



CapitaLand Group

Executing the Strategy

CLSA Investors' Forum (HK) 2010



September 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.



Contents

- **Overview**
- **Highlights**
- **Financials & Capital Management**
- **Conclusion**

Overview





Positioned for Asia's growth

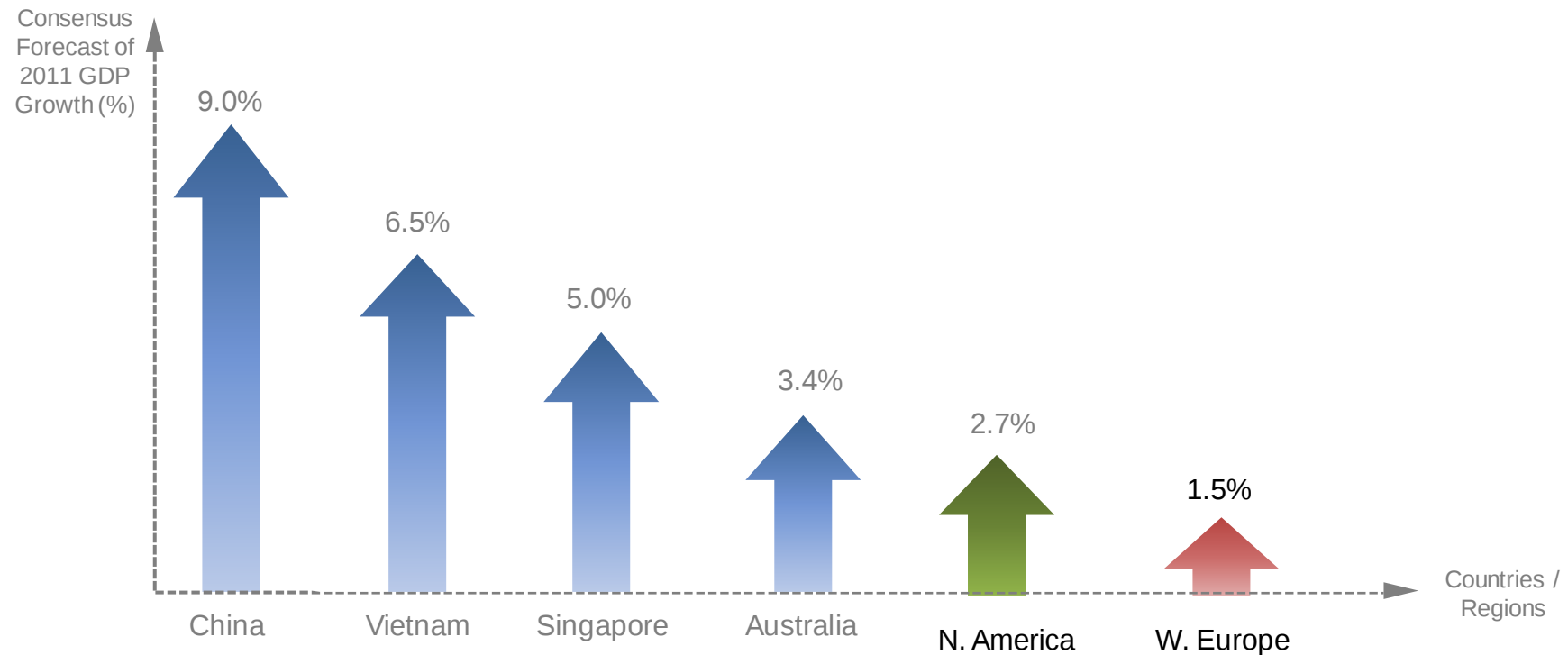
Strong multi-sector footprint across Asia





Positioned for Asia's growth

- **Asia has emerged from the crisis with renewed economic growth**
 - Asia to lead the recovery in the global economy
 - Singapore and China's economies projected to expand by 14% and 9.9% in 2010 respectively

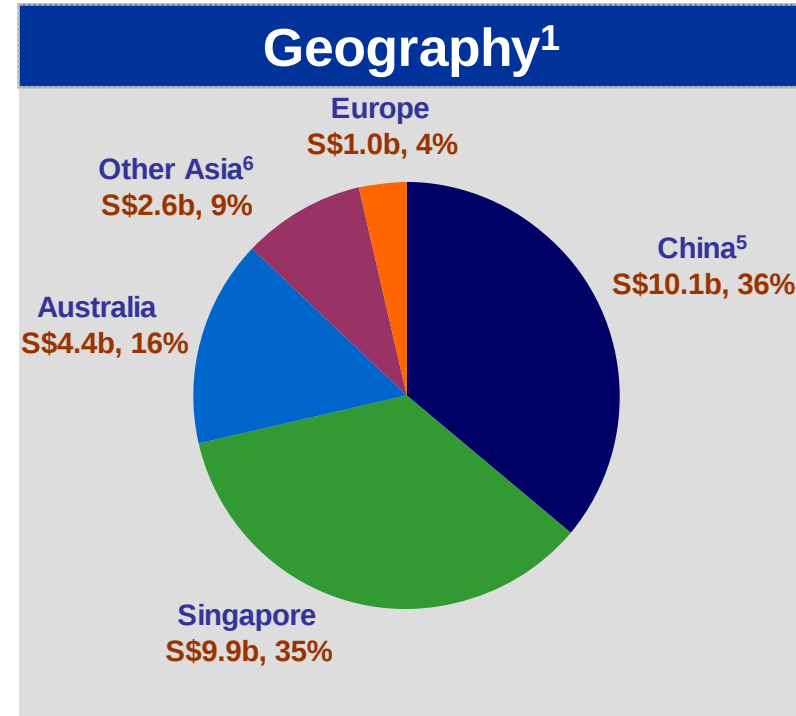
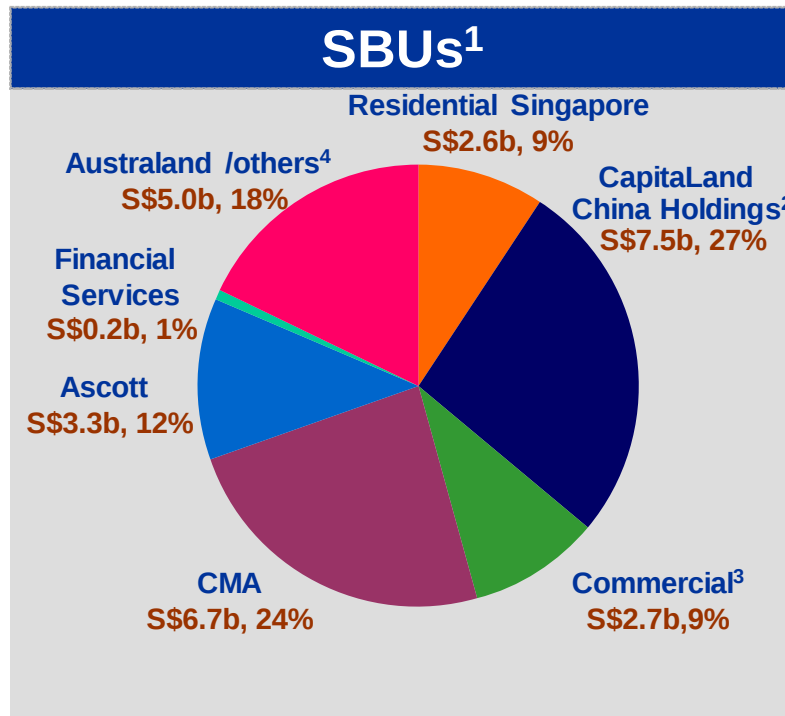


Source: Consensus Forecast (as at August 2010) & IMF



Diversified and balanced Asian real estate portfolio

1H 2010 Assets by SBUs and Geography (ex treasury cash): S\$28.0 billion



¹ Excludes cash at Group Treasury cash

² Excludes Retail and Serviced Residences in China

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

⁴ Includes Corporate office, Australand and others

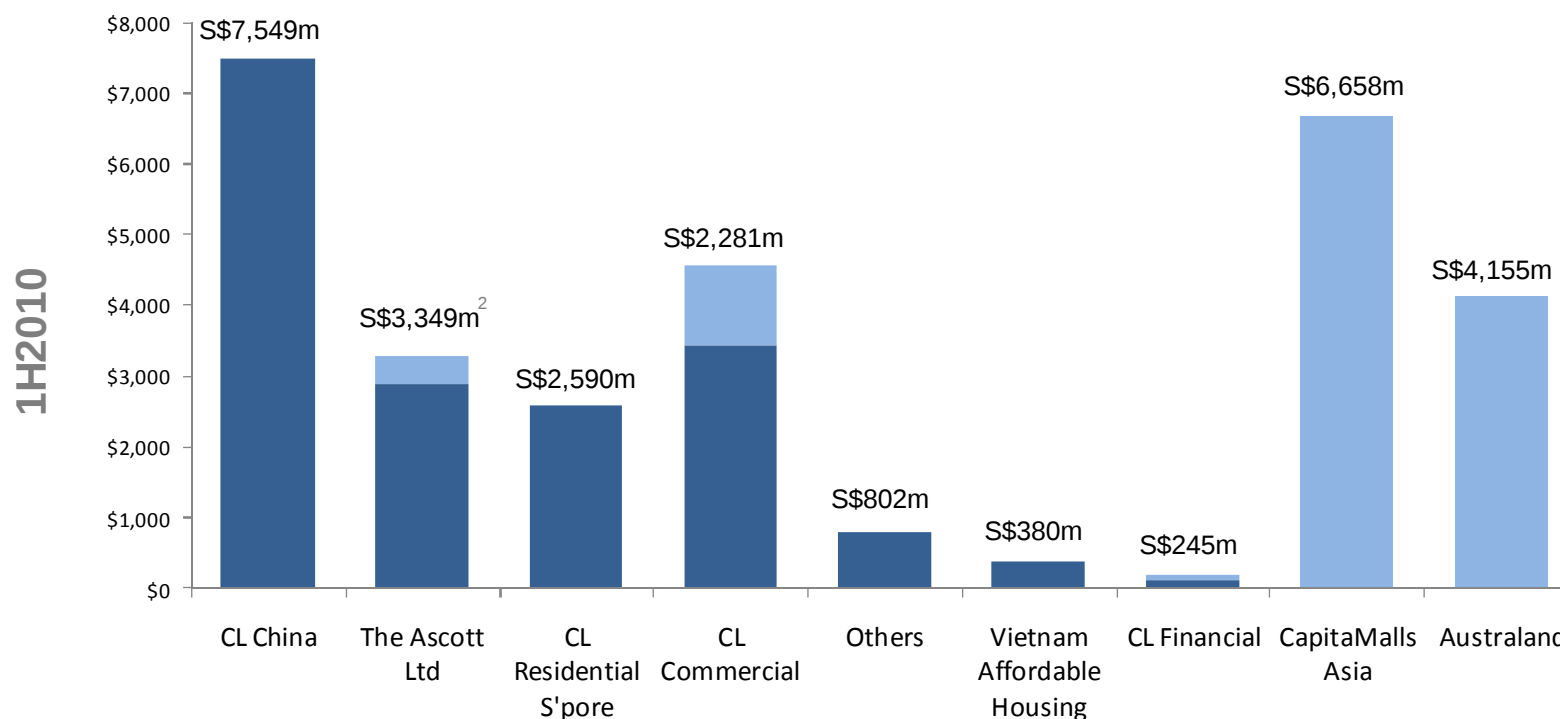
⁵ China including Macau and Hong Kong

⁶ Namely Vietnam, Malaysia, Thailand, and India



Unlisted businesses represent 63% of total assets¹

- Based on effective interests in CMA and Australand, the Group's unlisted businesses represent 74% of Total Assets



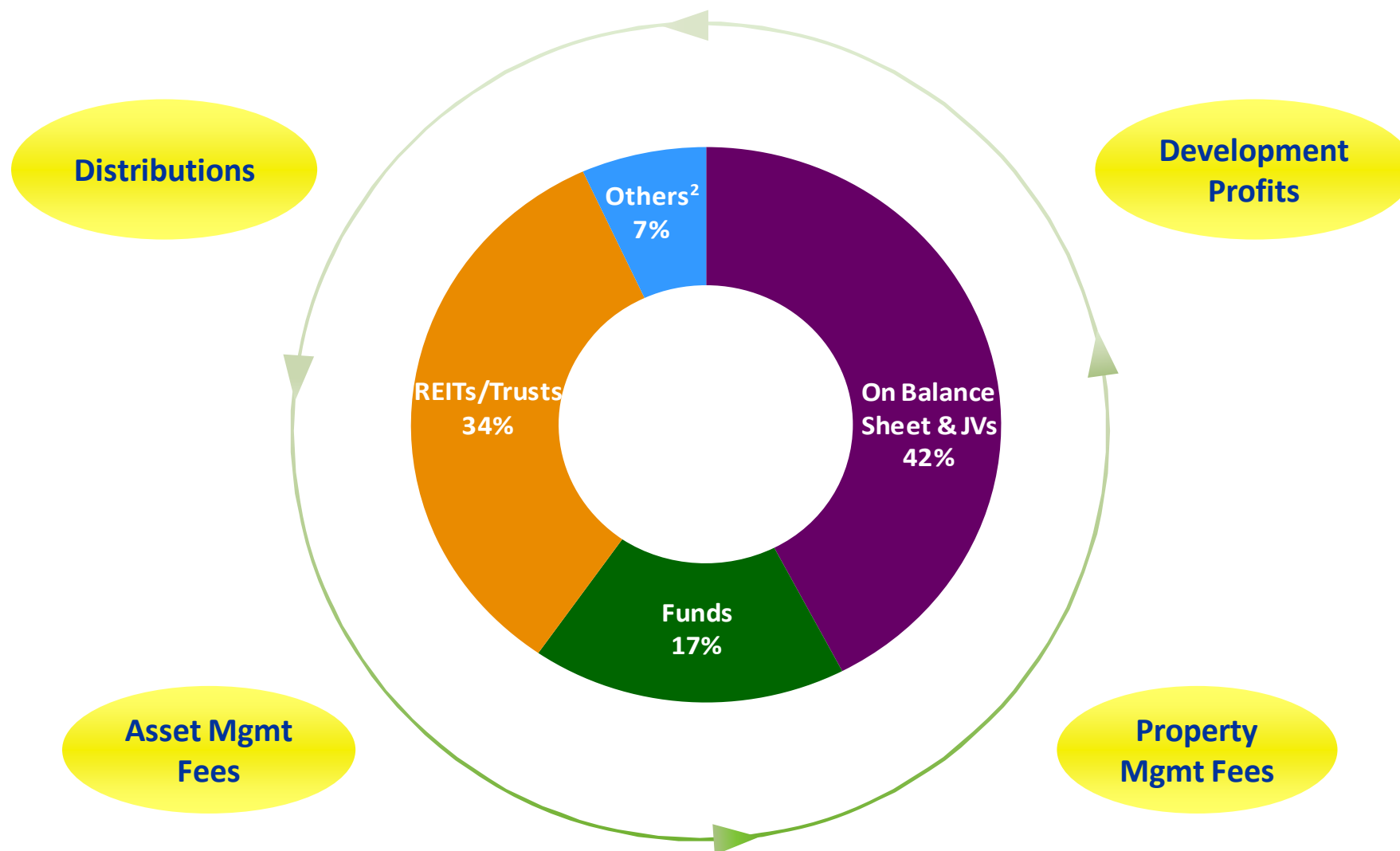
¹ Excludes treasury cash of S\$2.5bn

² ART's proforma balance sheet will increase from S\$398m to ~S\$700m assuming the transaction is completed in 30 Jun10

■ CL Group
■ Listed Entities (REITs, CMA and Australand)



Group Managed Real Estate Assets¹ of S\$49.8b



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



Executing the Strategy

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

Expand in Vietnam

- Grow total assets from S\$400m currently to ~S\$2b over 3-5 years
- ✓ 4 JVs with pipeline of 4,000 residential units
- ✓ Topped up 1st project, The Vista

Grow China Business

- Target 35-45% of CL's business
- ✓ Post OODL acquisition – China portfolio ↑ to 36%
- ✓ New Raffles City in Shenzhen
- ✓ Extended Citadines portfolio

Build Ascott's Global dominance

- Target to grow to 40,000 units by 2015
- ✓ Sale of 28 properties in Asia & Europe to ART

Increase presence in Singapore

- Singapore transforming to a Global City
- ✓ Acquired Bedok integrated site for S\$789m

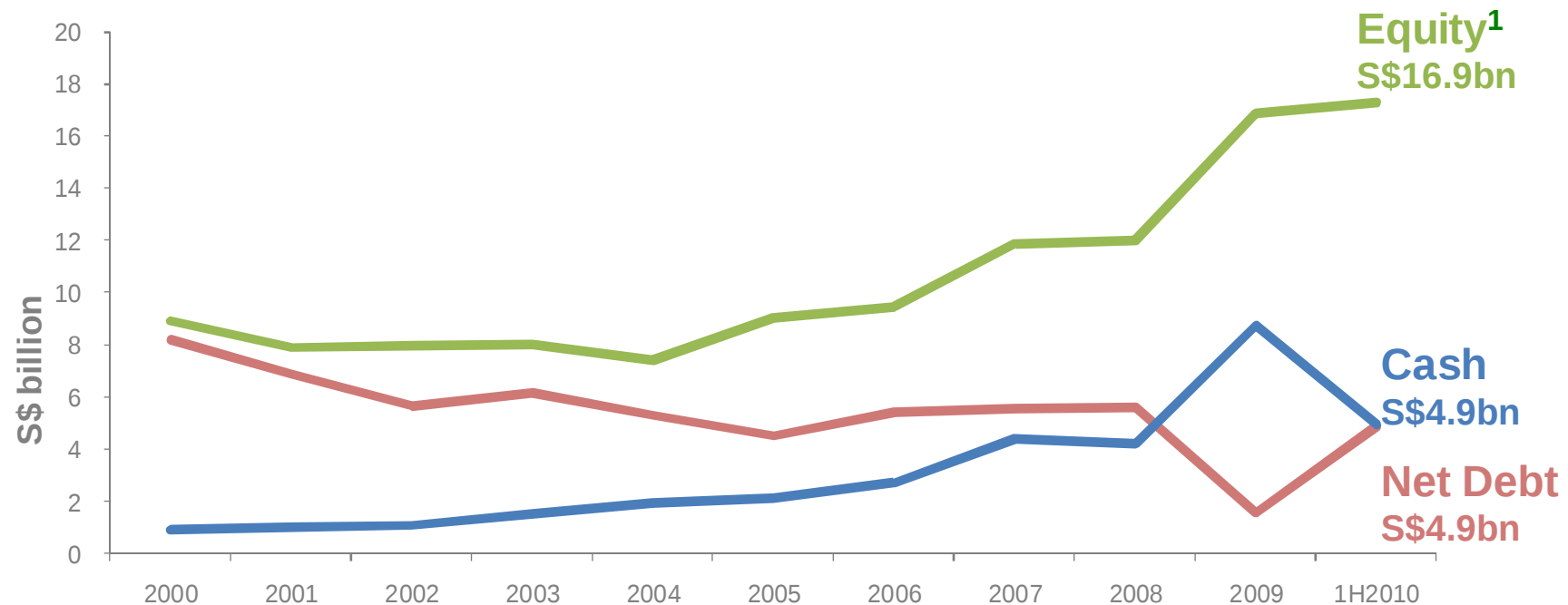
Grow Financial Services franchise

- Open to new funds/JVs in Malaysia, China and Vietnam
- ✓ Upsized Raffles City China Fund to US\$1.18b



Conservative balance sheet despite aggressive growth over 10 years

- Low gearing of 0.28x and healthy cash reserves of S\$4.9b
- Capacity to seek strategic investments
- Remain disciplined in our investment management



¹ Dividend & distributions totaled S\$3.1b since merger in Nov 2000. Rights issue of S\$1.8bn in 1Q09.

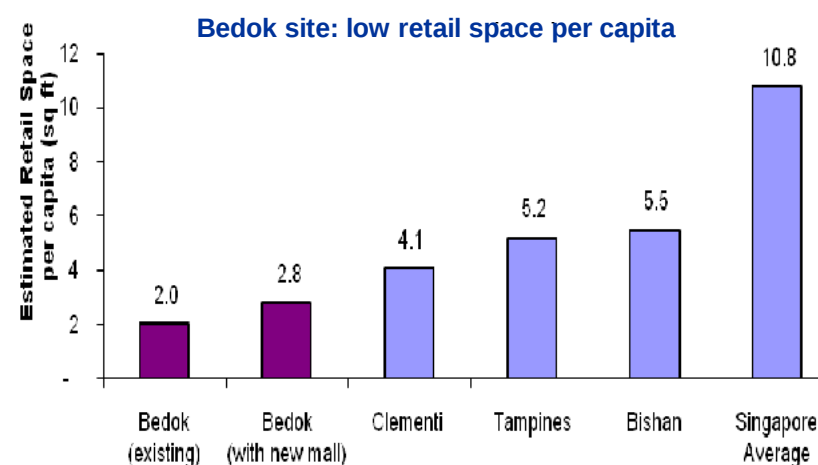
Highlights





Fundamentals for Singapore residential remain strong

- **Recent Government cooling measures targeted primarily at public housing and speculative demand in the private housing segment**
 - Longer term, the property market will create value for home-owners and long term investors
- **Acquired site for integrated development project with CMA for S\$789m**
 - 99-year leasehold site located in well populated Bedok Town Centre, integrated with MRT and bus interchange
 - Total site GFA: 87,157 sqm
 - Integrated development comprising ~500 residential units and a retail mall
 - No new private residential development in the immediate vicinity
 - Low retail space per capita in the vicinity compared to Singapore's average





Strong performance in Singapore

- **Sales of S\$1.3b for 1H2010 exceeds \$1.2b for full-year 2009**
 - Sold about 470 homes in 1H2010: mainly from Urban Suites (99% sold) and The Interlace (87% of 590 units released sold)
 - Average sales value of S\$2.8m/unit; higher than industry average of S\$1.6m/unit
- **Impending launches include:**
 - The Interlace (new phases)
 - Urban Resort Condominium
 - Farrer Road development
 - The Nassim

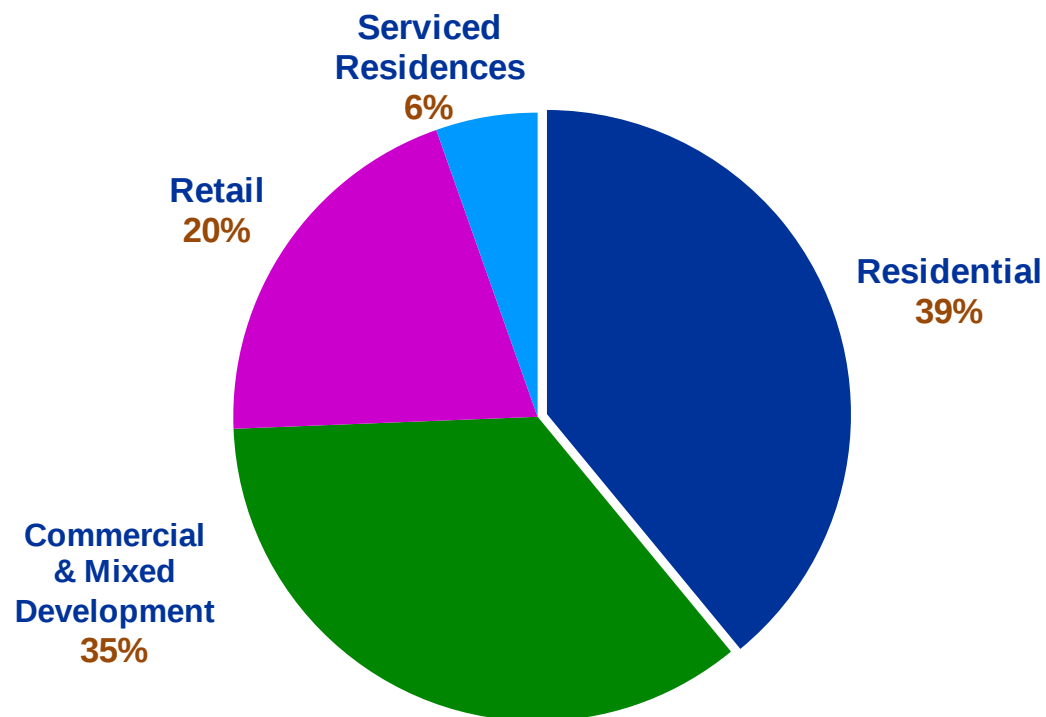




CapitaLand's unique presence in China

- Diversified presence across 4 real estate sectors and 40 cities

China Assets: S\$10 Billion*
(36% of Group's Balance Sheet)



* Figures 1H 2010

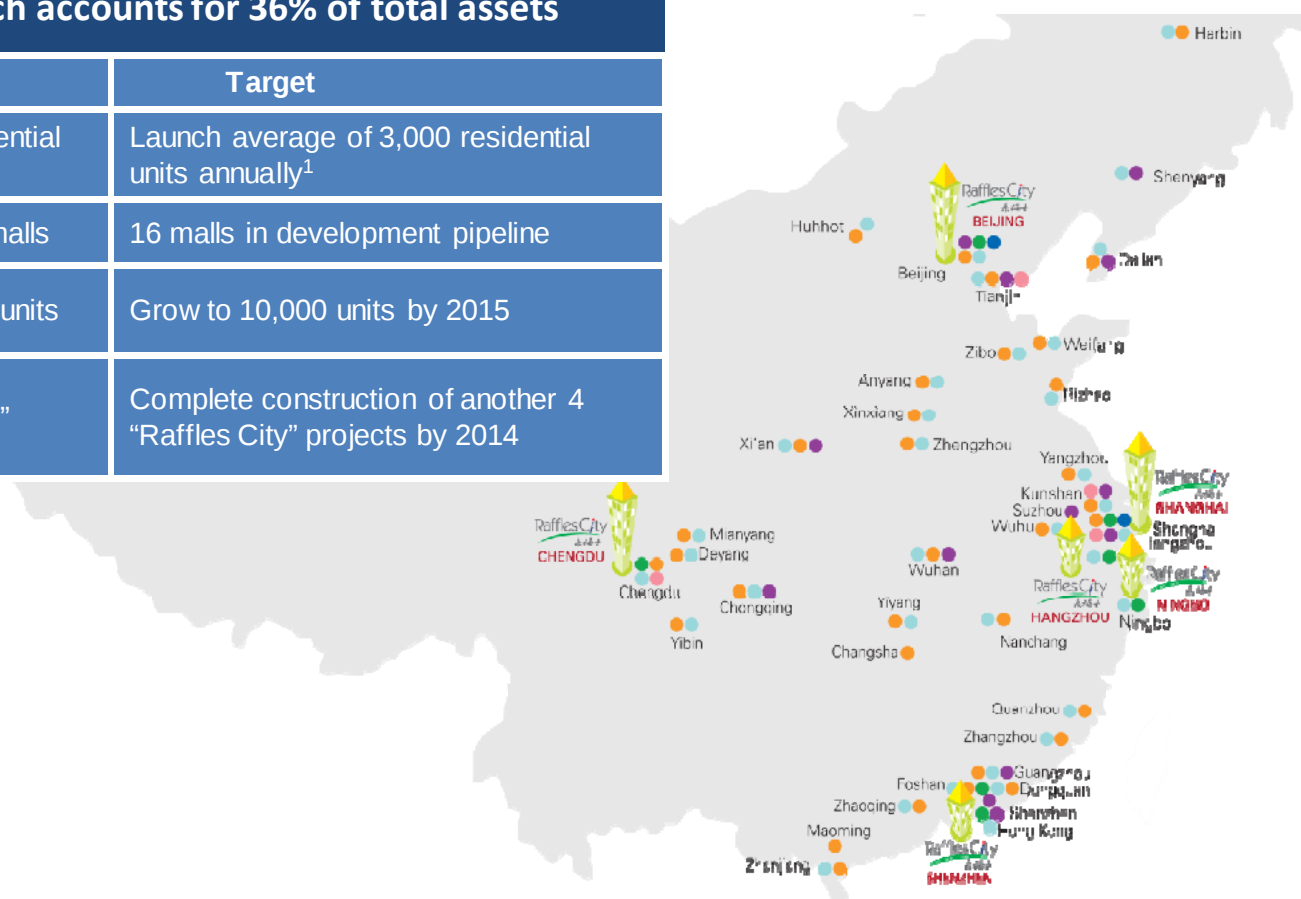


CapitaLand's China strategy

Strong presence in China which accounts for 36% of total assets

	1H10	Target
Residential	Pipeline of > 16,000 residential units	Launch average of 3,000 residential units annually ¹
Retail	36 operational shopping malls	16 malls in development pipeline
Serviced Residences	27 properties with ~5,000 units	Grow to 10,000 units by 2015
Integrated Developments	2 operational "Raffles City"	Complete construction of another 4 "Raffles City" projects by 2014

- RESIDENTIAL ●
- COMMERCIAL ●
- RETAIL ●
- SERVICED RESIDENCES ●
- INTEGRATED DEVELOPMENTS ●
- FINANCIAL SERVICES ●
- RAFFLES CITY DEVELOPMENTS ■





Good residential sales performance in China

- **Sold 1,183 residential units in 1H 2010**
- **2 new projects launched**
 - Achieved good sales despite Government's cooling measures
 - Beaufort Phase I, Beijing:
(100% of 467 units released to-date sold)
 - The Metropolis Phase I, Kunshan:
(74% of 299 units released to-date sold)
 - Part of OODL portfolio
 - Achieved selling price above underwriting expectations



Beaufort, Beijing



The Metropolis, Kunshan



New residential projects from OODL acquisition

- **The Metropolis, Kunshan**
 - Achieved selling price above our underwriting expectations
 - Additional 201 units released in end August
- **The Pinnacle, Pudong (Nanmatou)**
 - Mid-end residential
 - 124 units launched in end August
- **Paragon, Shanghai (Luwan)**
 - High-end luxury residential, hotel / serviced residences
 - 116 units to be launched in 1Q11



The Metropolis, Kunshan



The Pinnacle, Pudong



Paragon, Shanghai (aerial & night-scene)



New commercial assets in OODL acquisition

- **Tianjin**

- Located in CBD
- Office, retail & serviced residences with GFA of 190,000 sqm
- Construction to commence 1H11

- **Shanghai**

- Changning district, within Inner Ring Road
- Office, retail, and strata-sale components with GFA of 237,300 sqm
- Construction to commence 2H11





Raffles City gains momentum in China

- **2 operational Raffles City**
 - Raffles City Shanghai & Raffles City Beijing continue to perform well
- **4 Raffles City under development progressing on track (completion date)**
 - Raffles City Chengdu : 2H 2011 (phase 1)
 - Raffles City Ningbo : 2H 2012 (phase 1)
 - Raffles City Hangzhou : 2H 2013 (phase 1)
 - Raffles City Shenzhen : 2014 (phase 1)



Raffles City Chengdu



Raffles City Ningbo



Raffles City Hangzhou

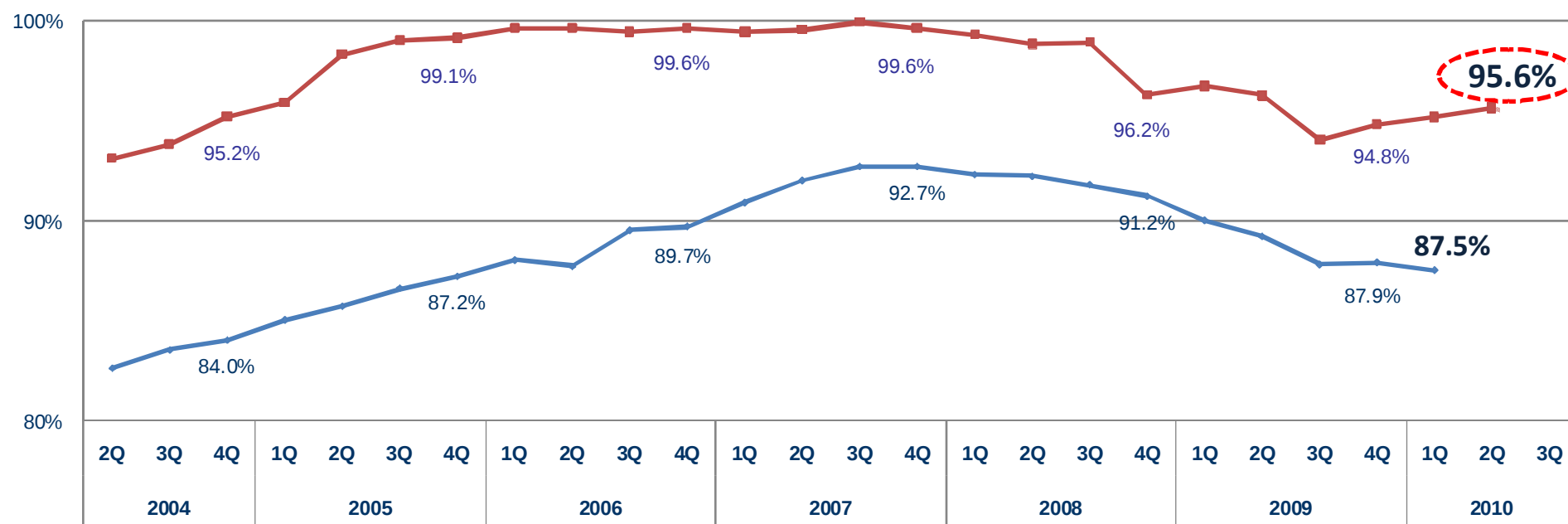


Raffles City Shenzhen

Office Improving occupancy

CCT Committed Occupancy level			Industry Statistics – Occupancy level		
Grade A office	2Q: 100% 	1Q: 99.1%	Grade A office	2Q: 93.6% 	1Q: 94.5%
Portfolio	2Q: 95.6% 	1Q: 95.1%	Core CBD	2Q: 93.3% 	1Q: 91.9%

CCT's Committed Occupancy Since Inception



Notes:

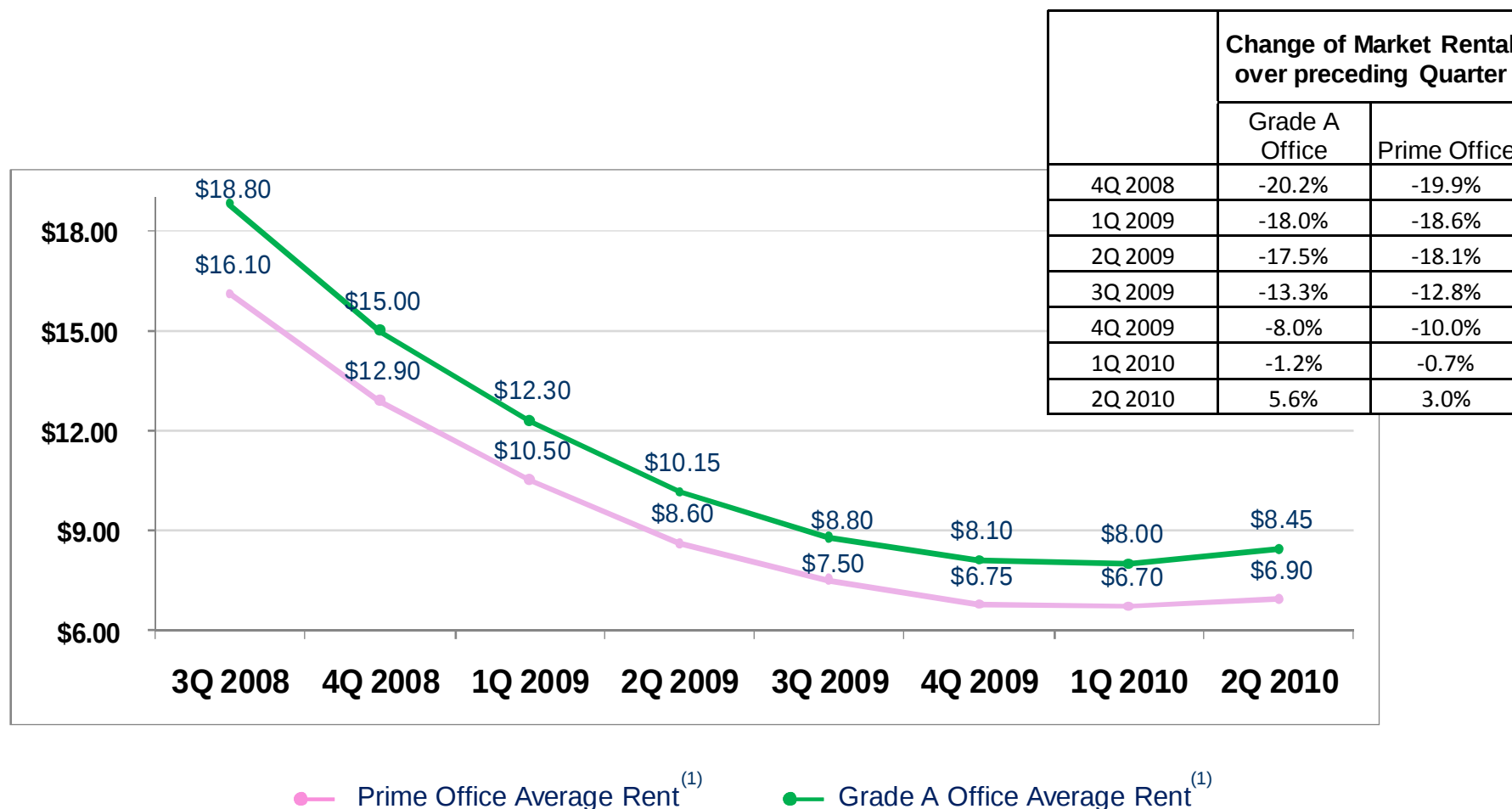
(1) URA has not released Occupancy Index Figure for 2Q 2010

(2) Data shown does not take into account the divestment of Starhub Centre



Office

Upturn in office rents driven by economic recovery and growth in services



Note:

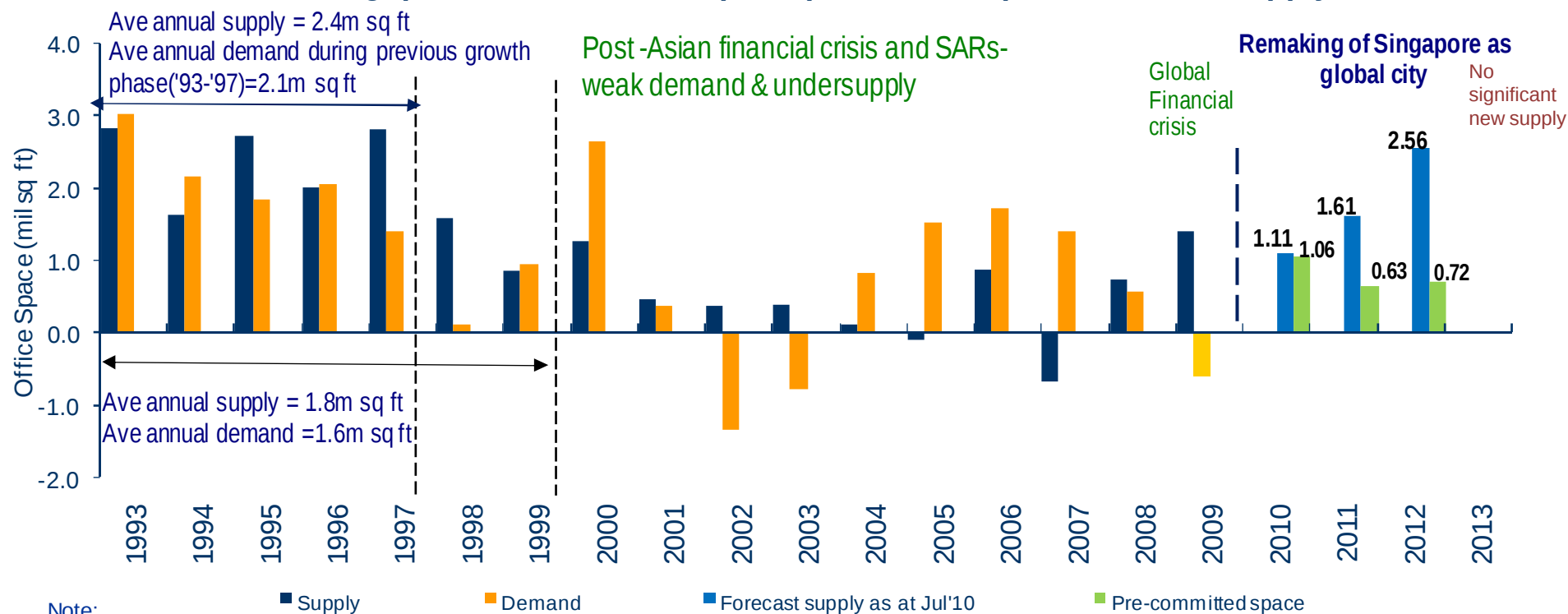
(1) Source for office market rent: CBRE (figures as at end of each quarter)



Recovering office market in Singapore 95% of 2010 supply already pre-committed

- 95% of 2010 supply pre-committed
- 32% of 2011 and 2012 supply pre-committed

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





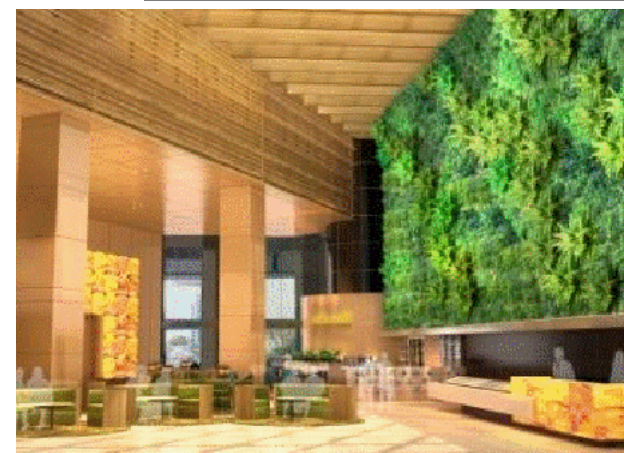
Strengthening portfolio in Singapore

- **Reconstitution of commercial portfolio**
 - Continue to seek divestment of non-core assets to recycle capital
 - Actively explore acquisition opportunities in S'pore
 - Grow new self storage business via StorHub JV
- **CCT* portfolio initiatives**
 - Six Battery Road asset enhancement wins Green Mark Platinum award
 - Starhub Centre sold for S\$380m (S\$113m gain)

**CapitaCommercial Trust*



Six Battery Road



Six Battery Road, revitalized lobby with largest "green wall" in S'pore's office buildings post-AEI



Vietnam – 4th core market

- **Vietnam real estate drivers**

- 5 yrs GDP growth forecast above 7%¹
- Large population: 86 million
- Rapid urbanization: only 20% of population live in urban areas or cities
- Young & aspiring population: 54% of population under 30 years of age
- Pro-growth regulatory environment

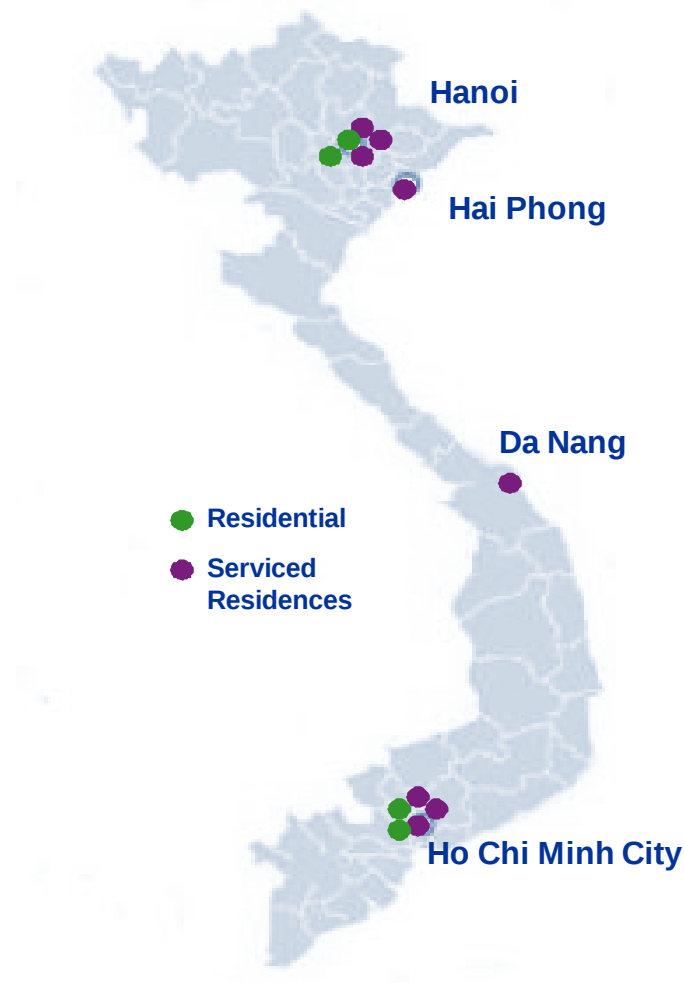
- **To grow total assets from S\$400m currently to ~S\$2b over 3-5 years**

- Residential ::
 - **Upper-mid segment:** Target wealthy businessmen, returning Vietnamese and professionals;
 - **Affordable housing:** Target household with combined income of at least US\$2,000pm
- Serviced residence: Maintain leadership position
- Shopping Malls: Looking to enter market

Source: Bloomberg; Consensus Economics; IMF

¹

Primary focus in gateway cities of
Ho Chi Minh City and Hanoi





Vietnam – Expanding presence

- **Pipeline : 4 residential projects**
 - Over 4,000 apartments in Ho Chi Minh City & Hanoi
- **The Vista, Ho Chi Minh City**
 - Completed main structural works and topping-out
 - Expected completion of project: 2011
- **Beau Rivage (site at Thanh My Loi), Ho Chi Minh City**
 - Target to launch by end-2010
- **Mulberry Lane, Hanoi**
 - Piling completed



The Vista, Ho Chi Minh City

Project	No. of Units	Status in 1H10
The Vista Ho Chi Minh City	850 (residential/ serviced apts)	Sold 74% (632 units)
Beau Rivage Ho Chi Minh City	~ 950	Received Investment Certificate in Dec'09
Mulberry Lane Hanoi	~ 1,500	Sold 71% (545 units) of 768 units released
Site at Ha Dong Hanoi	~ 960	Signed JVA in Jan'10



Total of 88 retail malls in Asia

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

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

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

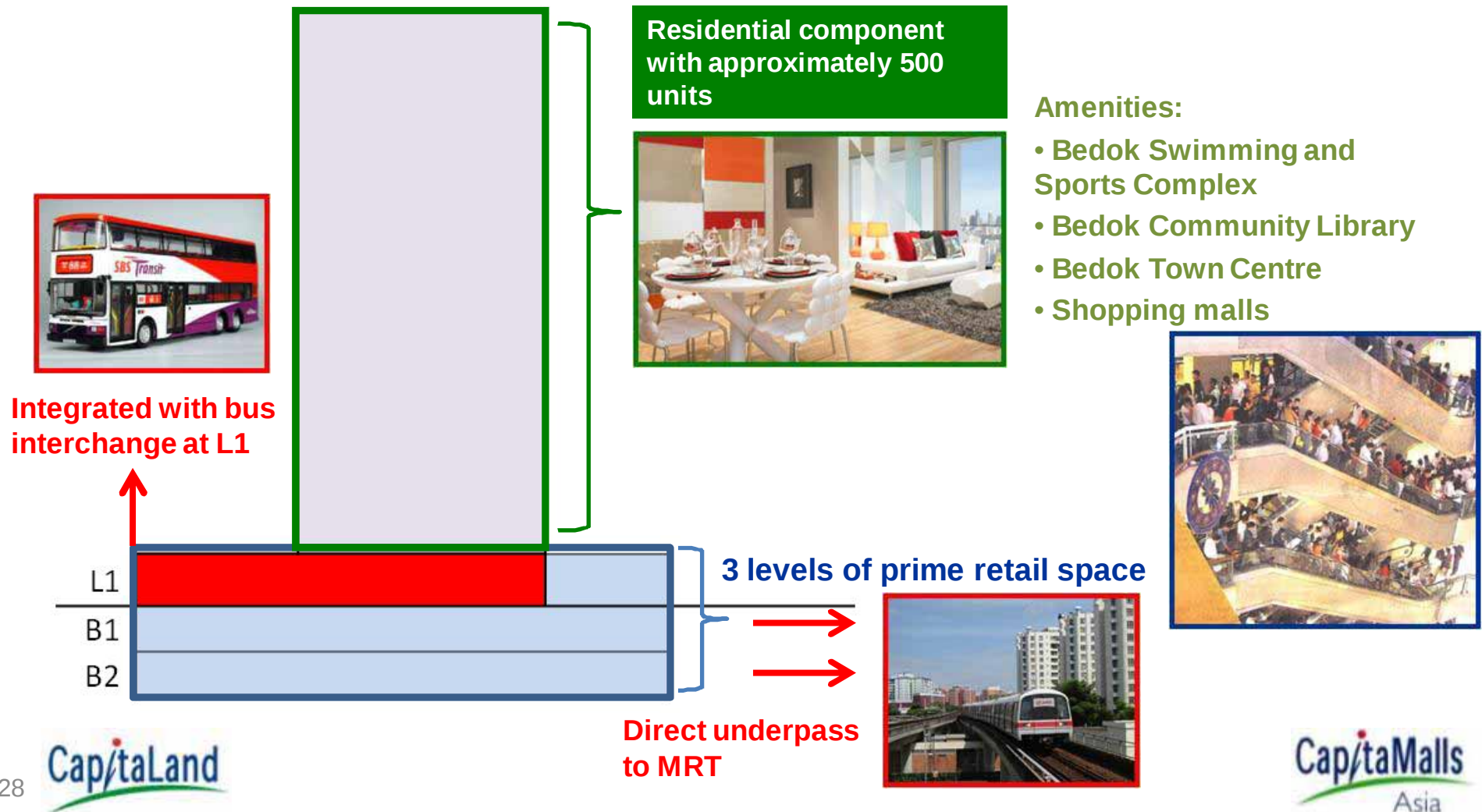
⁽³⁾ As at 30 Jun 2010



Integrated development in Bedok

(CMA/CapitaLand JV)

- One-stop family shopping mall, providing convenience and a variety of merchandise and specialty goods





The Ascott Limited (Ascott)

Ahead Of The Competition

World's largest international serviced residence owner-operator

- **Hospitality demand growing in line with economic recovery**
 - Southeast Asia and North Asia RevPAU* improved 11% in 1H2010
 - Europe market remained resilient with stable RevPAU performance
 - Asset enhancement plans to capture market upturn



System-wide, same-store – Numbers include all serviced residences owned, leased and managed

*REVPAU – Revenue per available unit

Foreign currencies are converted to S\$ at respective period's average rates



The Ascott Limited (Ascott)

Transformational Growth

World's largest international serviced residence owner-operator

- **New target to grow portfolio to 40,000 units by 2015 from current 26,000**
 - Increase dominance in global key cities
 - Asia: China, Vietnam, Singapore & India
 - Europe: France, Germany and UK
 - Others: Spain, Italy, Switzerland, Turkey & Eastern European countries
 - More management contracts



Citadines Paris Louvre



Ascott Raffles City Hangzhou



Ascott Guangzhou IFC



Increase asset size and free float of Ascott REIT

Transaction approved at Ascott REIT's EGM on 9 Sep 2010

Proposed Divestment

- 28 serviced residence properties in Europe and Asia for a sale consideration S\$970 million⁽¹⁾ and gain of approximately S\$52 million⁽²⁾

Proposed Acquisition

- Ascott Beijing
 - Purchase consideration of S\$214 million⁽³⁾

Proposed Subscription

- Undertake to subscribe to Ascott Residence Trust (Ascott Reit) Proposed Equity Fund Raising to maintain 47.7% stake in Ascott Reit

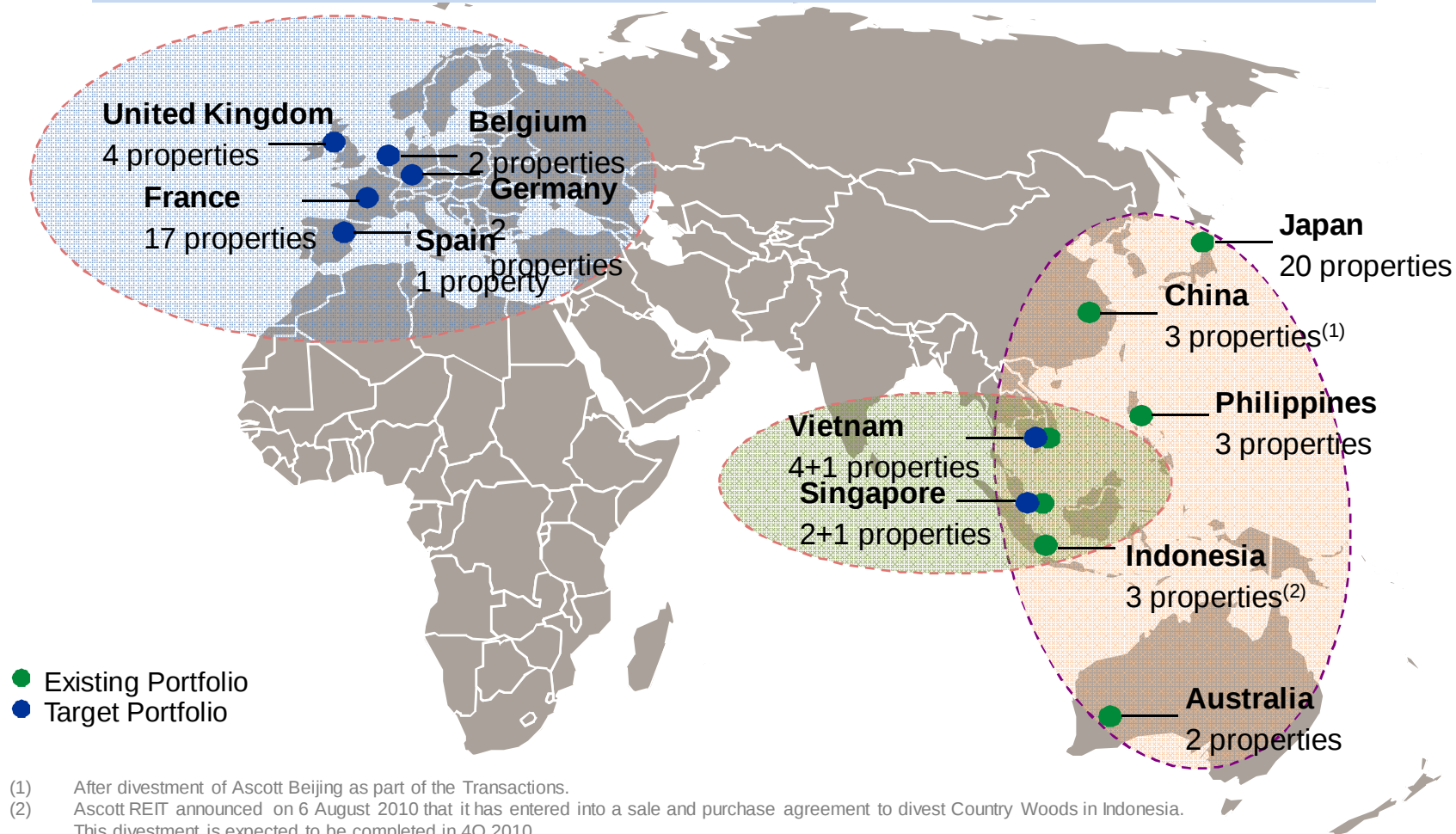
-
- (1) Consists of the total appraised value of the properties of S\$1,238 million⁽⁴⁾ and net current assets of S\$157 million and less debts of S\$422 million & minority interest of S\$3 million (which will be adjusted at completion)
- (2) After deferring a part of the gain in proportion to Ascott's interest in Ascott Reit. Before the deferment, the estimated net gain is approximately S\$100 million
- (3) Consists of agreed purchase price of S\$302 million and less consolidated net current liabilities of S\$14 million and debt of S\$74 million (which will be adjusted at completion)
- (4) Based on the average of two independent valuations undertaken by Savills Commercial Properties Limited (appointed by Ascott Reit) and HVS International (appointed by Ascott)



The Ascott Limited (Ascott)

Ascott REIT's size and footprint to expand significantly

S\$2.85 billion portfolio value
6,681 apartment units in 65 properties
23 cities in 12 countries





The Ascott Limited (Ascott)

Key benefits for Ascott REIT

Exposure to Serviced Residence asset

- Acquisition of 28 Asia and Europe properties will double asset size to S\$2.85 billion
- Portfolio will operate under established international brands: Ascott, Somerset and Citadines

Quality Assets in Global Cities

- 75% of Target Acquisitions (by value) in global cities London, Paris and Singapore
- Increased presence in Pan Asia with added diversification to Europe markets
- Ascott REIT's investment policy will expand to cover any country in the world

Income Stability

- 47.2% of FY10 EBITDA⁽¹⁾ from Master Leases and guaranteed income Mgmt Agreements
- Ascott REIT's geographical diversification across property and economic cycles is enhanced

Management Track Record

- Demonstrated organic growth of portfolio
- Portfolio management for optimal returns – yield accretive acquisitions and strategic divestments
- Ability to acquire assets from TAL and third party owners
- Proactive but conservative capital management

Strong Sponsor

- Ascott REIT granted right of first refusal over TAL's Pan Asia and Europe assets
- Significant potential pipeline of quality assets from TAL

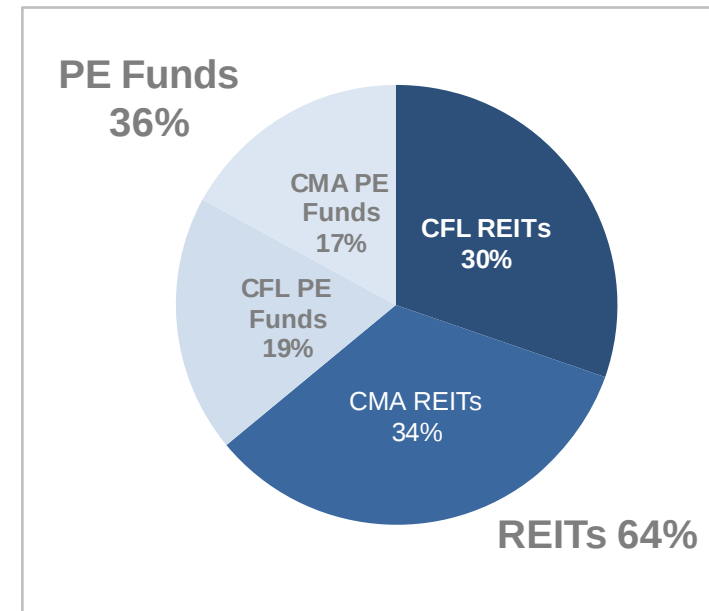
(1) Annualised based on forecast EBITDA for the 3 months ending 31 December 2010.



Grow financial services franchise

- **6 REITS and 15 private equity funds**
 - Launched largest 'pure play' shopping mall REIT in Malaysia
 - CapitaMalls Malaysia Trust listed on Bursa Malaysia on 16 July 2010
 - Upsized Raffles City China Fund from US\$1b to US\$1.18b
 - Injected Raffles City Ningbo
 - Open to new funds/JVs in Malaysia, China and Vietnam

Total AUM as at 1H2010:
S\$26.7 billion



AUM excludes CMMT'



Australand

Australand's strategic objectives



- Target 60%-70% of Group EBIT from recurrent earnings
- Improve development divisions' return on average capital employed to at least 12% by the end of 2012
- Recycle underperforming capital in development divisions to drive earnings
- Maintain gearing within a target range of 25% - 35%

Recurrent income

- A\$2b portfolio of high quality investment assets
- Diversified across industrial and office sectors
- Long term leases with quality tenant covenants

Development business

C&I

- 416 ha landbank
- A\$3b end value
- 227,000sqm forward workload

RESIDENTIAL

- 22,000 lots
- A\$8.1b end value
- ~70% of FY10 forecast secured

Strong financial standing

- Healthy gearing of 0.27x in 1H2010
- Established unsecured A\$1.3bn debt facility and extended debt maturity profile

CapitaLand's Strategic Initiative in Affordable Housing





Opportunities in affordable housing in Vietnam and China

- 1** Rapid and massive urbanization in China and Vietnam underpins strong demand
- 2** Lower market risk as demand is real and non-speculative, and affordable housing market is currently undersupplied
- 3** Ability to leverage on track record in property development, established local network and relationships with local city governments
- 4** Address a new market segment that is scalable



Execution Strategy

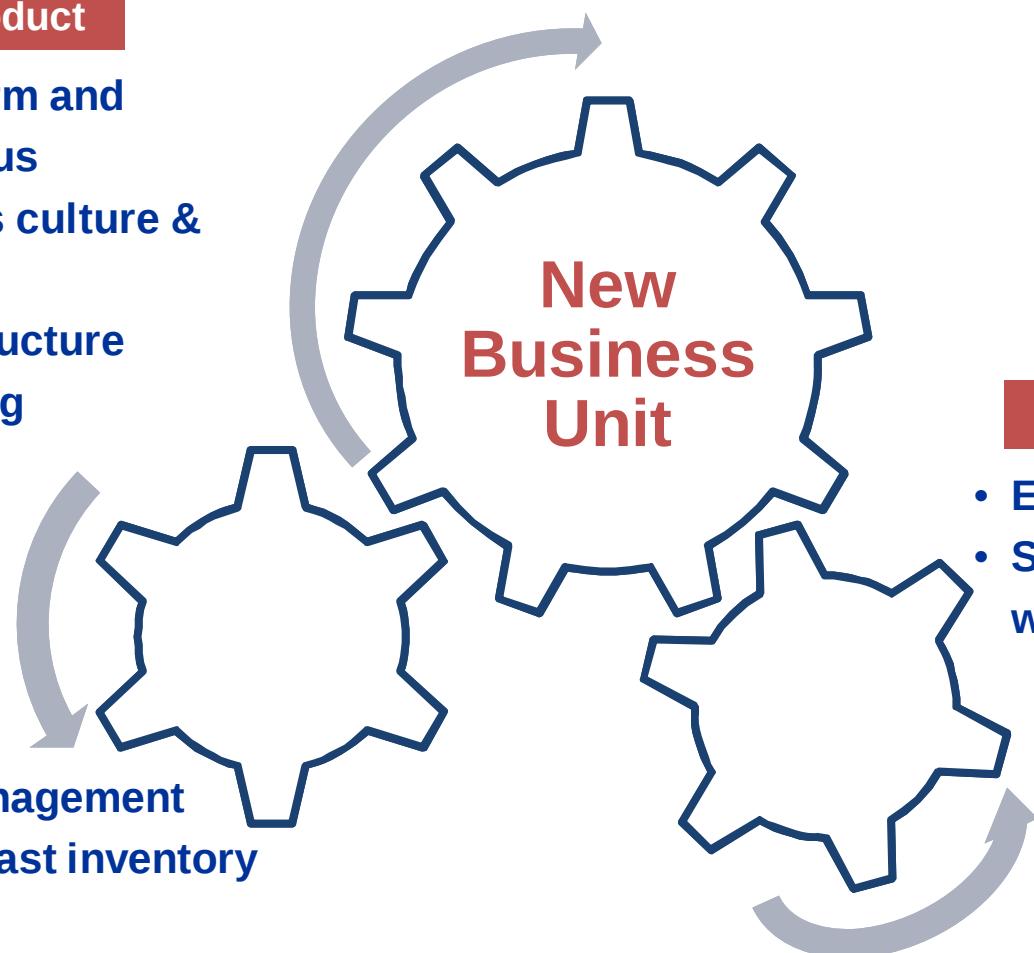
Differentiated Product

- Dedicated platform and management focus
- Distinct business culture & mindset
- Different cost structure
- Separate branding

Execution

- Effective cost management
- Speed to market/fast inventory turnover
- Access to large sites with good infrastructure at reasonable cost

New Business Unit



Opportunities

- Explore suitable M&A
- Strategic partnerships with local government

Financials



Olivier Lim
Group CFO





Net Profit (PATMI) of S\$591m in 1H10 vs loss of S\$114m in 1H09

- 1H10 Revenue of S\$1,561m, ↑ 45% YoY

(S\$ million)	1H 2009	1H 2010	Change
Revenue	1,078.2	1,561.2	+483
EBIT	40.2	1,190.8	+1,151
PATMI	(114.1)	591.5	+706
EPS (cents)	(3.0)	13.9	+17



1H10 PATMI surged 124% YoY (excl revals & impairments)

- 2Q10 PATMI of S\$271.7m (excl revals & impairment)
 - ↑ 145% QoQ and
 - ↑ 119% YoY

(S\$ million)	2Q2009	1Q2010	2Q2010	1H2009	1H2010
PATMI (ex reval & impairment)	124.0	111.0	271.7	171.0	382.7
Revaluation & Impairment	(280.9)	4.4	204.4	(285.1)	208.8
Statutory PATMI	(156.9)	115.4	476.1	(114.1)	591.5



1H2010: Strong performances across businesses

Residential:

- Strong residential performances in Singapore, China, Vietnam & Australia
- Total sales in excess of S\$2bn in 1H10
- Singapore recorded sales of S\$1.3b, exceeding \$1.2b for full year 2009

Shopping Mall:

- Higher rental income from malls in China, Malaysia and Singapore

Commercial:

- Higher income due to positive rental reversions and higher average occupancies

Serviced Residences:

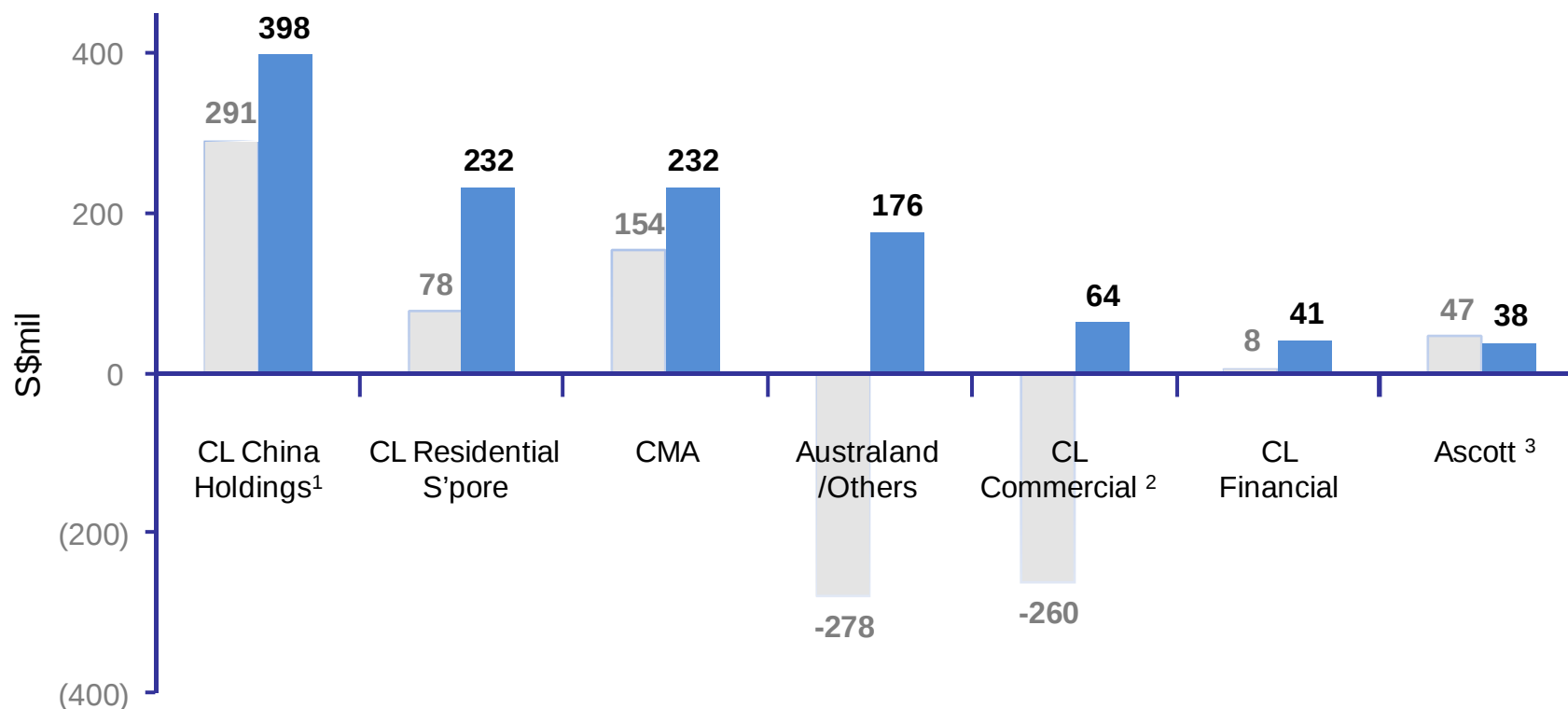
- RevPAU growing in line with economic recovery
- North Asia and South East Asia RevPAU up 11% respectively

2. Revenue Per Available Unit (RevPAU)



Strong performances across businesses (cont'd)

EBIT 1H10 vs 1H09



(1) Excludes Retail and Serviced Residences in China

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

(3) Includes all holdings in Ascott Reit

EBIT by SBUs (excluding revals & impairments)

(S\$ million)	1H2009	1H2010	Change
CapitaLand Residential Singapore	55.2	217.7	294%
CapitaLand China Holdings	65.4	88.4	35%
CapitaLand Commercial	71.4	60.9	(15)%
CapitaMalls Asia	93.2	211.2	127%
The Ascott Limited	39.2	34.4	(12)%
CapitaLand Financial	56.5	34.3	(39)%
Australand / Others ¹	98.9	145.9	48%
TOTAL EBIT	479.8	792.8	65%

¹Includes Corporate Office and Others



Strong Balance Sheet & Liquidity Position

	1H2009	1H2010	Change
Equity (S\$bn)	16.9	17.3	Increased
Cash (S\$bn)	4.2	4.9	Increased
Net Debt (S\$bn)	5.8	4.9	Improved
Net Debt/Equity	0.43	0.28	Improved
% Fixed Rate Debt	67%	70%	Improved
Ave Debt Maturity(Yr) ¹	3.4	3.6	Improved

¹ Based on put dates of Convertible Bond holders.



Capital Management milestones in past 12 months

- **S\$1.2b 7-year CB issued last year was the largest in Asia in 2009**
- **Recycled S\$2.8bn capital via CMA IPO – largest Singapore IPO in 16 years**
- **Re-invested in China by acquiring OODL business**
– largest M&A deal ever by a real estate company in Singapore
- **CMA recycled capital in Malaysia via the CMMT IPO (S\$230m) and sold Clarke Quay to CMT (S\$268m)**
- **CMT successfully launched the S-REIT market's first ever Euro MTN deal**
– US\$500m “benchmark” deal.
- **CCT divested 2 office buildings in ongoing efforts to reconstitute portfolio**
- **CL Group issued S\$1 billion of bonds with 4-10 years maturity**
- **The Ascott Limited to recycle capital via the sale of 28 Asia and European properties to Ascott REIT (EGM approved on 9 Sep 2010)**



Key takeaways:

- **Refined and focused strategy both geographically and by segment**
- **Business model is intact and remains fairly unique**
- **The Group continues to expand in a deliberate, consistent and capital efficient manner in accordance with its stated strategy**
- **Excellent financial flexibility to take advantage of opportunities and also weather uncertainties**

Thank You



Supplementary





CapitaLand's transformation in 9 years

Total Net Profit (2000 – 2010): S\$7.5 billion

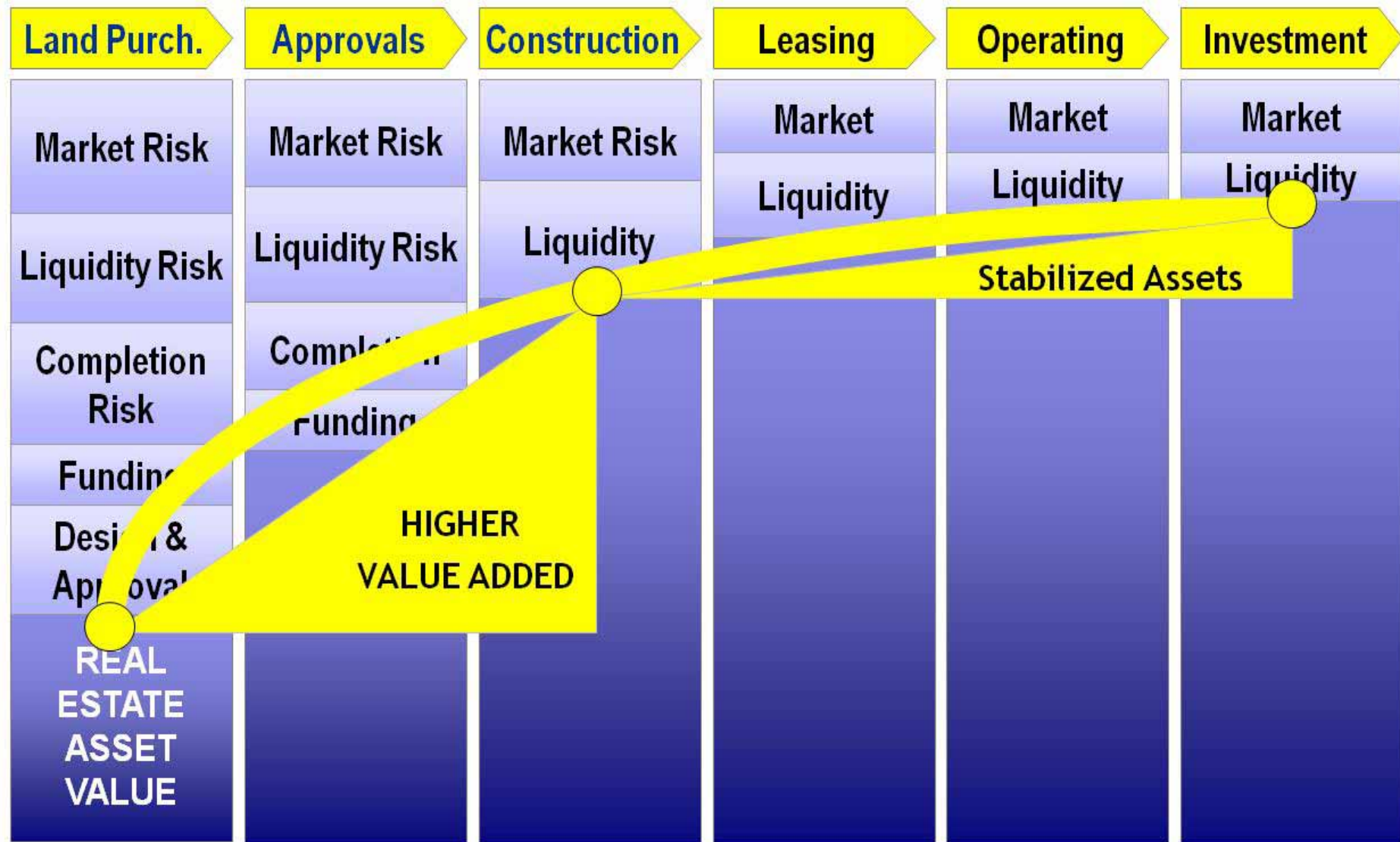
Total Distribution to Shareholders (2000 – 2010): S\$2.6 billion



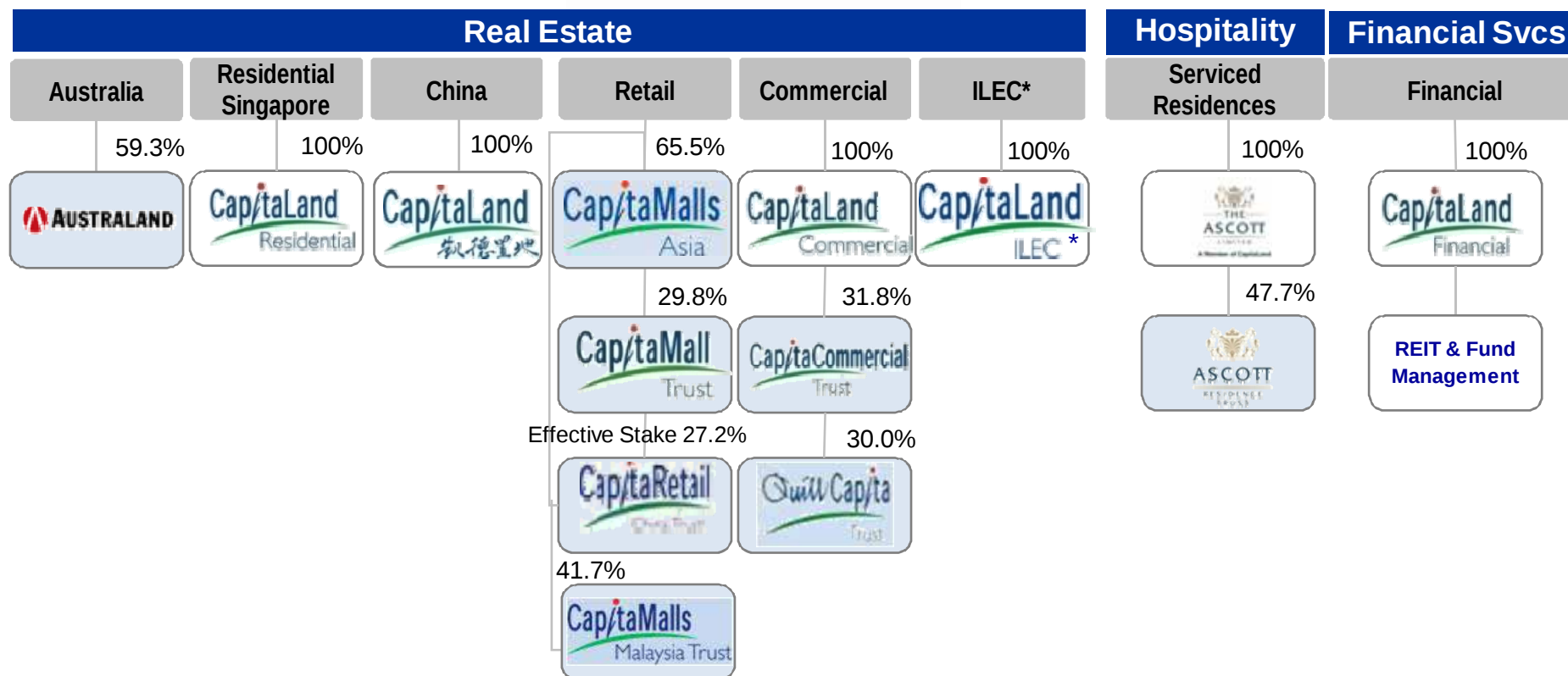
** Straight annualization*



Business Model Focuses on Capital Productivity



Corporate structure



Listed Entities

* Integrated, Leisure, Entertainment & Conventions

As at 15 September 2010





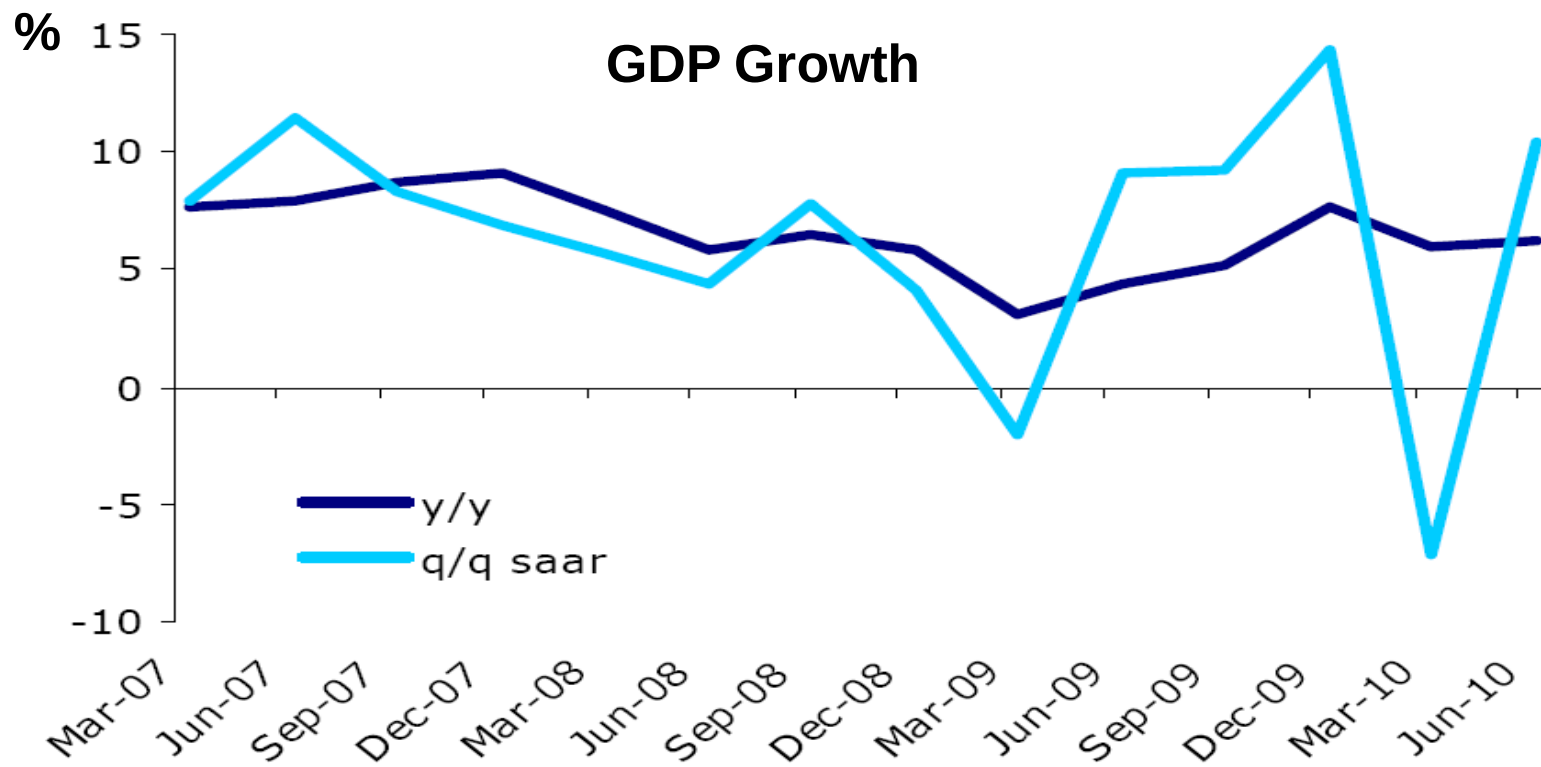
Raffles City Shanghai/Beijing performance

	Raffles City Beijing	Raffles City Shanghai
<u>Office</u>		
Occupancy	95% (committed)	91%
Rental (RMB psm per month)	165	229
Capital Value (RMB psm)	24,200	34,900
<u>Retail</u>		
Occupancy	98% (committed)	100%
Effective Rent (RMB psm per month)	305	562
Capital Value (RMB psm)	24,000	43,900

* Data as of 31 May 2010; rental rates exclusive of property management fees

Robust near term growth for Vietnam

- Growth remained strong with a sharp rebound in 2Q10 momentum
- Jan 2011 – 11th National Congress where the Communist Party of Vietnam will approve and appoint leaders
- Emphasis will be on stability during the run-up to Jan 2011

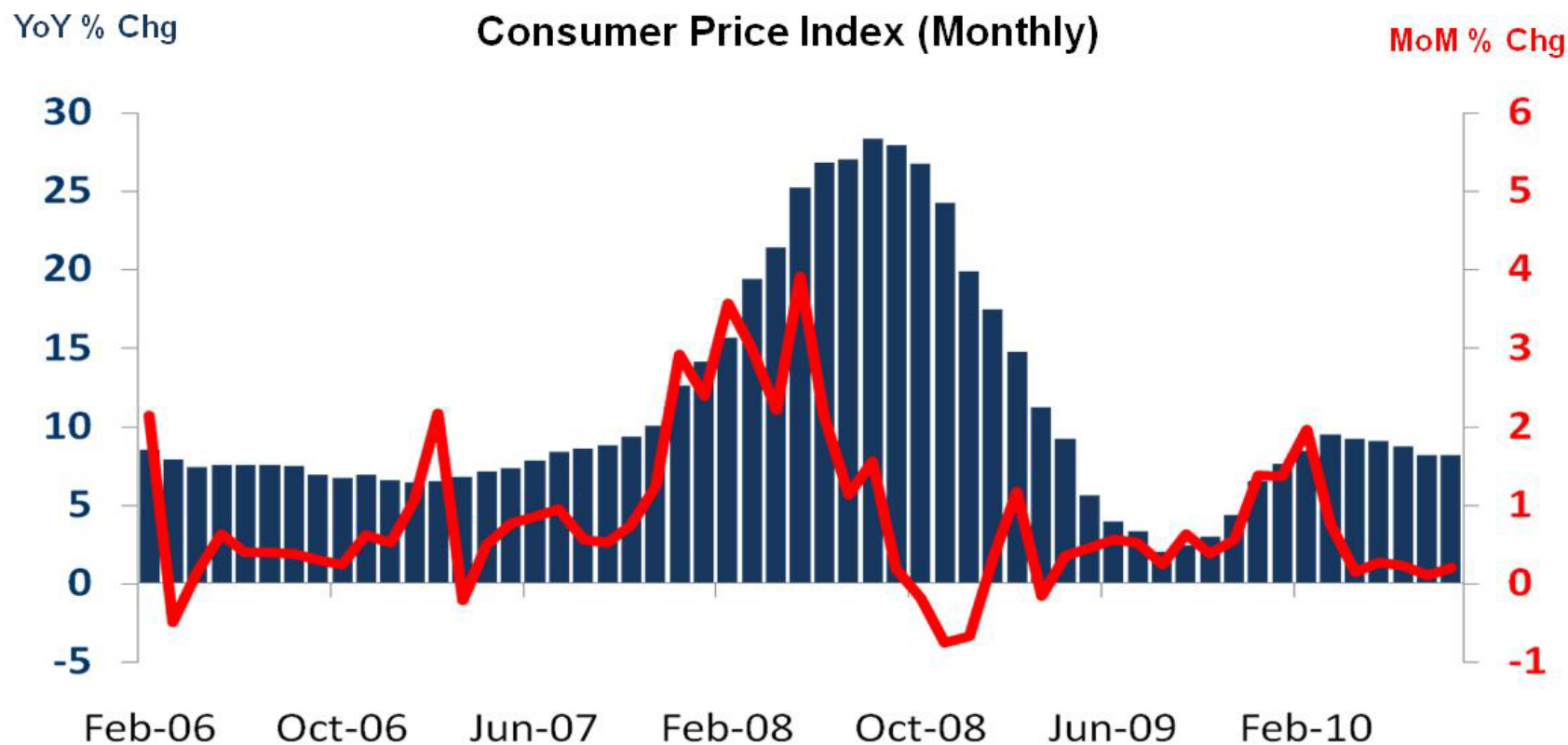




Vietnam

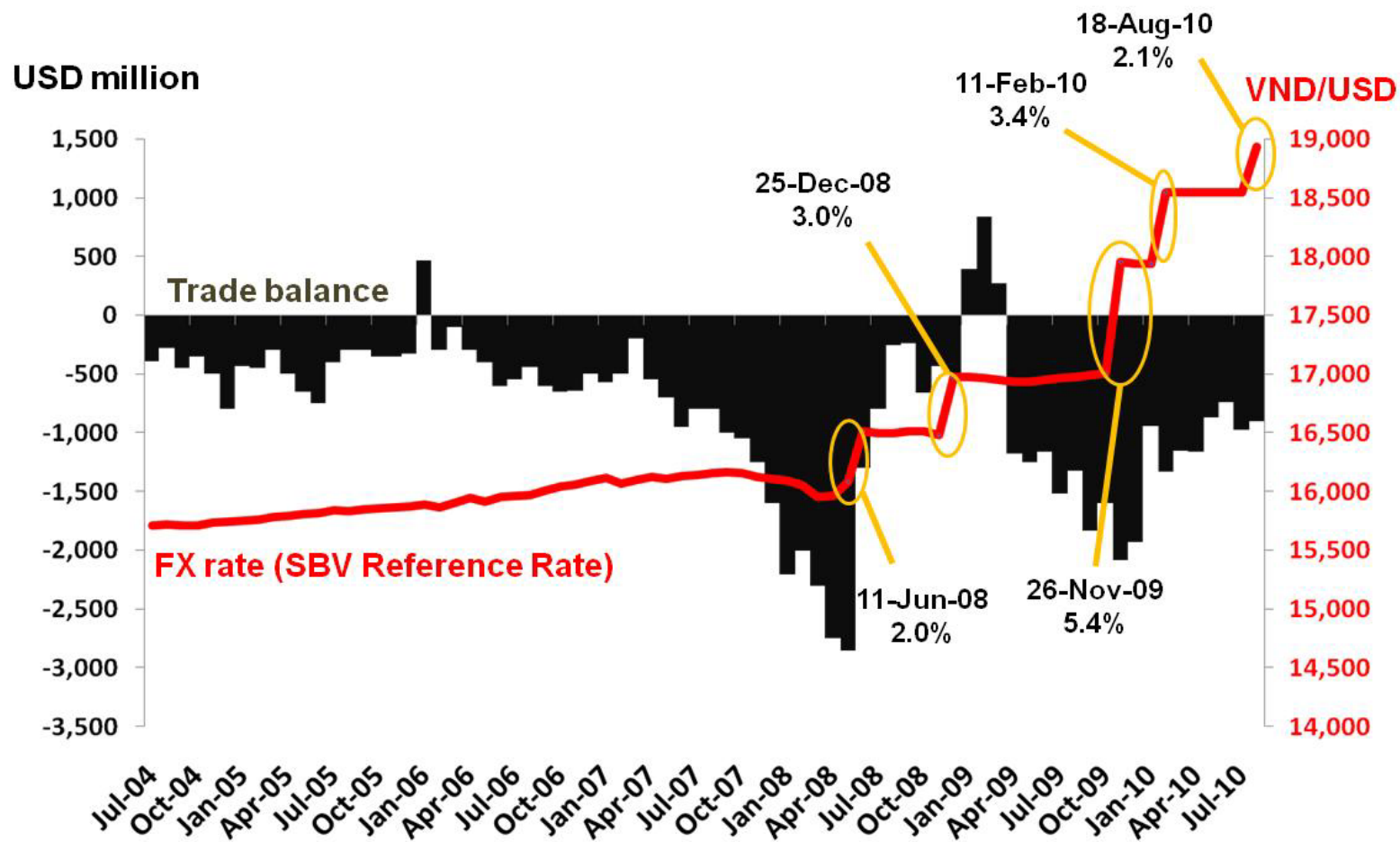
Inflation fear overblown

- Developing economies generally have higher inflation
 - Eg China: 9.2% average inflation (1979-1995)
- Vietnam's historical average (1996-2009) inflation: 6.2% yoy



Trade deficit improving

- Recent devaluations halted the deterioration in trade balance, but more devaluations likely, to get trade deficit down to USD 300-500m



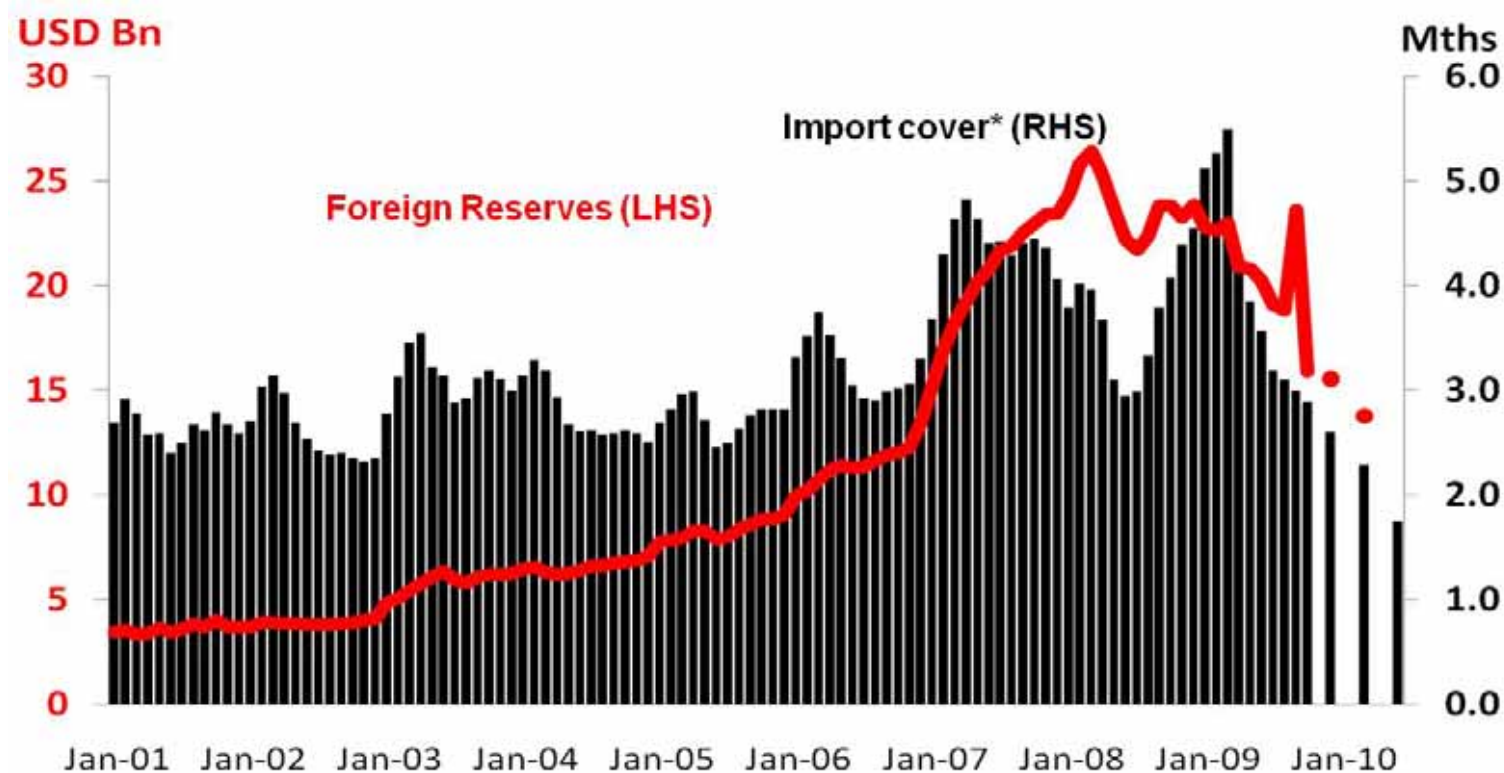


Vietnam

Currency crisis low probability as access to USD underestimated

Government could possibly assess another USD15 Bn:

1. FX holdings by public enterprises and finance ministry ~ USD 10 Bn
2. Chiang Mai Initiative swap funds – USD 5 Bn

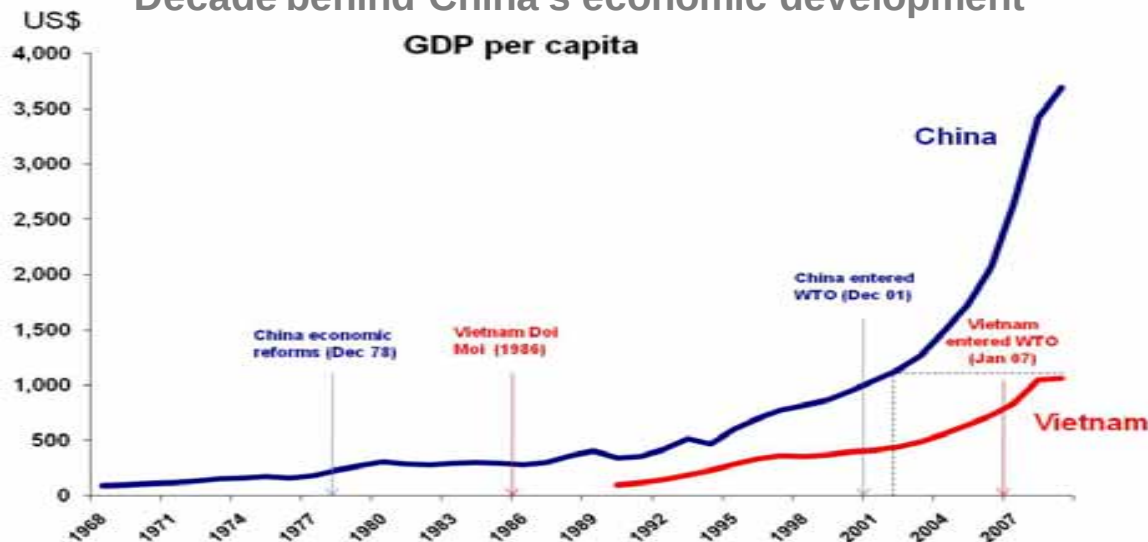


Source: CEIC, Deutsche Bank, Fitch Ratings, Bloomberg, IMF *Using 3MMA of Imports



Vietnam following China's footsteps?

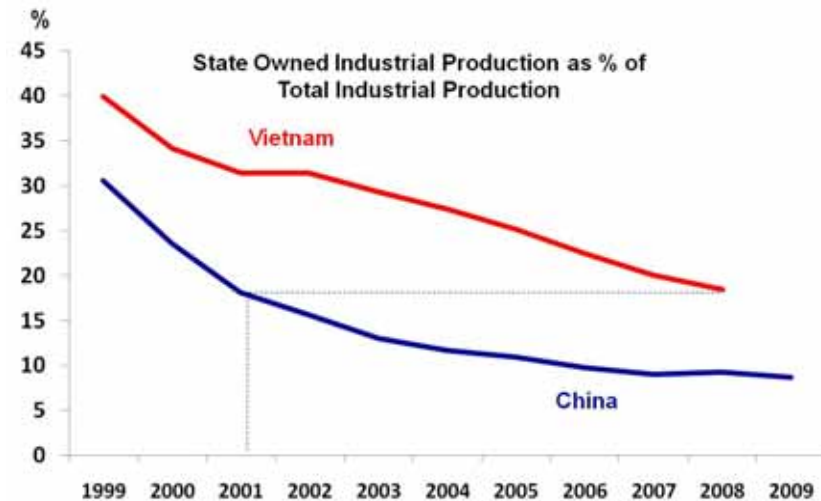
Decade behind China's economic development
GDP per capita



Urbanization, 2 decades behind China



Privatization, decade behind China



Bedok site: Development Details

	Shopping Mall	Residential
Permissible GFA	938,165 sq ft	
GFA	375,266 sq ft *	562,899 sq ft
% of Permissible GFA	Maximum of 40%	Minimum of 60%
Estimated Net Lettable Area / No. of Residential Units	230,000 – 240,000 sq ft	500 units
Estimated Construction Start Date	4Q 2011	
Estimated TOP	1H 2014	1H 2015
Yield on Cost	More than 6%	N.A.
Capital Value	Approximately \$3,000 psf NLA (Based on 3 levels of prime retail space)	N.A.

* Inclusive of bus-interchange GFA