



CapitaLand Group 1Q 2008 Results



April 2008



Disclaimer

This presentation may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, availability of real estate properties, competition from other companies and venues for the sale/distribution of goods and services, shifts in customer demands, customers and partners, changes in operating expenses, including employee wages, benefits and training, governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. You are cautioned not to place undue reliance on these forward looking statements, which are based on current view of management on future events.



Content

- **Results Overview**
- **Financial Performance**
- **Highlights**
- **Outlook**

Results Overview





1Q 2008 – Healthy Earnings

- **PATMI of S\$247.5 million vs 1Q 07's S\$608.1 million**
 - 1Q07 included an unusually large fair value gain of S\$427m arising from 8 Shenton Way (formerly known as Temasek Tower)
- **Better operating performance from residential, retail, financial & serviced residence SBUs**
- **Overseas EBIT up 33%**
 - China and Australia were key contributors
- **Financial Services continues to expand**
 - AUM reached S\$19.1 billion, up S\$1.4 billion from December 2007
- **Proactive capital management**
 - Successfully raised S\$1.3 billion from 10-yr Convertible Bonds
 - Strong financial footing: Net D/E ratio 0.59; Average Maturity > 4 years

Financial Performance





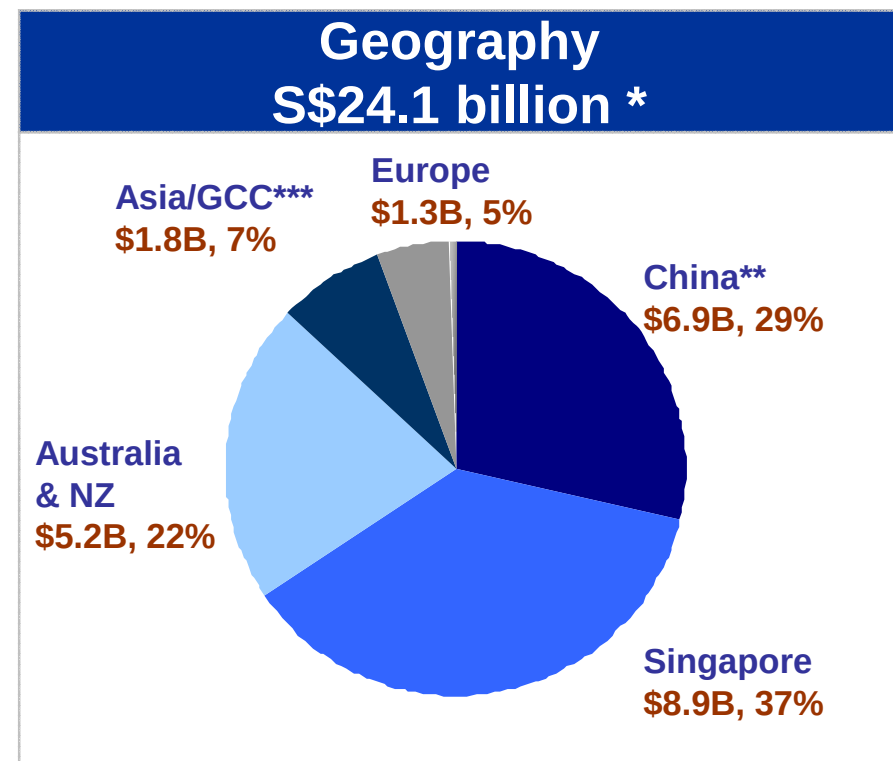
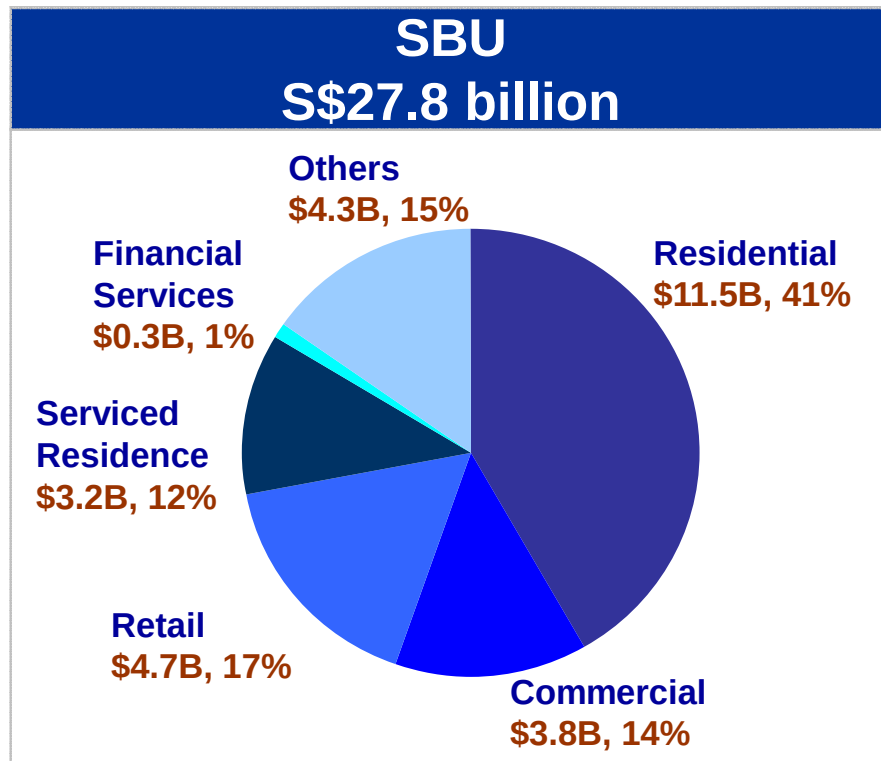
1Q 2008 Results

(S\$ million)	1Q 2007	1Q 2008	Change
Revenue	637.0	631.3	↓ 0.9%
EBIT	819.5 *	398.8	↓ 51.3%
PATMI	608.1 *	247.5	↓ 59.3%
EPS (cents)	21.8	8.8	↓ 59.6%
NTA (S\$)	2.85	3.43	↑ 20.4%

* EBIT and PATMI in 1Q2007 included fair value gains of S\$472.9m and S\$426.8m respectively, arising from the divestment of 8 Shenton Way (formerly known as Temasek Tower).



1Q 2008 - Assets by SBUs & Geography



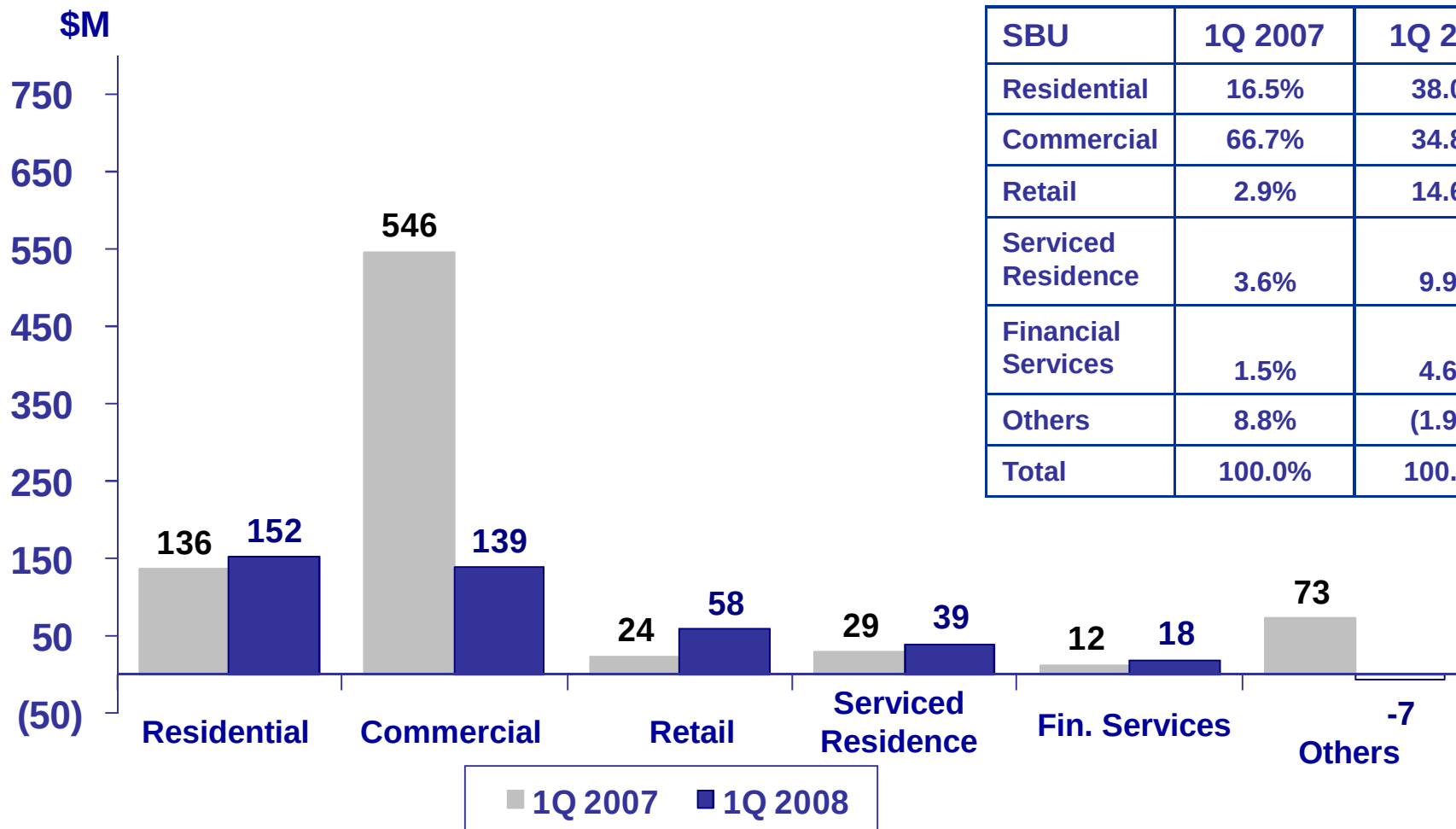
* Excluding cash held at Singapore Treasury ** Greater China including Macau & Hong Kong ***Excludes Singapore & China

	<u>1Q 2007</u>		<u>1Q 2008</u>	
	S'pore	Overseas	S'pore	Overseas
ASSETS*	41%	59%	37%	63%
EBIT	83%	17%	55%	45%



EBIT by SBUs

1Q 2008 \$398.8m vs 1Q 2007 \$819.5m



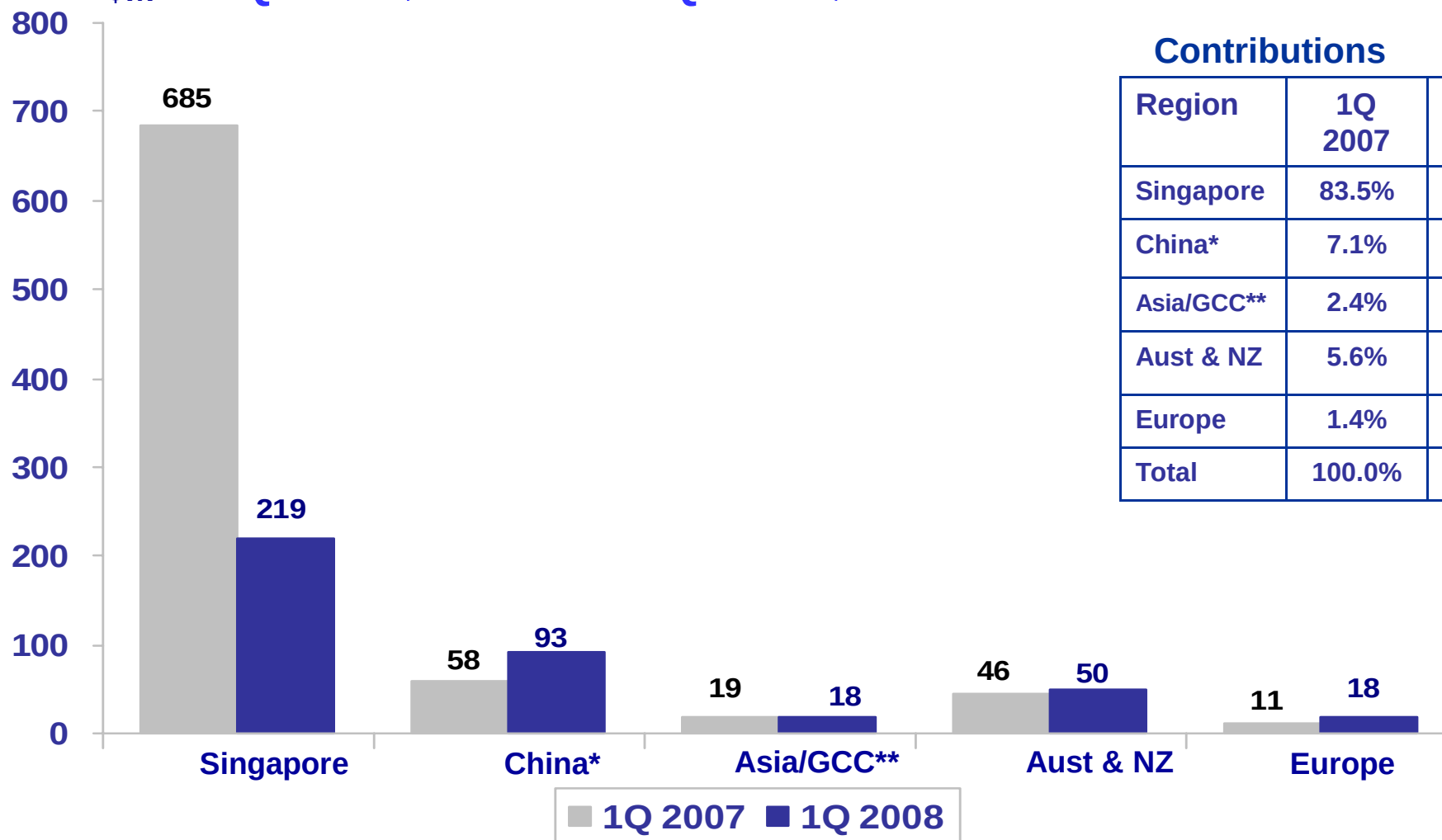
Contributions

SBU	1Q 2007	1Q 2008
Residential	16.5%	38.0%
Commercial	66.7%	34.8%
Retail	2.9%	14.6%
Serviced Residence	3.6%	9.9%
Financial Services	1.5%	4.6%
Others	8.8%	(1.9%)
Total	100.0%	100.0%



EBIT by Geography

\$M 1Q 2008 \$398.8m vs 1Q 2007 \$819.5m



Contributions

Region	1Q 2007	1Q 2008
Singapore	83.5%	55.0%
China*	7.1%	23.4%
Asia/GCC**	2.4%	4.5%
Aust & NZ	5.6%	12.5%
Europe	1.4%	4.6%
Total	100.0%	100.0%

* Greater China including Macau & Hong Kong

**Excludes Singapore and China





Capital Management

	1Q 2007	1Q 2008	Change
Equity (S\$ billion)	9.91	11.76	Increased
Net Debt (S\$ billion)	4.92	6.93	Increased
Net Debt / Equity	0.50	0.59	Increased
% Fixed Rate Debt	69%	69%	Unchanged
Avg Debt Maturity (Yr)	2.84	4.22	Increased



Access to Funding

Raised over S\$4 billion in 1Q 2008 including:

CapitaLand	
Development Loan (Farrer Court)	S\$1,996 mil
Convertible Bond	S\$1,300 mil
CapitaMall Trust	
Medium Term Notes	S\$150 mil
CapitaCommercial Trust	
Convertible Bond	S\$280 mil
Medium Term Notes	S\$150 mil
CapitaRetail China Trust	
Share Placement	S\$182 mil
Term Loan	S\$100 mil



Debt Coverage

	1Q 2007	1Q2008	Change
Finance Cost (S\$ million)	91.1	131.9	↑ 44.8%
Interest Cover Ratio (ICR)	13.9	4.1	Decreased
Interest Service Ratio (ISR)	1.0	3.0	Improved

$$\text{ICR} = \frac{\text{EBITDA}}{\text{Net Interest Expense}}$$

$$\text{ISR} = \frac{\text{Operating cashflow}}{\text{Net Interest Paid}}$$

Highlights



Residential





Residential

Healthy Performances in 3 key markets

EBIT (\$'m)	YTD Mar 2007 *	YTD Mar 2008	Change
Singapore	56	39	-30%
China	36	65	81%
**Australia & Others	44	48	9%
Total	136	152	12%

* Restated

**Australia includes industrial and commercial assets





Stages of Income Recognition – S'pore

PROJECT	UNITS	% Sold Mar-08	% Completed Mar-08
<u>Launched in 2004</u>			
Varsity Park Condominium	530	100%	100%
<u>Launched in 2005</u>			
RiverGate	545	99%	65%
RiverEdge	135	100%	92%
<u>Launched in 2006</u>			
Scotts HighPark	73	100%	44%
The Metropolitan	382	100%	32%
<u>Launched in 2007</u>			
The Seafront on Meyer	327	86%	11%
The Orchard Residences	175	77%	14%

*** Botannia is excluded as it's managed by JV partner.*



Stages of Income Recognition - China

PROJECT	UNITS LAUNCHED	% Sold Mar-08	% Completed Mar-08
<u>SHANGHAI</u>			
Oasis Riviera IV	444*	94%	98%
Westwood Green (East Zone)	100	97%	65%
<u>BEIJING</u>			
La Forêt (Zone C)	1,130	99%	100%
<u>NINGBO</u>			
Summit Residences	174	99%	59%
<u>CHENGDU</u>			
Lu Hu Gong ^	342	75%	48%
<u>HANGZHOU</u>			
I-World	580*	51%	33%

* Fully launched

^ Joint venture project with ZhiXin





Residential - Vietnam

To raise pipeline to 6,000 homes in next 3 years

- **Strategic partnership with Nam Thang Long Investment Joint-Stock Company**
 - To develop residential properties and commercial/residential mixed developments
 - Conditional agreement to develop 1,400 apartments and commercial and retail space on a 6.7ha site in Dist 2
 - Pipeline raised to 4,200 homes in Ho Chi Minh City



The Vista, Ho Chi Minh City



The Vista, Ho Chi Minh City

Commercial





Commercial

Portfolio Reconstitution

- **Selective sale of properties and retaining core portfolio by divesting to our sponsored REIT**
 - Divested 50% stake in Hitachi Tower (c. S\$2,900 psf NLA)
 - Granted call option to CCT for acquisition of 1 George Street (yield protection at 4.25% equiv to S\$10.50 psf per month)



1 George Street, Singapore



Hitachi Tower, Singapore



Commercial – India Expansion

- **Acquired prime 30-acre site to build IT Park & Office Development**
 - Location: Trans Thana Creek Industrial area, Navi Mumbai
 - Site area: ~121,450 sqm
 - Purchase price: INR2.3b (S\$79m)
 - Development will comprise 2.5m sqft of built-up space (~1.25m sqft will be dedicated for IT companies).
 - Construction to commence in 1Q2009 and complete in phases over 5 years



Subject Property

Retail





Retail - Singapore

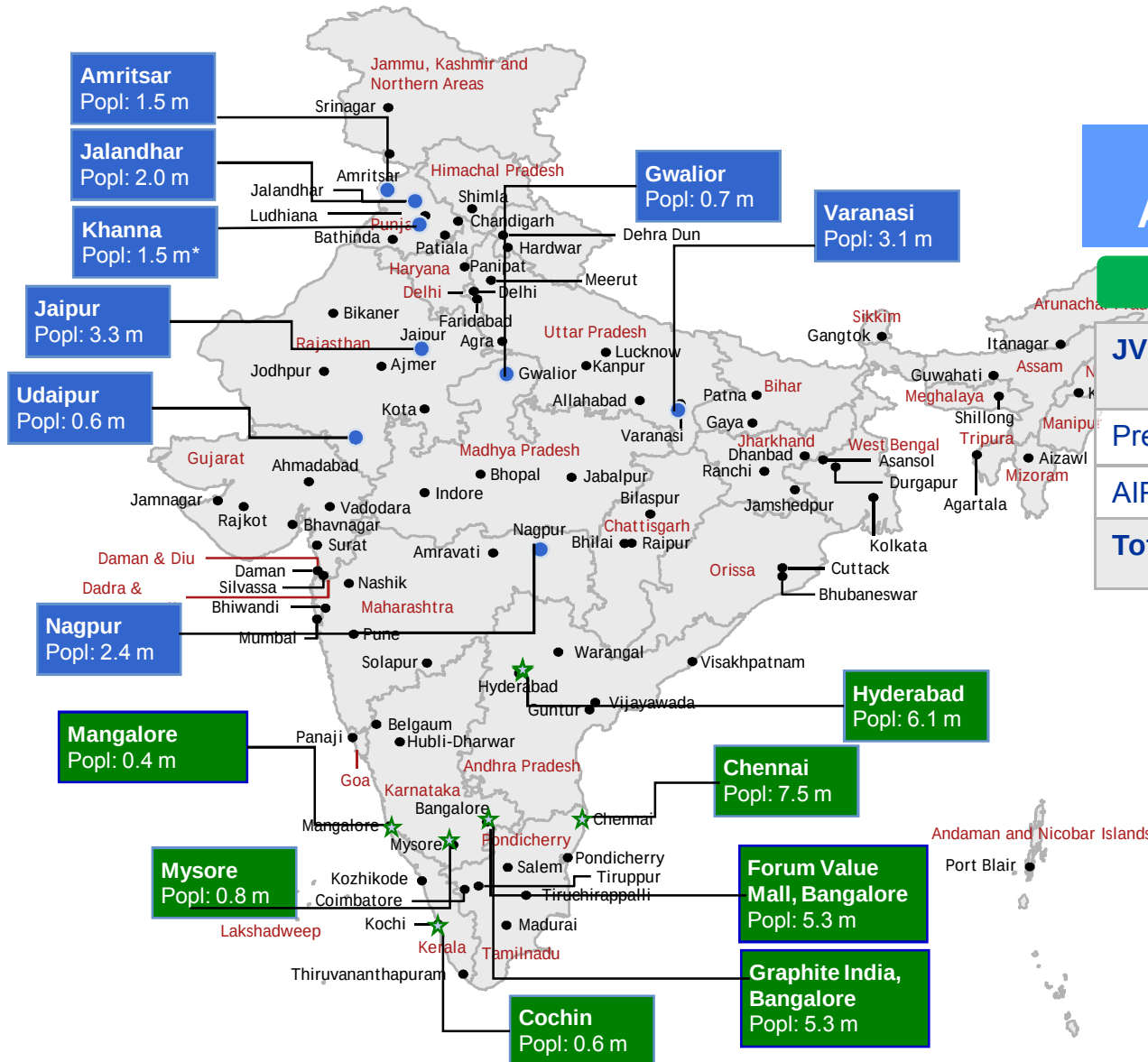
Successful Divestment of Xizhimen Mall to CRCT

- Total consideration of S\$341.0m
- An iconic 73,857sqm integrated mixed-use development in Beijing
- Located at Xizhimen transportation hub with 2.7 mil commuters a week
- CRCT's total assets of S\$1.2b on track to reach S\$3.0b by 2009





Retail – India Expansion



2 New JVs: Prestige & Advance India Projects Ltd

Asset Value: S\$2.12 billion

JV partners	Super Built Area (sqft)	Malls
Prestige Projects	5,272,000	7
AIPL Projects	5,857,000	8
Total	11,129,000	15

Legend

- Cities
- Regions
- Country outline
- Region names**
- AIPL Projects
- Prestige Projects



Serviced Residence





A Member of CapitaLand

Ascott – Successful Privatisation

- Completed compulsory acquisition on 28 April 2008
- Delisted from SGX on 29 April 2008
- Rationale for Privatisation
 - Strengthen Ascott's leadership position in the market
 - Replicate CapitaLand's successful business model
 - Maximise CapitaLand's competitive advantage
 - Synergy and cost savings



CapitaLand Presentation *April 2008*



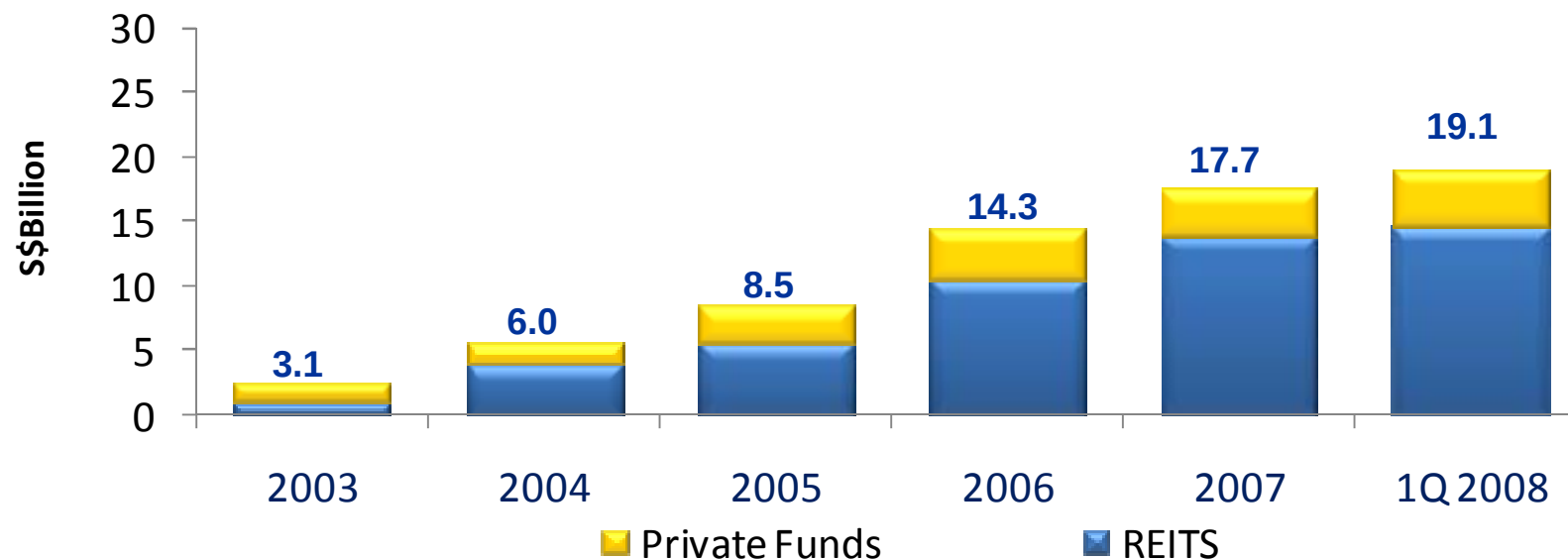
Financial Services





Financial Services

AUM up S\$1.4b to S\$19.1b since Dec 07
On Track to achieve AUM of S\$25b in 3-5 yrs



- AUM includes ART & Ascott China Fund, which are managed by CapitaLand's subsidiary, The Ascott Group and its subsidiaries.

CapitaLand Presentation *April 2008*



Outlook





Outlook

- **Pro-active in strengthening financial position**
 - Able to weather the current uncertainties
 - Capitalise on opportunities that arise
- **Extend our position as:**
 - Pan-Asia's leading real estate developer
 - Asia's largest retail mall owner/manager
 - Largest international serviced residence owner-operator
 - Leading Asia-based real estate fund and REIT manager
- **Maintain disciplined investment approach**
 - Stringent focus on capital management
 - Focus on optimal risk-reward

CapitaLand - Market Leadership in Asia Pacific

Market Leadership

LARGEST
Real Estate
Company
In South-
East Asia

LEADING
Foreign
Real Estate
Developer
In China

LARGEST
Retail Mall
Owner/
Manager
In Asia

LARGEST
International
Serviced
Residence
Owner-
Operator

LEADING
Asia-Based
RE Fund &
REIT
Manager

Geographical Footprint

More Than 110 Cities in Over 20 Countries

Unique Winning Competencies

Complete Real Estate Value Chain

Asian Growth

**Rapid
Urbanisation**

**Consumption
Growth**

**Evolving
Capital Markets**

**Investment
Inflow**

Thank You



Supplementary Slides





1Q 2007 vs 1Q 2008 - Revenue by SBU

S\$' Million	1Q 2007	1Q 2008	Better/(Worse)		Comments
			Variance		
Total Revenue	637.0	631.3	(5.7)	-0.9%	
Residential	447.3	412.5	(34.8)	-7.8%	Lower sales from Singapore due to more JV projects for which the Group only account for its share of earnings.
Commercial	33.0	53.6	20.6	62.3%	Consolidation of 1 George Street and revenue recognised for Wilkie Edge, partially offset by lower revenue due to divestment of 8 Shenton Way (the former Temasek Tower).
Retail	21.0	35.1	14.1	67.0%	Revenue from Gurney Plaza and Mines Shopping Fair in Malaysia which were acquired in 4Q 2007.
Serviced Residence*	119.3	105.5	(13.7)	-11.5%	Deconsol of ART; mitigated by higher revenue from Europe, North Asia and Singapore.
Financial Services	23.3	29.9	6.6	28.3%	Higher acquisition fees and fund management fees from an increased AUM.

* ART was deconsolidated with effect from 2Q 2007



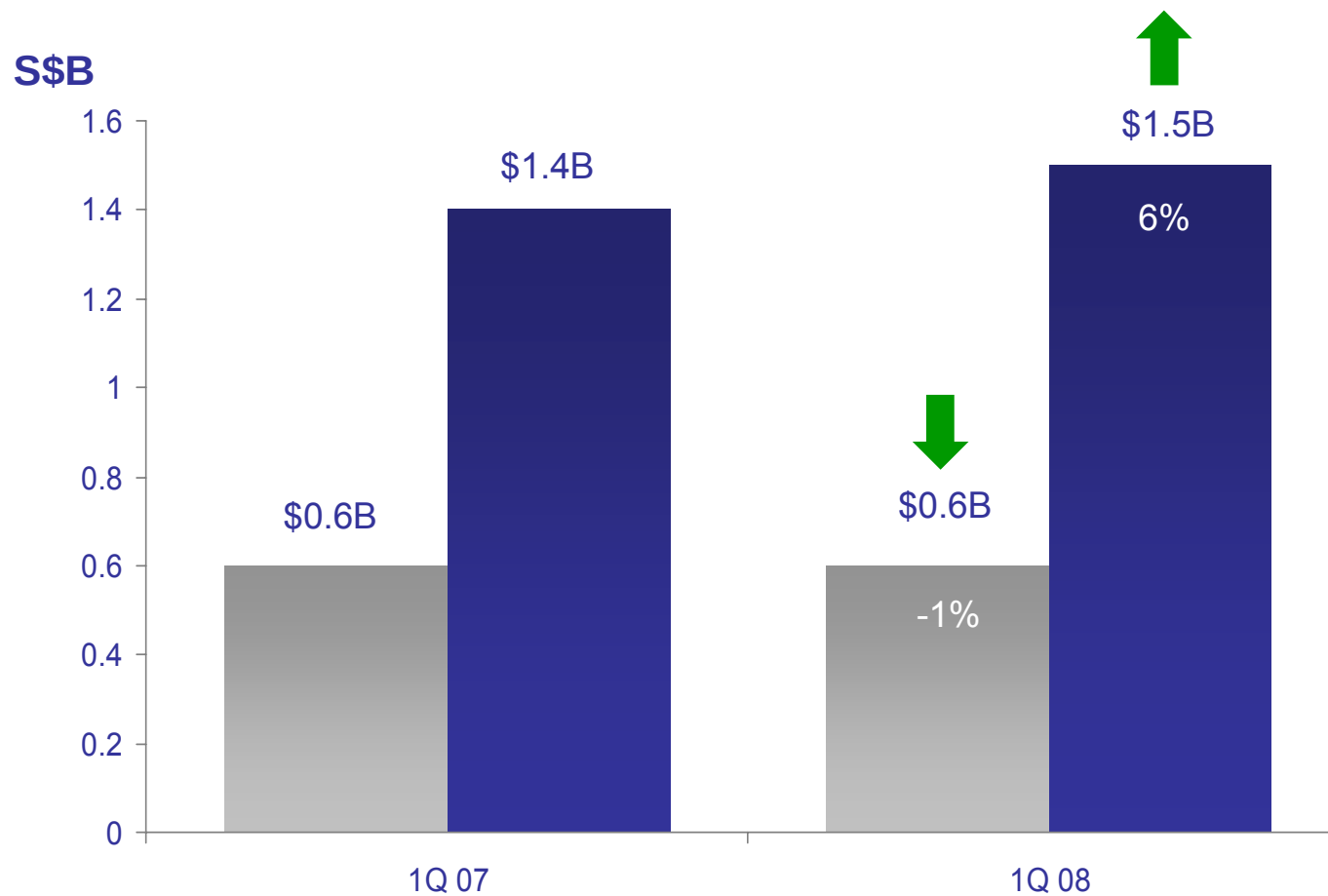
1Q 2007 vs 1Q 2008 - EBIT by SBU

S\$' Million	1Q 2007	1Q 2008	Better/(Worse)		Comments
			Variance		
Total EBIT	819.5	398.8	(420.7)	-51.3%	
Residential	135.6	151.5	15.9	11.9%	Higher contribution from China.
Commercial	546.4	138.6	(407.8)	-74.6%	Decrease mainly due to the fair value gain of 8 Shenton Way (the former Temasek Tower) in 1Q2007.
Retail	23.7	58.1	34.5	145.8%	Higher rental income, unrealised foreign exchange gain and the divestment gain of Xizhimen to CapitaRetail China Trust.
Serviced Residence	29.2	39.5	10.3	35.7%	Portfolio gain from the divestment of property at 6 Sarkies Road and better performance from Europe and Singapore operations.
Financial Services	12.1	18.5	6.4	52.4%	Higher acquisition fees and fund management fees from an increased AUM.
Corp./Others *	72.5	(7.4)	(79.9)	NM	2007 included gains on sale of ART units

* Included start up costs for new businesses



Growing Revenue



Notes:

■ Statutory Revenue

■ Revenue Under Mgt

Revenue Under Management : revenue of all properties managed by the Group