

# **CapitaLand Limited**

### **1H 2014 Financial Results**

# **L** 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.



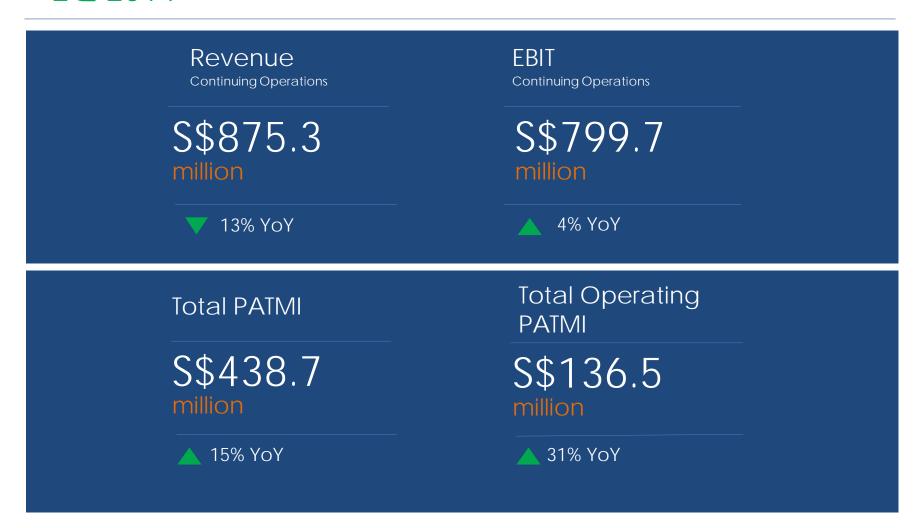
# **L** Contents

- Financial Highlights
- Business Highlights
- Building People
- Financials & Capital Management
- Conclusion



# **L** Overview

20 2014



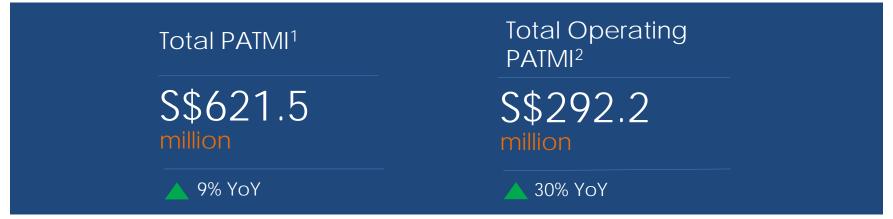




### **Overview**

### 1H 2014





#### Notes:

- 1. Total PATMI comprises PATMI from continuing operations and discontinued operation. 1H 2014 PATMI from discontinued operation consists of profit contribution from Australand and gain from sale of 39.1% stake in Australand, which add up to \$\$35.4 m
- 2. Includes Operating PATMI from discontinued operation of \$\$16.3m for 1H 2014 and \$\$53.5m from 1H 2013.



## Overview (Cont'd)

### Strong Operating Performances By SBUs

- Significant improvement in 1H 2014 operating PATMI, which was 30% higher at S\$292.2 million, mainly due to
  - Lower finance costs
  - Higher development profits from China residential
  - Higher contribution from shopping malls business

### **Balance Sheet Strength**

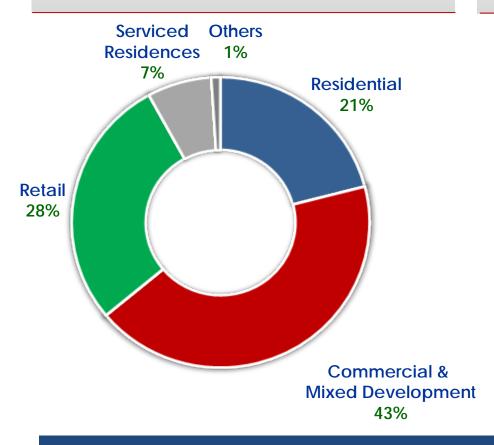
- Despite an increase in net debt/equity to 0.58x due to cash used and reduction in minority interest, healthy cash balance of S\$2.5 billion and ~S\$1.2 billion of undrawn facilities by Corporate Treasury as of 1H 2014
- Key coverage ratios remain strong
  - Interest servicing ratio (ISR) improved from 4.6x to 5.2x
  - Interest coverage ratio (ICR) improved from 5.7x to 6.1x

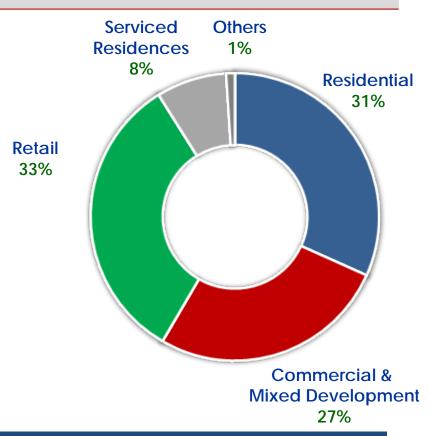


### Well-Diversified Portfolio In Core Markets

Singapore Assets - S\$18.1 billion (43% of Group's Total Assets<sup>1</sup>)





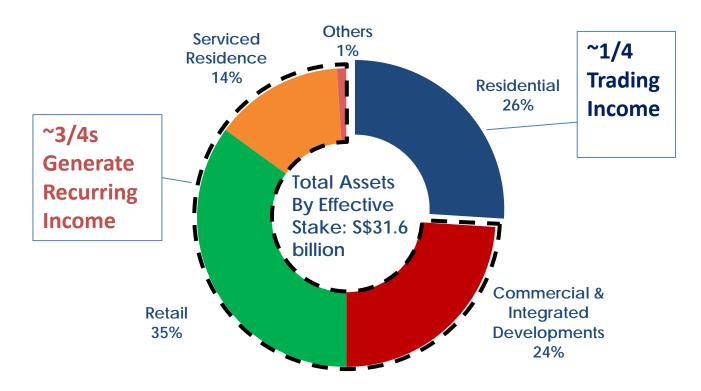


### Well-balanced To Ride Through Cycles



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# Well-Balanced Total Assets Composition By Effective Stake<sup>1</sup>



Balanced Portfolio Of Investment And Residential Properties
Help To Mitigate Any Slowdown In Singapore And
China Residential Markets

Note 1: Excluding treasury cash



# Summary

- Post-CMA transaction, the Group now has a resilient and stable income stream: ~75% of total assets are investment properties and ~25% are residential properties
  - This helps to mitigate residential market headwinds faced in Singapore and China
- The Group looks to further harness the competitive strengths of its various businesses to successfully implement its integrated development strategy
- The capital recycling model remains intact and gives us financial flexibility to make strategic capital allocation decision and enhance shareholder returns
- Continue to "Build People" to increase management bench strength
- The Group is on-track to deliver ROE target of 8% to 12% in the next 3 to 5 years





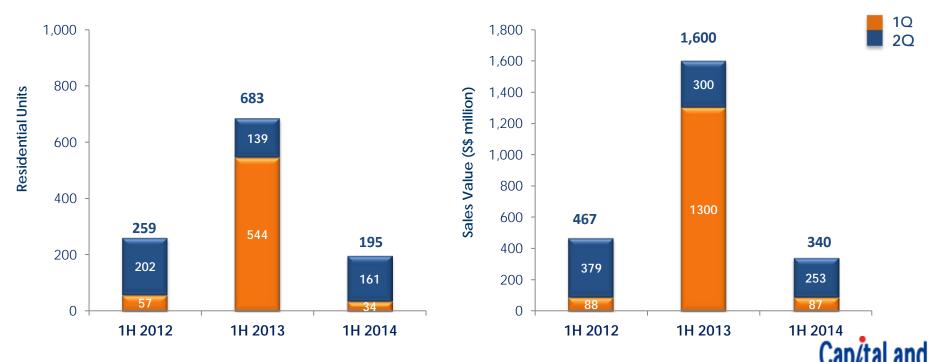
### CapitaLand Singapore - Residential



### **CapitaLand Singapore**

### Continue To De-risk Existing Portfolio

- Achieved S\$340 million sales in 1H 2014
- 161 units sold in 2Q 2014 vs. 139 units sold in 2Q 2013
- 195 units sold in 1H 2014, largely contributed by Sky Habitat





# Launched Projects Are Substantially Sold<sup>1</sup>

					% Completed
PROJECT	Total Units	Units Launched	Units Sold As Of 30 June 2014	% of Total Units Sold	As at June 2014
The Orchard Residences	175	175	166	95	100%
The Interlace	1,040	1,040	861	83	100%
d'Leedon	1,715	1,715	1,453	85	91%
Bedok Residences	583	583	563	97	64%
Urban Resort Condominium	64	64	41	64	100%
Sky Habitat	509	330	328	64	63%
Sky Vue	694	505	498	72	13%





#### CapitaLand Singapore - Residential



# **Healthy Project Pipeline**

### Approximately 1,417 Units (2.6 Million sq ft GFA)

Snapshot Of Key Projects:

### Launched projects

The Interlace : 179 d'Leedon : 262 Sky Habitat : 181 Sky Vue : 196

### Future project launches

Marine Blue : 124
Cairnhill : 268
Landed development : 109

@ Coronation Road



- Continue to replenish landbank through
  - Participation in GLS tenders and private sales



CapitaLand Singapore - Commercial

# Office Occupancy Remains Above Market Levels

### High Committed CCT Portfolio Occupancy

Portfolio occupancy
99.4%

Core CBD occupancy 95.8%

Grade A properties
99.8%

Market occupancy 94.8%

### Upward Trend Of CCT's Monthly Average Office Rent





# CapitaGreen Secured ~23% Commitment

### YTD Leased ~165,000 sq ft NLA

 Committed tenants (such as Cargill, Bordier & Cie, Jardine Lloyd Thompson, Jones Day and an International gym operator) from various business sectors



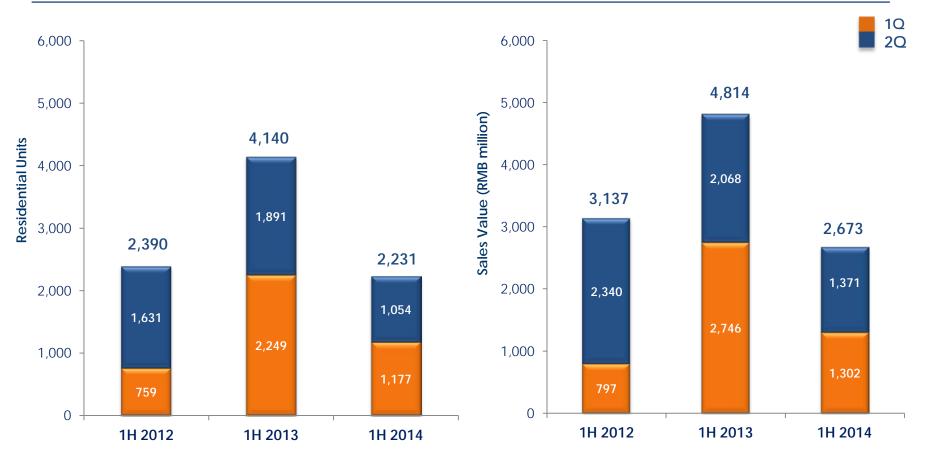




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# Residential/ Trading Sales Performance

#### ~85% Of Launched Units Sold To-Date



Notes: Units sold includes options issued up to 30 Jun Above data is on a 100% basis and includes CL Township and Raffles City strata/trading



# **Healthy Revenue Recognition**

- ~ 5,000<sup>1</sup> Units Handed Over In 2Q 2014
- Units Handed Over Increased 41% y-o-y







# **Completion On-Track**

# 1,990 Units (~RMB 5 Billion) To Be Completed In 2H 2014; Of Which 68% Of The Units Are Sold

Projects	City	Units	% of	ASP Price <sup>2</sup>	Complet	ion (Units)
		Launched	launched Units Sold	RMB/sqm	2H2014	2015
Raffles Collection	Chengdu	76	4%	26,533	76	0
Parc Botanica	Chengdu	866	73%	6,909	0	866
Dolce Vita	Guangzhou	572	97%	18,705	0	378
Vista Garden	Guangzhou	244	67%	8,150	0	244
The Metropolis	Kunshan	991	94%	13,519	448	543
Summit Residences	Ningbo	38	18%	23,014	38	0
The Paragon	Shanghai	178	47%	124,823	62	0
Lake Botanica	Shenyang	1,492	80%	4,829	0	194
International Trade Centre	Tianjin	399	73%	21,431	399	0
Lakeside	Wuhan	188	4%	5,129	188	0
Central Park City	Wuxi	220	89%	7,704	220	0
La Botanica	Xi'an	5,729	91%	6,873	559	988
Total				(	1,990	3,213

Notes:

<sup>&</sup>lt;sup>2</sup> Average selling price (RMB) per sqm is derived using the area sold and sales value achieved (including options issued) in the latest transacted quarter.

CapitaLand Limited 1H2014 Results \*5 Aug 2014\*



<sup>\*</sup> Above data is on a 100% basis and includes CL Township and Raffles City strata/trading

<sup>&</sup>lt;sup>1</sup>% sold: units sold (Options issued as of 30 Jun 2014) against units launched.

# **Healthy Pipeline**

- ~2,000 Units Launched In 1H 2014
- ~7,500 Units Launch-Ready In 2H 2014

Projects	City	Launch Ready (Units)
Vermont Hills	Beijing	88
Parc Botanica	Chengdu	228
La Cite	Foshan	477
Dolce Vita	Guangzhou	386
Vista Garden	Guangzhou	417
Riverfront	Hangzhou	686
The Metropolis	Kunshan	1,188
Lotus Mansion	Shanghai	198
New Horizon	Shanghai	970
Lake Botanica	Shenyang	693
Central Park City	Wuxi	272
La Botanica	Xi'an	1,975
TOTAL		7,578

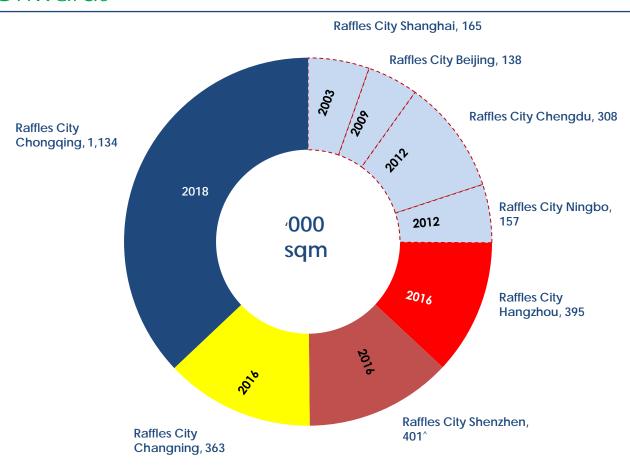


#### CapitaLand China - Raffles City



### Operational Assets Only Make Up 25% Of Total CFA

# Huge Growth Potential As ~75% Of CFA To Be Completed From 2016 Onwards



<sup>\* 8</sup> Raffles City developments with a construction floor area of 3.1 million sq m



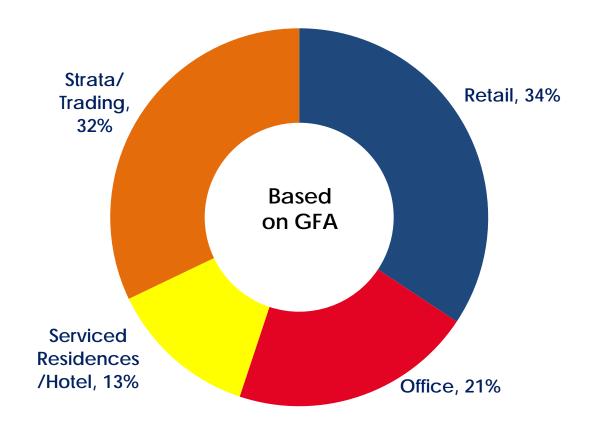
<sup>^</sup> includes iPark which was completed in 2013/1H 2014





# Well-diversified Across All Asset Classes

Asset Mix For Raffles City Portfolio Is Not Concentrated On One Particular Asset Class





### CapitaLand China - Raffles City

# Healthy NPI Growth For Operational Assets

Name Of Property	Year Of Opening		/ear Of Total GFA Effe Opening (sqm) St		Net Property Income <sup>2</sup> (RMB Million) (100% basis)		ffective (RMB Million)		(RMB Million)	
			(70)	1H 2014	1H 2013		basis)			
Raffles City Shanghai	2003	~139,000	30.6	253	233	8.6	19.9			
Raffles City Beijing	2009	~111,000	54.8	131	104	26.0	15.7			
Raffles City Chengdu	2012	~240,000	54.8	51	41	24.4 <sup>4</sup>	3.0 <sup>5</sup>			
Raffles City Ningbo	2012	~101,000	54.8	39	19	105.3	6.3			

#### Notes:

- 1. Based on CL's stake in CMA of 98.4% as of 30 June 2014
- 2. Excludes strata/trading components
- 3. On an annualised basis
- 4. Include contributions from Serviced Residences and Office Tower 1 in 1H 2014 results
- Due to Serviced Residences only opened officially in March 2014 and Office Tower 1 ramping up since opening in 3Q2013



### CapitaLand China - Raffles City

# Committed Occupancy Rates Remains Strong

Name Of Property	2009	2010	2011	2012	2013	1H 2014
Raffles City Shanghai						
- Retail	100%	100%	100%	100%	100%	100%
- Office	93%	96%	100%	100%	98%	99%
Raffles City Beijing						
- Retail	94%	100%	100%	100%	100%	100%
- Office	44%	99%	100%	98%	100%	100%
Raffles City Chengdu						
- Retail				98%	98%	98%
- Office Tower 1					4%	32%
- Office Tower 2				42%	61%	78%
Raffles City Ningbo						
- Retail				82%	97%	92% <sup>1</sup>
- Office				21%	78%	91%

Notes:

Raffles City Shanghai is operational since 2003.

Raffles City Beijing commenced operations in phases from 2Q 2009

Raffles City Chengdu commenced operation in phases from 3Q 2012.

Raffles City Ningbo commenced operations in late 3Q 2012.



<sup>1.</sup> Tenancy adjustment to a unit at Level 1 previously occupied by a mini-anchor





# 1H 2014 Highlights

Steady Sales Growth in Key Markets for 1H 2014

	Singapore	China	
Tenants' sales	+ 0.3% total	+13.2% total	
Terrarits sales	(2.7%) per sq m	+9.4% per sq m	
Shopper traffic	(3.0%)	+6.1%	
Same-mall NPI	+4.3%	+20.9%	

- 1 new mall opened and 2 AEIs completed
  - The Forum Fiza Mall, Mangalore, India
  - CapitaMall Minzhongleyuan, Wuhan, China (AEI)
  - Olinas Mall, Tokyo, Japan (AEI)
- Divestment of Ito Yokado Eniwa, Hokkaido, Japan completed in March 2014





# **Shopper Traffic & Tenants' Sales**

Malls	1H 20	014	1H 2014 vs. 1H 2013 <sup>*</sup>		
opened before 1 Jan 2013	NPI Yield on Valuation <sup>1</sup>	Committed Occupancy Rate <sup>2</sup>	Shopper Traffic	Tenants' Sales (on a per sq ft or per sq m basis)	
Singapore	5.9%	98.9%	(3.0%)	(2.7%)	
China	5.5%	93.2%	+6.1%	+9.4% (excl. Tier 1 cities: +8.8%)	
Malaysia	6.8%	98.1%	+2.8%	-	
Japan	6.1%	96.6%	(2.9%)	(1.3%)	
India	4.3%	87.3% <sup>3</sup>	+6.0%	(8.8%)	





Note: The above figures are on a 100% basis, with the NPI yield and occupancy of each mall taken in their entirety regardless of CMA's interest. This analysis takes into account all property components that were opened prior to 1 Jan 2013.

- 1. Average NPI yields based on valuations as at 30 Jun 2014.
- 2. Average committed occupancy rates as at 30 Jun 2014.
- 3. Excluding Serviced Apartment Component.

<u>China</u>: Excludes 3 master-leased malls under CRCT. Excludes tenants' sales from supermarkets & department stores. Excludes CapitaMall Minzhongleyuan and CapitaMall Kunshan.

Malaysia: Point of sales system not ready.

<u>Japan</u>: For Olinas Mall, Vivit Minami-Funabashi, and Chitose Mall. The Y-O-Y tenants' sales comparison includes AEI area in Basement Level 1 of Olinas Mall which was completed in Mar 2014.

CapitaLand Limited 1H2014 Results \*5 Aug 2014\*



Notes on Shopper Traffic and Tenants' Sales:
 <u>Singapore</u>: Excludes Bugis Junction (which is undergoing AEI),



## Same-Mall NPI Growth (100% basis)

Country	Local Currency (mil)	1H 2014	1H 2013	Change	
Singapore	SGD	409	392	+4.3%	
China <sup>1</sup>	RMB	1,533	1,268	+20.9%	
Malaysia	MYR	134	132	+1.8%	
Japan <sup>2</sup>	JPY	1,562	1,561	+0.1%	
India	INR	87	89	(2.8%)	





Note: The above figures are on a 100% basis, with the NPI of each mall taken in its entirety regardless of CMA's interest. This analysis compares the performance of the same set of property components opened prior to 1 Jan 2013.

- 1. Excludes CapitaMall Minzhongleyuan and CapitaMall Kunshan. Excluding CRCT, NPI grew by 23.9%.
- 2. Excludes Ito Yokado Eniwa, the divestment of which by CMA was completed in Mar 2014.



# NPI Breakdown by Country (Effective Stake)

Country	Local Currency (mil)	1H 2014	1H 2013	Change	
Singapore	SGD	149	120	+24.1%	
China	RMB	577	429	+34.4%	
Malaysia	RM	68	66	+2.4%	
Japan <sup>1</sup>	JPY	1,343	1,347	(0.3%)	
India	INR	22	19	+15.3%	





Note: The above figures are on the basis of CMA's effective stakes in the respective properties. This analysis takes into account all property components that were opened as at 30 Jun 2014 and 30 Jun 2013 respectively.

1. Excludes I to Yokado Eniwa, the divestment of which by CMA was completed in Mar 2014.



#### CapitaMalls Asia

# China: Strong Growth in NPI Yields of Operational Malls

Total tenants' sales growth of +13.2% and +9.4% on psm basis

Year of	Number	<b>Cost</b> (100%	Effective	<b>NPI Yield</b> <b>(%)</b> (100		Yield Improvement	Tenants' Sales (psm) Growth <sup>1</sup>
Opening	of Malls	basis) (RMB mil)	Stake	1H 2014	1H 2013	1H 2014 vs. 1H 2013	1H 2014 vs. 1H 2013
<b>2005</b> <sup>2</sup>	4	1,216	58.0%	6.3	5.8	+8.4%	(0.6%)
<b>2006</b> <sup>3</sup>	8	2,995	43.8%	11.2	10.1	+10.7%	+3.5%
2007	2	1,832	29.1%	11.3	10.3	+9.7%	+14.9%
2008	5	2,956	32.4%	8.4	7.8	+7.7%	+11.7%
2009	8	3,934	26.6%	9.7	8.1	+19.8%	+3.2%
<b>2010</b> <sup>4</sup>	5	2,277	41.6%	5.7	4.8	+17.9%	+17.1%
<b>2011</b> <sup>5</sup>	3	11,465	65.8%	5.3	3.9	+35.4%	+13.8%
2012	7	8,629	29.5%	4.0	2.6	+52.9%	+19.7%

1H 2014	NPI Yield on Cost	Gross Yield on Cost
China Portfolio <sup>6</sup>	7.4%	11.8%

<sup>1.</sup> Tenants' sales are on a same-mall basis (100%) and exclude sales from supermarkets and department stores.



<sup>2.</sup> Excludes Raffles City Shanghai.

<sup>3.</sup> Excludes malls under or previously under master lease, namely, CapitaMall Shuangjing, CapitaMall Anzhen, CapitaMall Erqi and CapitaMall Saihan.

Excludes CapitaMall Kunshan.

<sup>5.</sup> Both retail and office components of Minhang Plaza and Hongkou Plaza are taking into account.

For property components that were opened before 1 Jan 2013.



## New Mall That Opened In 1H 2014

### The Forum Fiza Mall, Mangalore, India

- Opened on 28 May, committed occupancy of >80%
- Over 18,000 people visited on the opening day





#### **Wide Range Of Retail Offerings**











# **AEI Completed In 1H 2014**

### CapitaMall Minzhongleyuan, Wuhan, China

- Reopened on 1 May 2014 after completion of major AEI
- Shopper traffic hit ~200,000 in first 5 days of opening









**Onezero**##







swatch











# AEI Completed In 1H 2014 (Cont'd)

### Olinas Mall, Tokyo, Japan

- Basement Level 1 rejuvenated since April 2014
- NPI yield improvement from 6.2% to 6.7%
- Rent per NLA lifted up by 34%
- New supermarket with tenants' sales psm improved by 60%







# Pipeline of Malls Opening in the Next 3 Years

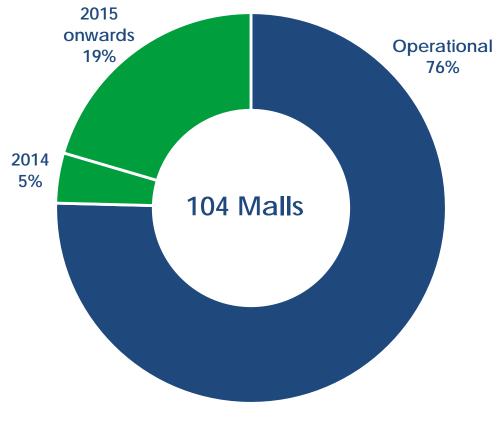
	No. of Properties as of 30 Jun 2014						
Country	Operational	Target to be opened in 2014	Target to be opened in 2015 & beyond	Total			
Singapore	19	-	1	20			
China	51	11	10 <sup>2</sup>	62			
Malaysia	5	-	1	6			
Japan	7	-	-	7			
India	3	1	5	9			
Total	85	2	17	104			

<sup>1.</sup> Not including CapitaMall Fucheng Phase II, Mianyang.

<sup>2.</sup> Due to delay in project handover from vendor, the target opening for CapitaMall SKY+, Guangzhou would be scheduled in 2015.



# Operational Malls Make Up 76% of NAV



NAV: \$\$7.4 bil

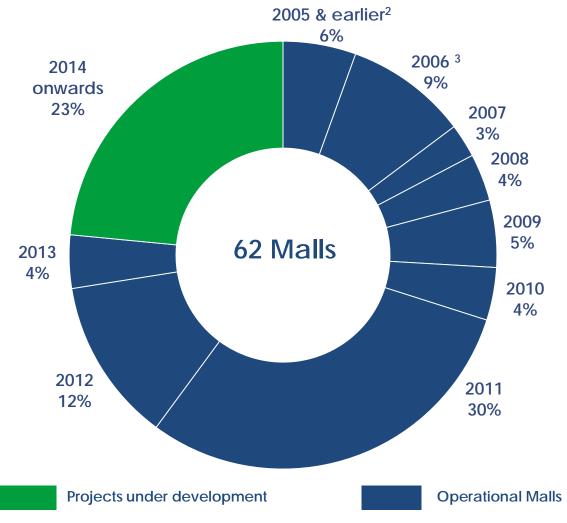




### CapitaMalls Asia

### China:

## Operational Malls Make Up > 75% of Effective NAV<sup>1</sup>



- 1. Effective NAV is based on CMA's proportionate share of property book value plus cash and less debt as at 30 Jun 2014.
- 2. Includes Raffles City Shanghai and CapitaMall Minzhongleyuan.
- Includes malls under or previously under master lease namely CapitaMall Shuangjing, CapitaMall Anzhen, CapitaMall Erqi and CapitaMall Saihan.

  CapitaMall Saihan.

  CapitaMall Saihan.

  CapitaMall Saihan.







## Resilient Operational Performance

- Overall RevPAU Increased 6% YoY
- China, Japan and Europe Continued To Perform Strongly



Notes:

1. Same store. Include all serviced residences owned, leased and managed. Foreign currencies are converted to SGD at average rates for the period.

2. RevPAU - Revenue per available unit

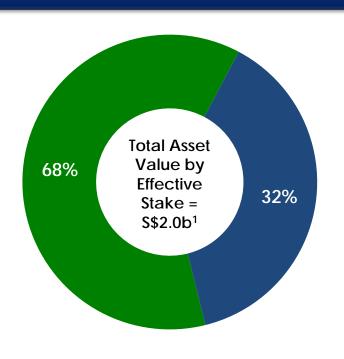




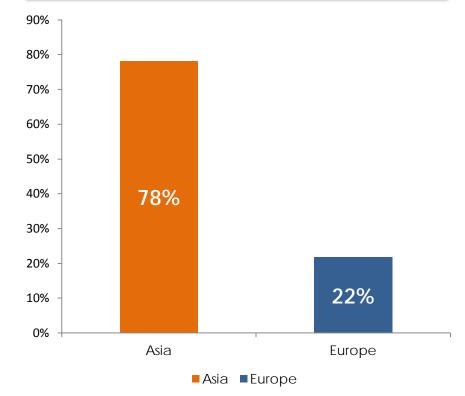
## ~S\$600 Million Of Assets Under Development

### Potential Uplift To Returns When PUD Becomes Fully Operational

## Breakdown Of Operational Assets And PUD By Effective Stake<sup>1</sup>



#### Breakdown Of PUD By Geography And Effective Stake<sup>1</sup>



Note:

■ Operational Assets

■ Properties Under Development



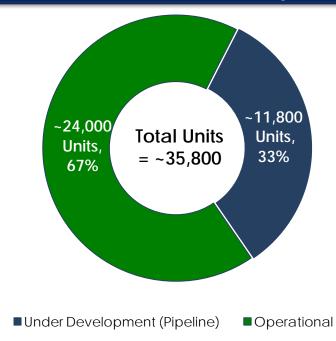
<sup>.</sup> This represents Ascott's effective share of subsidiaries', associates'/joint ventures' and other investments' total asset value, but excluding the operating assets under Ascott Residence Trust and other asset items like cash balance



## **Strong And Healthy Pipeline**

### Expects Another ~2,000 Pipeline Units To Be Opened In 2H2014

# Breakdown By Operational Units And Units Under Development



# Breakdown Of Total Units By Geography



Operational Units Contributed ~S\$126 Million<sup>1</sup> to Fee Income; Pipeline Units Expect to Uplift Fee Income by Another S\$45 Million Upon Operational<sup>2</sup>

Notes:

- Based on annualised 1H2014 fee income.
- 2. Assuming stabilised year of operation. Out of the S\$45 million fee income from pipeline units, about 5% pertains to properties owned by Ascott.





## **Breaking New Grounds In 2Q 2014**

## A) Franchise - New Engine Of Growth

- First franchise agreements in Vientiane, Laos and Bali, Indonesia
  - New milestone
  - Reinforces the strength and recognition of our brand value and sales distribution network
- Somerset Vientiane 116 units to open in 2H2014
- Citadines Kuta Beach Bali 194 units to open in 2H2014



## B) First Ascott-branded Property In Japan

- Ascott Marunouchi Tokyo
  - Located strategically in the Marunouchi-Otemachi area
  - Through master lease agreement with Mitsubishi
     Estate Company
  - 129-unit property slated for opening in 2017







## Continue To Grow Network In China

### A) Forging Strategic Alliance With Vanke

- Vanke is one of the largest property developers in China
- Secured management agreements from Vanke
  - 157-unit Citadines Daxing Beijing
  - 198-unit Somerset Shunyi Beijing
- Strengthen and entrench Ascott's position in China



### B) Added >1,200 Units In China In 2Q 2014 Alone

- In addition to the 2 management agreements from Vanke, the other 4 are for:
  - Ascott Taiyuan (170 units) first foray into Taiyuan
  - Ascott Riverside Garden Beijing (195 units)
  - Somerset Grand Central Dalian (195 units)
  - Somerset Sunland Shanghai (342 units)







### Divestment Of 3 properties Worth ~S\$174m<sup>1</sup>

- Divestment of 3 properties in China and Malaysia to Ascott REIT<sup>2</sup>
- Ascott continue to retain the serviced residence management of the 3 properties post divestment
- Ascott continues to benefit from the 3 properties' stable income stream through ~45.5% ownership in the Ascott REIT



#### Notos:

- 1. Announced on 7 July 2014. Agreed property value
- 2. Approved by ART unitholders on 31 July 2014





#### Regional Investments



## **Vietnam**

### Improved Sales Momentum

- Homebuyers are returning to market:
  - The Vista sold 81 units, Parc
     Spring sold 318 units, Mulberry
     Lane sold 172 units in 1H 2014
  - Achieved sales of more than \$\$65million
- Completed construction on schedule for Mulberry Lane Phase 2 & ParcSpring Phase 1 and successfully handed over to buyers since April 2014
- Launching Vista Verde, the second high end residential project in Ho Chi Minh City by 3Q 2014











## **New Appointments**

Name	New Appointment				
Ng Kok Siong	Appointed as Chief Corporate Development Officer				
(Age: 43)	<ul> <li>Member of the senior management team and reports to President &amp; Group CEO Mr. Lim Ming Yan</li> </ul>				
	<ul> <li>Focus on developing corporate systems and processes drive efficiency and productivity</li> </ul>				
	<ul> <li>Provide leadership to leverage business technology to achieve greater organizational effectiveness and customer experience</li> </ul>				
	<ul> <li>Joined in 2005. Last appointment was CFO, CapitaMalls Asia</li> </ul>				
Tan Swee Chuan	Appointed as Group Financial Controller				
(Age: 43)	Reports to Group Chief Financial Officer Mr. Arthur Lang				
	<ul> <li>Joined in 2007. Last appointment was Vice President, Finance, CapitaLand Limited, overseeing the group consolidation team</li> </ul>				

# Growing Human Capital Within The Organization Building Management Bench Strength







## Financial Performance for 2Q 2014 (Continuing Operations)

(S\$'million)	2Q 2013 (Restated)	2Q 2014	Change			
Revenue	1,008.9	875.3	<b>J</b> 13%			
EBIT	769.0	799.7	<b>1</b> 4%			
PATMI <sup>1</sup>	332.8	438.7	<b>1</b> 32%			
Operating Profits	66.7	136.5	<b>( 1</b> 105%			
Portfolio Gains	45.7	4.8	89%			
Revaluation Gains /(Impairments)	220.4	297.4	<b>1</b> 35%			

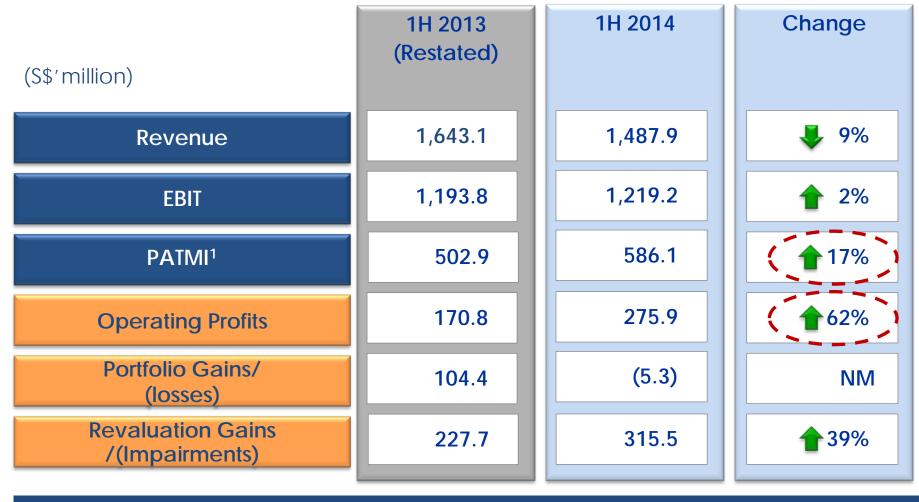
## 2Q 2014 Operating Profits Improved by 105% to \$\$136.5 million

1. If discontinued operations of \$\$50.5m for 2Q 2013 were included, total PATMI will be \$\$383.3m for 2Q2013, with increase of 14.5% y-o-y





## Financial Performance for 1H 2014 (Continuing Operations)



## 1H 2014 Operating Profits Improved by 62% to \$\$275.9 million

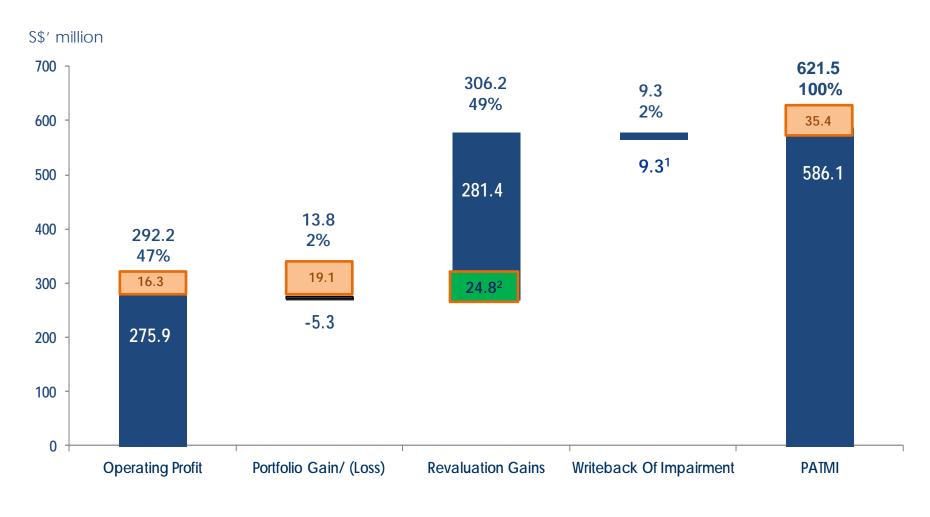
Note:

<sup>1.</sup> If discontinued operations of \$\$35.4 m for 1H 2014 and \$\$66.4m for 1H 2013 were included, total PATMI will be \$\$621.5m for 1H 2014 and \$\$569.3m for 1H 2013, with increase of 9% y-o-y





## **1H 2014 PATMI Composition Analysis**



#### Notes



**Continuing Operations** 

**Discontinued Operations** 

<sup>1:</sup> Mainly due to write back of impairment for a project in Bahrain

<sup>2.</sup> Realised revaluation from the recent divestment of serviced residences



## 1H 2014 Revaluation Gain (PATMI Impact)

S\$' Million	S'pore	China	Other Asia <sup>1</sup>	Europe & Others <sup>2</sup>	Total
CapitaLand Singapore	62.8	-	(0.2)	-	62.6
CapitaLand China	-	48.8	-	-	48.8
CapitaMalls Asia	61.6	78.4	13.7	-	153.7
Ascott	0.3	4.7	24.9	11.4	41.3
Regional Invsts and Fin Pdts & Svs	-	-	(0.2)	-	(0.2)
1H 2014 -Total	124.7	131.9	38.2	11.4	306.2
1H 2013 - Total (Restated)	88.1	124.5	22.3	16.2	251.1

### Group Revaluation Gains In 1H 2014 Mainly Driven By CMA

#### Notes:

- Excludes Singapore and China
- Includes Australia



## **EBIT by SBUs – 1H 2014**

(S\$'million)	1H 2013 (Restated)	1H 2014	Change
CapitaLand Singapore <sup>1</sup>	398.5	358.9	<b>\$10%</b>
CapitaLand China <sup>2</sup>	214.4	245.2	<b>14</b> %
CapitaMalls Asia	468.6	441.2	<b>♣</b> 6%
Ascott	136.8	158.4	<b>16</b> %
Regional Invsts and Pdts & Svs <sup>3</sup>	1.9	15.5	NM
Corporate and Others	(26.4)	0.0	NM
EBIT from Continuing Operations	1,193.8	1,219.2	<b>1</b> 2%
Discontinued Operation - ALZ	153.4	35.4	<b>77</b> %
Total EBIT	1,347.2	1,254.6	<b>7</b> %
Four SBUs	Contributed ~96	% of Total EBIT	



<sup>2.</sup> Excludes Retail and Serviced Residences in China.



<sup>3.</sup> Includes Surbana (Consultancy), Storhub, financial products & services and other businesses in Vietnam, Japan and GCC.

CapitaLand Limited 1H2014 Results \*5 Aug 2014\*

**Balance Sheet & Liquidity Position** 

		1H 2014	FY 2013 (Restated)		
	Cash (S\$ billion)	2.5	6.3		Due to lower cash
	Net Debt/Equity	0.58	0.39	ŀ	<ul><li>balance and lower</li><li>equity relating to</li><li>consideration paid for</li></ul>
_	Net Debt/EBITDA <sup>1,3</sup>	5.0	3.7		MI and goodwill
	Interest Coverage Ratio <sup>1,3</sup>	6.1	5.7		- Improvement
	Interest Service Ratio <sup>3</sup>	5.2	4.6		Improvement
	% Fixed Rate Debt	73%	70%		
	Ave Debt Maturity(Yr) <sup>2</sup>	3.5	3.6		
	NTA per share (\$)	3.59	3.68		

- Balance Sheet Remains Robust And Well-positioned To Grow Our Business
  - ~S\$1.2Billion Available Undrawn Facilities By Corporate Treasury

Interest Coverage Ratio = EBITDA/ Net Interest Expenses



<sup>1.</sup> EBITDA includes revaluation gain

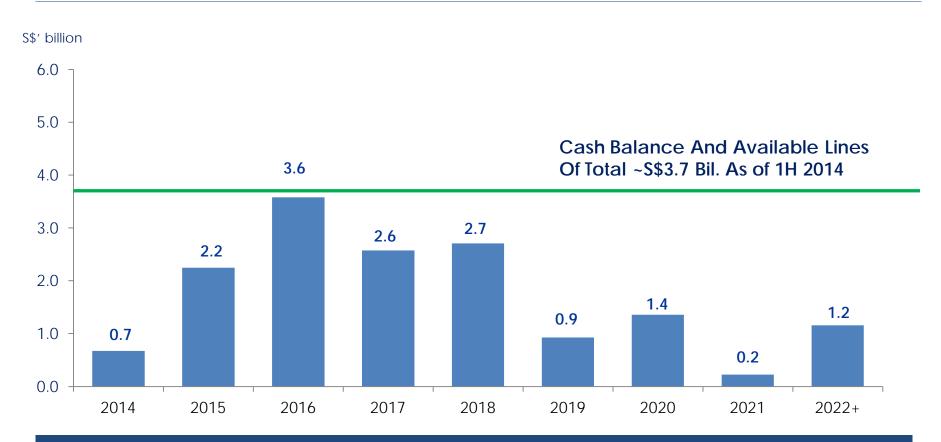
<sup>2.</sup> Based on put dates of Convertible Bond holders

CapitaLand Limited 1H2014 Results \*5 Aug 2014\* Interest Service Ratio = Operating Cashflow/ Net Interest Paid

## Capital Management

# Debt Maturity Profile (As at 30 June 2014)

## Well-managed Maturity Profile<sup>1</sup>



Less Than 20% Of Total Group Debt Matures By 2015

Note 1: Based on put rates of the convertible bonds.





## Conclusion

- Post-CMA transaction, the Group now has a resilient and stable income stream: ~75% of total assets are investment properties and ~25% are residential properties
  - This helps to mitigate residential market headwinds faced in Singapore and China
- The Group looks to further harness the competitive strengths of its various businesses to successfully implement its integrated development strategy
- The capital recycling model remains intact and gives us financial flexibility to make strategic capital allocation decision and enhance shareholder returns
- Continue to "Build People" to increase management bench strength
- The Group is on-track to deliver ROE target of 8% to 12% in the next 3 to 5 years





# Thank You



Supplementary slides



## **Disciplined Capital Allocation**

YTD	Investments	In China	
Project Name	Project Type	Total GFA (Sqm.)	Approx Investment Amt <sup>1</sup> (S\$M)
Ningbo residential site	Residential	120,316	232
Chengdu residential sites	Residential	478,849	155
The Mercer, Hong Kong	Serviced Residence	37,933	89
Somerset Grand Central Dalian	Serviced Residence	35,261	119









## Focus On Deepening Presence In Core Markets To Achieve Scale

Note:



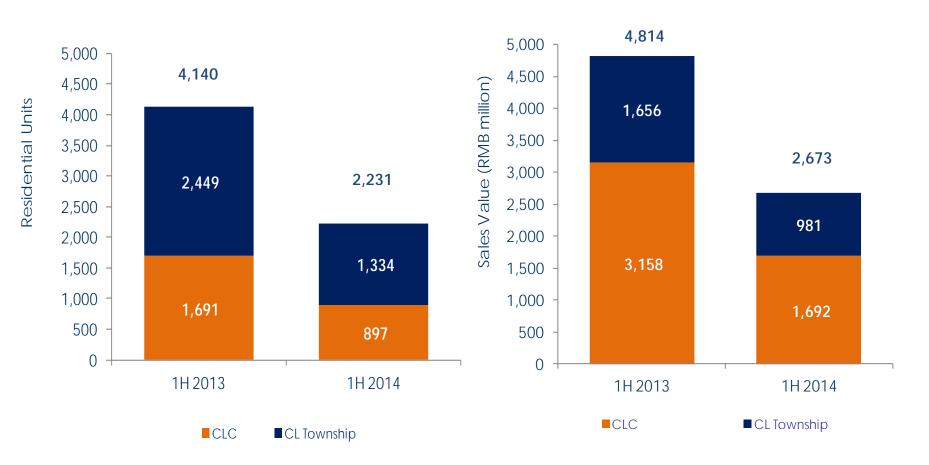
<sup>1.</sup> Rounded to the nearest million.

#### CapitaLand China - Residential



## Residential/ Trading Sales Performance

#### ~85% of launched units sold to-date



Note:

Units sold includes options issued up to 30 Jun Above data is on a 100% basis and includes CL Township and Raffles City strata/trading



# Residential / Trading Sales & Completion Status

Projects	Units		CL effective	% of launched	Average	Exped	Expected Completion for launched units				
	launched		stake	sold <sup>1</sup>	Selling Price <sup>2</sup>						
			%	As at Jun 2014	RMB/Sqm	2Q 2014	3Q to 4Q 2014	2015	2016		
SHANGHAI											
The Paragon – Blk 1, 2 and 3	116	4		70%		0	0	0	0		
The Paragon – Blk 7	62	3		5%		0	62	0	0		
The Paragon – Total	178		99%	47%	124,823	0	62	0	0		
KUNSHAN											
The Metropolis – Blk 11, 12 and 13	448			99%		0	448	0	0		
The Metropolis – Blk 22 and 23	543			89%		0	0	543	0		
The Metropolis – Total	991		70%	94%	13,519	0	448	543	0		
HANGZHOU											
Imperial Bay – Blk 4, 5 and 6	190	4		73%		0	0	0	0		
Imperial Bay – Blk 1, 2 and 3	272			81%		272	0	0	0		
Imperial Bay – Total	462		50%	77%	28,153	272	0	0	0		
NINGBO											
The Summit Executive Apartments	180	4	55%	13%	29,036	0	0	0	0		
Summit Residences (Plot 1)	38		50%	18%	23,014	0	38	0	0		
TIANJIN											
International Trade Centre	399		100%	73%	21,431	0	399	0	0		
WUHAN											
Lakeside	188		100%	4%	5,129	0	188	0	0		
GUANGZHOU											
Dolce Vita – Blk C7 and C8	194			99%		194	0	0	0		
Dolce Vita – Blk D1 to D3, E1 to E3	378			96%		0	0	378	0		
Dolce Vita – Total	572		48%	97%	18,705	194	0	378	0		
Vista Garden – Blk A3 and A4	244	3	100%	67%	8,150	0	0	244	0		
FOSHAN											
La Cite – Blk 1, 3, 4 and 8	328	4	100%	62%	9,664	0	0	0	0		
SHENZHEN											
i Park – Blk A	208		73%	100%	34,493	208	0	0	0		
CHENGDU											
The Loft – Blk 11, 13, 14, 15, 18, 23, 28 and 29	1,316	4	56%	91%	9,415	0	0	0	0		
Raffles Collection	76		55%	4%	26,533	0	76	0	0		
Sub-total Sub-total	5,180			78%		674	1,211	1,165	0		

#### CapitaLand China - Residential



Residential / Trading Sales & Completion Status (Cont'd)

Projects Units launched		CL effective % of launched Average stake sold Selling Price Selling Price				Expected Completion for launched units				
			%	As at Jun 2014	RMB/Sqm	2Q 2014	3Q to 4Q 2014	2015	2016	
wuxi										
Central Park City – Plot C2	220	3	6%	89%	7,704	0	220	0	0	
SHENYANG										
Lake Botanica – Plot 5	1,298	3,4	24%	86%	4,952	0	0	0	0	
Lake Botanica – Plot 6	194	3	24%	42%	4,421	0	0	194	0	
Lake Botanica – Total	1,492			80%	4,829	0	0	194	0	
XIAN										
La Botanica – Plot 2R8	424	3,4	15%	96%	9,435	0	0	0	0	
La Botanica – Plot 3R3	3,758	4	15%	99%	5,689	2,046	0	0	0	
La Botanica – Plot 4R1	988	3	15%	72%	6,540	0	0	988	0	
La Botanica – Plot 2R6	559	3	15%	71%	7,223	0	559	0	0	
La Botanica – Total	5,729			91%	6,873	2,046	559	988	0	
CHENGDU										
The Botanica – Plot R5B	2,084	3	6%	96%	8,641	2,084	0	0	0	
Parc Botanica – Plot B-1	866	3	22%	73%	6,909	0	0	866	0	
Sub-total	10,391			89%		4,130	779	2,048	0	
CLC Group	15,571			85%		4,804	1,990	3,213	0	

#### Note:

<sup>&</sup>lt;sup>4</sup> Projects/Phases fully completed prior to 2Q 2014. For La Botanica Plot 3R3, 46% or 1,712 units have already been completed in 4Q 2013.



 $<sup>^{\</sup>rm 1}\,\%$  sold: units sold (Options issued as of 30 Jun 2014) against units launched.

<sup>&</sup>lt;sup>2</sup> Average selling price (RMB) per sqm is derived using the area sold and sales value achieved (including options issued) in the latest transacted quarter.

<sup>&</sup>lt;sup>3</sup> New Jaunches from projects in 2Q 2014, namely Vista Garden: 244 units, The Paragon: 62 units, Central Park City: 16 units, Lake Botanica: 49 units, La Botanica: 240 units, The Botanica: 115 units and Parc Botanica: 72 units.

## Raffles City Shanghai



Location

268 Middle Xizang Rd, Huangpu District, Shanghai, China

Components

Total GFA ~139,000 sqm, of which:

- 34% retail
- 66% office

Tenants

- •Kate Spade
- Marc by Marc Jacobs
- Michael by Michael Kors
- Juicy Couture
- •Agnes b.
- Hollister









## **Raffles City Beijing**



Location	1 Dongzhimen South Avenue, Dongcheng District, Beijing, China
Components	Total GFA of ~111,000 sqm, of which: <ul> <li>36% retail</li> <li>37% office</li> <li>27% service residences</li> </ul>
Tenants	•Zara •H&M •Sephora •Swarovski •Pandora

Costa Coffee









## Raffles City Chengdu



Location	South Ren Min Road,
	Wuhou District, Chenadu, China

#### Components

#### Total GFA of ~240,000 sqm,of which:

- 35% retail
- 30% office
- 23% serviced residences
- 12% strata residences

#### **Tenants**

- •Gap
- •H&M
- •Sephora
- Boss Orange
- •CK Jeans
- Armani Exchange









## **Raffles City Ningbo**



Location	75 Daqing Road (South), Jiangbei
	District, Ningbo, China

#### Components

Total GFA of ~101,000 sqm, of which:

- 51% retail
- 30% office
- 19% strata residences

#### **Tenants**

- •Gap
- •L'occitane
- Charles & Keith
- •J. Lindeberg
- Godiva



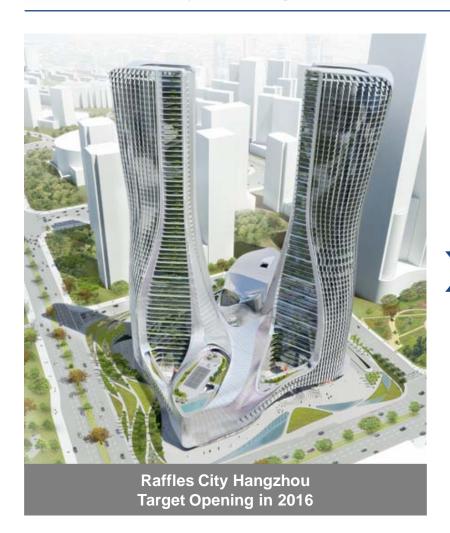






## **Under Development Assets**

## Raffles City Hangzhou











## **Under Development Assets**

## Raffles City Shenzhen





Handover in 2Q 2014



Phase 3: Strata/Trading **Excavation in progress** 





## **Under Development Assets**

## Raffles City Changning







## Raffles City Chongqing







### CapitaMalls Asia

# CMA's 2Q 2014 PATMI Contribution

	(\$¢ m;I)		2Q 2014	Contrib	ution by	Country	
	(S\$ mil)	S'pore	China	M'sia	Japan	India	Total
	Property Income - Opg/Newly Opened Malls	20	6	23	7	0	56
	Residential Profits <sup>1</sup>	8	0	0	0	0	8
	Revaluation	(8)	4	15	3	0	14
Subs	Management Fee Business	20	3	0	0	0	23
	Others	3	0	1	(1)	(1)	2
	Country Finance Cost, Tax and NCI	(16)	(8)	(14)	0	0	(38)
	Subsidiaries' Contribution	27	5	25	9	(1)	65
	Property Income - Opg/Newly Opened Malls	59	56	0	0	0	115
	Property Income - PUD	0	(1)	0	0	0	(1)
	Residential Profits	5	0	0	0	0	5
Assoc &	Revaluation/Impairment excluding REITs <sup>1</sup>	29	70	0	(1)	(2)	96
JCE	Revaluation REITs	42	12	0	0	(2)	52
	Portfolio Loss'	0	0	0	0	(1)	(1)
	Others	(1)	(4)	0	0	(1)	(6)
	Country Finance Cost, Tax and NCI	(15)	(28)	0	0	0	(43)
	Assoc & JCE's Contribution	119	105	0	(1)	(6)	217
	PATMI by country	146	110	25	8	(7)	282
	Operating PATMI by Country	83	24	10	6	(2)	121
	Total before Corporate & Treasury related Costs/Tax	146	110	25	8	(7)	282
	Corporate & Treasury related Costs/Tax <sup>2</sup>						(39)
	PATMI <sup>3</sup>						243
Notes:	Operating PATMI <sup>3</sup>						82

#### Notes:

- Net of taxes and NCI.
- 2. Includes corporate cost, treasury finance cost & corporate tax of S\$24 mil, S\$13 mil and S\$2 mil respectively.
- 3. CL's share of PATMI and Operating PATMI is S\$222 million and S\$70 million respectively

### CapitaMalls Asia

# CMA's 1H 2014 PATMI Contribution

(S\$ mil)		1H 2014 Contribution by Country					
		S'pore	China	M'sia	Japan	India	Total
Subs	Property Income - Opg/Newly Opened Malls	37	13	48	16	0	114
	Residential Profits <sup>1</sup>	13	0	0	0	0	13
	Revaluation	(8)	4	15	3	0	14
	Management Fee Business	35	8	0	(1)	1	43
	Others	5	1	0	(4)	(1)	1
	Country Finance Cost, Tax and NCI	(29)	(15)	(29)	(1)	0	(74)
	Subsidiaries' Contribution	53	11	34	13	0	111
Assoc & JCE	Property Income - Opg/Newly Opened Malls	118	112	0	1	0	231
	Property Income – PUD	0	(2)	0	0	0	(2)
	Residential Profits 1	5	0	0	0	0	5
	Revaluation/Impairment excluding REITs (	29	70	0	(1)	(2)	96
	Revaluation REITs <sup>1</sup>	42	12	0	0	(2)	52
	Portfolio Loss 1	0	0	0	(2)	(1)	(3)
	Others	(3)	(8)	0	0	(3)	(14)
	Country Finance Cost, Tax and NCI	(31)	(57)	0	0	0	(88)
	Assoc & JCE's Contribution	160	127	0	(2)	(8)	277
	PATMI by country	213	138	34	11	(8)	388
	Operating PATMI by Country	150	52	19	11	(3)	229
	Total before Corporate & Treasury related Costs/Tax	213	138	34	11	(8)	388
	Corporate & Treasury related Costs/Tax <sup>2</sup>						(68)
	PATMI <sup>3</sup>						320
Notes:	Operating PATMI <sup>3</sup>						161

#### Notes:

- . Net of taxes and NCI.
- 2. Includes corporate cost, treasury finance cost & corporate tax of S\$37 mil, S\$27 mil and S\$4 mil respectively.
- 3. CL's share of PATMI and Operating PATMI is \$\$272 million and \$\$122 million respectively

# CMA's Valuation Summary (As At 30 Jun 2014)

As at 30 Jun 2014	Singapore	China <sup>1</sup>	Malaysia	Japan	India
Valuation methods*	CAP/DCF/ DCM	CAP/DCF/ DCM/RLV	CAP/ DCM	CAP/ DCF	CAP/DCF/ DCM
Capitalisation rate (%)	Retail: 5.0 to 6.5 Office:	Key cities <sup>2</sup> : 7.0 to 9.5 (Gross) 5.8 to 7.0 (Net)	7.0 to 7.3	5.5 to 6.9	10.0 to 11.5
	4.0 to 6.3	Other cities: 9.0 to 10.5 (Gross) 6.3 to 7.0 (Net)			

Note\*: Valuation methods include

(a) CAP: Capitalisation Method (c) DCM: Direct Comparison Method (b) DCF: Discounted Cashflow Method (d) RLV: Residual Land Value Method

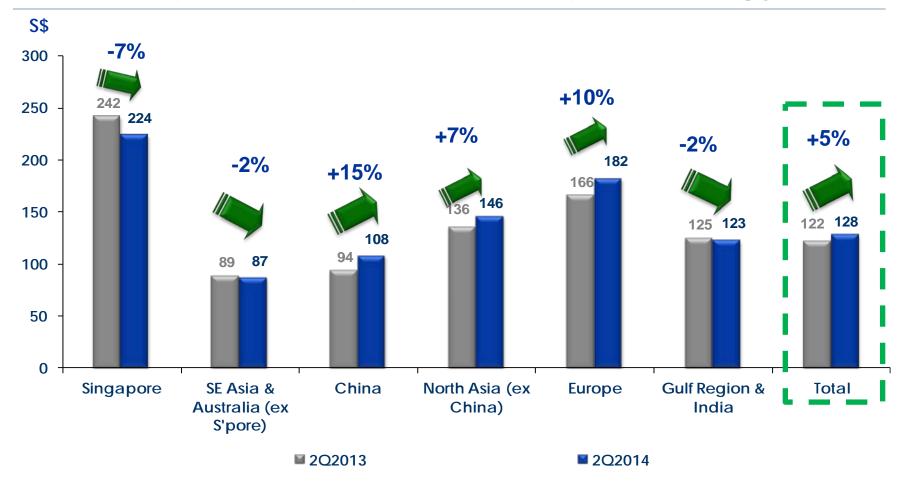
Note 1: This excludes the Raffles City portfolio of assets and malls under master lease, such as CapitaMall Shuangjing, CapitaMall Anzhen and CapitaMall Ergi.

2: Key cities comprise Beijing, Shanghai, Chengdu, Chongqing and Wuhan.



## Resilient Performance Year-on-Year

- For 2Q 2014, overall RevPAU increased 5% YoY
- China, Japan and Europe continued to perform strongly



#### Notes:

2. RevPAU - Revenue per available unit



<sup>1.</sup> Same store. Include all serviced residences owned, leased and managed. Foreign currencies are converted to SGD at average rates for the period.



# Ascott's Units Under Management (30 Jun 14)

				<b>3</b>		
	Ascott REIT	ASRCF	Owned	3 <sup>rd</sup> Party Managed/Franchis e	Leased	Total
Singapore	497	-	371	195	70	1,133
Indonesia	407	-	-	2,010	-	2,417
Malaysia	-	-	476	1,289	-	1,765
Philippines	584	-	-	938	-	1,522
Thailand	-	-	651	1,224	-	1,875
Vietnam	818	-	132	909	-	1,859
Myanmar	-	-	-	153	-	153
Laos	-	-	-	116	-	116
SEA Total	2,306	-	1,630	6,834	70	10,840
China	1,449	1,888	206	8,059	36	11,638
Japan	2,283	-	922	412	-	3,617
South Korea	-	-	-	408	-	408
North Asia Total	3,732	1,888	1,128	8,879	36	15,663
ndia	-	-	1,096	450	96	1,642
South Asia Total	-	-	1,096	450	96	1,642
Australia	85	-	414	-	175	674
Oceania Total	85	-	414	-	175	674
United Kingdom	600	-	230	-	136	966
France – Paris	994	-	106	236	516	1,852
France – ex. Paris	677	-	-	1	670	1,348
Belgium	323	-	-	-	-	323
Germany	430	-	293	-	-	723
Spain	131	-	-	-	-	131
Georgia	-	-	-	66	-	66
Europe Total	3,155	-	629	303	1,322	5,409
U.A.E.	-	-	-	118	-	118
Saudi Arabia	-	-	-	481	-	481
Bahrain	-	-	-	118	-	118
Qatar	-	-	-	429	-	429
Oman	-	-	-	398	-	398
Gulf Region Total	-	-	-	1,544	-	1,544
Total serviced residences	7,359	1,888	3,927	17,753	1,629	32,813
Corporate Leasing	1,919	-	970	257	70	3,216
Grand Total	9,278	1,888	4,897	18,010	1,699	35,772



## Regional Investments

# StorHub

- As at 30 June 2014, achieved total revenue of \$\$10.5million. NPI yield on Property is at 8.8%.
- All buildings are updated with new corporate colour and signages.
   Reception office at facilities are also upgraded with the last 2 reception office to be completed by Mid Aug 2014.
- Website is revamped to reflect new look as well.





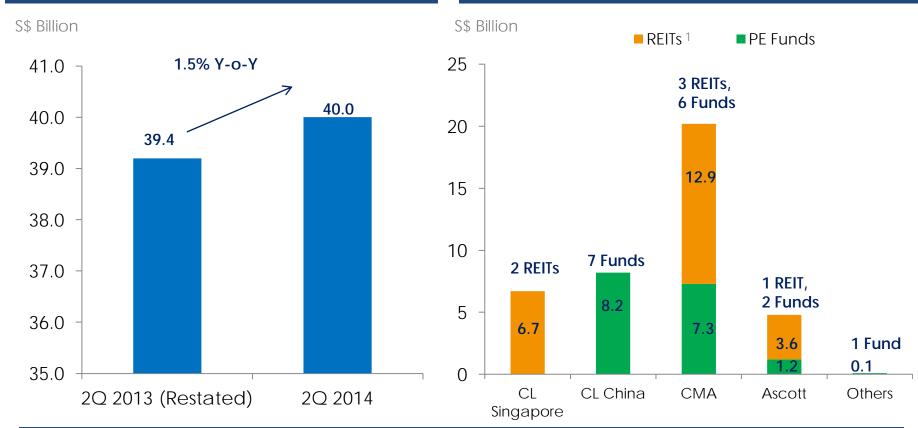




## **Financial Products & Services**

# Total Assets Under Management (AUM) 1

## 1H 2014 AUM Breakdown By SBUs <sup>1</sup>



Total REITs/Fund Management Fees Earned In 1H 2014 Are S\$ 92.1 Million

Note







## EBIT by SBUs – 2Q 2014

(S\$'million)	Operating EBIT	Portfolio Gain/ (Losses)	Revaluation Gain/ Impairment	Total
CapitaLand Singapore <sup>1</sup>	105.5	1.4	134.1	241.0
CapitaLand China <sup>2</sup>	67.0	3.2	44.1	114.3
CapitaMalls Asia	131.2	(1.2)	184.8	314.8
Ascott	46.3	0.3	66.9	113.5
Regional Invsts and Pdts & Svs <sup>3</sup>	1.0	0.7	8.7	10.4
Corporate and Others	5.7	-	-	5.7
Total EBIT <sup>4</sup>	356.7	4.4	438.6	799.7
E CDU O		2004 5.7 1		

### Four SBUs Contributed ~98% of Total EBIT

#### Notes

- 1. Includes residential businesses in Malaysia
- 2. Excludes Retail and Serviced Residences in China.
- 3. Includes Surbana (Consultancy), Storhub, financial products & services and other businesses in Vietnam, Japan and GCC.
- $4. \ No\ contribution\ from\ discontinued\ operation\ e.g.\ Australand\ in\ 2Q\ 2014\ as\ it\ was\ divested\ in\ 1Q\ 2014$





## **EBIT by SBUs – 1H 2014**

(S\$'million)	Operating EBIT	Portfolio Gain/ (Losses)	Revaluation Gain/ Impairment	Total
CapitaLand Singapore <sup>1</sup>	223.3	1.5	134.1	358.9
CapitaLand China <sup>2</sup>	175.1	12.8	57.3	245.2
CapitaMalls Asia	259.5	(3.1)	184.8	441.2
Ascott	85.8	0.2	72.4	158.4
Regional Invsts and Pdts & Svs <sup>3</sup>	25.6	(18.2)	8.1	15.5
Corporate and Others	(0.5)	0.5	-	-
Total Continuing Operations	768.8	(6.3)	456.7	1,219.2
Discontinued Operation - ALZ	16.3	19.1	-	35.4
Total EBIT	785.1	12.8	456.7	1,254.6

## Four SBUs Contributed ~96% of Total EBIT

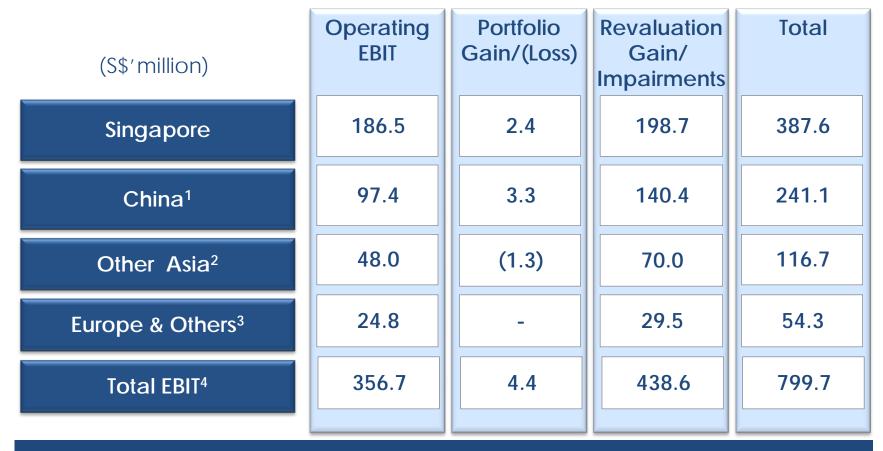
#### Motos.

- 1. Includes residential businesses in Malaysia
- 2. Excludes Retail and Serviced Residences in China.
- 3. Includes Surbana (Consultancy), Storhub, financial products & services and other businesses in Vietnam, Japan and GCC.





# EBIT by Geography - 2Q 2014



## Singapore & China Comprise 79% of Total EBIT

#### Notes:

- 1. China including Hong Kong.
- 2. Excludes Singapore and China and includes projects in GCC.
- 3. Includes Australia.
- 4. No contribution from discontinued operation e.g. Australand in 2Q 2014 as it was divested in 1Q 2014.





## EBIT by Geography – 1H 2014

(S\$'million)	Operating EBIT	Portfolio Gain/(Loss)	Revaluation Gain/ Impairment	Total			
Singapore	372.4	2.9	198.1	573.4			
China <sup>1</sup>	239.3	12.9	153.7	405.9			
Other Asia <sup>2</sup>	123.1	(22.1)	75.4	176.4			
Europe & Others <sup>3</sup>	34.0	-	29.5	63.5			
EBIT from Continuing Operations	768.8	(6.3)	456.7	1,219.2			
Discontinued Operation - ALZ	16.3	19.1	-	35.4			
Total EBIT	785.1	12.8	456.7	1,254.6			
Cingramana O China Campunia 700/ of Tatal EDIT							

## Singapore & China Comprise 78% of Total EBIT

Notes

Includes Australia

China including Hong Kong.

<sup>2.</sup> Excludes Singapore and China and includes projects in GCC.

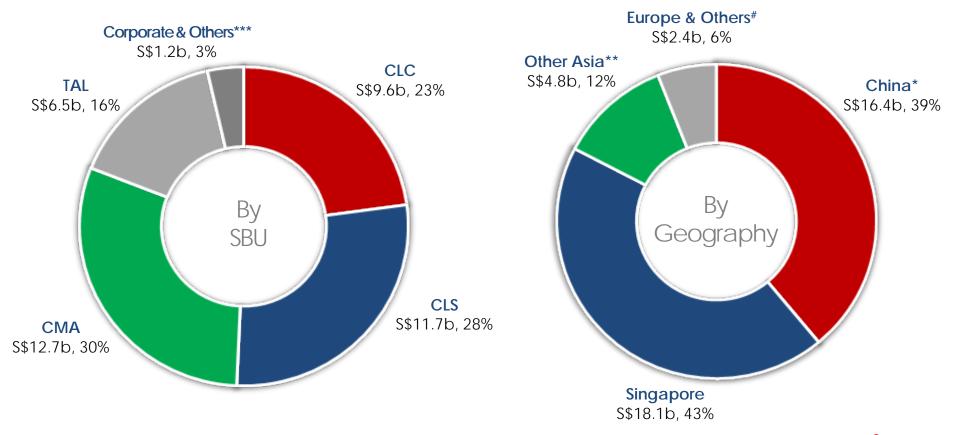


## Group Assets (As at 30 June 2014)

S\$41.7 billion<sup>1</sup> 82% of Group's Assets in Singapore & China

- (1) Excludes treasury cash
- China including Hong Kong
- Excludes Singapore & China and includes projects in GCC
- \*\*\* Includes Surbana (Consultancy), StorHub, Financial Services and other businesses in Vietnam, Japan, and GCC

# Includes Australia







## Group EBIT (Continuing Operations in 1H 2014)

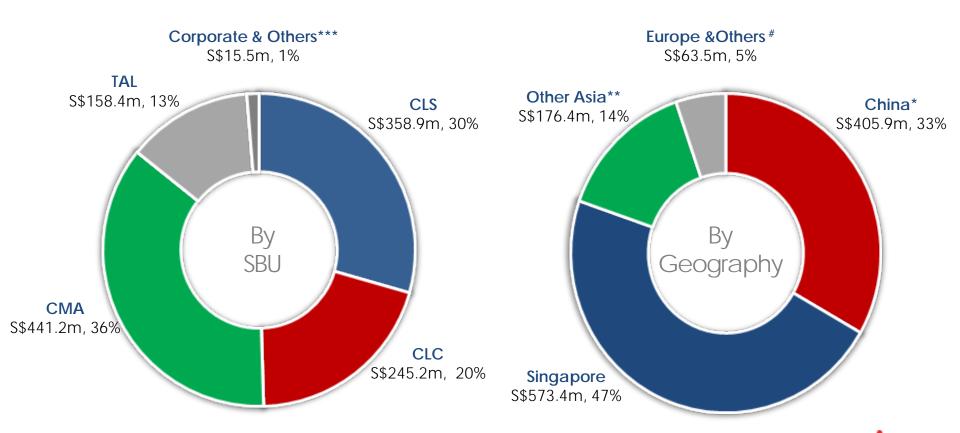
S\$1.2 billion

80%

of Group's EBIT from Singapore & China

- \* China including Hong Kong
- \*\* Excludes Singapore & China and includes projects in GCC
- \*\*\* Includes Surbana (Consultancy), StorHub, financial products & services and other businesses in Vietnam, Japan, UK and GCC

# Includes Australia







# Group's Valuation Gain For 1H 2014

	S\$ mil	Key highlights
CapitaLand Singapore		
- CCT	29.7	Gain was mainly due to improvement in rents for properties.
- Others	32.9	Mainly in respect of PwC Building (higher market comparables) and CapitaGreen (increase in land valuation).
	62.6	
CapitaLand China		
- Raffles City projects	33.2	Gain of operating properties are mainly driven by NPI growth and revaluation gain from properties under development are due to higher gross development value.
- Others	15.6	Mainly relate to share of Lai Fung's revaluation gains.
	48.8	



# Group's Valuation Gain For 1H 2014 (Cont'd)

	S\$ mil	Key highlights
CapitaMalls Asia	78.4	Mainly due to overall growth in NPI from Minhang and
Chillia		Hongkou Plaza, with cap rates remaining stable.
- Singapore	61.6	Gain was due to increase in NPI under CMT portfolio and ION Orchard; with cap rates remaining stable.
- Others	13.7	The gain was mainly driven by growth in NPI for The Mines and Queensbay Mall in Malaysia and Olinas mall in Japan.
	153.7	
Ascott - ART	16.2	Revaluation gain is mainly from London properties and Japan corporate leasing properties, as a result of compression of cap rate and discount rate, which is reflective of recent market transactions.
- Others	25.1	Includes \$\$24.8 million realised revaluation gain from the recent divestments.
Regional Invsts, Fin Pdts & Svs	41.3 (0.2)	
Total Revaluation Gain - PATMI	306.2	

### **Financials**



# Group Managed Real Estate Assets<sup>1</sup> Of S\$67.6 Billion

Group Managed RE Assets	As at 30 June 2014 (S\$'billion)
On Balance Sheet & JVs	21.8
Funds	15.5
REITs <sup>2</sup>	23.0
Others <sup>3</sup>	7.3
Total	67.6

#### Notes:

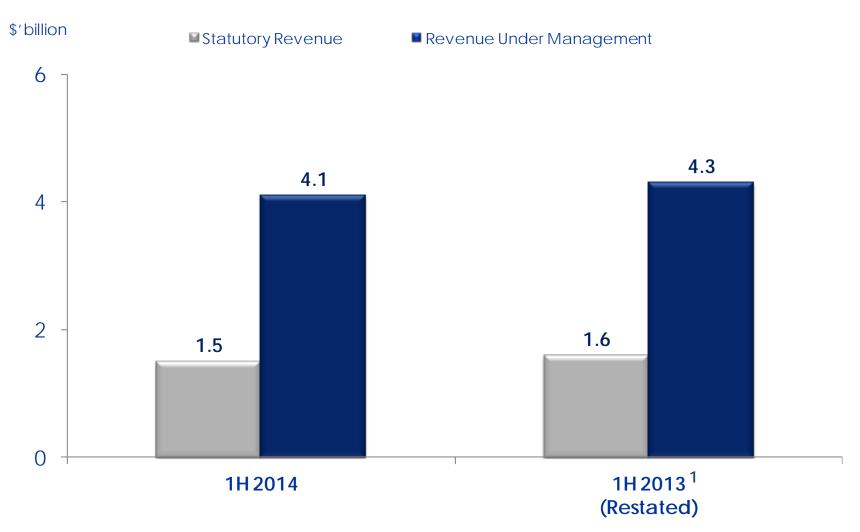
- 1. Group Managed Real Estate Assets is the value of all real estate managed by CapitaLand Group entities stated at 100% of the property carrying value.
- 2. Includes CCT, ART and CMMT which have been consolidated with effect from 1 Jan 2014.
- 3. Others include 100% value of properties under management contracts.



### **Financials**

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## Revenue Under Management



Note 1 Excludes Australand



Asset Allocation

# Asset Matrix - Diversified Portfolio Excluding Treasury Cash As At 30 June 2014

	S'pore	China (1)	Other Asia <sup>(2)</sup>	Europe & Others <sup>(3)</sup>	Total
	S\$'M	S\$'M	S\$'M	S\$'M	S\$'M
CapitaLand Singapore	11,523	-	144	-	11,667
CapitaLand China	-	9,572	-	-	9,572
CapitaMalls Asia	5,004	5,365	2,368	-	12,737
Ascott	1,296	1,276	1,486	2,416	6,474
Regional Investments and Financial Product & Services	211	151	777	39	1,178
CL Corporate	57	-	-	2	59
Total	18,091	16,364	4,775	2,457	41,687

#### Notes:

- 1. China including Hong Kong
- 2. Excludes Singapore and China and includes projects in GCC
- Includes Australia

