

The Next Phase of Growth



September 2009



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.

- **Capital Management**
- **The Next Phase of Growth**
 - Focusing on Core Markets & Businesses
 - Committing into China, Vietnam & Ascott
 - Financial Services Provide Strong Platform
- **Business Update**

Capital Management





Capital Management to Secure Future Growth

1. High level of Financial Flexibility

- Protected downside, ready for upside
- Courage & conviction to be ahead of the curve

2. Raise funding when market is conducive

- Deleveraged early & rapidly from a position of strength
 - 5 Equity Issues (CapitaLand, CMT, CCT & Australand) raised ~ S\$5bn
- Secured long term debt in size
 - Latest CB issue upsized to S\$1.2bn (2.875%, 2016 maturity)

3. Maintained high cash position, low D/E

- Maintain strong reputation in debt and equity markets
- Positioned to seek opportunities



Capital Management to Secure Future Growth (cont'd)

4. Demonstrated Financial Strength Beyond Doubt

- Assessed there would be Global Flight to Quality in Equity & Debt markets
- Proven: Strong re-rating of CapitaLand once Rights Issue announced
- Highly liquid free-float and large market cap are competitive advantages
- Financial strength and Franchise leadership attracting investors & lenders

5. Stabilised S-REIT Sector

- CMT, CCT re-rated by analysts and investors
- Triggered new equity flows into S-REIT sector
- Reaffirmed capital recycling model



Deleveraged Balance Sheet

S\$ billion	Jun 2008	Jun 2009
Equity	12.0	13.6
Cash	3.4	4.2
Net Debt	8.2	5.8
Net Debt / Equity	0.68	0.43
% Fixed Rate Debt	76%	67%
Ave Debt Maturity	4.35 yrs	4.31 yrs

- Proforma post CB issuance: average debt maturity will increase to 4.4 years and cash will increase to S\$5bn.
- If all convertible bonds are redeemed on their respective put option dates, the average debt maturity of the Group will then be 3.48 years as at 31 July 2009.



Our Take on Capital Management

1. Capital Management is Critical

- Business franchise, growth and capital management alignment
- Able to withstand stresses through cycles
- Especially for cyclical and capital intensive industries

2. Quality of Earnings, Strong Liquidity A Differentiator

- Quality of earnings key component of financial resilience
- Liquidity is “invisible”, except when you need it
- S\$4bn+ core debt in excess of 6 years maturity

3. Golden Reputation Key to access Capital Markets

- Investor confidence is an invaluable advantage

4. Acceptable Gearing Range: 0.50x to 0.75x

The Next Phase of Growth

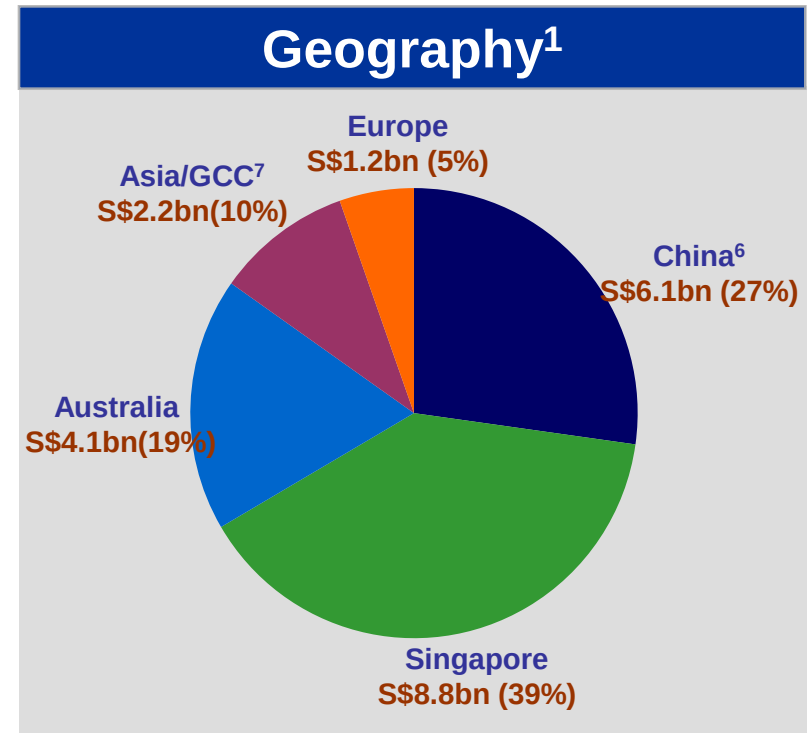
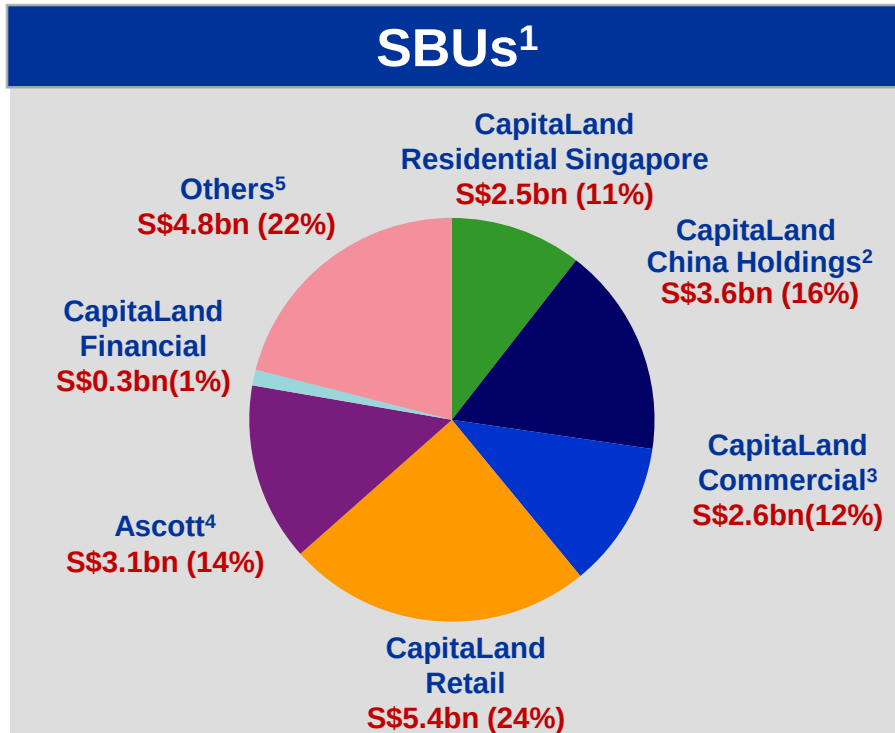


Focusing on Core Markets and Businesses





Assets by SBU and Geography (as at 1H 2009)



¹ Excludes cash at Treasury

² Excludes Retail and Serviced Residences in China

³ Includes residential projects in India, Malaysia, Thailand and Vietnam

⁴ Includes all holdings in Ascott Residence Trust

⁵ Includes Corporate office, Australand and others

⁶ China including Macau and Hong Kong

⁷ Excludes Singapore and China

Extend leadership in Asian Retail malls

- ION Orchard landmark project
- 66 operating malls in 5 countries

Build Ascott's Global dominance

- Leverage hospitality for higher real estate value

Seek opportunities in Singapore

- Singapore's Global City opportunities

Expand in Vietnam

- 5-10% of CL's business

Grow China Business

- 35-45% of CL's business



Focusing on Core Markets and Businesses

Capital Allocation to Growth Areas

- **S\$1 billion Additional Capital to China, Vietnam & Ascott**

Company	Cash Injection
CapitaLand China Holdings	S\$500m
CapitaLand (Vietnam) Holdings	~ S\$300m
Ascott	S\$200m
Total	~S\$1,000m



Liquidity for Further Investment Opportunities

- **Balance of rights issue proceeds of S\$800m to be set aside for further investment opportunities that the Group's business units may identify**
- **Head room for further investment opportunities**
 - Proforma treasury cash liquidity in excess of S\$1.8bn
 - Proforma gearing to remain healthy 0.58x

Grow China Business





CapitaLand's China Portfolio

114 projects in 47 cities

- **Residential:** 20 projects, 20,000 units, with total GFA of 3,000,000 sq.m

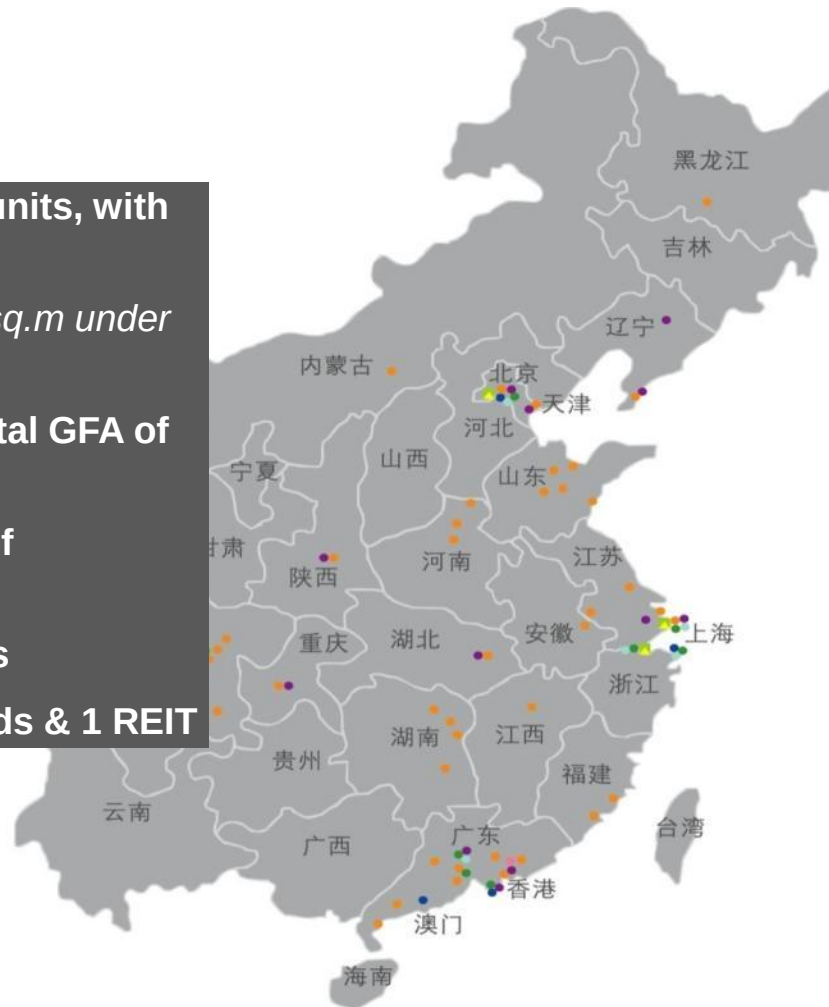
- * Proportionate stake of 2,300,000 sq.m under strategic investments.*

- **Commercial:** 10 projects, with total GFA of 1,300,000 sq.m

- **Retail:** 58 malls, with total GRA of 3,800,000 sq.m

- **Serviced Residences:** 5,300 units

- **Financial Services:** 9 private funds & 1 REIT

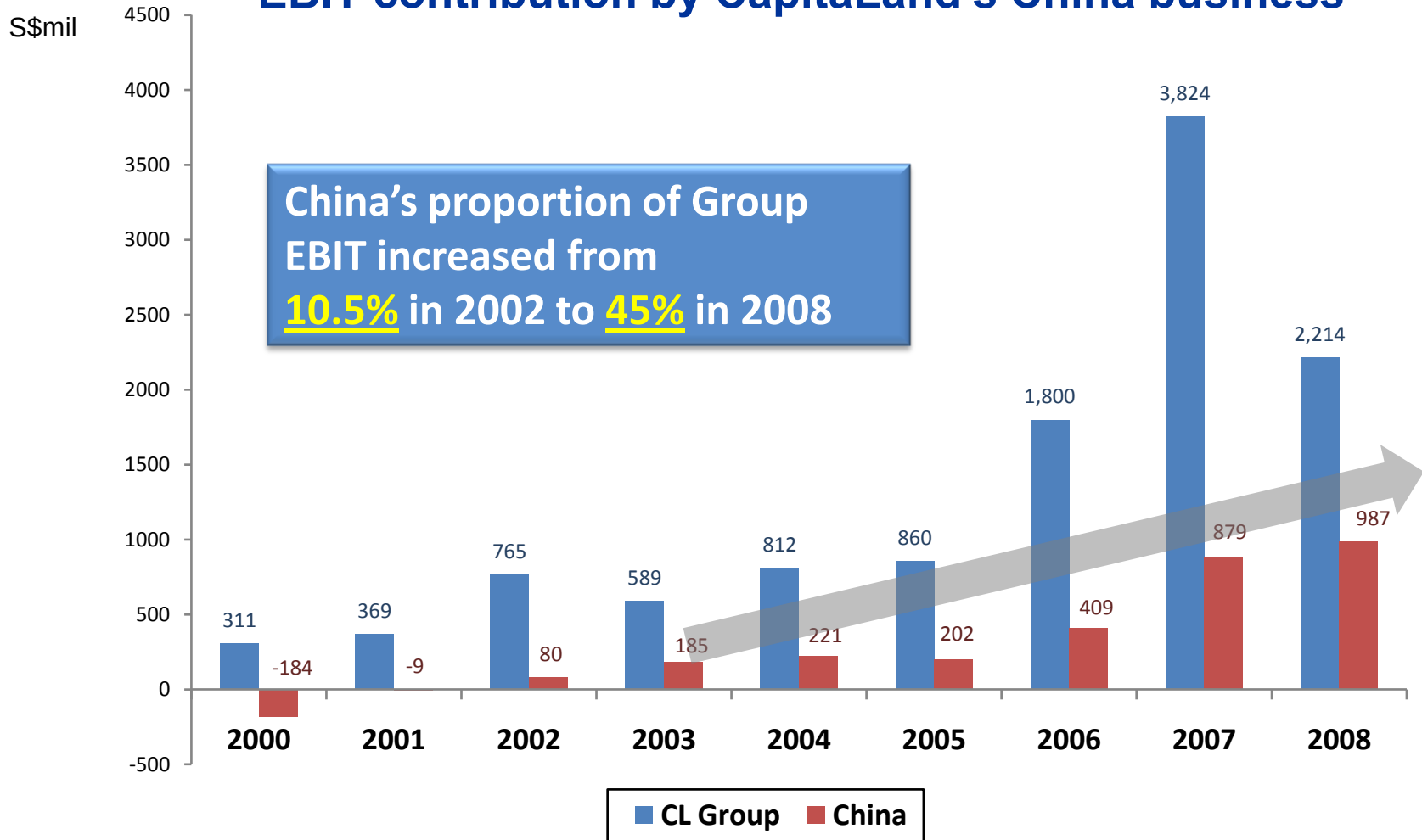


- 住宅房产
RESIDENTIAL
- 商务房产
COMMERCIAL
- 商用房产
RETAIL
- 房地产金融
FINANCIAL
- 服务公寓
SERVICED RESIDENCES
- 综合房产
INTEGRATED DEVELOPMENTS
- 来福士房产
RAFFLES CITY DEVELOPMENTS



CapitaLand's Growing Franchise in China

EBIT contribution by CapitaLand's China business



Government policies expected to promote stability

- **Proactive fiscal and appropriately loose monetary policy stance**
 - Promote stable and sustained recovery of the economy
- **Stricter credit monitoring and controlled credit expansion**
 - Alleviate inflationary pressure on asset prices
 - Ensure more credit lands in the real economy
- **Property measures aimed at stabilizing the real estate market**

Aggregate of CCH's primary markets

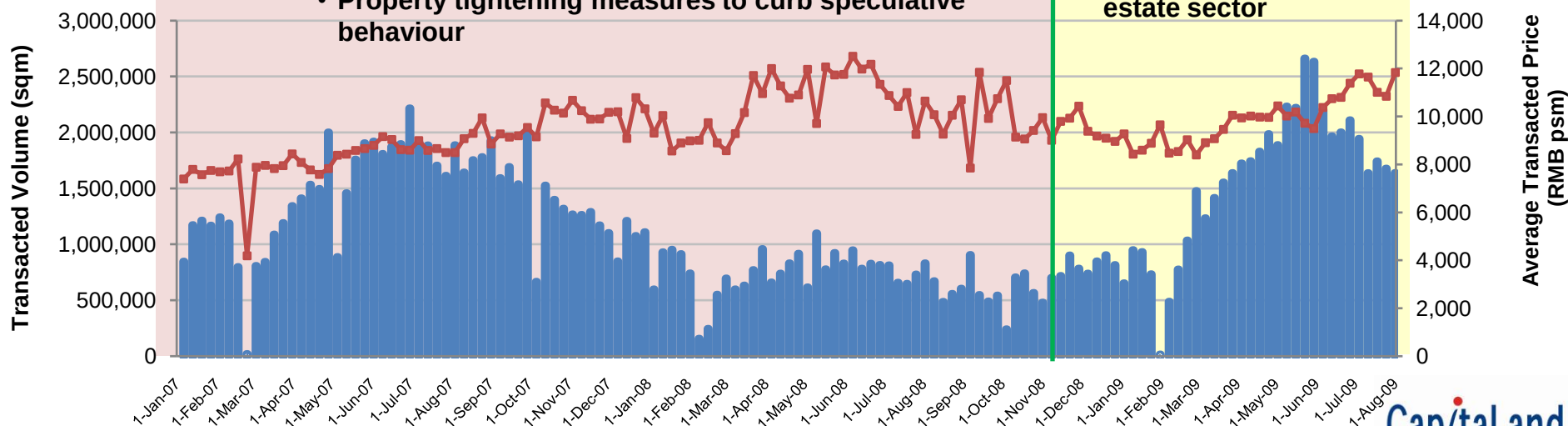
• Credit tightening

- Interest rates
- Reserve requirement

• Property tightening measures to curb speculative behaviour

• Credit loosening

- Property revival measures to boost real estate sector



Data includes only normal housing + villa. Excludes all forms of economic, social and relocation housing

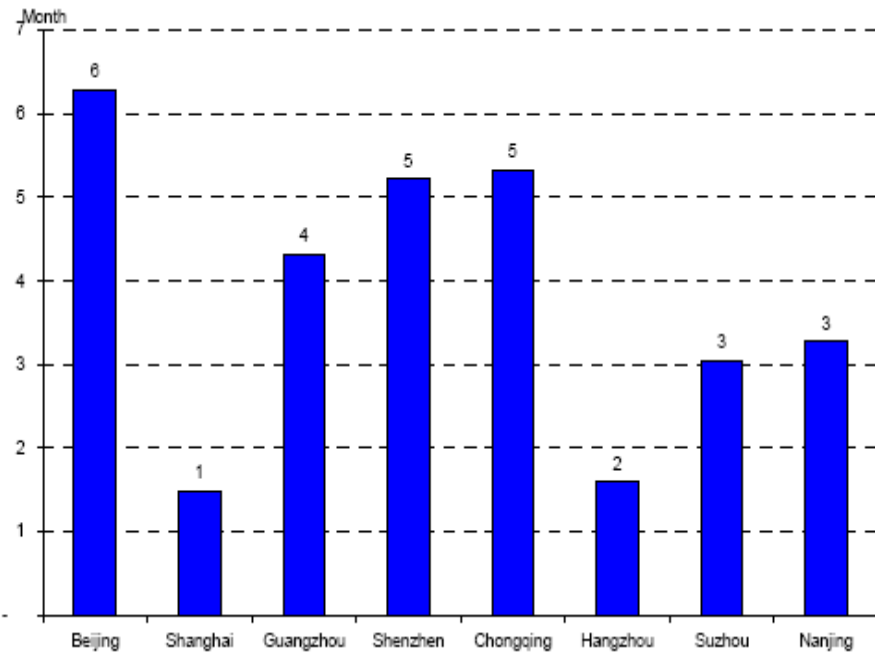
Sources: E-house CRIC, CCH Corporate Planning



Low inventory levels in major cities

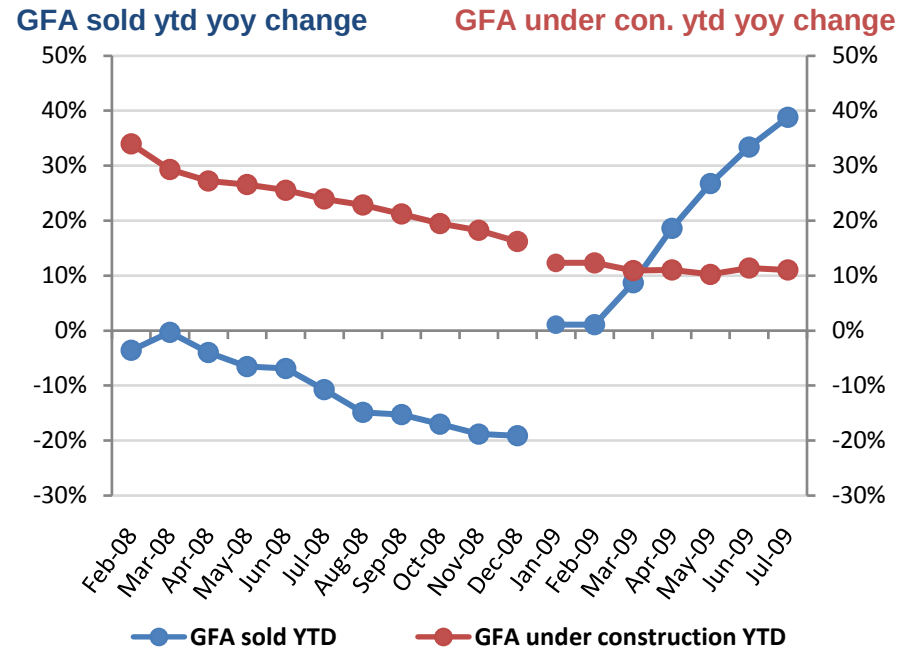
- Inventory levels brought down by increased sales velocity
- On the national level, GFA sold has outpaced GFA under construction

Current Inventory Months in Major Cities



Sources: Soufun, Morgan Stanley Research

GFA sold versus GFA under construction



Sources: CEIC, CCH Corporate Planning

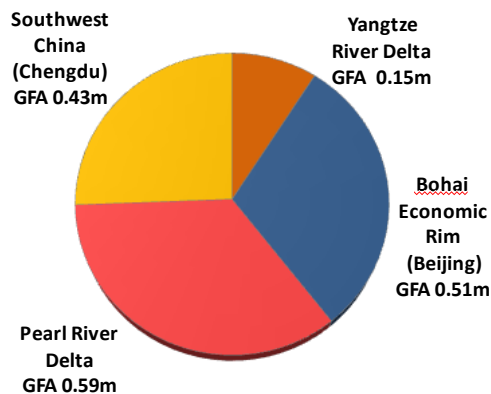


Strong potential in CCH's residential portfolio

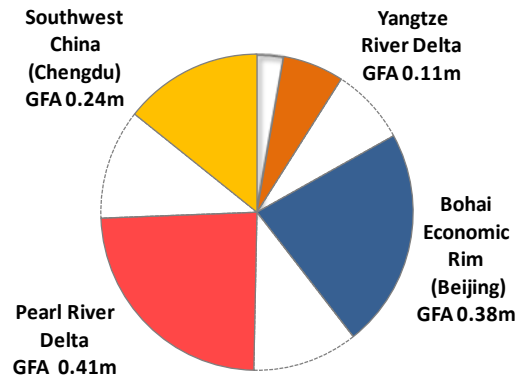
- Sold 1,589 units as at 30 Aug 09; doubled FY08 sales of 782 units
- Price increased by 10% - 15%
- Over 800 units to be launched in Beijing, Ningbo and Foshan
- Expect to sell over 2,000 homes in 2009
- Replenish quality land at attractive values

CCH's residential landbank under management

Total GFA – 1.7 million[^]



CCH's Share – 1.1 million



[^] Excludes ZXCL JV and proportionate stakes in Strategic Investments (CCRE and LF)



China Growth Strategy – 2 Prong Approach

Organic Growth

**S\$6.1 billion (US\$4.2 billion)
or 27% of Group's Assets
currently in China**

**China business
to hit ~45%
(~US\$8 billion)
of Group's
Assets**

**Growth Through Fund Management
9 PE Funds + 1 REIT currently:
AUM S\$7.3 billion (US\$5 billion)**



China Growth Strategy

Positioned to grow China franchise

- RMB25 billion Group credit limit allocation from BOC and ICBC

Residential

- Impending launches in Beijing, Ningbo and Foshan

Integrated development

- 5 Raffles City developments: 2 operational and 3 under different stages of construction

Retail

- Rolling out pipeline of 58 malls, 7 more malls to be completed by end-2009

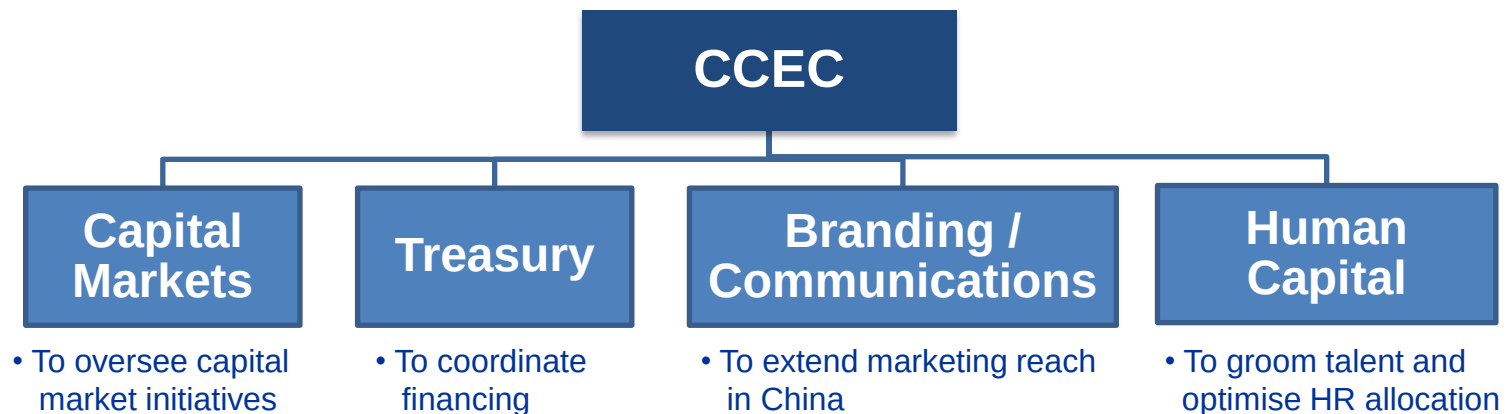
Serviced Residences

- 19 operating properties; 2 more opening in 2H09
- Reconstitute and upgrade of portfolio
- Secure more management contracts to build franchise



CapitaLand China Executive Committee (CCEC)

- Officially established with effect from 1 July 2009
- Objectives
 - To co-ordinate and align investments and operations
 - To optimize branding and resource allocation
- Formal platform for top management to set strategic direction and foster synergies amongst business units
- Areas of Coordination:



Expand in Vietnam



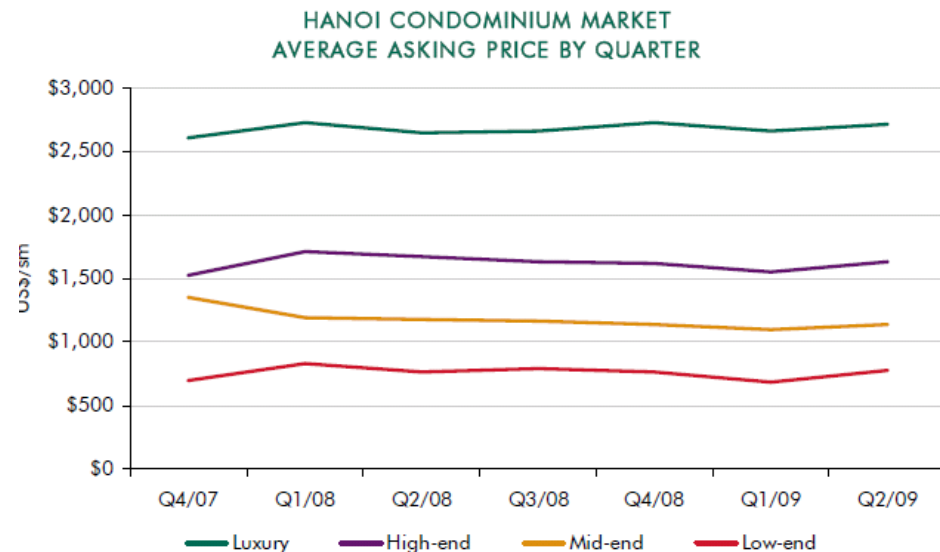
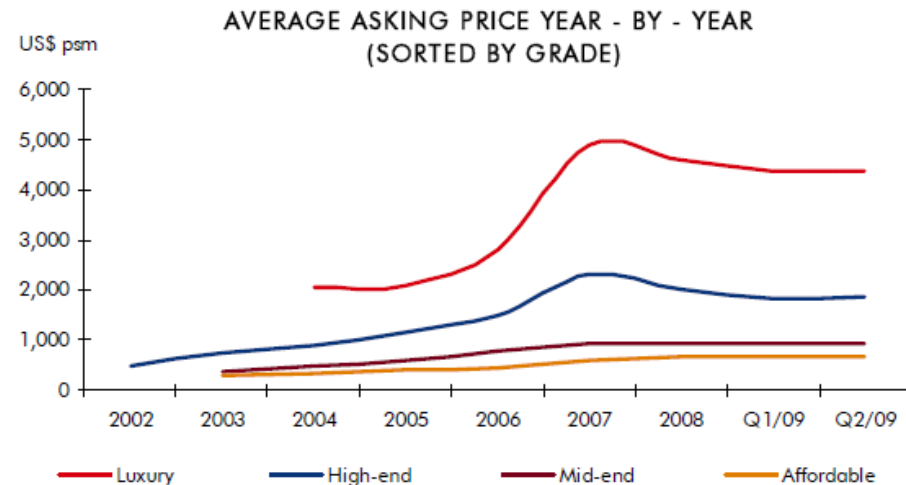


Vietnam - Real Estate Demand Drivers

- **Strong & steady economic growth**
 - Rising income
 - Improving standards of living fuels demand for quality housing
- **Demographics**
 - Growing urban population
 - Large young population: 60% below 30 years old vs China & S'pore of just under 40%
- **Emerging availability of mortgages**
- **Improving investment environment encourages housing investment by Overseas Vietnamese**

Vietnam Residential Market Recovery

- **State Bank of Vietnam (SBV)** to maintain interest rates at 7% and CPI below 10% for 2009
- **Regulatory changes to home ownership for foreigners & Viet Kieus** boosted residential sector
- **Ho Chi Minh City**
 - Mid to high-end condo prices recovering
 - Average prices up 2% to 3% QoQ
- **Hanoi**
 - Mid to high-end products, price US\$1,150psm and US\$1,650psm, up 4% to 5% QoQ





Pipeline of over 3,000 homes

Ho Chi Minh City

- **The Vista** (District 2)
 - 72% of residential units sold (616 out of total 850 units) as at 31 July 2009
 - Construction is on schedule and progressing as per planned
- **Thanh My Loi project** (District 2)
 - Approximately 950 residential units
 - Obtained 1/500 master plan approval
 - Pending investment approval



Hanoi

- **Mulberry Lane**
 - Prime 2.4-ha site in Hanoi's new CBD
 - Approximately 1,500 units in total
 - To be launch-ready by end-2009



Build Ascott's Global Dominance





Build Ascott's Global Dominance

Transformation of The Ascott Group

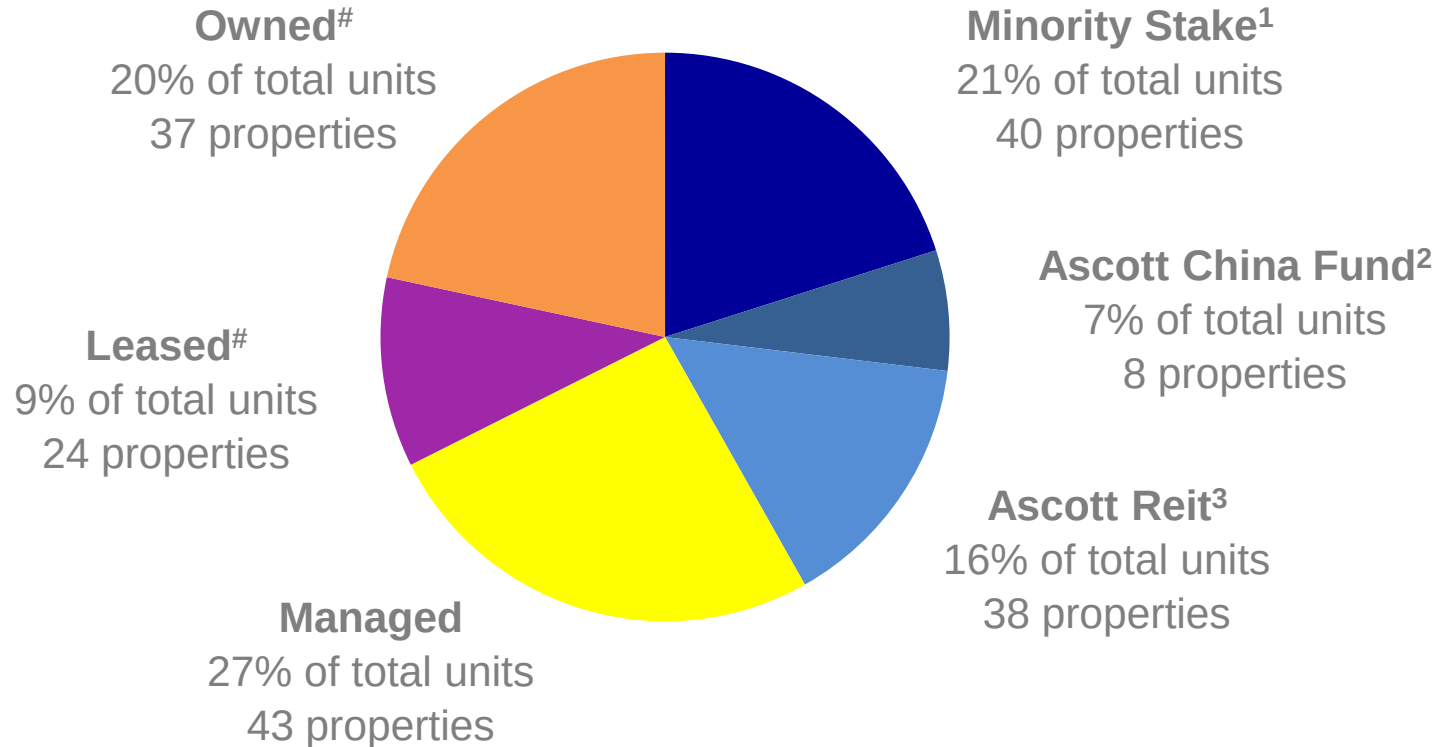
- **Rapid growth since 2000 (CAGR in units: ~20%)**
 - Acquisition of Citadines chain in 2002/2004
 - Creation of Ascott Residence Trust in 2006
 - Launch of Ascott China Fund in 2007

Metric	2000	2008	1H 2009
No. of Properties	40	190	190
No. of Units	about 6,000	about 25,000	about 25,000
No. of Countries	10	22	22
No. of Cities	16	66	66
Revenue*	S\$292m	S\$447m	S\$187m
EBIT	S\$32m	S\$132m	S\$8m
Total Assets	S\$1.28b	S\$2.72b	S\$2.74b

*Revenue for FY2000 included residential, retail and SR revenue



Owner-Operator Model to Propel Growth



Extracting real estate value and increasing management fee income

* 24,734 apartment units and 190 properties as at 15 July 2009.

'Owned' properties include those which Ascott manages and has full or majority equity stake of 50% and above.
'Leased' properties include those leased and managed by Ascott.

¹ Minority ownership in joint venture properties.

² Ascott Group has a 33% stake

³ Ascott Group has a 27% stake



Positive Trends in Hospitality

- FDI inflows expected to pick up in 2010 and show upward trend
- Positive trends
 - Relocation assignments
 - China top international assignment destination
 - >60% of assignments are long term
 - Corporate travel
 - Global Business Travel Spending to see robust growth

<u>Business Travel Spending</u> (International + Domestic) <i>2009-2013 Projections</i> <i>Compound Annual Growth Rate</i>	
Vietnam	+7.3%
China	+6.5%
South Korea	+3.9%
Malaysia	+3.5%
Hong Kong	+3.6%
Japan	+3.3%

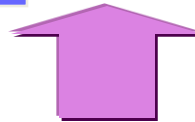
Sources: Economist Intelligence Unit (Jul 09), Brookfield Global Relocation Services 2009 Survey, IHS Global Insight and NBTA July 2009 Study



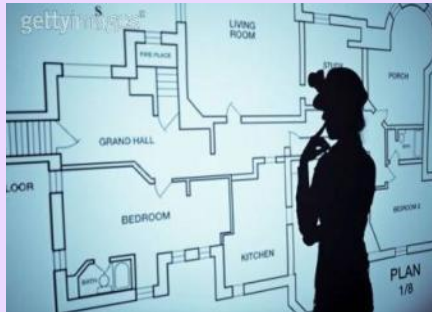
Leveraging Hospitality Capabilities To Enhance Real Estate Value

Real Estate Value

Hospitality
Management
Income



Ascott's Value Add:



Development stage

- Product quality through design
- Cost discipline



Operations stage

- Branding, Marketing & Sales to achieve higher revenue
- Efficient operations to ensure higher margins



Divestment stage

- Stronger cash flow = higher real estate value = higher divestment gains



Key Focus



- 1. Continue to seek real estate investment opportunities in key gateway cities**
- 2. Grow hospitality management income**
 - Strengthen hospitality foundation
 - Achieve economies of scale

Financial Services Provide Strong Platform



Financial Services Provide Strong Platform

Pan Asian Fund Management Business

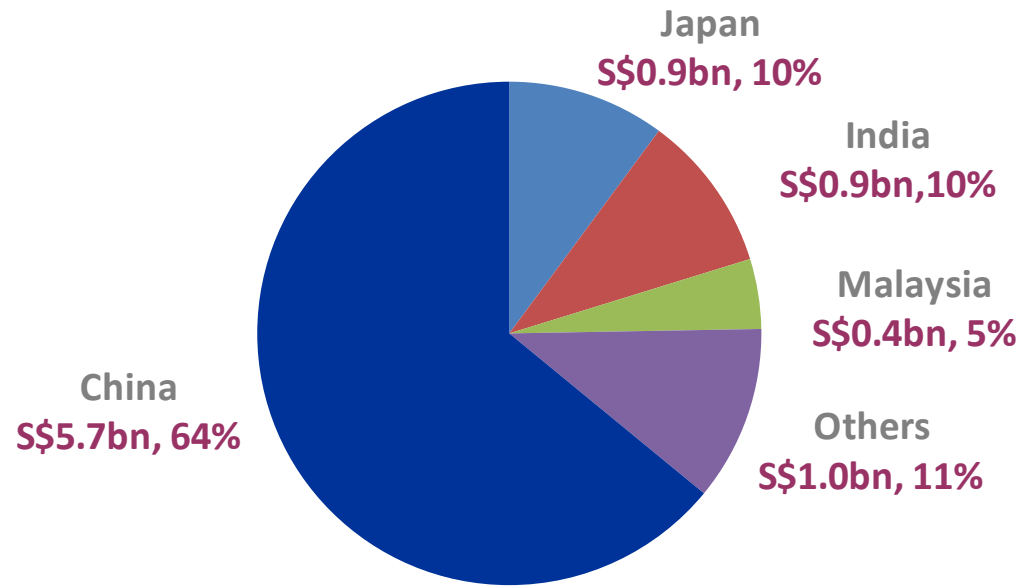
- 5 REITs & 17 Private Equity Funds with assets in 11 countries
- AUM of over S\$25 billion

Countries	No. of Funds	No. of REITs	PE Funds (S\$ billion)	REITS (S\$ billion)	Total AUM (S\$ billion)
 Singapore	-	2	-	14.0	14.0
 China	9	1	6.1	1.2	7.3
Pan-Asian	2	1	0.2	1.6	1.8
 Japan	2	-	1.3	-	1.3
 Malaysia	2	1	0.2	0.4	0.5
 GCC	1	-	0.4	-	0.4
 India	1	-	0.2	-	0.2
TOTAL	17	5	8.4	17.2	25.6



PE Funds – Total Fund Size of S\$8.9 billion

~75% committed in high growth markets, China and India





PE Funds – Total Fund Size of S\$8.9 billion (cont'd)

Commitments substantially drawn

Capital Commitment	Total S\$billion	CapitaLand's share S\$billion
Total Fund Size¹	8.9	3.3
Amount Drawn	(6.2)	(2.4)
Balance Undrawn²	2.7	0.9

Capital Calls in 2009 and 2010	S\$billion
CapitaLand's share³	0.27
Third parties' share⁴	0.31
Total	0.58

1 Fund Size refers to investors' capital commitments into the funds, all funds are non-redeemable

2 Balance undrawn refers to fund investors' investment commitments which has yet to be drawn

3 About 80% pertains to capital calls from Raffles City China Fund

4 Apart from CapitaLand's share, a substantial portion of the capital call contribution is from SWFs and blue-chip pension funds



Strong Integrated Fund & Property Management Capabilities

- **REITs Achieved Solid DPU**
 - Proven track record
 - Not just a financial intermediary
- **Recurring Fund Management Fees Growing**
 - Strong 1H09 revenue of S\$78m

REITs	1H09 DPU Growth YoY
CMT	+11.4 %
CCT	+29.1 %
CRCT	+25.5 %
Ascott Reit	-21.0 %
QCT	+12.5 %

	1H08 (S\$mil)	1H09 (S\$mil)
Recurring Fund Management fee	60	78
Acquisition fee	17	2
Total	77	80



Tapping on Opportunities Ahead

- **Market Outlook**
 - Investor appetite returning
 - Corporate pension funds from North America, and investors from Europe & Asia have unfilled capital allocation for Asian PE investments
 - Emerging preference for niche group of quality fund managers
- **CapitaLand is in a unique position to tap on opportunities :**
 1. Core development expertise
 2. Robust integrated fund & property management platform
 3. Able to leverage on real estate domain knowledge in core markets of China, Singapore, Australia and Vietnam

Business Update



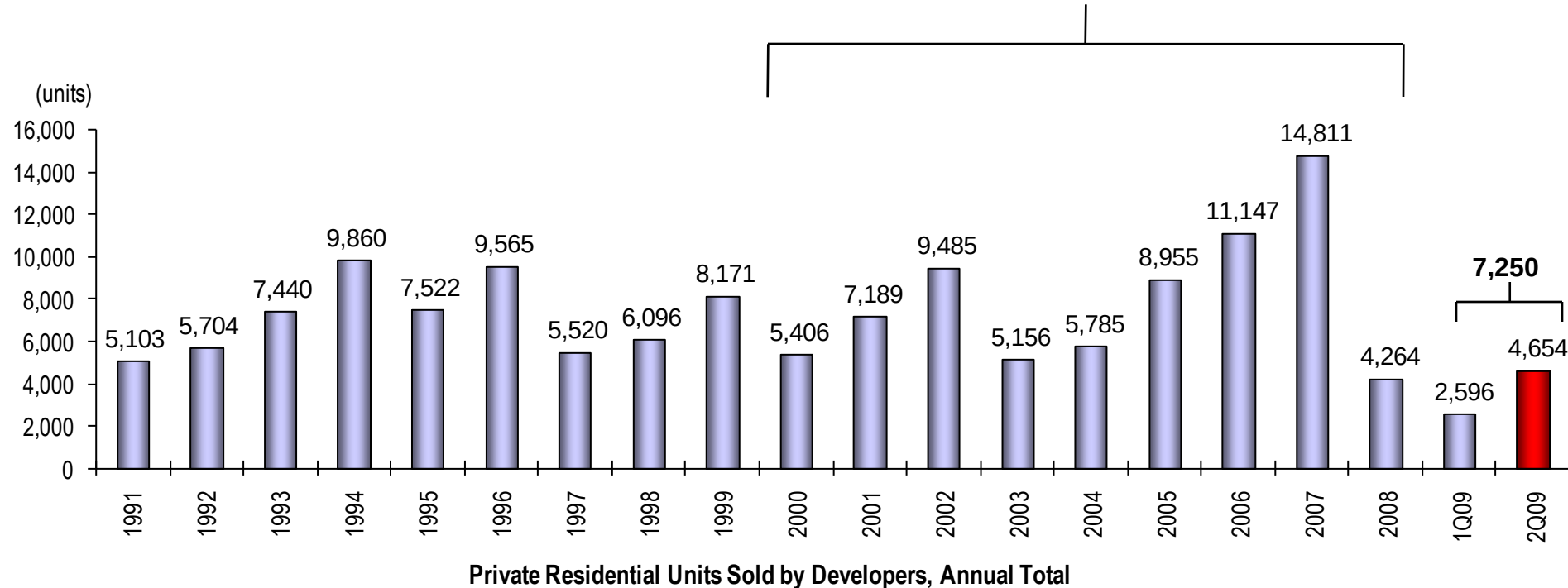
Singapore Residential



Strong Buying Momentum Since Feb 2009

- Approx. 7,300 units sold by developers during the 1H 2009, surpassing the 4,300 units sold for the whole of 2008.

Average take-up (2000-2008) is approx. 8,000 units per annum



Source: URA



Private Residential Market : Positive Outlook

- **Confidence has returned**
 - pent-up demand
 - rapid turn around of sentiments ; “worst is over”
- **Market is supported by long-term fundamentals**
 - Population growth: strong growth of PRs and Foreigners as Government encourages immigration
 - Singapore becoming a Global Hub City
- **URA Private Residential Price Index is expected to recover between 5% to 10% for the rest of this year, from trough in 2Q2009**



Sentiments Improved

- **1,000 units completed & handed over**
 - RiverGate (545 units)
 - Scotts HighPark (73 units)
 - The Metropolitan Condominium (382 units)
- **Successful launches in 1H 2009**
 - The Wharf Residence
(94% of 173 apartments sold)
 - The Orchard Residences
(83% of 175 apartments sold)
- **Revenue recognition in 2H 2009**
 - Benefit from strong pre-sales in 2007
 - Strong embedded profits in The Seafront on Meyer and The Orchard Residences



The Wharf Residence



The Orchard Residences

Impending Launches :

- **The Interlace**
(former Gillman Heights Condominium site)
 - 1,040 lifestyle apartments
 - Stunning architecture by Ole Scheeren of the Office for Metropolitan Architecture (OMA) which optimises the full potential of the site





Capitalising on Recovery (cont'd)

Impending Launches :

- **Proposed development at former Char Yong Gardens site**
 - 165 resort-style apartments by Kerry Hill Architects
 - Capitalising on the makeover of the Orchard Road precinct



Proposed development at the former Char Yong Gardens site

Singapore Commercial





S'pore Commercial Portfolio Remains Resilient

- **Although office rentals have faced downward pressure :**
 - CCT's DPU increased by 29% YoY
 - CCT's Net Property Income increased by 41.5% YoY
- **High office occupancy rates maintained**
 - CCT's properties: 96%
(URA 2Q09 island-wide Occupancy Index: 89%,
CBRE's 2Q09 Core CBD Occupancy: 92%)
- **Industrial occupancy rates in line with market**
 - Industrial properties: 88%
(URA 2Q09 islandwide Occupancy Index for Factory space – Multi-user and Business Park: 88%)

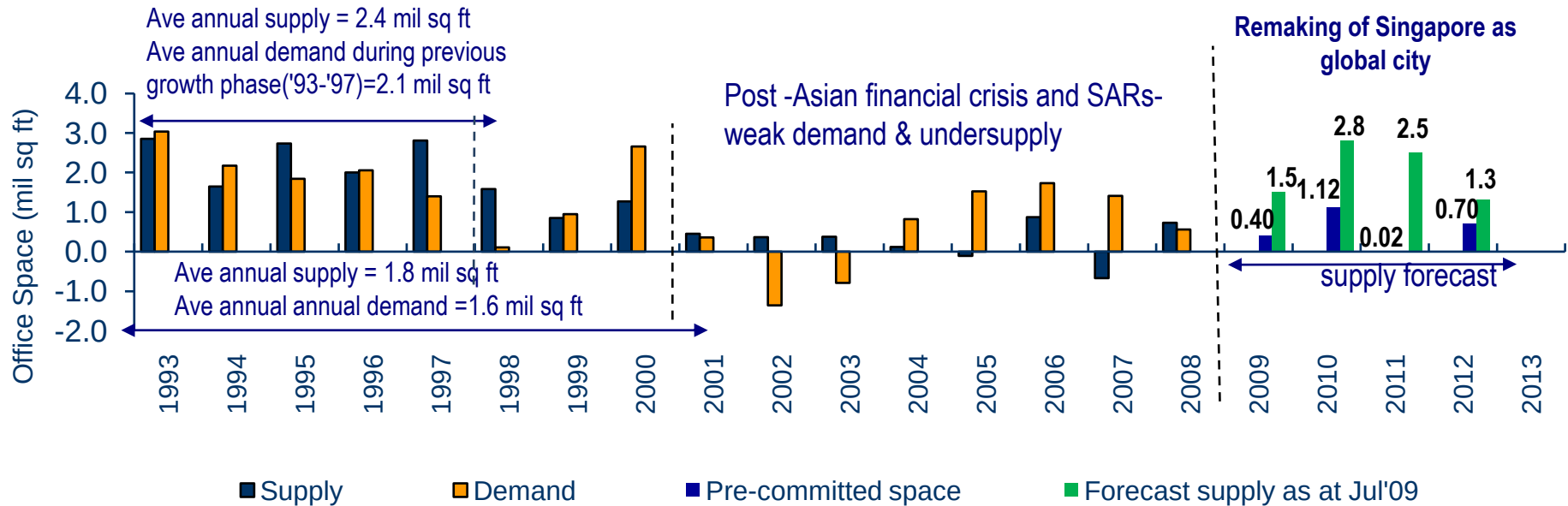


One George Street, Singapore



About 2.2 million sq ft (approx. 28%) of future supply have already been pre-committed

Singapore Private Office Space (Central Area) -- Demand & Supply



Note: Central Area comprises 'The Downtown Core', 'Orchard' and 'Rest of Central Area'

Source: Consensus Compiled from CBRE & JLL (July 09)

Retail

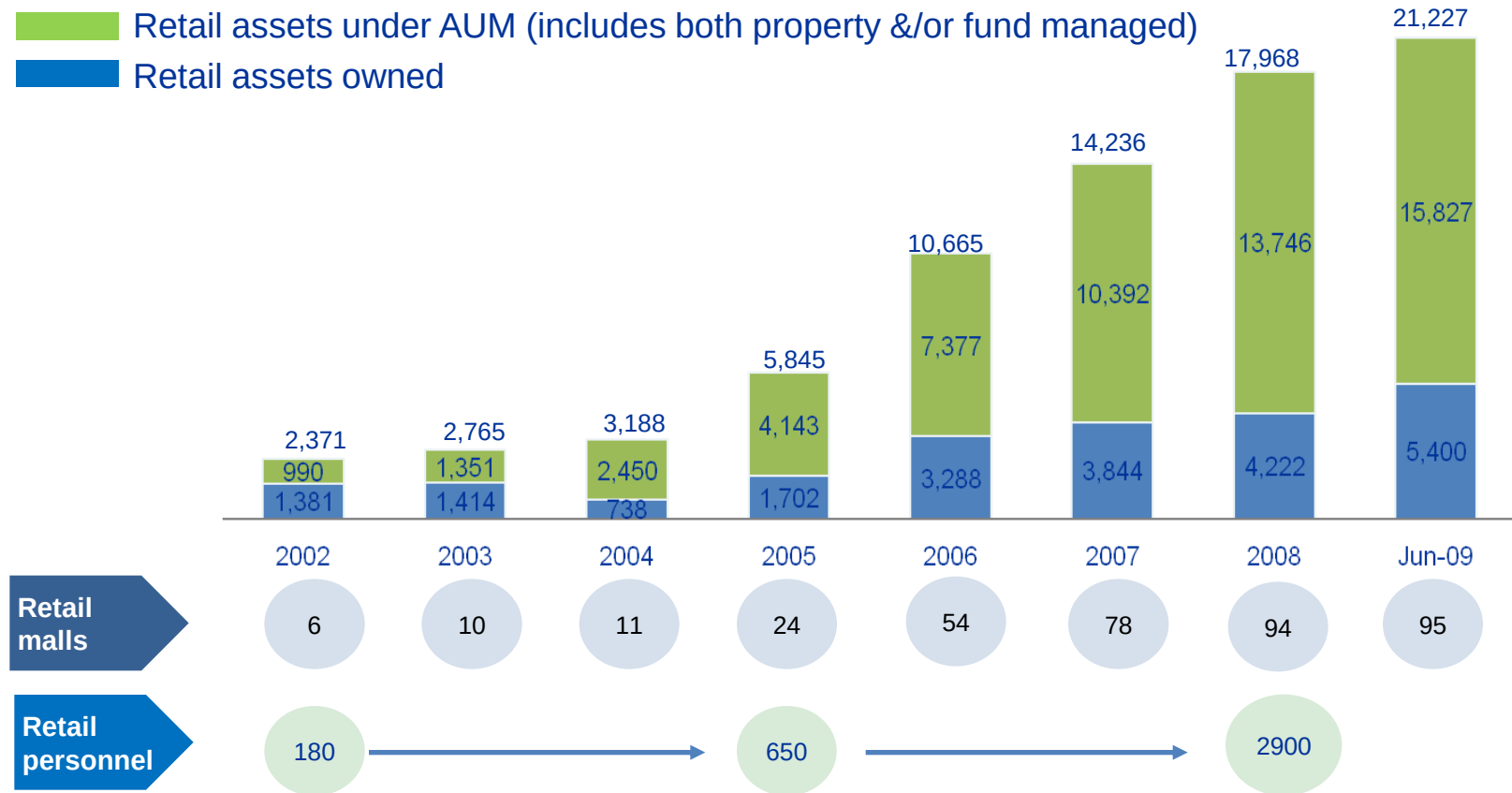




CapitaLand Retail's portfolio has grown significantly since 2002...

Retail property value (\$mm)

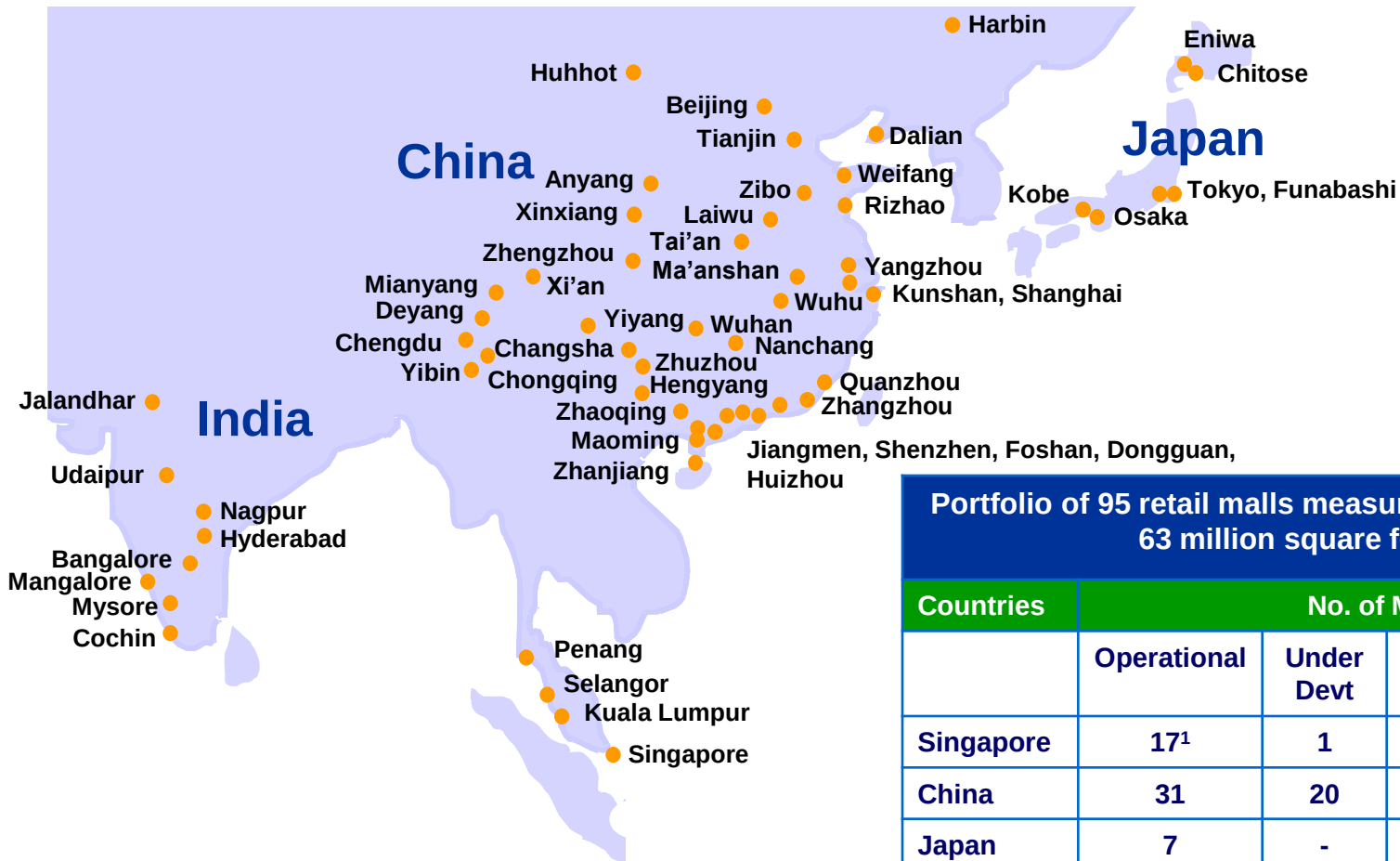
■ Retail assets under AUM (includes both property &/or fund managed)
■ Retail assets owned



CapitaLand's retail portfolio has grown by more than 8 times since 2002



CapitaLand Retail's Footprint



Portfolio of 95 retail malls measuring approximately 63 million square feet²

Countries	No. of Malls			
	Operational	Under Devt	Completing in 2009	Total
Singapore	17 ¹	1	0	18
China	31	20	7	58
Japan	7	-	-	7
India	1	8	0	9
Malaysia	3	-	-	3
Total	59	29	7	95

Note:

¹Includes Vivocity which is not owned by CL directly or indirectly but managed by CRTL

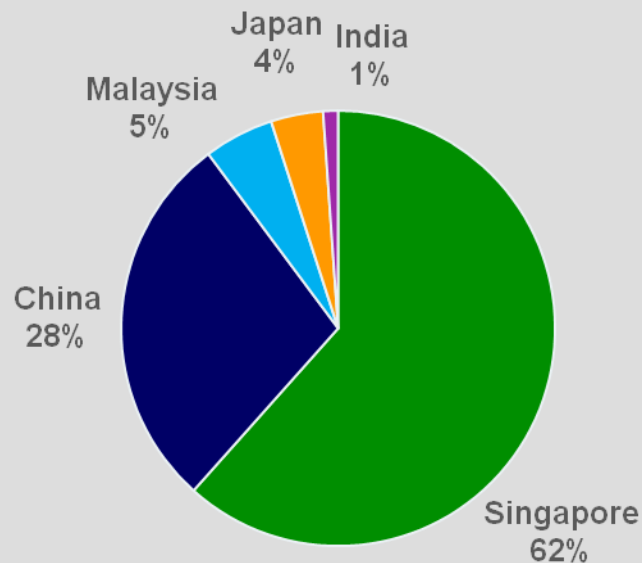
²Based on GFA for all countries except China which is based on GRA



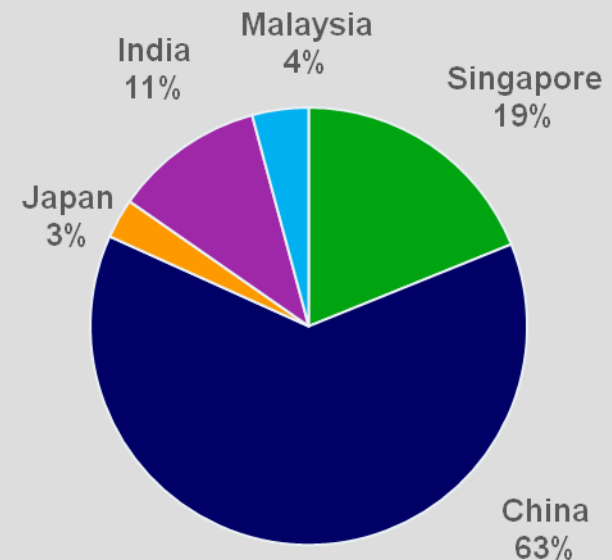
Regional Portfolio with Presence in Key Asian Cities

1H2009

By Asset Value (S\$21.1bn)



By GFA (64.6mil sq ft)



Note: Based on 100% business that we manage as a property or fund manager.



Retail – Building Presence Across Asia

- **China**

- Strong domestic consumption: National retail sales rose by average 15% in 1H09 YoY
- Total pipeline of 58 malls (including CRCT)

- **Malaysia**

- Less affected by global economic crisis
- 3 malls - Gurney Plaza, Sungei Wang Plaza and Mines Shopping Fair
- Asset Enhancement Initiatives (“AEI”) in Mines Shopping Fair completed and malls performing well

- **Japan**

- Reconfiguration and completion of Chitose Mall Phase 1 & 2

- **India**

- Forum Value Mall in Bangalore opened on 18 June 2009



Chitose Mall, Hokkaido



Mines Shopping Fair, Selangor



ION Orchard: Brand New Shopping Concept

Singapore

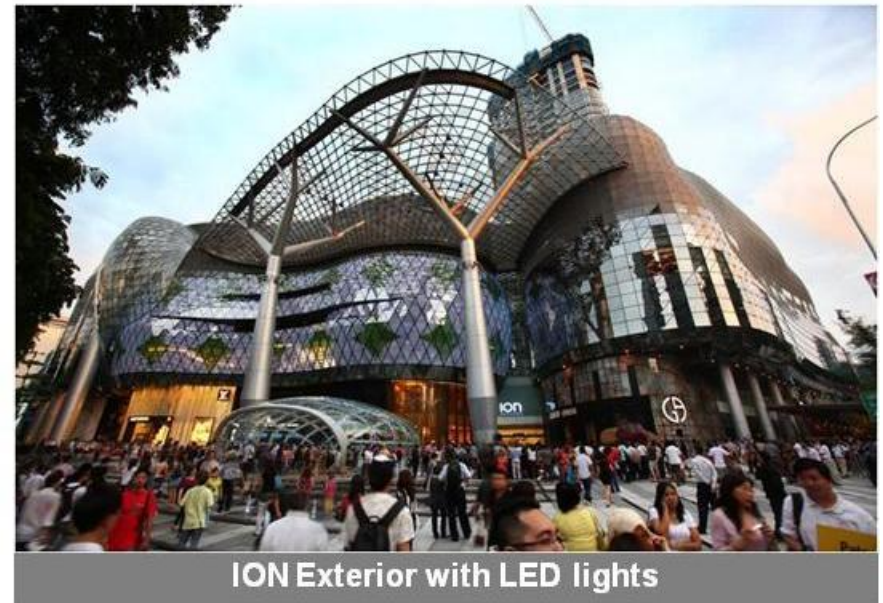
- 96% of space leased
- Total 335 shops with a total retail area of 650,000 sq ft over 8 levels
- 70% committed to country flagships, new-to-market brands and new concepts
- Gross project (includes The Orchard Residences) currently valued at ~S\$3.8bn vs project cost of ~S\$2.4bn



Three Sixty



Mall Interior



ION Exterior with LED lights

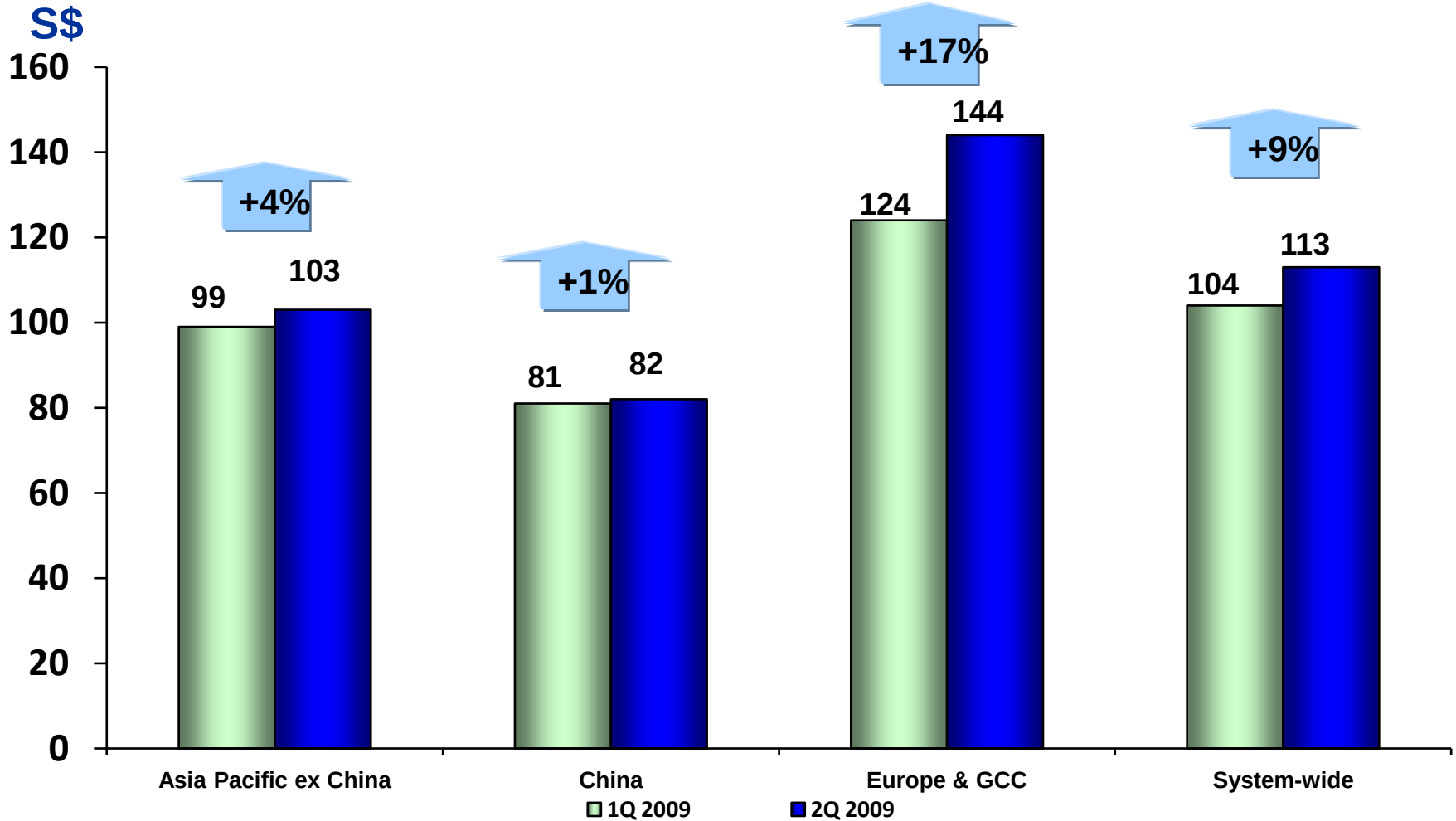
Ascott





Higher RevPAU

- Stabilised Hospitality Demand



- **Launched first Citadines properties in Singapore and Japan**
 - Occupancies reached highs of >80%
- **Expanded presence in China**
 - Opened 3 new properties in Chongqing, Shenzhen and Tianjin
 - Secured management contract for Ascott Shanghai near Xintiandi
- **Monetised assets**
 - Proceeds of S\$109m
 - Inclusive of Somerset Westlake in Hanoi, Ascott Pudong, Shanghai and Citadines Suzhou Lejia



Citadines Singapore Mount Sophia



Somerset Youyi, Tianjin

Supplementary





1H 2009 Results

- **Revenue** : **S\$1.1 billion**
Revenue Under Management : S\$2.6 billion
- **PATMI** (excluding revaluations & impairments) : **S\$171 million**
- **Statutory PATMI** : **(S\$114.1 million)**

S\$' Million	1H 2008	1H 2009
Revenue	1,451.4	1,078.2
PATMI excluding revaluations & impairments	383.1 ¹	171.0
Revaluations & Impairments	379.6	(285.1)
Statutory PATMI	762.7	(114.1)

¹ Inclusive of divestment gain on Hitachi Tower of S\$111 million



2Q'09 Core PATMI Improved by 163%

- 2Q'09 PATMI (excluding revaluations & impairments) of S\$124 million vs 1Q'09 S\$47 million,  163%
- 2Q'09 EBIT (excluding revaluations & impairments):
 - CapitaLand China Holdings  109% to S\$44 million
 - CapitaLand Residential S'pore  77% to S\$35 million
 - Ascott  116% to S\$27 million



EBIT by SBUs Excluding FV & Impairments

S\$ million	1H 2008	1H 2009	Change
CL Residential S'pore	99.9	55.2	-45%
CL China Holdings ¹	135.9	65.4	-52%
CL Commercial ²	153.0	71.4	-53%
CL Retail	114.6	93.2	-19%
Svc Residences ³	57.4	39.2	-32%
CL Financial	56.2	56.5	1%
Others ⁴	150.4	98.9	-34%
TOTAL EBIT	767.4	479.8	-37%

¹ Excludes Retail and Serviced Residences in China

² Includes residential projects in India, Malaysia, Thailand and Vietnam

³ Includes all holdings in Ascott Residence Trust

⁴ Includes Corporate Office, Australand and others



EBIT by Geography Excluding FV & Impairments

S\$ million	1H 2008	1H 2009	Change
Singapore	342.2	189.2	-45%
China¹	225.4	121.9	-46%
Asia/GCC²	20.3	61.5	NM
Australia & NZ	139.4	99.5	-29%
Europe	39.5	11.8	-70%
Others	0.6	(4.1)	NM
TOTAL EBIT	767.4	479.8	-37%

¹ China including Macau and Hong Kong

² Excludes Singapore and China



2Q 09 PATMI Impact Map: Revals & Impairments

SBU & Geographic Impact of all Revaluations & Impairments

2Q 2009 PATMI impact of Revals & Impairmts (\$ mil)	S'pore	China	Aust/NZ	Other Asia /GCC	Europe & Others	Total
CL Residential Singapore	22.6	-	-	-	-	22.6
CapitaLand China Holdings	-	181.0	-	-	-	181.0
CapitaLand Commercial	(260.4)	-	-	(47.4)	(21.2)	(329.0)
CapitaLand Retail	89.4	(10.4)	-	(18.3)	-	60.7
Serviced Residences *	(3.0)	(13.4)	(2.3)	(13.0)	-	(31.7)
CapitaLand Financial	-	-	-	-	(9.6)	(9.6)
Others (inc. Australand)	-	-	(171.3)	(3.6)	-	(174.9)
TOTAL	(151.4)	157.2	(173.6)	(82.3)	(30.8)	(280.9)

** Includes the CL Group's share of Ascott Reit's revaluation losses*



Asset Matrix – Diversified Portfolio (ex cash)

As at 2Q2009

S\$ Million	S'pore	China	Aus/NZ	Other Asia /GCC	Europe & Others	TOTAL
CapitaLand Residential Singapore	2,479	-	-	-	-	2,479
CapitaLand China	-	3,592	-	-	-	3,592
CapitaLand Commercial	1,991	-	-	635	12	2,638
CapitaLand Retail	2,479	1,862	-	1,099	-	5,440
Ascott	1,255	432	101	232	1,049	3,069
CapitaLand Financial	172	20	-	34	94	320
Others ¹	433	175	4,046	176	-	4,830
TOTAL	8,809	6,081	4,147	2,176	1,155	22,368

¹ Includes Australand and new start up business

Thank You

