

# **CAPITAMALLS ASIA LIMITED**

*Asia's Leading Shopping Mall Developer, Owner  
and Manager*



*Singapore • China • Malaysia • Japan • India*

**Presentation Slides for US NDR**  
**30 August – 2 September 2010**



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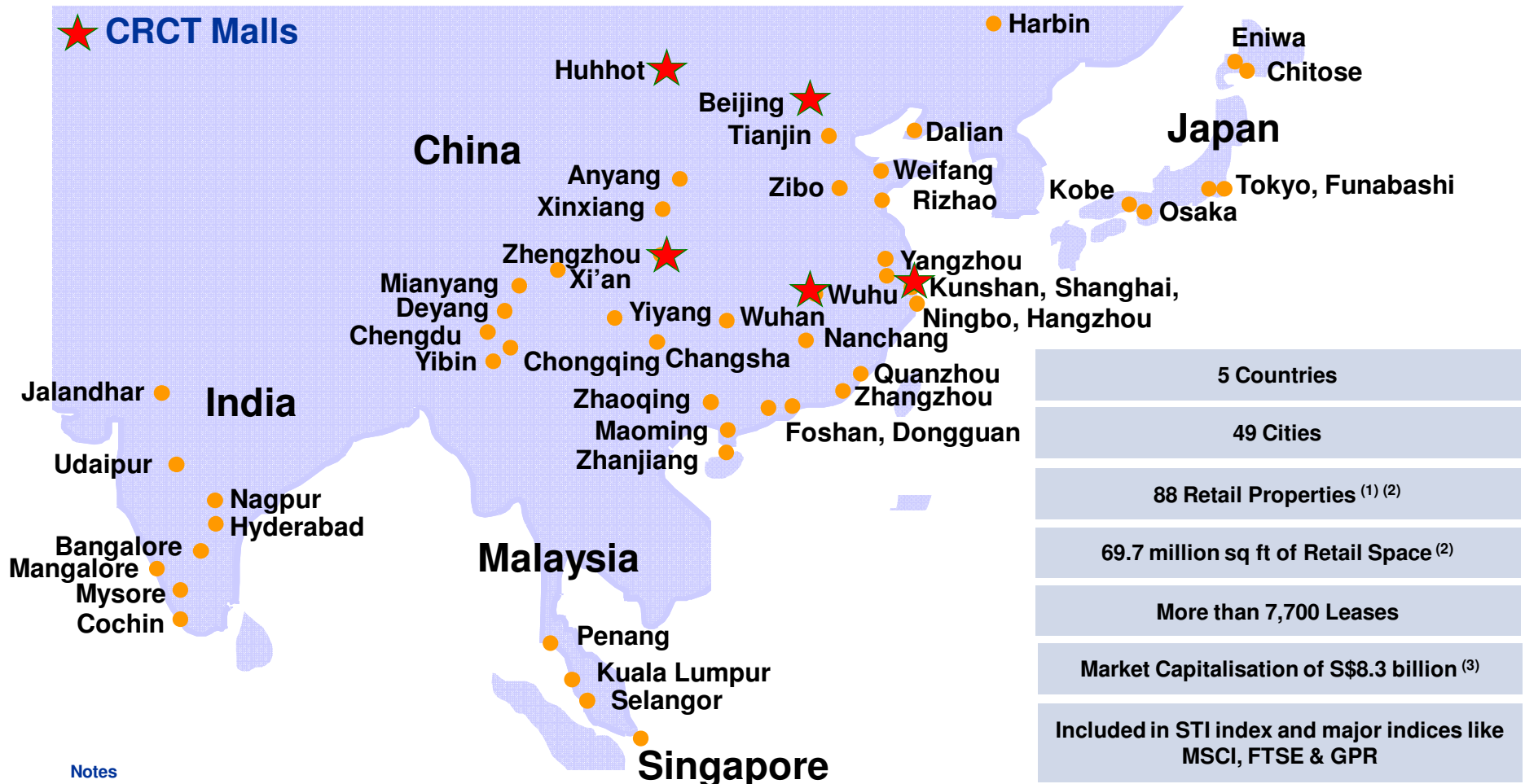
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# Asia's Leading Shopping Mall Developer, Owner and Manager

Pan-Asian Footprint Across 49 Cities in 5 Countries



## Notes

1. Assuming the Asset Swap and Divestment have been completed as at 31 December 2009. Excludes CMA's interest in Horizon Realty Fund, which CMA does not manage

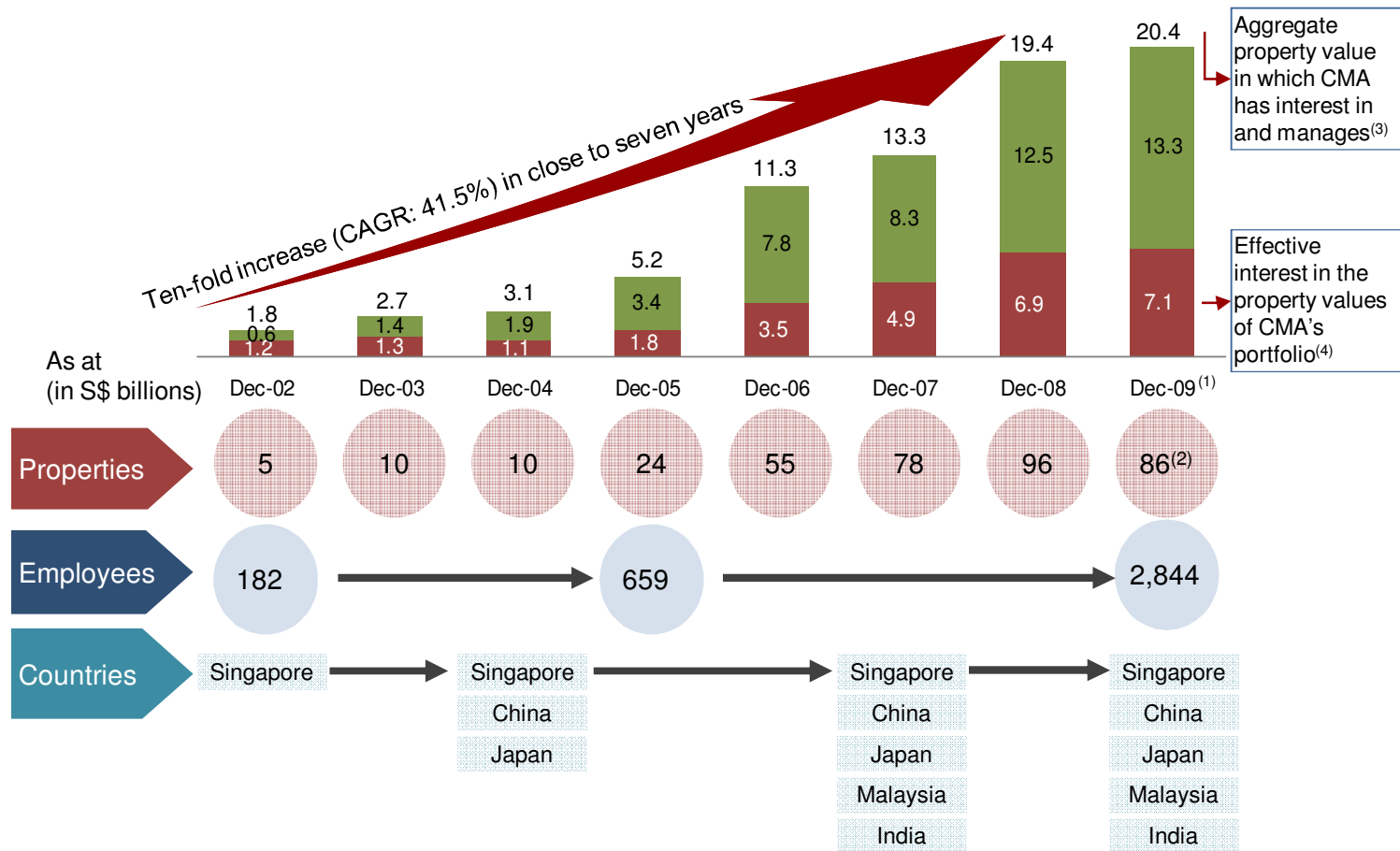
2. As at 30 June 2010

3. As at 6 August 2010



# Asia's Leading Shopping Mall Developer, Owner and Manager (Cont'd)

## Proven Track Record Since 2002



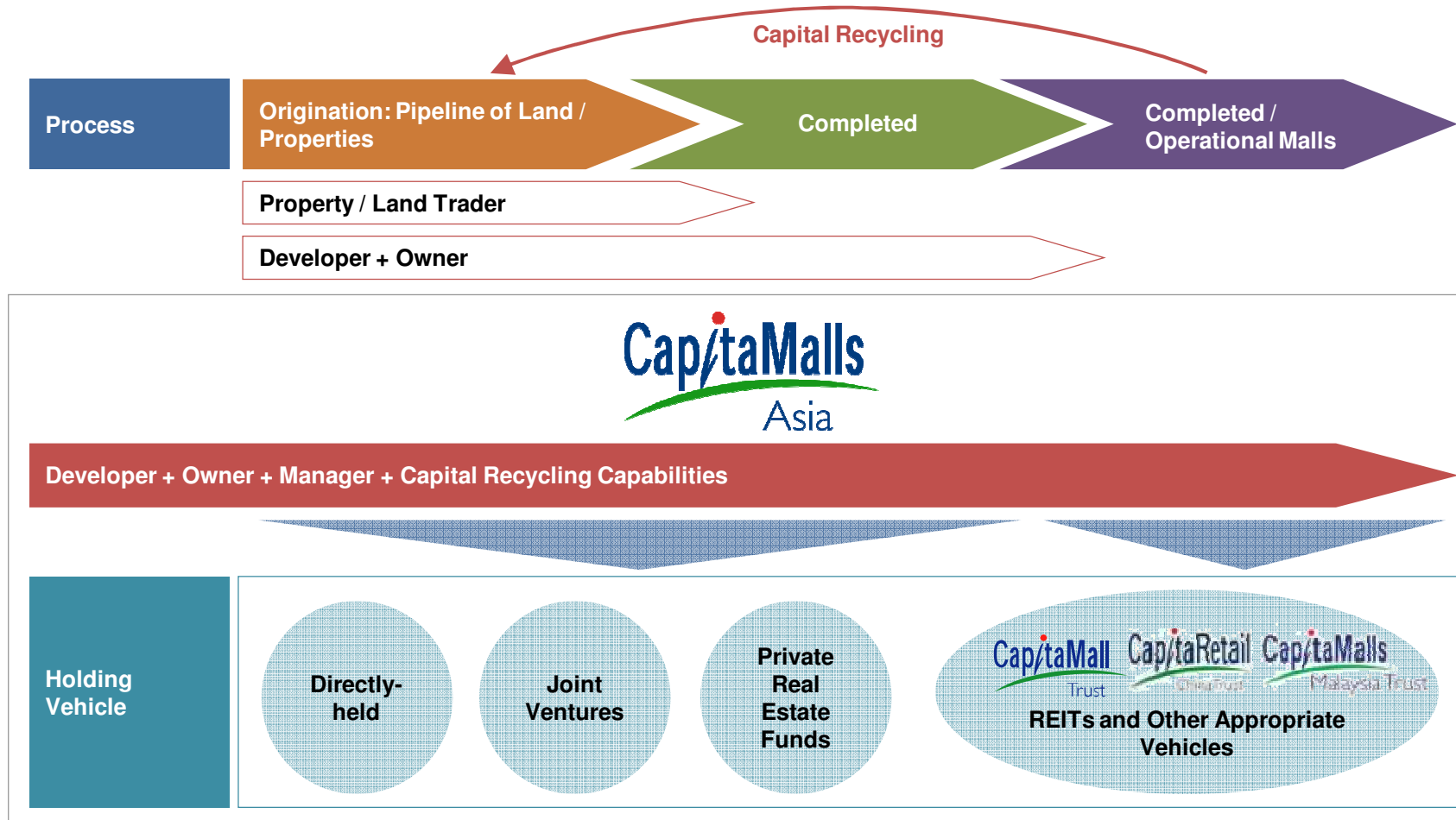
### Notes

1. Assuming the Asset Swap and Divestment have been completed as at 31 December 2009. Excludes CMA's interest in Horizon Realty Fund, which CMA does not manage
2. The decrease from 96 retail properties in 2008 to 86 properties as at 31 December 2009 is primarily due to the Corporate Reorganisation and the Asset Swap and Divestment
3. 100% basis refers to the aggregate property value of the properties in the portfolio (where the property value of each of the properties is taken in its entirety regardless of the extent of CMA's interest)
4. Effective interest refers to the property values proportionate to CMA's ownership interest in the properties



# CapitaMalls Asia's Business Model

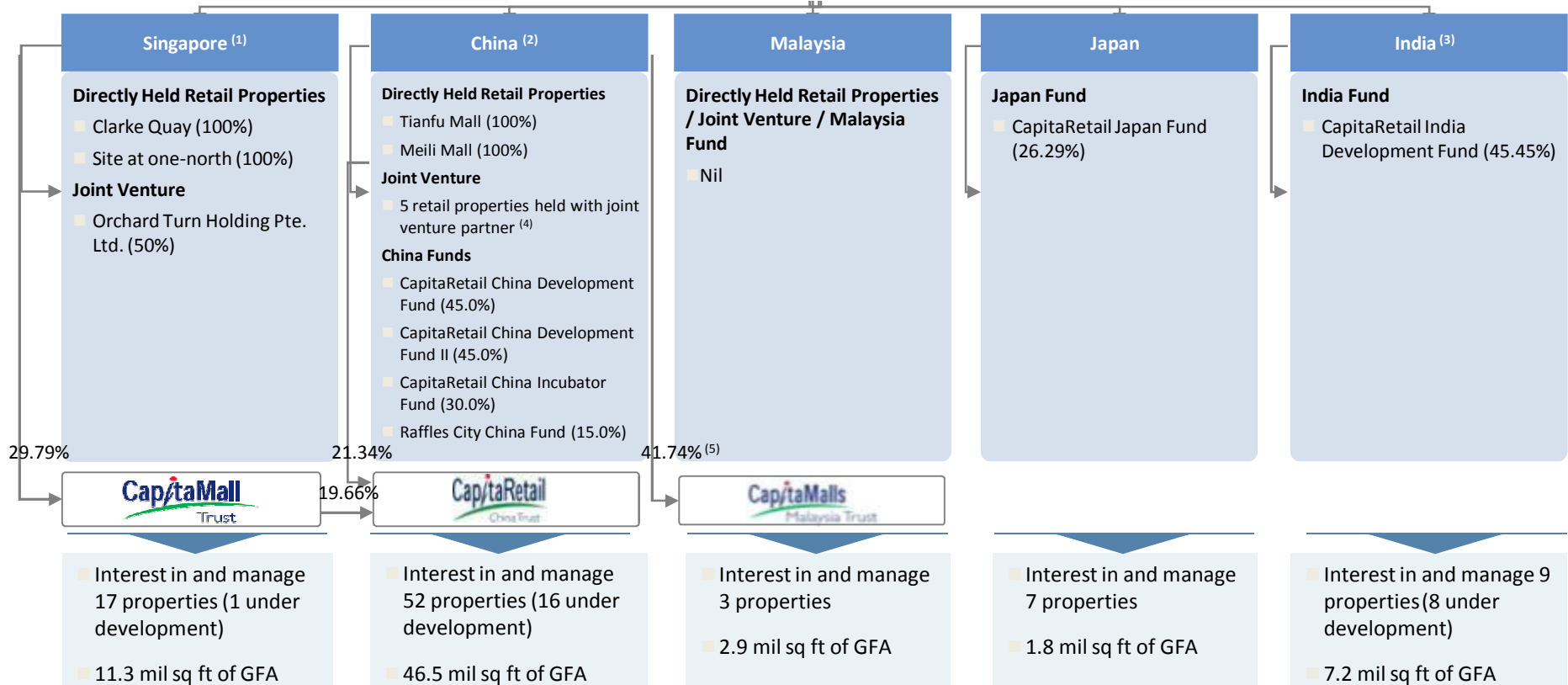
An Integrated Retail Real Estate Platform





# Overview of Business Structure

Asia's Leading Integrated Real Estate Company



**Note:** Our interests in properties, private real estate funds, CMT and CRCT are as at 30 June 2010. The number of retail properties and GFA (which is based on aggregate GFA of each property in its entirety) are as at 30 June 2010

1. Excludes VivoCity, Singapore, which we manage but in which we do not have any ownership interest

2. Assumes the Asset Swap and Divestment have been completed as at 31 December 2009

3. Excludes our interest in Horizon Reality Fund, which we do not manage

4. Includes five shopping malls that are held jointly by us and CapitaRetail China Development Fund

5. As at 31 July 2010

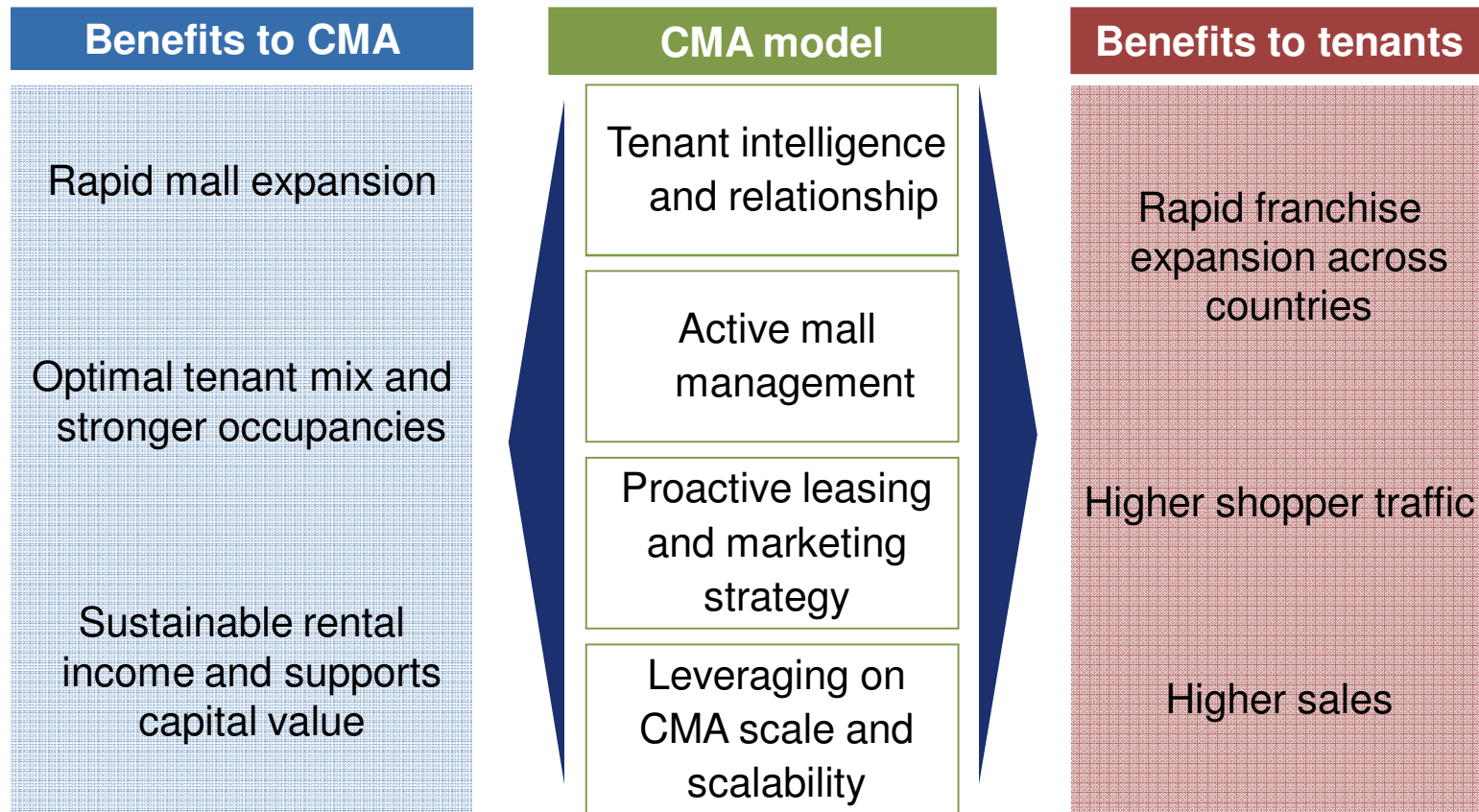
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# Diverse and Extensive Tenant Network

Extensive Network of International and Domestic Tenants with over 7,700 Leases





# Portfolio Details

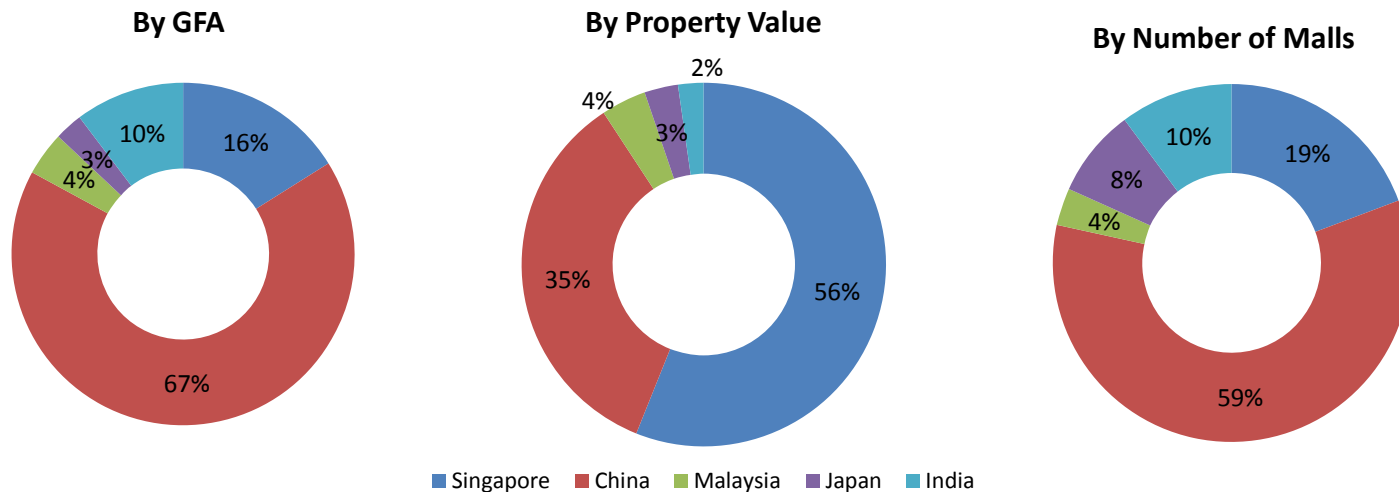






# Geographical Segments (100% Basis)

| As at 30 June 2010        | Singapore | China | Malaysia | Japan | India | Total |
|---------------------------|-----------|-------|----------|-------|-------|-------|
| GFA (mil sq ft)           | 11.3      | 46.5  | 2.9      | 1.8   | 7.2   | 69.7  |
| Property Value (S\$' bil) | 12.2      | 7.6   | 0.9      | 0.7   | 0.5   | 21.8  |
| No. of Malls              | 17        | 52    | 3        | 7     | 9     | 88    |





# Total of 88 Properties

## Inclusion of Raffles City Ningbo, China

| Countries    | No. of Properties <sup>1</sup> |                               |                               |                                        |                    |
|--------------|--------------------------------|-------------------------------|-------------------------------|----------------------------------------|--------------------|
|              | Completed <sup>2</sup>         | Target for completion in 2010 | Target for completion in 2011 | Target for completion in 2012 & beyond | Total <sup>3</sup> |
| Singapore    | 16                             | -                             | -                             | 1                                      | 17                 |
| China        | 36                             | 3                             | 5                             | 8                                      | 52                 |
| Malaysia     | 3                              | -                             | -                             | -                                      | 3                  |
| Japan        | 7                              | -                             | -                             | -                                      | 7                  |
| India        | 1                              | 1                             | -                             | 7                                      | 9                  |
| <b>Total</b> | <b>63</b>                      | <b>4</b>                      | <b>5</b>                      | <b>16</b>                              | <b>88</b>          |

(1) Assuming the Asset Swap and Divestment have been completed as at 31 Dec 2009.

(2) Refers to properties that were completed as at 30 Jun 2010

(3) As at 30 Jun 2010



# Performance of Operational Malls

(opened for more than one year)

|                   | 1H 2009                                                              |                                               | 1H 2010                                                              |                                                                      |                                               |
|-------------------|----------------------------------------------------------------------|-----------------------------------------------|----------------------------------------------------------------------|----------------------------------------------------------------------|-----------------------------------------------|
|                   | NPI Yield for 1H09 based on valuation as at 30 Jun 09 <sup>(1)</sup> | Occupancy Rate as at 30 Jun 09 <sup>(2)</sup> | NPI Yield for 1H10 based on valuation as at 30 Jun 10 <sup>(1)</sup> | NPI Yield for 1H10 based on valuation as at 30 Jun 09 <sup>(1)</sup> | Occupancy Rate as at 30 Jun 10 <sup>(2)</sup> |
| Singapore         | 5.5%                                                                 | 99.1%                                         | 5.9%                                                                 | <b>5.8%</b>                                                          | 99.3%                                         |
| China             | 5.7%                                                                 | 93.5%                                         | 5.8%                                                                 | <b>6.3%</b>                                                          | 92.1%                                         |
| China (excl CRCT) | 5.3%                                                                 | 92.2%                                         | 5.4%                                                                 | <b>6.0%</b>                                                          | 90.1%                                         |
| Malaysia          | 6.4%                                                                 | 98.7%                                         | 6.5%                                                                 | <b>6.7%</b>                                                          | 98.8%                                         |
| Japan             | 3.9%                                                                 | 78.7%                                         | 3.5%                                                                 | <b>3.3%</b>                                                          | 93.5%                                         |
| India             | N.A.                                                                 | N.A.                                          | 6.0%                                                                 | <b>N.A.</b>                                                          | 91.5%                                         |

Note: The table above excludes completed malls but were operational for less than a year as at Jun 09 and Jun 10 respectively. The above figures are on a 100% basis, where NPI yield and occupancy of each mall is taken in its entirety regardless of our interest.

(1) Refers to weighted average yield of our operational malls, computed by using the annualised net property income.

(2) Refers to the weighted average committed occupancy rate.



## **NPI Grew 28% in 1H 2010 vs 1H 2009 (100% Basis)**

| <b>Country (S\$ mil)</b> | <b>1H 2009</b> | <b>1H 2010</b> | <b>Change (%)</b> |
|--------------------------|----------------|----------------|-------------------|
| <b>Singapore</b>         | <b>235</b>     | <b>318</b>     | <b>35</b>         |
| <b>China</b>             | <b>96</b>      | <b>114</b>     | <b>19</b>         |
| <b>Malaysia</b>          | <b>27</b>      | <b>28</b>      | <b>5</b>          |
| <b>Japan</b>             | <b>14</b>      | <b>11</b>      | <b>(18)</b>       |
| <b>India</b>             | <b>-</b>       | <b>2</b>       | <b>N.A.</b>       |
| <b>TOTAL</b>             | <b>371</b>     | <b>473</b>     | <b>28</b>         |

The above figures are on a 100% basis, where NPI of each mall is taken in its entirety regardless of our interest.



## **NPI Grew 38% in 1H 2010 vs 1H 2009 (CMA's effective stake)**

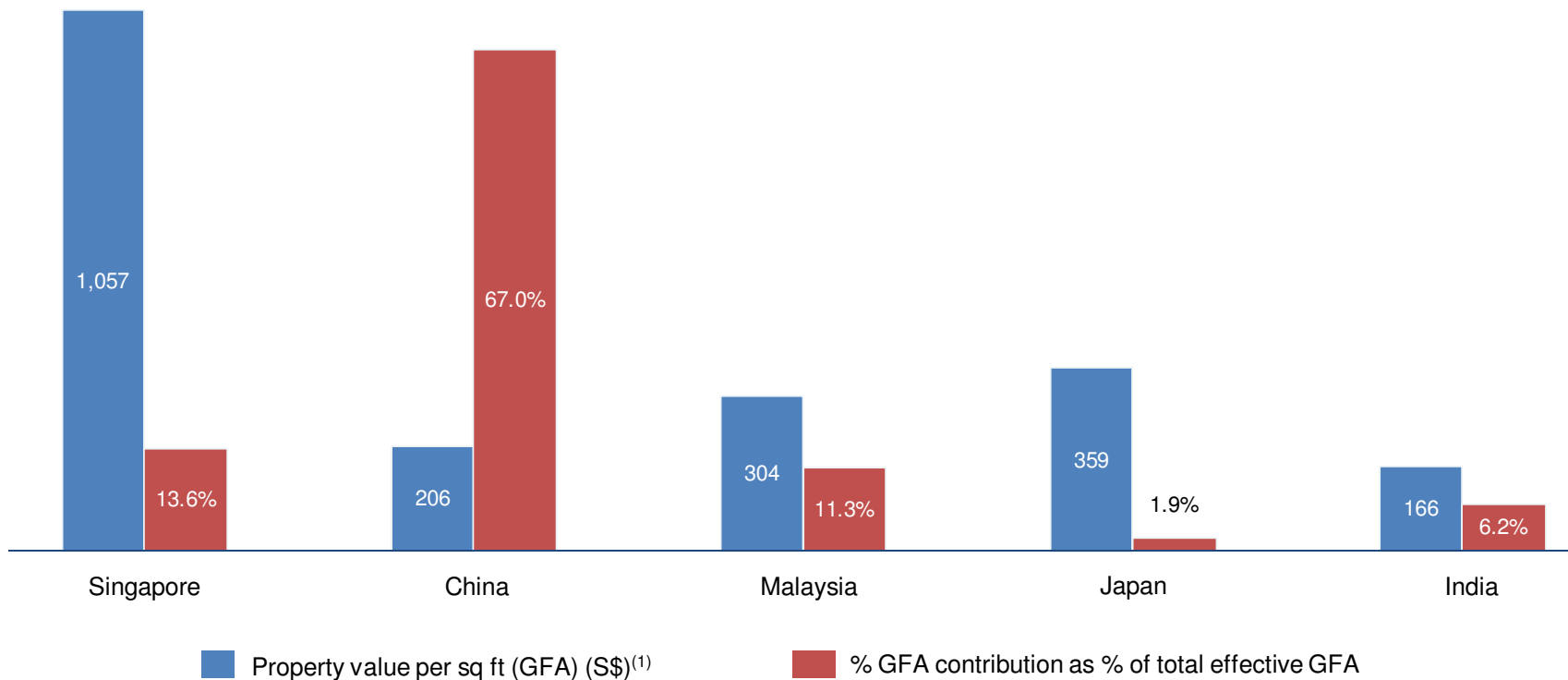
| <b>Country (S\$ mil)</b> | <b>1H 2009</b> | <b>1H 2010</b> | <b>Change (%)</b> |
|--------------------------|----------------|----------------|-------------------|
| <b>Singapore</b>         | <b>64</b>      | <b>101</b>     | <b>59</b>         |
| <b>China</b>             | <b>23</b>      | <b>29</b>      | <b>25</b>         |
| <b>Malaysia</b>          | <b>27</b>      | <b>28</b>      | <b>5</b>          |
| <b>Japan</b>             | <b>4</b>       | <b>3</b>       | <b>(18)</b>       |
| <b>India</b>             | <b>-</b>       | <b>0.3</b>     | <b>N.A.</b>       |
| <b>TOTAL</b>             | <b>117</b>     | <b>161</b>     | <b>38</b>         |

The above figures are based on CMA's effective stake in our operational malls.



# Strong Growth Potential in Property Valuation

Valuations in China still a Fraction of that in Singapore

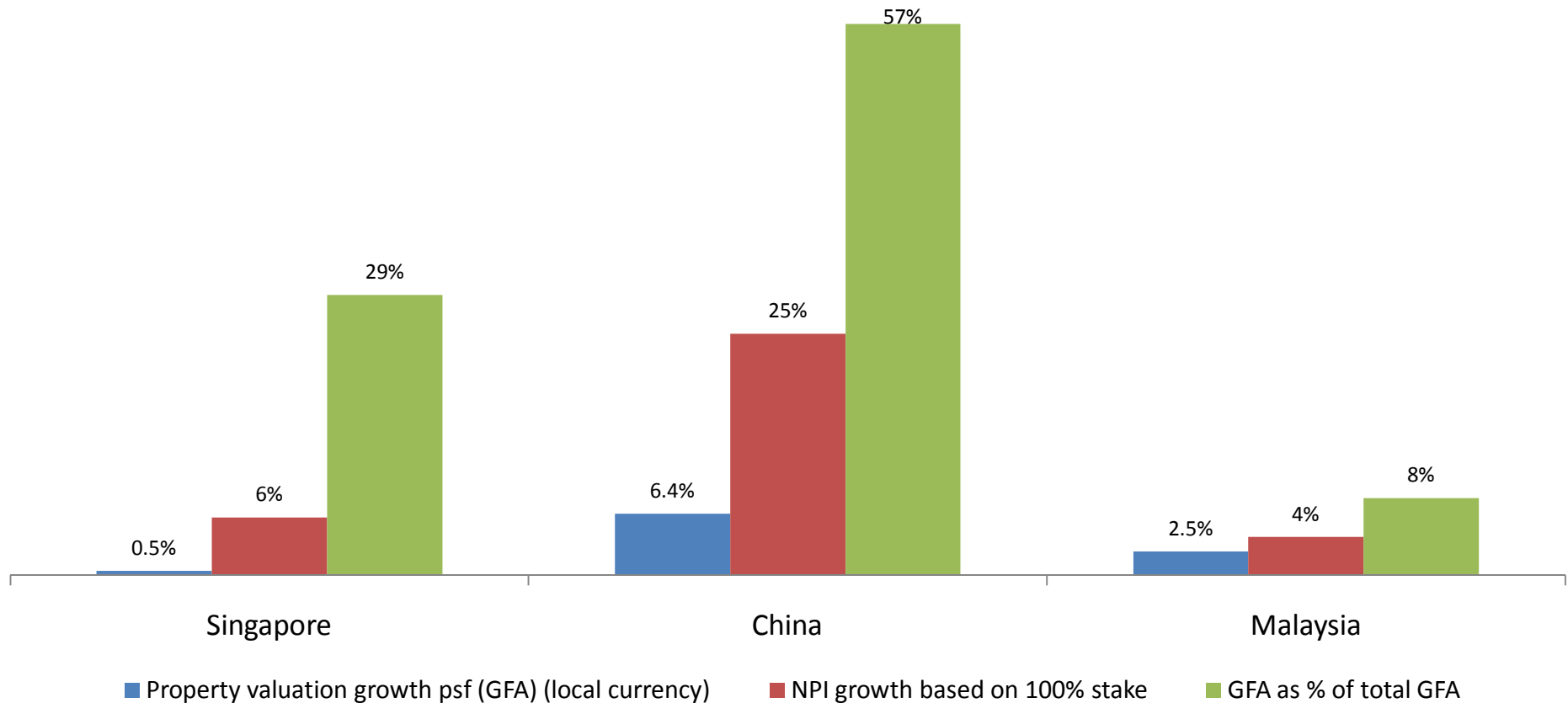


Notes: Relates to properties that were completed as at 30 June 2010. It assumes that the Corporate Reorganisation and the Asset Swap and Divestment have been completed as at 31 Dec 2010.

<sup>(1)</sup> 100% basis refers to the aggregate property values and GFA of the properties in the portfolio (where the property value and GFA of each of the properties is taken in its entirety regardless of the extent of CMA's interest)



# Valuation Increase Supported by Strong NPI Growth



Notes: Changes in property values psf and NPI (both in local currency) for 1H 2010 vs 1H 2009. Portfolio relates to properties that were completed as at 30 Jan 2009 and taken as 100% basis (refers to the aggregate property values, NPI and GFA of the properties in the portfolio)





## China: Opening of Three Malls



11 Jun: Aidemengdun Mall, Harbin



11 Jun: Aidemengdun Mall, Harbin



28 Apr: Cuiwei Mall, Beijing



18 Mar: Anyang Mall, Anyang



# Malaysia: Listing of CapitaMalls Malaysia Trust

Listed on 16 July 2010 on Bursa Malaysia with a Market Capitalisation of RM1.3 bil

Gurney Plaza,  
Penang<sup>1</sup>



Sungei Wang  
Plaza<sup>2</sup>, Kuala  
Lumpur



The Mines,  
Selangor



- NLA: 1,877,536 sq ft<sup>3</sup>
- Occupancy: 97.4%<sup>3</sup>
- Valuation: RM2,054 million<sup>4</sup>

✓ Tapping local capital from Malaysia  
(~70% domestic funds)<sup>5</sup>

✓ Further expand our franchise and leasing  
network in Malaysia

✓ Enlarge our fee management business

✓ To Set Up a Malaysia Fund (~RM 1.0 bil) for  
future developments/acquisitions

<sup>1</sup> Excludes Gurney Plaza Extension.

<sup>2</sup> CMMT has interest in approximately 61.9% of the aggregate retail floor area of Sungei Wang Plaza and approximately 1,298 car park bays within Sungei Wang Plaza. All information in this presentation pertains solely to CMMT's strata area.

<sup>3</sup> As at 30 April 2010.

<sup>4</sup> Based on desktop valuations of Gurney Plaza, Sungei Wang Plaza Property and The Mines as at 30 June 2010, 1 June 2010 and 1 June 2010 respectively, commissioned by CMA.

<sup>5</sup> Based on free float.

# Case Studies





# Singapore: ION Orchard

- Opened in October 2009, a 50:50 joint-venture with Hong Kong's Sun Hung Kai
- Yield on cost of 8.5% as at 30 Jun 2010
- Landmark retail development that transformed the Orchard Road shopping belt landscape
- More than 70% new to market and flagship concepts, including leading brands, e.g. LV, Cartier, Prada
- Well-committed with more than 97% leased with more than 3.5 million visitors per month
- GFA: 940,139 sq ft, NLA: 642,537 sq ft



Project  
IRR:  
16%

Note: Computation of after tax project IRR assuming 31 Dec 09 market valuation as its exit value in 2009

Presentation Slides of US NDR \*30 Aug – 2 Sep 2010\*





## Singapore: IMM

- Acquired by CMT in 2003 at S\$247.4m
- Yield on cost has improved from 8.4% at acquisition to 12.1% as at 30 Jun 2010
- Constructed 2-storey retail annex over open-air car park and optimised retail space
- Increased retail space of 53,700 sq ft
- More than doubled NPI from S\$22.3 m in 2002 to S\$47.2 m in 2008
- Valuation more than doubled, from S\$280.0 m in 2003 to S\$644.0 m in 2009
- GFA: 1,426,166 sq ft, NLA: 942,012 sq ft



**Project  
IRR:  
18%**

Note: Computation of after tax project IRR assuming 31 Dec 09 market valuation as its exit value in 2009



## China: Xizhimen Mall, Beijing

- Acquired Xizhimen Mall in 2006 for S\$192.0m.
- Situated at one of only two inter-modal, multi-level public transport hub in Beijing with MRT ,LRT, national rail and major bus routes
- Daily commuter traffic of 300,000 on weekdays and 600,000 on weekends
- Acquired Phase 2 in 2008, basement extension providing direct connectivity to adjacent MRT
- GFA: 83,074 sq ft, NLA: 48,805 sq ft



Project  
IRR:  
15%

Note: After tax project IRR achieved after disposal to CRCT in 2008

Presentation Slides of US NDR \*30 Aug – 2 Sep 2010\*



# Malaysia: Sungei Wang Plaza Property

- Acquired by CMA in 2008 for RM595 m
- One of the pioneer and premier shopping malls in KL's central business district
- Acquired by CMMT from CMA in 2010 for RM724 m, CMMT owns 205 strata parcels within Sungei Wang Plaza representing approx 62.8% of voting rights
- GFA: 511,107 sq ft, NLA : 450,520 sq ft
  - Representing approx 61.9% of aggregate retail floor area of Sungei Wang Plaza



Project  
IRR:  
25%

Note: Computation of after tax project IRR assuming 31 Dec 09 market valuation as its exit value in 2009



# Valuation of Properties







# June 2010 Valuation Highlights

- **Singapore**

- Atrium@Orchard lower rental outlook resulted in a loss of (S\$38M); rest of CMT showed marginal increase of +S\$4M
- ION increased from S\$3,951 psf to S\$4,074 psf, +S\$40M to CMA

- **China**

- Improved market conditions in China coupled with increased NPIs resulted in broad valuation increases, especially for the completed malls

- **Malaysia**

- Sungei Wang contributed +S\$6.1M from improved NPI but offset by Gurney Plaza (S\$7.4M) cap rate expansion of 80bps

- **Japan**

- Suffered valuation loss of (S\$8.6M) mainly because of lower rental rates and occupancy at Vivit Square and Ito-Yokado Enima



# Valuation Gain/ (Loss) by Country 1H 2010

|                                                       | 1H 2010      | 2H 2009      | 1H2009        |
|-------------------------------------------------------|--------------|--------------|---------------|
| <b>Valuation gain/(loss) - Singapore Properties</b>   |              |              |               |
| - Clarke Quay                                         | 3.7          | 1.0          | (8.6)         |
| - CapitaMall Trust ("CMT")                            | (33.5)       | (8.0)        | (79.4)        |
| - ION Orchard                                         | 39.6         | 44.0         | 358.0         |
| - One-North                                           | 0.0          | -            | (109.0)       |
|                                                       | <b>9.8</b>   | <b>37.0</b>  | <b>161.0</b>  |
| <b>Valuation gain/(loss) - Overseas Properties</b>    |              |              |               |
| China                                                 |              |              |               |
| - 6 Malls held directly                               | 6.6          | 5.0          | (0.1)         |
| - CapitaRetail China Trust ("CRCT")                   | 2.6          | 3.0          | (1.8)         |
| - CapitaRetail China Development Fund ("CRCDF")       | 2.3          | (3.0)        | 3.5           |
| - CapitaRetail China Development Fund II ("CRCDF II") | 7.8          | 11.0         | (10.1)        |
| - CapitaRetail China Incubator Fund ("CRCIF")         | 0.3          | 2.0          | (1.9)         |
|                                                       | <b>19.7</b>  | <b>18.0</b>  | <b>(10.4)</b> |
| Malaysia                                              |              |              |               |
| - 3 Malls held directly                               | <b>0.5</b>   | <b>2.0</b>   | <b>(0.4)</b>  |
| Japan                                                 |              |              |               |
| - CapitaRetail Japan Fund ("CRJF")                    | <b>(8.6)</b> | <b>(4.0)</b> | <b>(18.0)</b> |
| India                                                 |              |              |               |
| - CapitaRetail India Development Fund ("CRIDF")       | <b>(1.8)</b> | <b>(8.0)</b> | <b>0.1</b>    |
|                                                       | <b>9.7</b>   | <b>8.0</b>   | <b>(28.7)</b> |
|                                                       |              |              |               |
|                                                       | <b>19.5</b>  | <b>45.0</b>  | <b>132.3</b>  |

**Note: Valuation Gain /(Loss) above are net of tax and non-controlling interests.**



# 1H 2010 Valuation Details

| Listed                                                | S\$M  | S\$M    |                                                                                                |
|-------------------------------------------------------|-------|---------|------------------------------------------------------------------------------------------------|
| - CapitaMall Trust ("CMT")                            |       | (33.50) |  (S\$30.9M) |
| - CapitaRetail China Trust ("CRCT")                   |       | 2.60    |                                                                                                |
| Privately Held                                        |       |         |                                                                                                |
| Singapore                                             |       | 43.30   |  S\$50.4M  |
| - Clarke Quay                                         | 3.70  |         |                                                                                                |
| - ION Orchard                                         | 39.60 |         |                                                                                                |
| - One-North                                           | 0.00  |         |                                                                                                |
| China                                                 |       | 17.00   |                                                                                                |
| - Six Malls held directly                             |       |         |                                                                                                |
| - CapitaRetail China Development Fund ("CRCDF")       |       |         |                                                                                                |
| - CapitaRetail China Development Fund II ("CRCDF II") |       |         |                                                                                                |
| - CapitaRetail China Incubator Fund ("CRCIF")         |       |         |                                                                                                |
| Malaysia                                              |       |         |                                                                                                |
| - Three Malls held directly                           |       | 0.50    |                                                                                                |
| Japan                                                 |       |         |                                                                                                |
| - CapitaRetail Japan Fund ("CRJF")                    |       | (8.60)  |                                                                                                |
| India                                                 |       |         |                                                                                                |
| - CapitaRetail India Development Fund ("CRIDF")       |       | (1.80)  |                                                                                                |

**Note: Revaluations are net of tax and minority interests.**

# 1H 2010 Financial Performance





# 1H 2010 Financial Results

| (S\$ million)           | Actual<br>1H 2010 | Actual<br>1H 2009 | Change<br>% |
|-------------------------|-------------------|-------------------|-------------|
| <b>Rev under mgt</b>    | 899.9             | 637.6             | 41.1        |
| <b>Revenue</b>          | 147.6             | 108.3             | 36.4        |
| <b>EBIT</b>             | 232.3             | 224.4             | 3.6         |
| <b>PATMI</b>            | 209.8             | 158.6             | 32.3        |
| <b>Revaluations</b>     | 19.5              | 132.3             | (85.3)      |
| <b>PATMI excl reval</b> | 190.3             | 26.3              | 623.8       |

\*1H2009 based on actual; not restated to restructuring and recapitalisation.



# 1H 2010 EBIT Contribution

| (S\$ million)    |                          | 1H 2010 EBIT contribution by country |       |          |       |       |       |
|------------------|--------------------------|--------------------------------------|-------|----------|-------|-------|-------|
|                  |                          | Singapore                            | China | Malaysia | Japan | India | Total |
| Subsidiaries     | EBIT                     |                                      |       |          |       |       |       |
|                  | Property Income          | 7                                    | 8     | 27       | 0     | 0     | 42    |
|                  | Disposals Gains/Losses   | 3                                    | 0     | 0        | 0     | 0     | 3     |
|                  | Revaluation              | 4                                    | 9     | 0        | 0     | 0     | 13    |
|                  | Management Fee Business  | 28                                   | 4     | (1)      | 0     | 1     | 32    |
|                  | Foreign Exchange         | 1                                    | 2     | 8        | (1)   | 0     | 10    |
|                  | Others                   | (20)                                 | 4     | 0        | 0     | 0     | (16)  |
| JCE & Associates | Share of Results         |                                      |       |          |       |       |       |
|                  | Development Profit       | 91                                   | 0     | 0        | 0     | 0     | 91    |
|                  | Property Income          | 55                                   | (3)   | 0        | 2     | (2)   | 52    |
|                  | Disposals Gains/Losses   | 0                                    | 0     | 0        | 0     | 0     | 0     |
|                  | Revaluation - Excl REITs | 40                                   | 10    | 0        | (9)   | (2)   | 39    |
|                  | Revaluation - REITs      | (34)                                 | 3     | 0        | 0     | 0     | (31)  |
|                  | Foreign Exchange         | 0                                    | (3)   | 0        | 0     | 0     | (3)   |
| Total            |                          | 175                                  | 34    | 34       | (8)   | (3)   | 232   |



# Financial Position & Capital Management





# Group Balance Sheet

| Subsidiaries                                 | (S\$ million)                  | 30 Jun 2010 | 31 Dec 2009 |
|----------------------------------------------|--------------------------------|-------------|-------------|
| Clarke Quay<br>Malaysia malls<br>China malls | ■ Investment Properties        | 1,440.9     | 1,378.5     |
| One-North, Tianfu Mall                       | ■ Properties Under Development | 223.1       | 127.7       |
| <b>JCEs &amp; Associates</b>                 |                                |             |             |
| The Orchard Residences<br>ION Orchard        | ■ Jointly-Controlled Entities  | 952.2       | 794.8       |
| CMT                                          | ■ Associates                   | 1,480.6     | 1,521.4     |
| CRCT                                         |                                | 149.0       | 142.9       |
| Private Funds & Others                       |                                | 1,218.6     | 1,335.1     |
| <b>Other Assets</b>                          | ■ Cash & Cash Equivalents      | 613.4       | 544.3       |
|                                              | ■ Other Investments            | 244.9       | 201.0       |
|                                              | ■ Other Assets                 | 359.6       | 450.7       |
|                                              | <b>Total Assets</b>            | 6,682.3     | 6,496.4     |
| <b>Liabilities</b>                           | ■ Other Liabilities            | 284.7       | 480.6       |
|                                              | ■ Debt                         | 666.4       | 502.9       |
|                                              | <b>NAV</b>                     | 5,731.2     | 5,512.9     |



## Balance Sheet & Liquidity Position

|                               | 30 Jun 10    | 31 Mar10     | Change        |
|-------------------------------|--------------|--------------|---------------|
| <b>Equity (S\$mil)</b>        | <b>5,731</b> | <b>5,637</b> | <b>2%</b>     |
| <b>Cash (S\$mil)</b>          | <b>613</b>   | <b>532</b>   | <b>15%</b>    |
| <b>Net Debt (S\$mil)</b>      | <b>53</b>    | <b>- (1)</b> | <b>N.M.</b>   |
| <b>Net Debt/Equity</b>        | <b>0.01</b>  | <b>- (1)</b> | <b>N.M.</b>   |
| <b>% Fixed Rate Debt</b>      | <b>9.5%</b>  | <b>12%</b>   | <b>-2.5%</b>  |
| <b>Ave Debt Maturity (Yr)</b> | <b>1.57</b>  | <b>1.82</b>  | <b>-13.7%</b> |

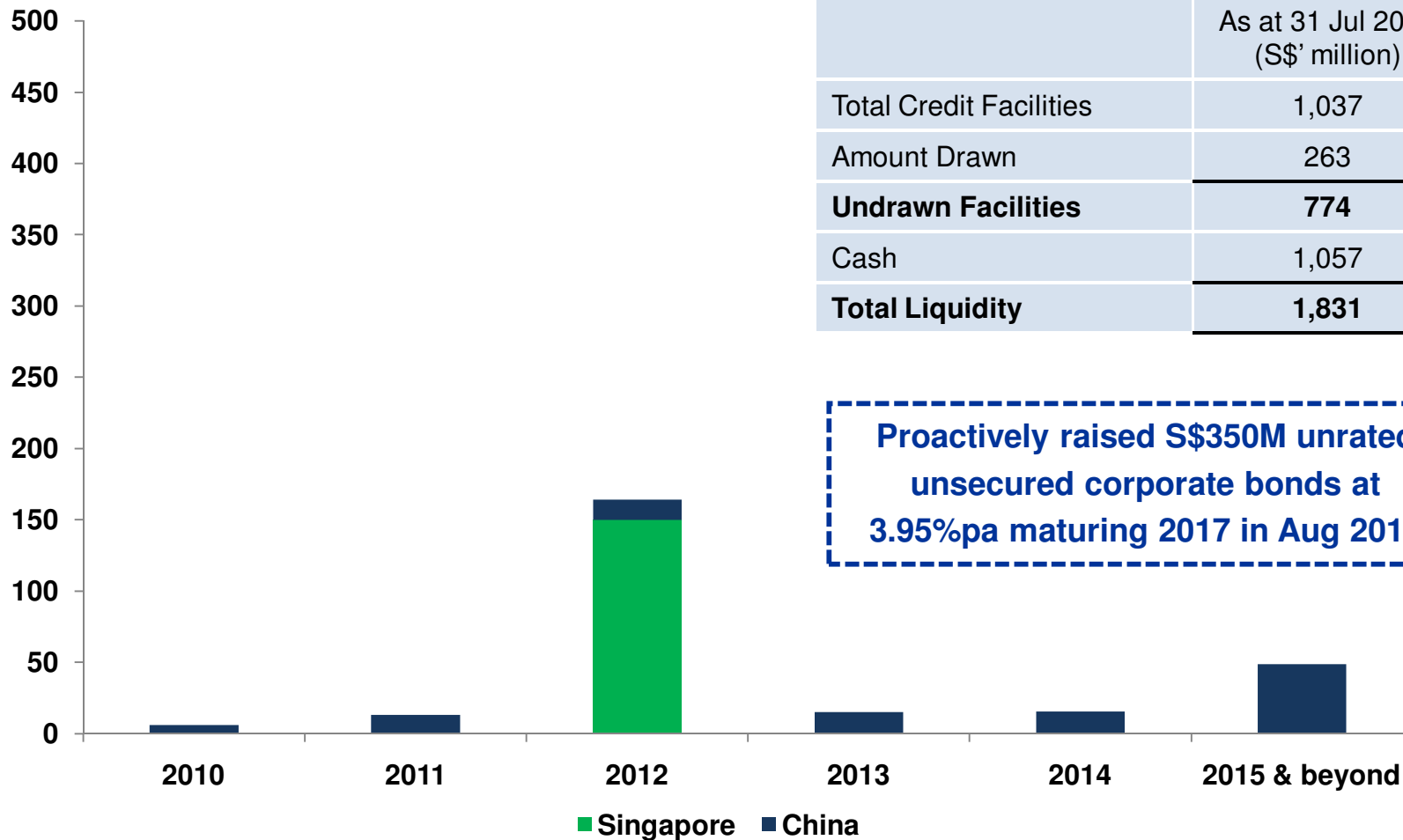
<sup>1</sup> Net cash position



# Group Debt Maturity Profile

## High Debt Capacity and Liquidity

S\$ million



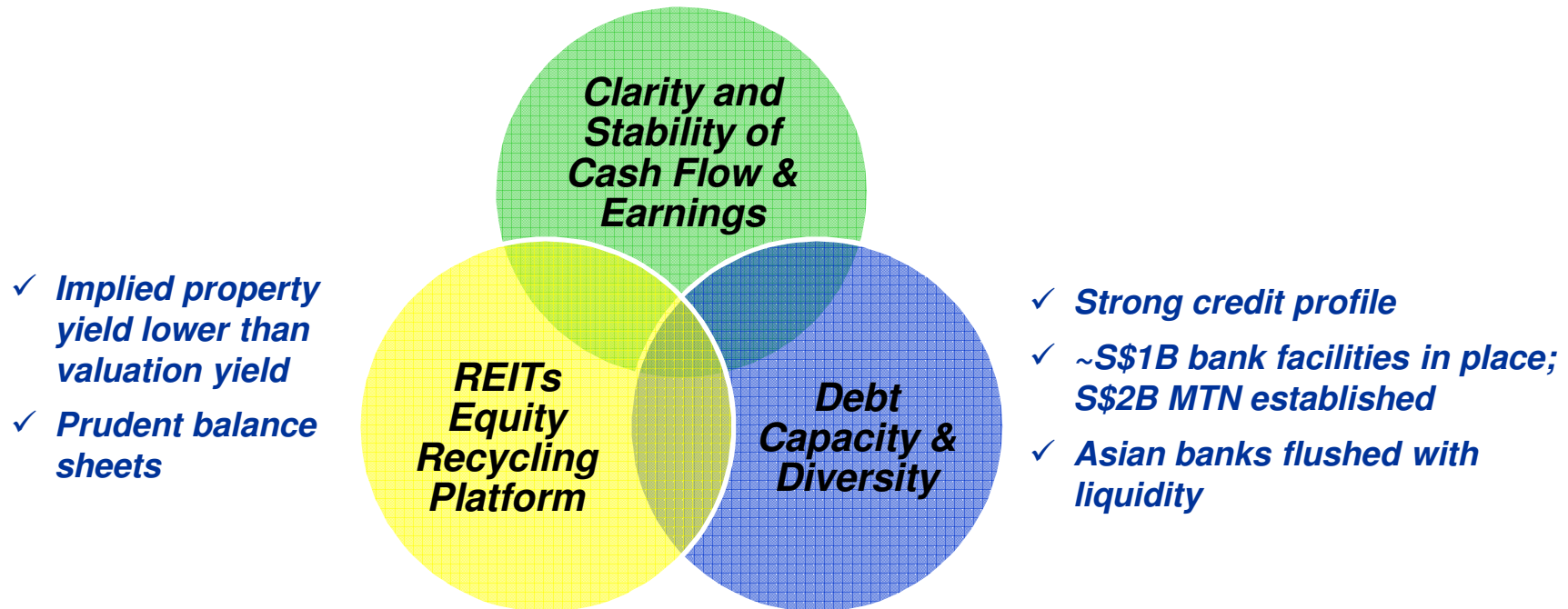
|                           | As at 31 Jul 2010<br>(S\$' million) |
|---------------------------|-------------------------------------|
| Total Credit Facilities   | 1,037                               |
| Amount Drawn              | 263                                 |
| <b>Undrawn Facilities</b> | <b>774</b>                          |
| Cash                      | 1,057                               |
| <b>Total Liquidity</b>    | <b>1,831</b>                        |

Proactively raised S\$350M unrated  
unsecured corporate bonds at  
3.95%pa maturing 2017 in Aug 2010



# Max Financial Flexibility

- ✓ *Shopper traffic and GTO improving*
- ✓ *NPI, DPU and Fee Business grow steadily*
- ✓ *“Cash Realisable Revaluation” growing*
- ✓ *High clarity of earnings*



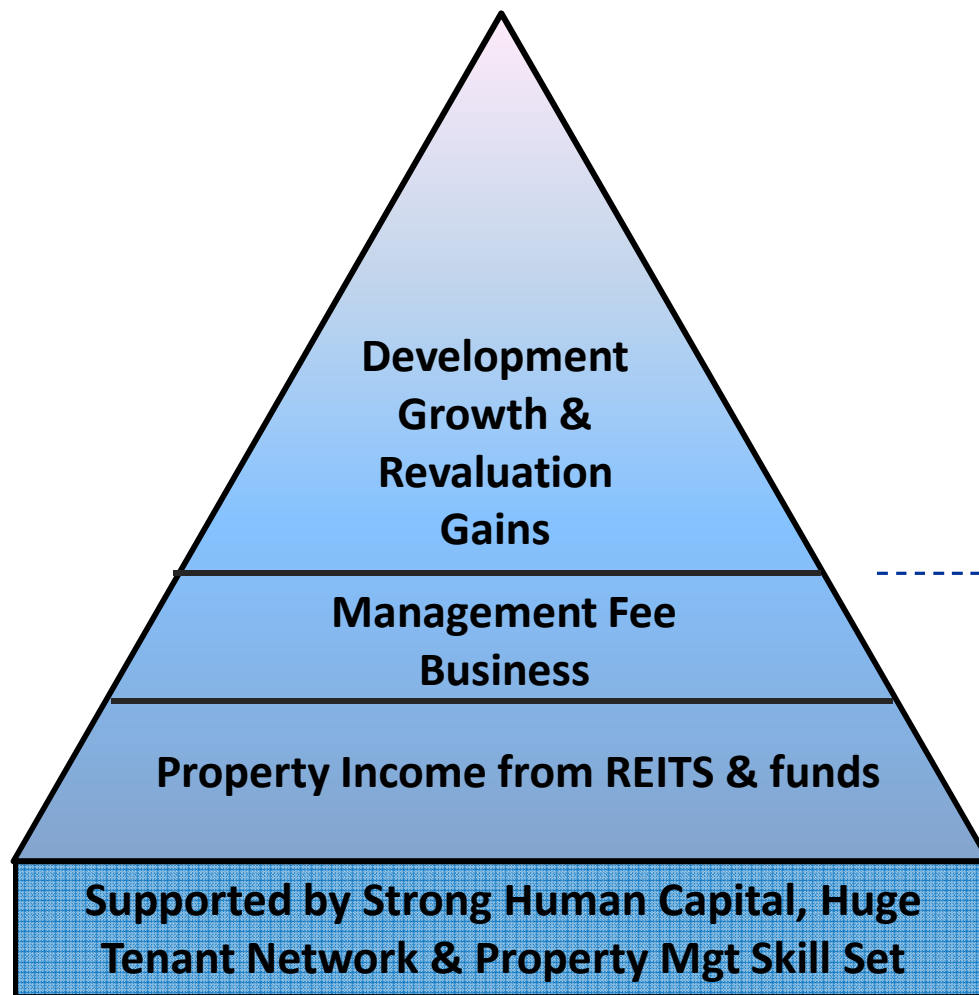
# Moving Forward





# Moving Forward...

## CMA's Model: Property Management Income, Management Fee Business & Future Growth from Development



- Singapore, China & Malaysia: S\$800 mil – S\$1.0 bil in 2H2010
- Opening of 3 malls in China and 1 in India

- Growing our fee business under CMMT, CMT, CRCT & funds
- New Malaysia fund to be set up (RM1.0 bil)



# CAPITARETAIL CHINA TRUST (CRCT)

*First China Shopping Mall S-REIT*



**Presentation Slides for US NDR**  
**30 August – 2 September 2010**



# Disclaimer

*This presentation shall be read in conjunction with paragraph 8 of CRCT's Unaudited Financial Statement and Distribution Announcement for Second Quarter 2010.*

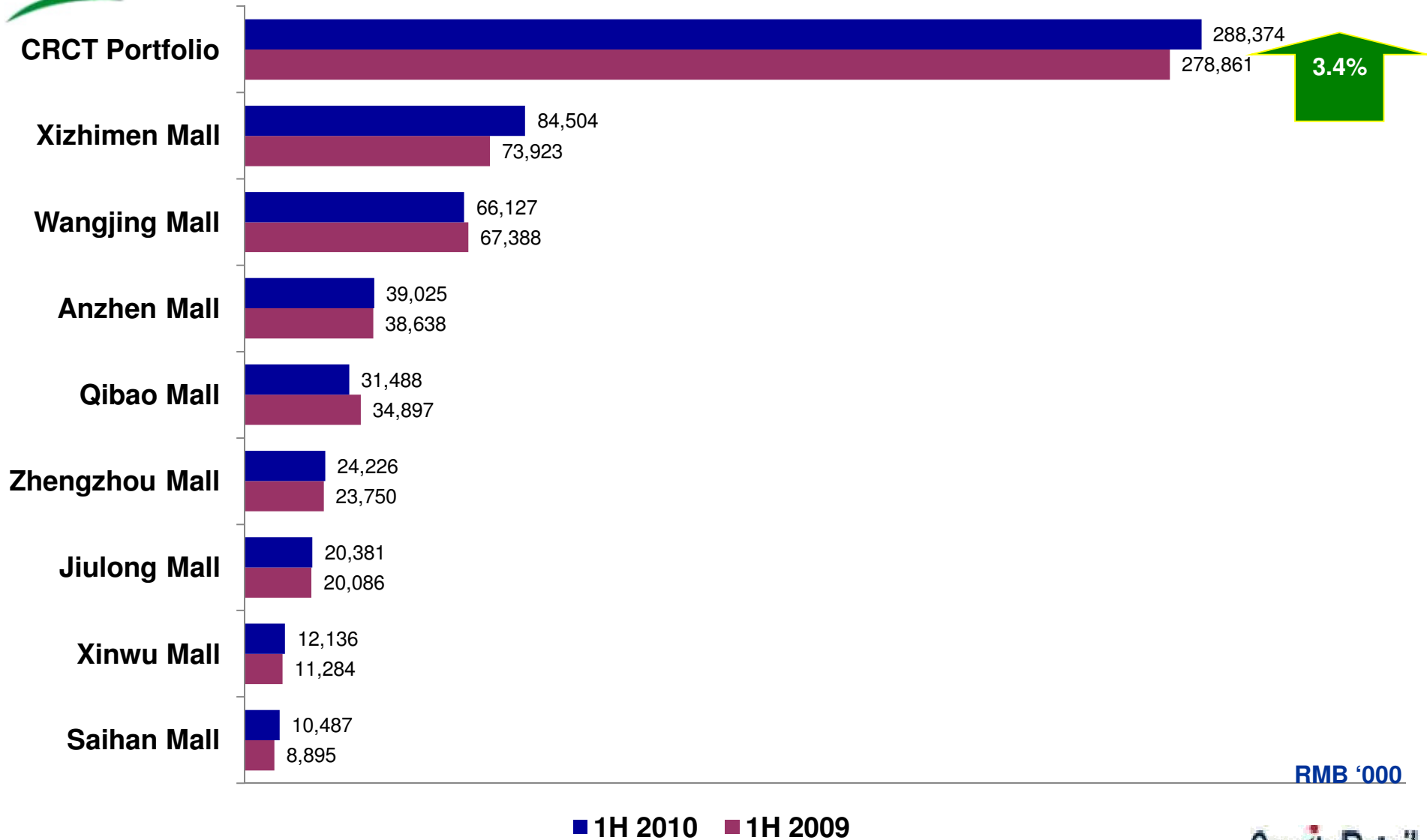
*This presentation may contain forward-looking statements that involve assumptions, risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from similar developments, shifts in expected levels of occupancy rate, property rental income, charge out collections, changes in operating expenses (including employee wages, benefits and training costs), 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.*

# Financial Results





# Property Gross Revenue (in RMB): 1H 2010 vs 1H 2009





# 1H 2010 Financial Results

**1H 2010 NPI exceeds 1H 2009 by 8.1%**

**Gross revenue (RMB'000)**

**NPI (RMB'000)**

**DPU (Singapore cents)**

**Annualised DPU (Singapore cents)**

**Annualised distribution yield**  
(Based on unit price of S\$1.24 on 30 Jun 2010)

**Annualised distribution yield**  
(Based on unit price of S\$1.25 on 22 Jul 2010)

**1H 2010  
Actual**

**1H 2009  
Actual**

**Change**

**288,374**

**278,861**

**3.4%**

**191,108**

**176,733**

**8.1%**

**4.21¢**

**4.08¢**

**3.2%**

**8.49¢**

**8.23¢**

**3.2%**

**6.8%**

**6.6%**

**3.2%**

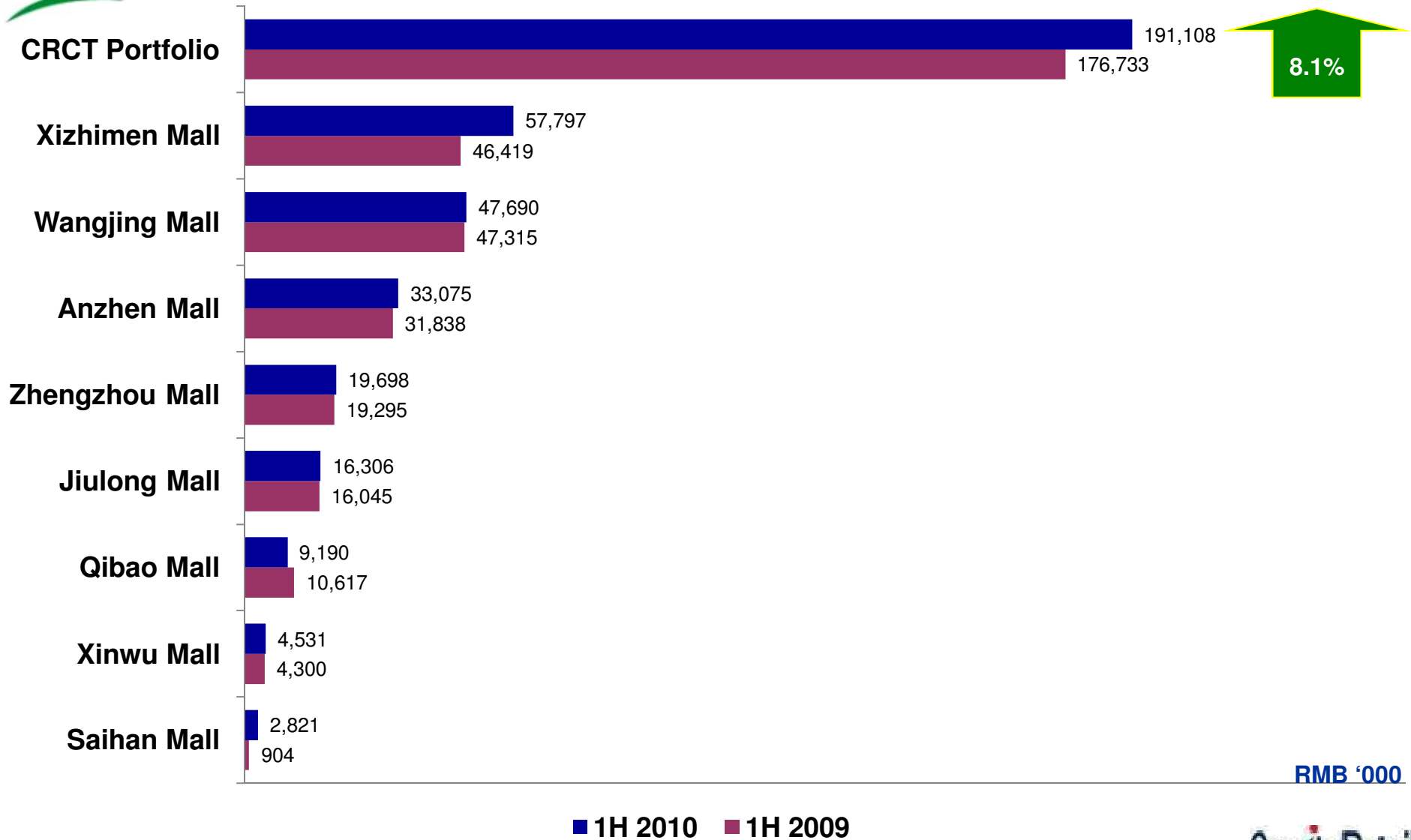
**6.6%**

**N.M.**

**N.M.**



# Net Property Income (in RMB): 1H 2010 vs 1H 2009





# Valuation of Portfolio

**Increase in valuation from stronger net income and higher occupancy rates**

|                       | Current Valuation<br>(30 Jun 10) | Previous Valuation<br>( 31 Dec 09) | Variance<br>(%) | Property Yield <sup>1</sup><br>(%) | Current Valuation<br>(per sq m of GRA) |
|-----------------------|----------------------------------|------------------------------------|-----------------|------------------------------------|----------------------------------------|
| <b>Xizhimen Mall</b>  | (RMB million)<br><b>1,955</b>    | (RMB million)<br><b>1,908</b>      | <b>2.5</b>      | <b>6.0</b>                         | (RMB)<br><b>23,533</b>                 |
| <b>Wangjing Mall</b>  | <b>1,259</b>                     | <b>1,239</b>                       | <b>1.6</b>      | <b>7.6</b>                         | <b>18,512</b>                          |
| <b>Anzhen Mall</b>    | <b>831</b>                       | <b>828</b>                         | <b>0.4</b>      | <b>8.0</b>                         | <b>19,129</b>                          |
| <b>Zhengzhou Mall</b> | <b>512</b>                       | <b>511</b>                         | <b>0.2</b>      | <b>7.8</b>                         | <b>5,544</b>                           |
| <b>Jiulong Mall</b>   | <b>455</b>                       | <b>449</b>                         | <b>1.3</b>      | <b>7.2</b>                         | <b>9,199</b>                           |
| <b>Saihan Mall</b>    | <b>298</b>                       | <b>288</b>                         | <b>3.5</b>      | <b>1.9</b>                         | <b>7,106</b>                           |
| <b>Qibao Mall</b>     | <b>328</b>                       | <b>328</b>                         | <b>-</b>        | <b>5.7</b>                         | <b>4,510</b>                           |
| <b>Xinwu Mall</b>     | <b>154</b>                       | <b>141</b>                         | <b>9.2</b>      | <b>5.9</b>                         | <b>3,375</b>                           |
| <b>Total</b>          | <b>5,792</b>                     | <b>5,692</b>                       | <b>1.7</b>      | <b>6.7</b>                         | <b>N.M.</b>                            |

1. Based on annualised NPI of 1H 2010 and valuation as at 30 Jun 2010.  
N.M. – not meaningful





# Resilient Portfolio with High Occupancy Rates

## Occupancy Rates Up Quarter-on-Quarter

|                             | As of<br>30 Jun 09 <sup>1</sup> | As of<br>30 Sep 09 <sup>1</sup> | As of<br>31 Dec 09 <sup>1</sup> | As of<br>31 Mar 10 <sup>1</sup> | As of<br>30 Jun 10 <sup>1</sup> |
|-----------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|
| Xizhimen Mall               | 95.4%                           | 96.8%                           | 94.8%                           | 95.6%                           | 97.7%                           |
| Wangjing Mall               | 98.8%                           | 98.1%                           | 98.1%                           | 98.9%                           | 100%                            |
| Anzhen Mall                 | 100%                            | 100%                            | 100%                            | 100%                            | 100%                            |
| Zhengzhou Mall              | 100%                            | 100%                            | 100%                            | 100%                            | 100%                            |
| Jiulong Mall                | 100%                            | 100%                            | 100%                            | 100%                            | 100%                            |
| Saihan Mall                 | 86.2%                           | 79.4%                           | 92.6%                           | 94.1%                           | 95.5%                           |
| Qibao Mall                  | 87.4%                           | 85.8%                           | 82.1%                           | 81.0%                           | 82.7%                           |
| Xinwu Mall                  | 94.6%                           | 93.8%                           | 92.3%                           | 90.1%                           | 90.5%                           |
| CRCT Portfolio <sup>2</sup> | 95.7%                           | 95.0%                           | 95.0%                           | 95.2%                           | 96.1%                           |

1. Based on committed leases.

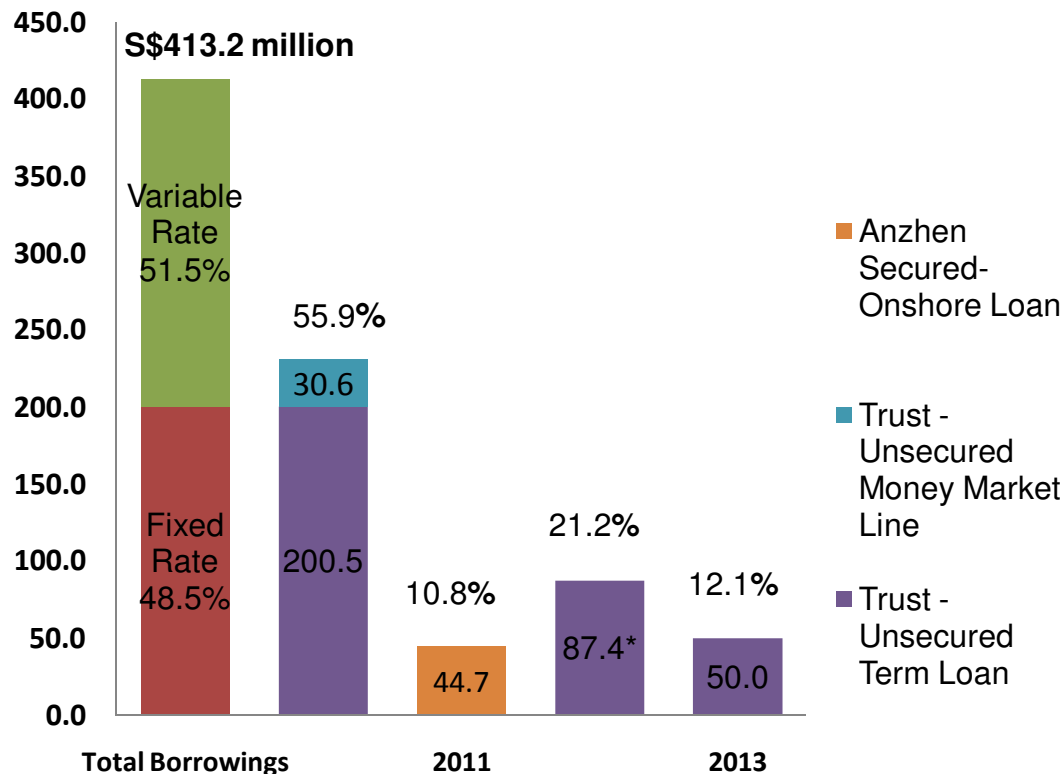
2. Based on CRCT's 51.0% ownership interest of Xinwu Mall.



# Proactive Capital Management

## Debt Maturity Profile (as at 30 June 2010)

SGD' million



## Key Statistics of CRCT

|                      |           |
|----------------------|-----------|
| Gearing Ratio        | 33.0%     |
| Interest Cover       | 6.2 times |
| Average Cost of Debt | 2.8%      |

1. Successfully refinanced short-term loan of S\$50 million to three-year term loan expiring in 2013 at lower interest costs
2. Active negotiations on remaining loan maturing later this year

\* Net of transaction costs.



# Balance Sheet

| As at 30 Jun 2010                 | S\$'000          |
|-----------------------------------|------------------|
| Investment properties             | 1,189,677        |
| Other assets                      | 10,824           |
| Financial derivatives assets      | 11,030           |
| Cash and cash equivalents         | 27,326           |
| <b>Total Assets</b>               | <b>1,238,857</b> |
| Interest-bearing borrowings       | 413,186          |
| Deferred tax liabilities          | 41,040           |
| Financial derivatives liabilities | 1,073            |
| Other liabilities                 | 58,538           |
| <b>Total Liabilities</b>          | <b>513,837</b>   |
| <b>Non-controlling interest</b>   | <b>17,233</b>    |

|                                                         |                |
|---------------------------------------------------------|----------------|
| <b>Net assets attributable to unitholders (S\$'000)</b> | <b>725,020</b> |
| <b>Units In Issue ('000 units)</b>                      | <b>707,787</b> |
| <b>Net Asset Value (NAV) per unit</b>                   | <b>S\$1.13</b> |
| <b>Adjusted NAV per unit (net of distribution)</b>      | <b>S\$1.09</b> |

**Unit Price\*\*  
Trading at 14%  
above NAV**

\* Net of transaction costs.

\*\* As at 30 June 2010.

# Portfolio Update





# Renewals & New Leases 2Q 2010

**Portfolio rent renewals up 3.4%; up 7.4% including newly created area**

| Property              | No. of new leases/renewals | Var. over preceding rental <sup>1, 2</sup> (%) | No. of new leases/renewal s/newly created area | Var. over preceding rental (including newly created area) |
|-----------------------|----------------------------|------------------------------------------------|------------------------------------------------|-----------------------------------------------------------|
| Wangjing Mall         | 26                         | +8.4                                           | 27                                             | +9.6                                                      |
| Qibao Mall            | 22                         | +3.5                                           | 22                                             | +3.5                                                      |
| Xinwu Mall            | 27                         | +19.3                                          | 30                                             | +24.9                                                     |
| Xizhimen Mall         | 28                         | -4.1 <sup>3</sup>                              | 38                                             | +3.1 <sup>3</sup>                                         |
| Saihan Mall           | 19                         | +7.4                                           | 26                                             | +23.8                                                     |
| Jiulong Mall          | 1                          | +8.0                                           | 1                                              | +8.0                                                      |
| <b>CRCT Portfolio</b> | <b>123</b>                 | <b>+3.4</b>                                    | <b>144</b>                                     | <b>+7.4</b>                                               |

1. Excluding gross turnover component.

2. Majority of leases have rental escalation clause.

3. Shortfall constitute less than 0.3% of monthly revenue. Including contributions from newly created area, a net positive 3.1% growth.



# Portfolio Lease Expiry Profile for 2010

| As of 30 Jun 2010 | No. of Leases <sup>1</sup> | Gross Rentable Area <sup>2</sup> |            | Gross Rental Income <sup>2</sup> |                                  |
|-------------------|----------------------------|----------------------------------|------------|----------------------------------|----------------------------------|
|                   |                            | sq m                             | % of total | RMB'000                          | % of total (Jun 10) <sup>3</sup> |
| Xizhimen Mall     | 78                         | 12,760                           | 15.9%      | 3,871                            | 28.4%                            |
| Wangjing Mall     | 56                         | 5,478                            | 8.1%       | 1,779                            | 16.6%                            |
| Saihan Mall       | 60                         | 5,822                            | 13.9%      | 423                              | 21.4%                            |
| Qibao Mall        | 31                         | 5,245                            | 7.2%       | 759                              | 16.7%                            |
| Xinwu Mall        | 79                         | 2,023                            | 8.7%       | 251                              | 25.6%                            |

1. Based on all committed leases as of 30 Jun 2010.

2. Based on CRCT's 51.0% ownership interest of Xinwu Mall.

3. As percentage of total gross rental income for the month of Jun 2010.



# Portfolio Lease Expiry Profile (By Year)

Lease expiry profile provides stability and growth

| As of 30 Jun 2010 | No. of Leases <sup>1</sup> | Gross Rental Income <sup>2</sup> |                                    |
|-------------------|----------------------------|----------------------------------|------------------------------------|
|                   |                            | RMB'000                          | % of total (Jun 10) <sup>3,4</sup> |
| 2010              | 304                        | 7,083                            | 15.5%                              |
| 2011              | 263                        | 6,895                            | 15.1%                              |
| 2012              | 117                        | 6,022                            | 13.2%                              |
| 2013              | 58                         | 3,906                            | 8.5%                               |
| 2014              | 16                         | 889                              | 1.9%                               |
| Beyond 2014       | 44                         | 20,926                           | 45.8%                              |

| CRCT Portfolio                      | Weighted average lease term to expiry |
|-------------------------------------|---------------------------------------|
| By Gross Rent <sup>2</sup>          | 7.3 years                             |
| By Gross Rentable Area <sup>2</sup> | 10.6 years                            |

1. Based on all committed leases as of 30 Jun 2010.
2. Based on CRCT's 51.0% ownership interest of Xinwu Mall.
3. As percentage of total gross rental income for the month of Jun 2010.
4. Any discrepancies in the tables between the listed figures and totals thereof are due to rounding.

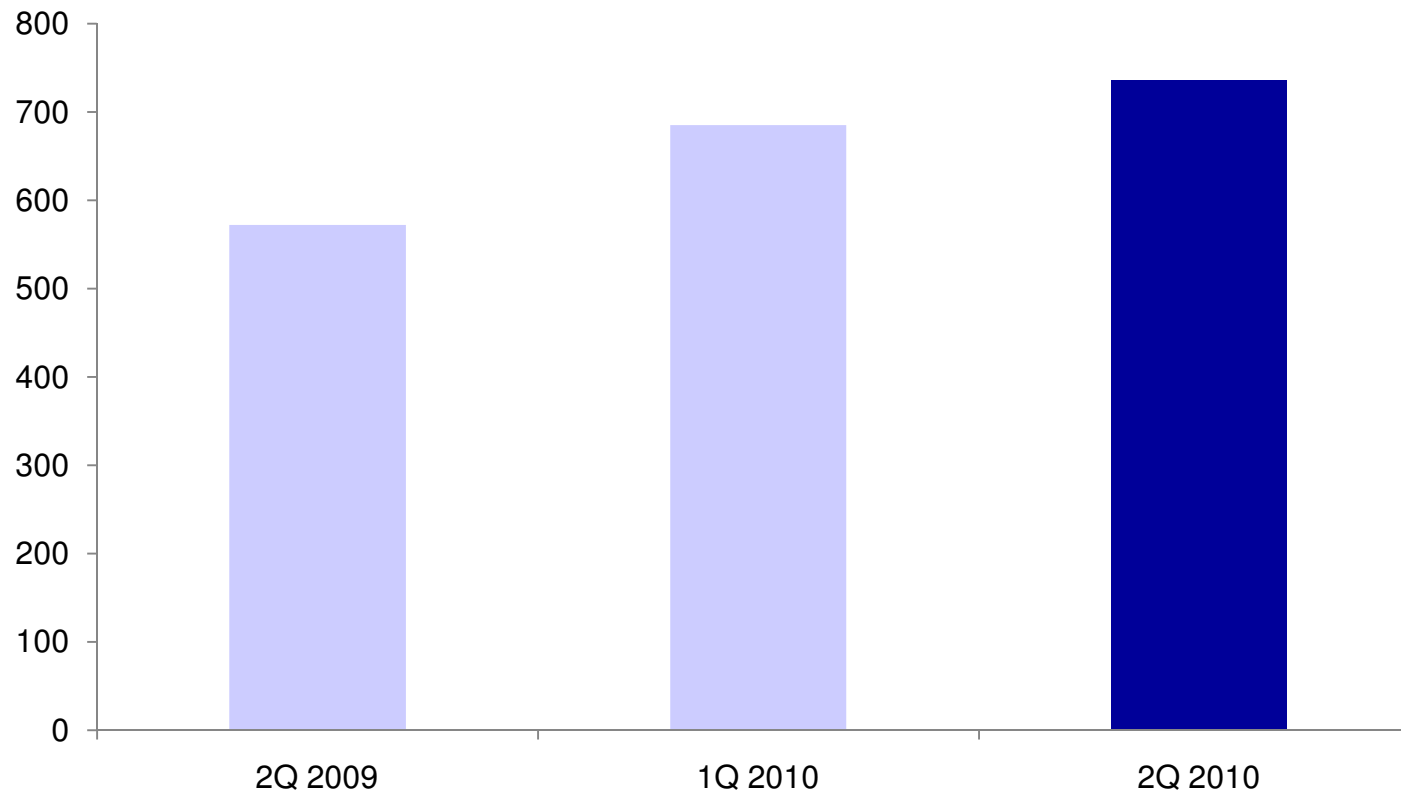




# Total Tenant Sales

**Total tenant sales increased by 28.8% Y-o-Y and 7.6% Q-o-Q**

Ave. Monthly Sales (RMB psm)



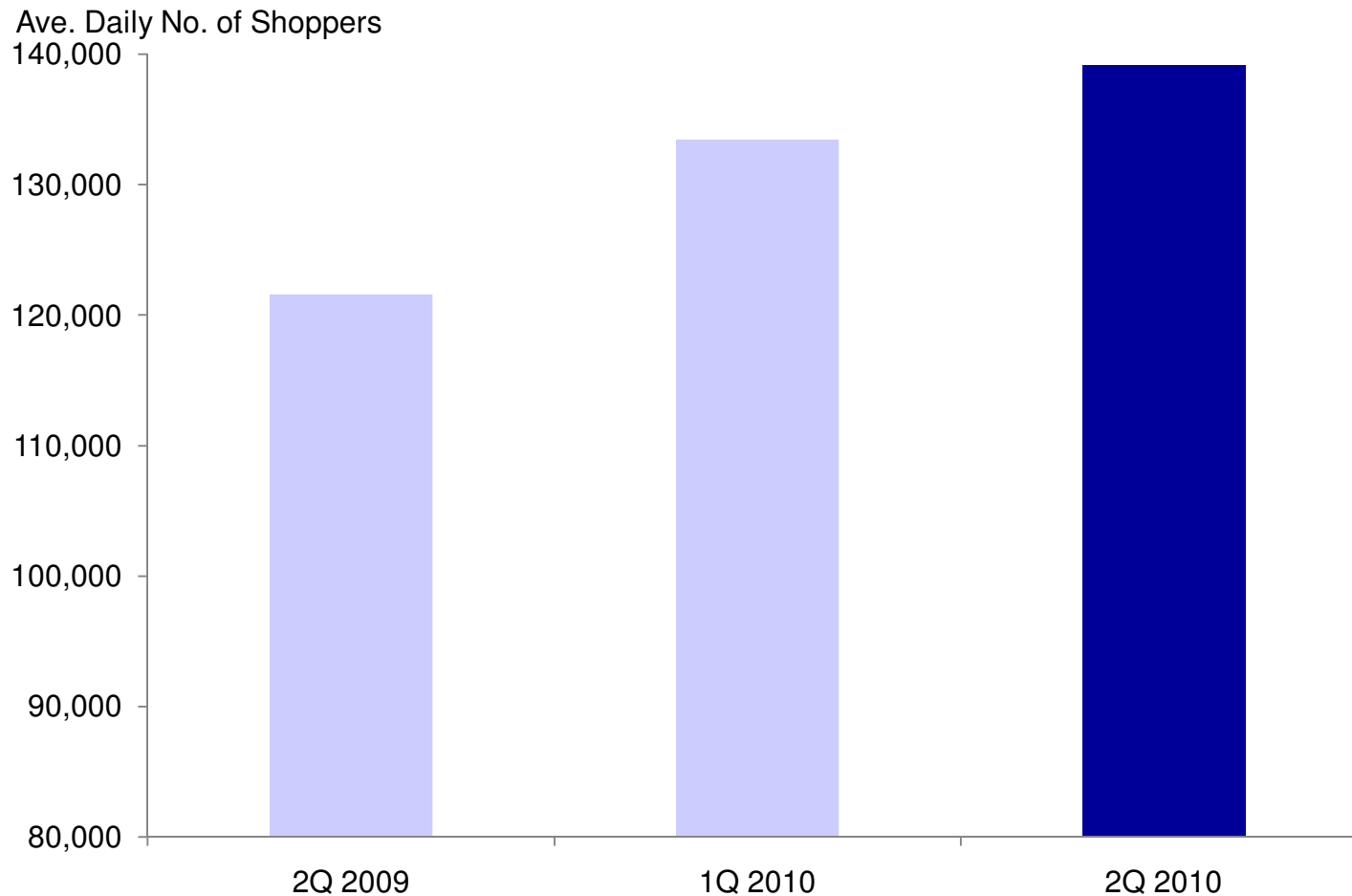
Includes only tenants at Xizhimen Mall, Wangjing Mall, Saihan Mall, Qibao Mall and Xinwu Mall.



# Portfolio Shopper Traffic

**Shopper Traffic increased 14.4% Y-o-Y and 4.3% Q-o-Q**

**Xizhimen mall up 34.4% Y-o-Y and 12.9% Q-o-Q**



Includes only shopper traffic data at Xizhimen Mall, Wangjing Mall, Saihan Mall, Qibao Mall and Xinwu Mall.

Presentation Slides for US NDR \*30 Aug – 2 Sep 2010\*

# Appendix





# Balanced Property Portfolio

One-stop family-oriented shopping, dining and entertainment destinations

Strategically located within sizeable population catchment areas with easy accessibility via major transportation routes

## Multi-Tenanted Malls



Wangjing Mall, Beijing



Xizhimen Mall, Beijing



Qibao Mall, Shanghai



Xinwu Mall, Wuhu



Saihan Mall, Huhhot

## Master-Leased Malls



Anzhen Mall, Beijing



Jiulong Mall, Beijing

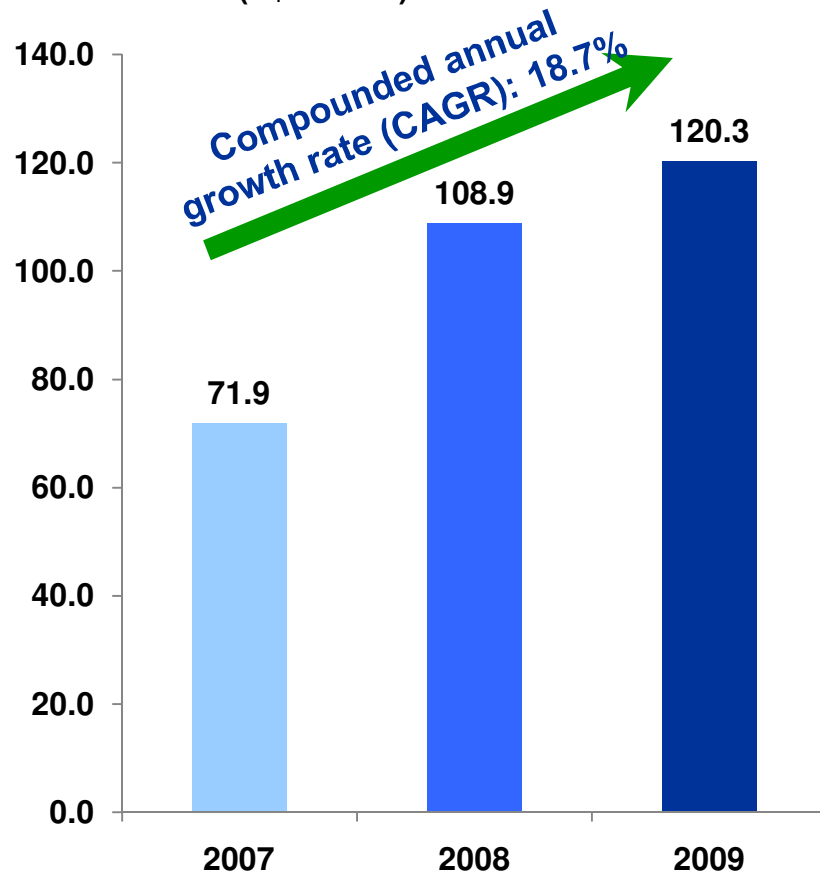


Zhengzhou Mall,  
Zhengzhou

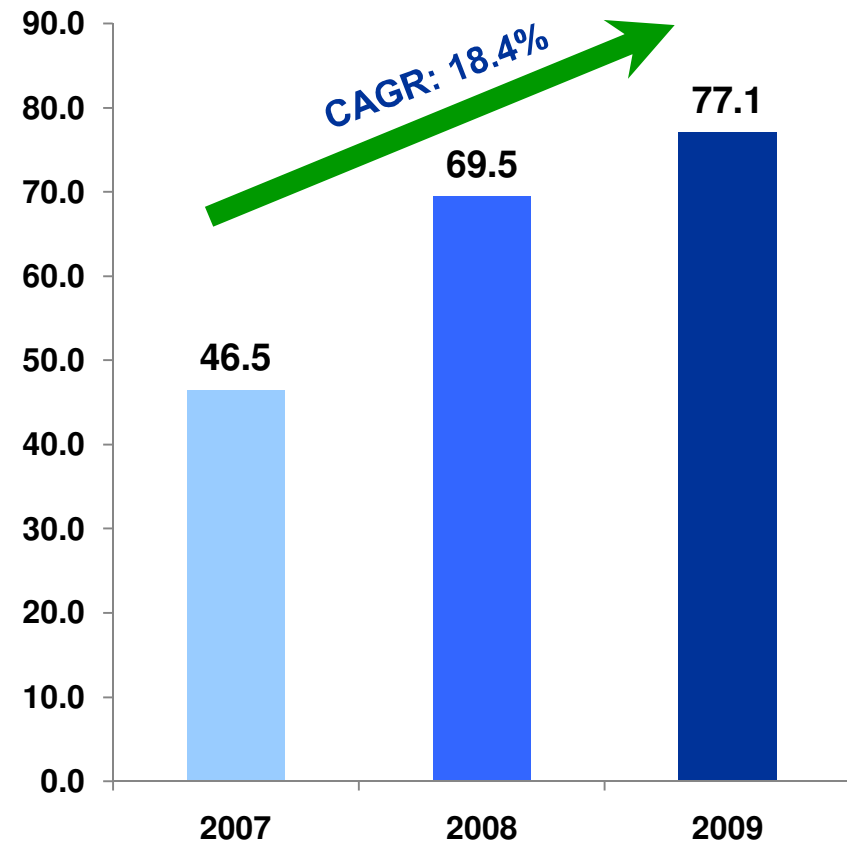


# Gross Revenue and NPI Growth

Gross Revenue (S\$ million)



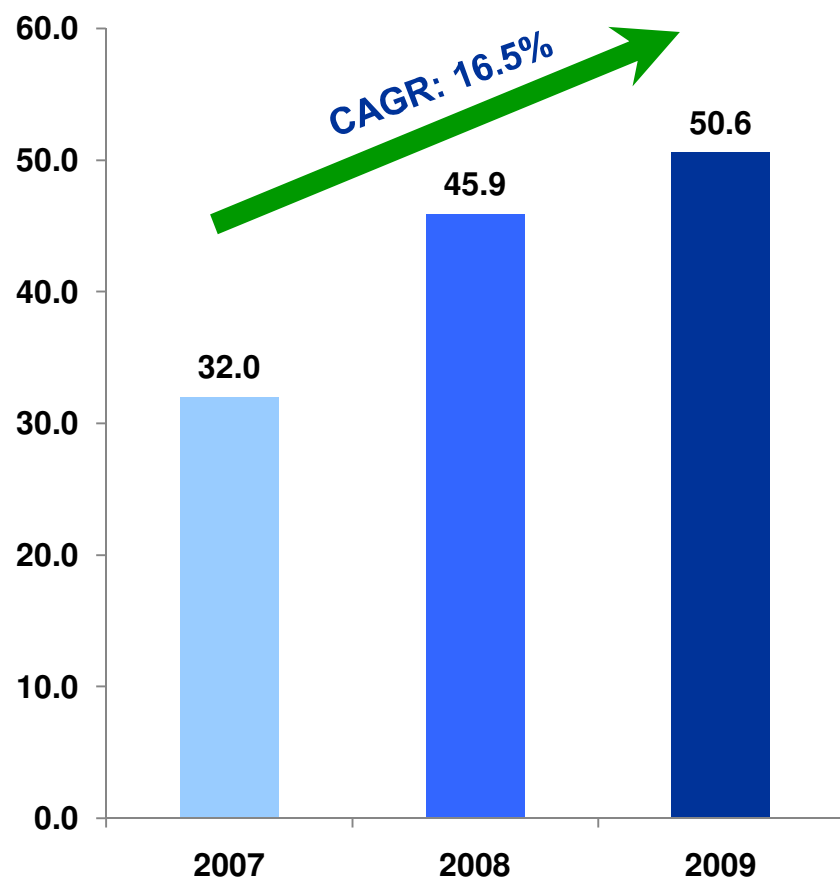
Net Property Income (S\$ million)



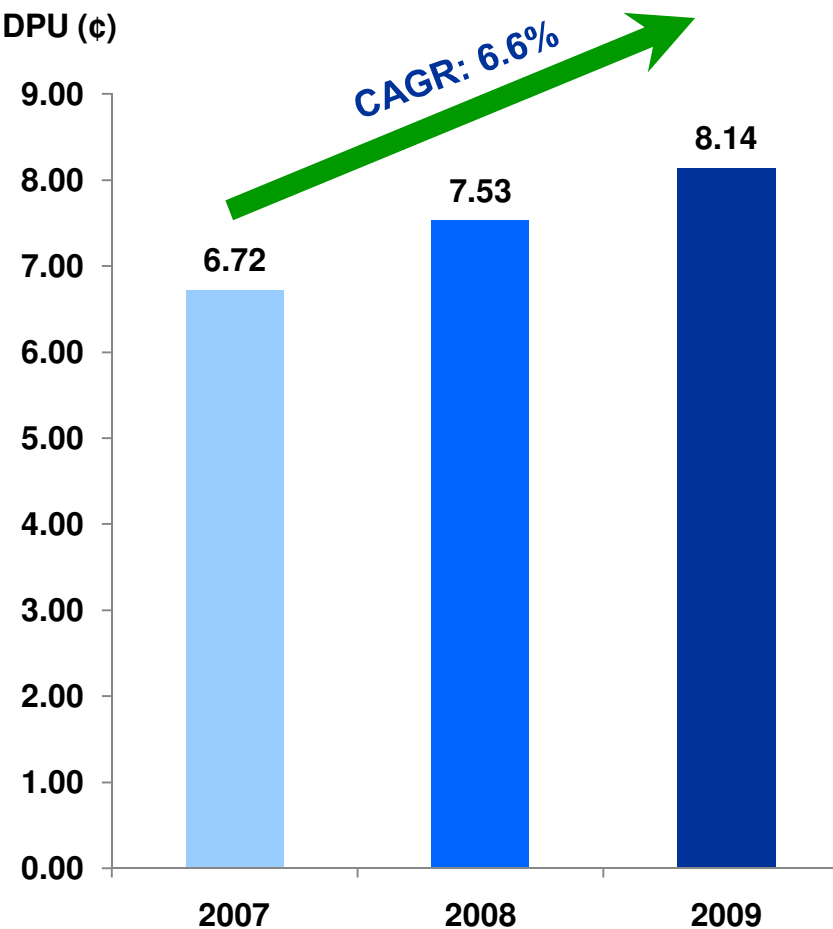


# Distribution Growth

Distributable Income (S\$ million)

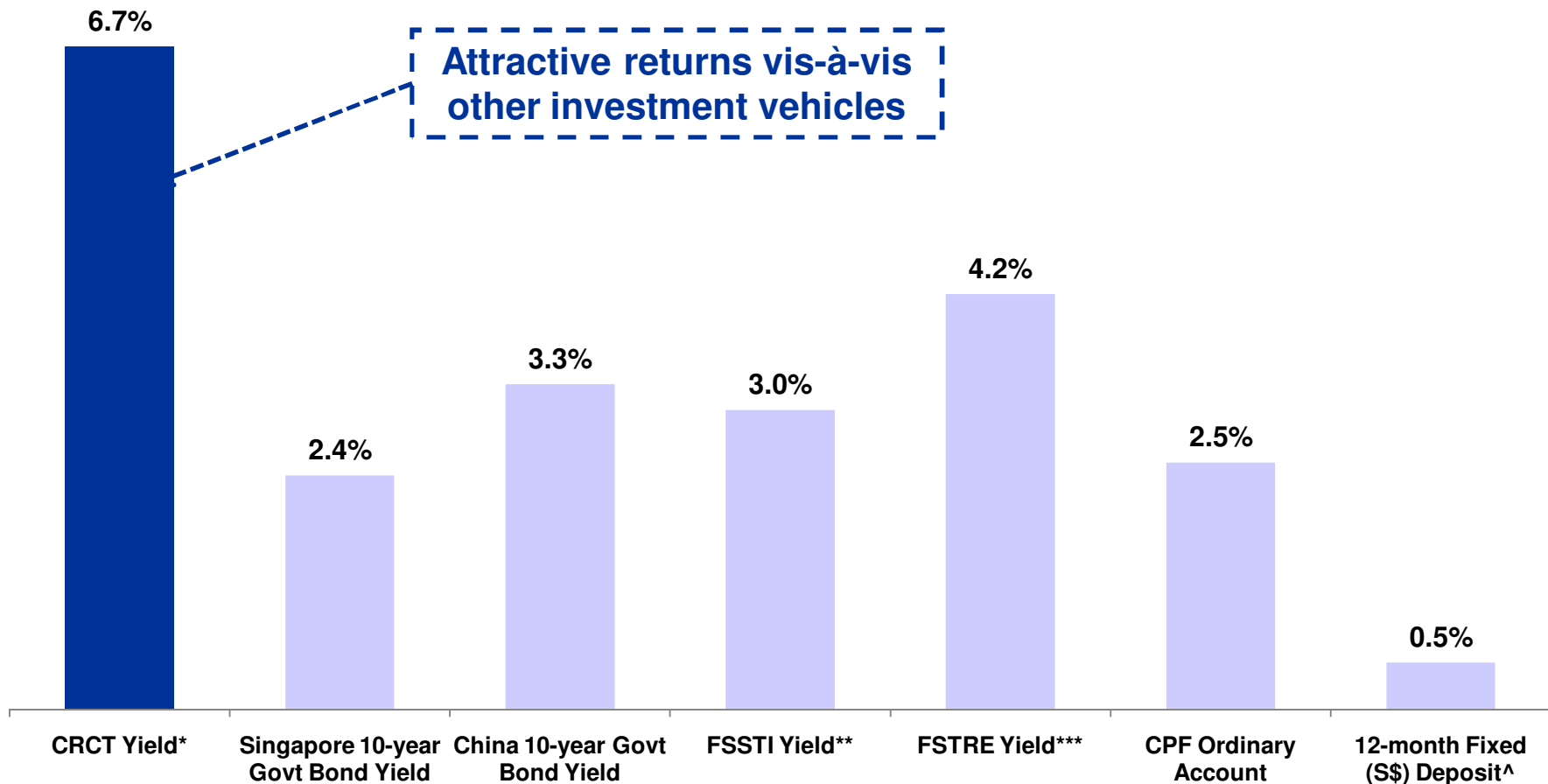


DPU (¢)





# Comparative Yields of Other Investment Vehicles



Source: Bloomberg

\* Based on annualised 2Q 2010 DPU of 2.07 cents and the closing unit price of S\$1.24 on 30 June 2010.

\*\*Average 12-month gross dividend yield of FSSTI stocks as at 30 June 2010.

\*\*\*Average 12-month gross dividend yield of FSTRE stocks as at 30 June 2010.

^Average SGD 12-month fixed deposit savings rate as at 30 June 2010.



# Thank You

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