

# CapitaMalls Asia Limited

*Asia's Leading Mall  
Developer, Owner and Manager*



*Singapore • China • Malaysia • Japan • India*

**Introduction to CMA**  
**September 2012**



# Disclaimer

*This presentation may contain forward-looking statements that involve assumptions, 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, competition from other developments or companies, shifts in expected levels of occupancy rate, property rental income, charge out collections, changes in operating expenses (including employee wages, benefits and training costs), 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 the current view of management on future events.*

*The information contained in this presentation has not been independently verified. No representation or warranty expressed or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Neither CapitaMalls Asia (“CMA”) or any of its affiliates, advisers or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising, whether directly or indirectly, from any use, reliance or distribution of this presentation or its contents or otherwise arising in connection with this presentation.*

*The past performance of CMA is not indicative of the future performance of CMA.*

*The value of shares in CMA (“Shares”) and the income derived from them may fall as well as rise. Shares are not obligations of, deposits in, or guaranteed by, CMA or any of its affiliates. An investment in Shares is subject to investment risks, including the possible loss of the principal amount invested.*



# Contents

- **Overview of CMA**
- **Our Markets**
- **Fund Management Business**
- **Corporate Social Responsibility & Awards**





Bugis Junction, Singapore

## Overview of CMA



# Overview of CapitaMalls Asia Limited

## Asia's Leading Mall Developer, Owner and Manager

- CapitaMalls Asia (“CMA”) is one of the largest listed shopping mall developers, owners and managers in Asia by total property value of assets and by geographic reach
- Listed on SGX and HKEx, total market capitalisation of about S\$6 billion<sup>1</sup>
- 100<sup>2</sup> shopping malls with a total property value<sup>3</sup> of approximately S\$30.7 billion<sup>2</sup> as at 31 July 2012



ION Orchard,  
Singapore



Hongkou Plaza, Shanghai  
China



Queensbay Mall  
Penang, Malaysia



Vivit Square  
Tokyo, Japan



The Celebration Mall  
Udaipur, India

### Notes

- (1) As of 30 July 2012
- (2) Excludes CMA's interest in Horizon Realty Fund, which CMA does not manage.
- (3) 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)



# Asia's Leading Mall Developer, Owner & Manager

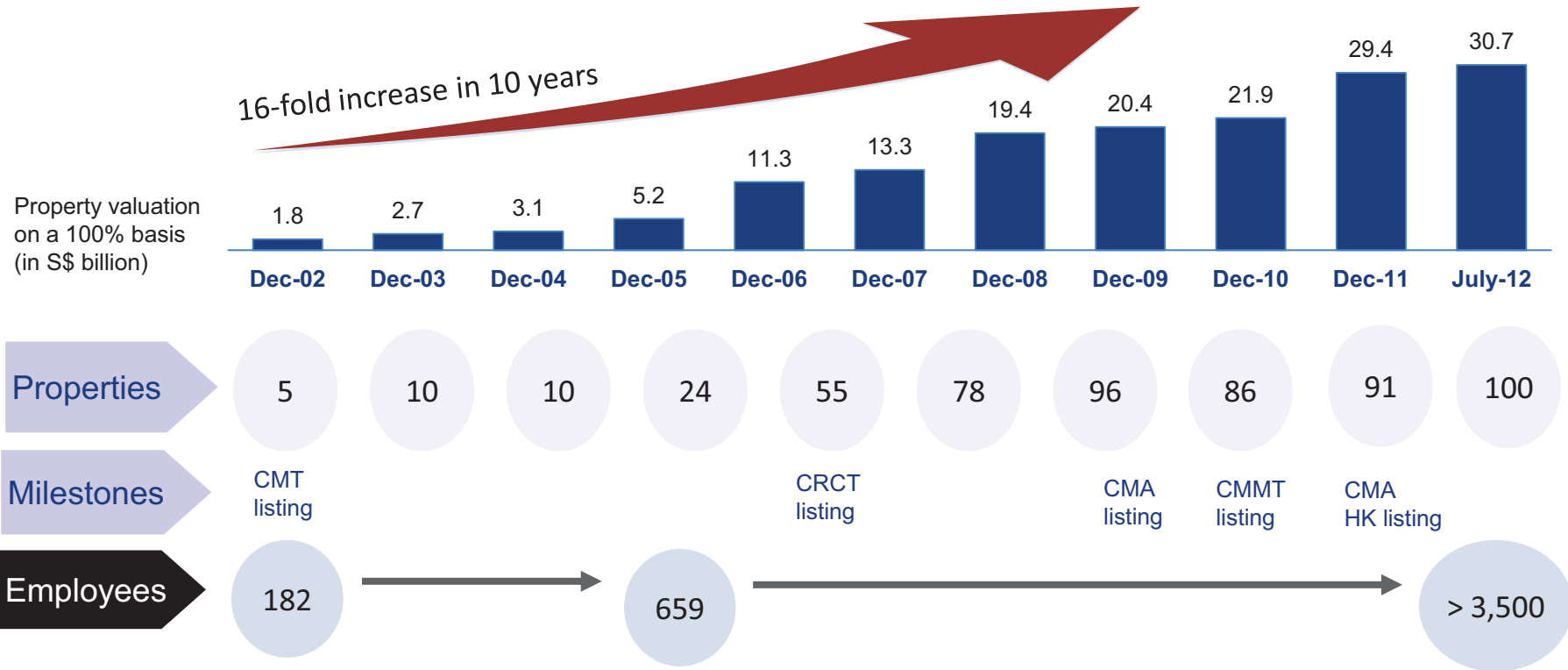
Total GFA: Approximately 91.6 million sq ft



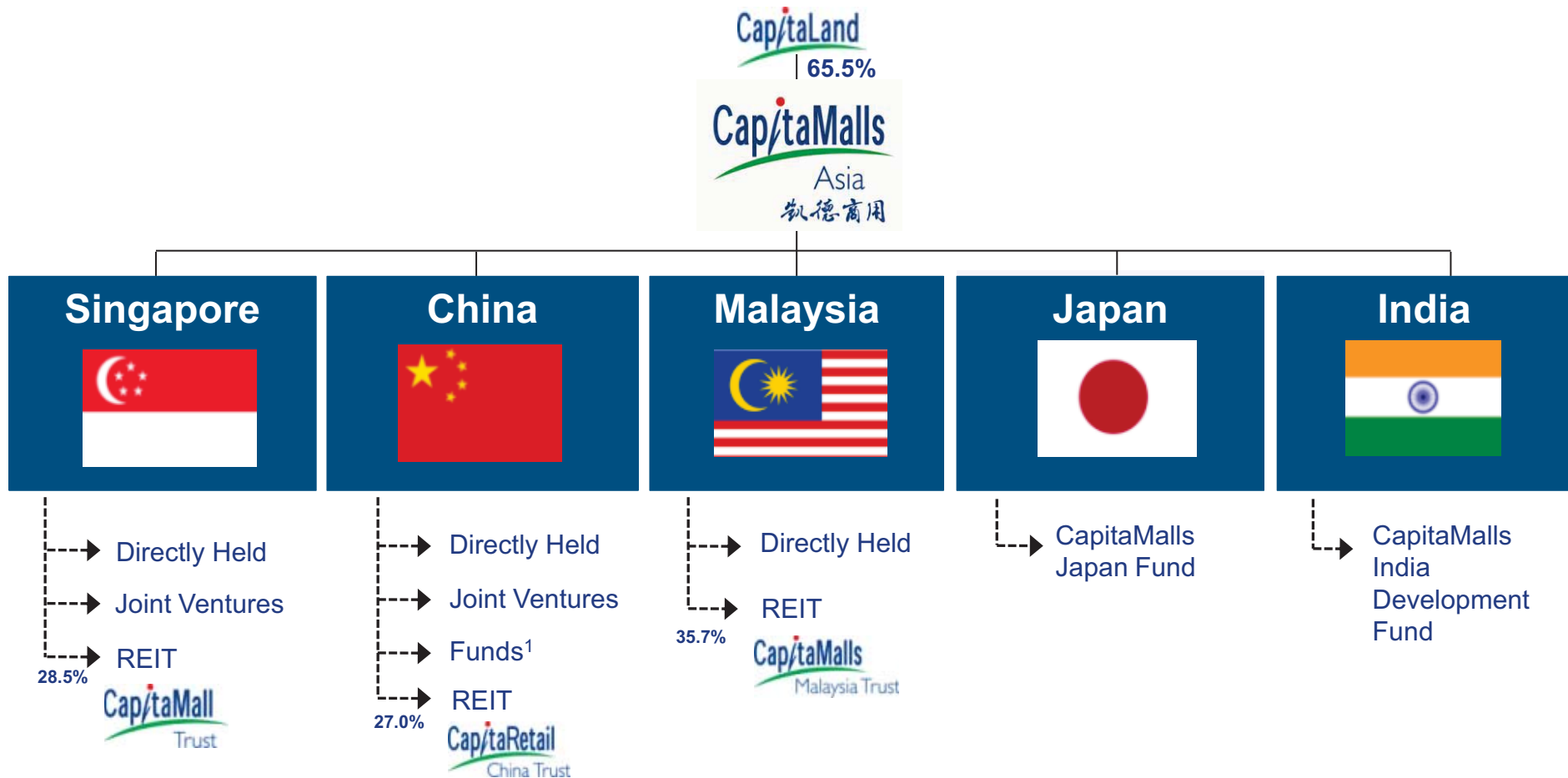


# From 5 Malls in 2002 to 100 Malls Today

Proven track record since 2002



# CMA's Business Structure



Note: Effective interest s in CMT, CRCT & CMMT's interest in CapitaLand are as at 31 Dec 2011

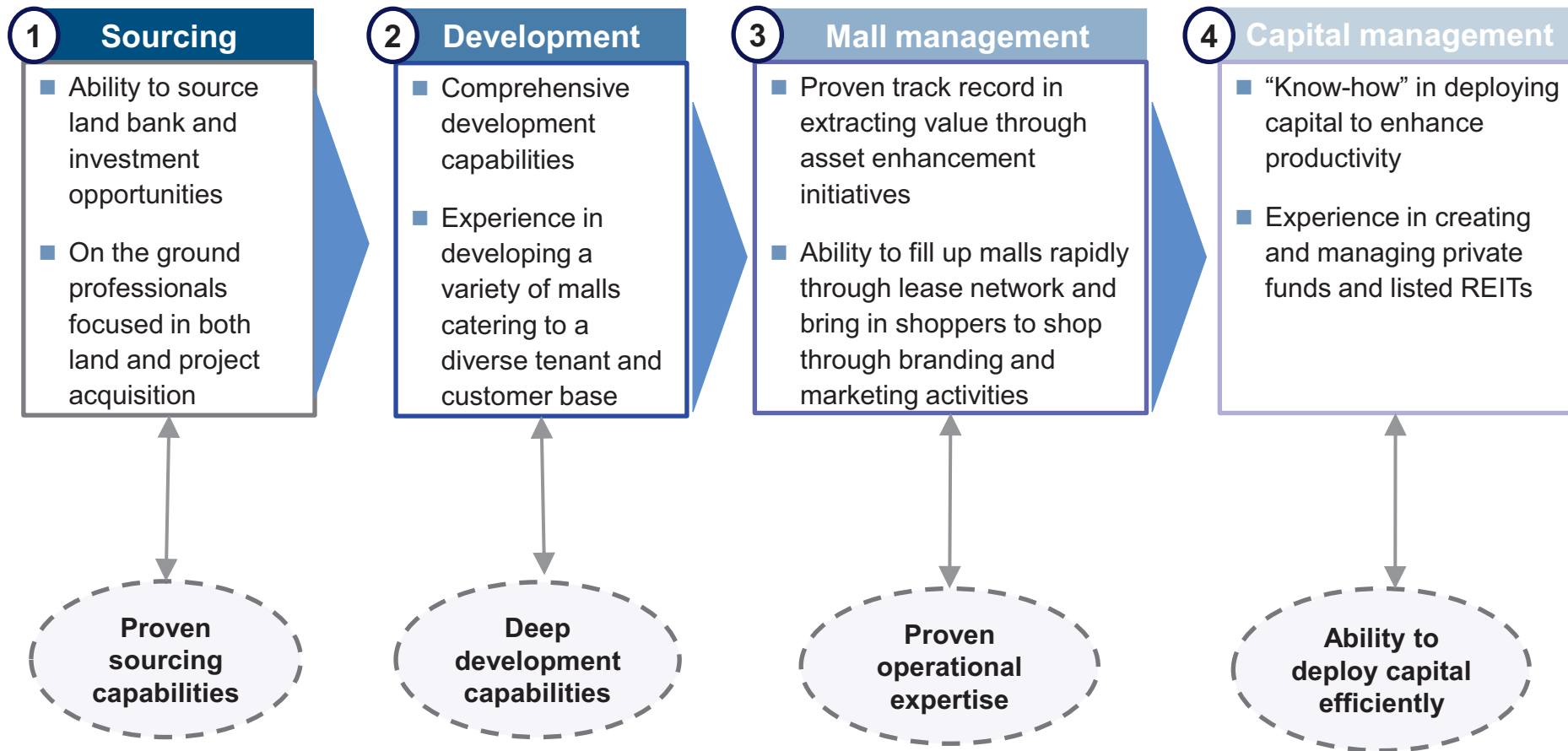
(1) Refers to 5 China funds. They are CapitaMalls China Income Fund, CapitaMalls China Development Fund II, CapitaMalls China Development Fund III, CapitaMalls Incubator Fund and Raffles City China Fund.



# CMA's Real Estate Value Chain

Integrated retail business with end to end capabilities

## Value chain integration to extract value



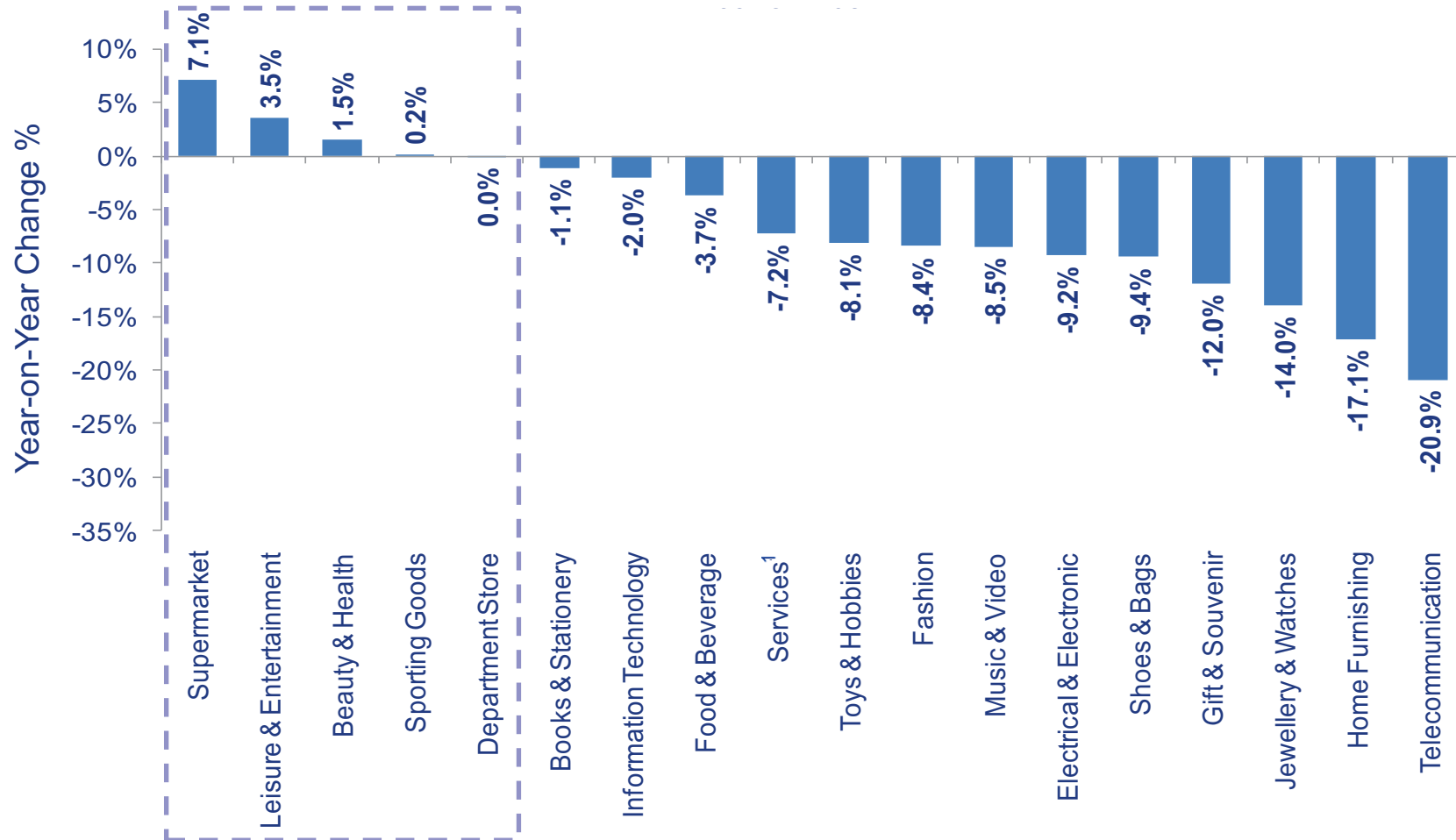
# Tenant Intelligence & Active Mall Management





# Strong Understanding of Tenant Sales by Trade Categories

FY 2009 - Consumption patterns changed by global financial crisis



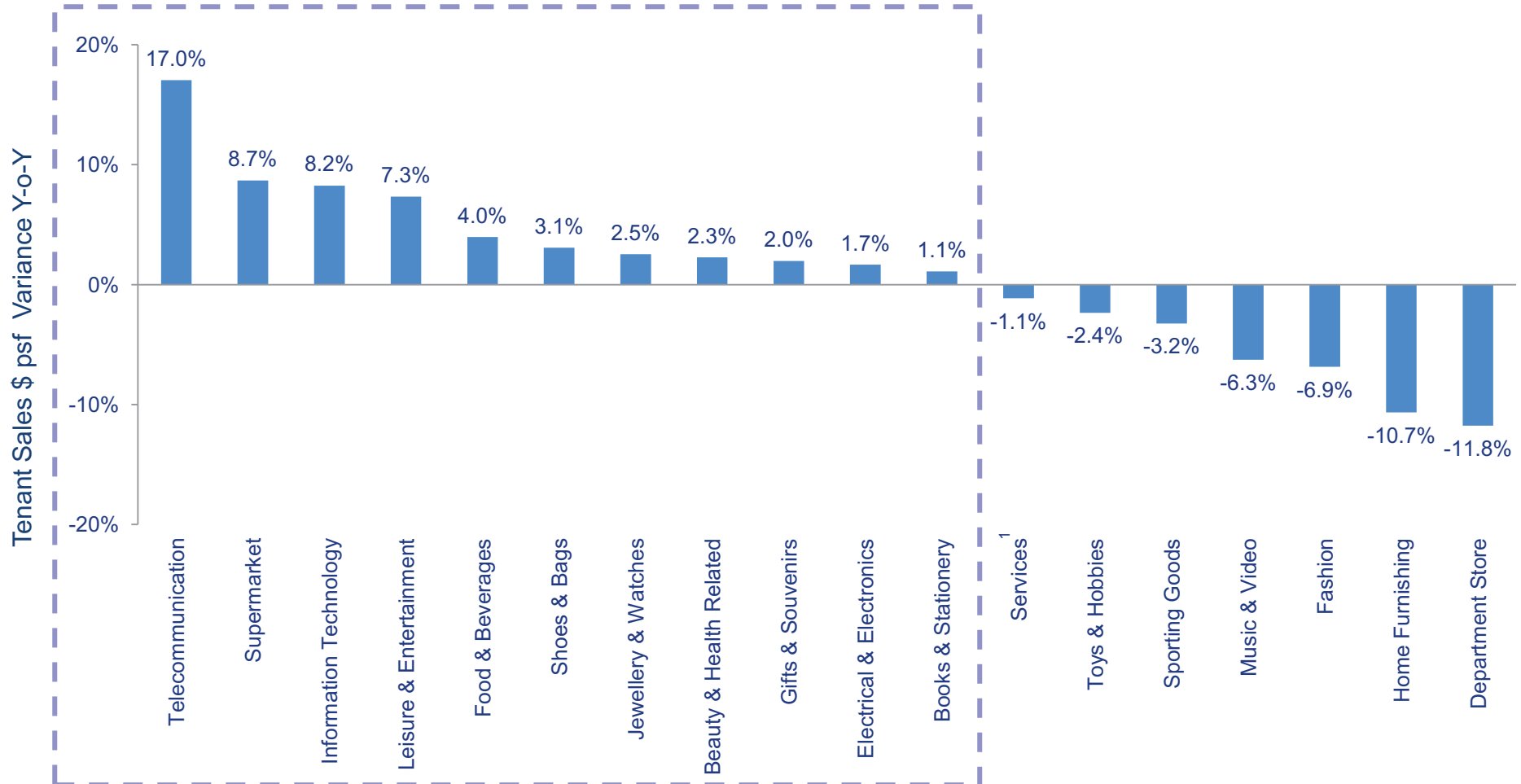
Source : CMTML

(1) Services include convenience stores, bridal shops, optical stores, DIY stores, film processing, florist, magazine stores, pet shop / grooming, travel agencies, cobblers/ locksmiths, laundries and clinics.



# Strong Understanding of Tenant Sales by Trade Categories

1H 2012 - Stronger sales performance for most trade categories



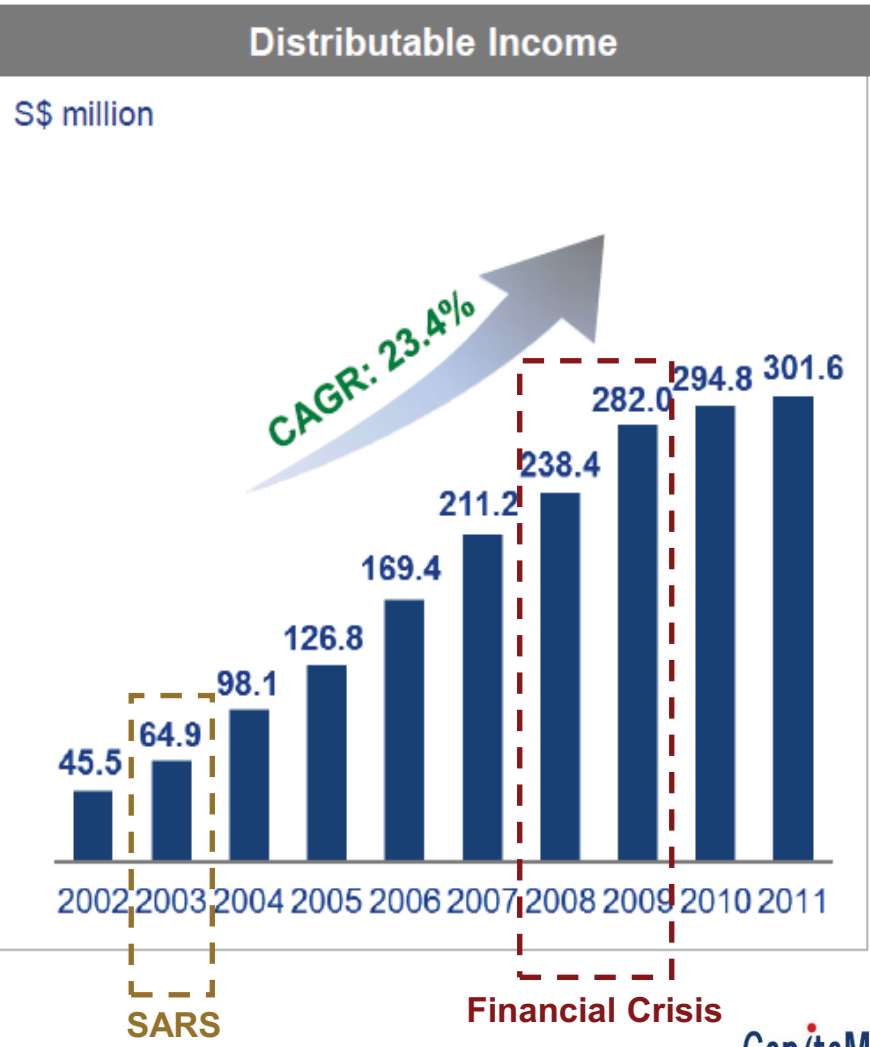
Source: CMTML

(1) Services include convenience stores, bridal shops, optical, film processing, florist, magazine stores, pet shops / grooming, travel agencies, cobbler / locksmith, laundromat and clinics.



# Singapore's Solid Performance Since 2002

Delivering consistent returns over time and across economic cycles



Source: CMT's Portfolio





Artist's Impression – Westgate Singapore

## Our Markets



1

# Singapore: Extending our Leadership Position

Largest mall owner & manager in Singapore

- Total number of malls: 19 (including 3 under development)
- Located in the downtown and suburbs
- Total GFA: 13.2 million sq ft





1

# CapitaMall Trust – First & Largest REIT in Singapore



15 operational malls now. Total asset size of about S\$10.1 billion\*  
A2 rating – highest rating assigned to a Singapore REIT



Bugis Junction



Plaza Singapura



Tampines Mall

\* As at 29 June 2012



Funan DigitalLife Mall



Sembawang SC



Bukit Panjang Plaza



Lot One



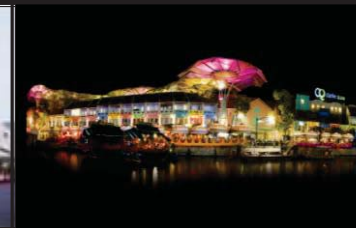
JCube



Raffles City Singapore



IMM



Clarke Quay



Junction 8



The Atrium@Orchard



Rivervale Mall



Bugis+







2

# China: Presence Since 1994

Strong understanding of the China retail real estate market



Raffles City Shanghai



Minhang Plaza, Shanghai, China



Hongkou Plaza, Shanghai, China

Over 15  
Years of  
experience

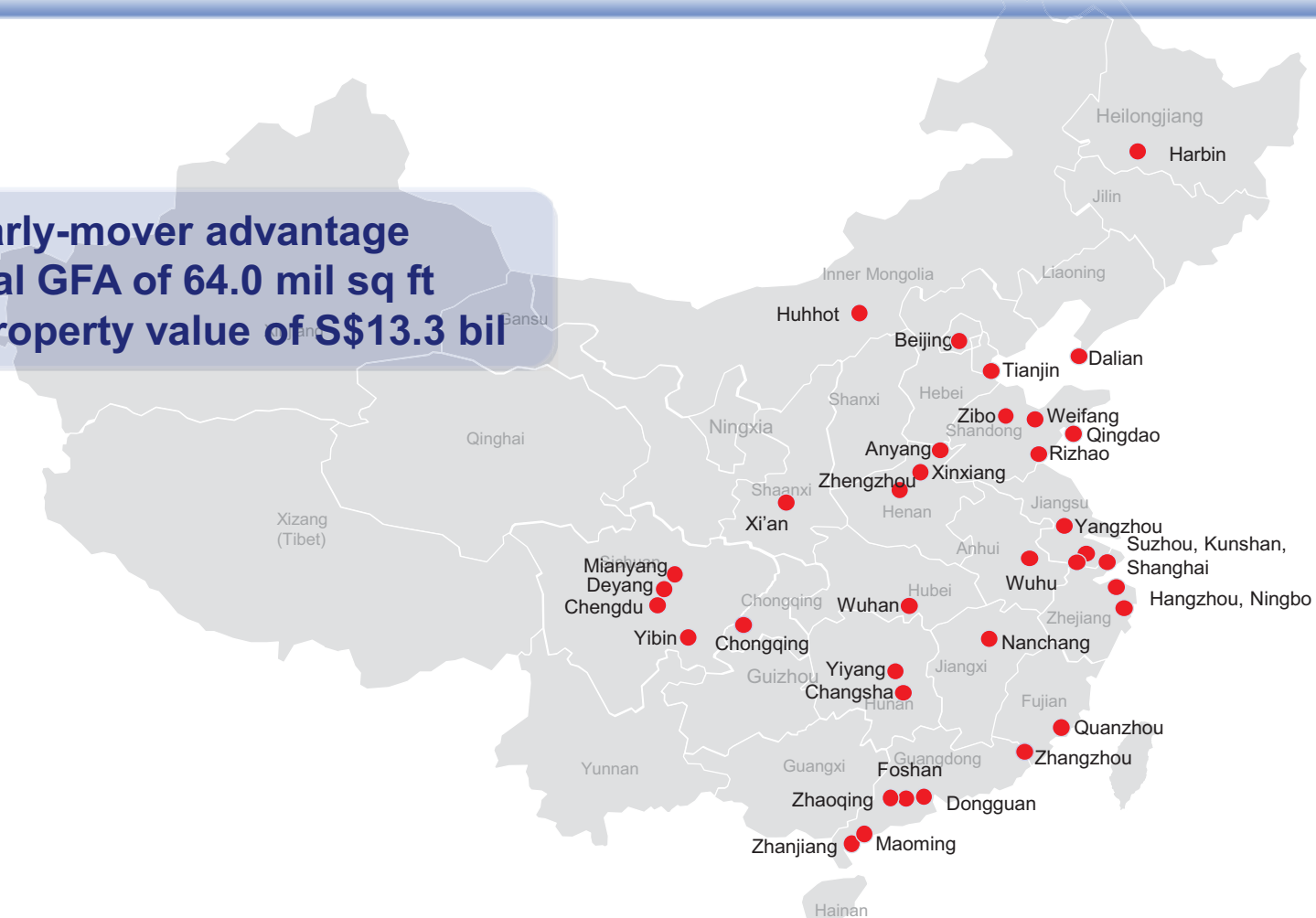


2

# China: Geographically Diversified in Multi-Tiered Cities

58 shopping malls in 36 cities across China, of which 43 malls are operational

Early-mover advantage  
Total GFA of 64.0 mil sq ft  
Total property value of S\$13.3 bil







2

# China: 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



Raffles City Beijing



CapitaMall Jinniu, Chengdu



CapitaMall Dongguan



CapitaMall Saihan, Huhhot



CapitaMall Yuhuating, Changsha



CapitaMall Qibao, Shanghai



2

# CapitaRetail China Trust



## First and only pure-play China shopping mall S-REIT

- 9 quality malls located in 6 cities across China; anchored by major international and domestic retailers such as Wal-Mart, Carrefour and Beijing Hualian Group
- Total asset size of about S\$1.6 billion as at 30 June 2012





3

# Malaysia: Expanding Presence

6 malls located in the most populated regions of Malaysia



Gurney Plaza, Penang



Sungei Wang Plaza<sup>1</sup>, Kuala Lumpur



Queensbay Mall<sup>2</sup>, Penang



The Mines, Selangor



East Coast Mall, Kuantan

- (1) CapitaMalls Malaysia Trust owns 61.9% of the total strata area of Sungei Wang Plaza, Kuala Lumpur
- (2) CapitaMalls Asia owns 90.7% of the retail strata area of Queensbay Mall



3

# CapitaMalls Malaysia Trust



**Largest pure-play shopping mall REIT in Malaysia by market capitalisation and property value**

- Portfolio of 4 shopping malls with total NLA of over 2.4 million sq ft
- Total property value of RM2.9 billion



**Gurney Plaza, Penang**



**Sungei Wang Plaza, Kuala Lumpur**



**The Mines, Selangor**



**East Coast Mall, Kuantan**

Figures as at 30 June 2012



4

# Japan: 8 Malls in 6 Cities



Olinas Mall, Tokyo



Vivit Square, Tokyo



Chitose Mall, Hokkaido

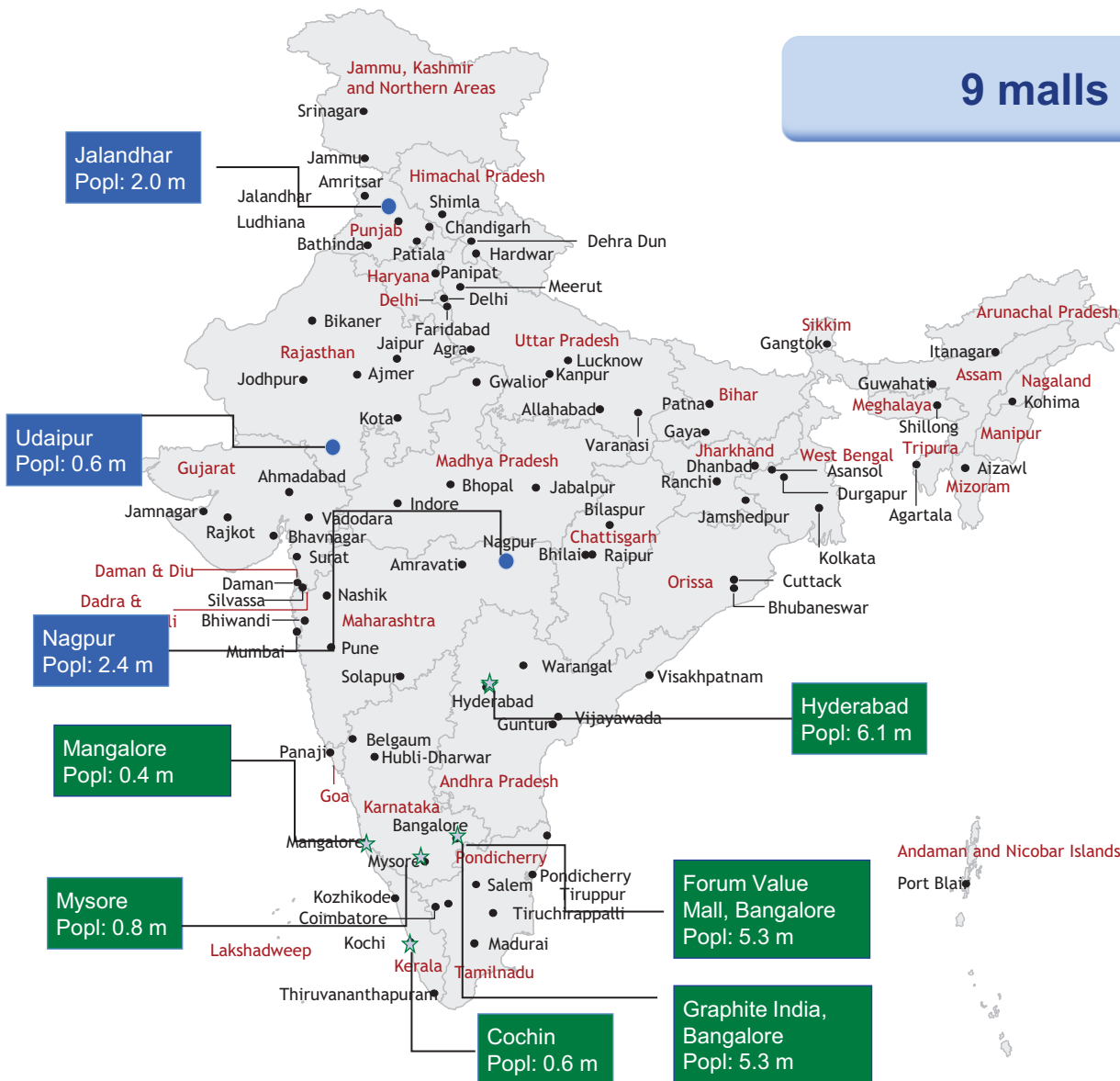




5

# India: Establishing Our Footprint

9 malls in 8 cities pan-India



The Celebration Mall, Udaipur

### Legend

- Cities
- Regions
- Country outline
- Region names
- AIPL Projects
- Prestige Projects



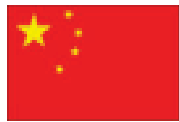


Raffles City Singapore

# Fund Management Business



# Real Estate Private Equity Funds



## CapitaMalls China Development Fund III

<b>Fund Size</b>	US\$1 bil
<b>Sector</b>	Development of properties predominantly for retail
<b>Country/ City</b>	China
<b>Status</b>	Matures in 2020



CapitaMall Tianfu, Chengdu



## CapitaMalls China Income Fund

<b>Fund Size</b>	US\$900 mil
<b>Sector</b>	Completed shopping malls
<b>Country/ City</b>	All cities in China
<b>Status</b>	Matures in 2017



CapitaMall Jinniu, Chengdu



## CapitaMalls China Development Fund II

<b>Fund Size</b>	S\$900 mil
<b>Sector</b>	Greenfield developments
<b>Country/ City</b>	All cities in China
<b>Status</b>	Closed in Sep 2007



CapitaMall Xuefu, Harbin



# Real Estate Private Equity Funds



**CapitaMalls  
China Incubator  
Fund**

<b>Fund Size</b>	US\$425 mil
<b>Sector</b>	Completed shopping malls with potential for asset enhancement
<b>Country/ City</b>	All cities in China
<b>Status</b>	Closed in Jun 2006



**CapitaMall Peace Plaza, Dalian**



**CapitaMalls  
Japan Fund**

<b>Fund Size</b>	JPY35.3 bil*
<b>Sector</b>	Completed shopping malls
<b>Country/ City</b>	Key cities in Japan
<b>Status</b>	Closed in Apr 2005



**Vivit Square, Tokyo**



**CapitaMalls India  
Development Fund**

<b>Fund Size</b>	S\$880 mil
<b>Sector</b>	Greenfield developments
<b>Country/ City</b>	India
<b>Status</b>	Closed in Nov 2007



**The Celebration Mall, Udaipur**

\* Fund size following acquisition of La Park Mizue, Izumiya Hirakata and Coop Kobe by CMA in Feb 2012



## Corporate Social Responsibility & Awards



# Corporate Philanthropy – My Schoolbag



- Annual signature CSR programme under which schoolbags containing stationery and schooling necessities are donated to underprivileged children
- Started in 2009 in Singapore; 200 underprivileged children were given vouchers to shop for new schoolbag, school shoes and other necessities
- Extended to China in 2010, more than 10,000 underprivileged children from 129 schools in 18 cities benefitted
- In 2011, My Schoolbag was rolled out in all the five markets: Singapore, China, Malaysia, Japan and India, donating >S\$500,000 to about 19,000 underprivileged children





# Clinched a Total of 11 Green Awards for our Buildings in 2011



**BCA Green Mark Gold Award**



**CapitaMall Wusheng, Wuhan**



**BCA Green Mark Platinum Award**



**JCube, Singapore**

# Green Awards in 2012



## BCA Green Mark Platinum Award





# Corporate Awards & Accolades



- **Most Influential Developer in China 2012**  
*China Commercial Real Estate Association*
- **Best Retail Developer in Asia, Singapore and China**  
*Euromoney Real Estate Awards 2011*
- **Best Investor Relations**  
*Asiamoney Corporate Governance Poll 2011*
- **DFOM Commercial Real Estate Leadership Award 2011**  
*China's Leading Organisation in Commercial Real Estate*
- **China BOAO Real Estate Awards 2011**  
*China's Most Influential Commercial Real Estate Agency Award*
- **All China Women's Federation and China Children and Teenagers' Fund**  
*Chinese Children's Charity Outstanding Contribution Award*