at 30 September 2023.

Spread-out Lease Expiry Profile

Weighted average lease term
6.5 years

Weighted average lease expiry
3.5 years

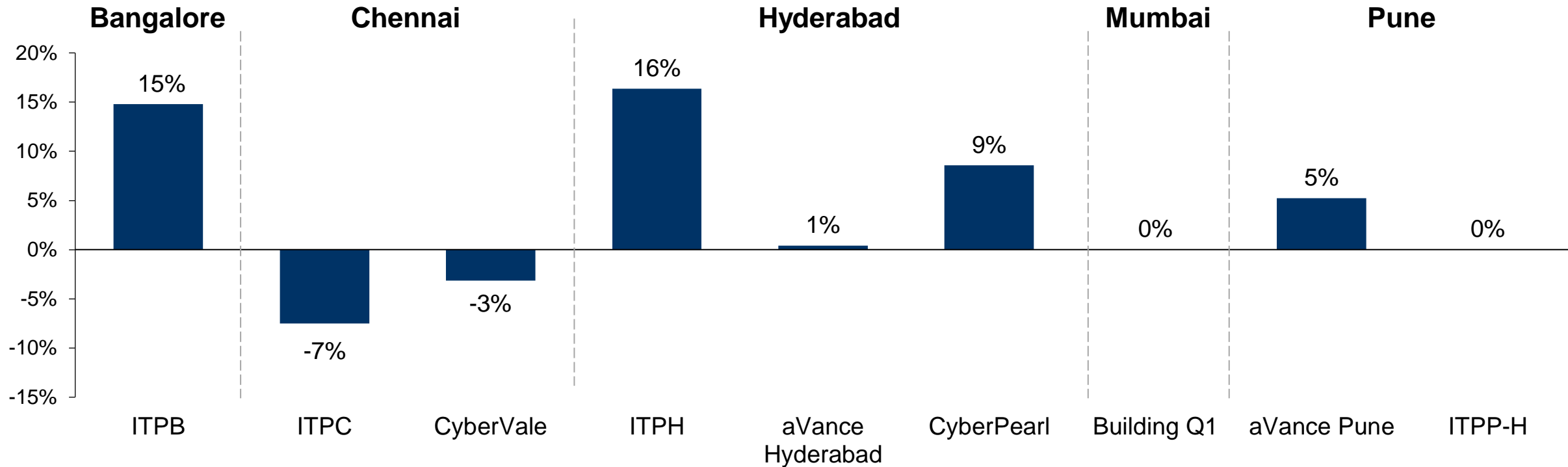
**Monthly base rent expiring
(INR mil)**



All information as at 30 September 2023

Note: Retention rate for the past 12 months was 77%.

Rental Reversion¹

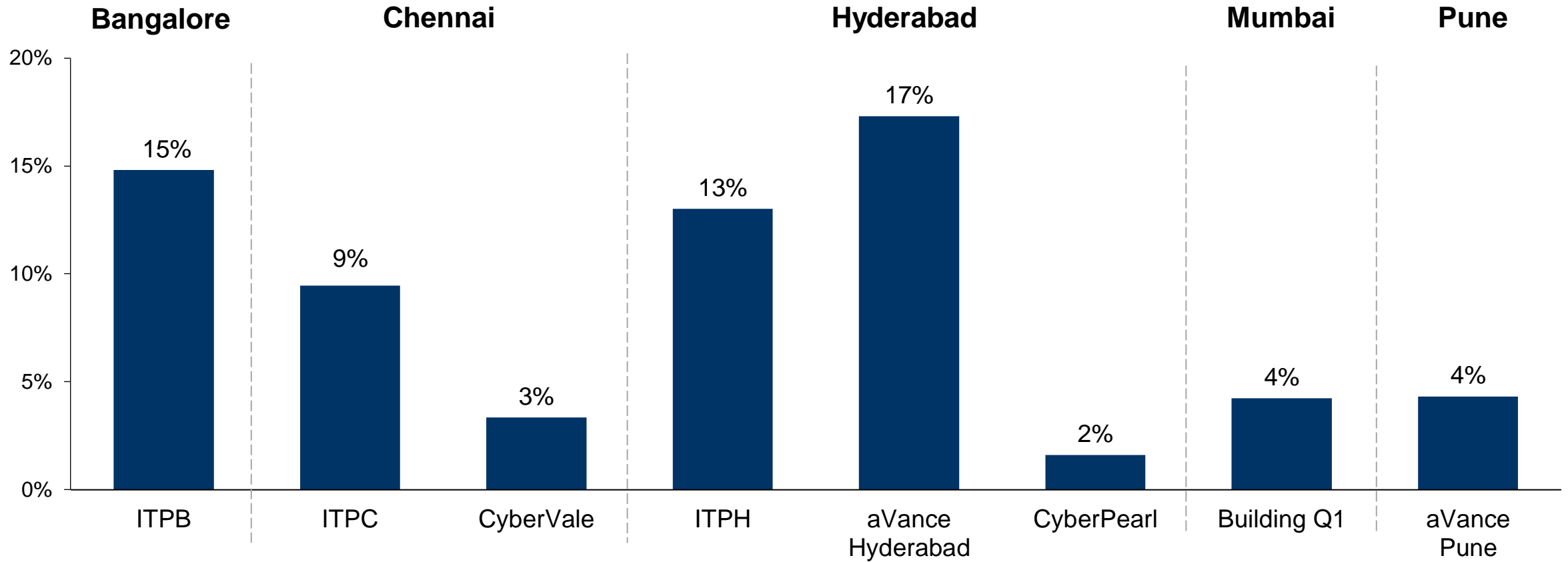


All information as at 30 September 2023

Negative rental reversions in Chennai are mostly resulted from the expiry of certain short-term lease extensions, which were done at above-market rates

1. Rental reversion for a lease is defined as the percentage change of the new effective gross rent over the preceding effective gross rent. Only new and renewed long-term leases transacted within the last 12 months are included. There were no eligible transactions in IF, MWC in the last 12 months.

Rental Revenue Growth¹



All information as at 30 September 2023

1. Rental revenue growth is the percentage difference of average headline rent of leases commenced in the last 12 months over the respective property's average rent at the start of the 12-month period.

Quality Tenants

Top 10 tenants of IT Parks		% of base rents
1	Tata Consultancy Services	12%
2	Infosys	7%
3	Amazon	5%
4	Bank of America	3%
5	Synechron	3%
6	Applied Materials	3%
7	Renault Nissan	2%
8	Société Générale	2%
9	Technicolor	2%
10	UnitedHealth Group	1%
Total		40%

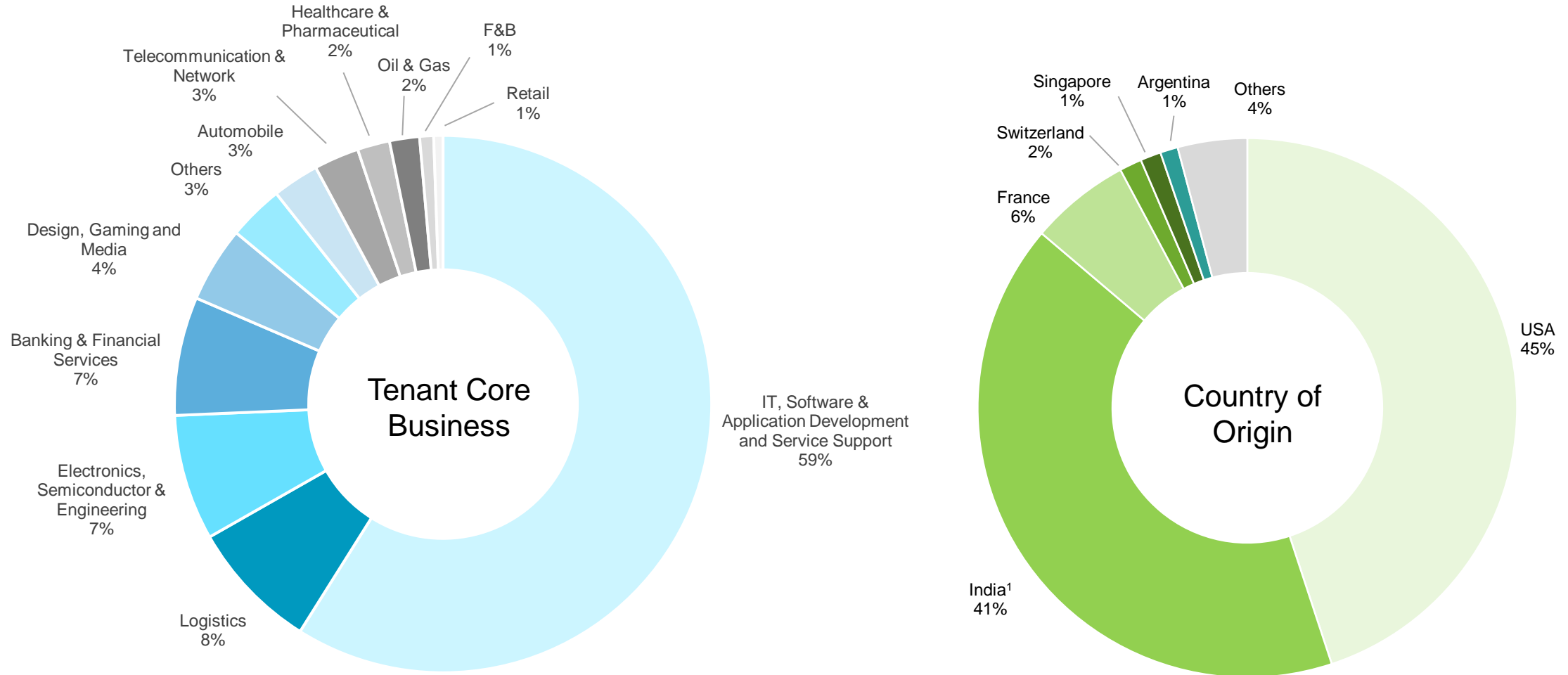
Logistics and Industrial Assets		% of base rents
1	Arshiya <i>Sub-tenants include DHL Logistics, Sawariya Futureworks, UPL Limited Borochemie (India) and Infinity</i>	8%
2	Pegatron	2%

Top 10 tenants accounted for 47% of portfolio base rent

All information as at 30 September 2023

Diversified Tenant Base

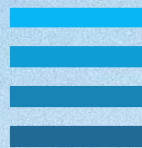
Tenant core business & country of origin by base rental



All information as at 30 September 2023

1. Comprises Indian companies with local and overseas operations.

Growth Strategy



CapitaLand

CapitaLand Data Centre Navi Mumbai 1

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India Trust



Good Growth Track Record

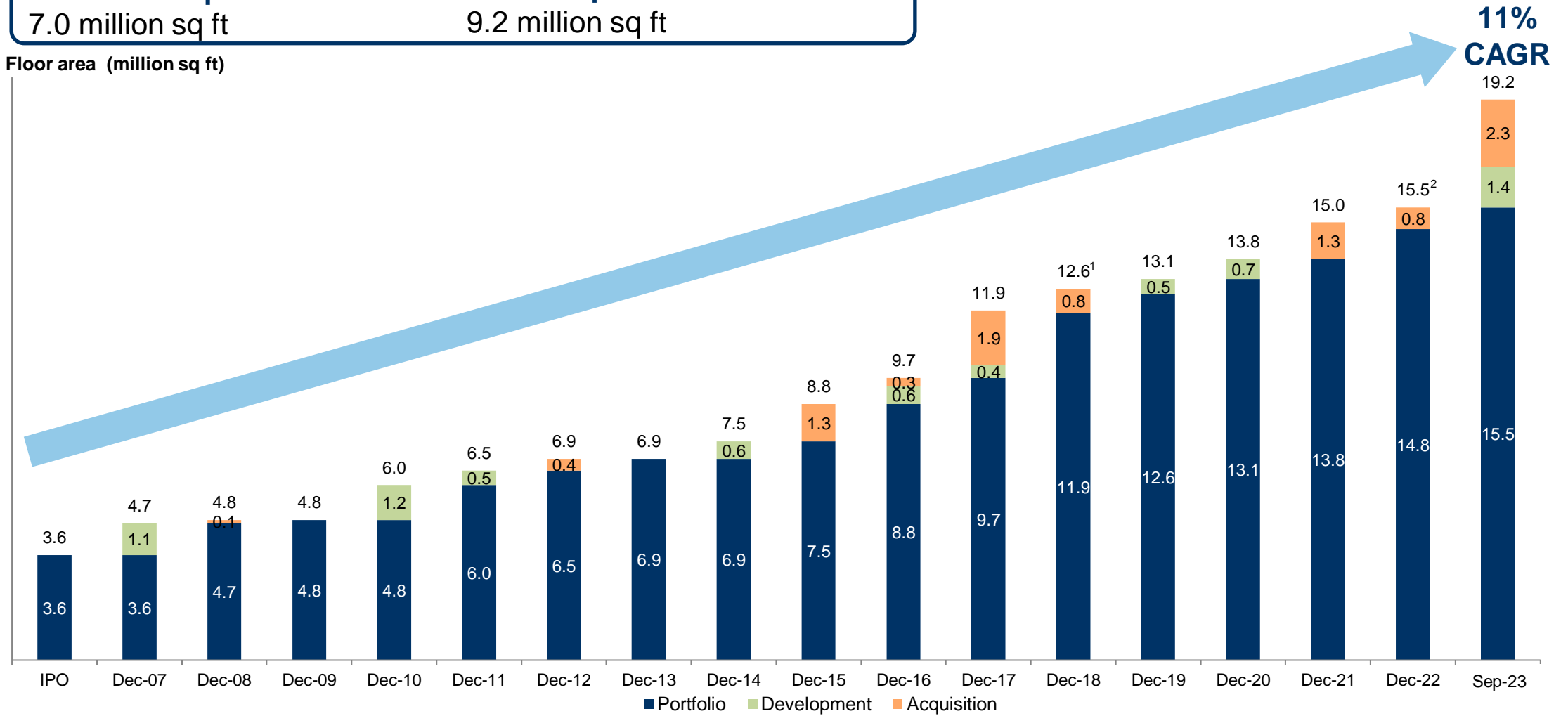
Total developments

7.0 million sq ft

Total acquisitions

9.2 million sq ft

Floor area (million sq ft)



11% CAGR

1. Includes reduction in floor area due to the demolition of Auriga building (0.2 million sq ft) in ITPH as part of the redevelopment.
2. Includes reduction in floor area due to the demolition of Mariner building (0.2 million sq ft) in ITPH as part of the redevelopment.

Clear Growth Strategy



Development Pipeline

- **3.1 million sq ft** in Bangalore¹
- **2.0 million sq ft** in Hyderabad
- **0.2 million sq ft** in Chennai²



3rd Party Acquisitions

- **1.1 million sq ft** aVance Hyderabad
- **1.4 million sq ft** aVance Business Hub 2, Hyderabad
- **0.8 million sq ft** Building Q2, Aurum Q Parc, Navi Mumbai
- **1.9 million sq ft** BlueRidge 3, Pune
- **1.7 million sq ft** Gardencity, Bangalore
- **1.0 million sq ft** Ebisu, Bangalore



Non-IT Park Asset Class

- **0.2 million sq ft** Arshiya Khurja Warehouses, NCR
- **0.3 million sq ft** Casa Grande Industrial Facility (Phase 2), Chennai
- **54 MW** Data Centre (Phase 1), Navi Mumbai
- **40 MW** Data Centre at ITPH, Hyderabad
- **54 MW** Data Centre at Ambattur, Chennai
- **42 MW** Data Centre at ITPB, Bangalore



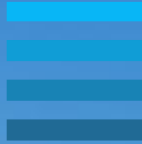
Sponsor Assets

- Ascendas India Growth Programme
- Ascendas-Firstspace Platform

1. Includes MTB 6 which is under development. Development potential has increased by approximately 0.3 million sq ft due to regulations that grant additional floor space index for properties near to a metro station.
2. Includes FTWZ which is under development.



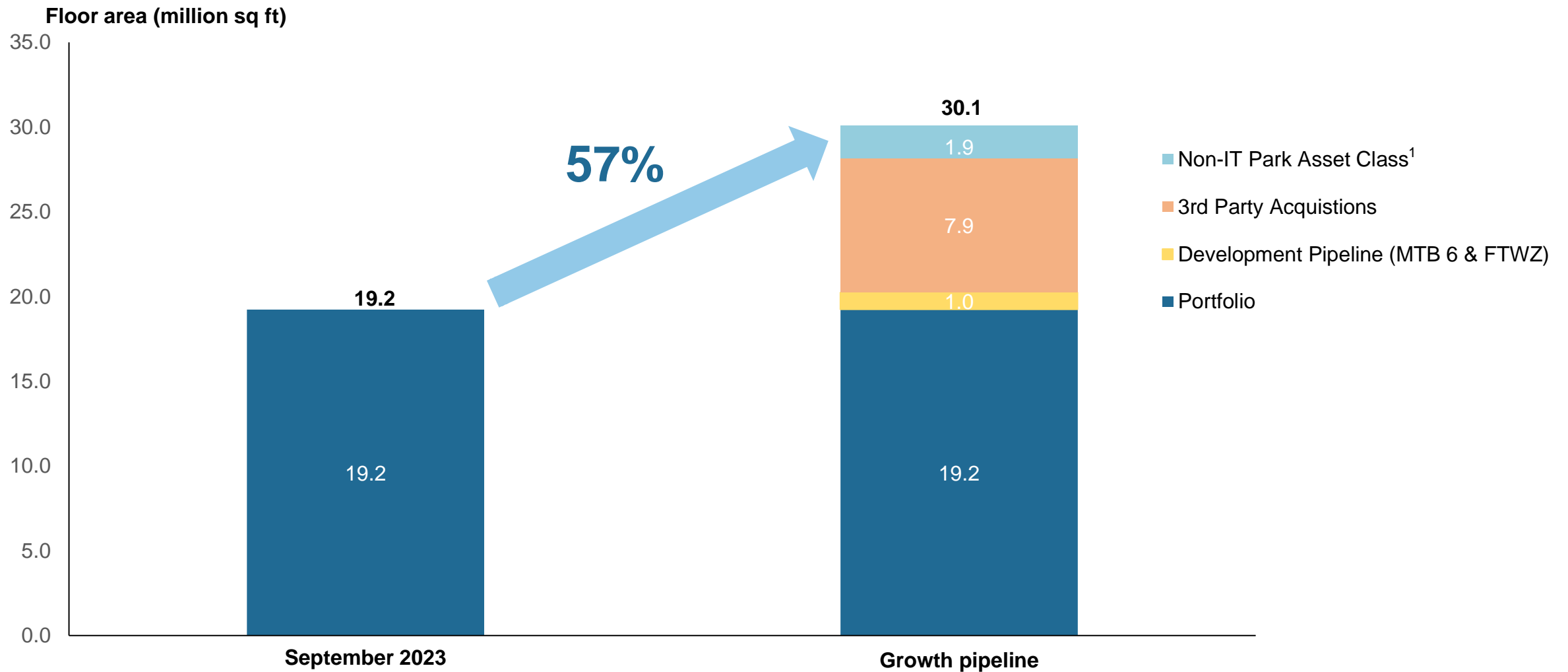
Outlook



Gardencity, Bangalore

CapitaLand
India Trust

Growth based on Committed Pipeline



1. The total area for four DC Developments is 1.4 million sq ft.

Growth Pipeline

	aVance Hyderabad	aVance Business Hub 2		Aurum Q Parc	BlueRidge 3		Gardencity		Arshiya Khurja	Casa Grande	Ebisu	Total
	aVance 5	aVance A1	aVance A2 ⁵	Building Q2	Phase 1	Phase 2	Project I	Project II	1 warehouse	Phase 2	Building 1	
Floor area (million sq ft)	1.16	0.83	0.55	0.85	1.35	0.56	1.26	0.39	0.19	0.31	1.00	8.45
Time of completion¹	Completed	2H 2024	Construction on hold	OC ⁶ received	OC ⁶ received	On Hold	2H 2024	2H 2024	Upon completion of CP ⁶	2H 2023	2H 2025	N.A.
Expected total consideration²	₹8.4 b (S\$168 m)	₹6.5 b (S\$129 m)	N.A.	₹5.8 b (S\$115 m)	₹7.3 b (S\$146 m)	N.A.	₹11.2 b (S\$209 m)	₹3.2 b (S\$59 m)	₹1.0 b ⁸ (S\$19 m)	₹1.6 b (S\$28 m)	₹12.3 b (S\$201 m)	₹57.3 b (S\$1,074 m)
Amount disbursed²	₹0.6 b ³ (S\$12 m)	₹2.0 b ⁴ (S\$37 m)	₹0.3 b ⁴ (S\$6 m)	₹2.4 b (S\$48 m)	₹5.4 b (S\$107 m)	N.A.	₹2.3 b (S\$43 m)	₹0.4 b (S\$7 m)	₹0.3 b (S\$5 m)	₹0.7 b (S\$11 m)	₹0.2 b (S\$3 m)	₹14.3 b⁹ (S\$273 m)⁹
Remaining commitment²	₹7.8 b (S\$156 m)	₹4.5 b (S\$92 m)	N.A.	₹3.4 b (S\$67 m)	₹1.9 b ⁷ (S\$39 m)	N.A.	₹8.9 b (S\$166 m)	₹2.8 b (S\$52 m)	₹0.7 b (S\$14 m)	₹0.9 b (S\$17 m)	₹12.1 b (S\$198 m)	₹43.0 b (S\$801 m)

All information as at 30 September 2023

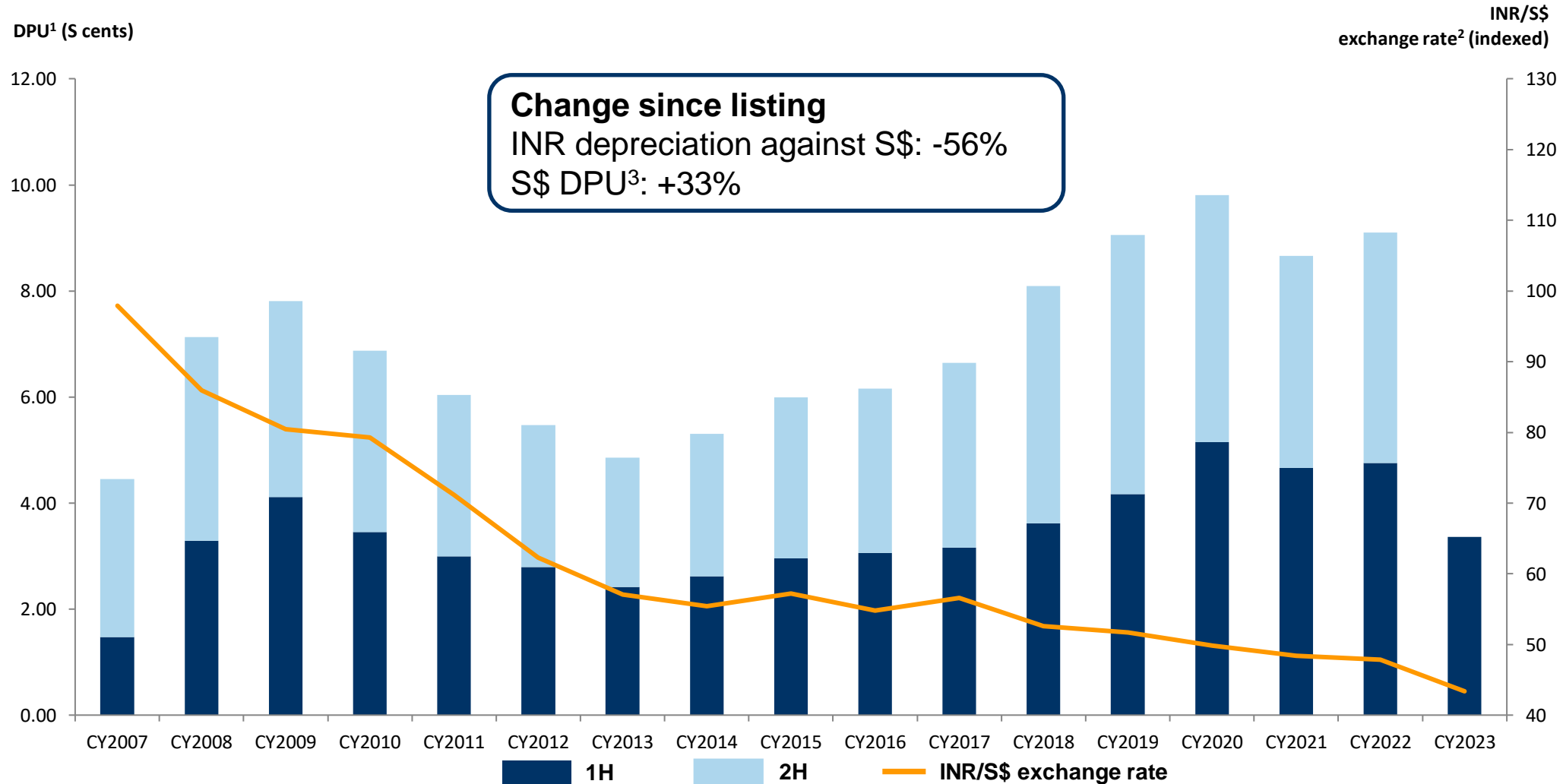
1. Refers to building completion. For Arshiya Khurja, completion refers to the acquisition of 1 Grade-A warehouse.
2. Based on exchange rate at the time of investment/announcement. ₹ figures are presented in billions while S\$ figures are presented in millions.
3. Post repayment of a portion of the existing loan by the vendor.
4. Excludes disbursement of ₹3.6 billion (S\$60 million) towards refinancing of loan taken by the vendor towards acquisition of additional land.
5. Construction of aVance A2 is on hold.
6. OC refers to Occupancy Certificate; CP refers to Conditions Precedent.
7. Top-up consideration will be reduced by accrued interest on APFF and ITPL funding.
8. Net consideration after deduction of security deposit.
9. Total excludes amount disbursed for aVance A2.

Appendix

Glossary

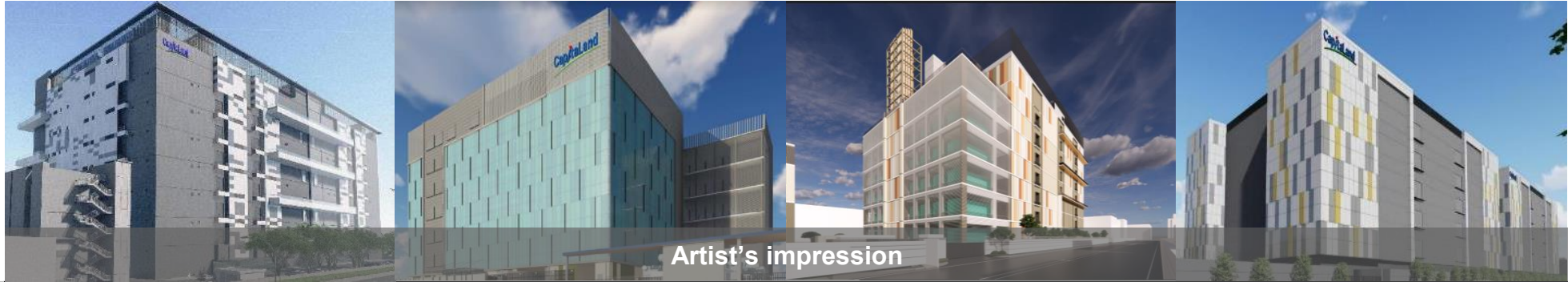
CY	: Calendar year.
Derivative financial instruments	: Includes cross currency swaps (entered to hedge SGD borrowings into INR), interest rate swaps, options and forward foreign exchange contracts.
DPU	: Distribution per unit.
EBITDA	: Earnings before interest expense, tax, depreciation & amortisation (excluding gains/losses from 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.
Gearing	: Ratio of effective borrowings to the value of Trust properties.
ITES	: Information Technology Enabled Services.
INR or ₹	: Indian rupees.
SEZ	: Special Economic Zone.
SGD or S\$: Singapore dollars.
Super Built-up Area or SBA	: 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.
Trust properties	: Total assets.

Half-yearly DPU since Listing



1. DPU (income available for distribution) refers to 100% of distributable income. 10% of distributable income was retained starting from 2Q CY2012.
2. Average daily spot INR/S\$ exchange rate for the period, pegged to 1 August 2007 using data sourced from Bloomberg.
3. Last 12 months DPU compared against first 12 months DPU.

Development: CapitaLand Data Centres

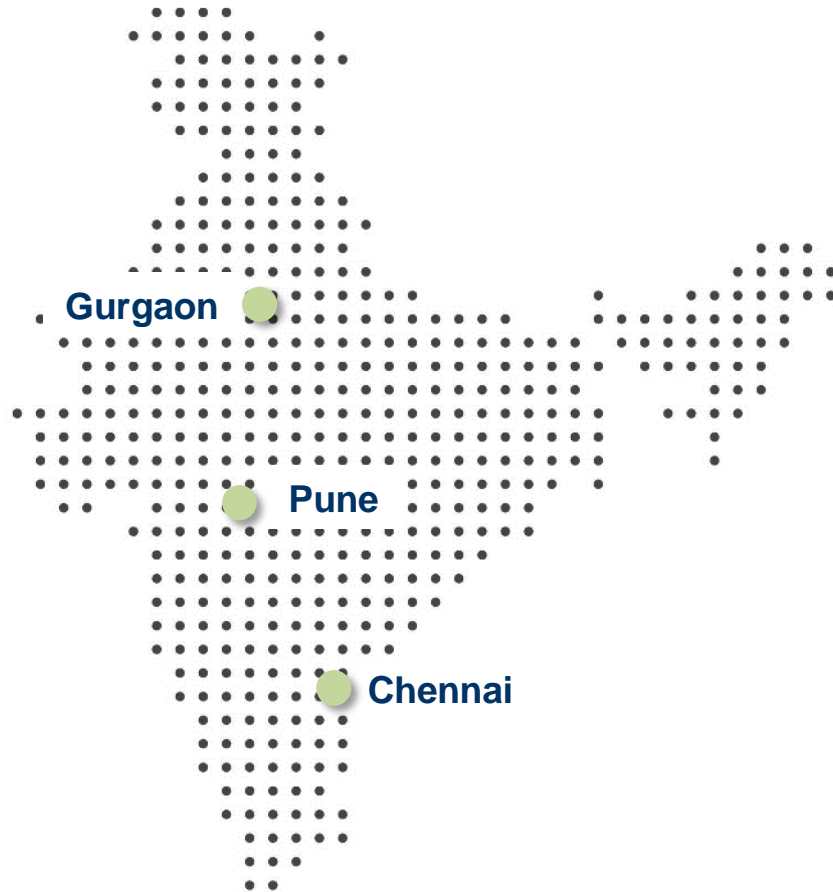


Name	CapitaLand DC Navi Mumbai 1	CapitaLand DC ITPH	CapitaLand DC Chennai	CapitaLand DC ITPB
Location	Airoli, Navi Mumbai	International Tech Park Hyderabad	Ambattur, Chennai	International Tech Park Bangalore
Project details	Capacity ¹ – Phase 1: 54 MW Power load ²	Capacity ⁵ – 40 MW Power load	Capacity ⁷ – 54 MW Power load	Capacity ⁸ – 41.6 MW Power load
Development status	Power sanction received from MSETCL ³ (~120 MVA ⁴) for Phase 1 and Phase 2. Construction has commenced.	Power sanction received from TSTRANSCO ⁶ (80 MVA). Construction has commenced.	Pre-construction approvals being obtained. Construction is expected to commence by end 2023.	Development of 220 KV GIS sub-station underway. Construction is expected to commence in 1Q 2024.

1. Phase 1: ~30.5 MW IT load.
2. Total estimated development potential for the Project (including Phase 2) is 108 MW Power load.
3. Maharashtra State Electricity Transmission Company Ltd.
4. Mega Volt Amperes.
5. ~25 MW IT load.
6. Transmission Corporation of Telangana Limited.
7. ~34 MW IT load.
8. ~26 MW IT load.

Sponsor: Assets in India

Sponsor presence¹



Private funds managed by sponsor

- Ascendas India Growth Programme
- Ascendas India Logistics Programme



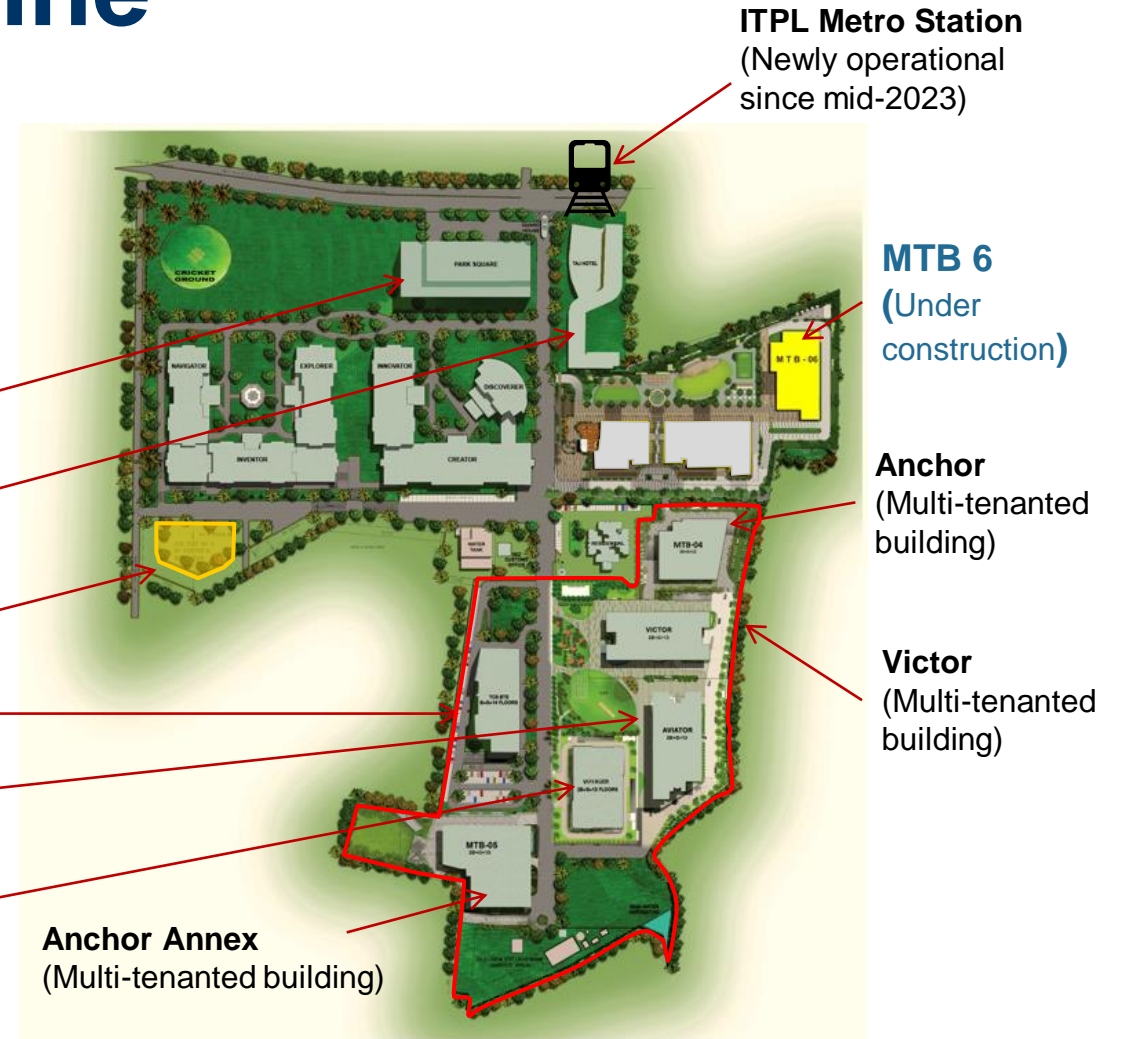
1. Excludes CLINT properties.

Development: ITPB pipeline

Future Development Potential

- Remaining development potential of 3.4 million sq ft¹.
- Site has been identified for development of a data centre.
- ITPB’s existing 40 MVA² air insulated substation will be upgraded to a 120 MVA gas insulated substation prior to construction of the data centre.

- Park Square**
(Mall)
- Taj Vivanta**
(Hotel)
- Data centre site**
- Special Economic Zone³**
- Aviator**
(Multi-tenanted building)
- Voyager**
(Multi-tenanted building)



1. Includes MTB 6 which is under development. Development potential has increased by approximately 0.3 million sq ft due to regulations that grant additional floor space index for properties near to a metro station.
2. Mega Volt Amperes.
3. Red line marks border of SEZ area.

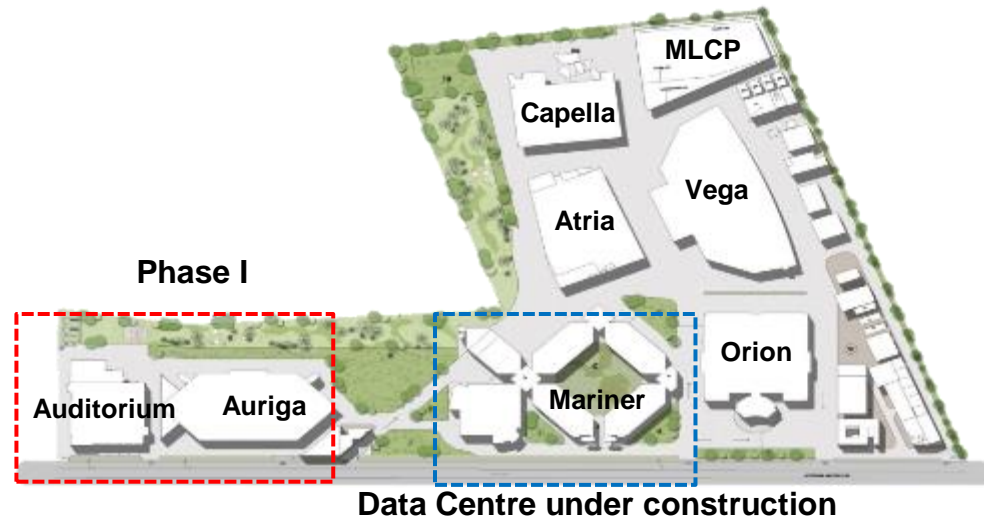
Development: MTB 6, Bangalore



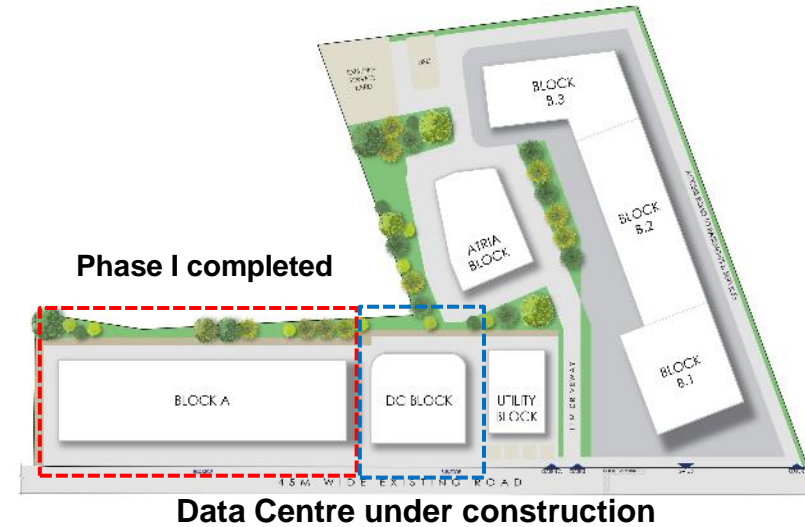
Name	Multi tenanted building – MTB 6
Location	ITPB, Bangalore
Floor area	0.80 million sq ft
Development status	Basement work in progress. Building completion expected by 2H 2024.

Development: ITPH redevelopment

Original Master Plan (1.3 million sq ft)



Proposed Master Plan (4.9 million sq ft)



Redevelopment to increase the development potential, rejuvenate the existing park, and leverage strong demand in Hyderabad:

- Master plan for ITPH being revised to accommodate development of a Data Centre (DC)
- Expected net increase of 2.3 million sq ft of leasable area (including DC area)
- Development planned in multiple phases over the next 7 to 10 years

40.5 Megawatt (MW) Power load planned DC development at the site of Mariner Building:

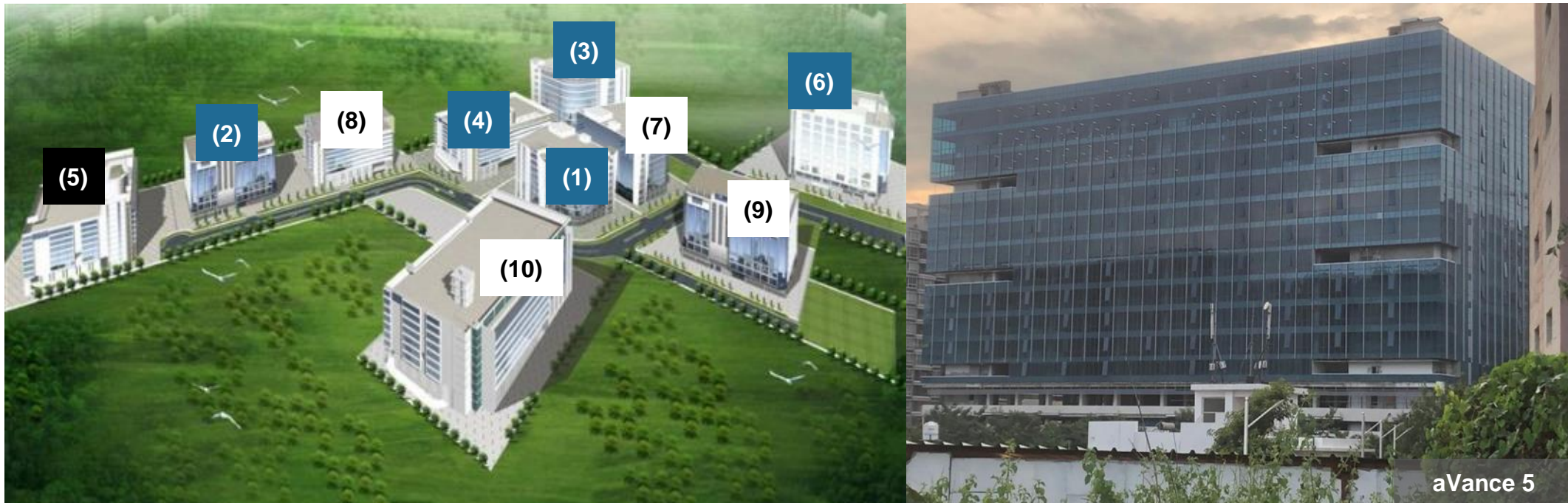
- Demolition of Mariner building completed
- Environment Clearance (EC) and Consent to Establish (CTE) received
- Construction of Data Centre has commenced

Development: FTWZ, Chennai



Name	Free Trade Warehousing Zone
Location	CyberVale, Chennai
Floor area	0.21 million sq ft
Development status	Design in progress. Building completion expected by 2H 2024.

IT Park: aVance Hyderabad

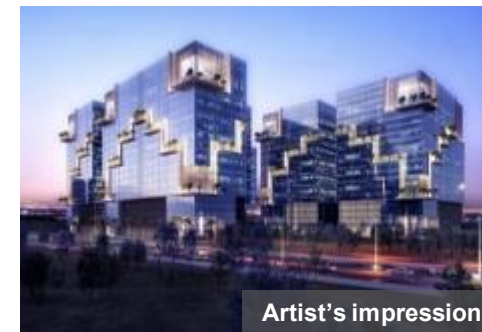


Site area	25.7 acres / 10.4 ha
Asset ownership	CLINT assets – marked in blue; Vendor assets – marked in black; Landowner assets – marked in white; CLINT has ROFR to (7), (8), (9) & (10)
aVance 5	<p>Proposed acquisition of (5)¹ – 1.16 million sq ft</p> <ul style="list-style-type: none"> • 100% pre-committed to a leading US-based healthcare MNC². • Construction of office floors completed, defects rectification in progress.

1. Share Purchase Agreement executed for proposed acquisition of aVance 5.

2. Lease deeds for ~50% of the leasable area have been executed and handed over to the tenant, hard options for the remaining ~50% of the leasable area are yet to be exercised by the tenant.

IT Park: aVance Business Hub 2, Hyderabad



Park Statistics

Site area:	14.4 acres / 5.8 ha	Proposed acquisition of (A1) to (A5) ¹ :	4.75 million sq ft
Vendor assets:	marked in yellow	Construction status:	Façade and MEP installation in process for the A1 building
Landowner assets:	marked in beige		

1. Master Agreement executed for proposed acquisition of Vendor assets.

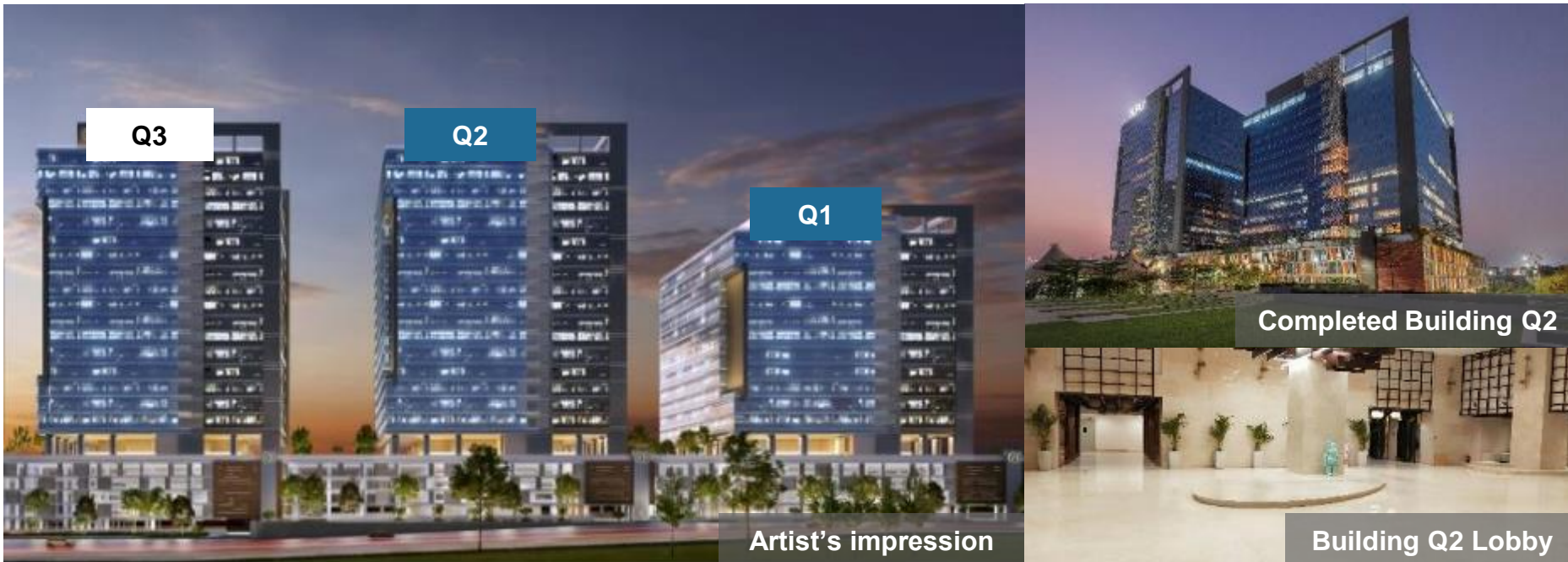
IT Park: BlueRidge 3, Pune



Location	Hinjawadi Phase 1, Pune
Floor area	Phase 1: 1.40 million sq. ft; Phase 2: On hold
Expected completion	Phase 1: OC received; Phase 2: On hold
Leasing Status	Phase 1 is ~50% ¹ committed.
Construction status	Occupancy certificate obtained for IT Building 1 and Cafeteria Block.

1. Includes 9% tenant hard option.

IT Park: Aurum Q Parc, Navi Mumbai



Location	Ghansoli, Navi Mumbai
Floor area	Building Q1 (CLINT owned): 0.62 million sq ft; Building Q2: 0.85 million sq ft
Expected completion	Building Q2: Construction completed; Occupancy Certificate received.
Leasing status	Building Q2 is ~58% (~0.50 million sq ft) pre-committed.
Acquisition	Acquisition of Building Q2 expected to be completed in 1Q 2024.

IT Park: Gardencity, Bangalore



Location	Hebbal, Bangalore
Floor area	Project I: 1.3 million sq ft; Project II: 0.4 million sq ft
Expected completion	Project I & II: 2H 2024
Construction status	Construction works in progress.

Logistics: Arshiya Khurja Warehouses, NCR



Location	Khurja, NCR
Site area	4.5 acres / 1.8 ha
Floor area	0.19 million sq ft ¹
Right to acquire	3.85 million sq ft

1. Acquisition of the warehouse subject to completion of certain Conditions Precedent as specified in the Share Purchase Agreement.

Industrial: Casa Grande – Phase 2, Chennai



Artist's impression

Location	Mahindra World City, Chennai
Floor area	Phase 2A: 0.02 million sq ft Phase 2B: 0.31 million sq ft
Construction status	Phase 2A: Construction has been completed. Phase 2B: Construction nearing completion.
Leasing status	Phase 2A: Fully leased. Phase 2B: Letter of intent executed with a leading electronics contract manufacturer for the entire facility.

IT Park: Ebisu, Bangalore



Location	Outer Ring Road, Bangalore
Floor area	Building 1: 1.0 million sq ft
Expected completion	2H 2025
Construction status	Excavation in progress.

World-class Assets

City	Bangalore	Chennai	Hyderabad	Pune	Mumbai
Property	<ul style="list-style-type: none"> Intl Tech Park Bangalore 	<ul style="list-style-type: none"> Intl Tech Park Chennai CyberVale Industrial Facility, MWC 	<ul style="list-style-type: none"> Intl Tech Park Hyderabad CyberPearl aVance Hyderabad 	<ul style="list-style-type: none"> aVance Pune International Tech Park Pune, Hinjawadi 	<ul style="list-style-type: none"> Arshiya Panvel Warehouses Building Q1, Aurum Q Parc
Type	IT Park	IT Park; Industrial	IT Park	IT Park	Warehouse; IT Park
Site area	68.3 acres 27.6 ha	42.0 acres 17.0 ha	51.2 acres ¹ 20.5 ha ¹	30.4 acres 12.3 ha	27.9 acres 11.3 ha
Completed floor area	5.2 million sq ft ²	3.2 million sq ft	5.2 million sq ft ²	3.8 million sq ft	1.8 million sq ft
Number of buildings	12	6 IT buildings 1 industrial facility	12	7	7 warehouses 1 IT building
Park population	62,000	25,000 ³	36,500	34,000	3,500 ³
Land bank (development potential ⁴)	3.1 million sq ft ⁵	0.2 million sq ft ⁶	2.0 million sq ft	-	-

1. Includes land not held by CLINT.

2. Only includes floor area owned by CLINT. Includes reduction in floor area due to the demolition of Mariner building (0.2 million sq ft) in ITPH as part of the redevelopment.

3. Figures refer to park population for IT parks only.

4. Excludes total area of four Data Centre developments.

5. Includes MTB 6 which is under development. Development potential has increased by approximately 0.3 million sq ft due to regulations that grant additional floor space index for properties near to a metro station.

6. Includes FTWZ which is under development.

Lease Expiry Profile by Base Rental

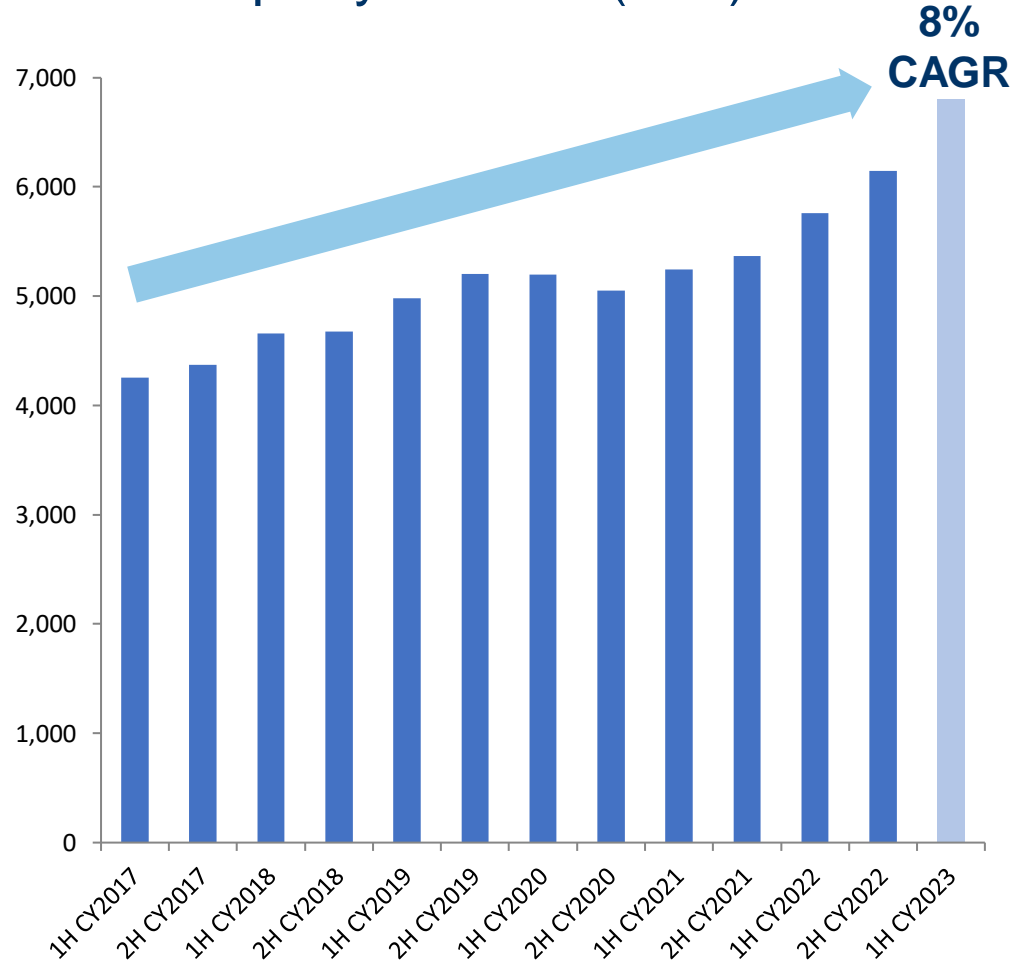
City	2023	2024	2025	2026	2027 & beyond	Total
Bangalore	0.4%	4.7%	2.0%	8.7%	11.7%	27.5%
Hyderabad	2.2%	2.6%	2.9%	2.3%	15.3%	25.3%
Chennai	0.7%	2.1%	1.7%	2.8%	11.3%	18.6%
Pune	0.1%	0.4%	1.1%	5.3%	11.6%	18.5%
Mumbai	0.0%	6.0%	0.4%	0.0%	3.5%	9.9%
Total	3.4%	15.9%	8.1%	19.2%	53.4%	100.0%

Lease Expiry Profile by Area

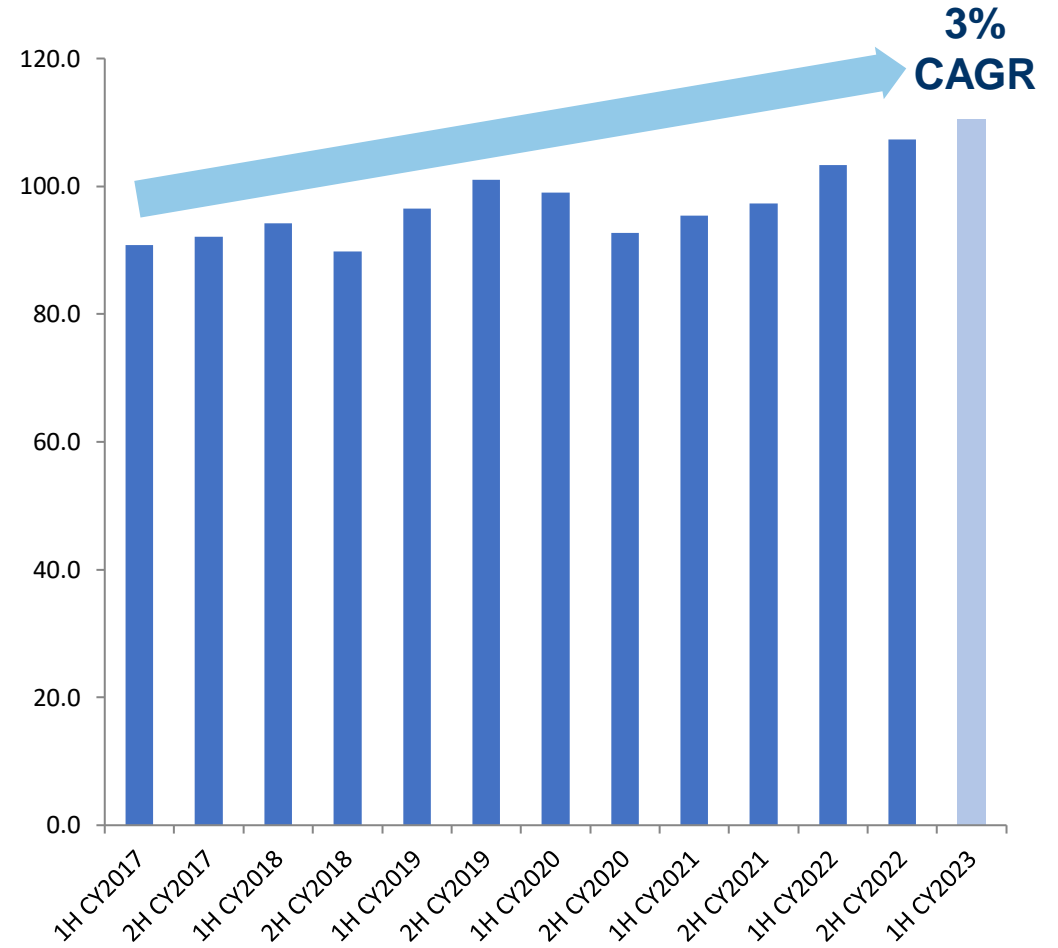
City	2023	2024	2025	2026	2027 & beyond	Total
Bangalore	0.5%	4.8%	1.9%	9.0%	12.4%	28.6%
Hyderabad	2.2%	2.2%	2.4%	2.0%	14.5%	23.4%
Chennai	0.5%	2.0%	1.3%	2.9%	10.5%	17.1%
Pune	0.1%	0.4%	1.3%	6.2%	13.9%	21.9%
Mumbai	0.0%	4.8%	0.4%	0.0%	3.7%	9.0%
Total	3.3%	14.2%	7.3%	20.2%	55.0%	100.0%

Total Property Income

Total Property Income (INR)

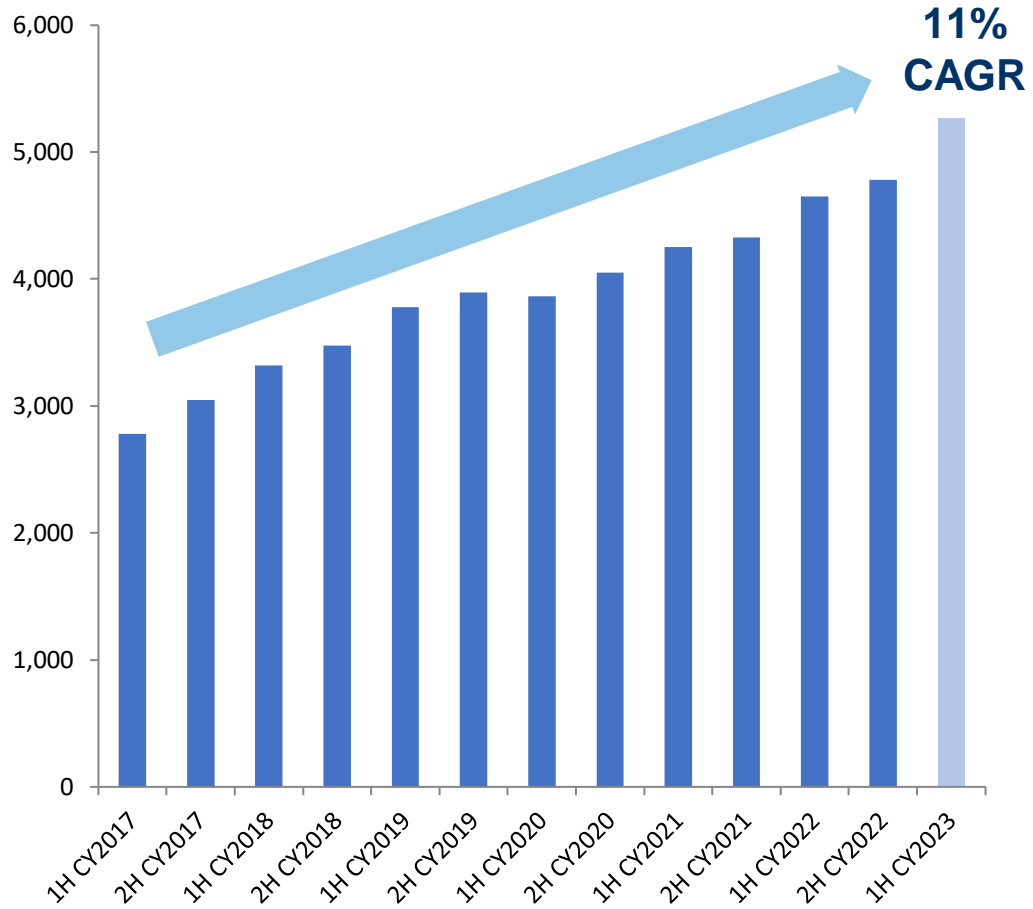


Total Property Income (S\$)

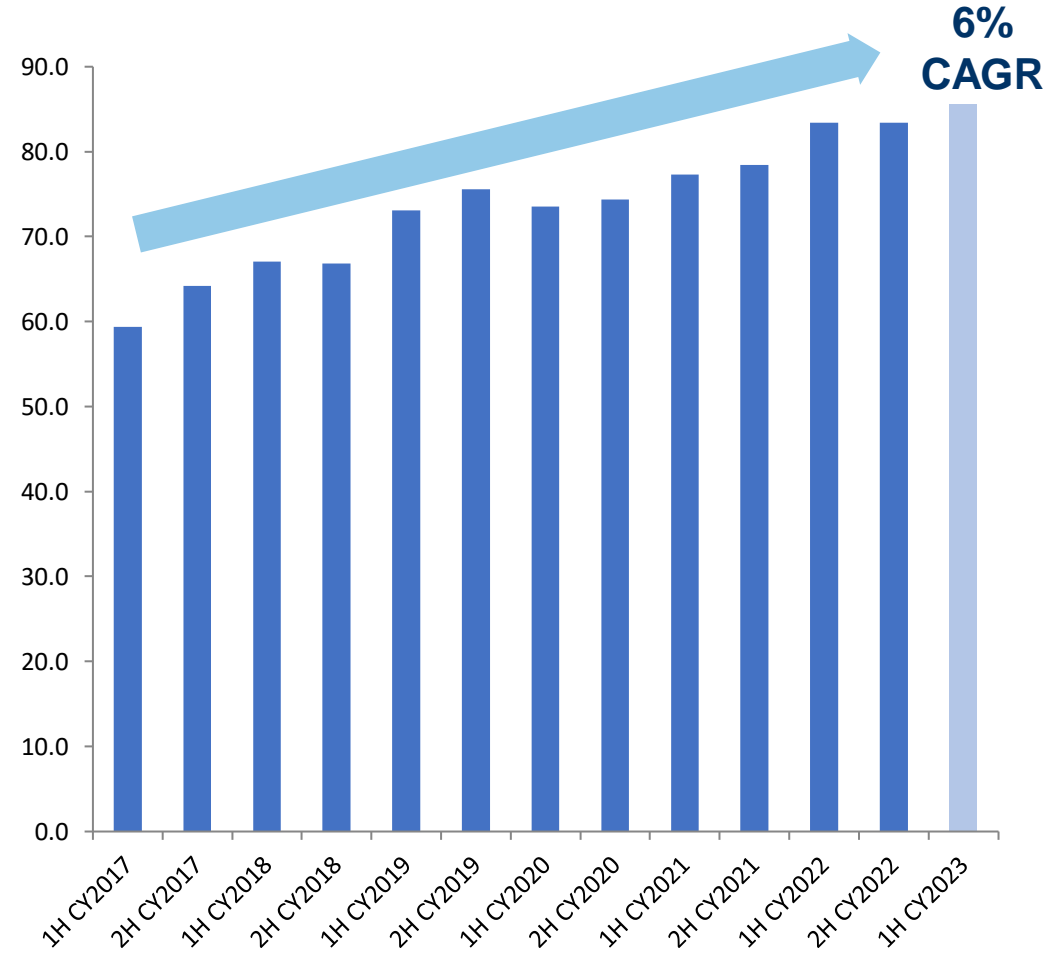


Net Property Income

Net Property Income (INR)

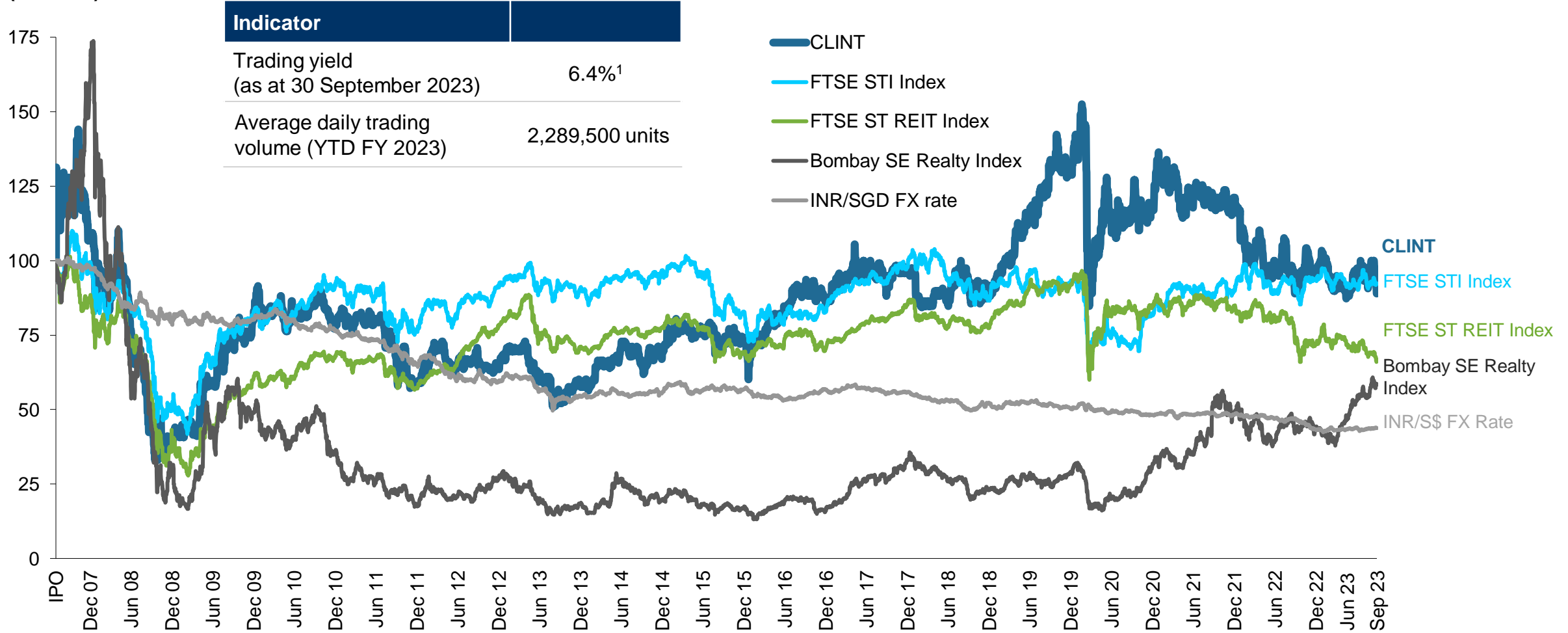


Net Property Income (S\$)



CLINT Unit Price versus Major Indices

(Indexed)



Source: Bloomberg

1. Trading yield based on annualized 1H FY 2023 DPU of 3.36 Singapore cents at closing price of S\$1.05 per unit as at 30 September 2023.



Thank you

For enquiries:

**Cheah Ying Soon
Chief Financial Officer
CapitaLand India Trust Management Pte. Ltd.
(Trustee-Manager of CLINT)**

Office: +65 6713 2888

Email: cheah.yingsoon@clint.com.sg

Website: www.clint.com.sg