

# Supplementary





# Revenue by SBU – YTD Sep 2010

S\$' Million	YTD Sep	YTD Sep	Better/(Worse)		
	2009	2010	Variance		
<b>CapitaLand Residential Singapore</b>	535.1	656.9	122	22.8%	Revenue recognition for The Seafront on Meyer and Latitude, as well as the commencement of revenue recognition for The Wharf Residence from 3Q 2010
<b>CapitaLand China</b>	468.3	306.5	(162)	-34.6%	Higher proportion of projects held at associate level
<b>CapitaLand Commercial</b>	108.3	198.9	91	83.6%	Higher revenue recognised for The Vista and Mulberry Lane in Vietnam, as well as contribution from the self-storage business which was acquired in July 2010
<b>Ascott</b>	290.5	301.8	11	3.9%	Improved businesses, partially offset by stronger SGD against Euro and GBP
<b>CapitaLand Financial</b>	124.3	70.9	(53)	-43.0%	Transfer of retail Reit/fund mgt business to CMA
<b>CapitaMalls Asia</b>	163.4	190.2	27	16.4%	Contributions from retail mall fund management entities.
<b>Others*</b>	434.4	520.6	86	19.8%	Higher sales from C&I projects in Australia as well as favourable AUD exchange rate against the SGD
<b>Total Revenue</b>	<b>2,124.3</b>	<b>2,245.8</b>	<b>122.0</b>	<b>5.7%</b>	

\* Others include corporate office, Australand and others



# EBIT by SBU – YTD Sep 2010

S\$' Million	YTD Sep 2009	YTD Sep 2010	Better/(Worse)		
				Variance	
CapitaLand Residential Singapore	239.0	287.2	48	20.1%	Higher revenue and better margins
CapitaLand China	356.2	483.8	128	35.8%	Higher contributions from associates, fair value gains and divestment gains
CapitaLand Commercial	(224.7)	122.0	347	NM	FV gains for investment properties compared to a loss in 2009, absence of impairment loss and the share of CCT's divestment gains
Ascott	22.5	76.4	54	239.0%	Higher revenue, lower depreciation and FV gains compared to FV loss in 2009, partially offset by lower portfolio gains
CapitaLand Financial	84.9	54.5	(30)	-35.8%	Loss of contribution from retail Reit/Fund mgt business, partly offset by lower operating expenses and better performance from some funds
CapitaMalls Asia	242.4	309.5	67	27.7%	Higher revenue, profit from The Orchard Residences and ION Orchard as well as foreign exchange gain
Others*	(229.5)	225.4	455	NM	FV gains for investment properties compared to loss in 2009, absence of impairment losses, recognition from Rihan Heights and FX gains
<b>Total EBIT</b>	<b>490.8</b>	<b>1,558.8</b>	<b>1,068</b>	<b>217.6%</b>	

\* Others include corporate office, Australand and others





# Revenue by SBU – 3Q Sep 2010

S\$' Million	3Q Sep 2009	3Q Sep 2010	Better/(Worse)		
			Variance		
<b>CapitaLand Residential Singapore</b>	433.0	144.5	(289)	-66.6%	Lower revenue recognition from The Seafront on Meyer and Latitude as both projects commenced recognition in 3Q09 and the initial revenue recognition was more substantial
<b>CapitaLand China</b>	237.6	115.2	(122)	-51.5%	More JV & Associates projects where sales are not reflected on consolidation
<b>CapitaLand Commercial</b>	37.7	45.8	8	21.5%	Higher revenue recognition of The Vista and Mulberry Lane projects as well as contribution from self-storage business acquired in July 2010
<b>Ascott</b>	104.3	106.9	3	2.5%	Improved businesses, partially offset by stronger SGD against Euro and GBP
<b>CapitaLand Financial</b>	44.2	23.5	(21)	-46.9%	Lower revenue due to transfer of fund management companies to CMA
<b>CapitaMalls Asia</b>	54.7	42.5	(12)	-22.3%	Divestment of 3 Malaysian malls and Clarke Quay to CMMT and CMT respectively in Jul10, partially mitigated by contributions from retail mall fund management entities
<b>Others</b>	134.7	206.2	72	53.1%	Higher sales from C&I projects in Australia as well as favourable AUD exchange rate against the SGD
<b>Total Revenue</b>	<b>1,046.2</b>	<b>684.6</b>	<b>(361.6)</b>	<b>-34.6%</b>	

\* Others include corporate office, Australand and others





# EBIT by SBU – 3Q Sep 2010

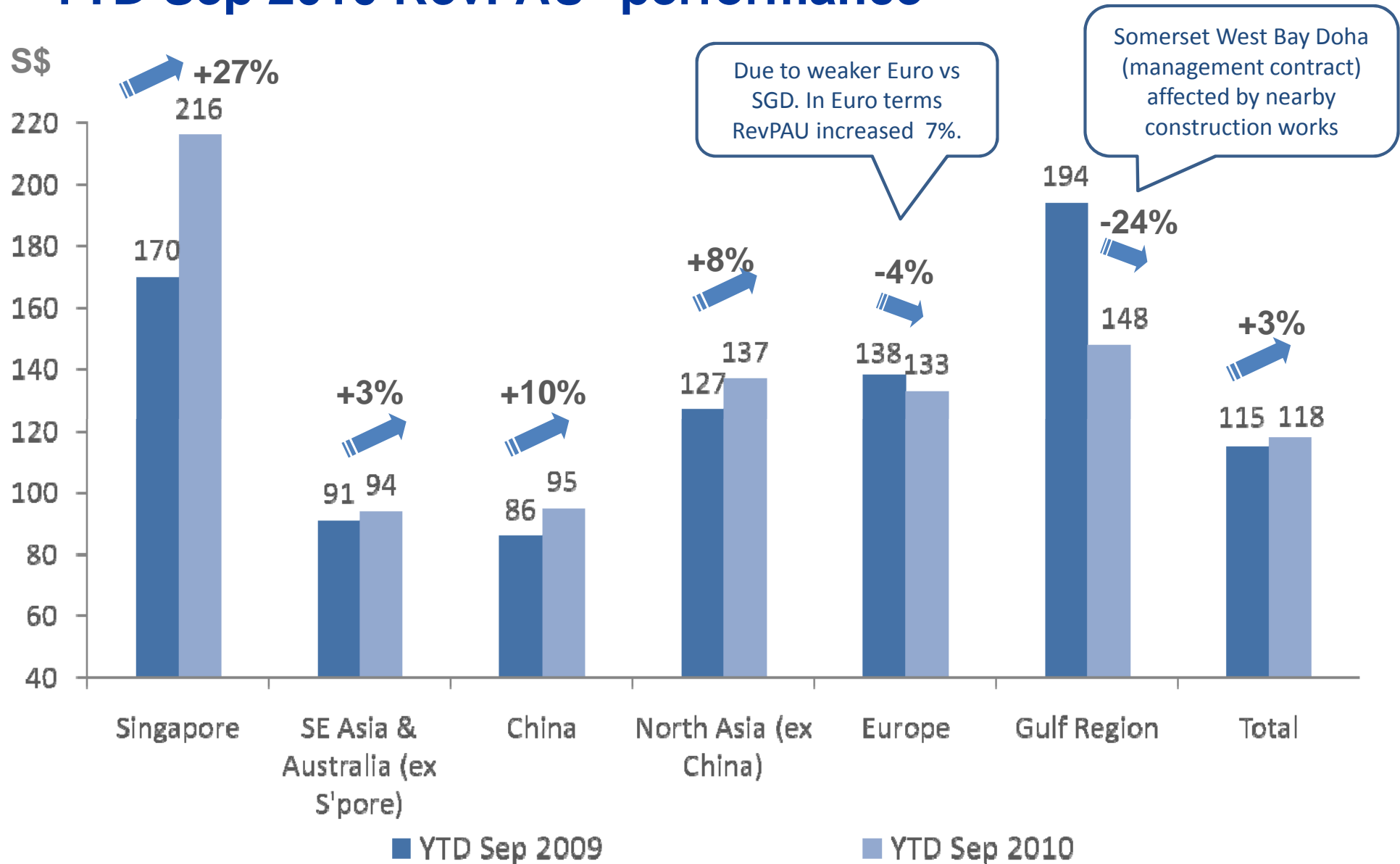
S\$' Million	3Q Sep 2009	3Q Sep 2010	Better/(Worse)		
				Variance	
<b>CapitaLand Residential Singapore</b>	161.2	54.9	(106)	-65.9%	Due to lower revenue
<b>CapitaLand China</b>	64.7	86.0	21	32.9%	Higher share of associates results. Gains on divestment of Sichuan Zhixin CapitaLand (S\$42.1m)
<b>CapitaLand Commercial</b>	35.3	57.7	22	63.1%	Mainly from divestment gain for Starhub Centre
<b>Ascott</b>	15.0	27.0	12	79.7%	Higher revenue, lower depreciation and recognition of a gain arising from acquisition of a subsidiary
<b>CapitaLand Financial</b>	38.1	16.2	(22)	-57.4%	Due to lower revenue
<b>CapitaMalls Asia</b>	88.3	77.1	(11)	-12.7%	Lower rental from sale of Clarke Quay, Malaysian malls and absence of gain on sale of Link REIT units, partly mitigated by higher profit recognition from Orchard Residences and higher contribution from ION Orchard
<b>Others*</b>	48.0	49.1	1	2.3%	
<b>Total EBIT</b>	<b>450.6</b>	<b>368.0</b>	<b>(83)</b>	<b>-18.3%</b>	

\* Others include corporate office, Australand and others





## YTD Sep 2010 RevPAU<sup>1</sup> performance

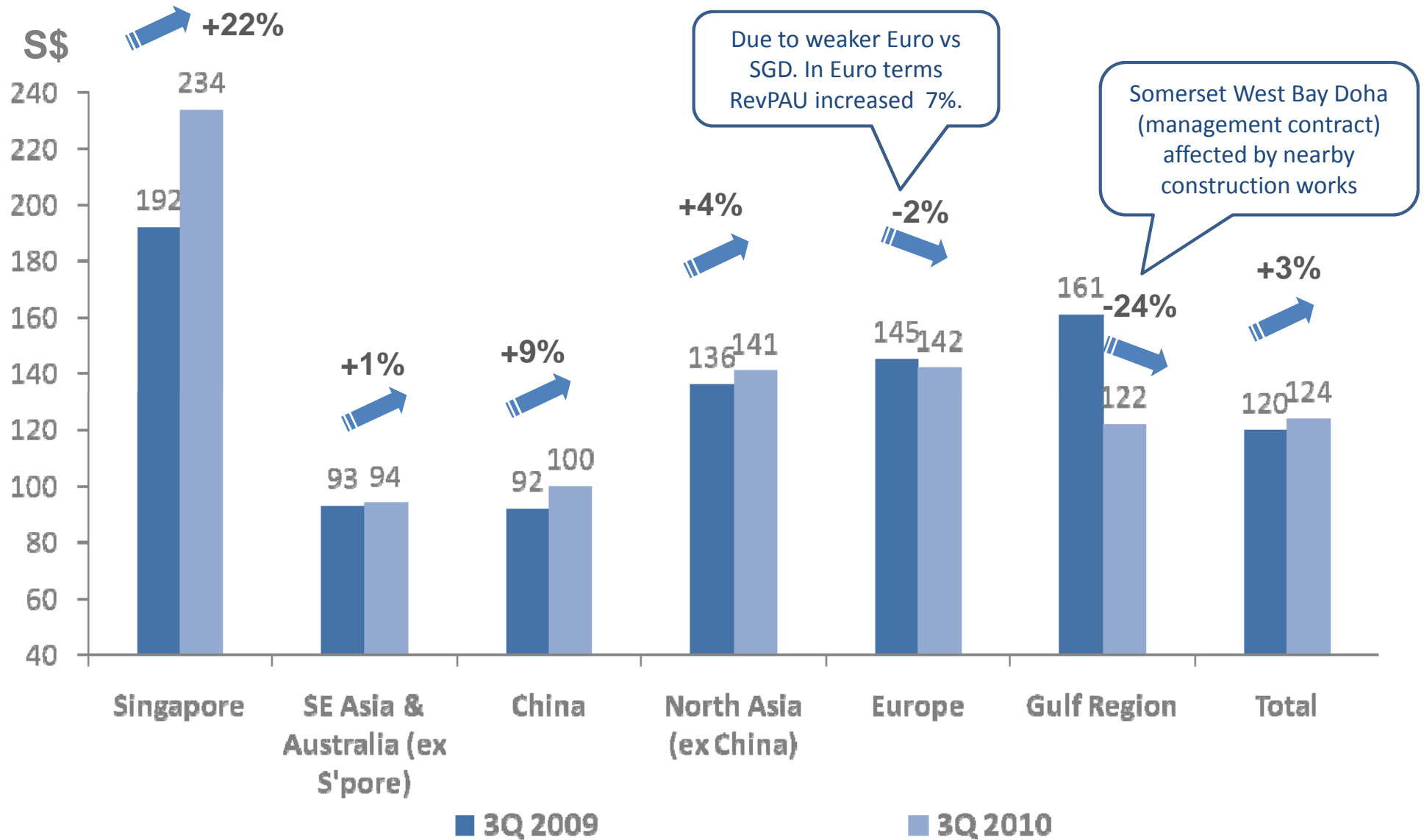


<sup>1</sup> RevPAU – Revenue per available unit.

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

Numbers include all serviced residences owned, leased and managed on a same store basis

The Ascott Limited  
**Serviced Residence**  
**3Q 2010 RevPAU<sup>1</sup> Performance**

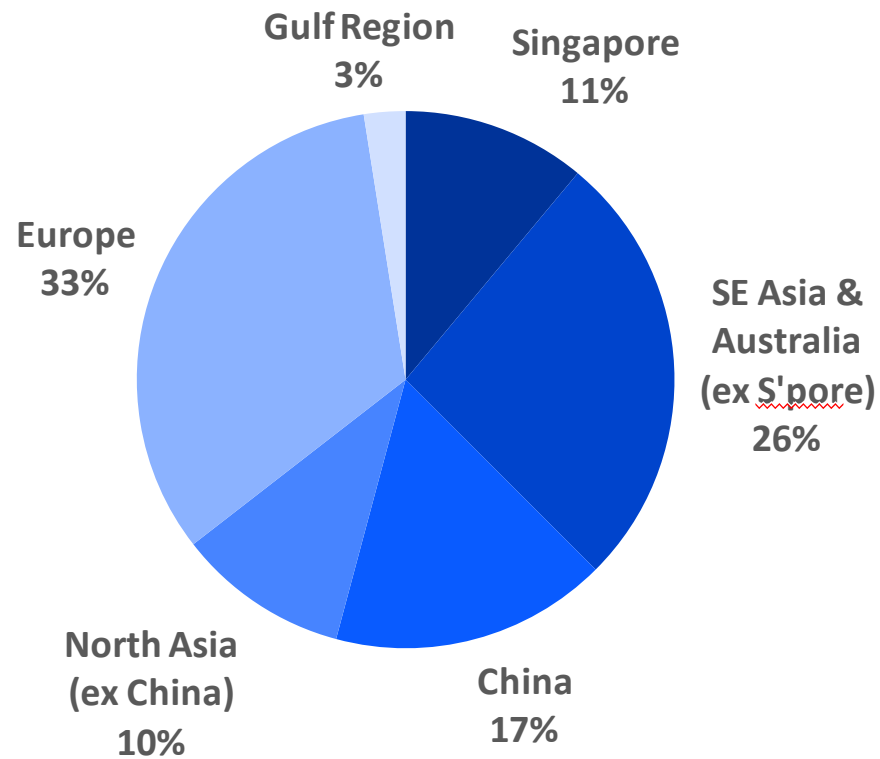


<sup>1</sup> RevPAU – Revenue per available unit.  
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# YTD Sep 2010 Revenue Under Management - By Geographical Segment

YTD Sep 2010 = S\$578.0 million



Revenue under management – Revenue from all properties owned, leased and managed



The Ascott Limited's Portfolio: 20,515 operational units & 5,875 units under development (29 Oct2010)

	ART	ASRCF	Owned	Managed	Leased	Total
Singapore	497		146	195	72	910
Indonesia	401			1,181		1,582
Malaysia			304	649		953
Philippines	515			216		731
Thailand				1,580		1,580
Vietnam	818			485		1303
<b>STH EAST ASIA TOTAL</b>	<b>2,231</b>		<b>450</b>	<b>4,306</b>	<b>72</b>	<b>7,059</b>
China	433	1,882	875	2,966		6,156
Japan	143			284		427
South Korea				422		422
<b>NORTH ASIA TOTAL</b>	<b>576</b>	<b>1,882</b>	<b>875</b>	<b>3,672</b>		<b>7,005</b>
India			187	1,188		1,375
<b>SOUTH ASIA TOTAL</b>			<b>187</b>	<b>1,188</b>		<b>1,375</b>
Australia	127		380		377	884
New Zealand						
<b>AUSTRALASIA TOTAL</b>	<b>127</b>		<b>380</b>		<b>377</b>	<b>884</b>
United Kingdom	600				136	736
France-Paris	994			293	513	1,800
France-Outside Paris	677			159	896	1,732
Belgium	323					323
Germany	264					264
Spain	131					131
Russia						
Georgia				66		66
<b>EUROPE TOTAL</b>	<b>2,989</b>			<b>518</b>	<b>1,545</b>	<b>5,052</b>
U.A.E				118		118
Bahrain				318		318
Qatar				200		200
<b>GULF REGION TOTAL</b>				<b>636</b>		<b>636</b>
Kazakhstan				320		320
<b>CENTRAL ASIA TOTAL</b>				<b>320</b>		<b>320</b>
<b>SERVICE APARTMENTS</b>	<b>5,923</b>	<b>1,882</b>	<b>1,892</b>	<b>10,640</b>	<b>1,994</b>	<b>22,331</b>
Corporate Leasing	509		429	3,051	70	4,059
<b>CORP LEASING TOTAL</b>						<b>4,059</b>
<b>GRAND TOTAL</b>	<b>6,432</b>	<b>1,882</b>	<b>2,321</b>	<b>13,691</b>	<b>2,064</b>	<b>26,390</b>