

# CapitaLand Group Debt Investor Day 2012

## CapitaMalls Asia Limited



**2 March 2012**



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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\$6.1 billion**



Note:

Above data as at 31 Dec 2011. Market capitalisation as at 24 Feb 2012.



# CMA's Business Structure

TEMASEK  
HOLDINGS

40.4%

CapitaLand  
65.5%

CapitaMalls  
Asia  
凯德商用

Singapore



China



Malaysia



Japan



India



Directly Held  
Joint Ventures  
REIT  
28.5%  
CapitaMall  
Trust

Directly Held  
Joint Ventures  
Funds<sup>(1)</sup>  
REIT  
27.0%  
CapitaRetail  
China Trust

Directly Held  
REIT  
35.7%  
CapitaMalls  
Malaysia Trust

CapitaRetail  
Japan Fund

CapitaRetail  
India  
Development  
Fund

Note: Effective interest s in CMT, CRCT & CMMT and Temasek's interest in CapitaLand are as at 31 Dec 2011

(1) Refers to 4 China funds. They are CapitaMalls China Income Fund, CapitaRetail China Development Fund II, CapitaRetail Incubator Fund and Raffles City China Fund.

CapitaMalls  
Asia  
凯德商用



# Highlights

CapitaMall Guicheng, Foshan, China



# Highlights

## Financial Results for FY 2011

- PATMI: 4Q 2011 of S\$205.4 million; FY 2011 of S\$456.0 million
- EBIT FY 2011: S\$601.9 million
- Revaluation of S\$320.3 million
- Management Fee Business
  - Assets Under Management: S\$20.7 billion
  - EBIT FY 2011: S\$63.6 million

## Operational Performance of Our Malls

- Tenant sales grew: Singapore: 5.5%; China: 13.2%
- Shopper traffic increased: Singapore: 2.2%; China: 7.5%

## 8 Acquisitions Totaling S\$3.9 bil<sup>1</sup> Adding 1.7 mil sqm of GFA

- 5 in China (Wuhan, Shanghai, Suzhou & Chongqing)
- 2 in Singapore
- 1 in Kuantan, Malaysia

## Prudent Capital Management

- Cash balance of S\$975.5 million
- Net Debt/Equity of 3.9%
- Opened the retail bond market in 2011 with a total of S\$600<sup>2</sup> million bonds issued
- Secured new financing and refinancing of over S\$3.0 billion across the group
- Successful dual listing of CMA on HKEx

(1) CMA's direct stakes in the acquisitions including the REITs.

(2) Issued 1-year and 3-year bonds in 2011 and 10-year callable bonds in Jan 2012.



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.



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



# China: Credit Tightening Policies Presented Opportunistic Acquisitions

Total of 5 Acquisitions

1



Hongkou Plaza, Shanghai

2



Minhang Plaza, Shanghai

3



Suzhou site, Suzhou

4



Chongqing site, Chongqing<sup>(1)</sup>

5



CapitaMall Minzhongleyuan, Wuhan

(1) This design may be subject to change.



# China: Opened 3 Malls

1

Committed  
Occupancy<sup>1</sup> of 99%



Minhang Plaza, Shanghai

2

Committed  
Occupancy<sup>1</sup> of 81%



CapitaMall Crystal, Beijing

3

Committed  
Occupancy<sup>1</sup> of 94%



Hongkou Plaza, Shanghai

(1) As at 31 December 2011



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



East Coast Mall, Kuantan



ION Orchard, Singapore

**Revaluation**



# Operating Malls Contributed 64% of Total FY 2011 Revaluation Gains

**Revaluation Gains Supported by Improvement in NPI & Sustainable Retail Growth in Singapore & China**

| FY 2011                                     | S\$ mil      | Key highlights                                                                                                                                                                                               |
|---------------------------------------------|--------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b><u>Operating Malls</u></b>               |              |                                                                                                                                                                                                              |
| Singapore                                   | 128.5        | CMT portfolio and ION Orchard underpinned by capitalisation compression based on recent transactions, improvement in NPI and strong retail growth.                                                           |
| China                                       | 80.4         | CRCT, CMCIF, CRCIF and CRCDFII portfolios mainly due to opening of Minhang and Hongkou in 1H 2011, strong retail sales growth and overall improvement of NPI.                                                |
| Malaysia                                    | 13.7         | CMMT portfolio and Queensbay due mainly to capitalisation compression based on recent transactions and improvement in NPI, as well as, acquisition of East Coast Mall in 2H 2011 at lower acquisition price. |
| Japan                                       | (17.9)       | Weak market sentiment due to earthquake in 1H 2011.                                                                                                                                                          |
| <b>Total – Operating Malls</b>              | <b>204.7</b> | <b>64% of total valuation gain</b>                                                                                                                                                                           |
| <b><u>Properties Under Development</u></b>  |              |                                                                                                                                                                                                              |
| Singapore                                   | 3.9          | ION Orchard Link.                                                                                                                                                                                            |
| China                                       | 111.4        | Tianfu and Luwan as project milestones were achieved and comparable with surrounding projects.                                                                                                               |
| India                                       | 0.3          |                                                                                                                                                                                                              |
| <b>Total – Properties Under Development</b> | <b>115.6</b> | <b>36% of total valuation gain</b>                                                                                                                                                                           |
| <b>Total</b>                                | <b>320.3</b> |                                                                                                                                                                                                              |



Raffles City Singapore, Singapore

**Financial Performance**



# FY 2011 Financial Results

| (S\$ mil)          | FY 2011 | FY 2010<br>(Previously<br>Reported) | Change<br>% | FY 2010<br>(Restated)* |
|--------------------|---------|-------------------------------------|-------------|------------------------|
| PATMI <sup>1</sup> | 456.0   | 421.9                               | 8.1         | 541.3                  |
| Rev under mgt      | 1,501.4 | 1,359.1                             | 10.5        | 1,359.1                |
| Revenue            | 246.2   | 245.4                               | 0.3         | 245.4                  |
| EBIT <sup>1</sup>  | 601.9   | 472.4                               | 27.4        | 603.4                  |
| Revaluation        | 320.3   | 129.8                               | 146.8       | 129.8                  |
| EPS                | 11.7cts | 10.9cts                             | 7.4         | 13.9cts                |
| NTA per share      | S\$1.60 | S\$1.50                             | 6.7         | S\$1.50                |

(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.



# FY 2011 PATMI Contribution

| (S\$ mil)   |                                                  | FY 2011 Contribution by Country |            |           |             |            |            |
|-------------|--------------------------------------------------|---------------------------------|------------|-----------|-------------|------------|------------|
|             |                                                  | S'pore                          | China      | M'sia     | Japan       | India      | Total      |
| Subs        | EBIT                                             |                                 |            |           |             |            |            |
|             | Property Income                                  | 0                               | 15         | 12        | 0           | 0          | 27         |
|             | Disposal / Dilution Gain                         | 8                               | 0          | 7         | 0           | 0          | 15         |
|             | Revaluation                                      | 0                               | 198        | 3         | 0           | 0          | 201        |
|             | Management Fee Business                          | 62                              | 0          | 5         | (3)         | 0          | 64         |
|             | Foreign Exchange                                 | 0                               | 8          | (2)       | 1           | 0          | 7          |
|             | Others                                           | 4                               | 9          | 6         | 0           | 0          | 19         |
|             | <b>Subsidiaries' Contribution to EBIT (A)</b>    | <b>74</b>                       | <b>230</b> | <b>31</b> | <b>(2)</b>  | <b>0</b>   | <b>333</b> |
| Assoc & JCE | Share of Results (net of interest and tax)       |                                 |            |           |             |            |            |
|             | Property Income                                  | 124                             | (7)        | 19        | 2           | (4)        | 134        |
|             | Development Profits                              | 5                               | 0          | 0         | 0           | 0          | 5          |
|             | Revaluation Excl REITs                           | 97                              | 58         | 0         | (18)        | 0          | 137        |
|             | Revaluation REITs                                | 36                              | 20         | 11        | 0           | 0          | 67         |
|             | Foreign Exchange                                 | 0                               | 6          | 0         | 0           | 0          | 6          |
|             | <b>Assoc &amp; JCE Contribution to PATMI (B)</b> | <b>262</b>                      | <b>77</b>  | <b>30</b> | <b>(16)</b> | <b>(4)</b> | <b>349</b> |
|             | <b>EBIT (A) + (B)</b>                            | <b>336</b>                      | <b>307</b> | <b>61</b> | <b>(18)</b> | <b>(4)</b> | <b>682</b> |
|             | Less : Country Finance Cost, Tax and NCI         | (16)                            | (101)      | (5)       | 0           | 0          | (122)      |
|             | <b>PATMI by Country</b>                          | <b>320</b>                      | <b>206</b> | <b>56</b> | <b>(18)</b> | <b>(4)</b> | <b>560</b> |
|             | Less : Corporate and Treasury Finance Cost       | <b>(104) *</b>                  |            |           |             |            |            |
|             | <b>Total PATMI</b>                               | <b>456</b>                      |            |           |             |            |            |

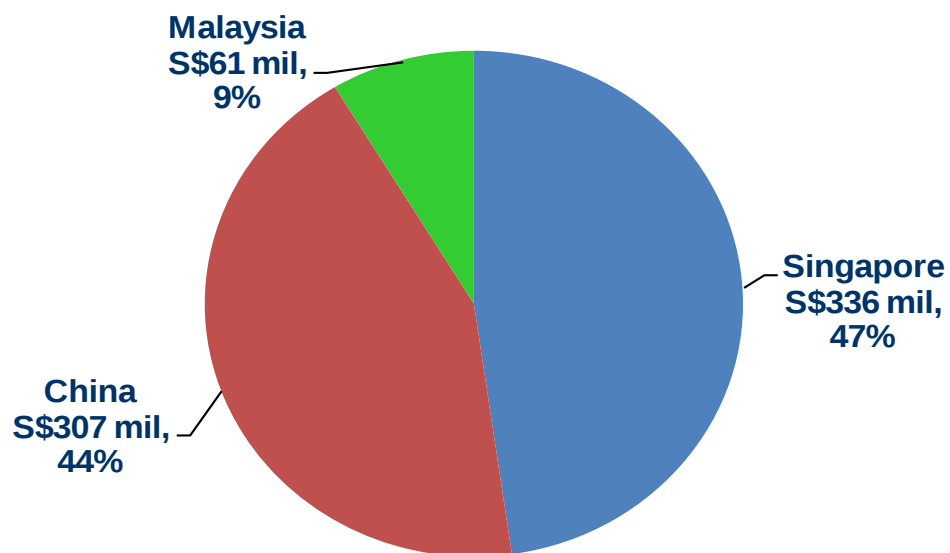
\* Includes corporate costs of S\$64 mil, treasury finance costs of S\$24 mil and Hong Kong listing of S\$16 mil.



Sources that generate recurring income

# Significant EBIT Contribution from Singapore & China

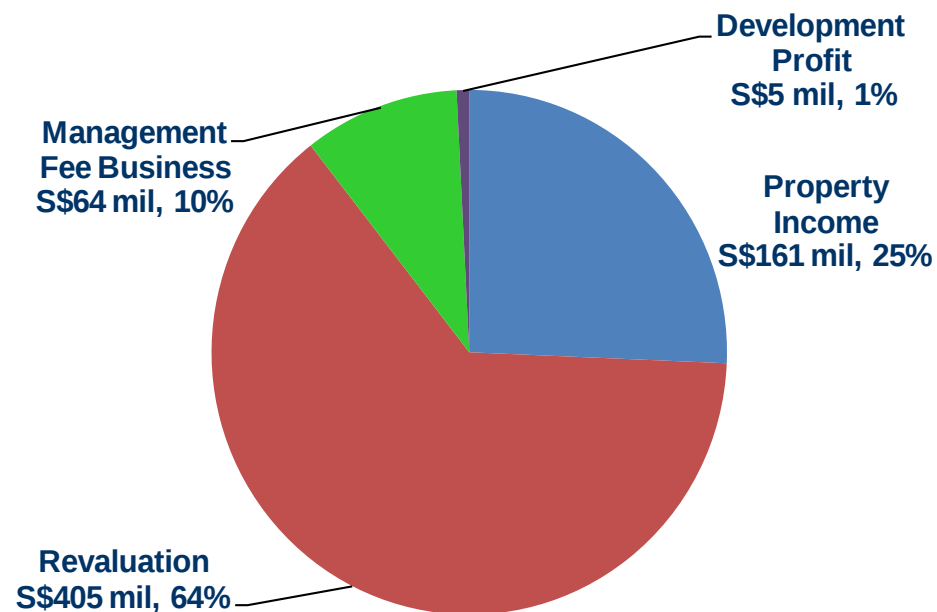
## EBIT by Country



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



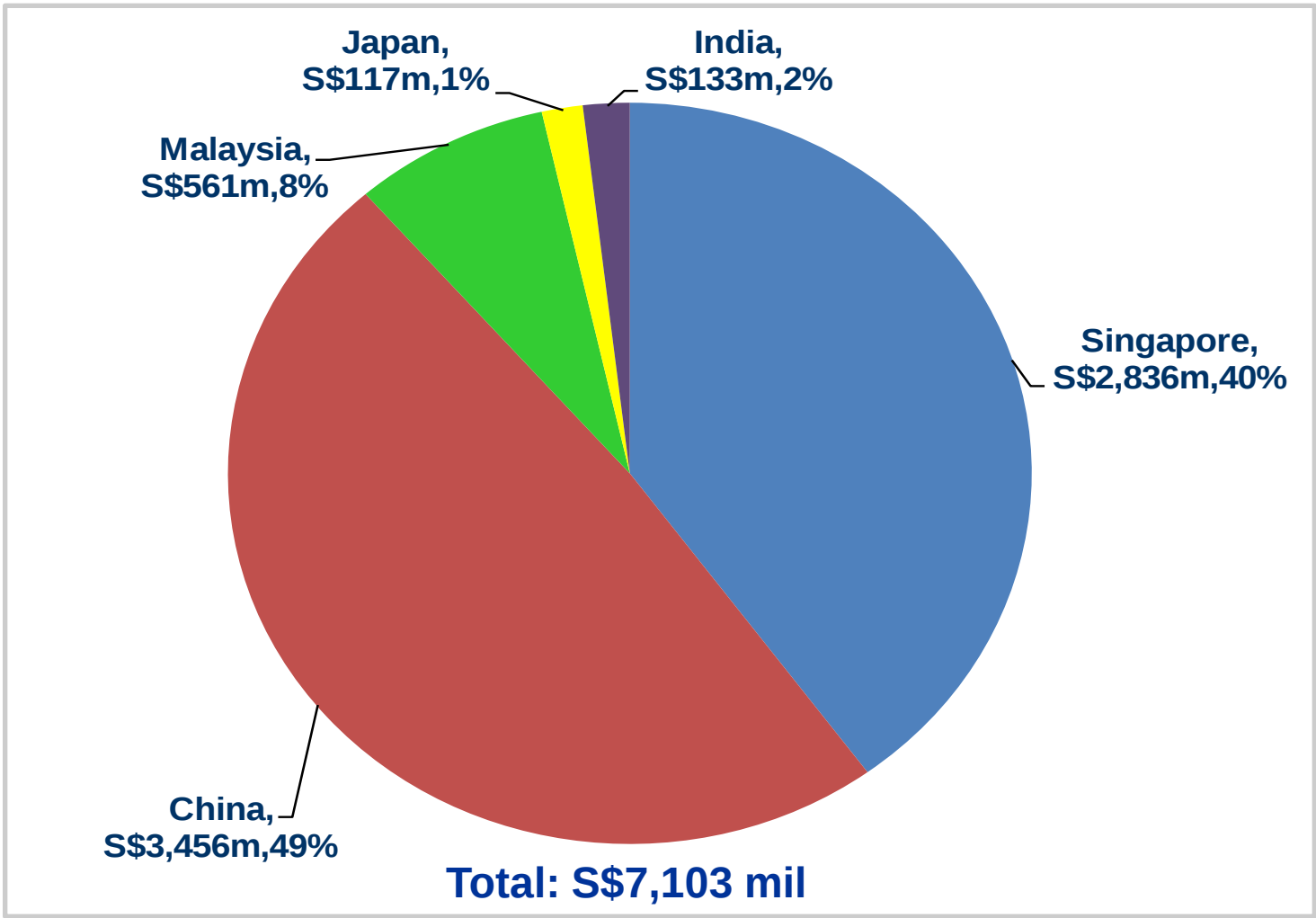
Total: S\$601.9 mil

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



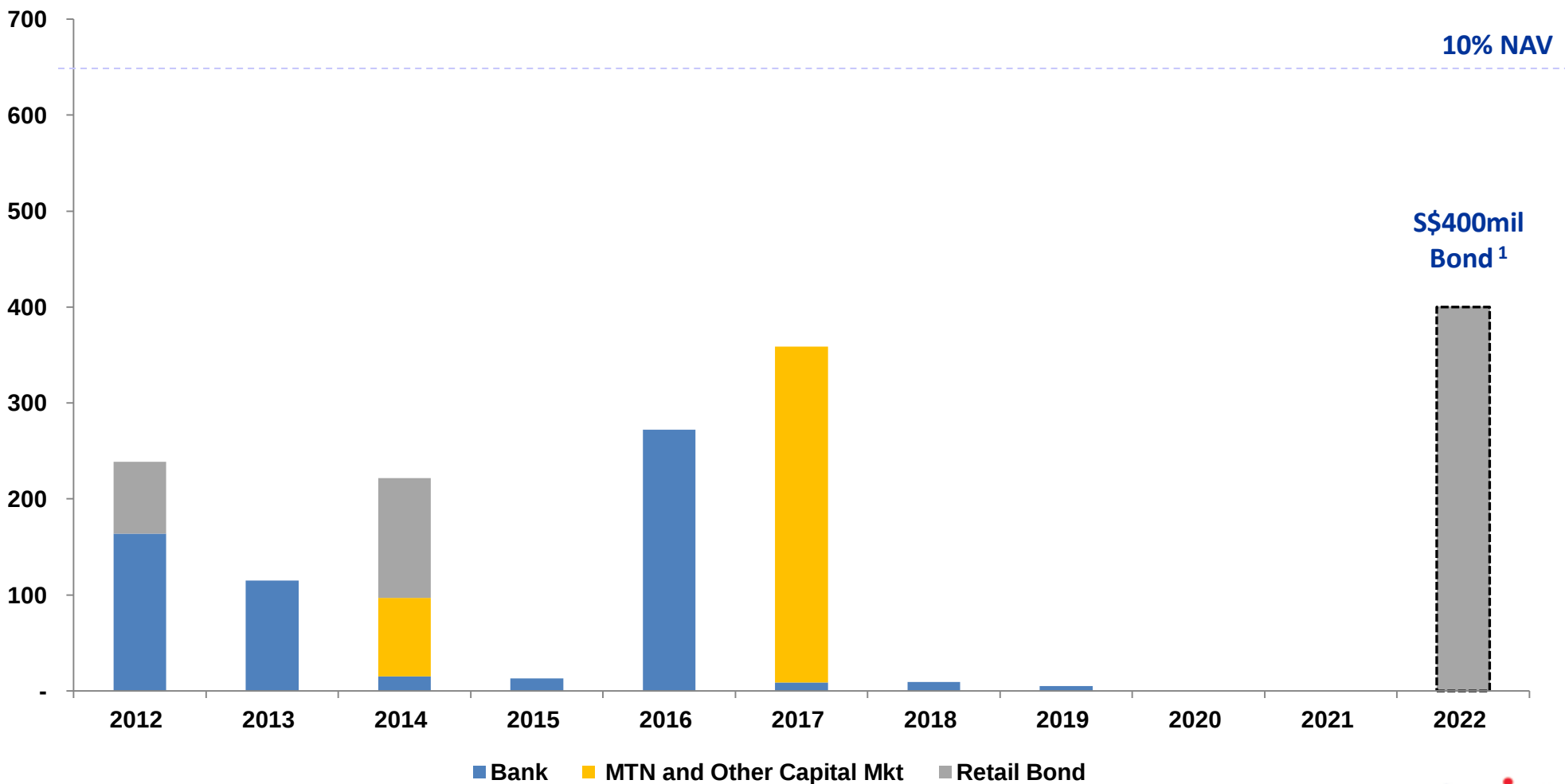
# Healthy Balance Sheet & Liquidity Position

|                        | 31 Dec 11 | 30 Sep 11 | Change |
|------------------------|-----------|-----------|--------|
| Equity (S\$ mil)       | 6,477     | 6,054     | 7%     |
| Cash (S\$ mil)         | 976       | 626       | 56%    |
| Net Debt/Equity        | 3.9%      | 6.0%      | 35%    |
| Gross Debt/Total Asset | 15.2%     | 12.7%     | 19.7%  |
| % Fixed Rate Debt      | 79%       | 80%       | 1%     |
| Ave Debt Maturity (Yr) | 3.37      | 3.20      | 5%     |



# Group Debt Maturity Profile as at 31 December 2011

S\$ million



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



# Healthy Credit Metrics

## Strong Credit Coverage

| Key Credit Highlights (\$ million) | As at 31 Dec 2011 |
|------------------------------------|-------------------|
| EBIT                               | 602               |
| Interest Expense                   | 33                |
| Gross Debt                         | 1,229             |
| Cash and Fixed Deposit Balances    | 975               |
| Net Debt \ (Net Cash)              | 254               |
| Total Assets                       | 8,080             |
| Equity                             | 6,477             |
|                                    |                   |
| Gross Debt / EBIT                  | 2.04x             |
| EBIT/ Interest Expense             | 18.2x             |
| Gross Debt / Total Assets          | 15.2%             |
| Net Debt / Equity                  | 3.9%              |



# 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



The Mines, Selangor, Malaysia

**Moving Forward**



# 7 Malls in China & 2 Malls 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    | 16                                  | 2                           | 1                           | 1                                    | 20        |
| China        | 42                                  | 7                           | 2                           | 5                                    | 56        |
| Malaysia     | 5                                   | -                           | -                           | -                                    | 5         |
| Japan        | 7                                   | -                           | -                           | -                                    | 7         |
| India        | 2                                   | -                           | 2                           | 5                                    | 9         |
| <b>Total</b> | <b>72</b>                           | <b>9</b>                    | <b>5</b>                    | <b>11</b>                            | <b>97</b> |



# 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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Divider page of presentation: Clarke Quay by Olivia Koh Ai Lyn (Singapore), ION Orchard by Shanti Haniyarti (Indonesia), Tampines Mall by Dennis Lee Her Meng (Singapore), The Mines, Selangor by Jennifer Thomas (Malaysia)



Clarke Quay, Singapore

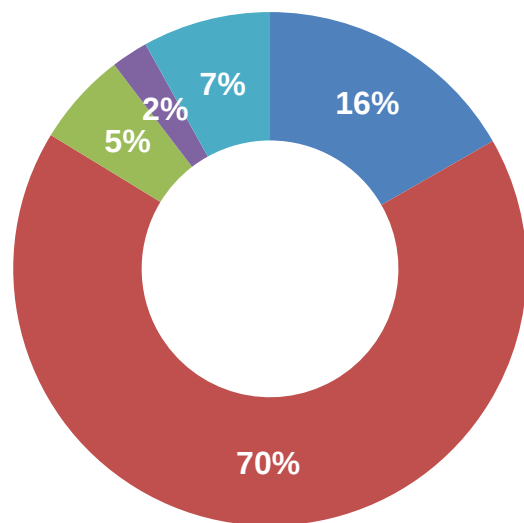
**Appendix**



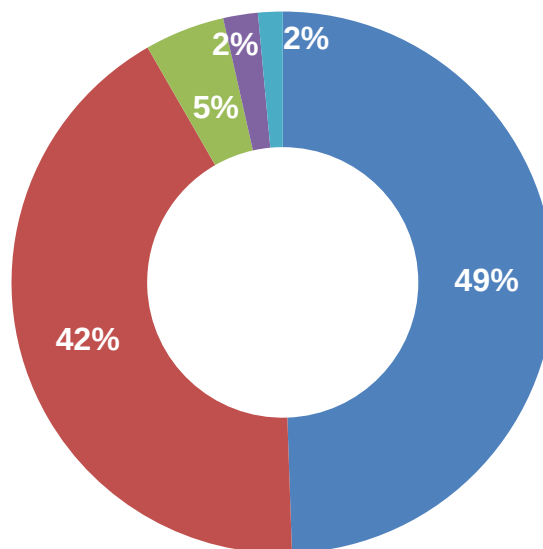
# Geographical Segments (100% Basis)

| As at 31 Dec 2011                     | Singapore | China | Malaysia | Japan | India | Total |
|---------------------------------------|-----------|-------|----------|-------|-------|-------|
| GFA (mil sq ft) <sup>1</sup>          | 13.2      | 61.1  | 4.7      | 1.8   | 6.6   | 87.4  |
| Property Value (S\$ bil) <sup>2</sup> | 14.5      | 12.5  | 1.4      | 0.6   | 0.4   | 29.4  |
| No. of Malls                          | 20        | 56    | 5        | 7     | 9     | 97    |

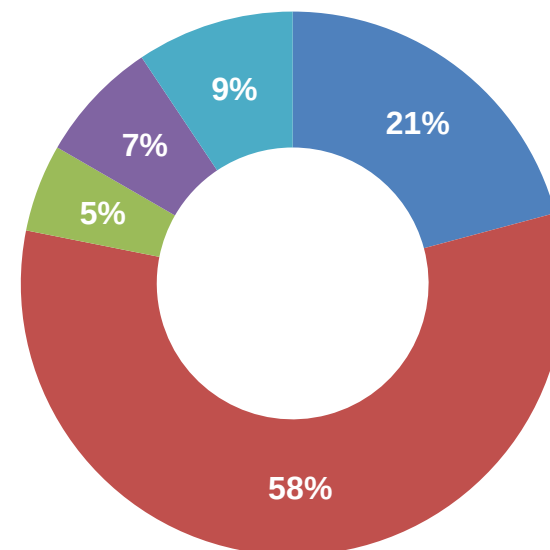
**GFA**



**Property Value**



**No. of Malls**



■ Singapore ■ China ■ Malaysia ■ Japan ■ India

(1) For projects under development, GFA is estimated.

(2) For committed projects whose acquisitions have not been completed, property value is based on deposits paid.



# NPI Breakdown by Country (effective stake)

| Country                | Local Currency (mil) | FY 2011 | FY 2010 |
|------------------------|----------------------|---------|---------|
| Singapore <sup>1</sup> | S\$                  | 197     | 197     |
| China <sup>2</sup>     | RMB                  | 354     | 264     |
| Malaysia <sup>3</sup>  | RM                   | 94      | 99      |
| Japan                  | JPY                  | 404     | 378     |
| India <sup>4</sup>     | INR                  | 8       | 22      |



Note: The above figures are on the basis of CMA's effective stakes in the respective properties. This analysis takes into account all malls that were open as at 31 Dec 2011 and 31 Dec 2010 respectively.

- (1) Excludes JCube, which is undergoing redevelopment. Clarke Quay was monetised to CMT in Jul 2010, while Iluma was acquired by CMT in April 2011.
- (2) The China portfolio includes Raffles City portfolio but excludes malls swapped out under the SZITIC Asset Swap arrangement announced by CapitaLand Limited on 29 September 2009. The Asset Swap is assumed to be completed on 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.



# 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>



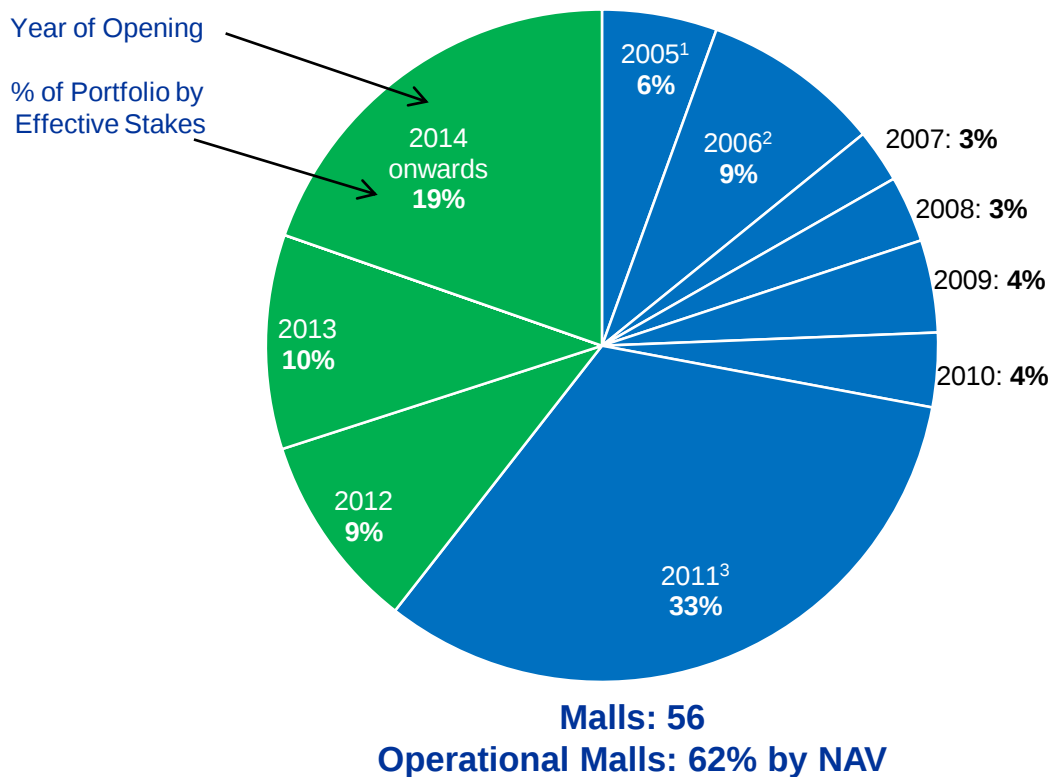
# Statement of Financial Position

| Subsidiaries                                                                    | (S\$ mil)                                       | 31 Dec 2011                  | 31 Dec 2010                  |
|---------------------------------------------------------------------------------|-------------------------------------------------|------------------------------|------------------------------|
| 5 China malls<br>(51% owned by CMA and<br>49% owned by CMCIF)<br>Queensbay Mall | Investment Properties (IP) <sup>1</sup>         | 619                          | 304                          |
| One North<br>CapitaMall Tianfu<br>CapitaMall Luwan                              | Properties Under Development (PUD) <sup>2</sup> | 1,060                        | 289                          |
| <b>JCEs &amp; Associates</b>                                                    |                                                 |                              |                              |
| Orchard Residences<br>ION Orchard<br>Bedok Site, Westgate and others            | Jointly-Controlled Entities <sup>3</sup>        | 1,137                        | 1,044                        |
| CMT<br>CRCT<br>CMMT<br>Private Funds & Others                                   | Associates                                      | 1,527<br>206<br>285<br>1,503 | 1,513<br>159<br>251<br>1,197 |
| <b>Other Assets</b>                                                             | Cash & Cash Equivalents <sup>4</sup>            | 976                          | 1,318                        |
|                                                                                 | Others Investments                              | 426                          | 379                          |
|                                                                                 | Other Assets                                    | 339                          | 528                          |
|                                                                                 | <b>Total Assets</b>                             | <b>8,078</b>                 | <b>6,982</b>                 |
| <b>Liabilities</b>                                                              | Other Liabilities                               | 371                          | 394                          |
|                                                                                 | Debt <sup>5</sup>                               | 1,230                        | 700                          |
|                                                                                 | Non-Controlling Interest                        | 250                          | 60                           |
|                                                                                 | <b>Equity attributable to owners</b>            | <b>6,227</b>                 | <b>5,828</b>                 |



# 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

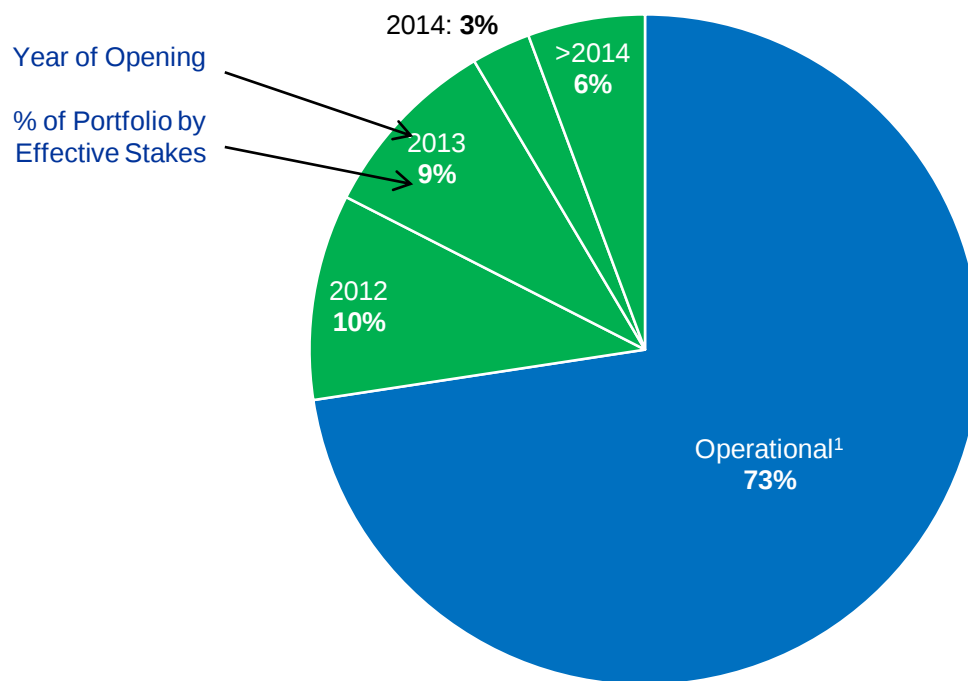
- (1) Includes Raffles City Shanghai and CapitaMall Minzhongleyuan.  
(2) Includes malls under or previously under master lease namely CapitaMall Shuangjing, CapitaMall Anzhen, CapitaMall Erqi and CapitaMall Saihan.  
(3) Includes additional 50% stakes in Hongkou Plaza and Minhang Plaza, the acquisition 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.