



# ASCENDAS INDIA TRUST

Proposed Acquisition of Greenfield Site for Data Centre Development in Navi Mumbai, India

5 July 2021

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**This presentation on the proposed acquisition of a 6.6 acres greenfield site for data centre development in Navi Mumbai, India should be read in conjunction with a-iTrust's announcement, a copy of which is available on [www.sgx.com](http://www.sgx.com) or [www.a-iTrust.com](http://www.a-iTrust.com).**

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

# Overview



Artist Impression of the Data Centre

# Overview

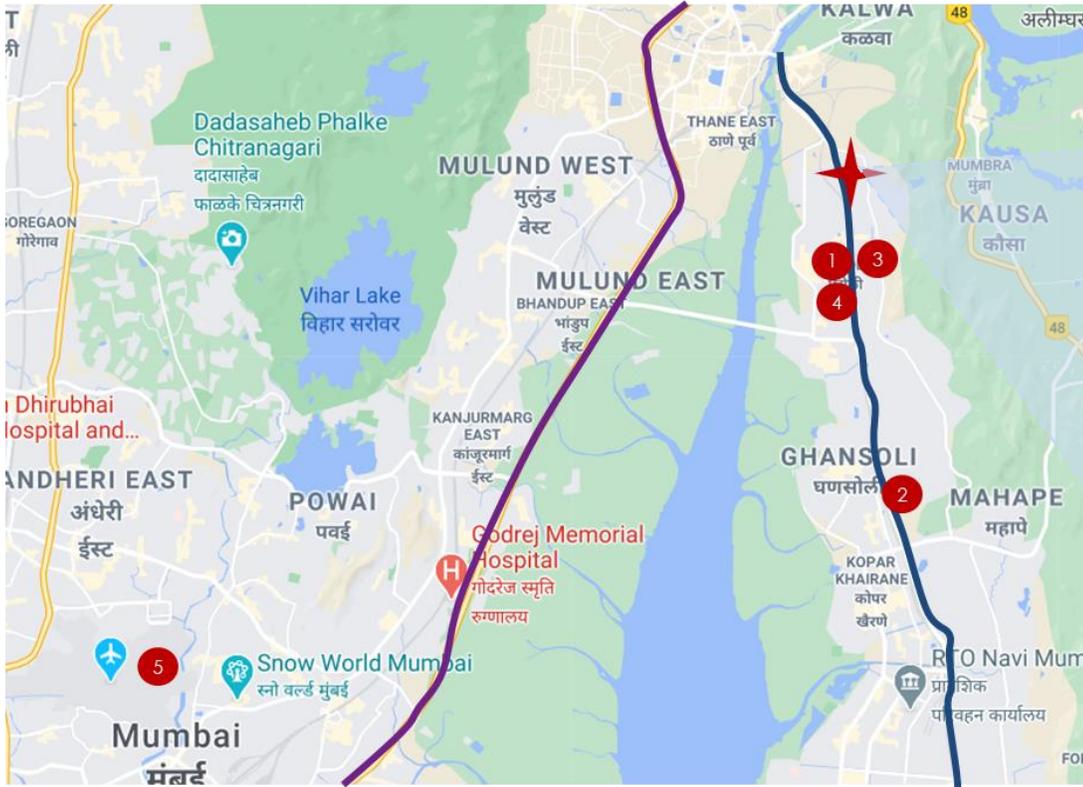
- a-iTrust will acquire a ~6.6 acres greenfield site in Navi Mumbai, India for a total purchase consideration of INR 1.3 billion / SGD 23.8 million<sup>1</sup> for the development of its first data centre (“DC”) campus in India
  - Site to be developed in phases into fully-fitted DC campus comprising two buildings<sup>2</sup>
  - Phase 1 of the project with a built-up area of about 325,000 square feet is scheduled to be ready by 2Q 2024
  - Total estimated investment for Phase 1 (including construction and approvals): INR 12 billion / SGD 216.6 million
- The proposed transaction will diversify a-iTrust’s portfolio towards an attractive and scalable asset class
- a-iTrust to leverage on CapitaLand's expertise in managing DCs across Asia and capitalise on the experience of the CapitaLand DC team
- Navi-Mumbai is a strong DC micro-market due to undersea cable connectivity, adequate power access and availability of land

1. Based on exchange rate of SGD 1 to INR 55.0 used throughout this presentation

2. Total development potential of 575,000 square feet built-up area and up to 90 megawatt (MW) sanctioned power supply

# Location

Prime location in Airoli along Thane-Belapur Road



★ Property — Thane – Belapur road — Eastern Express Highway

	Distance From Key Landmarks	Approx. Kms.		Distance From Key Landmarks	Approx. Kms.
1	Airoli Railway Station	2.0	4	Airoli Fire Station	2.7
2	AURUM IT SEZ	7.6	5	Mumbai International Airport (Existing)	22.3
3	Raheja Mindspace	2.0			

Property will be part of Airoli-Mahape emerging DC hub



Property boundary (~6.6 acres) — Digha – MIDC road  
 — Thane – Belapur road — Central road

# Transaction Details

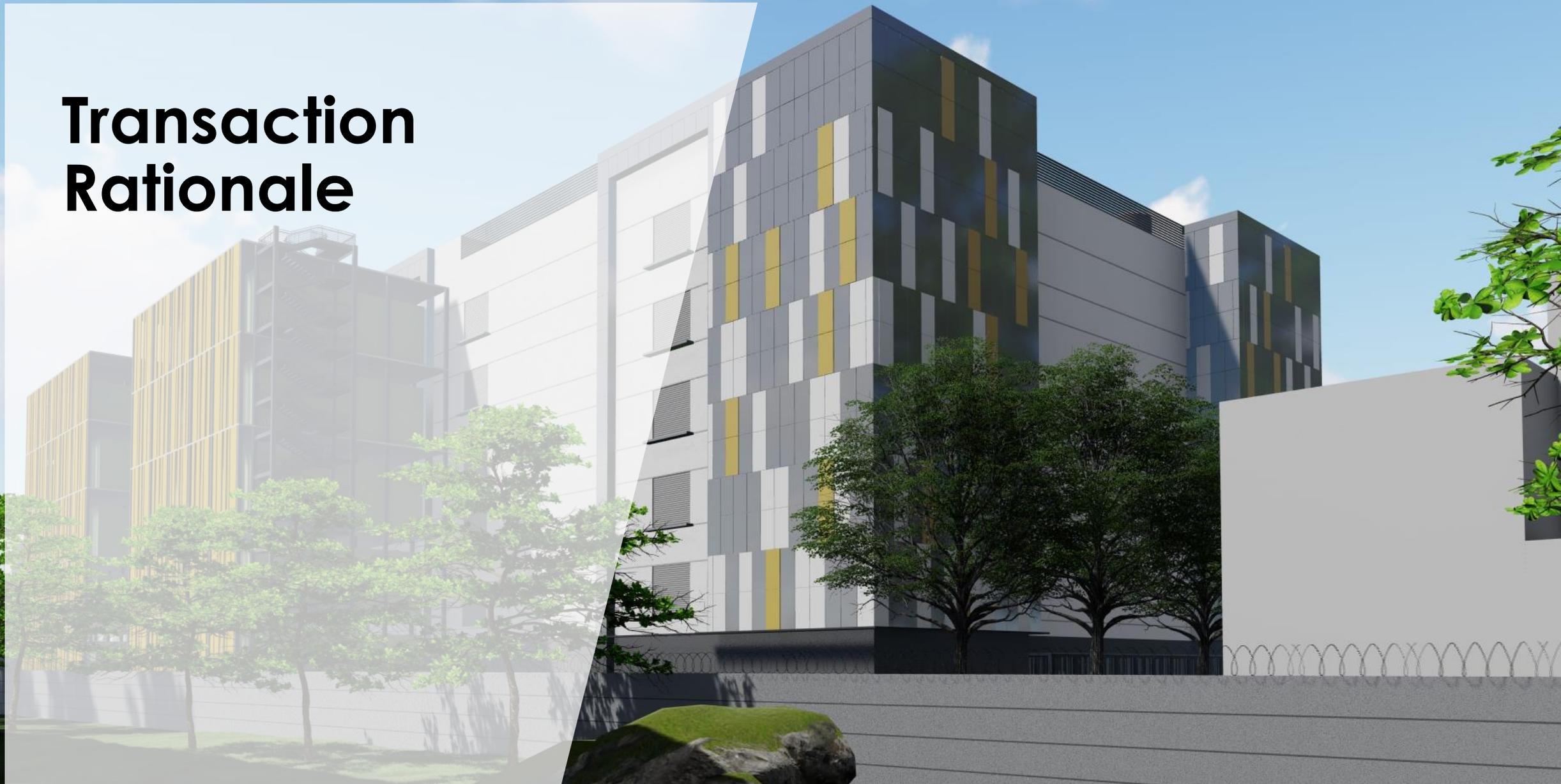


# Transaction Details

<b>Location</b>	Airoli, Navi Mumbai, India
<b>Project<sup>1</sup> (Phase 1)</b>	Fully-fitted DC Building (Phase 1: 325,000 square feet built-up area)
<b>Vendor / Project SPV</b>	Datascape Realty Private Limited ("Project SPV")
<b>Transaction Structure</b>	Acquisition of 100% interest in the Project SPV
<b>Land area and title</b>	~6.6 acres of leasehold land from MIDC <sup>2</sup>
<b>Development timelines</b>	Phase 1 of the project is expected to be operational by 2Q 2024

1. Total development potential of 575,000 square feet built-up area and up to 90 MW of sanctioned power supply
2. Maharashtra Industrial Development Corporation

# Transaction Rationale



# India DC Demand Drivers

DC market is projected to grow at a CAGR<sup>1</sup> of 31%<sup>2</sup> by 2023

Anticipated storage demands due to local regulations

Increasing data consumption & demand for connectivity

- India is the second fastest growing digital economy in the world<sup>3</sup>.

- The Indian Government's push for data localisation and digital payments is expected to further boost DC demand from technology, financial, media and healthcare companies.

- India has a large and growing user base of data consumers.
- Driven by E-commerce growth, Internet of Things, Artificial Intelligence, growing consumer usage with online media/video-conferencing and streaming services etc.

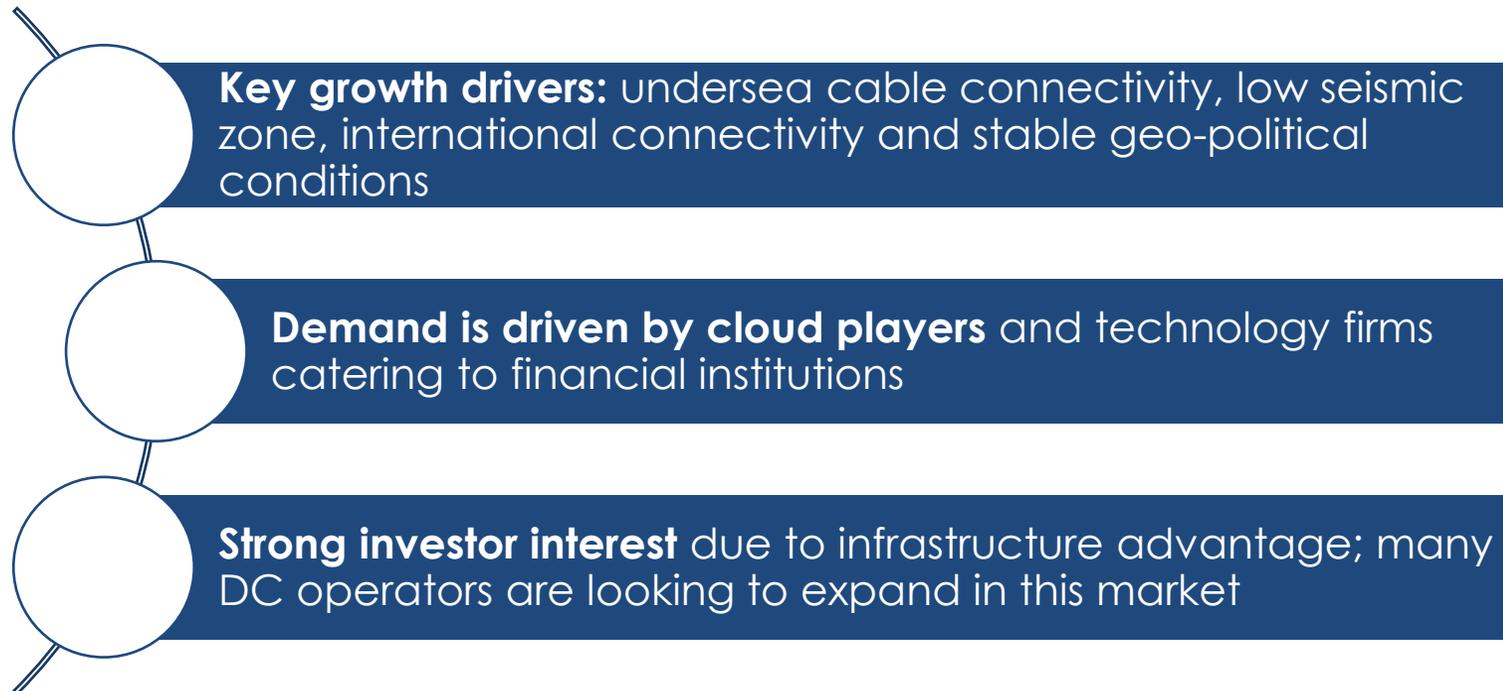
1. Compounded Annual Growth Rate

2. JLL Research, May 2021

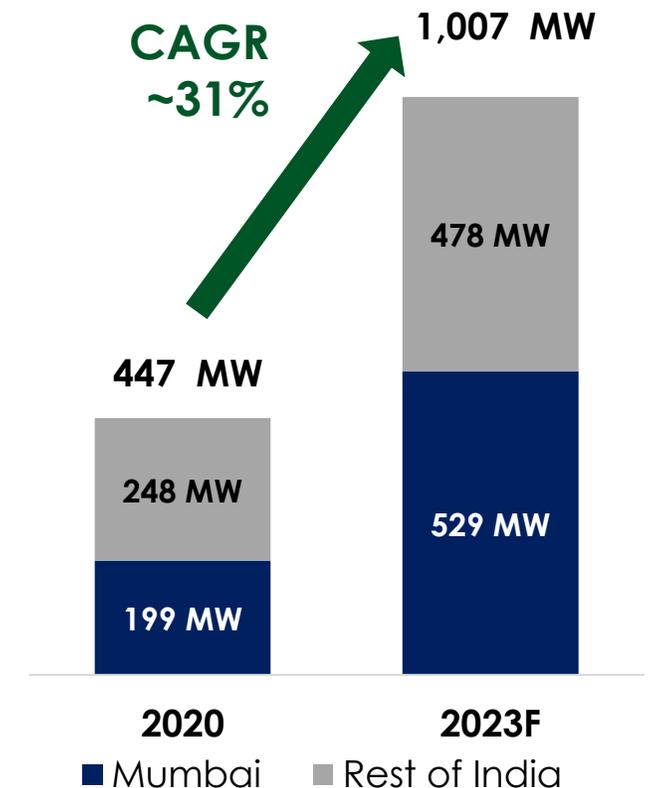
3. McKinsey Global Institute: Digital India -Technology to transform a connected nation

# Mumbai Market Overview

- Mumbai is India's largest data centre co-location market with ~44% share of total capacity<sup>1</sup>
- During FY 21-23, Mumbai is expected to witness IT load capacity addition of ~330 MW<sup>1</sup>



## India's Data Centre Capacity<sup>1</sup>



1. Source: JLL Research, May 2021

# Transaction Rationale

## Diversification into Data Centres

- Opportunity for a-iTrust to diversify into an attractive and scalable new economy asset class, which has proven to be resilient during the COVID-19 pandemic
- Total Indian DC capacity expected to grow from ~447 MW to 1,007 MW IT load by 2023 (CAGR of ~31%)<sup>1</sup>

## Strong Micro-market

- Existing eco-system for DC operators (DC players in Navi Mumbai include Sify, CtrlS and Colt)
- Mumbai accounts for ~44% of India's DC capacity<sup>1</sup>

## Leveraging Sponsor Expertise for Greenfield Development

- a-iTrust shall have complete control over the design and quality of the data centre development
- a-iTrust can leverage on CL's expertise for data centre design, development and operation

## Robust Institutional Activity

- Sector has attracted global technology players (Amazon, Google, Microsoft), strategic investors (NTT, Equinix) and leading Indian corporates (Reliance Jio, Adani, Hiranandani)

1. JLL Research, May 2021

# Building Specifications

Particulars	Description
<b>Total number of racks</b>	<ul style="list-style-type: none"><li>• Approximately 4,300 racks in Phase 1 (Expansion potential: up to 8,500 racks)</li></ul>
<b>IT load per rack</b>	<ul style="list-style-type: none"><li>• 4.5 KW to 7.5 KW</li></ul>
<b>Total power demand</b>	<ul style="list-style-type: none"><li>• Up to 90 megawatt (MW) of sanctioned power supply</li></ul>
<b>Power supply</b>	<ul style="list-style-type: none"><li>• Power is available from three substations in close vicinity</li></ul>
<b>Optical Fibre Network</b>	<ul style="list-style-type: none"><li>• Multiple fibre routes available for the site</li></ul>
<b>Phase 1 Building Structure</b>	<ul style="list-style-type: none"><li>• DC Building: G+5</li><li>• DG Stack: G+4</li></ul>
<b>Floor to Floor Height</b>	<ul style="list-style-type: none"><li>• &gt; 6 meters</li></ul>
<b>Floor loading</b>	<ul style="list-style-type: none"><li>• 15kN/sqm<sup>1</sup> for IT rack areas</li><li>• 25kN/sqm<sup>1</sup> for battery areas</li></ul>

# Investor contact



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Thank you

