Signing Ceremony for a Co-Operative Agreement between
CAPITALAND & SZITIC

嘉德置地有限公司与深圳国际信托投资有限责任公司

23 December 2004
CO-OPERATIVE AGREEMENT

CapitaRetail China Investments Pte Ltd\(^1\) (“CapitaRetail China”), and
Shenzhen International Trust & Investment Co., Ltd (深圳国际信托投资有限责任公司) (“SZITIC”)

I. Investment in a pipeline of Project Companies\(^2\) to develop and hold Retail Malls in China anchored by Wal-Mart Supercenters, and

II. Retail management company to manage these Retail Malls

CapitaRetail China 51% : SZITIC 49% for both JVs

\(^1\) Indirect wholly-owned subsidiary of CapitaLand Limited
\(^2\) directly or indirectly partially-owned by SZITIC
PROFILE OF SZITIC

- Non-bank financial institution directly affiliated to Shenzhen government
- Established in 1982
- Main businesses:
  - Investment
  - Trust
  - Asset management
  - Financing
  - Property development and management
- As at end 2003: total assets Rmb4.1 billion, net assets Rmb1.9 billion
- 35% share in a JV\(^1\) with Wal-Mart that operates 38 stores in China

\(^1\) Wal-Mart SZITIC Store Co., Ltd
SZITIC sources for sites and provides real estate for Wal-Mart

Has so far developed 6 centres for Wal-Mart in Shenzhen (4), Beijing and Fuzhou

Integrated Wal-Mart Supercentre and condominium complex in Hujing, Shenzhen

Sam’s Club, Shenzhen
PROFILE OF WAL-MART

- World’s largest retailer
- Global sales of US$256.3 billion in 2003
- Topped Fortune Global 500 from 2001-2003
- Over 5,500 stores in 10 countries
- First China store opened in Shenzhen in 1996
- Currently more than 40 stores in China
PARTNERSHIP SCHEME

- Two-tier alignment of interest between CapitaLand and SZITIC
- Synergy in capabilities, experience and resources
INVESTMENT PIPELINE

Initial Batch of 6 Projects
- Opening between mid-2005 to early-2006
- GFA approximately 40,000-70,000 sqm each
- CapitaRetail China investment = Rmb983.88 million (S$195.99 million)

14 Other Identified Projects
- Joint investment by end-2005, subject to definitive agreements
- Estimated 700,000 sq m GFA

Future Pipeline
- CapitaLand has First Right to acquire a majority of projects initiated by SZITIC after 1 Jan 2005
BENEFITS OF THE PARTNERSHIP

1. Allows CapitaLand to expand retail property business in China by leveraging on:
   i. Strong track record and experience in the development, investment and management of retail properties in Asia
   ii. Local knowledge and capabilities of SZITIC

2. Access to provincial cities with strong growth potential and high demand for quality retail malls catering to basic necessities shopping

3. Assets anchored by world’s largest retailer Wal-Mart
   i. Successful operations in China since 1996
   ii. Stringent site-selection process

4. Sizeable pipeline of projects allows continuous expansion of business scale

5. Opportunity to set up listed fund or other investment vehicles to meet investors’ interests in China
• Investment in initial batch of 6 Retail Malls to be funded by CapitaLand’s internal cash resources

• May be refinanced with external borrowings or other sources of funds in future

• Acquisitions will not have material impact on CapitaLand Group’s EPS and NTA per share for financial year ending 31 Dec 2004
THANK YOU