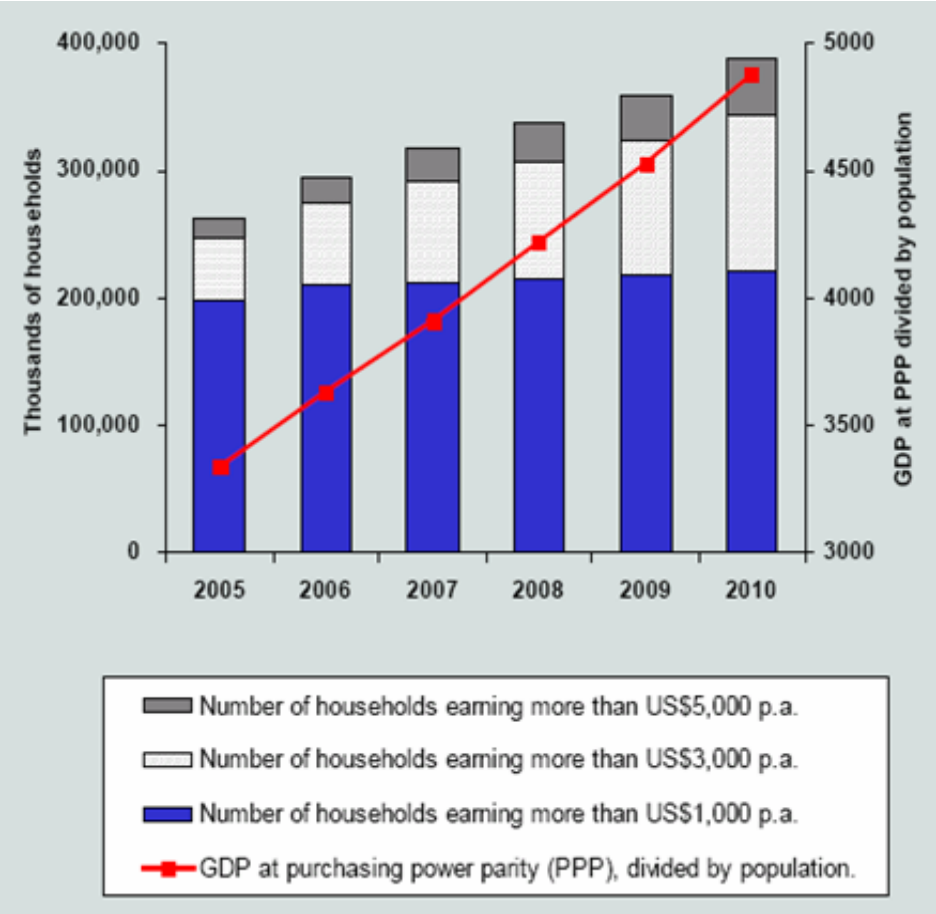
CapitaLand Joint Ventures with The Prestige Group and Advance India Projects Limited







India's Economic Potential and Growing Affluence



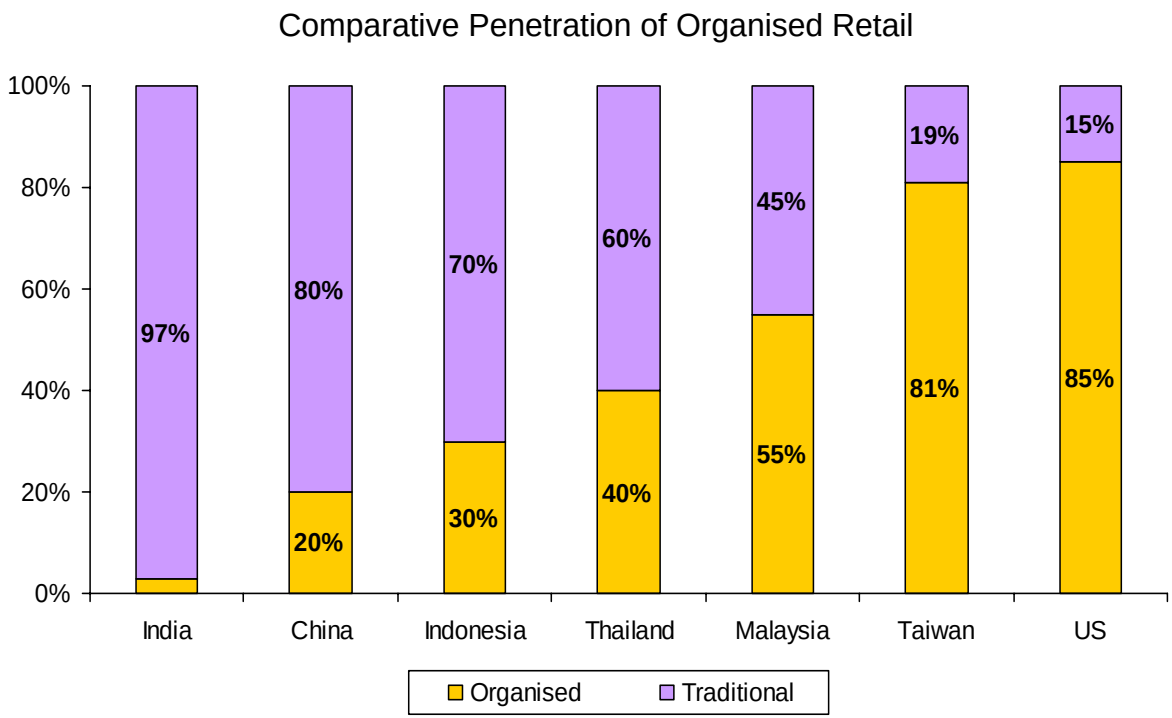
- Economy expected to grow at 6-7% annually over the next few years
- Young population with rising incomes and growing affluence
- Disposable income per capita expected to rise 8.5% annually till 2015

Source:

- Economist Intelligence Unit & CapitaLand Research.
- "The Great Indian Retail Story", Ernst & Young.

Low Level of Organised Retail Format in India

- India's organised retail constitutes only 3% of the current retail market
- Tremendous growth potential when compared to other developing countries
- India's organised retail sector expected to grow 400% from US$7 billion currently to US$30 billion by 2010



Source:

- "The Great Indian Retail Story", Ernst & Young.

Seizing the Abundant Growth Opportunities in India's Retail Real Estate Market

- CapitaLand to venture into development and management of a pipeline of retail/predominantly retail projects in India
- CapitaRetail India Development Fund was established in November 2007 with a fund size of US$600 million (approx. S$880 million)
- Foreigners only allowed to invest in the development of properties with build-up area exceeding 50,000 square meters in India
- Strong local partner with a shared vision, similar strategic outlook and local skills sets will help to accelerate CapitaLand's entry and growth in India

Joint Venture with Prestige Group (“Prestige”) and Advance India Projects Limited (“AIPL”)

- Strategic partnerships with Prestige, an established player in South India, and AIPL, a strong player in North India
- AIPL’s portfolio of 8 retail developments in North India
- Prestige Group’s portfolio of 7 retail developments in South India
- CapitaLand to acquire into and manage an immediate portfolio of 15 retail/predominantly retail projects through Joint Ventures with Prestige and AIPL
- Enable CapitaLand to establish an immediate operating platform and retail footprint across the entire geography of India
- Intend to sponsor a listed vehicle/REIT comprising India retail malls

Immediate Portfolio of 15 Retail Projects

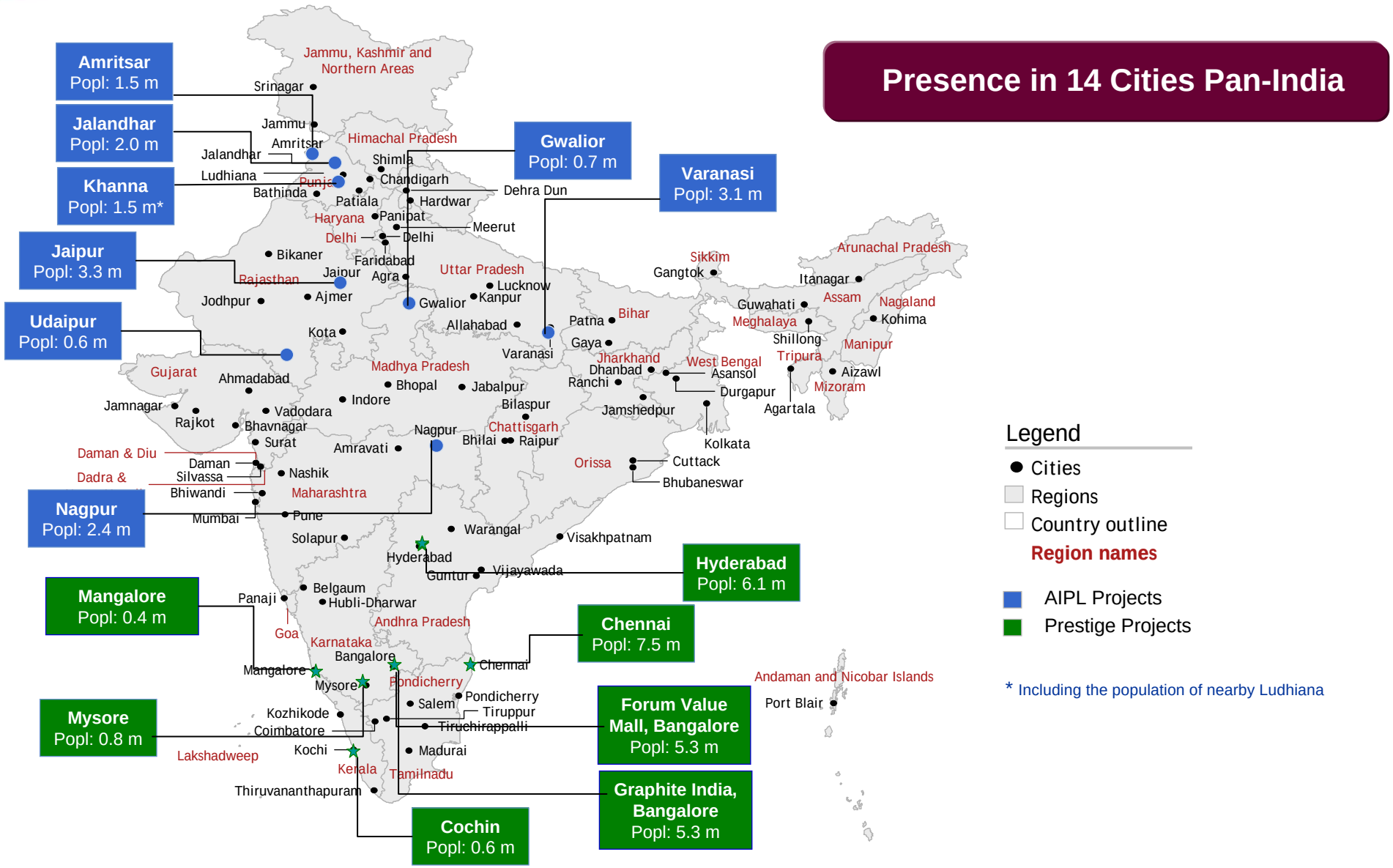
Total Asset Value of S$2.12 billion &

Leasing Area of over 11 million square feet

S/N	City / Location	Super Built Area* (sq ft)	JV Ownership
Prestige Projects			
1	Hyderabad	852,000	49%
2	Cochin	1,100,000	50%
3	Mangalore	494,000	68%
4	Chennai	941,000	50%
5	Forum Value Mall, Bangalore	473,000	70%
6	Graphite India, Bangalore	1,052,000	100%
7	Mysore	360,000	100%
Total Prestige Projects Leasable Area		**5,272,000**	
AIPL Projects			
1	Udaipur	385,000	100%
2	Nagpur	1,230,000	100%
3	Jaipur	567,000	100%
4	Jalandhar	820,000	100%
5	Gwalior	928,000	100%
6	Varanasi	621,000	100%
7	Amritsar	653,000	100%
8	Khanna	653,000	100%
Total AIPL Projects Leasable Area		5,857,000	
Total Prestige & AIPL Projects Leasable Area		**11,129,000**	

CapitaLand's Retail Footprint in India Through Joint Ventures with Prestige & AIPL

Presence in 14 Cities Pan-India



* Including the population of nearby Ludhiana

Joint Venture between CapitaLand & Prestige





Summary of Joint Venture with The Prestige Group

CapitaLand Retail India Investments Pte Ltd[1] ("CRII")

and

The Prestige Group ("Prestige") to jointly:

1. **Invest, develop and manage retail / predominantly retail assets in India**

2. **Set up retail mall management company to manage these retail / predominantly retail assets**

CRII and Prestige will hold equal stakes in both areas of joint venture

[1] **Indirect wholly-owned subsidiary of CapitaLand Limited ("CapitaLand")**

Profile of The Prestige Group

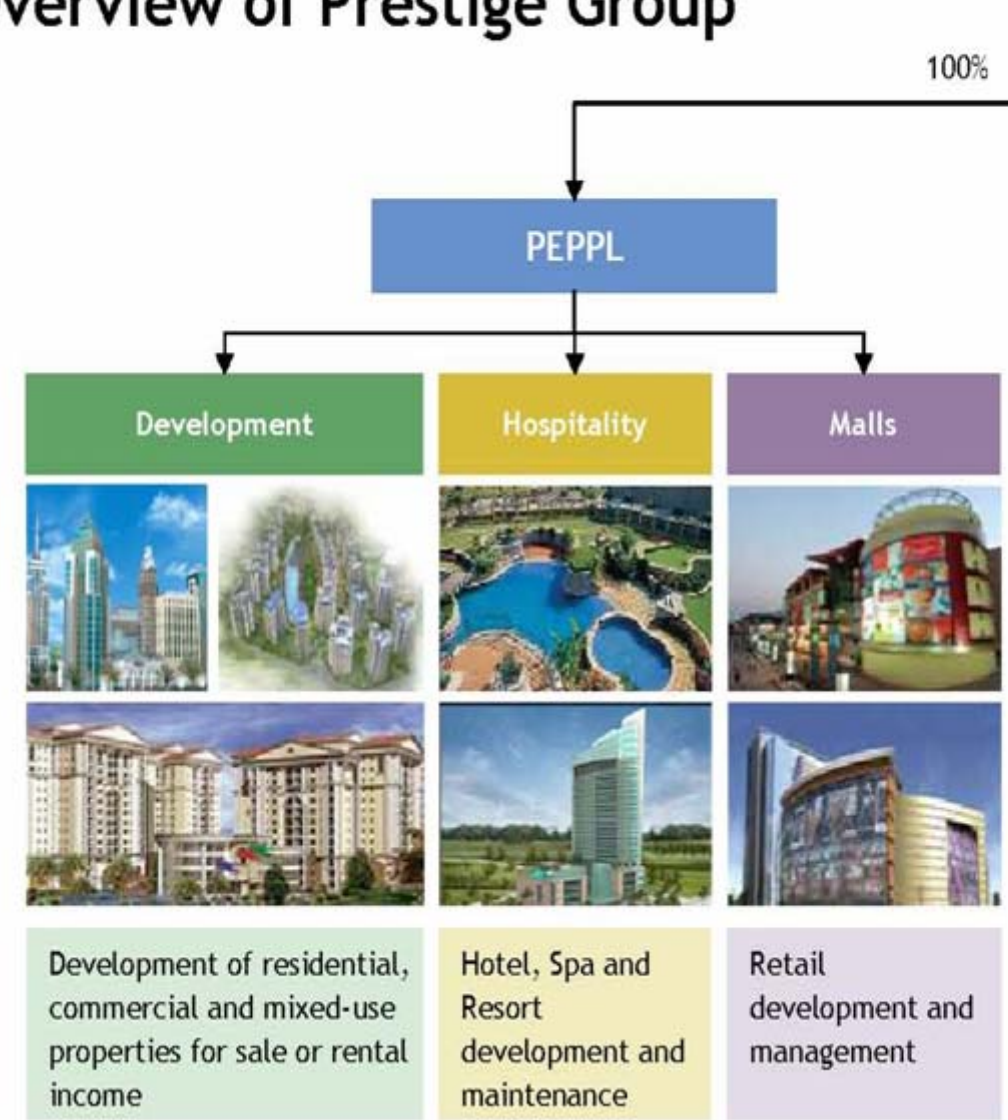
- Leading real estate developer with over 20 years track record
- Completed over 130 property developments in South India
- Experience in townships, premium residential, commercial office, tech parks, campus, mixed developments, retail malls, hotels and resorts
- Diversified land bank of more than 79 million square feet







Overview of Prestige Group





- **Completed more than 15 million sq feet of residential and commercial space**
- **30 million sq feet still under construction**

The Forum – Prestige's Showcase Mall in Bangalore



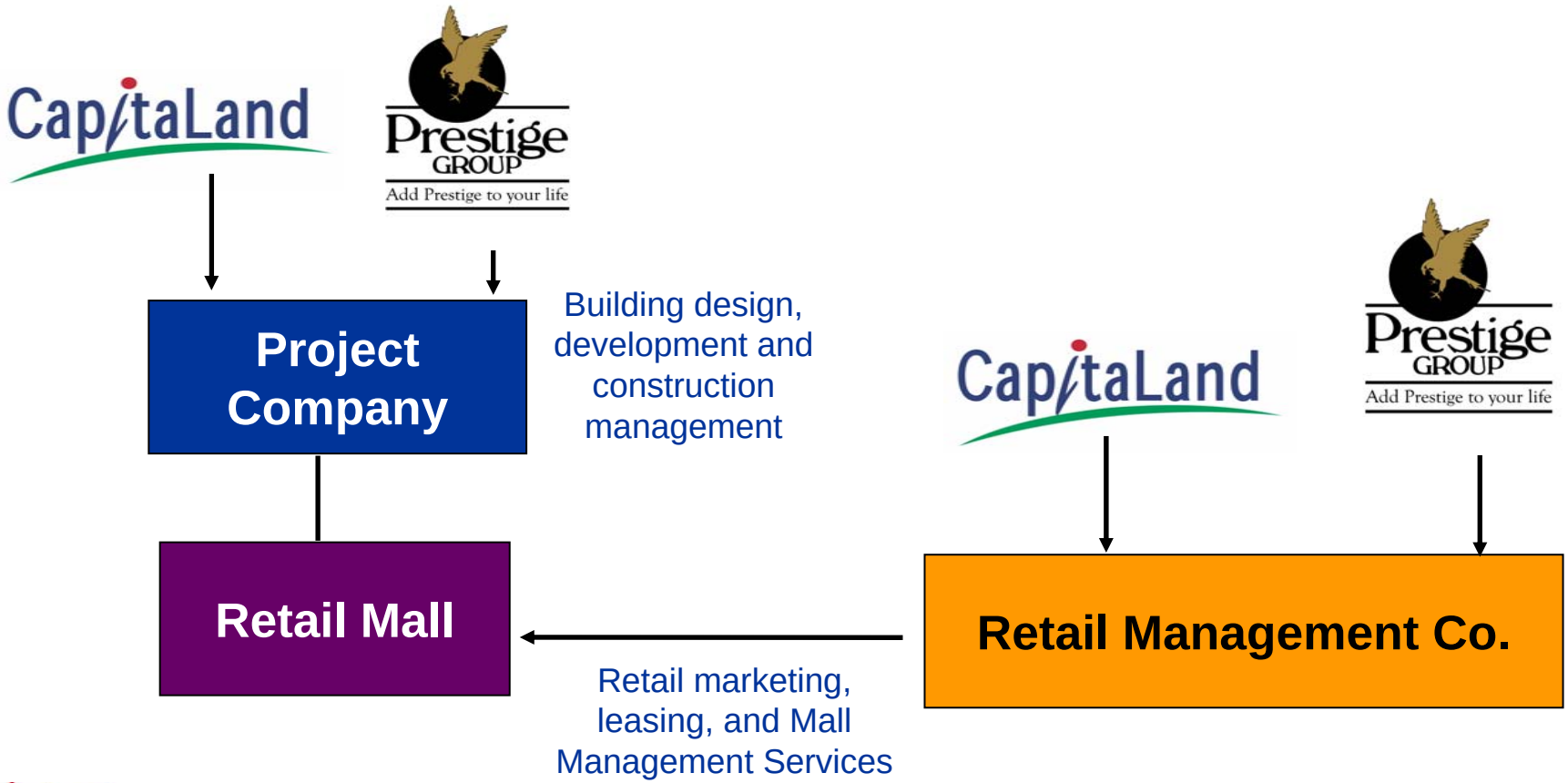




- One of the most successful malls in India developed and managed by Prestige Group since 2003
- Three floors of retail units with mix of local and international tenants
- 11-screen cinema multiplex with 2,100 seats, Family Entertainment Centre and multi-storey carpark with 1,000 capacity
- Total of 350,000 sq ft of retail space at 100% occupancy

Partnership Scheme

- **Strong alignment of interest in both areas of joint venture between CapitaLand and Prestige Group**
- **Synergy in capabilities, experience and resources**



Key Terms of Partnership with Prestige Group

- CapitaLand and Prestige to jointly invest, develop and manage a pipeline of retail or predominantly-retail development projects in India
- Both partners to hold equal stakes in all joint venture projects
- Exit via vehicles, such as listed/non-listed REIT, sponsored by CapitaLand

Key Roles of Prestige Group

i. Local partner for all aspects of planning and execution
ii. Sourcing of new projects and land acquisitions
iii. Project management during construction

Key Roles of CapitaLand

i. Asset planning, retail marketing and leasing strategy
ii. Devise optimal financial strategy and exit plan for projects
iii. Provide inputs in building design, specification of materials, quality control standards, retail management

Joint Venture Projects with Prestige

Initial Portfolio of 7 Retail Development Projects in South India

S/N	City / Location	Leaseable Area (sq ft)	JV Ownership
1	Hyderabad	852,000	49%
2	Cochin	1,100,000	50%
3	Mangalore	494,000	68%
4	Chennai	941,000	50%
5	Forum Value Mall, Bangalore	473,000	70%
6	Graphite India, Bangalore	1,052,000	100%
7	Mysore	360,000	100%
Total Leasable Area		**5,272,000**	

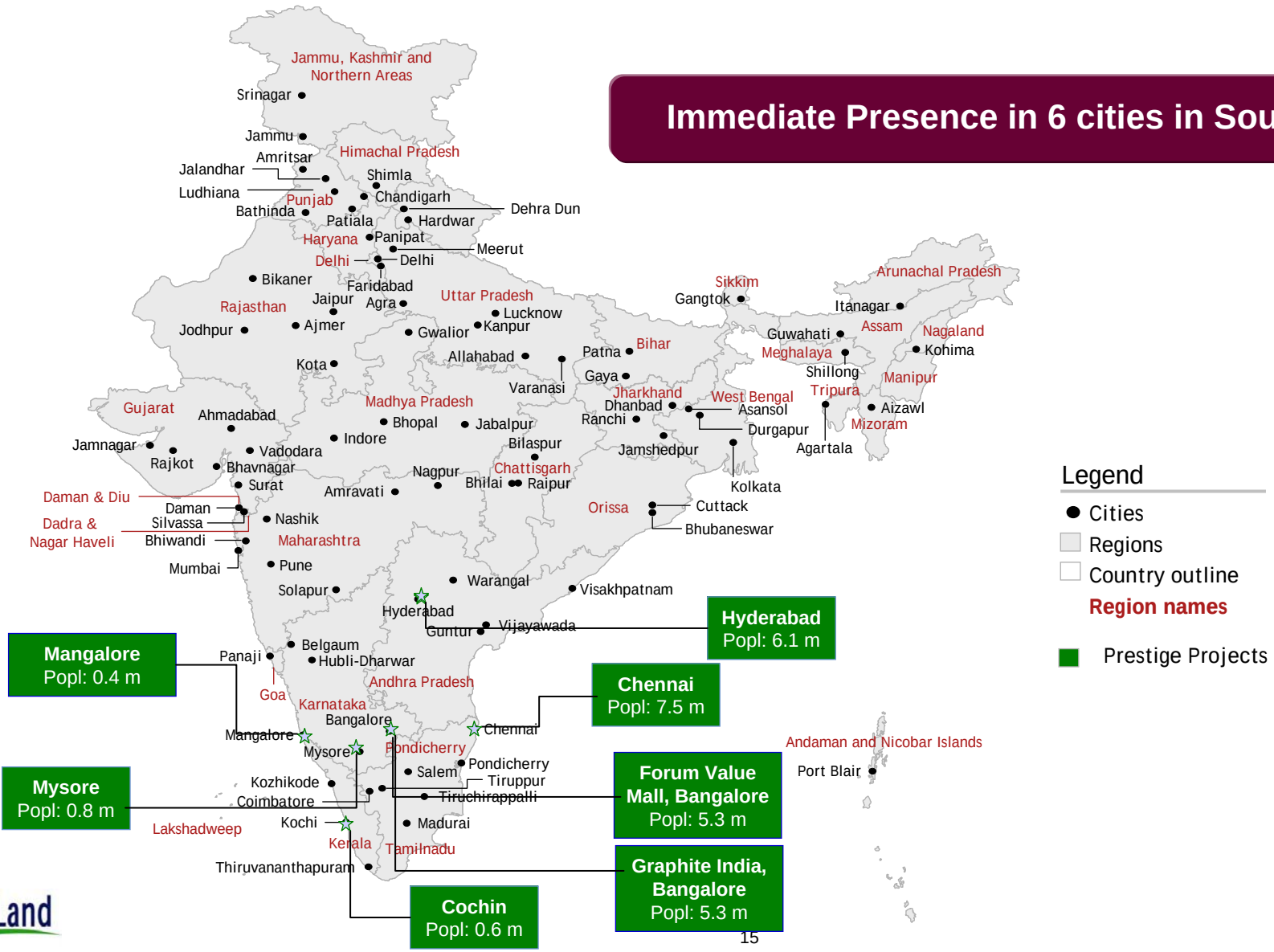
- Initial portfolio of 7 projects to be completed between early 2009 and 2011.
- Total Leaseable Area of 5.27 million sq ft with more than 4 million sq ft of retail space
- Total Value of Portfolio (based on 100% ownership) = Rs29 Billion (S$1.12 Billion)

Future Pipeline of Retail Projects

- CapitaLand has a Right of First Refusal to all future retail developments by Prestige

Initial Batch of 7 Prestige Projects Located in South India

Immediate Presence in 6 cities in South India



Benefits of Partnership with Prestige

1. Prestige's portfolio provides an immediate operating platform for CapitaLand in the fast growing cities of South India

2. Prestige has strong local knowledge and experience in retail mall development and management through the highly acclaimed "The Forum, Bangalore"

3. CapitaLand will contribute through its expertise from its successful Integrated Retail and Fund Management Platform

4. Joint Venture will establish a strong presence and grow rapidly into a major retail property player in India

Joint Venture between CapitaLand and Advance India Projects Limited

Summary of Joint Venture with AIPL

CapitaLand Retail India Investments Pte Ltd[1] ("CRII")

and

Advance India Projects Limited ("AIPL") to jointly:

1. **Invest, develop and manage retail / predominantly retail assets in India**

2. **Set up retail mall management company to manage these retail / predominantly retail assets**

CapitaLand will hold majority shareholding in both areas of joint venture

[1] **Indirect wholly-owned subsidiary of CapitaLand Limited ("CapitaLand")**

Profile of AIPL

- Established in 1991 with 16 years of proven track record of developing and managing 2.3 million square feet Grade A office space in the National Capital Region of India
- Construction experience of 35 projects, housing 55 Global and Indian Corporations
- Tier-1 clients include Rolls-Royce, Ricoh, Wrigley, Bentley, FL Smidth, Satyam, Voith Siemens and many more
- Supported by experienced in-house project management team

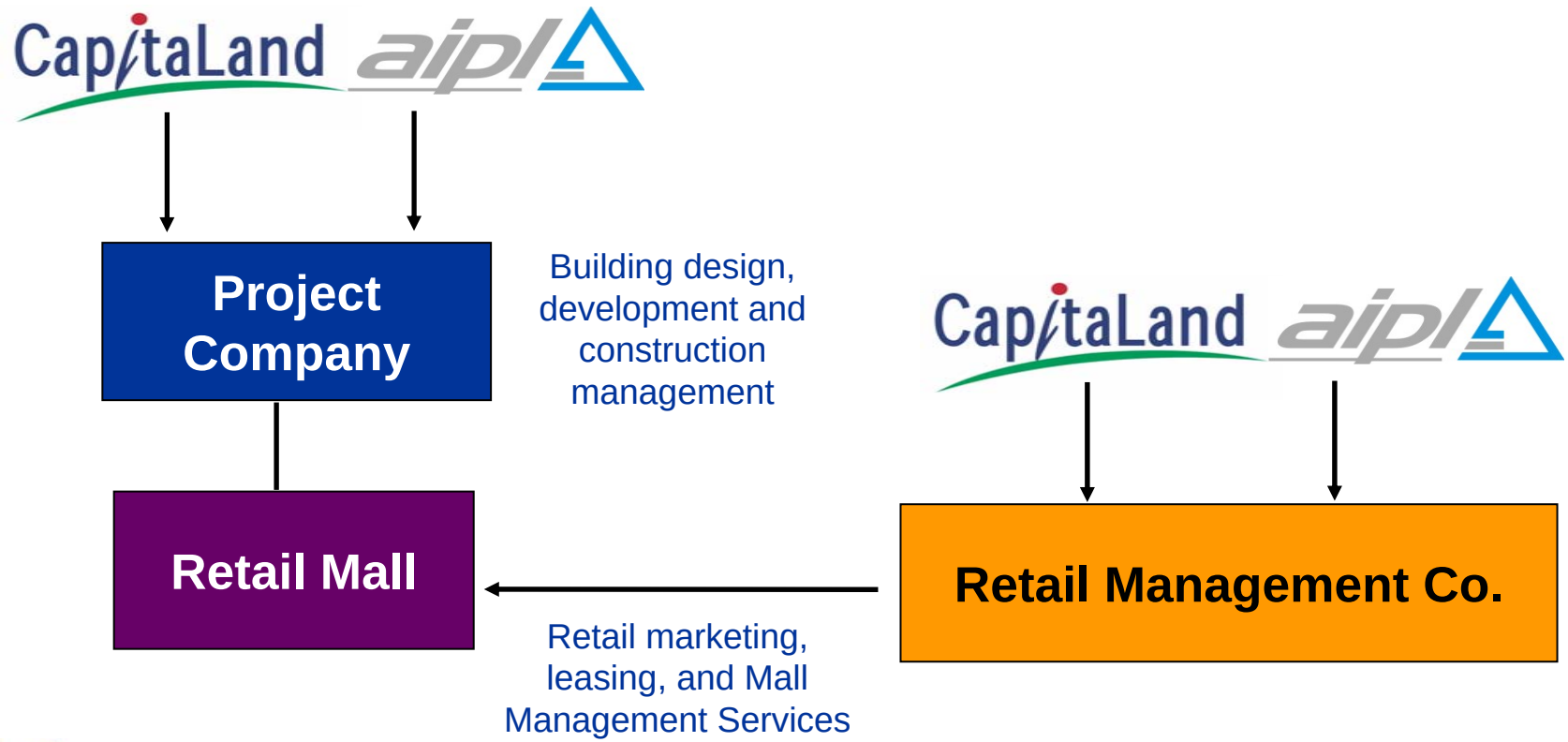


RICOH FMG STAR Rolls-Royce DHL Leo Burnett

CapitaLand

Partnership Scheme

- **Strong alignment of interest in both areas of joint venture between CRII and AIPL**
- **Synergy in capabilities, experience and resources**



Key Terms of Partnership with AIPL

- CapitaLand and AIPL to jointly invest, develop and manage a pipeline of retail or predominantly-retail development projects in India
- CapitaLand to hold majority equity stake in all the projects
- Exit via vehicles, such as listed/non-listed REIT, sponsored by CapitaLand

Key Roles of AIPL

i. Land sourcing and all aspects of property acquisitions
ii. Project management during construction
iii. Marketing implementation

Key Roles of CapitaLand

i. Drive the asset planning, marketing and leasing strategy, and marketing implementation of the projects
ii. Devise optimal financial strategy and exit plan for the projects
iii. Quality control to ensure construction is in compliance with building specifications

Investment Pipeline with AIPL

Initial Portfolio of 8 Retail Development Projects in North India

S/N	City	Leaseable Area (sq ft)	JV Ownership
1	Udaipur	385,000	100%
2	Nagpur	1,230,000	100%
3	Jaipur	567,000	100%
4	Jalandhar	820,000	100%
5	Gwalior	928,000	100%
6	Varanasi	621,000	100%
7	Amritsar	653,000	100%
8	Khanna	653,000	100%
Total		**5,857,000**	

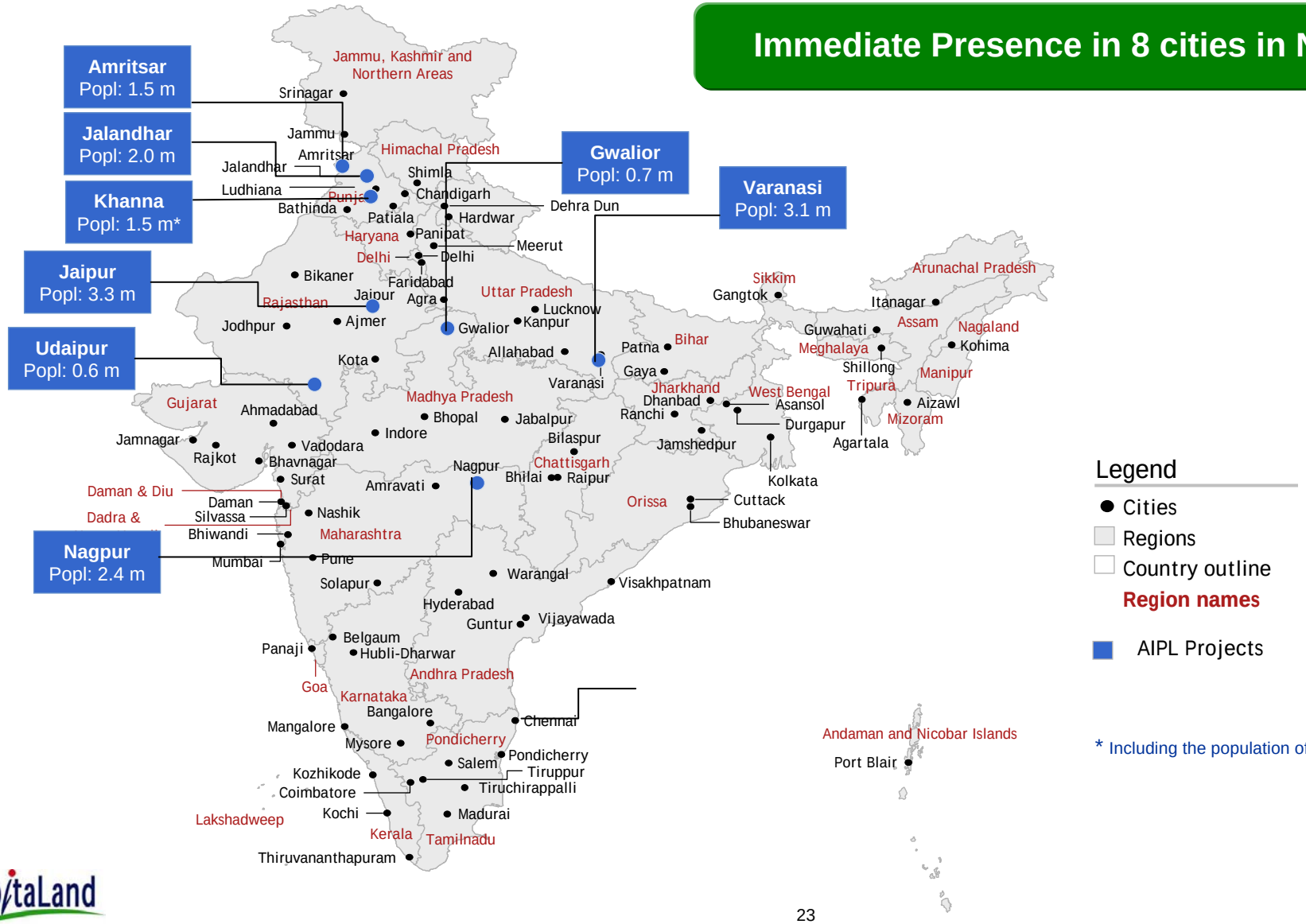
- Initial batch of 8 projects to be completed between early 2009 and mid-2010
- Leasable Area of 5.86 million sq ft with approx. 4.1 million sq ft of retail space
- Total Value of Portfolio (based on 100% ownership) = Rs 26.5 Billion (S$1.0 Billion)

Future Pipeline of Retail Projects

- CapitaLand has a Right of First Refusal for any future retail/predominantly retail developments initiated by AIPL

Initial Batch of 8 AIPL Projects Located in North India

Immediate Presence in 8 cities in North India



* Including the population of nearby Ludhiana

A Typical AIPL Project - Udaipur Mall

- Located in India's top tourist destination, Udaipur in Rajasthan
- Leasable Area of approx. 385,000 sq ft
- Total development cost of approx. S$116 million
- Target completion in 1st Quarter 2009
- Currently, 51% of the space has been leased to prominent brands including Mc Donald, Arrow, Levi's, Benetton, PVR (cinema operator), Reebok, Westside (shopping centre operator), Spencer (supermarket operator)



Typical Floor Plate

Benefits of Partnership with AIPL

1. Allows CapitaLand to rapidly upscale its retail real estate business in India by leveraging on:
   - Strong track record and experience in the development, investment and management of retail real assets in Asia
   - In-depth local knowledge, land sourcing and project management capabilities of AIPL
2. Access to Tier 2 and Tier 3 Cities with strong growth potential and high demand for quality retail malls catering to basic necessities shopping
3. Strong land sourcing capability with Right of First Refusal ensure continuous supply of projects for expansion of business scale
4. Opportunity to set up listed fund or other investment vehicles to meet investors' interest in India

THE END