

# CapitaMalls Asia Limited

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



*Singapore • China • Malaysia • Japan • India*

## Annual General Meeting

### 13 April 2012



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*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 other developments or companies, 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.*

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# Contents

- Introduction to CMA
- Highlights
- Operational Updates
- Our Key Markets
- Financial Performance
- Capital Management
- Moving Forward





Raffles City Beijing, Beijing, China

# Introduction to CMA



# CMA is the Leading Asian Shopping Mall Developer, Owner and Manager

Pan Asian footprint across 51 cities in 5 countries of Singapore, China, Malaysia, Japan and India



**5 Countries**



**97 Malls**



**87.4 million sq ft  
Gross Floor Area**



**S\$29.4 billion  
Property Value**



**~3,500 Employees**



**Market Capitalisation  
of S\$6.3 billion**



Note: Above data as at 31 Dec 2011. Market capitalisation as at 30 Mar 2012.



Highlights



# Results in FY 2011

Profit After Tax &  
Minority Interests (PATMI)

**S\$456.0mil**

increased by 8.1%

Revenue Under Management

**S\$1.5bil**

increased by 10.5%

Total Net Asset Value (NAV)

**S\$6.2bil**

increased by 6.8%

Earnings Before Interest & Tax (EBIT)

**S\$601.9mil**

Increased by 27.4%

Note: Compared with FY 2010's previously reported

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# Dividend Details

**Proposed Total Dividend for FY 2011: SGD 3.0<sup>1</sup> cents**

|                                      |                                                        |
|--------------------------------------|--------------------------------------------------------|
| <b>Dividend Period</b>               | <b>1 July 2011 to 31 Dec 2011</b>                      |
| <b>Proposed Final Dividend (SGD)</b> | <b>1.5 cents</b>                                       |
| Last Day of Trading on “cum” Basis   | 20 April 2012 (Singapore)<br>23 April 2012 (Hong Kong) |
| Books Closure Date                   | 26 April 2012, 5:00pm                                  |
| Dividend Payment Date                | 9 May 2012                                             |

(1) Included interim dividend of SGD1.5 cents paid in Sep 2011.



Hongkou Plaza, Shanghai, China

**Operational Updates**

# Growth in Shopper Traffic & Tenant Sales

| Malls opened before 1 Jan 2010 | FY 2011                                                   |                                                             | FY 2011 vs FY 2010 (%) <sup>*</sup> |              |
|--------------------------------|-----------------------------------------------------------|-------------------------------------------------------------|-------------------------------------|--------------|
|                                | NPI Yield (%) <sup>1</sup> on valuation as at 31 Dec 2011 | Committed Occupancy Rate (%) <sup>2</sup> as at 31 Dec 2011 | Shopper Traffic                     | Tenant Sales |
| Singapore <sup>3</sup>         | 5.5                                                       | 95.9                                                        | 2.2                                 | 5.5          |
| China <sup>4</sup>             | 5.6                                                       | 97.4                                                        | 7.5                                 | 13.2         |
| Malaysia                       | 6.5                                                       | 97.6                                                        | 1.5                                 | -            |
| Japan                          | 4.2                                                       | 93.0                                                        | 2.6                                 | 0.8          |
| India                          | 7.1                                                       | 96.2                                                        | 0.1                                 | 13.6         |



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 were opened prior to 1 Jan 2010.

(1) Refers to weighted average yield of our operational malls.

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

(3) When excluding The Atrium@Orchard and Iluma, NPI yield is 5.8% and occupancy is 99.7%.

(4) Excluding CRCT, NPI yield on valuation as at 31 Dec 2011 is 5.2% and committed occupancy rate is 97.0%.

\* Notes on Shopper Traffic and Tenant Sales:

Singapore: Excludes JCube, Hougang Plaza, The Atrium@Orchard and Iluma.

China: Excludes 3 master leased malls under CRCT. Excludes tenant sales from supermarkets and department stores.

Malaysia: Point of sales system not ready. Excludes Queensbay Mall, whose acquisition by CMA was completed in Apr 2011, and East Coast Mall, whose acquisition by CMMT was completed in Nov 2011.

Japan: Tenant sales for Vivit Square and Chitose Mall only.



# Same-Mall NPI Growth (100% basis)

| Country                | Local Currency (mil) | FY 2011 | FY 2010 | Change (%) |
|------------------------|----------------------|---------|---------|------------|
| Singapore <sup>1</sup> | S\$                  | 643     | 613     | 4.9        |
| China <sup>2</sup>     | RMB                  | 1,330   | 1,102   | 20.7       |
| Malaysia <sup>3</sup>  | MYR                  | 159     | 137     | 16.3       |
| Japan                  | JPY                  | 1,535   | 1,437   | 6.9        |
| India                  | INR                  | 149     | 138     | 7.9        |



Note: The above figures are on a 100% basis, where the NPI of each mall is taken in its entirety regardless of CMA's 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, Iluma, the acquisition of which by CMT was completed on 1 Apr 2011 and The Atrium@Orchard which is undergoing AEI.
- (2) Excludes CapitaMall Minzhongleyuan, the acquisition of which by CRCT was completed on 30 Jun 2011. Excluding CRCT, NPI grew by 25.4%.
- (3) Includes new contribution from Gurney Plaza Extension. Excludes Queensbay Mall and East Coast Mall.



# Highlights of New Retailers in Our Malls

Attracting New Retailers Through Our International Leasing Network



1st

In Shanghai



1st

In Shanghai



1st

In Shanghai



1st

In Shanghai



1st

In Beijing



1st

In Singapore



1st

In Singapore



1st

In Singapore



1st

In Penang



1st

flagship

In Penang



ION Orchard, Singapore

**Our Key Markets**



# Singapore: Extending our Leadership Position With 2 Acquisitions

## 20 Malls in Singapore

1

Total GFA: 977,037 sq ft



**Westgate<sup>1</sup>**

2

Total GFA: 297,396 sq ft

**Iluma**

(1) Target to open end 2013



# Singapore: Prime Location of Integrated Mall Attracts Strong Sales of Residences

Total GFA: 1,013,207 sq ft



Bedok Site

More than  
80% of  
units sold!



# China: Credit Tightening Presented Opportunities

Total of 5 Acquisitions



(1) This design may be subject to change.



# China: Opened 3 Malls

1

Committed  
Occupancy of 99%



Minhang Plaza, Shanghai

2

Committed  
Occupancy of 81%



CapitaMall Crystal, Beijing

3

Committed  
Occupancy of 94%



Hongkou Plaza, Shanghai

Data as at 31 December 2011



# China: Strong Growth in NPI Yields of Operational Malls

|                   | 100% Basis            |         |                    |                                  |
|-------------------|-----------------------|---------|--------------------|----------------------------------|
| Year of Opening   | NPI Yield on Cost (%) |         | Yield Improvement  | Tenant Sales Growth <sup>1</sup> |
|                   | FY 2011               | FY 2010 | FY 2011 vs FY 2010 | FY 2011 vs FY 2010               |
| 2005 <sup>2</sup> | 4.7                   | 3.5     | 34%                | 10.1%                            |
| 2006 <sup>3</sup> | 8.0                   | 6.4     | 25%                | 16.2%                            |
| 2007              | 8.1                   | 6.5     | 25%                | 15.2%                            |
| 2008              | 4.7                   | 3.1     | 52%                | 12.2%                            |
| 2009              | 5.8                   | 3.7     | 57%                | 24.6%                            |
| 2010              | 1.9                   | (1.0)   | n.m.               | n.a.                             |

| FY 2011                      | NPI Yield on Cost | Gross Yield on Cost |
|------------------------------|-------------------|---------------------|
| China Portfolio <sup>4</sup> | 6.8%              | 11.8%               |

(1) Tenant sales are based on a same-mall basis (100%) and excludes sales from supermarkets and department stores.

(2) Excludes Raffles City Shanghai.

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

(4) For malls that are opened as at 31 Dec 2009.

For more information of our portfolio, please refer to our website: <http://capitamallsasia.com/corporate/portfolio.aspx>



# Malaysia: Enhancing our Market Leader Position with Acquisition of East Coast Mall in Kuantan



East Coast Mall, Kuantan



# Japan: Additional Stakes in 3 of our Best Performing Malls

Return on Equity of over 12.0%

1



La Park Mizue, Tokyo

2



Coop Kobe, Kobe

3



Izumiya Hirakata, Osaka

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Raffles City Singapore, Singapore

**Financial Performance**



# FY 2011 Financial Results

| (S\$ mil)          | FY 2011 | FY 2010<br>(Previously Reported) | Change<br>% |
|--------------------|---------|----------------------------------|-------------|
| PATMI <sup>1</sup> | 456.0   | 421.9                            | 8.1         |
| Rev under mgt      | 1,501.4 | 1,359.1                          | 10.5        |
| Revenue            | 246.2   | 245.4                            | 0.3         |
| EBIT <sup>1</sup>  | 601.9   | 472.4                            | 27.4        |
| Revaluation        | 320.3   | 129.8                            | 146.8       |
| EPS                | 11.7cts | 10.9cts                          | 7.4         |
| NTA per share      | S\$1.60 | S\$1.50                          | 6.7         |

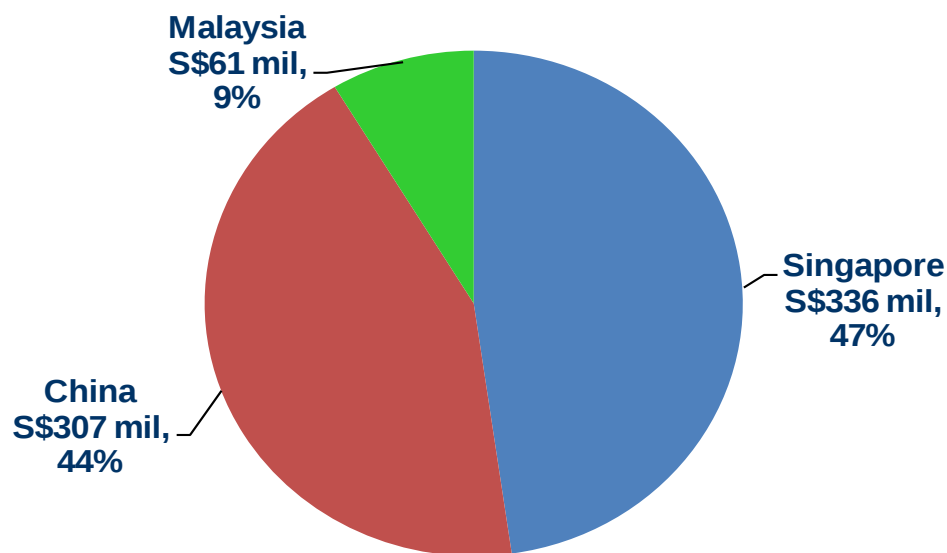
(1) Includes the provision for Hong Kong listing expenses of S\$16.3 mil in FY 2011.

\* The comparable FY 2010 results had been restated to take into account the reclassification of tax payable on distribution received from an associated company to income tax expense to conform to current year's presentation, as well as the retrospective adjustments relating to INT FRS 115 – Agreements for the Construction of Real Estate which accounted for the incremental PATMI impact of S\$198.0 mil.



# Significant EBIT Contribution from Singapore & China

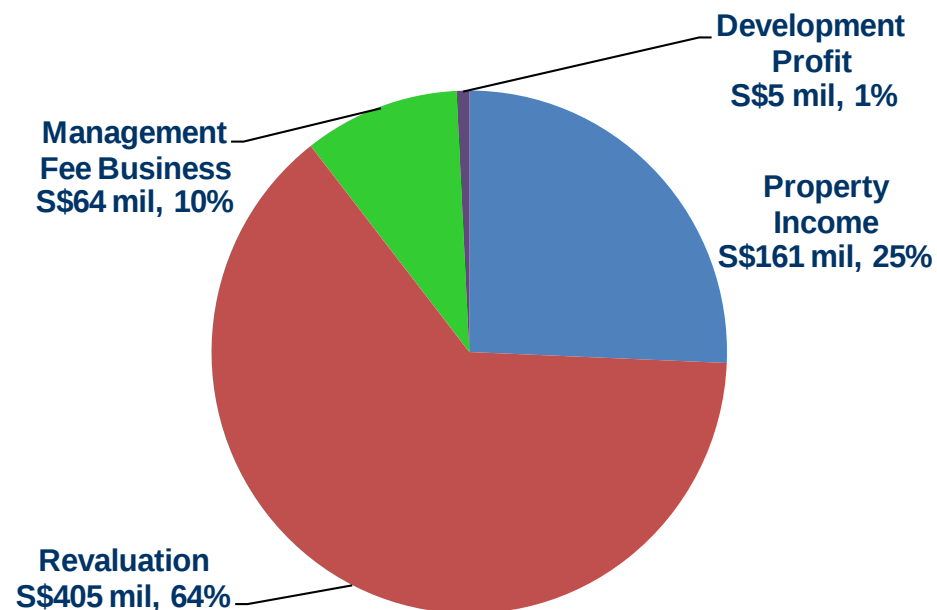
## EBIT by Country



Total: S\$601.9 mil

Note: Includes India (-S\$4 mil), Japan (-S\$18 mil), HK listing expense (-S\$16 mil) and HQ costs (- S\$64 mil).

## Main Contributors to EBIT



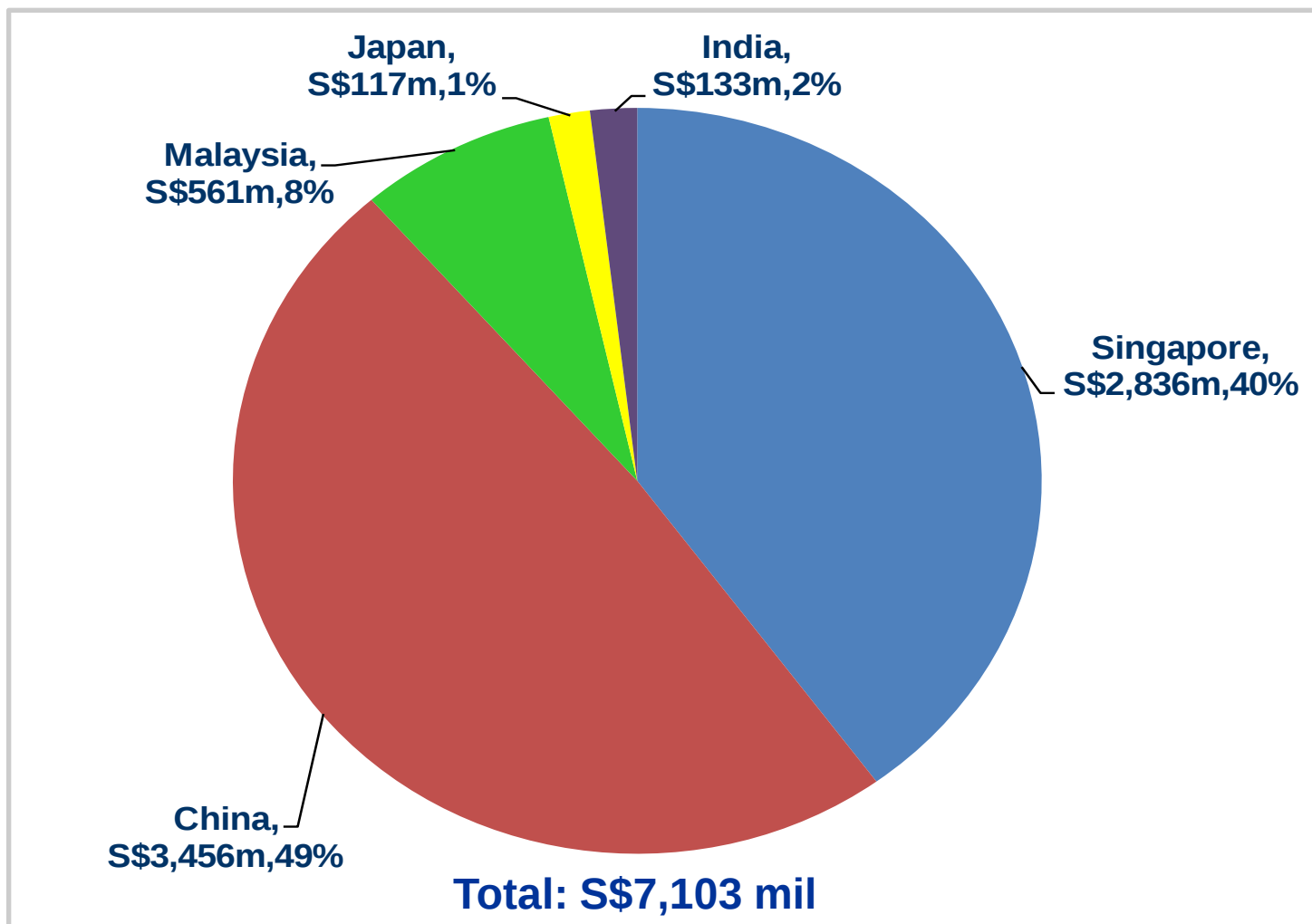
Total: S\$601.9 mil

Note: Includes HQ Costs, Others and Foreign Exchange



# Total Assets in China Exceed Singapore in 2011

## Breakdown of Total Assets by Country (excl Cash holding)





Tampines Mall, Singapore

# Capital Management



# Healthy Balance Sheet & Liquidity Position

|                        | 31 Dec 11 |
|------------------------|-----------|
| Equity (S\$ mil)       | 6,477     |
| Cash (S\$ mil)         | 976       |
| Net Debt/Equity        | 3.9%      |
| Gross Debt/Total Asset | 15.2%     |
| % Fixed Rate Debt      | 79%       |
| Ave Debt Maturity (Yr) | 3.37      |



# New and Differentiated Source of Funding

## ➤ Opened the retail bond market

- Raised S\$900 mil; 3 launches since 2011, despite uncertain market
- Database of >25,000 bond investors
- >80% from retail and high-net worth individuals
- Established platform for future funding



## ➤ S\$400 mil step-up callable 10-year retail bonds (issued in Jan 2012)



### Longest Tenure (10 year)

- Extend debt maturity profile

### Largest Amount Raised (S\$400 mil)

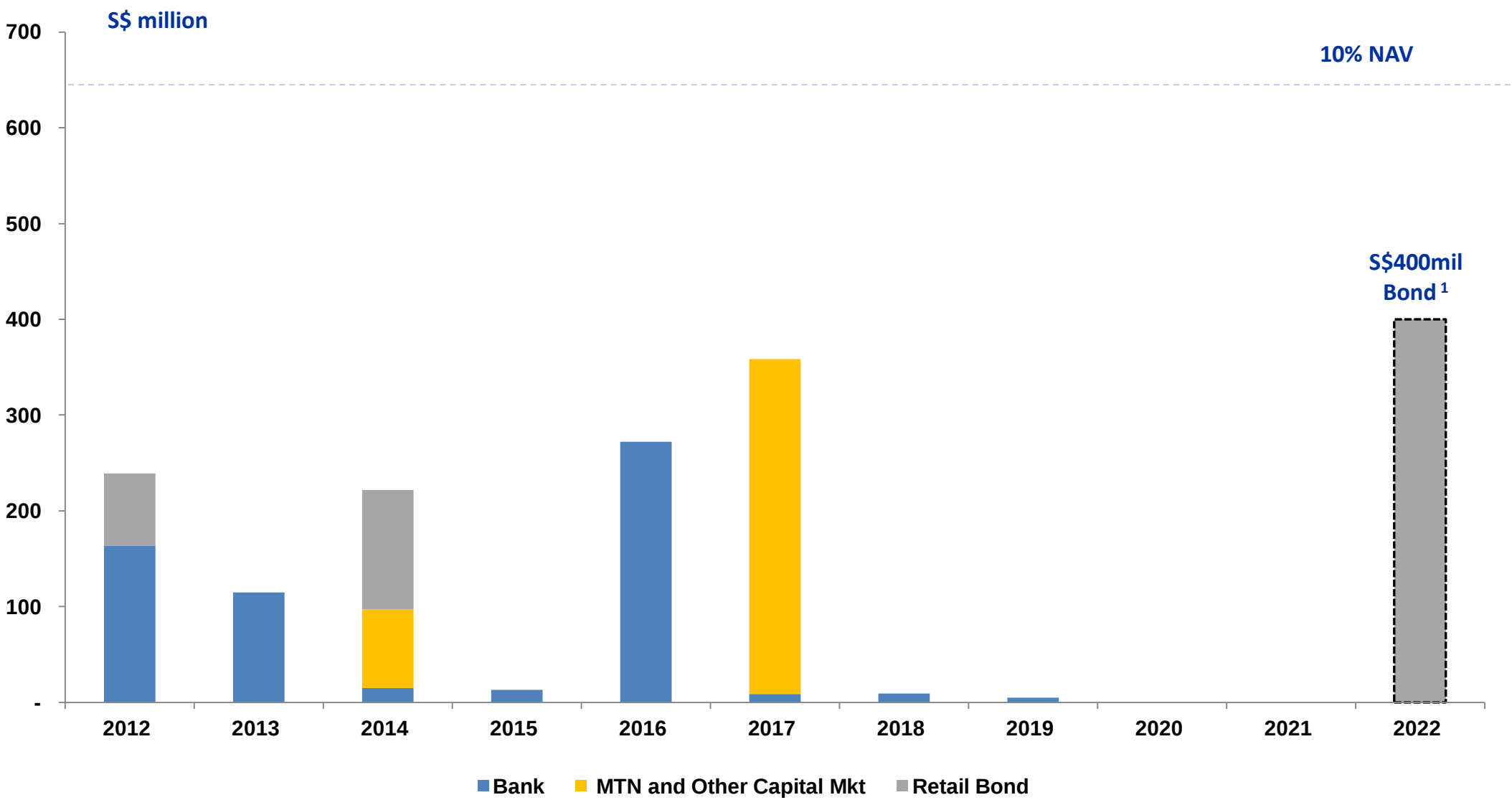
- Sizable source of funding

### Callable Feature (10 Non-Call 5)

- Debt management flexibility



# Group Debt Maturity Profile as at 31 December 2011



<sup>1</sup> Launched on 4 Jan 2012; Assuming the retail bonds would not be redeemed early, in whole or in part, prior to 2022.



The Mines, Selangor, Malaysia

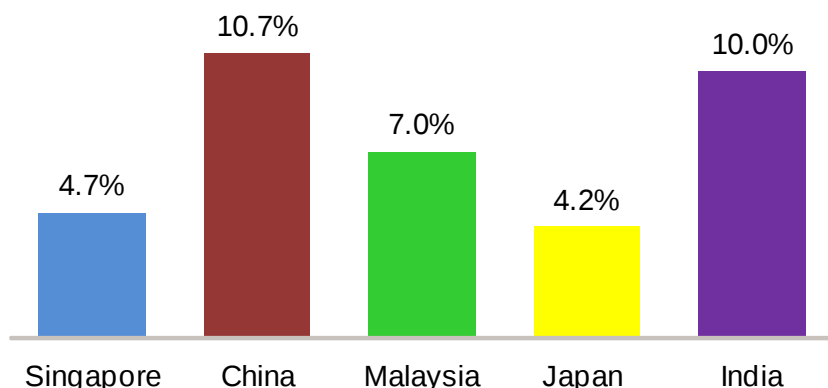
**Moving Forward**



# Well- Positioned for Growth Opportunities in Asia Retail Sector...

## CMA is located in fast growing countries...

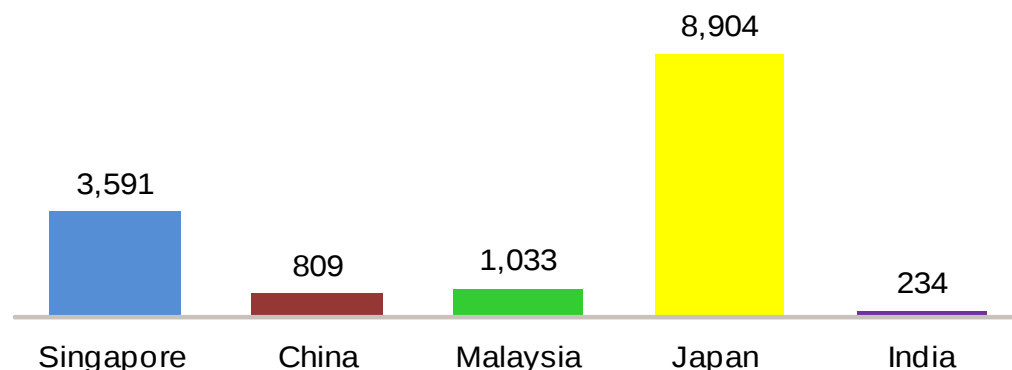
GDP per capita (US\$) CAGR 2010-2015E



Source: EIU, 2011

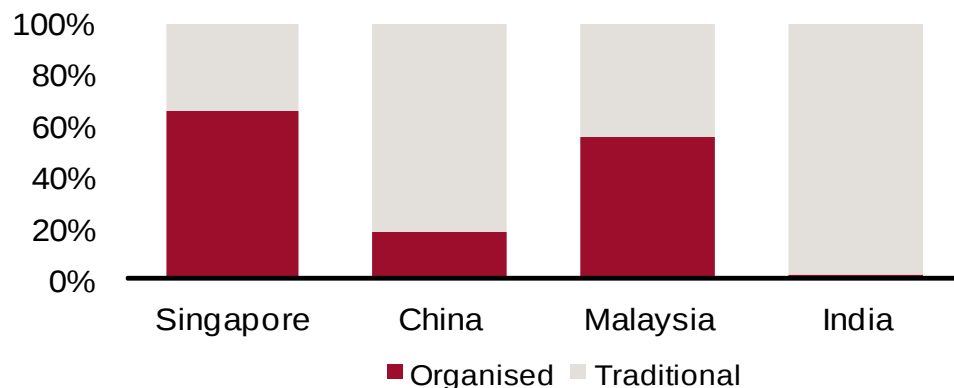
## ...with low penetration of shopping spend per capita

Retail spending per capita (US\$)



Source: Euromonitor, 2011

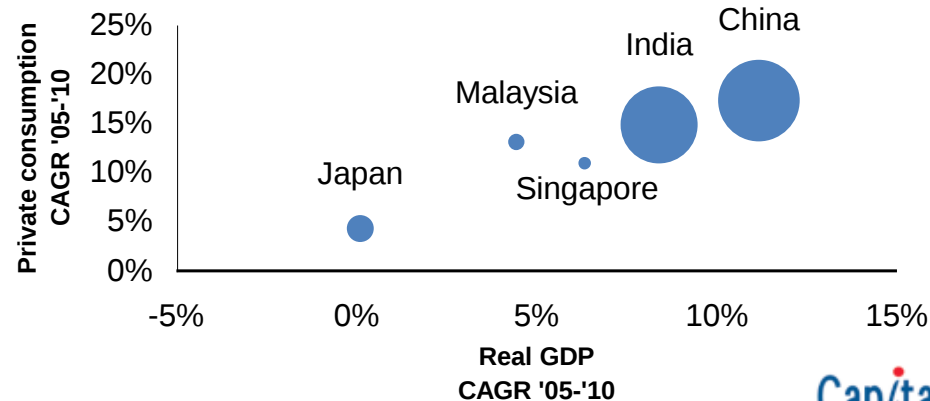
## ...and low penetration of organised retail



Source: Company data, CICC Research

## ...and high consumption growth

● Size represents population size

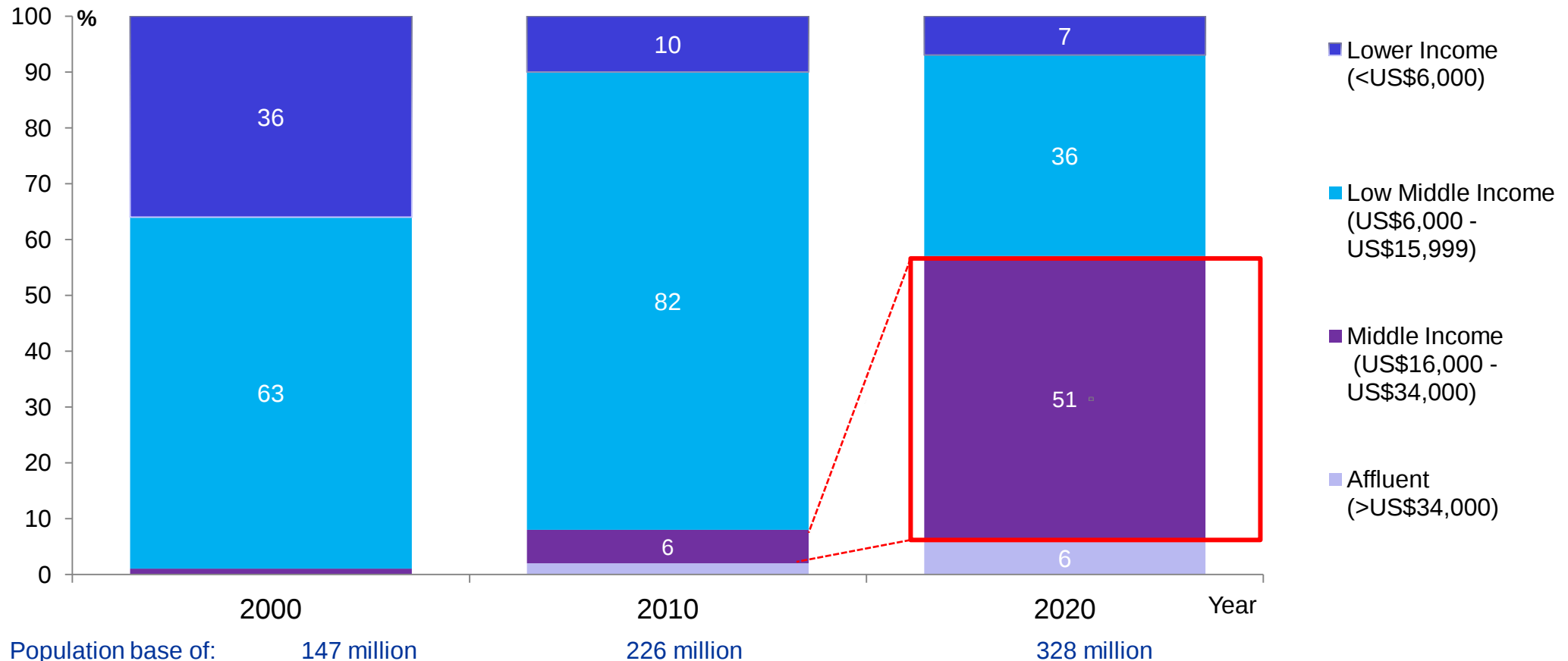


Source: EIU, Euromonitor, 2011



# China: Significant Rise of Disposable Income

Middle Income to Make Up More than 50% of China's Population by 2020



Note: Urban-household disposable income – the disposable income of all members of a household is defined as total household income minus income taxes and contributions to social security.

Annual survey is based on interviewing in total more than 60,000 people in over 60 cities and the respondents represented a wide range of income, age, regions and cities. They accounted for 74% of China's total GDP and 47% of the total population.

Source: McKinsey Quarterly report.



# 7 Malls in China & 1 Mall in Singapore to Open in 2012

| Countries    | No. of Properties as at 31 Dec 2011 |                             |                             |                                      |           |
|--------------|-------------------------------------|-----------------------------|-----------------------------|--------------------------------------|-----------|
|              | Operational                         | Target to be opened in 2012 | Target to be opened in 2013 | Target to be opened in 2014 & beyond | Total     |
| Singapore    | 17 <sup>1</sup>                     | 1                           | 1                           | 1                                    | 20        |
| China        | 42                                  | 7                           | 2                           | 5                                    | 56        |
| Malaysia     | 5                                   | -                           | -                           | -                                    | 5         |
| Japan        | 7                                   | -                           | -                           | -                                    | 7         |
| India        | 2                                   | -                           | 2                           | 5                                    | 9         |
| <b>Total</b> | <b>73</b>                           | <b>8</b>                    | <b>5</b>                    | <b>11</b>                            | <b>97</b> |

(1) JCube, Singapore, was opened on 2 April 2012



# Singapore: JCube Opened in April 2012

Opened on 2 April 2012; 99.0% of NLA Committed



Exterior facade



Olympic size ice rink



Store opening specials



# Singapore: The Star Vista Target to Open in 3Q 2012





# 7 Malls Opening in China

1



**CapitaMall Taiyanggong, Beijing**

2



**CapitaMall Rizhao, Rizhao**

3



**Raffles City Chengdu, Chengdu**

4



**CapitaMall Xuefu, Harbin**

5



**CapitaMall Xindicheng, Xi'an**

6



**CapitaMall Wusheng, Wuhan**

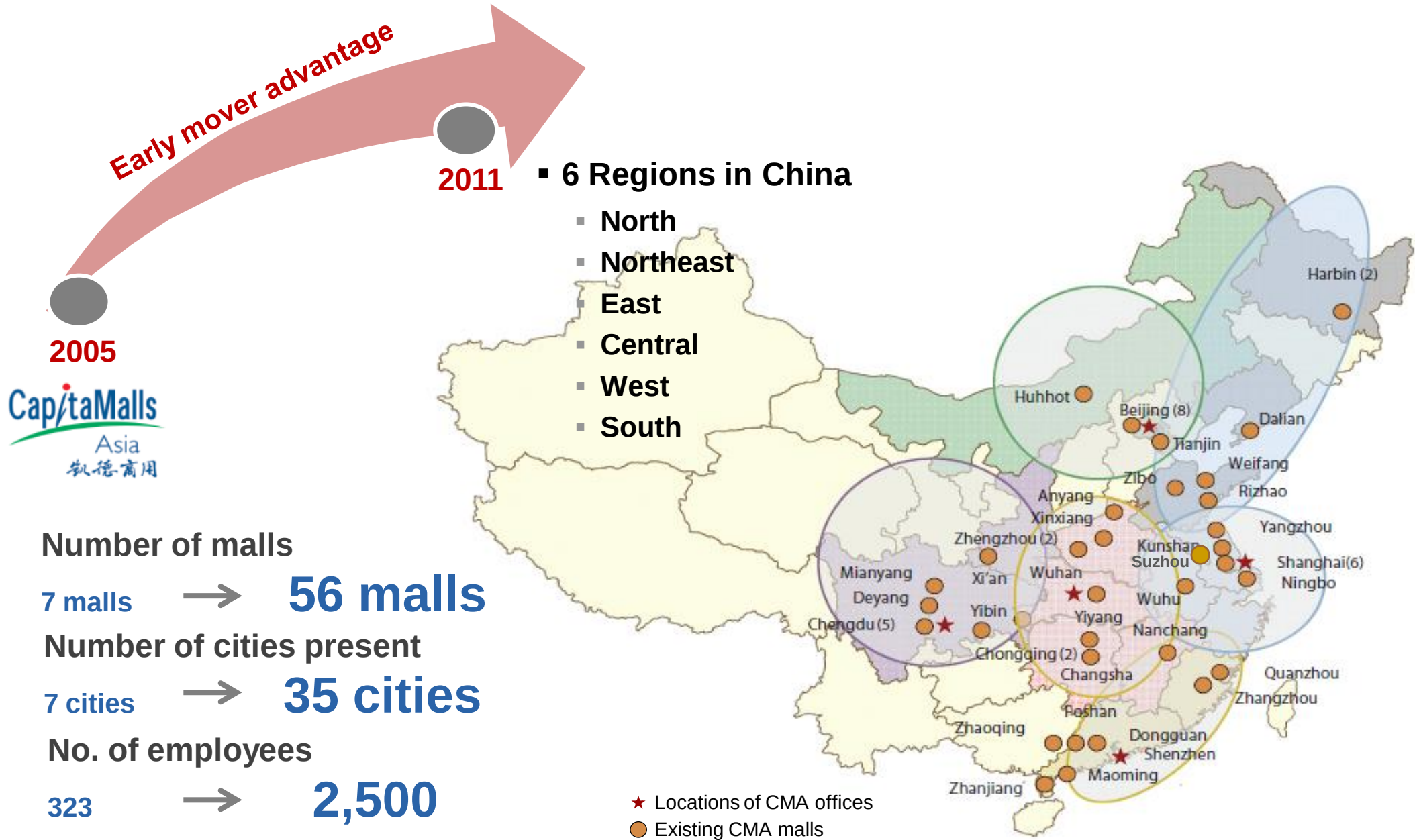
7



**Raffles City Ningbo, Ningbo**



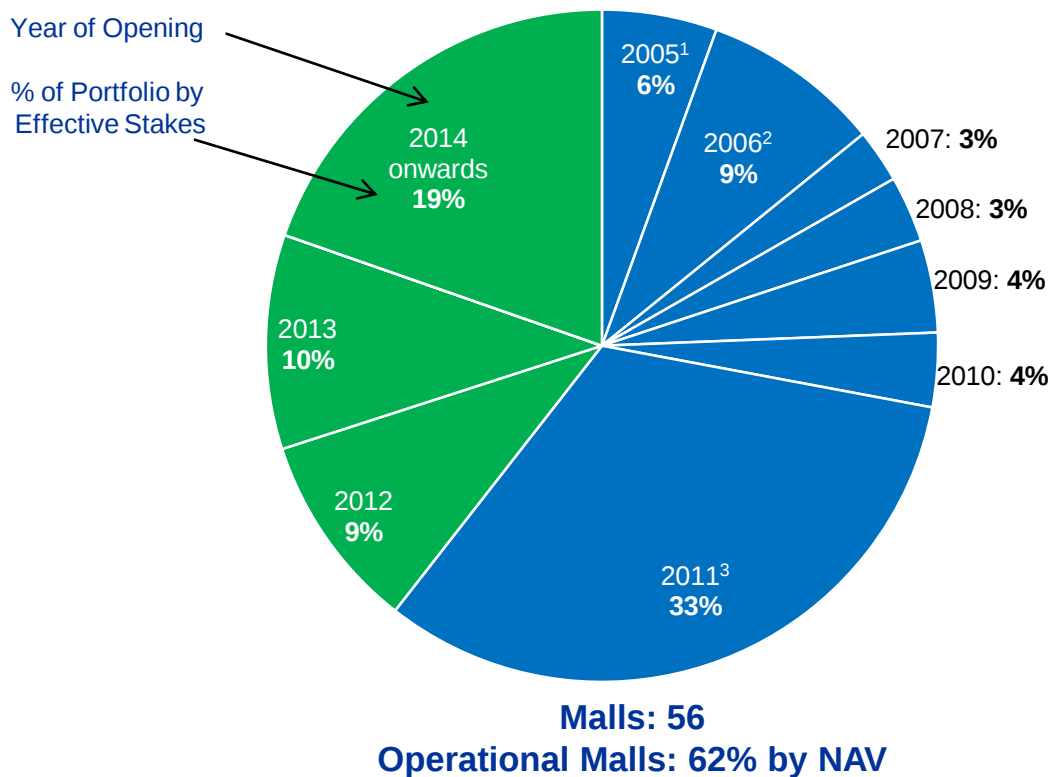
# Continue to Entrench into Key Cities & Regions in China with Economies of Scale





# China: Operational Malls Make Up More than 60% of NAV

NAV as at 31 Dec 2011: S\$4.0 bil  
(Based on effective stakes)



Projects under development



Operational malls

(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.

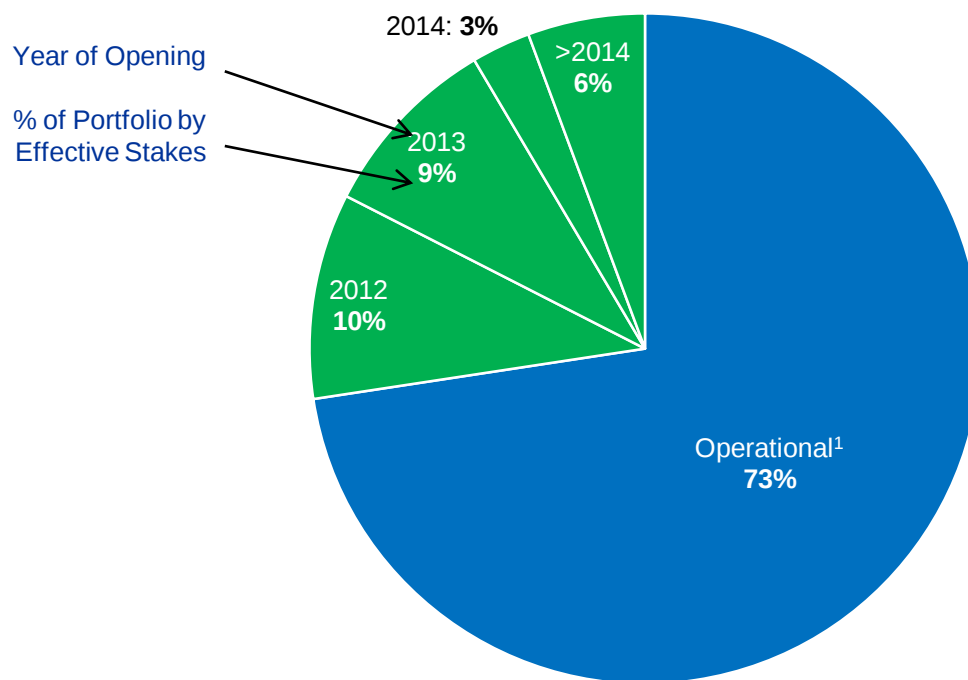
(3) Includes additional 50% stakes in Hongkou Plaza and Minhang Plaza, the acquisition of which is pending completion.



# CMA: Operational Malls Make Up 73% of NAV

2012 to be Inflection Point for CMA

NAV as at 31 Dec 2011: S\$7.1 bil  
(Based on effective stakes)



**Malls: 97**  
**Operational Malls: 73% by NAV**

- Projects under development
- Operational malls

(1) Includes additional 50% stakes in Hongkou Plaza and Minhang Plaza, the acquisition of which is pending completion.



# Moving into 2012: Cautiously Optimistic

- ✓ *2012 to be inflection point for CMA*
- ✓ *Focus to deliver opening of 9 malls and ramping up of operational malls*
- ✓ *Expenses expected to track inflation and revenue growth*
- ✓ *Balance sheet and financing capacity for selective acquisitions*





# Thank You

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