

# CapitaLand Group 3Q 2011 Results



21 October 2011



# 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.*



# Contents

- **Results Overview**
- **Core Markets Highlights**
- **Other Markets Highlights**
- **Financials & Capital Management**
- **Going Forward**

# Results Overview





# Results YTD Sep Overview

## Lower contribution from development projects

- **Net Profit of S\$580.7m, decreased by 30%<sup>1</sup> YoY**
  - INT FRS 115 adoption led to profits from units sold on deferred payment from Latitude & The Seafront on Meyer recognised in full upon completion in 3Q2010
  - Lower progressive profit recognition from projects in Singapore
- **3Q2011 PATMI of S\$80.2m**
  - Reduced number of units being delivered to home buyers in China and Australia

## Strong contribution from overseas

- **Overseas EBIT was S\$745.8m or 58.5% of the Group's total EBIT**
- **Increased rental from Queensbay Mall, Malaysia, maiden contribution from The Vista in HCM City, Vietnam and stable overseas residential sales**

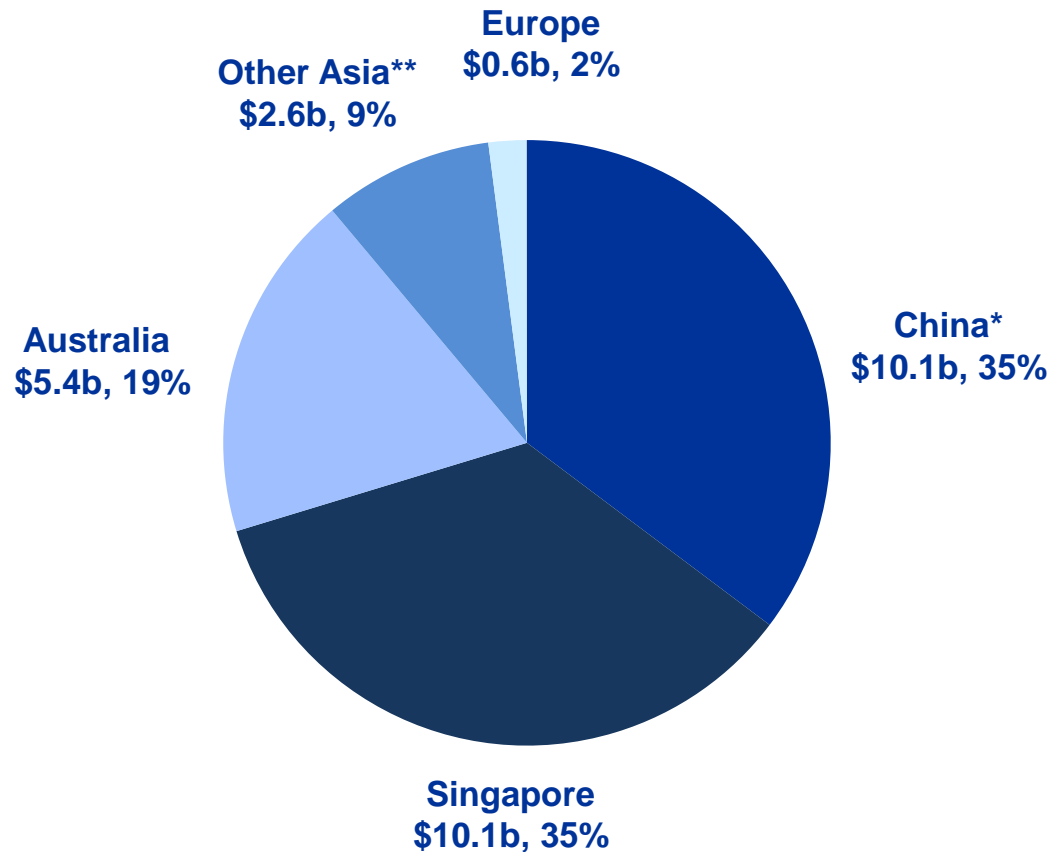
## Focus on new investments in Singapore & China

- **Committed S\$7b new investments YTD Sep 2011**

<sup>1</sup>On restated YTD Sep 2010 figures

# Singapore, China & Australia are ~90% of Assets<sup>1</sup>

**Singapore and China are ~70% of Assets**



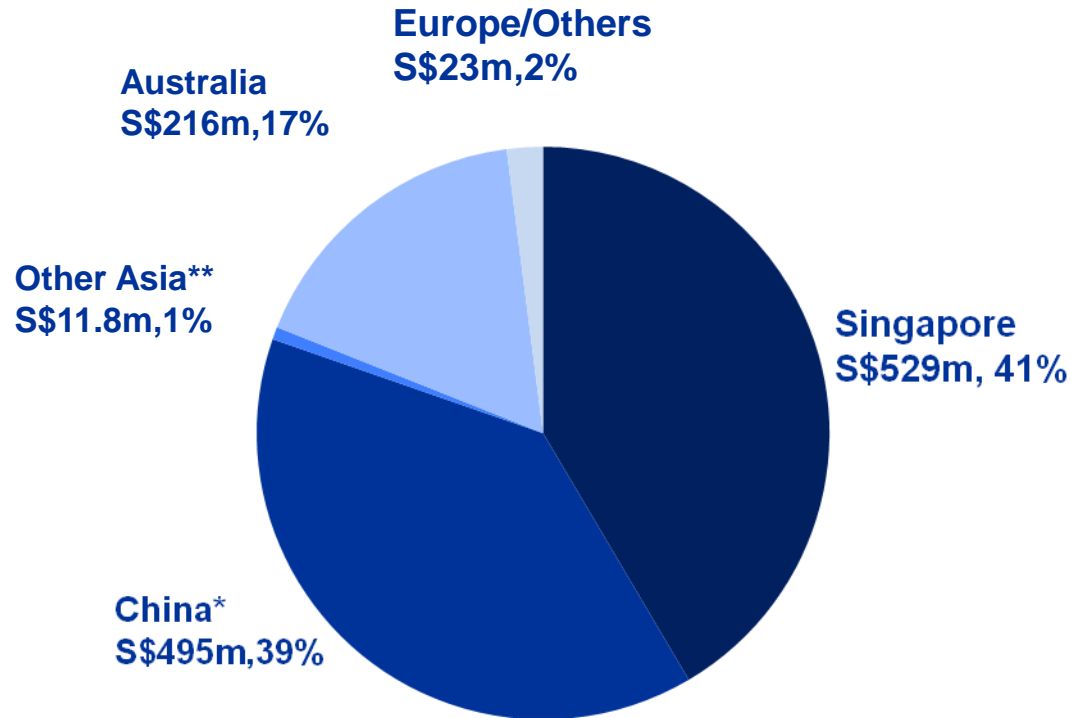
<sup>1</sup>Excluding treasury cash

\*China including Macau & Hong Kong

\*\* Excludes Singapore and China but includes projects in GCC

# Singapore, China & Australia are ~97% of EBIT

**Singapore and China are ~80% of EBIT**



\*China including Macau & Hong Kong

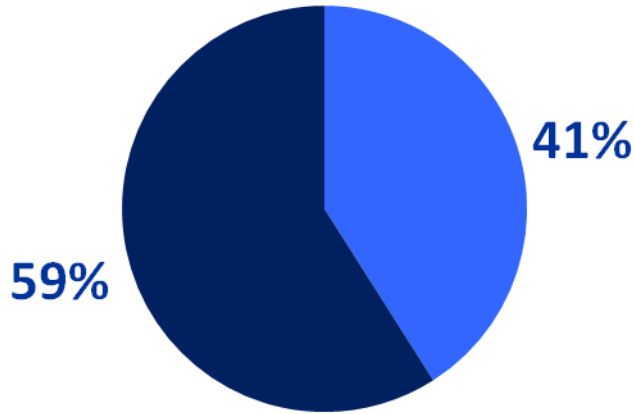
\*\* Excludes Singapore and China but includes projects in GCC



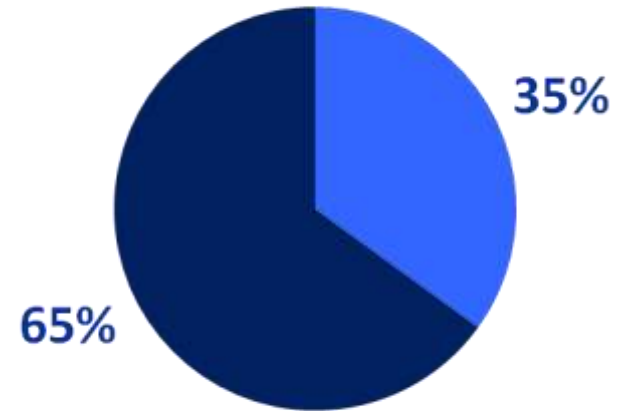
# Substantial Overseas Contributions

**> 50% overseas contribution**

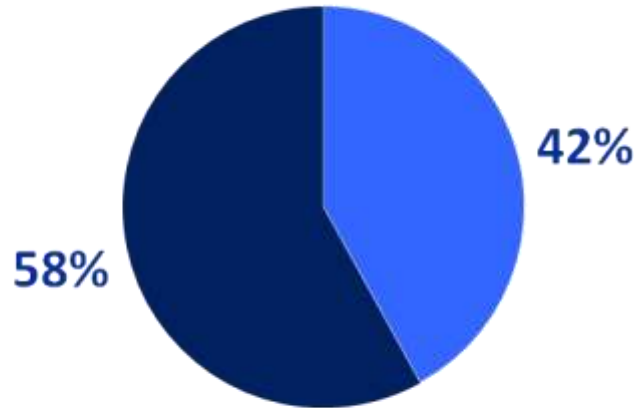
Revenue<sup>#</sup>



Assets<sup>\*</sup>



EBIT<sup>#</sup>



■ Singapore

■ Overseas

\* Excluding treasury cash

# Represent balances for the 9 months ended Sep 2011



# Committed S\$7b of New Investments in YTD Sep 2011

Project Name	SBU	Stake (%)	Geography	Project Type	Total GFA (Sqm)	Initial Committed Investment S\$'b
Jurong Gateway	CCL/CMA/CMT	20/50/30	Singapore	Office & Retail	89,187	1.50 <sup>1, 5</sup>
Market Street Redev	CCL/CCT	50 /40	Singapore	Office	82,405	1.40 <sup>1, 5</sup>
Bishan Central site	CRS	65	Singapore	Residential	58,786	0.55 <sup>2, 5</sup>
Surbana	CL	40	-	Investment	-	0.36
Iluma	CMT	100	Singapore	Retail	27,794 <sup>4</sup>	0.30
Ascott Arc de Triomphe Paris	Ascott	100	France	Serviced Residence	106-units	0.15
Panyu site	CCH	Increase to 45 <sup>3</sup>	China	Residential	1,108,455	0.13
Marine Point site	CRS	100	Singapore	Residential	9,986	0.10 <sup>2</sup>
Remaining stake in Minhang & Hongkou	CMA	100	China	Retail	367,624	0.95
West Jinji Lake	CMA	50	China	Retail	310,000	0.64
Hangzhou Site	CCH	100	China	Residential	80,105	0.21
Add'l 14.7% stake in Raffles City Shenzhen	CCH	73	China	Mixed use	237,500	0.09
Innov Tower	CCH	50	China	Commercial	40,445	0.05
Others						0.57

## Total New Investment Commitments ~ S\$7b

<sup>1</sup> Estimated PDE for commercial projects <sup>2</sup> Land cost for residential developments <sup>3</sup> Incremental 38% stake

<sup>4</sup> Net Lettable Area <sup>5</sup> Refers to 100% interest



# Major Achievements for 3Q2011

	Singapore
<b>Residential</b>	<ul style="list-style-type: none"><li>• Unveiled Bishan Central condominium designed by internationally-renowned architect Moshe Safdie</li></ul>
<b>Commercial</b>	<ul style="list-style-type: none"><li>• Unveiled design for Market Street office tower by internationally-acclaimed architect Toyo Ito<ul style="list-style-type: none"><li>- Demolition works have commenced. Target project completion by 2014</li></ul></li></ul>
<b>Serviced Residence</b>	<ul style="list-style-type: none"><li>• 13% increase in RevPAU of Singapore properties from S\$217 to S\$245</li></ul>
<b>Shopping Mall</b>	<ul style="list-style-type: none"><li>• Successful financing of Bedok Site for S\$680m</li></ul>



# Major Achievements for 3Q2011 (cont'd)

	China
<b>Residential</b>	<ul style="list-style-type: none"><li>• Bidded successfully for a prime residential site (GFA 80,105 sqm) in Hangzhou's Gongshu District for RMB1.1b (S\$213.3m)</li></ul>
<b>Commercial</b>	<ul style="list-style-type: none"><li>• Acquired remaining 50% for RMB298m (S\$56m) in Innov Tower Shanghai (23-storey office located in Caohejing High-tech Park), GFA 40,445 sqm</li><li>• Acquired additional 14.7% stake (S\$99.3m) in Raffles City Shenzhen to 73%</li></ul>
<b>Serviced Residence</b>	<ul style="list-style-type: none"><li>• Clinched 2 new management contracts in a 181-unit Ascott Financial City Chengdu and a 187-unit Somerset Wangjing Beijing</li></ul>
<b>Shopping Mall</b>	<ul style="list-style-type: none"><li>• Acquired remaining 50% stake each in Minhang Plaza (GFA 146,843 sqm) and Hongkou Plaza (GFA 220,781 sqm) for about S\$949.7m</li><li>• Acquired 50% stake (S\$637m) in prime site at Suzhou Industrial Park's West Jinji Lake CBD, Suzhou. Total GFA 310,000 sqm. Total Development Cost S\$1.2b</li></ul>

# Core Markets Highlights

## Singapore





# Core Markets Highlights – Singapore Residential

## Key Projects Sales Status

- Sold 338 units YTD Sep 2011
  - Total sales value: S\$715m
  - Average sales value: \$2.12m/unit vs Industry average: \$1.26m/unit

	Units Launched	% Sold YTD Sep 2011
The Interlace	900	76%
d'Leedon	650	67%
Urban Resort	34	71%

## Capital recycling

- Divested of 10% stake in Bishan residential project to Shimizu Investment (Asia) Pte Ltd for S\$30.2m



d'Leedon



Bishan Central Condominium





# Core Markets Highlights – Singapore Commercial

## Market Street development (JV with CCT and MEA)

- Unveiled design for a 40-storey Market Street office tower by internationally-acclaimed Toyo Ito
- Designed for Green Mark Platinum Award by BCA
- Demolition works have commenced. Target completion by 2014



Sky terrace



Lobby



# Core Markets Highlights – Singapore Retail

- Singapore malls recorded 5.0% same mall NPI growth y-o-y
- Shopper traffic and tenant sales grew 2.9% and 6.7% y-o-y
- Occupancy rate remains high at 96.6% for entire Singapore portfolio



JCube



The Atrium@Orchard



Iluma

# Core Markets Highlights – Singapore Serviced Residence

- **Improved operations in 3Q 2011**
  - RevPAU\* growth led by Singapore (+13%)
  - Higher hospitality management fee of S\$30m for managing global portfolio of properties
  - Ascott Reit's unitholders' distribution increased 112% to S\$25.3m
    - Ascott has a 48.7% ownership in Ascott Reit



Citadines Mount Sophia Singapore



Ascott Raffles Place Singapore

\* Refers to Systemwide RevPAU



- Singapore & China focused REITs/funds represent 82% of the Group's total AUM of S\$31.8b
- Vietnam Joint Venture Fund (US\$200m) acquired PARCSpring, Ho Chi Minh City for S\$3.8m
- CapitaLand AIF and a minority investor divested 14.7% stake in Raffles City Shenzhen for S\$99.3m

Countries	No of Funds	No of REITs	PE Funds (S\$'b)	REITs (S\$'b)	Total AUM (S\$'b)
Singapore	0	2		14.7	14.7
China	9	1	10.1	1.3	11.4
<b>Sub Total</b>					<b>26.1</b>
Malaysia	1	2	0.1	1.4	1.5
Vietnam	1	0	0.1	-	0.1
Others	6	1	1.4	2.7	4.1
<b>Total</b>	<b>17</b>	<b>6</b>	<b>11.7</b>	<b>20.1</b>	<b>31.8</b>



# Singapore – Leading Real Estate Developer

- Diversified business spanning all segments of the real sector value chain
- Current portfolio worth over S\$30b comprising over 40 projects in Singapore

- **Residential:** Premier developer of mid to luxury end residential segment, 9 projects (pipeline 2,700 units), with a total GFA of ~4 mil sqft, PDE S\$8.5b
- **Serviced Residences:** Leading operator with 8 properties, ~ 900 units, valued approx at S\$1.1b
- **Financial Services :** One of the largest real estate fund manager with 6 private funds<sup>1</sup> & 3 REITs<sup>2</sup>, AUM S\$14.7b
- **Retail :** Singapore: 20 malls, valued at S\$13.5b, with a total GFA of 13.2m sq ft
- **Office :** 9 office assets, with total NLA of 3 mil sqft, valued at S\$5.6b



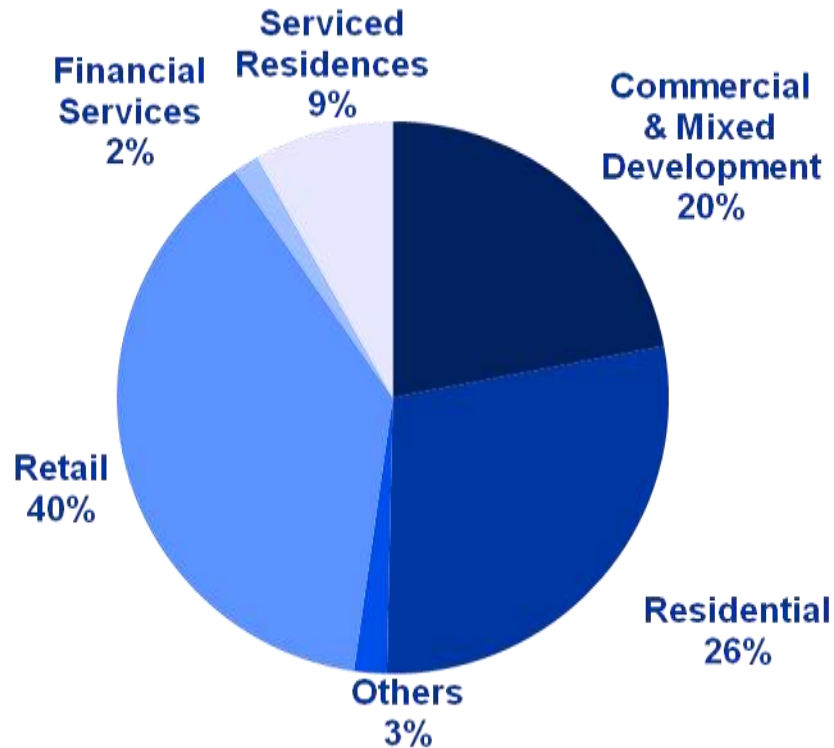
<sup>1</sup> Fund management companies registered in Singapore

<sup>2</sup> Refers to CCT, CMT and ART



# Diversified Portfolio in Singapore

**Singapore Assets: S\$10.1b  
(35%\* of Group's Balance Sheet)**



\* Excluding treasury cash



# Singapore – The New Metropolis

- **Demand for new homes remained stable despite volatility in stock markets arising from Euro debt crisis**
- **One of the leading financial safe haven props up office demand despite weighed down by global economic woes**
- **Retail sector remains vibrant in Singapore; fast fashion brands like Abercrombie & Fitch, H&M and Aéropostale opened their flagship outlets in Singapore**
- **Diverse tourist attractions, entertainment options & MICE activities drive strong growth in hospitality demand**

# Core Markets Highlights China





# Core Markets Highlights – China Residential

- Sold 1,339 units YTD Sep 2011. Total sales value: RMB2.6b (S\$0.5b)

- Approximately 2,200 new units launched

## New project launches YTD:

- Imperial Bay (Phase 1: 84 units, Hangzhou); La Cite (118 units, Foshan); Dolce Vita (493 units, Guangzhou)

## Additional phases YTD:

- The Loft (592 units, Chengdu);
- The Metropolis (508 units, Kunshan); Riverside & Beau Residences (412 units, Foshan)
- Achieved TOP for 1,321 units YTD Sep 2011 mainly from The Loft, The Riviera, Riverside & Beau Residences
- Pipeline of ~ 24,000 units over next 4-5 years



La Cite, Foshan

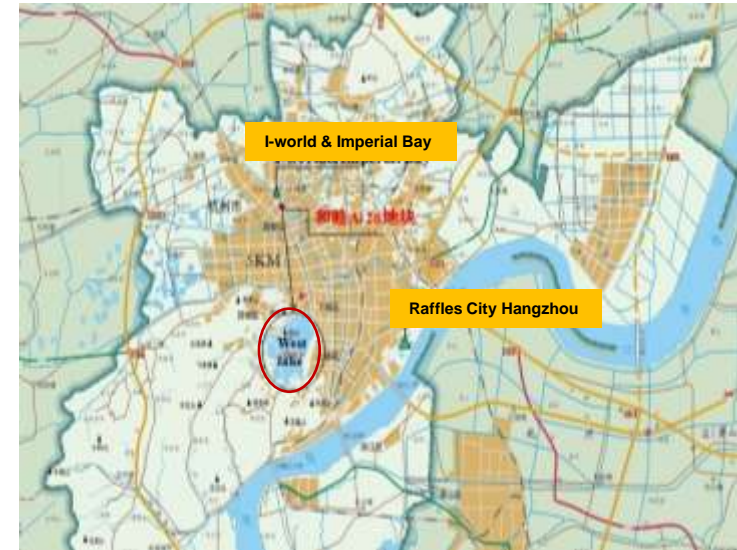


Dolce Vita, Guangzhou



# Core Markets Highlights – China Residential (cont'd)

- **Successfully secured prime residential site (~700 units) in Gongshu district, Hangzhou, for RMB1.1b (S\$213m) GFA 80,105 sqm**
- **Finalising design for Value Homes project**
  - ~2,600 units in Caidian district, Wuhan
  - Construction to commence by end-2011



Community living at Wuhan value homes project



## Core Markets Highlights – China Residential (cont'd)

- Sold 720 apartments of 922 units launched in a day for Phase 4 of La Bontanica, located in Chanba Ecological District, Xi'an
- Average selling price of RMB5,600 (S\$1,114) per sqm
- The 135-ha La Botanica township (50:50 JV with Henderson Land; total 24,700 homes) has sold close to 90% of 3,800 homes launched since Nov 2008



Three blocks of 34-storey and one block of 30-storey apartments





## Core Markets Highlights – China Commercial

- Acquired additional 50% stake for RMB298m (S\$56m) in Innov Tower located in Caohejing High-tech Park, Shanghai. GFA 40,445 sqm
- **7 Raffles City Portfolio**
  - Raffles City Chengdu achieved structural top-up. Retail mall scheduled to commence operations from 2Q2012
  - Raffles City Ningbo on track for completion in phases from 2012
  - Both RC projects were well-received during pre-leasing



Raffles City Chengdu



Raffles City Ningbo



# Core Markets Highlights – China Retail

- Dual listed on HKEx - 18 October 2011
- Deepening presence in East China with 12 malls after acquiring:
  - Remaining 50% stake in Minhang Plaza and Hongkou Plaza in Shanghai
  - CMA's maiden development in Suzhou. 50:50 JV with Suzhou Industrial Park government (S\$637m<sup>1</sup>). GFA 310,000 sqm



Artist Impression of Project

<sup>1</sup> Based on CMA's effective stake of 50%

# Core Markets Highlights – China Serviced Residence

- **Recognised S\$32 m portfolio gains from divestment of Ascott Beijing**
- **Growing presence in China**
  - 2 new management contracts in Chengdu and Beijing
    - Ascott Financial City Chengdu (181 units)
    - Somerset Wangjing Beijing (187 units)
- **Asset enhancement projects completed to-date**
  - Somerset Riverview Chengdu (Jun)
  - Somerset Olympic Tower Tianjin (Oct)
- **2011 Travel & Meetings Industry Awards by TravelWeekly**
  - Ascott China named 'Best Serviced Residence Group'



Ascott Financial City Chengdu



Somerset Wangjing Beijing



# China – Well Entrenched after 17 years

- CapitaLand has been investing in China since 1994
- Current portfolio worth over S\$30b<sup>1</sup> comprising over 120 projects in over 40 cities across China

- **Residential:** 19 projects (~26,000 units) across 11 Chinese cities, with a total GFA of >3 mil sqm, built and handed over >14,800 quality homes
- **Integrated Developments:** 7 “Raffles City” branded projects – 2 in operation; 5 under development, spread across 6 cities, valued at over S\$7b
- **Serviced Residences:** 38 properties, ~ 7,000 units spread over 16 cities, valued at ~S\$2.8b
- **Financial Services:** 9 private funds & 2 REITs, AUM S\$11.4b
- **Retail:** 55 malls spread over 35 Chinese cities, valued at S\$10.6b, with a total GFA of 52.9 mil sq ft

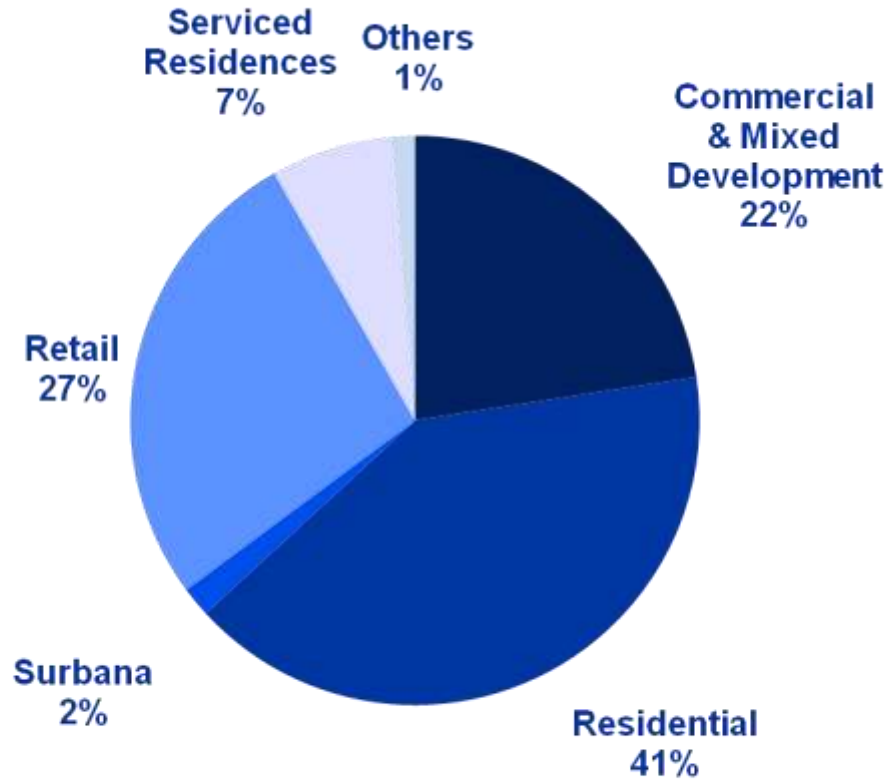


<sup>1</sup> Current valuation for completed projects and PDE for projects under development based on 100% interest



# Balanced Portfolio in China

**China Assets: S\$10.1b  
(35%\* of Group's Balance Sheet)**



\* Excluding treasury cash



# China – Long Sustainable Runway

- **Robust economic growth and strong government surplus accumulation will ensure a long and sustainable real estate development runway for China**
- **Residential sector underpinned by rapid urbanisation, new wealth creation and need for value homes**
- **Office sector supported by tight supply in core CBD in key cities and growing demand from foreign and local tertiary industries like financial services and consulting**
- **Retail sector boom spurred by rapid urbanisation and growing need for organised retailing**



# China – A Market with Depth and Breath

- **Short term stress in the market due to:**
  - Measures to restrict purchase of residential properties,
  - Credit tightening measures affecting real estate companies
- **CL projects are well positioned to ride the market:**
  - Residential sales remain steady
  - Net cash position in China
  - Banks remain supportive of CL
  - Raffles City portfolio continues to see positive growth in rental
  - Serviced Residence projects continue to see growth
- **CapitaLand is well poised to capitalize on the situation from position of strength**

# Other Markets Highlights







## Other Markets Highlights

### Vietnam – Residential

- The Vista, Ho Chi Minh City completed in Sep 2011
  - Handed 85 units to homebuyers in Sep 2011 and expected handover completion by end-2011
  - EBIT contribution of S\$6.4m to CVH
- Injected PARCSpring (974 units) in Ho Chi Minh City into Vietnam Joint Venture Fund (US\$200m)

### Vietnam – Serviced Residence

- Acquired 90% stake in Somerset Central TD Hai Phong City, Vietnam for US\$18.5m (S\$22.5m)



PARCSpring, Ho Chi Minh City



Somerset Central TD Hai Phong City



# Other Markets Highlights (cont'd)

## India

- **Launched operations in India**
  - Opened two properties
    - 187-unit Somerset Greenways Chennai
    - 96-unit Citadines Richmond Bangalore



Somerset Greenways Chennai



Citadines Richmond Bangalore

## Europe

- **Asset enhancement projects completed to-date**
  - Citadines Montparnasse Paris (Jul)
  - Citadines Prestige Les Halles Paris (Sep)



Citadines Prestige Les Halles Paris



Mr Tony Soh (right),  
Ascott's Chief Corporate  
Officer receiving the award



## Business Traveller UK Awards

- **Best Serviced Apartment Company**
  - Ascott (1<sup>st</sup>)
  - Citadines (2<sup>nd</sup>)

## Business Traveller Asia-Pacific Awards

- **Best Serviced Residence Brand in Asia Pacific**
  - Ascott (1<sup>st</sup>)
  - Somerset (2<sup>nd</sup>)
- **Best Serviced Residence in Asia-Pacific**
  - Ascott Sathorn Bangkok (1<sup>st</sup>)
  - Ascott Raffles Place Singapore (2<sup>nd</sup>)
  - Somerset Lake Point Bangkok (3<sup>rd</sup>)

## Travel & Meetings Industry Awards

- **Best Serviced Residence Group**
  - Ascott China

## Australian Hotels Association National Awards for Excellence

- **Best Suite/ Apartment Hotel**
  - Citadines on Bourke Melbourne

# Financials & Capital Management





# Net Profit (PATMI) of S\$580.7m YTD Sep11: 30.0% lower than corresponding period last year

(S\$ million)	YTD Sep 10 (previously reported)	YTD Sep 10 (restated <sup>1</sup> )	YTD Sep11	Change %
<b>Revenue</b>	2,245.8	2,480.5	1,960.5	↓ 21.0
<b>EBIT</b>	1,558.8	1,637.7	1,274.5	↓ 22.2
<b>PATMI</b>	751.1	829.6	580.7	↓ 30.0

<sup>1</sup>The 2010 results were required to be restated to be comparable to the current year's results as a consequence of the adoption of the INT FRS 115 accounting policy which was effective on 1 January 2011.



Financials  
**PATMI Analysis**

(S\$ million)	YTD Sep10 (restated <sup>1</sup> )	YTD Sep11	Change %
<b>PATMI</b> (Excluding reval/impairment)	620.9	351.6	↓ 43.4
<b>Revaluation gains</b>	190.1	270.1	↑ 42.1
<b>Write back / (Impairments)</b>	18.6	(41.0)	N.M
<b>PATMI</b>	829.6	580.7	↓ 30.0

<sup>1</sup>The 2010 results were required to be restated to be comparable to the current year's results as a consequence of the adoption of the INT FRS 115 accounting policy which was effective on 1 January 2011.



# Balance Sheet & Liquidity Position

	FY 2010 (restated <sup>2</sup> )	3Q 2011	Change
<b>Equity (S\$bn)</b>	17.9	17.9	No change
<b>Cash (S\$bn)</b>	7.2	5.5	Decreased
<b>Net Debt (S\$bn)</b>	3.2	5.0	Increased
<b>Net Debt/Equity</b>	0.18	0.28	Strong
<b>% Fixed Rate Debt</b>	72%	68%	Decreased
<b>Ave Debt Maturity(Yr)<sup>1</sup></b>	3.7	3.9	Improved

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

<sup>2</sup>The 2010 results were required to be restated to be comparable to the current year's results as a consequence of the adoption of the INT FRS 115 accounting policy which was effective on 1 January 2011.



# Net Profit (PATMI) of S\$80.2m in 3Q2011

(S\$ million)	3Q 2010 (previously reported)	3Q 2010 (restated <sup>1</sup> )	3Q 2011	Change %
<b>Revenue</b>	684.6	1,448.0	608.6	↓ 58.0
<b>EBIT</b>	368.0	720.5	271.4	↓ 62.3
<b>PATMI</b>	159.6	460.1	80.2	↓ 82.6

<sup>1</sup>The 2010 results were required to be restated to be comparable to the current year's results as a consequence of the adoption of the INT FRS 115 accounting policy which was effective on 1 January 2011.

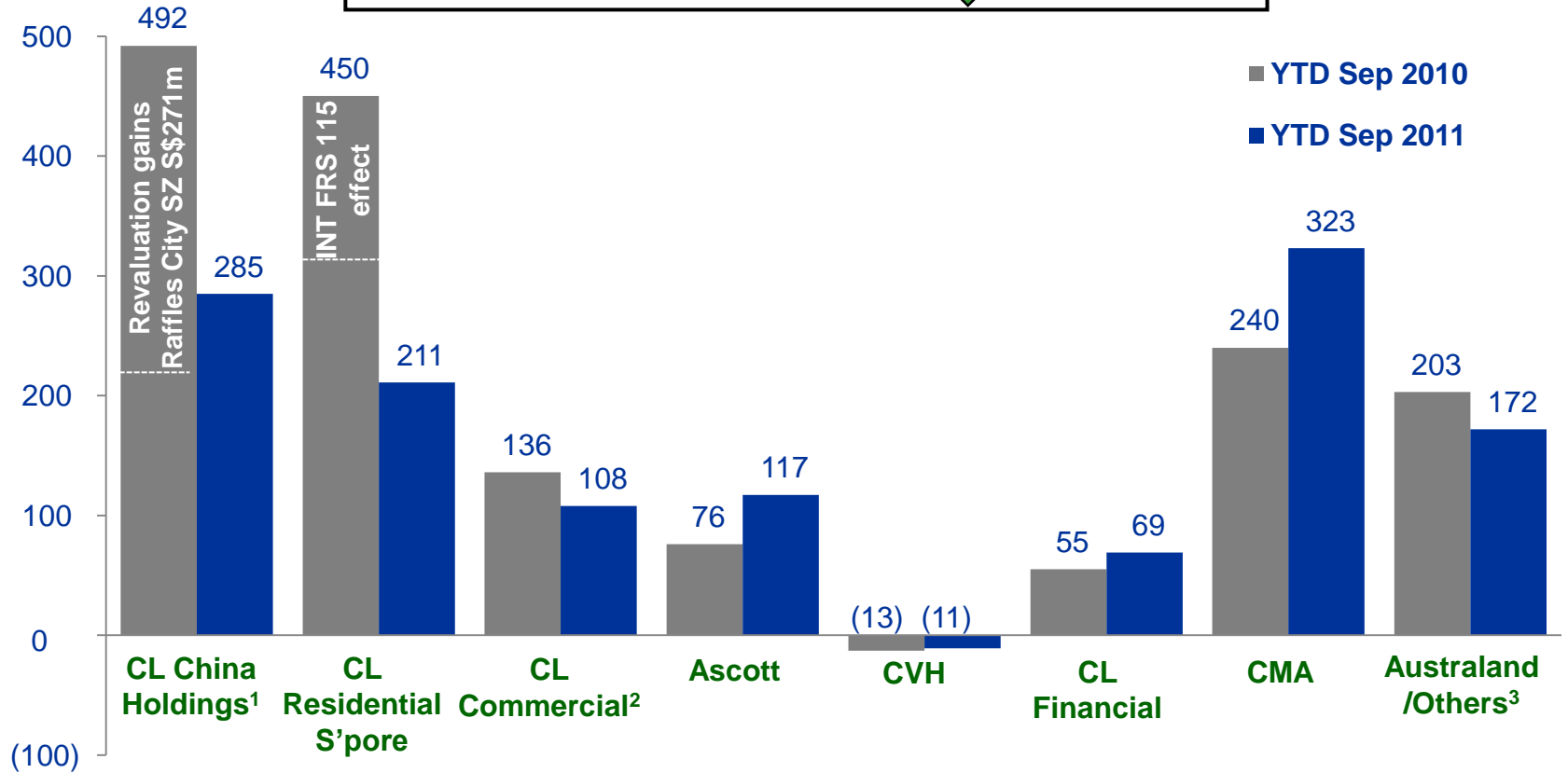




# EBIT by SBUs

S\$'m

YTD Sep 2011 EBIT S\$1.27b ↓ 22.2% YoY



(1) Excludes Retail and Serviced Residences in China  
 (2) Includes residential projects in Malaysia and Thailand  
 (3) Includes Corporate Office, Surbana and Others



# Debt Maturity Profile

S\$'M	GROSS DEBT							CASH
	Maturing in Year Ending 31 Dec (CBs with Put Tenor)							
	Total	2011	2012	2013	2014	2015	2016+	
<b>CL Group</b>	<b>10,783</b>	<b>104</b>	<b>761</b>	<b>1,674</b>	<b>1,249</b>	<b>2,411</b>	<b>4,584</b>	<b>5,490</b>
Less : CMA Group	(970)	(3)	(238)	(114)	(220)	(12)	(383)	(626)
Less : Australand Group	(1,889)	0	0	(836)	(97)	(318)	(638)	(54)
<b>CL Group (ex CMA &amp; Australand)</b>	<b>7,924</b>	<b>101</b>	<b>523</b>	<b>724</b>	<b>932</b>	<b>2,081</b>	<b>3,563</b>	<b>4,810</b>
> Group Treasury	6,234	39	91	540	516	1,564	3,484	3,487
> Other SBUs	1,690	62	432	184	416	517	79	1,323

Average debt maturity for Group Treasury

4.6 years

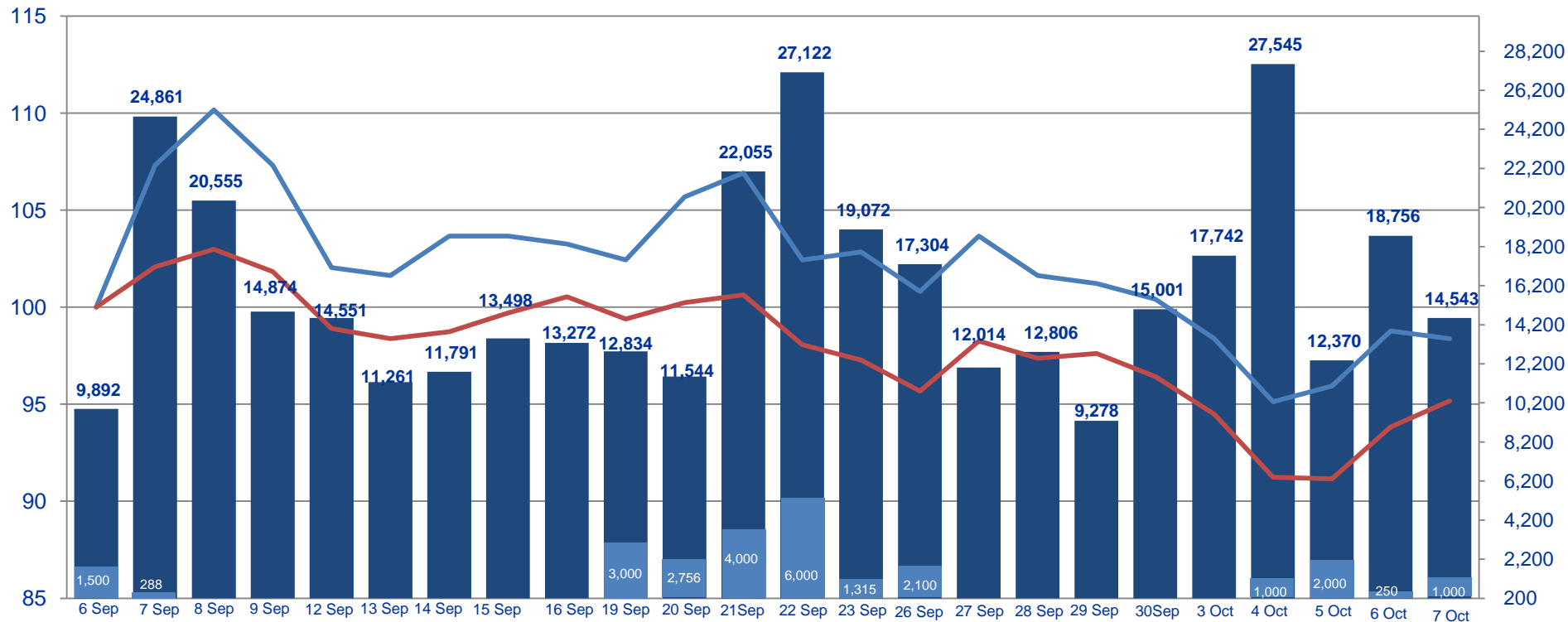


# Capital Management

## Share Buy Back

Relative Index/Share price

■ CL Volume ('000)   
 — CAPL   
 — STI  
■ Share Buy Back Vol ('000)



Date	6 Sep	7 Sep	16 Sep	19 Sep	20 Sep	21 Sep	22 Sep	23 Sep	26 Sep	4 Oct	5 Oct	6 Oct	7 Oct
STI movement (% change)	0	2	1	-1	1	0	-3	-1	-2	-3	0	3	1
CAPL movement (% change)	0	7	0	-1	3	1	-4	0	-2	-3	1	3	0

# Going Forward





# CapitaLand – A Quick Overview

- **A developer with core competencies spanning the entire real estate value chain**
- **Focus on Singapore and China**
- **“Going Deep” into key Chinese cities**
- **Capital recycling model is still robust**
- **Prudent capital structure to prepare for volatile period**



# Summary

- **Intensifying investments in Singapore and China**
  - Committed S\$7b of new investments YTD Sep 2011
  - Investment outflow of S\$4.1b incurred in YTD Sep 2011
  - Consolidating leadership position within retail, serviced residence and integrated mixed used sectors
- **Financial flexibility & balance sheet strength**
  - Low net D/E ratio of 0.28, S\$5.5b cash on balance sheet



# Conclusion

- **Exceeded full-year target of S\$5-S\$6b of new investments by YTD Sep 2011**
- **Continued confidence in Singapore's and China's real estate market, deepening investment presence in key cities**
- **Firm real estate fundamentals and improving economic landscape in core markets present expansion opportunities**
- **Strong balance sheet and prudent capital management help weather market volatility**

# Supplementary Slides







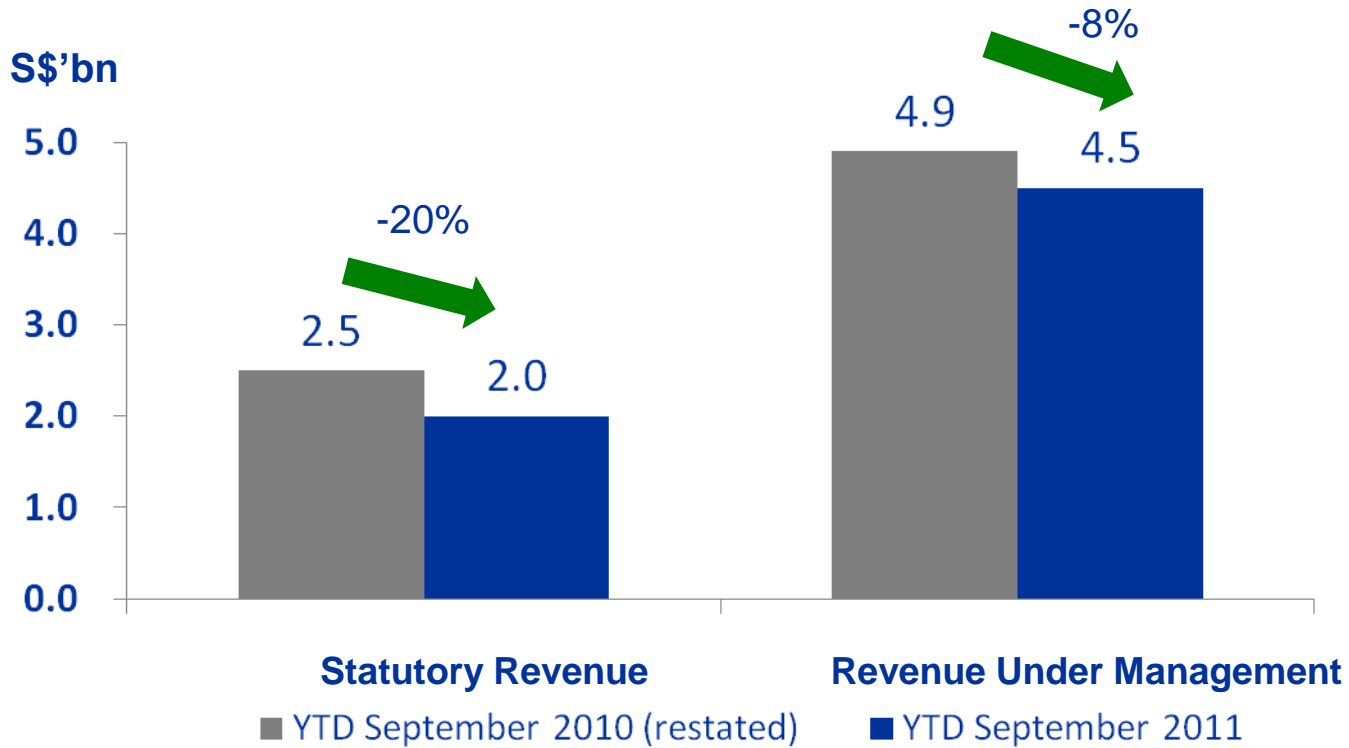
# Group Managed Real Estate Assets\* of S\$57.0b

<b>Group Managed RE Assets</b>	<b>As at 30 Sep 2011 (\$b)</b>
On Balance Sheet & JVs	21.6
Funds	11.4
REITs/Trusts	18.8
Others**	5.2
<b>Total</b>	<b>57.0</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.

# Revenue Under Management



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

# Asset Matrix - Diversified Portfolio

## As at 30 September 2011

	S'pore	China <sup>(1)</sup>	Aust	Other Asia <sup>(2)</sup>	Europe & Others	Total
	S\$'M	S\$'M	S\$'M	S\$'M	S\$'M	S\$'M
CapitaLand Residential Singapore	2,577	-	-	-	-	2,577
CapitaLand China Holdings	-	6,371	-	-	-	6,371
CapitaLand Commercial	2,036	22	-	647	45	2,750
Ascott	946	708	232	662	541	3,089
CapitaValue Homes	2	81	-	344	-	427
CapitaLand Financial	152	10	50	13	-	225
Surbana	174	174	-	13	-	361
Others	3,750	51	38	81	-	3,920
<b>Unlisted Subsidiaries</b>	<b>9,637</b>	<b>7,417</b>	<b>320</b>	<b>1,760</b>	<b>586</b>	<b>19,720</b>
CapitaMalls Asia	3,958	2,747	-	852	-	7,557
Australand	-	-	5,042	-	-	5,042
<b>Total</b>	<b>13,595</b>	<b>10,164</b>	<b>5,362</b>	<b>2,612</b>	<b>586</b>	<b>32,319</b>

(1) China including Macau & Hong Kong

(2) Excludes S'pore and China and includes projects in GCC



## Additional Phase Launches

Project	Total units in development	Estimated No. of Units to be launched	Additional Phase Launches
Bedok Town Centre site	583	200	4Q2011
Bishan Central condominium	600	200	1Q2012
The Interlace	1,040	140	1Q2012
Urban Resort Condominium	64	30	1H2012
Marine Point site	150	126	2Q2012
d'Leedon	1,715	550	2012



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

Project	Total Units	Units Launched	% Sold	% Completed
			As at Sep 2011	As at Sep 2011
<b>Launched in 2007</b>				
The Seafront on Meyer	327	327	99%	100%
The Orchard Residences	175	175	91%	100%
<b>Launched in 2008</b>				
The Wharf Residence	186	186	97%	59%
Latitude	127	127	77%	100%
<b>Launched in 2009</b>				
The Interlace	1,040	900	76%	37%
Urban Suites	165	165	100%	23%
<b>Launched in 2010</b>				
d'Leedon	1715	650	67%	14%
<b>Launched in 2011</b>				
Urban Resort	64	34	71%	22%

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



# China - Stages of Construction Completion

PROJECT	Units Launched	Effective Stake %	% Sold <sup>2</sup>	% Completed <sup>5</sup>	TOP for launched units <sup>6</sup>
			As at Sep 2011	As at Sep 2011	
<b>SHANGHAI</b>					
The Metropolis	1,005	70%	73%	66%	2013
The Pinnacle	242	80%	95%	87%	2012
<b>HANGZHOU</b>					
Imperial Bay	84	50%	13%	13%	2013
<b>BEIJING</b>					
Beaufort – Phase 1	467 <sup>1</sup>	50%	100%	98%	Dec 2011
Beaufort – Phase 2	220 <sup>1</sup>	50%	88%	22%	2013
<b>CHENGDU</b>					
The Loft	2,254 <sup>3</sup>	56%	79%	77%	2012
<b>FOSHAN</b>					
Riverside Ville	758 <sup>1</sup>	100%	72%	99%	2012
Beau Residences	648 <sup>1</sup>	100%	72%	97%	2012
La Cite	118 <sup>4</sup>	100%	0%	53%	2013
<b>GUANGZHOU</b>					
Dolce Vita	493 <sup>3</sup>	48%	59%	53%	2012

<sup>1</sup> Project fully launched .

<sup>2</sup> % sold: units sold (S&P documentation fully completed as of 30 Sep 2011) against units launched.

<sup>3</sup> Launches from existing projects in 3Q 2011, namely Dolce Vita: 248 units; The Loft: 106 units.

<sup>4</sup> New project launches in 3Q 2011, namely La Cite: 118 units.

<sup>5</sup> Status is as per stage of completion as per launched phase at Sep 2011. Average POC% is computed for projects which have more than one launched phase that is under construction.

<sup>6</sup> TOP is based on the completion of the project's entire launched phase.



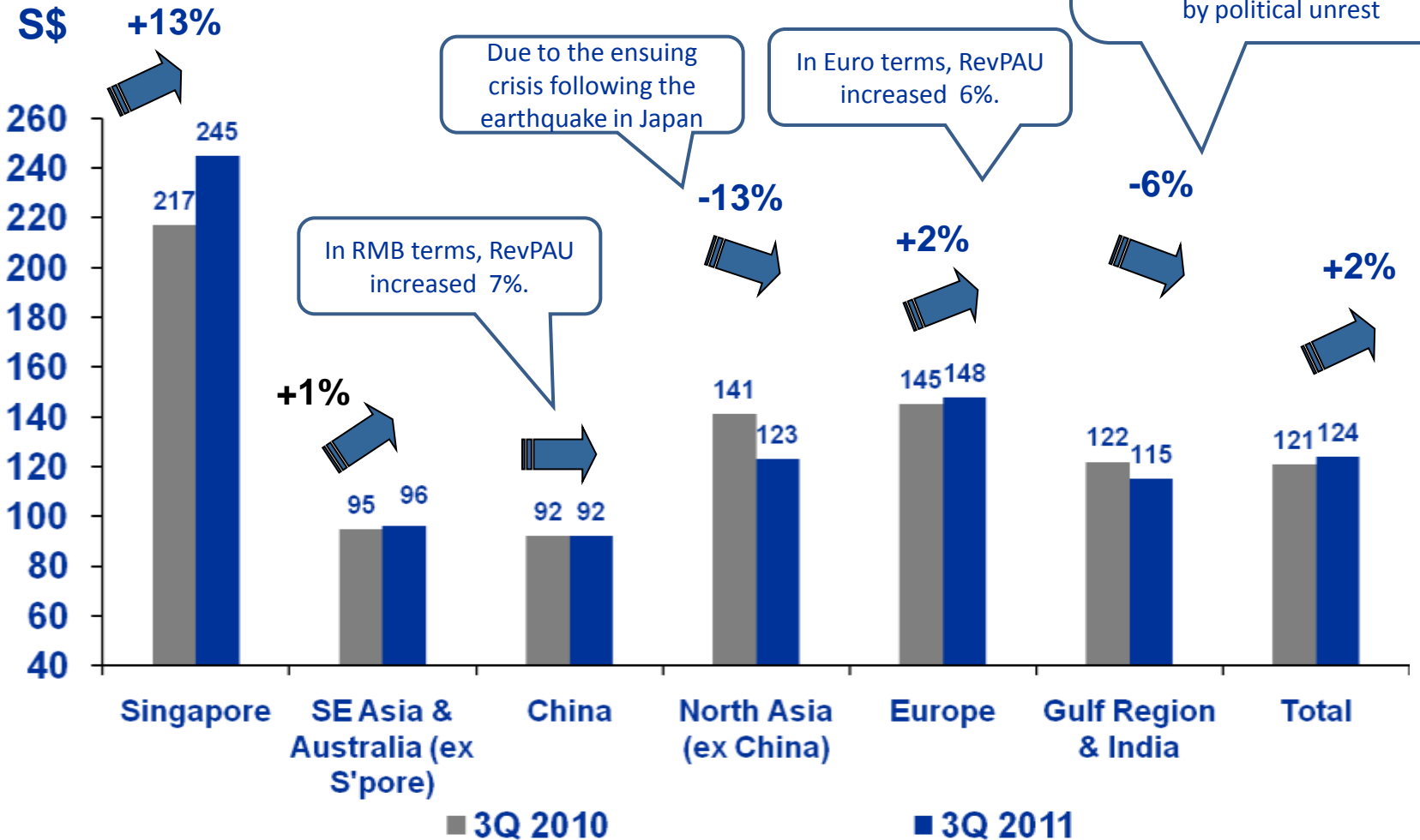
# The Ascott Limited's Portfolio: 22,252 operational & 6,115 under development (As at 14 October 2011)

	ART	ASRCF	Owned	Minority Owned	3 <sup>rd</sup> Party Managed	Leased	Total
Singapore	497		146		195		838
Indonesia	401				1,374		1,775
Malaysia			255	221	838		1,314
Philippines	514				577	67	1,158
Thailand				651	929		1,580
Vietnam	818		132		353		1,303
<b>SOUTH EAST ASIA TOTAL</b>	<b>2,230</b>		<b>533</b>	<b>872</b>	<b>4,266</b>	<b>67</b>	<b>7,968</b>
China	433	2,297	565		3,582		6,877
Japan	143			284			427
South Korea					423		423
<b>NORTH ASIA TOTAL</b>	<b>576</b>	<b>2,297</b>	<b>565</b>	<b>284</b>	<b>4,005</b>		<b>7,727</b>
India			1,408			96	1,504
<b>SOUTH ASIA TOTAL</b>			<b>1,408</b>			<b>96</b>	<b>1,504</b>
Australia	127		380			377	884
<b>AUSTRALASIA TOTAL</b>	<b>127</b>		<b>380</b>			<b>377</b>	<b>884</b>
United Kingdom	600					136	736
France-Paris	994		106		293	516	1,909
France-Outside Paris	677				159	795	1,631
Belgium	323						323
Germany	264		293				557
Spain	131						131
Georgia					66		66
<b>EUROPE TOTAL</b>	<b>2,989</b>		<b>399</b>		<b>518</b>	<b>1447</b>	<b>5,353</b>
U.A.E					118		118
Bahrain					318		318
Qatar					429		429
<b>GULF REGION TOTAL</b>					<b>865</b>		<b>865</b>
<b>SERVICED APARTMENTS</b>	<b>5,922</b>	<b>2,297</b>	<b>3,285</b>	<b>1,156</b>	<b>9,654</b>	<b>1,987</b>	<b>24,301</b>
Corporate Leasing	509		429	2,215	843	70	4,066
<b>CORP LEASING TOTAL</b>	<b>509</b>		<b>429</b>	<b>2,215</b>	<b>843</b>	<b>70</b>	<b>4,066</b>
<b>GRAND TOTAL</b>	<b>6,431</b>	<b>2,297</b>	<b>3,714</b>	<b>3,371</b>	<b>10,497</b>	<b>2,057</b>	<b>28,367</b>



# Serviced Residence

## 3Q 2011 RevPAU Performance

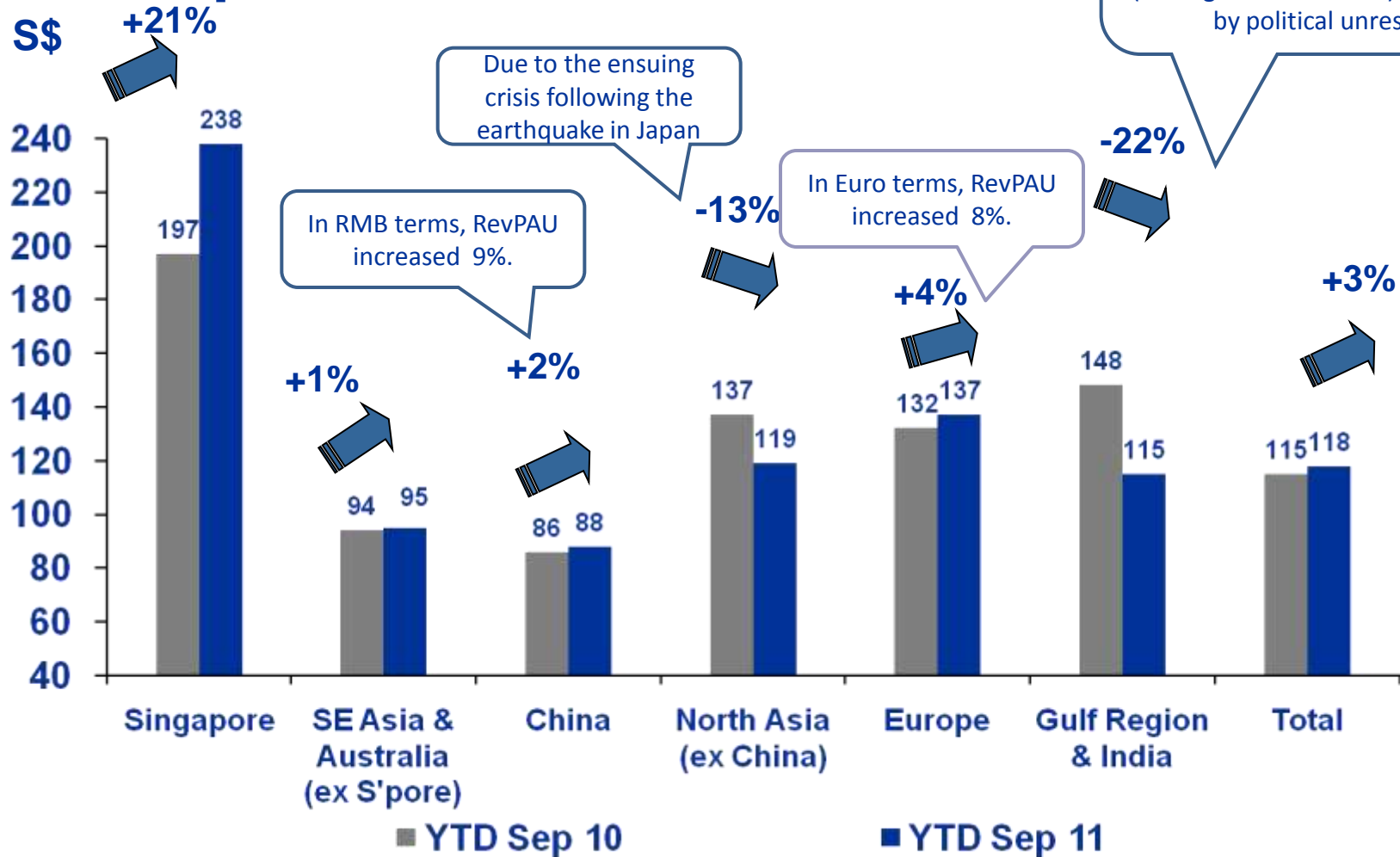


Same-store– Numbers include all serviced residences owned, leased and managed  
 RevPAU – Revenue per available unit  
 Foreign currencies are converted to S\$ at respective period's average rates



# Serviced Residence

## YTD Sep 2011 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