



**CITY
DEVELOPMENTS
LIMITED**

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1963

1H 2017 RESULTS PRESENTATION

11 August 2017



AGENDA

- EXECUTIVE SUMMARY
- FINANCIAL HIGHLIGHTS
- SINGAPORE OVERVIEW
- INTERNATIONAL OVERVIEW
- HOTEL OPERATIONS



EXECUTIVE SUMMARY

Key Highlights

- Lower EBITDA and PATMI due predominantly to absence of Lush Acres Executive Condominium (EC) contribution (recognised in entirety in Q2 2016):

– Revenue:	\$854 million (Q2 2016: \$1.1 billion)	\$1.6 billion (1H 2016: \$1.8 billion)
– EBITDA:	\$255 million (Q2 2016: \$280 million)	\$441 million (1H 2016: \$485 million)
– PATMI:	\$110 million (Q2 2016: \$134 million)	\$195 million (1H 2016: \$239 million)
- Excluding the contribution from Lush Acres EC, the Group's revenue and PATMI would have increased:

– Q2 2017:	15.7% increase in revenue	43.4% increase in PATMI
– 1H 2017:	12.1% increase in revenue	7.4% increase in PATMI
- Performance balanced by property development business:
 - 691 units with sales value of approx. \$1.1 billion for 1H 2017 in Singapore
 - Contribution from completed projects: Gramercy Park and The Venue Residences, which is fully sold
- Progress on diversification strategy – approx. \$1 billion of acquisitions, in Singapore, China, Australia and the UK for YTD 2017
 - **Singapore:** Tampines Ave 10 site – \$370.1 million
 - **China:** Distrii (24% equity investment) – RMB 72 million (\$14.8 million); Hong Leong Plaza Hongqiao – RMB 900 million (\$186.0 million)
 - **Australia:** Waterbrook Bayview* – A\$35 million (\$37.6 million)
 - **UK:** Ransomes Wharf – £58 million (\$103.2 million); The Lowry Hotel – £52.5 million (\$94.1 million)
 - **Others** (Europe): Pullman Hotel Munich – €98.9 million (\$153.8 million)
- Asset Enhancement Initiative (AEI) for Republic Plaza:
 - \$60 million AEI to rejuvenate the Group's flagship building and increase space efficiency
 - Phased works to commence in Q1 2018 and complete by 1H 2019
- Basic earnings per share at 20.8 cents (1H 2016: 25.6 cents)
- Robust cash position maintained: \$3.5 billion with net gearing ratio of 16%^ as at 30 June 2017
- Special interim dividend of 4.0 cents per ordinary share

* Entered collaboration in early Aug 2017

^ Without factoring in fair value gains on investment properties



Resilient Performance amidst Macroeconomic Challenges

Summary of Financial Results

	Q2 2017	Q2 2016	% Change	1H 2017	1H 2016	% Change
Revenue (\$m)	854	1,092	(21.8)	1,638	1,816	(9.8)
PATMI (\$m)	110	134	(17.9)	195	239	(18.3)
Basic Earnings Per Share (cents)	11.4	14.0	(18.6)	20.8	25.6	(18.8)
NAV Per Share (\$)				10.25	9.75	5.1
Return on Equity (%)				2.09	2.70	(0.6) pts

No fair values adopted on investment properties.

Investment properties are stated at cost less accumulated depreciation and accumulated impairment losses.



Portfolio Composition – 1H 2017

S\$ million	Property Development	Recurring Income Segments			Total	Funds
		Hotel Operations	Rental Properties	Others		

EBITDA *					
Local	108	31	80	3	222
Overseas	70	117	31	1	219
	178	148	111	4	441

Total Assets ^					
Local	5,999	673	3,302	241	10,215
Overseas	3,056	4,864	997	260	9,177
	9,055	5,537	4,299	501	19,392

**AUM =
\$3.5B**

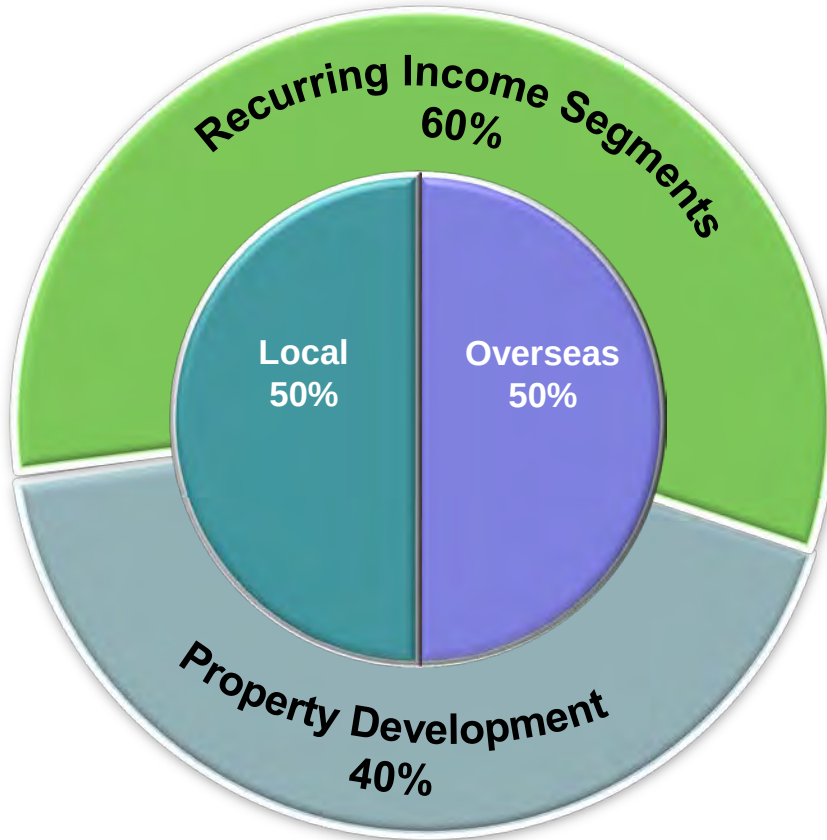
* Earnings before interest, tax, depreciation and amortisation.

^ Excludes tax recoverable and deferred tax asset.

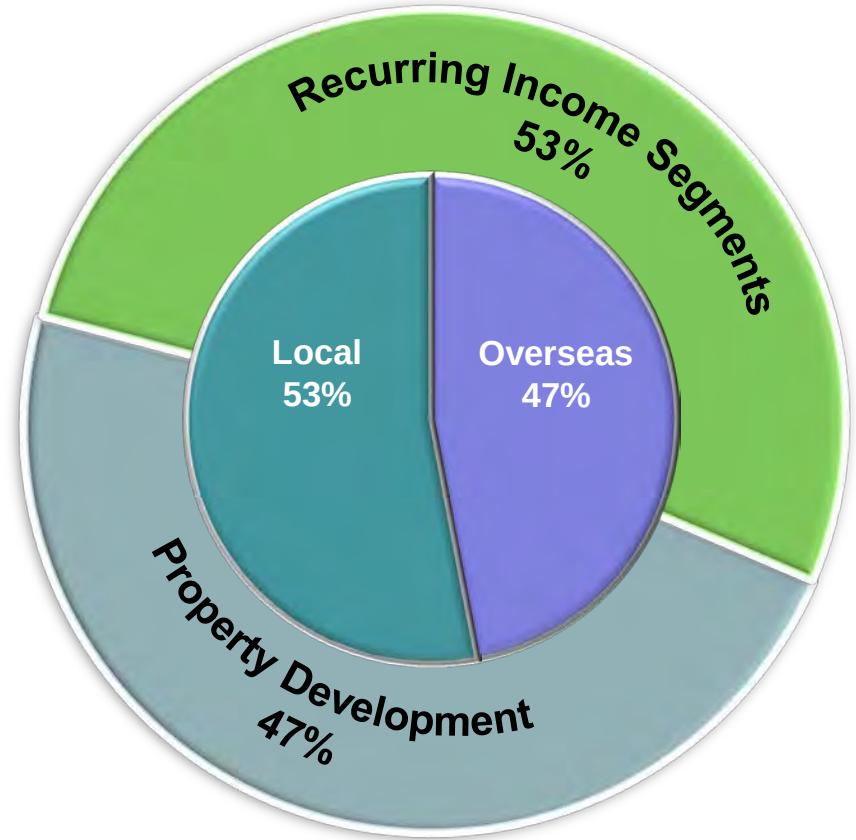


Portfolio Composition – 1H 2017

EBITDA



Total Assets



- **Stability from Recurring Income segments** comprising 60% of EBITDA / 53% of Total Assets (excluding tax recoverable and deferred tax asset)
- **Diversification overseas** with international segments accounting 50% of EBITDA and 47% of Total Assets

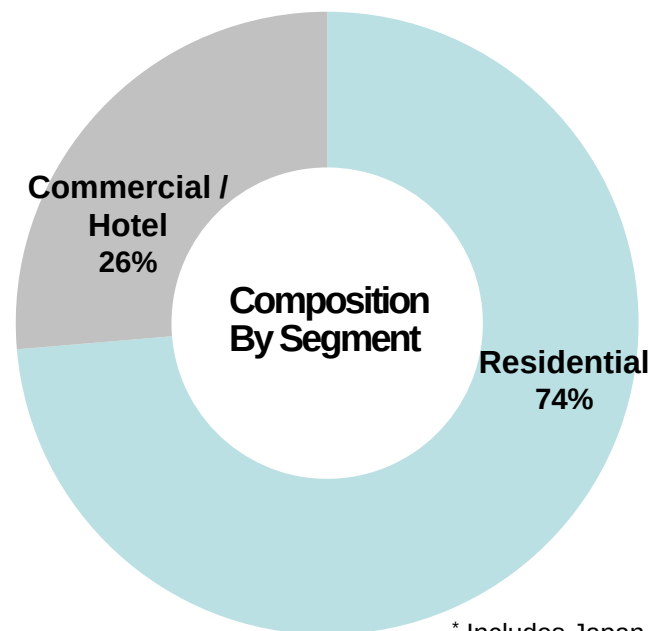
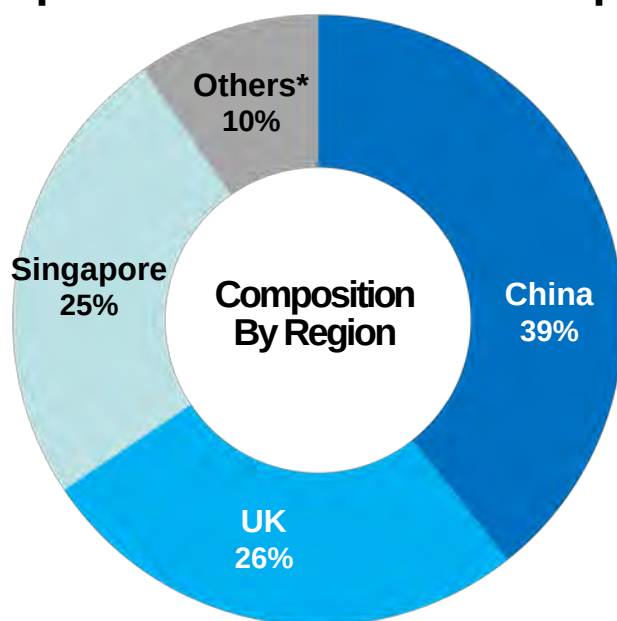


Diversified Land Bank

Land Area (as of 30 Jun 2017) – CDL's Attributable Share

Type of Development	Land Area (sq ft)			
	Singapore	International	Total	%
Residential	741,102	1,948,591	2,689,693	92
Commercial / Hotel	20,886	226,273	247,159	8
Total	761,988	2,174,864	2,936,852	100

Total Proposed GFA – 6.69 million sq ft



* Includes Japan and Malaysia



Share Price Performance

Strong Performance for 2017 to date

↑ Over 40% in share price since Jan 2017*

- **1H Close - \$10.73**
(30 Jun)
(↑ **29.1%** from 3 Jan)
- **Highest Close - \$12.06**
(4 Aug)
(↑ **45.1%** from 3 Jan)
- **Lowest Close - \$8.31**
(3 Jan)

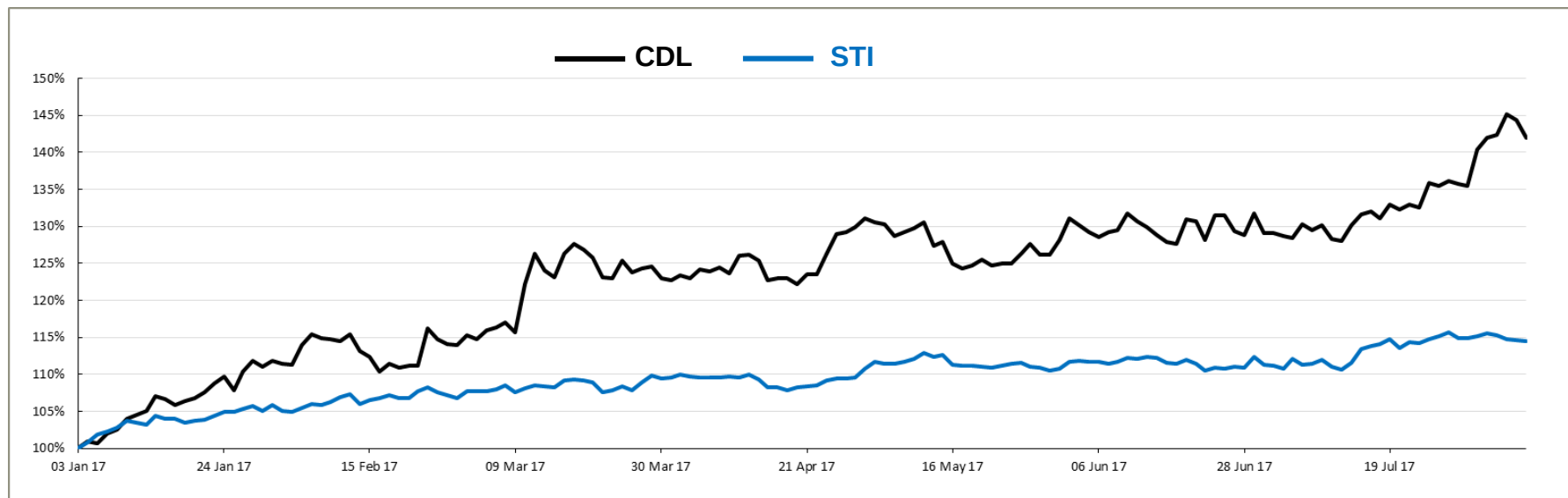


*As of 10 Aug 2017

Share Price Performance

CDL vs STI (3 Jan – 10 Aug 2017)

Price, Volume & Performance (Rebased)



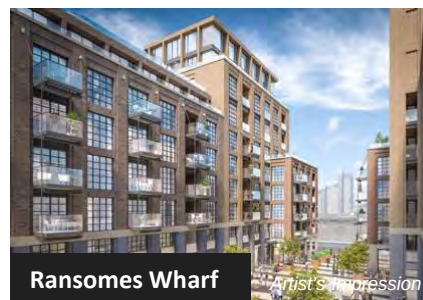
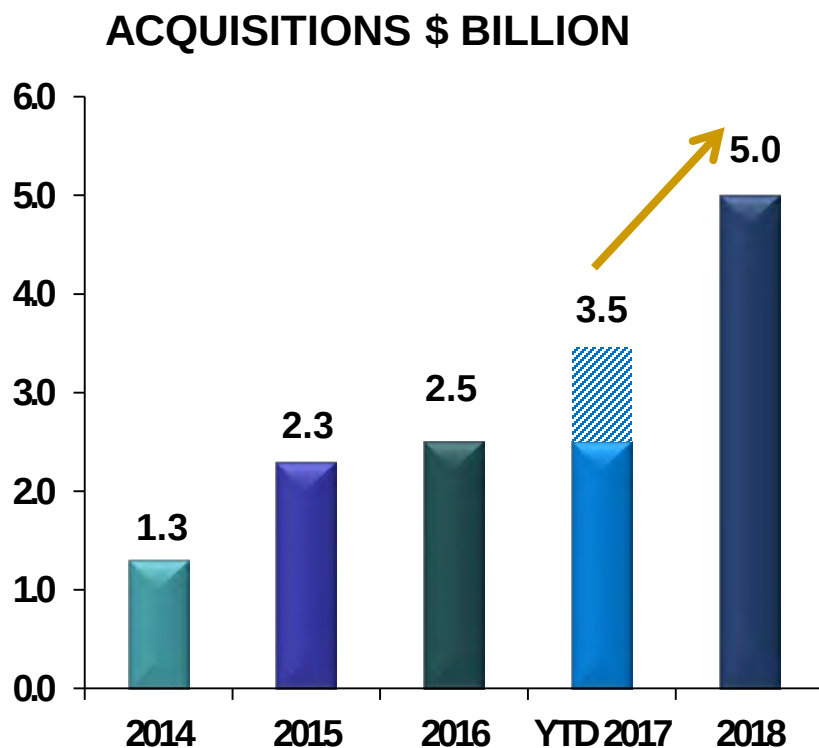
			Price				
Name	Code	Cur	Open	High	Low	Close	Change %
City Developments Limited	C09.SGX	SGD	8.31	12.33	8.26	11.67	▲ 40.43
Straits Times	STI	SGD	2,898.97	3,354.71	2,898.97	3,323.24	▲ 14.64



Source : Orient Capital

Acquisition Highlights – YTD 2017

On target to meet \$5 billion in Acquisition Objective by end 2018



Site Acquisitions

- Hong Leong Plaza Hongqiao – RMB 900 million
- Ransomes Wharf – £58 million
- Tampines Ave 10 – \$370.1 million



Strategic Investments

- Distrii – RMB 72 million
- Waterbrook Bayview ^ – A\$35 million



Hotel Acquisitions

- The Lowry Hotel – £52.5 million
- Pullman Hotel Munich – €98.9 million



^ Entered collaboration in early Aug 2017

Focus for 2H 2017

Well-Poised for Property Upcycle

- Singapore residential property market shows some vital signs of a possible stabilisation
- The Group is well positioned to benefit from a residential upcycle, with multiple avenues for unlocking value from its existing assets
- Additionally, the Group stands to benefit from various monetisation opportunities:
 - Unlock value of mature assets through potential collective en-bloc prospects
 - Divestment potential or repurposing of non-core properties
- Acquisitive focus maintained:
 - Deploy war chest for land bank replenishment in Singapore and key target markets, opportunistic acquisitions, strategic equity investments and external collaborations
 - Strategic bids will be guided by discipline

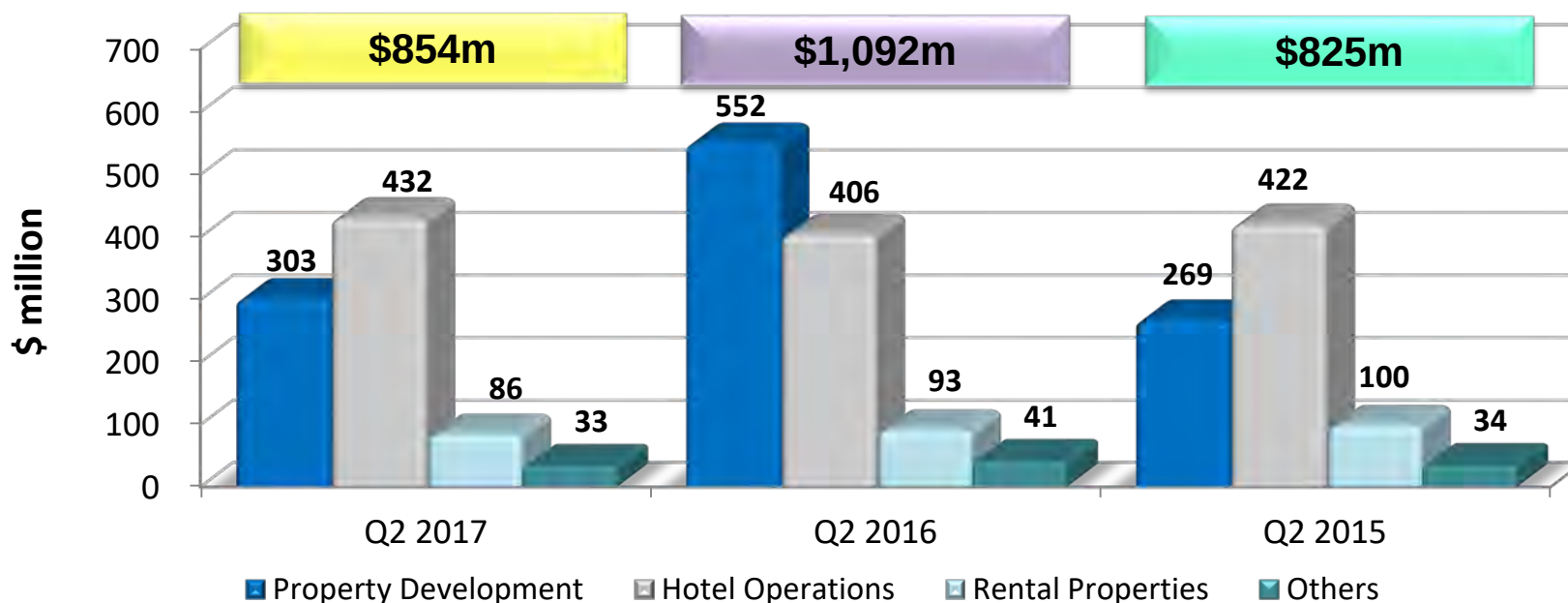




FINANCIAL HIGHLIGHTS

Financial Highlights

Revenue by Segment for 2nd Quarter (2015 – 2017)

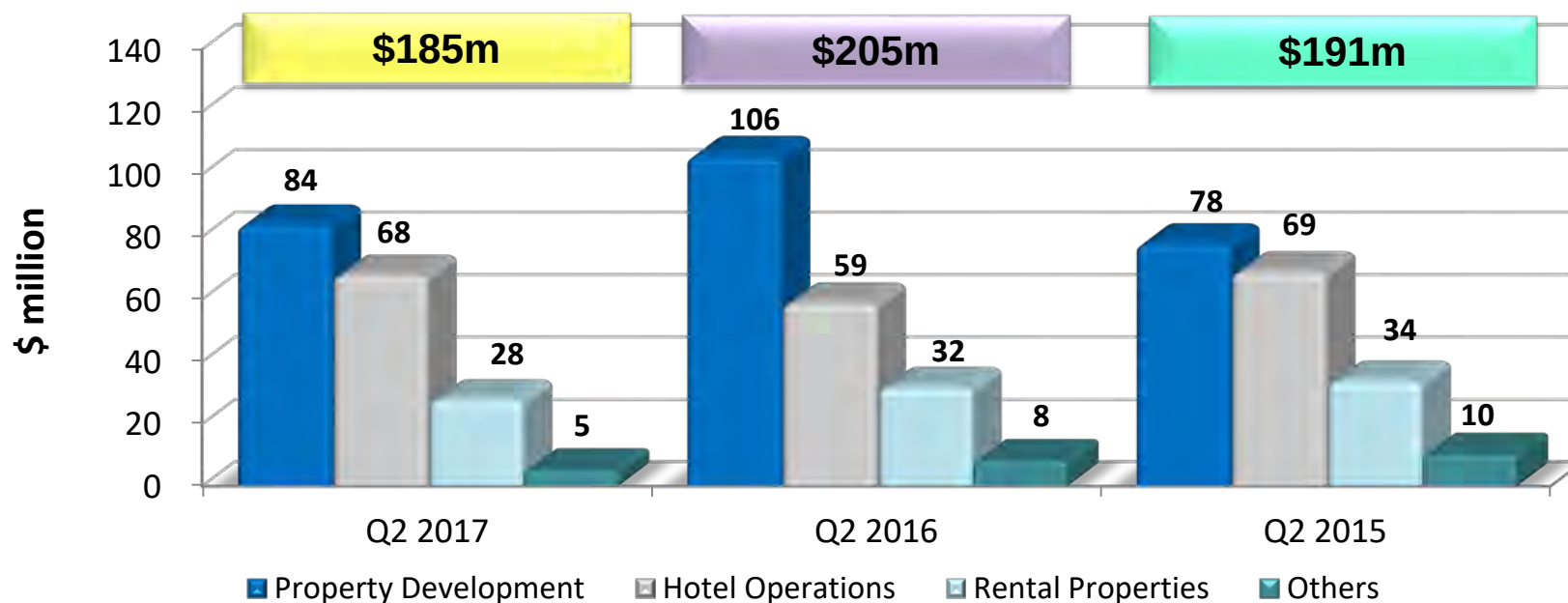


	Q2 2017	Q2 2016	Q2 2015
Property Development	35%	51%	33%
Hotel Operations	51%	37%	51%
Rental Properties	10%	9%	12%
Others	4%	3%	4%



Financial Highlights

Profit Before Tax by Segment for 2nd Quarter (2015 – 2017)

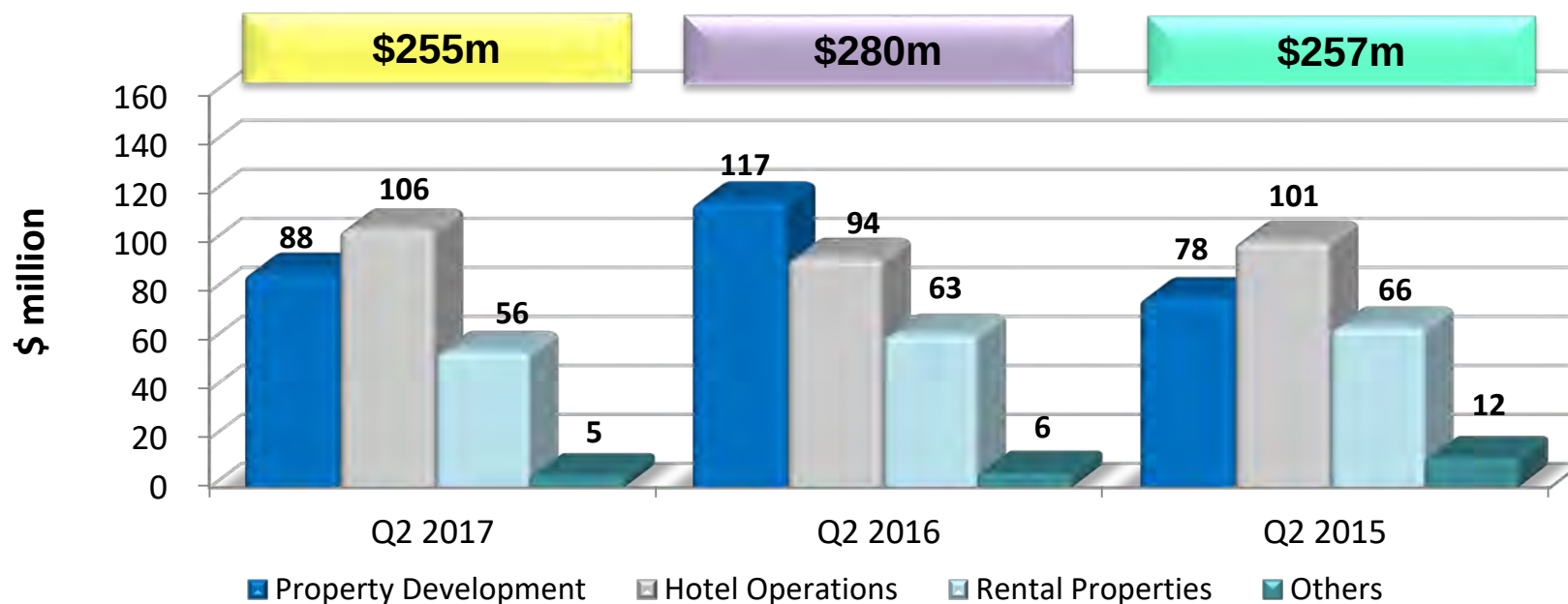


	Q2 2017	Q2 2016	Q2 2015
Property Development	45%	52%	41%
Hotel Operations	37%	28%	36%
Rental Properties	15%	16%	18%
Others	3%	4%	5%



Financial Highlights

EBITDA by Segment for 2nd Quarter (2015 – 2017)

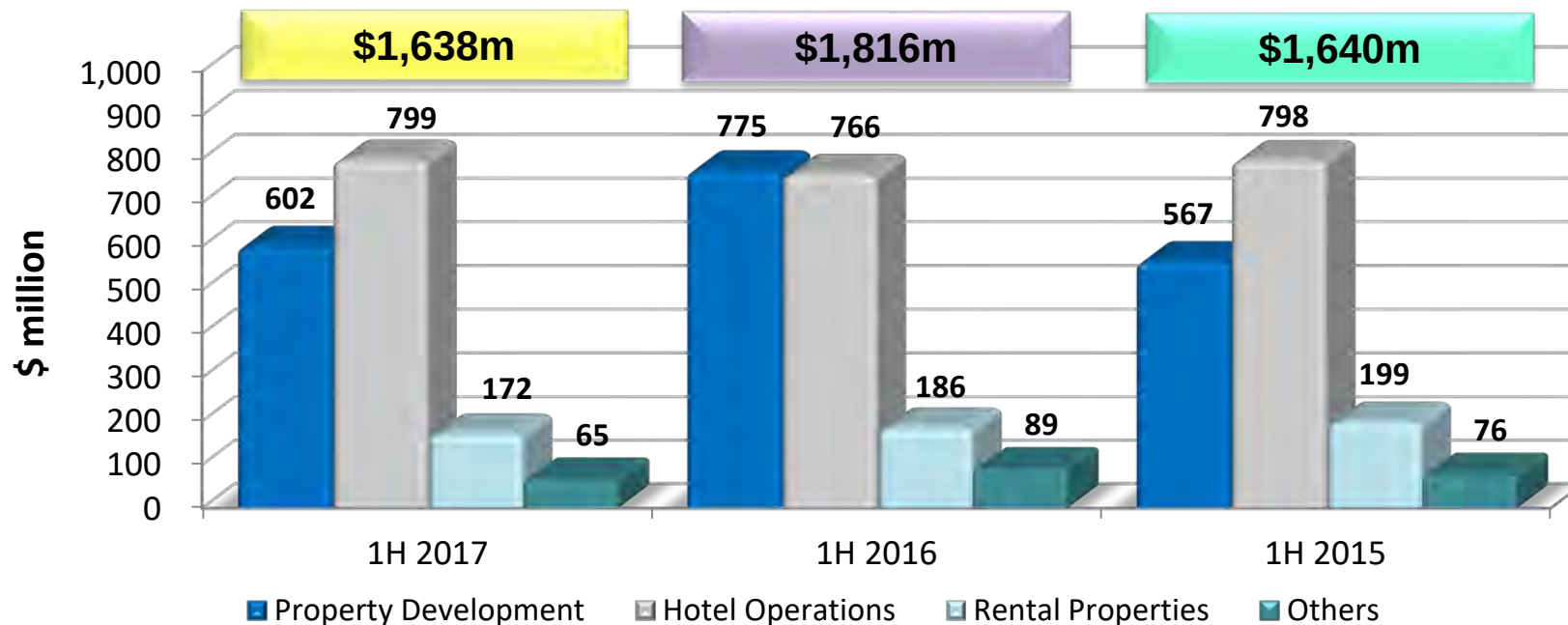


	Q2 2017	Q2 2016	Q2 2015
Property Development	34%	42%	30%
Hotel Operations	42%	33%	39%
Rental Properties	22%	23%	26%
Others	2%	2%	5%



Financial Highlights

Revenue by Segment for Half Year (2015 – 2017)

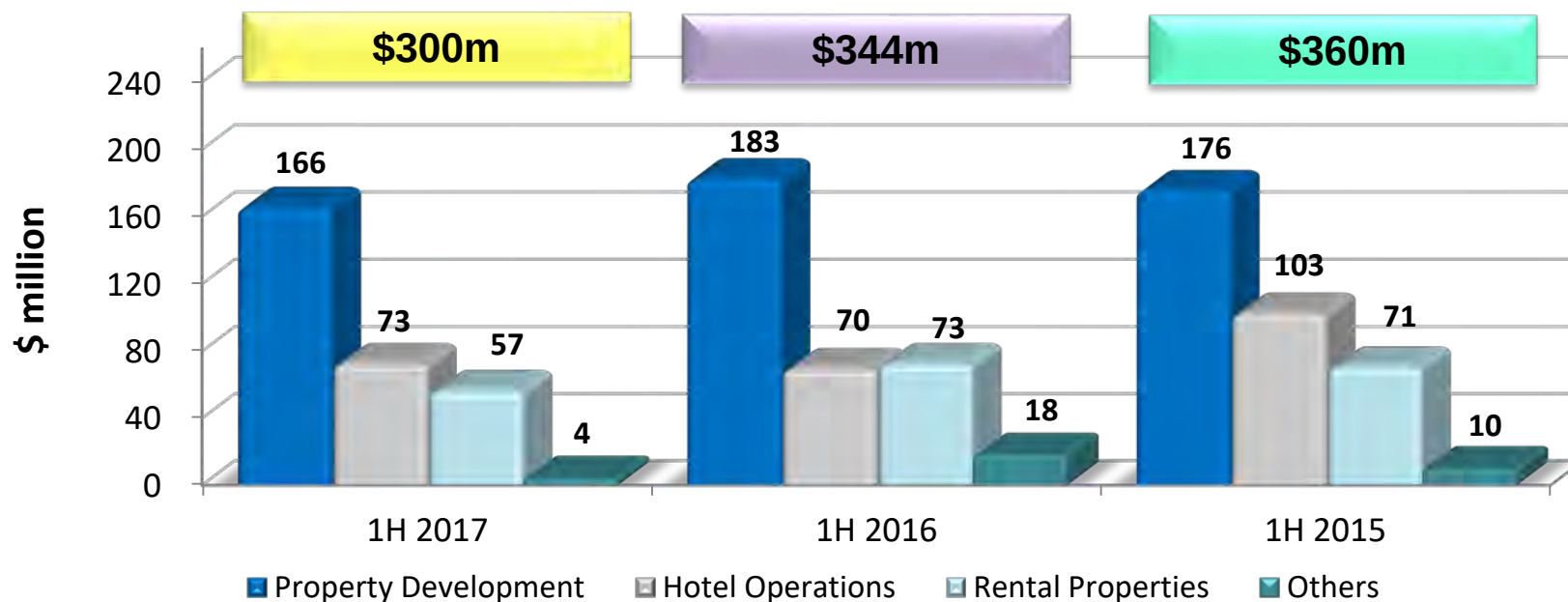


	1H 2017	1H 2016	1H 2015
Property Development	37%	43%	35%
Hotel Operations	49%	42%	49%
Rental Properties	11%	10%	12%
Others	3%	5%	4%



Financial Highlights

Profit Before Tax by Segment for Half Year (2015 – 2017)

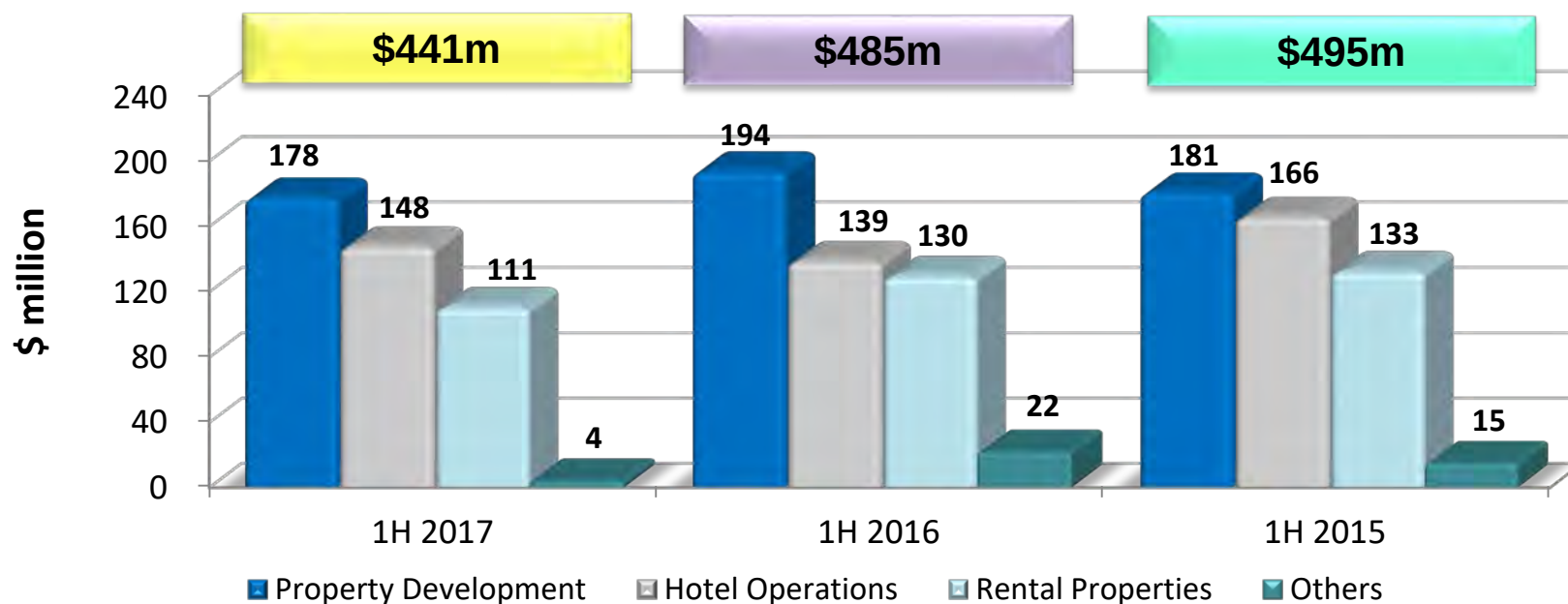


	1H 2017	1H 2016	1H 2015
Property Development	55%	53%	49%
Hotel Operations	24%	20%	29%
Rental Properties	19%	21%	19%
Others	2%	6%	3%



Financial Highlights

EBITDA by Segment for Half Year (2015 – 2017)



	1H 2017	1H 2016	1H 2015
Property Development	40%	40%	36%
Hotel Operations	34%	29%	34%
Rental Properties	25%	27%	27%
Others	1%	4%	3%



Financial Highlights

Robust Balance Sheet

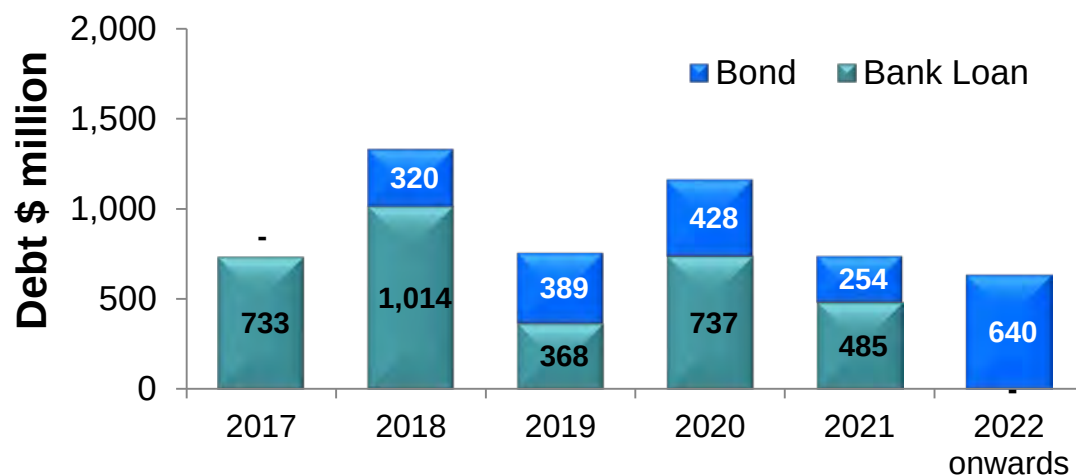
	As at 30/06/17	As at 31/12/16
Gross borrowings	\$5,368m	\$5,752m
Cash and cash equivalents (include restricted deposits of \$214m classified in other non-current assets)	\$3,509m	\$3,887m
Net borrowings	\$1,859m	\$1,865m
Net gearing ratio without taking in fair value gains on investment properties	16%	16%
Net gearing ratio after taking in fair value gains on investment properties	12%	12%
Interest cover ratio	10.6 x	12.5 x



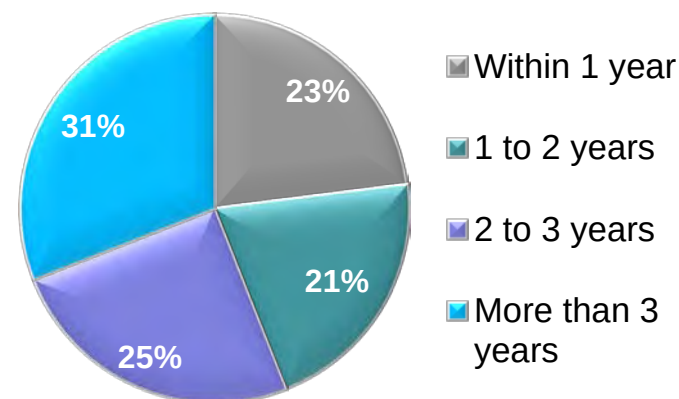
Financial Highlights

Prudent Capital Management

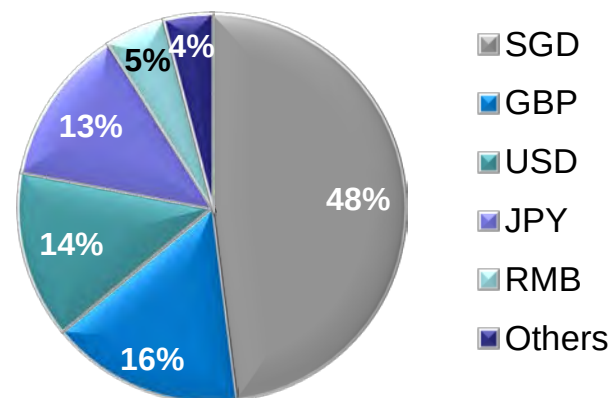
Debt Expiry Profile



Debt Maturity



Debt Currency Mix



	31/12/2016	30/6/2017
Average Borrowing Cost	2.2%	2.3%
% Secured Borrowings	16%	15%

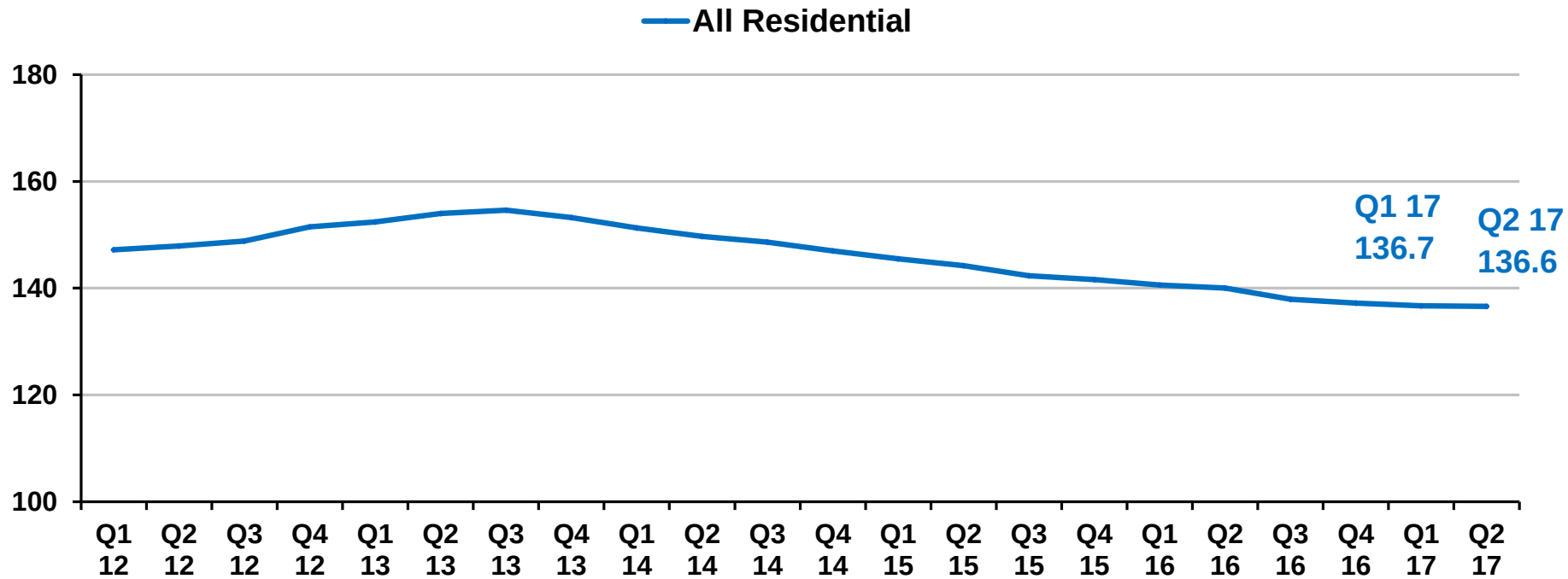




SINGAPORE OVERVIEW

Singapore Property Market

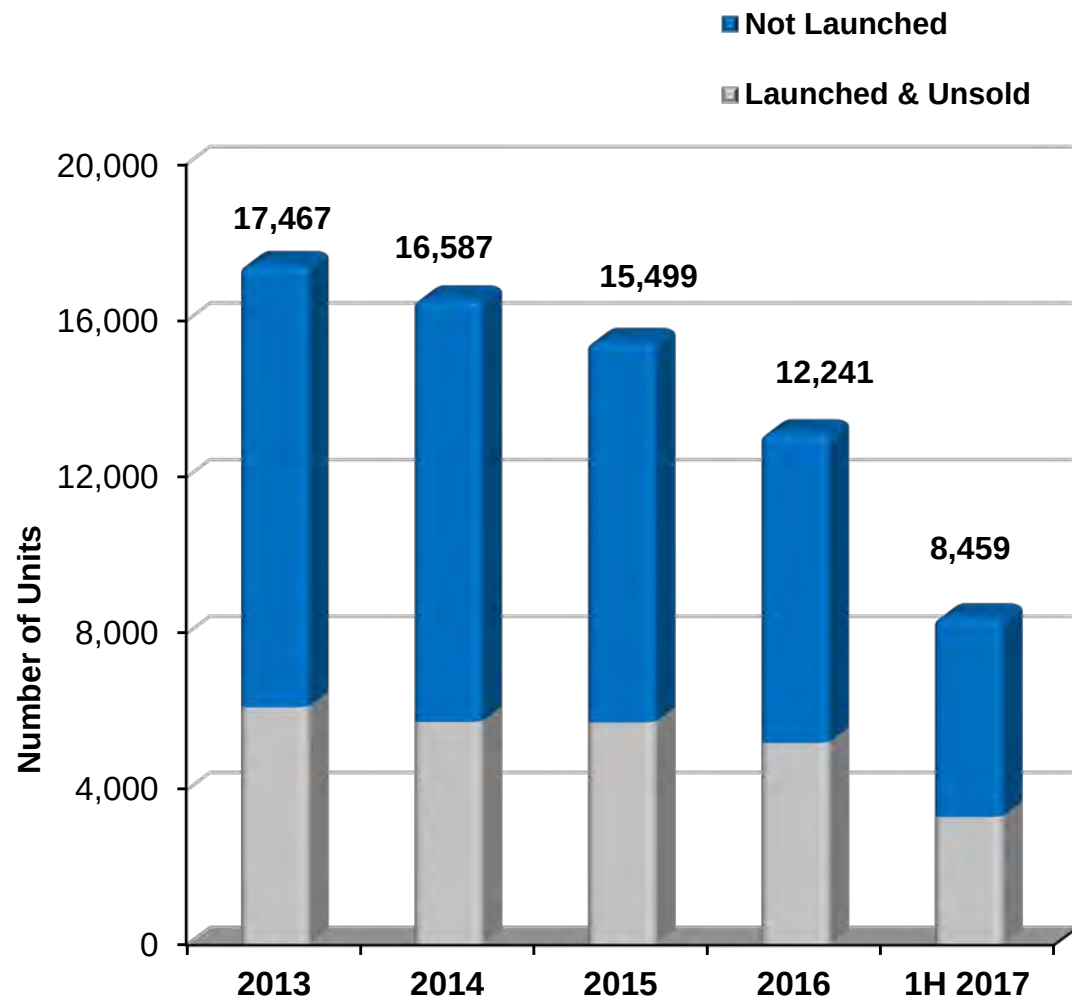
Property Price Index – Residential (2012 – 1H 2017)



Source : URA, Q2 2017

Singapore Property Market

No. of Uncompleted Private Residential Units Available (2013 – 1H 2017)



	Launched & Unsold	Not Launched*	Total
2013	6,124	11,343	17,467
2014	5,750	10,837	16,587
2015	5,736	9,763	15,499
2016	5,206	7,035	12,241
1H 2017	3,320	5,139	8,459

Source : URA, Q2 2017

*Launch timing unknown and may not materialise



Singapore Property Development

Residential Units Sold

	Sales Value* \$'000	No. of Units*	Total Area Sold (sq ft)
1H 2017	\$ 1,146,778	691	728,819
1H 2016	\$ 385,728	324	342,399

Sales Value
↑ **197.3%**

Units Sold
↑ **113.3%**



* Includes share of JV partners

Singapore Property Development

Gramercy Park – Positive Sales Momentum Continues with ASP increases

Project	Location	Tenure	Equity Stake	Total Units	Total Units Sold*	% Sold	Total Saleable Area (sq ft)
Gramercy Park	Grange Road	Freehold	100%	174	117	85 [#]	368,743



Phase 1 (North Tower) – 87% sold:

- 76 units sold at average close to \$2,650 psf
- All 2-bedroom + study units were sold
- 5-bedroom Penthouse (5,533 sq ft) was sold for \$16.88 million (\$3,051 psf)

Phase 2 (South Tower) – Soft Launched in end Mar 2017:

- 41 units of 50 released units sold (82%)
- Achieved average selling price of over \$2,880 psf
- 5-bedroom Penthouse (5,533 sq ft) was sold for \$17 million (\$3,072 psf)



[#] Based on number of units released in Phase 1 (87) and Phase 2 (50)

^{*}As of 6 Aug 2017

Singapore Property Development

Forest Woods – Over 450 units sold

Project	Location	Tenure	Equity Stake	Total Units	Total Units Sold*	% Sold*	Total Saleable Area (sq ft)	% Completed (as of 30 Jun 2017)	Expected TOP
Forest Woods	Lorong Lew Lian	99-year leasehold	50%	519	458	88	431,265	6	Q4 2020

Continued Strong Uptake:

- Average selling price of \$1,414 psf (on project basis)
- All 1-bedroom + study, 2-bedroom apartment types and penthouses have been sold
- Remaining units comprise of 2-bedroom + study to 4-bedroom unit types



Singapore Property Development

Upcoming Residential Project Launch for 2H 2017

Project	Location	Tenure	Equity Stake	Total Units	Gross Floor Area (sqm)	Expected TOP
New Futura	Leonie Hill Road	Freehold	100%	124	23,043	Q3 2017



Planned Launch following Gramercy Park's strong sales:

- Freehold high-end residence with 124 units in two iconic 36-storey towers
- Designed by world-renowned architect firm, SOM
- Prime location in District 9; 5-minutes walk from Orchard Road shopping district
- Special features include double-storey clubhouse, six sky terraces and car park lots for supercars
- All apartments enjoy private lift access, and are fitted with premium finishes and branded appliances

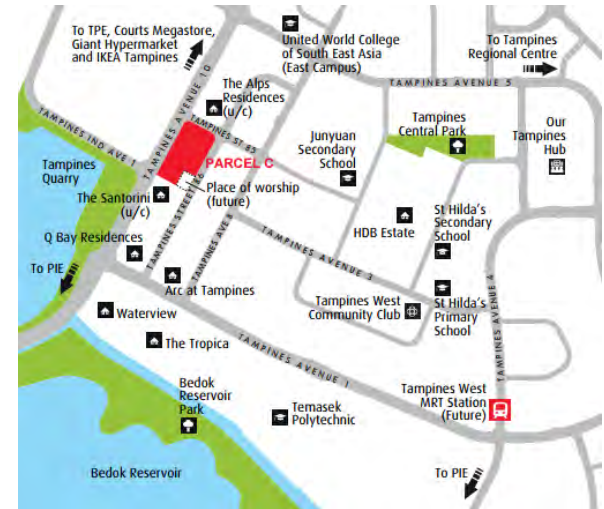
Singapore Property Development

Upcoming Residential Project Launch for early 2018

Location	Tenure	Equity Stake	Total Units	Maximum Gross Floor Area (sqm)
Tampines Ave 10	99-year leasehold	100%	Est. 861	60,810

Acquired in May 2017 via Government Land Sales (GLS) programme:

- Project will comprise seven blocks of 15-storey residential apartments with about 861 units
- Development will include a child care centre on site
- Excellent connectivity: Near Tampines Hub and upcoming Tampines West MRT station
- Within 1km of St. Hilda's Primary School; other reputable institutions nearby include Temasek Polytechnic and United World College



Site Information

Site Area	21,717.7 sqm
Maximum GFA	60,810 sqm
Land Price	\$370.1 million
Land Price psm of GFA	\$6,086.17
Tenure	99 years



Singapore Property Development

Inventory of Launched Residential Projects – As of 30 Jun 2017

Project	Equity Stake	Total Units	Units Sold	% Sold	Total Unsold Inventory	CDL's Share of Unsold Inventory
St. Regis Residences	33%	173	161	93%	12	4.0
The Oceanfront @ Sentosa Cove	50%	264	263	99%	1	0.5
One Shenton	100%	341	327	96%	14	14
Cliveden at Grange**	100%	110	43	39%	67**	67**
UP@Robertson Quay	100%	70	57	81%	13	13
Echelon	50%	508	506	99%	2	1
D'Nest	51%	912	912	100%	0	0
The Venue Shoppes	60%	28	16	57%	12	7.2
The Venue Residences	60%	266	264	99%	2	1.2
Coco Palms	51%	944	905	96%	39	19.9
The Brownstone Executive Condo	70%	638	593	93%	45	31.5
The Criterion Executive Condo	70%	505	264	52%	241	168.7
Gramercy Park (Released - 137 units only)	100%	174	110	80%^	27^	27^
Forest Woods	50%	519	446	86%	73	36.5
Commonwealth Towers	30%	845	723	86%	122	36.6
TOTAL:		6,297	5,590		670	428.1

** Leasing strategy implemented

^ Based on launched units

Note: Above excludes inventory from The Residences at W Singapore – Sentosa Cove (203 units);
unlaunched projects Nouvel 18 (156 units) and New Futura (124 units)



Singapore Property Development

Completed Residential Projects in 1H 2017

Project	Location	Equity Stake	Total Units	% Sold*	TOP Obtained
The Venue Residences	Tai Thong Crescent	60%	266	100	Apr 2017

- Completed project is fully sold – ahead of ABSD deadline



*As of 6 Aug 2017

Singapore Property Development

Residential Projects to be Completed in 2H 2017

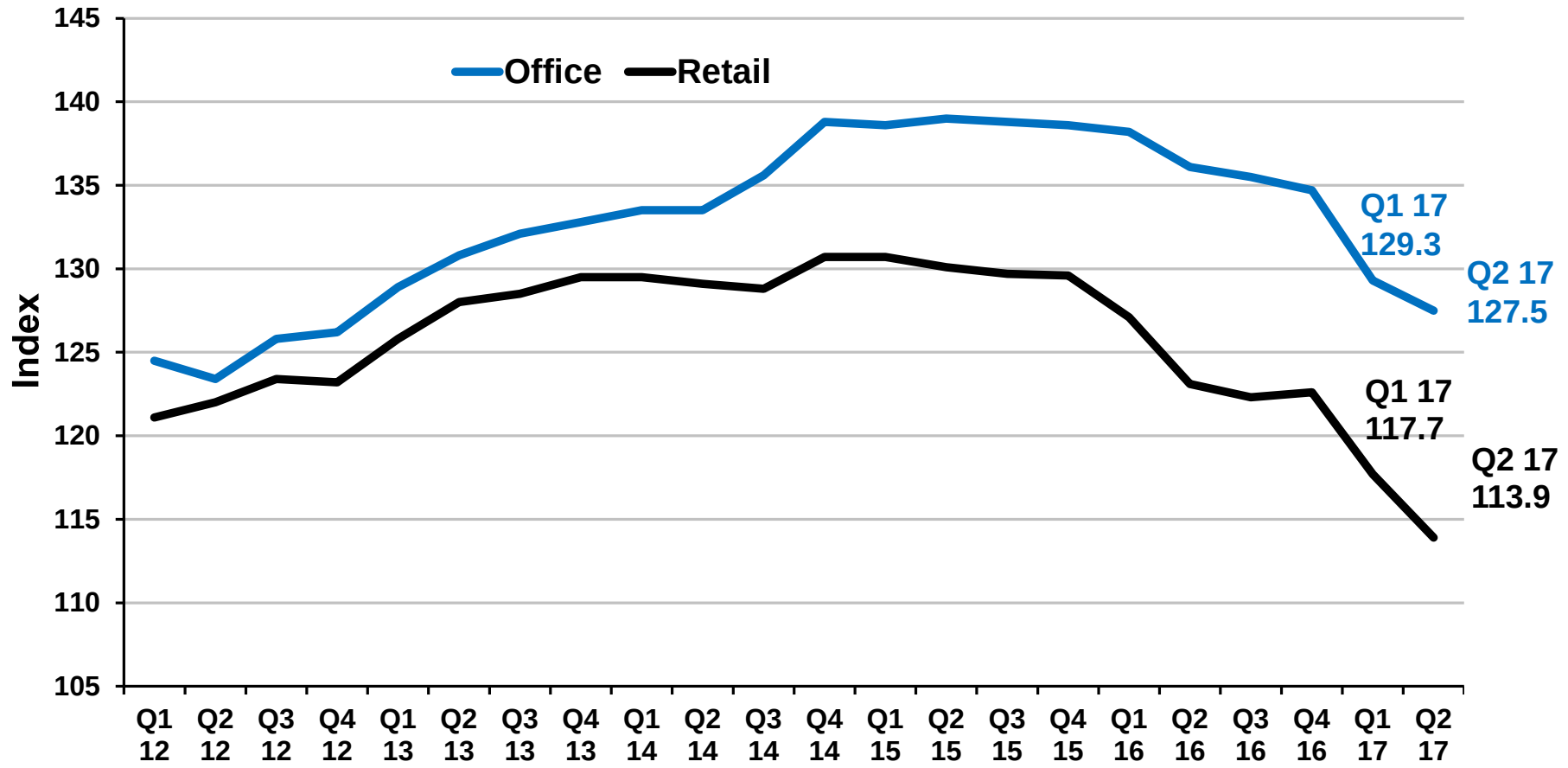
Project	Location	Equity Stake	Total Units	% Sold*	% Completed (as of 30 Jun 2017)	Expected TOP
D'Nest	Pasir Ris Grove	51%	912	100	94.2	Phase 1 – TOP in Jul 2017 Phase 2 – TOP in Q4 2017
New Futura	Leonie Hill Road	100%	124	-^	94.5	Q3 2017
The Brownstone EC	Canberra Drive	70%	638	97	96.5	Q4 2017
Commonwealth Towers	Commonwealth Avenue	30%	845	92	78.6	Q4 2017



*As of 6 Aug 2017 ^ Unlaunched project
Visuals are artist's impressions

Singapore Commercial Market

Property Price Index – Commercial (2012 – 1H 2017)

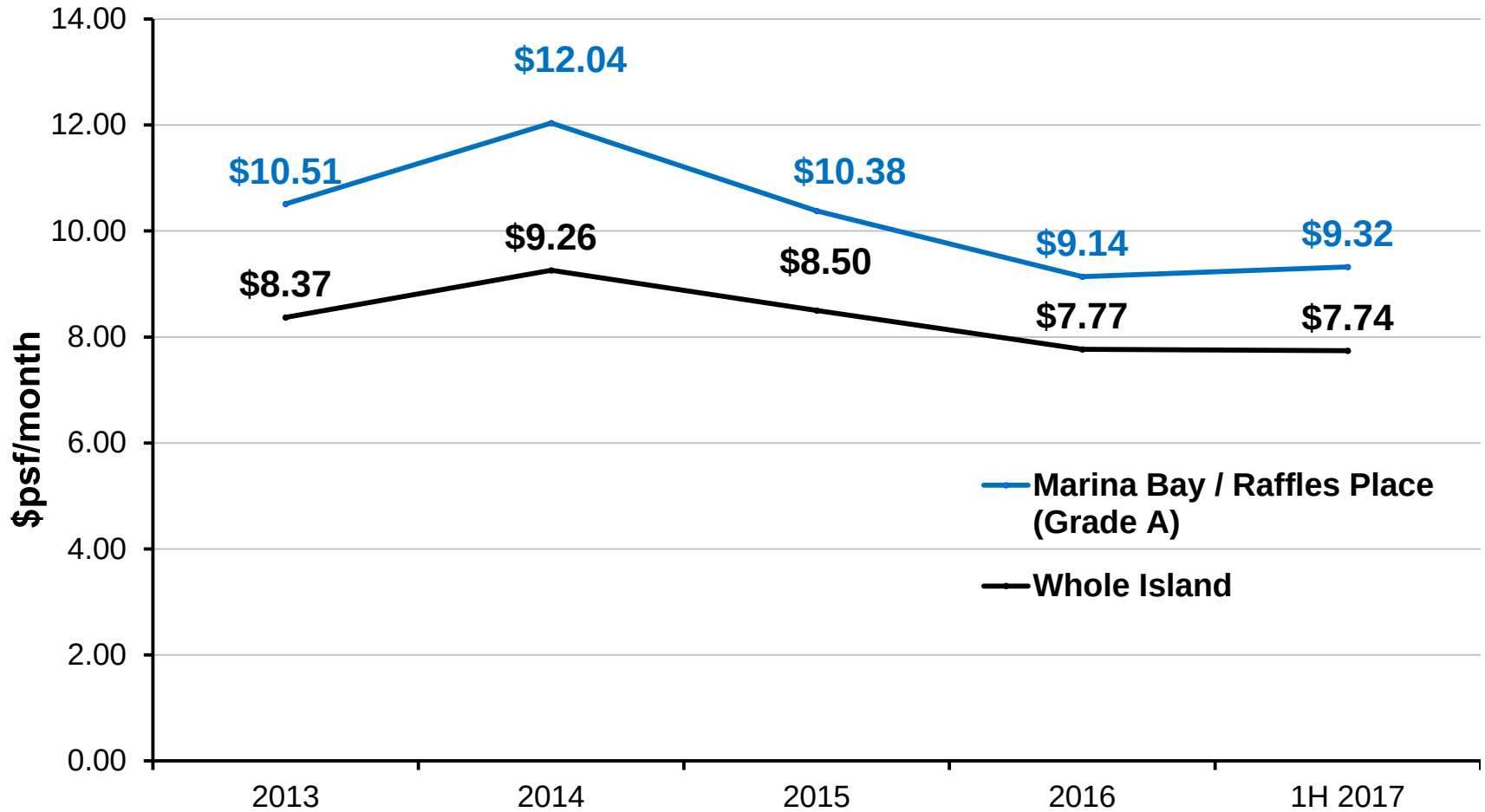


Source : URA, Q2 2017



Singapore Office Market

Average Office Rental in CBD (2013 – 1H 2017)

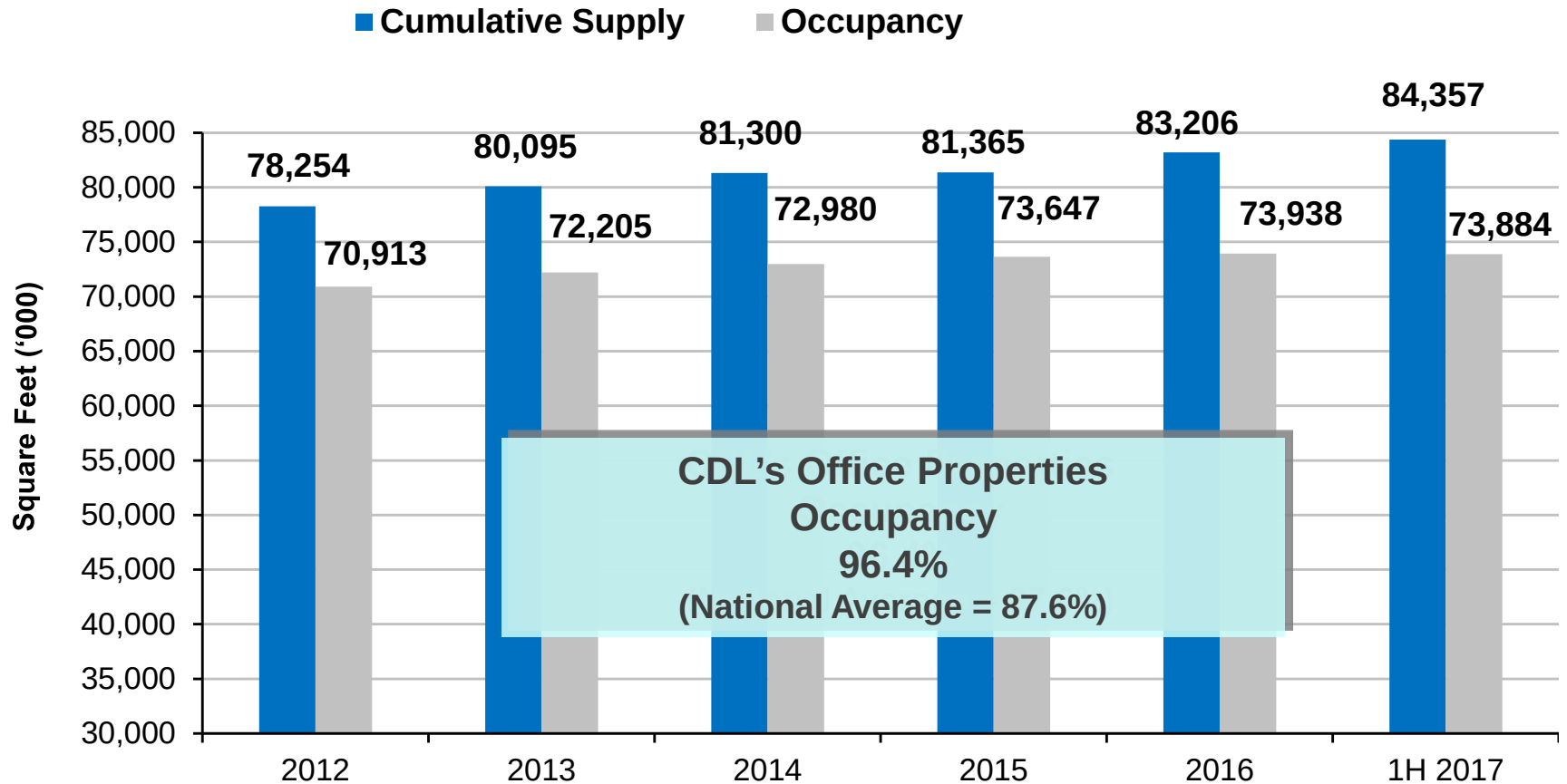


Source : JLL Research, Q2 2017



Singapore Office Market

Office Space Demand & Supply (2012 – 1H 2017) Private & Public Sector



Occupancy as of 30 Jun 2017
Source : URA, Q2 2017



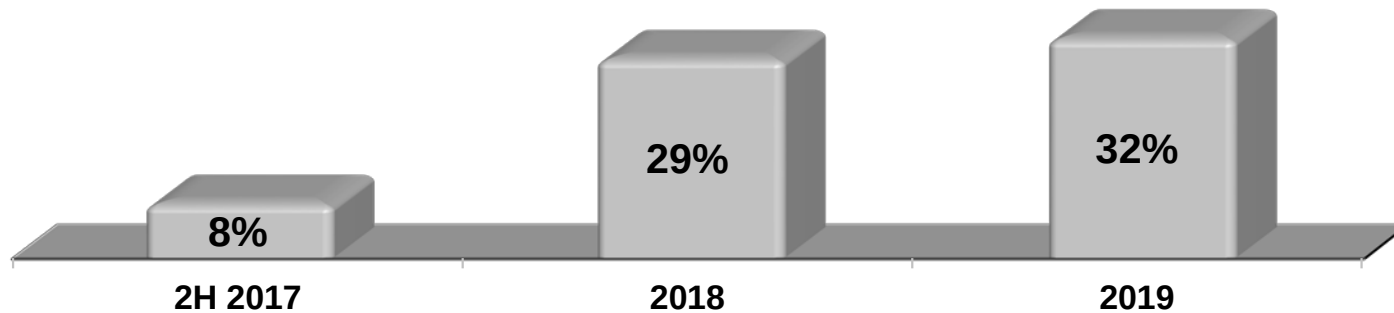
Rental Properties

Office Portfolio – Lease Expiry 2H 2017 – 2019

As of 30 June 2017



■ Expiry % of NLA



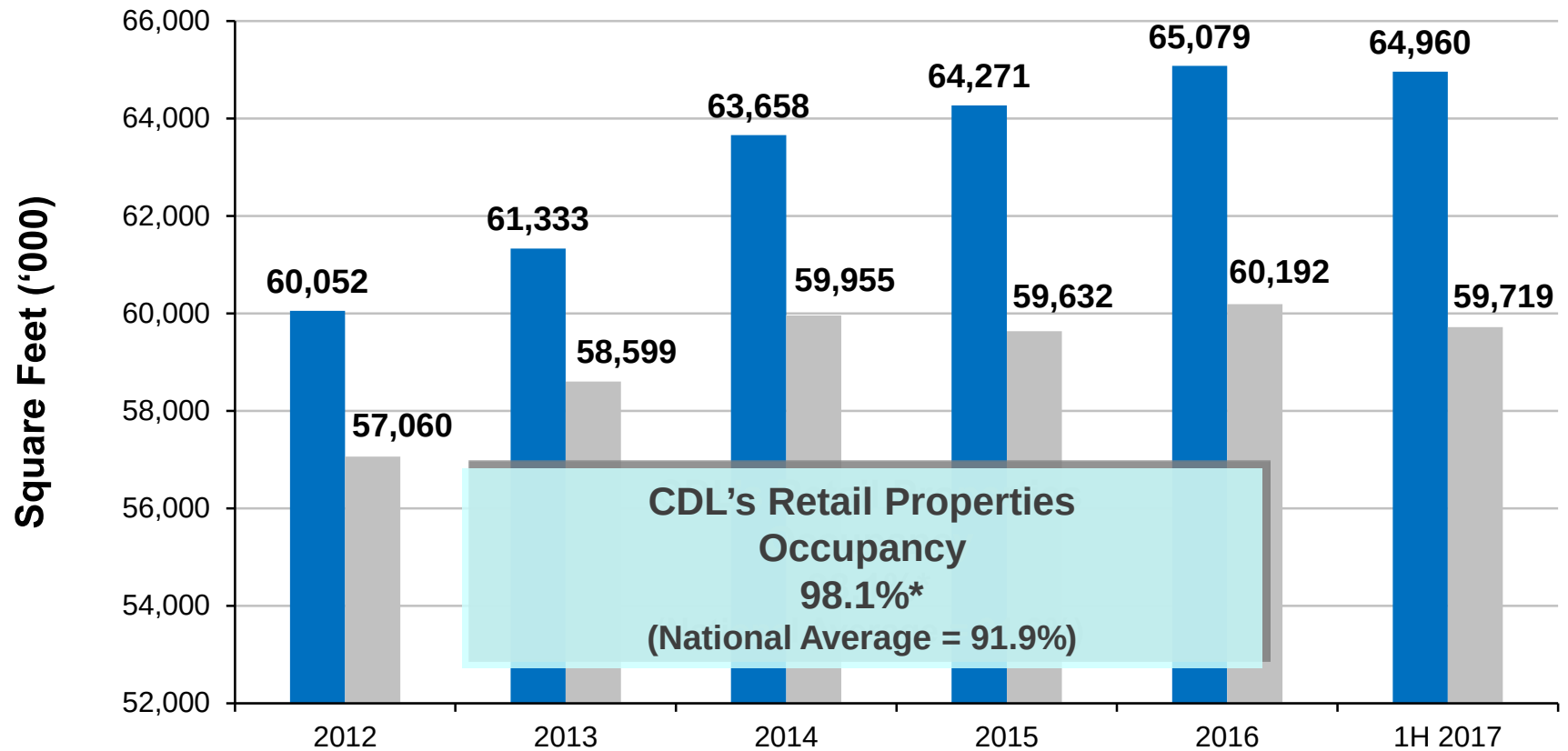
Singapore Retail Market

Retail Space Demand & Supply (2012 – 1H 2017)*

Private & Public Sector

■ Cumulative Supply

■ Occupancy



*With effect from Q1 2014, the coverage of retail space has been expanded to include non-shop retail uses and data are available from 2011 onwards.

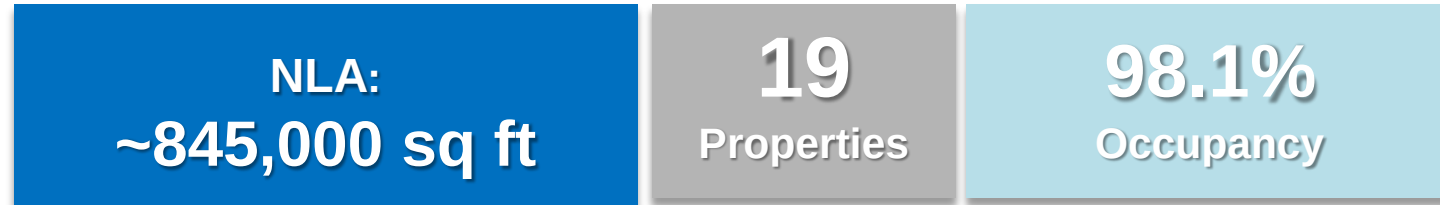
Occupancy as of 30 Jun 2017
Source : URA, Q2 2017



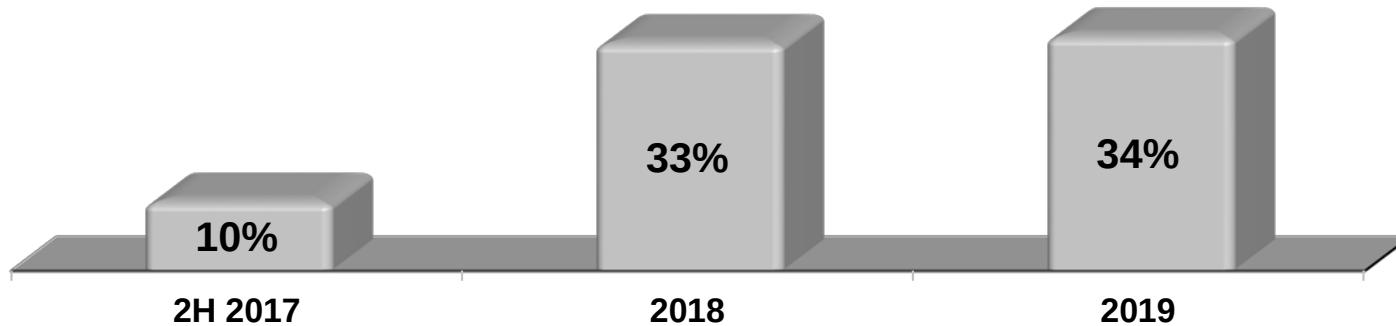
Rental Properties

Retail Portfolio – Lease Expiry 2H 2017 – 2019

As of 30 June 2017

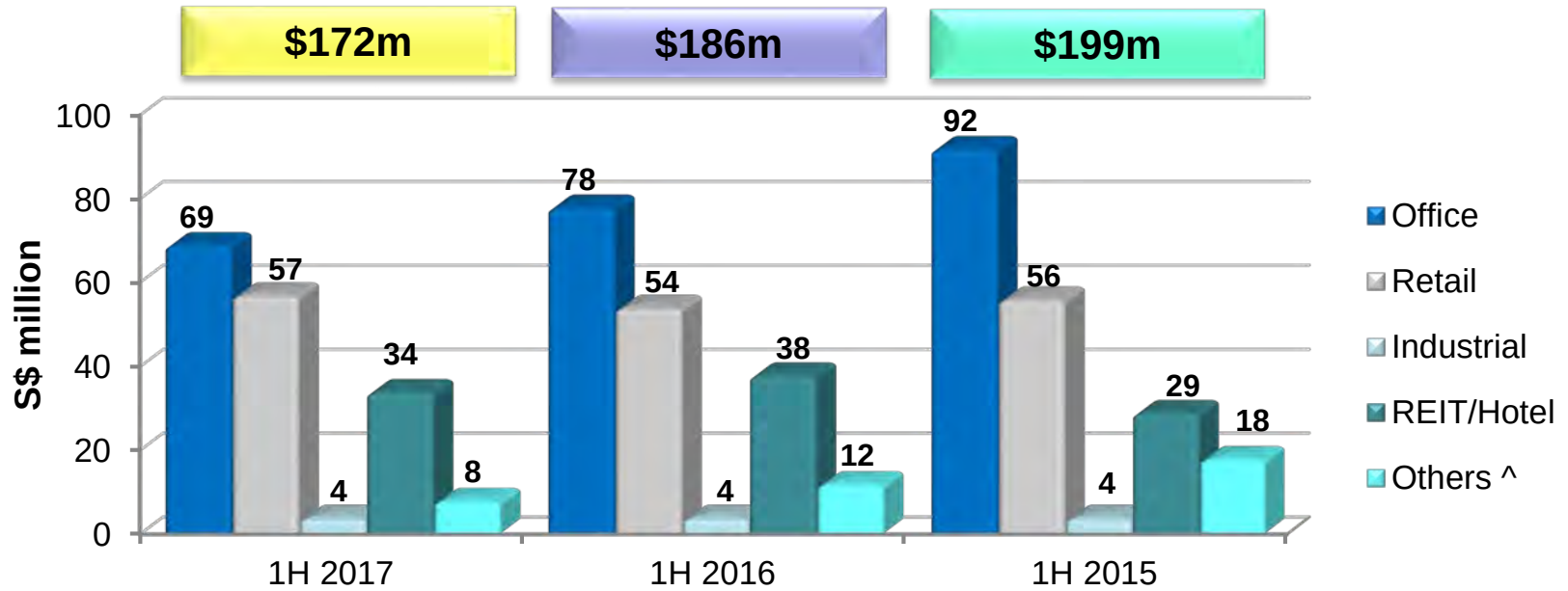


■ Expiry % of NLA



Rental Properties

Revenue by Sector for Half Year (2015 – 2017)



	1H 2017	1H 2016	1H 2015
Office	40%	42%	46%
Retail	33%	29%	28%
Industrial	2%	2%	2%
REIT/Hotel	20%	20%	15%
Others ^	5%	7%	9%

^ Including car park, serviced apartments and residential.

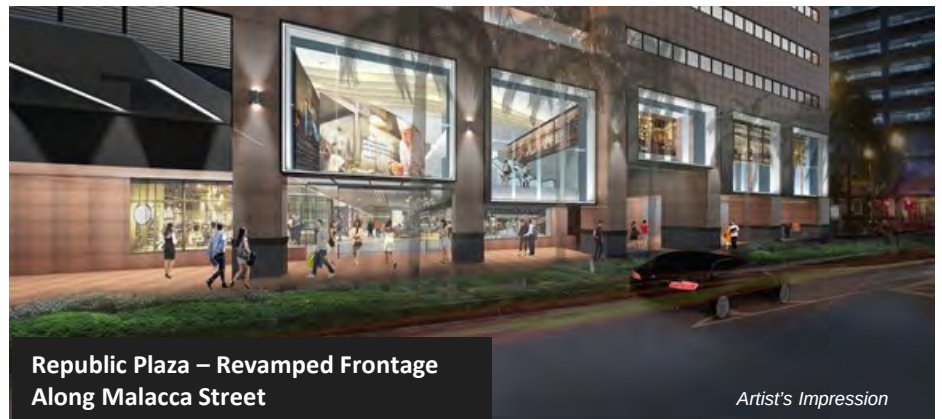


Asset Repositioning Strategy

Republic Plaza – \$60 million Asset Enhancement Initiative (AEI)

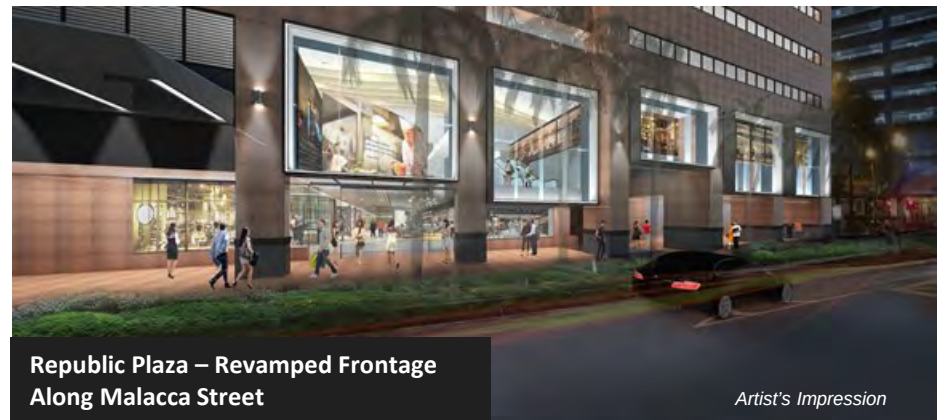
Asset Repositioning:

- Phased AEI works over 12 – 15 months
 - Main lobby and typical lift lobbies
 - Lift modernisation works: Destination Control System and lift interior enhancements
 - Retail space works: Enhance visibility, layout efficiency and M&E infrastructure to support new F&B units
 - Office space enhancement: Includes addition of new restrooms and upgrading of existing restrooms; increasing floor-to-ceiling heights of selected office floors
- Focus on enhancing space efficiency
 - Creation of new retail cluster at Level 2 (with conversion of some existing car park space)
 - Conversion of GFA into more efficient and higher value use
- Phased AEI works to commence in Q1 2018; expected completion by 1H 2019
- Value proposition enhancement:
 - **Republic Plaza's Business Club** – Tower Club Singapore, a wholly-owned CDL subsidiary, has embarked on complementary facility enhancement works on Level 64
 - **Tenant mix rejuvenation:** Distrii, China's leading co-working space operator will take up over 60,000 sq ft; facility to open in 1H 2018



Asset Repositioning Strategy

Republic Plaza – \$60 million Asset Enhancement Initiative (AEI)



Asset Repositioning Strategy

Republic Plaza – AEI to Achieve Space & Organisational Efficiency

Enhance Space Efficiency: Approx. 5,000 sq ft of GFA decanted in total*

- Creation of new retail cluster at Level 2, Republic Plaza Tower 2
 - Reconfiguration of car park space at Level 2
 - Conversion of some existing car park lots into retail space
 - Enhance frontage for Republic Plaza Tower 2



Enhance Organisational Efficiency

- CDL corporate office relocation (from City House to Republic Plaza) by Q2 2018
 - Release of approx. 60,000 sq ft of space (9 floors) at City House for lease
 - Operational divisions to take up 3 floors (approx. 42,000 sq ft) at Republic Plaza

* Comprises decanted space at Levels 1, 2, 3 – 9 and 22

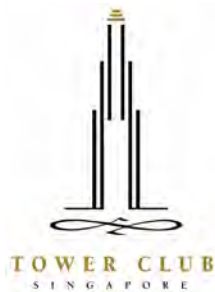
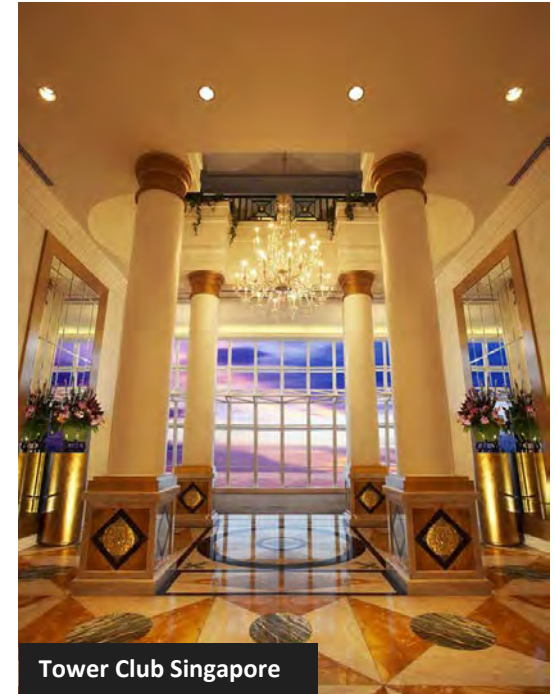


Asset Repositioning Strategy

Tower Club Singapore – Facility Enhancement

Revamp of Straits Bar (Level 64):

- Focus on enhancing members' dining experience and space efficiency
 - Creation of new spaces for members to work and socialise
 - Increase in seating capacity to 90 pax (from current 70)
 - Facilities upgrade: Installation of state-of-the-art audio visual and sound system – well-equipped to host corporate events and functions
 - Revamped space will be complemented by new food concepts
- Cost of enhancement works: close to \$3 million
- Works commenced in mid-July; completion by mid-Oct 2017
- The revamp strengthens the Club's value proposition to attract new members from building tenants and the surrounding CBD area



About Tower Club Singapore

A premier, members-only business club, Tower Club occupies Levels 62 – 64 of Republic Plaza. It offers a myriad of dining and fitness facilities, and 11 luxurious private Western and Chinese dining and meeting rooms that allow for seated or cocktail functions of up to 200. The Club opened in 1997.

Tower Club is a wholly-owned CDL subsidiary.



Asset Repositioning Strategy

Tower Club Singapore – Revamp of Straits Bar (Level 64)

Enhance Space Efficiency & Strengthen Club's Value Proposition

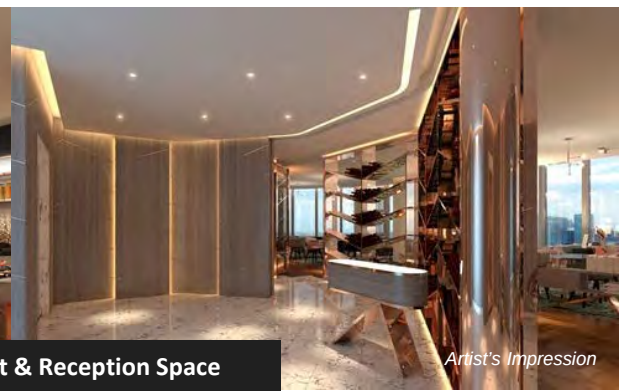
Original Straits Bar



Increased Seating Capacity with Social Spaces



New Purpose-built Buffet & Reception Space



Asset Repositioning Strategy

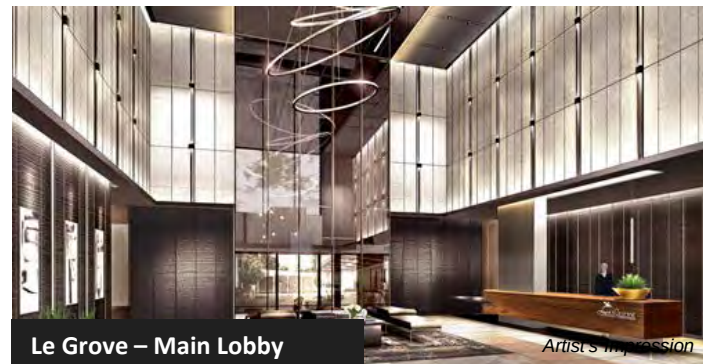
Le Grove Serviced Apartments – AEI Works in Progress

Project	Location	Tenure	Equity Stake	Total Units	Average Unit Size (sqm)	Approx. GFA (sqm)	Approx. NLA (sqm)	Expected Completion
Le Grove	Orange Grove Road	Freehold	100%	173	46	12,400	8,300^	Q2 2018



Closure since Dec 2016 for Extensive A&A Works:

- Investment cost of about \$30 million
- Works include unit reconfiguration: Increase to 173 units (from 97), upgrading of common areas, building facade, exterior landscape and swimming pool
- On track for completion by Q2 2018



^ Excludes common areas and amenities

South Beach

Good Hotel Performance since Official Opening in Mar 2017

JW Marriott Hotel Singapore South Beach

- Hotel has been enjoying good occupancy and positive cash flow
- Business performance expected to improve further, with key events such as the Singapore Formula 1 upcoming, in addition to the reopening of remodeled hotel ballroom in end Aug

South Beach Residences

- Market conditions to be monitored further – sales and rental options being considered for 190-unit luxury residence
- Group will decide on the opportune launch timing, so as to achieve maximum value for this prime property

South Beach Tower & South Beach Avenue

- 510,000 sq ft office block and 32,000 sq ft retail space are fully leased





INTERNATIONAL OVERVIEW

International Property Development

Projects Launched To Date*

Project	City	Equity Stake	Total Units	Total Units Sold / Booked	% Sold	Est. Total Saleable Area (sq ft)	Expected Completion
Australia							
Ivy and Eve	Brisbane	33%#	476	456	96	348,678	1H 2018
China							
Hong Leong City Center (Phase 1)	Suzhou	100%	1,374	1,118	81	1,378,891	Completed
Hong Leong City Center (Phase 2 – T2)	Suzhou	100%	430	195	45	439,716	Q2 2018
Hongqiao Royal Lake	Shanghai	100%	85	41	48	385,394	Completed
Eling Residences	Chongqing	100%	126	10	8	325,854	Q4 2017
Japan							
Park Court Aoyama The Tower	Tokyo	20%	163	-	>65	184,959	1H 2018



Effective economic interest is ~49%

*As of 6 Aug 2017

International Property Development

Unlaunched Residential Projects

Project	City	Tenure	Equity Stake	Total Units	Est. Total Saleable Area / GFA^ / Site Area+ (sq ft)	Expected Completion
China						
Huang Huayuan	Chongqing	50-year lease	100%	>600	1,041,589	TBC
UK						
Belgravia	London	Freehold	100%	6	12,375	Q4 2017
Knightsbridge	London	Freehold	100%	3	5,193	Q4 2017
Chelsea	London	Freehold	100%	9	16,143	Q3 2018
Knightsbridge (Pavilion Road)	London	Freehold	100%	34	135,000^	2020
Teddington Riverside	London	Freehold	100%	240	233,552	2018 (Phased)
Stag Brewery, Mortlake	London	Freehold	100%	TBC	1,000,000	TBC
Ransomes Wharf, Battersea	London	Freehold	100%	118	240,899^	2020
Japan						
Shirokane	Tokyo	Freehold	100%	TBC	180,995+	TBC



International Property Development

Australia & Japan – Good Progress on Launched Projects

Brisbane – Ivy and Eve

Tenure	Equity Stake	Total Units	Total Units Sold*	% Sold	Expected Completion
Freehold	33%#	476	456	96	1H 2018

- Approx. 96% of project sold to date
- Completion in early 2018



Tokyo – Park Court Aoyama The Tower

Tenure	Equity Stake	Total Units	Total Units Sold*	Expected Completion
Freehold	20%	163	Over 65%	1H 2018

- Over 65% of units sold since its launch in Oct 2016
- On-track for completion in 1H 2018



Tokyo – Shirokane

- Discussions with potential JV partner for project development still ongoing



Effective economic interest is ~49%

*As of 6 Aug 2017

International Property Development

Australia – Investment in Luxury 5-Star Retirement Village Development



Sydney – Waterbrook Bayview

Tenure	Est. Site Area (sqm)	Expected Completion
Freehold	20,000	2020

CDL's First Foray into Senior Housing Sector

- Collaboration with Waterbrook Lifestyle Resorts; participation via debt financing of A\$35 million*
- Project is at planning and design stage: number of units and gross development value yet to be finalised
- Located in Northern Sydney, on a part of the Bayview Golf Course; an exclusive Northern Beaches location with a large and growing ageing population
- Resort-style facilities and services include 24/7 concierge service, restaurants, library, cinema, indoor pool/spa, wellness and spiritual centre, games centre, putting green, walking track, interactive gardens, hair and beauty salons, chauffeured courtesy vehicles as well as in-house nurses
- Development offers a high-end hospitality experience that differs from the traditional retirement village model

Strategic Focus on Luxury Retirement Sector

The Group is positive on the sector as there is strong unmet demand from a growing demographic of well-heeled retirees for well-curated communities with good facilities.

It will embark on this new area of business, collaborating with Waterbrook to set a new benchmark in Australian retirement living and expand the brand throughout Australia, New Zealand and other parts of the world.



**Specific terms are confidential*

International Property Development

China – Completion of Mixed-use Waterfront Project in Suzhou by Q2 2018

Suzhou – Hong Leong City Center (丰隆城市中心)

Tenure	Equity Stake	Total Units	Total Units Sold*	% Sold	Expected Completion
70 years / 40 years	100%	1,804	1,313	73	Completed (Phase 1) Q2 2018 (Phase 2)

- Profit to be recognised progressively upon handover of units
- Ongoing residential sales remains steady:
 - Phase 1 – 81% sold with sales value of RMB 2.41 billion
 - Phase 2 – 45% sold with sales value of RMB 589 million
- Confirmed tenants for 56,000 sqm shopping mall comprise a mix of local and international brands:
 - UME International Cinema
 - Champion ice skating rink
 - Poyo fitness club
- 287-room hotel to be branded under the M Social brand, offering a unique lifestyle hospitality concept for travellers who seek a differentiated experience



International Property Development

China – Healthy Sales for Launched Projects

Shanghai – Hongqiao Royal Lake (御湖)

Tenure	Equity Stake	Total Units	Total Units Sold*	% Sold	Expected Completion
70 years	100%	85	41	48	Completed

- 41 units sold with total sales value of RMB 849.6 million
- Deliberately reducing the number of villas for sale with intent to hold a portion of the units for long-term investment
- Villa development is no longer permitted in China – greater upside potential over time for this rare luxury villa product

Chongqing – Eling Residences (鹅岭峰)

Tenure	Equity Stake	Total Units	Total Units Sold*	% Sold	Expected Completion
50 years	100%	126	10	8	Q4 2017

- 10 units sold with sales value of RMB 97.8 million

Chongqing – Huang Huayuan (黄花园)

- Scheduled launch of mixed-use development with over 600 residential units in 2019



*As of 6 Aug 2017



International Rental Properties

China – Completion of Shanghai Commercial Project by Q4 2017

Hong Leong Plaza Hongqiao

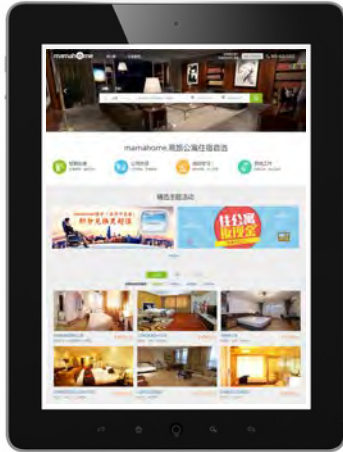
Tenure	Equity Stake	Est. Total GFA (sqm)	Expected Completion
50-year lease	100%	32,182	Q4 2017

- Acquired 100% equity stake in Shanghai Meidao Investment Co., for RMB 900 million in Feb 2017, through CDL China Limited
- Project has been renamed from Meidao Business Plaza
- Located within the Hongqiao CBD which is expected to house over 650,000 employees by end 2020
- Development comprises five 9-storey office towers and two levels of basement car parks
- One tower block approved for division into strata-titled units; potential for upside with rising land prices in Shanghai
- Discussions ongoing with potential tenants largely from the electronics, information and communication technologies sector



International Investment Platforms

Strategic Investments in Synergistic Sharing Economy Sectors



mamahome

mamahome – China's Fast-Growing Online Apartment Rental Platform

- Acquired 20% equity stake for RMB 100 million in Sep 2016
- Over 174,420 apartment listings across 41 cities in China
- Synergies to be shared with the Group's properties in Shanghai, Suzhou and Chongqing



Distrii – China's Leading Operator of Co-working Space

- Acquired 24% equity stake for RMB 72 million in Jan 2017
- Currently 15 locations in Shanghai, Beijing and Hangzhou; 14 more locations to open by end 2017
- International expansion: To open over 60,000 sq ft facility in Republic Plaza in 1H 2018



International Property Development

UK – Upcoming Launches

Project	Tenure	Equity Stake	Total Units	Est. Total Saleable Area (sq ft)	Expected Completion	Expected Launch
Belgravia	Freehold	100%	6	12,375	Q4 2017	Q1 2018
Knightsbridge	Freehold	100%	3	5,193	Q4 2017	Q1 2018
Teddington Riverside	Freehold	100%	240	233,552	2018 (Phased)	2H 2017

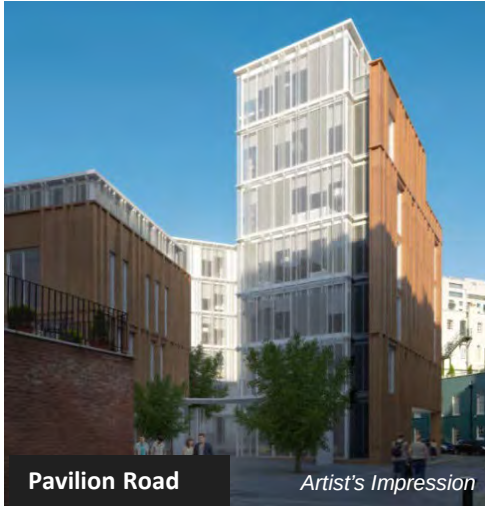
Teddington Riverside, Teddington TW11

- The first block, comprising 57 units, will be formally launched in 2H 2017
- A substantial number of enquiries have been received



International Property Development

UK – Pipeline Projects



28 Pavilion Road, Knightsbridge, London SW1

Tenure	Equity Stake	Total Units	Est. GFA (sq ft)
Freehold	100%	34	135,000

- Planning consent received for redevelopment into a 34-unit luxury care home, with the possibility to re-engineer the planning being considered
- Demolition works are being planned

Stag Brewery, Mortlake, London SW14

Tenure	Equity Stake	Est. Total Saleable Area (sq ft)
Freehold	100%	1,000,000

- Final public consultation was held in July with 900 local residents and interested parties
- New planning application is scheduled for submission in Q4 2017 with a determination in Q2 2018
- Consultations are ongoing with all the major stakeholders



International Property Development

UK – Commercial / Mixed-Use Projects

Development House, Leonard Street in Shoreditch

Tenure	Equity Stake	Est. Total Lettable Area (sq ft)
Freehold	100%	90,000

- Existing 28,000 sq ft building is fully leased; vacant possession expected from Q2 2018
- Submission of planning application for redevelopment in end Q3 2017; application outcome expected in Q2 2018



Ransomes Wharf, Battersea, SW11

Tenure	Equity Stake	Total Units	Est. GFA (sq ft)	Expected Completion
Freehold	100%	Residential: 118 units Commercial: 8 units	240,899	2020

- In process of implementing 2015 planning consent; planning improvements to the scheme being considered
- Site demolition expected to commence in Q1 2018





HOTEL OPERATIONS

M&C Hotel Operations

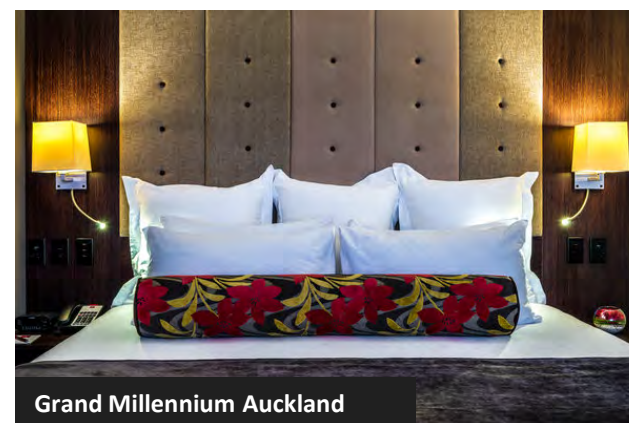
Trading Performance

	Reported Currency			Constant Currency	
	1H 2017	1H 2016	Change	1H 2016	Change
Revenue	£485m	£418m	16.0%	£465m	4.3%
Revenue (hotel)	£418m	£360m	16.1%	£400m	4.5%
Profit before tax	* £63m	£56m	12.5%	£62m	1.6%
PATMI	* £42m	£30m	40.0%		

- In constant currency, Group RevPAR increased by 5.0% and 4.9% for Q2 and 1H 2017
- ONE UN New York to be rebranded as Millennium Hilton New York One UN Plaza from 30 August 2017
- Increase in revenue in constant currency attributed to higher land sales in New Zealand and higher contribution from the hotels in London and New Zealand



The Bailey's Hotel London



Grand Millennium Auckland



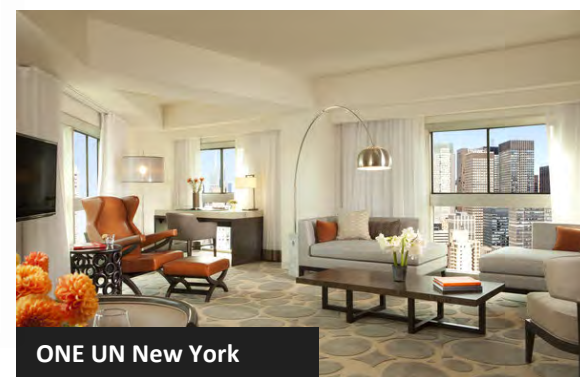
* Included reversal of impairment of loans of £12m offset by impairment losses of £9m.

M&C Hotel Operations

Trading Performance

- RevPAR in reported currency and constant currency were up by 15.9% and 4.9% respectively for 1H 2017 as compared to the same period last year :

	1H 2017	Reported Currency	Constant Currency
New York	£144.90	↑ 24.6%	↑ 10.0%
Regional US	£61.12	↑ 18.5%	↑ 4.7%
Total US	£88.70	↑ 21.7%	↑ 7.5%
London	£101.38	↑ 10.7%	↑ 10.7%
Rest of Europe	£51.76	↑ 2.7%	↓ 0.7%
Total Europe	£76.89	↑ 7.9%	↑ 6.7%
Singapore	£83.34	↑ 10.2%	↓ 1.1%
Rest of Asia	£61.39	↑ 8.1%	↓ 5.9%
Total Asia	£69.89	↑ 9.1%	↓ 3.7%
Australasia	£75.45	↑ 46.1%	↑ 23.4%
Total Group	£78.69	↑ 15.9%	↑ 4.9%



M&C Hotel Operations

Developments – Progressing well



Seoul, South Korea

- Design for the development is under review
- This may delay the commencement of construction, which had been scheduled for the end of 2017



Sunnyvale, US

- Design for the proposed mixed-use development is under review by the new US management team



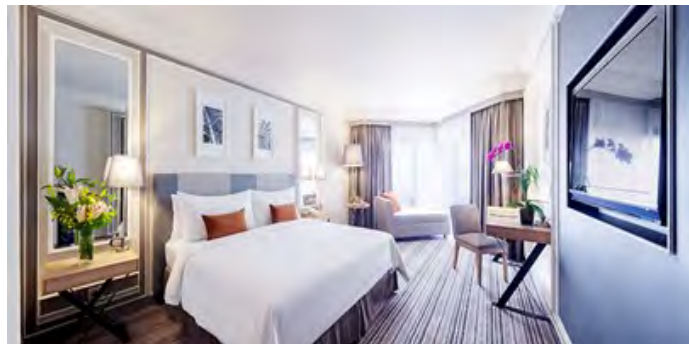
M&C Hotel Operations

Asset Enhancement



Copthorne Hotel Auckland Harbourcity

- Refurbished property to be rebranded as M Social Auckland
- Soft-opening in Q4 2017



Grand Millennium Kuala Lumpur

- Guestrooms at level 7 and level 8 will be completed by end 2017



Millennium Hotel London Mayfair

- Will commence refurbishment later 2017
- Est. total refurbishment cost at £40m



M&C Hotel Operations

Asset Enhancement



Orchard Hotel Singapore

- Plans to commence on the renovation of the Orchard Wing guestrooms and the Chinese Restaurant, Hua Ting Restaurant in Q4 2017 for completion in early 2018
- Work on the reception lobby, all day dining restaurant and bar, is planned for later part of 2018



M&C Hotel Operations

Hotel Room Count and Pipeline

	Hotels		Rooms	
	30-Jun 2017	31 Dec 2016	30-Jun 2017	31 Dec 2016
<u>Hotel and Room Count</u>				
By region:				
• New York	4	4	2,238	2,238
• Regional US	15	15	4,559	4,559
• London	8	8	2,651	2,651
• Rest of Europe	20	19	3,246	3,081
• Middle East *	28	26	8,759	7,805
• Singapore	7	7	3,011	3,011
• Rest of Asia	27	27	10,016	10,036
• Australasia	25	25	3,641	3,641
Total:	134	131	38,121	37,022

Pipeline

By region:

• Middle East *	11	17	3,538	5,465
• Asia	4	4	1,608	1,608
• Regional US	1	1	263	263
• Rest of Europe	2	1	489	153
Total:	18	23	5,898	7,489



* Mainly franchise contracts

CDL Hospitality Trusts

Trading Performance

S\$'000	1H 2017 S\$'000	1H 2016 S\$'000	Change
Gross Revenue	94,249	87,123	8.2%
Net Property Income (NPI)	70,778	65,034	8.8%



Gross revenue and NPI increased mainly due to:

- Inorganic contribution from The Lowry Hotel, which was acquired on 4 May 2017
- Stellar performance from Grand Millennium Auckland as a result of higher variable rent
- Stable performance of Singapore hotels and Claymore Connect

This was partially offset by:

- Lower contribution from Japan hotels and Maldives resorts due to softer trading conditions

CDL Hospitality Trusts

Portfolio Growth through Strategic Acquisitions in 1H 2017

Property	Location	Tenure	No. of Rooms	Property Price
The Lowry Hotel Iconic 5-star luxury hotel located in proximity to the heart of Manchester city centre	Manchester, UK	Leasehold interest / 130 years	165	£52.5 million
Pullman Hotel Munich 4-star hotel located in close proximity to major business districts	Munich, Germany	Freehold	337	€98.9 million

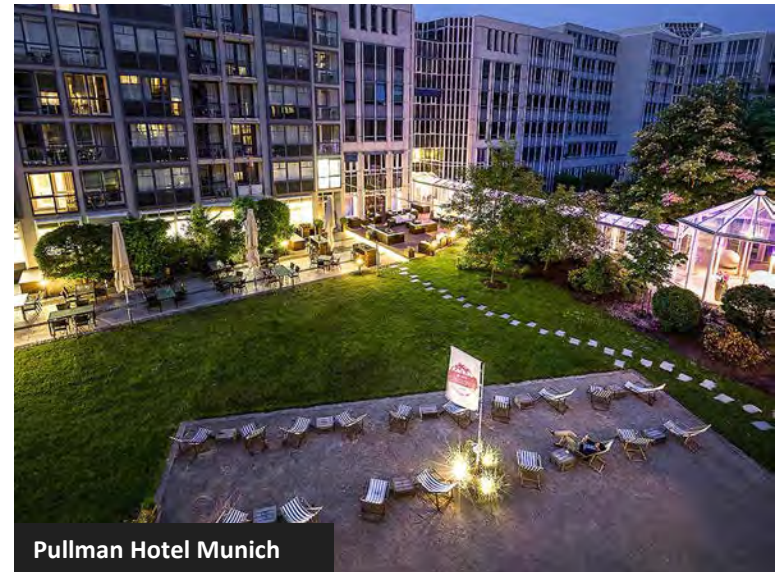


CDL Hospitality Trusts

Latest Acquisition – 94.5% stake in Munich 4-star Hotel for €98.9 million

Pullman Hotel Munich – Munich, Germany

- Acquisition completed on 14 July 2017 – marks CDLHT's maiden entry into Germany
- Total cost of €100.6 million, comprising property price of €98.9 million and payment of approx. €1.7 million based on est. net working capital and cash
- The freehold mixed-use property comprises a recently-refurbished 4-star hotel with 337 guest rooms and secondary commercial spaces
- Hotel is located adjacent to the Parkstadt Schwabing commercial district, which houses many MNCs. The property also enjoys easy access to tourist attractions, airport and railway station; and is connected to motorways that link Munich with Berlin and Frankfurt
- The property will continue to be leased and operated by EVENT Hotels, under the Pullman brand



Disclaimer:

This document 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, availability of real estate properties, competition from other developments or companies, shifts in customer demands, customers and partners, 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. Numbers in tables and charts may not add up due to rounding.



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