CapitaLand Media/Analysts Trip:
Harnessing An Integrated Platform

Jason Leow, CEO of CapitaLand China

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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.
• 3Q 2013 Performance Update

• Residential Business in China

• Raffles City and Integrated Developments

• Concluding Remarks
3Q 2013 Performance Update

Raffles City Shanghai, China
3Q 2013 Residential Sales Performance

YoY sales remains healthy

- Launched ~700 units for sale in 3Q 2013
- 78% of launched units sold

@ Units sold includes options issued up to 30 Sep 2013
* Includes Raffles City strata apartments.
Residential Homes Handed Over

YTD Sep 2013 – TOP Projects:

- The Paragon, Shanghai
- The Pinnacle, Shanghai
- Beaufort, Beijing
- The Loft, Chengdu
New Residential Launch

The Metropolis, Kunshan – Launch of new block

- 272 units launched on Oct 26
- Sold ~ 95% of launched units within first 4 days. Sales value ~ RMB316m

The Metropolis, Kunshan
Construction schedule on track: piling completed, structural construction in progress
Residential Business in China
Completed Consolidation of Residential Business in China

CapitaLand China
Total Pipeline: >65k units, >7m sqm in GFA

CapitaLand China Residential Projects

Former CapitaValueHomes Projects

CapitaLand Township Projects
Pipeline sufficient for the next 4 to 5 years

- 27 residential projects
- Total pipeline of >65k units and GFA of >7m sqm
- Deepening presence in 5 city clusters
CapitaLand Township Projects

5 projects in 4 cities; ~39k units and GFA ~4m sqm

Lake Botanica, Shenyang (GFA ~1.1m sqm, 18% launched)
Parc Botanica, Chengdu (GFA ~362k sqm, 19% launched)
La Botanica, Xi’an (GFA ~2.9m sqm, 25% launched)
Central Park City, Wuxi (GFA ~655k sqm, 19% launched)
The Botanica, Chengdu (GFA ~1m sqm, 98% launched)

% Launch based on units launched against project’s estimated total units as at Sep 2013.
Former CapitaValueHomes

4 projects in 3 cities; ~6,300 units and GFA ~627k sqm

New Horizon & Wanxiang Plot II, Shanghai

The Lakeside, Wuhan

The Rivervale, Guangzhou
Healthy Project Pipeline in China

CapitaLand China consolidated: >65k units and GFA >7m sqm

- Dolce Vita, Guangzhou
- The Metropolis, Kunshan
- The Paragon, Shanghai
- Beaufort, Beijing
- The Loft, Chengdu
- iPark, Shenzhen
Long-term Benefits from Consolidation

Post-consolidation:

• Residential to focus on mass market, 1st time home buyers and up graders

• Capabilities to manage large scale projects

• Opportunities for economies of scale and bulk purchase
Total Assets Allocation

Well balanced Portfolio of Trading vs Long Term

- Residential: 53%
- Investment Properties*: 39%
- Strategic Investments: 8%

As at Sep 2013, CLC Total Assets is S$8.3b
* 23% of Investment Properties relate to RCs’ strata assets
Raffles City and Integrated Developments

Raffles City Chengdu, China

Zhang Minjie, CapitaLand "Building People" Photography Competition 2013
Continuous growth of quality assets

Raffles City Portfolio Outlook

Note: GFA includes basement retail area
## Raffles City Portfolio

### Pipeline of Quality Assets with Stable Rental Income

<table>
<thead>
<tr>
<th>Stabilized</th>
<th>Newly Opened</th>
<th>Under Construction</th>
</tr>
</thead>
<tbody>
<tr>
<td>Raffles City Shanghai</td>
<td>Raffles City Chengdu</td>
<td>Raffles City Changning</td>
</tr>
<tr>
<td>Raffles City Beijing</td>
<td>Raffles City Ningbo</td>
<td>Raffles City Chongqing</td>
</tr>
<tr>
<td>Raffles City Hangzhou</td>
<td>Raffles City Shenzhen</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>2012</th>
<th>2015/2016</th>
<th>2018</th>
</tr>
</thead>
</table>

*8 Raffles City development with a construction floor area of 3.1m sqm*
Stabilised Asset – Raffles City Shanghai

Raffles City Shanghai

- Full committed occupancy for retail mall and office tower
- Reconfiguration of larger anchor tenant space into smaller units
- Annualised NPI yield on cost ~18%

New tenants and active Marcom activities
Stabilised Asset – Raffles City Beijing

Raffles City Beijing

• **Stable performance**
  – Over 99% committed occupancy for retail mall and office tower
  – Above 90% occupancy for serviced residences

• New brands & trade remix in 3Q 2013

• Annualised NPI yield on cost ~13%
Newly Operational Assets

Raffles City Chengdu

- Strong committed occupancy of over 99% for retail mall
  - Celebrated 1st year anniversary, with total footfall of 11 million shoppers since opening
- T1 office block completed in late June 2013
- T2 office block achieved 57%* leasing commitment
- Opening of Ascott Raffles City Chengdu in 4Q 2013

* As at 11 November 2013
Newly Operational Assets

Raffles City Ningbo

• **Stable performance of retail mall**
  – Committed occupancy of 97%
  – Opening of anchor tenant (including supermarket) has boosted sales and shopper traffic

* As at 8 November 2013

• **Growing occupancy for office tower**
  – Committed occupancy of 79%*
  – Mix of domestic as well as international tenants
### Basic Info
- **Total Site Area:** 40,355 sqm
- **Plot Ratio:** 7.03
- **Total GFA:** 283,567 sqm
- **Total Basement Area:** 97,000 sqm
- **Total CFA:** 380,567 sqm
- **Height Limit:** ≤250m

### Site Area

<table>
<thead>
<tr>
<th>Component</th>
<th>Area</th>
</tr>
</thead>
<tbody>
<tr>
<td>Podium: Retail</td>
<td>116,000 sqm</td>
</tr>
<tr>
<td>T1: Office</td>
<td>27,567 sqm</td>
</tr>
<tr>
<td>T1: Svc Resi</td>
<td>26,000 sqm</td>
</tr>
<tr>
<td>T1: SOHO</td>
<td>33,000 sqm</td>
</tr>
<tr>
<td>T2: Office</td>
<td>41,000 sqm</td>
</tr>
<tr>
<td>T2: Hotel</td>
<td>45,000 sqm</td>
</tr>
<tr>
<td>T2: Apts</td>
<td>10,000 sqm</td>
</tr>
<tr>
<td><strong>Total GFA</strong></td>
<td><strong>283,567 sqm</strong></td>
</tr>
</tbody>
</table>

### Plot Ratio
- **Plot Ratio:** 7.03

### Car Park
- **Car Park:** 1,249 Lots

### Total CFA
- **Total CFA:** 392,868 sqm
Asset Under Development

Raffles City Hangzhou

Raffles City Hangzhou
Target Opening in 2015

69% structural completion
**Asset Under Development**

**Raffles City Shenzhen**

<table>
<thead>
<tr>
<th>Site Area</th>
<th>53,725 sqm</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apartments</td>
<td>72,729 sqm</td>
</tr>
<tr>
<td>Office</td>
<td>54,575 sqm</td>
</tr>
<tr>
<td>Retail</td>
<td>88,835 sqm</td>
</tr>
<tr>
<td>Hotel</td>
<td>21,095 sqm</td>
</tr>
<tr>
<td><strong>Total GFA</strong></td>
<td><strong>237,500 sqm</strong></td>
</tr>
<tr>
<td>Car Park</td>
<td>2,021 Lots</td>
</tr>
<tr>
<td><strong>Total CFA</strong></td>
<td><strong>399,444 sqm</strong></td>
</tr>
</tbody>
</table>
Asset Under Development

Raffles City Shenzhen

Phase 1:
- iPark
- Target handover of Block B in 4Q 2013

Phase 2: Raffles City Shenzhen
- Target Opening in 2016

Phase 3
- Construction progress on track
# Asset Under Development

## Raffles City Changning

<table>
<thead>
<tr>
<th>Site Area</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Office T1</td>
<td>76,692 sqm</td>
</tr>
<tr>
<td>Office T2</td>
<td>30,175 sqm</td>
</tr>
<tr>
<td>Office T3</td>
<td>26,240 sqm</td>
</tr>
<tr>
<td>Retail</td>
<td>103,914 sqm</td>
</tr>
<tr>
<td>Other Public Facilities</td>
<td>155 sqm</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Total GFA</th>
<th>237,113 sqm</th>
</tr>
</thead>
<tbody>
<tr>
<td>Preservation Buildings</td>
<td>5,553 sqm</td>
</tr>
<tr>
<td>Other Facilities</td>
<td>12,623 sqm</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Plot Ratio</th>
<th>3.9</th>
</tr>
</thead>
<tbody>
<tr>
<td>Car Park</td>
<td>1,249 Lots</td>
</tr>
</tbody>
</table>

| Total CFA         | 362,602 sqm |

![Raffles City Changning Diagram](image-url)
Asset Under Development

Raffles City Changning

Raffles City Changning
Target Opening in 2016

Aerial view: 17% completion

East Sector

West Sector
## Asset Under Development
### Raffles City Chongqing

<table>
<thead>
<tr>
<th>Category</th>
<th>Area</th>
</tr>
</thead>
<tbody>
<tr>
<td>Site Area</td>
<td>91,782 sqm</td>
</tr>
<tr>
<td>Office</td>
<td>154,000 sqm</td>
</tr>
<tr>
<td>Hotel</td>
<td>69,000 sqm</td>
</tr>
<tr>
<td>Serviced Apartment</td>
<td>30,000 sqm</td>
</tr>
<tr>
<td>Residential</td>
<td>340,000 sqm</td>
</tr>
<tr>
<td>Retail</td>
<td>224,000 sqm</td>
</tr>
</tbody>
</table>

### Total GFA
- 817,000 sqm

### Transport Hub
- Bus Terminal: 17,500 sqm
- Subway Station: 5,100 sqm
- Ferry Terminal: 13,200 sqm

### Plot Ratio
- 8.9

### Car Park
- 3,400 Lots (B1,B2,B3)

### Max Height
- 550m (AMSL)

### Total CFA
- 1.1 million sqm

Footnote:
- GFA – gross floor area
- CFA – construction floor area
- AMSL – above mean sea level
Asset Under Development

Raffles City Chongqing

Raffles City Chongqing
Target Opening in 2018

11% excavation work completed

2% shoring piles completed
Hanzhonglu Mixed-use Site

3-line metro interchange currently under construction

Plot 95 (Office/Retail)

Plot 92 (Residential)
Concluding Remarks

Raffles City Chengdu, China
Concluding Remarks

1. Improve long-term ROE

2. Deepen presence in 5 city clusters

3. Focus on execution to deliver shareholder value

4. Seek out new opportunities in residential and mixed developments
# Strategy for Sustainable Growth

## Improving Long Term ROE

<table>
<thead>
<tr>
<th>Where to focus?</th>
<th>How to build a sustainable and competitive business?</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Optimal Mix</strong></td>
<td><strong>Target real demand for residential</strong></td>
</tr>
<tr>
<td>Trading and Investment Assets</td>
<td><strong>First time home buyers &amp;</strong></td>
</tr>
<tr>
<td>50:50</td>
<td><strong>Up-graders</strong></td>
</tr>
<tr>
<td><strong>Focus on Key cities</strong></td>
<td><strong>Continue to build and hone Mixed-use development capabilities</strong></td>
</tr>
<tr>
<td>Exposure to Tier 1 and Tier 2/3 Cities</td>
<td></td>
</tr>
<tr>
<td>70:30</td>
<td></td>
</tr>
</tbody>
</table>

- Enhance operational competence and scale economies, as more mixed use projects are completed.
Thank You