



CapitaLand Limited Annual General Meeting & Extraordinary General Meeting



16 April 2010



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.



2009 in Review – The Great Economic Crisis Year

- Entered 2009 - the world's worst economic crisis year since World War II
- Global credit crunch
- Risk of global depression
- Remaining solvent was top priority for every company.
 - Historic giants were brought down to their knees
(eg. GM, AIG, Citi, Lehman Brothers, Bear Stearns, Freddie Mac, Fannie Mae)
- Straits Times Index fell 62% in Mar'09 from peak in Oct'07
- FTSE ST REIT Index fell 75% in Mar'09 from peak in Jun'07
- Singapore's economy fell 16.9% QoQ (annualized) in 4Q2008 just before the start of 2009

We may have
forgotten
about last
year's crisis !



Our Response During Crisis Year

- **Your Board and Management remained guarded, cautious but steadfast and committed to ride through the crisis.**
- **CapitaLand focused on preparation to ride out “long cold winter”**
 - Strengthened balance sheet by raising fund to provide financial flexibility
 - Cut cost. Management volunteered salary cuts
 - No retrenchment
 - Our best assets are our people. We keep them!
- **World economy began to stabilise by mid-2009 due to synchronised government interventions**



Above S\$1 billion Net Profit For Fourth Consecutive Year

(S\$ million)

PATMI

FY 2006

1,012.7

FY 2007

2,759.3

FY 2008

1,260.1

FY 2009

1,053.0

Please to say we have still delivered good results in FY2009



Financial Summary FY2009

	FY 2009
Revenue Under Management	\$6,309 million
Revenue	\$2,957 million
EBIT (Earnings Before Interest & Taxes)	\$1,549 million
PATMI (Profit After Tax & Minority Interest)	\$1,053 million
Cash	\$8,730 million
Net Debt/Equity	0.09x
Interest Cover Ratio	4.5x
Interest Service Ratio	4.6x

FY2009 Major Achievements





Four Rights Issues by Group

Raised

\$5.0 billion

Strengthened balance sheet,

**A stronger company to ride through this crisis and
seize business opportunities**

**All 4 share
prices trading
above their
Rights Prices**

	Share Price Before Rights*	Rights Issue Offer Price	Share Price @ 15 April'10	Gains over Rights Price %
CapitaLand	\$2.01	\$1.30	\$4.16	220%
CMT	\$1.15	\$0.82	\$1.83	123%
CCT	\$0.83	\$0.59	\$1.14	93%

** Respective Closing share prices (adjusted for Rights offer) prior to Rights issue announcement*



IPO of CapitaMalls Asia to realise shareholder value

Raised

S\$2.8 billion

Largest Singapore IPO in 16 years



Return on Shareholders' Funds (ROE)

8.7%



Total Shareholder Return for 2009¹

S\$7.9 billion
83% gain

¹Includes value created for CapitaCommercial Trust units that were distributed in-specie to CapitaLand shareholders in 2004



Proposed Dividend – 10.5 cents per share

50% above
total dividend
in FY2008

	FY2009
First and Final Dividend (cents)	5.5
Special Dividend (cents)	5.0
Total Dividend (cents)	10.5

Books Closure Date : 29 April 2010

Dividend Payment Date: 13 May 2010



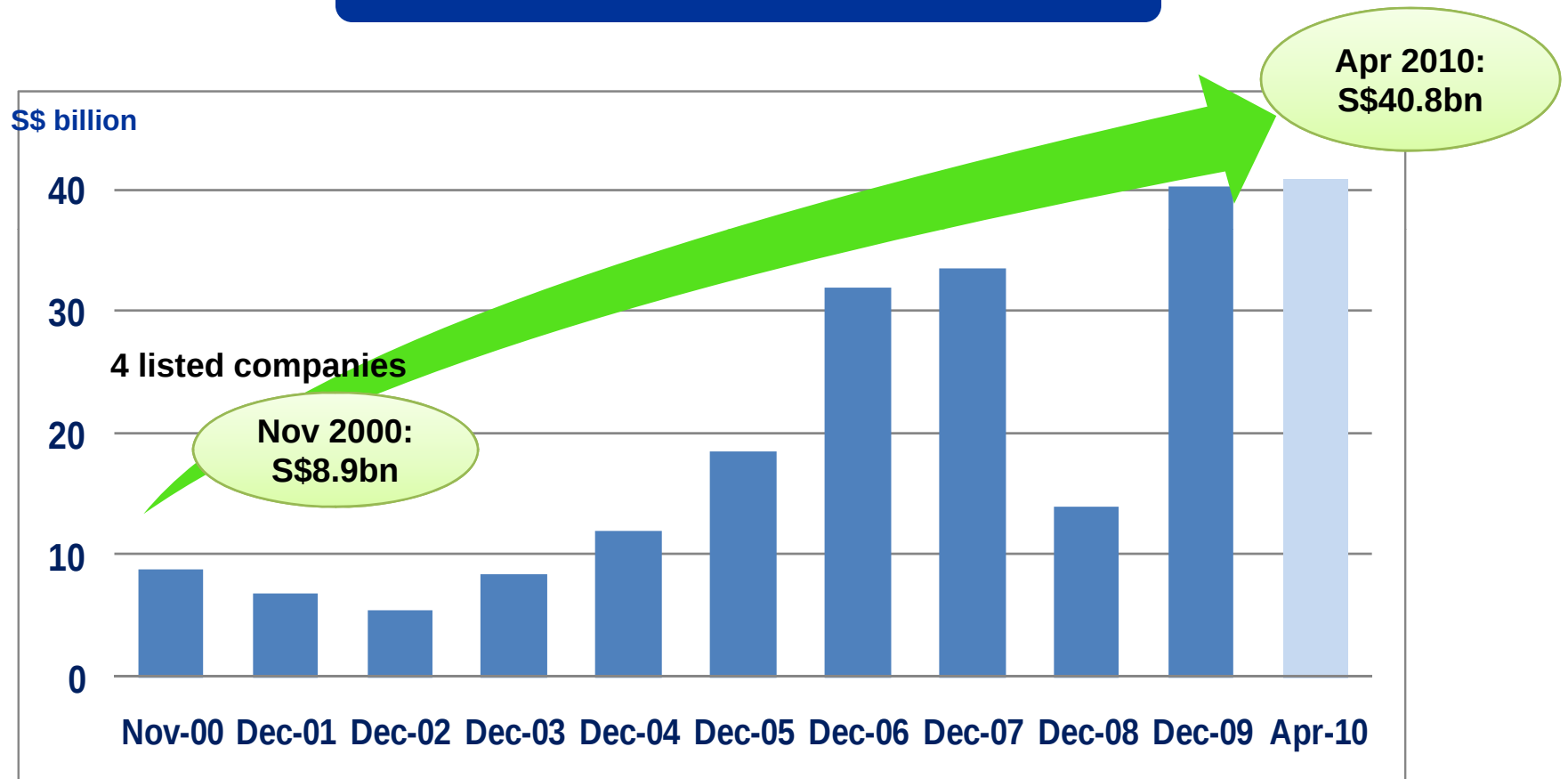
Listed on Singapore Stock Exchange 21st Nov 2000



CapitaLand's transformation in 9 years

Total Group Market Capitalisation

8 listed companies





CapitaLand's transformation in 9 years





CapitaLand's transformation in 9 years

Total Net Profit (2000 – 2009): S\$6.95 billion

Total Distribution to Shareholders (2000 – 2009): S\$2.6 billion





Total value of S\$17 billion created since inception

Listed Entity	Market capitalisation as at 31 Dec 2009 (S\$ million)	Total return generated since 21 Nov 2000 ¹ (S\$ million)
CapitaLand	17,842	11,530
Australand	1,871	107
CapitaMall Trust ²	5,723	2,999
CapitaCommercial Trust ³	3,292	1,084
Ascott Residence Trust ⁴	741	104
CapitaRetail China Trust ⁵	797	165
Quill Capita Trust ⁶	173	7
Ascott ⁷	Delisted	2,564
Raffles Holdings ⁸	Delisted	2,134
CapitaMalls Asia ⁹	9,865	1,631
Total (Net of common holdings)	30,064	16,907

¹Sum of the increase in market cap and dividends paid less equity raised

²Began trading on 17 July 2002

³Began trading on 11 May 2004

⁴Began trading on 31 Mar 2006

⁵Began trading on 08 Dec 2006

⁶Began trading on 08 Jan 2007

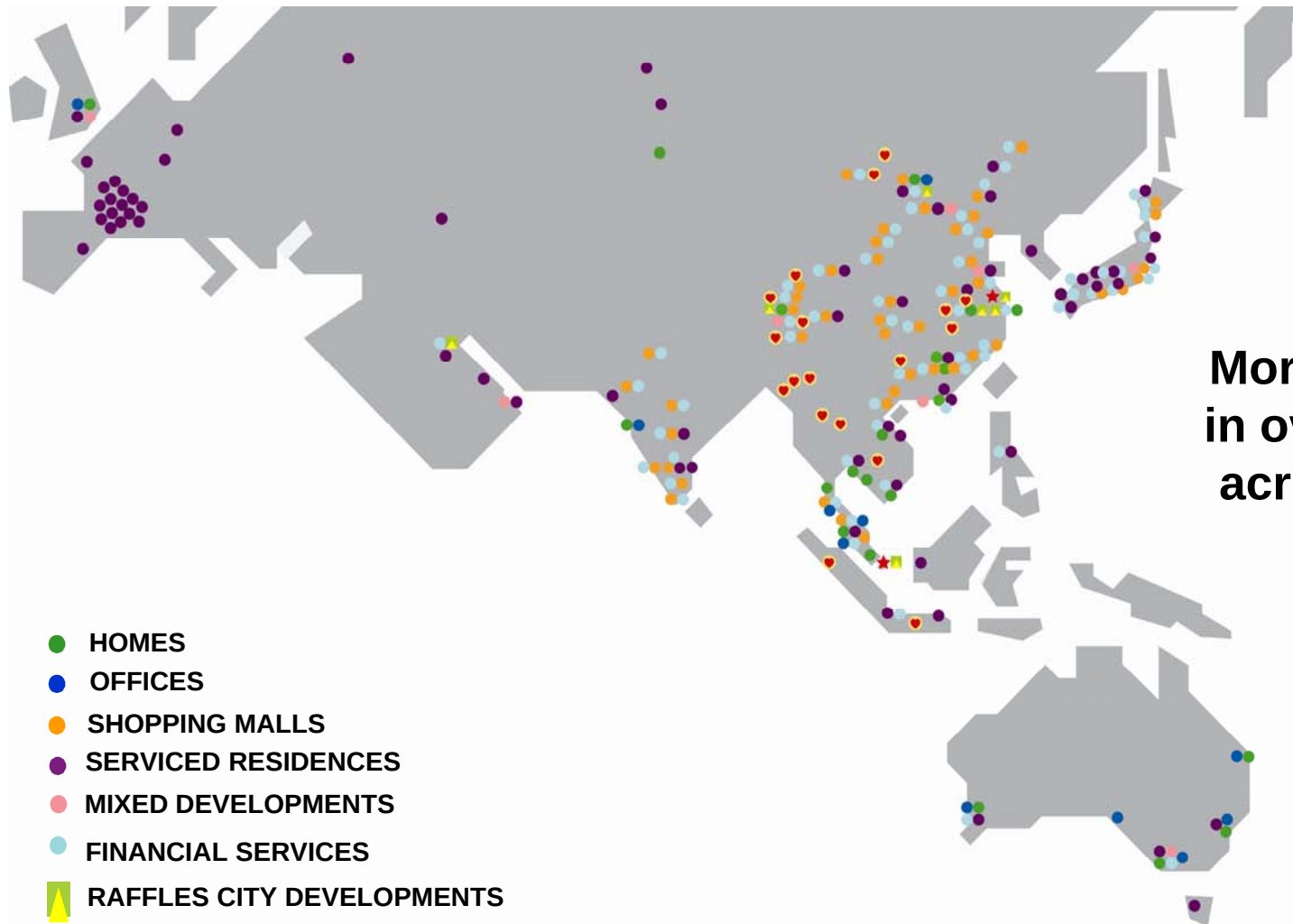
⁷Last trading day on 11 Mar 2008

⁸Last trading day on 27 Nov 2006

⁹Began trading on 25 Nov 2009



Diversified Presence – A multi-sector, multi-geography Real Estate group

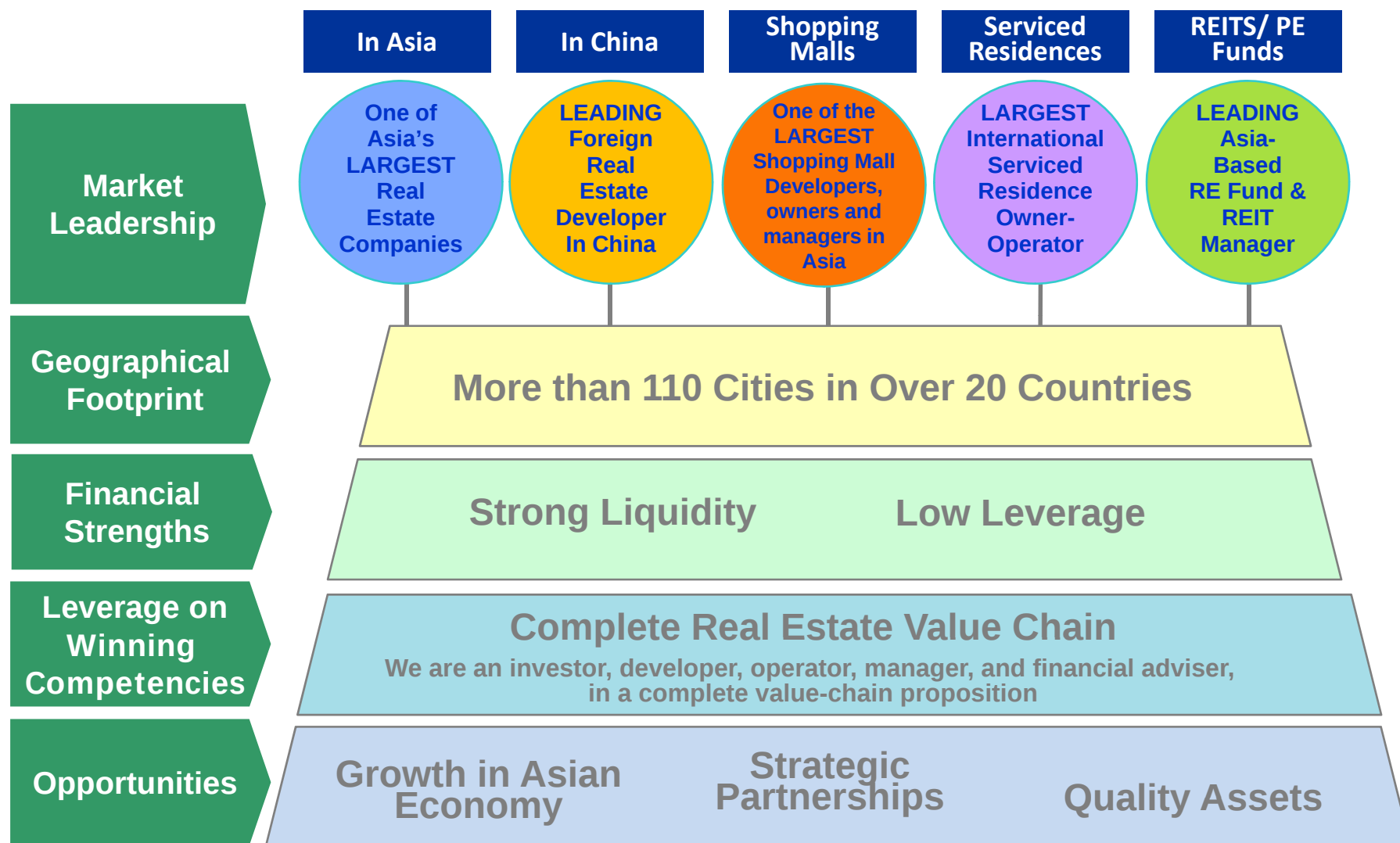


**More than 110 cities
in over 20 countries,
across Asia Pacific
and Europe**

- HOMES
 - OFFICES
 - SHOPPING MALLS
 - SERVICED RESIDENCES
 - MIXED DEVELOPMENTS
 - FINANCIAL SERVICES
 - RAFFLES CITY DEVELOPMENTS
 - MULTI- SECTOR
 - SCHOOLS/FACILITIES
- CapitaLand
FOUNDATION



CapitaLand Today – A multi-sector, multi-geography Real Estate group



FY2009 Operations Highlights





CapitaLand Residential Singapore (CRS)

Robust residential performance in Singapore

- **Achieved sales of ~600 units, sales value of S\$1.2 billion**



The Interlace



CapitaLand China Holdings (CCH)

China residential sales exceed expectation

- Achieved sales of 2,371 units¹, tripled FY08 sales
- Total sales value of RMB5 billion (~S\$1 billion)



Beaufort, Beijing



Riverside Ville, Foshan



The Riviera, Foshan

¹Based on options issued. Does not include sales by listed associate



Extending Raffles City brand

7 Raffles City : First in Singapore
: Five in China
: One in Bahrain



Raffles City Singapore



Raffles City Shanghai



Raffles City Beijing



Raffles City Bahrain



Raffles City Chengdu



Raffles City Hangzhou



Raffles City Ningbo

CapitaLand Commercial (CCL)



Vietnam: Expansion on Track

- Developing 4,000 residential units in Ho Chi Minh City and Hanoi
- **Mulberry Lane, Hanoi**
 - Sold 82% of 549 units released during preview sales in 4Q'09



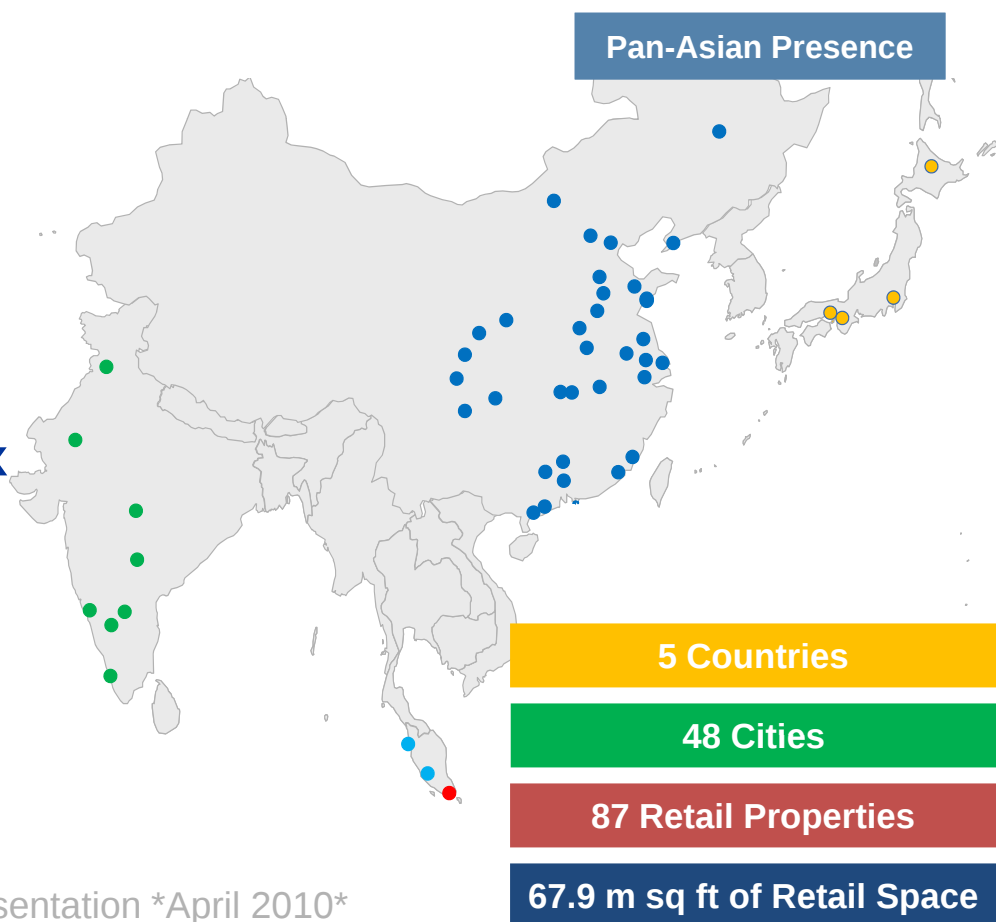
Mulberry Lane, Hanoi, Vietnam



The Vista, Ho Chi Minh City

CapitaMalls Asia: Potential for Growth

- **IPO of CapitaMalls Asia (CMA)**
 - Realised shareholder value
 - CapitaLand owns 65.5% stake; will enjoy CMA's strong growth
- **One of Asia's largest listed shopping mall companies: S\$8.8bn¹ market cap**
- **Low gearing with financial capacity of over S\$2bn for expansion**
- **Included in Straits Times Index on 22 March 2010**



¹As at 15 April 2010

Landmark shopping destination in Singapore

- **ION Orchard opened on 21 July 2009**
 - Over 4.5 million shoppers per month
 - Best Shopping Centre in Singapore, MIPIM Asia Awards 2009
- **The Orchard Residences**
 - 87% of 175 units sold to-date; total sales value of S\$1.26 billion

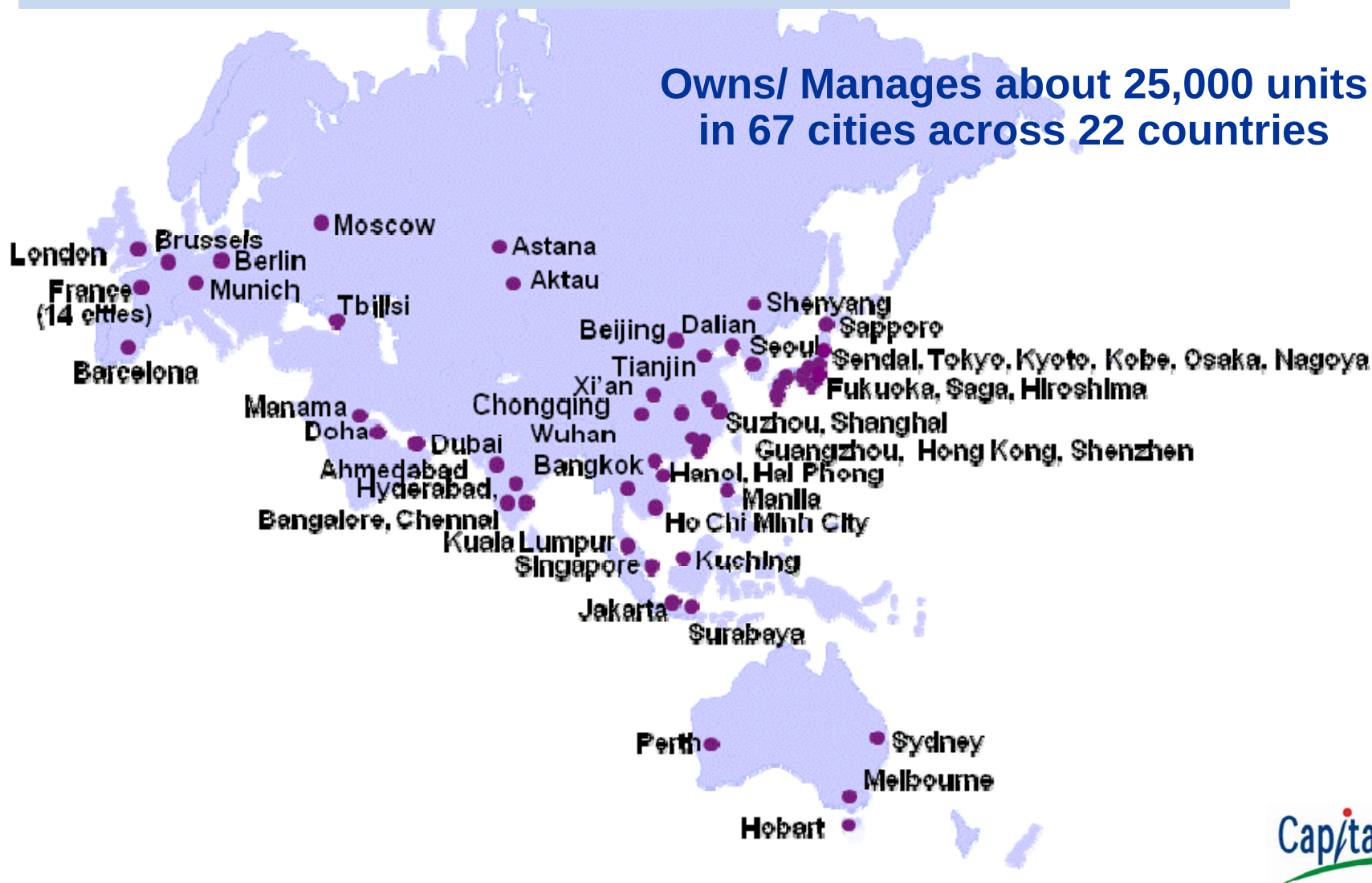


ION Orchard

Serviced Residences Footprint

World's largest international serviced residence owner-operator

Owns/ Manages about 25,000 units
in 67 cities across 22 countries



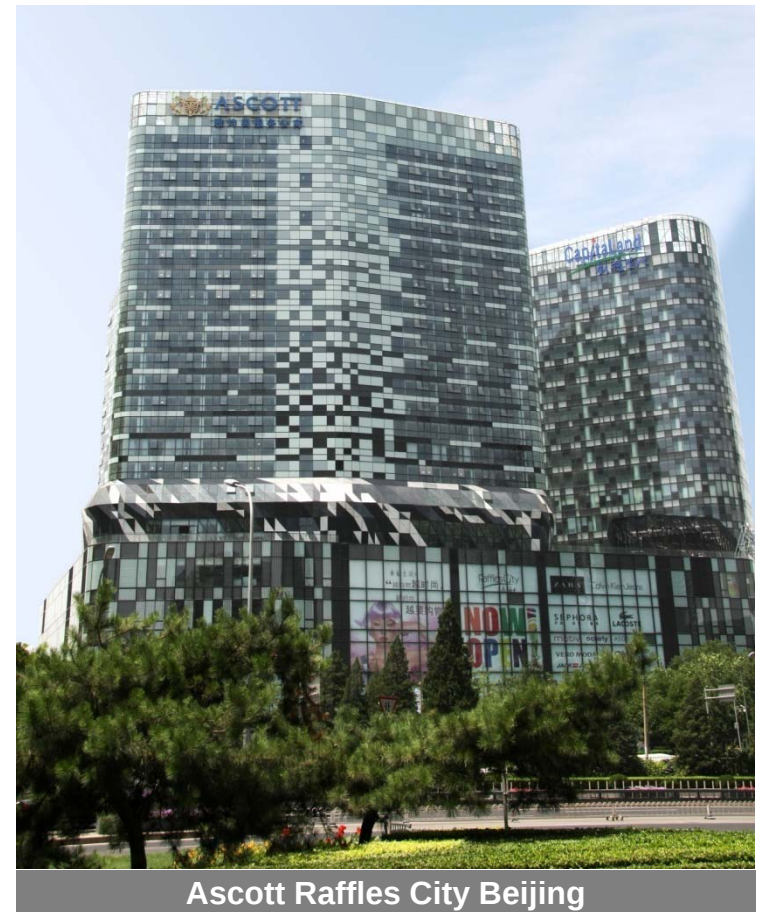
The Ascott Limited

Extending Global Leadership

- **Celebrated 25 successful years as serviced residence industry leader**
 - Three award winning brands



- **Opened 10 properties and signed 7 new management contracts**
- **Monetised assets with proceeds of S\$160 million**



Ascott Raffles City Beijing

Going Forward





Launching into Next Phase of Growth

FOCUS

- Core Real Estate Sectors in Core Markets of China, Singapore, Australia & Vietnam

BALANCE

- Balanced Exposure across Core Real Estate Sectors, Countries and Products

SCALE

- Increase Scale & Scalability of Businesses



Sharpening Our Focus

Extend leadership in Pan-Asian shopping mall business

- 87 retail properties in 5 countries
- Launch of IPO of CapitaMalls Asia

✓ **Successful IPO,**
market cap of S\$8.8bn¹

Build **Ascott's** Global dominance

- Leverage hospitality for higher real estate value

Seek opportunities in **Singapore**

- Singapore's Global City opportunities

Expand in **Vietnam**

- 10% of CL's business
- ✓ **JVA for 2nd Hanoi project**

Grow **China Business**

- 45% of CL's business
- ✓ **OODL acquisition,**
China portfolio ↑36%

Grow **Financial Services** franchise

- Extend leadership in REITs & PE Funds

¹As at 15 April 2010

Corporate Social Responsibility





Contributing to Societies / Communities



- **Donated to children's charities across Asia since Nov 2005**
- **Donating more in 2010 to celebrate 5th anniversary of CapitaLand Hope Foundation**
- **Going Beyond Singapore**
 - 15 CapitaLand Hope Schools, China
 - 4 school facilities in Vietnam
 - 3 CapitaLand Hope Dormitories and 1 school block in Thailand
 - Temporary schools in Indonesia



Students of CapitaLand Lianjiao Hope School
Guangdong, China

Recognised for Corporate Sustainability

- **Corporate Sustainability Leadership**

- Only Singapore real estate company listed in Dow Jones Sustainability Asia Pacific Index
- Only Singapore company in Sustainability Yearbook 2009



- **Publication of CapitaLand's 1st Sustainability Report in 2010**

- **Green Initiatives 2009**

- Energy consumption ↓ 7.2%; Water consumption ↓ 4.0%
Total Savings of ~ S\$8.8m*
- Obtained OHSAS 18000 Certification
(Standards for Occupational health and safety management system)

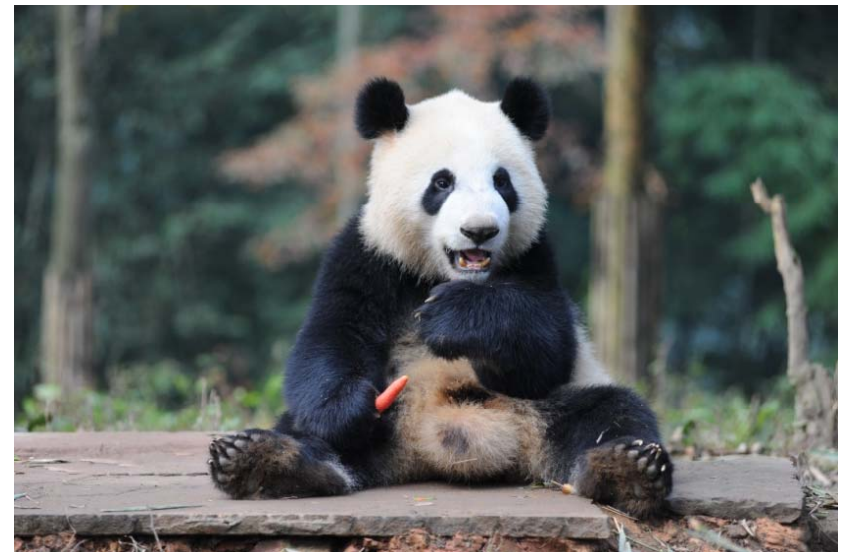
**Comparison against 2008 consumption. Approximate savings based on average country utility rates and converted to SGD.*



Corporate Social Responsibility (CSR)

Giant Panda Conservation Programme

- CapitaLand is proud to be the Presenting Sponsor & Conservation Donor
- Pledged conservation donation to support 10-year collaborative programme of giant pandas offered by China to Singapore





Corporate Social Responsibility (CSR)

Recognised for Corporate Social Responsibility

- **Best Developer (CSR) Award**
CapitaLand Muchuan Green Hope School
(Cityscape Award for Real Estate in Asia)
- **Corporate Citizen Award for Philanthropy**
(National Volunteer and Philanthropy Centre, Singapore)
- **BCA Built Environment Leadership**
Gold Class Award 2009
- **PUB Watermark Award 2009**





Over 100 Awards and Accolades in 2009



Asia Best Managed Company

- Best Overall Managed Property Co. in Asia
- Best Corporate Governance in Singapore (2nd)



Real Estate Awards

- Best Retail Developer in Asia
- Best Developer in Singapore
- Best Developer in Asia (2nd)
- Best Developer Globally (2nd)
- Best Retail Developer in China
- Best Mixed-Use Developer Globally (2nd)
- Best Developer in China (2nd)



- Overall Best Company in Singapore for Corporate Governance
- Best in Disclosure and Transparency in Singapore
- Best Investor Relations in Singapore



- Best CFO (Singapore) (Runner-up)



- Grand Prix for Best Overall Investor Relations (Large Cap) (Highly Commended)
- Best Investor Relations by a CFO
- Best Investor Relations Professional Asia-Pacific



- Most Transparent Company (Property Category)
(9th Consecutive Year)

15 years in China

- CapitaLand first invested in China in 1994
- Current portfolio worth over S\$22bn comprising over 100 projects in 40 cities across China



- **Residential:**
Built more than 11,000 quality homes
- **Retail:**
51 malls in operation/under development across 33 Chinese cities
- **Integrated Developments:**
5 Raffles City developments
- **Serviced Residences:**
26 properties, ~ 5,000 units
- **Financial Services:**
8 private funds & 2 REITs



Conclusion





Conclusions:

- 1) Despite the Great Recession Year, achieved Profit After Tax of more than S\$1 billion
- 2) Raised S\$5 billion (including listed entities) of Rights issue money, making your Company even stronger after the recession
- 3) Shareholders subscribed for the Rights at S\$1.30 and yesterday it closed at S\$4.16, making a gain of more than 220%
- 4) CapitaMalls Asia was listed and raised S\$2.8 billion
- 5) ROE = 8.7%
- 6) Dividends of 10.5 cents
- 7) Total Shareholder Return* for 2009 of S\$7.9 billion

** Share price gain + Dividend*



Acknowledgments

We would acknowledge that the success of your company to ride through last year's economic crisis was mainly due to the collective contributions of :

- The guidance/stewardship of an eminent and experienced Board**
- The dedication/commitment of staff/management**
- The strong support of you as shareholders in approving our fund raising.**

Thank You

