



# CapitaLand Group Financial Year 2010 Results



February 2011



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# Results Overview



**Liew Mun Leong**  
**Group President & CEO**





# 5<sup>th</sup> Consecutive Year of Above S\$1b Net Profit

(S\$ m)	FY 2006	FY 2007	FY 2008	FY 2009	<b>FY 2010</b>
<b>PATMI<sup>1</sup></b>	1,012.7	2,759.3	1,260.1	1,053.0	<b>1,273.1</b>

<sup>1</sup>Profit After Tax and Minority Interests



## FY 2010 Net Profit up 21% YoY

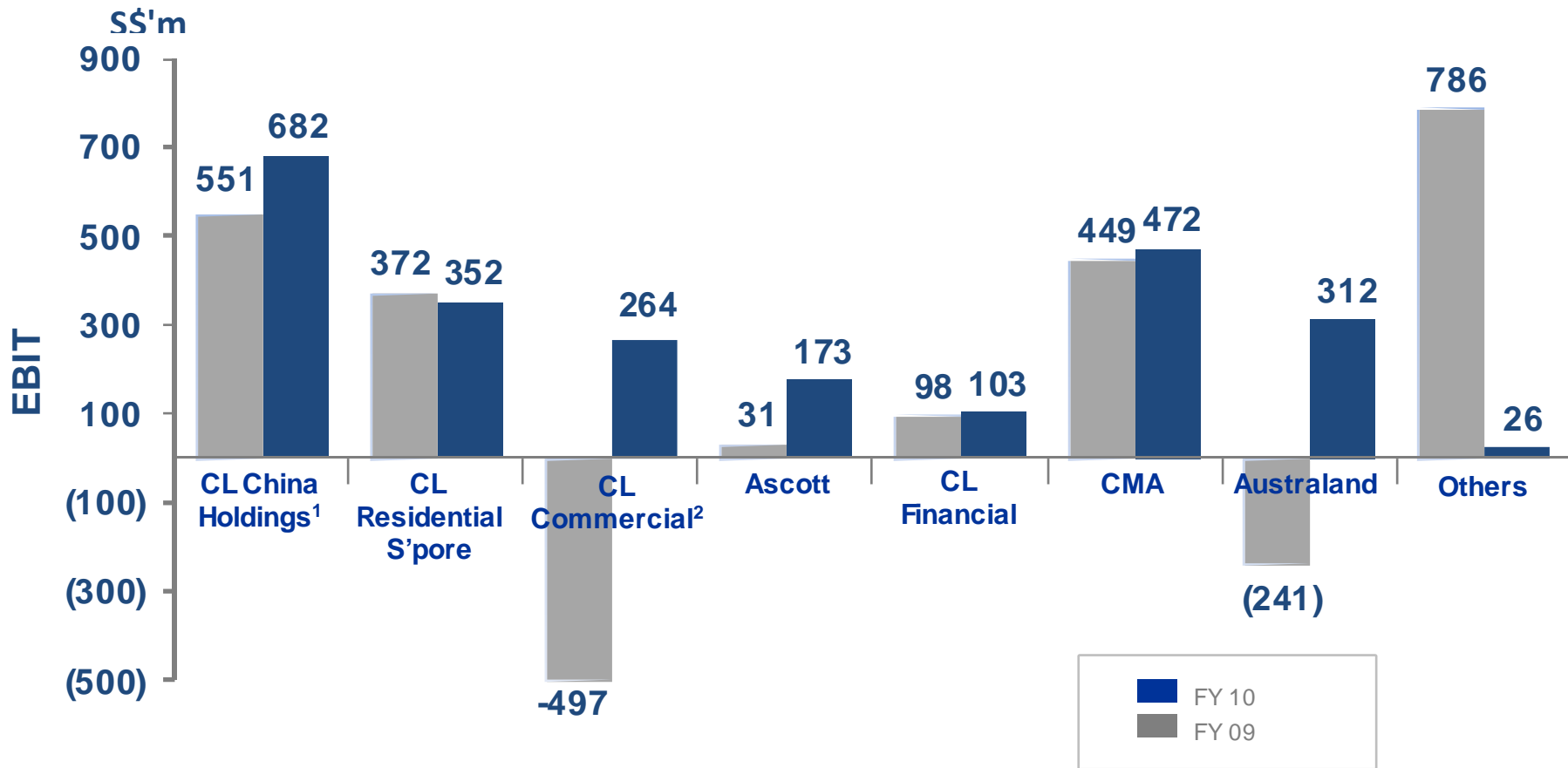
(S\$ m)	FY2009	FY2010	Change
<b>Revenue</b>	2,957.4	<b>3,382.7</b>	<b>14.4%</b>
<b>EBIT</b>	1,549.0	<b>2,384.2</b>	<b>53.9%</b>
<b>PATMI<sup>1</sup></b>	1,053.0	<b>1,273.1</b>	<b>20.9%</b>

<sup>1</sup>Profit After Tax and Minority Interests



# Strong Performances Across Businesses

FY 2010 EBIT S\$2.4b 54% YoY



(1) Excludes Retail and Serviced Residences in China

(2) Includes residential projects in Vietnam, Malaysia, India and Thailand



# Major Achievements for FY2010

	Singapore
<b>Residential</b>	<ul style="list-style-type: none"><li>▪ Achieved 54% rise in total sales value</li><li>▪ Bid successfully for Bedok site ~500-unit residential development</li></ul>
<b>Shopping Mall</b>	<ul style="list-style-type: none"><li>▪ Successful listing of CMA Malaysia assets in CMMT<sup>1</sup></li><li>▪ Injection of Clarke Quay to CapitaMall Trust</li><li>▪ Bid successfully for Bedok site ~ 87,157 sqm GFA mall development</li></ul>
<b>Serviced Residence</b>	<ul style="list-style-type: none"><li>▪ Recycled capital of S\$1b through injection of 28 properties into Ascott Reit</li><li>▪ Strong RevPAU growth of 24%</li></ul>
<b>Capital Management</b>	<ul style="list-style-type: none"><li>▪ Tapped debt market for S\$1.85b long term debt (CL, CMA, CMT)</li></ul>

<sup>1</sup> CapitaMalls Malaysia Trust



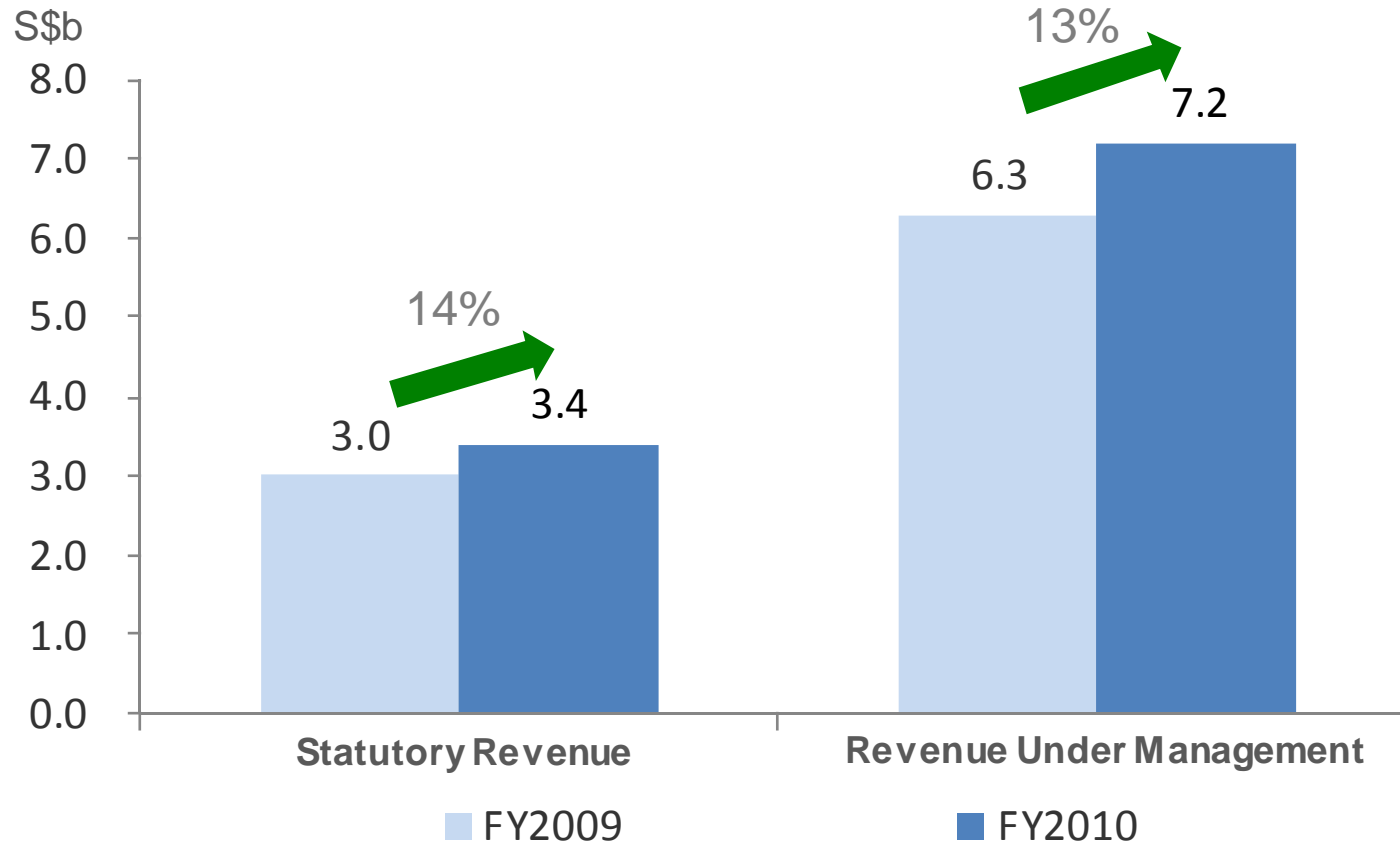
## Major Achievements for FY2010 (cont'd)

	China
<b>Residential</b>	<ul style="list-style-type: none"><li>▪ Sold 2,920 units, an increase of 23% YoY, for RMB5.4b</li><li>▪ Added 6,000 units to pipeline from OODL acquisition</li><li>▪ Launched new Affordable Housing SBU to product offering</li></ul>
<b>Shopping Mall</b>	<ul style="list-style-type: none"><li>▪ Acquired 4 additional development sites for S\$1.2b PDE commitment</li></ul>
<b>Serviced Residence</b>	<ul style="list-style-type: none"><li>▪ Invested in properties with total asset value of S\$540m in Chengdu, Tianjin and Beijing</li><li>▪ Opened &gt;1,400 apartment units across Beijing, Shanghai, Chengdu, Xi'an, Shenyang, Tianjin and Wuhan</li></ul>
<b>Integrated Development</b>	<ul style="list-style-type: none"><li>▪ Added 2 more Raffles City projects in Shanghai &amp; Shenzhen</li></ul>
<b>Capital Management</b>	<ul style="list-style-type: none"><li>▪ Recycled ~S\$1.8b capital, including S\$1b from OODL portfolio within 1 year</li></ul>





# Revenue Under Management



• Revenue Under Management: Revenue of all properties managed by the Group



## Group Managed Real Estate Assets\* of S\$50.6b

<b>Group Managed RE Assets</b>	<b>2010 (S\$ b)</b>
On Balance Sheet & JVs	18.3
Funds	10.6
REITs/Trusts	17.8
Others**	3.9
<b>Total</b>	<b>50.6</b>

\* 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.

\*\* Others include 100% value of properties under management contracts.

# Highlights





## Strong 2010 Performance

- **Strong sales performance**
  - Sold 800 homes in 2010, **↑** 33% YoY
  - S\$1.85b total sales value, **↑** 54% YoY
  - Average sales value = S\$2.3m/unit; higher than industry average of S\$1.52m/unit
  
- **TOP obtained for 3 projects (629 units):**
  - Latitude (127 units)
  - The Seafront on Meyer (327 units)
  - The Orchard Residences (175 units)



The Orchard Residences



## Strong 2010 Performance (cont'd)

- **Strong take-up by homebuyers/investors**
  - d'Leedon (Sold 93% of 250 units released)
  - The Interlace (Sold 94% of 650 units released)
  - Urban Suites (Sold 99% of development)
- **Homes designed by internationally renowned architects**
  - Zaha Hadid Architects
  - Office for Metropolitan Architecture (OMA)



Urban Suites



The Interlace



# Replenish Development Portfolio

- **Acquisitions**

- **Sep 2010 – Bedok Town Centre site**

- ~500 apartments built above a one-stop family shopping mall

- **Jan 2011 – Marine Point site**

- ~150 apartments offering a chic and modern lifestyle

- **Acquisitions raised development portfolio by 20%**

- GFA increased to 4m sq ft

- **Strong financial position to acquire more prime sites**

- Focus on sites near MRT stations or at the city fringe



Marine Point



# Strong Pipeline for Homebuyers

- **Over 2,600 homes in the pipeline**
  - Located at the city fringe or near MRT stations
  - 6 condominium developments
- **Plans to launch 1,700 homes**
  - Projects include The Interlace, d'Leedon, The Nassim, Urban Resort Condominium and Bedok Town Centre site
- **Extend market coverage**
  - Market iconic developments overseas eg. in China and India



The Nassim



d'Leedon



# Brisk Residential Sales in China

- **Total sales of RMB5.4b (S\$1.1b)**
  - Sold 2,920 units in 2010, **↑ 23% YoY**
- **Successful new launches**
  - Beaufort, Beijing  
Phase 1: 100% of 467 units sold  
Phase 2: 61% of 220 units sold
  - The Pinnacle, Shanghai  
60% of 242 units sold
  - The Metropolis, Kunshan  
98% of 500 units sold



Beaufort, Beijing



The Pinnacle, Pudong, Shanghai



The Metropolis, Kunshan





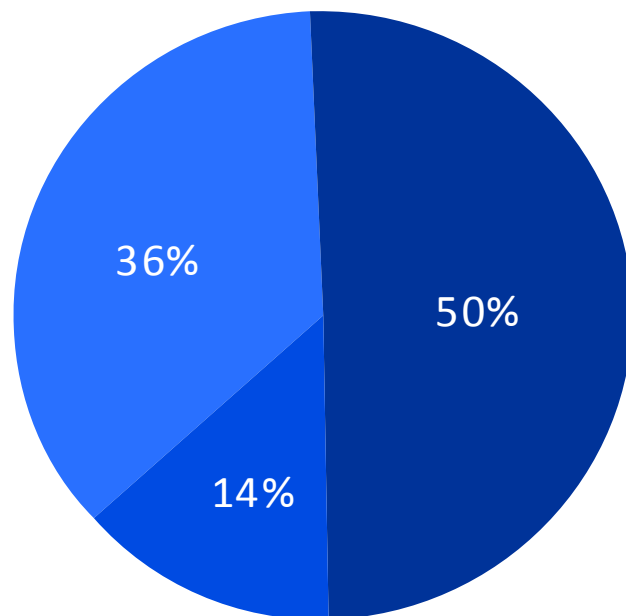
## Acquisition of OODL Portfolio in Feb 2010

- Increase China property portfolio by approximately 1.4m sqm
- Increase CL's China's assets from 28% to 36%
- Quick time to market
- Positive contribution within first year of acquisition
- 7 high quality sites located in Shanghai, Kunshan and Tianjin
- Portfolio properties mainly in city centre near MRT stations
- Diversified portfolio mix:
  - 4 residential projects (67% of portfolio GFA)
  - 2 integrated developments (30% of portfolio GFA)
  - 1 hotel (3% of portfolio GFA)
- Successfully recycled ~S\$1b of the S\$3.1b transaction



# OODL Portfolio GFA by Geography

86% of the portfolio in Greater Shanghai



■ Shanghai ■ Kunshan ■ Tianjin

# Portfolio Acquired at Good Values

City	Site	Estimated Underlying Land /Property Value		
		RMB (m)	%	RMB psm
Shanghai	Shanghai Luwan, Changle (The Paragon)	3,929	29%	27,000
	Nanmatou (The Pinnacle)	1,258	9%	12,000
	Raffles City Changning	4,317	32%	18,000
	Shanghai Xuhui, Hengshan Lu	405	3%	27,000
Kunshan	Kunshan Double Tree Hotel	422	3%	10,500
	Kunshan Huaqiao (The Metropolis)	1,347	10%	2,000
Tianjin	Tianjin International Trade Center	1,963	14%	10,000
<b>TOTAL</b>		<b>13,641</b>	<b>100%</b>	



# Shanghai Luwan, Changle (The Paragon)

- Sales office & show flat completed
- Phase 1 (T1 and T2) have topped out
- Phase 2 (T3 to T5) plan to start construction in 2011
- Launch ready by 2Q 2011
- Total available for sale: 287 units



# Nanmatou (The Pinnacle)

## South Plot

### ▪ T1 to T4 launched sales

- Sold 60 % of 242 units at average selling price of RMB30,000 psm
- T1 - T4: Topped out, complete construction by 4Q 2011
- T5 - T9: Construction commenced

## North Plot

- Master Planning submitted to Government for approval

**Total available for sale: 919 units (North & South Plot)**





# Shanghai Xuhui, Hengshan

- **Planning Permit obtained**
- **Target to commence construction in March 2011**
- **Total available for sale: 91 units**





# Kunshan Huaqiao (The Metropolis)

- **Launched in June 2010**
- **Sold 98% of 500 units at average selling price @RMB11,000 psm**
- **Construction Progress**
  - T20 and T21 have topped out
  - T17 and T19 commenced construction
- **Total available for sale: 4,700 units**





# Raffles City Changning

- Change from office development to mixed used development
- Repositioned as Raffles City Changning, the 7<sup>th</sup> Raffles City development in China
- Target to commence construction in 3Q 2011
- Formed JV fund with institutional investors







CapitaLand China Holdings (CCH)

# Kunshan Double Tree Hotel



- Cash flow positive





# Tianjin International Trade Center

- Design scheme submitted for approval
- Sales office expected to complete in May 2011
- Target to launch in 2Q 2011





# Building Raffles City Franchise Across China

- **Launched 2 new Raffles City projects in 2010**
  - Raffles City Shenzhen
  - Raffles City Changning, Shanghai
  
- **Total portfolio of 7 Raffles City projects across China**
  - 2 operational (Shanghai and Beijing)
  - 5 under development (Chengdu, Ningbo, Hangzhou, Changning and Shenzhen)



Raffles City Shanghai



Raffles City Beijing



Raffles City Chengdu



Raffles City Ningbo



Raffles City Hangzhou



Raffles City Shenzhen



Raffles City Changning



# Strong Pipeline & Growth Strategy

- **Strong pipeline over next 4-5 years**
  - Over 23,000 residential units
  - Over 5.5m sqm of commercial and residential GFA across China
- **Plan to launch 4,000 units in 2011**
  - New residential launches: The Paragon (Luwan), Imperial Bay (Hangzhou), Yujinsha (Guangzhou)
  - New residential phases: The Metropolis (Kunshan), The Pinnacle (Shanghai), The Loft (Chengdu) and Beaufort (Beijing)
- **Balanced mix of residential and commercial projects**
- **Continue to seek acquisition opportunities in China**



Paragon, Shanghai



Imperial Bay, Hangzhou

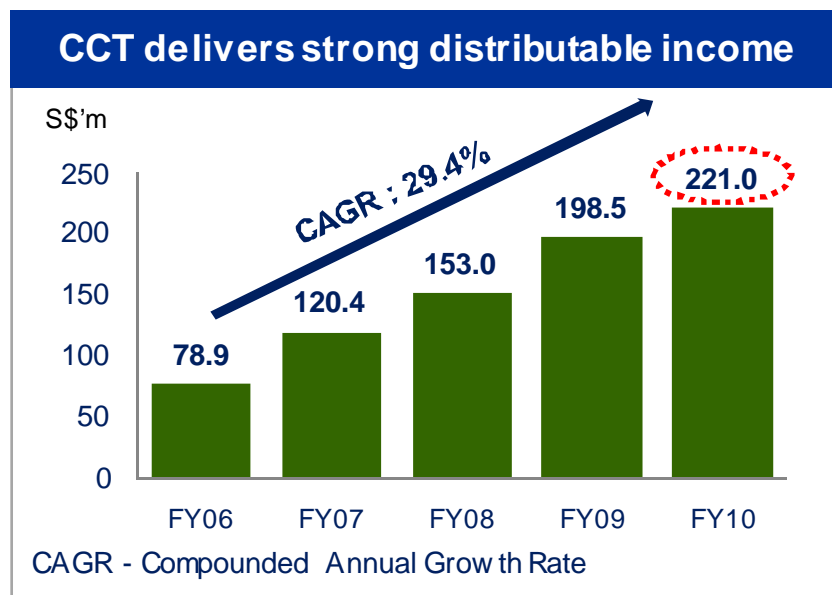


Yujinsha, Guangzhou



# Strong Commercial Portfolio Performance

- CCT achieved strong distributable income growth of 11.3% YoY on high portfolio occupancy of 99.3%
- CCT divested 2 non-Grade A office properties for S\$583m
- Invested 62% stake in JV to acquire StorHub brand and 4 self-storage properties in Singapore
- Divested non-core assets – 163 strata-titled units at The Adelphi\* for S\$218m



\* Divestment completed in Jan 2011



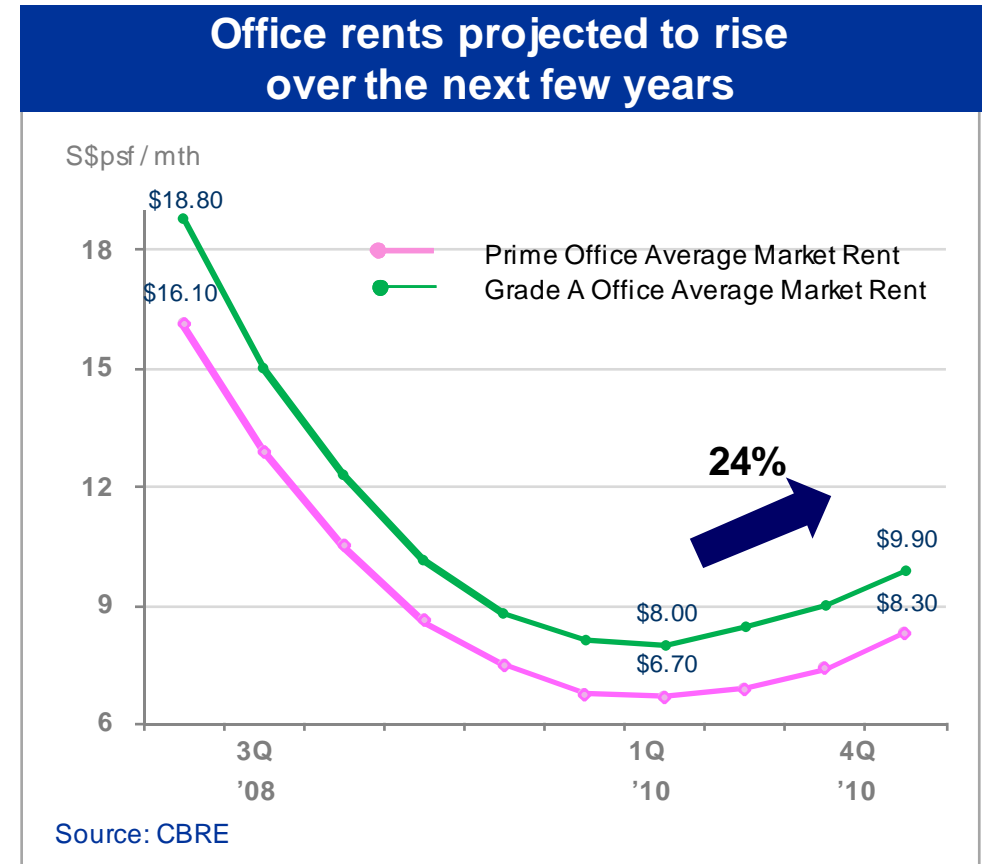
# Favourable Conditions for Singapore Office Market

## Office market to continue improving

- Positive economic outlook for Singapore and Asia will spur office demand
- Office market rents strengthened by 24% after bottoming out in 1Q 2010

## Limited supply

- No new major office buildings scheduled for completion in the Central Area from 2013 to 2015





## Positioned for Growth

- **Redevelopment of Market Street Car Park**
  - Conducting feasibility study to redevelop Market Street Car Park into a Grade A office building
  
- **Double StorHub portfolio**
  - To acquire properties in Singapore and China in 2011
  
- **Seek opportunities**
  - Continue to seek accretive investments and development opportunities in Singapore and the region



Preliminary concept design for Market Street Car Park by Toyo Ito



## Strengthened Residential Portfolio in Vietnam

- **Achieved total sales value of ~S\$433m**
  - The Vista, Ho Chi Minh City
    - Topped out in Jun'10
  - Mulberry Lane, Hanoi
    - Sold 75% of 768 units launched
- **Increased portfolio to over 4,000 units across 4 prime residential projects**
  - Secured 2<sup>nd</sup> project in Hanoi
  - Ready to launch 2<sup>nd</sup> project in Ho Chi Minh City: Beau Rivage
- **Formed US\$200m joint venture fund with Mitsubishi Estate Asia and GIC Real Estate in Nov 2010**



The Vista, Ho Chi Minh City



Site at Mo Lao Ward, Hanoi





## Tap Strong Demand for Affordable Homes in Asia

### ▪ CapitaValue Homes – New business unit formed in Oct 2010

- Pursue opportunities in affordable housing
- Secured pipeline of over 2,500 affordable homes
  - i. Site in Wuhan, China: over 2,000 units
  - ii. Site in Ho Chi Minh City, Vietnam: over 500 units

### ▪ Strategies

- Target mass market homebuyers with mortgage capacity of ~40%
- Standardise design to achieve
  - Effective cost management
  - Fast inventory turnover
- Speed to market





# Expansion in China and Vietnam

- **Expand operations in Vietnam**

- The Vista TOP by 3Q 2011
- Launch more than 1,000 homes in 2011 (Beau Rivage and Mulberry Lane Phase II)
- Secure pipeline of more than 5,000 homes
  - ✓ MOU signed for 2 projects (3,000 homes); pending investment certificates

- **Establish affordable housing platform in China**

- Commence construction of 1<sup>st</sup> project in Wuhan
- Secure pipeline of over 15,000 affordable homes
  - ✓ MOU signed for a project (7,000 homes) in Guangzhou



Mulberry Lane, Hanoi



Beau Rivage, Ho Chi Minh City



*The Ascott Limited (Ascott)*

## Extending the Lead



- **EBIT growth of 4.5 times to S\$173m**
- **Better operating performance**
  - Robust RevPAU growth from Singapore (+24%) and China (+9%)
- **Higher Real Estate Return**
  - Higher property income
  - Net portfolio gains\* of S\$124m; Divestment proceeds of ~S\$1b
- **Higher Hospitality Management Fee**
  - Hospitality Management Fee of S\$115m
  - Opened 14 properties (+2,800 units), increasing operational units to >21,000
  - Secured 12 management contracts (+2,000 units)



Ascott Raffles City Hangzhou

\* Includes fair value adjustments and impairment



# Ascott Reit Now Larger and Stronger Platform



- **Has a total of 64 properties after acquisition**
  - Acquired 28 Asian and European properties
- **Doubled Ascott Reit total asset value**
  - Asset size increased from S\$1.6b to S\$2.7b after transaction
- **Increased distributable income by 28% to S\$58m in 2010**



Citadines Prestige  
South Kensington London



Citadines Mount Sophia Singapore



The Ascott Limited (Ascott)

## Enhancing and Realising Portfolio Value

- **Active management of real estate portfolio**
  - 47.8% stake in Ascott Reit's S\$2.7b assets
  - 36.1% stake in Ascott China Fund's (ACF's) US\$0.6b portfolio
  - Ascott's owned\* assets of S\$1.4b.
  - Recycle stabilised properties to optimise portfolio returns
- **Enhance assets**
  - Continue with S\$70m refurbishment programme across 16 properties

**Citadines Louvre Paris will be refurbished and relaunched as Ascott Louvre Paris**



Ascott Louvre Paris

\* Ascott's share of asset values for properties owned directly. Includes properties which are 100% owned, majority owned and properties in which Ascott has a minority stake in.



Somerset International Building Tianjin



# Enhancing and Realising Portfolio Value (cont'd)



- **Expand investment portfolio**
  - Redeploy S\$1b available capital
  - Focus on China, Singapore, Vietnam, India, Paris, London and Germany
  - Explore Central and Eastern Europe



■ Investment focus

New Investments	No. of units	Effective Stake (%)
Ascott Beijing, China	310 units	100%
Somerset Riverview Chengdu, China (ACF)	200 units	36.1%
Somerset International Building Tianjin, China (ACF)	105 units	36.1%
Citadines St Michaelis Hamburg, Germany (Jan 2011)	128 units	100%
Citadines Galleria Bangalore, India (Jan 2011)	203 units	50%
Total asset value of new invts		S\$614m
Ascott's share of asset value		S\$406m



*The Ascott Limited (Ascott)*

# Growing Brand and Management Network



- **Strengthen leadership position**
  - Secured 7 management contracts in Jan 2011 (China, India, Germany, Malaysia, Philippines and Qatar), boosting portfolio to ~ 28,000 units
  - Add at least 12 new operating properties across China, Vietnam and India in 2011 (+2,000 units)
  - To secure more management contracts
- **Improve customer experience**
  - Embark on customer centric initiatives through process redesign and enhanced global IT system
- **On track to achieve 40,000 units by 2015**



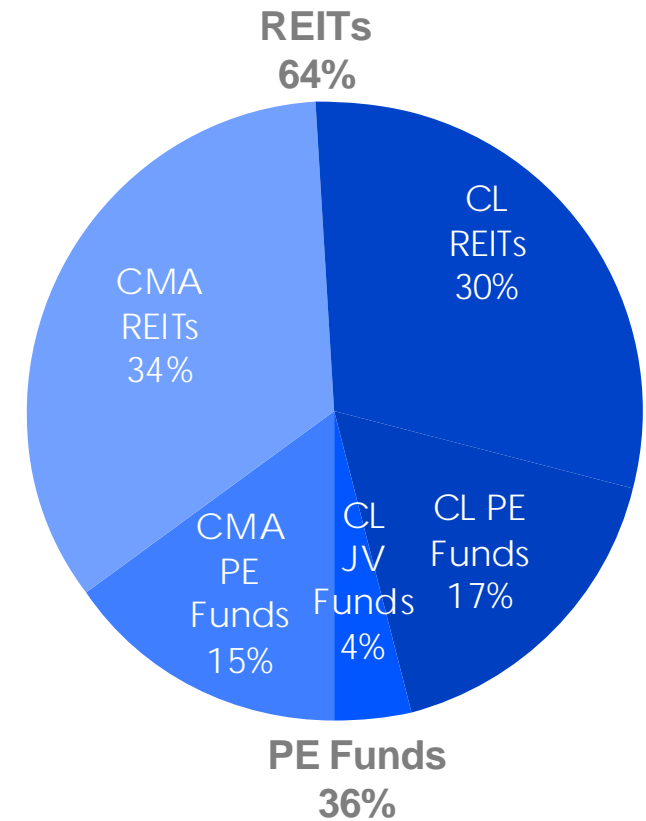
Ascott Guangzhou IFC



# Grow Financial Services

- **Managing 6 REITs and 17 private equity funds**
- **AUM reached S\$30.4b**
  - Listed CapitaMalls Malaysia Trust (property value: RM2.1b)
  - Ascott Reit asset size increased from S\$1.6b to S\$2.7b with acquisition of European and Asian assets
  - Upsized Raffles City China Fund from US\$1b to US\$1.2b
  - Closed 2 new JV funds in Vietnam and China
- **Originated 4 mezzanine financing / credit enhancement deals**

**Total AUM as at Dec'10: S\$30.4b**







# Strong DPU Growth from Sponsored REITs

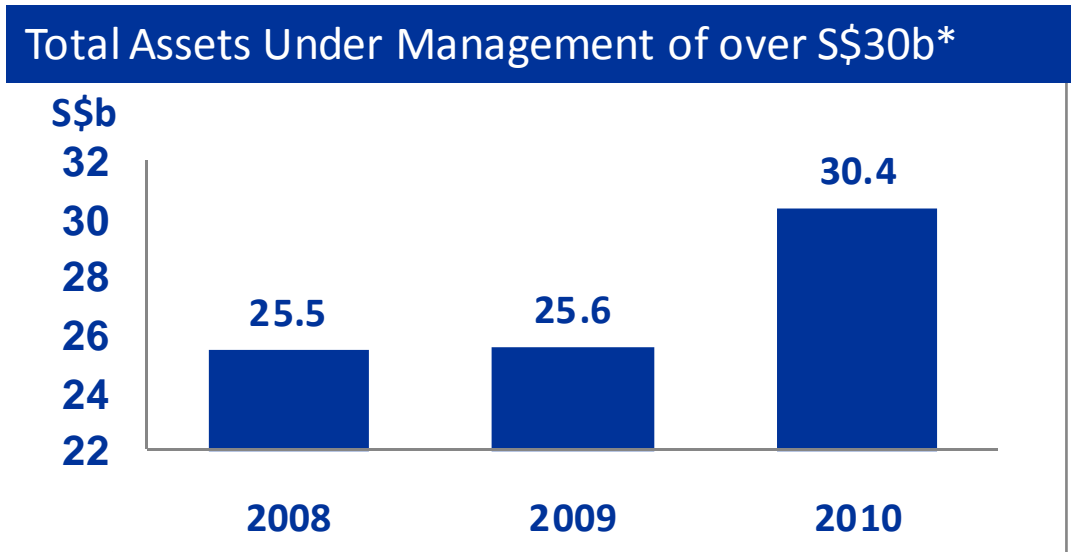
<b>REITs</b>	<b>FY2010 DPU</b>	<b>DPU Growth</b>
CMT	<b>9.24 cents</b>	<b>+4.6 %</b>
CCT	<b>7.83 cents</b>	<b>+10.9 %</b>
CRCT	<b>8.36 cents</b>	<b>+2.7 %</b>
Ascott Reit	<b>7.54 cents</b>	<b>+3.0 %</b>
QCT	<b>8.03 sen</b>	<b>+4.6 %</b>
CMMT*	<b>7.26 sen</b>	<b>N.A.</b>

*\*CMMT was listed on 16 July 2010*



# Grow Financial Services

- **Grow Assets Under Management**
  - REITs continue to seek accretive acquisitions and asset enhancements
  
- **Originate real estate private equity funds in Singapore, China, Vietnam and Malaysia**
  
- **Originate structured financial products**
  - Mezzanine financing
  - Credit enhancement



\* Includes AUM of REITs and PE Funds under CapitaMalls Asia



## Robust 2010 Performance

- **Underlying Growth Remains Strong**
  - PATMI grew by 8.7% to \$422m
  - Revaluation of \$129.8m supported by growth in NPI
  - NPI from our malls registered 19% growth
  - Opened 5 malls in China



ION Orchard



# Performance of Operational Malls (opened for more than one year)

	FY 2010			FY 2009	
	NPI Yield based on valuation as at 31 Dec 10 <sup>(1)</sup>	NPI Yield based on valuation as at 31 Dec 09 <sup>(1)</sup>	Occupancy Rate as at 31 Dec 10 <sup>(2)</sup>	NPI Yield based on valuation as at 31 Dec 09 <sup>(1)</sup>	Occupancy Rate as at 31 Dec 09 <sup>(2)</sup>
Singapore	5.6%	5.8%	99.0%	5.5%	99.2%
China	5.0%	5.9%	96.1%	5.5%	95.6%
China (excl CRCT)	4.5%	5.5%	95.3%	4.5%	91.9 %
Malaysia	6.4%	6.8%	98.3%	6.5%	98.3%
Japan	3.3%	3.2%	95.1%	3.5%	79.3%
India	5.0%	5.4%	90.6%	N.A.	N.A.

Note: The table above excludes completed malls but were operational for less than a year as at Dec 10 and Dec 09 respectively. The above figures are on a 100% basis, where NPI yield and occupancy of each mall is taken in its entirety regardless of our interest.

(1) Refers to weighted average yield of our operational malls, computed by using the annualised net property income.

(2) Refers to the weighted average committed occupancy rate.



# Healthy Shopper Traffic & GTO Underpins Rental Growth

Country	FY2010 vs FY2009 (%)	
	Shopper Traffic	Gross Turnover (GTO)
Singapore <sup>(1)</sup>	3.8	6.4
China <sup>(2)</sup>	10.7	20.0
Malaysia <sup>(3)</sup>	18.5	-
Japan <sup>(4)</sup>	7.7	18.5
India <sup>(5)</sup>	32.0	73.0

- (1) Excludes ION, Hougang Plaza, JCube & The Atrium @Orchard
- (2) Includes only those malls in operation since Jan 2009, while excluding 3 malls under CRCT in master lease. GTO Sales not on same tenant basis, and excludes the GTO Sales from supermarket and department stores. GTO sales per sq ft is based on the Committed NLAAs at 30 Jun 2009 and 2010, and excludes the committed NLA from supermarket and department stores.
- (3) GTO figures unavailable
- (4) Excludes Ito Yokado for shopper traffic and GTO includes Vivit Square and Chitose Mall only
- (5) Forum Value Mall opened in Jun 2009. Hence, % change is 2H2010 vs 2H2009

# Opened 5 New Malls in China, 2010



83.6%  
Occupancy  
Opened in  
Apr



Cuiwei Mall, Beijing

86.9%  
Occupancy  
Opened in  
Jun



Aidemengdun Mall, Harbin

89.3%  
Occupancy  
Opened in  
Nov



Xinxiang Mall, Xinxiang

66.8%  
Occupancy  
Opened in  
Dec



Jinshui Mall, Zhengzhou

99.4%  
Occupancy  
Opened in  
Mar



Anyang Mall, Anyang

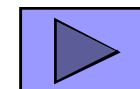




## Robust 2010 Performance (cont'd)

### ▪ Building strong platforms

- Acquired 4 sites in China, 1 in Singapore & 1 in Malaysia for development
- Monetisation of Clarke Quay to CMT
- Listed CapitaMalls Malaysia Trust on Bursa Malaysia in July 2010





# Active Capital Management

- **Extending debt maturity & diversification**

- Issued MTN of \$350m at 3.95% for 7 years
- Successfully refinanced ION Orchard

- **Expanding retail investors reach**

- Launched \$200m 1-year and 3-year retail bonds

**PLACEMENT TRANCHE FULLY SUBSCRIBED. CLOSES AT 12 NOON TOMORROW!**

## BOND with us!

With as little as **\$S2000** enjoy earning

- 1% p.a. from our 1-year Retail Bonds
- 2.15% p.a. from our 3-year Retail Bonds

**APPLY FOR EITHER OR BOTH OF THE 1-YEAR RETAIL BONDS AND 3-YEAR RETAIL BONDS**  
 Issuer: CapitaMalls Asia Treasury Limited (a wholly-owned subsidiary of CapitaMalls Asia Limited)  
 Guarantor: CapitaMalls Asia Limited

**PUBLIC OFFER**

**1-year Retail Bonds: 1% p.a.**

- Issue Size: Up to S\$100 million in aggregate principal amount of 1-year Bonds, subject to the Issuer's right, in consultation with the Lead Manager, to issue up to an additional S\$100 million in principal amount of 1-year Bonds
- Maturity Date: 21 January 2012
- Interest: 1% per annum
- Interest Payment Date: 21 January 2012
- Issue Price: S\$1 per S\$1 in principal amount of the 1-year Bonds
- Minimum Application Amount: S\$2,000

**3-year Retail Bonds: 2.15% p.a.**

- Issue Size: Up to S\$100 million in aggregate principal amount of 3-year Bonds, subject to the Issuer's right, in consultation with the Lead Manager, to issue up to an additional S\$100 million in principal amount of 3-year Bonds
- Maturity Date: 21 January 2014
- Interest: 2.15% per annum
- Interest Payment Date: 21 January in each year of the 3-year Bonds
- Issue Price: S\$1 per S\$1 in principal amount of the 3-year Bonds
- Minimum Application Amount: S\$2,000

**HOW TO APPLY**

Applications under the Public Offer may only be submitted during the time periods described below (or such other time periods as the Issuer at its discretion may, with the approval of the Singapore Exchange Securities Trading Limited (if required) and the agreement of the Lead Manager, decide).

Public Offer via ATMs of DBS Bank (including POSB, CCB) and UOB Group and Internet Banking website of DBS Bank	7 January 2011 at 10:00 a.m.	17 January 2011 at 12:00 p.m.
The Issuer is not, and does not intend to be, a financial institution. Investors should also accept that such legal, tax, accounting, financial and other professional advice is not given in relation to the purchase of the 1-year Retail Bonds or 3-year Retail Bonds. Investors should also accept that the CapitaMalls Asia Treasury Limited Bonds are suitable for them in light of their objectives, financial position and other relevant circumstances.		

**ADDITIONAL INFORMATION**

- One of the largest listed shopping mall developers, owners and managers in Asia by total property value of assets and geographic reach
- Principal business strategy – invest in, develop and manage a diversified portfolio of real estate used primarily for retail purposes in Asia

Unconditionally and irrevocably guaranteed by

**CapitaMalls Asia**  
www.capitamallsasia.com

Sole Bookrunner and Lead Manager of the Offer

**DBS**  
Tel: 1800 111 1111 (DBS Share Line 1800 line open Monday to Friday 9am to 6pm)  
www.db.com





# Positive Outlook for Retail in 2011

- **Strong underlying fundamentals in Asia**
  - GDP in China expected to grow robustly in 2011
  - Tourism in Singapore forecast to register record figures
  - Asia is projected to be fastest growing region globally
  
- **Invest S\$2bn in new investments**
  - Focus mainly on Singapore, China and Malaysia
  - Target to increase malls in China from 53 to 100 over next 3-5 years



The Atrium @Orchard and Plaza Singapura

CapitaLand Presentation \*Feb 2011\*



# Strong Operating Performance in 2010

- **Net operating profit of A\$127.5m**
  - Up 6% YoY
- **FY 2010 operating highlights :**
  - Investment property EBIT growth of 5% to A\$161.4m
  - 2,197 residential lots sold (apartments, land and housing)
  - Solid performance from C&I Division with 228,000 sqm of forward workload
  - Inclusion in the S&P/ASX 200 Australian-REIT and S&P/ASX 300 Australian-REIT indices



Port Coogee Residential, WA

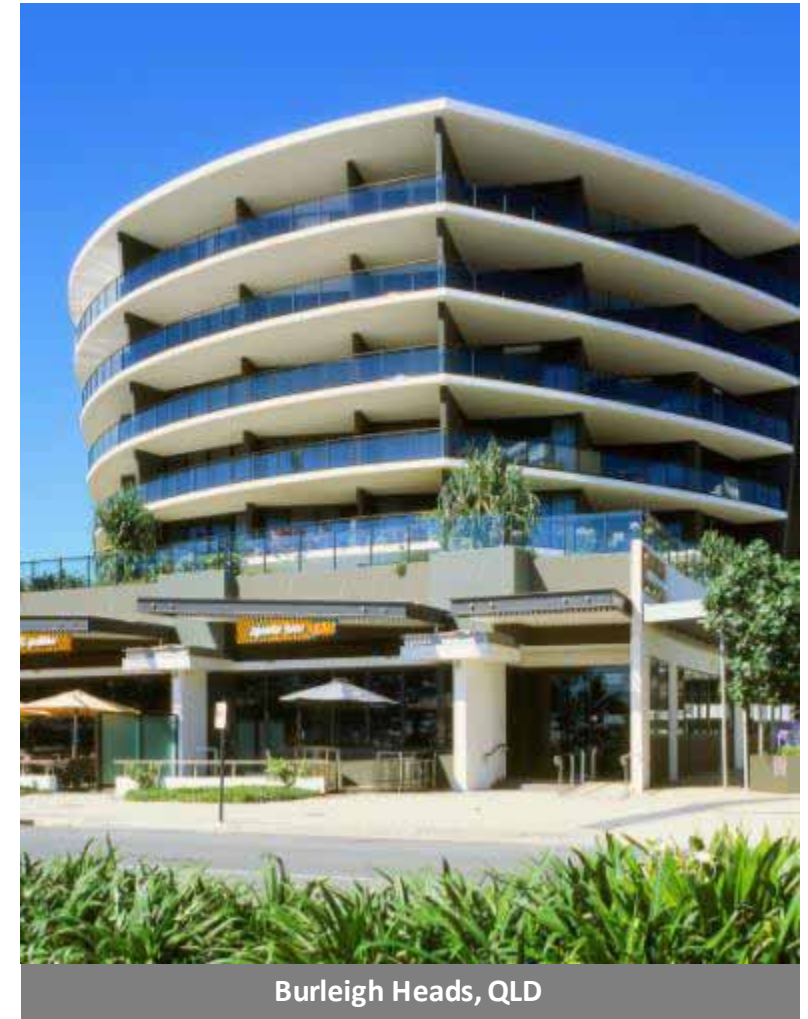


KMart Eastern, NSW



# Continued Progress on Stated Strategic Objectives

- **Recurrent earnings in line with target range 60% - 70% (69% in FY2010)**
- **Remain on track to improve development ROACE<sup>1</sup> to at least 12% by FY2012**
  - FY2010 Commercial & Industrial: 10.1%
  - FY2010 Residential: 8.3%
- **Gearing of 29.5%**
  - Within guidance of 25% - 35%
- **Simplified funding platform and extended debt maturity profile**



<sup>1</sup> Return on Average Capital Employed



# 2011 Outlook - Fundamentals Remain Positive

- **Valuations for quality assets have stabilised and expected to improve**
  - \$A39m revaluation gain in FY2010
- **Strong investment property portfolio metrics**
  - FY 2010 occupancy: 98%, WALE<sup>1</sup>: 5 years
- **A\$7.5b residential pipeline**
  - Record contracts on hand (up 122% YoY)
- **A\$2.6b C&I pipeline**
  - Strong forward workload and improving market conditions to underpin growth



Coles Parkinson, QLD



Burwood, VIC

<sup>1</sup> Weighted Average Lease Expiry



# 2011 Outlook – Cautiously Optimistic

- **Rental growth from investment properties**
  - Strong investment property portfolio metrics
- **High income visibility from property portfolio**
  - Quality income stream from the property portfolio underpins Australand's distribution
- **Improved development contribution to drive continued growth**
  - Increasing demand for office and logistics space
  - Targeting 25% growth in residential lot sales



# Financials & Capital Management



**Olivier Lim**  
**Group CFO**



# Group Overview – FY 2010 PATMI Analysis

(S\$ m)	FY2009	FY2010	Better/(Worse)
<b>PATMI</b>	1,053.0	1,273.1	220.1
<b>Operating Profit</b>	697.6	558.3	(139.3)
<b>Portfolio Gains<sup>1</sup></b>	983.9	285.6	(698.3)
<b>Revaluation (Losses) / Gains</b>	(92.9)	488.3	581.2
<b>Impairments</b>	(535.6)	(59.1)	476.5

<sup>1</sup> Portfolio gains reflect divestments



# PATMI excluding CMA & Australand

(S\$ m)	FY2010	%
<b>CapitaLand Group</b>	<b>1,273.1</b>	<b>100.0</b>
<b>Contribution from:</b>		
<b>CapitaMalls Asia</b>	<b>276.3</b>	<b>21.7</b>
<b>Australand</b>	<b>122.6</b>	<b>9.6</b>
<b>CapitaLand ex. CMA &amp; ALZ</b>	<b>874.2</b>	<b>68.7</b>





Financials  
**EBIT by SBUs**

(S\$ m)

	FY2009	FY2010	Change
CapitaLand Residential S'pore	371.7	351.5	-5.4%
CapitaLand China Holdings <sup>1</sup>	551.2	682.4	23.8%
CapitaLand Commercial <sup>2</sup>	(497.4)	264.2	N.M.
The Ascott Limited	31.4	173.0	450.7%
CapitaLand Financial	98.0	103.0	5.2%
CapitaMalls Asia	449.1	472.4	5.2%
Australand	(240.8)	311.9	N.M.
Others <sup>3</sup>	785.8	25.8	-96.7%
<b>TOTAL EBIT</b>	<b>1,549.0</b>	<b>2,384.2</b>	<b>53.9%</b>

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

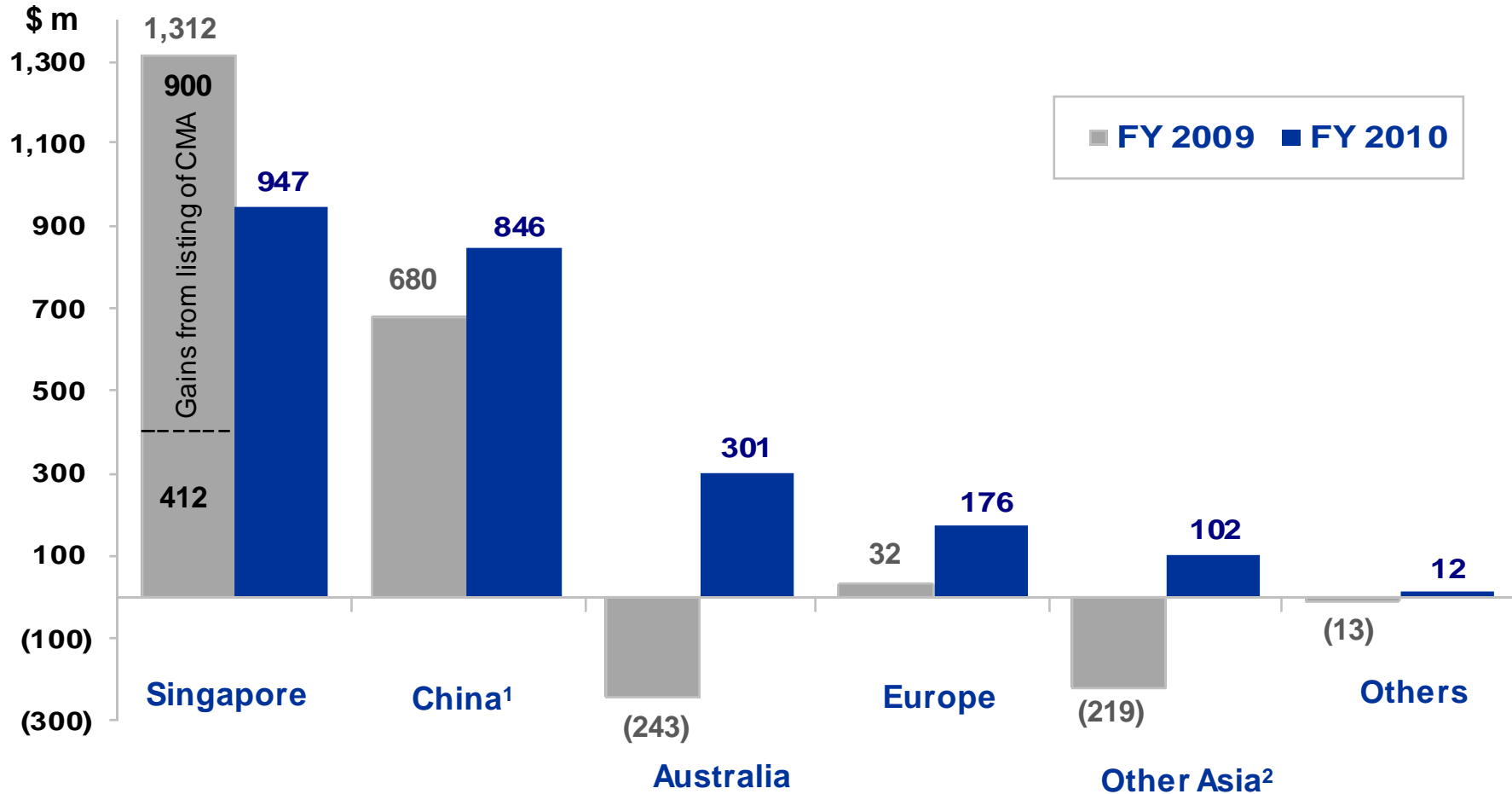
<sup>2</sup> Includes residential businesses in Vietnam, Malaysia, India and Thailand

<sup>3</sup> Includes Corporate Office and Others



# EBIT by Geography

**FY 2010: S\$2.4b vs FY 2009: S\$1.5b**



<sup>1</sup>China including Macau & Hong Kong

<sup>2</sup>Exclude Singapore and China but include projects in GCC



# Strong Balance Sheet & Liquidity Position

	FY 2009	FY 2010	Change
<b>Equity (S\$b)</b>	16.9	<b>18.0</b>	<b>Increased</b>
<b>Cash (S\$b)</b>	8.7	<b>7.2</b>	<b>Decreased</b>
<b>Net Debt (S\$b)</b>	1.6	<b>3.2</b>	<b>Increased</b>
<b>Net Debt/Equity</b>	0.09	<b>0.18</b>	<b>Strong</b>
<b>% Fixed Rate Debt</b>	66%	<b>72%</b>	<b>Improved</b>
<b>Ave Debt Maturity(Yr)<sup>1</sup></b>	3.5	<b>3.7</b>	<b>Improved</b>
<b>NTA/share (\$)</b>	3.03	<b>3.22</b>	<b>Increased</b>

<sup>1</sup>Based on put dates of Convertible Bond holders

# Going Forward



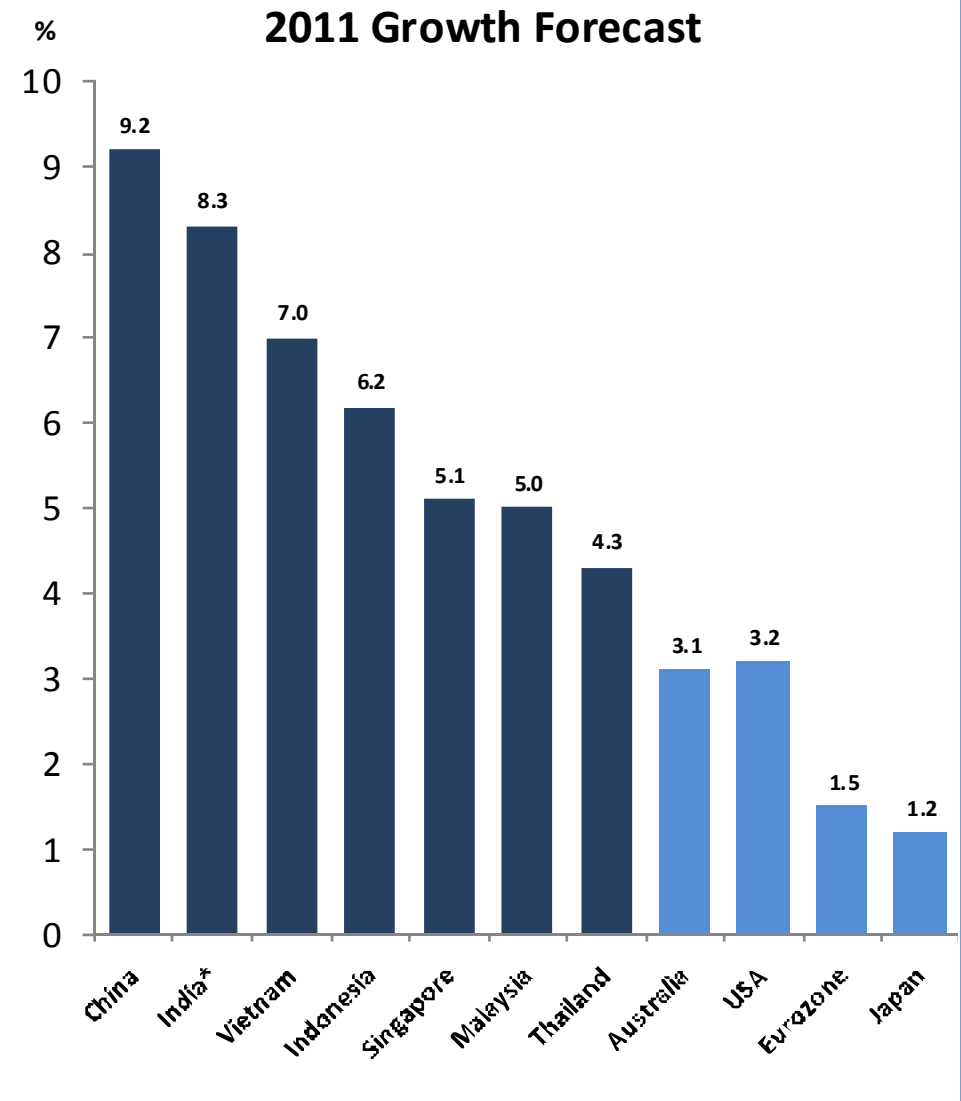
**Liew Mun Leong**  
**Group President & CEO**





# Global Economic Outlook in 2011

- Global economic recovery still on track
  - US economy gaining strength
  - Robust outlook for China, now the world's 2<sup>nd</sup> largest economy
- IMF expects world GDP to grow by 4.4%, while Developing Asia grows by 8.4% in 2011
- Developing Asia leads the growth, underpinned by
  - Stronger fundamentals
  - Growing domestic demand and rising income levels
  - Growing intra-Asian trade



Source: Consensus Forecast 10 Jan 2011.  
\*India's forecast for FY11 (Apr '11 to Mar '12)



# Global Economic Outlook – Key Risks

- Key risks
  - Policy tightening as Emerging Asia combats inflation and asset bubbles
  - High and rising inflation in Emerging Asia, especially due to food and energy prices
  - Asset bubbles in Emerging Asia due to strong liquidity
  - Sovereign debt risk and fiscal sustainability in G3 (US, Eurozone, Japan)
  - Middle East volatility and impact on oil price



# Executing the Strategy

## 1. Increase Presence in Singapore

- **Greater focus on Singapore**
  - **Residential**
    - Aim to be top three developer with 15% market share (~2,000 units) in terms of units sold through capitalising on our strong financial position to replenish development portfolio with prime sites
  - **Shopping Malls**
    - Underlying growth remains strong with high shopper traffic and GTO



The Interlace



Bedok Town Centre Site



# Executing the Strategy (cont'd)

## 1. Increase Presence in Singapore

- **Greater focus on Singapore**
  - **Office**
    - Expand office portfolio of 8 properties through acquisitions and evaluation of Market Street Car Park redevelopment
  - **Serviced Residence**
    - Increase market share through acquisition of new sites and properties







# Executing the Strategy (cont'd)

## 2. Grow China Business

- Target 35 – 45% of CL's business
- Strong pipeline over next 4 – 5 years
  - Pipeline of 25,000 residential units in 1st / 2nd tier cities
  - Secure pipeline of over 15,000 affordable homes in 2011
  - Double serviced residence portfolio to 12,000 units by 2015
  - Scaling up our China platform through strategic partnerships and Funds platform
  - Leverage on our multi-sector capabilities



Raffles City Changning, Shanghai



The Ascott Suzhou, Suzhou



# Executing the Strategy (cont'd)

## 2. Grow China Business

### LFIE Location Map



Potential GFA: 1,108,455sqm

Residential: 1,075,560sqm

High rise: 924,792 sqm

Low density: 150,768 sqm

Retail/Facilities: 32,895 sqm

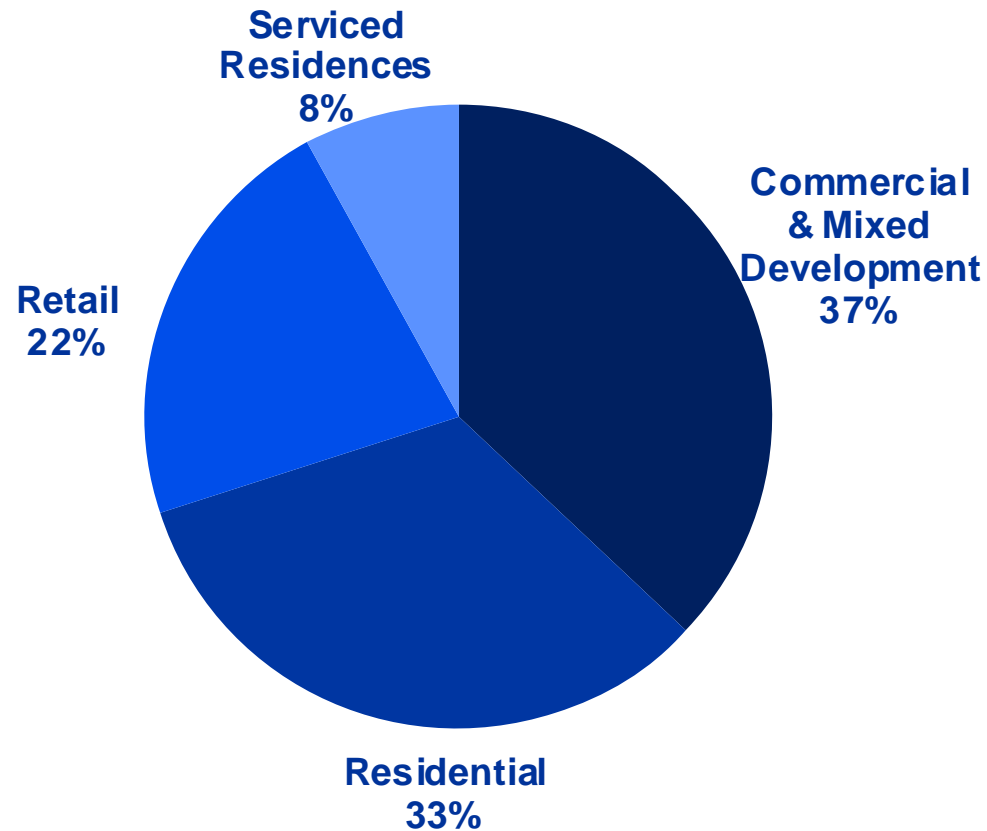




## Executing the Strategy (cont'd)

### Balanced Portfolio in China

China Assets: S\$10b  
(36%\* of Group's Balance Sheet)



\* Excluding cash

CapitaLand Presentation \*Feb 2011\*

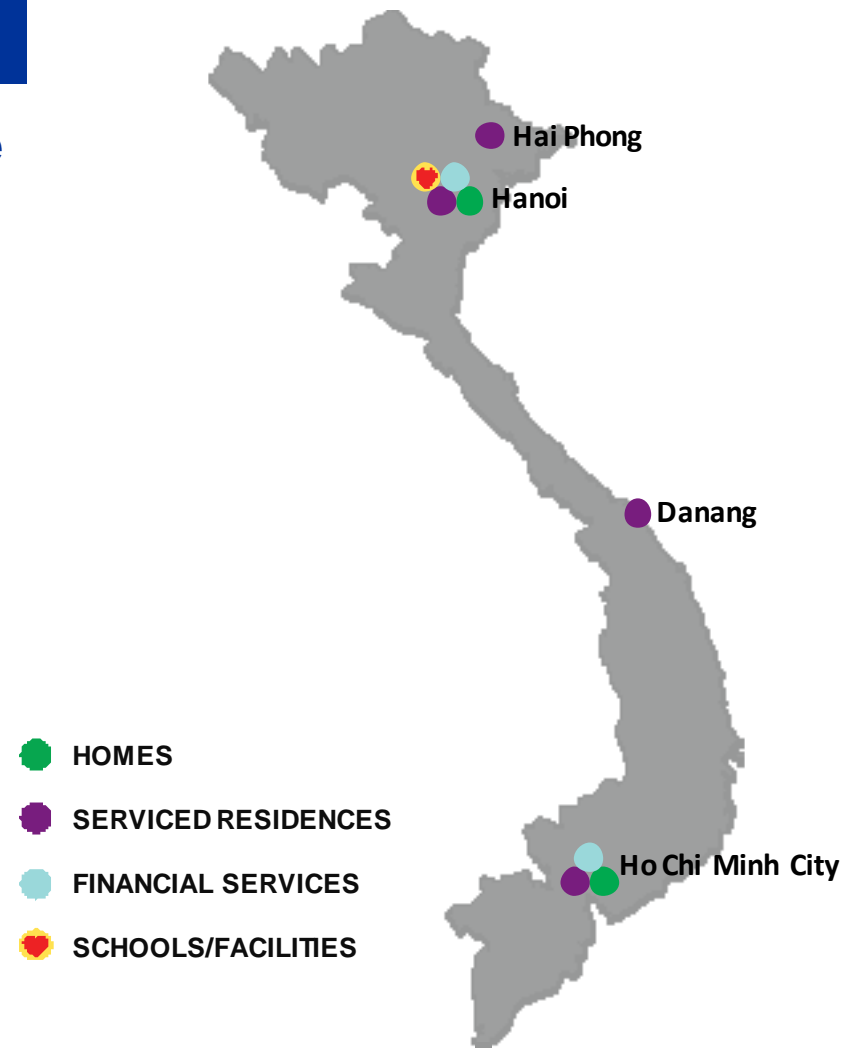




# Executing the Strategy (cont'd)

## 3. Grow Vietnam Business

- Continue to seek opportunities in prime residential developments
- Expansion in affordable housing
- Explore presence in other real estate segments, e.g. mixed developments and shopping malls





## Executing the Strategy (cont'd)

### 4. Expand into Affordable Housing in China and Vietnam

- **Actively seek more sites to build affordable homes**
  - Build 10,000 – 15,000 affordable homes annually in China and Vietnam over the next 3 - 5 years
  - Focus on 2<sup>nd</sup> and 3<sup>rd</sup> tier cities in China
- **New dedicated management team focusing on differentiated products and execution platform**





## Executing the Strategy (cont'd)



### 5. Build Ascott's Global Dominance

- Deploy S\$1b capital into new investments
- Grow portfolio to 40,000 units by 2015
- Enhance customer experience and brand image
  - Continual staff training, IT upgrade and consistent high service standards
  - S\$70m refurbishment programme across 16 properties



Ascott Huai Hai Road Shanghai



Ascott Raffles City Ningbo

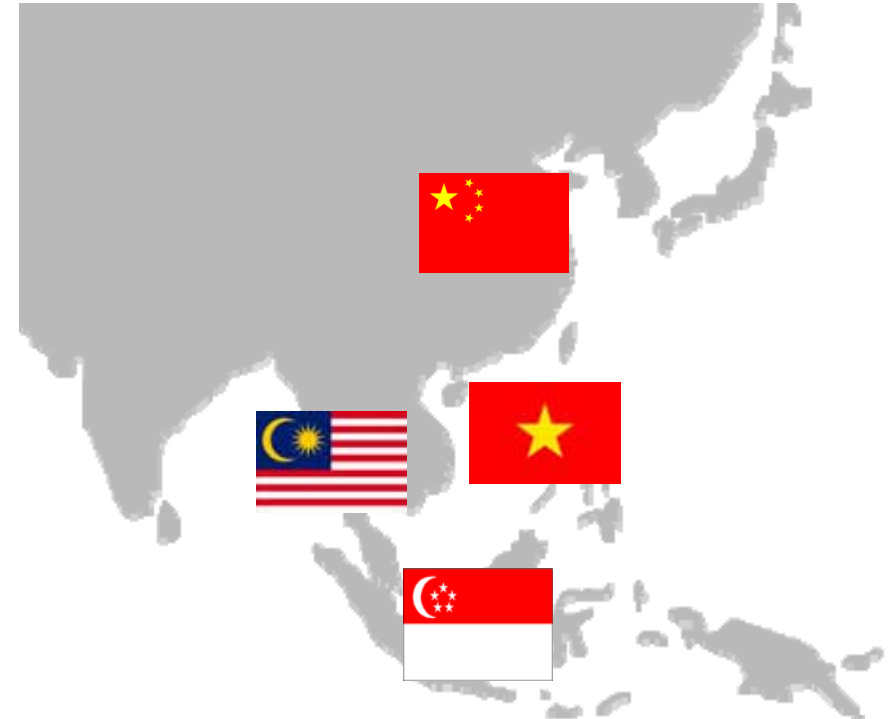


## Executing the Strategy (cont'd)

### 6. Grow Financial Services Franchise

6 REITs & 17 Private Equity Funds

- **To Grow Assets Under Management**
  - Originate real estate private equity funds in Singapore, China, Vietnam and Malaysia
  - Originate structured financial products





## Executing the Strategy (cont'd)

### 7. Extend Leadership in Pan-Asian Shopping Mall Business

- **Invest S\$2b in new investments**
  - Increase malls in China to 100 over next 3-5 years
- **Step up operational performances**
- **Open 5 malls in China and 1 in India in 2011**



Cuiwei Mall, Beijing





# Executing the Strategy (cont'd)

## China: Expected Mall Openings in 2011

GFA of 96,635 sq m



Xuefu Mall, Harbin

GFA of 77,458 sq m



Rizhao Mall, Rizhao

GFA of 72,649 sq m



Ximao Mall, Beijing



GFA of 227,513 sq m

Hongkou Plaza, Shanghai



GFA of 146,843 sq m

Minhang Plaza, Shanghai



## Summary

- **Fifth consecutive year of above \$1b PATMI**
  - Aggregate PATMI of \$7.4b over last 5 years
  - PATMI registered 11% CAGR between 2005 – 2010
- **Active investments**
  - Committed over \$6b of new investments in 2010
  - Investment outflow of \$5.3b incurred in 2010, up 100% YoY
- **Financial flexibility & balance sheet strength**
  - Low net D/E ratio of 0.18, \$7.2b cash on balance sheet
  - Additional \$6b of financial capacity assuming net D/E of 0.5
- **Strong fundamental recovery**
  - Earnings improved across all property sectors, geographies and SBUs\*

*\* Excluding CRS' share of revaluation gain of \$71.6m from ION Orchard in FY09, EBIT for FY10 would be 17% higher YoY*



## Conclusion

- **Investing for sustainable growth**
  - Portfolio ready for future growth
    - ✓ Seeking \$5-6b of new investments in 2011
- **Government cooling measures present opportunities**
  - Will stabilise markets in China and Singapore
  - Seek acquisitions when price expectations are moderated
- **Proxy to Asian growth momentum**
  - Our business is mainly in fast growing Emerging Asia
  - Greater opportunities with balanced multi-sector, multi-geography and complete real estate value chain approach, ie investor, developer, operator, asset manager and fund manager

# Thank You



CapitaLand