

# Keppel Capital

Trusted Investment Partner. Delivering Sustainable Returns.

## Citi-REITAS-SGX C-Suite Singapore REITs and Sponsors Forum

22 August 2019

The logo for Keppel Capital, featuring the word "Keppel" in a white sans-serif font inside a grey rectangular box, followed by the word "Capital" in a bold red sans-serif font. A small red arrow-like graphic is positioned above the letter 'p' in "Keppel".

**Keppel Capital**

# Content Outline

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## Keppel Capital: What Sets Us Apart

- 3 An Integrated Asset Management Platform
- 4 Global Mindset with Local Execution
- 5 Harnessing Capabilities of the Keppel Group
- 6 Best-in-class Investors
- 7 Key Milestones
- 8 Delivering Sustainable Returns: Platforms for Growth



# Keppel Capital: An Integrated Fund Management Platform

**Keppel Corporation**

**Keppel Capital**

## Private Fund Managers

**Keppel Capital**  
Alternative Asset



Incepted in 2019 to establish, offer and manage new private funds investing in alternative asset classes

**alpha**



Private equity fund manager with investments across key global gateway cities

## Listed REITs and Business Trust

**Keppel REIT**



One of the largest Pan-Asian commercial REITs listed on SGX with premium Grade A assets in prime business and financial districts

**Keppel DC REIT**



Asia's first pure-play data centre REIT listed on SGX with an initial focus on Asia Pacific and Europe

**Keppel Infrastructure Trust**



The largest diversified Business Trust listed on SGX with a portfolio of strategic infrastructure assets.

**Keppel KBS US REIT**



US REIT with office buildings and business campuses in key growth markets driven by innovation and technology

**PRIME US REIT**

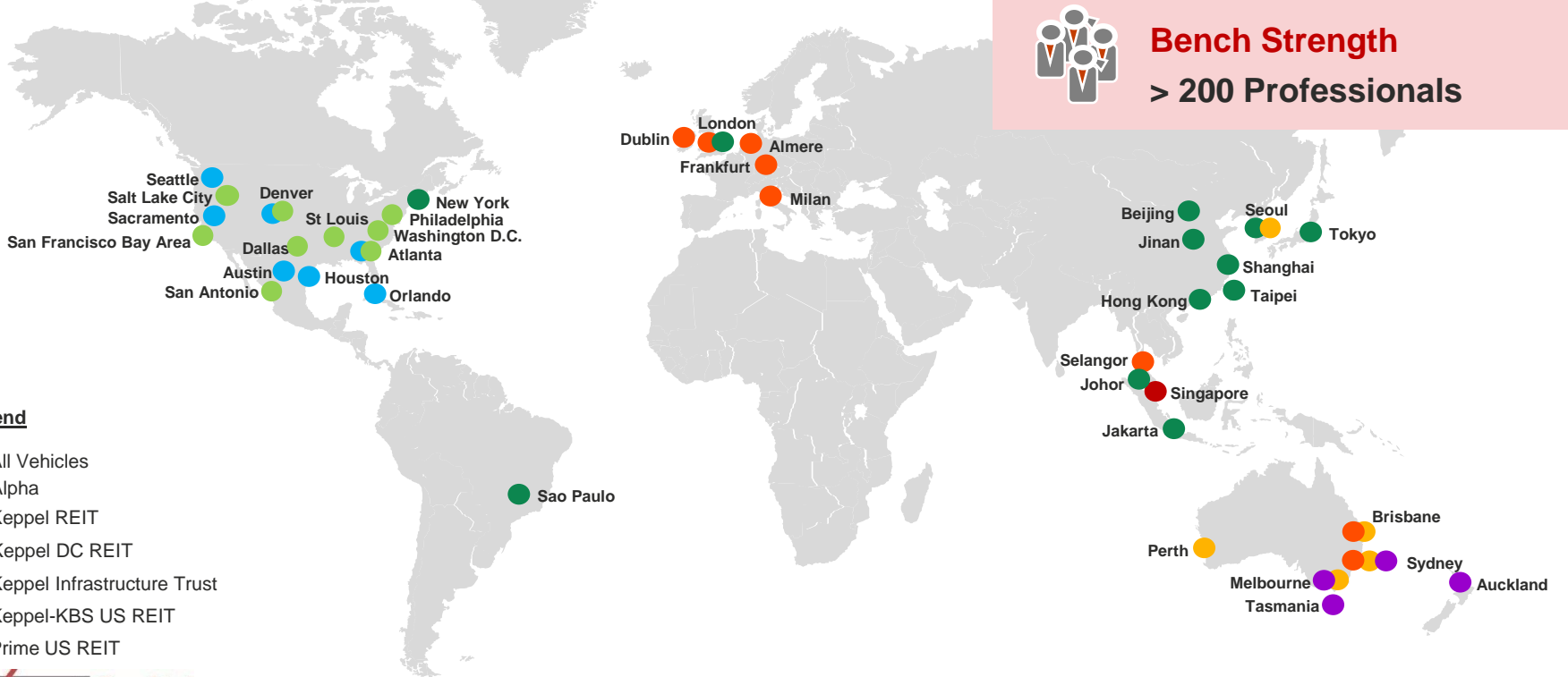


US REIT with Grade A office assets in key primary markets

- Keppel Capital owns 100% of Keppel REIT Management Limited (Manager of Keppel REIT), 50% of Keppel DC REIT Management Pte. Ltd. (Manager of Keppel DC REIT), 100% of Keppel Infrastructure Fund Management Pte. Ltd. (Trustee-Manager of Keppel Infrastructure Trust), 50% of Keppel-KBS US REIT Management Pte. Ltd. (Manager of Keppel-KBS US REIT), and 30% interest in KBS US Prime Property Management Pte. Ltd. (Manager of Prime US REIT).

# Global Capabilities. Local Agility.

Diversified portfolio of real estate, infrastructure and data centre assets in over 30 cities across key global markets



**Assets under Management**  
**\$29b as at end-2018**



**Bench Strength**  
**> 200 Professionals**

# Harnessing Capabilities of the Keppel Group

Engines of Growth

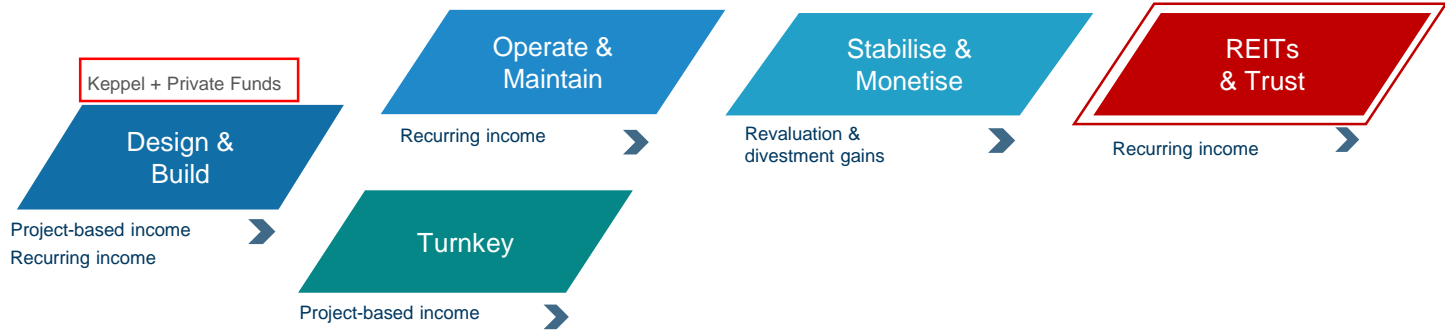
The Keppel Business Model

Offshore & Marine

Property

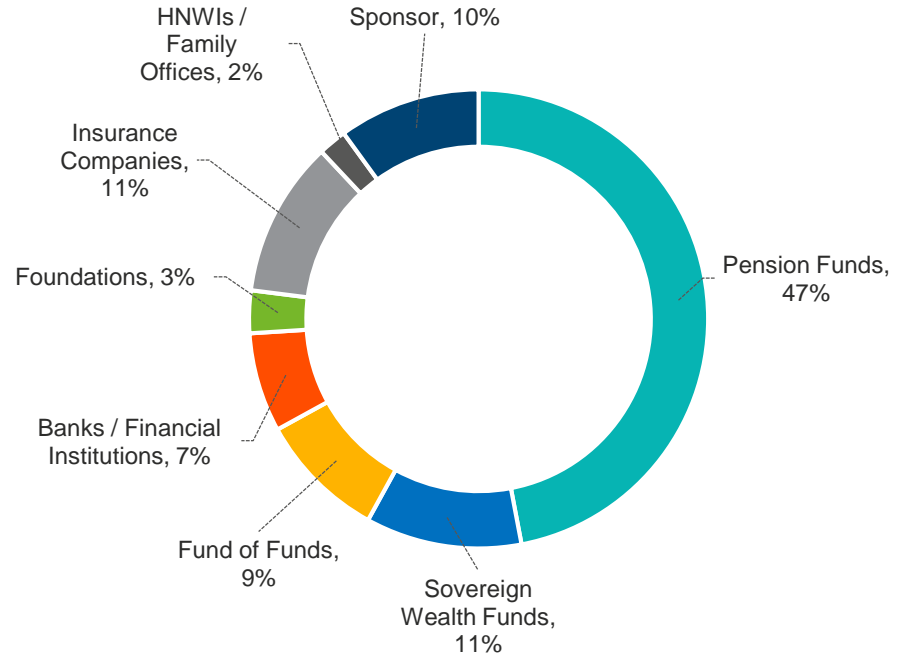
Infrastructure

Investments



# Best-In-Class Investor Base

Quality institutional investor base consisting some of the largest global investors



# Key Milestones

**Keppel Capital**

## 2016

- Consolidation of fund and asset management platforms under Keppel Capital
- First closing of Alpha Data Centre Fund (ADCF) and Alpha Asia Macro Trends Fund (AAMTF) III
- ADCF's maiden acquisition of 60% interest in KDC Frankfurt 1
- Keppel DC REIT added 2 data centres to its portfolio

## 2017

- Successful listing of Keppel-KBS US REIT on SGX-ST with US\$553m raised
- Alpha raised US\$1.0b for Alpha DC Fund and acquired 70% stake in KDC SGP 4 in Singapore
- Keppel REIT and Keppel DC REIT made 3 acquisitions totalling ~S\$670m

## 2018

- Alpha closed AAMTF III at ~US\$1.1b, exceeding its initial target of US\$1.0b
- Announced plans to expand into the senior living sector with proposed acquisition of 50% interest in Watermark Retirement Communities
- Explored plans to establish an education fund
- Signed MOU to establish fund management entity in the Sino-Singapore Tianjin Eco-City
- ADCF entered into JVs to develop and operate data centres in the new markets of Bogor, near Jakarta and Johor, Malaysia
- Announced acquisitions totalling over S\$2.0b, including Keppel-KBS US REIT's maiden acquisition and Keppel DC REIT's acquisitions of 2 data centres

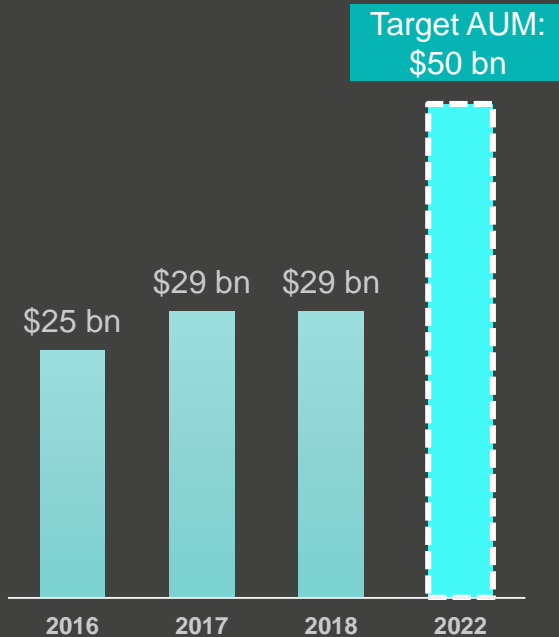
## YTD 2019

- Incepted Keppel Capital Alternative Asset with the focus to establish, offer and manage new private funds investing in alternative asset classes
- Keppel Infrastructure Trust completed the A\$1b acquisition of Ixom
- Keppel REIT completed maiden acquisition in Seoul
- Acquired 30% interest in Gimi MS Corporation for the development and operation of a FLNG facility
- Successful listing of Prime US REIT<sup>1</sup> on the SGX-ST
- Alpha continued to actively pursue acquisitions and divestments amounting to over US\$2.0b in 1H 2019

**Keppel Capital**

(1) 30% strategic interest in KBS US Prime Property Management Pte. Ltd., the Manager of Prime US REIT

## Assets under Management



## Growth Platforms

- Pursue inorganic growth through expansion into new markets and asset classes
  - Opportunities in the senior living and educational sectors
- Pursue organic growth from existing investments and funds
- Develop new funds and REITs/Trusts
  - Successfully listed Keppel-KBS US REIT in November 2018
  - Strategic investor in Prime US REIT, which was listed in July 2019
- Continue to harness capabilities of the larger Keppel Group for asset injections



# What Sets Us Apart

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## Global Mindset with Local Execution

Led by a team of industry veterans with in-depth expertise and decades of experience working in local and international markets, and global institutional investors



## Strong investment track record with value creation along the entire value chain

- Expertise and proven capabilities in investor management, portfolio composition, efficient tax structuring, active currency and interest rate management
- Proactive asset management of global AUM of SGD 29 billion\* across both private and public markets



## Fiduciary mindset with strong compliance and governance practices

- Socially responsible fund manager that creates value while integrating sustainable practices into our invested assets

*\*AUM as at 31 December 2018.*

# Keppel Capital: Trusted Investment Partner

## VISION

To be the **best-in-class asset manager**, serving as **the trusted partner for our investors**.

## MISSION

Guided by our operating principles and core values, we will **create value** for our investors through **harnessing the strengths of the Keppel Group** to build **sustainable business platforms for long-term growth**.

# Thank You

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