

# Raffles City Singapore Third Quarter 2010



21<sup>st</sup> October 2010



# Important Notice

**Raffles City Singapore is jointly owned by CapitaCommercial Trust (CCT) and CapitaMall Trust (CMT) and jointly managed by CapitaCommercial Trust Management Limited (CCTML) and CapitaMall Trust Management Limited (CMTML). CCT has 60% interest and CMT has 40% interest in RCS Trust.**

**This presentation shall be read in conjunction with the respective 2010 Third Quarter Unaudited Financial Statement Announcements released for CCT and CMT.**

This presentation may contain forward-looking statements. These forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause the actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. Forward-looking statements involve inherent risks and uncertainties. A number of factors could cause the actual results or outcomes to differ materially from those expressed in any forward-looking statement. 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 the CCTML and CMTML on future events.



# Performance of RCS Trust – YTD Sep 2010

|                            | CCT's 60.0% Interest  |                       |              |             | RCS Trust<br>100%     |
|----------------------------|-----------------------|-----------------------|--------------|-------------|-----------------------|
|                            | YTD Sep 10<br>S\$'000 | YTD Sep 09<br>S\$'000 | S\$'000      | Change<br>% | YTD Sep 10<br>S\$'000 |
| <b>Gross Revenue</b>       | <b>90,499</b>         | <b>89,173</b>         | <b>1,326</b> | <b>1.5</b>  | <b>150,831</b>        |
| - Office                   | 17,256                | 16,257                | 999          | 6.1         | 28,760                |
| - Retail <sup>(1)</sup>    | 36,607                | 38,182                | (1,575)      | (4.1)       | 61,011                |
| - Hotel                    | 33,413                | 31,231                | 2,182        | 7.0         | 55,689                |
| - Others <sup>(2)</sup>    | 3,223                 | 3,503                 | (280)        | (8.0)       | 5,371                 |
| <b>Net Property Income</b> | <b>65,245</b>         | <b>62,534</b>         | <b>2,711</b> | <b>4.3</b>  | <b>108,741</b>        |

Notes:

(1) The decline in retail revenue was due to the asset enhancement works on Basement 1.

(2) The decline in "Others" revenue was due to lower tenants' recovery for YTD Sep 2010.



# Raffles City Singapore – Summary

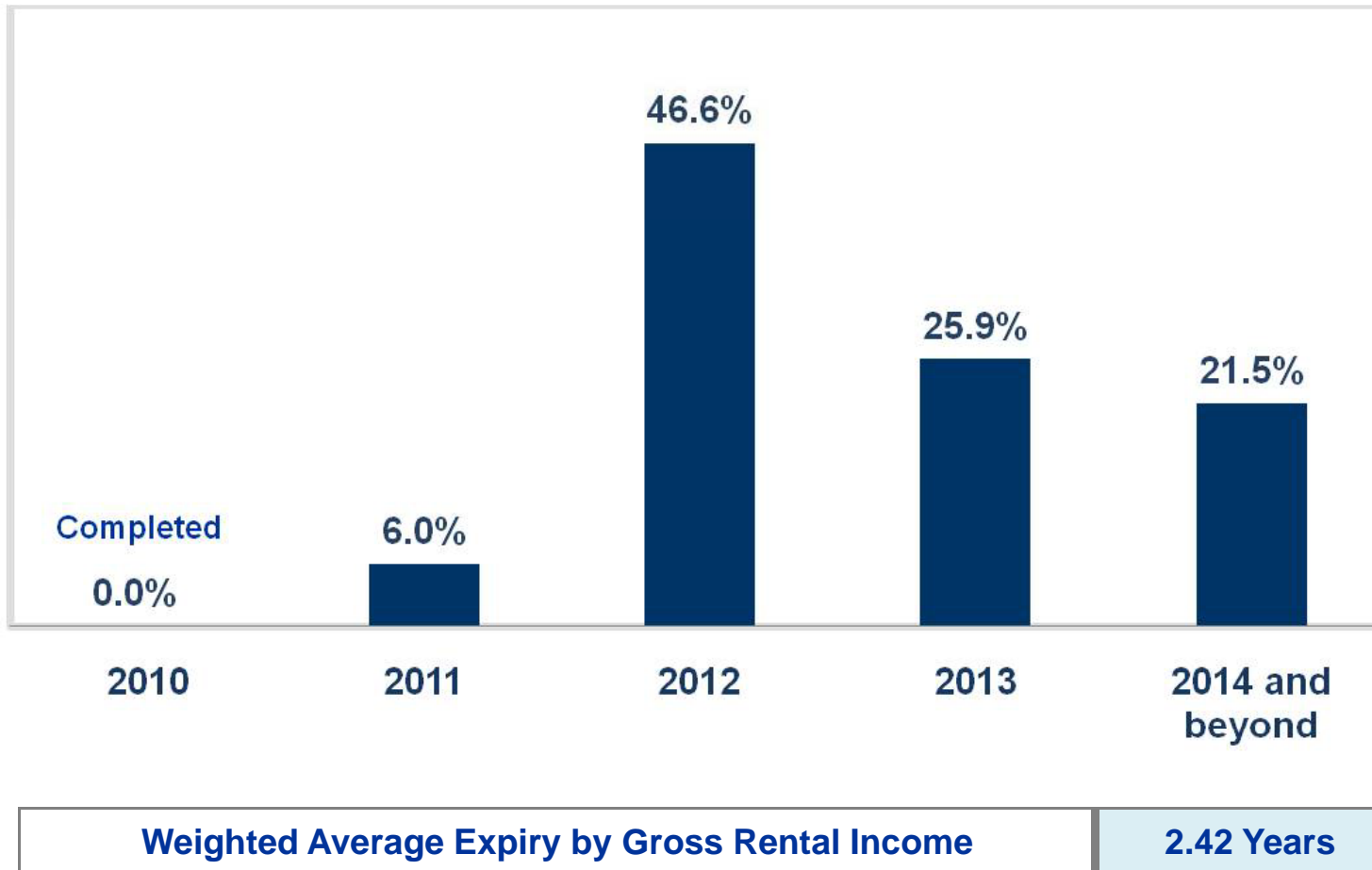
| Key Details (As at 30 Sep 2010) |                                                                                                                           |
|---------------------------------|---------------------------------------------------------------------------------------------------------------------------|
| Gross Floor Area                | 3,452,426 sq ft (or 320,738 sq m)                                                                                         |
| Net Lettable Area               | Office: 380,396 sq ft (or 35,340 sq m)<br>Retail: 402,023 sq ft (or 37,349 sq m)<br>Total: 782,419 sq ft (or 72,689 sq m) |
| Number of Tenants               | Office: 54<br>Retail: 191<br>Hotels & Convention Centre: 1<br>Total: 246                                                  |
| Number of Hotel Rooms           | 2,030                                                                                                                     |
| Carpark Lots                    | 1,043                                                                                                                     |
| Title                           | Leasehold tenure of 99 years expiring 15 July 2078                                                                        |
| Valuation (as at 30 Jun 2010)   | S\$2,572.0 million by CB Richard Ellis (Pte) Ltd and Jones Lang LaSalle Hotels <sup>(1)</sup>                             |
| Committed Occupancy             | Office: 98.3%<br>Retail: 100.0%<br>Total: 99.2%                                                                           |

(1) CB Richard Ellis (Pte) Ltd was engaged to conduct the valuation of the retail and office components and Jones Lang LaSalle Hotels was engaged to conduct the valuation of the hotel component.



# Lease Expiry Profile – Raffles City Tower (Office)

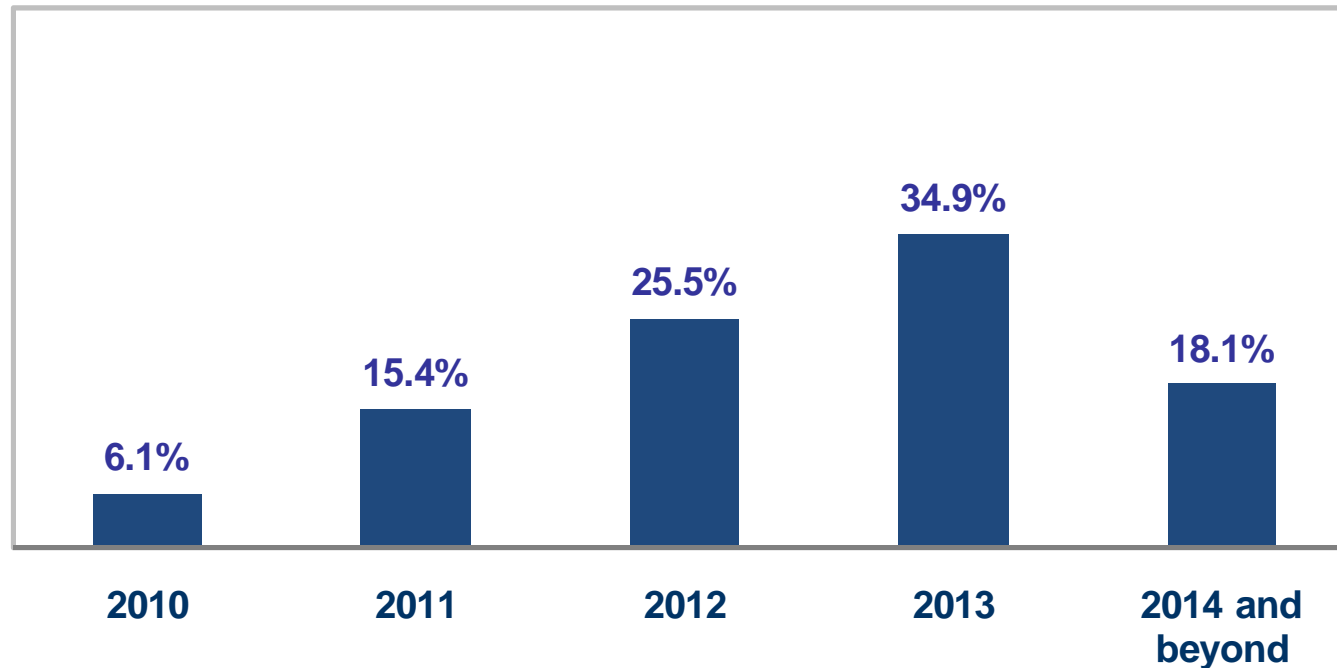
Leases up for Renewal as a % of Gross Rental Income as at 30 Sep 2010





# Lease Expiry Profile – Raffles City Shopping Centre

Leases up for Renewal as a % of Gross Rental Income<sup>(1)</sup> as at 30 Sep 2010



**Weighted Average Expiry by Gross Rental Income**

**2.19 Years**

(1) Excludes retail turnover rent. Also excludes units affected by asset enhancement works.



## Top 10 Tenants<sup>(1)</sup> – Raffles City Tower (Office)

| Tenant                                        | % of Gross Rental Income |
|-----------------------------------------------|--------------------------|
| Economic Development Board                    | 25.4%                    |
| Accenture Pte Ltd                             | 11.7%                    |
| Philip Securities Pte Ltd                     | 10.7%                    |
| Petro-Diamond Singapore (Pte) Ltd             | 4.4%                     |
| Total Trading Asia Pte Ltd                    | 3.8%                     |
| AAPC Hotels Management Pte Ltd                | 3.3%                     |
| Raffles International Limited                 | 3.0%                     |
| Lyondell South Asia Pte Ltd                   | 2.8%                     |
| Delegation of the European Union to Singapore | 2.6%                     |
| Orix Investment & Management Private Limited  | 2.5%                     |
| <b>Top 10 Tenants</b>                         | <b>70.2%</b>             |
| Other Tenants                                 | 29.8%                    |
| <b>TOTAL</b>                                  | <b>100.0%</b>            |

(1) Based on committed gross rental income as at 30 September 2010.



## Top 10 Tenants<sup>(1)</sup> – Raffles City Shopping Centre

| Tenant                                         | % of Gross Rental Income |
|------------------------------------------------|--------------------------|
| Robinson & Company (Singapore) Private Limited | 15.0%                    |
| Wing Tai Retail Pte. Ltd.                      | 4.4%                     |
| Jay Gee Enterprises (Pte) Ltd                  | 2.9%                     |
| Cold Storage Singapore (1983) Pte Ltd          | 2.8%                     |
| Food Junction Management Pte Ltd               | 2.5%                     |
| Esprit Retail Pte Ltd                          | 2.4%                     |
| Cortina Watch Pte Ltd                          | 2.3%                     |
| DBS Bank Ltd.                                  | 2.0%                     |
| Shokudo Concepts Pte Ltd                       | 1.9%                     |
| Hinckley S'pore Trading Pte Ltd                | 1.8%                     |
| <b>Top 10 Tenants</b>                          | <b>38.0%</b>             |
| Other Tenants                                  | 62.0%                    |
| <b>TOTAL</b>                                   | <b>100.0%</b>            |

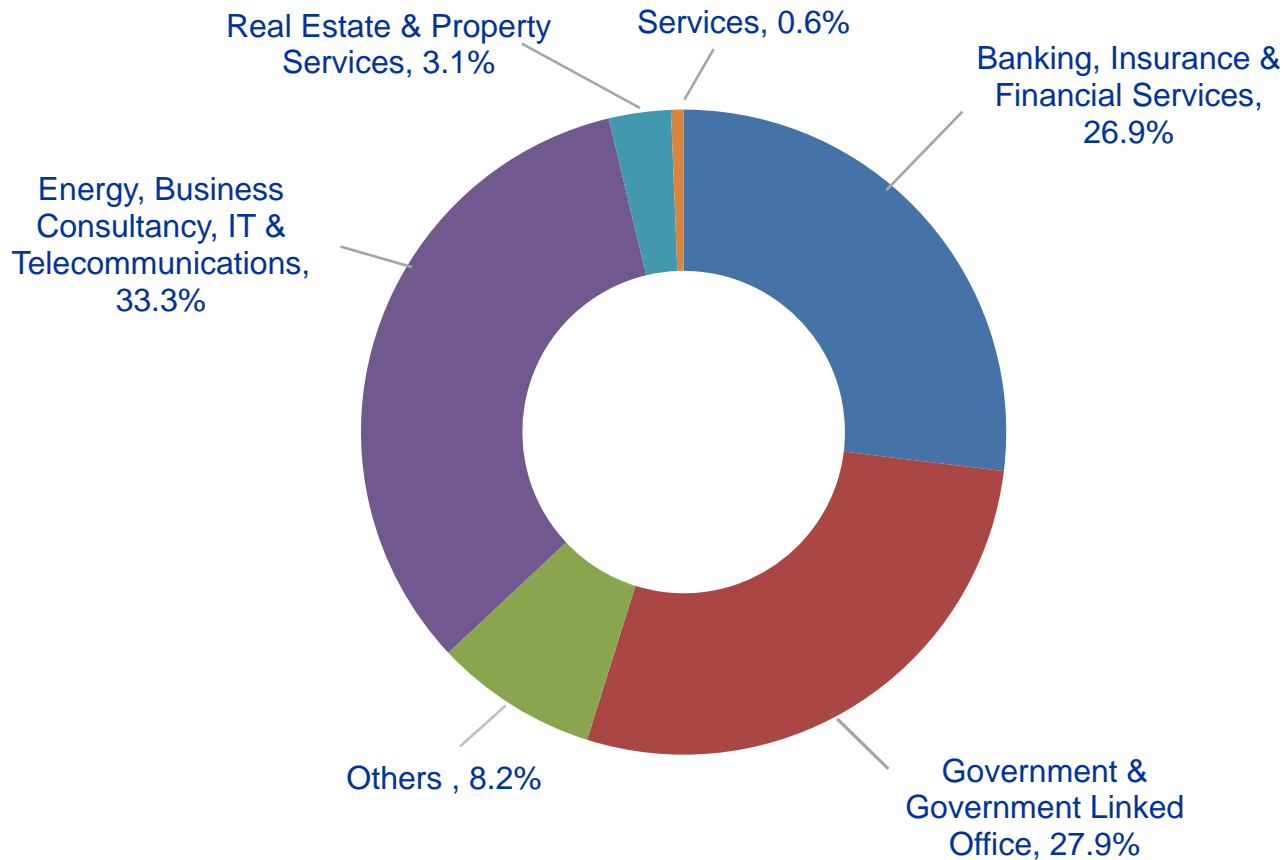
(1) Based on committed gross rental income (excluding retail turnover rent) as at 30 September 2010. Excludes units affected by asset enhancement works on Basement 1.





# Trade Mix – Raffles City Tower (Office)

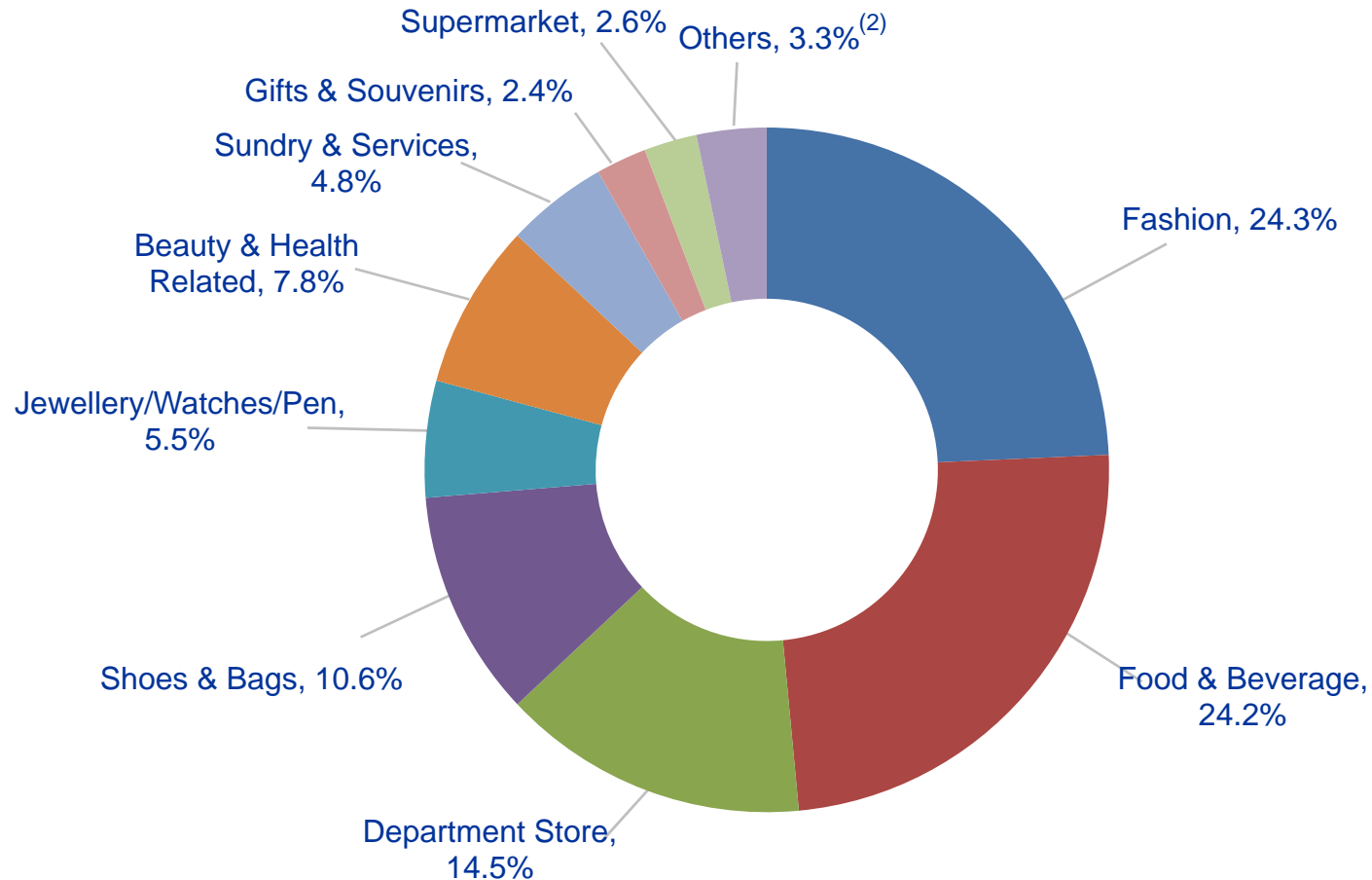
## Tenant Business Sector Analysis by Gross Rental Income as at 30 Sep 2010





# Trade Mix – Raffles City Shopping Centre

## Tenant Business Sector Analysis by Gross Rental Income<sup>(1)</sup> as at 30 Sep 2010



(1) Excludes retail turnover rent. Also excludes units affected by asset enhancement works on Basement 1.

(2) Others include Books & Stationery, Sporting Goods & Apparel, Electrical & Electronics, Houseware & Furnishings, Art Gallery, Music & Video and Toys & Hobbies.

# Update on Asset Enhancement Initiatives (“AEI”) for B2 Link to Esplanade MRT Station & B1 Marketplace Reconfiguration





# Asset Enhancement Works on Schedule

| AEI Works                                                                   | Status                                                                                                                               |
|-----------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------|
| <b>Basement 2 Link to the New Esplanade Station (Circle Line) – Stage 1</b> | <ul style="list-style-type: none"><li>▪ Completed</li><li>▪ Trading started since July 2010</li></ul>                                |
| <b>Basement 1 Marketplace reconfiguration – Stage 1 and 2</b>               | <ul style="list-style-type: none"><li>▪ Completed</li><li>▪ Trading started since August 2010</li></ul>                              |
| <b>Basement 1 Marketplace reconfiguration – Stage 3</b>                     | <ul style="list-style-type: none"><li>▪ Partial completion</li><li>▪ Trading will commence progressively from October 2010</li></ul> |



# Raffles City Singapore Basement 1 Tenants



**The Soup Spoon**



**Skinny Pizza**



**Paper Market**



**Royce**



# Value Creation of Planned Initiatives

99% of New AEI Space Committed

## Basement 1 Marketplace Reconfiguration & Basement 2 Link

|                                                            | Projected AEI Budget <sup>(1)</sup> (\$ mil) | Original AEI Budget <sup>(1)</sup> (\$ mil) | Variance          |
|------------------------------------------------------------|----------------------------------------------|---------------------------------------------|-------------------|
| Total Gross Rent per annum                                 | 14.83                                        | 14.20                                       | 4.4% ↑            |
|                                                            | Projected AEI Budget <sup>(1)</sup> (\$ mil) | Original AEI Budget <sup>(1)</sup> (\$ mil) | Variance (\$ mil) |
| Additional Gross Rental Revenue per annum                  | 4.06                                         | 3.47                                        | 0.59              |
| <b>Estimated Net Property Income per annum</b>             | <b>3.08</b>                                  | <b>2.65</b>                                 | <b>0.43</b>       |
| Total Project Cost                                         | 34.63 <sup>(2)</sup>                         | 33.23                                       | 1.40              |
| <b>Return On Investment</b>                                | <b>8.9%</b>                                  | <b>8.0%</b>                                 | <b>0.9% pt</b> ↑  |
| Increase in Capital Value @ 6.0%                           | 51.30                                        | 44.17                                       | 7.13              |
| <b>Net Increase in Capital Value (net of project cost)</b> | <b>16.67</b>                                 | <b>10.94</b>                                | <b>5.73</b>       |

(1) Based on Manager's estimate using actual rent for units leased and budgeted rent for uncommitted units. Numbers presented above are based on 100.0% interest in Raffles City Singapore, CCT's share is only 60.0%.

(2) Revised total project cost.



# Thank You

**For enquiries, please contact:**

**HO Mei Peng**

**Head, Investor Relations & Communications**

**Tel : (65)-6826 5586**

**Fax : (65)-6533 6133**

**Email: [ho.meipeng@capitaland.com](mailto:ho.meipeng@capitaland.com)**

**<http://www.cct.com.sg>**

**Jeanette PANG**

**Senior Manager, Investor Relations**

**Tel : (65)-6536 1188**

**Fax : (65)-6536 3884**

**Email: [jeanette.pang@capitaland.com](mailto:jeanette.pang@capitaland.com)**

**<http://www.capitamall.com>**