



CapitaLand Analysts/Media Trip 2017 “Next Phase Of Growth”

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2 July 2017



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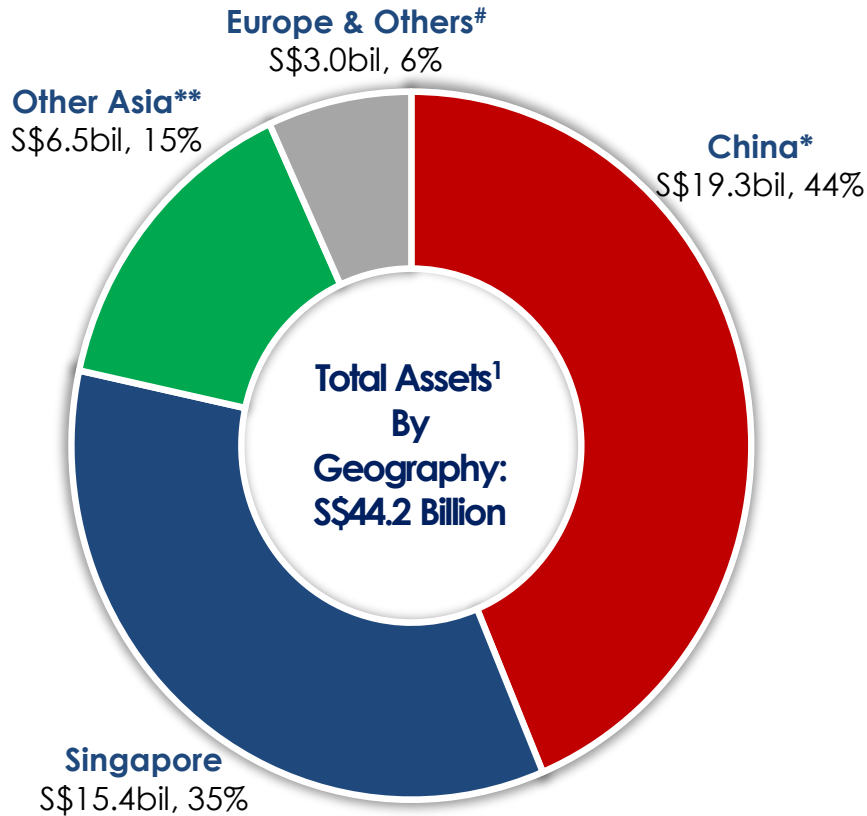
A low-angle photograph of the Capital Tower in Singapore, showing its distinctive stepped design and glass facade against a blue sky with white clouds. The tower is the central focus, rising from the bottom left towards the top center of the frame.

Overview

Capital Tower, Singapore



Evolving Into A Pan Asia Real Estate Investment + Operating Platform



- Continue to deepen our presence in Singapore and China
- Potential to increase presence in Vietnam across various asset classes
- Potential to grow assets under management in Japan to S\$5 billion
- Expand the Group's global network through Ascott

Note:

1. Defined as total assets owned by CL Group at book value and excludes treasury cash held by CL and its treasury vehicles, as at 31 March 2017

• China includes Hong Kong

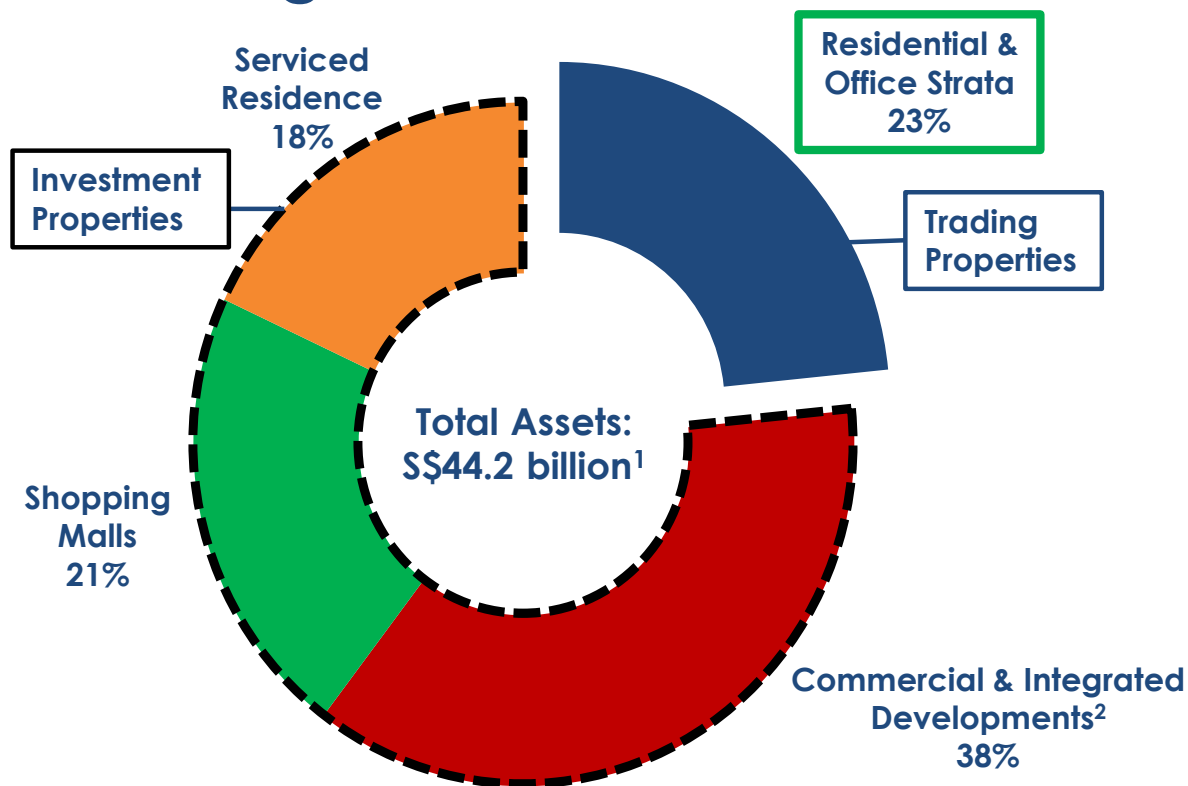
** Excludes Singapore and China. Includes projects in GCC

Includes Australia and USA

Enhancing Recurring Income Base

ION Orchard, Singapore

Continue With Optimal Mix Of Assets To Ensure Strong Recurring Income



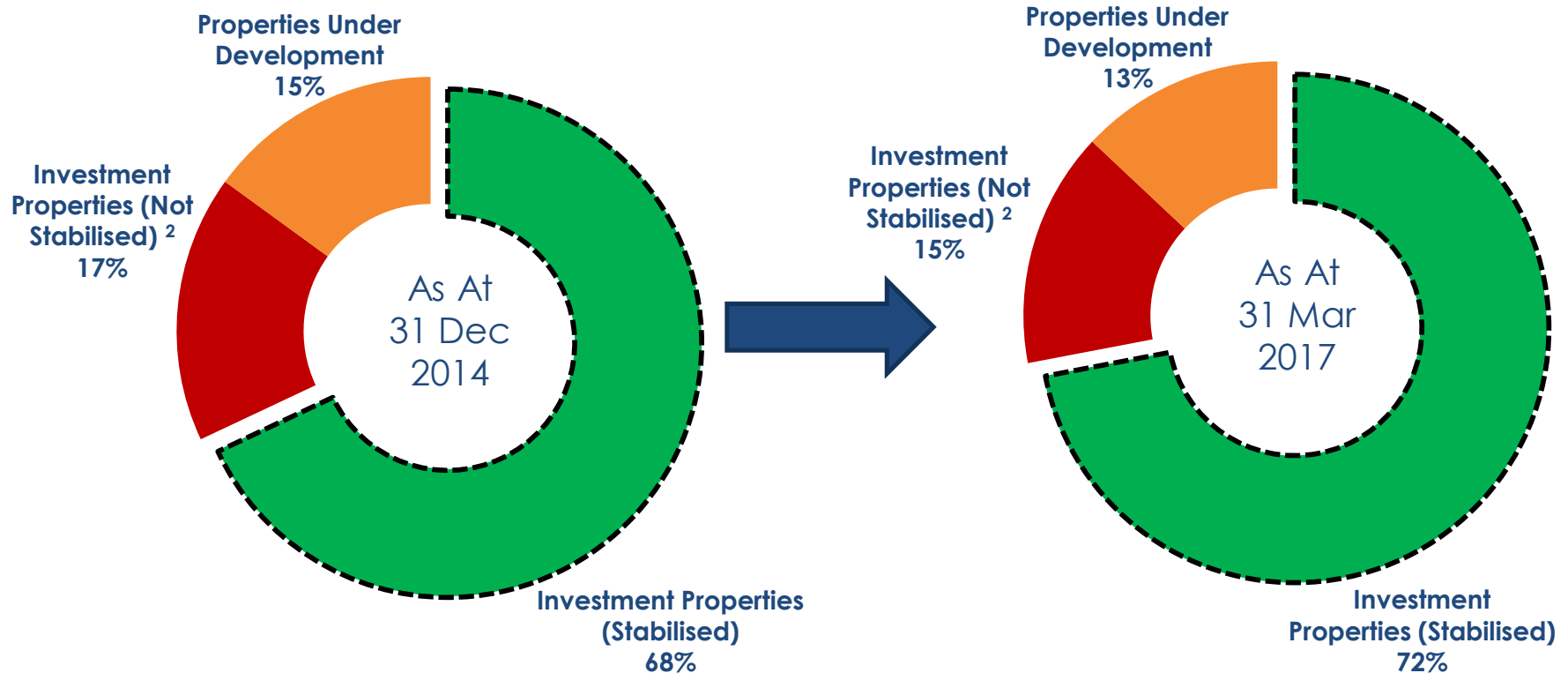
**Majority or ~77% Of Total Assets Contribute To Recurring Income;
~23% Of Total Assets Contribute To Trading Income**

Note:

1. Refers to total assets, excluding treasury cash held by CL and its treasury vehicles, as of 31 Mar 2017
2. Excludes residential component



Recurring Income Further Strengthened As More Properties Turn Operational



Stabilised Investment Properties Increased From 68% To 72%

Note:

1. Value of properties held by subsidiaries are reported based on 100%, value of properties held through associates/JV are reported based on CapitaLand's effective share.
2. Non- stabilised assets comprised properties opened/completed in the last 3 yrs

Enhancing Recurring Income Base Growing Operating Platforms In Shopping Malls And Serviced Residence

- CMA Expands Network Through Management Contracts
- Year-To-Date: 5 In China, 1 In Singapore

- Ascott Expands Global Network Through Management And Franchise Agreements
- Added 1,200 Units in 1Q2017





Active Capital Deployment To Quality Income-Generating Assets

Investment	SBU	Consideration S\$ Million
Office and retail assets in Greater Tokyo	CMA	636.3
Guozheng Center, Shanghai	CLC	425.0
DoubleTree by Hilton Hotel New York – Times Square South	ART	148.4
Hotel Central Fifth Avenue New York	Ascott	68.0
Two service residence properties in China	Ascott	1.2
		1,278.9



Note:

1. As of 2 July 2017

At The Same Time, Divesting Assets To Reconstitute Portfolio & Recycle Capital

Divestment	SBU	Consideration S\$ Million
Divestment of 50% of One George Street	CCT	591.6
Divestment of Ascott Orchard Singapore, Citadines Michel Hamburg and Citadines City Center Frankfurt	Ascott	502.2
Innov Tower, Shanghai	CLC	316.0
Eighteen Japan Rental Housing Properties	ART	153.6
Divestment of subsidiaries in India	Ascott	7.4
		<u>1,570.8</u>



Note:

1. As of 2 July 2017

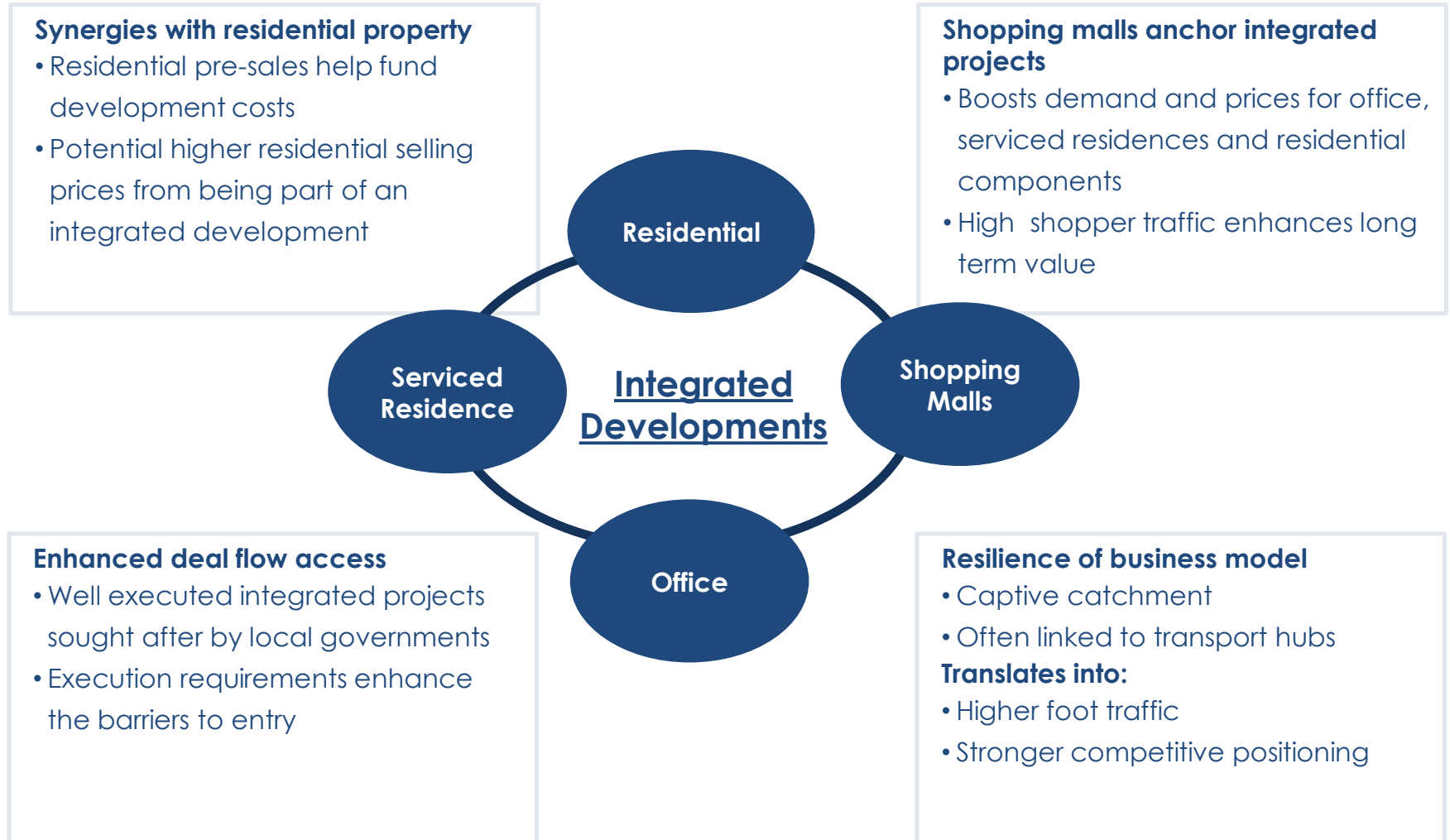


Integrated Developments – CapitaLand's Competitive Advantage

Raffles City Beijing, China



Integrated Development Remains As CapitaLand's Competitive Advantage

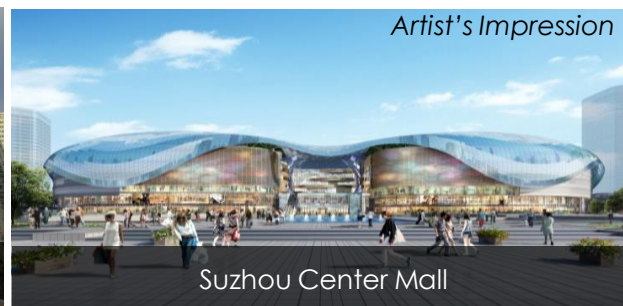
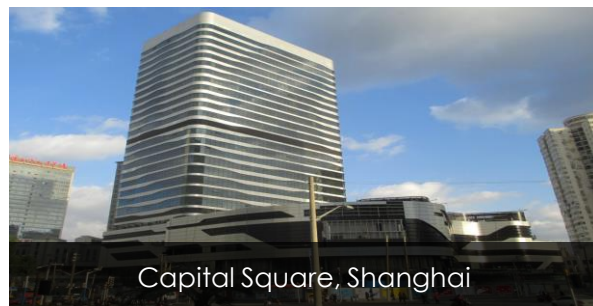




Healthy Pipeline Of Integrated Developments

2017

2018 & Beyond



★ Malls in integrated Developments opened in 1H 2017

Building Real Estate Of The Future



Plaza Singapura, Singapore

Leveraging Technology To Futureproof Our Business

New trends in
Live, Work &
Play



lyf - by millennials, for millennials



Inspiring new Live-Work-Play paradigm



Toong

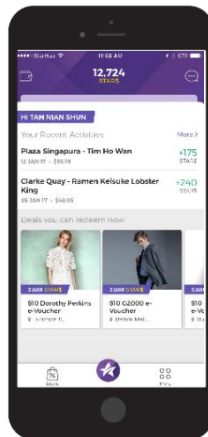


Collective Works



UrWork

Enhancing
customer
stickiness



Leveraging
technology
to enhance
existing
platforms



Conclusion

ION Orchard, Singapore



Conclusion

- 1 Maintain an optimal asset mix across diversified markets
- 2 Grow operating network through asset light platforms
- 3 Continue to strengthen the Group's recurring income base
- 4 Reconstitute and/or recycle assets whenever opportunity arises
- 5 Leverage technology to futureproof our business

**Well-positioned To Capture
Next Phase Of Growth**



Thank You