



# CapitaLand Limited Financial Year 2013 Results

**“Moving Into 2014 With Confidence”**

19 February 2014



# 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

4Q 2013

Revenue

S\$1,085.1  
million

▼ 2% YoY

EBIT (1)

(excl. one-off ALZ loss)

S\$516.9  
million

▼ 11% YoY

EBIT

S\$396.1  
million

▼ 32% YoY

PATMI (1)

(excl. one-off ALZ loss)

S\$263.7  
million

▲ 0.4% YoY

PATMI

S\$142.9  
million

▼ 46% YoY

Note (1) Excludes one-off loss on divestment of 20% stake in Australand of S\$120.8 million



# Overview (Cont'd)

FY 2013

Revenue

S\$3,977.5  
million

▲ 21% YoY

EBIT (1)

(excl. one-off ALZ loss)

S\$1,918.8  
million

▼ 5% YoY

EBIT

S\$1,798.0  
million

▼ 11% YoY

PATMI (1)

(excl. one-off ALZ loss)

S\$970.6  
million

▲ 4% YoY

PATMI

S\$849.8  
million

▼ 9% YoY

Note (1) Excludes one-off loss on divestment of 20% stake in Australand of S\$120.8 million



## Overview (Cont'd)

### Strong Operating Performances By SBUs

- Lower PATMI due to one-off losses and higher impairments
  - Impairments (S\$165 million)
  - Divestment of 20% stake in Australand (S\$121 million)
  - Repurchase of convertible bonds (S\$31 million)
- Significant improvement in FY 2013 operating PATMI, which was **43%** higher at S\$527.7 million
  - Operating profits account for **62%** of total PATMI
- FY2013 PATMI is S\$970.6 million (4% ↑) excluding one-off Australand divestment loss. Including one-off Australand divestment loss, FY2013 PATMI is S\$849.8 million



# Overview (Cont'd)

## Balance Sheet Strength

- Significant improvements in balance sheet and key coverage ratios
  - Net debt reduced from S\$8.7b to S\$6.7b
  - Net Debt/Equity improved from 0.45x to 0.34x
  - Interest servicing ratio (ISR) improved from 3.3x to 5.0x
  - Interest coverage ratio (ICR) improved from 5.5x to 6.0x <sup>1</sup>
- Attributed to repurchase of convertible bonds and deconsolidation of Australand in 2013

Note (1) Excludes one-off loss on divestment of 20% stake in Australand of S\$120.8 million

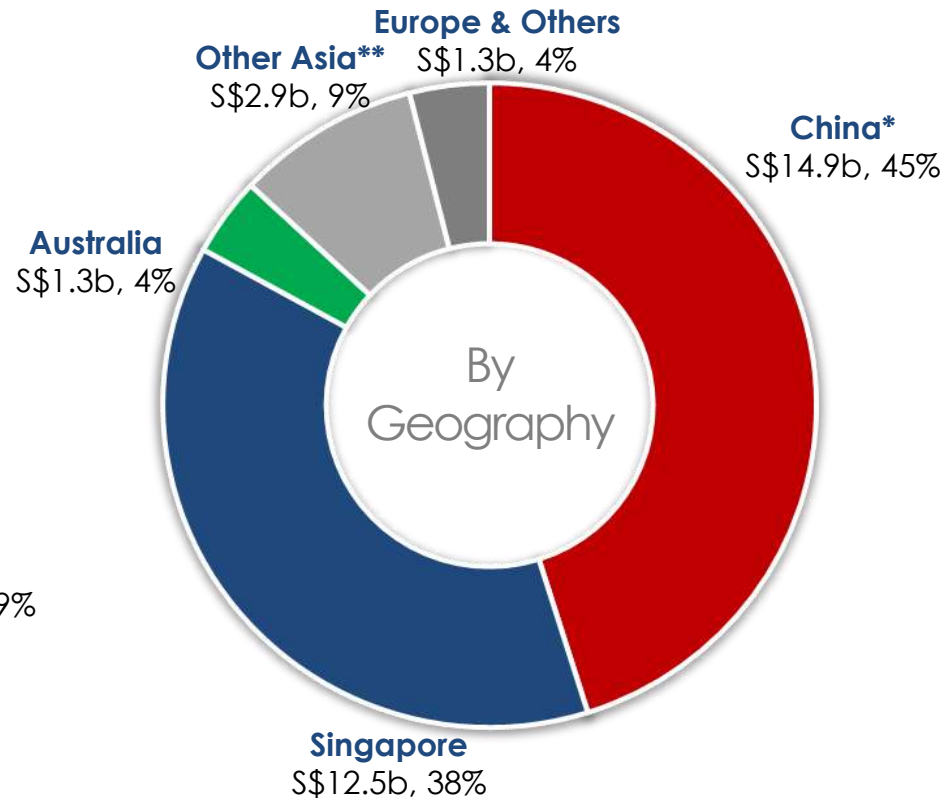
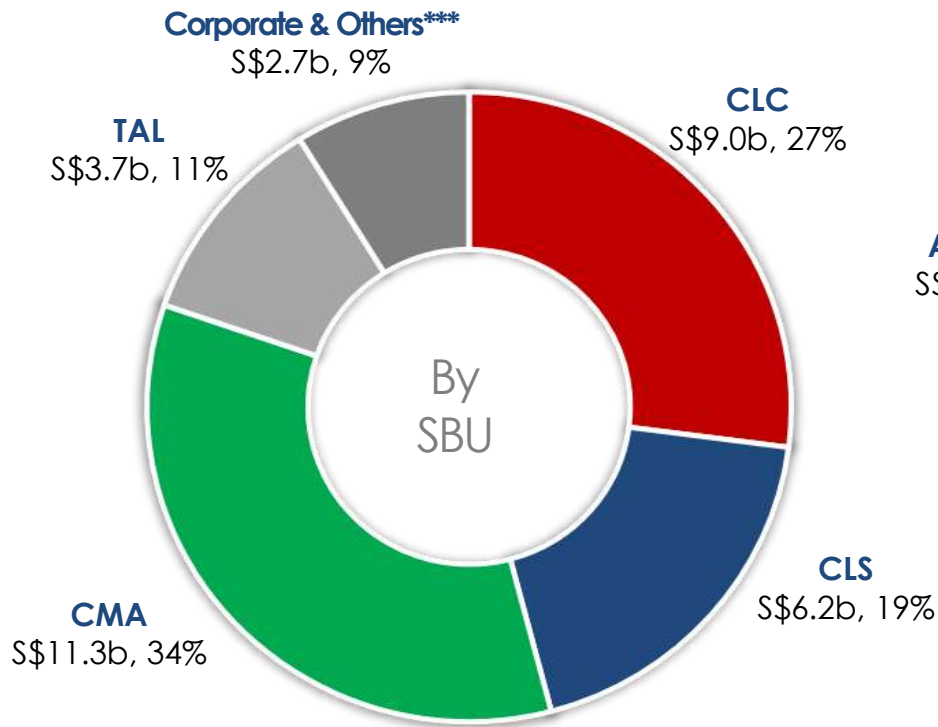


# Group Assets (As at Dec 2013)

**S\$32.9 billion<sup>1</sup>**

**83%** of Group's Assets in Singapore & China

- (1) Excludes treasury cash
- \* China including Hong Kong
- \*\* Excludes Singapore & China and includes projects in GCC
- \*\*\* Includes Australand, Surbana (Consultancy), StorHub, Financial Services and other businesses in Vietnam, Japan, and GCC





# Group EBIT (FY 2013)

**S\$1.8 billion**

**88%** of Group's EBIT from Singapore & China

- \* China including Hong Kong
- \*\* Excludes Singapore & China and includes projects in GCC
- \*\*\* Includes Australand, Surbana (Consultancy), StorHub, Financial Services and other businesses in Vietnam, Japan, UK and GCC

## Corporate & Others\*\*\*

S\$72.0m, 4%

## TAL

S\$116.0m, 6%

## CLS

S\$478.5m, 27%

## CMA

S\$743.8m, 41%

## CLC

S\$387.7m, 22%

By  
SBU

## Australia

S\$89.2m, 5%

## Other Asia\*\*

S\$79.6m, 4%

## Europe & Others

S\$46.2m, 3%

## China\*

S\$735.1m, 41%

By  
Geography

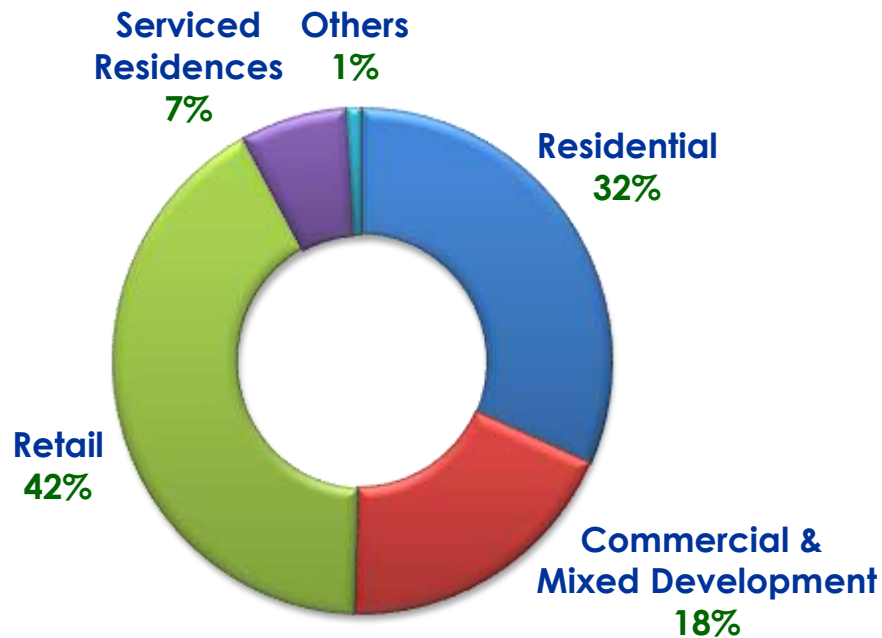
## Singapore

S\$847.9m, 47%

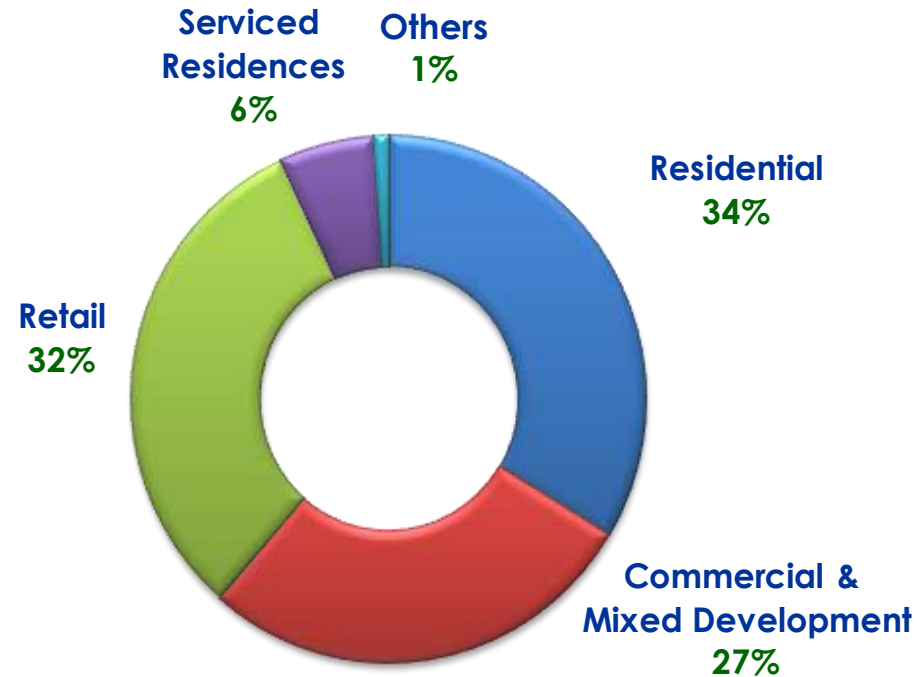


# A Well-Diversified Portfolio In Singapore & China

**Singapore Assets - S\$12.5 billion  
(38% of Group's Total Assets\*)**



**China Assets - S\$14.9 billion  
(45% of Group's Total Assets\*)**



\* Excluding treasury cash

**Well-balanced To Ride Through Cycles**

# Achievements In 2013

The Orchard Residences, Singapore





# Streamlined Organisation

4 Core Businesses; 2 Core Markets, 6 City Clusters



- Focus on 2 core markets – Singapore and China
- 6 city clusters – Singapore; Beijing-Tianjin; Shanghai-Hangzhou-Suzhou-Ningbo; Chengdu-Chongqing; Guangzhou-Shenzhen; Wuhan

Note (1): Includes residential, commercial and mixed-use developments in Singapore and Malaysia



# Streamlined Organisation (Cont'd)

2<sup>nd</sup> Order Integration: Completed Consolidation Of Residential Businesses In China

CapitaLand

CapitaLand China

CapitaLand China  
Residential Projects



Former CapitaValueHomes  
Projects



CapitaLand Township  
Projects



- Able to build scale – 28 residential projects, total pipeline of >65,000 units and GFA of >7million sq m
- Opportunities for economies of scale and bulk purchase





# Focused On Integrated/ Mixed-Use Developments

## Harnessing CL's Core Competencies Across Asset Classes



Datansha Island, Guangzhou

- Located in the western part of downtown Guangzhou with land area of 3.55km
- Target to complete Phase 1A land acquisition and commence construction by 2Q 2014 and 4Q 2014 respectively



Hanzhonglu, Zhabei District Shanghai

- Completed acquisition in December 2013
- Target to commence construction Plot 92 (residential site) by 3Q 2014



Danga Bay, Malaysia

- Premier waterfront residential community comprising high rise and landed homes with a central waterfront hub with a marina, shopping mall, F&B outlets, serviced residences, offices and recreational facilities

# Achievements In 2013 Driving Operational Performance

## Focused On Operational Excellence And Execution

- **Right-sizing of apartments → Increase asset churn rate**
  - Eg. Sky Vue which sold 86% of the launched units in September 2013, top selling project for that month and top 15 best selling private housing projects in 2013
  - As of December 2013, 479 units have been sold
- **Reduce time to market**
  - Eg. Prime residential in Sunjia, Jiangbei District, Ningbo
  - Plan to build small and medium-sized units to cater to first time home buyers and upgraders
  - Construction to commence in 3Q 2014 and first phase to launch by 2015



Sky Vue



Ningbo Residential Site



# Driving Operational Performance (Cont'd)

- **Setting up of Innovation Hub**

- Quick prototyping of new ideas to maintain an innovative edge in our projects
- To test new ideas and improve on product design and functionality in order to enhance overall customer experience
- To study modular furniture systems and prefabrication to reduce renovation downtime for asset enhancement works



**Retail Innworks**



**Experiment Space To Test New Apartment Prototypes And Brand Standards**



**CLS InnoHub**

*Achievements In 2013*

# Active Reconstitution Of Portfolio

## (A) Opportunistic Divestments

- Divestment of Westgate Tower. Net gain of S\$90 million (based on CL Group's effective stake)
- Divestment of 81 units in Somerset Grand Fortune Garden, Beijing



## (B) Sale Of Non-core Assets

- Sale of Technopark@Chai Chee for S\$193 million
- Sale of entire indirect one-third interest in investment properties in the UK. Portfolio gain of S\$16.4 million



## (C) Create Value In Our Key Investments

- Sale of 20% stake in Australand
- Acquisition of Big Orange in April 2013
- Strengthen Vietnam business





# Improving Capital And Organisational Efficiency

## Reduced Financing Costs

- Two CB repurchasing exercises in 2013
- Shaved off maturity towers in 2015 and 2016; extended maturities
- >\$35 million per annum in interest savings going forward

## Improving Organisational Effectiveness

- Further streamline of next-level organization, resource re-deployment, work consolidation and process improvement
- Achieved savings of 9% from 2012



# Building A Sustainable Future

## Key Awards Received For Sustainability Efforts

- 2012 to 2014 Global 100 Most Sustainable Corporations
- Sustainability Yearbook 2012-2014; Top 15% performing ESG companies
- Listed in the Dow Jones Sustainability World Index & Asia Pacific Index since 2009
- Global Sector Leader 'Diversified' property section & Regional Sector Leader for Asia

## Corporate Social Responsibility Efforts

- Key Initiatives in 2013 include:
  - CapitaLand Volunteer Day 2013
  - My Schoolbag
  - Kid's Food Fund
  - International Volunteer Expedition to Sichuan and Manila



CapitaLand Volunteer Day 2013

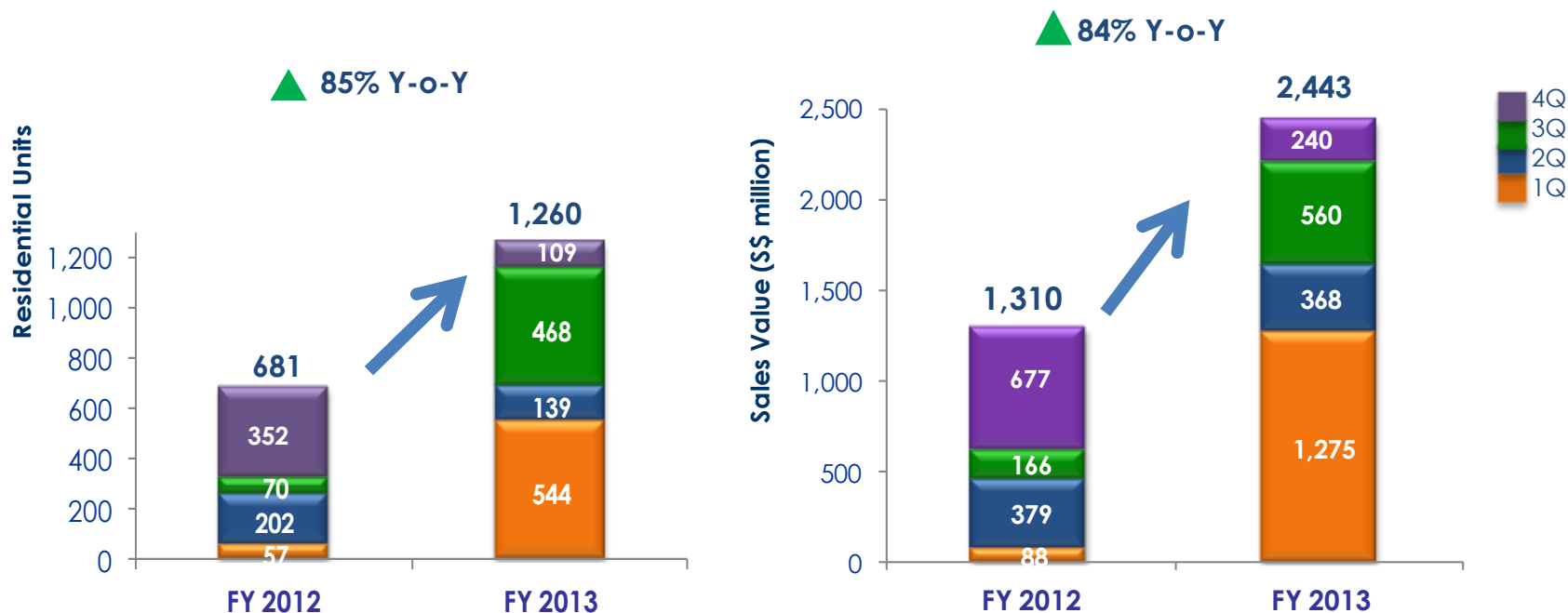


# **Business Highlights** **- CapitaLand Singapore**

ION Orchard, Singapore

# New Record Residential Sales Performance

Significantly De-Risked Portfolio



**Limited Exposure – Residential Inventory Stock (Based On Effective Stake)  
At ~10% Of CapitaLand's Total Assets**



# More Units Delivered In FY2013

1,269 Units In FY2013 VS. 186 Units In FY2012; More Than 5 Times

- Mainly due to 3 projects - Urban Suites, Urban Resort Condominium and The Interlace which obtained TOP in 2013



Urban Suites



The Interlace



Urban Resort Condominium



# Key Projects Completing In 2014

## 3 Projects Are Targeting Completion In 2014

- TOP for d' Leedon, Bedok Residences and The Nassim expected in 2H 2014



d'Leedon



Bedok Residences



The Nassim



# Healthy Project Pipeline

Approximately 1,600 Units (2.8 Million sq ft GFA)

- **Snapshot Of Key Projects:**

## Launched projects

|               |       |
|---------------|-------|
| The Interlace | : 186 |
| d'Leedon      | : 280 |
| Sky Habitat   | : 328 |
| Sky Vue       | : 215 |

## Future project launches

|                                         |       |
|-----------------------------------------|-------|
| Marine Parade                           | : 124 |
| Cairnhill                               | : 268 |
| Landed development<br>@ Coronation Road | : 109 |

- **Continue to replenish landbank through**
  - Participation in GLS tenders and private sales





# Stable Performance With Recovery In Office Rents

## High Committed Portfolio Occupancy

Portfolio occupancy

98.7%

▲ 1.5% from Dec 2012

Grade A properties

98.4%

▲ 2.0% from Dec 2012

CCT's monthly average office portfolio rent

S\$8.13 psf

▲ 6.4%  
(Dec 2012 :S\$7.64 psf)

## Upward Trend Of Monthly Average Office Rent Of CCT's Portfolio<sup>(1)</sup>



Note (1): Average rent per month for office portfolio (S\$psf) = Total committed gross rent for office per month / Committed area of office per month

## Only Grade A Office Tower In CBD Completing In 2014

- Construction on schedule and expected completion in end 2014
- Facade installation up to 11<sup>th</sup> storey on 7 Jan 2014
- 40-storey iconic landmark with over 55% of its façade covered by greenery, offering 700,000 sq ft of column-free lettable area
- Well-timed to benefit from lack of new office supply in 2015 and uptick in office market rents



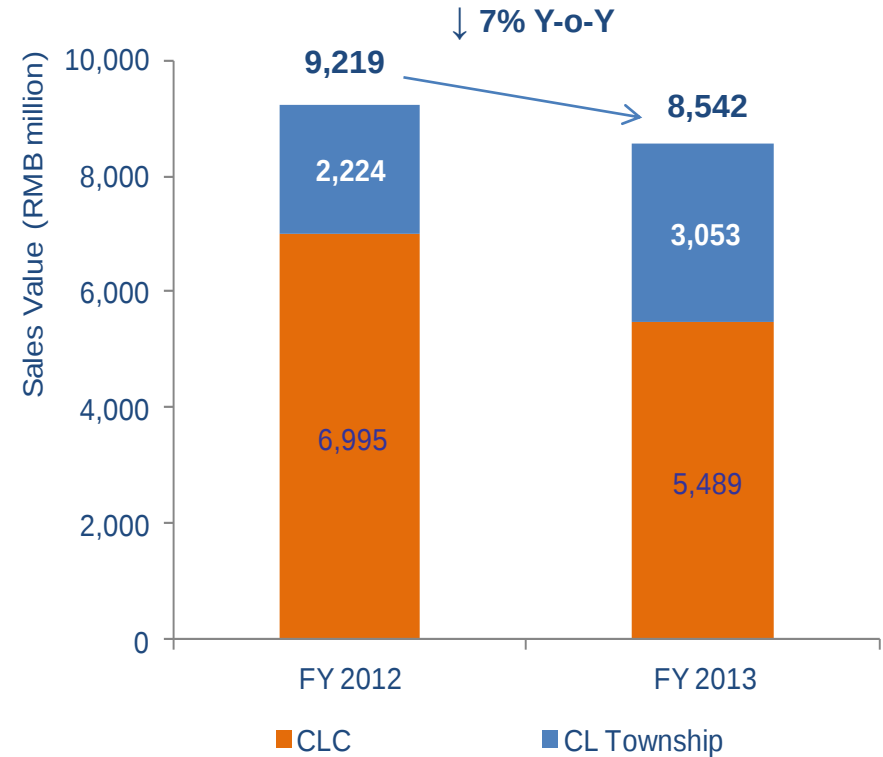
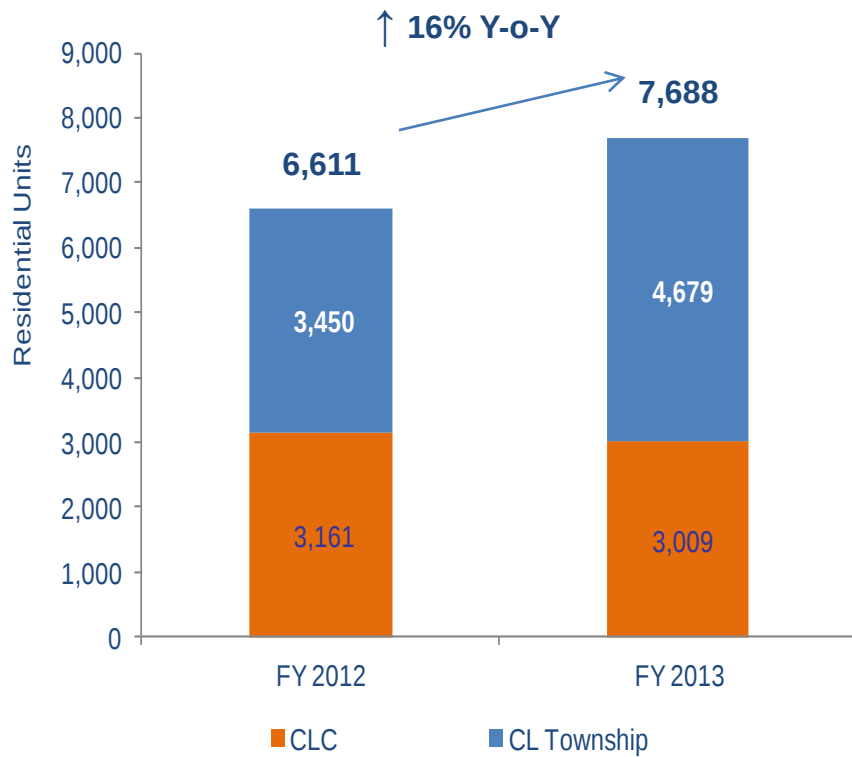
# Business Highlights - CapitaLand China

Raffles City Beijing, China



# Residential/ Trading Performance In 2013

Including CL Township Projects, Total Units Sold Increased by 16%

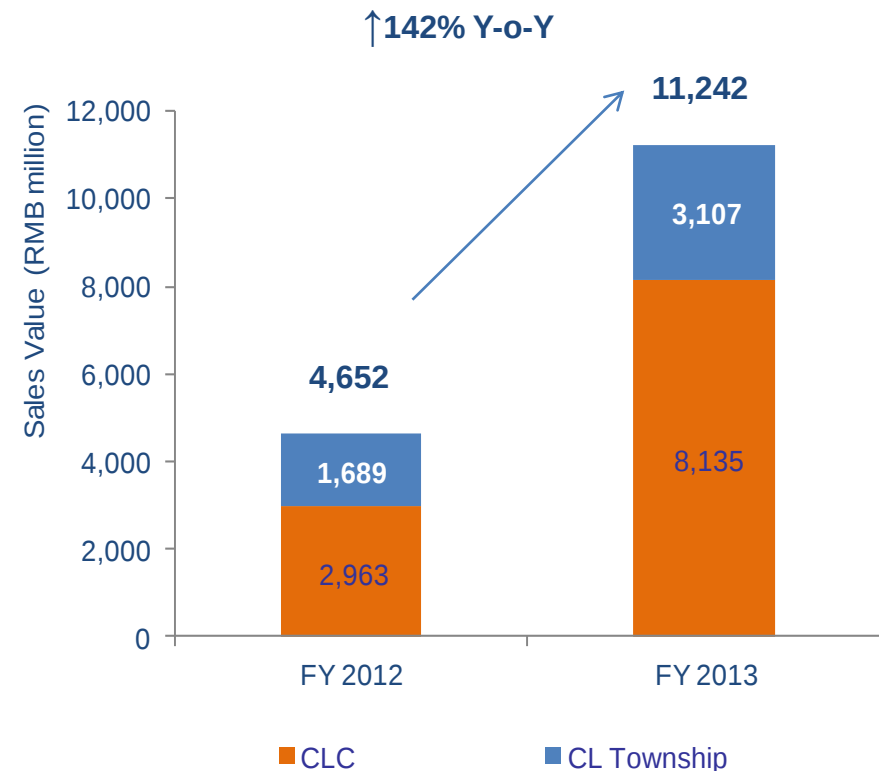
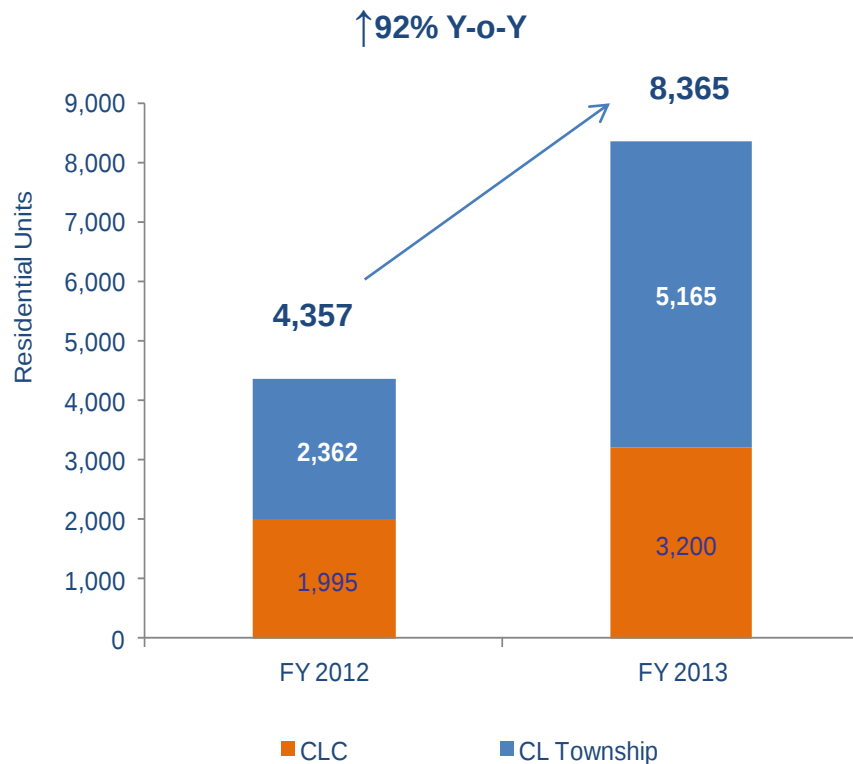


Note: Units sold includes options issued up to 31 Dec 2013



# Higher Revenue Recognition In 2013

Increase In Total Number Of Units Handed Over



Note: Units sold includes options issued up to 31 Dec 2013



# Successful Residential Launches In 4Q 2013

## The Loft, Chengdu – Launched Blk 23 (188 units)

- Sold 82% of 1,219 launched units in FY 2013. Sales value ~ RMB895m
- Total Project - Sold ~ 94% of launched units / Sales value ~ RMB3.3b



## The Metropolis, Kunshan – Launched Blk 22 (272 units)

- Sold 100% of 272 launched units in FY 2013. Sales value ~ RMB334m
- Total Project - Sold ~ 99% of launched units / Sales value ~ RMB2.3b



Note: Units sold includes options issued up to 31 Dec 2013



# Healthy Pipeline Of Launched Ready Units For 2014

Target Contracted Sales<sup>1</sup> Expected To Grow By 30%



Lian Mansion, Shanghai



New Horizon, Shanghai



Riverfront, Hangzhou



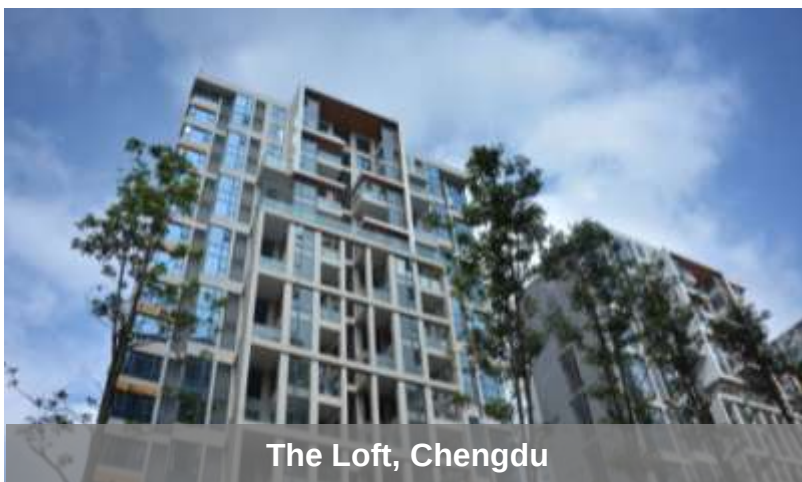
Vista Garden, Guangzhou

Note (1): Above data includes Raffles City strata apartments and CL Township



# Residential Handover in 2014

More Than 8,000 Units Expected To Handover;  
~ 60% <sup>1</sup> Of The Units Expected To Be Handed Over Are Sold



The Loft, Chengdu



Imperial Bay, Hangzhou



The Metropolis, Kunshan



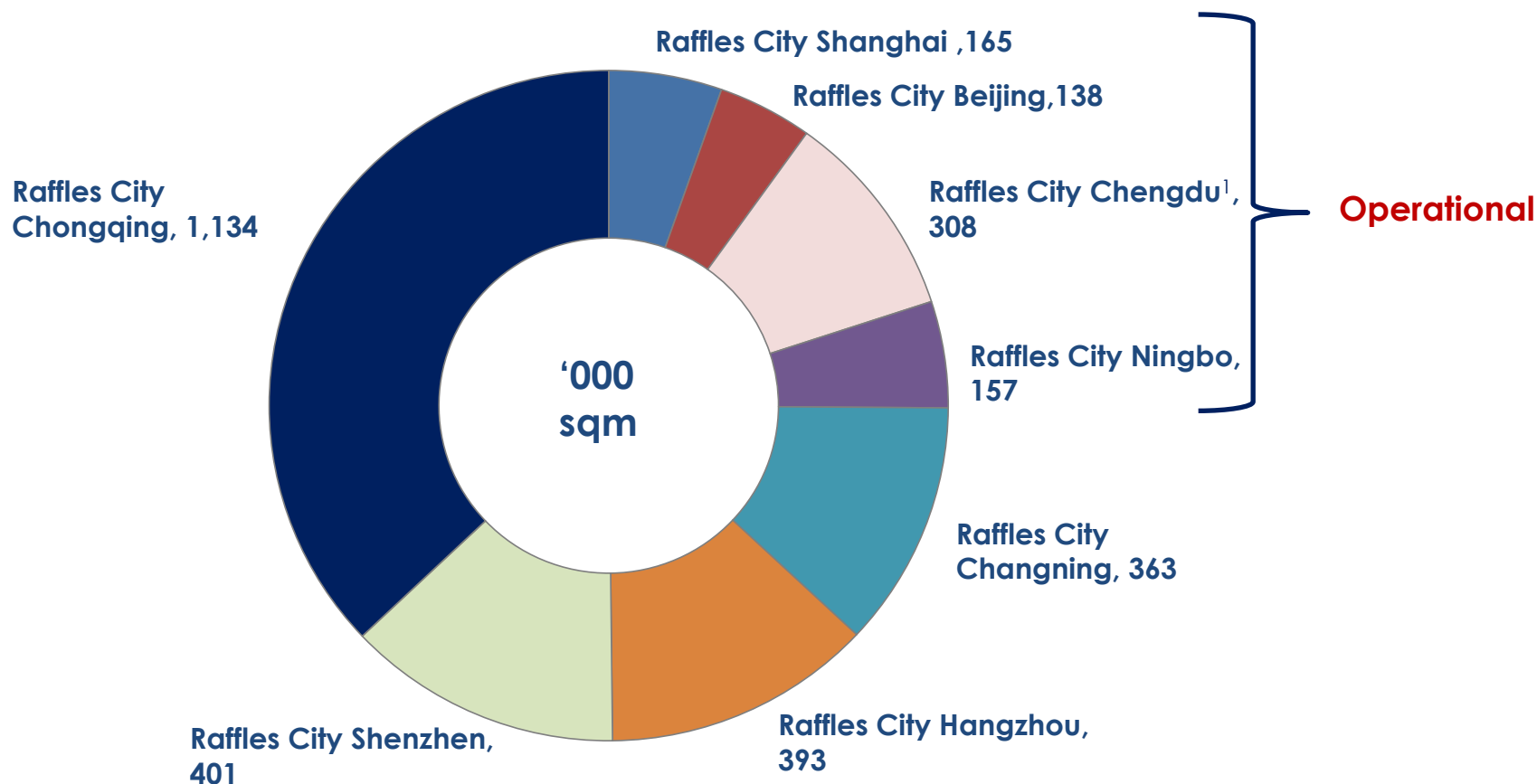
La Cite, Foshan

Note (1): On a 100% basis

Above data includes Raffles City strata apartments, and CL Township

CapitaLand Limited FY 2013 Results

Huge Potential As ~ 75% Of The CFA Remains To Be Completed



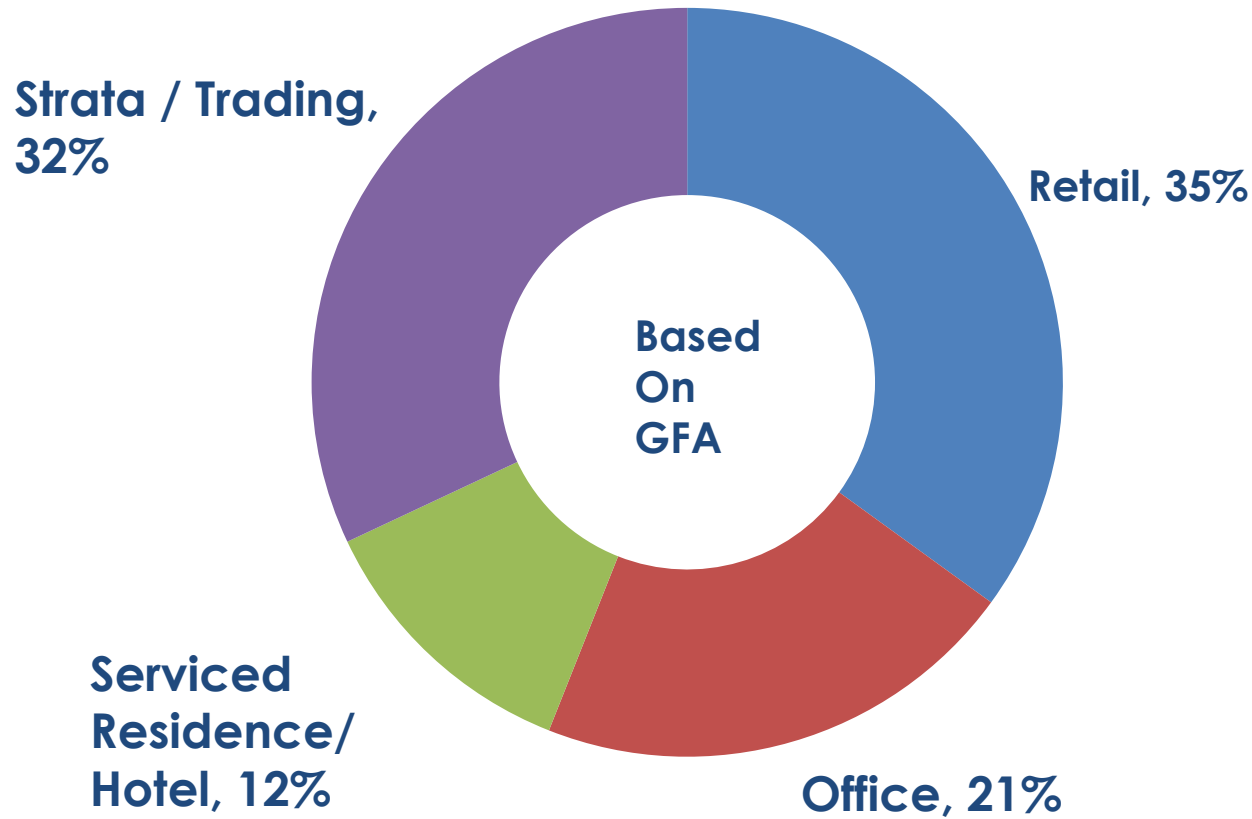
- 8 Raffles Cities with a construction floor area of 3.1 million sq m

Note (1): For Raffles City Chengdu, only retail and office components are in operation

CapitaLand Limited FY 2013 Results

# Raffles City Portfolio (Cont'd)

Well-diversified Across All Asset Classes



## CapitaLand Group's Direct Stake In Raffles City Projects

| <b><u>Completed Projects</u></b>         | CLC Effective Stake <sup>1</sup> (%) | CMA's Effective Stake (%) | Others <sup>2</sup> (%) |
|------------------------------------------|--------------------------------------|---------------------------|-------------------------|
| Raffles City Shanghai                    | 22.3                                 | 8.4                       | 69.3                    |
| Raffles City Beijing                     | 40.0                                 | 15.0                      | 45.0                    |
| Raffles City Ningbo                      | 40.0                                 | 15.0                      | 45.0                    |
| <b><u>Projects Under Development</u></b> |                                      |                           |                         |
| Raffles City Chengdu <sup>3</sup>        | 40.0                                 | 15.0                      | 45.0                    |
| Raffles City Hangzhou                    | 40.0                                 | 15.0                      | 45.0                    |
| Raffles City Changning                   | 25.6                                 | 17.1                      | 57.3                    |
| Raffles City Shenzhen                    | 73.0                                 | -                         | 27.0                    |
| Raffles City Chongqing                   | 31.3 <sup>4</sup>                    | 31.3 <sup>4</sup>         | 37.4                    |

Note (1): CapitaLand Group's direct stake held 100% through CapitaLand China

(2): Other third party shareholders

(3): Partially operational in 2013

(4): Based on the legal stake as of 31 December 2013

CapitaLand Limited FY 2013 Results



# Update On Stabilised Assets

## Raffles City Shanghai

- Full committed occupancy for retail mall and ~98% for office tower
- Asset Enhancement Initiatives underway, reconfiguration of retail shop space
- FY 2013 NPI yield on cost ~17 %



Effective Marcom Activities

## Raffles City Beijing

- Stable performance
  - Committed occupancy of 100% for retail mall and office tower
  - Over 90% occupancy for serviced residences
- New brands & trade remix in 4Q 2013
- FY 2013 NPI yield on cost ~13 %



New Tenants; Brands Include  
Crocs, Eplaza, Jazz.Ya, Jack & Jones



# Update On Newly Operational Assets

## Raffles City Chengdu

- **Over 98% committed occupancy for retail mall**
  - Average traffic ~700,000 shoppers per month
- T2 Office committed occupancy over 60%; T1 Office commenced leasing during 4Q 2013
- Ascott Raffles City Chengdu ("ARCC") opened during 4Q 2013, with December occupancy over 48% on available units. ARCC awarded "China's Outstanding Serviced Apartment of 2013"



Crazy 8-hour Marcom activities of RCC



Opening of ARCC



# Update On Newly Operational Assets (Cont'd)

## Raffles City Ningbo

- **Stable performance of retail mall**
  - Committed occupancy of 97%
  - Opening of supermarket has boosted sales and shopper traffic (~500,000 shoppers per month)



Well-received Special Promotional Events

- **Growing occupancy for office tower**
  - Committed occupancy over 78%
  - Mix of domestic as well as international tenants

# Business Highlights - CapitaMalls Asia



Plaza Singapura, Singapore



# Operational Updates

## Strong Financial Performance

|                                | 4Q 2013                      | FY 2013                       |
|--------------------------------|------------------------------|-------------------------------|
| <b>Operating PATMI</b>         | S\$60.9 mil (+54.9%)         | S\$246.3 mil (+40.1%)         |
| <b>Total PATMI<sup>1</sup></b> | S\$216.4 mil (+17.1%)        | S\$600.0 mil (+9.9%)          |
| <b>EPS</b>                     | 5.6 Singapore cents (+16.7%) | 15.4 Singapore cents (+10.0%) |

## Steady Sales Growth in Key Markets For FY2013

|                        | Singapore      | China                                    |
|------------------------|----------------|------------------------------------------|
| <b>Tenants' sales</b>  | +3.2% per sq m | +13.2% total tenants' sales <sup>2</sup> |
|                        |                | +10.1% per sq m                          |
| <b>Shopper traffic</b> | +2.4%          | +2.2%                                    |
| <b>Same mall NPI</b>   | +4.5%          | +13.1%                                   |

Note (1): Total PATMI for 4Q 2013 includes: Operating PATMI of S\$60.9 mil, Portfolio Gain of S\$5.1 mil and Revaluation Gain of S\$150.4 million  
Total PATMI for FY 2013 includes: Operating PATMI of S\$246.3 mil, Portfolio Gain of S\$25.3 mil and Revaluation Gain of S\$328.4 million

(2) On a same-mall basis



# Shopper Traffic & Tenants' Sales

| Malls opened before 1 Jan 2012 | YTD Dec 2013                            |                                           | FY 2013 vs. FY 2012 (%)* |                                                   |
|--------------------------------|-----------------------------------------|-------------------------------------------|--------------------------|---------------------------------------------------|
|                                | NPI Yield (%) on Valuation <sup>1</sup> | Committed Occupancy Rate (%) <sup>2</sup> | Shopper Traffic          | Tenants' Sales (on a per sq ft or per sq m basis) |
| <b>Singapore</b>               | <b>5.8</b>                              | <b>99.3</b>                               | <b>+2.4%</b>             | <b>+3.2%</b>                                      |
| <b>China</b>                   | <b>5.4</b>                              | <b>97.3</b>                               | <b>+2.2%</b>             | <b>+10.1%</b><br>(excl. Tier 1 cities: 11.0%)     |
| <b>Malaysia</b>                | <b>6.8</b>                              | <b>97.8</b>                               | <b>(2.5%)</b>            | -                                                 |
| Japan                          | 5.8                                     | 96.9                                      | +3.4%                    | +6.0%                                             |
| India                          | 4.7                                     | 86.8 <sup>3</sup>                         | +6.1%                    | +4.4%                                             |



Note: The above figures are on a 100% basis, with the NPI yield and occupancy of each mall taken in their entirety regardless of CMA's interest. This analysis takes into account all property components that were opened prior to 1 Jan 2012.

(1) Average NPI yields based on valuations as at 31 Dec 2013.

(2) Average committed occupancy rates as at 31 Dec 2013.

(3) Excluding Serviced Apartment Component

\* Notes on Shopper Traffic and Tenants' Sales:

Singapore: Excludes Bugis Junction (which is undergoing AEI), JCube, The Star Vista, Bugis+, The Atrium@Orchard and Hougang Plaza,

China: Excludes 3 master-leased malls under CRCT. Excludes tenants' sales from supermarkets and department stores. Excludes CapitaMall undergoing AEI.

Malaysia: Point of sales system not ready.

Japan: For Vivit Minami-Funabashi and Chitose Mall only.

CapitaMalls Asia

# Same-Mall NPI Growth (100% basis)

| Country                | Local Currency (mil) | FY 2013          | FY 2012 | Change (%) |
|------------------------|----------------------|------------------|---------|------------|
| Singapore <sup>1</sup> | SGD                  | 689 <sup>4</sup> | 659     | +4.5%      |
| China <sup>2</sup>     | RMB                  | 2,239            | 1,980   | +13.1%     |
| Malaysia               | MYR                  | 264              | 243     | +8.7%      |
| Japan <sup>3</sup>     | JPY                  | 1,789            | 1,732   | +3.2%      |
| India                  | INR                  | 193              | 176     | +10.1%     |



**Note:** The above figures are on a 100% basis, with the NPI of each mall taken in its entirety regardless of CMA's interest. This analysis compares the performance of the same set of property components opened prior to 1 Jan 2012.

- (1) Excludes JCube, which was opened in Apr 2012, The Star Vista, which opened in Sep 2012, Bugis+, which underwent AEI until Jul 2012, The Atrium@Orchard, which underwent AEI until Oct 2012, and Hougang Plaza, which was divested by CMT in Jun 2012.
- (2) Excludes CapitaMall Minzhongleyuan, which is undergoing AEI. Excluding CRCT, NPI grew by 15.0%.
- (3) Excludes Olinas Mall, the acquisition of which by CMA was completed in Jul 2012.
- (4) Includes one-off write-back of \$S\$1.8 million provision of property tax that was no longer required.



# China: Strong Growth in NPI Yields of Operational Malls

Total tenants' sales growth of +13.2% and +10.1% on psm basis

| Year of Opening   | Number of Malls | Cost (100% basis) (RMB bil) | Effective Stake | NPI Yield on Cost (%) (100% basis) |         | Yield Improvement   | Tenants' Sales (psm) Growth <sup>1</sup> |
|-------------------|-----------------|-----------------------------|-----------------|------------------------------------|---------|---------------------|------------------------------------------|
|                   |                 |                             |                 | FY 2013                            | FY 2012 | FY 2013 vs. FY 2012 | FY 2013 vs. FY 2012                      |
| 2005 <sup>2</sup> | 4               | 1,214                       | 57.9%           | 5.5                                | 5.1     | +7.3%               | +9.4%                                    |
| 2006 <sup>3</sup> | 8               | 2,990                       | 43.5%           | 9.8                                | 8.8     | +10.9%              | +4.0%                                    |
| 2007              | 2               | 1,829                       | 28.5%           | 9.9                                | 9.4     | +4.8%               | +11.0%                                   |
| 2008              | 5               | 2,951                       | 32.4%           | 7.7                                | 6.7     | +14.6%              | +16.6%                                   |
| 2009              | 8               | 3,933                       | 26.6%           | 8.1                                | 6.8     | +18.5%              | +9.5%                                    |
| 2010              | 6               | 2,512                       | 41.8%           | 4.0                                | 3.4     | +18.4%              | +9.2%                                    |
| 2011              | 3               | 9,234                       | 65.0%           | 4.4                                | 3.9     | +15.4%              | +18.5%                                   |

| YTD Dec 2013                 | NPI Yield on Cost | Gross Yield on Cost |
|------------------------------|-------------------|---------------------|
| China Portfolio <sup>4</sup> | 7.1%              | 12.1%               |

(1) Tenants' sales are on a same-mall basis (100%) and exclude 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 property components that were opened before 1 Jan 2012.



# New Malls That Opened In 2013 - Singapore

## Singapore : Westgate

- Opened on 2 December with ~90% occupancy
- 3.4 million shopper traffic in opening month



### New to Market Brands





# New Malls That Opened In 2013 - Singapore

## Singapore : Bedok Mall

- Opened on 3 December 2013 with full occupancy
- 1.4 million shopper traffic in opening month



### New to Market Brands





# New Malls That Opened In 2013 - China

## CapitaMall Meilicheng, Chengdu



- Opened on 28 Apr, >98% committed
- ~5% yield after 1<sup>st</sup> year of operation

## CapitaMall Jinniu (Phase II), Chengdu



- Opened on 29 Sep, >93%<sup>1</sup> committed
- ~7% yield after 1<sup>st</sup> year of operation

Note: (1): Occupancy rate is for both Phase 1 and Phase 2 of CapitaMall Jinniu



# New Pipeline Projects – Project Jewel, Singapore

## Iconic Integrated Lifestyle Development At Changi Airport

- 49:51 joint venture with Changi Airport Group
  - ~1,443,000 sq ft of total GFA<sup>1</sup>
  - ~\$1.47 bil expected total project development costs
  - Targeted opening by end-2018
- To serve tourists, airport passengers and Singaporeans with exciting and distinctive retail offerings
- Exclusive landmark project to attract and introduce new-to-market retailers and concepts



Artist Impression(subject to change)



Artist Impression(subject to change)

Note: (1): Total GFA includes retail (~969,000 sq ft), facilities for airport operations (~185,000 sq ft), indoor gardens and attractions (~238,000 sq ft) and hotel (~51,000 sq ft)



# New Pipeline Projects - CapitaMall SKY+, Guangzhou, China

Attractive Landmark Shopping Mall In Guangzhou; Strategic Entry Into First-Tier City In South China

- Strategic location in core commercial centre of Baiyun District
- Differentiated retail offerings for under-served shoppers and retailers
- ~RMB2,646 million expected total investment cost
- Targeted phased opening from 4Q 2014, with 4-5% yield after 1<sup>st</sup> year of opening
- Build scale in Guangzhou



Artist Impression(subject to change)

# Business Highlights - The Ascott Limited



Ascott Huai Hai Road Shanghai, China

## (A) Overall RevPAU Increased 3% To \$120 In FY2013

- Growth across China (+6%)<sup>1</sup> and Europe (+7%)<sup>1</sup>
- Hospitality management and service fee income remained stable at \$125.0 million

## (B) Secured Management Contracts Of 3,666 Units In FY2013, 31% Increase Y-O-Y

- Secured management contracts in 7 new cities – China (Nanjing, Wuxi, Hefei), Saudi Arabia, India and Thailand
- Opened 1,259 new apartment units in 2013; scheduled to open 2,449 new apartment units in 2014

Note (1): On a same store basis

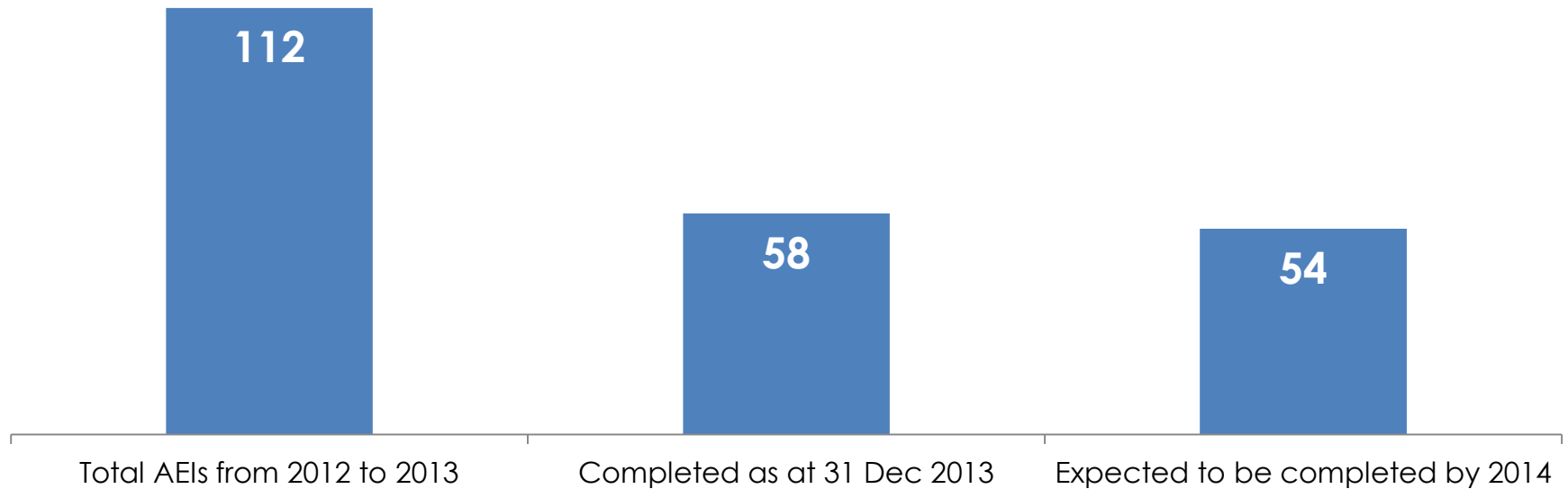




# Active Portfolio Management To Enhance Value

Asset Enhancement Initiatives (AEIs) To Achieve A Projected ROI Of More Than 20%

## Investment incurred from AEIs (\$\$'million)





# Capital Recycling To Optimise Returns

## (A) Strata Sale Of Somerset Grand Fortune Garden By Ascott REIT

- Estimated S\$36.9 million<sup>1</sup> of net gain from the divestment
- Attractive exit cap rate
- Unlocking value for unit holders



## (B) Divestment To Ascott REIT

- Total sale consideration of 3 serviced residences in China and 11 rental housing in Japan at S\$165.0 million
- Maiden divestment of Citadines Biyun Shanghai and Somerset Heping Shenyang by the Ascott China Fund



Note (1): The Ascott Limited's pro-rata stake amounts to ~\$16.6 million



# Acquisition For Future Growth

## Expanding Ascott's Footprint In Hong Kong

- Total purchase consideration at HK\$462.3 million (approximately S\$74.9 million<sup>1</sup>)
- To be reconfigured and rebranded in 2015
- Conveniently located in the vicinity of Sai Ying Pun MTR that will be operational in 2015
- Potential upside from asset enhancement initiatives and conversion from 1 bedroom into 2 bedroom apartments



**Ascott Will Continue To Seek Investment Opportunities  
In Key Cities In Asia And Europe**

Note (1): Based on HK/SG exchange rate of 0.16197

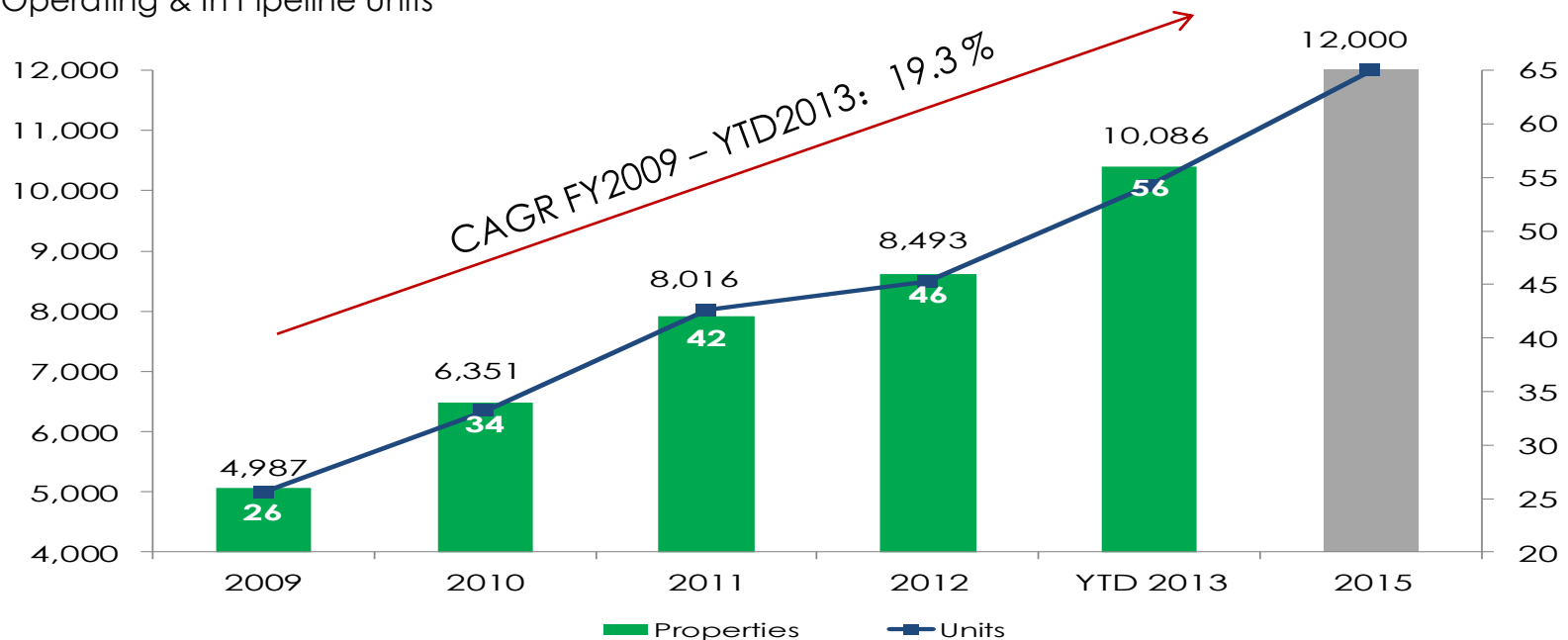


# Sharpening Competitiveness

## Consolidating Leadership in China

- Crossed the 10,000<sup>th</sup> unit milestone; on track for 12,000 units by 2015
- Affirmation of leadership in China; allows Ascott to benefit from operational scale

Operating & In Pipeline Units



**Focus On Key First Tier Cities (Shanghai, Beijing, Shenzhen and Guangzhou)  
And High Growth Provincial Cities (Wuhan, Xi'an and Chengdu)**

# Business Highlights

## - Regional Investments



Mulberry Lane, Hanoi, Vietnam

## Improved Residential Sales

- Good sales results as buyers' sentiment rebounds in Vietnam
  - The Vista (120 units), Mulberry Lane (194 units) and ParcSpring (56 units)
  - Achieved sales of more than S\$ 55 million
- Mulberry Lane, Hanoi (Phase 1) successfully handed over ~ 260 apartments to residents
- Target to complete ParcSpring and Mulberry Lane Phase 2 in 2Q 2014



Parc Spring



Mock Up Unit in Parc Spring

- **StorHub**

- Largest Self Storage Operator in Singapore with 11 facilities and more than 10,000 self storage units
- Facilities undergoing upgrading works to enhance customer experience



Refreshed Logo For StorHub

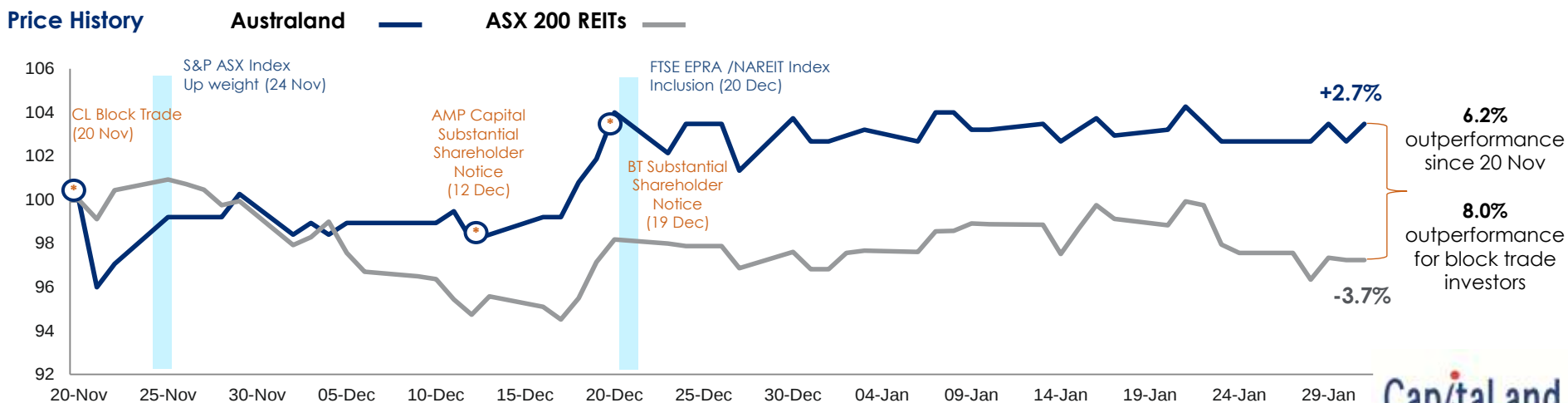
- **Japan**

- The Parkhouse Nishi Azabu sold 188 out of 191 units (98%) as at 31 December 13



## Divestment Of 20% Stake In Australand

- Placement was completed at a very tight discount of 1.75%
- Increased Australand's free float by 50%, resulting in improved liquidity through a wider investor base and rankings uplift in major indices
- Improved share price performance creating value for all shareholders
- Additional debt headroom created during deconsolidation of Australand from CapitaLand's balance sheet
- Recycle capital to core markets of Singapore and China

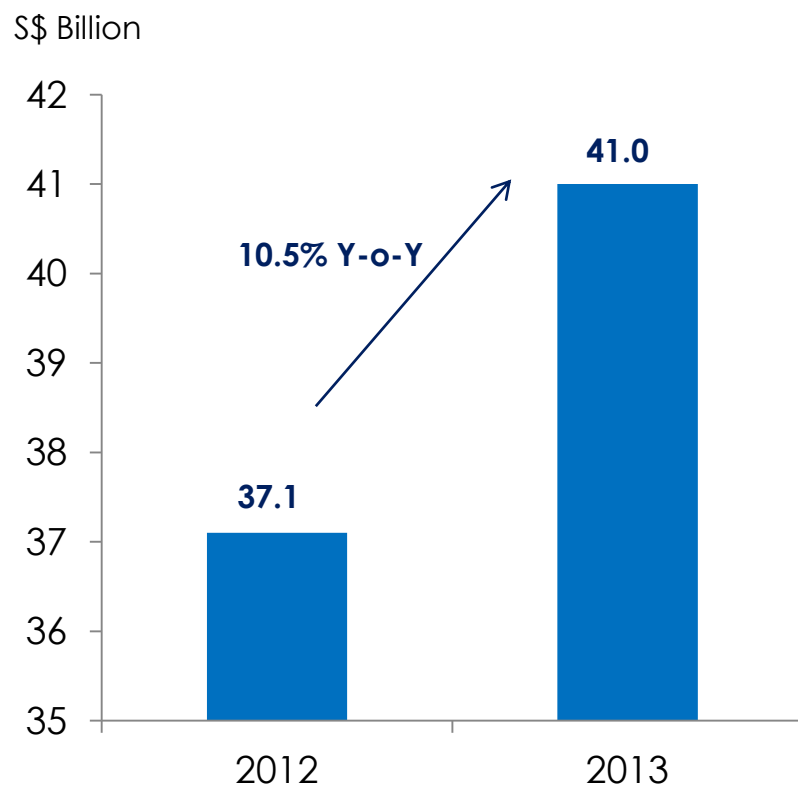




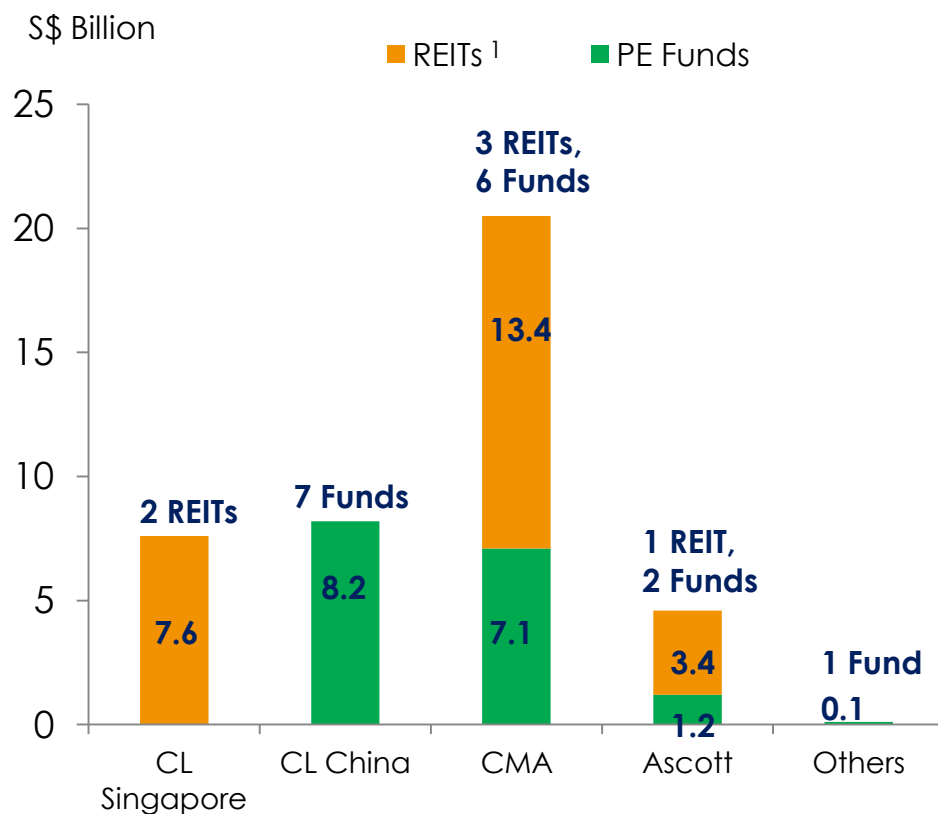
# Business Highlights - Financial Products & Services

Raffles City Chengdu, China

## Total Assets Under Management (AUM)



## FY2013 AUM Breakdown By SBUs



**Total REITs/Fund Management Fees Earned In FY2013 Are S\$178.0 Million**

Note (1): Denotes total assets managed

# Financials & Capital Management

One George Street, Singapore



 Financials

# Financial Performance for 4Q 2013

| (S\$'million)                               | 4Q 2012 | 4Q 2013 | Change<br>% | 4Q 2013<br>(Ex one-off<br>ALZ loss) <sup>1</sup> | Change<br>% |
|---------------------------------------------|---------|---------|-------------|--------------------------------------------------|-------------|
| <b>Revenue</b>                              | 1,110.9 | 1,085.1 | ↓ 2         |                                                  |             |
| <b>EBIT</b>                                 | 582.8   | 396.1   | ↓ 32        | 516.9                                            | ↓ 11        |
| <b>PATMI</b>                                | 262.7   | 142.9   | ↓ 46        | 263.7                                            | ↑ 0.4       |
| <b>Operating Profits</b>                    | 110.8   | 190.7   | ↑ 72        |                                                  |             |
| <b>Portfolio Gains/<br/>(losses)</b>        | 22.8    | (131.2) | N.M.        | (10.4)                                           | NM          |
| <b>Revaluation Gains<br/>/(Impairments)</b> | 129.1   | 83.4    | ↓ 35        |                                                  |             |

**4Q 2013 Operating Profits Improved by 72% To S\$190.7million;  
Divestment Losses Mainly Due To FCTR Losses On Sale Of 20% Stake In Australand**

Note (1): One-off loss on divestment of 20% stake in Australand of \$120.8 million

 Financials

# Financial Performance for FY 2013

| (S\$'million)                               | FY 2012 | FY 2013 | Change % | FY 2013<br>(Ex one-off ALZ loss) <sup>1</sup> | Change % |
|---------------------------------------------|---------|---------|----------|-----------------------------------------------|----------|
| <b>Revenue</b>                              | 3,301.4 | 3,977.5 | ↑ 21     |                                               |          |
| <b>EBIT</b>                                 | 2,017.4 | 1,798.0 | ↓ 11     | 1,918.8                                       | ↓ 5      |
| <b>PATMI</b>                                | 930.3   | 849.8   | ↓ 9      | 970.6                                         | ↑ 4      |
| <b>Operating Profits</b>                    | 369.3   | 527.7   | ↑ 43     |                                               |          |
| <b>Portfolio Gains/(losses)</b>             | 199.4   | (0.7)   | N.M.     | 120.1                                         | ↓ 40     |
| <b>Revaluation Gains<br/>/(Impairments)</b> | 361.6   | 322.8   | ↓ 11     |                                               |          |

**PATMI Decreased By 9% But Operating PATMI Increased By 43%**

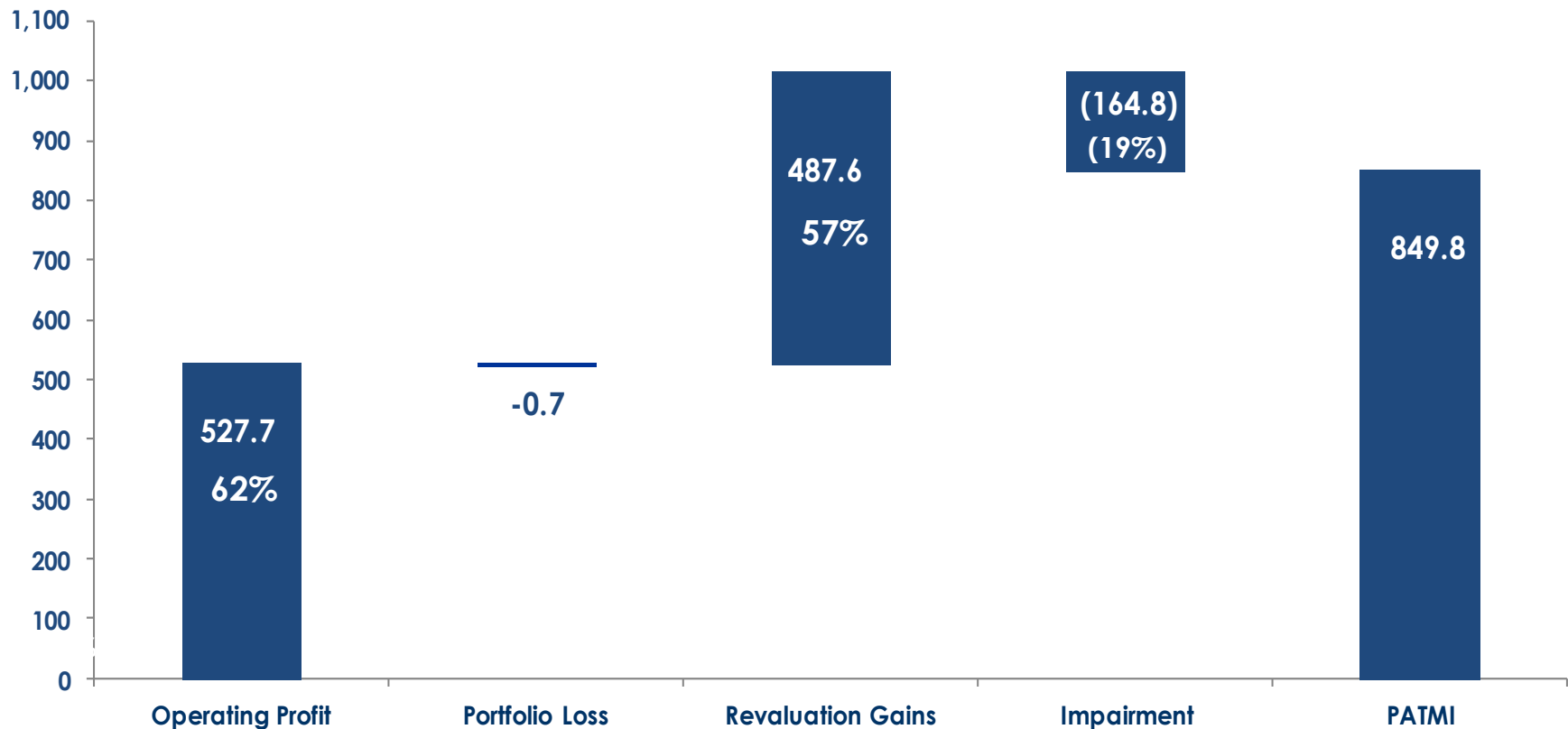
Note (1): One-off loss on divestment of 20% stake in Australand of \$120.8 million



# PATMI Composition Analysis

Operating PATMI Constitute 62% Of Total PATMI

S\$' million

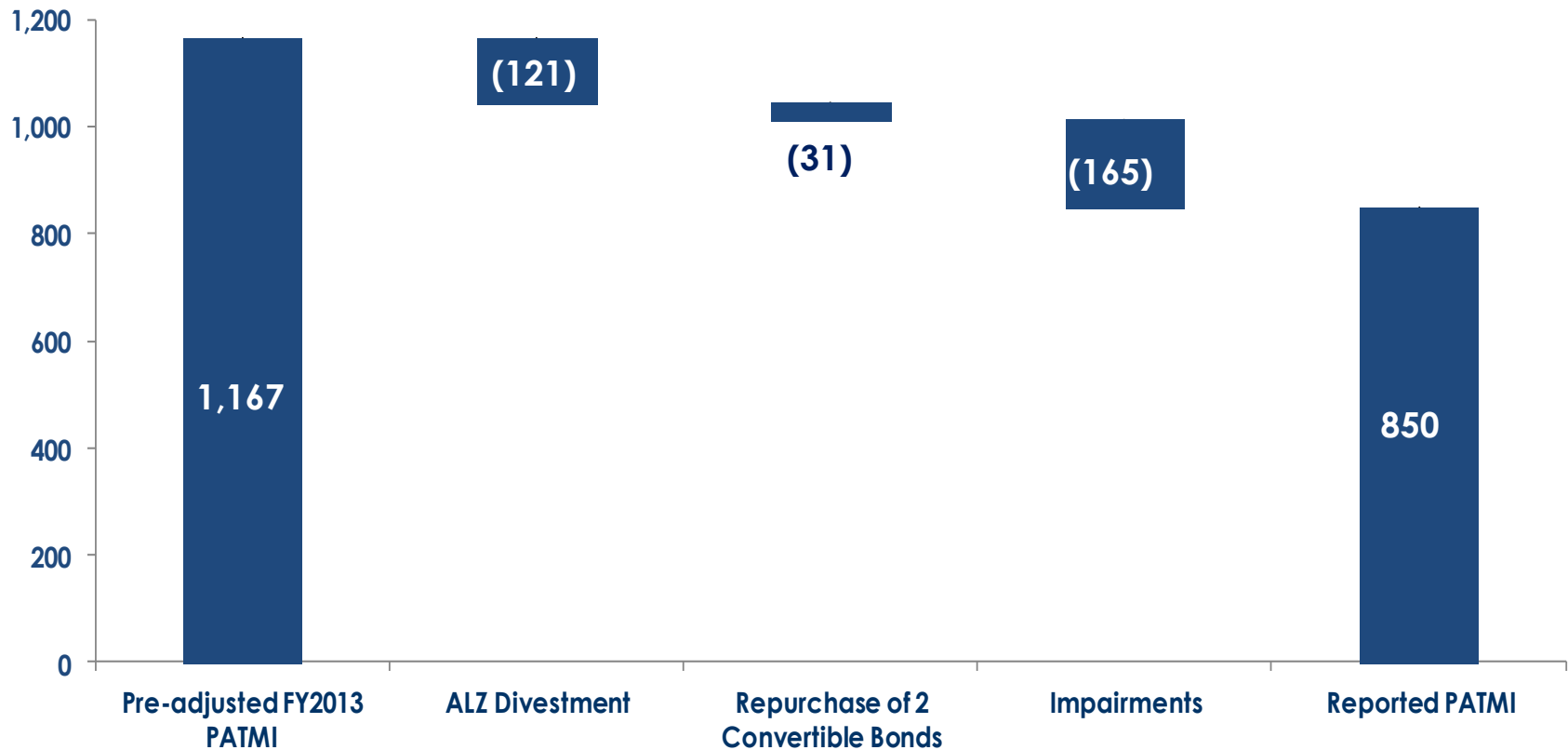




# FY 2013 PATMI Analysis

## Lower PATMI Due To Several One-Off Losses

S\$' million





# FY 2013 Impairments (PATMI Impact)

## Impairments Are On Specific Projects

| S\$' Million         | Singapore    | China               | Aust                | Other Asia <sup>(1)</sup> | Total          |
|----------------------|--------------|---------------------|---------------------|---------------------------|----------------|
| CapitaLand China     | -            | (74.7) <sup>2</sup> | -                   | -                         | (74.7)         |
| CapitaMalls Asia     | -            | -                   | -                   | (2.0)                     | (2.0)          |
| Ascott               | -            | -                   | -                   | (27.1) <sup>3</sup>       | (27.1)         |
| Corporate and Others | (0.2)        | -                   | -                   | (13.9) <sup>4</sup>       | (14.1)         |
| Australand           | -            | -                   | (46.9) <sup>5</sup> | -                         | (46.9)         |
| <b>Total</b>         | <b>(0.2)</b> | <b>(74.7)</b>       | <b>(46.9)</b>       | <b>(43.0)</b>             | <b>(164.8)</b> |
| <b>FY 2012</b>       | <b>(1.9)</b> | <b>(14.8)</b>       | <b>-</b>            | <b>(72.5)</b>             | <b>(89.2)</b>  |

Note (1): Excludes Singapore and China

(2): Due to CL Township, Lakeside in Wuhan and International Trade Centre in Tianjin

(3): Due to India projects (3 pieces of land)

(4): Due to GCC projects

(5): As announced on 19 November 2013



# Balance Sheet & Liquidity Position

|                                      | FY 2012 | FY 2013          | FY 2013<br>(Excl one-off ALZ loss) <sup>4</sup> |
|--------------------------------------|---------|------------------|-------------------------------------------------|
| Cash (\$\$ billion)                  | 5.5     | 5.9 <sup>3</sup> | 5.9                                             |
| Net Debt/Equity                      | 0.45    | 0.34             | 0.34                                            |
| Net Debt / EBITDA <sup>1</sup>       | 3.9     | 3.2              | 3.1                                             |
| Interest Coverage Ratio <sup>1</sup> | 5.5     | 5.7              | 6.0                                             |
| Interest Service Ratio               | 3.3     | 5.0              | 5.0                                             |
| % Fixed Rate Debt                    | 77%     | 69% <sup>3</sup> | 69%                                             |
| Ave Debt Maturity(Yr) <sup>2</sup>   | 3.7     | 3.6 <sup>3</sup> | 3.6                                             |

**Robust Balance Sheet, Well-positioned To Grow Our Business**

Note (1): EBITDA includes revaluation gain

(2): Based on put dates of Convertible Bond holders

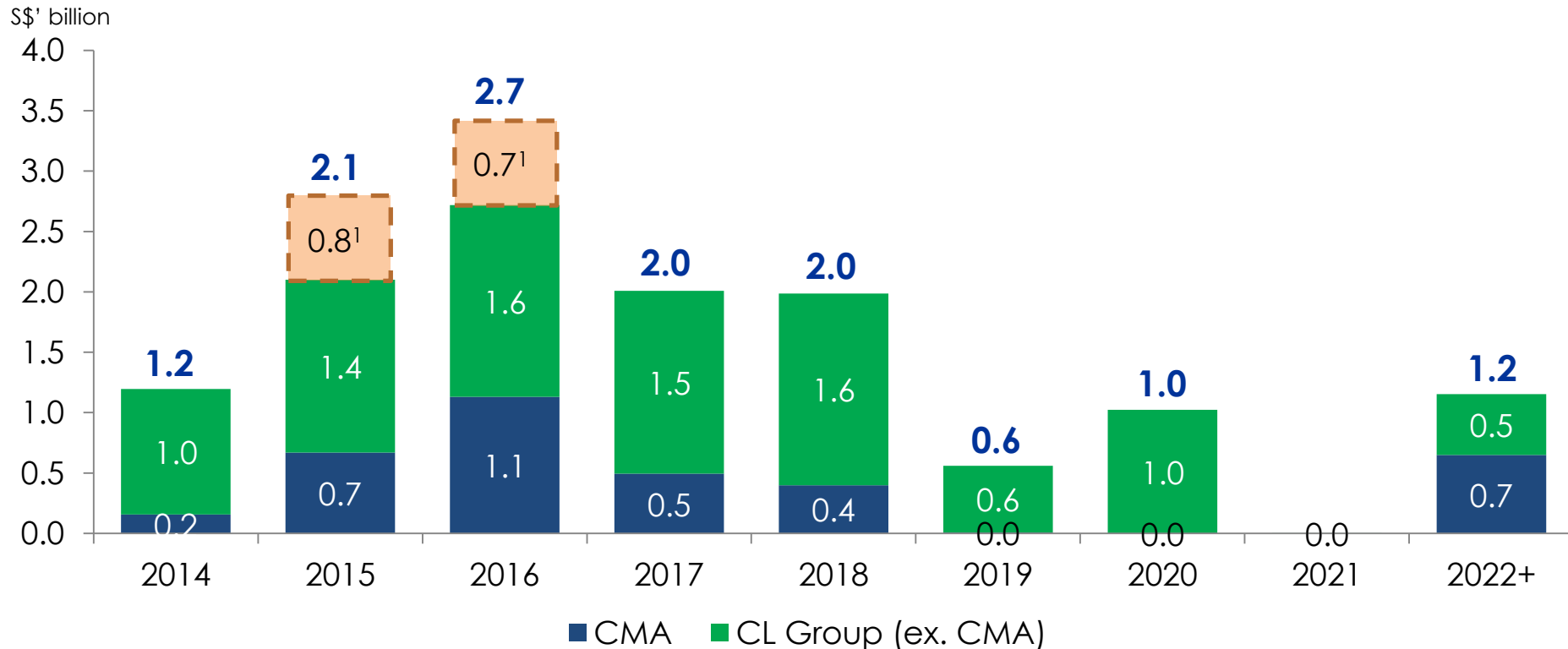
(3): Excluding Australand (ALZ), which had been deconsolidated from CL balance sheet as at 31 December 2013

(4): Excluding one-off loss on divestment of 20% stake in Australand of \$120.8 million

Capital Management

# Debt Maturity Profile (As at 31 December 2013)

Well-managed Maturity Profile: Less Than 10% Of Group Debt Matures Within A Year



**~60% Of Debt Maturing In 2014 Has Been/Will Be Repaid Or Has Been Refinanced;  
Another 15% Is Currently Under Negotiations**

Note (1): The two convertible bond exercises carried out in May and September 2013 shaved off ~\$1.5b from the debt maturity towers in 2015 and 2016

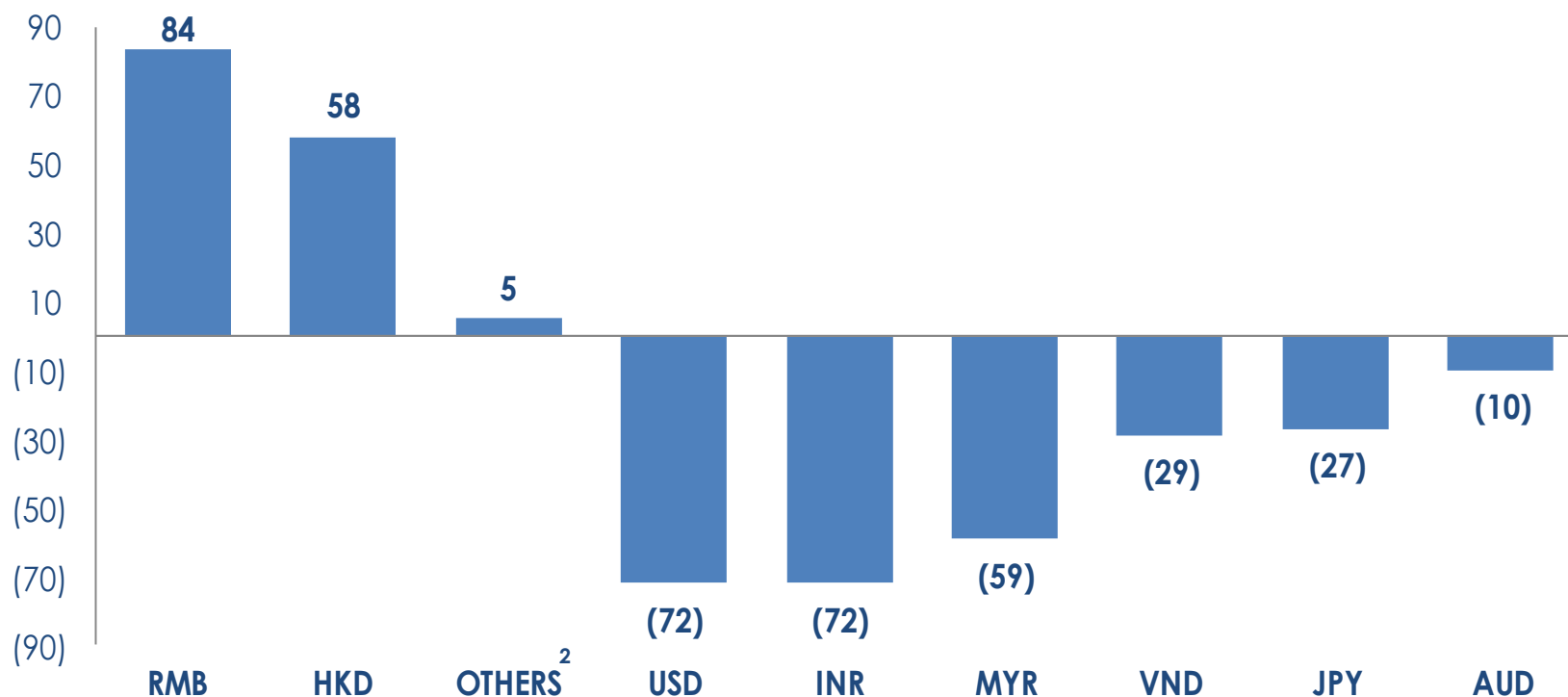
Financials

# Analysis Of FCTR (As at 31 December 2013)

Total FCTR<sup>1</sup> Unrealised Losses At S\$122.3 Million; Equivalent To 1% Of CL's Equity

S\$' Million

## By Currency



Note (1): Unrealised losses on consolidated basis

(2) Includes EURO and all other currencies



# Upcoming Implementation Of FRS 110 *Consolidated Financial Statements*

- Based on joint assessment by management and auditor, CapitaCommercial Trust ("CCT"), Ascott Residence Trust ("ART") and CapitaMalls Malaysia Trust ("CMMT") will be consolidated with effect from 1 January 2014

## Potential Implications Of FRS110 On CapitaLand

### Impact On Bank Lending

- Banks noted the FRS110 implementation
- However, no impact on lending available to the CL Group

**Overall Impact Of FRS110 Not Expected To Be Significant**



# Pro-forma Financial Impact Of FRS110

**Year ended 31 December 2013**

Impact On Balance Sheet – CL Group

| <b>S\$ Million</b>        | <b>As at 31 Dec 2013<br/>(Unaudited)</b> | <b>FRS 110<br/>Adjustments</b> | <b>As at 31 Dec 2013<br/>(Restated)</b> |
|---------------------------|------------------------------------------|--------------------------------|-----------------------------------------|
| Total Assets              | 36,155                                   | 8,908                          | 45,063                                  |
| Total Liabilities         | 16,844                                   | 3,764                          | 20,608                                  |
| Non-Controlling Interests | 3,243                                    | 5,103                          | 8,346                                   |
| Total Equity              | 16,068                                   | 41                             | 16,109                                  |
| Net Debt To Equity (%)    | 0.34                                     | 0.05                           | 0.39                                    |

Impact On Income Statement - CL Group

| <b>S\$ Million</b>        | <b>As at 31 Dec 2013<br/>(Unaudited)</b> | <b>FRS 110<br/>Adjustments</b> | <b>As at 31 Dec 2013<br/>(Restated)</b> |
|---------------------------|------------------------------------------|--------------------------------|-----------------------------------------|
| Revenue                   | 3,978                                    | 543                            | 4,521                                   |
| Profit After Tax          | 1,185                                    | 421                            | 1,606                                   |
| Non-Controlling Interests | (335)                                    | (430)                          | (765)                                   |
| PATMI                     | 850                                      | (10) <sup>1</sup>              | 840                                     |

Note (1): This arose from the elimination of inter-company transactions with the consolidated REITs



# FY 2013 Dividend (Subject To Shareholders' Approval)

In Line With CL's Desire To Pay A Sustainable Dividend

- Proposed first and final core dividend of 8 Singapore cents
- 14% higher than 2012 first and final dividend
- Payout ratio of 40%

Note (1): Subject to final shareholders' approval at the upcoming Annual General Meeting

# Focus For 2014



Raffles City Shanghai, China



# Focus For 2014

- Concentrate on strategy execution and project profitability
- Focus on integrated/ mixed-use developments
- Continue to improve organisational effectiveness and alignment of management KPIs and project execution
- Active capital management and improve capital productivity
  - Reduce financing costs and to extend debt maturities when opportunities arise
  - Recycle matured or non-core assets and redeploy capital to higher return projects

# Conclusion

Six Battery Road, Singapore



# Conclusion

- New streamlined organisation allows the Group to better leverage and harness synergies across the four core business units
- Asia's growth story is still intact – CapitaLand is well-positioned to take advantage and deepen presence in two core markets of Singapore and China



CapitaLand

# Thank You

19 February 2014

# Q&A Session

The Orchard Residences, Singapore



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.

# Supplementary slides

Capital Tower, Singapore



# New Investments Of S\$3.7 billion In FY2013

## New Investments Reinforce Singapore And China Markets Focus

| Project Name                      | SBU               | Stake (%) | Geography | Project Type       | Total GFA (Sq.m.)  | Investment Amt (\$M) |
|-----------------------------------|-------------------|-----------|-----------|--------------------|--------------------|----------------------|
| CapitaMall Grand Canyon           | CRCT <sup>1</sup> | 100%      | China     | Shopping Mall      | 70,000             | 367.5 <sup>2</sup>   |
| Hanzhonglu Site, Shanghai         | CLC               | 70%       | China     | Mixed Development  | 110,000            | 397.5 <sup>3</sup>   |
| Danga Bay Project                 | CLS               | 51%       | Malaysia  | Mixed Development  | 1,021,925          | 324.0 <sup>4</sup>   |
| Coronation Road Site              | CLS               | 100%      | Singapore | Residential        | 37,441 (site area) | 366.0 <sup>5</sup>   |
| Big Orange Self Storage Singapore | CL                | 100%      | Singapore | Self Storage       | -                  | 91.8 <sup>6</sup>    |
| No 138 Connaught Road West        | Ascott            | 100%      | Hong Kong | Serviced Residence | 3,874              | 74.9                 |
| Project Jewel                     | CMA               | 49%       | Singapore | Mixed Development  | 134,000            | 1,490.0 <sup>7</sup> |
| CapitaMall SKY+ <sup>8</sup>      | CMA               | 100%      | China     | Shopping Mall      | 86,000             | 534.1                |

(1) CMA secured Grand Canyon Mall through public tender on 15 Jul. 2013. CapitaRetail China Trust (CRCT) exercised the right of first refusal to acquire the property. This is pursuant to CMA's agreement with CRCT dated 8 Nov. 2006, which granted CRCT a right of first refusal over future completed retail properties located in China which are identified by CMA or its subsidiaries. (2) Includes other costs such as transaction costs, capital expenditure and acquisition-related costs. Excludes 1% of acquisition fee payable. (3) Land cost only (4) Land cost on a 100% basis. (5) Land cost only. (6) Acquisition price of company. (7) Excludes construction costs for facilities for airport operations and car park spaces for airport users, which will be borne by CAG. The facilities for airport operations will be handed over for CAG's ownership and management upon completion. (8) The completion of the acquisition is subject to government approval.



# Asset Matrix - Diversified Portfolio excluding Treasury Cash as at 31 Dec 2013

|                                                       | S'pore        | China <sup>(1)</sup> | Aust         | Other Asia <sup>(2)</sup> | Europe       | Total         |
|-------------------------------------------------------|---------------|----------------------|--------------|---------------------------|--------------|---------------|
|                                                       | S\$'M         | S\$'M                | S\$'M        | S\$'M                     | S\$'M        | S\$'M         |
| CapitaLand Singapore                                  | 6,134         | -                    | -            | 78                        | -            | 6,212         |
| CapitaLand China                                      | -             | 8,968                | -            | -                         | -            | 8,968         |
| CapitaMalls Asia                                      | 5,216         | 4,754                | -            | 1,377                     | -            | 11,347        |
| Ascott                                                | 834           | 882                  | 205          | 545                       | 1,198        | 3,664         |
| Regional Investments and Financial Product & Services | 80            | 152                  | 83           | 925                       | 71           | 1,311         |
| Australand                                            | -             | -                    | 923          | -                         | -            | 923           |
| CL Corporate                                          | 251           | 152                  | 93           | -                         | -            | 496           |
| <b>Total</b>                                          | <b>12,515</b> | <b>14,908</b>        | <b>1,304</b> | <b>2,925</b>              | <b>1,269</b> | <b>32,921</b> |

<sup>(1)</sup> China including Hong Kong

<sup>(2)</sup> Excludes S'pore and China and includes projects in GCC



# EBIT by SBUs – FY 2013

| (S\$'million)                           | Operating EBIT      | Portfolio (Losses)/ Gain | Revaluation Gain/ Impairment | Total          |
|-----------------------------------------|---------------------|--------------------------|------------------------------|----------------|
| <b>CapitaLand Singapore<sup>1</sup></b> | 401.5               | (15.7)                   | 92.7                         | 478.5          |
| <b>CapitaLand China<sup>2</sup></b>     | 288.4               | 52.8                     | 46.5                         | 387.7          |
| <b>CapitaMalls Asia</b>                 | 356.0               | 36.6                     | 351.2                        | 743.8          |
| <b>Ascott</b>                           | 68.7                | 23.8                     | 23.5                         | 116.0          |
| <b>Australand</b>                       | 259.8               | -                        | (46.9)                       | 212.9          |
| <b>Corporate and Others<sup>3</sup></b> | (36.4) <sup>4</sup> | (101.7)                  | (2.8)                        | (140.9)        |
| <b>TOTAL EBIT</b>                       | <b>1,338.0</b>      | <b>(4.2)</b>             | <b>464.2</b>                 | <b>1,798.0</b> |

**74% Of Total EBIT Came From Operating EBIT**

Note (1): Includes residential businesses in Malaysia.

(2): Excludes Retail and Serviced Residences in China.

(3): Includes Surbana (Consultancy), Storhub, Financial Services and other businesses in Vietnam, Japan and GCC.

(4): Includes \$45 million one-off loss incurred on repurchase of convertible bonds

CapitaLand Limited FY2013 Results



# EBIT by Geography – FY 2013

| (S\$'million)                 | Operating EBIT | Portfolio Gain/(Loss) | Revaluation Gain/Impairment | Total   |
|-------------------------------|----------------|-----------------------|-----------------------------|---------|
| <b>Singapore</b>              | 610.9          | (17.5)                | 254.5                       | 847.9   |
| <b>China<sup>1</sup></b>      | 357.6          | 95.6                  | 281.9                       | 735.1   |
| <b>Other Asia<sup>2</sup></b> | 105.1          | 21.6                  | (47.1)                      | 79.6    |
| <b>Europe &amp; Others</b>    | 8.0            | 16.9                  | 21.3                        | 46.2    |
| <b>Australia</b>              | 256.4          | (120.8)               | (46.4)                      | 89.2    |
| <b>TOTAL EBIT</b>             | 1,338.0        | (4.2)                 | 464.2                       | 1,798.0 |

**Singapore & China Comprise 88% of Total EBIT**

Note (1): China including Hong Kong

(2): Excludes Singapore and China and includes projects in GCC



# Group Managed Real Estate Assets<sup>1</sup> Of S\$64.6 Billion

| Group Managed RE Assets | As at 31 Dec 2013<br>(\$\$'billion) |
|-------------------------|-------------------------------------|
| On Balance Sheet & JVs  | 20.2                                |
| Funds                   | 15.3                                |
| REITs/Trusts            | 22.7                                |
| Others <sup>2</sup>     | 6.4                                 |
| <b>Total</b>            | <b>64.6</b>                         |

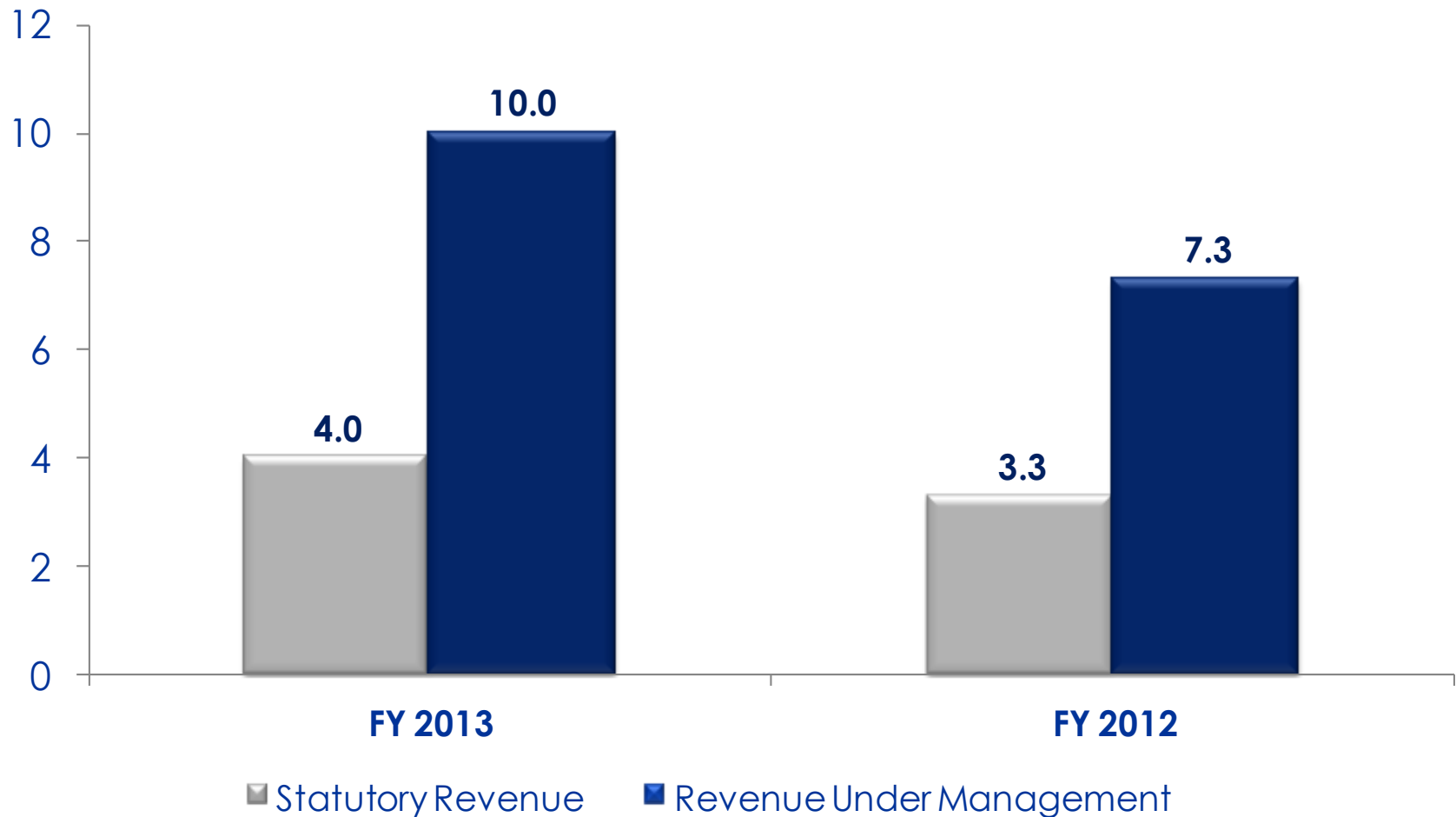
Note (1) Group Managed Real Estate Assets is the value of all real estate managed by CapitaLand Group entities stated at 100% of the property carrying value.

(2) Others include 100% value of properties under management contracts.



# Revenue Under Management

\$'billion





# CapitaLand Singapore – Residential Sales and Construction Progress<sup>1</sup>

| PROJECT                  | Total Units | Units Launched | Units Sold | % Completed    |
|--------------------------|-------------|----------------|------------|----------------|
|                          |             |                |            | As at Dec 2013 |
| Launched in 2007         |             |                |            |                |
| The Orchard Residences   | 175         | 175            | 165        | 100%           |
| Launched in 2008         |             |                |            |                |
| The Wharf Residence      | 186         | 186            | 184        | 100%           |
| Launched in 2009         |             |                |            |                |
| The Interlace            | 1040        | 1040           | 854        | 100%           |
| Launched in 2010         |             |                |            |                |
| d'Leedon                 | 1715        | 1715           | 1435       | 80.1%          |
| Launched in 2011         |             |                |            |                |
| Bedok Residences         | 583         | 583            | 561        | 46.5%          |
| Urban Resort Condominium | 64          | 64             | 41         | 100%           |
| Launched in 2012         |             |                |            |                |
| Sky Habitat              | 509         | 250            | 181        | 39%            |
| Launched in 2013         |             |                |            |                |
| Sky Vue                  | 694         | 505            | 479        | 2.9%           |

<sup>1</sup> Figures might not correspond with income recognition



# CapitaLand Singapore

## Divestment of Westgate Tower

- Granted options on 3 January 2014 to consortium comprising Sun Venture Homes and Low Keng Huat to purchase Westgate Tower for \$579.4 million.
- Options exercised on 23 January 2014.
- Generated net gain of S\$90 million based on CapitaLand Group's effective stake



**In Line With CapitaLand's Active Portfolio Management Strategy To Enhance Value For Shareholders**

# CapitaLand China - Residential

## Residential / Trading Sales & Completion Status

| Projects                                                       | Units launched     | CL effective stake<br>% | % of launched sold <sup>1</sup><br>As at Dec 2013 | Average Selling Price <sup>2</sup><br>RMB/Sqm | Expected Completion for launched units |              |                 |
|----------------------------------------------------------------|--------------------|-------------------------|---------------------------------------------------|-----------------------------------------------|----------------------------------------|--------------|-----------------|
|                                                                |                    |                         |                                                   |                                               | 4Q 2013                                | 2014         | 2015 and beyond |
| <b>SHANGHAI</b>                                                |                    |                         |                                                   |                                               |                                        |              |                 |
| Paragon – Blk 1, 2 and 3                                       | 116 <sup>5</sup>   | 99%                     | 62%                                               | 130,742                                       | 0                                      | 0            | 0               |
| <b>KUNSHAN</b>                                                 |                    |                         |                                                   |                                               |                                        |              |                 |
| The Metropolis – Phase 1C (Blk 16)                             | 88                 |                         | 100%                                              |                                               | 88                                     | 0            | 0               |
| The Metropolis – Phase 1C (Blk 11, 12 and 13)                  | 448                |                         | 99%                                               |                                               | 0                                      | 448          | 0               |
| The Metropolis – Phase 5 (Blk 22)                              | 272 <sup>4</sup>   |                         | 100%                                              |                                               | 0                                      | 0            | 272             |
| <b>The Metropolis – Total</b>                                  | <b>808</b>         | 70%                     | <b>100%</b>                                       | 12,689                                        | <b>88</b>                              | <b>448</b>   | <b>272</b>      |
| <b>HANGZHOU</b>                                                |                    |                         |                                                   |                                               |                                        |              |                 |
| Imperial Bay – Blk 4, 5 and 6                                  | 190                |                         | 70%                                               |                                               | 190                                    | 0            | 0               |
| Imperial Bay – Blk 1, 2 and 3                                  | 272                |                         | 76%                                               |                                               | 0                                      | 272          | 0               |
| <b>Imperial Bay – Total</b>                                    | <b>462</b>         | 50%                     | <b>74%</b>                                        | 28,225                                        | <b>190</b>                             | <b>272</b>   | <b>0</b>        |
| <b>NINGBO</b>                                                  |                    |                         |                                                   |                                               |                                        |              |                 |
| The Summit Executive Apartments                                | 180 <sup>5</sup>   | 40%                     | 12%                                               | 24,524                                        | 0                                      | 0            | 0               |
| Summit Residences (Plot 1)                                     | 38 <sup>3</sup>    | 50%                     | 16%                                               | 24,150                                        | 0                                      | 38           | 0               |
| <b>BEIJING</b>                                                 |                    |                         |                                                   |                                               |                                        |              |                 |
| Beaufort – Blk 3                                               | 228                | 50%                     | 100%                                              | 45,269                                        | 228                                    | 0            | 0               |
| <b>TIANJIN</b>                                                 |                    |                         |                                                   |                                               |                                        |              |                 |
| International Trade Centre                                     | 399                | 100%                    | 51%                                               | 19,814                                        | 0                                      | 399          | 0               |
| <b>GUANGZHOU</b>                                               |                    |                         |                                                   |                                               |                                        |              |                 |
| Dolce Vita – Phase 1 (C5 to C6)                                | 248                |                         | 100%                                              |                                               | 248                                    | 0            | 0               |
| Dolce Vita – Phase 1 (C7 to C8) & Phase 2 (D1 to D3, E1 to E3) | 572                |                         | 87%                                               |                                               | 0                                      | 194          | 378             |
| <b>Dolce Vita – Total</b>                                      | <b>820</b>         | 48%                     | <b>91%</b>                                        | 19,928                                        | <b>248</b>                             | <b>194</b>   | <b>378</b>      |
| <b>FOSHAN</b>                                                  |                    |                         |                                                   |                                               |                                        |              |                 |
| La Cite – Blk 1, 3, 4 and 8                                    | 328                | 100%                    | 57%                                               | 9,378                                         | 0                                      | 328          | 0               |
| <b>SHENZHEN</b>                                                |                    |                         |                                                   |                                               |                                        |              |                 |
| i Park – Blk B                                                 | 240                |                         | 100%                                              |                                               | 240                                    | 0            | 0               |
| i Park – Blk A                                                 | 208                |                         | 100%                                              |                                               | 0                                      | 208          | 0               |
| <b>i Park – Total</b>                                          | <b>448</b>         | 73%                     | <b>100%</b>                                       | 35,357                                        | <b>240</b>                             | <b>208</b>   | <b>0</b>        |
| <b>CHENGDU</b>                                                 |                    |                         |                                                   |                                               |                                        |              |                 |
| The Loft – Blk 17 and 19                                       | 445 <sup>5</sup>   |                         | 99%                                               |                                               | 0                                      | 0            | 0               |
| The Loft – Blk 14, 18, 23, 24, 25, 26, 27 and 28               | 1,219 <sup>4</sup> |                         | 82%                                               |                                               | 1,219                                  | 0            | 0               |
| <b>The Loft – Total</b>                                        | <b>1,664</b>       | 56%                     | <b>87%</b>                                        | 9,322                                         | <b>1,219</b>                           | <b>0</b>     | <b>0</b>        |
| Raffles Collection                                             | 76 <sup>3</sup>    | 40%                     | 3%                                                |                                               | 0                                      | 76           | 0               |
| <b>TOTAL</b>                                                   | <b>5,567</b>       |                         | <b>81%</b>                                        |                                               | <b>2,213</b>                           | <b>1,963</b> | <b>650</b>      |

1 % sold: units sold (Options issued as of 31 Dec 2013) against units launched.

2 Average selling price (RMB) per sqm is derived using the area sold and sales value achieved (including options issued) in the latest transacted quarter.

3 Launches from new projects in 4Q 2013, namely Raffles Collection (Raffles City Chengdu's strata apartments): 76 units and Summit Residences (Plot 1): 38 units.

4 Launches from existing projects in 4Q 2013, namely The Metropolis Phase 5: 272 units and The Loft: 188 units.

5 Refers to Projects/Phases fully completed in 2Q and 3Q 2013.



# Acquisition Of A Prime Site In Ningbo

- Prime residential site located in Sunjia, Jiangbei District, Ningbo acquired through a land bid in Jan 2014
- Site in the north bank of Yao River, surrounded by mid to high-end residential projects and commercial developments. Well served by main roads and easily accessible via the Airport Highway and expressway. Planned MRT expected to be operational in 2018/2019 and is 800 metres away from the site
- Plan to build ~1,100 units of small and medium-sized units on the site to cater to first-time homebuyers and upgraders
- Construction is expected to begin in 3Q 2014 with the first phase targeted for launch in 2015



## Project details:

|                   |                                  |
|-------------------|----------------------------------|
| GFA (Sqm)         | 126,212 sqm                      |
| Acquisition price | RMB 8,858 per sqm per plot ratio |
| Consideration     | S\$232 million                   |

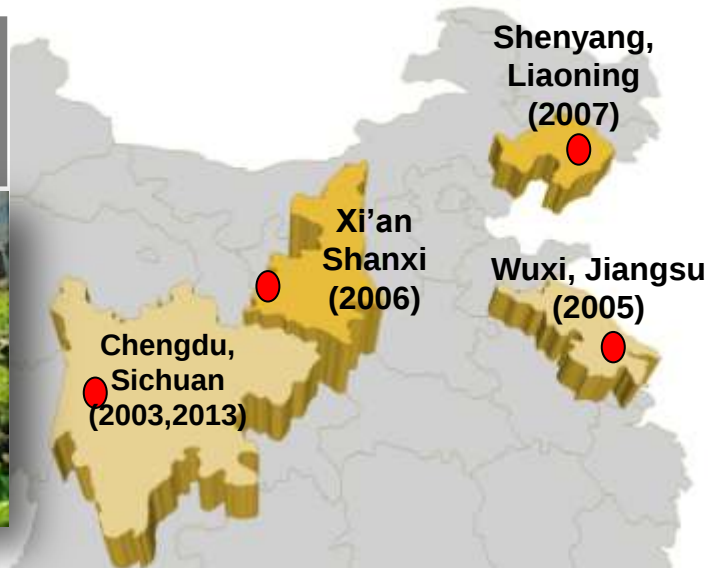
## 5 Township Projects in 4 cities; GFA ~ 3.9m sqm\* (CLC share: ~663k sqm)

Chengdu (2003)

The Botanica

GFA – 1.0m sqm (~95% Launch)

CLC Effective Stake: 6%



Chengdu (2013)

Parc Botanica

GFA 362k sqm (~19% Launch)

CLC Effective Stake: 22%



Wuxi (2005)

Central Park City

GFA – 656k sqm (~56% Launch)

CLC Effective Stake: 6%



Xi'An (2006)

LA Botanica

GFA – 2.9m sqm (~27% Launch)

CLC Effective Stake: 15%



Shenyang (2007)

Lake Botanica

GFA – 1.2m sqm (~17% Launch)

CLC Effective Stake: 24%



\* Pipeline representing unsold and yet to launch units

% Launch based on area launched against project's estimated total area as at Dec 2013.

CapitaLand Limited FY2013 Results



# Under Development Assets

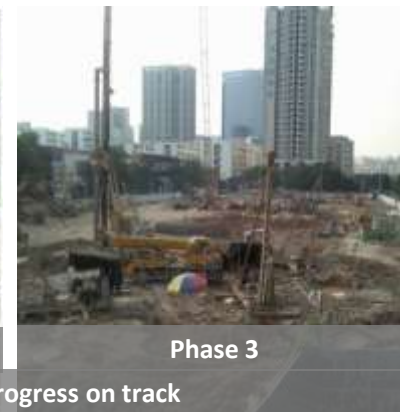
## Raffles City Hangzhou





# Under Development Assets

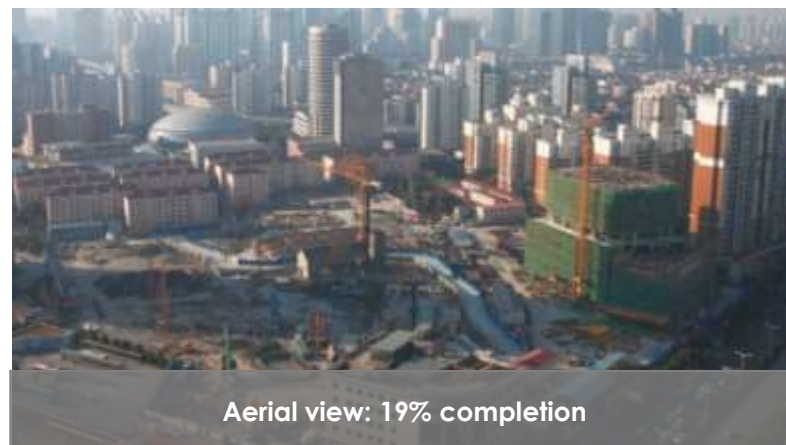
## Raffles City Shenzhen



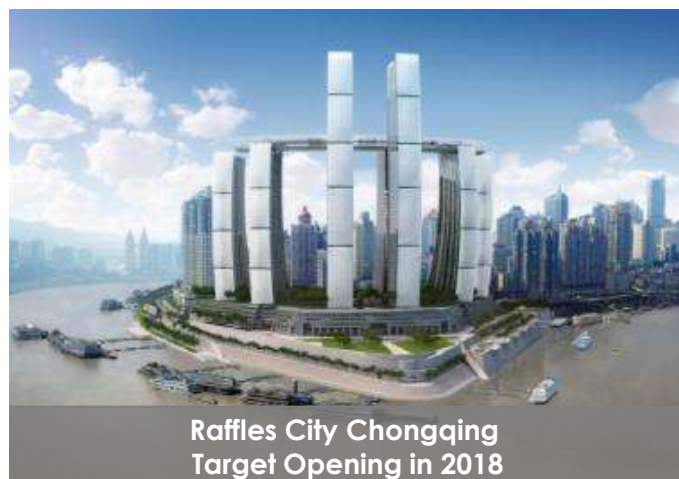


# Under Development Assets

## Raffles City Changning



## Raffles City Chongqing

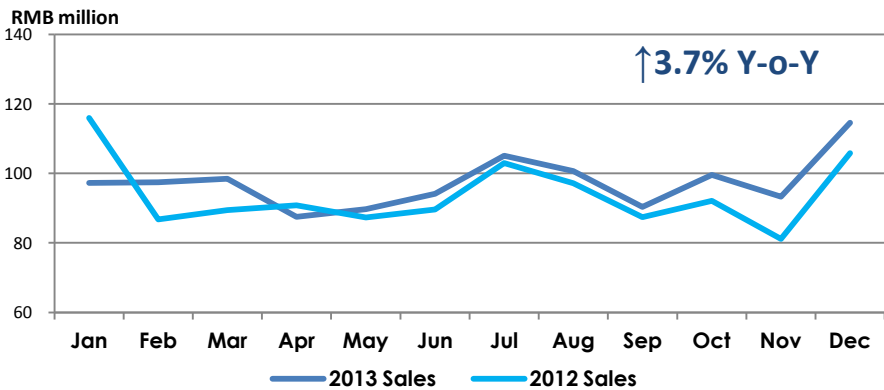




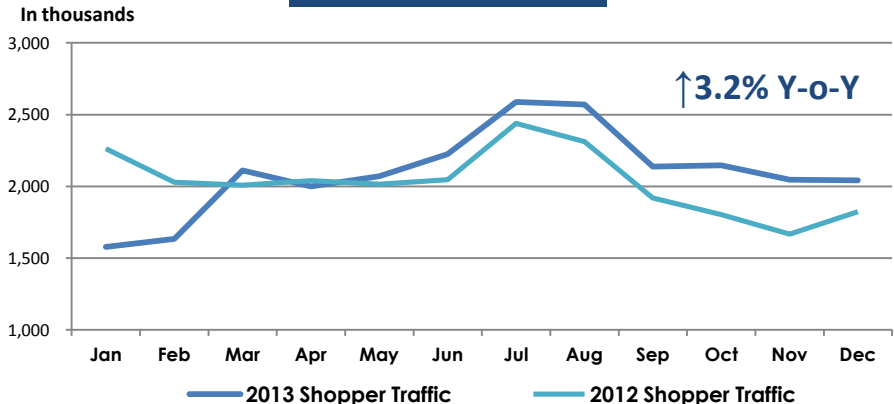
# Stablised Assets – Retail Mall Performance

## Raffles City Shanghai

Tenant Sales

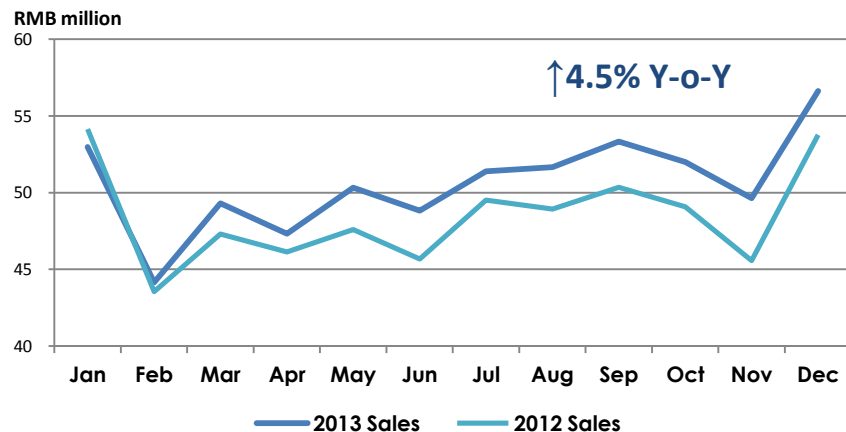


Shopper Traffic



## Raffles City Beijing

Tenant Sales



Shopper Traffic



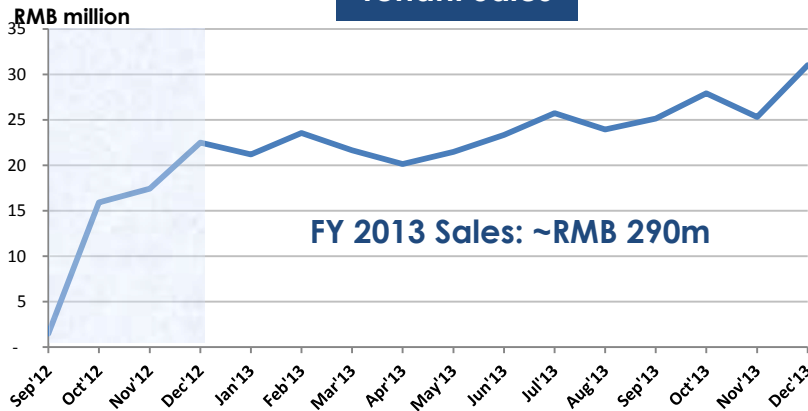


# Newly Operational Assets – Retail Mall Performance

## Raffles City Ningbo

Growing sales and shopper traffic

### Tenant Sales

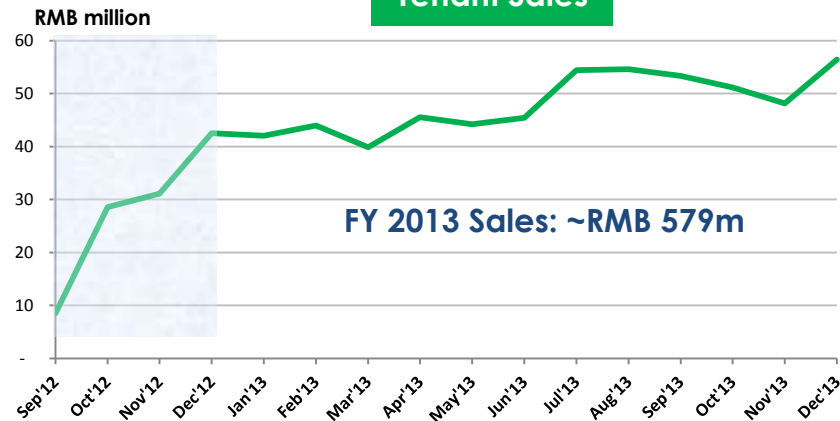


### Shopper Traffic



## Raffles City Chengdu

### Tenant Sales



### Shopper Traffic





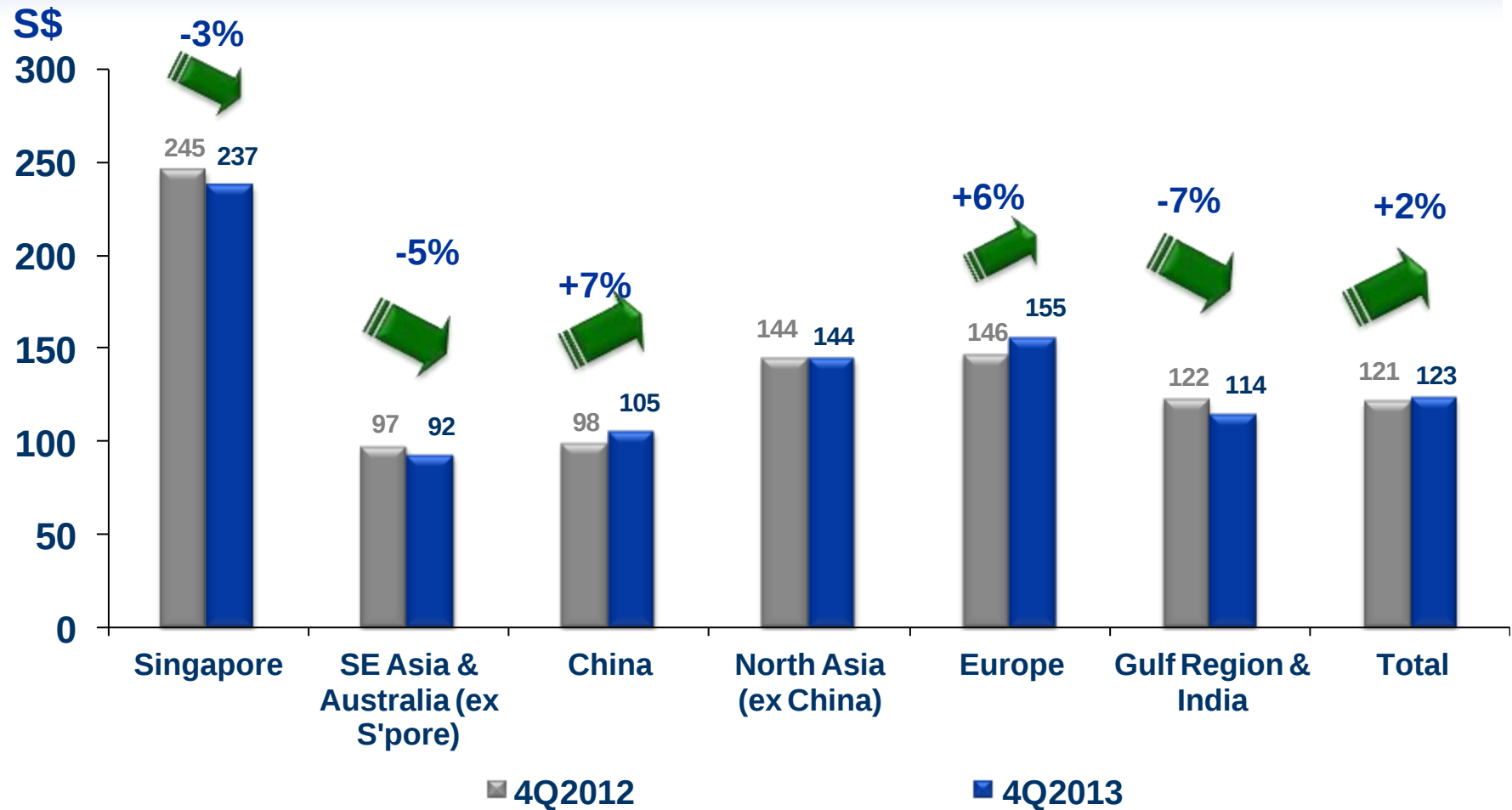
# Pipeline of Malls Opening

| Country      | No. of Properties as of 31 Dec 2013 |                             |                                      |            |
|--------------|-------------------------------------|-----------------------------|--------------------------------------|------------|
|              | Operational                         | Target to be opened in 2014 | Target to be opened in 2015 & beyond | Total      |
| Singapore    | 19                                  | -                           | 1                                    | <b>20</b>  |
| China        | 51                                  | 2 <sup>1</sup>              | 9                                    | <b>62</b>  |
| Malaysia     | 5                                   | -                           | 1                                    | <b>6</b>   |
| Japan        | 8                                   | -                           | -                                    | <b>8</b>   |
| India        | 2                                   | 2                           | 5                                    | <b>9</b>   |
| <b>Total</b> | <b>85</b>                           | <b>4</b>                    | <b>16</b>                            | <b>105</b> |

(1) Not including CapitaMall Fucheng (Phase II), Mianyang.



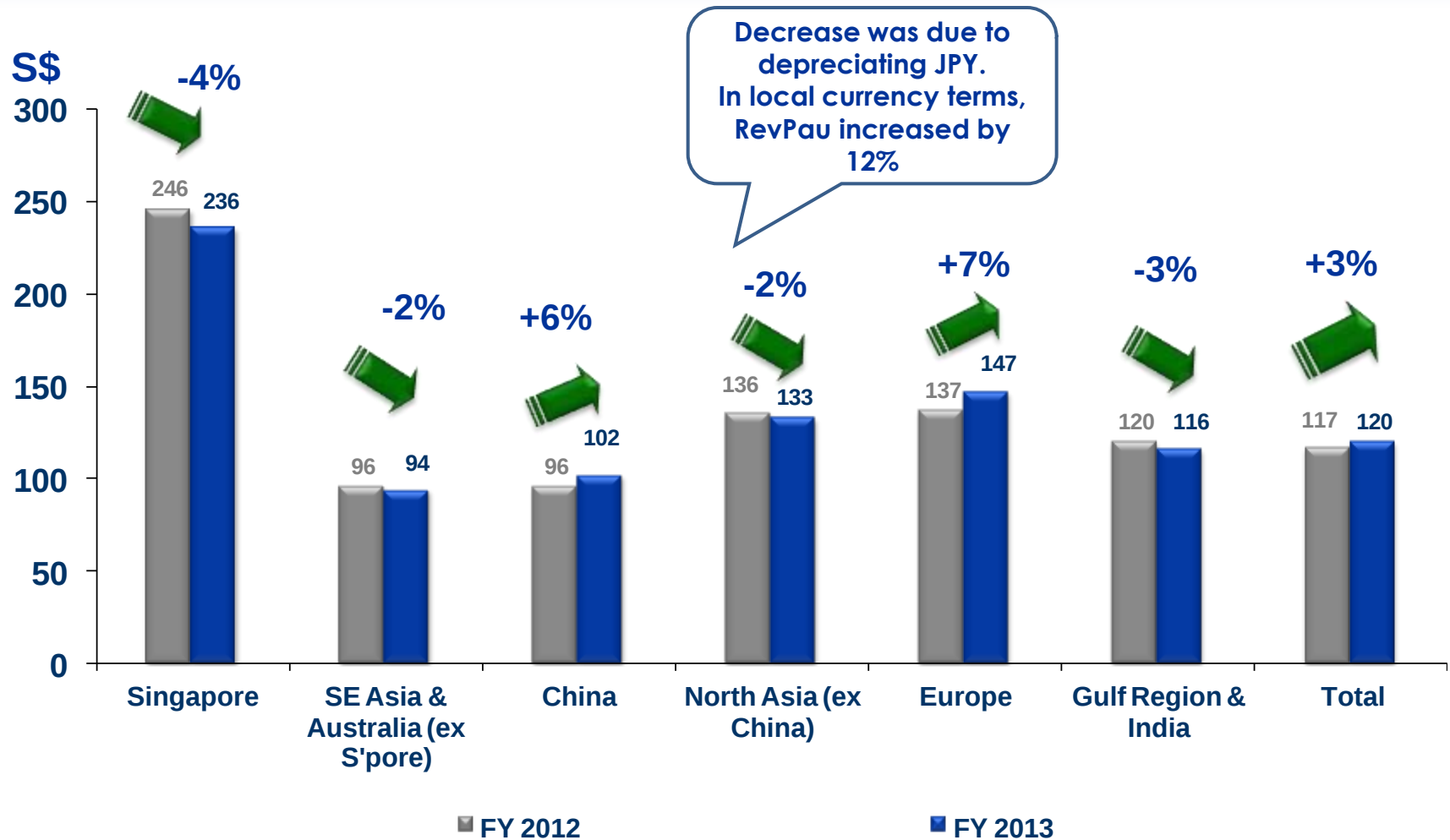
# 4Q 2013 RevPAU Performance



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



# FY 2013 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

CapitaLand Limited FY2013 Results



# The Ascott Limited's Portfolio: 22,942 operational & 10,675 under development (As at 31 December 2013)

|                            | ART          | ASRCF        | Owned        | Minority Owned | 3 <sup>rd</sup> Party Managed | Leased       | Total         |
|----------------------------|--------------|--------------|--------------|----------------|-------------------------------|--------------|---------------|
| Singapore                  | 868          |              |              |                | 195                           | 70           | 1,133         |
| Indonesia                  | 401          |              |              |                | 1,810                         |              | 2,211         |
| Malaysia                   |              |              | 255          | 221            | 1289                          |              | 1,765         |
| Philippines                | 584          |              |              |                | 938                           |              | 1,522         |
| Thailand                   |              |              |              | 651            | 1,224                         |              | 1,875         |
| Vietnam                    | 818          |              | 132          |                | 909                           |              | 1,859         |
| <b>STH EAST ASIA TOTAL</b> | <b>2,671</b> |              | <b>387</b>   | <b>872</b>     | <b>6,365</b>                  | <b>70</b>    | <b>10,365</b> |
| China                      | 1,177        | 1,885        | 206          |                | 6,728                         | 36           | 10,032        |
| Japan                      | 1,895        |              | 429          | 888            | 283                           |              | 3,495         |
| South Korea                |              |              |              |                | 409                           |              | 409           |
| <b>NORTH ASIA TOTAL</b>    | <b>3,072</b> | <b>1,885</b> | <b>635</b>   | <b>888</b>     | <b>7,420</b>                  | <b>36</b>    | <b>13,936</b> |
| India                      |              |              | 1,096        |                | 450                           | 96           | 1,642         |
| <b>SOUTH ASIA TOTAL</b>    |              |              | <b>1,096</b> |                | <b>450</b>                    | <b>96</b>    | <b>1,642</b>  |
| Australia                  | 85           |              | 414          |                |                               | 175          | 674           |
| <b>AUSTRALASIA TOTAL</b>   | <b>85</b>    |              | <b>414</b>   |                |                               | <b>175</b>   | <b>674</b>    |
| United Kingdom             | 600          |              | 230          |                |                               | 136          | 966           |
| France-Paris               | 994          |              | 106          |                | 236                           | 516          | 1,852         |
| France-Outside Paris       | 677          |              |              |                | 1                             | 670          | 1,348         |
| Belgium                    | 323          |              |              |                |                               |              | 323           |
| Germany                    | 430          |              | 293          |                |                               |              | 723           |
| Spain                      | 131          |              |              |                |                               |              | 131           |
| Georgia                    |              |              |              |                | 66                            |              | 66            |
| <b>EUROPE TOTAL</b>        | <b>3,155</b> |              | <b>629</b>   |                | <b>303</b>                    | <b>1,322</b> | <b>5,409</b>  |
| U.A.E                      |              |              |              |                | 118                           |              | 118           |
| Saudi Arabia               |              |              |              |                | 532                           |              | 532           |
| Bahrain                    |              |              |              |                | 118                           |              | 118           |
| Qatar                      |              |              |              |                | 429                           |              | 429           |
| Oman                       |              |              |              |                | 394                           |              | 394           |
| <b>GULF REGION TOTAL</b>   |              |              |              |                | <b>1,591</b>                  |              | <b>1,591</b>  |
| <b>SERVICE APARTMENTS</b>  | <b>7,380</b> | <b>1,885</b> | <b>2,684</b> | <b>872</b>     | <b>14,825</b>                 | <b>1,629</b> | <b>29,275</b> |
| Corporate Leasing          | 1,603        |              | 477          | 888            | 1,304                         | 70           | 4,342         |
| <b>CORP LEASING TOTAL</b>  | <b>1,603</b> |              | <b>477</b>   | <b>888</b>     | <b>1,304</b>                  | <b>70</b>    | <b>4,342</b>  |
| <b>GRAND TOTAL</b>         | <b>8,983</b> | <b>1,885</b> | <b>3,161</b> | <b>1,760</b>   | <b>16,129</b>                 | <b>1,699</b> | <b>33,617</b> |

**7% Y-o-Y increase from 31,428 units as at 31 December 2012**