

# Proposed Acquisition of US\$1.32 billion Data Centre Portfolio in the United States 20 May 2021



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### Overview of the Proposed Acquisition

Proposed Acquisition	Acquisition of a portfolio of 29 data centres <sup>(1)</sup> in the U.S. (the "New Portfolio")
Vendors	Subsidiaries of Sila Realty Trust, Inc.
Valuation	US\$1,335.0 million <sup>(2)</sup> (S\$1,802.3 million) <sup>(3)</sup>
Purchase Consideration	Purchase Consideration: US\$1,320.0 million (S\$1,782.0 million) Total Acquisition Outlay: US\$1,345.1 million (S\$1,815.9 million)
Method of Financing	Combination of debt and equity, with the final debt / equity structure to be decided at a later stage
Land Area	8.4 million sq ft
Net Lettable Area ("NLA")	3.3 million sq ft
Target Completion Date	3Q2021

One of the 29 assets is encumbered by an existing tenant's purchase rights 1

Independent valuation by Newmark Knight Frank Valuation & Advisory, LLC as at 30 April 2021 2

5 Unless otherwise stated, an illustrative exchange rate of US\$1.00 to S\$1.35 is used in this presentation 3



# Overview of the New Portfolio

### MIT expected to become one of the largest owners of data centres among REITs listed in APAC<sup>(1)</sup>



By Assets Under Management ("AUM") 1

- One of the 29 assets is encumbered by an existing tenant's purchase rights 2
- Includes 250 Williams Street NW, Atlanta with an occupancy of 63.5% as at 1 June 2021. Excluding 250 Williams Street NW, Atlanta, New Portfolio occupancy is at 98.4% as at 1 June 2021. 3

6 All Properties are sited on freehold land, except for 2005 East Technology Circle, Tempe and part of 250 Williams Street NW, Atlanta, which will have remaining land tenures of 61.6 years and 46.7 years respectively as at 1 June 2021



# RATIONALE FOR AND BENEFITS OF THE PROPOSED ACQUISITION



### Rationale for and benefits of the Proposed Acquisition

Increases MIT's portfolio of good quality data centres underpinned by secular tailwinds

2 Deepens and diversifies MIT's data centre footprint across key U.S. markets

3 Enhances income stability of the Enlarged Portfolio

4 Provides further income growth opportunities for MIT

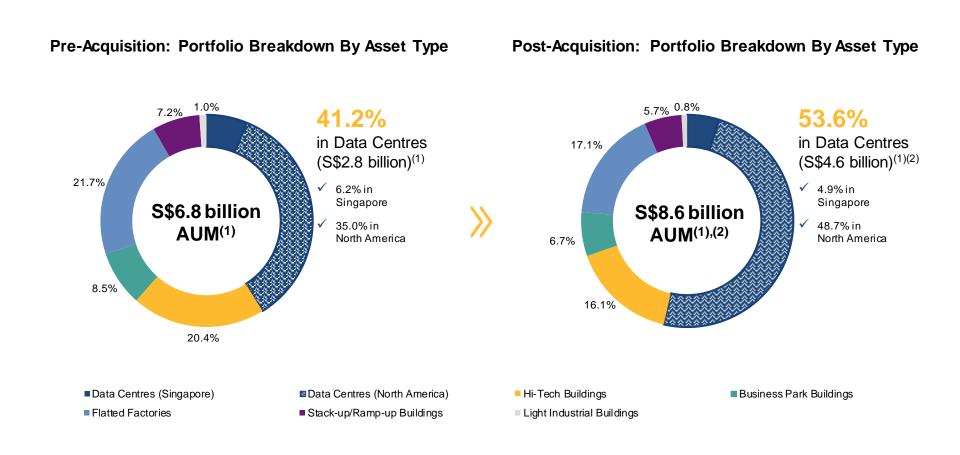
5 DPU and NAV per Unit accretive to Unitholders

6 Leverages the Sponsor's strong support and broad platform



### Increases MIT's portfolio of good quality data centres underpinned by strong secular tailwinds

#### In line with MIT's target for data centres to comprise up to 2/3 of total portfolio



Based on MIT's book value of investment properties as well as MIT's interest of the joint venture with Mapletree Investments Pte Ltd ("MIPL") in three fully fitted hyperscale data centres and 10 Powered Shell data centres in North America and included MIT's right of use assets of S\$26.3 million as at 31 March 2021



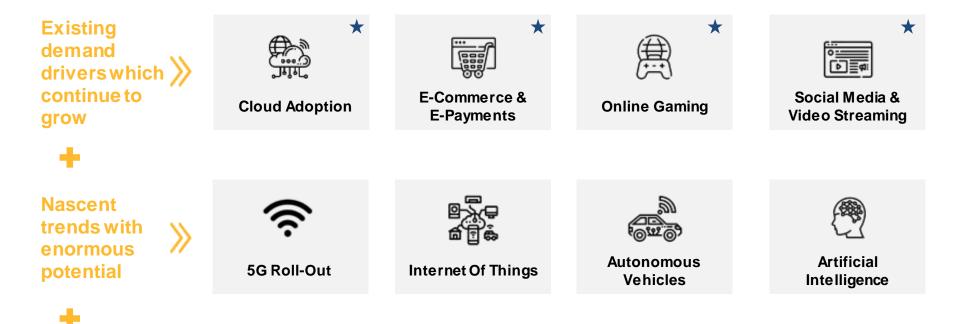
2 Based on Total Acquisition Outlay of the New Portfolio

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### Increases MIT's portfolio of good quality data centres underpinned by strong secular tailwinds

Secular tailwinds supporting resilience and growth with COVID-19 accelerating digitalisation

9.2% CAGR of global leased data centre market revenue (2019-2025E)<sup>(1)</sup>



Data localisation and edge computing driving further data centre demand

Accelerating demand from COVID-19 pandemic

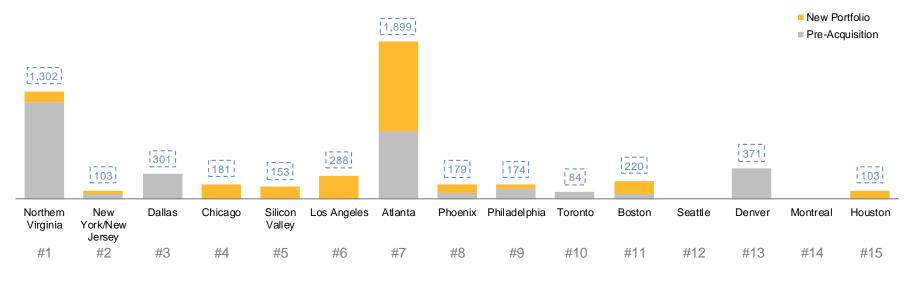
Source: 451 Research LLC, 1Q2021

# Deepens and diversifies MIT's data centre footprint across key U.S. markets

#### Increased strategic presence in the world's largest data centre market

- MIT to have presence in 13 of top 15 Markets: Addition of Chicago, Silicon Valley, Los Angeles and Houston
- · Deepening presence in key markets: Northern Virginia and Atlanta remain largest markets for MIT
- Gross rental income ("GRI") contribution of top 15 North American data centre markets: 64.2%<sup>(1),(2)</sup>

#### MIT Portfolio NLA In Top 15 North American Data Centre Markets ('000 sq ft)<sup>(3)</sup>



Source: 451 Research LLC, 1Q2021

2 By pro forma GRI based on MIT's portfolio as at 31 March 2021 and assuming that the Proposed Acquisition is completed on 1 June 2021

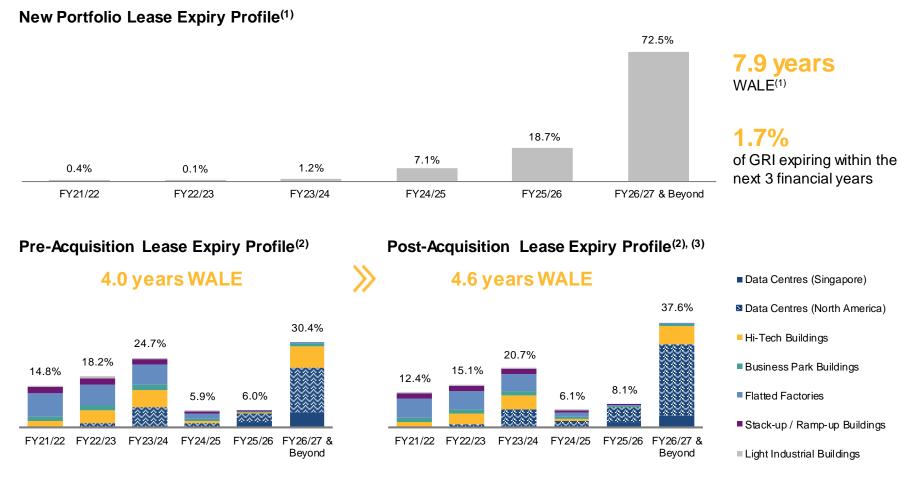
3 Based on the total NLA of MIT's Wholly-Owned North American Data Centres and the joint venture with MIPL in relation to the Mapletree Rosewood Data Centre Trust ("MRODCT") portfolio



Total Portfolio NLA ('000 sq ft)

# 3 Enhances income stability of the Enlarged Portfolio

### Long, well-spread lease expiry profile



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1 By GRI as at 1 June 2021

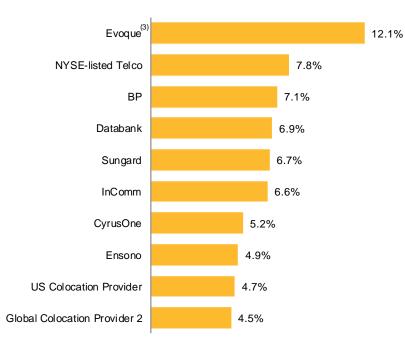
2 Based on MIT's 50% interest of the joint venture with MIPL in three fully fitted hyperscale data centres and 10 Powered Shell data centres in North America through MRODCT

12 3 By pro forma GRI based on MIT's portfolio as at 31 March 2021 and assuming that the Proposed Acquisition is completed on 1 June 2021

# Enhances income stability of the Enlarged Portfolio (cont'd)

#### Diverse tenant base increases income diversification

 $33.3\% \gg 30.6\%$  GRI from Top 10 tenants (Pre vs. Post-Acquisition)



#### New Portfolio Top 10 Tenants<sup>(1)</sup>

#### MIT Top 10 Tenants Post-Acquisition<sup>(1),(2)</sup>

HP 6.1% 7.3% AT&T 5.4% 6.4% Equinix 3.2% 3.8% Global Social Media Company<sup>(2)</sup> 3.0% 3.6% Global Colocation Provider 1<sup>(2)</sup> 2.8% 2.7% Evoque<sup>(3)</sup> 2.5% Multinational Company<sup>(2)</sup> 2.5% 2.9% NYSE-listed Telco 1.9% STT Tai Seng 1.8% 2.2% IT Solutions Provider<sup>(2)</sup> 1.4% MIT Top Tenants Tenantsfrom New Portfolio<sup>(4)</sup>

Pre-Acquisition<sup>(1),(2)</sup>

1 By GRI as at 1 June 2021

2 The identities of certain tenants cannot be disclosed due to the strict confidentiality obligations under the lease agreements

13 3 Dawn Acquisitions LLC (doing business as Evoque Data Center Solutions) is a portfolio company of Brookfield Infrastructure Partners, and was acquired from AT&T

4 Including contributions from the same tenants at MIT's existing properties



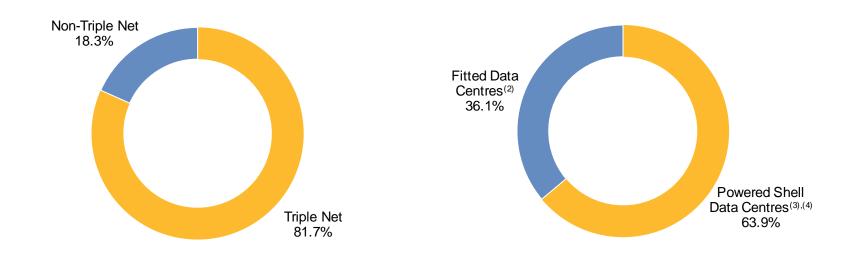
# Enhances income stability of the Enlarged Portfolio (cont'd)

81.7% of New Portfolio GRI from triple net lease structures whereby all outgoings<sup>(1)</sup> are borne by the tenants

63.9% of New Portfolio GRI from Powered Shell Data Centres

#### New Portfolio GRI Breakdown By Lease Type

#### New Portfolio GRI Breakdown By Data Centre Type



Refers to maintenance, property tax and insurance charges

Fitted data centres include general building fit-out including mechanical and electrical systems, raised floor, cooling systems, etc but do not include data centre equipment such as racks, servers and other equipment



Powered Shell Data Centres provide basic building infrastructure, with tenants bearing fit-out and other costs

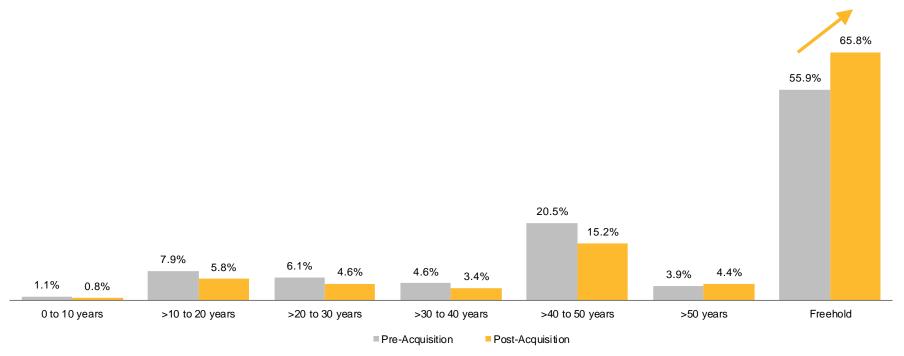
Including full contribution from the 250 Williams NW Street, Atlanta which is a mixed-use asset comprising commercial and data centre space

# Enhances income stability of the Enlarged Portfolio (cont'd)

Increases proportion of freehold assets in MIT's portfolio

55.9%  $\gg$  65.8% of MIT's portfolio comprises freehold<sup>(1)</sup> properties (Pre vs. Post-Acquisition)

Remaining Years to Expiry on Underlying Land Leases as at 31 March 2021 (By Land Area)<sup>(2)</sup>



All Properties are sited on freehold land, except for 2005 East Technology Circle, Tempe and part of 250 Williams Street NW, Atlanta, which will have remaining land tenures of 61.6 years and 46.7 years respectively as at 1 June 2021 Based on MIT's 50% interest of the joint venture with MIPL in three fully fitted hyperscale data centres and 10 Powered Shell data centres in North America through MRODCT

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# 4 Provides further income growth opportunities for MIT



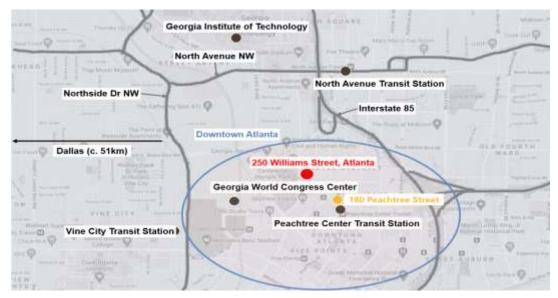
#### **Organic growth potential**

#### Leasing upside from 250 Williams Street NW, Atlanta

(30.2% of New Portfolio NLA; currently ~50/50 DC/Commercial<sup>(1)</sup>) 1.5-3.0% Rental escalation p.a. (for 89.4% of leases)

# Potential conversion from commercial to data centre space

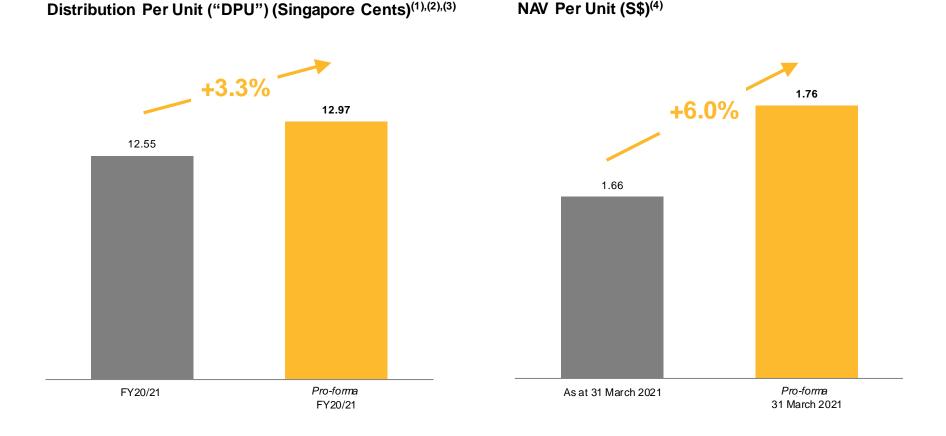
- Strong expected demand for data centre capacity in Atlanta
- Prime location within Downtown Atlanta



— Highways/ Main Roads 💛 MIT's Existing Portfolio



# 5 DPU and NAV per Unit accretive to Unitholders



1 The pro forma financial effects of the Proposed Acquisition on MIT's DPU for the financial year ended 31 March 2021, as if the Proposed Acquisition was completed on 1 April 2020, and MIT held and operated the Properties through to 31 March 2021

Assuming (i) approximately 60% of Total Acquisition Outlay will be funded by debt; and (ii) approximately 302.8 million new Units ("New Units", and each, a "New Unit") are issued at the illustrative Unit price of approximately S\$2.64 (the "Illustrative Issue Price") to raise gross proceeds of approximately S\$800.0 million (approximately US\$592.6 million) to finance the balance of the Total Acquisition Outlay with any excess to repay MIT's debt; and (iii) an exchange rate of US\$1.00 to S\$1.35



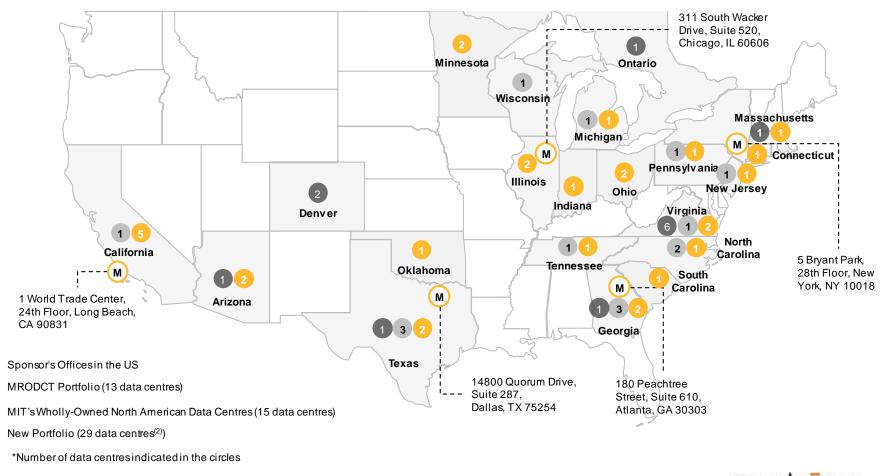
In the event the New Portfolio comprises 28 assets, DPU is expected to increase from 12.55 Singapore Cents to 12.86 Singapore Cents (+2.5%)
As at 31 March 2021

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# 6 Leverages the Sponsor's strong support and broad platform

S\$60.5bn portfolio of properties across APAC, Europe, UK and North America<sup>(1)</sup>

### S\$12.5bn in North America<sup>(1)</sup>



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# FUNDING STRUCTURE

### Pro forma financing

#### Acquisition to be funded by a combination of debt and equity

- Approximately 60% of the Total Acquisition Outlay will be funded by debt
- To raise gross equity proceeds of approximately S\$800 million<sup>(1)</sup> (US\$592.6 million) to finance the balance of the Total Acquisition Outlay with any excess to repay MIT's debt
- Acquisition Fee<sup>(2)</sup>: US\$13.2 million (S\$17.8 million)

### Post-acquisition, MIT's aggregate leverage<sup>(3)</sup> is expected to increase from 36.0%<sup>(4)</sup> to 40.3%

#### **Funding Requirements**

Purchase Consideration	US\$1,320.0 million (S\$1,782.0 million)
Other Fees and Expenses (including acquisition fee as well as professional fees and other expenses)	US\$25.1 million (S\$33.9 million)
Total Acquisition Outlay	US\$1,345.1 million (S\$1,815.9 million)

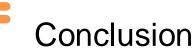
- 1 This assumes the issue of approximately 302.8 million new units ("New Units") at the illustrative Unit price of approximately \$\$2.64 (the "Illustrative Issue Price")
- 2 Payable to the manager. Under the trust deed dated 29 January 2008 constituting MIT (as amended) (the "Trust Deed"), the Manager is entitled to be paid an acquisition fee at the rate of 1.0% of the Purchase Consideration
- 3 The ratio of the value of borrowings (inclusive of proportionate share of borrowings of jointly controlled entities) and deferred payments (if any) to the value of the gross assets of MIT, including all its authorised investments held or deemed to be held upon the trust under the Trust Deed.

20 is authorised investments held or deemed to be held upon the trust under the Trust Deed. As at 31 March 2021. The Aggregate Leverage takes into account the \$\$300,000,000 3.15% Perpetual Securities issued on 11 May 2021 under the \$\$2,000,000,000 Euro Medium Term Securities Programme (the "EMTN Programme"). Please refer to MIT's announcement titled "Issue of \$\$300,000,000 3.15% Perpetual Securities pursuant to the \$\$2,000,000,000 Euro Medium Term Securities Programme" dated 4 May 2021 for more information...





# CONCLUSION



### Aligns With MIT's Long-Term Strategy

- MIT expected to become one of the largest owners of data centres among REITs listed in APAC
- ✓ In line with MIT's strategy of up to 2/3 portfolio contribution from data centres

### **Deepens and Diversifies MIT's Presence Across Largest U.S. Markets**

- Increases exposure to Top 15 North American data centre markets
- Deepens presence in Northern Virginia and Atlanta
- ✓ Strategic entry into Chicago, Silicon Valley, Los Angeles and Houston

### **Enhances MIT's Portfolio Quality**

- Enhances income stability with long WALE and high proportion of freehold assets
- Growth potential from rental escalation and leasing up
- DPU and NAV per Unit accretive to Unitholders

### **Positions MIT For Long-Term Growth**

- Allows MIT to continue to capture growth in the fast-growing data centre market
- Leverages on the Sponsor's network and market insights
- ✓ Further pipeline from potential acquisition of the Sponsor's 50% interest in MRODCT





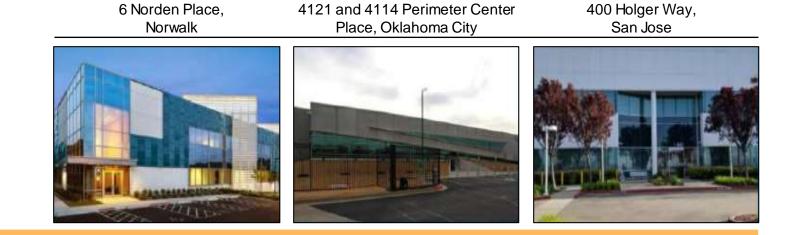
# **APPENDIX**

# Details of the New Portfolio (1)

	250 Williams Street NW, Atlanta	2301 West 120th Street, Hawthorne	13831 Katy Freeway, Houston
Location	250 Williams Street NW, Atlanta, Georgia	2301 West 120th Street, Hawthorne, California	13831 Katy Freeway, Houston, Texas
Land Area (sq ft)	156,845	709,964	197,442
NLA (sq ft)	997,248	288,000	103,200
Occupancy	63.5%	100.0%	100.0%



# Details of the New Portfolio (2)



Location	6 Norden Place, Norwalk, Connecticut	4121 and 4114 Perimeter Center Place, Oklahoma City, Oklahoma	400 Holger Way, San Jose, California
Land Area (sq ft)	217,778	654,228	183,877
NLA (sq ft)	167,691	92,456	76,410
Occupancy	100.0%	100.0%	100.0%



# Details of the New Portfolio (3)

	ALGIN		
Location	1400 Kifer Road, Sunnyvale, California	1755 &1757 Old Meadow Road, McLean, Virginia	400 Minuteman Road, Andover, Massachusetts
Land Area (sq ft)	276,226	163,574	992,002
NLA (sq ft)	76,573	69,329	153,000
Occupancy	100.0%	94.9%	100.0%



### Details of the New Portfolio (4)

	1501 Opus Place, Downers Grove	1764A Old Meadow Lane, McLean	11085 Sun Center Drive, Rancho Cordova
Location	1501 Opus Place, Downers Grove, Illinois	1764A Old Meadow Lane, McLean, Virginia	11085 Sun Center Drive, Rancho Cordova, California
Land Area (sq ft)	102,257	96,336	189,246
NLA (sq ft)	115,352	62,002	69,048
Occupancy	100.0%	100.0%	100.0%



# Details of the New Portfolio (5)

	3065 Gold Camp Drive, Rancho Cordova	11650 Great Oaks Way, Alpharetta	630 Clark Avenue, King of Prussia
Location	3065 Gold Camp Drive, Rancho Cordova, California	11650 Great Oaks Way, Alpharetta, Georgia	630 Clark Avenue, King of Prussia, Pennsylvania
Land Area (sq ft)	235,308	695,601	162,541
NLA (sq ft)	63,791	77,322	50,000
Occupancy	63.3%	100.0%	100.0%



### Details of the New Portfolio (6)

	5400 - 5510 Feltl Road, Minnetonka	4600 Carothers Parkway, Franklin	10309 Wilson Blvd, Blythewood
Location	5400 - 5510 Feltl Road, Minnetonka, Minnesota	4600 Carothers Parkway, Franklin, Tennessee	10309 Wilson Blvd, Blythewood, South Carolina
Land Area (sq ft)	677,135	385,077	306,042
NLA (sq ft)	135,240	71,726	64,637
Occupancy	91.9%	100.0%	100.0%



# Details of the New Portfolio (7)

1400 Cross Beam Drive, Charlotte	2601 West Broadway Road, Tempe	2005 East Technology Circle, Tempe
1400 Cross Beam Drive, Charlotte, North Carolina	2601 West Broadway Road, Tempe, Arizona	2005 East Technology Circle, Tempe, Arizona
182,278	182,460	490,345
52,924	44,244	58,560
100.0%	100.0%	100.0%
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# Details of the New Portfolio (8)





# Details of the New Portfolio (9)

	8700 Governors Hill Drive, Cincinnati	4726 Hills and Dales Road NW, Canton	505 West Merrill Street, Indianapolis
Location	8700 Governors Hill Drive, Cincinnati, Ohio	4726 Hills and Dales Road NW, Canton, Ohio	505 West Merrill Street, Indianapolis, Indiana
Land Area (sq ft)	216,924	79,665	37,036
NLA (sq ft)	69,826	29,960	43,724
Occupancy	100.0%	100.0%	100.0%



### Details of the New Portfolio (10)

	5225 Exchange Drive, Flint	3255 Neil Armstrong Blvd, Eagan
Location	5225 Exchange Drive, Flint, Michigan	3255 Neil Armstrong Blvd, Eagan, Minnesota
Land Area (sq ft)	110,231	343,349
NLA (sq ft)	32,500	87,402
Occupancy	100.0%	100.0%





# **End of Presentation**

For enquiries, please contact Ms Melissa Tan, Director, Investor Relations, DID: (65) 6377 6113, Email: melissa.tanhl@mapletree.com.sg

