CapitaLand Media/Analysts Trip: Deepening Presence In China – Through 5 City Clusters

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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.
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• Differentiating Factors Of CapitaLand

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Overview
## Achieved Significant Scale Across Asset Classes¹

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<th>Group Managed Real Estate Assets</th>
<th>Revenue Under Management</th>
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<tr>
<td><strong>S$75.2 Billion²</strong></td>
<td><strong>S$8.7 Billion</strong> of which Rental RUM is <strong>S$3.9 Billion</strong></td>
</tr>
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<table>
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<tr>
<th>Total Home Units Constructed (Since 2000)</th>
<th>Office Tenants In Singapore And China</th>
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<td><strong>&gt;62,000</strong></td>
<td><strong>&gt;900</strong></td>
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<table>
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<tr>
<th>Gross Turnover Sales Of Retailers</th>
<th>Shopper Traffic Across 5 Countries</th>
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<tbody>
<tr>
<td><strong>S$10.2 Billion</strong></td>
<td><strong>960 Million</strong></td>
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<tr>
<th>Retail Leases Across 5 Countries</th>
<th>Unique Serviced Residence Customers</th>
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<td>~15,000</td>
<td>~660,000</td>
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Note:
1. Numbers stated as of FY2014 numbers unless otherwise stated
2. As of 30 Sep 2015
Optimal Portfolio Mix With ¾ Investment Properties; ¼ Trading Properties  (As Of 30 September 2015)

- Total Assets: S$46.7 billion
- Residential & Office Strata: 29%
- Shopping Malls: 26%
- Commercial & Integrated Developments: 35%
- Serviced Residence: 16%
- Trading Properties
- Others: 1%

Majority or ~75% Of Total Assets Contribute To Recurring Income; ~25% Of Total Assets Contribute To Trading Income

Note:
1. Refers to total assets, excluding treasury cash held by CL and its treasury vehicles
2. Excludes residential component
Overview

Deepening Presence In Core Markets, While Building A Pan-Asia Portfolio

- Total RE AUM Of S$75.2 Billion\(^1\) And Total Assets Of S$46.7 Billion\(^2\) As Of YTD Sept 2015
- 83% Of Total Assets Are In Core Markets Of Singapore & China

![Pie chart showing distribution of total assets by geography.](chart.png)

Note:
1. Refers to the total value of all real estate managed by CL Group entities stated at 100% of property carrying value
2. Defined as total assets owned by CL Group at book value and excludes treasury cash held by CL and its treasury vehicles
* China includes Hong Kong
** Excludes Singapore and China. Includes projects in GCC
# Includes Australia and USA
Overview

Well-Diversified Portfolio In Core Markets

Singapore Assets - S$17.4 billion (37% of Group’s Total Assets\(^1\))

- Serviced Residences: 6%
- Residential & Office Strata: 20%
- Shopping Malls: 28%
- Commercial & Integrated Development: 45%
- Others: 1%

China Assets - S$21.4 billion (46% of Group’s Total Assets\(^1\))

- Serviced Residences: 8%
- Residential & Office Strata: 37%
- Shopping Malls: 16%
- Commercial & Integrated Development: 39%
- Others: 1%

Well-balanced To Ride Through Cycles

Note:

1. Excluding treasury cash held by CapitaLand and its treasury vehicles.
In China: Focus On 5 City Clusters

(1) Beijing – Tianjin; (2) Shanghai-Ningbo-Hangzhou-Suzhou; (3) Guangdong – Shenzhen; (4) Wuhan and (5) Chengdu-Chongqing
Strategy Overview – Geography Mix

5 City Clusters Mainly Concentrated In Tier 1 & 2 Cities

**Tier 1 & Tier 2 Cities Make Up ~94% Of China’s Property Value**

- Tier 1: Beijing 15%
- Tier 1: Shanghai 31%
- Tier 2: 27%
- Tier 3: 6%
- Other Tier 1 cities: Guangzhou & Shenzhen 9%
- Other Tier 2: 12%
- Other cities: 18%

**China’s Top 10 Cities**

- Top 10 cities: 82%
- Other cities: 18%

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Note:

1. As of 30 June 2015, Property value on 100% basis
2. Top 10 cities in terms of GDP per capita include: Beijing, Shanghai, Guangzhou, Shenzhen, Tianjin, Hangzhou, Ningbo, Chengdu, Chongqing, Wuhan
3. Upper Tier 2 cities consist of Tianjin, Hangzhou, Ningbo, Chengdu, Chongqing, Wuhan (in terms of GDP per capita)
4. On a 100% basis, includes assets held by CapitaLand China, CapitaLand Mall Asia and Ascott in China (both operational and non-operational). Excludes properties that are under management contracts
Differentiating Factors Of CapitaLand

Raffles City Beijing, China
Focusing On Integrated & Mixed-Use Projects – A Synthesis of CapitaLand’s Competitive Strengths

Synergies with residential property
- Residential pre-sales help fund development costs
- Potential higher residential selling prices from being part of an integrated development

Enhanced deal flow access
- Well executed integrated projects sought after by local governments
- Execution requirements enhance the barriers to entry

Shopping malls anchor integrated projects
- Boosts demand and prices for office, serviced residences and residential components
- High shopper traffic enhances long term value

Resilience of business model
- Captive catchment
- Often linked to transport hubs
  Translates into:
  - Higher foot traffic
  - Stronger competitive positioning

Selected integrated development projects:

- Raffles City
- Odeon Mall
- Westgate
- ION Orchard
- (Hongkou)
### Differentiating Factors Of CapitaLand

#### 2 Leveraging On Technology Across All Asset Classes

- Future-Proofing & Staying Relevant
- To Enhance CapitaLand’s Real Estate Offerings

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<th>CapitaLand China</th>
<th>Jia.com</th>
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| CapitaLand Mall Asia | CapitaStar Simply Rewarding |

| The Ascott Limited | tujia途家 |
A) Completed Acquisition Of Bedok Mall

- On 1\textsuperscript{st} Oct 2015, CMT completed acquisition of Bedok Mall by way of acquiring all the units in BMT which holds Bedok Mall
- Acquisition was part funded by the issuance of 72.0 million consideration units on 1\textsuperscript{st} Oct 2015 at the issue price of S$1.9022 per new unit amounting to ~S$137.0 million, with the balance funded by bank borrowings

B) Sale Of Rivervale Mall

- On 15 Oct 2015, CMT through its trustee HSBC Institutional Trust Services (Singapore) limited, entered into an agreement to sell Rivervale Mall to a third-party private equity fund for S$190.5 million\textsuperscript{1}
- Net proceeds of ~S$188.0 million

Note:
1. The market valuation of Rivervale Mall is S$116.0 million as at 30 June 2015
Next Steps: Focus On Execution & Delivery
Next Steps

Concentrate On Execution To Achieve ROE Target

Residential

Singapore Residential: ~1,100 Units To Be Completed
China Residential: ~6,000 Units To be Completed

Commercial /Integrated Developments

From 2016 onwards, Singapore Residential: ~1,100 Units To Be Completed
From 2016 onwards, China Residential: >7,000 Units To Be Completed

Malls

2015

2016

2017

2018

Mall at Gutian, Wuhan
CapitaMall Xinduxin, Qingdao
Melawati Mall, Kuala Lumpur
CapitaMall Tiangongyuan Beijing

Serviced Residences

CapitaMall Sky+, Guangzhou
CapitaMall 1818, Wuhan
Mall at Gutian, Wuhan
CapitaMall Xinduxin, Qingdao
Melawati Mall, Kuala Lumpur
CapitaMall Tiangongyuan Beijing

Next Steps

China Residential:
~6,000 Units To Be Completed
~3,600 Pipeline Units To Be Opened
~3,200 Pipeline Units To Be Opened
~3,600 Pipeline Units To Be Opened
~6,900 Pipeline Units To Be Opened
~1,200 Pipeline Units To Be Opened

Note:
1. Projects listed above are those planned as of 30 Sep 2015
2. Based on the year of opening of the first component of the particular Raffles City development
3. Based on number of pipeline units in Ascott’s inventory of 14,815 units that are under development as of 30 Sep 2015
Thank You