

# Keppel DC REIT

## Fourth Quarter & Full Year 2015 Financial Results

14 January 2016



# Important Notice

DBS Bank Ltd. and Standard Chartered Securities (Singapore) Pte. Limited are the Joint Financial Advisers and Issue Managers to the initial public offering of Keppel DC REIT (the “Offering”). DBS Bank Ltd., Standard Chartered Securities (Singapore) Pte. Limited and Credit Suisse (Singapore) Limited are the Joint Global Coordinators to the Offering. DBS Bank Ltd., Standard Chartered Securities (Singapore) Pte. Limited, Credit Suisse (Singapore) Limited, Deutsche Bank AG, Singapore Branch and Goldman Sachs (Singapore) Pte. are the Joint Bookrunners and Underwriters to the Offering.

The past performance of Keppel DC REIT is not necessarily indicative of its future performance. Certain statements made in this presentation may not be based on historical information or facts and may be “forward-looking” statements due to 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 similar developments, shifts in expected levels of property rental income, changes in operating expenses, including employee wages, benefits and training, property expenses and governmental and public policy changes, and the continued availability of financing in the amounts and terms necessary to support future business.

Prospective investors and unitholders of Keppel DC REIT (“Unitholders”) are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of Keppel DC REIT Management Pte. Ltd., as manager of Keppel DC REIT (the “Manager”) on future events. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information, or opinions contained in this presentation. None of the Manager, the trustee of Keppel DC REIT or any of their respective advisors, representatives or agents shall have any responsibility or liability whatsoever (for negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. The value of units in Keppel DC REIT (“Units”) and the income derived from them may fall as well as rise. Units are not obligations of, deposits in, or guaranteed by, the Manager or any of its affiliates. An investment in Units is subject to investment risks, including the possible loss of the principal amount invested.

Investors have no right to request the Manager to redeem their Units while the Units are listed. It is intended that Unitholders may only deal in their Units through trading on Singapore Exchange Securities Trading Limited (“SGX-ST”). Listing of the Units on SGX-ST does not guarantee a liquid market for the Units.

# Content

- Key Highlights
- Financial Review
- Portfolio Performance
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- Outlook

## Key Highlights

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# Key Highlights

- YTD 2015<sup>1</sup>:
  - Distribution per Unit of 3.28 cents declared for 2H 2015
  - Net property income outperformed IPO forecast<sup>2</sup> by 1.7%
  - Distributable income was 1.9% higher than IPO forecast<sup>2</sup>
  - Annualised distribution yield<sup>3</sup> was 13bps above IPO forecast<sup>2</sup>
- 4Q 2015:
  - Net property income was 1.9% higher than IPO forecast<sup>2</sup>, due to contribution from Intellicentre 2 and lower property expenses. These were partially offset by lower variable rental from Singapore Properties as well as lower rental income arising from depreciation of certain foreign currencies
  - Distributable income was 2.2% above IPO forecast<sup>2</sup>
- Portfolio occupancy rate remained healthy at 94.8%<sup>5</sup>
- Aggregate Leverage<sup>4</sup> was at 29.2%<sup>5</sup>

Notes:

(1) For the financial period of 385 days from 12 December 2014 to 31 December 2015.

(2) On a pro-rata basis for the relevant financial period, as derived from the Forecast Year 2015 disclosed in the Prospectus.

(3) Based on the IPO offering price per Unit of S\$0.930.

(4) Aggregate Leverage is gross borrowings and deferred payment as a percentage of the deposited properties, both of which do not take into consideration the finance lease liabilities pertaining to land rent commitments for iseek Data Centre and Citadel 100 Data Centre.

(5) As at 31 December 2015.



**Keppel DC REIT**



**Financial Review**

# YTD 2015<sup>1</sup> Distributable Income

	YTD 2015 <sup>1</sup> Actual (S\$'000)	YTD 2015 <sup>1</sup> Forecast <sup>2</sup> (S\$'000)	Variance (%)
Distributable Income to Unitholders <sup>3</sup>	60,394	59,283	+1.9
Distribution Per Unit <sup>3</sup> (cents)	6.84	6.71	+1.9
Annualised Distribution Yield <sup>4</sup>	6.97%	6.84%	+13bps
Comprising:			
Gross Revenue	107,684	105,853	+1.7
Property Expenses	(16,387)	(16,123)	+1.6
Net Property Income	91,297	89,730	+1.7

Notes:

- (1) For the financial period of 385 days from 12 December 2014 to 31 December 2015.
- (2) On a pro-rata basis for the financial period 12 December 2014 to 31 December 2015, as derived from the Forecast Year 2015 disclosed in the Prospectus.
- (3) The distributable income to Unitholders is based on 100% of the income available for distribution to Unitholders. Distribution amounting to 3.56 cents per Unit for the financial period from Listing Date to 30 June 2015 was paid on 28 August 2015. For the financial period from 1 July 2015 to 31 December 2015, eligible Unitholders will receive distribution of 3.28 cents per Unit.
- (4) Based on the IPO offering price per Unit of S\$0.930.

# 4Q 2015<sup>1</sup> Distributable Income

	4Q 2015 <sup>1</sup> Actual (S\$'000)	4Q 2015 <sup>1</sup> Forecast <sup>2</sup> (S\$'000)	Variance (%)
Distributable Income to Unitholders <sup>3</sup>	14,482	14,169	+2.2
Distribution Per Unit <sup>3</sup> (cents)	1.64	1.61	+1.9
Comprising:			
Gross Revenue	24,764	25,295	(2.1)
Property Expenses	(2,919)	(3,852)	(24.2)
Net Property Income	21,845	21,443	+1.9

Notes:

(1) For the financial period of 92 days from 1 October 2015 to 31 December 2015.

(2) On a pro-rata basis for the financial period 1 October 2015 to 31 December 2015, as derived from the Forecast Year 2015 disclosed in the Prospectus.

(3) The distributable income to Unitholders is based on 100% of the income available for distribution to Unitholders.



# Balance Sheet Highlights

	As at 31 Dec 2015 (S\$'000)
Investment Properties <sup>1</sup>	1,102,685
Total Assets <sup>1</sup>	1,211,171
Gross Borrowings	341,848
Total Liabilities	397,683
<b>Unitholders' Funds</b>	<b>813,114</b>
Units in Issue ('000)	882,976
Net Asset Value ("NAV") per Unit (S\$)	0.921
Unit Price (as at 31 December 2015) (S\$)	1.015
<b>Premium to NAV (%)</b>	<b>+10.2%</b>

Note:

(1) This relates to the carrying value, taking into consideration the finance lease liabilities pertaining to the land rent commitments for Iseek Data Centre and Citadel 100 Data Centre.

# Aggregate Leverage

	As at 31 Dec 2015 (S\$'000)
Investment Properties <sup>1</sup> <i>(excluding finance lease liabilities commitments)</i>	1,071,358
Total Assets <sup>1</sup> <i>(excluding finance lease liabilities commitments)</i>	1,179,844
Gross Borrowings <sup>2</sup>	344,890
Total Borrowings <sup>3</sup>	371,980
<b>Aggregate Leverage<sup>4</sup></b>	<b>29.2%</b>

Notes:

- (1) Investment properties relates to carrying value while total assets relates to deposited properties as stipulated in the Property Fund Guidelines in the Code on Collective Investment Schemes issued by MAS, without considering finance lease liabilities pertaining to land rent commitments.
- (2) Gross Borrowings relates to bank borrowings drawn down from loan facilities and a S\$3.0 million deferred payment for asset.
- (3) Total Borrowings relates to bank borrowings drawn down from loan facilities, as well as the finance lease liabilities of S\$31.3 million.
- (4) Aggregate Leverage is gross borrowings as a percentage of the deposited properties, both of which do not take into consideration the finance lease liabilities pertaining to land rent commitments for iseek Data Centre and Citadel 100 Data Centre. If these finance lease liabilities were included, the Aggregate Leverage will be 31.1%.

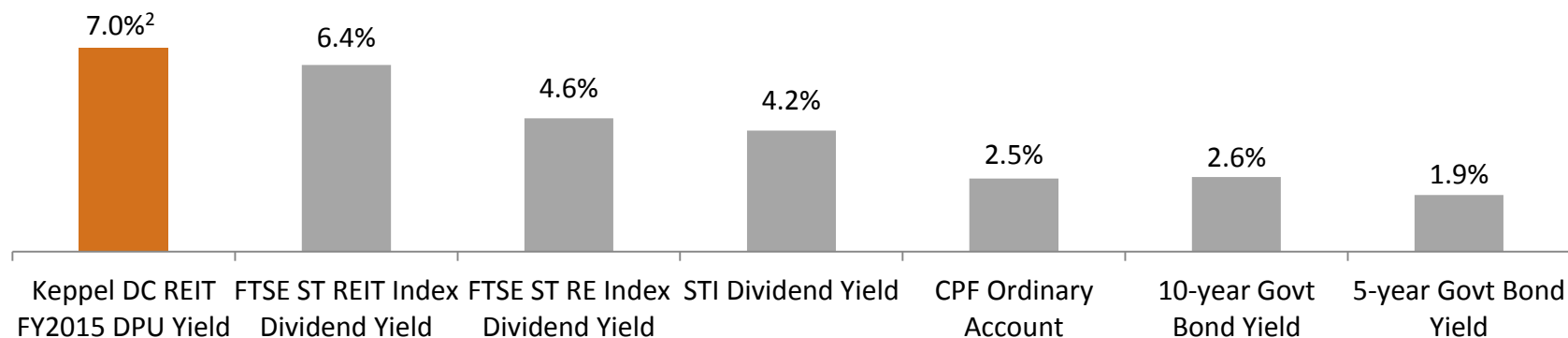
# Distribution Declared

- Distribution per unit (DPU) of 3.28 cents declared for the period from 1 July 2015 to 31 December 2015
- Including the DPU of 3.56 cents paid to Unitholders on 28 August 2015 for the period from listing date to 30 June 2015, total DPU for YTD 2015<sup>1</sup> was 6.84 cents
- Annualised distribution yield for YTD 2015<sup>1</sup> was 7.0%<sup>2</sup>

## Distribution Timetable

<b>Ex-Date</b>	Wednesday, 20 January 2016
<b>Book Closure Date</b>	Friday, 22 January 2016
<b>Payment Date</b>	Monday, 29 February 2016

## Keppel DC REIT continues to offer attractive yield



Notes:

(1) For the financial period of 385 days from 12 December 2014 to 31 December 2015.

(2) Based on the IPO offering price per Unit of S\$0.930.

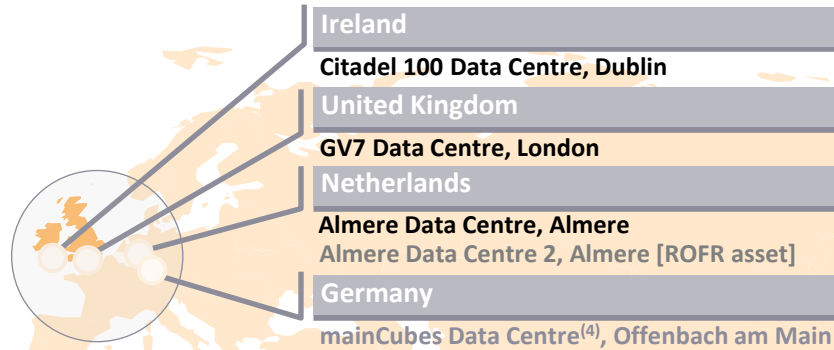
**Keppel DC REIT**



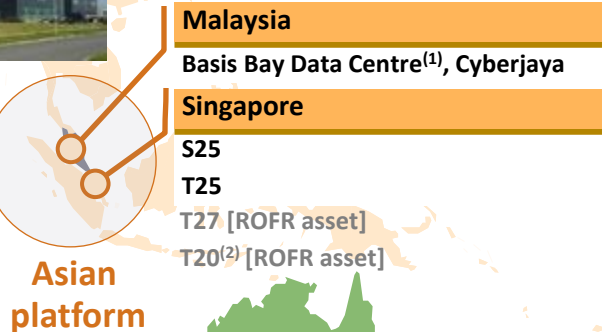
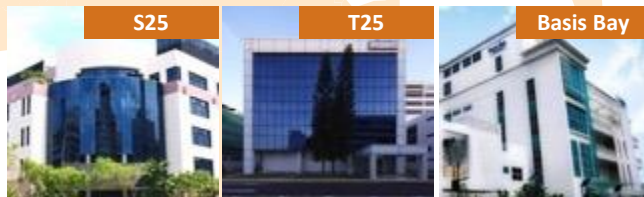
**Portfolio Performance**



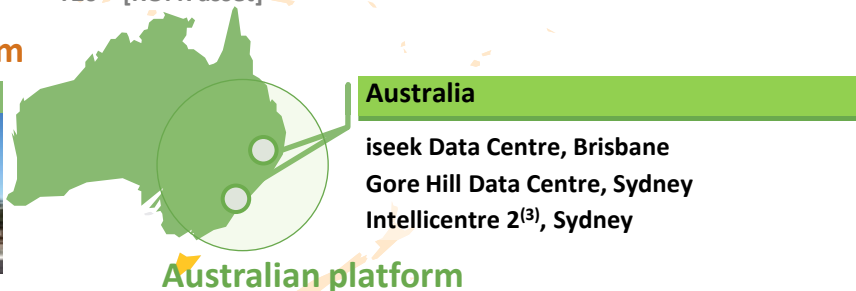
# Geographical Network



## European platform



## Asian platform



## Australian platform

**Current AUM**  
**~S\$1.07b<sup>4</sup>**

comprising 9 data centres in 6 countries  
(excludes mainCubes Data Centre which is under development by the Vendor)

**Total Lettable Area**  
**~597,900 sq ft**  
across Asia Pacific and Europe

### Notes:

- (1) Keppel DC REIT holds a 99.0% interest in Basis Bay Data Centre while the Basis Bay Vendor holds the remaining 1.0% interest.
- (2) On 23 July 2015, the Sponsor Keppel T&T announced plans to develop its fourth data centre in Singapore, which will be strategically located in close proximity to the existing data centres in Tampines.
- (3) The REIT's maiden acquisition of Intellicentre 2 in Sydney, Australia from Macquarie Telecom was completed on 10 August 2015.
- (4) On 28 October 2015, the REIT announced its first German acquisition of mainCubes Data Centre which will be developed in Offenbach am Main. This development is expected to be completed in 2018 by the Vendor and is excluded from the portfolio AUM as at 31 December 2015.



# Portfolio Growth: Intellicentre 2 in Australia

- Maiden acquisition completed successfully on 10 August 2015 strengthened Keppel DC REIT's market presence in Sydney.
- Sale and leaseback transaction with Macquarie Telecom for the shell and core building of Intellicentre 2 enhanced the REIT's income stability with a 20-year triple-net lease that includes annual rental escalations.



*Intellicentre 2, Sydney, Australia*

<b>Location</b>	Macquarie Business Park, Sydney, Australia
<b>Land area</b>	Approx. 20,000 sqm
<b>Lettable area</b>	8,169 sqm
<b>Land tenure</b>	Freehold
<b>Purchase price</b>	A\$43.3 million

# Portfolio Growth: mainCubes Data Centre in Germany

- Foray into key European data centre market with forward purchase of data centre to be built to Tier III specifications in Offenbach am Main. Completion expected in 2018.
- Immediately income-generating with regular coupons receivable from the Vendor during development period.
- Upon completion expected in 2018, the facility will be fully-leased under a 15-year triple-net lease with annual rental escalations and three 5-year renewal options.



Artist impression of mainCubes DC, Offenbach am Main, Germany

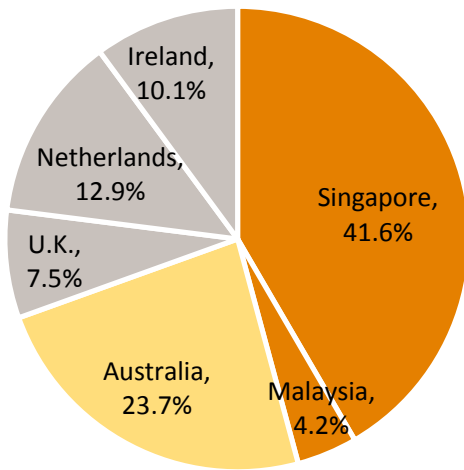
<b>Location</b>	Offenbach am Main, Germany
<b>Land area</b>	5,596 sqm
<b>Estimated lettable area</b>	11,780 sqm
<b>Land tenure</b>	Freehold
<b>Purchase price</b>	EUR 84.0 million (10% deposit; balance upon completion)

# Enhanced Geographical Diversification with Acquisitions

- The two acquisitions announced in FY 2015 will further diversify the geographical profile of the REIT's portfolio, as well as balance the proportion of assets in Asia Pacific and Europe

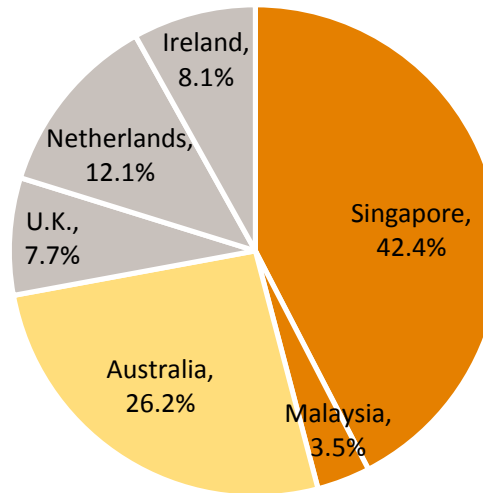
Portfolio Growth since Listing on 12 December 2014

At IPO



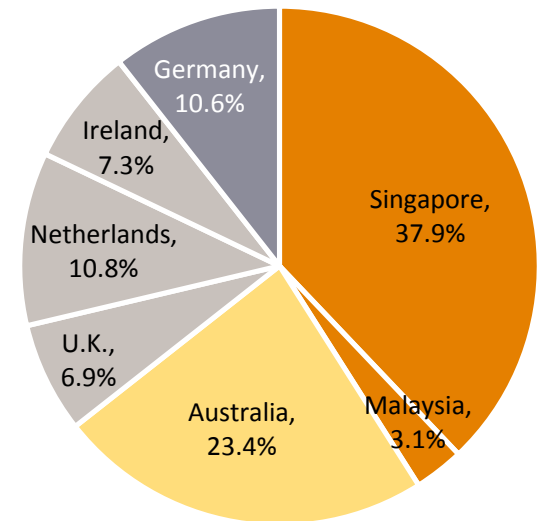
AUM: S\$1.02b

Post acquisition of  
Intellicentre 2



AUM: S\$1.07b

Post acquisition of  
Intellicentre 2 and  
mainCubes DC



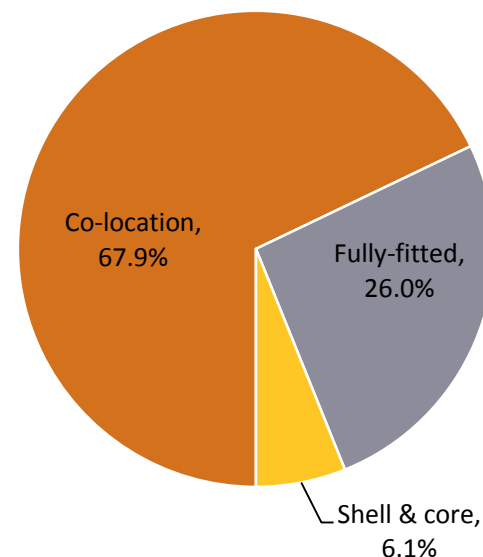
AUM: S\$1.20b

# Diversified & Resilient Portfolio

- Mix of long leases that enhance income stability of the portfolio, and short leases which provide opportunities for further growth

	Co-location	Fully-fitted	Shell & core
<b>WALE<sup>2</sup></b>	2.3 years	9.7 years	15.7 years
<b>Rental escalations</b>	Approx. 2% - 4%		

**Rental income<sup>1</sup>  
breakdown by lease type<sup>3</sup>**



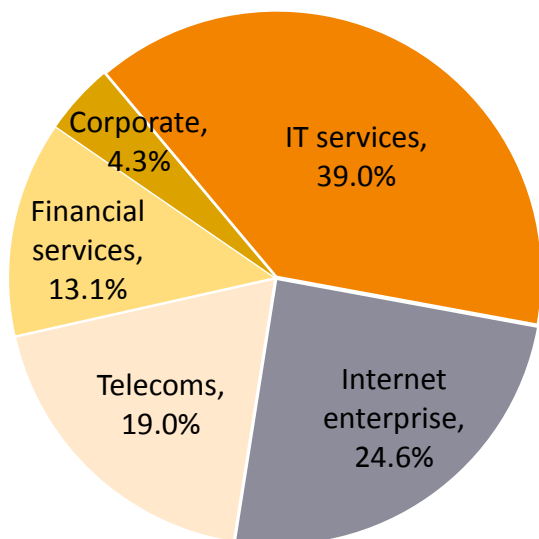
**Notes:**

- (1) Based on percentage contribution of rental income for the month of December 2015.
- (2) By leased lettable area as at 31 December 2015.
- (3) Includes the co-location arrangement in relation to iseek Data Centre (the “iseek Lease”) which for purposes of this presentation is treated as a double-net lease despite being a co-location arrangement which is a contractual arrangement. Such treatment is due to the fact that the terms of the iseek Lease, when read together with the facilities management arrangement (as amended) entered into by KDCR Australia Trust No. 1 and iseek Communications are intended to operate to give the same economic effects of a double-net lease and impose on iseek Communications the same responsibilities which it would bear if it were a lessee under a double-net lease.

# Diversified & Resilient Portfolio (Cont'd)

- Well-diversified and credit-worthy client base

**Rental income<sup>1</sup>  
breakdown  
by client's trade sector**



**Top 10 clients (based on rental income)<sup>2,3</sup>**

Client	Industry	% of Rental Income
A	Internet enterprise	24.5%
B	IT services	17.2%
C	Telecommunications	8.4%
D	IT services	8.2%
E	Financial services	5.6%
F	IT services	5.4%
G	Telecommunications	5.0%
H	IT services	3.2%
I	IT services	3.2%
J	Telecommunications	2.7%

**Notes:**

- (1) Based on percentage contribution of rental income for the month of December 2015.
- (2) Includes the 1.0% interest in Basis Bay Data Centre held by the Basis Bay Vendor.
- (3) For the month of December 2015. Based on the co-location agreements and lease agreements with clients of the Properties, treating the S25 Lease and the T25 Lease on a pass-through basis to the underlying clients.

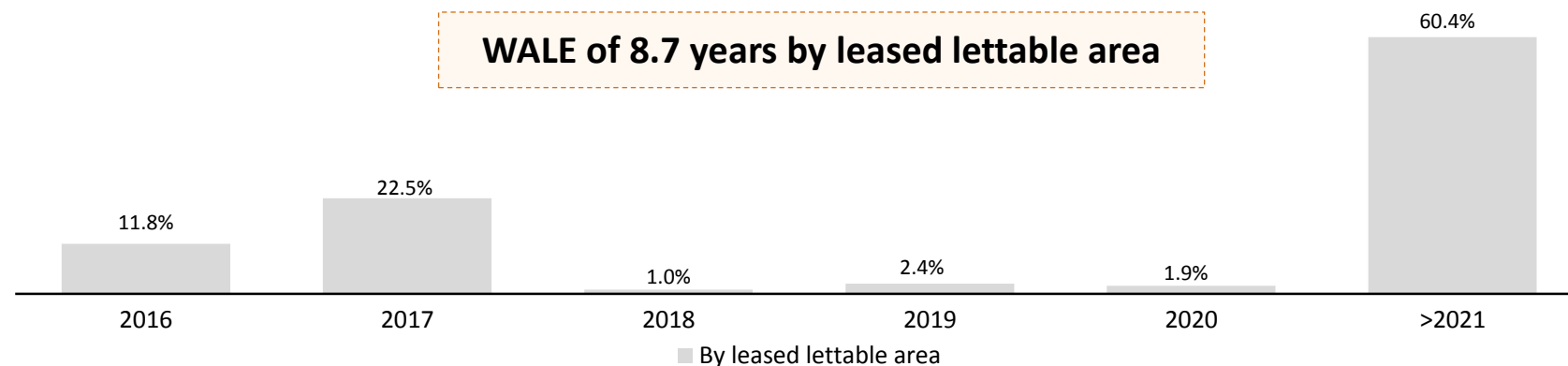


# Diversified & Resilient Portfolio (Cont'd)

- Long portfolio WALE of 8.7 years and healthy portfolio occupancy of 94.8% enhance the stability of the REIT's income streams

Portfolio Metrics	As at 31 December 2015	As at IPO
Lettable Area	597,909 sq ft	509,913 sq ft
Valuation	S\$1.07 billion	S\$1.02 billion
Occupancy	94.8%	93.5%
Weighted Average Lease Expiry (WALE)	8.7 years	7.8 years

## Lease expiry profile (as at 31 December 2015)



The logo for Keppel DC REIT, featuring the word "Keppel" in white on a dark grey background, followed by "DC REIT" in orange. The background of the entire slide is a photograph of a modern, multi-story building with a complex facade of grey panels and white structural elements, set against a clear blue sky.

**Keppel DC REIT**

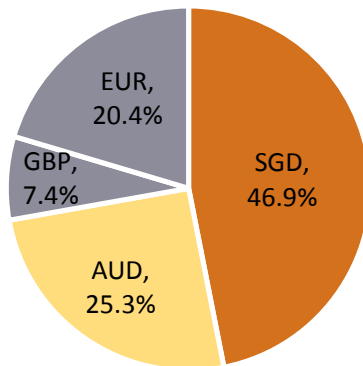
An orange banner with the text "Capital Management" in white, positioned at the bottom right of the slide. The banner has a decorative graphic of three white diagonal lines on its right side.

**Capital Management**

# Prudent Capital Management

- Proactive hedging policies to mitigate volatilities:
  - Entered into floating-to-fixed interest rate swaps to lock in interest rates of the long-term loans
  - Use of foreign currency forward contracts to hedge the REIT's forecasted foreign-sourced distributions. Hedging up to 1H 2017 completed; 2H 2017's substantially complete

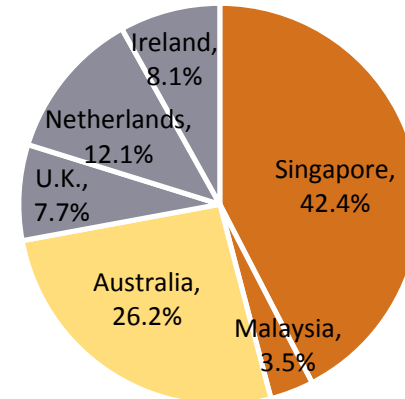
**Debt currency breakdown**



Total term loans:  
Approx. S\$341.8m

■ Asia ■ Australia ■ Europe

**Portfolio breakdown<sup>1</sup>**



Total value :  
Approx. S\$1.07b

Note:

(1) Without taking into consideration the finance lease liabilities pertaining to the land rent commitments for iseek Data Centre and Citadel 100 Data Centre.

# Prudent Capital Management

As at 31 December 2015

**Total debt**

- ~S\$342m of external loans (unencumbered)
- S\$40m of undrawn revolving credit facility

**Aggregate Leverage<sup>1</sup>**

- 29.2%

**Average cost of debt<sup>2</sup>**

- 2.5% per annum for 2015

**Debt tenor**

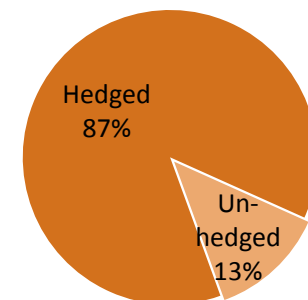
- 3.3 years on average

**FY 2015 interest cover<sup>3</sup>**

- 9.4 times

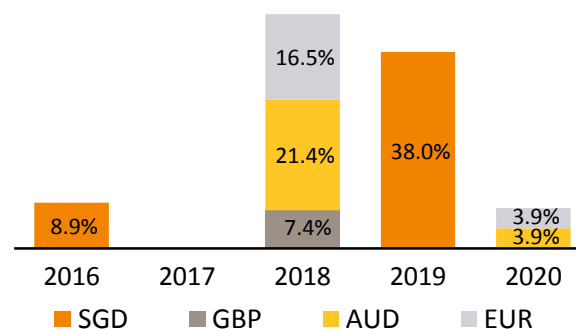
## Hedging of borrowing costs

As at 31 December 2015



## Debt maturity profile

As at 31 December 2015



Notes:

- (1) Aggregate Leverage is gross borrowings and deferred payment as a percentage of the deposited properties, both of which do not take into consideration the finance lease liabilities pertaining to land rent commitments for isek Data Centre and Citadel 100 Data Centre.
- (2) Including amortisation of upfront debt financing costs and excluding finance lease charges.
- (3) Calculated as EBIT / Finance costs, where EBIT is NPI less Manager's base and performance fees, Trustee's fee and Other trust expenses. Finance costs pertain to interest expense based on total debt drawn and debt amortisation costs. Property-related calculations include the 1.0% interest in Basis Bay Data Centre held by the Basis Bay Vendor.





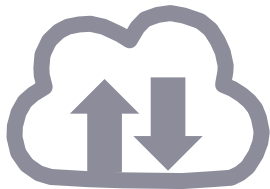
**Keppel DC REIT**

**Outlook**



# Positive Global Trends

- Industry fundamentals remain intact, supported by global trends that will further propel data centre demand



Cloud traffic<sup>1</sup>

**+33%**

CAGR from 2014 to 2019



Mobile data traffic<sup>2</sup>

**+57%**

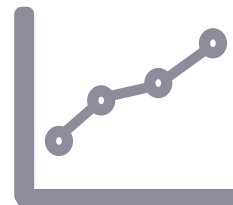
CAGR from 2014 to 2019



Global e-commerce<sup>3</sup>

**+17%**

CAGR from 2014 to 2018



Digital universe<sup>4</sup>

**10x**

from 2013 to 2020

Sources:

- (1) Cisco Global Cloud Index, 2014-2019
- (2) Cisco Visual Networking Index, 2014-2019
- (3) eMarketer, 2015
- (4) IDC The Digital Universe of Opportunities, 2014

# Accolades & Recognition

- KDCREIT was added to the MSCI Singapore Small Cap Index
- KDCREIT was conferred the “Most Transparent Company Award (New Issues) – Runner Up” in the SIAS 16th Investors' Choice Awards
- KDCREIT was voted “3rd Strongest Adherence to Corporate Governance”, “Most Improved Investor Relations”, and one of the six most preferred Singaporean companies by institutional investors in the Alpha Southeast Asia Institutional Investor Awards for Corporates
- T25 was conferred the BCA-IDA Green Mark Gold<sup>PLUS</sup> Award for Data Centres
- S25 and T25 received the Singapore Standard 564 (SS564) for Green Data Centres from TÜV SÜD PSB



*Keppel DC REIT was recognised at the SIAS 16th Investors' Choice Awards for its commitment to high standards of disclosure*



# Committed to Deliver Value



To provide Unitholders with regular and stable distributions, and to achieve long-term growth in DPU and NAV per unit, while maintaining an optimal capital structure.

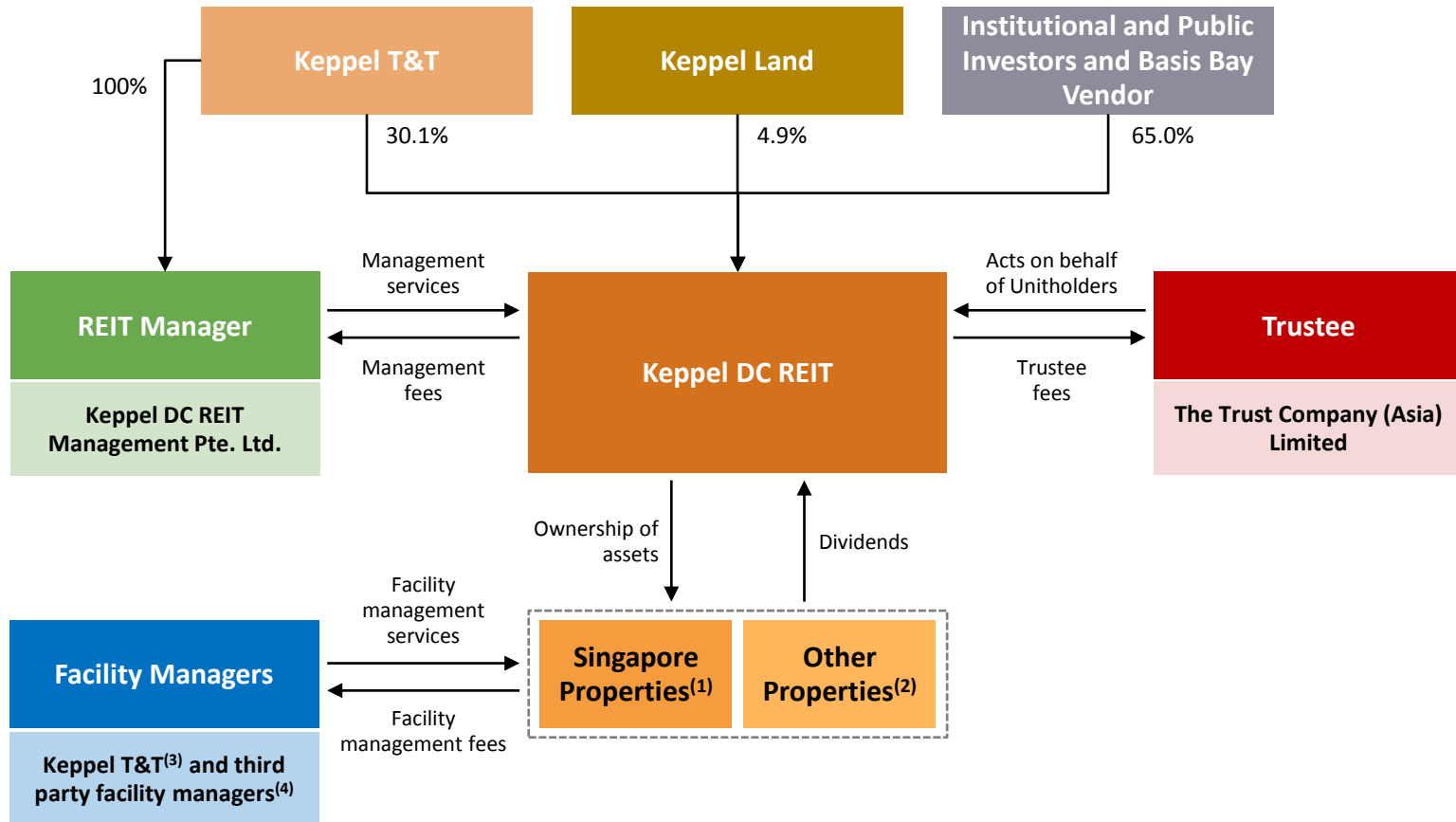


**Keppel DC REIT**

**Additional Information**



# Keppel DC REIT Structure









Notes:

- (1) The Singapore Properties are held directly by the REIT.
- (2) The Other Properties are held via multiple layers of intermediate Singapore, Australia, BVI, Malaysia, the Netherlands, Ireland and Guernsey SPVs. Keppel DC REIT holds a 99.0% interest in Basis Bay Data Centre while the Basis Bay Vendor holds the remaining 1.0% interest.
- (3) Facility management of S25 and T25 have been outsourced to Keppel Digihub Ltd and Keppel Datahub Pte Ltd respectively, both of which are indirectly owned subsidiaries of Keppel T&T.
- (4) Third-party facility managers include data centre clients of Keppel DC REIT.



# Portfolio Overview (as of 31 December 2015)

## Asia Pacific

Property	Location	Interest	Lettable area (sq ft)	No. of clients <sup>(1)</sup>	Occupancy rate (%)	Valuation (\$m)	Lease type	WALE (years)	Land lease title
 S25	Singapore	100%	109,574	20 <sup>(2)</sup>	85.7	275.0	Keppel lease / Co-location	2.8 <sup>(2)</sup>	Leasehold (Expiring 30 September 2025, with option to extend by 30 years)
 T25	Singapore	100%	36,888	4 <sup>(2)</sup>	100.0	179.0	Keppel lease / Co-location	1.7 <sup>(2)</sup>	Leasehold (Expiring 31 July 2021, with option to extend by 30 years)
 Basis Bay Data Centre	Cyberjaya, Malaysia	99% <sup>(3)</sup>	48,680	1	100.0	37.5	Double-net (Fully-fitted)	1.5	Freehold
 Gore Hill Data Centre	Sydney, Australia	100%	90,955	3	100.0	202.8	Triple-net (Shell & core) [one client] / Co-location [two clients]	8.9	Freehold
 Intellicentre 2	Sydney, Australia	100%	87,930	1	100.0	48.0	Triple-net (Shell & core)	19.6	Freehold
 iseek Data Centre	Brisbane, Australia	100%	12,389	1	100.0	29.9	Double-net <sup>(4)</sup> (Fully-fitted)	10.5	Leasehold (Expiring 29 June 2040, with an option to extend for 7 years)

(1) Certain clients have signed more than one co-location arrangement using multiple entities.




(2) Based on the number of underlying clients which have entered into co-location arrangements with the S25 and T25 clients, treating the S25 and T25 Lease on a pass-through basis to the underlying clients. Keppel DC REIT has in place the S25 and T25 Leases with the S25 and T25 clients pursuant to which Keppel DC REIT will grant a lease for a term of 10 years to the S25 and T25 clients, with an option to renew for a further term of five years subject to JTC's and HDB's consent respectively, and on terms to be agreed between Keppel DC REIT and the S25 and T25 clients.

(3) Keppel DC REIT holds a 99.0% interest in Basis Bay Data Centre while the Basis Bay Vendor holds the remaining 1.0% interest. Property-related calculations (e.g. Rental Income, Net Property Income, WALE, Independent Valuations) includes the 1.0% interest in Basis Bay Data Centre held by the Basis Bay Vendor.


(4) Keppel DC REIT has in place the iseek Lease with the client of iseek Data Centre. While the iseek Lease is called a co-location arrangement, the terms are structured as effectively equivalent to a double-net lease.

# Portfolio Overview (as of 31 December 2015) (Cont'd)

## Europe

Property	Location	Interest	Lettable area (sq ft)	No. of clients <sup>(1)</sup>	Occupancy rate (%)	Valuation (\$m)	Lease type	WALE (years)	Land lease title
 <b>GV7 Data Centre</b>	London, United Kingdom	100%	24,972	1	100.0	82.2	Triple-net (Fully-fitted)	11.1	Leasehold (Expiring 28 September 2183)
 <b>Almere Data Centre</b>	Almere, Netherlands	100%	118,403	1 <sup>(2)</sup>	100.0	129.7	Double-net (Fully-fitted)	12.7	Freehold
 <b>Citadel 100 Data Centre</b>	Dublin, Ireland	100%	68,118	9	77.4	87.2	Co-location	1.5	Leasehold (Expiring 11 April 2041)

## Property Under Development

Property	Location	Interest	Lettable area (sq ft)	No. of clients	Occupancy rate (%)	Purchase Price (\$m)	Lease type	WALE (years)	Land lease title
 <b>mainCubes Data Centre<sup>(3)</sup></b> (expected completion in 2018)	Germany	100%	126,800	1	100.0	127.4	Triple-net lease (Fully-fitted)	15 <sup>(4)</sup>	Freehold

(1) Certain clients have signed more than one co-location arrangement using multiple entities.

(2) Keppel DC REIT, through its wholly-owned subsidiary has entered into the Ground Lease with Borchveste. With the Ground Lease in place, the lease with the underlying client becomes conceptually similar to a sub-lease, with Borchveste being (i) the leasehold client of KDCR Almere B.V. and (ii) the lessor to the underlying client.

(3) On 28 October 2015, the REIT announced its first German acquisition of mainCubes Data Centre which will be developed in Offenbach am Main. This development is expected to be completed in 2018 by the Vendor and is excluded from the portfolio's assets under management as at 31 December 2015.

(4) WALE upon lease commencement.

# Overview of Lease Arrangements

## Asia Pacific

Property	Lease Arrangement	Description	Responsibilities of Lessor / Owner					
			Property Tax	Building Insurance	Facilities Management	Day-to-day Maintenance	Maintenance Opex	Refresh Capex
S25	Keppel lease <sup>(1)</sup> / Co-location <sup>(2)</sup>	<ul style="list-style-type: none"> <li>Client: Pays cost of rent and all expenses recharged to Lessor</li> <li>Lessor: Responsible for facilities management</li> </ul>	✓	✓	✓	✓	✓	✓
T25	Keppel lease <sup>(1)</sup> / Co-location <sup>(2)</sup>	<ul style="list-style-type: none"> <li>Client: Pays cost of rent and all expenses recharged to Lessor</li> <li>Lessor: Responsible for facilities management</li> </ul>	✓	✓	✓	✓	✓	✓
Basis Bay Data Centre	Double-net lease	<ul style="list-style-type: none"> <li>Client: Pays all outgoings except building insurance and property tax; responsible for facilities management</li> </ul>	✓	✓	-	-	-	✓
Gore Hill Data Centre (for one client)	Triple-net lease	<ul style="list-style-type: none"> <li>Client: Pays all outgoings and responsible for facilities management in their space</li> </ul>	-	-	-	-	-	-
Gore Hill Data Centre (for two clients)	Co-location arrangement <sup>(2)(3)</sup>	<ul style="list-style-type: none"> <li>Client: Pays cost of rent</li> <li>Owner: All expenses paid by Lessor; responsible for facilities management</li> </ul>	✓	✓	✓	✓	✓	✓
Intellicentre 2	Triple-net lease	<ul style="list-style-type: none"> <li>Client: Pays all outgoings; responsible for facilities management</li> </ul>	-	-	-	-	-	-
iseek Data Centre	Double-net lease <sup>(4)</sup>	<ul style="list-style-type: none"> <li>Client: Pays all outgoings except building insurance; Client responsible for facilities management</li> </ul>	-	✓	-	-	-	✓

- (1) Refers to the S25 Lease and the T25 Lease entered into by Keppel DC REIT with the S25 client and the T25 client in relation to S25 and T25 respectively. However, due to the pass-through nature of the Keppel leases, Keppel DC REIT will substantially enjoy the benefits and assume the liabilities of the underlying co-location arrangements entered into by DigiHub, Datahub and the underlying clients.
- (2) Co-location arrangements are typically entered into by end-clients who utilise co-location space for the installation of their servers and other mission critical IT equipment. In the case of Keppel DC REIT, end-clients with co-location arrangements pay for rent and all the property-related expenses are borne by the Keppel DC REIT. Keppel DC REIT is usually responsible for facilities management in respect of such co-location arrangements.
- (3) Keppel DC REIT has in place co-location arrangements with two of the clients of Gore Hill Data Centre.
- (4) Keppel DC REIT has in place the iseek Lease with the client of iseek Data Centre. While the iseek Lease is called a co-location arrangement, the terms thereof are structured as effectively equivalent to a double-net lease.

# Overview of Lease Arrangements (Cont'd)

## Europe

Property	Lease Arrangement	Description	Responsibilities of Lessor / Owner					
			Property Tax	Building Insurance	Facilities Management	Day-to-day Maintenance	Maintenance Opex	Refresh Capex
<b>GV7 Data Centre</b>	Triple-net lease	■ Client: Pays all outgoings; responsible for facilities management	-	-	-	-	-	-
<b>Almere Data Centre</b>	Double-net lease	■ Client: Pays all outgoings except building insurance and property tax; responsible for facilities management	✓	✓	-	-	-	-
<b>Citadel 100 Data Centre</b>	Co-location <sup>(1)(2)</sup>	■ Client: Pays cost of rent; all expenses paid by Lessor ■ Owner: Responsible for facilities management	✓	✓	✓	✓	✓	✓

## Property Under Development

Property	Lease Arrangement	Description	Responsibilities of Lessor / Owner					
			Property Tax	Building Insurance	Facilities Management	Day-to-day Maintenance	Maintenance Opex	Refresh Capex
<b>mainCubes Data Centre <sup>(3)</sup></b> (expected completion in 2018)	Triple-net lease	■ Client: Pays all outgoings; responsible for facilities management	-	-	-	-	-	-

(1) Co-location arrangements are typically entered into by end-clients who utilise co-location space for the installation of their servers and other mission critical IT equipment. In the case of Keppel DC REIT, end-clients with co-location arrangements pay for rent and all the property-related expenses are borne by the Keppel DC REIT. Keppel DC REIT is usually responsible for facilities management in respect of such co-location arrangements.

(2) Keppel DC REIT has in place co-location arrangements with the clients of Citadel 100 Data Centre.

(3) On 28 October 2015, the REIT announced its first German acquisition of mainCubes Data Centre which will be developed in Offenbach am Main. This development is expected to be completed in 2018 by the Vendor and is excluded from the portfolio's assets under management as at 31 December 2015.

**Thank you.**