

# CapitaLand Group Strategic China Focus



November 2011



# 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.*



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# Overview





# CapitaLand – A Quick Overview

- A developer with core competencies in real estate
- Major focus on China
- “Going Deep” into key Chinese cities
- Capital recycling model is still robust
- Prudent capital structure to prepare for volatile period



# Building With Confidence In The Market

- **Committed S\$7b new investments YTD Sep 2011, mainly in Singapore and China**
- **Continued confidence in Singapore's and China's real estate market**
- **Managing on-going pipeline and Project Development Expenditure (PDE) approximately S\$36 billion\***

\* Amount represents gross on-going expenditure required to complete the projects group-wide (not taking into account effective interest); including land cost, estimated construction cost, financing cost, marketing costs and legal fees etc.. Figures exclude Australand



## Strategic Focus

# 3 + 3 + 2 market strategy



- **3 Core markets** (90% of assets)
  - **Singapore, China, Australia**
  - *To devote bulk of resources and effort*
- **3 Secondary markets** (5% of assets)
  - **Vietnam, Malaysia, Europe (serviced residences only)**
  - *Relatively large and stable operations, with potential for further growth*
- **2 Opportunistic markets** (3% of assets)
  - **Japan, India**
  - *Difficult economic climate or challenging operating conditions*

# Group Structure – Simplified



Denotes wholly owned subsidiary



Denotes listed subsidiary

\* Denotes listed entity



# CapitaLand in China



**Residential &  
Integrated  
Development**

**Malls**

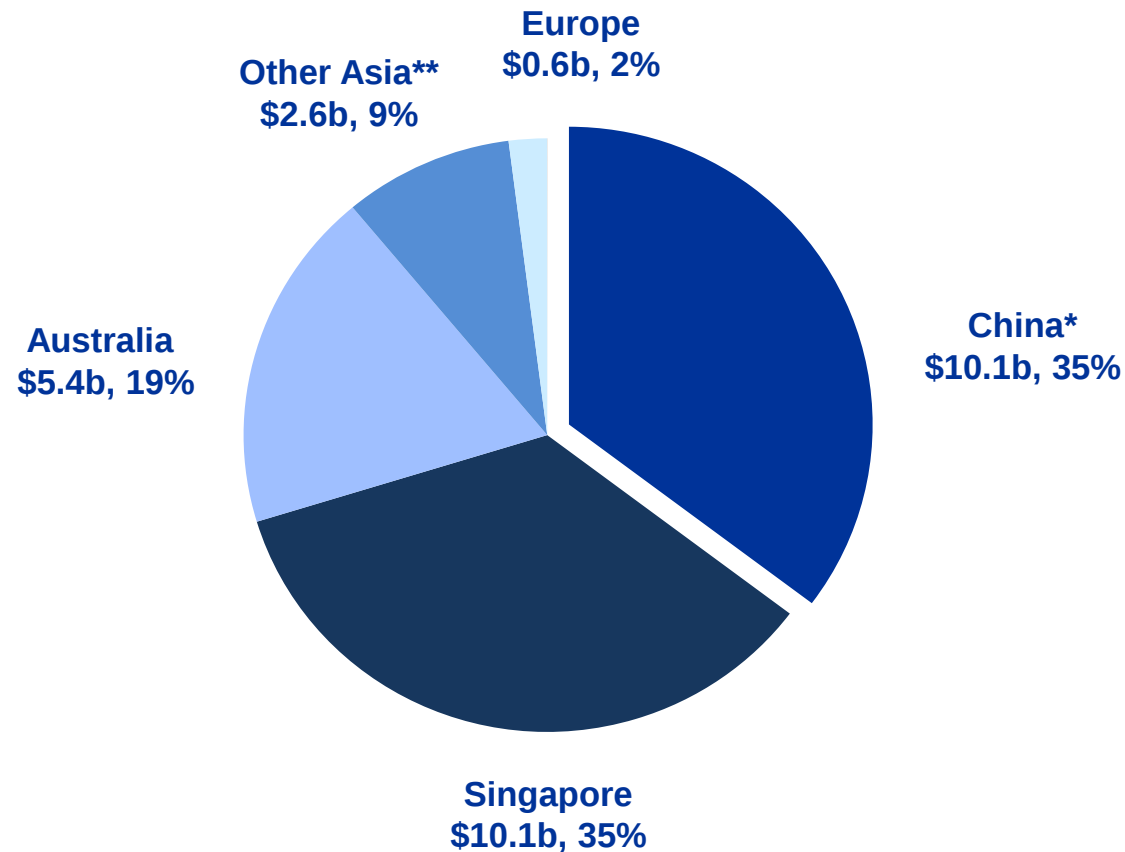
**Serviced  
Residences**

**Fund  
Management**



# Singapore, China & Australia ~90% of Assets<sup>1</sup>

*Singapore and China ~70% of Assets*



<sup>1</sup>Excluding treasury cash

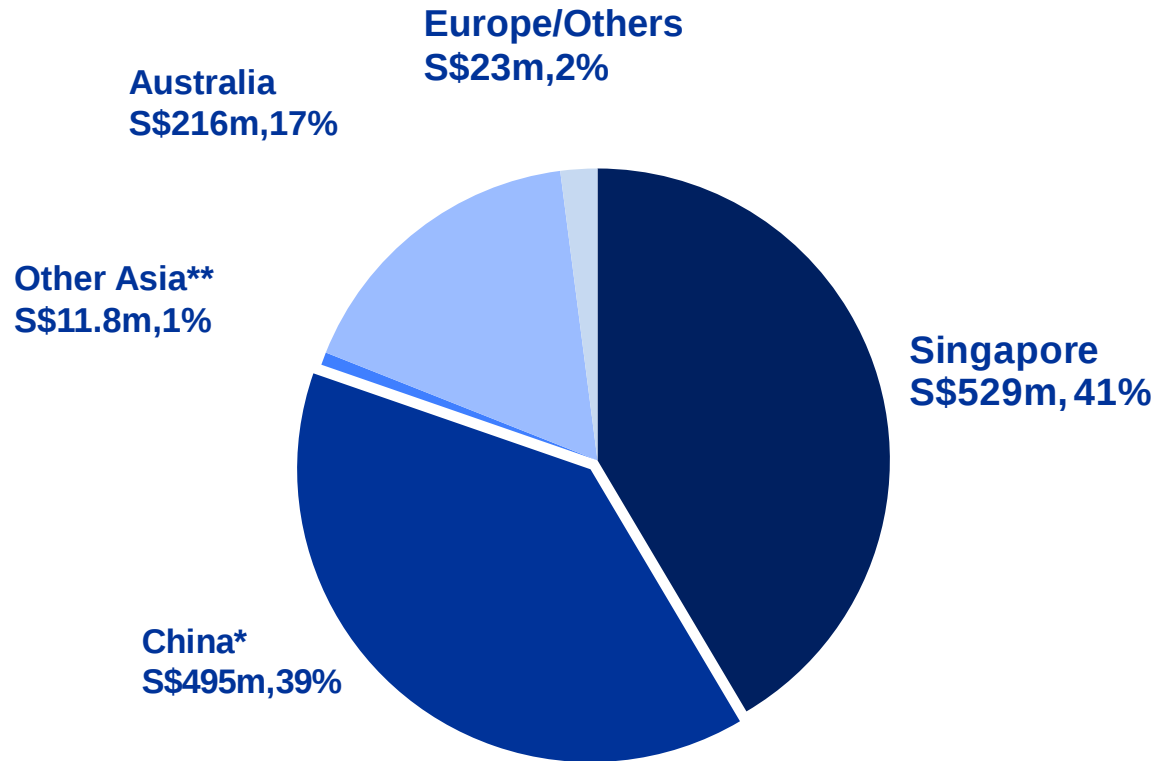
\*China including Macau & Hong Kong

\*\* Excludes Singapore and China but includes projects in GCC  
As as Sep 3Q 2011



# Singapore, China & Australia ~97% of EBIT

*Singapore and China are ~80% of EBIT*



\*China including Macau & Hong Kong

\*\* Excludes Singapore and China but includes projects in GCC  
As at Sep 3Q 2011

# China – Well Entrenched after 17 years

- CapitaLand has been investing in China since 1994
- Current portfolio worth over S\$30b<sup>1</sup> comprising over 120 projects in over 40 cities across China

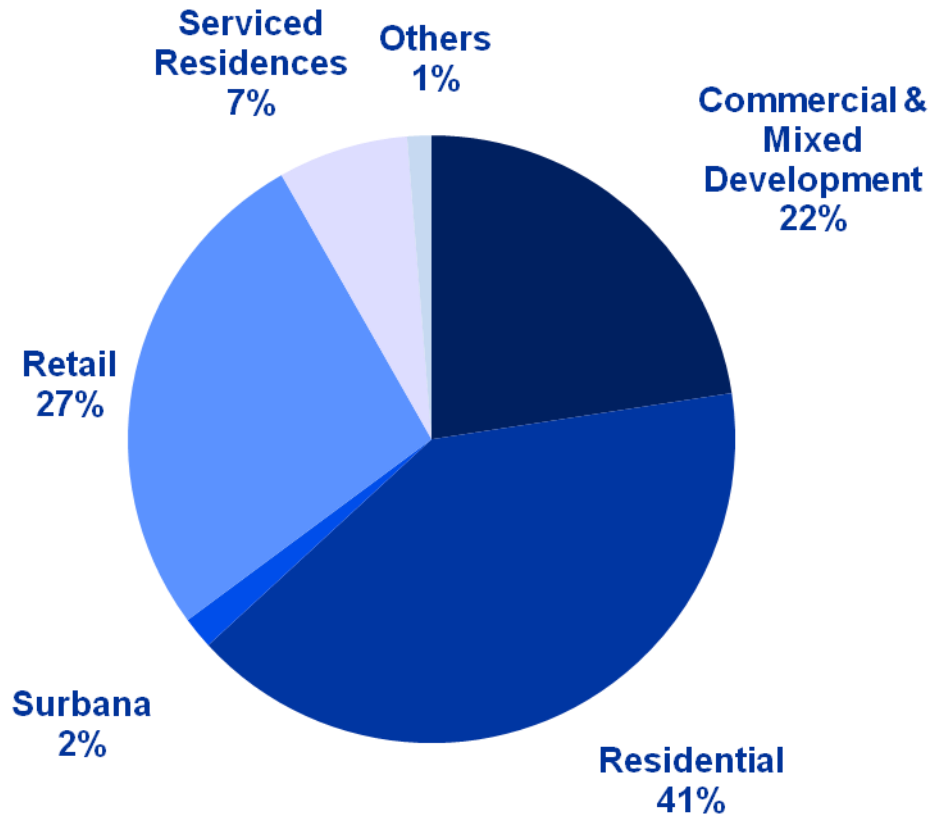
- **Residential:** 18 projects + 3 value housing developots (~24,000 commodity housing units & 5,000 value homes) across 11 cities, total pipeline GFA of >3 mil sqm & ~0.5 mil sqm (value homes), built & handed over >14,800 quality homes
- **Integrated Developments:** 7 “Raffles City” branded projects – 2 in operation; 5 under development, spread across 6 cities, valued at over S\$7b
- **Serviced Residences:** 38 properties, ~ 7,000 units spread over 16 cities, valued at ~S\$2.8b
- **Financial Services:** 9 private funds & 2 REITs, AUM S\$11.4b
- **Retail:** 55 malls spread over 35 Chinese cities, valued at S\$10.6b, with a total GFA of 52.9 mil sq ft





# Balanced Portfolio in China

**China Assets: S\$10.1b**  
**(35%\* of Group's Balance Sheet)**

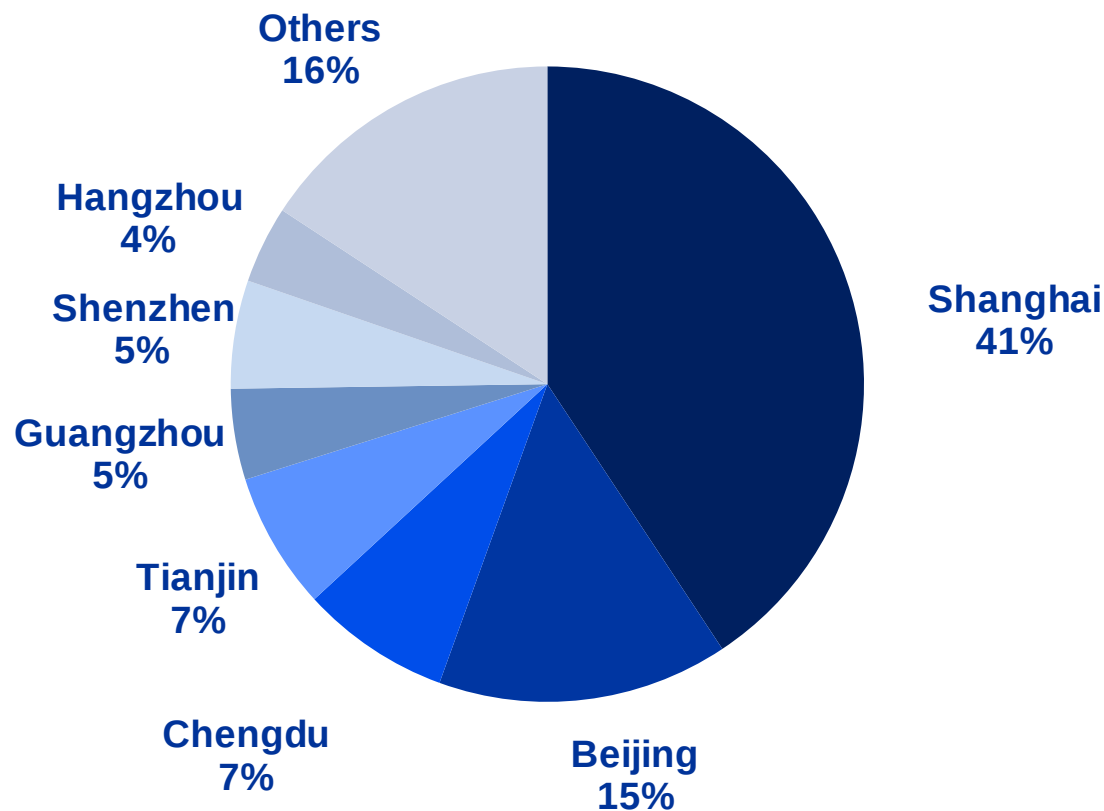


\* Excluding treasury cash  
As at Sep 3Q 2011



# Deepening Presence in China

**Property Value<sup>^</sup> in China: S\$7.6b\***  
**(75%\* of Group's Property Value in Top 5 Cities)**



<sup>^</sup>Property Value refers to the carrying amount of each property in the financial statements as at 30 Sep 2011

\* Effective stake held by Capitaland  
As at Sep 3Q 2011



# Diversified Portfolio of Funds under Management

## 6 REITs & 17 PE Funds

| Countries                                                                                   | No. of Funds | No. of REITs | PE Funds* (S\$ billion) | REITS^ (S\$ billion) | Total AUM # (S\$ billion) |
|---------------------------------------------------------------------------------------------|--------------|--------------|-------------------------|----------------------|---------------------------|
|  Singapore | 0            | 2            | 0.0                     | 14.7                 | 14.7                      |
|  China     | 9            | 1            | 10.0                    | 1.4                  | 11.5                      |
| Pan-Asian                                                                                   | 2            | 1            | 0.0                     | 2.7                  | 2.7                       |
|  Japan     | 2            | 0            | 1.1                     | 0.0                  | 1.1                       |
|  Malaysia  | 1            | 2            | 0.1                     | 1.4                  | 1.4                       |
|  Vietnam   | 1            | 0            | 0.1                     | 0.0                  | 0.1                       |
|  GCC      | 1            | 0            | 0.1                     | 0.0                  | 0.1                       |
|  India   | 1            | 0            | 0.2                     | 0.0                  | 0.2                       |
| <b>TOTAL</b>                                                                                | <b>17</b>    | <b>6</b>     | <b>11.6</b>             | <b>20.2</b>          | <b>31.8</b>               |

\* Denotes Capital Drawn Down

^ Denotes Total Assets Managed

# AUM as at 30 Sept 2011

# Major Achievements YTD Sep '11





# Committed S\$7b of New Investments in YTD Sep 2011

| Project Name                               | SBU         | Stake (%)                   | Geography | Project Type       | Total GFA (Sqm)     | Initial Committed Investment S\$'b |
|--------------------------------------------|-------------|-----------------------------|-----------|--------------------|---------------------|------------------------------------|
| Jurong Gateway                             | CCL/CMA/CMT | 20/50/30                    | Singapore | Office & Retail    | 89,187              | 1.50 <sup>1, 5</sup>               |
| Market Street Redev                        | CCL/CCT     | 50 /40                      | Singapore | Office             | 82,405              | 1.40 <sup>1, 5</sup>               |
| Bishan Central site                        | CRS         | 65                          | Singapore | Residential        | 58,786              | 0.55 <sup>2, 5</sup>               |
| Surbana                                    | CL          | 40                          | -         | Investment         | -                   | 0.36                               |
| Iluma                                      | CMT         | 100                         | Singapore | Retail             | 27,725 <sup>4</sup> | 0.30                               |
| Ascott Arc de Triomphe Paris               | Ascott      | 100                         | France    | Serviced Residence | 106-units           | 0.15                               |
| Panyu site                                 | CCH         | Increase to 45 <sup>3</sup> | China     | Residential        | 1,108,455           | 0.13                               |
| Marine Point site                          | CRS         | 100                         | Singapore | Residential        | 9,986               | 0.10 <sup>2</sup>                  |
| Remaining 50% stake in Minhang & Hongkou   | CMA         | 100                         | China     | Retail             | 367,624             | 0.95                               |
| West Jinji Lake, Suzhou                    | CMA         | 50                          | China     | Retail             | 310,000             | 0.64                               |
| Gongshu Site, Hangzhou                     | CCH         | 100                         | China     | Residential        | 80,105              | 0.21                               |
| Add'l 14.7% stake in Raffles City Shenzhen | CCH         | 73                          | China     | Mixed use          | 237,500             | 0.09                               |
| Innov Tower, Shanghai                      | CCH         | 50                          | China     | Commercial         | 40,445              | 0.05                               |
| Others                                     |             |                             |           |                    |                     | 0.57                               |

## Total New Investment Commitments ~ S\$7b

<sup>1</sup> Estimated PDE for commercial projects <sup>2</sup> Land cost for residential developments <sup>3</sup> Incremental 38% stake <sup>4</sup> Post-AEI <sup>5</sup> Refers to 100% interest



# Major Achievements for YTD Sep 2011

|                           | China                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|---------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Residential</b>        | <ul style="list-style-type: none"> <li>• Monetised Qingpu residential site in Shanghai for S\$153m, gain S\$92m</li> <li>• Successfully secured a prime residential site (GFA 80,105 sqm) in Hangzhou's Gongshu District for RMB1.1b (@RMB 13,732 psm plot)</li> <li>• Acquired value housing site in Wuhan (~2,600 units) at est PDE RMB 972m</li> </ul>                                                                                                                       |
| <b>Commercial</b>         | <ul style="list-style-type: none"> <li>• Acquired remaining 50% stake in Innov Tower Shanghai (23-storey office), GFA 40,445 sqm for RMB298m (S\$56m)</li> <li>• Acquired additional 14.7% stake (S\$99.3m) in Raffles City Shenzhen to 73%</li> </ul>                                                                                                                                                                                                                          |
| <b>Serviced Residence</b> | <ul style="list-style-type: none"> <li>• Clinched 2 new management contracts in a 181-unit Ascott Financial City Chengdu and a 187-unit Somerset Wangjing Beijing</li> </ul>                                                                                                                                                                                                                                                                                                    |
| <b>Shopping Mall</b>      | <ul style="list-style-type: none"> <li>• Acquired 66% stake in Luwan site, Shanghai, for mall and office development (total estimated PDE RMB3.86b or S\$747m)</li> <li>• Purchased remaining 50% stake each in Minhang Plaza (GFA 146,843 sqm) and Hongkou Plaza (GFA 220,781 sqm) for about S\$949.7m</li> <li>• Acquired 50% stake (S\$637m) in prime site at Suzhou Industrial Park's West Jinji Lake CBD. Total GFA 310,000 sqm. Total Development Cost S\$1.2b</li> </ul> |



# Summary

- **Actively deploying investment capital in Singapore and China**
  - Committed S\$7b of new investments YTD Sep 2011
  - Investment outflow of S\$4.1b incurred in YTD Sep 2011
- **Financial flexibility & balance sheet strength**
  - Low net D/E ratio of 0.28, S\$5.5b cash on balance sheet

# China Business Highlights





## China – Long Sustainable Runway

- Robust economic growth and strong government surplus accumulation will ensure a long and sustainable real estate development runway for China
- Residential sector underpinned by rapid urbanisation, new wealth creation and need for value homes
- Office sector supported by tight supply in core CBD in key cities and growing demand from foreign and local tertiary industries like financial services and consulting
- Retail sector boom spurred by rapid urbanisation and growing need for organised retailing



# China – A Market with Depth and Breath

- **Short-term stress in the market due to:**
  - Measures to restrict purchase of residential properties,
  - Credit tightening measures affecting real estate companies
- **CL projects are well positioned to ride the market:**
  - Residential sales remain steady
  - Net cash position in China
  - Banks remain supportive of CL
  - Raffles City portfolio continues to see positive growth in rental
  - Serviced Residence projects continue to see growth
- **CapitaLand is well poised to capitalise on the situation from a position of strength**



# China Homes Sales Affected by Policy Implementation

- Sold 1,339 units YTD Sep 2011. Total sales value: RMB2.6b (S\$0.5b)
- Approximately 2,200 new units launched

## New project launches YTD:

- Imperial Bay (Phase 1: 84 units, Hangzhou); La Cite (118 units, Foshan); Dolce Vita (493 units, Guangzhou)

## Additional phases YTD:

- The Loft (592 units, Chengdu);
- The Metropolis (508 units, Kunshan); Riverside & Beau Residences (412 units, Foshan)
- Achieved TOP for 1,321 units YTD Sep 2011 mainly from The Loft, The Riviera, Riverside & Beau Residences
- Pipeline of ~ 24,000 units over next 4-5 years

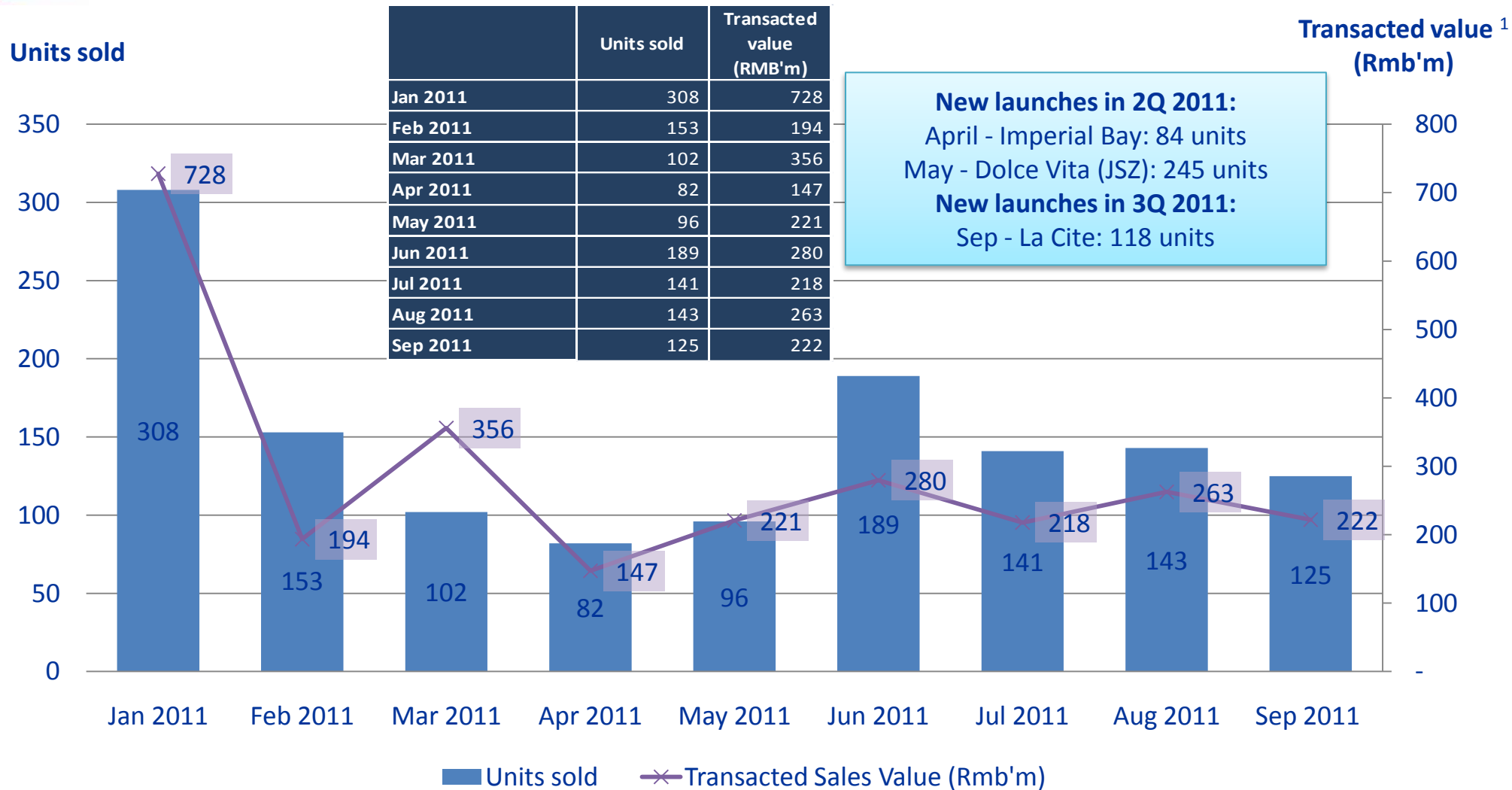


La Cite, Foshan



Dolce Vita, Guangzhou

# CCH Monthly Home Sales (based on S&P signed)

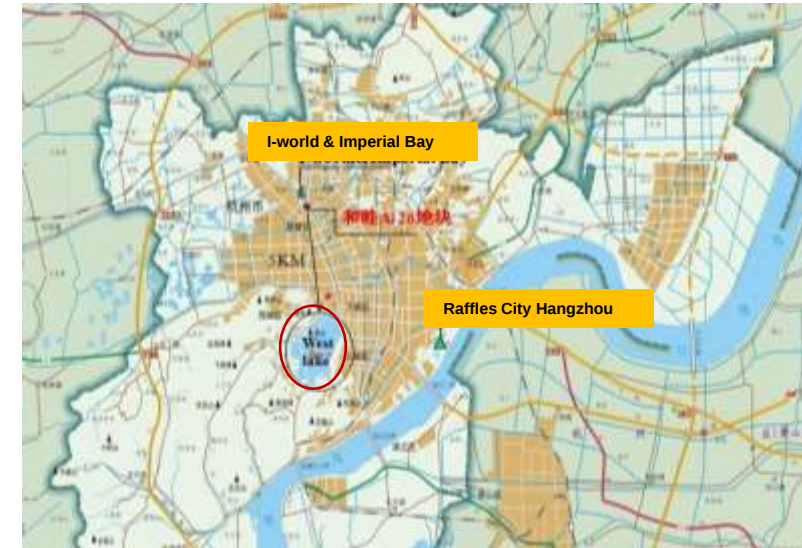


<sup>1</sup> Transacted value include sales value for commercial and carpark  
 Note: Sales unit and value based on S&P signed as at month end



## China Residential – Opportunistic Acquisitions (cont'd)

- Secured prime residential site (~700 units) in Gongshu district, Hangzhou, for RMB1.1b (S\$213m) GFA 80,105 sqm
- Value Homes gaining momentum with pipeline of 5,000 units in China
  - Caidian district, Wuhan
    - ~2,600 units, land cost ~RMB1,500psm
    - Construction commencing end-2011
  - Panyu district, Guangzhou
    - ~1,500 units, land cost ~RMB1,600psm
  - Pudong new district, Shanghai
    - ~900 units, land cost ~RMB2,500psm



Community living at Wuhan value homes project



## **China Residential – Good Support at Value Housing**

- Sold 720 apartments of 922 units launched in a day for Phase 4 of La Bontanica, located in Chanba Ecological District, Xi'an
- Average selling price of RMB5,600 (S\$1,114) per sqm
- The 135-ha La Botanica township (50:50 JV with Henderson Land; total 24,700 homes) has sold close to 90% of 3,800 homes launched since Nov 2008

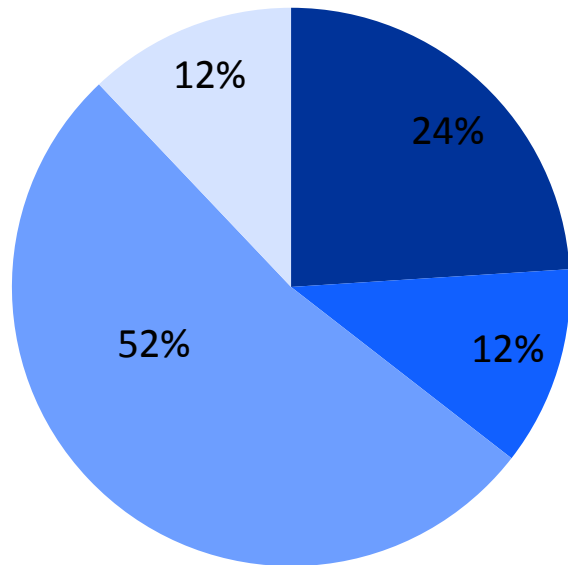


Three blocks of 34-storey and one block of 30-storey apartments



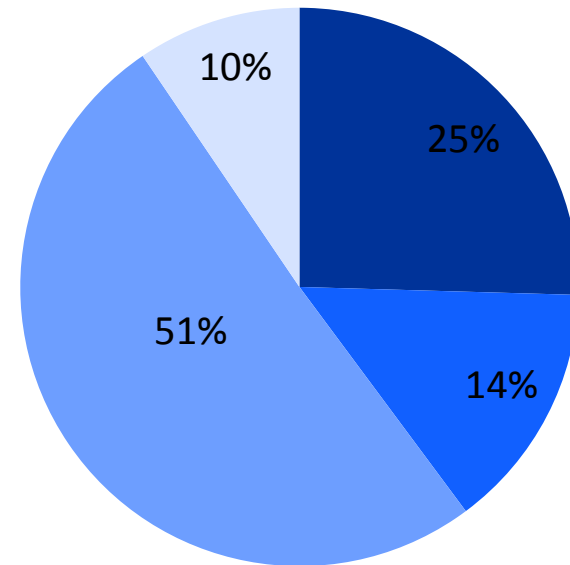
# China Residential Portfolio Split (excluding value housing segment)

**China Residential Pipeline  
(By Number of units ~24,000)**



■ East China      ■ North China  
■ South China      ■ Southwest China

**China Residential Pipeline  
(By GFA ~3.3mil sqm)**



■ East China      ■ North China  
■ South China      ■ Southwest China



## China Commercial – Attractive Portfolio

- Acquired additional 50% stake for RMB298m (S\$56m) in Innov Tower located in Caohejing High-tech Park, Shanghai. GFA 40,445 sqm
- **7 Raffles City Portfolio**
  - Raffles City Shanghai and Beijing witnessing strong rental reversions
  - Raffles City Chengdu achieved structural top-up. Retail mall scheduled to commence operations from 2Q2012
  - Raffles City Ningbo on track for completion in phases from 2012
  - Both RC projects were well-received during pre-leasing



Raffles City Chengdu



Raffles City Ningbo



# China Commercial Portfolio: The Raffles City Franchise

- Building one of China's largest mixed used portfolio
- Unique product proposition, leverage on CapitaLand's core competencies of integration across real estate product types
- Distinct competitive advantage in China; given project scale, strategic location and transportation hub accessibility
- Efficient capital re-cycling drives rapid expansion plans

# China Commercial Portfolio: Growing Scale and Value

- Total commercial floor area of over 2.1m sqm
- 7 Raffles City projects with strong presence and brand recognition;
  - Total floor area 1.9m sqm
  - Aggregate portfolio value of RMB36b (S\$7b)



Raffles City Chengdu



Raffles City Beijing



Raffles City Shanghai



Raffles City Changning



Raffles City Shenzhen



Raffles City Hangzhou



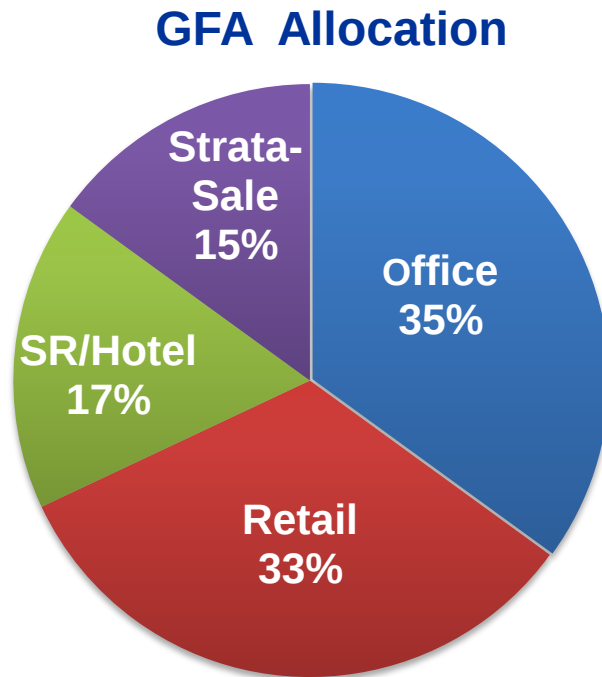
Raffles City Ningbo





# Raffles City Portfolio – Asset Composition

- The Raffles City portfolio is well-diversified



- Stable valuation growth, backed by rising net property income
- New income steam from RC Chengdu and RC Ningbo in 2012
- Future exit via sale or public listing
  - Expanding access to capital market in China
  - Tapping the strong economic fundamentals and currency appreciation potential

*GFA allocation computed based on aggregate of 7 Raffles City assets*



CapitaLand China Holdings (CCH)

# China Operational Assets are Performing Well

## Both assets achieved >95% occupancy\*

CapitaLand  
凯德置地  
凯德中国成员



Raffles City Shanghai  
Iconic landmark within Shanghai



Raffles City Beijing  
Located in Dongzhimen  
– Largest transportation hub in Beijing

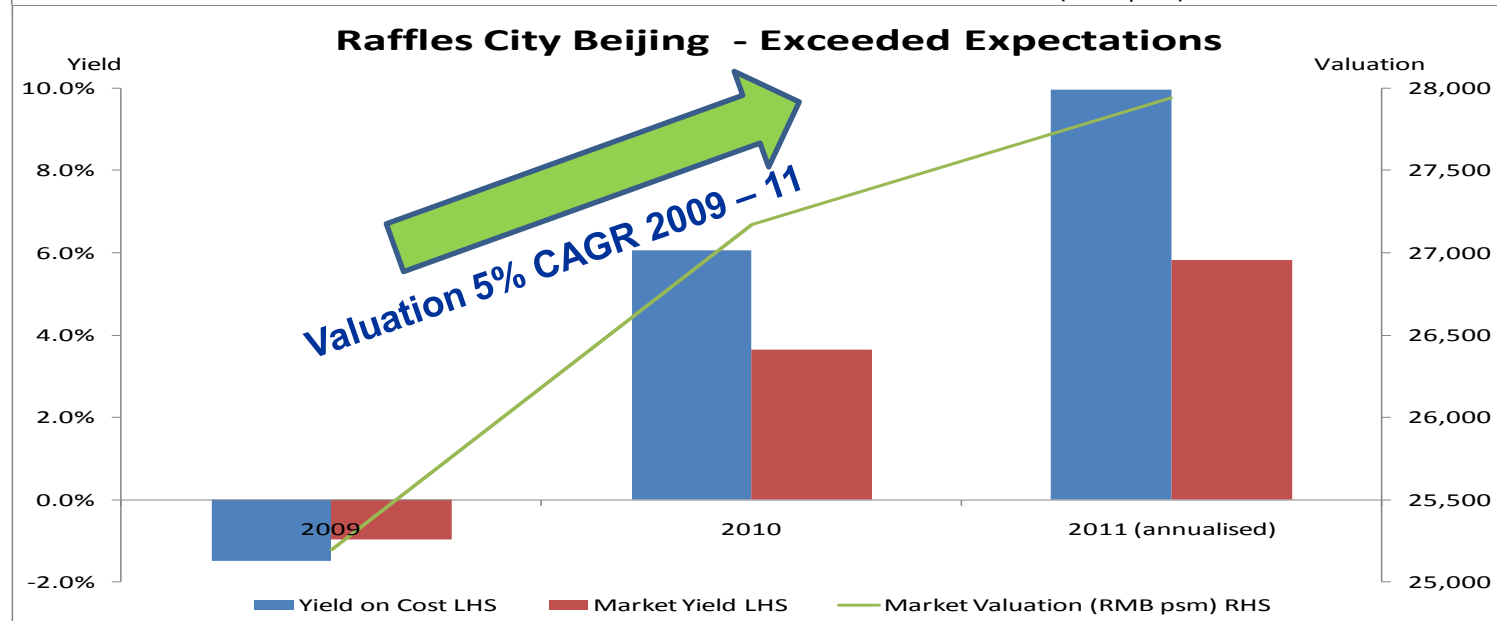
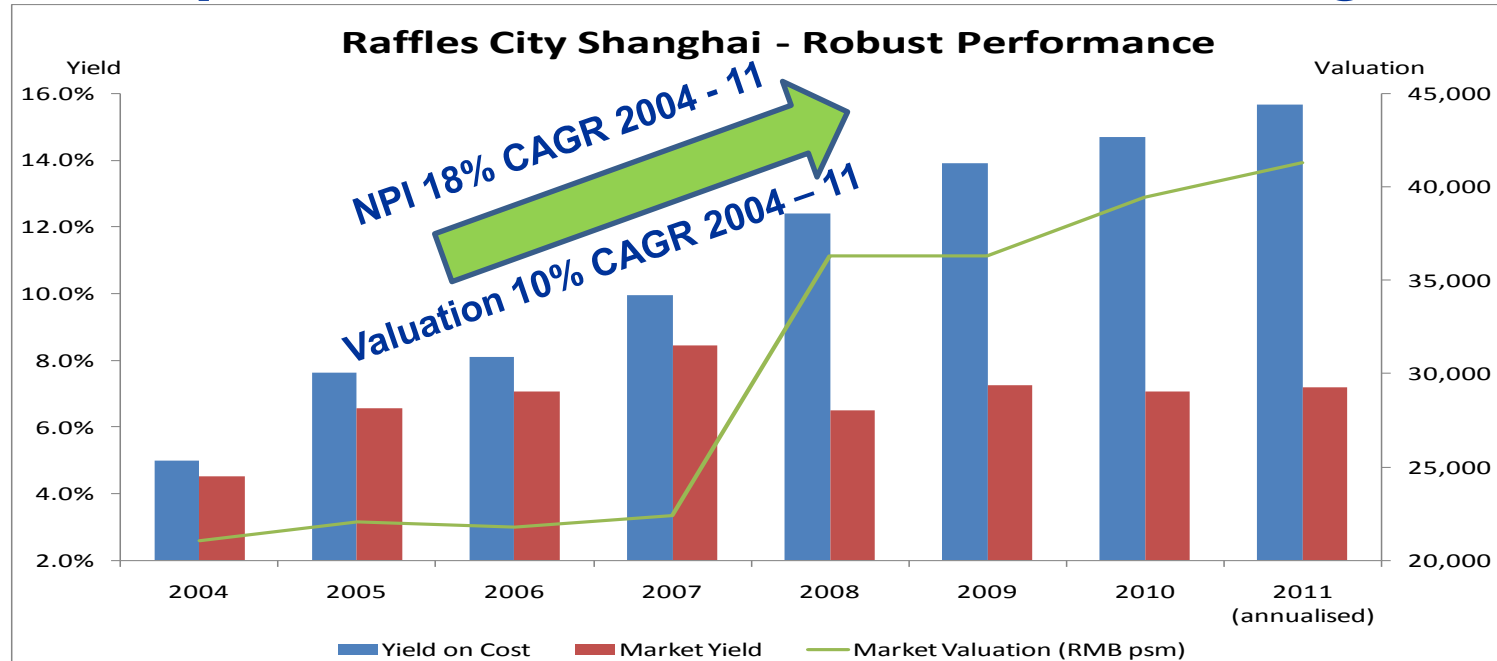
\* Occupancy for retail and office components as at June 2011

CapitaLand Group November 2011

CapitaLand  
凯德置地



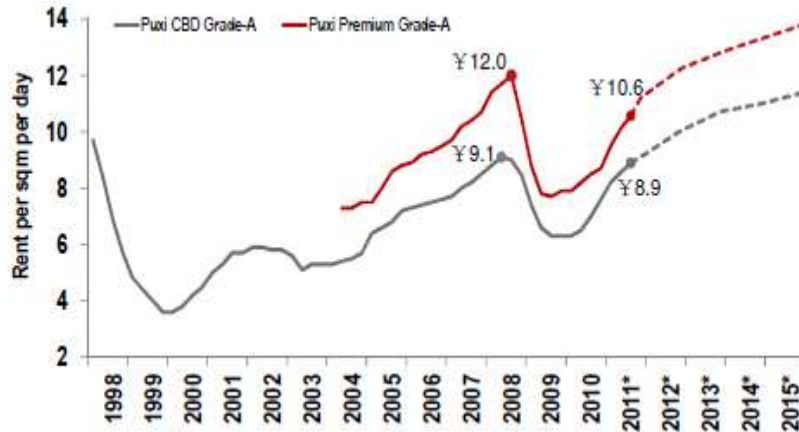
# China Operational Assets are Performing Well



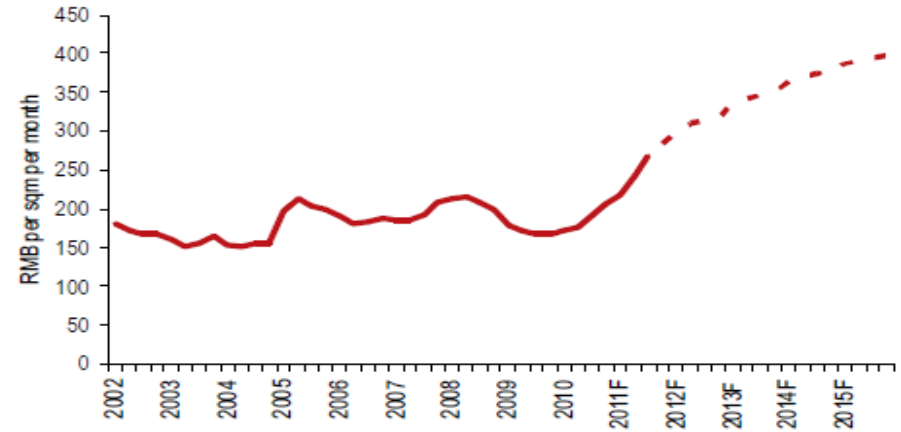


# China Commercial Portfolio: Healthy Office Rental & Price Performance

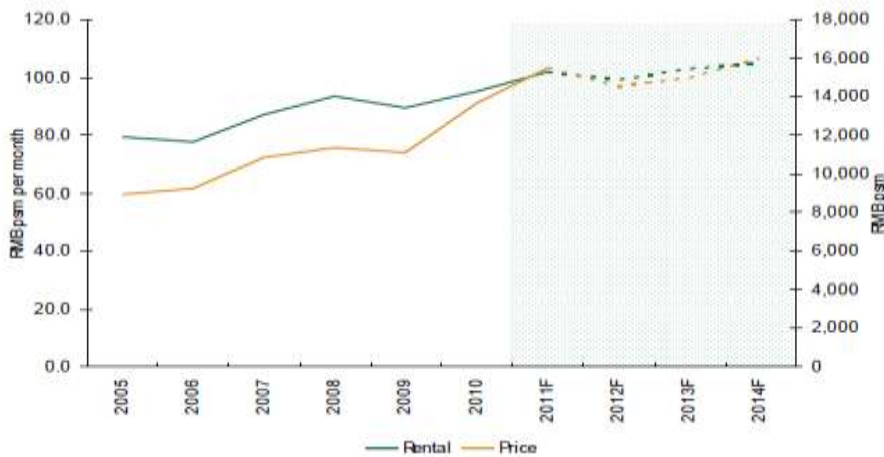
Shanghai



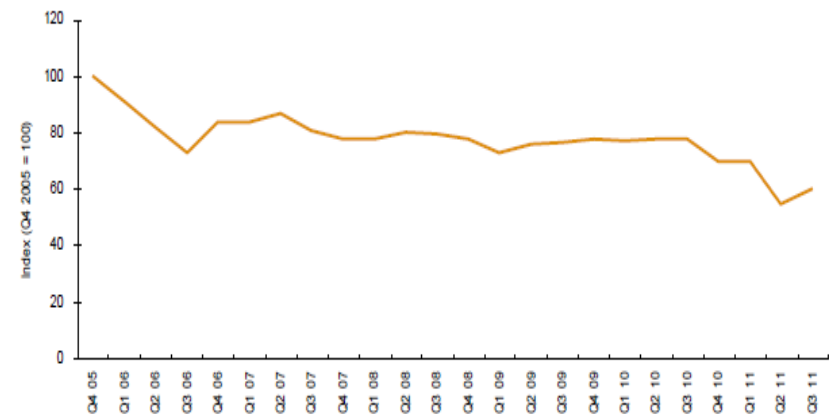
Beijing



Chengdu



Ningbo



\* Source: Jones Lang LaSalle



# China Serviced Residence

- **Recognised S\$32 m portfolio gains from divestment of Ascott Beijing**
- **Growing presence in China**
  - 2 new management contracts in Chengdu and Beijing
    - Ascott Financial City Chengdu (181 units)
    - Somerset Wangjing Beijing (187 units)
- **Asset enhancement projects completed to-date**
  - Somerset Riverview Chengdu (Jun)
  - Somerset Olympic Tower Tianjin (Oct)
- **2011 Travel & Meetings Industry Awards by TravelWeekly**
  - Ascott China named 'Best Serviced Residence Group'



Ascott Financial City Chengdu



Somerset Wangjing Beijing

## Ascott China Strategy

| Capital                                                                                                                     | Residence Trust                                                                                                                                                                       | Ascott China Fund                                                                                                                                                                                 | Management Contract                                                                                                             |
|-----------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"><li>• With ready capital base for serviced residence investment and development</li></ul> | <ul style="list-style-type: none"><li>• Serviced Residence REIT- Ascott Residence Trust- First &amp; Only Pan-Asian Serviced Residence REIT S\$1.34 billion portfolio value</li></ul> | <ul style="list-style-type: none"><li>• Private Equity Fund - Ascott China Fund- Sector: Properties in China with potential for conversion into serviced residence; Fund Size: US\$500M</li></ul> | <ul style="list-style-type: none"><li>• Expand business footprints by through management contracts with estate owners</li></ul> |



# China Retail – Riding Robust Consumption Trend

- Dual listed on HKEx - 18 October 2011
- Deepening presence in East China with 12 malls after acquiring:
  - Remaining 50% stake in Minhang Plaza and Hongkou Plaza in Shanghai
  - CMA's maiden development in Suzhou. 50:50 JV with Suzhou Industrial Park government (S\$637m<sup>1</sup>). GFA 310,000 sqm



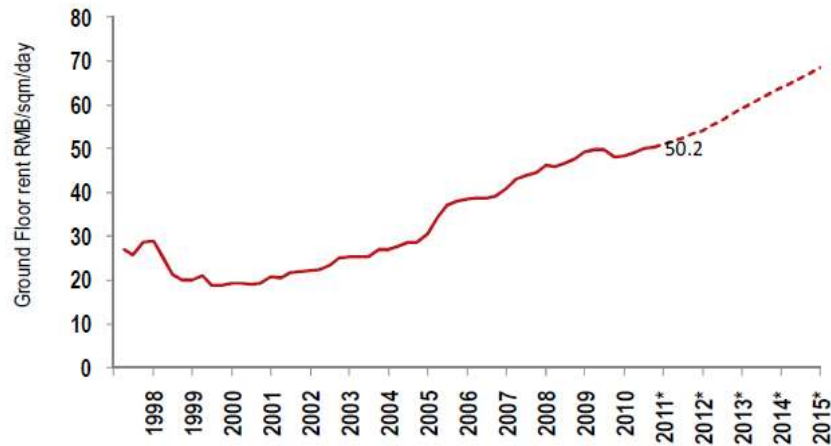
Designed by renowned architectural firm Benoy

<sup>1</sup> Based on CMA's effective stake of 50%

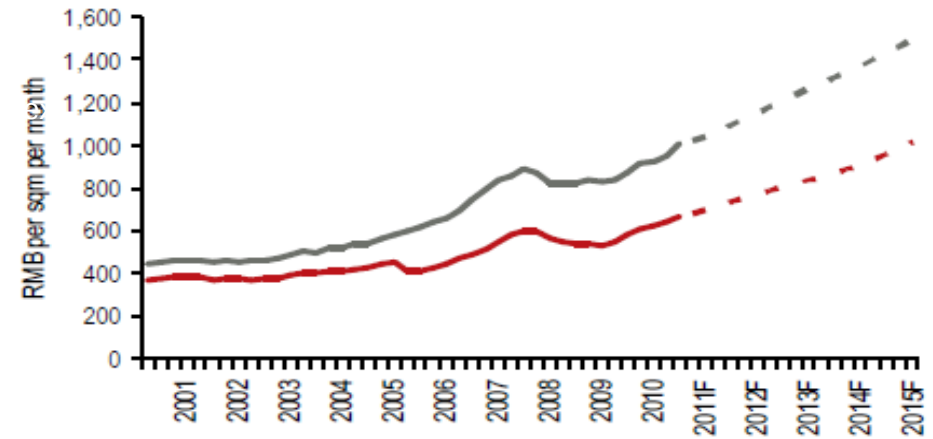


# China Commercial Portfolio: Strong Retail Rental & Price Performance

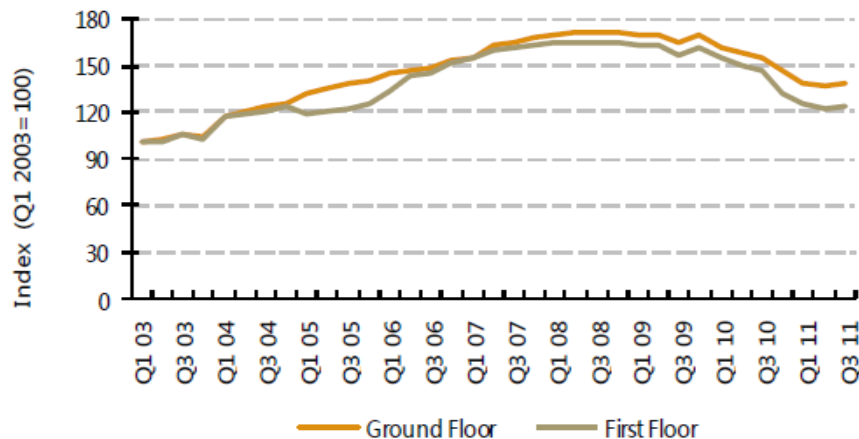
Shanghai



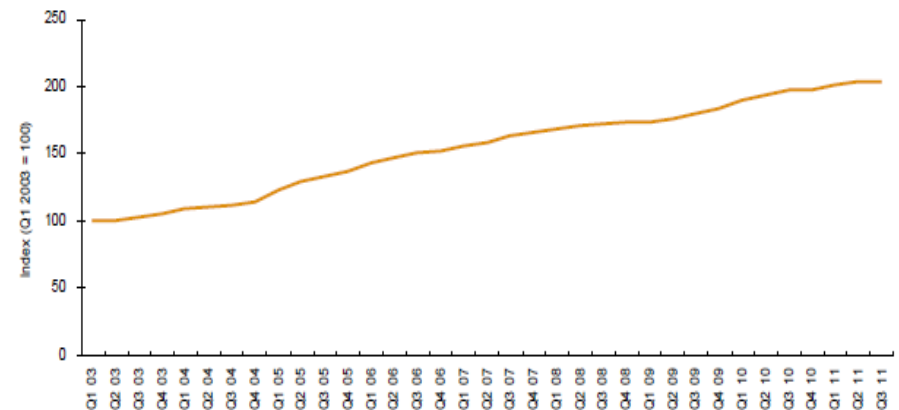
Beijing



Chengdu



Ningbo



\* Source: Jones Lang LaSalle



## Financial Services

- Singapore & China focused REITs/funds represent 82% of the Group's total AUM of S\$31.8b
- Vietnam Joint Venture Fund (US\$200m) acquired PARCSpring, Ho Chi Minh City for S\$3.8m
- CapitaLand AIF and a minority investor divested 14.7% stake in Raffles City Shenzhen for S\$99.3m

| Countries        | No of Funds | No of REITs | PE Funds (S\$'b) | REITs (S\$'b) | Total AUM (S\$'b) |
|------------------|-------------|-------------|------------------|---------------|-------------------|
| Singapore        | 0           | 2           |                  | 14.7          | 14.7              |
| China            | 9           | 1           | 10.1             | 1.3           | 11.4              |
| <b>Sub Total</b> |             |             |                  |               | <b>26.1</b>       |
| Malaysia         | 1           | 2           | 0.1              | 1.4           | 1.5               |
| Vietnam          | 1           | 0           | 0.1              | -             | 0.1               |
| Others           | 6           | 1           | 1.4              | 2.7           | 4.1               |
| <b>Total</b>     | <b>17</b>   | <b>6</b>    | <b>11.7</b>      | <b>20.1</b>   | <b>31.8</b>       |



# Growing China Business

|                                | 2011                                          | Target                                              |
|--------------------------------|-----------------------------------------------|-----------------------------------------------------|
| <b>Residential</b>             | Pipeline of > 22,000 residential units        | Launch average of 4,000 residential units annually  |
| <b>Integrated Developments</b> | 2 operational “Raffles City” branded projects | Launch additional 5 “Raffles City” projects by 2015 |
| <b>Serviced Residences</b>     | 38 properties with ~7,000 units               | Grow to 12,000 units by 2015                        |
| <b>Value Housing</b>           | Pipeline of >2,600 residential units          | Build ~10,000 value homes annually by 2015          |
| <b>Retail</b>                  | 40 operational shopping malls                 | Additional 14 malls under development               |

# Going Forward





# Going Forward

- **Intensifying investments in Singapore and China**
  - Committed S\$7b of new investments YTD Sep 2011
  - Investment outflow of S\$4.1b incurred in YTD Sep 2011
  - Consolidating leadership position within retail, serviced residence and integrated mixed used sectors
  - China is 47% urbanised
- **Financial flexibility & balance sheet strength**
  - Low net D/E ratio of 0.28, S\$5.5b cash on balance sheet



# Conclusion

- **Exceeded full-year target of S\$5-S\$6b of new investments by YTD Sep 2011**
- **Continued confidence in Singapore's and China's real estate market, deepening investment presence in key cities**
- **Firm real estate fundamentals and improving economic landscape in core markets present expansion opportunities**
- **Strong balance sheet and prudent capital management help weather market volatility**

# Thank you



# Supplementary slides





# Asset Matrix - Diversified Portfolio

## As at 30 September 2011

|                                  | S'pore        | China <sup>(1)</sup> | Aust         | Other Asia <sup>(2)</sup> | Europe & Others | Total         |
|----------------------------------|---------------|----------------------|--------------|---------------------------|-----------------|---------------|
|                                  | S\$'M         | S\$'M                | S\$'M        | S\$'M                     | S\$'M           | S\$'M         |
| CapitaLand Residential Singapore | 2,577         | -                    | -            | -                         | -               | 2,577         |
| CapitaLand China Holdings        | -             | 6,371                | -            | -                         | -               | 6,371         |
| CapitaLand Commercial            | 2,036         | 22                   | -            | 647                       | 45              | 2,750         |
| Ascott                           | 946           | 708                  | 232          | 662                       | 541             | 3,089         |
| CapitaValue Homes                | 2             | 81                   | -            | 344                       | -               | 427           |
| CapitaLand Financial             | 152           | 10                   | 50           | 13                        | -               | 225           |
| Surbana                          | 174           | 174                  | -            | 13                        | -               | 361           |
| Others                           | 3,750         | 51                   | 38           | 81                        | -               | 3,920         |
| Unlisted Subsidiaries            | 9,637         | 7,417                | 320          | 1,760                     | 586             | 19,720        |
| CapitaMalls Asia                 | 3,958         | 2,747                | -            | 852                       | -               | 7,557         |
| Australand                       | -             | -                    | 5,042        | -                         | -               | 5,042         |
| <b>Total</b>                     | <b>13,595</b> | <b>10,164</b>        | <b>5,362</b> | <b>2,612</b>              | <b>586</b>      | <b>32,319</b> |

(1) China including Macau & Hong Kong

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

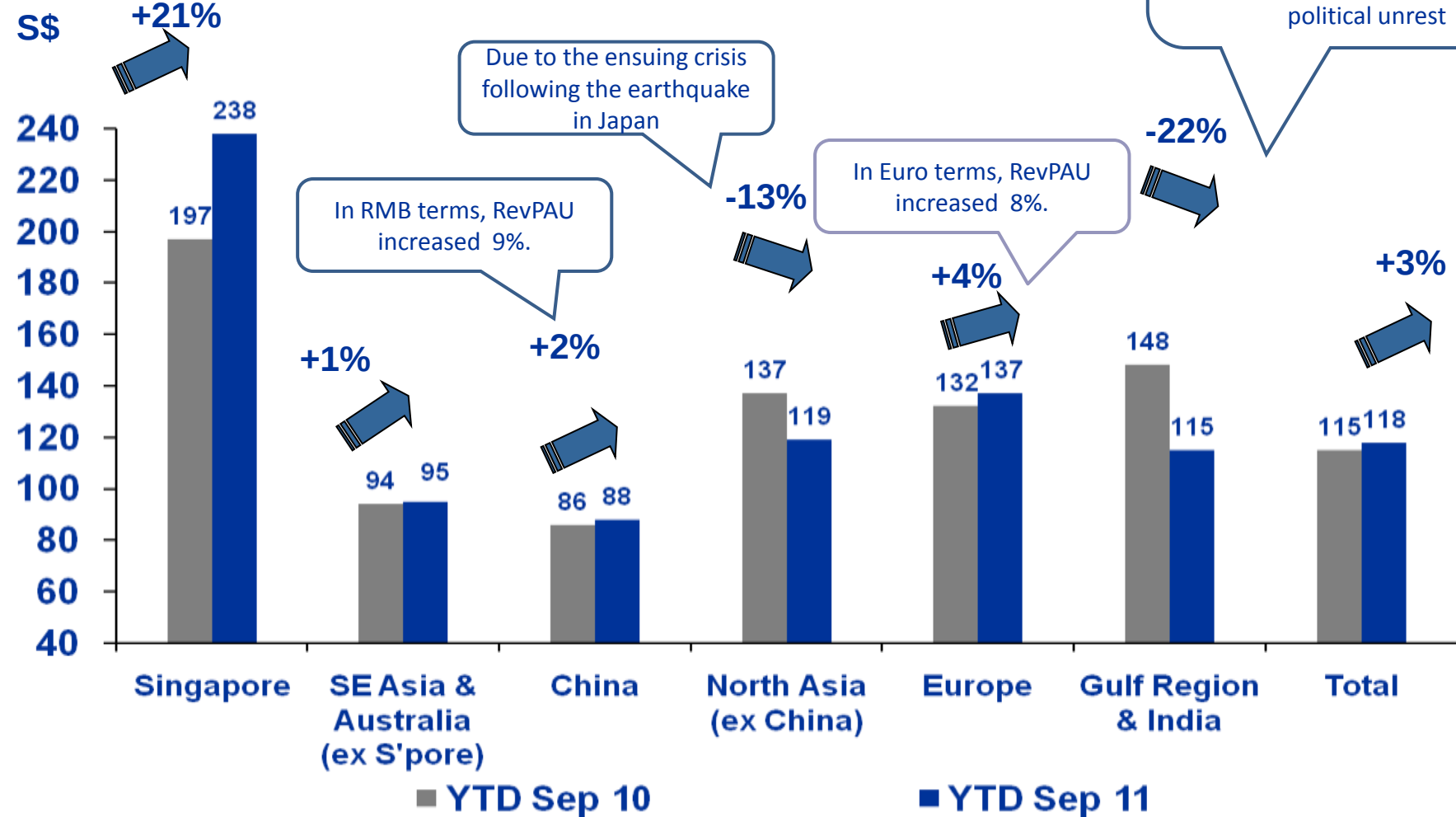
# The Ascott Limited's Portfolio: 22,252 operational & 6,115 under development (As at 14 October 2011)

|                              | ART          | ASRCF        | Owned        | Minority<br>Owned | 3 <sup>rd</sup> Party<br>Managed | Leased       | Total         |
|------------------------------|--------------|--------------|--------------|-------------------|----------------------------------|--------------|---------------|
| Singapore                    | 497          |              | 146          |                   | 195                              |              | 838           |
| Indonesia                    | 401          |              |              |                   | 1,374                            |              | 1,775         |
| Malaysia                     |              |              | 255          | 221               | 838                              |              | 1,314         |
| Philippines                  | 514          |              |              |                   | 577                              | 67           | 1,158         |
| Thailand                     |              |              |              | 651               | 929                              |              | 1,580         |
| Vietnam                      | 818          |              | 132          |                   | 353                              |              | 1,303         |
| <b>SOUTH EAST ASIA TOTAL</b> | <b>2,230</b> |              | <b>533</b>   | <b>872</b>        | <b>4,266</b>                     | <b>67</b>    | <b>7,968</b>  |
| China                        | 433          | 2,297        | 565          |                   | 3,582                            |              | 6,877         |
| Japan                        | 143          |              |              | 284               |                                  |              | 427           |
| South Korea                  |              |              |              |                   | 423                              |              | 423           |
| <b>NORTH ASIA TOTAL</b>      | <b>576</b>   | <b>2,297</b> | <b>565</b>   | <b>284</b>        | <b>4,005</b>                     |              | <b>7,727</b>  |
| India                        |              |              | 1,408        |                   |                                  | 96           | 1,504         |
| <b>SOUTH ASIA TOTAL</b>      |              |              | <b>1,408</b> |                   |                                  | <b>96</b>    | <b>1,504</b>  |
| Australia                    | 127          |              | 380          |                   |                                  | 377          | 884           |
| <b>AUSTRALASIA TOTAL</b>     | <b>127</b>   |              | <b>380</b>   |                   |                                  | <b>377</b>   | <b>884</b>    |
| United Kingdom               | 600          |              |              |                   |                                  | 136          | 736           |
| France-Paris                 | 994          |              | 106          |                   | 293                              | 516          | 1,909         |
| France-Outside Paris         | 677          |              |              |                   | 159                              | 795          | 1,631         |
| Belgium                      | 323          |              |              |                   |                                  |              | 323           |
| Germany                      | 264          |              | 293          |                   |                                  |              | 557           |
| Spain                        | 131          |              |              |                   |                                  |              | 131           |
| Georgia                      |              |              |              |                   | 66                               |              | 66            |
| <b>EUROPE TOTAL</b>          | <b>2,989</b> |              | <b>399</b>   |                   | <b>518</b>                       | <b>1,447</b> | <b>5,353</b>  |
| U.A.E                        |              |              |              |                   | 118                              |              | 118           |
| Bahrain                      |              |              |              |                   | 318                              |              | 318           |
| Qatar                        |              |              |              |                   | 429                              |              | 429           |
| <b>GULF REGION TOTAL</b>     |              |              |              |                   | <b>865</b>                       |              | <b>865</b>    |
| <b>SERVICED APARTMENTS</b>   | <b>5,922</b> | <b>2,297</b> | <b>3,285</b> | <b>1,156</b>      | <b>9,654</b>                     | <b>1,987</b> | <b>24,301</b> |
| Corporate Leasing            | 509          |              | 429          | 2,215             | 843                              | 70           | 4,066         |
| <b>CORP LEASING TOTAL</b>    | <b>509</b>   |              | <b>429</b>   | <b>2,215</b>      | <b>843</b>                       | <b>70</b>    | <b>4,066</b>  |
| <b>GRAND TOTAL</b>           | <b>6,431</b> | <b>2,297</b> | <b>3,714</b> | <b>3,371</b>      | <b>10,497</b>                    | <b>2,057</b> | <b>28,367</b> |



# Serviced Residence

## YTD Sep 2011 RevPAU Performance



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



# CapitaMalls Asia (CMA)

## Growth in Shopper Traffic & Tenant Sales

| Country                | Occupancy | YTD Sep 2011 vs YTD Sep 2010 (%) |              |
|------------------------|-----------|----------------------------------|--------------|
|                        |           | Shopper Traffic                  | Tenant Sales |
| Singapore <sup>1</sup> | 96.6      | 2.9                              | 6.7          |
| China <sup>2</sup>     | 96.6      | 8.4                              | 13.3         |
| Malaysia <sup>3</sup>  | 97.1      | 1.0                              | -            |
| Japan <sup>4</sup>     | 95.7      | 3.5                              | (7.2)        |
| India                  | 96.1      | 3.0                              | 16.8         |

(1) Excludes JCube, Hougang Plaza, The Atrium@Orchard and Iluma

(2) Excludes 3 master leased malls under CRCT and CapitaMall Kunshan (no sales record until Apr 2010). Excludes tenant sales from supermarket and department stores. YTD Aug 2011 data used for tenant sales due to China's Golden Week.

(3) Point of sales system not ready. Excludes Queensbay Mall, whose acquisition by CMA was completed in Apr 2011

(4) Excludes Ito Yokado Eniwa for shopper traffic. Tenant sale for Vivit Square and Chitose Mall only



# Same-Mall NPI Growth (100% basis) (for malls opened before 1 Jan 2010)

| Country                | Local Currency (mil) | YTD Sep 2011 | YTD Sep 2010 | Change (%) |
|------------------------|----------------------|--------------|--------------|------------|
| Singapore <sup>1</sup> | S\$                  | 498          | 475          | 5.0        |
| China <sup>2</sup>     | RMB                  | 1,010        | 838          | 20.6       |
| Malaysia <sup>3</sup>  | MYR                  | 119          | 102          | 16.9       |
| Japan                  | JPY                  | 1,151        | 1,047        | 9.9        |
| India                  | INR                  | 104          | 104          | -          |

Note: The above figures are on a 100% basis, where the NPI of each mall is taken in its entirety regardless of our interest. This analysis compares the performance of the same set of malls opened prior to 1 Jan 2010.

- (1) Excludes JCube, which is undergoing redevelopment, and Iluma, the acquisition of which by CMT was completed on 1 Apr 2011
- (2) Excludes CapitaMall Minzhongleyuan, the acquisition of which by CRCT was completed on 30 Jun 2011
- (3) Includes new contribution from Gurney Plaza Extension. Excludes Queensway Mall



# CMA NPI Breakdown by Country (effective basis)

| Country                | Local Currency (mil) | YTD Sep 2011 | YTD Sep 2010 |
|------------------------|----------------------|--------------|--------------|
| Singapore <sup>1</sup> | S\$                  | 151          | 148          |
| China <sup>2</sup>     | RMB                  | 288          | 210          |
| Malaysia <sup>3</sup>  | MYR                  | 69           | 84           |
| Japan                  | JPY                  | 303          | 275          |
| India <sup>4</sup>     | INR                  | (30)         | 17           |

Note: The above figures are the basis of CMA's effective stakes in the respective properties. This analysis takes into account all malls that were open as at 30 Sep 2011 and 30 Sep 2010 respectively

- (1) Excludes JCube, which is undergoing redevelopment. Clarke Quay was monetised to CMT in Jul 2010.
- (2) The China portfolio includes Raffles City portfolio, but excludes those malls under Asset Swap. Asset Swap assumed to have been completed by 1 Jan 2010.
- (3) Gurney Plaza, Sungei Wang Plaza and The Mines were monetised to CMMT in Jul 2010.
- (4) Decrease in effective-stake basis NPI is due to pre-opening costs of Celebration Mall, Udaipur



# Performance of Operational Malls

## (for malls opened before 1 Jan 2010)

| Country          | YTD Sep 2011                                                               |                                                                      |
|------------------|----------------------------------------------------------------------------|----------------------------------------------------------------------|
|                  | Annualised NPI Yield (%) <sup>1</sup><br>on valuation as at<br>30 Sep 2011 | Committed<br>Occupancy Rate (%) <sup>2</sup><br>as at<br>30 Sep 2011 |
| Singapore        | 5.7                                                                        | 96.6 <sup>3</sup>                                                    |
| China            | 5.8                                                                        | 96.6                                                                 |
| China excl. CRCT | 5.5                                                                        | 96.0                                                                 |
| Malaysia         | 6.5                                                                        | 97.1                                                                 |
| Japan            | 3.9                                                                        | 95.7                                                                 |
| India            | 6.7                                                                        | 96.1                                                                 |

Note: The above figures are on a 100% basis, where the NPI yield and occupancy of each mall are taken in their entirety regardless of CMA's interest. This analysis takes into account all malls that are opened prior to 1 Jan 2010.

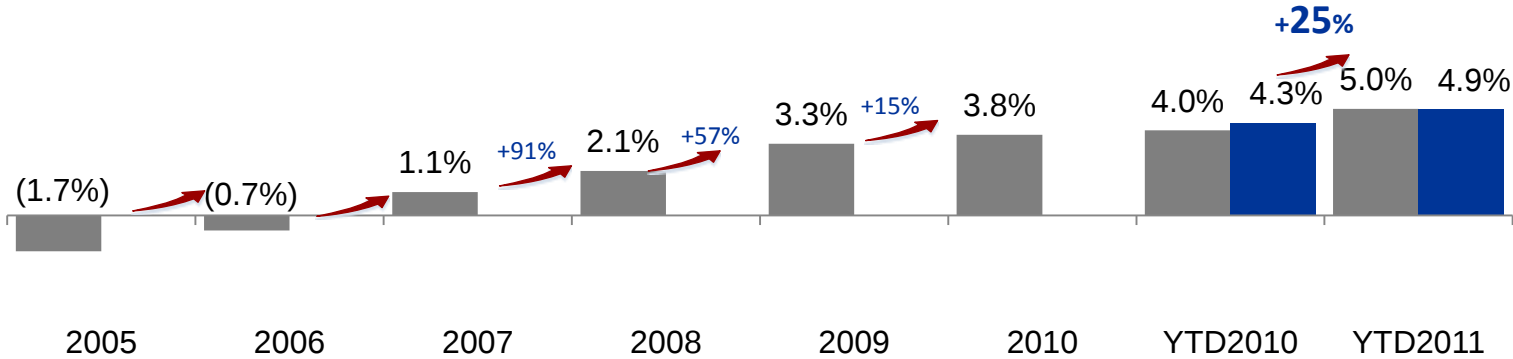
- (1) Refers to weighted average yield of our operational malls, computed by using the annualised net property income. Note that annualised NPI yield may not be representative of the full year actual performance.
- (2) Refers to the weighted average committed occupancy rate.
- (3) The Atrium@Orchard is undergoing major AEI



# NPI Growth Supported by Strong Tenant Sales

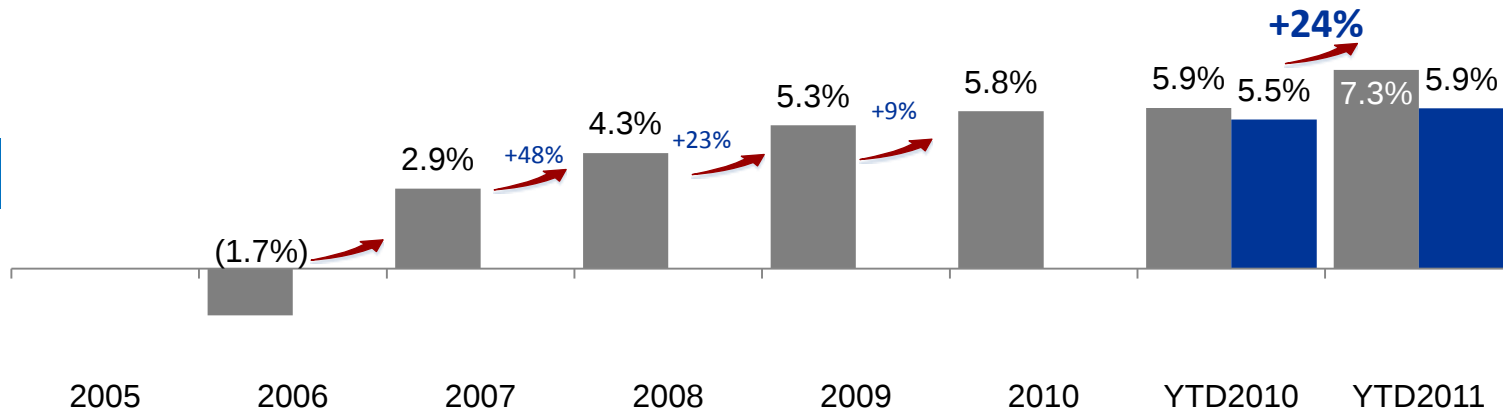
(effective basis)

2005<sup>1</sup>



10.0%

2006<sup>2</sup>



18.0%

Year of Opening

Tenant Sales Growth (YTD Sep 2011 vs YTD Sep 2010). Tenant sales are based on a same-mall basis (100%) and excludes sales from supermarkets and department stores.

NPI Yield on Cost

NPI Yield on Valuation

Note: NPI yields on annualised basis, which may not be representative of full year actual performance.

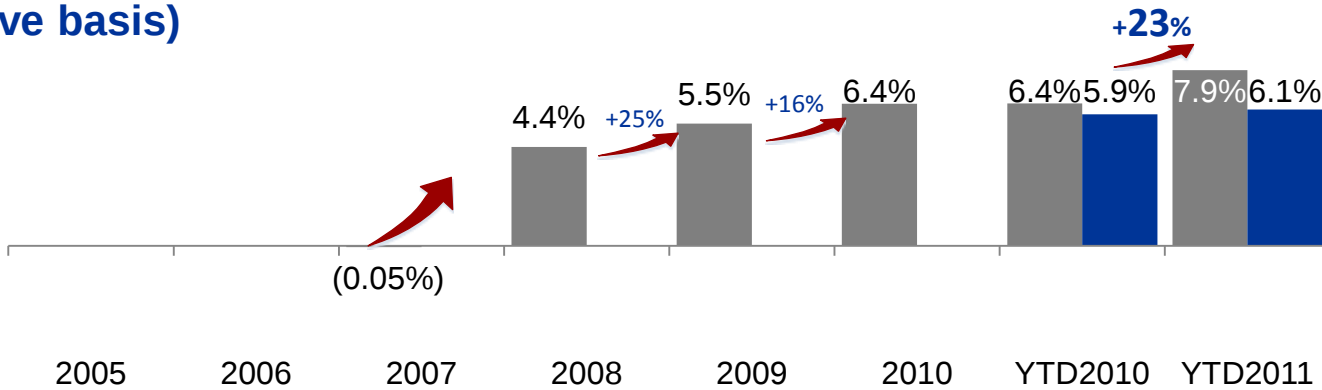
(1) Excludes Raffles City Shanghai

(2) Excludes malls under or previously under master lease namely CapitaMall Shuangjing, CapitaMall Anzhen, CapitaMall Erqi and CapitaMall Saihan

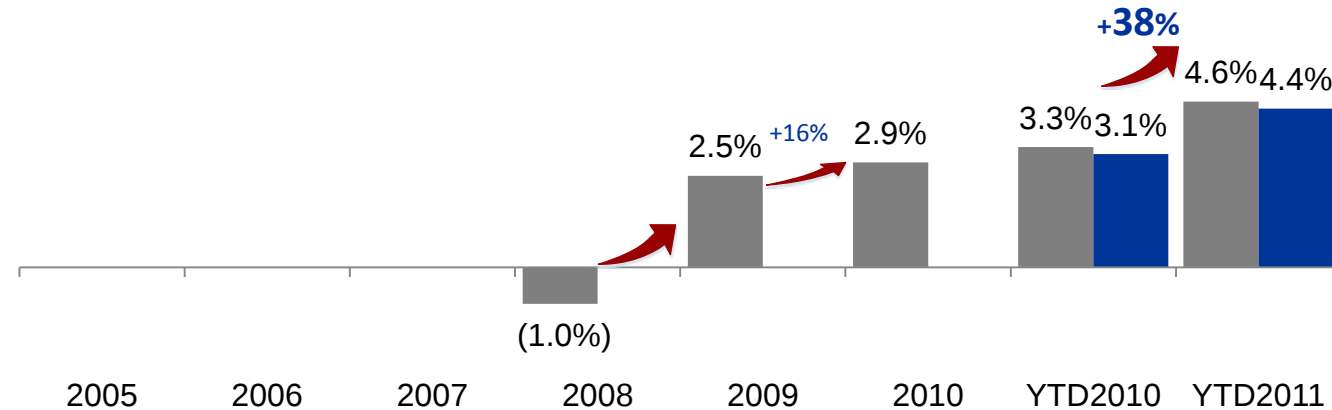


# NPI Growth Supported by Strong Tenant Sales (effective basis)

2007



2008



Year of Opening



Tenant Sales Growth (YTD Sep 2011 vs YTD Sep 2010). Tenant sales are based on a same-mall basis (100%) and excludes sales from supermarkets and department stores.



NPI Yield on Cost



NPI Yield on Valuation

Note: NPI yields on annualised basis, which may not be representative of full year actual performance.

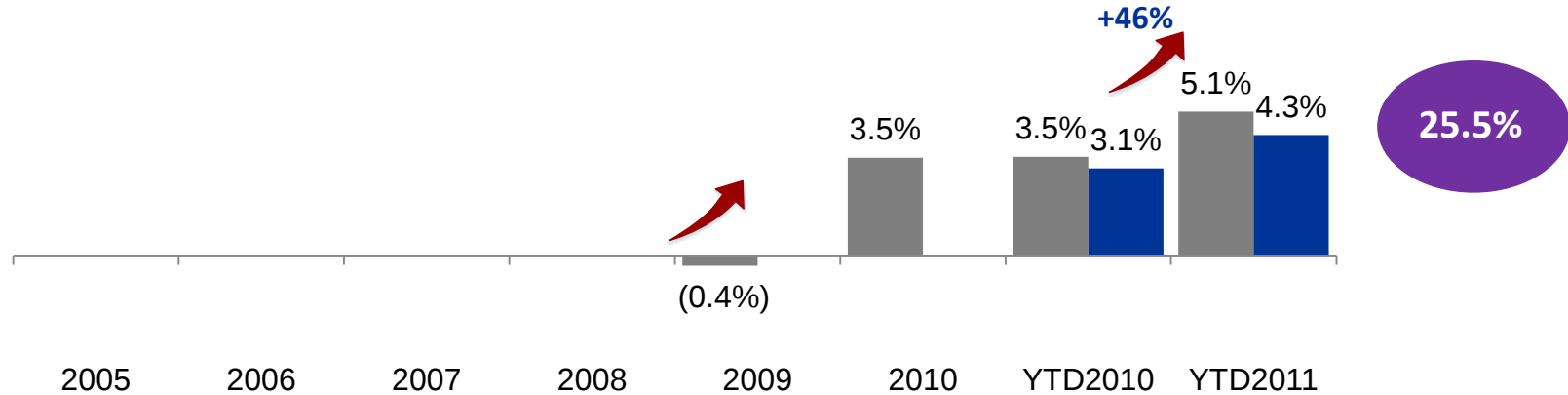


CapitaMalls Asia (CMA)

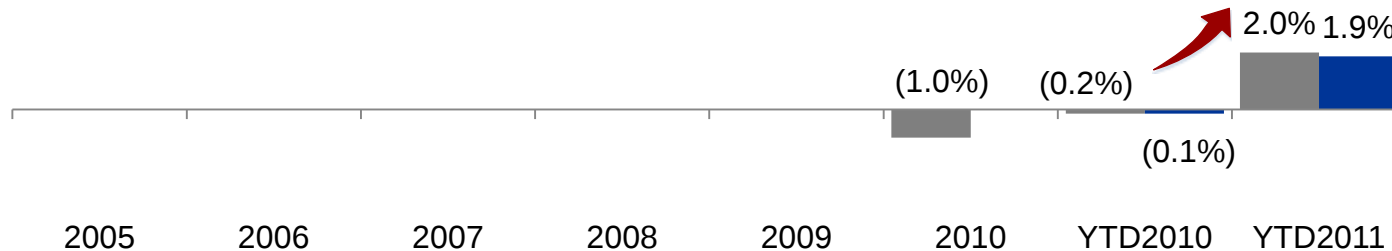
# NPI Growth Supported by Strong Tenant Sales

(effective basis)

2009



2010



Year of Opening

Tenant Sales Growth (YTD Sep 2011 vs YTD Sep 2010). Tenant sales are based on a same-mall basis (100%) and excludes sales from supermarkets and department stores.

NPI Yield on Cost

NPI Yield on Valuation

Note: Half-Yearly NPI yields on annualised basis, which may not be representative of full year actual performance.



# China Malls' NPI Yield by Year of Opening

|                   | Effective Basis                                   |         |                   |                                  |
|-------------------|---------------------------------------------------|---------|-------------------|----------------------------------|
| Year of Opening   | YTD Annualised NPI Yield on Cost (%) <sup>1</sup> |         | Yield Improvement | Tenant Sales Growth <sup>2</sup> |
|                   | YTD2010                                           | YTD2011 |                   |                                  |
| 2005 <sup>3</sup> | 4.0                                               | 5.0     | 25%               | 10.0%                            |
| 2006 <sup>4</sup> | 5.9                                               | 7.3     | 24%               | 18.0%                            |
| 2007              | 6.4                                               | 7.9     | 23%               | 15.8%                            |
| 2008              | 3.3                                               | 4.6     | 38%               | 10.4%                            |
| 2009              | 3.5                                               | 5.1     | 46%               | 25.5%                            |
| 2010              | (0.2)                                             | 2.0     | <i>n.m.</i>       | <i>n.a.</i>                      |

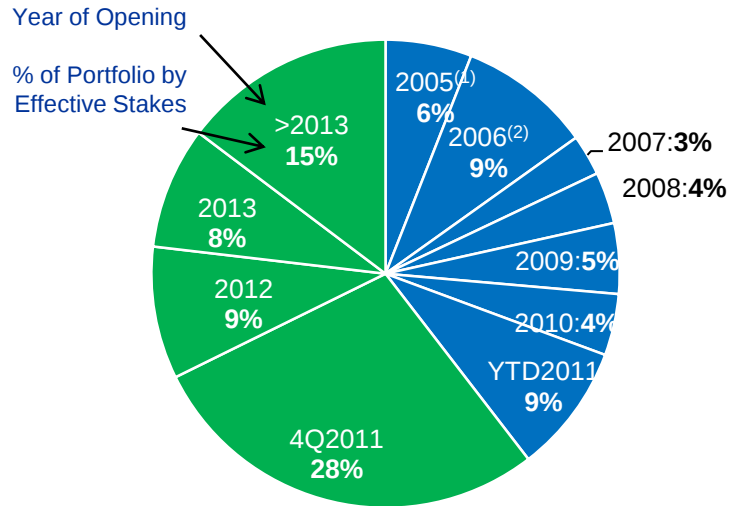
- (1) NPI yields on annualised basis, which may not be representative of full year actual performance.
- (2) Tenant sales are based on a same-mall basis (100%) and excludes sales from supermarkets and department stores.
- (3) Excludes Raffles City Shanghai.
- (4) Excludes malls under or previously under master lease namely CapitaMall Shuangjing, CapitaMall Anzhen, CapitaMall Erqi and CapitaMall Saihan



# China: Operational Malls to Make Up ~60% of Net Asset Value (NAV) by end of 2011

NAV as at 30 Sep 2011: S\$3.3 bil

(Based on effective stakes)

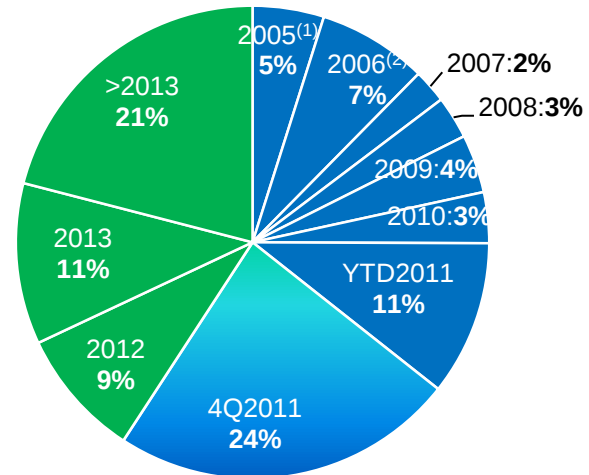


**Malls: 55**

**Operational Malls: 40% by NAV**

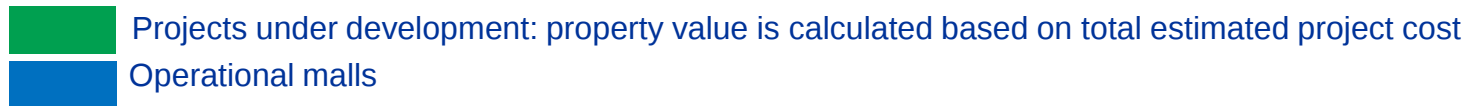
Pro Forma NAV<sup>3</sup> as at 30 Sep 2011: S\$4.0 bil

(Based on effective stakes in property value on a completed basis for properties under development)



**Malls: 55**

**Operational Malls by end of 2011: 59% by NAV**



(1) Includes Raffles City Shanghai and CapitaMall Minzhongleyuan

(2) Includes malls under or previously under master lease namely CapitaMall Shuangjing, CapitaMall Anzhen, CapitaMall Erqi and CapitaMall Saihan

(3) For projects under development, we assume a 40% gearing. For those completed, actual debt will be used.