

# **Outline**

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### **Constituent of:**





### **Awards and Accreditations:**















# 9M 2022 Highlights

Steady portfolio performance driven by robust operations and growth across the portfolio



# Stronger portfolio performance



# Portfolio growth and optimisation



# Well-insulated from inflation

Supported by higher contribution from Ixom and first distribution from Aramco Gas Pipelines Company (AGPC)

EBITDA (S\$m)

239.7<sup>1</sup> +13%

270.1<sup>1,2</sup>

9M 2021

9M 2022

■ Environmental Services

■ Distribution & Storage

Enlarging footprint with investments in wind farm assets in Europe and leading waste platform in South Korea

AUM expected to increase to

S\$6.1b

30% increase from 30 Sep 2022, with the completion of new acquisitions in 4Q 2022

Redeploy capital for growth

# **Unlocking value**

Strategic review of Ixom on track for completion in 1H 2023

Strongly positioned against inflation with cost pass through mechanism and availability-based revenue model

Healthy net gearing

33.6%

Provide a comfortable debt headroom to support growth

Loans substantially hedged

~90.0%

of floating interest rates hedged as at 30 Sep 2022

■ KIT and Holdco

■ Energy Transition



<sup>1.</sup> Excludes contribution from Basslink.

<sup>2.</sup> Excludes gain on Ixom's divestment of Fiji business (\$\$0.5m) and one-off acquisition related cost incurred for new investments (\$\$45.1m). Group EBITDA would be \$\$225.5m including these effects.

# Driving portfolio growth through new acquisitions

Expanding presence to AA and AAA-rated countries in Europe and North Asia

Jun 2022 **Environmental Services** 

3Q 2022 **Energy Transition and Environmental Services** 

Jun 2022

**Environmental Services** 

Jun 2022

**Energy Transition** 



SingSpring Desalination Plant

Feb 2022 **Energy Transition** 



**AGPC** 

Jinko Power







**European Onshore Wind Platform** 

**BKR2 - German Offshore Wind Farm** 



Eco Management Korea (EMKH) -Integrated waste platform in South Korea



Feb 2019



Philippine Coastal

Jan 2021

**Distribution and Storage** 



Ixom Acquired 100% stake in Ixom1

Acquired 50% interest in Philippine Coastal Acquired 49% stake as part of a consortium in AGPC

Signed a MOU with Jinko Power to explore solar farm and energy storage investment opportunities

Entered into a nonbinding term sheet to acquire 100% economic interest in KMFDP2

2022

Acquired the remaining 30% stake in the SingSpring **Desalination Plant** 

#### Announced:

- i. Investment in the European Onshore Wind Platform on 13 Jul 2022<sup>3</sup>
- ii. Investment in EMKH on 8 Aug 20223

iii.Investment in BKR2 on 12 Aug 2022<sup>3</sup>

2019

2021

- 1. Under strategic review to potentially unlock value to further KIT's growth and maximise long-term Unitholder returns.
- 2. Proposed acquisition of 50% stake in Marina East Water, owner of KMEDP. Transaction structure results in KIT becoming beneficiary of 100% economic interest in KMEDP.
- 3. Achieved Initial Completion of the European Onshore Wind Platform on 8 Sep 2022 and completed acquisition of EMKH on 20 Oct 2022; investment in BKR2 expected to be completed in 4Q 2022.



# **Growing the Energy Transition and Environmental Service sectors**

Accretive acquisitions that support long-term DIPU growth







	<b>European Onshore Wind Platform</b>	BKR2 – German Offshore Wind Farm	EMKH – Integrated Waste Platform
Description	<ul> <li>258MW operating onshore wind assets in Sweden and Norway, with 1.3GW¹ of pipeline opportunity across Sweden and the UK</li> </ul>	<ul> <li>465MW operating offshore wind farm in the North Sea off the coast of Germany, an area with strong wind resource</li> </ul>	<ul> <li>Leading integrated waste management player in South Korea</li> </ul>
Operating partner	■ Fred Olsen Renewables AS (FORAS): one of the largest renewables independent power producers in Northern Europe with 788MW of operating wind farms and ~3.5GW pipeline in Scandinavia & UK as at 31 Mar 2022	<ul> <li>Ørsted AS: the largest developer and operator of offshore wind farms in the world with 7.5GW installed capacity and ~3.5GW under construction as at 7 Jul 2022</li> </ul>	<ul> <li>In-house O&amp;M: best-in-class maintenance capabilities with value-add potential</li> </ul>
Key highlights	✓ Built-in growth potential through de-risked asset dropdowns from FORAS	<ul> <li>✓ Predictable cashflows substantially derisked by FiT regime</li> <li>✓ Receives higher of the FiT or capture price</li> </ul>	✓ Evergreen business² with high barriers to entry, and increasing stricter regulations favoring incumbent players with scale
KIT equity contribution and effective stake	<ul> <li>€131.2m (~S\$191.6m)³</li> <li>13.4%³</li> </ul>	<ul> <li>€250m (~S\$365m)³</li> <li>20.5%³</li> </ul>	■ ₩326b (~S\$346m) ■ 52.0%
=.			

#### Financing

Combination of internal sources of funds, equity and/or debt capital market issuances and/or external borrowings

- 1. As of 31 Mar 2022. FORAS is committed to inject and investors are committed to invest in 49% of eligible FORAS pipeline projects, up to the FundCo capital commitment of EUR480m or within 5 years from the entry into the Subscription Agreement.
- 2. Landfill business commenced in Jan 2022 with a useful life of approx. 10 years.
- 3. KIT invests as part of JVCo with KRI, where KIT contributes 82% share of the JVCo's required equity commitment. Total effective stake acquired by the JVCo is 16.3% in the European Onshore Wind Platform and 25.0% in BKR2.





# **Energy Transition**



 Higher OCF with first distribution received from AGPC, partially offset by lower OCF from City Energy due mainly to higher upfront/ installation capex incurred with the expansion in customer base, as well as higher operating expenses

- Received first distribution from AGPC in 3Q 2022
- Completed 13.4% investment in the European Onshore Wind Platform comprising 3 wind farms with 258MW capacity across Sweden and Norway

### City Energy:

- Strengthening the core: customer base grew 1% YoY to 881,900 as at end-Sep 2022 with significant expansion from the F&B sector
- Driving new growth engines: continue to grow the EV charging business with new sites secured; expanding suite of smart home solutions

#### KMC:

- Achieved 97.7% contracted availability for 9M 2022
- KMC has no tariff exposure to the Singapore wholesale electricity market and has no exposure to fluctuations in fuel prices



### **Environmental Services**



- Senoko WTE Plant
- Keppel Seghers Tuas WTE Plant
- Keppel Seghers Ulu Pandan NEWater Plant
- SingSpring Desalination Plant
- Higher OCF due mainly to contractual economic benefits accruing to KIT from the acquisition of the remaining 30% stake in the SingSpring Desalination Plant

- Fulfilled contractual obligations and operations remained stable
- Signed MOU with Keppel Infrastructure to explore low carbon water solutions at the SingSpring Desalination Plant and the Ulu Pandan NEWater Plant
- Higher electricity costs at the Keppel Seghers Ulu Pandan NEWater Plant, offset by gains from energy efficiency at the SingSpring Desalination Plant which is fully passed through
- Senoko WTE Plant and Keppel Seghers Tuas WTE Plant generate their own electricity and have no exposure to energy price volatility
- Completed the acquisition of a 52% interest in Eco Management Korea Holdings, a leading integrated waste management platform in South Korea, in Oct 2022



# **Distribution & Storage**





- Higher OCF from Ixom due mainly to continued strong performance across all business sectors
- Lower OCF from Philippine Coastal due mainly to higher capex incurred on tank conversion

#### Ixom:

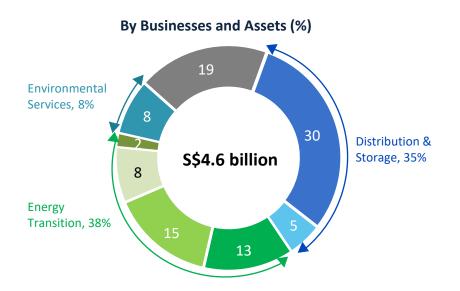
- Robust performance with healthy demand from all sectors; inorganic growth from bolt-on acquisitions
- Growing life science business with the acquisition of Pure Ingredients,
   a leading distributor of organic and natural ingredients in New
   Zealand
- Strategic review in progress, on track for conclusion by 1H 2023

### Philippine Coastal:

- Utilisation rate of 81.0% as at end-Sep 2022, up from 78.3% as at end-Jun 2022; secured new contracts from key customers
- Utilisation rate is set to increase further upon the completion of tank conversion to support the increasing demand for economical grade gasoline and economic recovery post-COVID

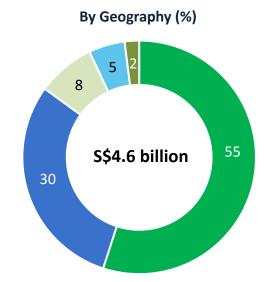
# Portfolio Breakdown

as at 30 Sep 2022



- Ixom
- City Energy
- Aramco Gas Pipelines Company
- Environmental Services

- Philippine Coastal
- KMC
- European Onshore Wind Platform
- Trust assets and non-controlling interest



- Singapore
- Australia, New Zealand and other countries
- Kingdom of Saudi Arabia
- Philippines
- Europe





# **Distributable Income**

	3Q 2022 S\$'000	3Q 2021 S\$'000	+/(-) %	9M 2022 S\$'000	9M 2021 S\$'000	+/(-) %
Energy Transition	28,494	21,140	34.8	65,245	64,230	1.6
- City Energy	10,496	10,321	1.7	24,264	30,044	(19.2)
- Aramco Gas Pipelines Company	8,025	-	NM	8,025	-	NM
- KMC	9,973	10,819	(7.8)	32,956	34,186	(3.6)
Environmental Services	18,491	17,817	3.8	55,955	53,762	4.1
Distribution & Storage	18,500	17,803	3.9	62,130	60,288	3.1
- Ixom	18,870	16,340	15.5	58,707	55,063	6.6
- Philippine Coastal	(370)	1,463	(125.3)	3,423	5,225	(34.5)
Operational Cash Flows	65,485	56,760	15.4	183,330	178,280	2.8
KIT and Holdco <sup>1</sup>	(15,371)	(12,052)	(27.5)	(45,648)	(32,924)	(38.6)
Distributable Income <sup>2</sup>	50,114	44,708	12.1	137,682	145,356	(5.3)

<sup>1.</sup> Comprises Trust expenses and distribution paid/payable to perpetual securities holders, management fees and financing costs. The higher costs were due to the issuance of the Series 2 perpetual securities on 9 Jun 2021 as well as the Series 3 and 4 Medium Term Notes on 1 Dec 2021 and 5 May 2022 respectively.

<sup>2. &</sup>quot;Free Cash Flow to Equity" has been re-named to "Distributable Income (DI)", with no change to computation, i.e. DI is computed as Funds from Operations less mandatory debt repayment and other charges, credits or adjustments as deemed appropriate by the Trustee-Manager.



### **Balance Sheet**

### Building a strong balance sheet to support growth plans

- Comfortable debt headroom for growth: \$\$0.5b to 45% net gearing level
- Undrawn committed credit facilities: \$\$211m



**Net gearing** 

33.6%



Weighted average interest rate

2.7%



Net debt / EBITDA

4.3x



Loans hedged

~90.0%

Balance Sheet (S\$'m)	30 Sep 2022	31 Dec 2021
Cash	442	817
Borrowings	2,005	1,730
Net debt	1,563	913
Total assets	4,647	4,501
Total liabilities	2,979	2,761
Annualised Group EBITDA	3601,2	318 <sup>2,3</sup>

<sup>1.</sup> Excludes gain on Ixom's divestment of Fiji business (\$\$0.5m) and one-off acquisition related cost incurred for new investments (\$\$45.1m). Group annualised EBITDA would be \$\$315.4m without the adjustments.

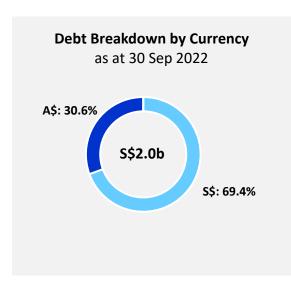
<sup>2.</sup> Includes annualised share of profits from Philippine Coastal, based on equity accounting.

<sup>3.</sup> Excludes loss on derecognition of Basslink following the voluntary administration (\$\$161.9m), one-off acquisition related cost incurred and expenses related to a fair value review exercise undertaken by Ixom following its acquisitions of assets and businesses (\$\$6.5m), impairment loss on Ixom's assets mainly in relation to the cessation of operations of a long-term customer (\$\$21.7m). Group EBITDA is \$\$127.9m without the adjustments.

# **Capital Management**

### Well-diversified debt maturity profile

- Secured S\$290m of bridge facility in Sep 2022, which will be drawn in 4Q 2022 to partially fund the acquisition of EMK in South Korea
- Mitigated impact of currency fluctuations: 67% of foreign distributions hedged<sup>1</sup>
- Weighted average term to maturity of 3.0 years for debt profile<sup>1</sup>
- With 90% hedged², a 100 bps change in interest rate would have an approx. 1% impact to 9M 2022's Distributable Income





<sup>1.</sup> As at 30 Sep 2022.

<sup>2.</sup> Based on a consolidated basis.



# **Advancing Sustainability, Driving Performance**

Committed to achieving operational excellence that is led by our environmental, social and governance strategy and sustainability initiatives



2 WTE plants with a combined capacity to **treat** approx. 40% of Singapore's incinerable waste, and diverting waste from landfill



Capable of processing up to 19% of desalinated water and 36% of **NEWater supply** in Singapore



Expanded reporting to include business air travel activities under Scope 3 emissions for FY2020



Align sustainability approach with nine out of 17 UN Sustainable **Development Goals** 



Formed dedicated Board Environmental, Social, and Governance (ESG) Committee



Alignment with the Set ESG Task Force on targets

Climate-Related Financial Disclosures

2022

2024

2030

### **Key environmental targets**



30% carbon intensity reduction by 2030 from 2019 levels



Increase exposure to renewable energy by up to 25% of equity-adjusted AUM by 2030



Published KIT's first Sustainability Report for FY2016 in accordance with the Global Reporting Initiative (GRI) guidelines



**Keppel Capital** supports the United Nations (UN) Global Compact



KIT's first sustainability-linked loans for the Keppel Merlimau Cogen Plant

SUSTAINABLE

2017

2020



2021













# **Additional Information**

# Portfolio Overview as at 30 Sep 2022

			Description	Customer and contract terms	Primary source of cash flows
_		City Energy	Sole producer and retailer of piped town gas	Over 860,000 commercial and residential customers	Fixed margin per unit of gas sold, with fuel and electricity costs passed through to consumer
Transition		Keppel Merlimau Cogen	1,300MW combined cycle gas turbine power plant	Capacity Tolling Agreement with Keppel Electric until 2030 with option for 10-year extension (land lease till 2035, with 30-year extension)	Fixed payments for meeting availability targets
Energy T		Aramco Gas Pipelines Company	Holds a 20-year lease and leaseback agreement over the usage rights of Aramco's gas pipelines network	20 years quarterly tariff from Aramco, one of the largest listed companies globally (A1 credit rating)	Quarterly tariff payments backed by a minimum volume commitment for 20 years with built in escalation
		European Onshore Wind Platform	Initial Portfolio comprising three wind farm assets in Sweden and Norway	All electricity produced sold to local grid	Sale of electricity to the local grid
Services		Senoko WTE Plant	Waste-to-energy plant with 2,310 tonnes/day waste incineration concession	NEA, Singapore government agency - concession until 2024 (Singapore - AAA credit rating)	Fixed payments for availability of incineration capacity
		Tuas WTE Plant	Waste-to-energy plant with 800 tonnes/day waste incineration concession	NEA, Singapore government agency - concession until 2034 (Singapore - AAA credit rating)	Fixed payments for availability of incineration capacity
Environmental		Ulu Pandan NEWater Plant	One of Singapore's largest NEWater plants, capable of producing 148,000m <sup>3</sup> /day <sup>(1)</sup>	PUB, Singapore government agency - concession until 2027 (Singapore - AAA credit rating)	Fixed payments for the provision of NEWater production capacity
Enviro	HILLEY	SingSpring Desalination Plant	Singapore's first large-scale seawater desalination plant, capable of producing 136,380m3/day of potable water	PUB, Singapore government agency - concession until 2025 (land lease till 2033) (Singapore - AAA credit rating)	Fixed payments for availability of output capacity
tribution Storage		lxom	Manufacturer and distributor of water treatment chemicals, industrial and specialty chemicals in Australia and New Zealand	Over 8,000 customers comprising municipals and blue-chip companies	Payments from customers for delivery of products and provision of services based on agreed terms
Distribution & Storage		Philippine Coastal	The largest petroleum products storage facility in the Philippines, located in the tax-friendly Subic Bay Freeport Zone	Blue-chip customers	USD-denominated "take-or-pay" contracts with no direct exposure to petroleum price and volume risk

### Diversified Portfolio with Maiden Investment in the Middle East

### Completed the investment in Aramco Gas Pipelines Company

- Part of a global consortium to acquire a 49% stake in Aramco Gas Pipelines Company, which holds a 20-year lease-and-lease-back agreement over the usage rights of Aramco's gas pipelines network
- Aramco Gas Pipelines Company will receive quarterly tariff payments backed by a minimum volume commitment from Aramco, which will retain full ownership and operational control of the gas pipelines network
- World's largest energy infrastructure deal in 2021, investing alongside leading infrastructure investors including BlackRock Real Assets and Saudi-based Hassana Investment Company

### **Investment merits:**

- ✓ Invest in a strong and growing business backed by favourable gas demand dynamics
- ✓ Top-tier counterparty with strong operational track record
- Strongly contracted nature of investment with downside protection
- ✓ Supports the transition of the Saudi economy towards a more sustainable energy future
- ✓ Enhances resiliency of KIT's portfolio





**Lease Perimeter** 

Aramco's gas pipelines and related critical assets

**KIT's Equity Investment** 

US\$250m



# Making Headway in the Renewable Energy Market in Europe

Attractive portfolio of windfarm assets across the Nordics and UK

- Jointly investing with KLP, MEAG and Keppel Corp to acquire 49% stake in onshore wind platform
- Initial Portfolio with 258MW of operating projects and 1.3GW of pipeline potential<sup>1</sup> across the Nordics and UK
- Prudent transaction structure with attractive risk allocation, enabling KIT to further optimise its portfolio risk-adjusted returns
- Accretive investment that enhances cash flow resiliency

### **Key Terms of Proposed Investment**

Seller	Fred. Olsen Renewables AS (FORAS), a strong and reputable operating partner	
Equity Commitment	Proposed Investment of €160m (S\$233.6m) for KIT and KRI, of which €58.7m (S\$85.7m) for Initial Portfolio	

- 1. As of 31 Mar 2022. FORAS is committed to inject, and investors are committed to invest in 49% of eligible FORAS pipeline projects, up to the FundCo capital commitment of EUR480m or within 5 years from the entry into the Subscription Agreement.
- 2. As of 31 Mar 2022. Consented projects are pipeline projects that obtained all permits.
- 3. Based on current expectations.
- 4. As of 31 Mar 2022. Include other onshore wind development projects in Sweden or the UK owned and controlled directly or indirectly 100% by FORAS which have a reasonable prospect of reaching FID within 5 years from the entry into the Subscription Agreement.

### **Initial Portfolio**



### Consented portfolio<sup>2</sup>

Projects with combined capacity of 305MW, expecting to reach FID within next 3 years<sup>3</sup>

### Additional pipeline4

Additional eligible Projects with combined capacity of 955MW



# Deepen Exposure in Renewables with Offshore Wind Investment

Well-located windfarm in Germany backed by an attractive Feed-In Tariff (FiT) regime

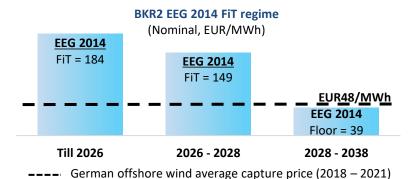
- Jointly investing with Keppel Corporation to acquire a 25%<sup>1</sup> stake in BKR2, a 465MW operating German offshore wind farm with a remaining useful life of 31 years<sup>2</sup> until 2053
- BKR2 is operated by Ørsted through a 20-year operation and maintenance (O&M) agreement until 2038: operational costs largely fixed, covering scheduled maintenance
- Located next to Wadden Sea where new wind farms are unlikely to be built as it is an UNESCO World Heritage site
- High wind resource availability in the North Sea: high capacity factor of >40% with low variability of <10% between P90 and P50</li>

Key Terms of Proposed Investment			
Seller	Gulf Energy Development		
Purchase Consideration	Total: €305.0m (S\$445.3m)³ (KIT: €250.1m (S\$365.1m))		
Expected Completion	4Q 2022, subject to customary closing conditions precedents, including merger clearance and foreign direct investment clearance approvals from Germany		





Fixed FiT underpinned by the German renewable energy law is significantly above the average wind capture price



- 1. KIT will hold an effective stake of approx. 20.5% and Keppel Corporation will hold an effective stake of approximately 4.5% in the BKR2 wind farm through Keppel Renewable Investments (KRI). KRI is a wholly owned subsidiary of Keppel Corporation.
- 2. Assuming successful extension of the initial 25-year offshore permit.
- 3. Excluding acquisition and transaction costs. Based on EUR/SGD of 1.46.



# Proposed Acquisition of a Leading Waste Platform in South Korea

Draw on proprietary expertise across Keppel ecosystem to value-add and grow EMK

- Jointly investing with Keppel entities to acquire Eco Management Korea (EMK), with KIT holding 52% majority interest
- Rare opportunity to acquire a waste management platform of scale in South Korea
- Strategic expansion into a waste management market supported by strong tailwinds
- Capitalise on EMK's strong market position and industrial track record for capacity expansion and pursue bolt-on acquisitions

# Key Terms of Proposed Acquisition Seller IMM Investment and Korea Development Bank Private Equity Purchase Consideration Total: KRW 626.1b (approx \$\$666.1m¹) KIT's interest: KRW 325.6b (approx \$\$346.4m¹)

1. Based on an exchange rate of S\$1: KRW 940.

EMK is a leading integrated waste management player in South Korea



### Solid

# 3rd largest

incineration capacity in South Korea (404 tons/day)



### Liquid

### Largest

waste oil refining player in South Korea (154 tons/day)



### Landfill

# 4<sup>th</sup> largest

landfill capacity in South Korea, and 2<sup>nd</sup> largest in Yeongnam area

# **Leveraging Sponsor Network for Growth**

Signed term sheet with KIH to acquire 50% stake in the Keppel Marina East Desalination Plant



Key Terms of Proposed Acquisition			
Enterprise Value	Approx. S\$355 million		
KIT's Economic Interest	100%		
Expected Completion	To sign definitive agreements in 4Q 2022, subject to authority approvals		
Operations & Maintenance	Marina East Water O&M Pte. Ltd., a wholly owned subsidiary of KIH		

### **Keppel Marina East Desalination Plant:**

- ✓ **Singapore's fourth desalination plant:** Commenced commercial operations in Jun 2020 and has a 25-year concession till 2045, with National Water Agency, PUB
- ✓ Singapore's first and only large-scale dual mode plant, which can treat seawater or rainwater drawn from the Marina Reservoir
- ✓ Capable of producing 137,000 cubic metres (about 30 million gallons) of fresh drinking water per day



# **Exploring Renewable Opportunities in APAC and EMEA Markets**

Signed MOU with Jinko Power to jointly explore solar farm and energy storage projects

- Jinko Power to identify up to 1,000MW of developmental and operational assets in key developed markets of APAC,
   Europe and the Middle East for KIT's consideration
- Aligns with ESG target to increase exposure to renewable energy by up to 25% of KIT's equity-adjusted AUM by 2030
- Strong counterparty: Jinko Power is one of China's largest independent solar power producer companies with a proven track record of developing, financing and constructing photovoltaic solar projects globally
- KIT and Jinko will enter into separate investment agreements to acquire and hold the respective assets through special purpose vehicles



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