CapitaLand China

CapitaLand China

Agenda

I. CapitaLand Group Business Structure

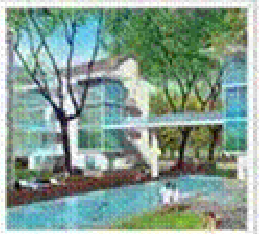
II. CapitaLand's Profile in Mainland China

III. Our Projects in China

CapitaLand China

Group Business Structure

CapitaLand



CapitaLand Residential



CapitaLand Commercial



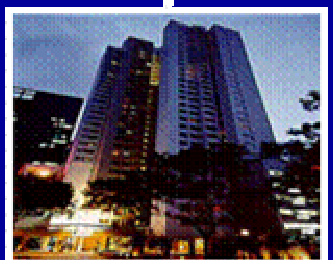
CapitaLand Financial



PREMAS INTERNATIONAL



Raffles HOLDINGS
Raffles Holdings Limited



THE ASCOTT GROUP

CapitaLand China

CapitaLand's Profile in Mainland China

⇨ Started in 1994

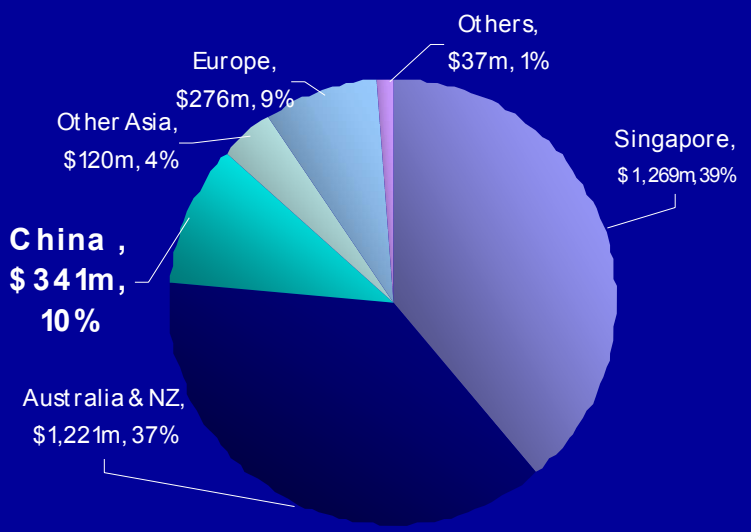
⇨ Core Businesses

1. Residential
2. Commercial
3. Serviced Residences
4. Hotel
5. Property Services

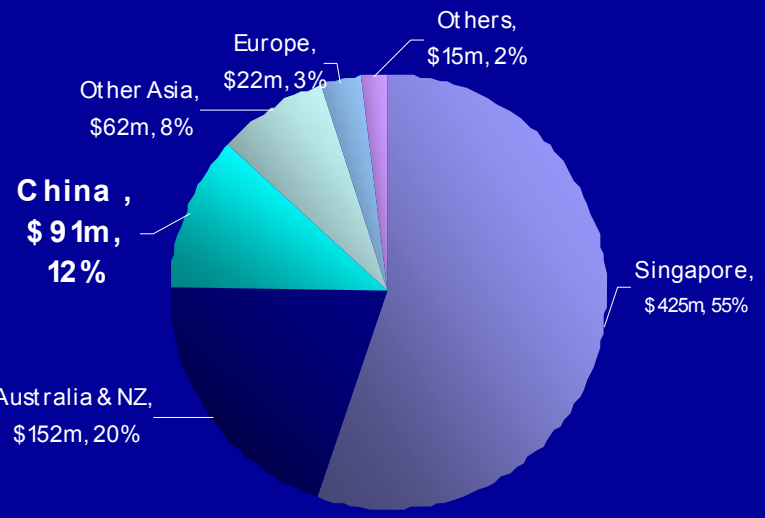
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CapitaLand's Profile in Mainland China

GROUP 2002 REVENUE – By Geography
TOTAL = $3,264m



GROUP 2002 EBIT – By Geography
TOTAL = $767m



CapitaLand China

CapitaLand's Profile in Mainland China



⇨China's 2002 $91 million EBIT came from:

- Residential $66 million
- Commercial $10 million
- Others $15 million

⇨China Footprint:

- Mainly in Shanghai & Beijing

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Residential Projects

⇨ Completed: > 4,000 units

- Parkville
- Springdale Garden
- Chrysanthemum Park
- Summit Panorama
- Manhattan Heights

⇨Under Development :

> 4,000 units

- Summit Residences
- Oasis Riviera
- La Cite
- Xiao Guan Bei Li (Beijing)







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Planned 2003 Residential Launches

	Summit Residences	La Cite	Oasis Riviera
Total Number of Units	913	730	2,000
Units Launched	796	-	-
Percentage sold	69%	-	-
Expected Launch Date	Balance 117 units in 4Q 2003	Approx. 500 from 2Q 2003	Approx. 500 in 2H 2003
Saleable Area* (sm)	129,000	115,000	270,000
Land Cost* (RMB psm)	2,500	2,900	2,500

*** Based on gross floor area**

Note : Construction costs in Shanghai, on a bare shell basis, typically range from RMB 2,000 – 2,500 psm of gross floor area.
Finishing, if provided, adds another RMB 1,000- 2,500 psm of gross floor area.

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Commercial Projects

- Raffles City
- Pidemco Tower
- Huiteng Metropolis
- Plot 9-1 (New)



Total NLA :

More than 330,000 sqm or 3.5 m sq ft

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Serviced Residences

Largest serviced apartment player in China

- The Ascott Pudong, Shanghai
- Somerset Grand, Shanghai
- Somerset Xuhui, Shanghai
- The Ascott Beijing
- Somerset Fortune Garden, Beijing
- Luxury Apartments, Beijing
- Somerset Olympic Tower, Tianjin

Total: Over 1,500 units



THE ASCOTT
SERVICED RESIDENCES



SOMERSET
SERVICED RESIDENCES



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Hotels

Raffles INTERNATIONAL Hotels & Resorts

swissôtel

2 hotels in operation:

- **Swissotel Beijing (423 rooms)**
- **Swissotel Dalian (327 rooms)**



Swissotel Beijing



Swissotel Dalian

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Property Services

Asset Services Portfolio

City	No. of Project	GFA(㎡)
Shanghai	9	795,884
Beijing	2	174,167
Guangzhou	1	74,321
Hainan	1	138,000
Wenzhou	3	215,257
Total	16	1,397,629