I. CapitaLand Group Business Structure

II. CapitaLand’s Profile in Mainland China

III. Our Projects in China
Group Business Structure

CapitaLand

Residential

Commercial

Financial

PREMAS INTERNATIONAL

Raffles Holdings

The Ascott Group

China
CapitaLand’s Profile in Mainland China

- Started in 1994
- Core Businesses
  1. Residential
  2. Commercial
  3. Serviced Residences
  4. Hotel
  5. Property Services
CapitaLand’s Profile in Mainland China

GROUP 2002 REVENUE – By Geography
TOTAL = $3,264m

- Singapore, $1,269m, 39%
- China, $341m, 10%
- Australia & NZ, $1,221m, 37%
- Other Asia, $276m, 9%
- Europe, $22m, 3%
- Others, $37m, 1%

GROUP 2002 EBIT – By Geography
TOTAL = $767m

- Singapore, $425m, 55%
- China, $91m, 12%
- Australia & NZ, $152m, 20%
- Other Asia, $62m, 8%
- Europe, $22m, 3%
- Others, $15m, 2%
CapitaLand’s Profile in Mainland China

⇒ China’s 2002 $91 million EBIT came from:
  • Residential $66 million
  • Commercial $10 million
  • Others $15 million

⇒ China Footprint:
  • Mainly in Shanghai & Beijing
Residential Projects

**Completed:** > 4,000 units
- Parkville
- Springdale Garden
- Chrysanthemum Park
- Summit Panorama
- Manhattan Heights

**Under Development:**
> 4,000 units
- Summit Residences
- Oasis Riviera
- La Cite
- Xiao Guan Bei Li (Beijing)
## Planned 2003 Residential Launches

<table>
<thead>
<tr>
<th></th>
<th>Summit Residences</th>
<th>La Cite</th>
<th>Oasis Riviera</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Number of Units</strong></td>
<td>913</td>
<td>730</td>
<td>2,000</td>
</tr>
<tr>
<td><strong>Units Launched</strong></td>
<td>796</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Percentage sold</strong></td>
<td>69%</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Expected Launch Date</strong></td>
<td>Balance 117 units in 4Q 2003</td>
<td>Approx. 500 from 2Q 2003</td>
<td>Approx. 500 in 2H 2003</td>
</tr>
<tr>
<td><em><em>Saleable Area</em> (sm)</em>*</td>
<td>129,000</td>
<td>115,000</td>
<td>270,000</td>
</tr>
<tr>
<td><em><em>Land Cost</em> (RMB psm)</em>*</td>
<td>2,500</td>
<td>2,900</td>
<td>2,500</td>
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</tbody>
</table>

* Based on gross floor area

**Note:** Construction costs in Shanghai, on a bare shell basis, typically range from RMB 2,000 – 2,500 psm of gross floor area. Finishing, if provided, adds another RMB 1,000- 2,500 psm of gross floor area.
Commercial Projects

- Raffles City
- Pidemco Tower
- Huiteng Metropolis
- Plot 9-1 (New)

Total NLA:

More than 330,000 sqm or 3.5 m sq ft
Serviced Residences

Largest serviced apartment player in China

- The Ascott Pudong, Shanghai
- Somerset Grand, Shanghai
- Somerset Xuhui, Shanghai
- The Ascott Beijing
- Somerset Fortune Garden, Beijing
- Luxury Apartments, Beijing
- Somerset Olympic Tower, Tianjin

Total: Over 1,500 units
Hotels

2 hotels in operation:

- Swissotel Beijing (423 rooms)
- Swissotel Dalian (327 rooms)
## Property Services

### Asset Services Portfolio

<table>
<thead>
<tr>
<th>City</th>
<th>No. of Project</th>
<th>GFA (㎡)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shanghai</td>
<td>9</td>
<td>795,884</td>
</tr>
<tr>
<td>Beijing</td>
<td>2</td>
<td>174,167</td>
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<tr>
<td>Guangzhou</td>
<td>1</td>
<td>74,321</td>
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<tr>
<td>Hainan</td>
<td>1</td>
<td>138,000</td>
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<tr>
<td>Wenzhou</td>
<td>3</td>
<td>215,257</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>16</strong></td>
<td><strong>1,397,629</strong></td>
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