

CapitaLand Group

3Q 2010 Results



October 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 the current view of management on future events.



Contents

- **Results Overview**
- **Financials & Capital Management**
- **Highlights**
- **Going Forward**

Results Overview





Highlights

- **YTD Sep10 Statutory PATMI increased 349% to S\$751m**
- **3Q Sep10 PATMI down 43% yoy to S\$160m**
 - Due largely to lower recognition on completion of residential projects in Singapore
- **Key events in 3Q10**
 - Ascott recycled stabilised assets into Ascott Reit
 - Acquired prime Bedok Town Centre site for integrated retail-cum-residential development
 - 5th residential development project in Vietnam
 - Successful listing of CapitaMalls Malaysia Trust (“CMMT”) on Bursa Malaysia
 - Formed CapitaValue Homes (affordable housing SBU)
- **Group managed real estate assets totaled S\$50bn**
- **Proactive Capital Management**
 - Strengthened financial flexibility with the issuance of an aggregate S\$1b of bonds
 - Strong cash liquidity of S\$6.4bn
 - Healthy Net Debt/Equity of 0.21

Financials & Capital Management





Net Profit (PATMI) of S\$751m YTD Sep10: increase of 349% over corresponding period last year

- Revenue YTD Sep10 of S\$2,246m, up 6% YoY

(S\$ million)	YTD Sep09	YTD Sep10	Change
Revenue	2,124.3	2,245.8	+122
EBIT	490.8	1,558.8	+1,068
PATMI	167.2	751.1	+584

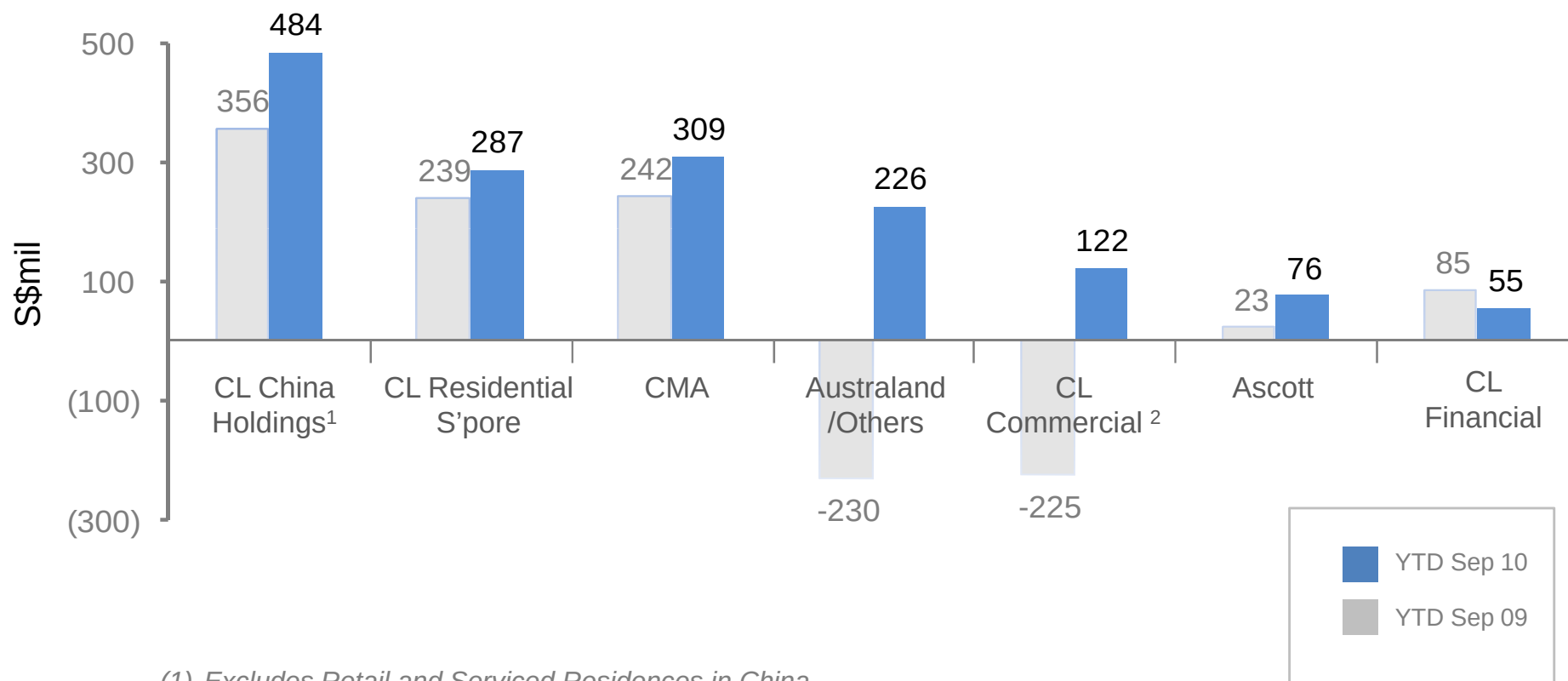
Earnings performance excluding revaluation & impairments: up 20% to S\$542 million

(S\$ million)	YTD Sep09	YTD Sep10	Change
PATMI (Excluding reval/impairment)	452.3	542.4	+90
Reval/Impairments (Gains)/Losses	(285.1)	208.7	+494
PATMI	167.2	751.1	+584



Strong performances across businesses

EBIT YTD Sep10 S\$1,559m vs S\$491m previously



(1) Excludes Retail and Serviced Residences in China

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

3Q Sep10 PATMI lower by 43% to S\$160m

- Lower progressive recognition on completion of residential projects in Singapore
 - The Seafront on Meyer and Latitude received Temporary Occupation Permit during the quarter

(S\$ million)	3Q Sep09	3Q Sep10	Change
Revenue	1,046.2	684.6	-362
EBIT	450.6	368.0	-83
PATMI	281.3	159.6	-122

3Q Sep10 key performance highlights:

Lower residential and retail rental income

- Progressive recognition for Singapore residential declined on completion of The Seafront on Meyer and Latitude
- Lower rental after injection of Clarke Quay into CMT and injection of 3 malls into CapitaMalls Malaysia Trust which was listed in July 2010

Improving outlook across businesses

- Sustained demand for homes in China
- Higher revenue contribution from development projects in Australia and Vietnam
- Recovery of demand for serviced residences

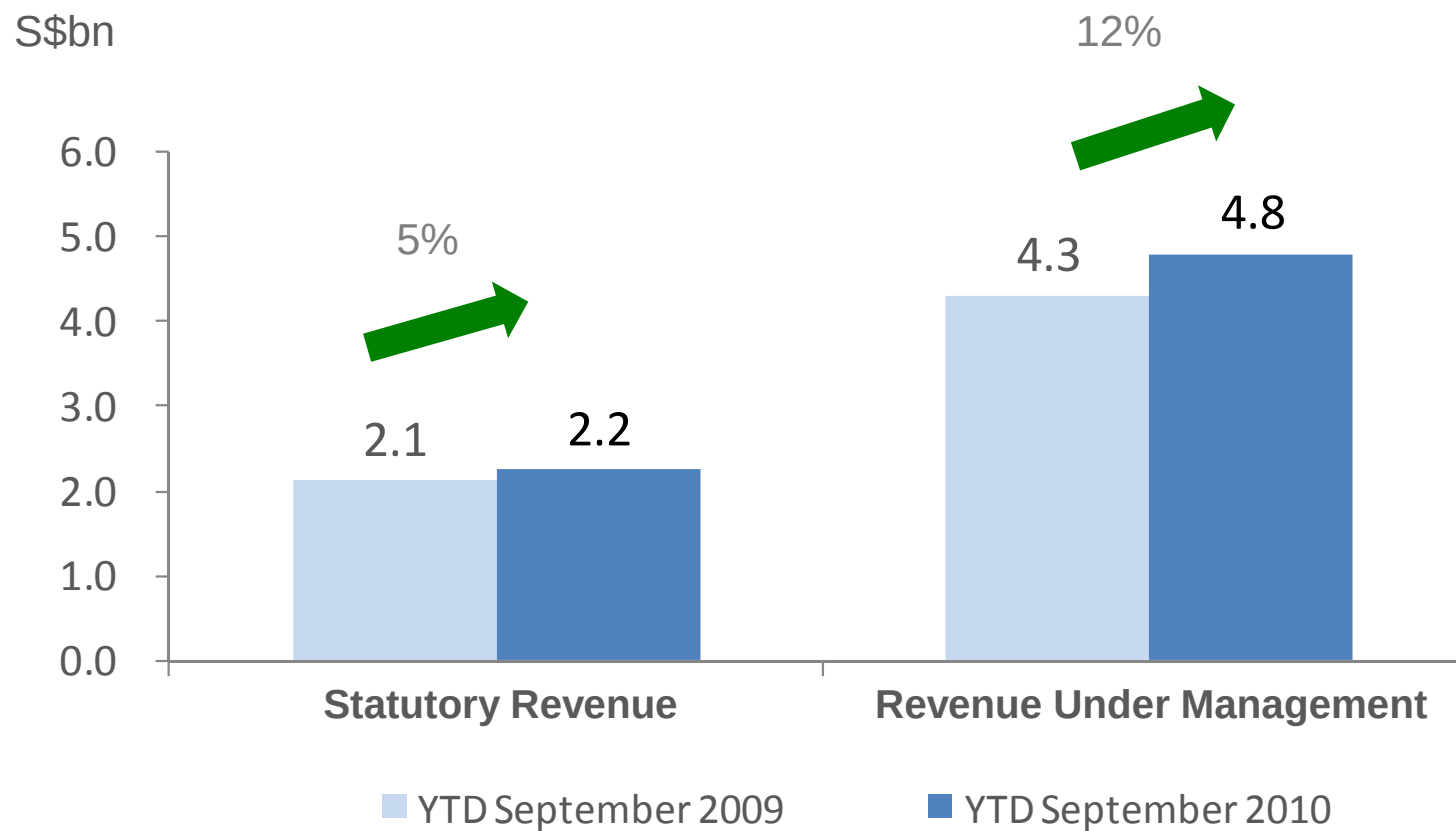
Strong overseas contribution

- Contributed 58% of Group's total EBIT
- Strong performances from Australia, China and Other Asia¹

¹ Other Asia includes Vietnam and Abu Dhabi



Revenue Under Management



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

Group Managed Real Estate Assets of S\$50bn

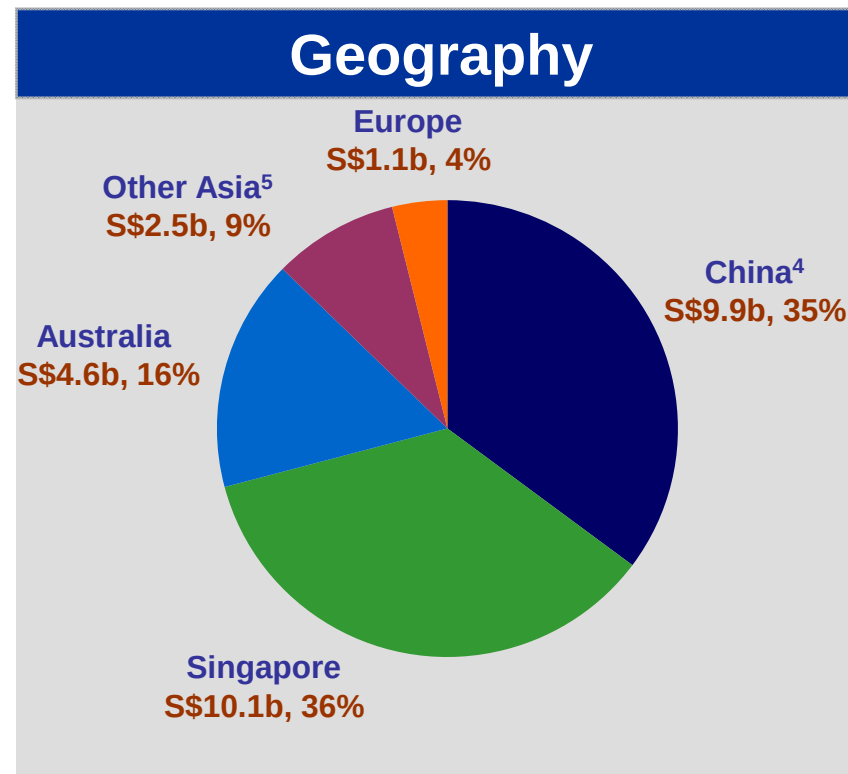
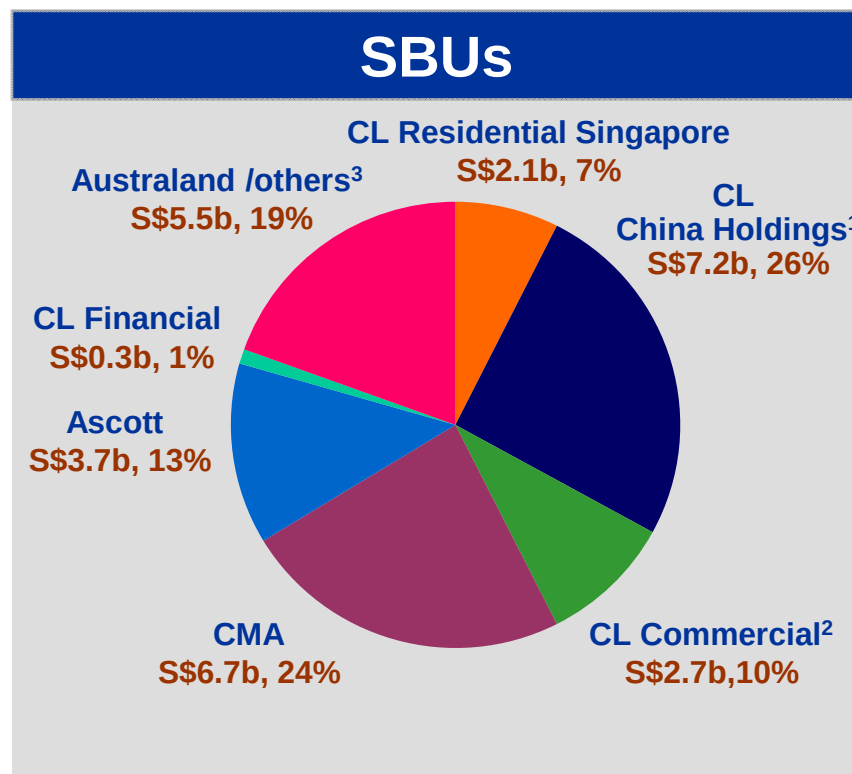
Group Managed RE Assets ¹	Sep10 (S\$bn)
On Balance Sheet & JVs	20.2
Funds	9.4
REITs/Trusts	16.5
Others ²	3.8
Total	49.9

¹ This is the value of all real estate assets managed by CapitaLand Group entities stated at 100% of the property carrying value

² Others include 100% values of properties under management contracts

Diversified and Balanced Asian Real Estate Portfolio

Assets by SBUs and Geography as at Sep10 (ex treasury cash): S\$28.2b



¹ Excludes Retail and Serviced Residences in China

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

³ Includes Corporate office and others

⁴ China includes Macau and Hong Kong

⁵ Excludes Singapore and China and includes projects in GCC

Financial flexibility for new investments

	3Q2009	3Q2010	Change
Equity (S\$bn)	14.2	17.3	Increased
Cash (S\$bn)	5.4	6.4	Increased
Net Debt (S\$bn)	5.0	3.7	Improved
Net Debt/Equity	0.35	0.21	Improved
% Fixed Rate Debt	71%	73%	Stable
Ave Debt Maturity(Yr)¹	3.7	3.6	Stable

¹ Based on put dates of Convertible Bond holders.

Asset Matrix 3Q10 – Diversified Portfolio

S\$million	S'pore	China ⁽¹⁾	Aust	Other Asia ⁽²⁾	Europe & Others	Total
CapitaLand Residential Singapore	2,129	-	-	-	-	2,129
CapitaLand China	-	7,243	-	-	-	7,243
CapitaLand Commercial	1,889	-	-	796	36	2,721
Ascott	1,266	551	223	663	979	3,682
CapitaLand Financial	108	14	18	66	49	255
CapitaMalls Asia	3,830	2,043	-	789	-	6,662
Others	3,881	23	4,370	180	26	8,480
Total	13,103	9,874	4,611	2,494	1,090	31,172

(1) China includes Macau & Hong Kong

(2) Excludes S'pore and China and includes projects in GCC

Highlights





Revenue YTD Sep10 underpinned by strong pre-sales

- **Started revenue recognition for The Wharf Residence in 3Q 2010**
- **Achieved S\$1.4b sales for YTD Sep 2010**
 - Sold about 520 residential units, mainly from Urban Suites and The Interlace
 - Average sales value of S\$2.7m/unit; higher than industry average of S\$1.55m/unit
- **Received Temporary Occupation Permit (TOP) in 3Q 2010**
 - The Seafront on Meyer (327 units)
 - Latitude (127 units)



Latitude



Healthy Singapore market fundamentals

- **Residential market to remain stable**
 - Demand supported by positive economic growth, low interest rate environment and high liquidity
 - Cooling measures aim to reduce speculation and encourage financial prudence
 - Home prices expected to remain steady or increase moderately
- **Projects to be launch-ready in 4Q2010**
 - Farrer Road development
 - The Nassim
- **Acquisition of prime Bedok Town Centre site**
 - Integrated development with approximately 500 apartments and a one-stop family shopping mall



Farrer Road development



The Nassim



Singapore - Stages of Construction Completion¹

PROJECT	Total Units	Units Launched	% Sold	% Completed
			As at Sept 2010	As at Sept 2010
Launched in 2007				
The Seafront on Meyer	327	327	97%	100%
Launched in 2008				
The Wharf Residence	186	186	97%	19%
Latitude	127	127	64%	100%
Launched in 2009				
The Interlace	1,040	590	93%	11%
Urban Suites	165	165	99%	7%

¹ Figures might not correspond with income recognition



Good residential sales performance in China

- **Sales of RMB3.3bn (S\$670m) YTD Sep10**
 - Sold 1,935 residential units YTD and over 700 in 3Q10
- **Former OODL projects achieved healthy sales**
 - In line with price expectations
 - The Pinnacle, Shanghai (Nanmatou site)
 - 98 units sold in 3Q10
 - 45% of 242 units released-to-date sold
 - Average selling price of RMB 30,000 psm
 - The Metropolis, Kunshan (Huaqiao site)
 - 209 units sold in 3Q10
 - 82% of 500 units released-to-date sold
 - Average selling price of RMB 11,000 psm
- **Sales of other projects picked up speed in 3Q10**
 - The Loft, Chengdu
 - 259 units sold in 3Q10
 - Foshan projects
 - 174 units sold in 3Q10



The Pinnacle, Pudong, Shanghai



The Metropolis, Kunshan, W. Shanghai



Stages of income recognition

PROJECT	Units Launched	Effective Stake %	% Sold ²	% Completed
			As at Sept 2010	As at Sept 2010
SHANGHAI				
The Metropolis	500 ³	70%	52%	65%
The Pinnacle	242 ³	80%	10%	30%
BEIJING				
The Pines	155 ¹	100%	100%	100%
La Capitale	313 ¹	100%	84%	100%
Beaufort – Phase 1	467 ¹	50%	100%	13%
CHENGDU				
The Loft	1,408	56%	70%	81%
NINGBO				
Summit Residences: Plot 3	150 ¹	50%	100%	100%
Summit Residences : Plot 4	452 ¹	50%	98%	100%
FOSHAN				
Riverside Ville	370	100%	57%	89%
The Riviera	208 ¹	100%	68%	97%
Beau Residences	468	100%	69%	83%

¹ Project fully launched

² % sold: units sold (S&P documentation fully completed) against units launched

³ Newly launched OODL projects – The Metropolis launched in Jun 10 & The Pinnacle launched in Aug 10



Continue to expand our China presence

- **Market outlook**

- Current measures aim to curb speculation and ensure market sustainability
- Demand underpinned by income growth, urbanisation and rising affluence

- **Projects slated for next 12 months**

- *New launches:*
Paragon (Luwan site in Shanghai),
Imperial Bay (Hangzhou)
- *New phases:*
The Metropolis (Kunshan in western Shanghai),
The Pinnacle (Shanghai), Beaufort (Beijing)



Paragon, Shanghai



Imperial Bay, Hangzhou



Robust Raffles City portfolio across China

- **2 operational Raffles City continue to perform well**
 - >90% occupancy for office and retail components
- **4 Raffles City under development progressing on track, with phased opening from**
 - Raffles City Chengdu : 2H 2011
 - Raffles City Ningbo : 2H 2012
 - Raffles City Hangzhou : 2H 2013
 - Raffles City Shenzhen : 2014



Raffles City
Shanghai



Raffles City Beijing



Raffles City Chengdu



Raffles City Ningbo



Raffles City Hangzhou



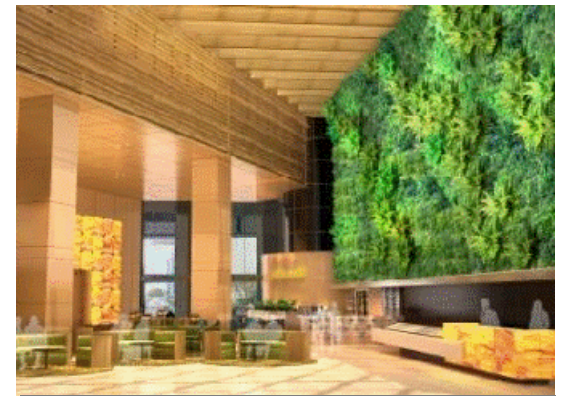
Raffles City Shenzhen

Positive outlook for commercial portfolio in S'pore

- **Strengthening office demand**
 - Office rents increased for 2 consecutive quarters
 - Core CBD occupancy up from 93.3% to 95.2% QoQ
- **CCT* continues resilient performance**
 - 3Q Distributable Income up 7.9% QoQ
 - 98% of '09 gross rental income already committed for 2010
 - Strong occupancies
 - Grade A offices near 100%; Portfolio 98.2%
- **Strategy for growth**
 - Unlock value of non-core assets to recycle capital
 - Actively source for good quality assets in Singapore
 - Grow new self-storage business via StorHub in S'pore and Asia
 - Extract value through proactive Asset Enhancement Initiatives
 - Six Battery Road asset enhancement starts in Nov10



Six Battery Road



Six Battery Road revitalised lobby with largest “green wall” in a S'pore office building

*CapitaCommercial Trust



Vietnam – Pipeline grown to over 4,500 apartments

- **Signed JVA in Oct10 for 5th residential project at District 9, Ho Chi Minh City**
 - Approx 500 units in affordable housing segment
- **3 projects under construction (~3,310 units)**
 - The Vista, Ho Chi Minh City (850 units)
 - Sold 74% (633 units)*
 - Expected completion: 2011
 - Mulberry Lane, Hanoi (~1,500 units)
 - Sold 73% (561) of 768 units launched*
 - Piling completed; superstructure works starting in Nov10
 - Beau Rivage, Ho Chi Minh City (962 units)
 - Obtained Project Approval in Aug10
 - Completed 50% of piling
 - Launch-ready by end-2010
- **Grow total assets from current S\$400m to S\$2bn over 3-5 years**



Mulberry Lane, Hanoi



Beau Rivage, Ho Chi Minh City

* As at 30 Sept10



Retail growth on track

- **Key retail indicators continue to grow**
 - Continued growth in shopper traffic and GTO¹
- **Capital recycling & acquisition**
 - Completed the sale of Clarke Quay to CMT for S\$268m
 - Successful listing of CMMT with net proceeds of S\$228m
 - Acquired prime Bedok Town Centre site in Singapore (Total development cost: ~S\$550m)
- **Three malls in China to open in 4Q10**



GFA: 54,165 sqm

Jinshui Mall, Zhengzhou



GFA: 146,843 sqm

Minhang Plaza, Shanghai



GFA: 38,093sqm

Xinxiang Mall, Xinxiang

¹ GTO: Gross Turnover



CapitaMalls Asia (CMA)

The Orchard Residences 90% sold

TOP on 6 October 2010





CapitaMalls Asia (CMA)

Singapore: ION Sky – 55th & 56th floor on top of ION Orchard





The Ascott Limited (Ascott)

Poised for growth

World's largest international serviced residence owner-operator

- **Transformation of Ascott Residence Trust (Ascott Reit)**
 - Divestment of 28 properties in Asia and Europe to Ascott Reit
 - Ascott Reit becomes bigger and stronger platform
 - Complements Ascott's global growth strategy to scale up to 40,000 apartment units by 2015
- **Increased financial capacity**
 - Divestment proceeds of S\$974m
 - Ready to capture new opportunities in Asia and Europe
- **Acquisition of Ascott Beijing for S\$213m**
 - To enhance and re-position for future strata-title sale
- **Improved business across most regions**
 - RevPAU growth driven by Asia

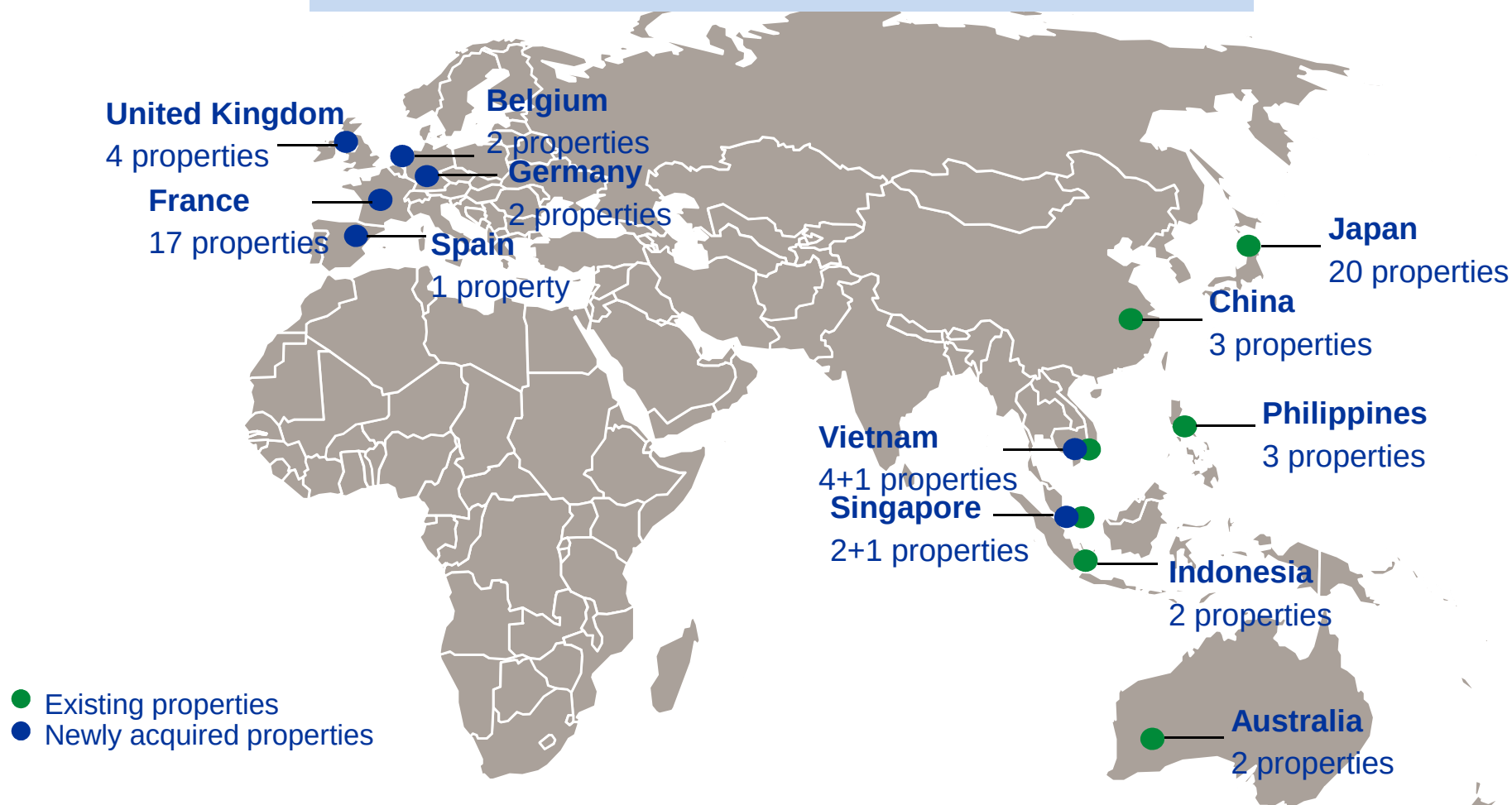


Somerset Hoa Binh Hanoi



Ascott Reit's size and footprint expanded significantly

S\$2.83bn portfolio value⁽¹⁾
6,432 apartment units in 64 properties
23 cities in 12 countries



(1) Based on Ascott' Reit's share of asset values as at 31 December 2009 (assuming the acquisition of 28 properties and divestment of Ascott Beijing were completed on 31 December 2009) and excludes Country Woods Jakarta which was divested w.e.f. 29 October 2010.

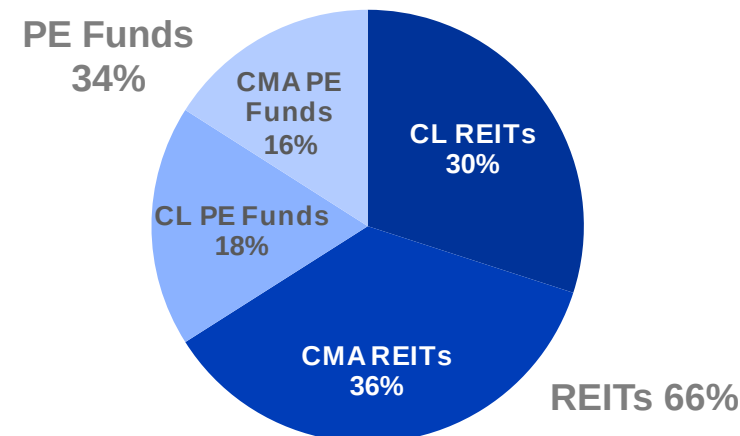


Growing fund management business

- Ascott Reit completed acquisition of Europe and Asia assets
- CapitaMalls Malaysia Trust listed on Bursa Malaysia on 16 July 2010
- Target to close Vietnam Development Fund by end-2010
- REITs under management show increase in Distribution Per Unit (DPU) for YTD Sep10

6 REITs and 15 private equity funds

Total AUM as at 3Q10: S\$28.2bn



REITs ¹	DPU	
	YTD Sep10	YoY Chng (%)
CMT	↑	6.8
CCT	↑	13.7
CRCT	↑	3.1
QCT	↑	4.0 ²

1) Excludes Ascott Reit due to issue of new units in 3Q10 and CapitaMalls Malaysia Trust which was listed on 16 July 2010

2) Based on earnings per unit



CapitaValue Homes (CVH)

New SBU in affordable housing

- Extended core residential business to include affordable housing sector in China and Vietnam





Opportunities in affordable housing in China and Vietnam

- 1 Escalation of property prices drives demand for Affordable Housing**
- 2 Real, non-speculative demand, driven by rapid urbanisation**
- 3 Ability to leverage on track record in property development and established local network**
- 4 Address a new market segment that is scalable**



Affordable Housing parameters

Target Market

- Homebuyers whose mortgage capacity are pegged to ~40% of household income level of the city (mortgage repayment / gross household income)
- First time home buyers

Product Differentiation

- Basic facilities (no swimming pool nor club house)
- Unit size: China - 90 sqm; Vietnam - 60 to 70sqm
- Standardised design

Key Drivers

- Scalability
- Fast inventory turnover
- Effective cost management



CapitaValue Homes (CVH)

New SBU for Affordable Housing



Not
CapitaLand's
market
segment

Premium
Housing

Mid to High End
Homes

Affordable
Housing

Mass Commodity
Homes

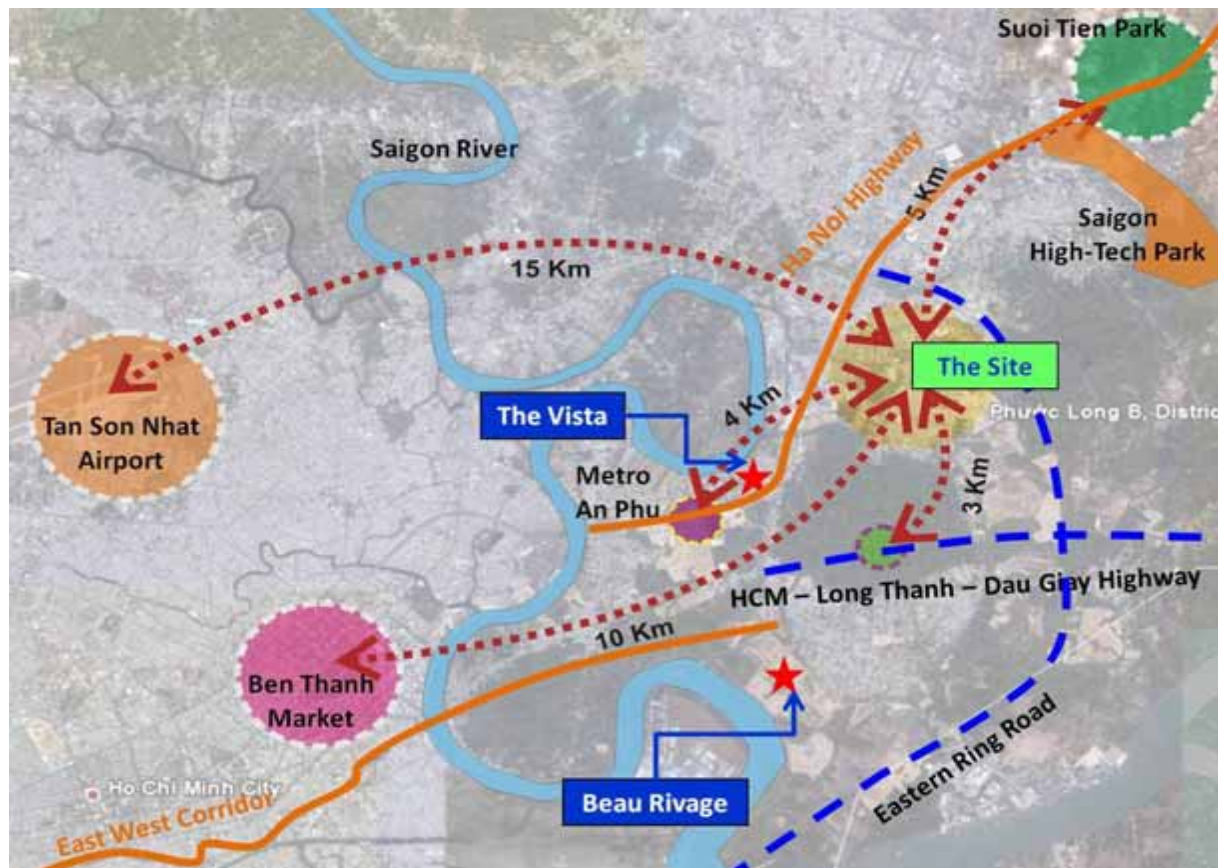
China:
Social Housing

Vietnam:
Economic
Housing



1st affordable housing project in Vietnam

- **Phuoc Long B Ward, Ho Chi Minh City (Dist 9)**
 - 70/30 JV with No Va Land Investment
 - Established populous area well served by amenities
 - 9,000 sqm site at city fringe to develop ~500 apartments





Potential site in Wuhan, China

- **Cai Dian, Wuhan (Hubei Province)**
 - Co-operative Agreement with Caidian District Government and Investment Framework Agreement with Chinese state owned enterprise
 - Located approximately 20km from city centre
 - 200,000sqm potential GFA to develop > 2,000 homes



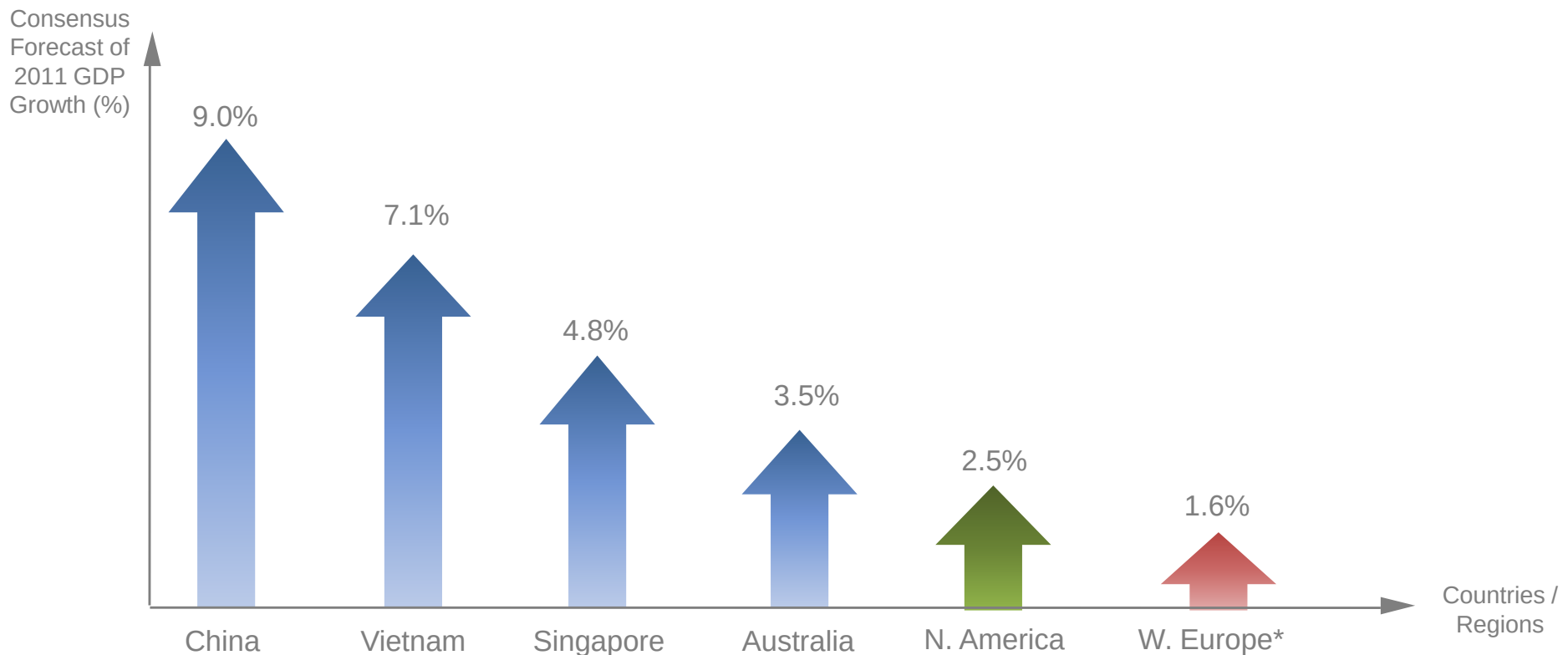
Going Forward





Asia growth to be stronger than the rest of the world

- Increasing economic activity, growing middle class, urbanization, rising consumerism and lower cost of capital



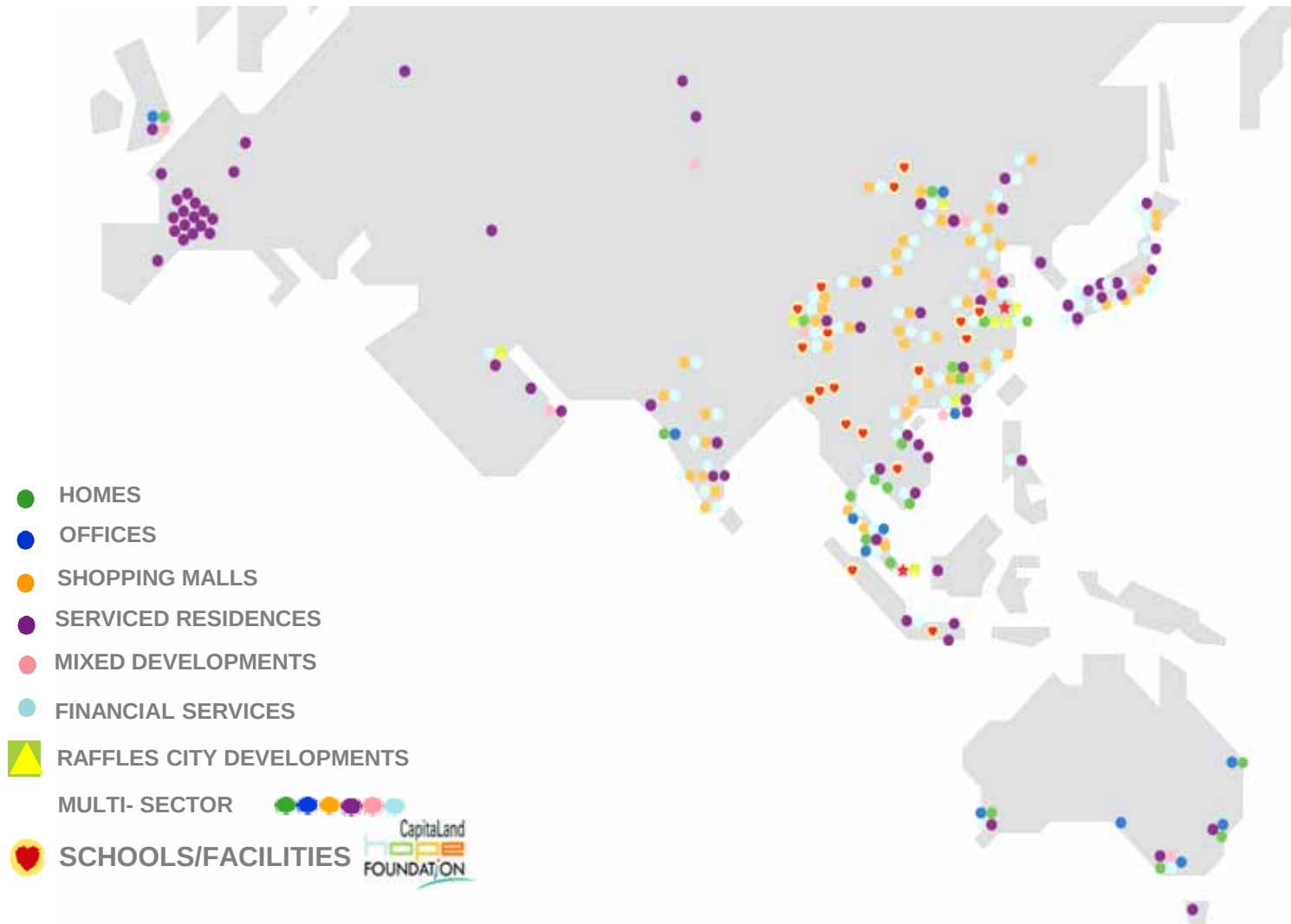
Source: Consensus Forecast (as at 11 October 2010) & IMF World Economic Outlook (October 2010)

* Includes the Czech Republic, Eurozone, Scandinavian countries, Switzerland and the UK.



Positioned for Asia's growth

- CapitaLand's multi-country and multi-sector presence to continue to benefit from Asia's growth





Executing the strategy

1

Grow China Business

Target 35-45% of CL's business

- ✓ Post OODL acquisition, China portfolio up to 35%
- ✓ Added new Raffles City in Shenzhen

2

Expand in Vietnam

Grow total assets from S\$400m to ~S\$2b over 3-5yrs

- ✓ 5 JVs with pipeline of 4,500 residential units
- ✓ Topped up 1st project, The Vista

3

Extend leadership in Pan-Asian shopping mall business

Target to grow China to 40% of CMA's business

- ✓ Successful IPO of CMA
- ✓ Listed 1st pure-play shopping mall REIT on Bursa Malaysia

4

Build Ascott's Global dominance

Target to grow to 40,000 units by 2015

- ✓ Sale of 28 properties in Asia & Europe to Ascott Reit
- ✓ To step-up investments in Europe and Asia

5

Increase presence in Singapore

Singapore transformation to a Global City

- ✓ Acquired prime Bedok Town Centre site for integrated development

6

Grow Financial Services Franchise

Open to new funds/JVs in Malaysia, China and Vietnam

- ✓ Upsized Raffles City China Fund to US\$1.18b

7

Expand into Affordable Housing

Tap into opportunities in China and Vietnam

- ✓ Secured 1st project in HCMC, Vietnam
- ✓ Identified site in Wuhan, China

Thank You

