



# CapitaCommercial Trust



## 1Q 2008 Financial Results

25 April 2008

# Important Notice

The past performance of CapitaCommercial Trust (“CCT”) is not indicative of the future performance of CCT. Similarly, the past performance of CapitaCommercial Trust Management Limited, as manager of CCT (the “CCT Manager”) is not indicative of the future performance of the CCT Manager.

The value of units in CCT (“CCT Units”) and the income derived from them may fall as well as rise. The CCT Units are not obligations of, deposits in, or guaranteed by, the CCT Manager. An investment in the CCT Units is subject to investment risks, including the possible loss of the principal amount invested. Investors have no right to request that the CCT Manager redeem or purchase their CCT Units while the CCT Units are listed. It is intended that holders of the CCT Units may only deal in their CCT Units through trading on Singapore Exchange Securities Trading Limited (the “SGX-ST”). Listing of the CCT Units on the SGX-ST does not guarantee a liquid market for the CCT Units.

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 the CCT Manager on future events.





# 1Q 2008 Financial Results

# 1Q 2008 – DPU Up by 22.7% Q-on-Q

	Actual		
	1Q 08 S\$'000	1Q 07 S\$'000	Change %
<b>Gross Revenue</b>	71,195	57,964	22.8
<b>Net Property Income</b>	49,626	42,933	15.6
<b>Distributable Income</b>	35,858	29,248	22.6
<b>Distribution Per Unit</b>	<b>2.59¢</b>	<b>2.11¢</b>	<b>22.7</b>
<b>Annualised DPU</b>	10.42¢	8.56¢	21.7
<b>Distribution Yield</b>	4.69% <sup>1</sup>	3.08% <sup>2</sup>	52.3

Notes:

1. Based on CCT unit closing price of S\$2.22 as at 31 March 2008
2. Based on CCT unit closing price of S\$2.78 as at 30 March 2007

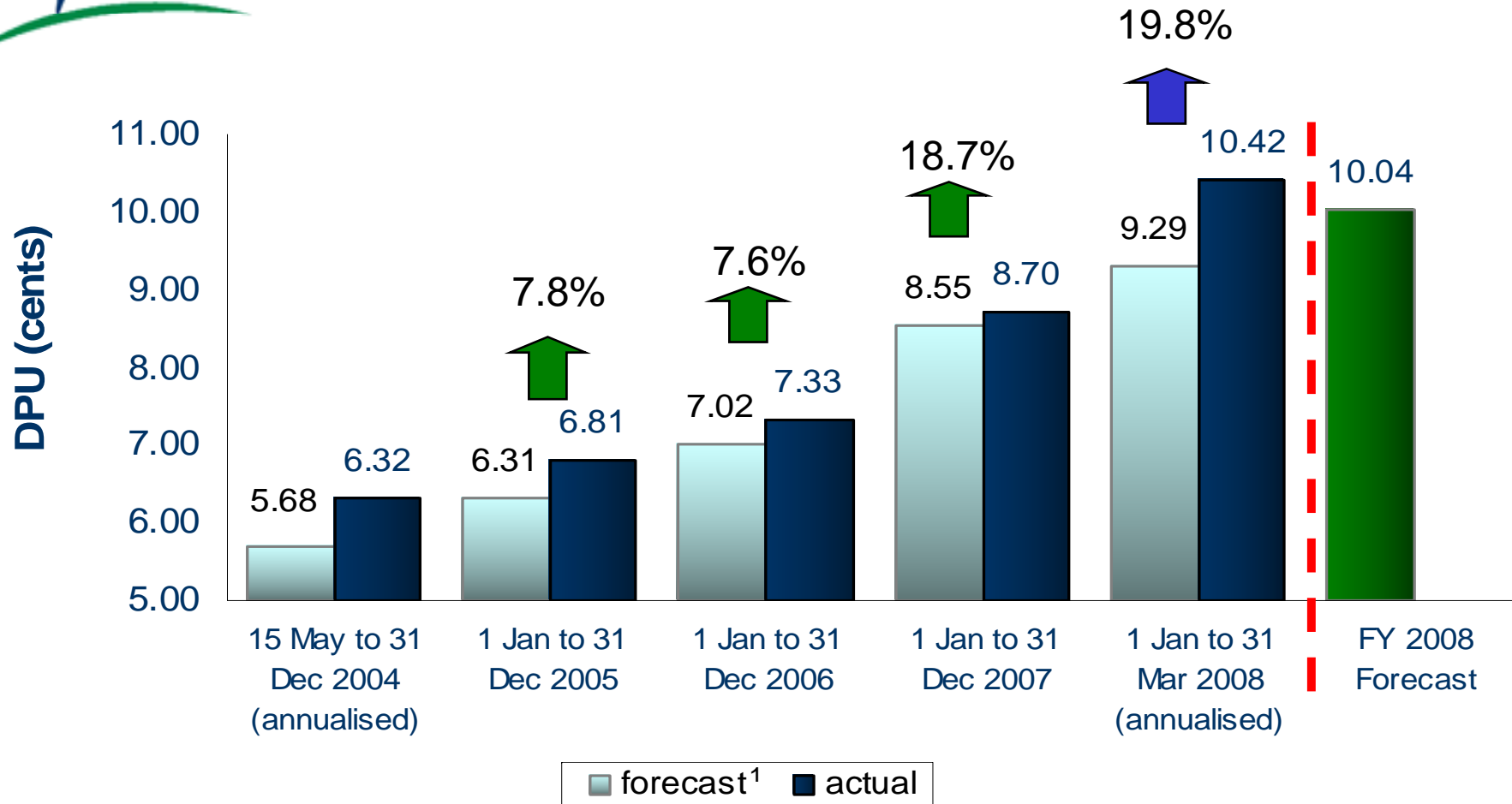
# 1Q 2008 – Surpasses Forecast by 12.1%

	1 Jan 2008 to 31 Mar 2008		
	Actual S\$'000	Forecast <sup>1</sup> S\$'000	Change %
<b>Gross Revenue</b>	71,195	66,616	6.9
<b>Net Property Income</b>	49,626	45,616	8.8
<b>Distributable Income</b>	35,858	32,013	12.0
<b>Distribution Per Unit</b>	<b>2.59¢</b>	<b>2.31¢</b>	<b>12.1</b>
<b>Annualised DPU</b>	10.42¢	9.29¢	12.2
<b>Distribution Yield<sup>2</sup></b>	4.69%	4.18%	12.2

Notes:

1. The forecast is based on management's forecast for the period 1 January 2008 to 31 March 2008. This, together with the forecast for the period 1 April 2008 to 31 December 2008, is the forecast shown in the CCT Circular to unitholders dated 5 November 2007 for the acquisition of Wilkie Edge
2. Based on CCT unit closing price of S\$2.22 as at 31 March 2008

# Constantly Delivering Higher DPU



**Note:**

- The forecast for the respective financial periods/years are found in the following:
  - Introductory Document dated 16 March 2004
  - Offer Information Statement dated 21 April 2005 in relation to the acquisition of HSBC Building
  - Circular dated 15 August 2006 for the equity fund raising fund of Raffles City
  - Unitholder Circular dated 5 November 2007 for the proposed acquisition of Wilkie Edge (for forecast in 2007 and first quarter of 2008 as well as FY 2008 forecast)

# Total Assets at S\$5.5B, Adj. NAV at S\$2.79

	31 Mar 08 S\$'000	31 Dec 07 S\$'000
Non-current assets	5,269,559	5,238,359
Current assets <sup>1</sup>	184,996	40,374
<b>Total assets</b>	<b>5,454,555</b>	<b>5,278,733</b>
Current liabilities <sup>2</sup>	179,387	220,725
Non-current liabilities <sup>3</sup>	1,371,506	1,120,386
<b>Net assets</b>	<b>3,903,662</b>	<b>3,937,622</b>
<b>Unitholders' funds</b>	<b>3,903,662</b>	<b>3,937,622</b>
<b>NAV</b>	<b>2.82</b>	<b>2.84</b>
<b>Adjusted NAV<sup>4</sup></b>	<b>2.79</b>	<b>2.80</b>

Notes:

1. The increase is due to cash proceeds from the S\$150m 2-year MTN issued in March 2008
2. The decrease is mainly due to repayment of bridge loans with the proceeds from the S\$100m 3-year MTN issued in January 2008
3. The increase is due to the issuance of S\$100m 2-year MTN in January 2008 and S\$150m 3-year MTN in March 2008
4. Assuming the distribution income has been paid out to the unitholders



# Strong Financial Ratios

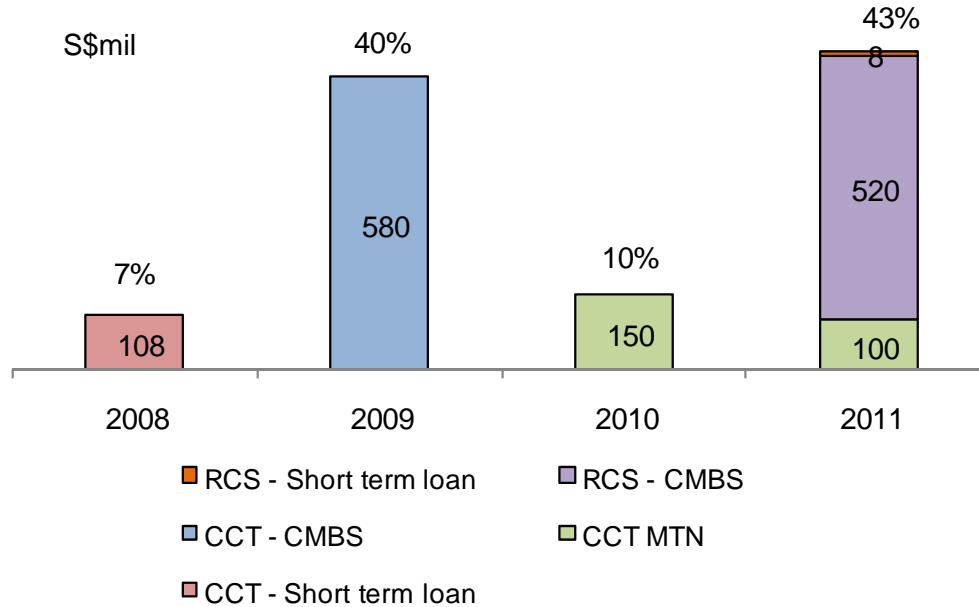
	<b>As at 31 Mar 08</b>	<b>As at 31 Dec 07</b>
<b>Total debt (S\$'mil)</b>	<b>1,466.0</b>	1,261.7
<b>Gearing ratio</b>	<b>26.9%</b>	23.9%
<b>Interest service coverage ratio<sup>1</sup></b>	<b>3.6 times</b>	3.3 times
<b>Average cost of debt</b>	<b>3.7%</b>	3.9%
<b>Average fixed rate term to expiry</b>	<b>3.1 years</b>	3.3 years
<b>Corporate Rating (Moody's)</b>	<b>"A3"</b>	"A3"

Note:

1. Ratio of net investment income before interest and tax of CCT Trust and RCS Trust (60%) over interest expenses of CCT Trust and RCS Trust (60%)

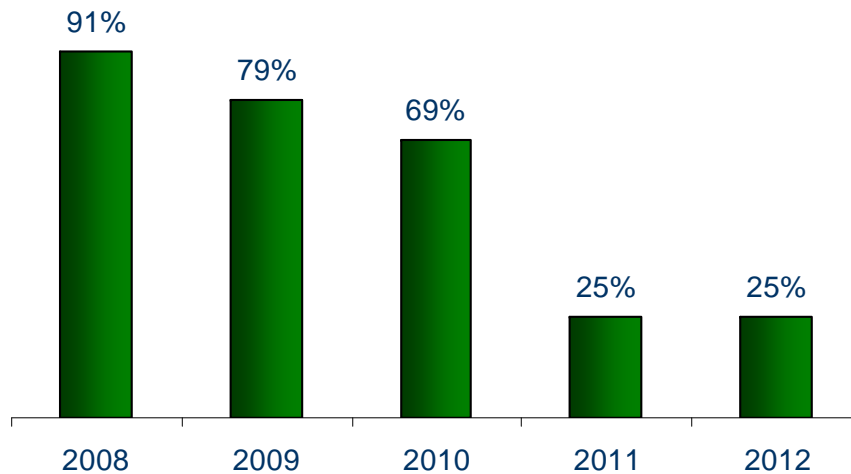


# Debt Maturity Profile & Interest Rate Exposure



## Debt Maturity Profile

Well spread out maturity



## Interest Rate Exposure

Between 91% to 69% fixed up to Jan 2011



# Growth Opportunities within Portfolio

# Strong Occupancy Rates Across Portfolio

## Committed Occupancy as at 31 Mar 2008

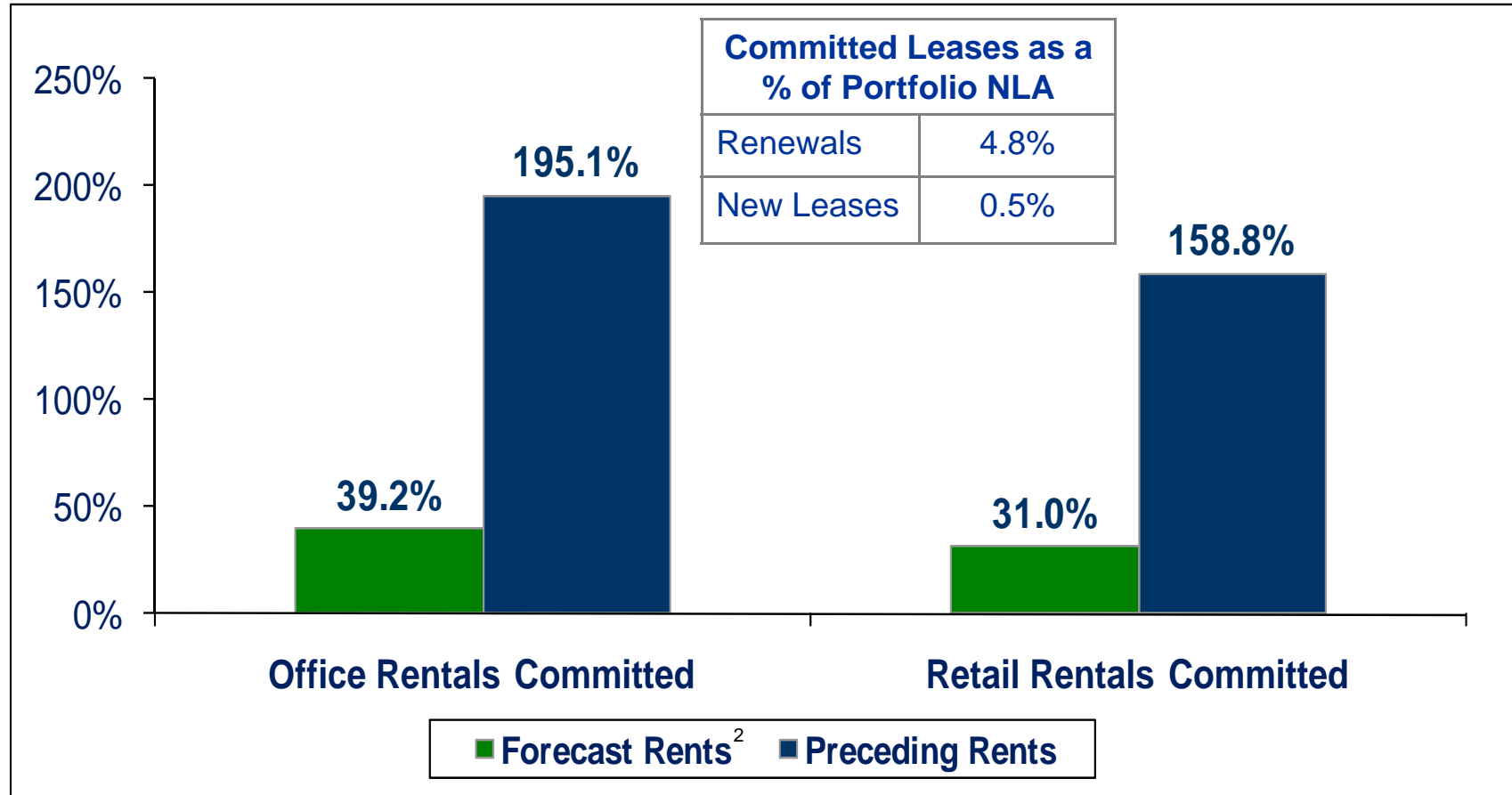
Property	31 Dec 2007 (%)	31 Mar 2008 (%)
Capital Tower	100.0	100.0
6 Battery Road	99.9	99.9
Starhub Centre	99.0	99.0
Robinson Point	100.0	98.5
Bugis Village	99.1	98.5
Golden Shoe Car Park	96.4 <sup>1</sup>	97.0
Market Street Car Park	95.4	92.2
HSBC Building	100.0	100.0
Raffles City	99.3	98.9
- Raffles City Tower	98.7	97.8
- Raffles City Shopping Centre	100.0	100.0
<b>Portfolio Committed Occupancy</b>	<b>99.6</b>	<b>99.3</b>
<b>Market Occupancy (URA Index)</b>	<b>92.7</b>	- <sup>2</sup>

Notes:

1. Due to reconfiguration of the petrol kiosk to a F&B space
2. URA has yet to release the island-wide office space occupancy rate for 31 Mar 2008

# Significantly Higher Rent Reversions

## Renewals and New Leases Committed<sup>1</sup> (1 Jan to 31 Mar 2008)



Notes:

1. Including leases commencing in 2008
2. The forecast is based on the management's forecast in the Circular dated 5 November 2007 for the acquisition of Wilkie Edge



# Continued Uptrend in Rental Rates

(S\$ psf pm)	Highest Rental Rates Committed <sup>1</sup>		Estimated Average Micro-Market Rent <sup>2</sup>	
	4Q 2007	1Q 2008	4Q 2007	1Q 2008
Capital Tower	7.04 <sup>3</sup>	- <sup>4</sup>	10.30	10.90
6 Battery Road	18.50	20.50	16.30	17.20
Raffles City Tower	15.90	16.50	10.60	10.90
Robinson Point	11.00	11.60	10.30	10.90

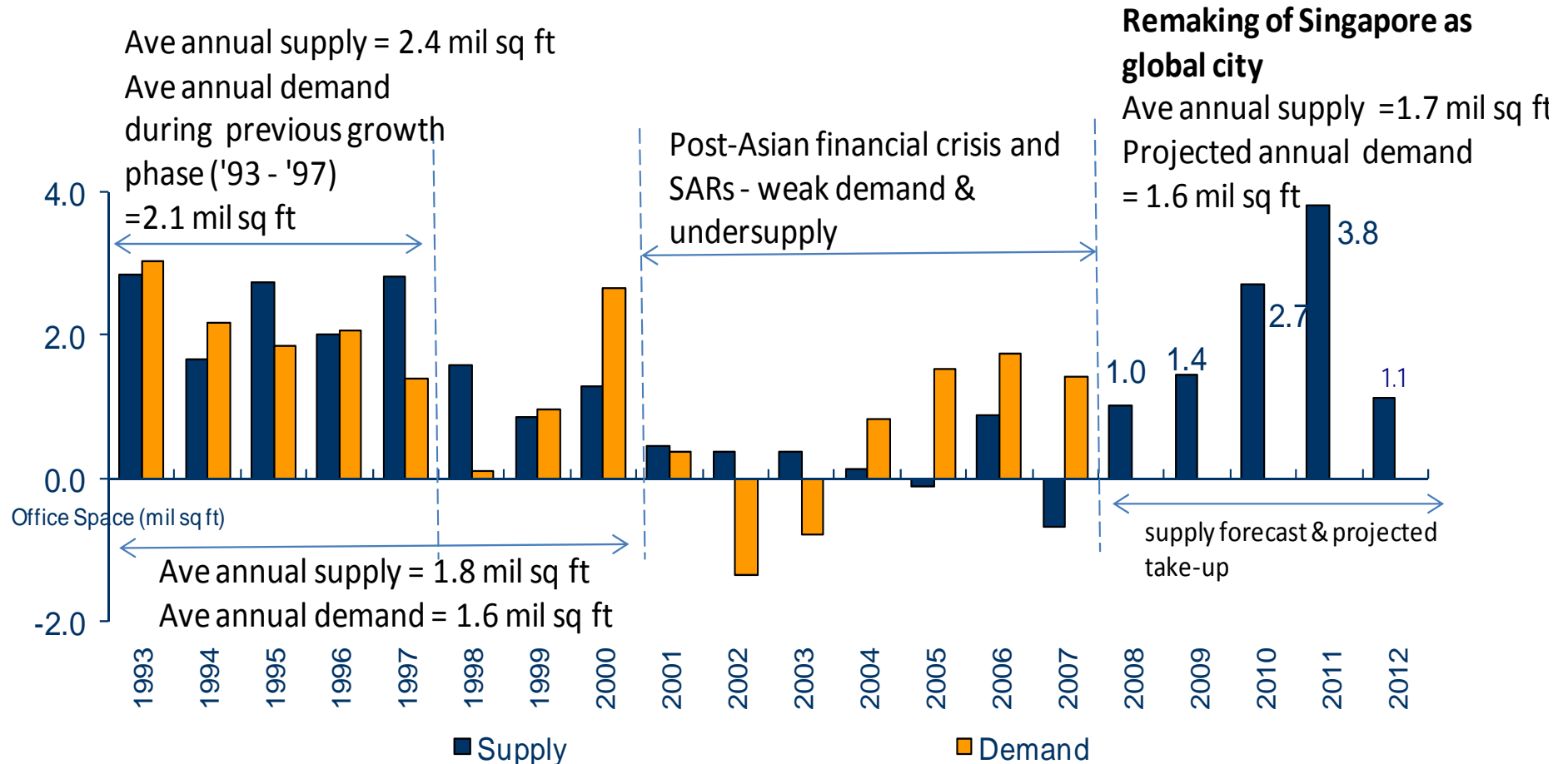
Notes:

1. Includes forward renewals
2. Estimated average micro-market rent as at 29 Feb 2008. Based on typical lettings of up to 10,000 sq ft on standard lease terms. They do not reflect lettings of anchor space
3. The lease was subject to rental cap
4. No units available for lease for the period 1 Jan to 31 Mar 2008



# Healthy Office Absorption Expected

## Singapore private office space (Central Area) – demand and supply



Source: URA, CBRE & CapitaLand Research (Jan 2008)

Note: Central Area comprises 'The Downtown Core', 'Orchard' and 'Rest of Central Area'



# Firm Lease Commitments for MBFC 3 years ahead of bldg completion

## Key Financial Institutions in Marina Bay Financial Centre

Company	NFA (sqft)	Phase	Comments
Standard Chartered	508,298	1	85% or 24 floors in Tower 1
Natixis	65,000	1	3 floors in Tower 1
Wellington Inv Mgt	21,000	1	1 floor in Tower 1
Amex	50,000	1	2 floors in Tower 2
Barclays	100,000	1	4 floors in Tower 2
Pictet	25,000	1	Occupy Tower 2
Icap	35,000	1	Occupy Tower 2
<b>Phase 1</b>	<b>804,298 (50% of MBFC Phase 1 NFA)</b>		
DBS	700,000	2	22 floors in Tower 3
<b>Phase 2</b>	<b>700,000 (54% of MBFC Phase 2 NFA)</b>		
<b>TOTAL</b>	<b>1,504,298</b>		

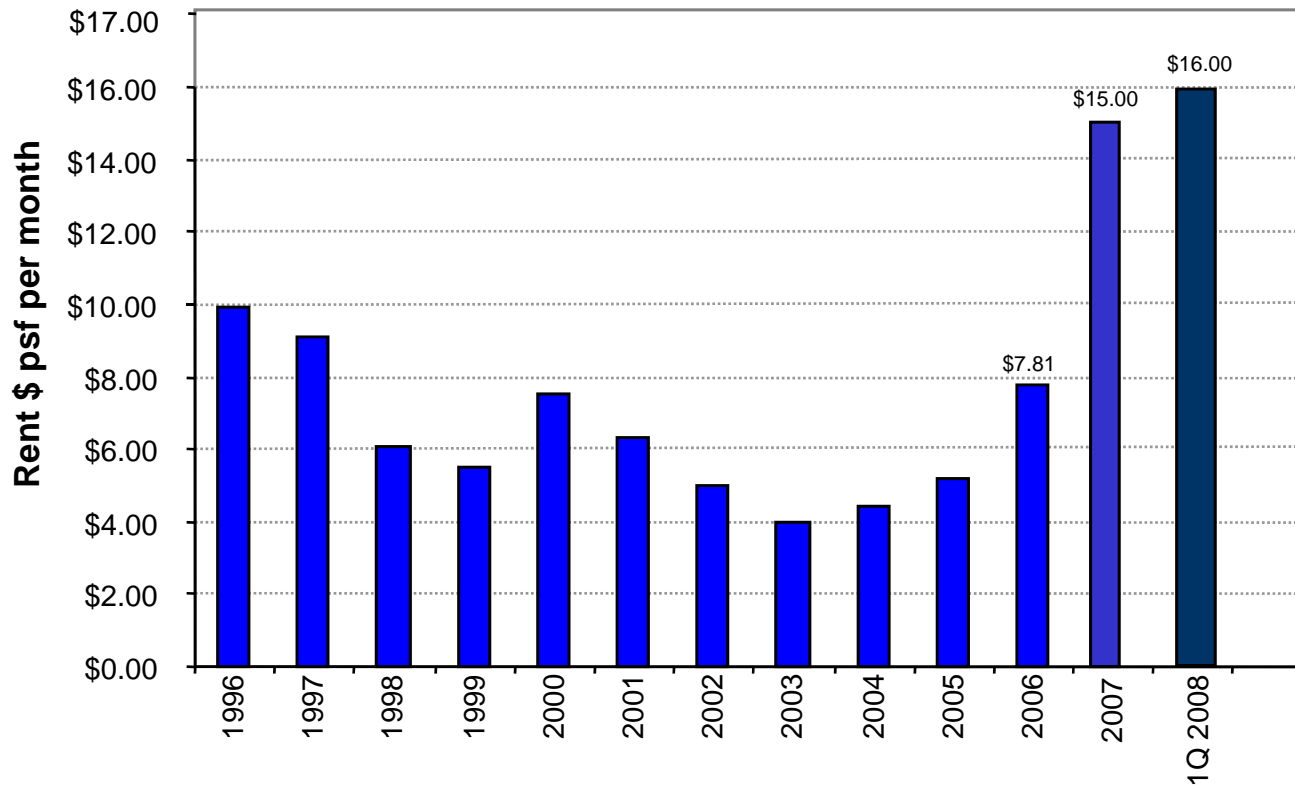
Sources: MBFC; BNP Paribas estimates



# Prime Office Rent Surpasses 1996 Market Peak - S\$9.90; Exceeded 1990 Market Peak - S\$11.50

	1Q 2008	Vs 1Q 2007	Vs 4Q 2007
Prime	\$16.00 psf pm	Up 86.0%	Up 6.7%
Grade A	\$18.65 psf pm	Up 75.9%	Up 8.7%

**Average Prime Office Rents (Singapore Market)**

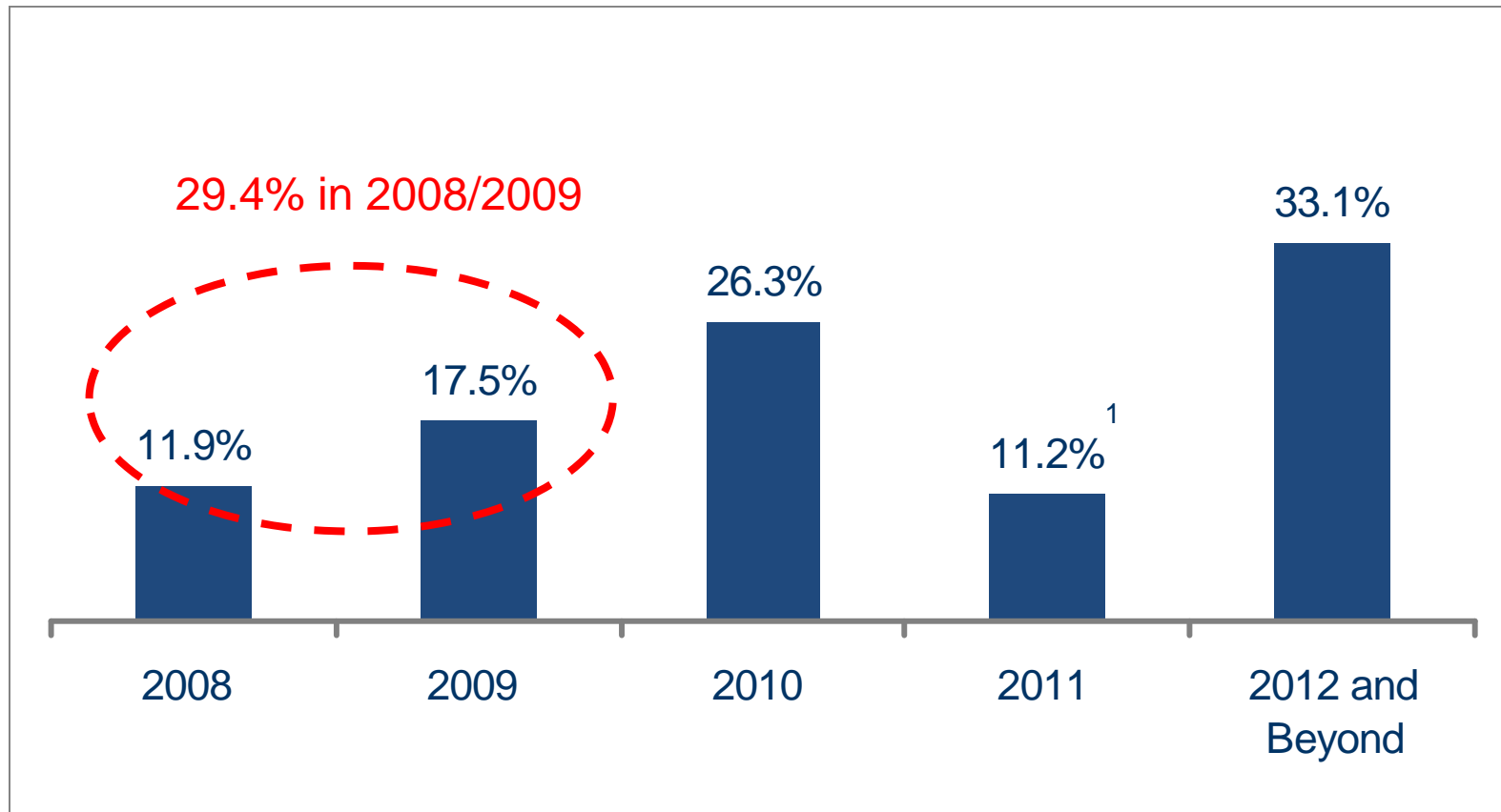


Average Grade A office rent in 1Q 2008 has exceeded CBRE's forecast of S\$18.50 by end-2008 (in CBRE MarketView 4Q 2007)

Source: CBRE MarketView (1Q 2008)

# Office Lease Expiries Offer Rent Upside

## Leases up for Renewal (By Gross Rental Income) as at 31 Mar 2008

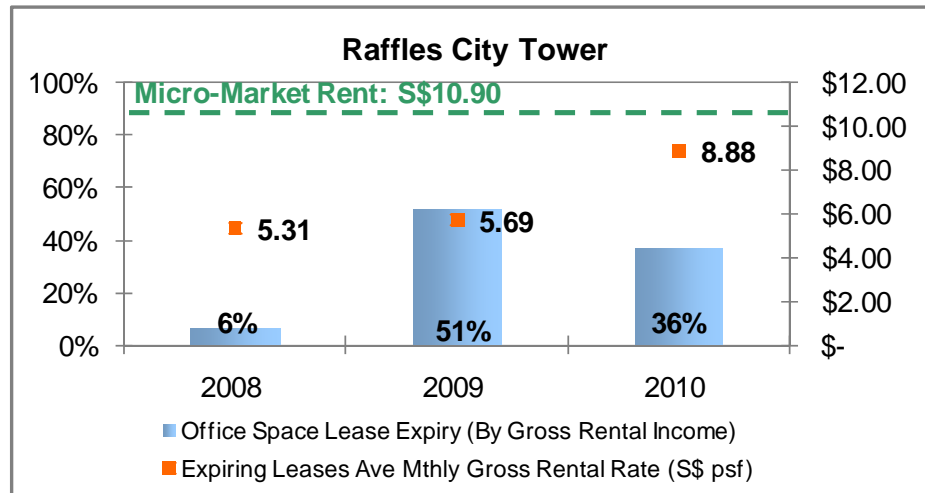
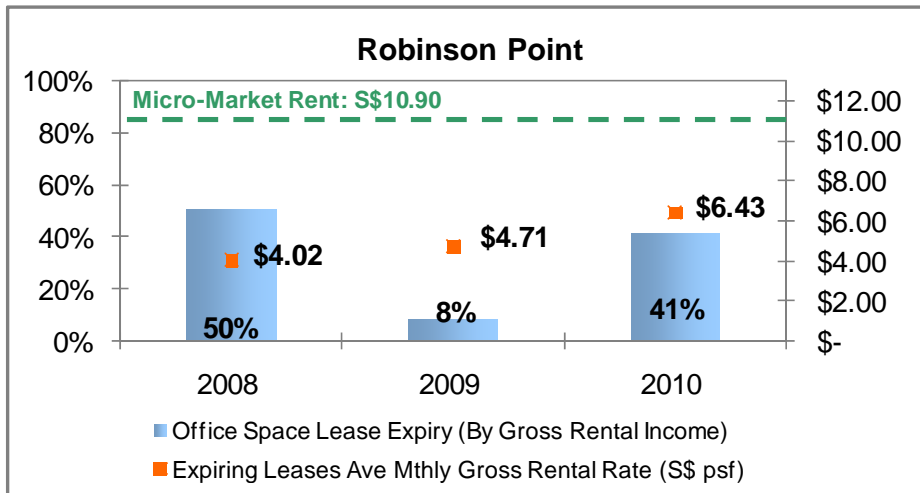
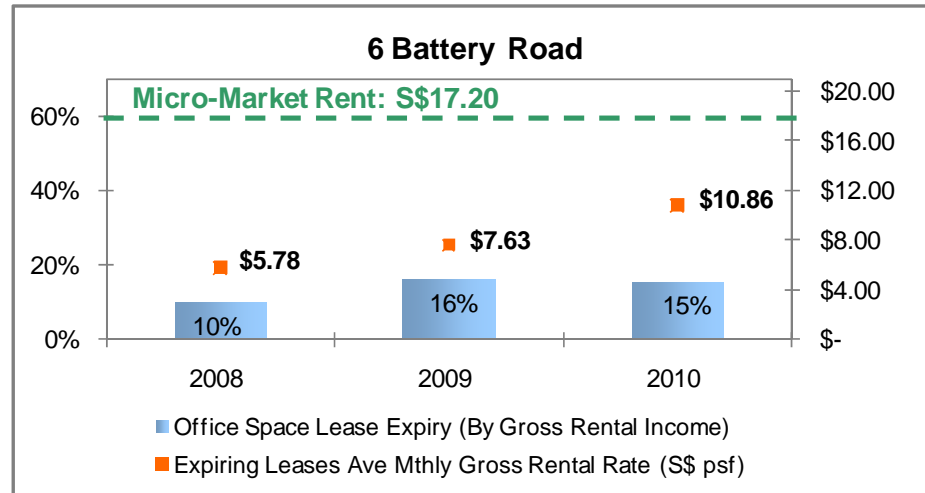
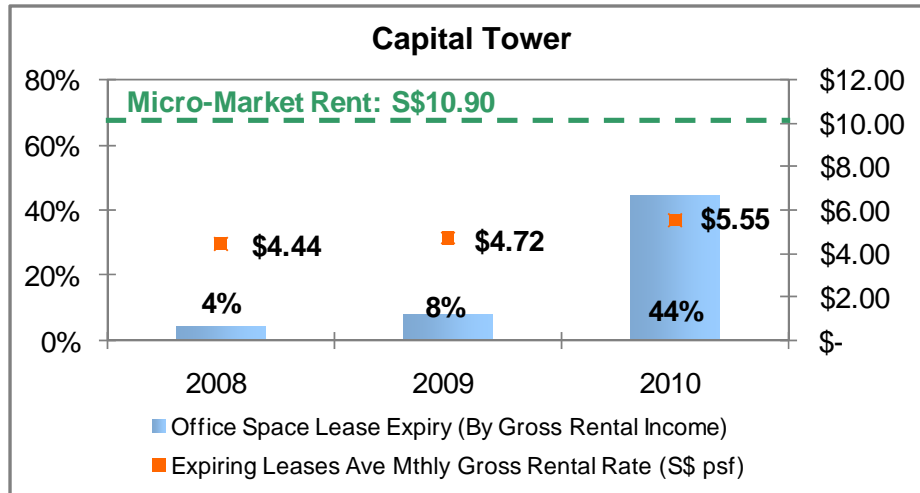


Note:

1. Excludes a lease expiring beyond 2012 (representing 15.5% of the office gross rental income) which is subject to a rent review in 2011

# Upside Potential with Current Average Rent

## Average Gross Rental Rate of Expiring Leases<sup>1</sup> vs. Micro-Market Rent<sup>2</sup>



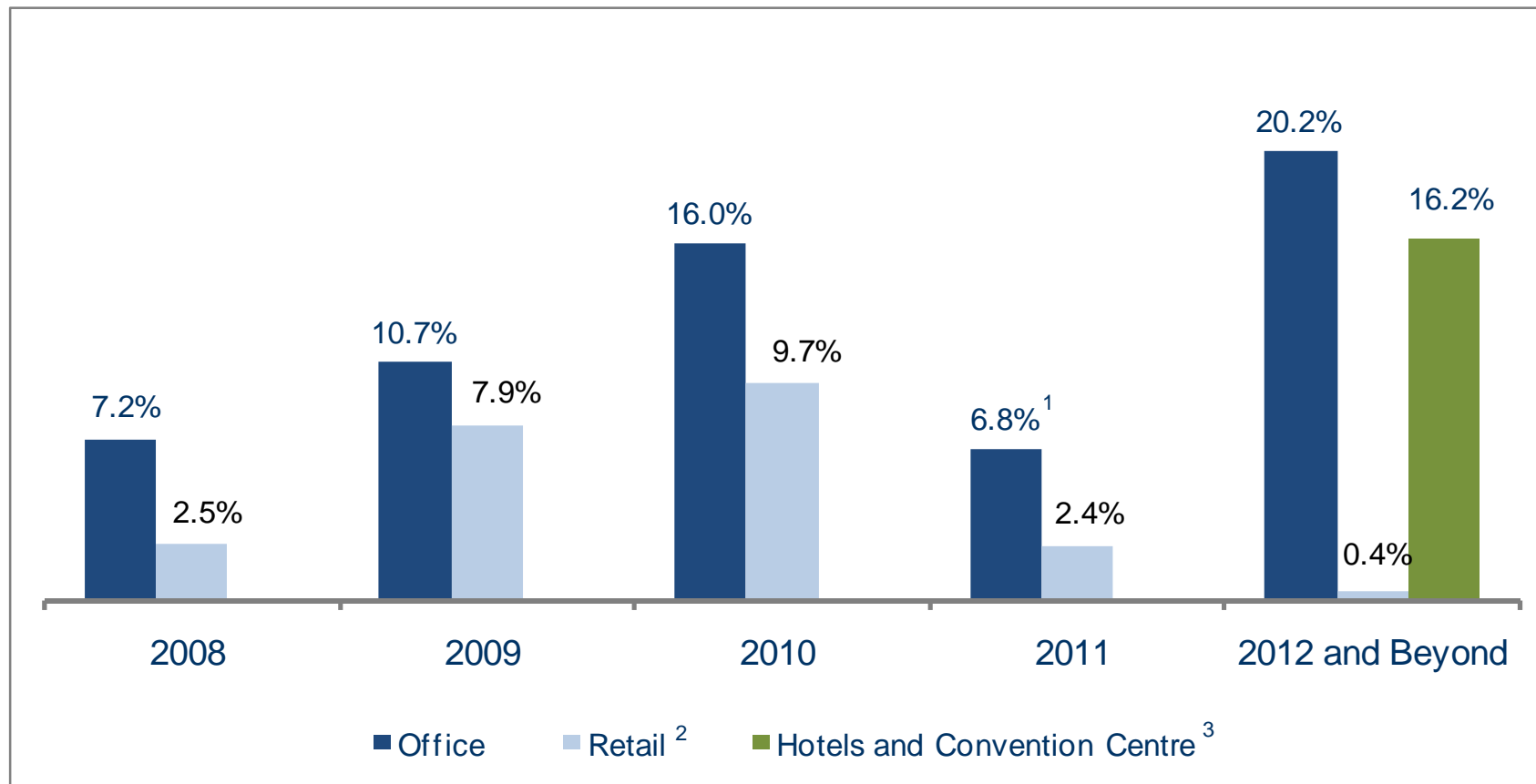
**Notes:**

1. Lease expiry by gross rental income as at 31 Mar 2008
2. Estimated average micro-market rent for the month of Feb 08. Based on typical lettings of up to 10,000 sq ft on standard lease terms. They do not reflect lettings of anchor space



# Balanced Lease Expiry

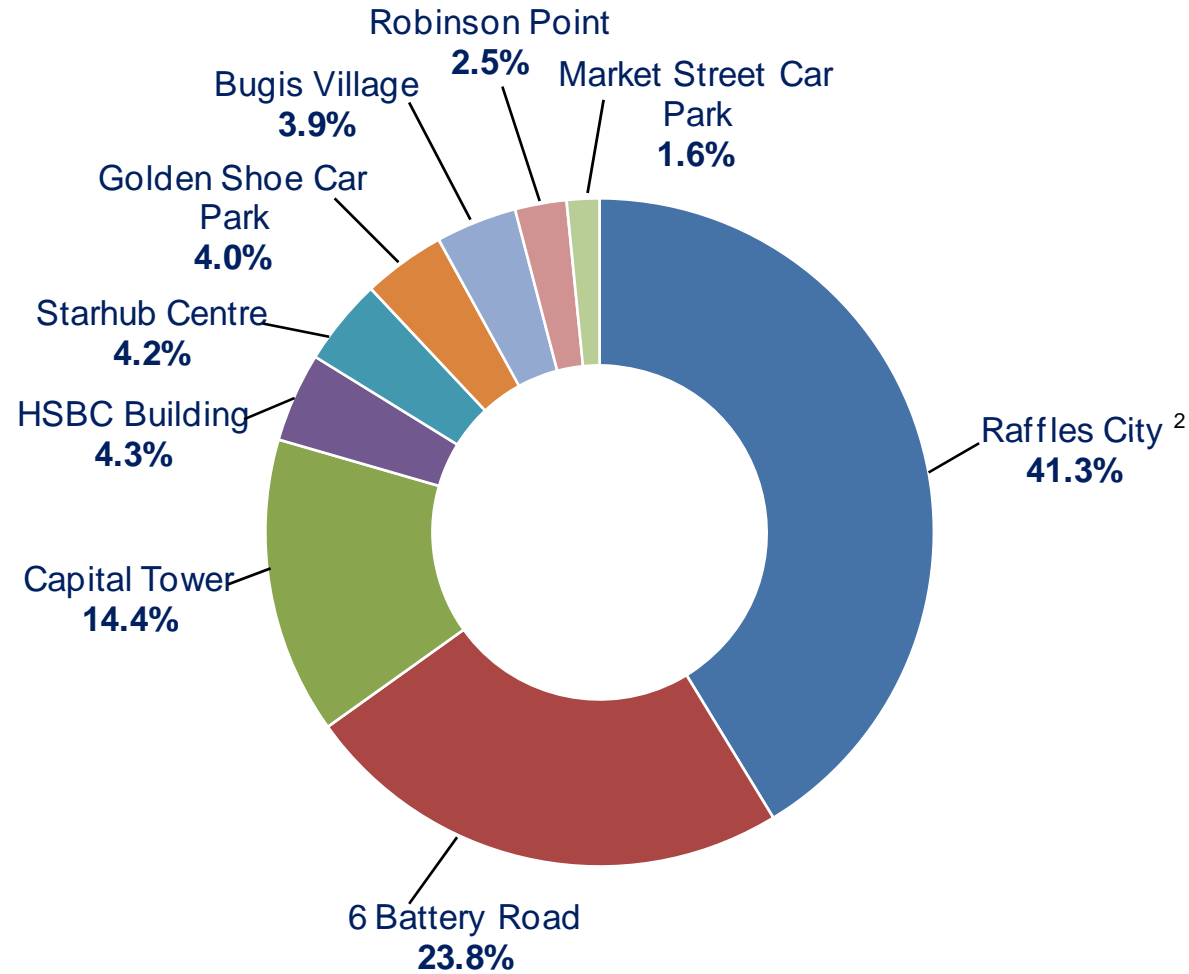
## Leases up for Renewal (By Gross Rental Income) as at 31 Mar 2008



Notes:

1. Excludes a lease expiring beyond 2012 (representing 9.5% of the total gross rental income) which is subject to a rent review in 2011
2. Excludes turnover rent
3. The hotels and convention centre master lease at Raffles City is on a 20-year lease commencing from 7 November 1996

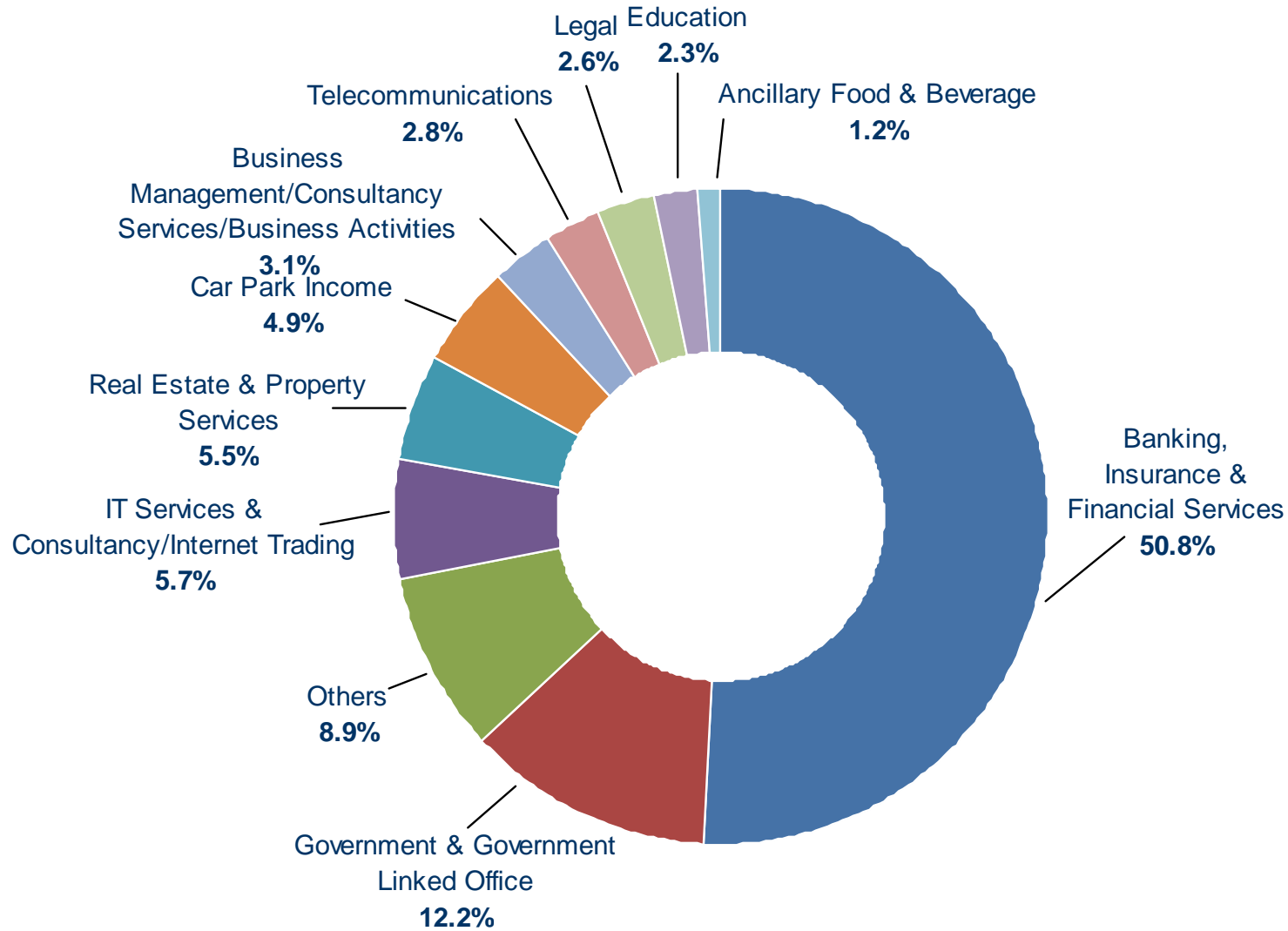
# 83% NPI<sup>1</sup> Contribution from Grade A Office Assets and Raffles City



Notes:

1. Based on net property income for the first quarter ended 31 Mar 2008
2. Represents CCT's interest of 60.0% in Raffles City

# Diverse Office Trade Mix<sup>1</sup>



Note:

1. Based on monthly gross rental income as at 31 Mar 2008 for the office component including car park income from Golden Shoe Car Park and Market Street Car Park for the month ended 31 Mar 2008

# Summary

- ▣ 1Q 2008 DPU increases by 22.7% from 1Q 2007
  - Driven by higher rental income from high quality buildings and proactive capital management
  
- ▣ Well positioned to benefit from rental growth within current portfolio
  - About 30% of office leases up for renewal over 2008 and 2009 (by gross rental income)
  - Upside potential with current average office rent at the properties
  - Continuing keen demand for space in 1Q 2008

## Summary (cont'd)

- Strong financial ratios with low gearing of 26.9% and average cost of debt of 3.7%
- Option to purchase 1 George Street for S\$1.165 billion with yield protection of 4.25% p.a. of purchase price till 2013, subject to unitholders' approval
- 1 George Street will enhance quality of CCT portfolio and tenant mix



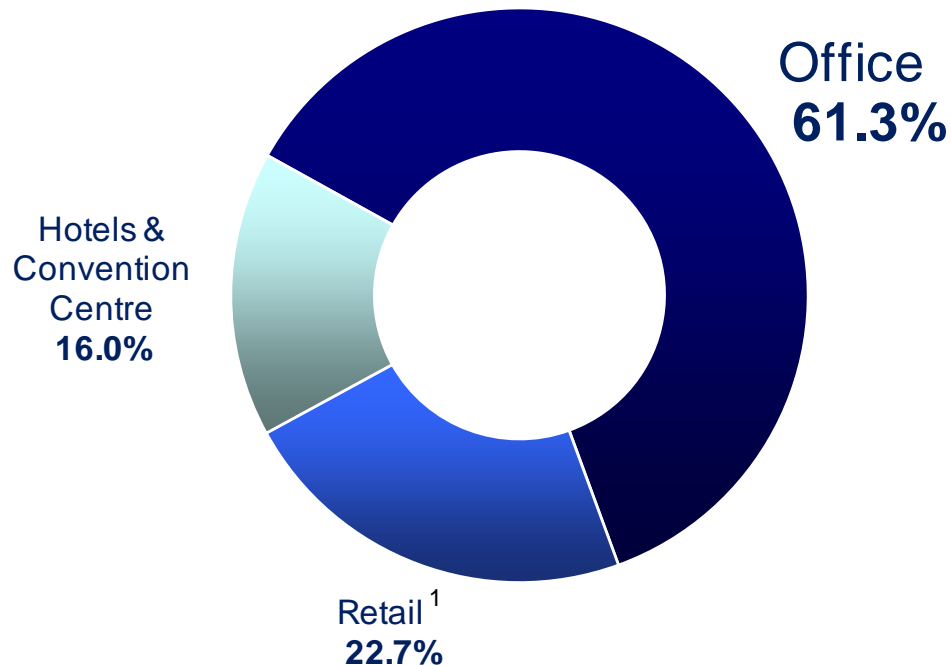


# Additional Information

# Focus on Office/Commercial Assets

**CCT's focus is owning and investing in real estate and real estate-related assets, which are income-producing and used, or predominantly used, for commercial purposes**

**Major usage mix for CCT properties  
By Monthly Gross Rental Income (for the month of Mar 2008)**



Note:

1. Excludes turnover rent



# Top 10 Tenants<sup>1</sup> – Portfolio

Tenants	Lease Expiry Dates	% of Gross Rental Income
Standard Chartered Bank	Oct 2009, Dec 2009, Feb 2010, Oct 2010, Jan 2011, Jan 2020	15.2%
RC Hotels (Pte) Ltd	Jul 2008, Jul 2010, Jun 2010, Dec 2010, Nov 2016	12.1%
Government of Singapore Investment Corporation Private Limited	Jan 2015	6.4%
JPMorgan Chase Bank, N.A.	Dec 2010	3.8%
The Hongkong and Shanghai Banking Corporation Limited	Apr 2012	3.4%
Robinson & Company (Singapore) Private Limited	Mar 2010	2.6%
CapitaLand Group	Jun 2008, Jul 2009, Jan 2010	1.9%
Nomura Singapore Limited	May 2008, Nov 2011	1.9%
Cisco System (USA) Pte. Ltd.	Feb 2010	1.9%
Economic Development Board	Jun 2009	1.6%
<b>Top 10 Tenants</b>		<b>50.8%</b>
<b>Other Tenants</b>		<b>49.2%</b>
<b>TOTAL</b>		<b>100.0%</b>

Note:

1. Based on gross rental income (excluding turnover rent) for the month of Mar 2008

# Gross Revenue - By Asset

## Actual vs Forecast

	1 Jan 08 to 31 Mar 08		
	Actual S\$'000	Forecast <sup>1</sup> S\$'000	Change %
Capital Tower	12,178	12,077	0.8
6 Battery Road	16,459	13,738	19.8
HSBC Building	2,184	2,184	-
Starhub Centre	3,347	3,253	2.9
Robinson Point	2,012	1,957	2.8
Bugis Village	2,462	2,315	6.3
Golden Shoe Car Park	2,728	2,534	7.7
Market Street Car Park	1,340	1,488	(9.9)
<b>Sub-Total</b>	<b>42,710</b>	<b>39,546</b>	<b>8.0</b>
<b>60% Interest in RCS</b>	<b>28,485</b>	<b>27,070</b>	<b>5.2</b>
<b>Gross Revenue</b>	<b>71,195</b>	<b>66,616</b>	<b>6.9</b>

Note:

1. The forecast is based on management's forecast for the period 1 January 2008 to 31 March 2008. This, together with the forecast for the period 1 April 2008 to 31 December 2008, is the forecast shown in the CCT Circular to unitholders dated 5 November 2007 for the acquisition of Wilkie Edge

# Net Property Income - By Asset

## Actual vs Forecast

	1 Jan 08 to 31 Mar 08		
	Actual S\$'000	Forecast <sup>1</sup> S\$'000	Change %
Capital Tower	7,137	6,713	6.3
6 Battery Road	11,826	9,555	23.8
HSBC Building	2,146	2,135	0.5
Starhub Centre	2,054	1,992	3.1
Robinson Point	1,239	1,226	1.1
Bugis Village	1,946	1,756	10.8
Golden Shoe Car Park	1,986	1,786	11.2
Market Street Car Park	784	1,028	(23.7)
<b>Sub-Total</b>	<b>29,118</b>	<b>26,191</b>	<b>11.2</b>
60% Interest in RCS	20,508	19,425	5.6
<b>Net Property Income</b>	<b>49,626</b>	<b>45,616</b>	<b>8.8</b>

Note:

- The forecast is based on management's forecast for the period 1 January 2008 to 31 March 2008. This, together with the forecast for the period 1 April 2008 to 31 December 2008, is the forecast shown in the CCT Circular to unitholders dated 5 November 2007 for the acquisition of Wilkie Edge



# Cap/taCommercial

Trust

CapitaCommercial Trust Management Limited  
39 Robinson Road  
#18-01 Robinson Point  
Singapore 068911  
Tel: (65) 6536 1188  
Fax: (65) 6533 6133  
<http://www.cct.com.sg>

For enquiries, please contact:  
Ms Ho Mei Peng  
Head, Investor Relations & Communications  
Direct: (65) 6826 5586  
Email: [ho.meipeng@capitaland.com](mailto:ho.meipeng@capitaland.com)