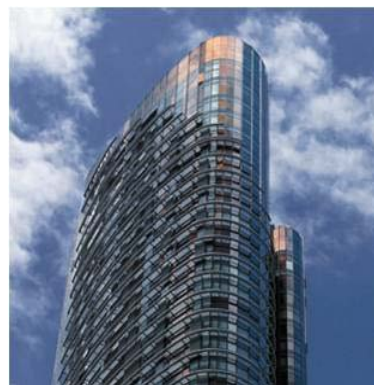


[信] TRUSTWORTHINESS

[智] WISDOM

[仁] BENEVOLENCE

[礼] DECORUM



[义] RIGHTEOUSNESS



CapitaLand

CapitaLand Analysts/Media Trip 2016 CapitaLand Vietnam

Mr. Vincent Wee, Deputy CEO, CapitaLand Vietnam

21 November 2016



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.



Agenda

- Overview of CapitaLand Vietnam (CLV)
- Macro & Property Market Outlook
- CLV's Strategy
- Achievements & Outlook
- Concluding Remarks

Overview of CapitaLand Vietnam



The Vista, Ho Chi Minh City, Vietnam



22 Years of Presence in Vietnam



- Started construction of Meritus Westlake (Hanoi renamed Sofitel Hanoi)
- Started construction of Hanoi Tower
- Opened Somerset West Lake, Hanoi
- Opened Somerset Chancellor Court, HCMC
- Opened Somerset Ho Chi Minh City



• Setup CapitaLand in HCMC



• Setup CapitaLand 2nd Office in Hanoi



• Launched The Vista An Phu

• Launched Mulberry Lane



• Launched PARCSpring



• Launched Vista Verde



• Launched Kris Vue
• Launched Feliz en Vista
• Launched D1MENSION



• Launched The Krista



• Launched Seasons Avenue





Established Track Record in Vietnam

A portfolio of over 9,100 quality homes across with 9 residential projects launched in Ho Chi Minh City and Hanoi



DIMENSION



Feliz en Vista



Vista Verde



The Vista



Kris Vue



The Krista



PARCSpring



Seasons Avenue

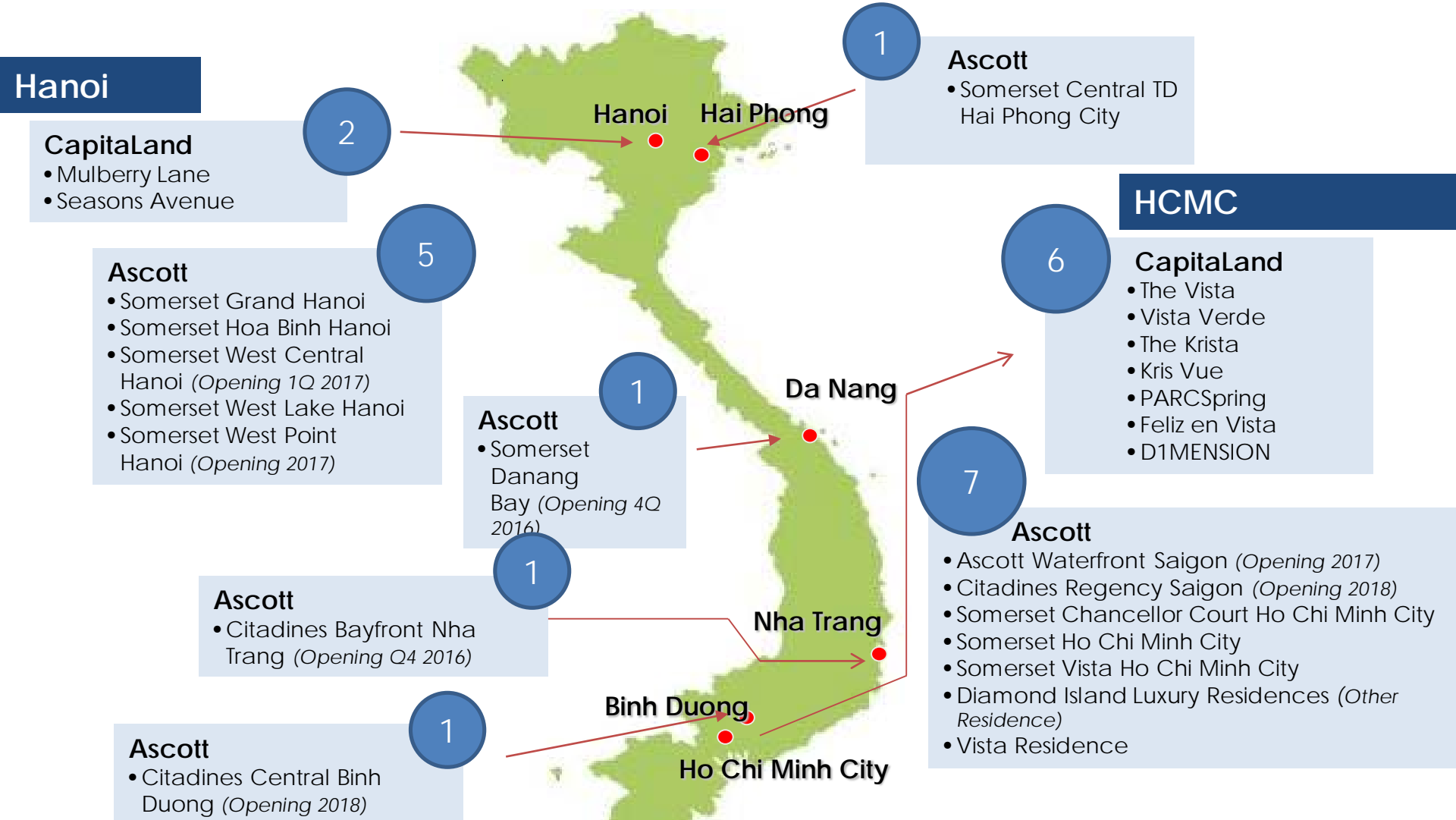


Mulberry Lane





CapitaLand's Presence in Vietnam



Hanoi

- CapitaLand**
- Mulberry Lane
 - Seasons Avenue

2

Hanoi Hai Phong

1

- Ascott**
- Somerset Central TD Hai Phong City

HCMC

6

- CapitaLand**
- The Vista
 - Vista Verde
 - The Krista
 - Kris Vue
 - PARCSpring
 - Feliz en Vista
 - D1MENSION

7

- Ascott**
- Ascott Waterfront Saigon (Opening 2017)
 - Citadines Regency Saigon (Opening 2018)
 - Somerset Chancellor Court Ho Chi Minh City
 - Somerset Ho Chi Minh City
 - Somerset Vista Ho Chi Minh City
 - Diamond Island Luxury Residences (Other Residence)
 - Vista Residence

- Ascott**
- Somerset Grand Hanoi
 - Somerset Hoa Binh Hanoi
 - Somerset West Central Hanoi (Opening 1Q 2017)
 - Somerset West Lake Hanoi
 - Somerset West Point Hanoi (Opening 2017)

5

1

- Ascott**
- Somerset Danang Bay (Opening 4Q 2016)

Da Nang

1

- Ascott**
- Citadines Bayfront Nha Trang (Opening Q4 2016)

Nha Trang

1

- Ascott**
- Citadines Central Binh Duong (Opening 2018)

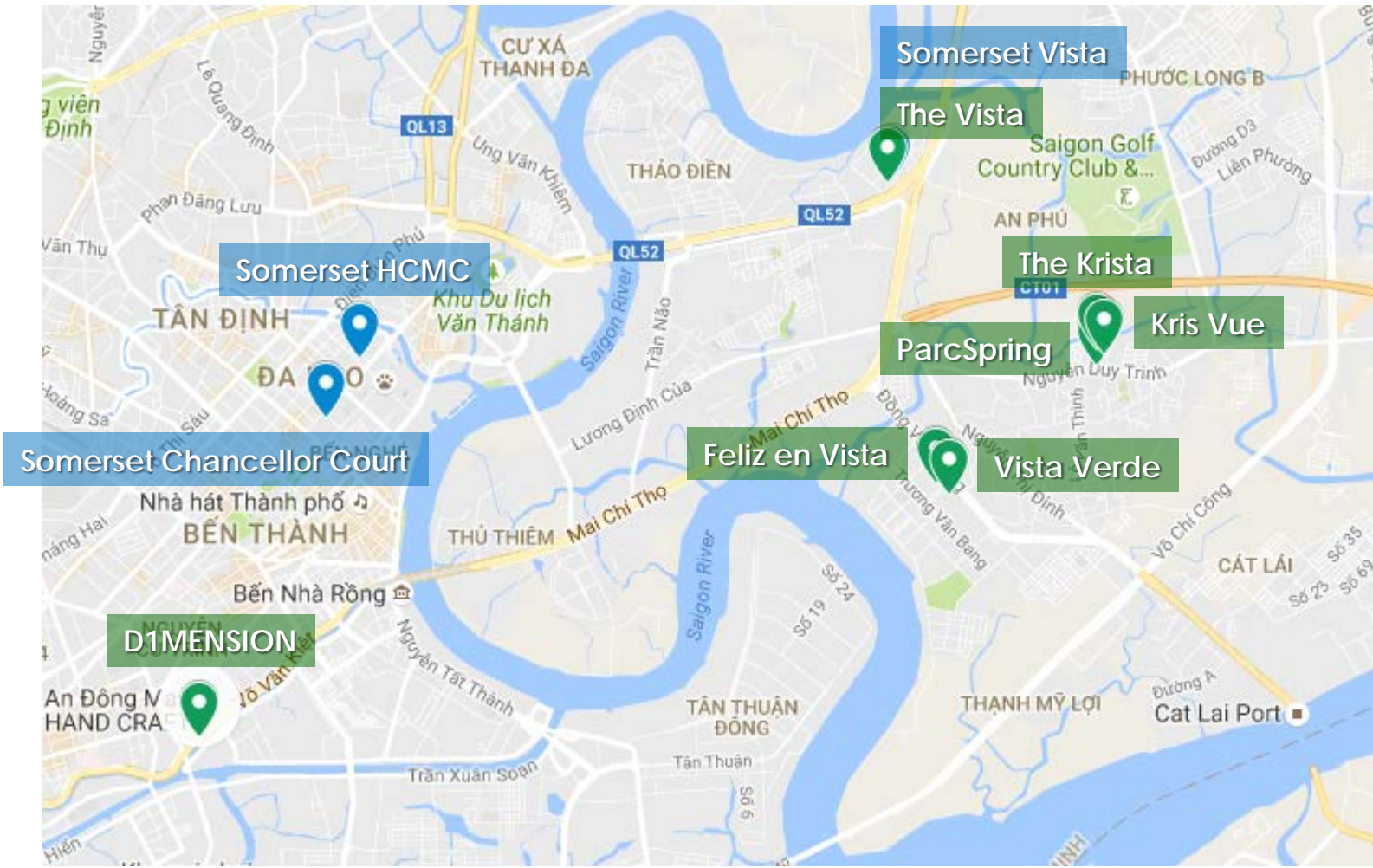
Binh Duong

Ho Chi Minh City



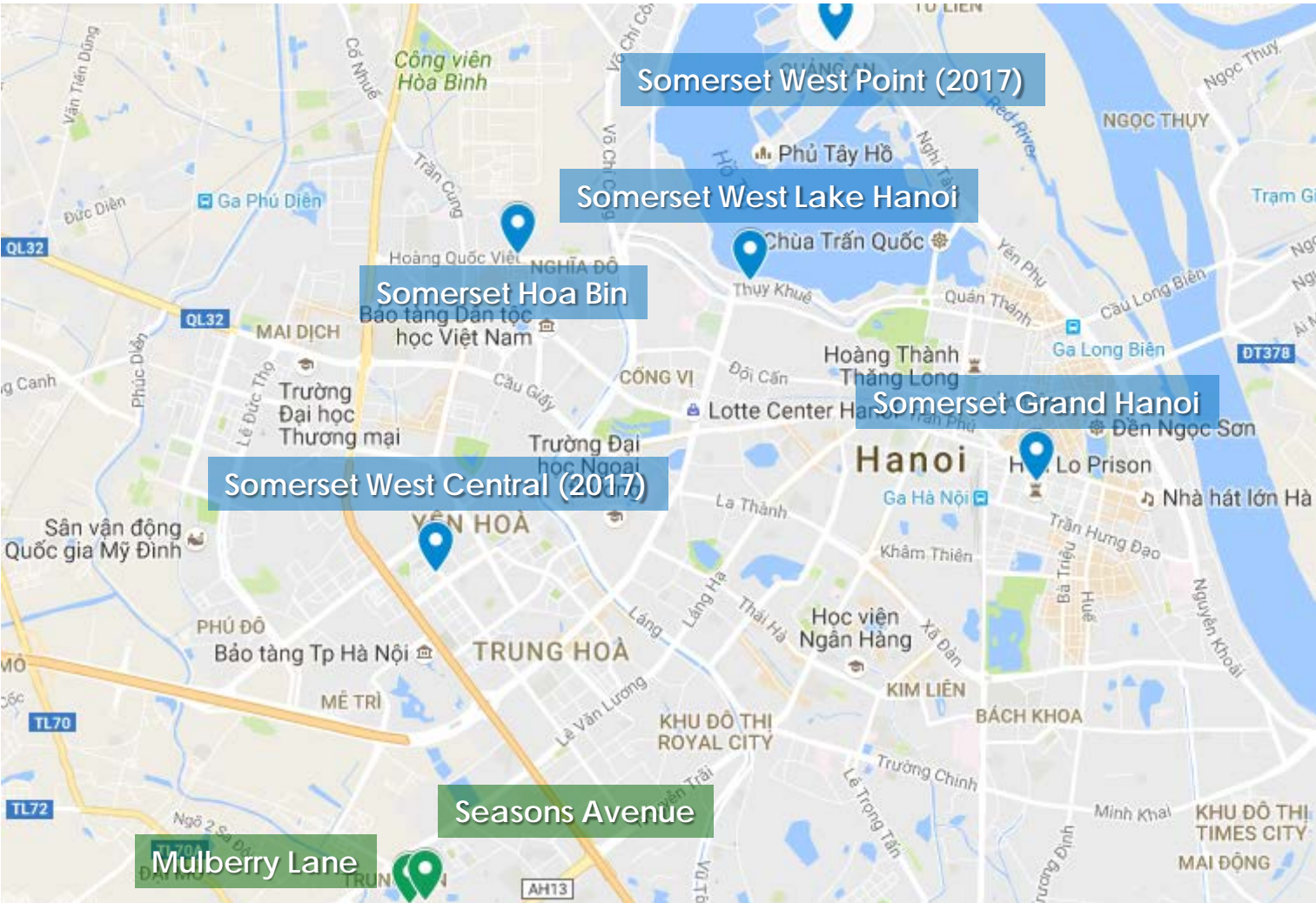


CapitaLand in Vietnam: Ho Chi Minh City





CapitaLand in Vietnam: Hanoi



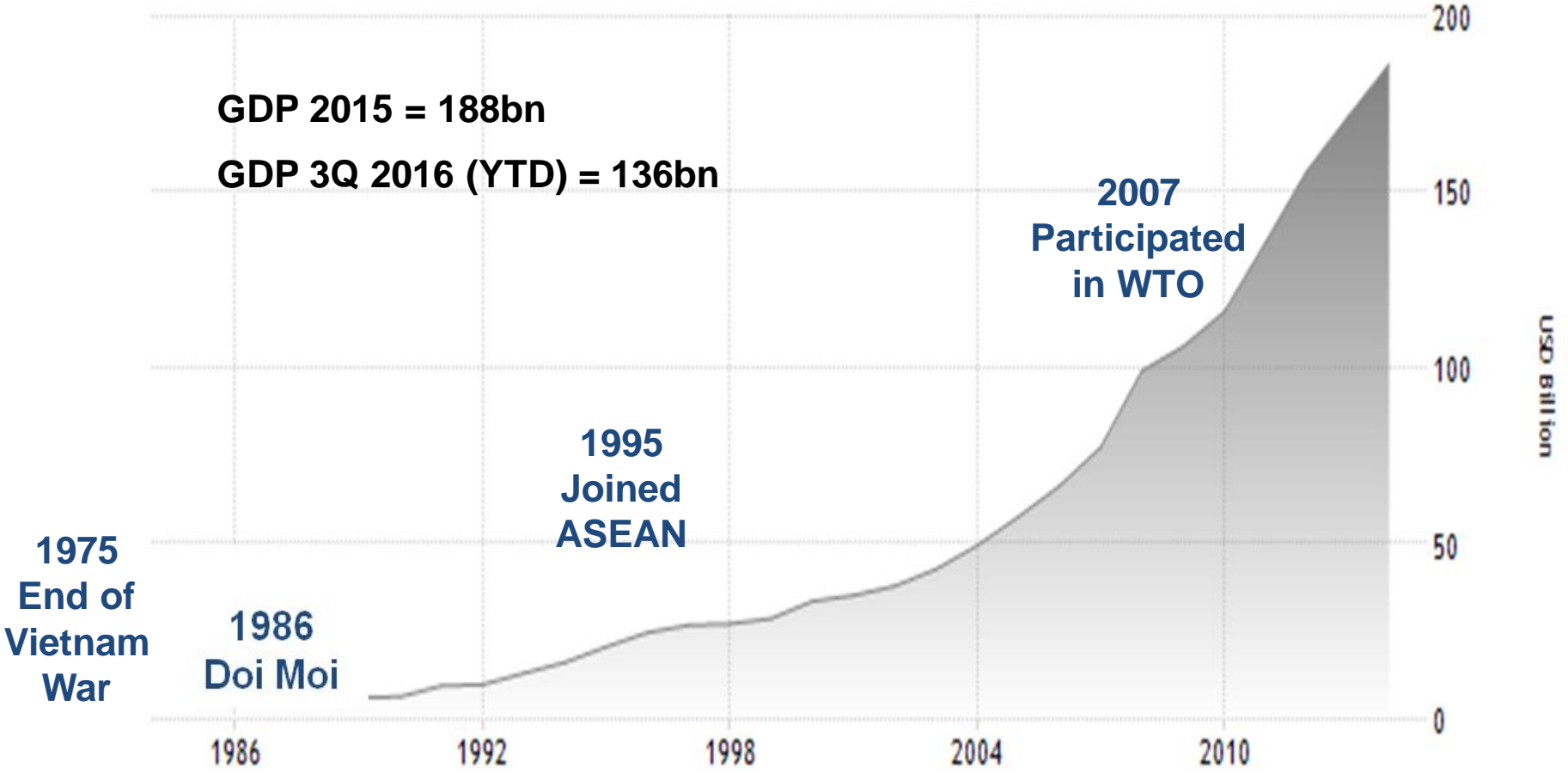
Macro & Property Market





Vietnam Economic Milestones

Vietnam GDP (USD)



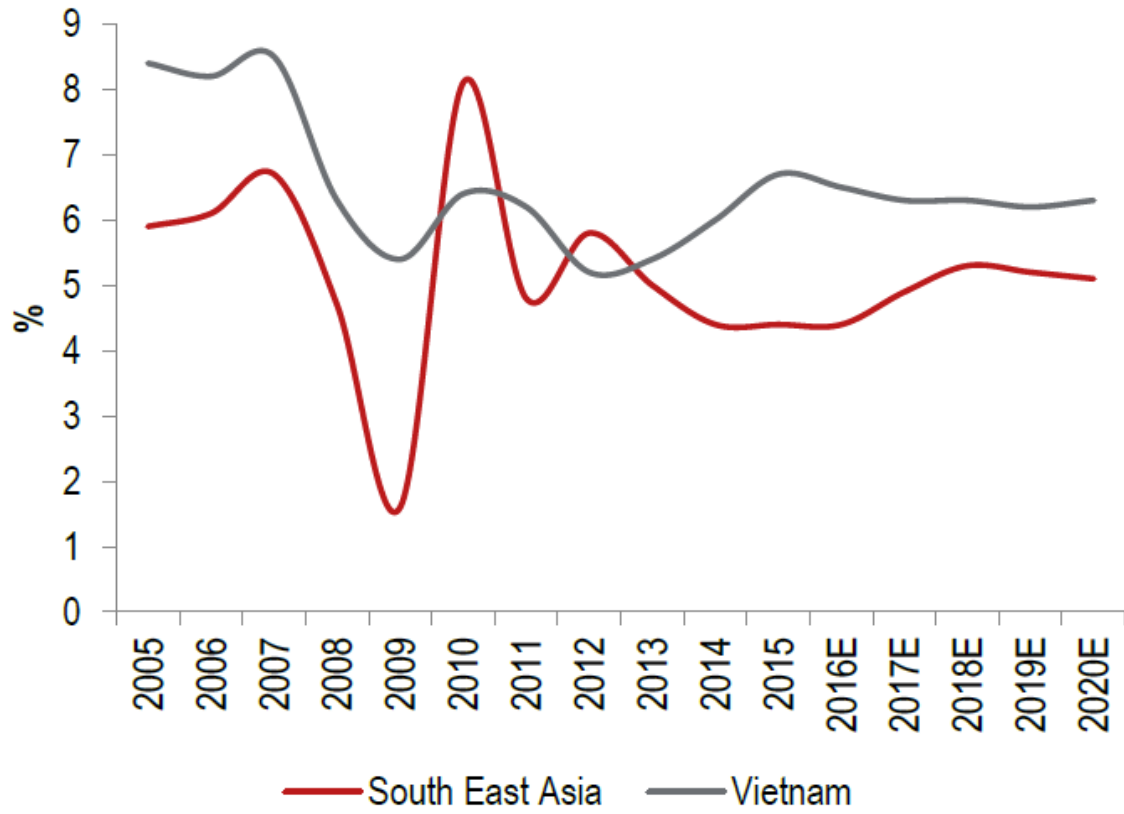
SOURCE: WWW.TRADINGECONOMICS.COM | WORLD BANK





GDP Growth of Vietnam and Southeast Asia

- Vietnam is one the fastest growing economies in South East Asia in terms of GDP growth.

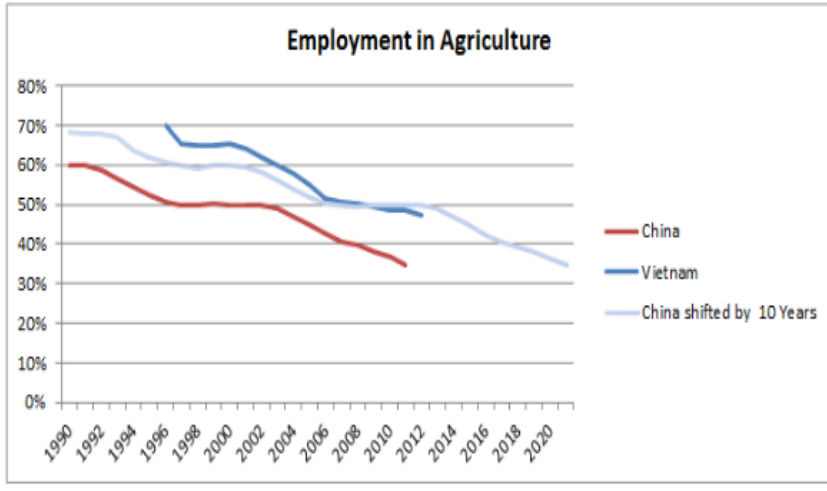
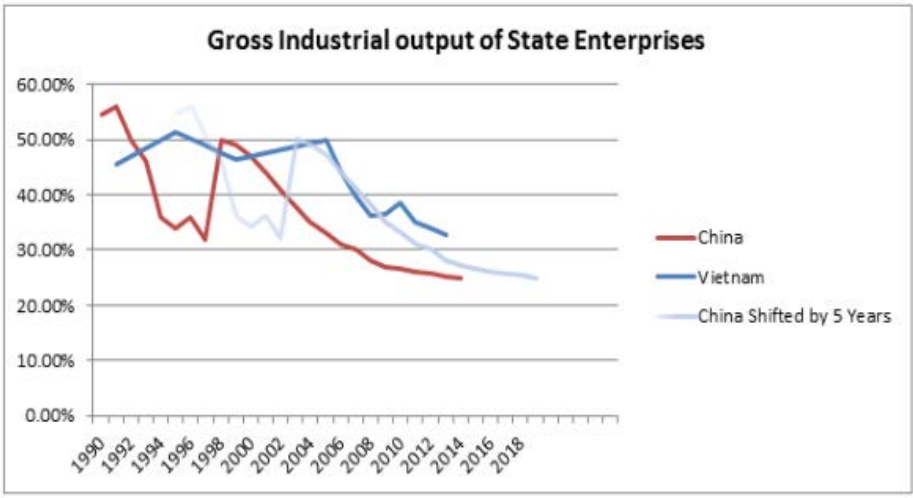
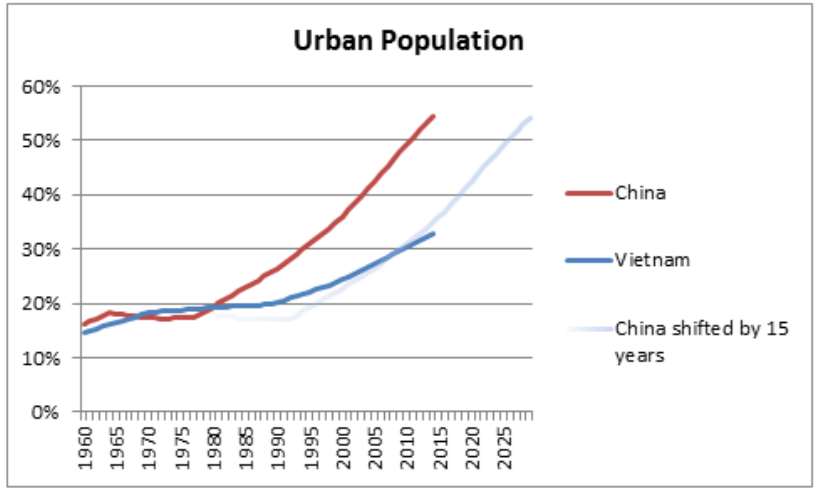
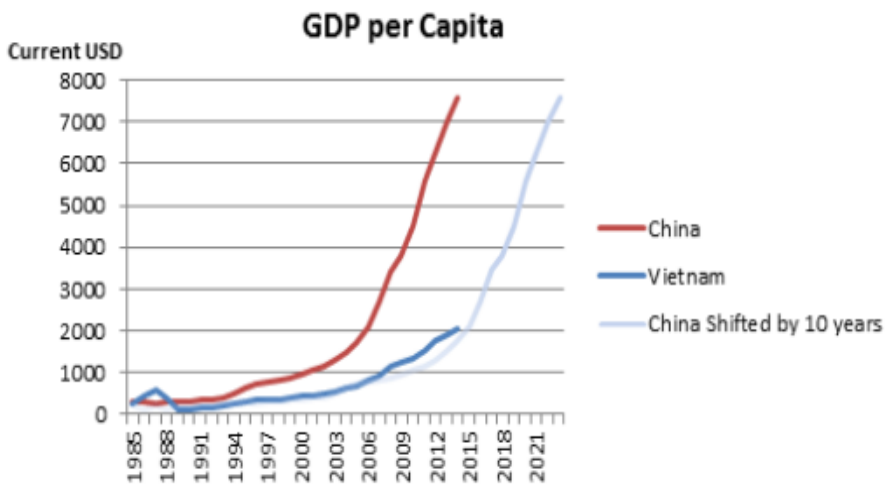


Source: IMA Asia, JLL Research





Vietnam is following a similar growth trajectory as China ~10 years back



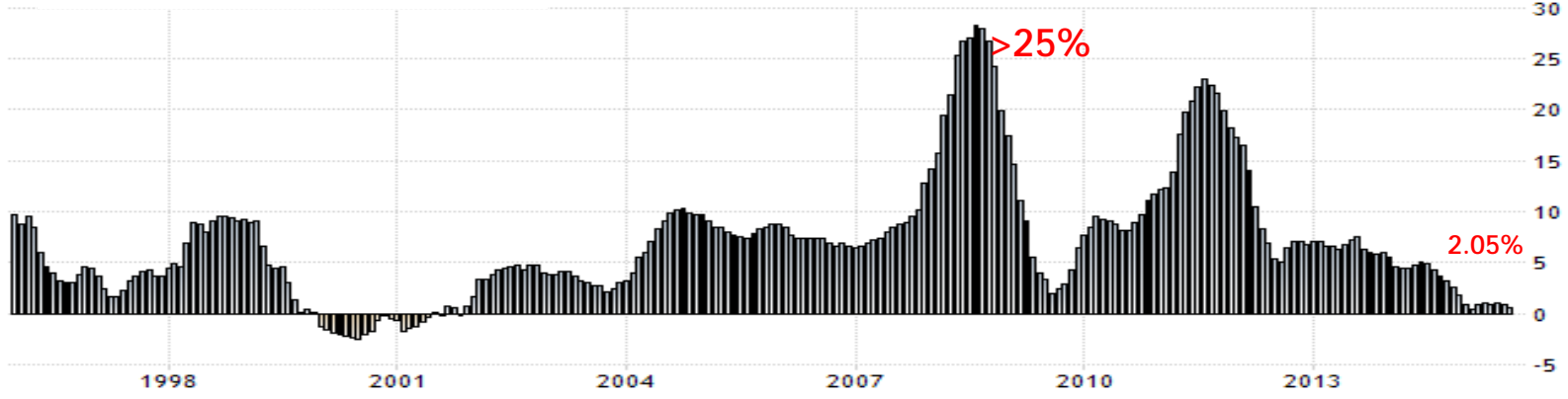
Data Source: World Bank



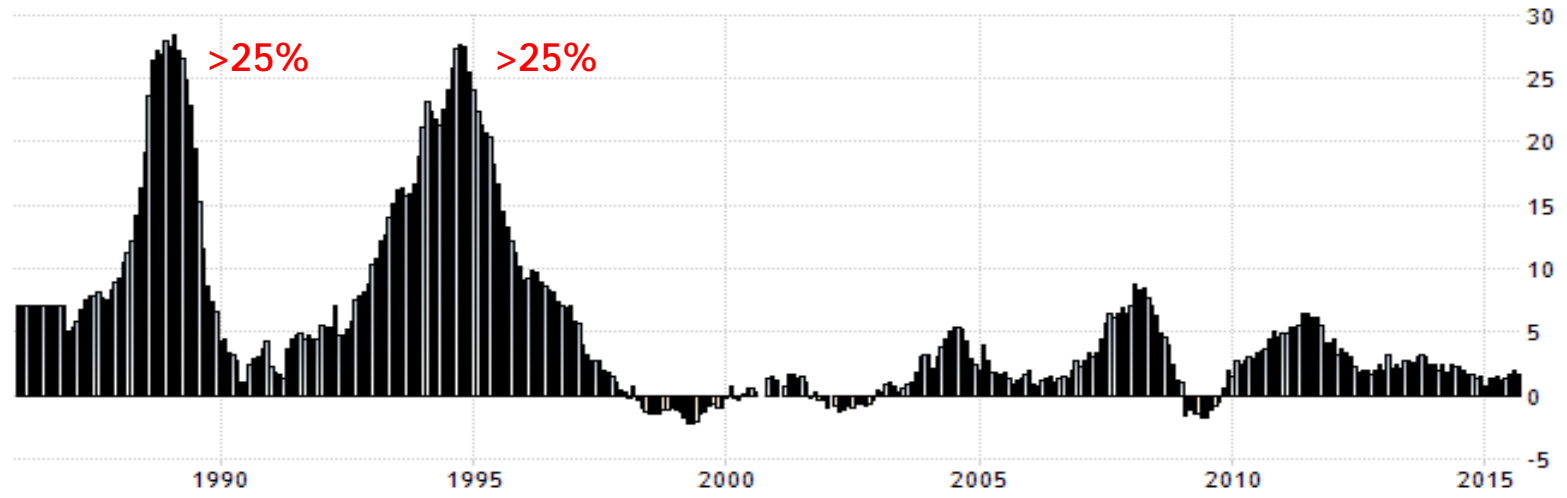


Economy went through some Growing Pains, Similar to Growth Path of Emerging Countries Such as China

Vietnam Inflation Rate



China Inflation Rate



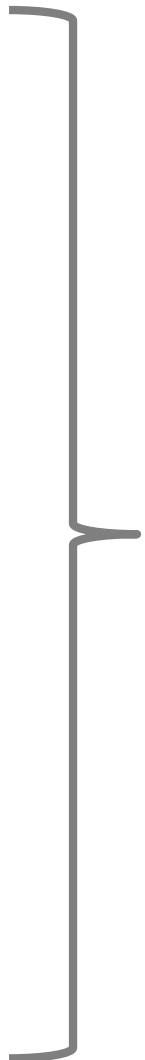
SOURCE: WWW.TRADINGECONOMICS.COM | NATIONAL BUREAU OF STATISTICS OF CHINA





Megatrends – Growth Drivers Remain Intact

- Investment location of choice**
Part of diversification strategy of MNCs, esp Japanese and Korean MNCs (China+1 strategy or Thailand+1 strategy)
- Ongoing Urbanization**
(Urbanization rate: 24% in 2000 to 34% in 2015)
25 m more Vietnamese will live in urban areas by 2035
- Strong GDP Growth**
Average >6% over next 3-5 years
- Demographic Dividend**
Young workforce (median age = 29)
- Rising Middle and Affluent Class (MAC)**
Average monthly household income has risen by more than 5X since 1999 (now ~ SGD1,100 pm)
- Cheap & Literate workforce**



Growth for next 3-5 years generally expected at ~6%
(IMF, World Bank, ADB)

Strong fundamental demand for housing

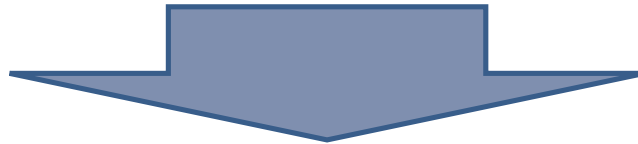
Long term capital appreciation of core investment portfolio





Smooth Political Transition in 2016

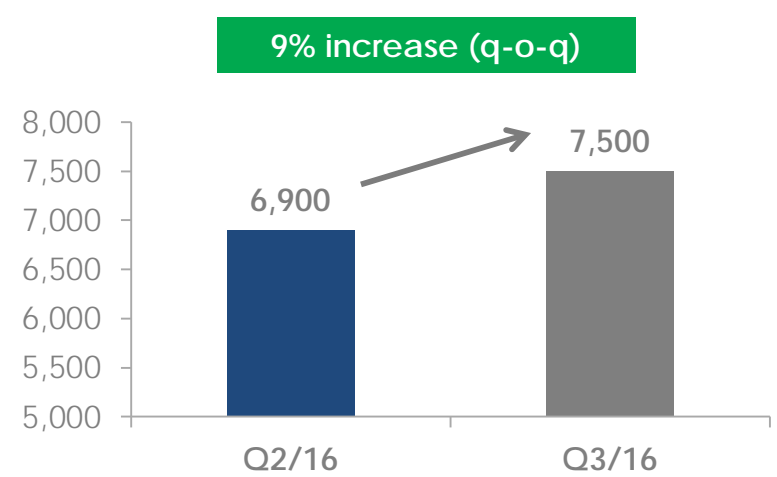
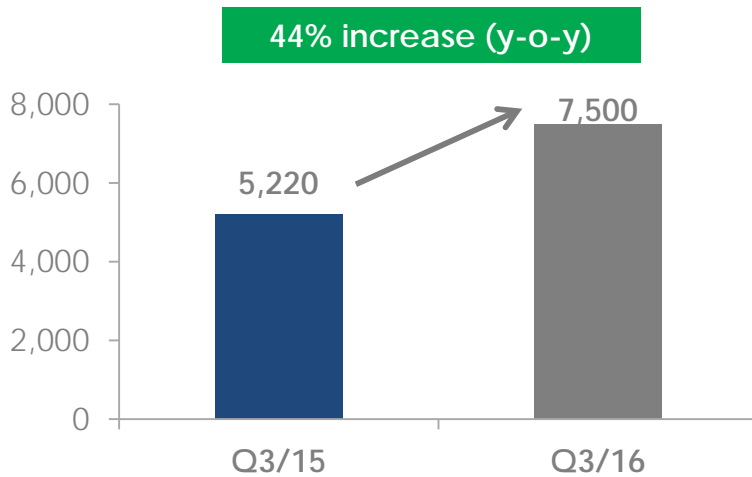
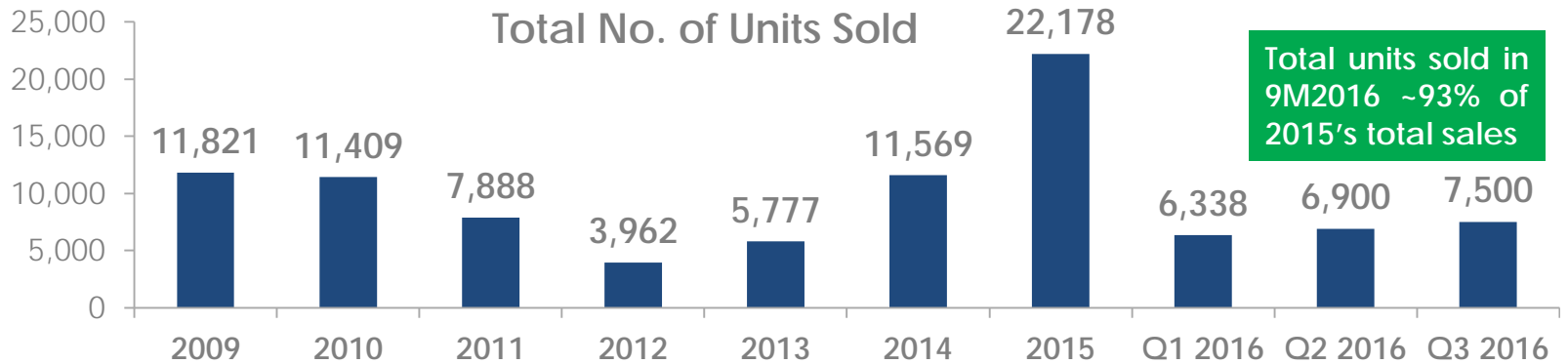
- Smooth political transition
 - 19 member Politburo
- Continuity of policy by the new government
- Key focus of government
 - Economic growth
 - Reforms & Liberalization
 - SOE reforms and equitization, Banking Sector reforms, Tax reforms
 - Greater accountability of SOE and officials
 - Environment protection



Conducive and improving environment for FDI



HCMC - Strong Residential Sales Momentum



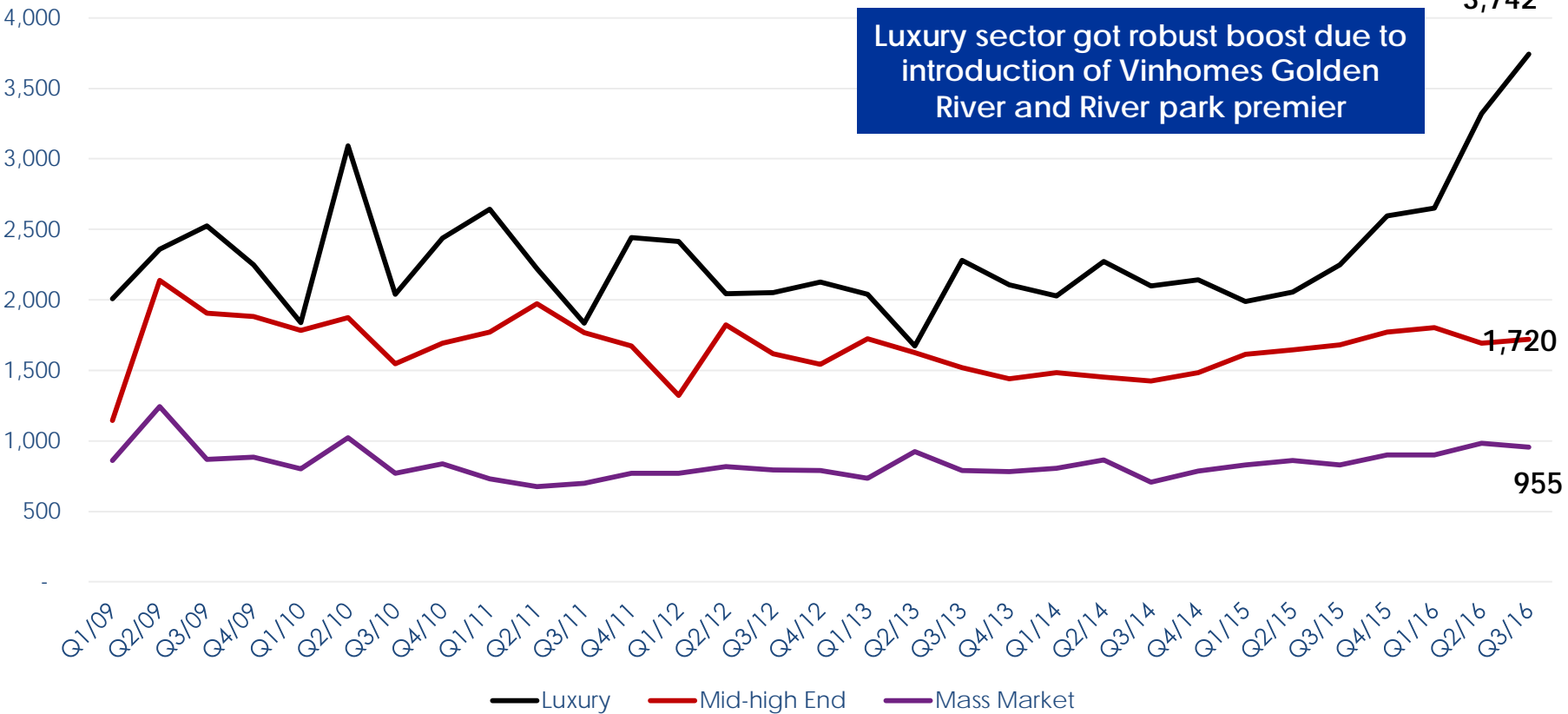
Sources: Savills Quarterly Report



HCMC Apartments Price Index

Selling price
US\$ psm

HCMC Selling Price (Average price transacted)



Luxury sector got robust boost due to introduction of Vinhomes Golden River and River park premier

Source: Savills Quarterly Report



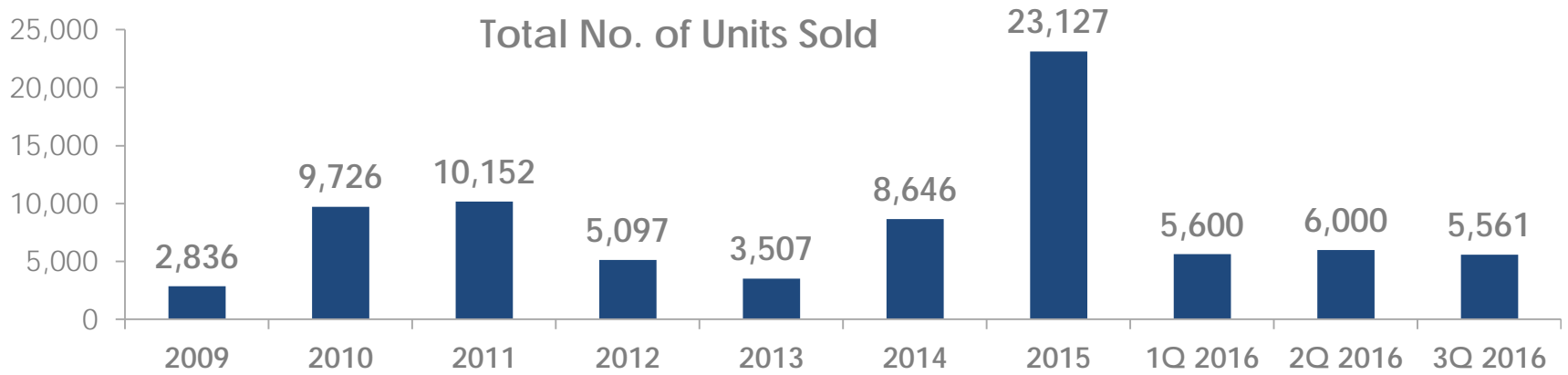


Demand Remains Strong Due To Favorable Macro Economic & Regulatory Environment

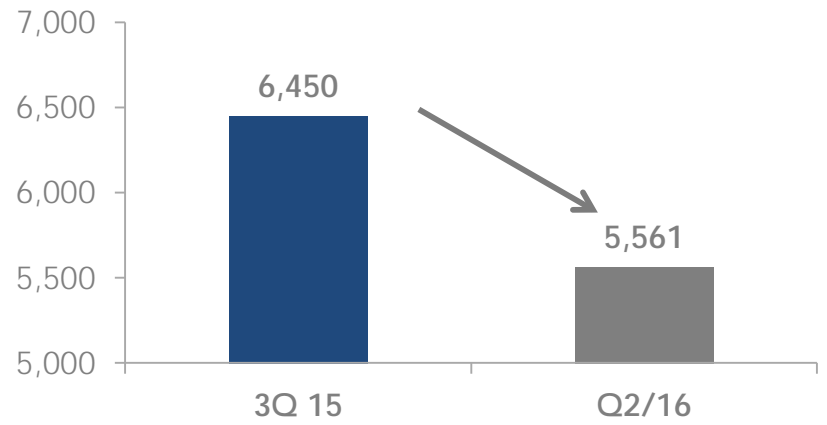




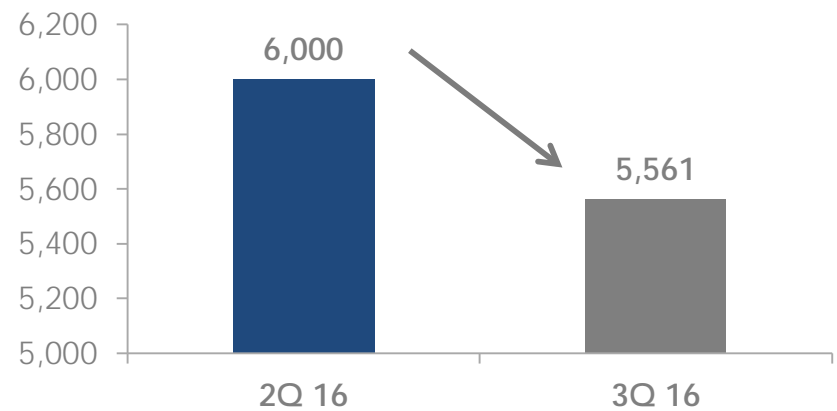
Hanoi – Residential Sales Remain Healthy After Strong Results in 2015



14% decrease (y-o-y)



7% decrease (q-o-q)



Sources: Savills Quarterly Report

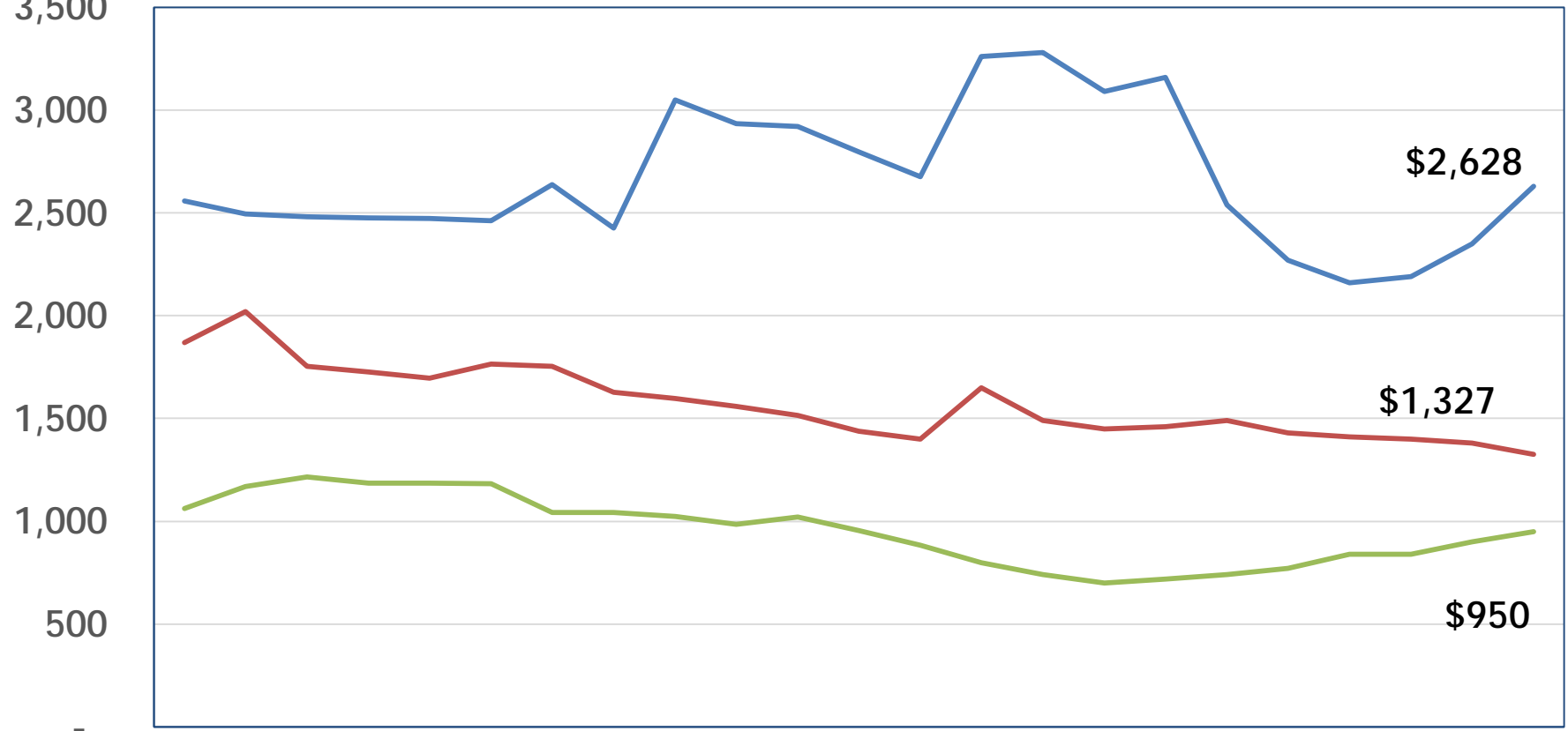




Hanoi – Apartments Price Index

Hanoi Average transaction price

Selling price
US\$ psm



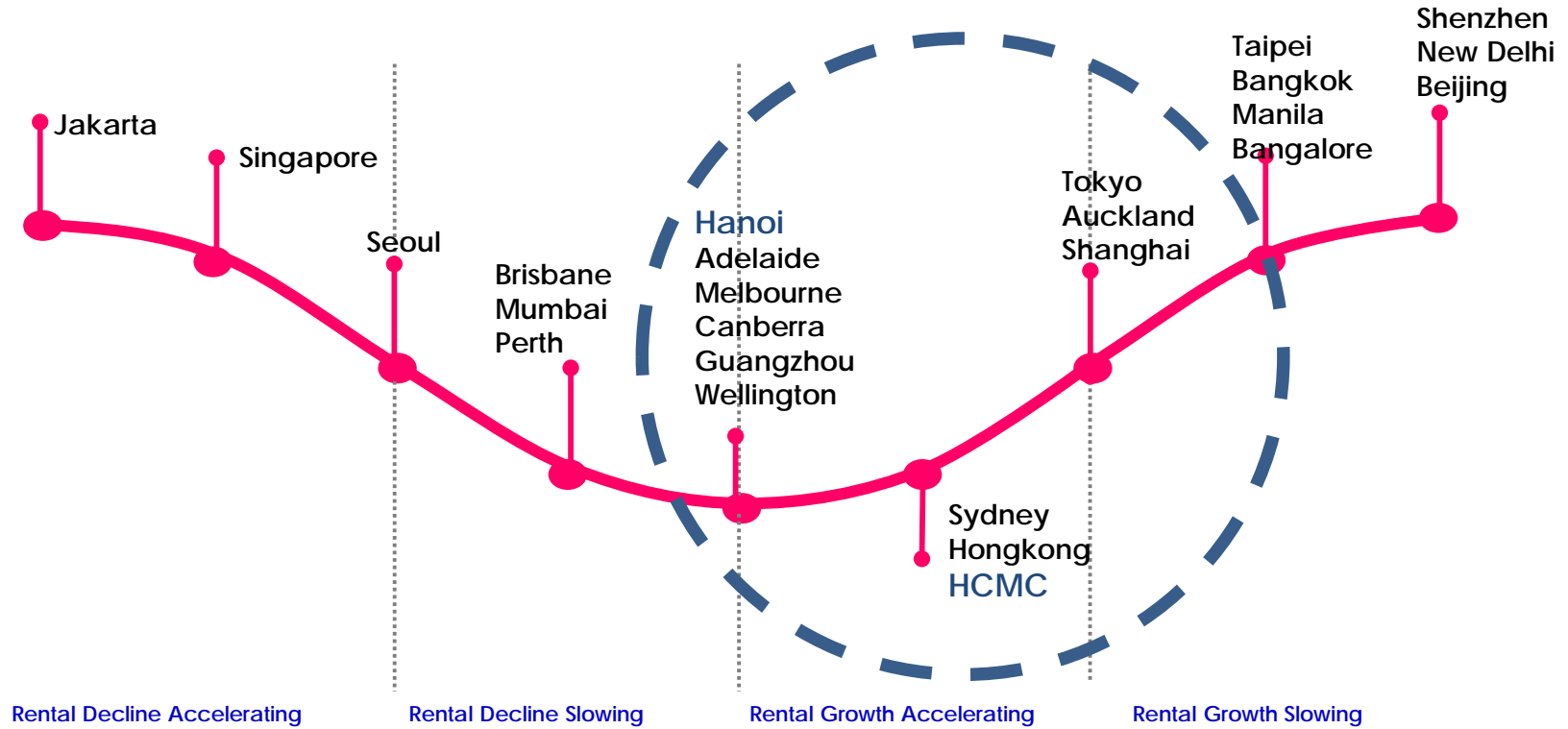
— Luxury — Mid High end — Mass market





VN Office Market at the Start of a Growth Phase

Office Market's Property Cycle (As at 1Q 2016)



Source: CBRE Market Report

- Office market in both Hanoi and HCMC have strong potential upside
- In HCMC, there is a mismatch between demand and supply of office stock (especially Grade A quality)



CL Vietnam's Strategy

The Vista, Vietnam



Considerations for Vietnam Strategy

- Emergence as manufacturing powerhouse – **strong FDI flows** and demand for grade A offices + Lack of true grade A office
- **Congestion, metro network development, scarcity of sites in core downtown** = look for core investment holdings opportunities / mixed development in downtown
- **Strong fundamental demand for entry level housing** (including social housing; first timer demand; replacement housing). Government financial assistance available. But strong local developer competition in this segment
- Potential over-supply in high end residential within next 3 years
- **Urban sprawl and city expansion** = township (with right/deferred payment terms) may be viable
- Mall concept is relatively new; too high-end; forgot affordability
- Capital/funding constraint for many domestic players – cash is still king
- Potential tighter liquidity scenario in next 3-5 years to affect residential sector disproportionately

Sustainable Operating Platform Contributing >\$100m PATMI

Where to focus?

How to build a sustainable and competitive business?

Achieve critical mass in Key Gateway Cities
HCMC & Hanoi

Sectors
Homes, Offices, Mixed Development, Townships, Malls

Optimal Mix
Trading : Investment Assets
50:50

Capital Partners
for investment holdings

Build Operational Capabilities
for commercial and mixed development investment portfolio

Strengthen Systems & Processes

Ensure Project Pipeline

Enhance CL Branding

Cost Optimization
Corporate cost management

Human Capital Planning

Residential

- **100% on balance sheet**
- Build to sell
- Focus on fundamental demand
- Difficult to secure residential projects

Commercial & Mixed Development

- **Leverage on PE funds and Capital Partners**
- Build to sell
- Build to hold
- Acquire completed projects
- Design, build, lease, manage
- Asset enhancement

- **Focus on selling out existing pipeline**
 - Hanoi future supply/demand dynamics more balanced

- **Set up a ~US\$500m commercial Fund by 2017**
 - Have secured seed projects



Achievements & Outlook



Feliz en Vista, Ho Chi Minh City, Vietnam



CLV's 2016 YTD Achievements

Figures are accurate as at Q3 2016

Total Inventory

~1,700 units

YTD Sales

\$114 Mil

Total Units Sold

656 units sold
(40% of total inventory)

Total Acquisitions

2 Projects

Acquisition in 2016

D1MENSION (Residential)

- Acquired a prime District 1 site along Vo Van Kiet Highway in Sep 2016.
- Collaborated with Ascott for property management and concierge services.



Residential Launches in 2016

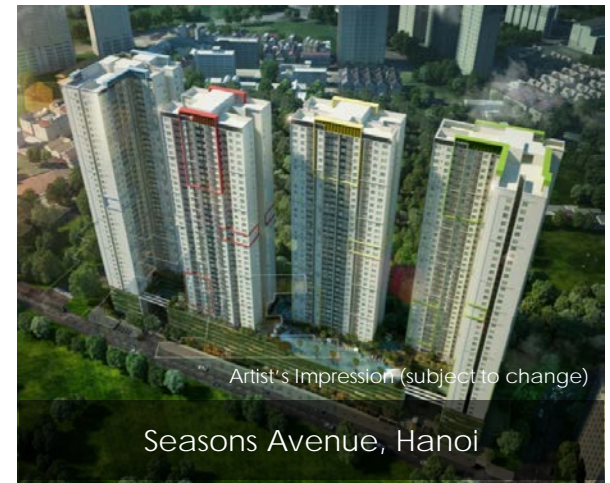
1) Kris Vue – Q1 2016

- 128 units residential development in Binh Trung Dong Ward, District 2, HCMC.
- Launched in March 2016 and more than 90% sold in one morning.



2) Seasons Avenue – Q2 2016 (Summer Suites)

- Project is strategically located at the border of Ha Dong district and the new CBD in Hanoi.
- The Project was first launched in October 2015 with 688 units. More than 54% of launched units were sold.



Residential Launches in 2016 (Cont'd)

3) Feliz en Vista – Q4 2016

- Located in District 2, HCMC and is comprised of 873 residential units and one serviced apartment tower.
- Launched 450 units of Feliz en Vista and achieved sales of more than 80%.



4) D1MENSION – Q4 2016

- Prime residential development of 102 units and 200 serviced residences.
- Launched 30 residential units in Oct 2016 in Singapore and achieved sales of more than 60%.





Launched Projects Substantially Sold

Figures are accurate as at Q3 2016

Developments	Total units	Units launched	% of units sold
Existing Projects*			
The Vista	750	750	93%
Mulberry Lane	1,478	1,478	72%
PARCSpring	402	402	99%
Vista Verde	1,152	1,152	81%
The Krista	344	344	89%
Kris Vue	128	128	94%
Seasons Avenue	1,300	1,067	59%

*Feliz en Vista and D1MENSION were launched in 4Q 2016.



CLV's Acquisition Focus



Vista Verde - Lotus Tower



Acquisition Focus

- Many opportunities to acquire land but CLV is focusing on sites ready for development near metro lines.
- Established reputation is helping to secure more sites, many repeated projects with same partners.
- Further tightening of credit will provide new acquisition opportunities.

CLV will target to acquire 2,000 – 2,500 units of residential development for 2017 & 1 – 2 new commercial projects together with capital partners.



Focus on Core Areas with Good Transport Network

- In 2015, Hanoi had ~5mil registered motorbikes for an est. population of ~7mil (~**71%**); HCMC had more than 6.5mil registered motorbikes for an est. population of ~8mil (~**81%**).
- Current **private car ownership** is still considered low (~0.5mil respectively in both cities) but is **increasing fast ~10% per year** (due to rising affluence).
- Trend: Cars will replace bikes and the **narrow roads will be choked!**
- Areas with good transport planning will see price appreciation, especially in core downtown areas.



Concluding Remarks



The Vista, Ho Chi Minh City, Vietnam



Concluding Remarks

1

CLV is well-positioned to ride Vietnam's economic growth and will continue to increase our presence in Vietnam's key gateway cities (HCMC and Hanoi).

2

While actively replenishing our residential pipeline, CLV will increase its focus on commercial assets to achieve higher proportion of operating PATMI and support the Group's ROE target.

3

CLV will continue to work closely with capital partners to grow its fund under management to \$1bil by 2017 in support of the Group's AUM targets.

[信] TRUSTWORTHINESS



[智] WISDOM



[仁] BENEVOLENCE



[礼] DECORUM



[义] RIGHTEOUSNESS



CapitaLand

Thank you



CapitaLand in Vietnam: Ho Chi Minh City

The Vista



- 750 high-end apartments
- 100 serviced residence units
- 1 office tower
- 1 retail mall

Vista Verde



- 1,152 Units
- 4 Towers
- More than 50 amenities



CapitaLand in Vietnam: Ho Chi Minh City

PARCSpring



- **394** Units
- **2** Towers
- More than **20** amenities

The Krista



- **344** Units
- **2** Towers
- More than **40** amenities

Kris Vue



- **128** Units
- **1** Tower
- More than **20** amenities



CapitaLand in Vietnam: Ho Chi Minh City

Feliz en Vista



- **3** Residential Towers with **873** Units
- **1** Serviced Residence Tower
- More than **100** amenities

D1MENSION



- **1** Residential Tower with **102** Units
- **1** Serviced Residence Tower with **200** Units
- More than **20** amenities



CapitaLand in Vietnam: Hanoi

Mulberry Lane



- **1,478** Units
- **5** Towers
- More than **50** amenities

Seasons Avenue



- **1,300** Units
- **4** Towers
- More than **60** amenities