CapitaLand Group
Executing the Strategy
Macquarie Global Property Series (New York)

December 2010
Contents

• Executing the strategy

• Real Estate Fundamentals
  • Singapore
  • China
  • Vietnam

• Highlights

• Conclusion
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.
Executing the strategy
Positioned for Asia’s growth

Strong multi-sector footprint across Asia
Positioned for Asia’s growth – cont’d

- Asia has emerged from the crisis with renewed economic growth
  - Asia to lead the recovery in the global economy
  - Singapore and China’s economies projected to expand by 14% and 9.9% in 2010 respectively

Source: Consensus Forecast (as at October 2010) & IMF
Unlisted businesses represent 63% of total assets \(^1\)

- Based on effective interests in CMA and Australand, the Group’s unlisted businesses represent 74% of Total Assets

\(^1\) Excludes treasury cash of S$3.0bn
Executing the strategy

1. Grow China Business
   - Target 35-45% of CL's business
     - Post OODL acquisition, China portfolio up to 35%
     - Added new Raffles City in Shenzhen

2. Expand in Vietnam
   - Grow total assets from S$400m to ~S$2b over 3-5yrs
     - 5 JVs with pipeline of 4,500 residential units
     - Topped up 1st project, The Vista

3. Extend leadership in Pan-Asian shopping mall business
   - Target to grow China to 40% of CMA’s business
     - Successful IPO of CMA
     - Listed 1st pure-play shopping mall REIT on Bursa Malaysia

4. Build Ascott’s Global dominance
   - Target to grow to 40,000 units by 2015
     - Sale of 28 properties in Asia & Europe to Ascott Reit
     - To step-up investments in Europe and Asia

5. Increase presence in Singapore
   - Singapore transformation to a Global City
     - Acquired prime Bedok Town Centre site for integrated development

6. Grow Financial Services Franchise
   - Open to new funds/JVs in Malaysia, China and Vietnam
     - Upsized Raffles City China Fund to US$1.18b

7. Expand into Affordable Housing
   - Tap into opportunities in China and Vietnam
     - Secured 1st project in HCMC, Vietnam
     - Identified site in Wuhan, China
## Private residential market: positive outlook remains

### Market is supported by long term fundamentals

- Economic growth remain strong
- Population growth
- Singapore becoming a Global Hub City

### Property cooling measures aim to ensure market stability and sustainability

- Recent property cooling measures intended to reduce speculation and encourage financial prudence. A more stable and sustainable property market is envisaged in the longer term where home prices move in line with economic fundamentals.

### High to mid-tier projects to see sustained demand

- High-end and mid-tier projects with strong attributes (e.g. core city centre living/ proximity to MRT station/ transportation hub) will continue to attract the growing number of skilled foreign professionals and the increasing pool of affluent locals for owner-occupation as well as for investment.
Singapore Residential

Residential price performance

- Pace of price increase has moderated in 3Q 2010

### URA Private Residential Property Price Index (as at 3Q 2010)

<table>
<thead>
<tr>
<th>Period</th>
<th>QoQ %</th>
<th>Since 2Q’09</th>
</tr>
</thead>
<tbody>
<tr>
<td>3Q’09</td>
<td>▲ 15.8%</td>
<td></td>
</tr>
<tr>
<td>4Q’09</td>
<td>▲ 7.4%</td>
<td></td>
</tr>
<tr>
<td>1Q’10</td>
<td>▲ 5.6%</td>
<td></td>
</tr>
<tr>
<td>2Q’10</td>
<td>▲ 5.3%</td>
<td></td>
</tr>
<tr>
<td>3Q’10</td>
<td>▲ 2.9%</td>
<td>▲ 42.2%</td>
</tr>
</tbody>
</table>

Source: URA

Pace of price increase has moderated in 3Q 2010.

- 45% fall from 2Q’96
- 40% rise from 4Q’98
- 20% fall from 2Q’00
- 58% rise from 1Q’04
- 25% fall from 2Q’08
- 42% rise from 2Q’09

CapitaLand Presentation *December 2010*
Sustainable sales momentum despite measures

- Private residential units sold in October 2010 rose 16.1% from September’s sales volume
- Fundamentals remains strong

Average take-up (2005-2009) is approx. 10,800 units per annum

Source: URA

Private Residential Units Sold by Developers, Annual Total

CapitaLand Presentation *December 2010*
Singapore Residential

Economic growth

- Singapore’s GDP expected to grow by an average of 7.7% between 2010 to 2012
- Previous property downturn due to weak economic growth

Source: MTI, EIU Forecast, Bloomberg
Population growth

Population rising

Household size declining

Source: Population Trends 2010
Singapore Residential

Improved affordability

Monthly household income has grown*

![Graph showing monthly household income growth from 1996 to 2009/10](image)

Source: General Household Survey and Key Household Income Trends *80th Percentile & Above

Real mortgage rate declined

![Graph showing real mortgage rate decline from 1996 to 2010](image)

Source: CapitaLand Research

Affordability ratio improved

![Graph showing improvement in affordability ratio](image)

Source: MAS & Bloomberg

CapitaLand Presentation *December 2010*
Foreign buyers increasing

Foreign buyers doubled

New foreign buyers: China and India

Source: URA

CapitaLand Presentation *December 2010*
Current property launches

- First condominium in Singapore designed by Zaha Hadid, 2004 winner of the prestigious Pritzker Architecture Prize

- Developed by a CapitaLand-led consortium that includes Hotel Properties Limited; a fund managed by Morgan Stanley Real Estate; and Wachovia Development Corporation
Current property launches – cont’d

- Total of 1,715 units – comprising 1,703 apartments as well as 12 exclusive semi-detached houses – on an expansive 840,049 sq ft site.

- Residential units spread over seven 36-storey residential towers, with the towers enjoying a cluster of facilities tailored to the lifestyles of the respective groups of residents.

- Residential towers occupy only 22% of the site, freeing up a vast landscaped area of over 650,000 sq ft dedicated to lush greenery and recreational facilities.

- Average price of the units in Phase I is ~S$1,680 per square foot.
New Singapore Residential Landmark – The Nassim

- Designed by W Architects
- 55 luxury homes in the heart of the Nassim enclave of black-and-white bungalows
The Interlace

- Designed by Office for Metropolitan Architecture
- 1,040 apartments in the Southern Ridges of Singapore
- ~95% of 590 units launched have been sold
New integrated development at Bedok Central

- One-stop family shopping mall, providing convenience and a variety of merchandise and specialty goods
- A new and dynamic residential lifestyle

Amenities:
- Bedok Swimming and Sports Complex
- Bedok Community Library
- Bedok Town Centre
- Shopping malls

Residential component with approximately 500 units

3 levels of prime retail space

Direct underpass to MRT

Integrated with bus interchange at L1
URA Office rental index has turnaround

Source: URA
## Improving occupancy

### CCT Committed Occupancy level

<table>
<thead>
<tr>
<th>Grade A office</th>
<th>2Q: 100%</th>
<th>1Q: 99.1%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Portfolio</td>
<td>2Q: 95.6%</td>
<td>1Q: 95.1%</td>
</tr>
</tbody>
</table>

### Industry Statistics – Occupancy level

<table>
<thead>
<tr>
<th>Grade A office</th>
<th>2Q: 93.6%</th>
<th>1Q: 94.5%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Core CBD</td>
<td>2Q: 93.3%</td>
<td>1Q: 91.9%</td>
</tr>
</tbody>
</table>

### URA Occupancy Index

- 84.0%
- 87.2%
- 89.7%
- 91.2%
- 92.7%
- 94.8%
- 95.6%

### Notes:

1. URA has not released Occupancy Index Figure for 2Q 2010
2. Data shown does not take into account the divestment of Starhub Centre

---

**CCT's Committed Occupancy Since Inception**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grade A office</td>
<td>95.2%</td>
<td>99.1%</td>
<td>99.6%</td>
<td>99.6%</td>
<td>96.2%</td>
<td>94.8%</td>
<td>95.6%</td>
</tr>
<tr>
<td>Portfolio</td>
<td>84.0%</td>
<td>87.2%</td>
<td>89.7%</td>
<td>92.7%</td>
<td>91.2%</td>
<td>87.9%</td>
<td>87.5%</td>
</tr>
</tbody>
</table>

---

(C) CapitaLand

*CapitaLand Presentation *December 2010*
China
Real estate fundamentals underpinned by…

- **Strong GDP growth**
  - IMF forecast 10.5% GDP growth (2010 full year)

- **Strong urbanization**
  - Urbanization rate expected to rise to 70% by 2050
  - China (by travel time) to shrink to 9% of original size by 2014

- **Improving transportation**

- **Affordability**
  - Household saving rate rose to 28.6%¹

¹Note: China’s household savings defined as (urban disposable income per capita – urban consumption expenditure per capita)
Source: Bloomberg and CEIC
²Source: United Nations Population Division
China’s GDP outlook is positive

- IMF forecast 10.5% GDP growth (2010 full year)

Source: CEIC
Rising domestic consumption

Annual Consumption Expenditure (Urban) per Capital RMB

Source: CEIC & EIU (forecast)
China

Strong urbanization trend

- China’s urbanization rate far below other developed countries
- Rapid growth would put pressure on demand for urban housing

Source: United Nations Population Division
Improving transportation & accessibility creates new economic hubs…

China is expected to shrink to 9% of its original size by 2014 (by travel time)

High Speed Rail Network: 5,692 km
China to shrink to 80% of original size

High Speed Rail Network: 13,488 km
China to shrink to 50% of original size

High Speed Rail Network: 28,539 km
China to shrink to 9% of original size

Source: MOR, IILF
Note: Size excludes Tibet, Xinjiang, Qinghai and Inner Mongolia which account for only 5% of China’s population and lack extensive HSR coverage

CapitaLand Presentation *December 2010*
China's household savings rate has been growing as income levels rise.

High savings of Chinese household

Note: China’s household savings defined as (urban disposable income per capita – urban consumption expenditure per capita)

Source: Bloomberg and CEIC

Savings rate as % of disposable income

USA
China

Note: China’s household savings defined as (urban disposable income per capita – urban consumption expenditure per capita)

Source: Bloomberg and CEIC

CapitaLand Presentation *December 2010*
No bubble..disposal income and house price tracks GDP growth

Source: CEIC

2003 2004 2005 2006 2007 2008 2009

Nominal GDP
Urban disposable income per capita
Nationwide Commodity Building (Residential) Selling Price

Index (2003 = 1.0)
Nominal GDP
Urban disposable income per capita
Nationwide Commodity Building (Residential) Selling Price

Source: CEIC
CapitaLand Presentation *December 2010*
China

...nation wide affordability is healthy

*35 Big Urban Cities include capital cities in various provinces and municipalities; China’s house mortgage market started from 1998
Source: NBS, CEIC
Conclusion: no real estate bubble

• Some degree of speculative demand in Tier 1 cities, addressed by recent administrative measures

• Prices rise due to rapid economic growth but when they inflate to level beyond affordability, banks will not lend

• Prices will then naturally deflate back to affordable level
China

Remain positive on China

• We are a long term investor in China

• Rapid urbanisation and the huge demand for housing will continue to underpin the market for a long time to come

• “Aggressive yet disciplined approach”
Diversified presence across 4 real estate sectors

China Assets: S$10 bn
(35%* of Group’s Balance Sheet)

- Residential: 39%
- Commercial & Mixed Development: 34%
- Shopping Malls: 21%
- Serviced Residences: 6%

*Excluding Treasury cash
China

Significant and growing contribution to CapitaLand

![Graph showing the growth in EBIT from 2001 to 3Q 2010.]
## Growth Strategy in China

**Strong presence in China which accounts for 35% of total assets**

<table>
<thead>
<tr>
<th></th>
<th>3Q10</th>
<th>Target</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential</td>
<td>Pipeline of &gt; 16,000 residential units</td>
<td>Launch average of 3,000 residential units annually</td>
</tr>
<tr>
<td>Retail</td>
<td>36 operational shopping malls</td>
<td>16 malls in development pipeline</td>
</tr>
<tr>
<td>Serviced Residences</td>
<td>33 properties with 6,246 units</td>
<td>Grow to 12,000 units by 2015</td>
</tr>
<tr>
<td>Integrated Developments</td>
<td>2 operational “Raffles City”</td>
<td>Complete construction of another 4 “Raffles City” projects by 2014</td>
</tr>
</tbody>
</table>

Exploring new initiatives on Affordable Housing
Recent residential launches

- **The Metropolis, Kunshan**
  - Achieved selling price above underwriting expectations
  - Additional 200 units released in 3Q10

- **The Pinnacle, Shanghai (Nanmatou, Pudong)**
  - Mid-end residential
  - 124 units launched in 3Q10

- **Paragon, Shanghai (Luwan)**
  - High-end luxury residential, along side hotel / serviced residences
  - 116 units to be launched in 1Q11
CapitaMalls Asia
52 retail properties in 34 cities across China
: 36 operating in 1H2010 with 16 under development

Weiyang Mall, Yangzhou
Opened on 18 Jan 2009

Nanan Mall, Yibin
Opened on Jan 2009

Jingyang Mall, Deyang
Opened on 5 Jan 2009

Duanzhou Mall, Dongguan
Opened on 2 Apr 2009

Taohualun Mall, Yiyang
Opened on 9 Apr 2009

Shaw an Mall, Chengdu
Opened on Sep 2009

Cuiwei Mall, Beijing
Opened on 28 Apr 2010

Aidemengdun Mall, Ha'erbin
Opened on 11 Jun 2010

Anyang Mall, Anyang
Opened on 18 Mar 2010
The Ascott Limited (Serviced Residences)
27 existing properties across China
7 new management contracts signed

Ascott Guangzhou IFC
Ascott Huai Hai Road, Shanghai
Ascott Raffles City Beijing

China
Raffles City

Building a portfolio of 6 branded projects
2 completed with 4 under development

Raffles City Shanghai

Raffles City Beijing

Raffles City Chengdu

Raffles City Hangzhou

Raffles City Ningbo

Raffles City Shenzhen
Riding the China Growth Story

CapitaLand is well positioned

Scale
- Multi-sector
- Strong presence in gateway and key 2nd tier cities

Strong Management
- 5,000 staff
- Local expertise and talent

Track Record
- Strong earnings performance

Aggressive yet disciplined growth
Vietnam
Vietnam

Good long term fundamentals...

<table>
<thead>
<tr>
<th>Category</th>
<th>Benefits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Political Stability</td>
<td>• Centrally planned economy</td>
</tr>
<tr>
<td></td>
<td>• Pro-growth regulatory environment</td>
</tr>
<tr>
<td>Scale</td>
<td>• Population of 86 million</td>
</tr>
<tr>
<td></td>
<td>• 13th largest globally</td>
</tr>
<tr>
<td>Favourable demographics</td>
<td>• 54% of population below 30 years old</td>
</tr>
<tr>
<td></td>
<td>• Rapid urbanization: 20% currently live in cities</td>
</tr>
<tr>
<td>China + 1</td>
<td>• Alternative manufacturing centre</td>
</tr>
<tr>
<td></td>
<td>• Low hourly wages: US$0.49 per hour</td>
</tr>
<tr>
<td>Skilled labour</td>
<td>• Productive workforce</td>
</tr>
<tr>
<td></td>
<td>• High adult literacy rate (2003-08): 90%</td>
</tr>
</tbody>
</table>

Source: Bloomberg; Consensus Economics; IMF; UN
Vietnam’s robust economic growth

- Growth remained strong with a sharp rebound in 2Q10
- Economy projected to grow in excess of 7% over next 5 years

### GDP Growth Rate (%)

<table>
<thead>
<tr>
<th>Year</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>GDP growth rate (%)</td>
<td>6.7</td>
<td>7.0</td>
<td>7.0</td>
<td>7.2</td>
<td>7.4</td>
<td>7.5</td>
</tr>
</tbody>
</table>

Source: Bloomberg; Consensus Economics; IMF
Vietnam following China’s footsteps?

Decade behind China’s economic development

Urbanization, 2 decades behind China

Privatization, decade behind China

Source: Bloomberg; CEIC

CapitaLand Presentation *December 2010*
Vietnam: 4th core market to fuel multi-sector growth

- To grow total assets from S$400m currently to ~S$2b over 3-5 years
  - Residential: 5 projects (4,500 apartments)
    - **Strategic target markets**
      - **Upper-mid segment**: Target wealthy businessmen, returning Vietnamese and professionals;
      - **Affordable housing**: Target household with combined income of at least US$2,000pm
    - Serviced residence: Maintain leadership position
    - Shopping Malls: Looking to enter market

Primary focus in gateway cities of Ho Chi Minh City and Hanoi
Vietnam

Serviced Residence

- Entered market in 1994
- Leadership position in Vietnam. Largest international serviced residence operator in the country
- Owns and/or manages 8 properties with a total of 1,303 units
- Winner of Guide Award for Excellent Performance in Vietnam for 5th Year
Shopping Malls
### Shopping Malls

One of the largest shopping mall developers, owners and managers in Asia

<table>
<thead>
<tr>
<th>Countries</th>
<th>Completed&lt;sup&gt;2&lt;/sup&gt;</th>
<th>Target for completion in 2010</th>
<th>Target for completion in 2011</th>
<th>Target for completion in 2012 &amp; beyond</th>
<th>Total&lt;sup&gt;3&lt;/sup&gt;</th>
</tr>
</thead>
<tbody>
<tr>
<td>Singapore</td>
<td>16</td>
<td>-</td>
<td>-</td>
<td>2</td>
<td>18</td>
</tr>
<tr>
<td>China</td>
<td>36</td>
<td>3</td>
<td>5</td>
<td>8</td>
<td>52</td>
</tr>
<tr>
<td>Malaysia</td>
<td>3</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>3</td>
</tr>
<tr>
<td>Japan</td>
<td>7</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>7</td>
</tr>
<tr>
<td>India</td>
<td>1</td>
<td>1</td>
<td>-</td>
<td>7</td>
<td>9</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>63</strong></td>
<td><strong>4</strong></td>
<td><strong>5</strong></td>
<td><strong>17</strong></td>
<td><strong>89</strong></td>
</tr>
</tbody>
</table>

<sup>1</sup> Assuming the Asset Swap and Divestment have been completed as at 31 Dec 2009.

<sup>2</sup> Refers to properties that were completed as at 28 Oct 2010.

<sup>3</sup> As at 9 Nov 2010.
## Growing shoppers traffic and sales

<table>
<thead>
<tr>
<th>Country</th>
<th>YTD Sep 2010 vs YTD Sep 2009 (%)</th>
<th>Shopper Traffic</th>
<th>Gross Turnover (GTO)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Singapore(1)</td>
<td>3.2</td>
<td>5.6</td>
<td></td>
</tr>
<tr>
<td>China(2)</td>
<td>10.0</td>
<td>21.0</td>
<td></td>
</tr>
<tr>
<td>Malaysia(3)</td>
<td>19.0</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td>Japan(4)</td>
<td>4.0</td>
<td>12.0</td>
<td></td>
</tr>
<tr>
<td>India(5)</td>
<td>55.3</td>
<td>118.5</td>
<td></td>
</tr>
</tbody>
</table>

1. Excludes ION, Hougang Plaza, JCube & The Atrium@Orchard
2. Excludes 3 malls under CRCT in master lease. GTO sales not on same tenant basis, and excludes the GTO sales from supermarket and department stores.
3. Due to listing of CMMT, no GTO figures provided as per CMMT’s prospectus dated 28 Jun 2010
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 3Q2010 vs 3Q2010
Operational Malls achieved strong rental growth

<table>
<thead>
<tr>
<th>Country (S$'mil)</th>
<th>YTD Sep 2010</th>
<th>YTD Sep 2009</th>
<th>Change (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Singapore</td>
<td>148</td>
<td>103</td>
<td>43</td>
</tr>
<tr>
<td>China</td>
<td>41</td>
<td>33</td>
<td>27</td>
</tr>
<tr>
<td>Malaysia</td>
<td>36</td>
<td>40</td>
<td>(11)</td>
</tr>
<tr>
<td>Japan</td>
<td>4</td>
<td>5</td>
<td>(16)</td>
</tr>
<tr>
<td>India</td>
<td>0.5</td>
<td>-</td>
<td>N.A.</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>230</strong></td>
<td><strong>181</strong></td>
<td><strong>27</strong></td>
</tr>
</tbody>
</table>

The above figures are based on CMA’s effective stake in each completed malls that are operational. CMA’s stake in the Malaysian properties were reduced after the listing of CMMT in July 2010.
Active acquisitions and divestment since IPO

Shopping Malls

Sale of Clarke Quay, Singapore to CMT +$268m
Listing of CMMT Proceeds raised +$228m

Feb ‘10  Meili Mall, Chengdu - $107m
Mar ‘10  Tianfu Mall, Chengdu - $368m
Jul ‘10  Bedok site, Singapore - $550m
Sep ‘10  Luwan site, Shanghai - $495m
Nov ‘10

YTD Total $1,520m
Serviced Residence
Transformational Growth

The Ascott Limited (Ascott) World's largest international serviced residence owner-operator

• New target to grow portfolio to 40,000 units by 2015 from current 26,000
  – Increase dominance in global key cities
    • Asia: China, Vietnam, Singapore & India
    • Europe: France, Germany and UK
    • Others: Spain, Italy, Switzerland, Turkey & Eastern European countries
  – More management contracts
The Ascott Limited
Serviced Residence
YTD Sep 2010 RevPAU¹ performance

Due to weaker Euro vs SGD. In Euro terms RevPAU increased 7%.

Somerset West Bay Doha (management contract) affected by nearby construction works

YTD Sep 2009 YTD Sep 2010

Singapore 170 216
SE Asia & Australia (ex S'pore) 91 94
China 86 95
North Asia (ex China) 127 137
Europe 138 133
Gulf Region 194 148
Total 115 118

¹ 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 RevPAU¹ Performance

Due to weaker Euro vs SGD. In Euro terms RevPAU increased 7%.

Somerset West Bay Doha (management contract) affected by nearby construction works

¹ 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
YTD Sep 2010 Revenue Under Management - By Geographical Segment

YTD Sep 2010 = S$578.0 million

- Europe: 33%
- Gulf Region: 3%
- Singapore: 11%
- SE Asia & Australia (ex S'pore): 26%
- North Asia (ex China): 10%
- China: 17%

Revenue under management – Revenue from all properties owned, leased and managed
Affordable Housing
New SBU in affordable housing

- Extended core residential business to include affordable housing sector in China and Vietnam
New SBU for Affordable Housing – Cont’d

Premium Housing
Mid to High End Homes

Affordable Housing
Mass Commodity Homes

China: Social Housing
Vietnam: Economic Housing

Not CapitaLand’s market segment
## Opportunities in affordable housing in Vietnam and China


2. Lower market risk as demand is real and non-speculative, and affordable housing market is currently undersupplied.

3. Ability to leverage on track record in property development, established local network and relationships with local city governments.

4. Address a new market segment that is scalable.
CapitaValue Homes (CVH)

1st affordable housing project in Vietnam

- Phuoc Long B Ward, Ho Chi Minh City (Dist 9)
  - 70/30 JV with No Va Land Investment
  - Established populous area well served by amenities
  - 9,000 sqm site at city fringe to develop ~500 apartments
Potential site in Wuhan, China

- Cai Dian, Wuhan (Hubei Province)
  - Investment Framework Agreement with Caidian District Government
  - Located approximately 20km from city centre
  - 200,000sqm potential GFA to develop > 2,000 homes
**Financials**

**Net Profit (PATMI) of S$751m YTD Sep10**

- increase of 349% over corresponding period last year

- Revenue YTD Sep10 of S$2,246m, up 6% YoY

<table>
<thead>
<tr>
<th>(S$ million)</th>
<th>YTD Sep09</th>
<th>YTD Sep10</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>2,124.3</td>
<td>2,245.8</td>
<td>+122</td>
</tr>
<tr>
<td>EBIT</td>
<td>490.8</td>
<td>1,558.8</td>
<td>+1,068</td>
</tr>
<tr>
<td>PATMI</td>
<td>167.2</td>
<td>751.1</td>
<td>+584</td>
</tr>
</tbody>
</table>
Earnings performance excluding revaluation & impairments: up 20% to S$542m

<table>
<thead>
<tr>
<th>(S$ million)</th>
<th>YTD Sep09</th>
<th>YTD Sep10</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>PATMI (Excluding reval/impairment)</td>
<td>452.3</td>
<td>542.4</td>
<td>+90</td>
</tr>
<tr>
<td>Reval/Impairments (Gains)/Losses</td>
<td>(285.1)</td>
<td>208.7</td>
<td>+494</td>
</tr>
<tr>
<td>PATMI</td>
<td>167.2</td>
<td>751.1</td>
<td>+584</td>
</tr>
</tbody>
</table>
Strong performances across businesses

EBIT YTD Sep10 S$1,559m vs S$491m previously

(1) Excludes Retail and Serviced Residences in China
(2) Includes residential projects in Vietnam, Malaysia, India and Thailand
Revenue Under Management

- Statutory Revenue: Revenue from the Group's properties
- Revenue Under Management: Revenue of all properties managed by the Group

YTD September 2009: 2.1
YTD September 2010: 2.2

YTD September 2009: 4.3
YTD September 2010: 4.8

Revenue Under Management: Revenue of all properties managed by the Group
### Financials

**Group managed real estate assets of S$50bn**

<table>
<thead>
<tr>
<th>Group Managed RE Assets&lt;sup&gt;1&lt;/sup&gt;</th>
<th>Sep10 (S$bn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>On Balance Sheet &amp; JVs</td>
<td>20.2</td>
</tr>
<tr>
<td>Funds</td>
<td>9.4</td>
</tr>
<tr>
<td>REITs/Trusts</td>
<td>16.5</td>
</tr>
<tr>
<td>Others&lt;sup&gt;2&lt;/sup&gt;</td>
<td>3.8</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>49.9</strong></td>
</tr>
</tbody>
</table>

<sup>1</sup> This is the value of all real estate assets managed by CapitaLand Group entities stated at 100% of the property carrying value.

<sup>2</sup> Others include 100% values of properties under management contracts.
## Credit Profile

### Balance sheet & liquidity position

<table>
<thead>
<tr>
<th></th>
<th>3Q2009</th>
<th>3Q2010</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Equity (S$bn)</strong></td>
<td>14.2</td>
<td>17.3</td>
<td>Increased</td>
</tr>
<tr>
<td><strong>Cash (S$bn)</strong></td>
<td>5.4</td>
<td>6.4</td>
<td>Increased</td>
</tr>
<tr>
<td><strong>Net Debt (S$bn)</strong></td>
<td>5.0</td>
<td>3.7</td>
<td>Improved</td>
</tr>
<tr>
<td><strong>Net Debt/Equity</strong></td>
<td>0.35</td>
<td>0.21</td>
<td>Improved</td>
</tr>
<tr>
<td><strong>% Fixed Rate Debt</strong></td>
<td>71%</td>
<td>73%</td>
<td>Stable</td>
</tr>
<tr>
<td><strong>Ave Debt Maturity(Yr)</strong></td>
<td>3.71</td>
<td>3.61</td>
<td>Stable</td>
</tr>
</tbody>
</table>

1 Based on put dates of Convertible Bond holders.
Evenly-spread maturity profile

- Sufficient cash buffer to meet debt due in the next 36 months

S$mil
As at September 2010

Debt payable (consolidated)

- Cash: $6,437
- Within 1 yr: $2,104
- 2 years: $1,162
- 3 years: $1,558
- 4 years: $433
- 5 years: $434
- >5 years: $4,412
Conservative balance sheet despite aggressive growth over 10 years

- Low gearing of 0.21x and healthy cash reserves of S$4.9b
- Capacity to seek strategic investments
- Remain disciplined in our investment management

---

\[\begin{align*}
\text{Net Debt} & \quad \text{S$3.7bn} \\
\text{Cash} & \quad \text{S$6.4bn} \\
\text{Equity}^1 & \quad \text{S$17.3bn}
\end{align*}\]

---

^1 Dividend & distributions totaled S$3.1b since merger in Nov 2000. Rights issue of S$1.8bn in 1Q09.
Capital Management milestones in past 12 months

• S$1.2b 7-year CB issued last year was the largest in Asia in 2009

• Recycled S$2.8bn capital via CMA IPO – largest Singapore IPO in 16 years

• Re-invested in China by acquiring OODL business
  – largest M&A deal ever by a real estate company in Singapore

• CMA recycled capital in Malaysia via the CMMT IPO (S$230m) and sold Clarke Quay to CMT (S$268m)

• CMT successfully launched the S-REIT market’s first ever Euro MTN deal
  – US$500m “benchmark” deal.

• CCT divested 2 office buildings in ongoing efforts to reconstitute portfolio

• CL Group issued S$1 billion of bonds with 4-10 years maturity

• The Ascott Limited to recycle capital via the sale of 28 Asia and European properties to Ascott REIT (EGM approved on 9 Sep 2010)
Key takeaways:

• Refined and focused strategy both geographically and by segment

• Business model is intact and remains fairly unique

• The Group continues to expand in a deliberate, consistent and capital efficient manner in accordance with its stated strategy

• Excellent financial flexibility to take advantage of opportunities and also weather uncertainties