CapitaLand Group Debt Investor Day 2012

CapitaLand Limited

2 March 2012

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
- Group Strategy
- Group Financials Performance & Debt Profile
- Outlook

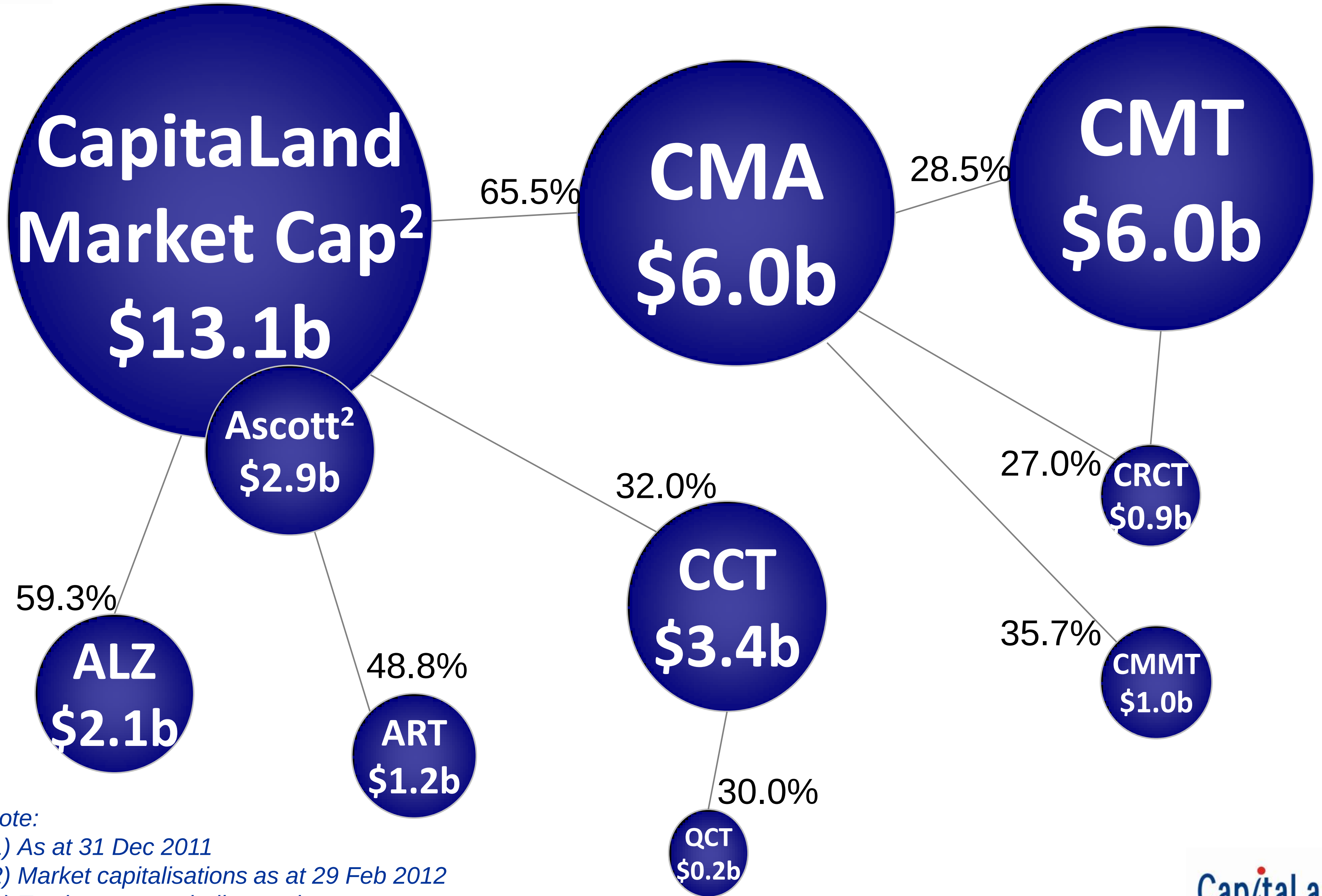
Overview

Our Global Presence

>110
Cities

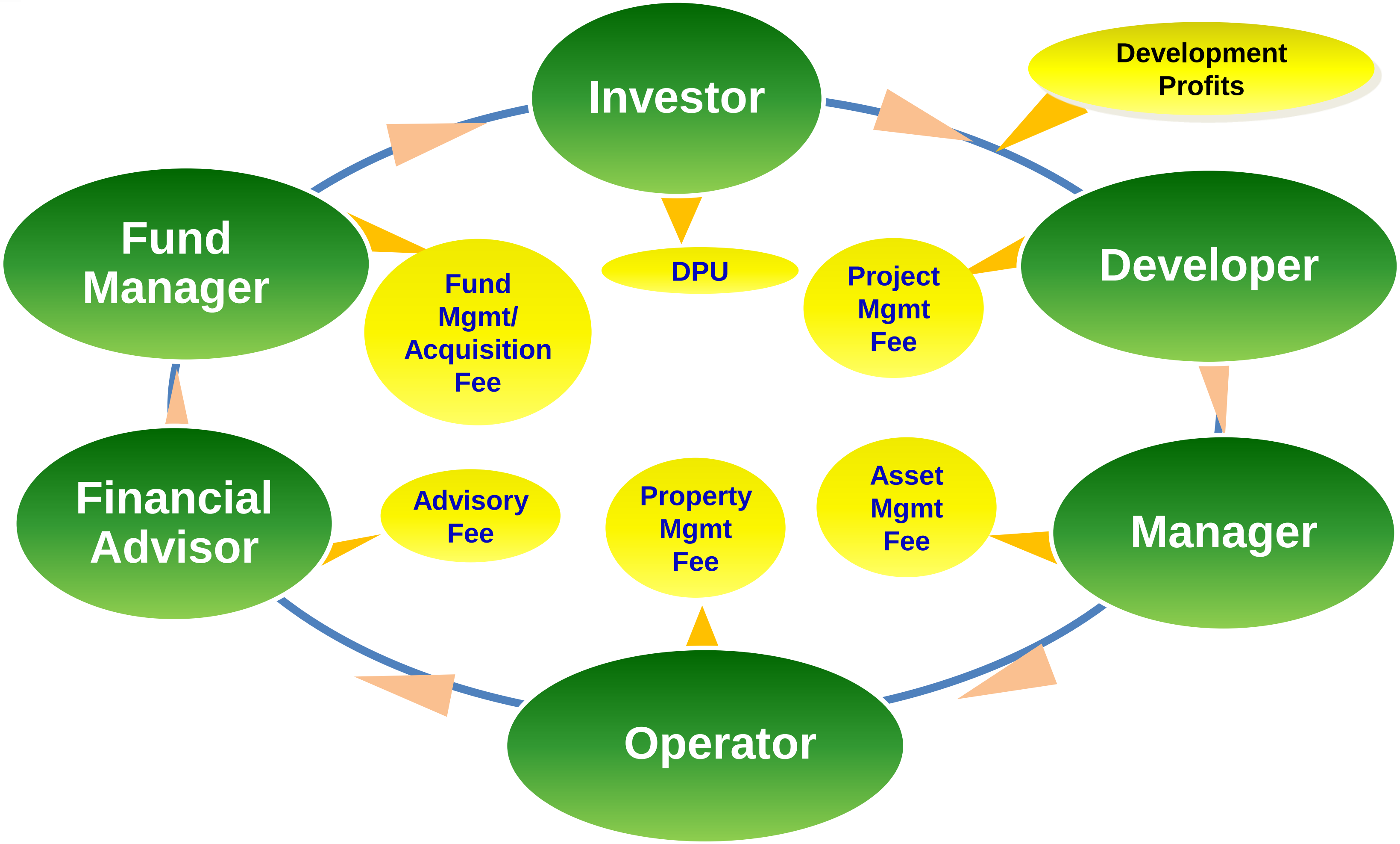
>20
Countries

Group Managed Real Estate Assets[1] of S$60b



Note:
(1) As at 31 Dec 2011
(2) Market capitalisations as at 29 Feb 2012
(3) Total assets excluding cash

Complete Real Estate Value Chain



Strong Development Profits + Stable Fee Income

Leadership Across Real Estate Sectors

One of Asia's Largest Real Estate Companies

Singapore's Leading Residential Developer

Largest International Serviced Residence Owner-Operator

China's Leading Foreign Real Estate Developer

Asia's Leading Mall Developer, Owner and Manager

S-REITs

CMT : 1st & Largest

CCT : Largest Office

ART : 1st Hospitality

CRCT : 1st China Mall

One of the Largest Asian Dedicated Real Estate Fund Managers

Leading Real Estate Developer in Asia

Diversified Business Profile
- Balanced across real estate sectors
- Focused on Singapore, China & Australia

Consistent Track Record
- 6th consecutive year of net profit > S$1b
- Management bench strength and proven execution model
- Proven capital recycling model

Prudent Capital Management
- Strong financial position of S$6.3b cash
- Healthy Net Debt/Equity of 0.31

Continued Access to Capital Markets
- Secured ~S$10b of funds in 2011

Singapore - Residential

The Only Private Development in Bedok Central	Designed by Moshe Safdie

Bedok Residences

- 583 units (GFA375,266 sqft)
- 81% sold since launch; average selling price @S$1,350psf

Sky Habitat

- Target to launch 2Q2012
- 5-min walk to Bishan transportation hub and Junction 8 Shopping Mall

Singapore - Commercial

Designed by Benoy

Westgate

- 7-storey lifestyle shopping mall; target to open by Dec 2013; 20-storey office tower by late 2014

Designed by Toyo Ito as Most "Green" Building in CBD

CapitaGreen

- A new landmark building in Raffles Place

Raffles City Portfolio

Designed by Moshe Safdie

8th Raffles City in China

- Prime site in heart of Yuzhong District in Chongqing
- Chongqing to be the next "Shanghai"

Raffles City Chengdu

Raffles City Ningbo

Raffles City Beijing

Raffles City Shenzhen

Raffles City Beijing

Raffles City Shanghai

Raffles City Changning

Raffles City Singapore

Designed by I.M. Pei

Raffles City Singapore

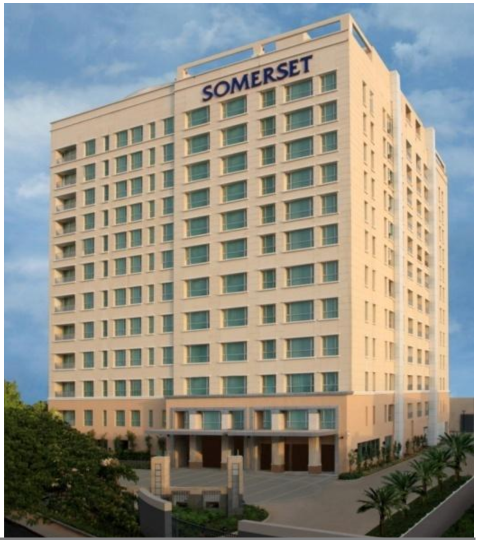
- Increase of 21% in retail NLA after AEI, to total of 74,508 sqm
- One of the largest Asian AAA-rated CMBS issues; transaction credited with 3 industry awards

CapitaLand

Serviced Residences

- **Portfolio expanded to over 29,000 units:**
  - Committed investment of over S$665m
  - Secured 23 management contracts (7 in China)
  - Opened 6 new properties, including 2 in China
- **Recycled 2 properties in China and divested 1 property in India with total proceeds over S$270m**

Somerset Wangjing Beijing



Somerset Greenways Chennai

Somerset Wusheng Wuhan

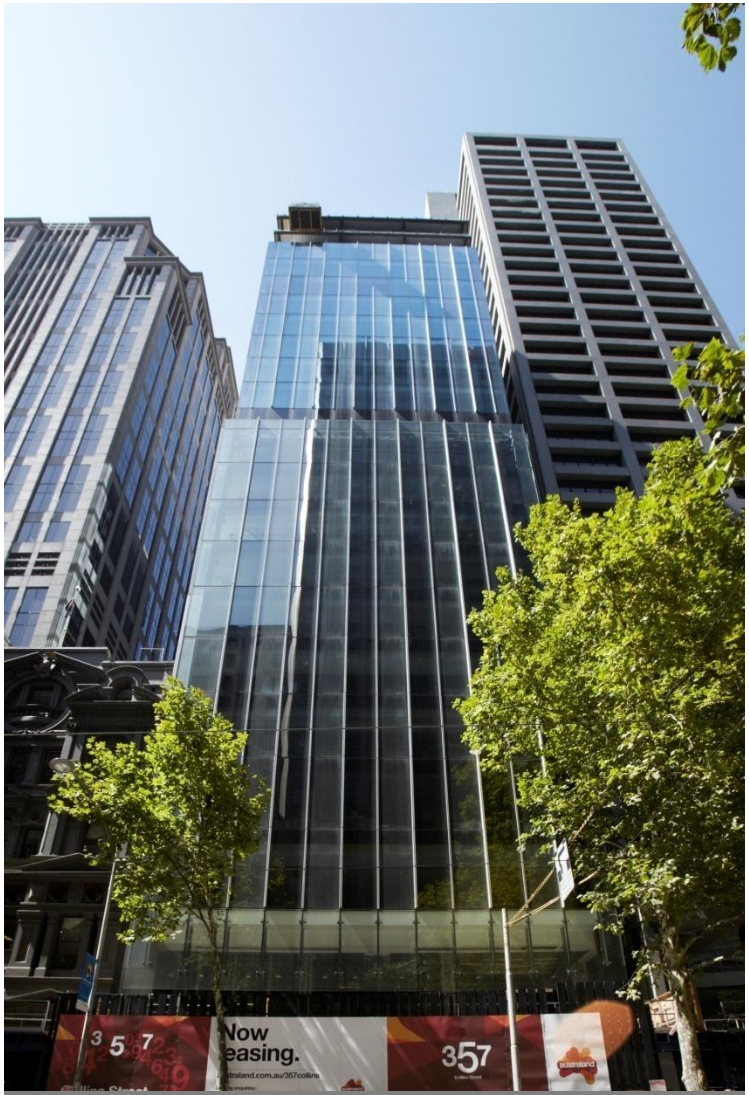
Ascott Paragon Macau

 * Refers to Systemwide RevPAU

Value Homes & Townships

Target Launch by 4Q2012 (~2,500 units)	Townships
	
Lakeside, Wuhan	**The Botanica, Xi'an**
• Acquired 2 sites in Guangzhou and Shanghai to build over 2,400 value homes • Total development pipeline of ~5,000 value homes	• Sold 2,660 units in 4 townships in 2011 (cumulative 14,356 units)

357 Collins St, Melbourne



357 Collins St VIC

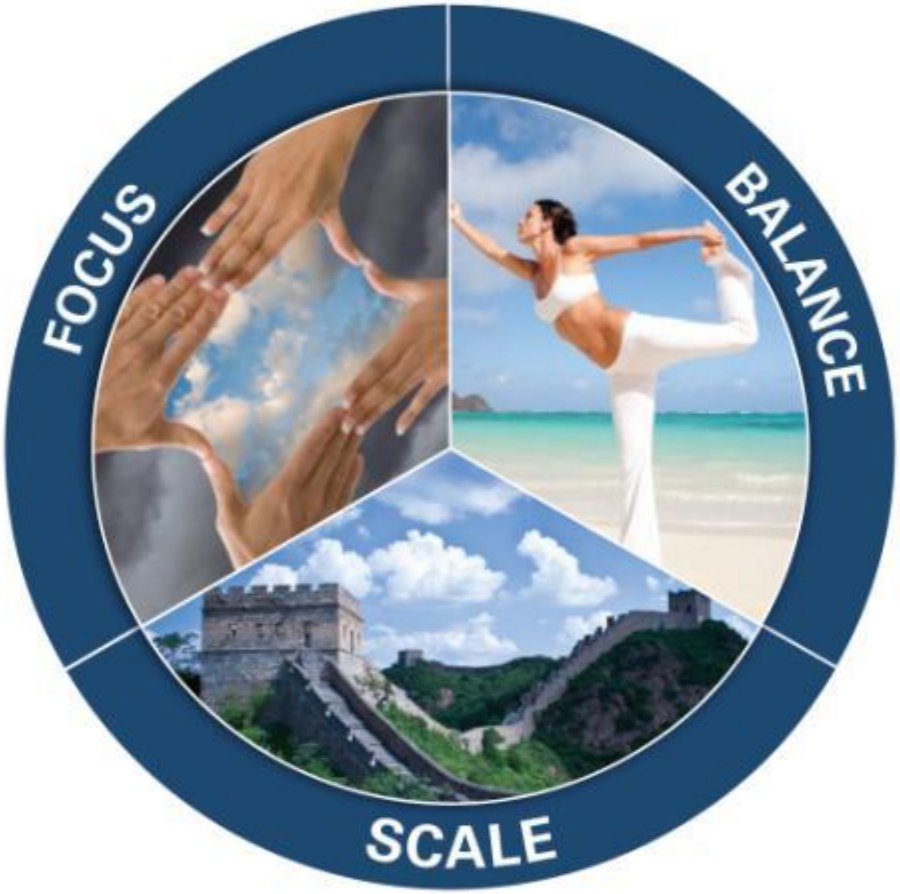
- **Australand Office Redevelopment**
  - Due for completion 2H2012
  - 50% committed leases, and 20% under heads of agreement
  - Average lease expiry of 9 years
  - Estimated end value of A$192m (S$250m)
  - Yield on cost of 8.5%

CapitaLand

Group Strategy

Corporate Strategy

Focus on Singapore, China and Australia
(90% of total assets)
(97% of earnings)



Balance across real estate sectors

- **Residential**
- **Shopping Malls**
- **Offices**
- **Serviced Residences**
- **Mixed development**

Scale in real estate sectors

$60.6b of projects

Strategic Focus

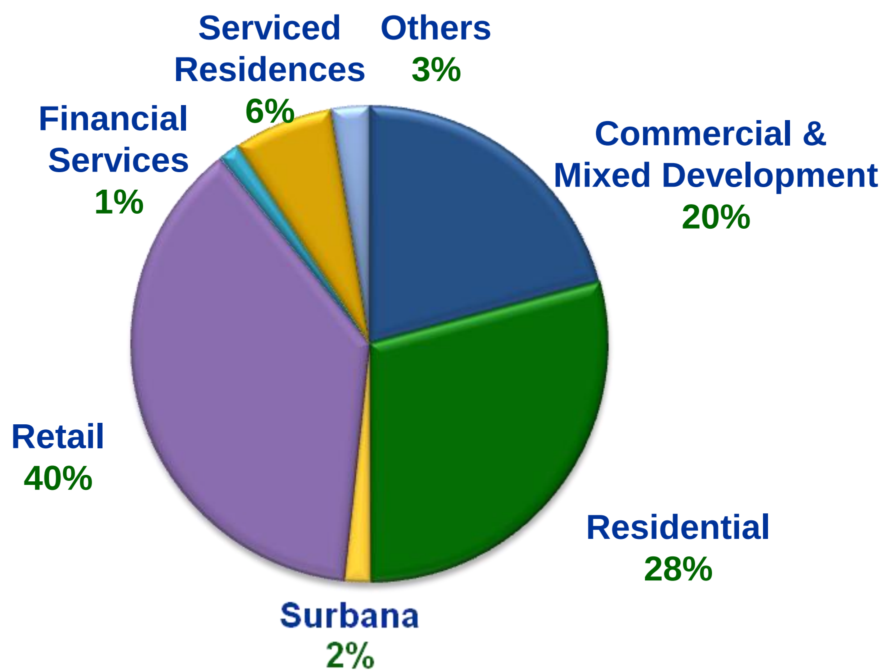
3 +3+ 2 market strategy

- **3 Core markets** (~90% of Group's total assets[1])
  - **Singapore, China, Australia**
  - *To devote bulk of resources and effort*
- **3 Secondary markets** (~6% of Group's total assets)
  - **Europe (serviced residences only), Malaysia, Vietnam**
  - *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*

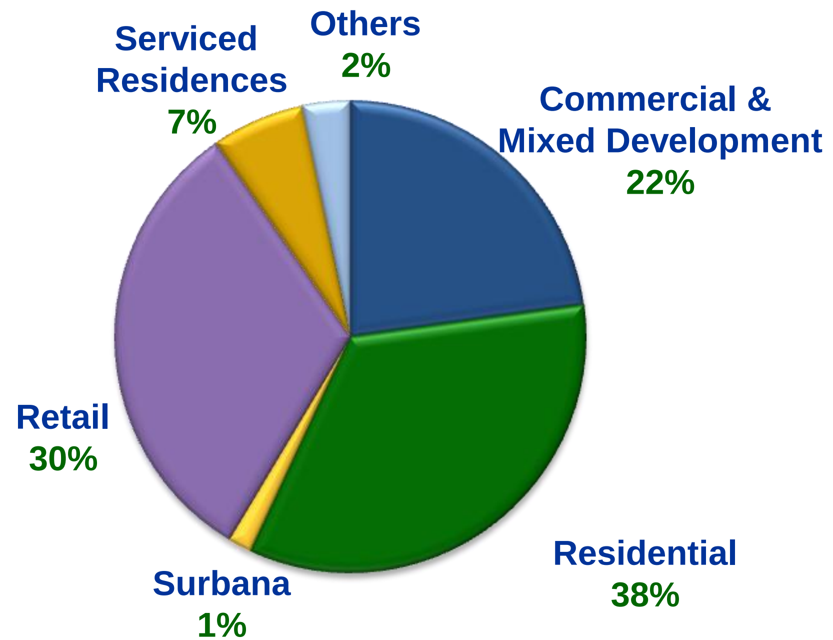
Note: Others markets for ~1% of assets
[1] Excluding treasury cash

Balanced Portfolio in Singapore & China

Singapore Assets: S$10.9b
(34% of Group's Total Assets*)



China Assets: S$12.0b
(38% of Group's Total Assets*)



Manage Volatility & Mitigate Unfavourable Government Policies

** Excluding treasury cash*

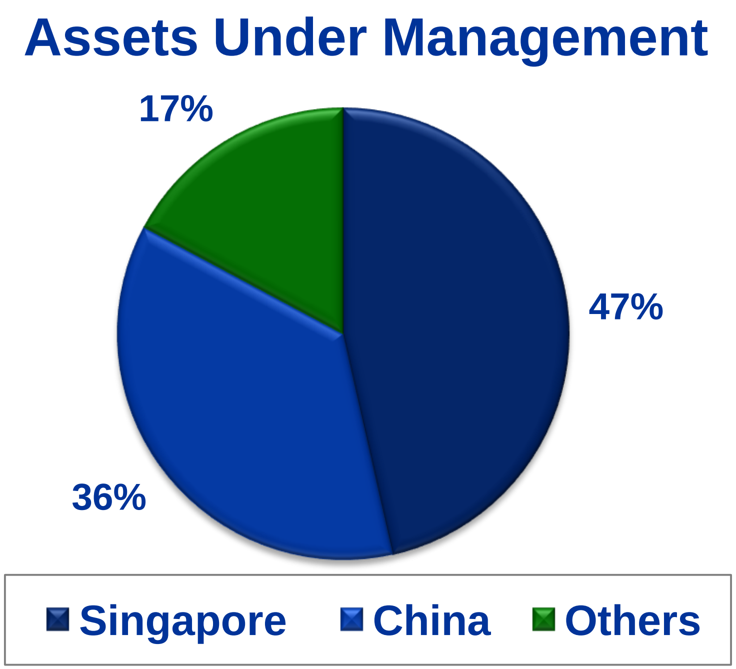
Continue to Focus On Key Regions & Cities in China

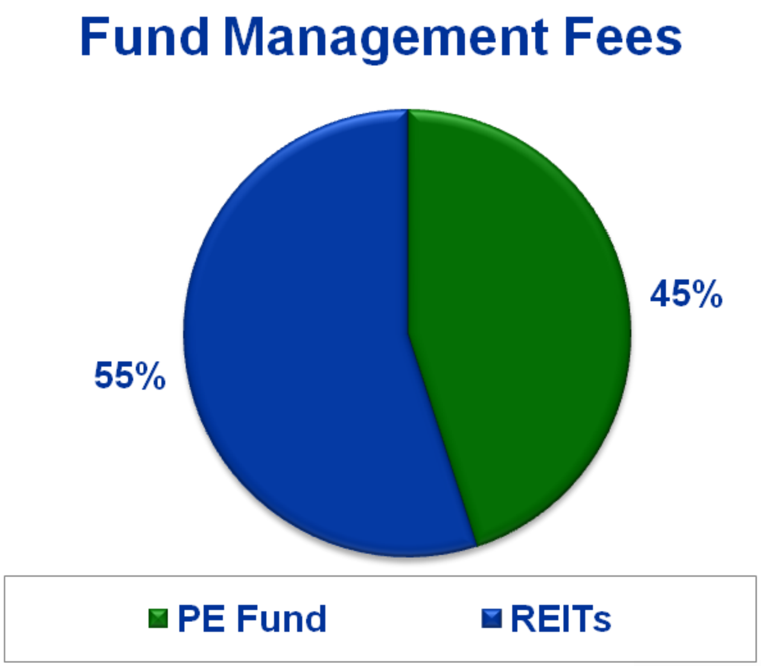
- S$12b of Group's Total Assets
- S$31b[1] of Total Project Size;
- 92% of Assets located in 12 key cities

[1] 100% basis

Financial Services

- One of Asia's largest Real Estate fund managers
- Managing 6 REITs and 15 private equity funds
- S$34b Assets Under Management with focus on Singapore and China
- FY2011 : Total fund management fees of S$173.1m





Singapore Strategy

Build Residential Pipeline & Replenish Grade A Office Portfolio in Good Locations

Sky Habitat

- Designer collection
- Transport connectivity

Westgate – Greenfield Development

- Design & development capabilities in large scale mixed-use projects

Singapore Strategy (cont'd)

Enhance Yields of Mall Portfolio through Asset Enhancement Initiatives (AEIs)

The Atrium@Orchard

- 65.5% increase in gross rent and ROI of 10.4% after AEI
- Expected completion in 4Q 2012

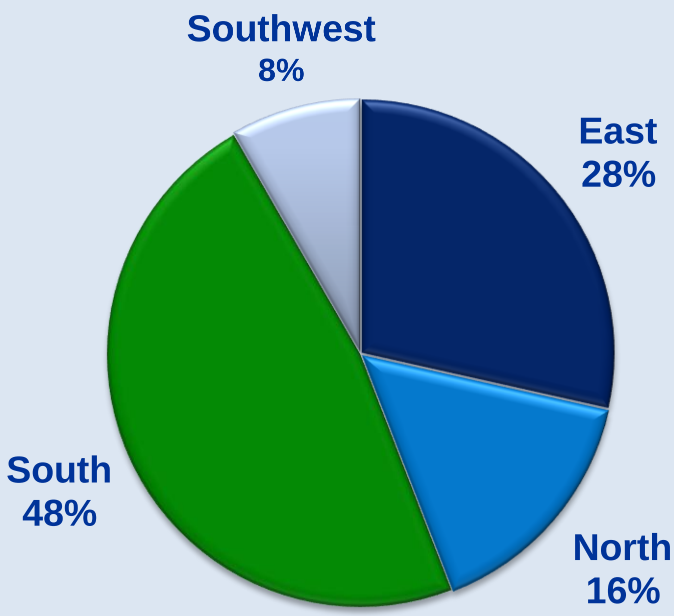
Raffles City Singapore

- Increase of 21% in retail NLA after AEI, to total of 74,508 sqm
- One of the largest Asian AAA-rated CMBS issues; credited with 3 industry awards

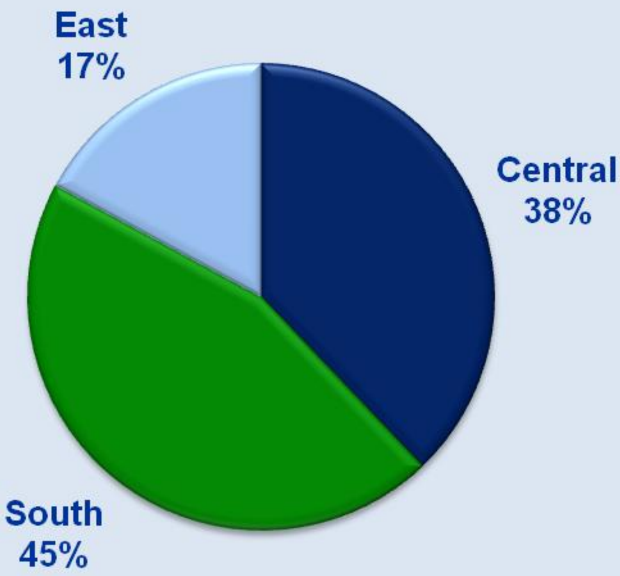
China Strategy

Focus on Key Regions/ Cities

Residential @ 100%
(By GFA ~ 3.2 mil sqm)



Value Homes Pipeline @ 100%
(By GFA ~ 527,000 sqm)



92%* of Group's China Property in Top 12 Cities

China Strategy (cont'd)

Develop Full Suite of Housing Type from High End to Value Homes/Townships

Paragon, Shanghai

Lakeside, Wuhan

China Strategy (cont'd)

Leverage on Raffles City brand

Raffles City Shanghai

Raffles City Beijing

Raffles City Chengdu

Raffles City Hangzhou

Raffles City Ningbo

Raffles City Shenzhen

Raffles City Changning

Raffles City Chongqing

- 8 Raffles City projects (worth RMB 58b/ S$12b when completed)

China Strategy (cont'd)

Deepen Serviced Residence Footprint in Key Cities to Cater to Growing Domestic Travel Business

Somerset Wusheng Wuhan

Ascott Paragon Macau

China Strategy (cont'd)

Focus on Opening New Malls and Ramping up of Operational Malls

Hongkou Plaza, Shanghai

Minhang Plaza, Shanghai

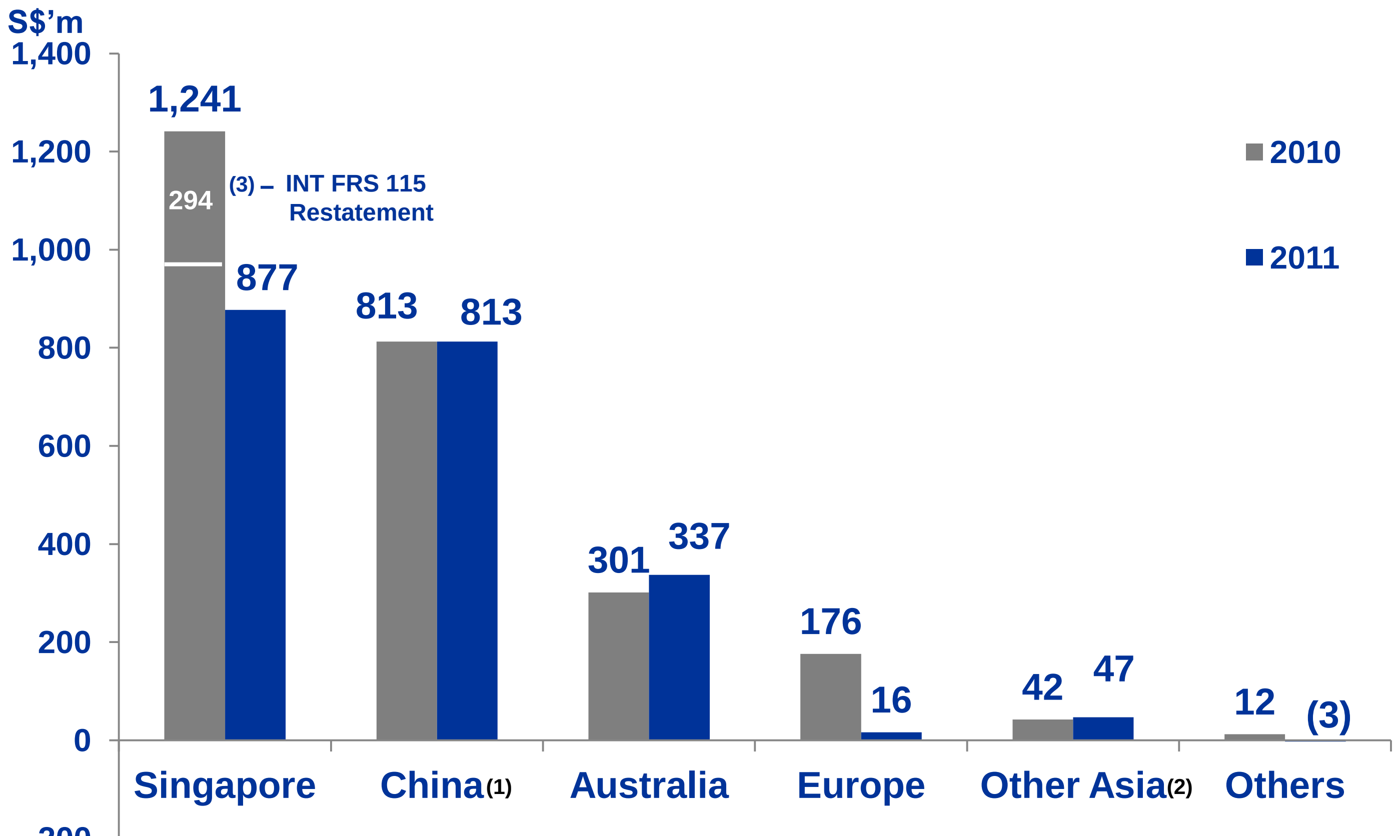
Group Financial Performance & Debt Profile

FY2011 Net Profit (PATMI) of S$1,057m: 6th Consecutive year of > S$1b

(S$ million)	FY 2010 (previously reported)	FY 2010 (restated[1])	FY 2011	Change %
Revenue	3,383	3,383	3,020	(11)
EBIT	2,384	2,585	2,087	(19)
PATMI	1,273	1,426	1,057	(26)

[1]The 2010 results were restated to be comparable to the current year's results as a consequence of the adoption of the INT FRS 115 accounting policy which was effective on 1 January 2011.

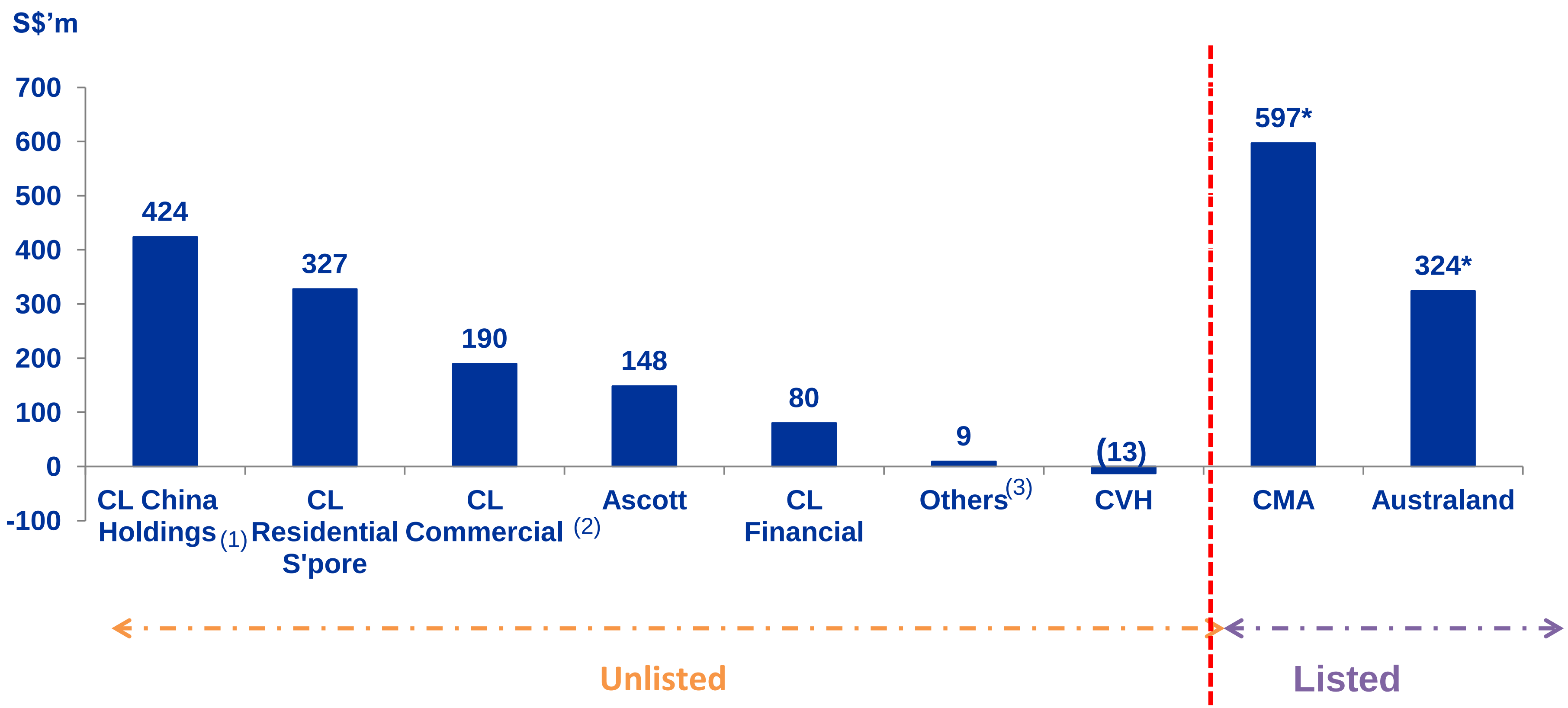
EBIT by Geography



FY 2011: S$ 2.1b vs FY 2010 (restated) : S$ 2.6b

(1) China including Macau and Hong Kong
(2) Excludes Singapore and China and includes projects in GCC
(3) Includes S$294m restatement due to adoption of INT FRS 115 for projects: The Seafront on Meyer, Latitude and The Orchard Residences

EBIT by SBUs



Strong Track Record Across SBUs

* Represents 100% EBIT at CMA and ALZ level
(1) Excludes Retail and Serviced Residences in China
(2) Includes residential projects in Malaysia
(3) Includes Corporate Office, Surbana and Others

Balance Sheet & Liquidity Position

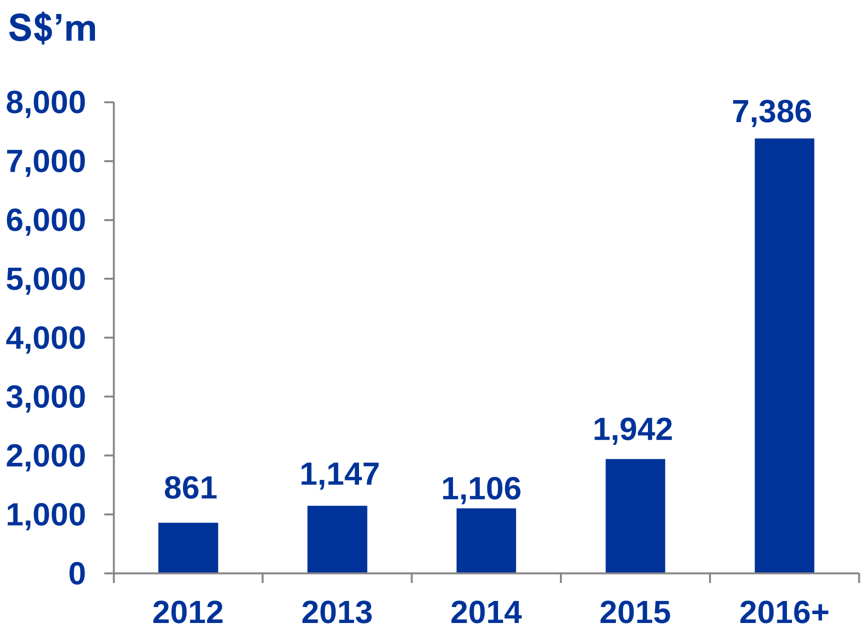
	FY 2010 (restated[2])	FY 2011	Change
Equity (S$bn)	17.9	19.2	Increased
Cash (S$bn)	7.2	6.3	Decreased
Net Debt (S$bn)	3.2	5.9	Increased
Net Debt/Equity	0.2	0.3	Healthy
% Fixed Rate Debt	72%	66%	Decreased
Ave Debt Maturity(Yr)[1]	3.7	3.8	Improved
NTA/Share (S$)	3.18	3.40	Improved

[1] Based on put dates of Convertible Bond holders

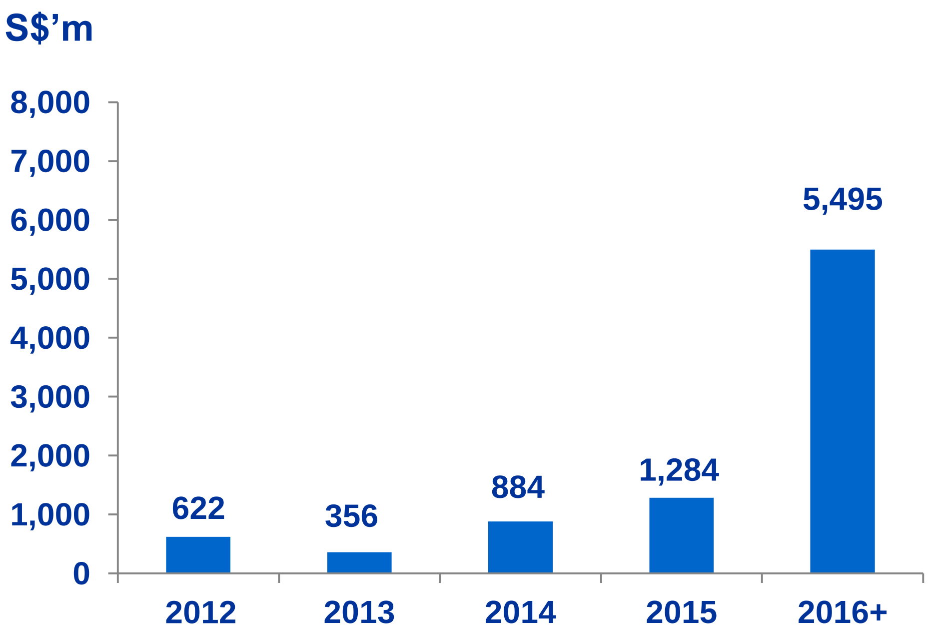
[2]The 2010 results were required to be restated to be comparable to the current year's results as a consequence of the adoption of the INT FRS 115 accounting policy which was effective on 1 January 2011.

Evenly Spread Maturities

CL Group



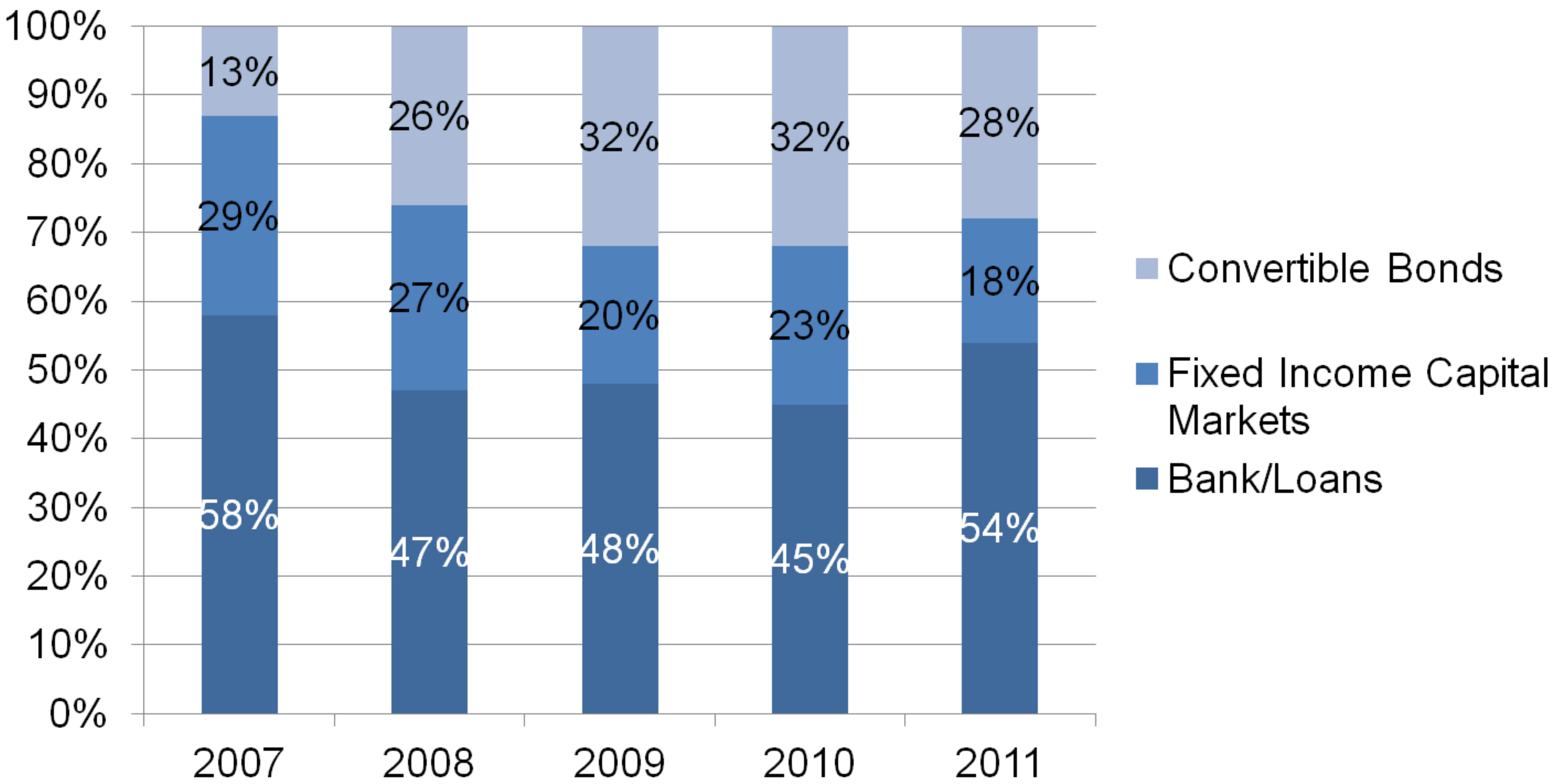
CL Group (ex CMA & Australand)



< 20% of Total Debt is Maturing in Any One Year

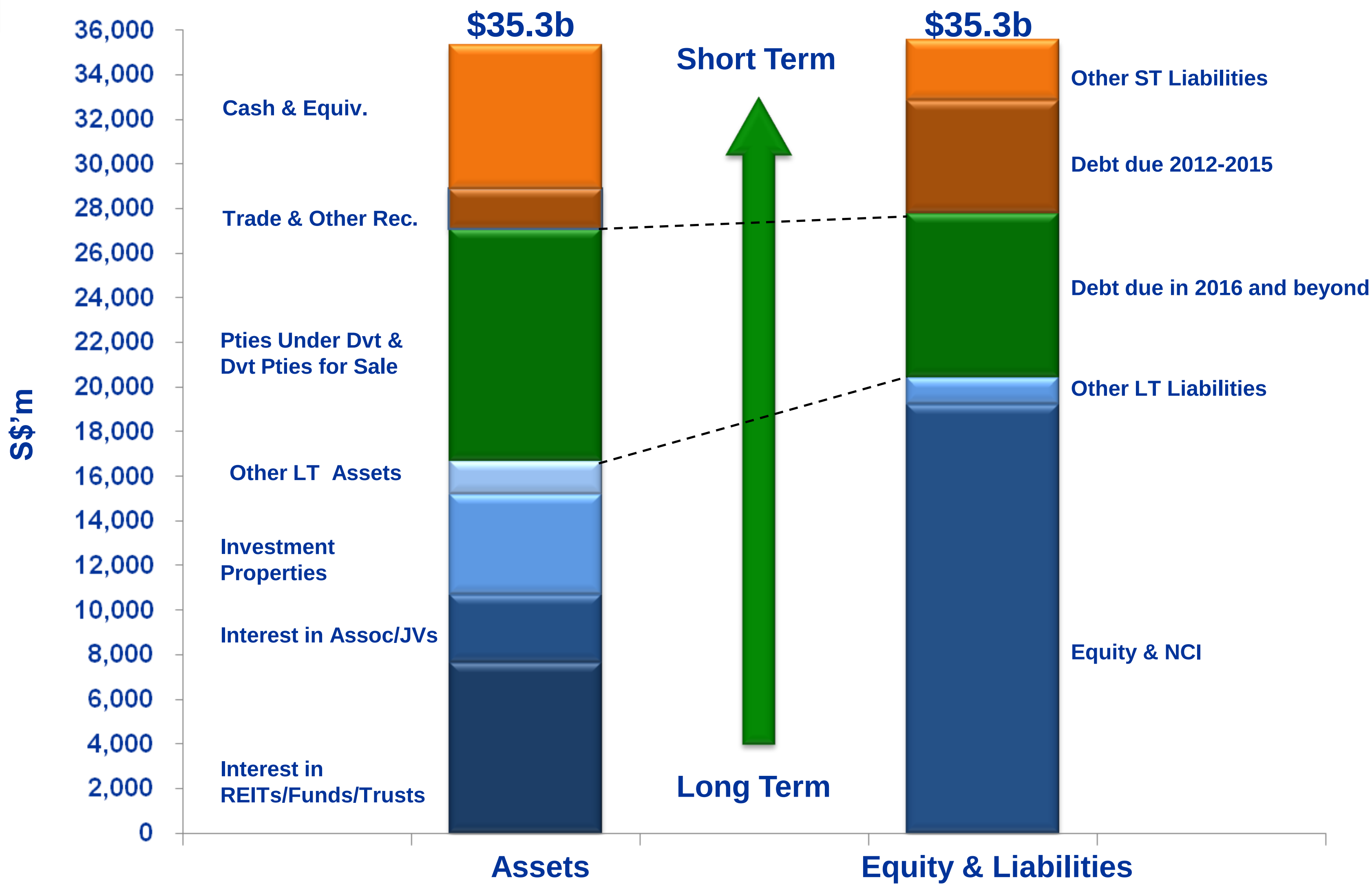
Assumption: convertible bonds with full tenor

Diversified Funding Sources



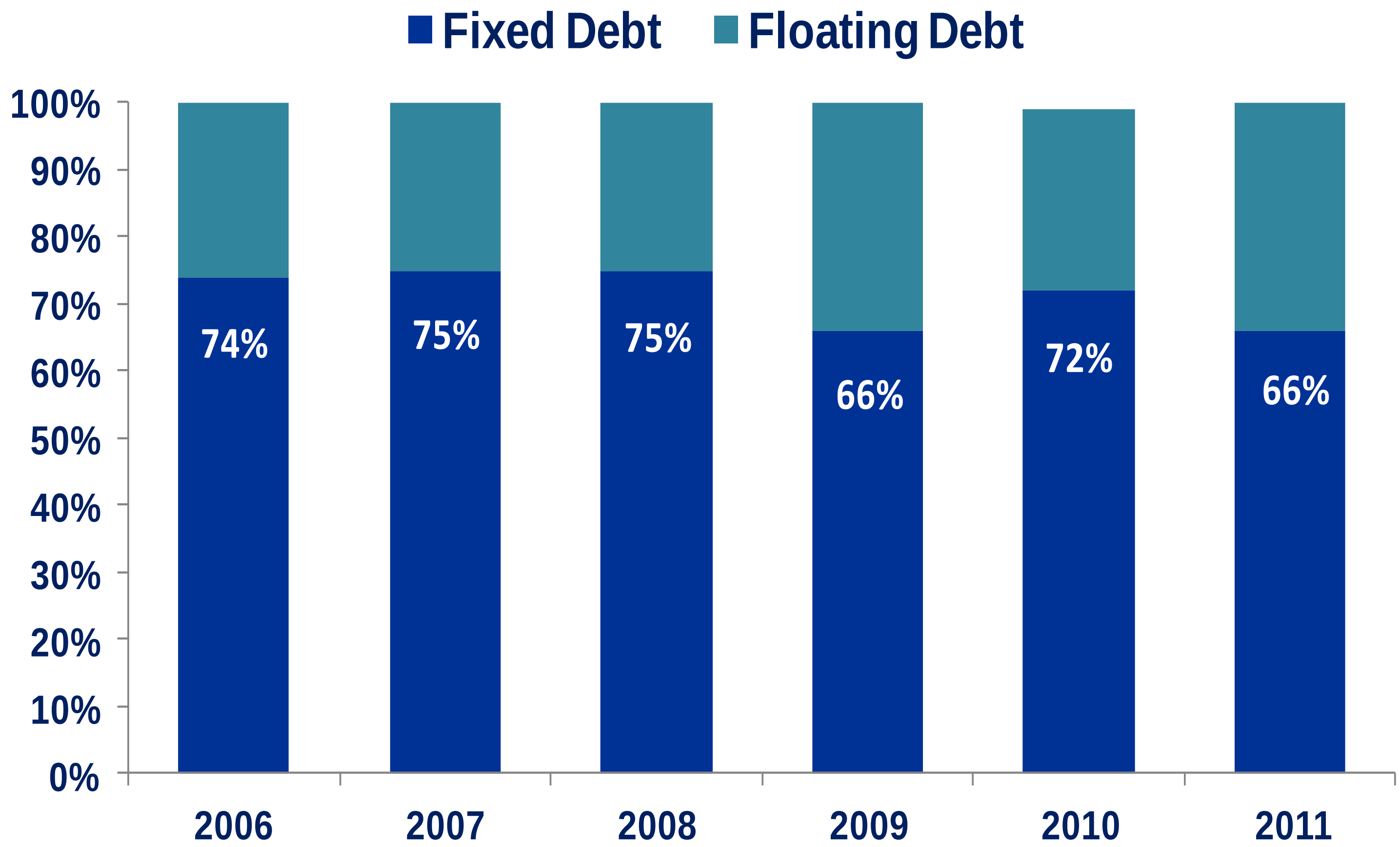
Consistent Access to the Capital Markets

Asset Liability Matching - December 2011



The Group has been Prudent with its Asset Liability Matching

Interest Rate Hedged Portfolio



Balance of Fixed & Floating Rate Instruments to Manage Costs and Interest Rates

Total of ~S$10b Raised Across the Group

Bank Loans	• S$6,908m[1] loans raised • Participation by >25 banks
Bonds	• S$800m in CMBS • S$650m of S$ bonds • S$500m of S$ retail bonds
Equity	• S$448m in equity
Convertible Bonds	•S$350m in Convertible Bonds
PE Funds	• Raised ~S$390m from PE Funds

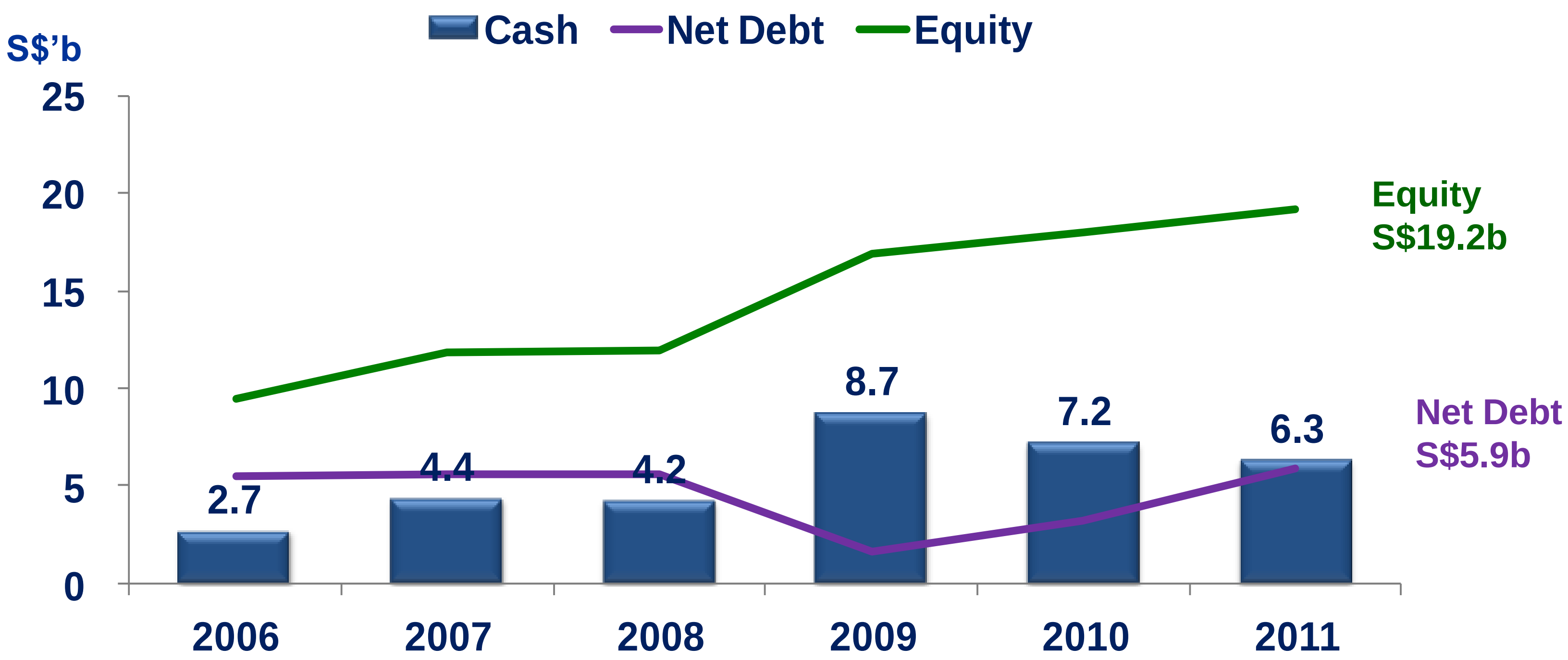
Proactive Fund-Raising to Support Growth and Preserve Financial Flexibility

[1] Includes only major financings/loans raised

CapitaLand

Aggressive Growth with Disciplined Financial Management

- Low gearing of 0.31x and healthy cash reserves of S$6.3b
- Capacity to seek strategic investments
- Remain disciplined in our investment management



Outlook

Singapore Outlook

- **Short term uncertainty & market softening due to macroeconomic conditions and Singapore Government cooling measures on residential market**
- **CL is well-positioned to manage volatility:**
  - Residential portfolio strategically located and well differentiated
  - Re-constitute Grade A office portfolio to cushion negative rental reversion
  - Shopping malls to benefit from rental growth arising from AEIs and new completion
  - Strong liquidity position
- **Leadership position in multi-sector business offers growth opportunities**

China Outlook

- **Short-term impact to residential market due to:**
  - Measures to restrict purchase of residential properties,
  - Credit tightening measures affecting real estate companies
- **Commercial projects continue to see positive growth in rentals**
- **Serviced Residence projects continue to see growth**
- **CL is well positioned**
  - Diversified across various real estate sectors
  - Increased presence in key cities
  - Net cash position in China
  - Banks remain supportive of CapitaLand

Summary

- Despite multiple global financial crises, CL achieved 10 years of Profitability with last 6 consecutive years of >S$1b
- Focus on opportunities in Asia, particularly Singapore, China & Australia
- Maintain leadership position in real estate sectors
- Prudent capital management
- Strong financial position
- Management bench strength and proven execution
- Good track record
- Full suite of design & development expertise

Thank you