## **Supplementary Slides**







## Singapore - Stages of Construction Completion<sup>1</sup>

Project Launched	Total Units	Units Launched	% of Launched Units Sold As at Dec 2010	% Completed As at Dec 2010
2007				
The Seafront on Meyer	327	327	97%	100%
The Orchard Residences	175	175	90%	100%
2008				
The Wharf Residence	186	186	97%	26%
Latitude	127	127	66%	100%
2009				
The Interlace	1,040	600	98%	16%
Urban Suites	165	165	99%	8%
2010				
d'Leedon	1,715	250	58%	2%

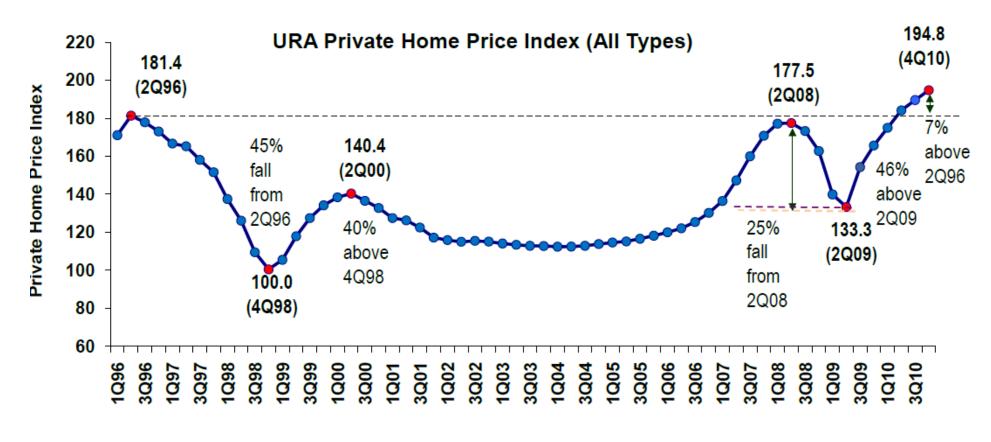
<sup>&</sup>lt;sup>1</sup> Figures might not correspond with income recognition







## Private Residential Price Increased for the Sixth Consecutive Quarter



Source: URA

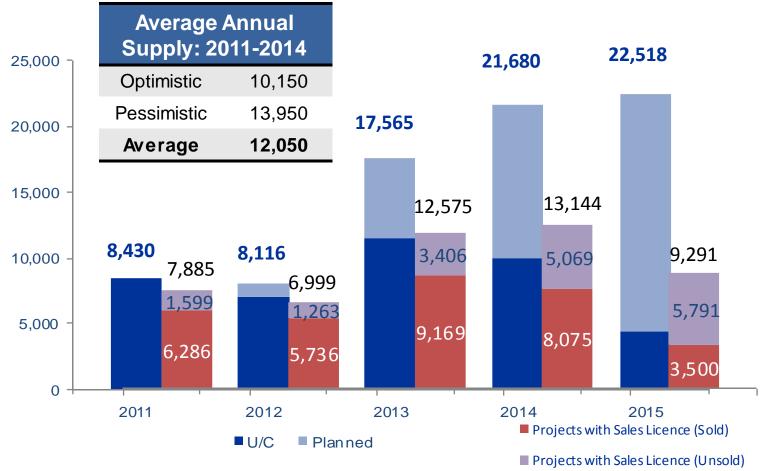
Prices have risen by 7% above 1996 peak and 46% above the 2Q09 trough







## CapitaLand Residential Singapore (CRS) Balanced Private Residential Demand/Supply for Units With Sale Licences (As At 4Q 2010)



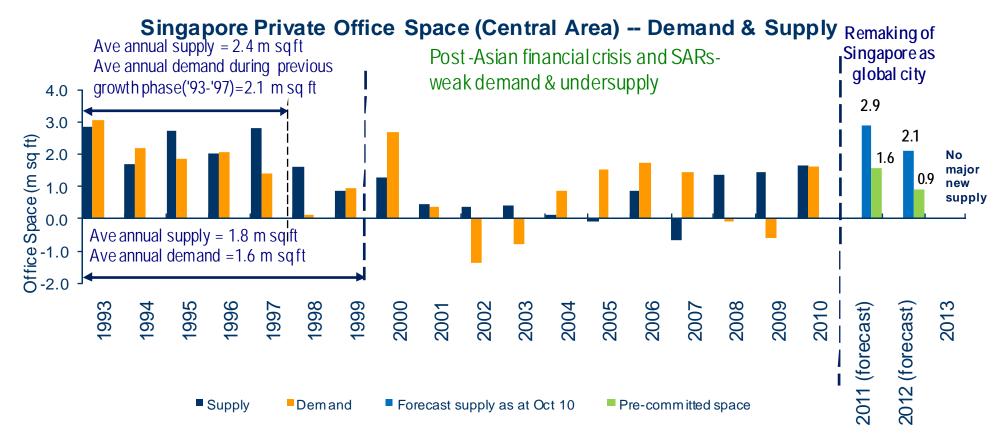
<sup>\*</sup>URA total supply forecast includes developments (i) less than 4 units (ii) with no intention to sell (ie rental properties/serviced apartments), and (iii) that have not obtained sale licences

Source: URA & CapitaLand Research





## CapitaLand Commercial Limited (CCL) Future Supply in Central Area until 2012 at 4.95m sq. ft. of which 49% has already been pre-committed



Barring unforeseen circumstances, the office market is likely to remain strong in 2011 as the business environment continues to be positive and support growth in occupier demand

#### Notes:

- (1) Central Area comprises 'The Downtown Core', 'Orchard' and 'Rest of Central Area'
- (2) No new Grade A Office supply in Central Area is expected in 2013-2014
- (3) Supply shown has not taken in approximately 1.7 million sq ft of office space to be converted into residential

Source: Consensus Compiled from CBRE, JLL,, UOB Kay Hian (Jan 11) Nomura (Dec10)







## CapitaLand Commercial Limited (CCL) Details of known Future Office Supply in **Central Area (2011-2012)**

Exp. DOC	Proposed Office Projects	Micromarket	NFA (sf)	Pre-commitment Level as at 4Q10
1011	50 Collyer Quay	Raffles Place	412,000	60%
2011	Ocean Financial Centre (OFC)	Raffles Place	850,000	80%
2Q11	Asia Square Tower 1	Marina Bay	1,260,000	50%
2011	1 Raffles Place (Tower 2)	Raffles Place	350,000	N.A.
		Subtotal (2011):	2,872,000	54%
1Q12	Marina Bay Financial Centre (MBFC - Phase 2)	Marina Bay	1,300,000	66%
2Q12	Asia Square Tower 2	Marina Bay	782,000	N.A.
		Subtotal (2012):	2,082,000	41%
	TOTAL FORECAST S	UPPLY (2011 – 2012)	4,954,000	49%



No new Grade A Office supply in Central Area is expected in 2013-2014 Source: CBRE, UOB Kay Hian (Jan /11) Nomura (Dec/10) / Media reports





## Cap/taLand

### **Stages of Income Recognition**

	Units	Effective	% Sold <sup>2</sup>	% Completed
PROJECT	Launched	Stake %	As at Dec 2010	As at Dec 2010
SHANGHAI				
The Metropolis	500 <sup>3</sup>	70%	97%	77%
The Pinnacle	242 <sup>3</sup>	80%	51%	41%
BEIJING				
La Capitale	313 <sup>1</sup>	100%	94%	100%
Beaufort - Phase 1	467 <sup>1</sup>	50%	100%	22%
Beaufort – Phase 2 <sup>4</sup>	220 <sup>1</sup>	50%	30%	0%
CHENGDU				
The Loft	1,662	56%	83%	89%
NINGBO				
Summit Residences : Plot 4	452 <sup>1</sup>	50%	99%	100%
FOSHAN				
Riverside Ville	526	100%	79%	95%
The Riviera	208 1	100%	91%	100%
Beau Residences	468	100%	98%	86%

<sup>&</sup>lt;sup>1</sup> Project fully launched



<sup>&</sup>lt;sup>2</sup> % sold: units sold (S&P documentation fully completed) against units launched

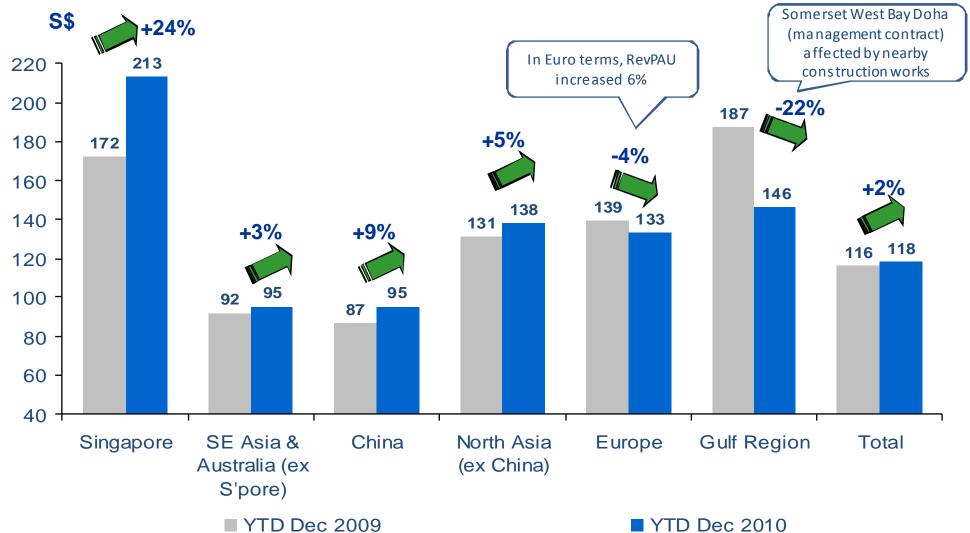
<sup>&</sup>lt;sup>3</sup> Newly launched OODL projects in FY 2010 – The Metropolis and The Pinnacle launched in Jun 10 & Aug 10 respectively

<sup>&</sup>lt;sup>4</sup> Launched phase from existing project in 4Q 2010 – Beaufort Phase 2 launched in Dec 10

## The Ascott Limited (Ascott) Serviced Residence YTD Dec 2010 RevPAU Performance



A Member of CapitaLand



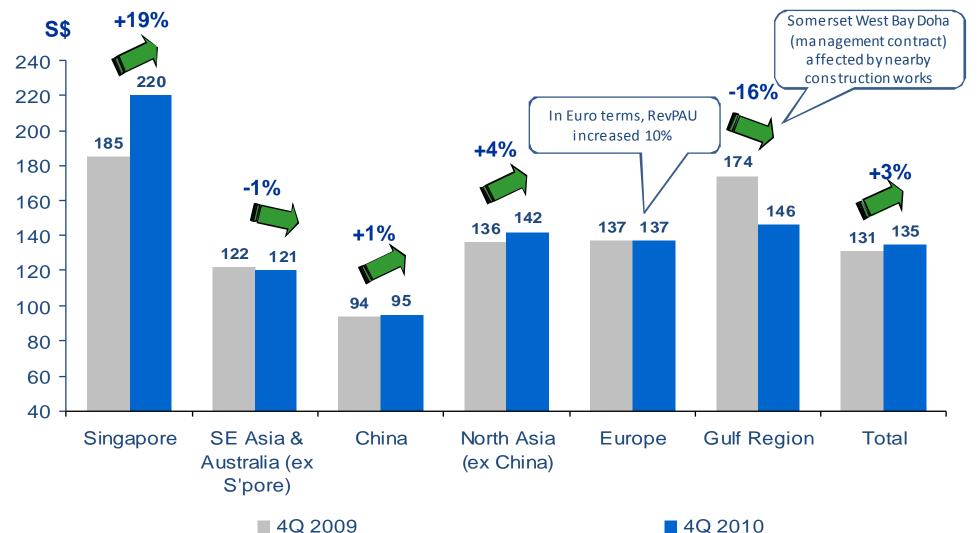
System-wide, same-store - Numbers include all serviced residences owned, leased and managed RevPAU - Revenue per available unit

Foreign currencies are converted to S\$ at respective period's average rates



## The Ascott Limited (Ascott) Serviced Residence **4Q 2010 RevPAU Performance**





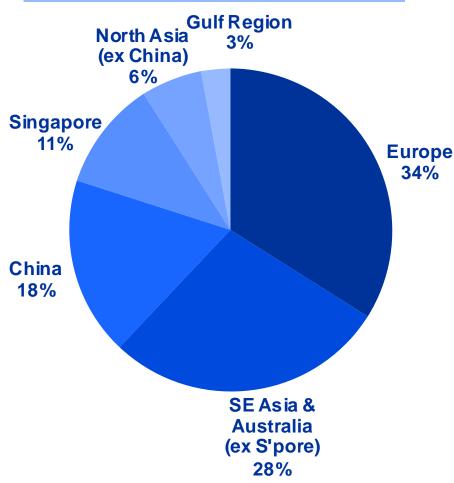








#### **By Geographical Segment**



YTD Dec 2010 System-wide Revenue = S\$749.1m

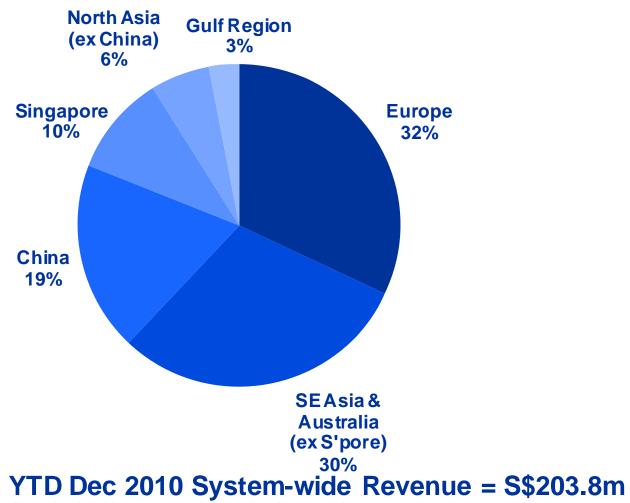
System-wide-Numbers include all serviced residences owned, leased and managed. Excludes other revenue of S\$53.8m from corporate leasing and office rental







#### **By Geographical Segment**



System-wide - Numbers include all serviced residences owned, leased and managed.

Excludes other revenue of S\$16.3m from corporate leasing and office rental



#### The Ascott Limited (Ascott)

## The Ascott Limited's Portfolio: 21,995 operational & 5,780 under development (As at 15 Feb'11)



	ART	ASRCF	Owned	Managed	Leased	Total
Singapore	497		146	195		838
Indonesia	401			1,181		1,582
Malaysia			303	881		1,184
Philippines	514			639		1,153
Thailand				1,580		1,580
Vietnam	818			485		1,303
STH EAST ASIA TOTAL	2,230		449	4,961		7,640
China	433	1,987	875	3108		6403
Japan	143			284		427
South Korea				422		422
NORTH ASIA TOTAL	576	1,987	875	3,814		7,252
India			390	1,188		1,578
SOUTH ASIA TOTAL			390	1,188		1,578
Australia	127		380		377	884
AUSTRALASIA TOTAL	127		380		377	884
United Kingdom	600				136	736
France-Paris	994			293	516	1,803
France-Outside Paris	677			159	896	1,732
Belgium	323					323
Germany	264		128			392
Spain	131					131
Georgia				66		66
EUROPE TOTAL	2,989		128	518	1548	5,183
U.A.E				118		118
Bahrain				318		318
Qatar				423		423
<b>GULF REGION TOTAL</b>				859		859
Kazakhstan				320		320
CENTRAL ASIA TOTAL				320		320
SERVICED APARTMENTS	5,922	1,987	2,222	11,660	1,925	23,716
Corporate Leasing	509		429	3,051	70	4,059
CORP LEASING TOTAL						4,059
GRAND TOTAL	6,431	1,987	2,651	14,711	1,995	27,775



## Financials FY2010 EBIT by SBUs

(S\$ m)	EBIT	Portfolio Gains	Revaluation Gain	Impairments Written back /(provided)
CapitaLand Residential S'pore	351.5	-	-	14.5
CapitaLand China Holdings <sup>1</sup>	682.4	189.0	334.8	(5.7)
CapitaLand Commercial <sup>2</sup>	264.2	38.9	101.5	(26.5)
The Ascott Limited	173.0	73.7	91.5	(29.7)
CapitaLand Financial	103.0	14.3	-	4.9
CapitaMalls Asia	472.4	13.8	140.7	-
Australand	311.9	-	57.6	-
Others <sup>3</sup>	25.8	-	21.3	(16.6)
TOTAL	2,384.2	329.7	747.4	(59.1)

<sup>&</sup>lt;sup>1</sup> Excludes Retail and Serviced Residences in China



<sup>&</sup>lt;sup>2</sup> Includes residential businesses in Vietnam, Malaysia, India and Thailand

<sup>&</sup>lt;sup>3</sup>Includes Corporate Office and Others



### **FY 2010 PATMI Impact: Revaluations**

S\$'m	S'pore	China <sup>(1)</sup>	Aust	Other Asia <sup>(2)</sup>	Europe	Total
CapitaLand China Holdings	-	168.2	-	-	-	168.2
CapitaLand Commercial	80.7	-	-	0.4	20.1	101.2
Ascott	35.3	8.7	(1.6)	3.6	41.4	87.4
CapitaMalls Asia	54.8	36.6	-	(6.4)	-	85.0
Australand	-	-	32.5	-	-	32.5
CLCorporate	-	14.0	-	-	-	14.0
Total	170.8	227.5	30.9	(2.4)	61.5	488.3

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



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

#### Financials **Asset Matrix - Diversified Portfolio**

As at 31 December 2010

S\$'m	S'pore	China <sup>(1)</sup>	Aust	Other Asia <sup>(2)</sup>	Europe & Others	Total		
CapitaLand Residential S'pore	2,097	-	-	-	-	2,097		
CapitaLand China Holdings	-	7,036	-	-	-	7,036		
CapitaLand Commercial	1,997	-	-	705	43	2,745		
Ascott	1,296	803	224	636	356	3,315		
CapitaLand Financial	146	11	22	49	43	271		
Others	4,377	44	7	162	26	4,616		
Unlisted Subsidiaries Total	9,913	7,894	253	1,552	468	20,080		
CapitaMalls Asia	3,967	2,201	-	776	-	6,944		
Australand	-	-	4,676	-	-	4,676		
Total	13,880	10,095	4,929	2,328	468	31,700		
	s projects in GCC	Cap/talar  Cap/talar						

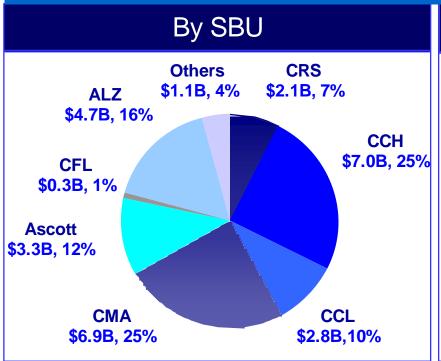
<sup>(1)</sup> Unina including iviacau & mong Kong

<sup>(2)</sup> Excludes S'pore and China and includes projects in GCC CapitaLand Presentation \*Feb 2011\*

#### **Financials**

### **Assets by SBU & Geography**

#### Assets @ Dec 2010 : S\$28.2 billion (ex treasury cash)





<sup>\*\*</sup> Excludes Singapore & China and includes project in GCC

	<u>FY 2</u>	FY 2009		<u>2010</u>
	S'pore	Overseas	S'pore	Overseas
<b>ASSETS</b>	41%	59%	37%	63%
<b>REVENUE</b>	33%	67%	36%	64%
EBIT	85%	15%	40%	60%



<sup>\*</sup>China including Macau & Hong Kong

# CL Businesses excluding CMA & Australand Represent 63% of Total Assets

