CapitaLand Media/Analysts Trip: CapitaLand Mall Asia Limited

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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 Ourselves
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Overview of CapitaLand Mall Asia
Overview of CapitaLand Mall Asia

Asia’s leading mall developer, owner and manager

• CapitaLand Mall Asia ("CMA") is one of the largest shopping mall developers, owners and managers in Asia by total property value of assets and by geographic reach

• 105\textsuperscript{1} shopping malls with a total property value\textsuperscript{2} of approximately S$40.5 billion\textsuperscript{1,3}

Notes
1. As at 30 Sept 2015
2. Aggregate property value of the properties in CMA’s portfolio (where the property value of each of the properties is taken in its entirety regardless of the extent of CMA’s interest)
3. Excludes CMA’s interest in Horizon Realty Fund, which CMA does not manage
The Scale to Entrench Our Presence

ONE unique integrated shopping mall business

105 malls
54 cities
5 countries
99.01 million sq ft Total GFA
S$40.5 billion Total property value
>4,000 staff

Data as at 30 September 2015

1. As at 30 September 2015. For projects under development, GFA is estimated.
Industry-Leading Network of ~15,000 Leases

Strong relationship with a wide profile of retailers including home-grown chains and international brands
Multiple Platforms to Recycle Assets & Tap Capital

- REITs and fund management allow capital recycling and the matching of right type of capital to risk-return trade off.

- Our established platforms enable seeding of assets in the private funds and at the same time, leverage on the REIT platforms for the ongoing strategy to recycle assets.

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3 REITS

- CapitaLand Mall China Income Fund I
  - China
- CapitaLand Mall China Income Fund II
  - China
- CapitaLand Mall China Development Fund III
  - China

6 Private Funds

- CapitaLand Mall China Income Fund III
  - China
- CapitaLand Mall India Development Fund
  - India
- CapitaMalls Japan Fund
  - Japan
CMA Retail Real Estate Value Chain

Integrated retail business with end-to-end capabilities

**Sourcing**
- Ability to source land bank and investment opportunities
- On the ground professionals focused in both land and project acquisition

- **Proven sourcing capabilities**

**Development**
- Comprehensive development capabilities
- Experience in developing varieties of malls catering to diverse tenant and customer base

- **Deep development capabilities**

**Mall Management**
- Proven track record in extracting value through asset enhancement initiatives
- Ability to fill up malls rapidly through lease network and bring in shoppers to shop through branding and marketing activities

- **Proven operational expertise**

**Capital**
- “Know-how” in deploying capital to enhance productivity
- Experience in creating and managing private funds and listed REITs

- **Ability to deploy capital efficiently**

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**3 Buckets of Revenue**

1. **Development Profits**
2. **Net Property Income**
3. **Property Management Fees**

- **Recurring Income**
CapitaLand’s >20 Years of Presence in China

Landmark developments include Hongkou Plaza in Shanghai, Raffles City Shanghai, CapitaMall Jinniu in Chengdu and CapitaMall Wusheng in Wuhan

Strong understanding of the China retail real estate market
Malls are Strategically Located in Large Population Catchment Areas

One-stop shopping, dining and entertainment destinations within sizeable population catchment areas

Well-positioned and accessible via major transportation routes

- CapitaMall Taiyanggong, Beijing
- CapitaMall Aidemengdun, Harbin
- CapitaMall Xindicheng, Xi’an
- CapitaMall Tianfu, Chengdu
- CapitaMall Saihan, Hohhot
- Minhang Plaza, Shanghai
- Raffles City Beijing
Geographically Diversified in Multi-tiered Cities

Operations are organised into 6 regions

- **North**
- **North-east**
- **East**
- **Central**
- **West**
- **South**

- **64** malls (54 operational malls)
- **38** cities
- **70.4** million sq ft
- **S$21.2** billion

**Total GFA**

**Total property value**

**Early mover advantage**
Build Scale in Key Cities for Growth

1. Aligned with CapitaLand’s city clusters of Beijing/Tianjin, Shanghai/Hangzhou/Suzhou/Ningbo, Guangzhou/Shenzhen, Chengdu/Chongqing and Wuhan

2. Explore with CapitaLand China for integrated development opportunities
Differentiating Ourselves
Retailers’ Engagement

Partnering Our Retailers to Grow

East China New Landmarks Unveiling Ceremony – 8th April 2015
Retailers’ Engagement

Partnering Our Retailers to Grow

Tenant engagement programme to add value to retailers’ business
Seminars and workshops conducted by industry experts

The Evolution of Experience
27 April 2015

Innovate From The Heart
(CEO Breakfast Roundtable)
3 Sep 2015

Retail Future
30 Oct 2015

The Innovation of Place
19 Aug 2015

CapitaLand Mall Asia Presentation – 16 November 2015
Continually Reinvent Malls as Lifestyle Destinations

- Create **destinations** that people want to come to for **multiple reasons**: shopping, dining, entertainment, socialising, enjoyment of the space etc.

- More than just a place to buy – **experience** and a **place to gather**

- Space/retail mix, mall architecture/design, common spaces to evolve
CAPITASTAR Proposition

With deeper **understanding** of shoppers through effective **engagement & analytics**, we can drive shopper **stickiness** with increased **frequency** of visits and **spending** per visit.
Embracing Technology

Multiple Shopper Touch Points

Website  Mobile App  Location based notifications  eCatalogue  Self-Collection Machine

Concierge  In-Store  eDM Blast  SMS Blast  Self-Service Kiosk

<ADV> We are UPSIZING your rewards from daily earning of 1000STAR$ to 5000STAR$. W.e.f. 1 Feb 2015. Visit www.capitastar.com.sg. T&Cs apply. SMS ‘USUB CS’ to 79777
**CAPITASTAR Footprint**

2.2 million members (as of 25 Oct 2015)

<table>
<thead>
<tr>
<th>Malls</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Singapore</td>
<td>18 Malls</td>
</tr>
<tr>
<td>China</td>
<td>47 Malls</td>
</tr>
<tr>
<td>Japan</td>
<td>1 Mall</td>
</tr>
<tr>
<td>Malaysia</td>
<td>5 Malls</td>
</tr>
<tr>
<td>India</td>
<td>1 Mall</td>
</tr>
</tbody>
</table>

- **Singapore**: 18 Malls, 1,377,948 members
- **China**: 47 Malls, 14,612 members
- **Japan**: 1 Mall, 10,157 members
- **Malaysia**: 5 Malls, 21,626 members
- **India**: 1 Mall, 766,642 members
Embracing Technology

CAPITASTAR Analytics
Empowering malls & tenants with insights

Provides tenants with insights of shoppers

Provides malls with insights of shoppers

Allows tenants to generate targeted campaigns for specific member clusters
Embracing Technology

What is Food-to-Go?

- **Mechanism:** A website that allows customers to pre-order lunch online and self-collect at the F&B outlets.
- **Objective:** An online channel to help F&B tenants generate additional GTO.
- **Pilot:** Raffles City from 1 October 2015 to 31 March 2016. (http://foodtogo.com.sg/)
Value of Food-to-Go

VALUE TO CUSTOMERS

• Enjoy convenience of online platform which saves time (no waiting in line for takeaways)
• Enjoy expediency of bulk order for lunch-in meeting
• Enjoy variety of F&B options without leaving the building during peak period

VALUE TO F&B TENANTS

• Access to captive audience as an additional online sales channel
• Join an online channel owned by CapitaLand, who is more reputable and able to provide greater exposure
• Create mindshare and brand awareness

Embracing Technology
Moving Forward: Malls Open in 2015
China: Tianjin International Trade Centre

- Opened on 29 May 2015; located at XiaoBaiLou CBD in Tianjin
- Committed retail occupancy ~82%
China: CapitaMall 1818, Wuhan

- Opened on 17 September 2015; committed occupancy ~ 81%
- CapitaLand’s third mall opening in Wuhan; directly linked to subway Line 4
China: CapitaMall SKY+, Guangzhou

- Opening in December 2015
- Only mall in Baiyun New Town that is directly connected to a subway station
Key Malls Opening in Next Few Years
## Pipeline Of Malls Opening

<table>
<thead>
<tr>
<th>Country</th>
<th>No. of Properties as of 30 Sep 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Opened</td>
</tr>
<tr>
<td>Singapore</td>
<td>19</td>
</tr>
<tr>
<td>China</td>
<td>54</td>
</tr>
<tr>
<td>Malaysia</td>
<td>6</td>
</tr>
<tr>
<td>Japan</td>
<td>5</td>
</tr>
<tr>
<td>India</td>
<td>4</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>88</strong></td>
</tr>
</tbody>
</table>
Key Malls Opening in Next Few Years

LuOne, Shanghai

GFA excl. car park: 139,000 sq m (approx)
Opening: 2017

Suzhou Center Mall

GFA excl. car park: 364,000 sq m (approx)
Opening: 2017
Thank You
Building Relevant Scale in Key Regions

Beijing

10 malls in Beijing

1. CapitaMall Wangjing
2. CapitaMall Taiyanggong
3. CapitaMall Anzhen
4. CapitaMall Xizhimen
5. CapitaMall Crystal
6. CapitaMall Cuiwei
7. CapitaMall Shuangjing
8. CapitaMall Tiangongyuan
9. CapitaMall Tiangongyuan
10. Raffles City Beijing
Building Relevant Scale in Key Regions

Shanghai

6 malls in Shanghai

1. Hongkou Plaza
2. Raffles City Shanghai
3. LuOne
4. Raffles City Changning
5. CapitaMall Qibao
6. Minhang Plaza
Building Relevant Scale in Key Regions

Chengdu

5 malls in Chengdu

1. CapitaMall Jinniu
2. CapitaMall Shawan
3. Raffles City Chengdu
4. CapitaMall Tianfu
5. CapitaMall Meilicheng
Building Relevant Scale in Key Regions

Chongqing

3 malls in Chongqing

1. CapitaMall Shapingba
2. CapitaMall Jiulongpo
3. Raffles City Chongqing
Building Relevant Scale in Key Regions

Wuhan

4 malls in Wuhan

- CapitaMall Wusheng
- CapitaMall Minzhongleyuan
- CapitaMall 1818
- Gutian integrated development
Building Relevant Scale in Key Regions

Guangzhou

4 malls around Guangzhou

1. CapitaMall SKY+, Guangzhou
2. CapitaMall Nanhai, Foshan
3. CapitaMall Dongguan
4. CapitaMall Zhaoqing

1. CapitaMall SKY+, Guangzhou
2. CapitaMall Nanhai, Foshan
3. CapitaMall Dongguan
4. CapitaMall Zhaoqing