

#### **Raffles City Singapore** Full Year 2014 Financial Results

21 January 2015

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## Performance of RCS Trust – FY 2014

|               | CCT's 60% Interest |         |          |       | RCS Trust<br>100% |
|---------------|--------------------|---------|----------|-------|-------------------|
|               | FY 2014            | FY 2013 | Varia    | nce   | FY 2014           |
|               | S\$'000            | S\$'000 | \$\$'000 | %     | \$\$'000          |
| Gross Revenue | 139,496            | 135,473 | 4,023    | 3.0   | 232,493           |
| - Office      | 22,806             | 22,435  | 371      | 1.7   | 38,010            |
| - Retail      | 60,534             | 58,908  | 1,626    | 2.8   | 100,890           |
| - Hotel       | 51,004             | 48,911  | 2,093    | 4.3   | 85,007            |
| - Others      | 5,152              | 5,219   | (67)     | (1.3) | 8,586             |

| Net Property Income | 102,106 | 99,611 | 2,495 | 2.5 | 170,176 |
|---------------------|---------|--------|-------|-----|---------|
|---------------------|---------|--------|-------|-----|---------|

(1) Due mainly to lower cost recovery from a tenant.





### **ACS Trust – Financial Ratios**

|                         | As at 31 December 2014 |
|-------------------------|------------------------|
| Net Debt / Total Assets | 32.6%                  |

|  | 4Q 2014 |
|--|---------|
| Net Operating Profit / CMBS Debt Service (1)             | 6.11 x  |
| Net Operating Profit / Total Debt Service <sup>(2)</sup> | 4.84 x  |

Notes:

(1) NOP / CMBS debt service - (Net property income less other borrowing cost and trust expenses) / (CMBS interest expense)

(2) NOP / Total debt service - (Net property income less other borrowing cost and trust expenses) / (CMBS and bank loan interest expenses)





#### Raffles City Singapore – Summary

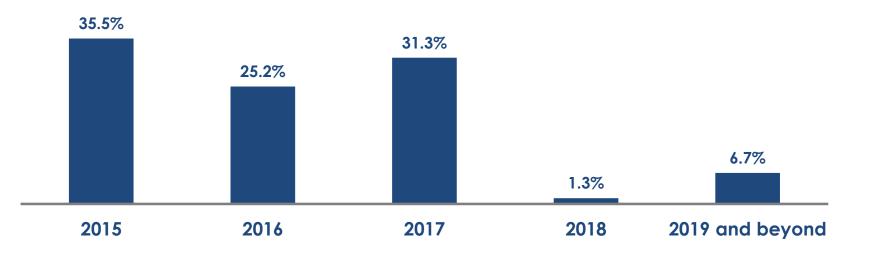
| Key Details (As at 31 Dec 20  | 14)  |
|-------------------------------|--|
| Gross Floor Area              | 3,449,727 sq ft (or 320,490 sq m)  |
| Net Lettable Area             | Office: 381,010 sq ft (or 35,397 sq m)<br>Retail: 420,383 sq ft (or 39,055 sq m)<br><b>Total: 801,393 sq ft (or 74,452 sq m)</b> |
| Number of Tenants             | Office: 48<br>Retail: 226<br>Hotels & Convention Centre: 1<br><b>Total: 275</b>  |
| Number of Hotel Rooms         | 2,030  |
| Carpark Lots                  | 1,045  |
| Title                         | Leasehold tenure of 99 years expiring 15 July 2078   |
| Valuation (as at 31 Dec 2014) | S\$3,109.5 million by CBRE Pte. Ltd.   |
| Committed Occupancy           | Office: 100.0%<br>Retail: 100.0%<br><b>Total: 100.0%</b>   |
| Awards                        | Green Mark (Gold) Award 2013 by Building Construction Authority  |





## Lease Expiry Profile – Raffles City Tower (Office)

Leases up for Renewal as a % of Gross Rental Income as at 31 December 2014



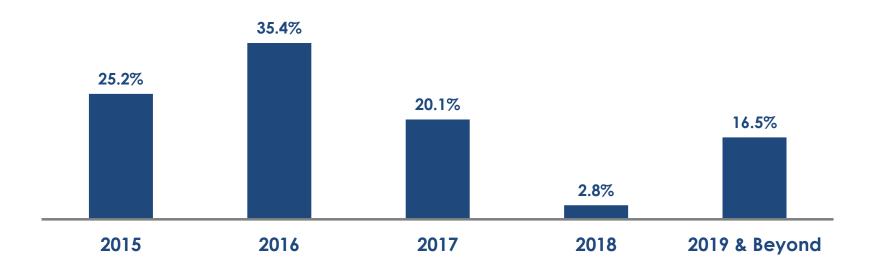
| Weighted Average Expiry by Gross Rental Income | 1.9 Years |
|--|-----------|
|  |           |





#### Lease Expiry Profile – Raffles City Shopping Centre

Leases up for Renewal as a % of Gross Rental Income as at 31 December 2014



| Weighted Average Expiry by Gross Rental Income | 2.2 Years |
|--|-----------|
|  |           |





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# L Top 10 Tenants – Raffles City Tower (Office)

| Tenant  | % of Gross Rental<br>Income <sup>(1)</sup> |
|---|--|
| Economic Development Board                    | 24.8%                                      |
| Philip Securities Pte Ltd                     | 12.4%                                      |
| Accenture Pte Ltd                             | 12.3%                                      |
| Total Trading Asia Pte. Ltd.                  | 5.7%                                       |
| AAPC Singapore Pte Ltd                        | 3.7%                                       |
| Raffles International Limited                 | 2.9%                                       |
| Delegation of the European Union to Singapore | 2.6%                                       |
| Farallon Capital Asia Pte. Ltd.               | 2.2%                                       |
| Petro-Diamond Singapore (Pte) Ltd             | 2.2%                                       |
| OSIsoft Asia Pte Ltd                          | 2.0%                                       |
| Top 10 Tenants                                | 70.8%                                      |
| Other Tenants                                 | 29.2%                                      |
| TOTAL   | 100.0%                                     |

(1) Based on gross rental income of existing tenants as at 31 December 2014.





# L Top 10 Tenants – Raffles City Shopping Centre

| Tenant                                | % of Gross Rental<br>Income <sup>(1)</sup> |
|---------------------------------------|--|
| Robinson & Co. (Singapore) Pte Ltd    | 14.3%                                      |
| Wing Tai Clothing Pte Ltd             | 4.3%                                       |
| Jay Gee Enterprises (Pte.) Ltd        | 3.5%                                       |
| Minor Food Group PLC                  | 3.0%                                       |
| Auric Pacific Group Limited           | 2.6%                                       |
| Spa Esprit Group Pte Ltd              | 2.5%                                       |
| Esprit Retail Pte Ltd                 | 2.4%                                       |
| Cold Storage Singapore (1983) Pte Ltd | 2.3%                                       |
| Cortina Watch Pte Ltd                 | 2.1%                                       |
| DBS Bank Ltd                          | 1.8%                                       |
| Top 10 Tenants                        | 38.8%                                      |
| Other Tenants                         | 61.2%                                      |
| TOTAL                                 | 100.0%                                     |

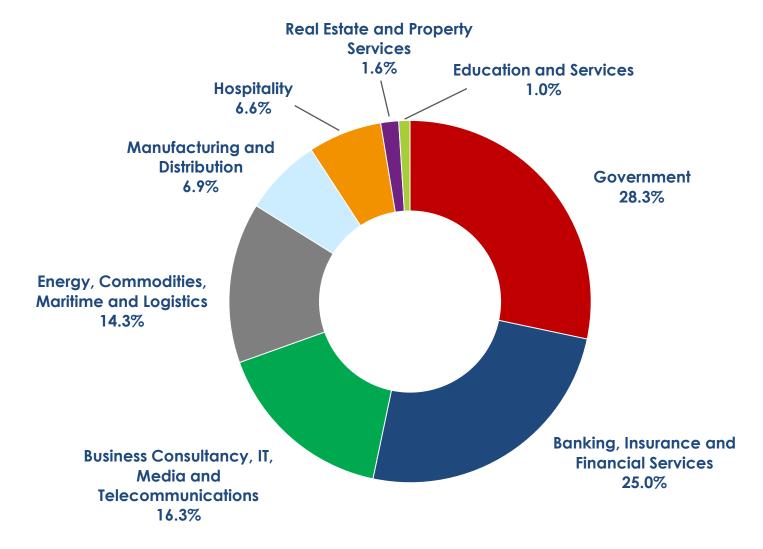
(1) Based on gross rental income for the month of December 2014.





## **Irade Mix – Raffles City Tower (Office)**

Tenant Business Sector Analysis by Gross Rental Income as at 31 December 2014





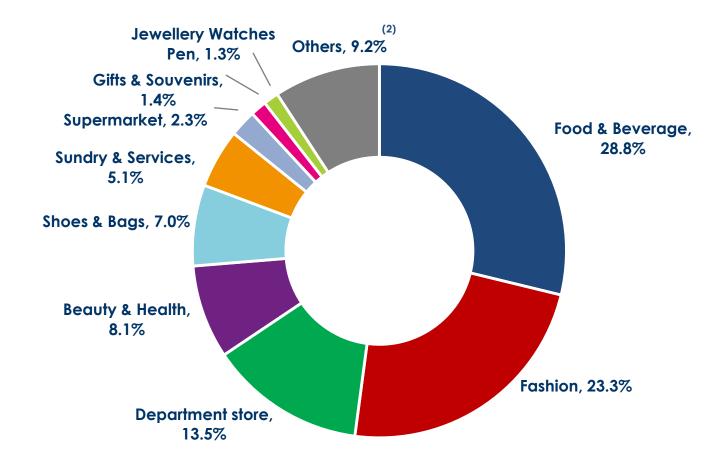
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## L Trade Mix – Raffles City Shopping Centre

Tenant Business Sector Analysis by Gross Rental Income for the Month of December 2014<sup>(1)</sup>



- (1) Excludes gross turnover rent.
- (2) Others include Luxury, Books & Stationery, Sporting Goods & Apparel, Electrical & Electronics, Houseware & Furnishings, Art Gallery, Music & Video, Toys & Hobbies and Information Technology.







For enquiries, please contact:

HO Mei Peng Head, Investor Relations & Communications Tel : (65)- 6713 3668 Fax : (65)- 6713 2999 Email: ho.meipeng@capitaland.com http://www.cct.com.sg Audrey TAN Asst. Vice President, Investor Relations Tel : (65)- 6713 1507 Fax : (65)- 6713 2999 Email: audrey.tan@capitaland.com http://www.capitamall.com



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