

# Investor Presentation April 2024



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# Outline

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#### Constituent of:



#### Awards and Accreditations<sup>1</sup>:



1. Keppel Infrastructure Fund Management Pte Ltd is a signatory to the United Nations-supported Principles for Responsible Investment, under the membership of Keppel Capital.

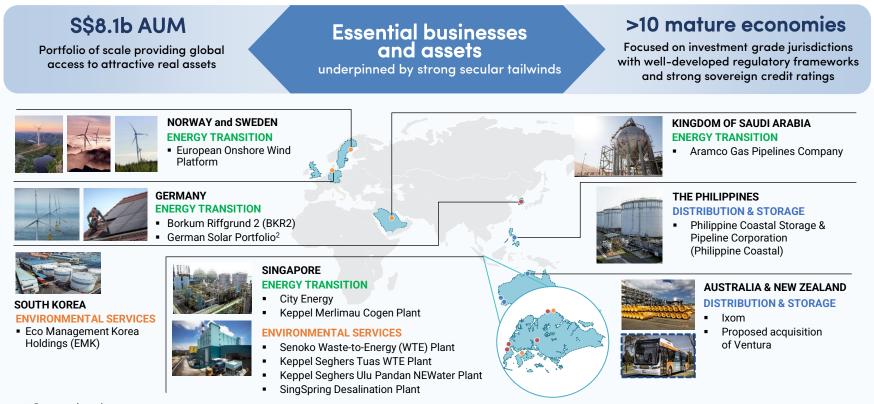


# Overview

European Onshore Wind Platform

## Largest SGX-listed Infrastructure Business Trust<sup>1</sup>

Providing exposure to the resilient and growing global infrastructure sector



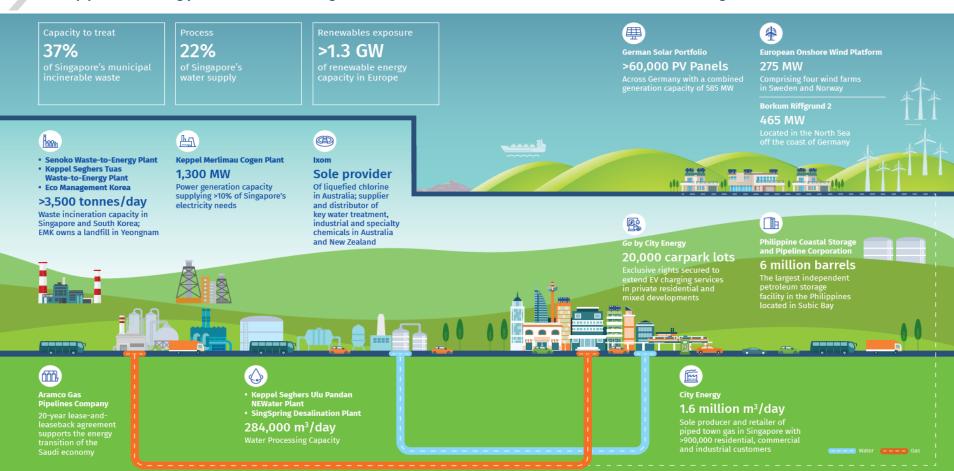
1. By enterprise value.

2. Completed first closing of the German Solar Portfolio acquisition on 2 Jan 2024 and second closing on 15 Mar 2024 with the remaining phases to be completed by end-Jun 2024.



## Building the Infrastructural Foundation for a Sustainable Future

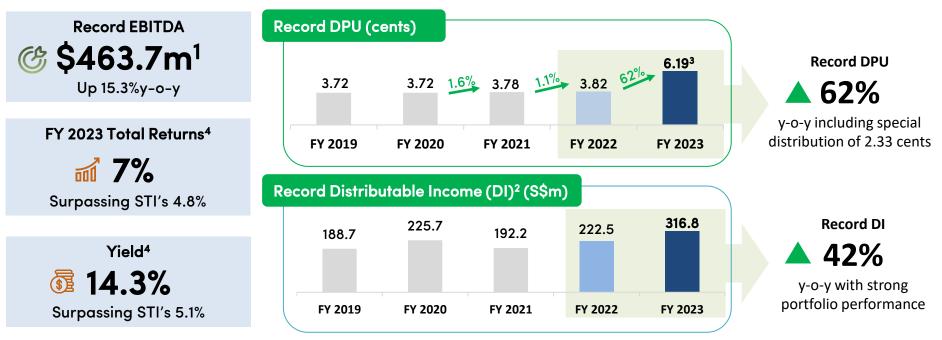
Supports energy transition, safeguards the environment and drives economic growth



## FY 2023: Record Year

Driven by strong portfolio performance from growth and value creation

#### Record EBITDA, Distributable Income and DPU



1. Excludes one-off acquisition related cost incurred (\$3.7m), unrealised exchange gains (\$3.3m), fair value gain on the investment in Aramco Gas Pipelines Company (AGPC) (\$9.3m), write-off of EMK's fixed assets (\$1.7m) and reversal of impairment loss on the Lista onshore wind farm in Norway (\$1.5m). Group adjusted EBITDA would be \$472.4m without the adjustments.

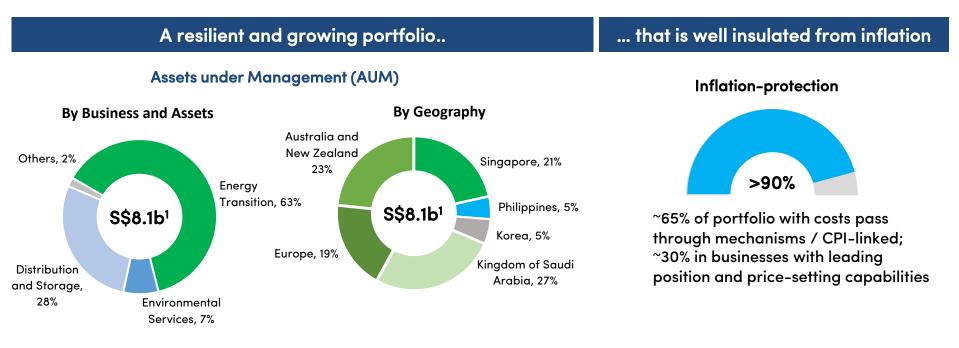
- 2. Computed as Funds from Operations less mandatory debt repayment and other charges, credits or adjustments as deemed appropriate by the Trustee-Manager.
- 3. Includes special distribution of 2.33 cents supported by successful value creation strategy.
- 4. Source: Bloomberg, based on 12 months total returns and distribution yields as at 31 Dec 2023.



# Voluntary Independent Portfolio Valuation

Portfolio AUM of \$8.1b with new acquisitions and value creation initiatives

- Improve transparency and better reflect asset values which are largely recognised at cost in statutory reports
- Higher valuation of existing portfolio: \$7.4b vs \$7.3b for FY 2022 driven by growth in existing businesses



 Assets under Management (AUM). Based on independent valuation conducted by Ernst & Young (except the German Solar Portfolio). Represents KIT's equity stake in the enterprise value of its investments plus cash held at the Trust. Excluding first phase of German Solar Portfolio acquisition, AUM would be \$7.4b as at 31 December 2023.

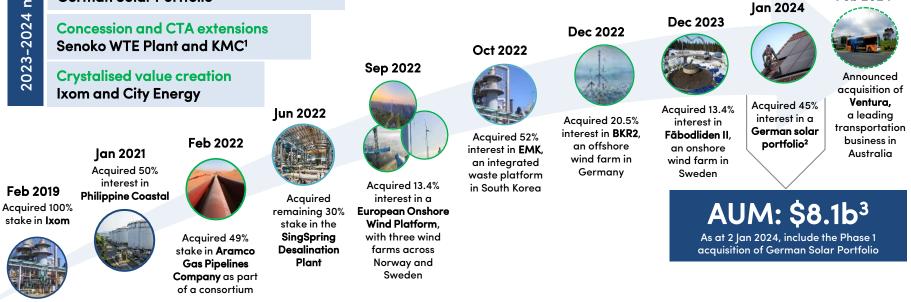


### Driving Portfolio Growth through Acquisitions and Value Creation Well-positioned for growth

Expand into transportation infrastructure Acquisition of Ventura

Made 1st solar investment German Solar Portfolio

milestones



1. The proposed amendment and extension of the CTA and the O&M contract are subject to approval from Keppel shareholders and KIT unitholders at their respective extraordinary general meetings.

- 2. Completed first closing of the German Solar Portfolio acquisition on 2 Jan 2024 and second closing on 15 Mar 2024 with the remaining phases to be completed by end-Jun 2024.
- 3. Assets under Management (AUM). Based on independent valuation conducted by Ernst & Young. Represents KIT's equity stake in the enterprise value of its investments plus cash held at the Trust. Excluding first phase of German Solar Portfolio acquisition, AUM would be \$7.4b as at 31 Dec 2023.



Feb 2024

### **Deepen Renewables Exposure with First Solar Portfolio Investment** Attractive de-risked portfolio backed by 20-year lease contracts with German households

- Acquisition of a 45% stake in a German solar portfolio comprising > 60,000 bundled solar photovoltaic (PV) systems, including > 55,000 battery storage systems and > 30,000 EV charging equipment, backed by 20-year contracts
- Developed and maintained by Enpal, the largest provider of solar solutions to residential homes in Germany
- Jointly acquiring with Equitix, a global infrastructure investor and fund manager, and their co-investors

	Renewables Exposure 1.3GW Up from 740MW	Carbon emissions avoidance 115k tonnes <sup>1</sup> per annum		
Seller	Enpal GmbH			
Purchase Consideration	€109m (S\$159m)²		•	
Enterprise Value	€733m (S\$1.1b)²			
Proposed Funding	Internal sources of funds and/or external borrowings			
Expected Completion <sup>3</sup>	First 53,500 systems: Comple Remaining 6,500 systems: By			

- ✓ Accretive investment
- Highly predictable cash flows
- Residential solar installation fueled by price benefits
- ✓ Portfolio significantly de-risked
- Further KIT's environmental targets

- 1. Based on conversion factor of 349 gCO2/KWh per IEA emissions factors.
- 2. Based on EUR/SGD of 1.465. Purchase consideration exclude acquisition and transaction costs.
- 3. Completed first closing on 2 Jan 2024 and second closing on 15 Mar 2024 with the remaining phases to be completed by end-Jun 2024.



# Proposed Acquisition of Ventura

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Ventura

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Ventura

### Ventura: A Leading Bus Operator and Essential Infrastructure and Public Service Essential service that supports Melbourne's population growth

- KIT to acquire approx. 98.6%<sup>1</sup> interest in Ventura Motors Pty Ltd (Ventura), the largest bus operator in Victoria
- Accretive acquisition: FY2023 DPU to increase by 3.4% on a pro forma basis
- Provides defensive cash flows: >80% of revenue derived from long-term inflation-protected government contracts



Critical business w	vith	Inflation-linked	Seller	Cornwall families <sup>2</sup>
		venues; no farebox	Enterprise Value	A\$600m (approx. S\$540m³)
cash flows	Essential infrastructure	and patronage risk	Purchase Consideration	Up to approx. A\$354.2m <sup>4</sup> (approx. S\$318.7m <sup>3</sup> )
Underpinned by	and public service		Proposed Funding	Combination of internal resources, debt and equity (including the Equity Fund Raising)
strong structural ESG megatrends electrification initi	ana	Highly accretive evergreen business with growth upsides	Targeted Completion	2Q 2024, subject to all conditions precedent (including government and regulatory approvals) being satisfied or waived

- 1. The remaining 1.4% of the issued and paid-up capital of Topco at Completion will be held by Millview Manor, the trustee for the Andrew Cornwall Family Settlement, which is a trust under which the beneficiaries are family members of Andrew Cornwall.
- 2. The Ventura Vendors are Dedico Dion Nominees Pty Ltd (as trustee for the Galloway Family Trust) and Faldam Pty Ltd (as trustee for the Cornwall Family Trust) and the RBPL Vendors are Frankincense Pty Ltd (as trustee for the Geoffrey Cornwall Family Settlement), Millview Manor Pty. Ltd. (as trustee for the Andrew Cornwall Family Settlement) ("Millview Manor") and Twochooks Pty. Ltd. (as trustee for the John Cornwall Family Trust). Please refer to paragraph B1.1 of the Circular for further information.

3. Based on an exchange rate of S\$0.90:A\$1.00.

4. Includes Rollover Aggregate Amount of A\$6.0 million and the Earn Out Payments (if any) of up to A\$20.0 million (approx. S\$18.0 million).



## Ventura: A Century of Service History

Victoria's largest bus operator, providing essential transport services in Melbourne



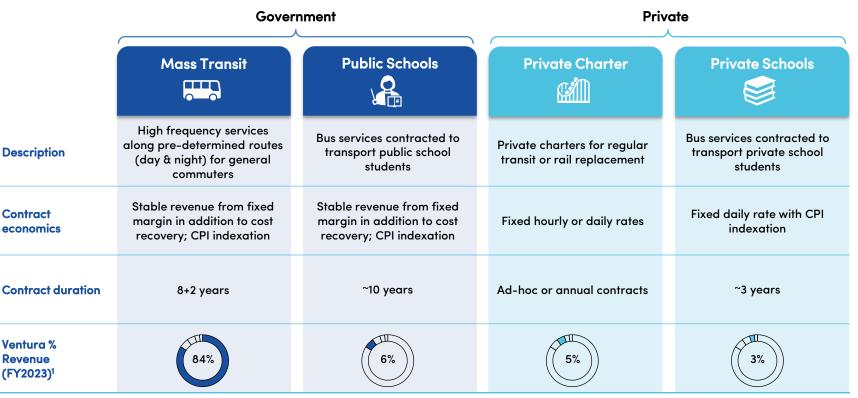
1. Zero Emissions Buses ("ZEBs").

- 2. Based on Ventura Group's management estimates, market share based on share of public transit contract routes in Victoria.
- 3. Based on the audited accounts of the Ventura Group for the financial year ended 30 June 2023.
- 4. From 1 July 2022 to 30 June 2023.
- 5. Does not include private schools and special school routes.



### Defensive cash flows with cost indexation and capital reimbursement

> 80% of revenues derived from long-term inflation-protected government contracts with no farebox risk



1. Remaining 2% comprises other corporate revenues (e.g. advertising revenue from advertising space on buses, contract incentives from achieving key performance indicators, etc.). Based on the audited accounts of the Ventura Group for the financial year ended 30 June 2023.

Source: Where relevant, information has been sourced from Public Transport Victoria and Ventura Group's management estimates. Public Transport Victoria has not provided its consent to the inclusion of the information cited and attributed to it in this Circular. While the Trustee-Manager has taken reasonable actions to ensure that the information is reproduced in its proper form and context and that the information is extracted accurately and fairly, the Trustee-Manager has not conducted an independent review of this information or verified the accuracy of the contents of the relevant information.



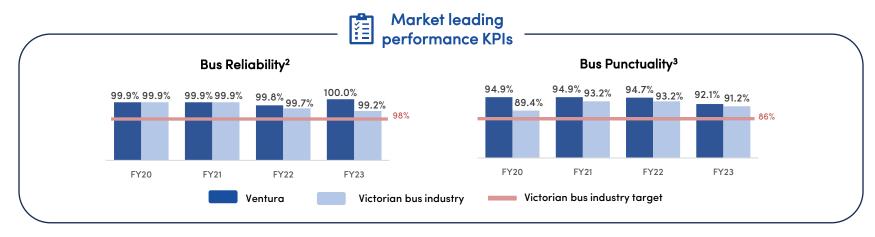
## **Rationale for the Acquisition**





### **1. Largest Bus Operator in Victoria with best-in-class performance** Core pillar of Melbourne's transportation landscape

- Largest share of commuter bus services market in Victoria
- Fast-growing private bus charterer in Victoria, serving numerous schools and supporting tourism and general charter
- Consistent Market leader in reliability<sup>1</sup> and punctuality<sup>2</sup> metrics



- 1. Reliability refers to the actual number of bus service kilometres provided by the operator as a percentage of the total bus services kilometres scheduled to be provided by the operator.
- 2. Punctuality refers to the total number of on-time services delivered as a percentage of the total number of services scheduled.

Source: Where relevant, information has been sourced from Public Transport Victoria and Ventura Group's management estimates. Public Transport Victoria has not provided its consent to the inclusion of the information cited and attributed to it in this Circular. While the Trustee-Manager has taken reasonable actions to ensure that the information is reproduced in its proper form and context and that the information is extracted accurately and fairly, the Trustee-Manager has not conducted an independent review of this information or verified the accuracy of the contents of the relevant information.



### 2. Attractive Market with Favourable Tailwinds

Buses: An essential transport link between Melbourne's fastest growing regions

Α



Australia's largest fast-growing city



Buses provide significant coverage of Melbourne metropolitan area

#### **Key Growth Drivers**

#### **Residential development**

Continuing growth in mass-transit bus service kilometres is expected to be driven by residential developments in outer suburbs

B Acceleration of commercial & transport infrastructure spend

Victoria's 'Big Build': The Victorian Government is looking to invest in road and rail projects across the state

#### Bus reform and network optimisation

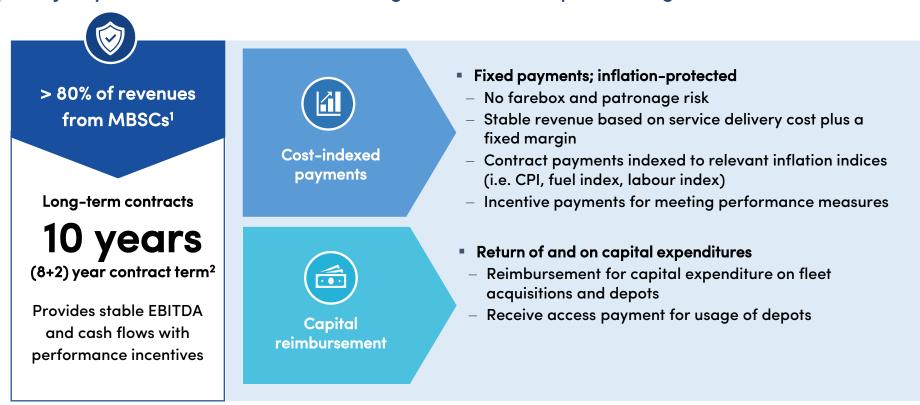
The Victorian Government aims to boost passenger experience and deliver network and operating efficiencies

Source: Where relevant, information has been sourced from Public Transport Victoria and Ventura Group's management estimates. Public Transport Victoria has not provided its consent to the inclusion of the information cited and attributed to it in this Circular. While the Trustee-Manager has taken reasonable actions to ensure that the information is reproduced in its proper form and context and that the information is extracted accurately and fairly, the Trustee-Manager has not conducted an independent review of this information or verified the accuracy of the contents of the relevant information.



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**3. Defensive Cash Flows with Cost Indexation and Capital Reimbursement** Majority of revenues derived from long-term, inflation-protected government contracts



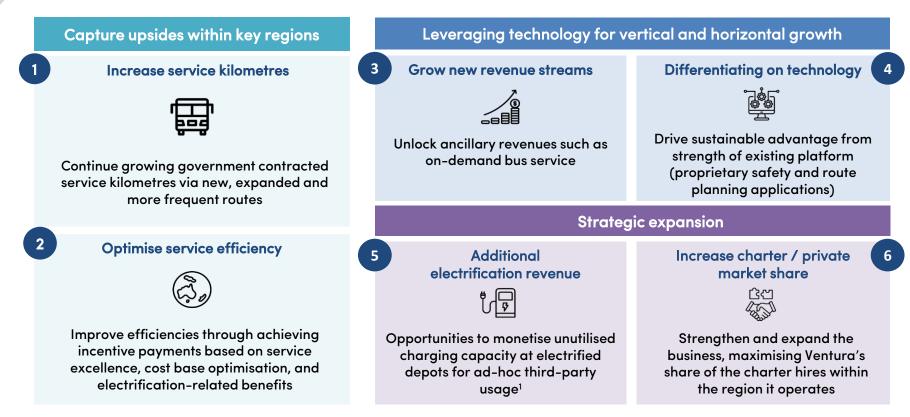
<sup>1.</sup> Metropolitan Bus Service Contracts ("MBSCs").

<sup>2.</sup> MBSCs are long-term (8+2 years), inflation-protected government contracts. These contract were entered into in 2018 for 8 years till 2026, with an automatic 2-year extension up to 2028 if certain key performance measures are met.



### 4. Platform of Scale to Capture Growth Opportunities

Accelerate growth within existing business and adjacent verticals



1. Charging for ad-hoc usage of unutilised charging capacity at electrified depot (e.g. trucks, emergency services, etc.)



# 5. Accretive Acquisition that Strengthens Portfolio Resiliency

Pro forma DPU to increase by 3.4%<sup>2</sup>

#### Funds from Operations ("FFO")<sup>2</sup>

**6.1%** 

From S\$287.9m<sup>3,4</sup> in FY 2023 to S\$305.6m<sup>6</sup> pro forma post Acquisition and Equity Fund Raising

DPU (cents)<sup>2</sup>

**3.4%** 

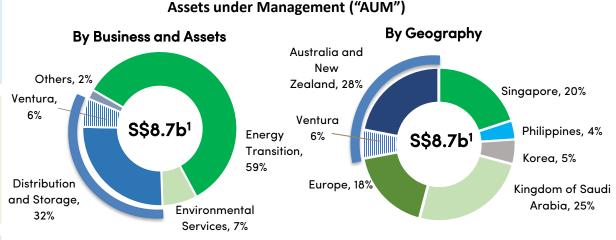
From 3.86 cents<sup>7</sup> in FY 2023 to 3.99 cents<sup>5,6</sup> pro forma post Acquisition and Equity Fund Raising

#### **Net Gearing**<sup>2</sup>



From 39.8%<sup>3</sup> as at 31 Dec 2023 to 39.1%<sup>6</sup> pro forma post Acquisition and Equity Fund Raising

#### Enlarged Portfolio: AUM to grow by 7% to S\$8.7b<sup>1</sup> post-acquisition



- 1. Based on the enterprise value of the Ventura Group of approx. A\$600 million (approx. S\$540 million). The expected AUM contribution to KIT of the Acquisition is expected to be approx. S\$533 million, based on KIT's 98.6% share of the Ventura Group after the Acquisition. The enterprise value of the Ventura Group has not been independently valued. Based on KIT's AUM of S\$8.1 billion at 2 January 2024, which is based on the AUM Portfolio valuation.
- 2. Please refer to paragraph B6 of Circular to Unitholders on the assumptions used in the preparation of the pro forma financial effects of the Acquisition and the Equity Fund Raising.
- 3. Based on audited consolidated financial statements of the KIT Group for FY2023.
- 4. Excludes effects of the capital optimisation at Ixom which was distributed as special distribution to Unitholders.
- Assuming all Distributable Income generated by the Targets will be distributed to KIT and minority shareholders. The pro forma DPU set out herein should not be interpreted as being representative of the future DPU. Assuming cash distribution received from the Targets, net of corporate expenses, is fully distributed to Unitholders.
- 6. Assumes the issue of approx. 849.3 million Units at the Illustrative Issue Price (being S\$0.471 per New Unit) pursuant to the Equity Fund Raising.
- 7. Based on DPU declared for FY2023, excluding special distribution of 2.33 cents paid in November 2023.



# 6. Electrification Thematic Supporting KIT's ESG Targets

Ventura is the first mover for energy transition in Victoria's public transportation sector



Owns and operates Victoria's first fully electric bus depot



Key partner in the Victorian Government ZEBs trial, responsible for **delivering** >50% of the trial buses



**Clear pathway for electrification** and aims to convert 25% of fleet to electric buses by 2030



Electrification leader in Victoria with 27 ZEBs



Aims to be a contributor to Australia's greenhouse gas emission reduction target of **net zero by 2050**  KIT's carbon emissions intensity

Carbon emissions ('000tCO2) / Distributable Income (S\$m)



From 6,900 tCO2e/\$m in FY 2023 to 6,260 tCO2e/\$m *pro forma* post acquisition

Ventura is a **first mover** for energy transition in Victoria's public transportation sector



1. Strictly for illustrative purposes only, to show what KIT's pro forma carbon intensity for FY2023 would have been assuming that the Acquisition and Equity Fund Raising was completed with effect from 1 January 2023 and KIT held the interests acquired pursuant to the Acquisition through to 31 December 2023. KIT's pro forma carbon intensity for FY2023 is based on KIT's Distributable Income for FY2023 and Ventura's distributable income as calculated on the bases and assumptions set out in paragraph B6 of the Circular. Based on the scope 1 and 2 carbon emissions for KIT and Ventura for the financial years ended 31 December 2023 and 30 June 2023 respectively.

# KMC CTA Extension and Capital Restructuring

Keppel Merlimau Cogen Plant

### • Overview Keppel Merlimau Cogen Plant

- Located on Jurong Island, and connected to Singapore's electricity transmission network, the KMC plant is well
  positioned to support the surrounding industries with their electricity, steam supply and demineralised water
  requirements
- Under the terms of the CTA, KMC receives an availability-based capacity fee in return for making available the KMC Plant's electricity generation capacity and a fixed operation and maintenance fee
- The terms of the CTA are designed to ensure that the costs of planned maintenance of the KMC Plant, fuel costs and fuel availability risk to run the KMC Plant are borne by KE.



Support decarbonisation of the power sector

Enhance KMC's performance and efficiency, including getting the plant hydrogen-ready



- Description: Approx. 1,300 MW combined cycle gas turbine power plant
- KIT's ownership interest: 51%
- Customer: Keppel Electric Pte. Ltd ("KE")



## KMC CTA Extension and Capital Restructuring

Allow KMC to resume Distributable Income contributions to KIT

#### Extension of CTA and OMSA by 10 years

- ✓ KMC continues to receive Capacity Fees of up to S\$108m p.a. from 2030 to 2040<sup>1</sup>
- ✓ Extension of OMSA ensures the continuous and reliable operations of the plant

#### **Optimise KMC's capital structure**

- ✓ Allow KMC to refinance its External Facility and lengthen its debt amortisation profile
- ✓ Letter of Credit to meet any debt service/ maintenance reserve account requirements under the New External Facility
- ✓ Capital Injection (to be fully funded from KIT's operating cashflow) to optimise working capital and overall cashflow returns

# Resume Distributable Income contributions to KIT



Pro forma Distributable Income \$241.6m<sup>2</sup> Up 10.9% from \$217.8m<sup>3</sup>



Pro forma DPU Up 11% Up from 3.86 cents<sup>3</sup> to

4.28 cents<sup>2</sup>

- 1. On the basis that (i) for every month from 1 July 2030 to 30 June 2040, KMC meets its availability target and (ii) KMC I and KMC II are retrofitted such that they retain their original generation capacities of 500MW and 840MW respectively up to 2045, such that the quantum of the Capacity Fees from 1 July 2030 to 30 June 2040 remains unchanged.
- 2. For illustrative purposes only and based on the bases and assumptions set out in paragraph C8 of the Circular, assuming that the KMC Capital Restructuring was effected as at 1 January 2023, KMC would have contributed approx. \$\$23.8 million in Distributable Income to KIT for the financial year ended 31 December 2023. The actual contribution from KMC to the Distributable Income of KIT for the financial year ended 31 December 2023 is nil. This is because the External Facility commenced amortisation on 30 June 2023, and the cashflows generated by KMC in the financial year ended 31 December 2023 were not sufficient to cover both the KMC Notes interest payment and the amortisation of the External Facility. This effectively negated any Distributable Income received by KIT from KMC through the interest payments on the KMC Notes for the financial year ended 31 December 2023. Please refer to paragraphs C2 and C8.1 of the Circular for further details.
- 3. Based on audited consolidated financial statements of the KIT Group for FY2023 and excludes effects of the capital optimisation at Ixom.

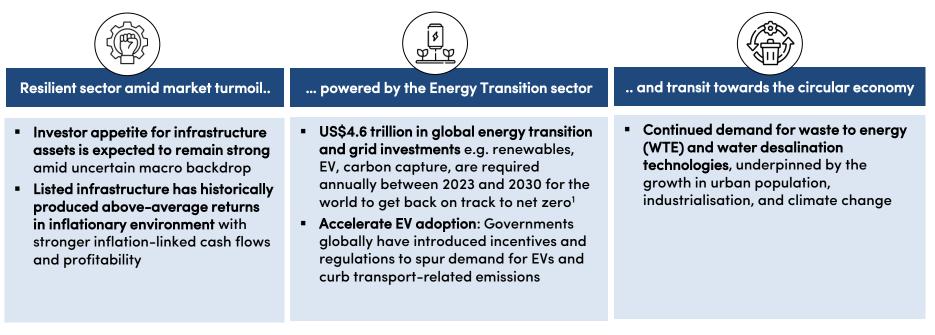


# Growth and Value Creation

German Solar Portfolio

### Market Outlook

### Infrastructure: Driving Sustainable Development



### **Continued Focus on Growth**

### Leveraging on the Sustainable Infrastructure theme



Focus on developed markets in APAC and Europe; opportunistic for the rest of the world



Vear-term pipeline **Optimise portfolio through asset recycling,** unlocking value to **grow evergreen portfolio** 

Leveraging Sustainable Infrastructure theme for growth:

- Energy Transition & Climate Change
- Rapid urbanisation & ageing population
- Digitalisation



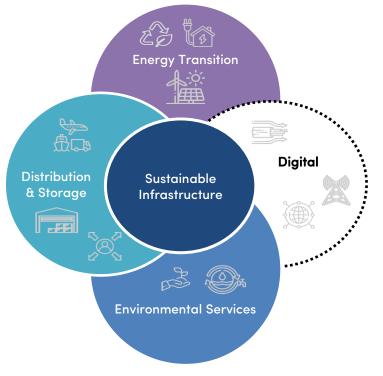
Acquire 100% economic interest in Keppel Marina East Desalination Plant



European Onshore Wind Farm pipeline: 6 consented projects (486 MW)<sup>1</sup> and 8 additional projects (660MW)<sup>1</sup>



Potential investment in up to 1 GW of Jinko Power's solar farm and energy storage projects  Actively pursue third party evergreen businesses and yield-accretive investments



1. As of 31 Dec 2023. Consented projects are pipeline projects that obtained all permits. Additional projects 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.



### Value Creation a Key Differentiation for KIT

Driving growth of businesses through focused portfolio optimisation plans

importer for green hydrogen.

and accelerate transition to

green hydrogen

LPG business

Grow new businesses in

solar, EV charging, and





#### **IXOM FY 2019 EBITDA** FY 2023 EBITDA \$131m **EBITDA growth ^**52% A\$130.2m<sup>1</sup> A\$197.7m<sup>1</sup> Ixom: Special distribution to Unitholders · Strengthened market leading position: 7 bolt-on acquisitions and 3 non-core divestments February 2019 48% Realised revenue and cost synergies **Ixom Acquisition** Completed refinancing: Strong demand with facility upsized to ~A\$1.04b \$273m Value **City Energy** Creatio **FY 2021 EBITDA FY 2023 EBITDA** EBITDA growth S\$47.4m S\$81.3m<sup>2</sup> \$142m City Energy: To partially fund FY 2022 Acquisition New strategy and Built new growth engines: EV charging and smart home solutions Entered new market with the acquisition of Tan Soon Huah LPG business rebranding in 2021 Completed refinancing into a sustainability-linked loan upsized to \$400m **Philippine Coastal Storage & Pipeline Corporation** FY 2021 EBITDA **EBITDA growth** FY 2023 EBITDA US\$24.7m 40% US\$34.4m January 2021 Success in renewals and secured new customers: Increased utilisation from 66% to almost 100% · Implemented new pricing strategy to drive revenue and enhance margins Acquisition On-going tank storage capacity expansion works Improve Asset Performance Business Optimisation Realise Greater Synergies **Philippine Coastal Storage** City Energy Ixom **Eco Management Korea** & Pipeline Corporation Position City Energy as a key Further sharpen business Expanding within and Drive growth through

outside Subic Bay to

Enhance utilisation and

pricing opportunities

minimise excess capacity

meet demand

Tap on positive

bolt-on acquisitions

Sharpen liquids business

and improve waste mix

Securing designated waste

licenses to improve pricing

Based on Ixom's full year results for their financial year ended 30 September, excluding one-off cost and lease adjustments.
 Exclude one-off acquisition related cost and unrealised exchange gain.

Pursue bolt-on opportunities

Leverage on strategic assets

increase customer stickiness

Enhance supply chain and

to grow market share

### **Drawing on Keppel's Deep Engineering and Operating Capabilities** Operator-oriented DNA: Strong emphasis on value-adding and active management

# Global Solutions

Leveraging Keppel's strong technical expertise and proven operating capabilities to provide solutions for the world's most pressing challenges

# 30 years'

Infrastructure investment, development and management track record

#### **Energy Infrastructure**

- Developer of Singapore's 1<sup>st</sup> independent power project, Keppel Merlimau Cogen (1.3GW)
- ~2.6GW renewable energy portfolio<sup>1</sup>
- Developing Singapore's 1<sup>st</sup> hydrogen-ready advanced CCGT (600MW)
- Keppel's Infrastructure Division is a pioneer retailer of gas and electricity in Singapore
- EV charging solutions provider in Singapore
- Keppel's Infrastructure Division is the 1<sup>st</sup> and largest district cooling systems developer and service provider in Singapore

#### **Environmental Infrastructure**

Water Reuse & Wastewater Solutions

- Extensive range of wastewater treatment and water recycling solutions for all types of municipal and industrial effluent
- Water treatment production capacity of over 300,000m<sup>3</sup>/day

#### Waste-to-Energy (WTE)

- >100 WTE projects & 150 WTE lines across 17 countries and 4 continents
- ~40% of Singapore's municipal incinerable waste

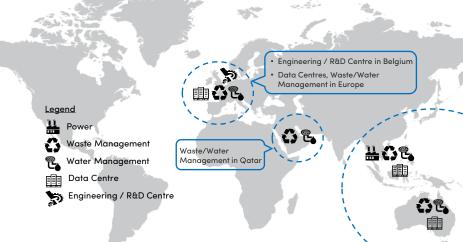
#### Connectivity

- 32 data centres across 10 countries globally
- Jointly developing subsea cable project to connect Singapore and West Coast of North America, with Meta and Telin
- Enterprise Business Solutions and 5G offerings through M1

Data Centres in Malaysia, Indonesia, Singapore, China, Australia

Waste/Water Management and District Cooling/Heating in APAC





1. On a gross basis and includes projects under developmen



# **Additional Information**

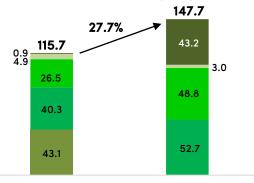
## Financial Performance at a Glance

### Achieved Record EBITDA for City Energy, Ixom and Philippine Coastal

#### **Energy Transition**

- Higher DI contributed by AGPC and wind farm assets, and the favourable fuel over recovery at City Energy
- KMC's full year computed DI negated by mandatory debt amortisation in Jun 2023

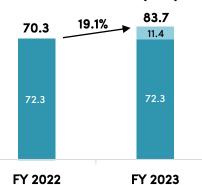
Distributable Income (S\$m)



FY 2022FY 2023Borkum Riffgrund 2 (BKR2)European Onshore Wind PlatformAramco Gas Pipelines Company (AGPC)City EnergyKeppel Merlimau Cogen (KMC)

#### **Environmental Services**

 Higher DI supported by full year contribution from EMK with higher price and volume for landfill business, and higher utilisation of incineration capacity

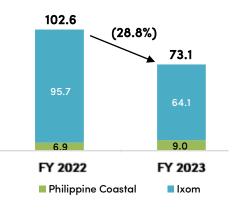


- Singapore waste and water assets
- Eco Management Korea Holdings (EMK)

#### Distribution & Storage

- Ixom's EBITDA in AUD up by 5%; lower DI due to one-off refinancing related fees, higher interest expenses, capex and taxes, and AUD translation effects
- Higher DI from Philippine Coastal with higher utilisation and pricing

#### Distributable Income (S\$m)





#### Distributable Income (S\$m)

# Business Updates: Energy Transition





- City Energy
  - Expanded product offerings with the acquisition of TSH's LPG business, the second largest LPG cylinder distributor in Singapore, allowing City Energy to grow into a new market
  - Exclusive rights to extend EV charging services to ~20,000 carpark lots in private residential and mixed developments
  - Higher income from mandatory annual gas inspections following 2023 Gas Act amendment
- KMC: Lower availability of 95.8% due to unplanned outage; operations resumed in Dec 2023
- BKR2: Granted additional capacity of 26 MW; output capacity to increase to 486MW with upgrading works
- German Solar Portfolio: Completed first closing comprising 53,500 installed solar panel systems in Jan 2024; remaining 6,500 systems to be completed by Jun 2024 in phases. Total Generation Capacity of 585 MW when completed
- Aramco Gas Pipelines Company: Demand underpinned by economic growth and favourable demographics as part of the Kingdom of Saudi Arabia's efforts to reduce carbon emissions



## Business Updates: Environmental Services



- EMK
  - Maintained high availability and full utilisation of incineration capacity
  - Higher volume for landfill business: Secured new contracts from blue chip customers
  - Seeking growth opportunities through accretive bolt-on acquisitions
- Singapore waste and water assets
  - Fulfilled all contractual obligations
  - Extended concession of the Senoko WTE Plant with Singapore's National Environment Agency (NEA) for 3 years with an option to further extend by up to another year: DI contribution will not be significant as KIT is only funding a small portion of the refurbishment capex
  - Ongoing discussions with regulators to explore the extension of the Singspring Desalination plant



# Business Updates: Distribution & Storage



- Ixom
  - Strong volume and pricing across coagulants, caustic and sodium hypochlorite in Australia
  - Increased volume from the industrial and dairy segments of the New Zealand business
- Philippine Coastal
  - Tank utilisation rate of almost 100% as at end-Dec 2023, underpinned by increased demand and robust outlook
  - Secured renewal of a major customer contract at attractive pricing for 4 years with option to extend for another 5 years
  - Execution of new pricing strategy to drive revenue and enhance margins
  - Tank storage capacity expansion works on track for completion by 2H 2024



## Distributable Income

#### Record DPU for FY 2023

#### **Distribution Per Unit (cents)**



S\$'000	2H 2023	2H 2022	+/(-)%	FY 2023	FY 2022	+/(-)%
Energy Transition	50,034	78,916	(36.6)	147,706	115,667	27.7
- City Energy	20,545	26,506	(22.5)	52,730	40,274	30.9
- Aramco Gas Pipelines Company	18,200	26,533	(31.4)	48,817	26,533	84.0
- KMC <sup>1</sup>	-	20,132	NM	-	43,115	NM
- European Onshore Wind Platform	501	4,875	(89.7)	3,005	4,875	(38.4)
- BKR2	10,788	870	>100.0	43,154	870	>100.0
Environmental Services	44,861	32,827	36.7	83,728	70,291	19.1
- Singapore waste and water assets	36,546	34,806	5.0	72,296	72,270	-
- EMK	8,315	(1,979)	NM	11,432	(1,979)	NM
Distribution & Storage	31,521	58,980	(46.6)	73,092	102,610	(28.8)
- Ixom	27,032	55,841	(51.6)	64,134	95,678	(33.0)
- Philippine Coastal	4,489	3,139	43.0	8,958	6,932	29.2
Asset Subtotal	126,416	170,723	(26.0)	304,526	288,568	5.5
Corporate <sup>2</sup>	(73,713)	(35,798)	>100.0	(118,932)	(66,075)	80.0
Ixom Capital Optimisation <sup>3</sup>	131,164	-	NM	131,164	-	NM
Distributable Income	183,867	134,925	36.3	316,758	222,493	42.4

1. KMC's full year computed DI is negated by the mandatory debt repayment in Jun 2023.

2. Comprises Trust expenses and distributions paid/payable to perpetual securities holders, management fees and financing costs. The higher costs were due to higher management fees from the capital optimisation of \$131.2m in the Group's 2H2023 Distributable Income, the issuance of the Series 4 Medium Term Notes in May 2022 and draw down of equity bridge loans to fund the acquisitions of EMK and BKR2 in 2H 2022.

3. Including capital optimisation at City Energy, total value creation proceeds will be \$273m.



## **Balance Sheet**

5.0x

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

Balance Sheet (S\$'m)	31 De	ec 2023	31 Dec 2022	
Cash		482.6	535.7	
Borrowings		2,717.0	2,907.2	
Net debt		2,234.4	2,371.5	
Total assets		5,601.1	5,962.8	
Total liabilities		3,828.2	4,055.6	
ہرکی <mark>Net gearing</mark> 39.9%		Debt headroom ~\$549m <sup>1</sup>		
	<b>A</b>	Fixed and hedged debt		

~83%<sup>2</sup>

Undrawn committed credit facilities \$478m

Interest Coverage Ratio (MTN) 14.7x

0

(%)

**A** 

Weighted average interest rate 4.25%

Weighted average term to maturity Approx. 3.3 years for debt profile

1. Up to 45% (internal cap) gearing level; Unlike REITs, there are no restrictions on gearing for Business Trusts

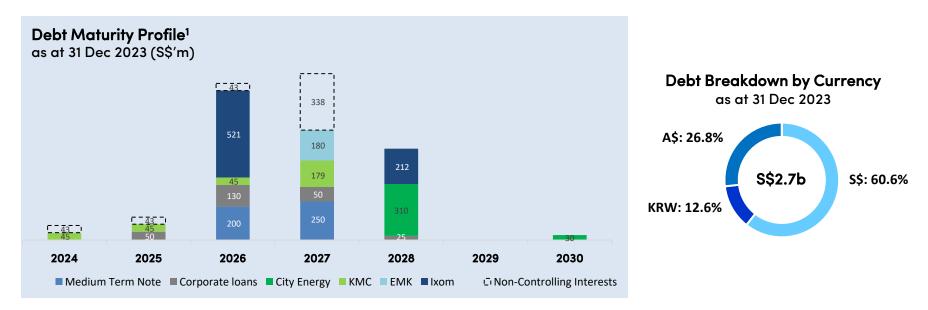
2.A 100bps change in interest rate would have a ~1.5% impact to FY 2023's Distributable Income



## Capital Management

Well-diversified debt maturity profile with healthy capital management metrics

- Obtained \$100m in corporate loan facilities in 4Q 2023 to support 2024 acquisitions
- Reviewing KMC's capital structure to allow the plant to resume contributions to KIT
- Mitigating impact of currency fluctuations: 67% foreign currency distributions hedged





### • Sustainability at the Core On track to achieve ESG targets

 Progressing on decarbonisation roadmap with reduction in carbon emissions intensity and increased exposure to renewables; continue to promote workplace diversity and develop human capital



1. Excluding capital optimisation gains and associated management fees in FY 2023, KIT's reduction in carbon emissions intensity from 2019 would be 7%.

2. As part of Keppel Fund Management and Investment.

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## Portfolio Overview as at 31 Dec 2023

			Description	Customer	Source of cash flows	Total Assets <sup>1</sup> (S\$'m)	
Energy Transition		City Energy	Sole producer and retailer of piped town gas; expanded into LPG business, as well as EV charging and smart home solutions	> 900,000 commercial and residential customers	Fixed margin per unit of gas sold, with fuel and electricity costs passed through to consumers		
		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		
		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 minimum volume commitment for 20 years with built-in escalation	2,918.6	
		European Onshore Wind Platform	Four wind farm assets in Sweden and Norway with a combined capacity of 275 MW	Local grid	Sale of electricity to the local grid		
		BKR2	A 491 MW operating offshore wind farm located in Germany	20-year power purchase agreement with Ørsted till 2038	Operates under the German EEG 2014 with attractive Feed-in-Tariff and guaranteed floor price till 2038		
	HAL P	German Solar Portfolio	Over 60,000 bundled solar PV systems <sup>2</sup> with a projected combined generation capacity of 585 MW	20-year lease contracts with German households	Receive fixed monthly rental fees for rental of solar PV systems	Purchase price³: €109m (S\$159m)	

1. Based on book value as at 31 December 2023.

2. Including systems under development.

3. Purchase consideration exclude acquisition and transaction costs.



Total Associat

# Portfolio Overview as at 31 Dec 2023

		Description	Customer	Source of cash flows	Assets <sup>1</sup> (S\$'m)	
	Senoko WTE Plant	Waste-to-energy plant with 2,310 tonnes/day waste incineration concession	NEA, Singapore government agency – concession until 2027 with option for up to 1-year extension (Singapore – AAA credit rating)	Fixed payments for availability of incineration capacity		
ervices	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		
iental S	Ulu Pandan NEWater Plant	One of Singapore's largest NEWater plants, capable of producing 148,000m /day	PUB, Singapore government agency – concession until 2027 (Singapore – AAA credit rating)	Fixed payments for the provision of NEWater production capacity	1,159.4	
Environmental Services	SingSpring Desalination Plant	Singapore's first large-scale seawater desalination plant, capable of producing 136,380m /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		
	ЕМК	Leading integrated waste management services player in South Korea	Variety of customers including government municipalities and large industrial conglomerates	Payments from customers for delivery of products and provision of services based on agreed terms		
Distribution & Storage	lxom	Manufacturer and distributor of water treatment chemicals, industrial and specialty chemicals in Australia and New Zealand	Over 30,000 customers comprising municipals and blue-chip companies	Payments from customers for delivery of products and provision of services based on agreed terms	1.358.5	
	Philippine Coastal	Largest petroleum products storage facility in the Philippines, located in the Subic Bay Freeport Zone	Blue-chip customers	USD-denominated "take-or-pay" contracts	1,330.3	

1. Based on book value as at 31 December 2023



Total

# **Thank You**

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