CapitaLand Investment Limited 1H 2025 Financial Results



1H 2025 Financial Results 14 August 2025 CapitaLand Investment

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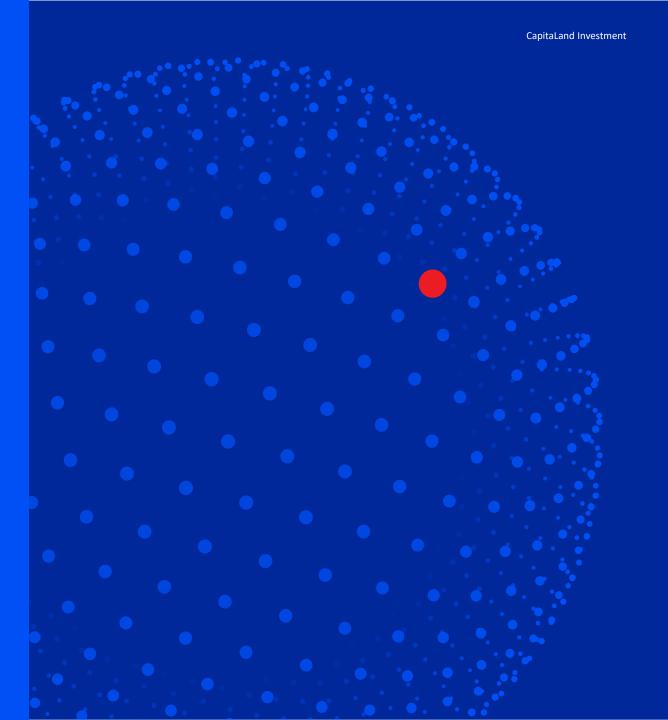
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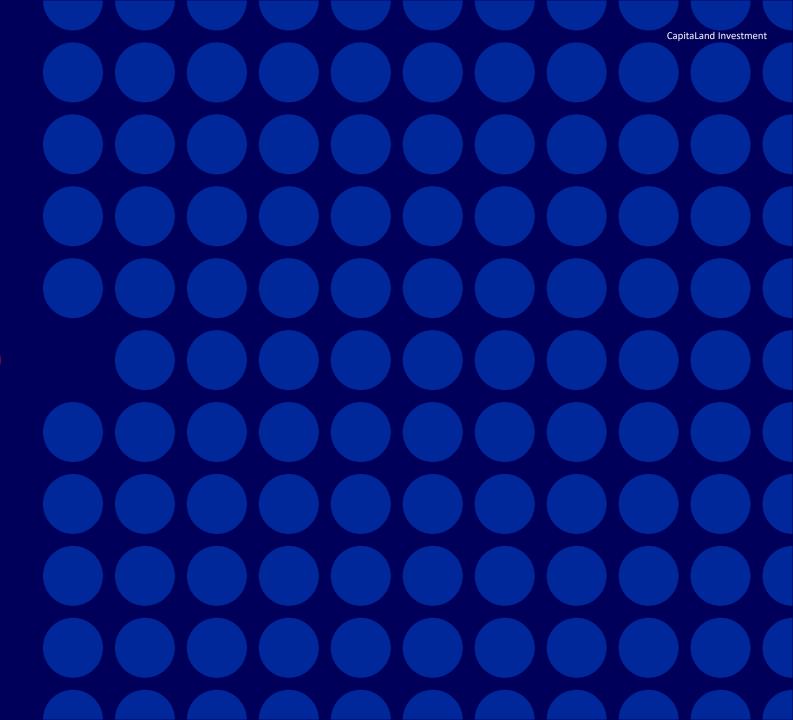
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1H 2025 Financial Results → Performance Overview CapitaLand Investment

Executing with Focus, Driving Platform Synergies

Macro uncertainty remains elevated

- Geopolitical tensions and trade policies continue to weigh on sentiment
- Global M&A activity remains subdued (20% below 20-year average)¹
- Capital recycling (S\$584M YTD 2025²) and formation taking longer, with a pickup expected in 2H 2025

2 Actions to strengthen resilience and drive growth

- Accelerating Capital Deployment and Formation
 - S\$3.2B YTD^{2,3} deployed via private funds and REITs (+79% YoY)
 - S\$2.6B³ in total equity raised YTD² (+1.3x YoY)
 - Fueling growth in principal thematics: lodging & living, logistics & self-storage and private credit
- Aligning SCCP and Wingate to unlock platform synergies and position CLI toward S\$200B FUM ambition, with full contributions expected in 2H 2025
- Disciplined Capital Management Cost of debt lowered to 4.0% (FY 2024: 4.4%⁴)
 - Supported by easing rates, enabling renewed underwriting activity, and ongoing cost rationalisation

Notes

- 1. Reuters, 7 May 2025, M&A deal signing hits 20 year-low after Trump's 'Liberation Day'.
- 2. Refers to the period from 1 Jan 2025 to 13 Aug 2025.

- . Includes SC Capital Partners (SCCP) and Wingate Group Holdings (Wingate), post completion.
- 4. Adjusted to exclude lease liability and lease expenses.

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Expanding Scale, Unlocking Synergies

S\$11B

S\$104B

S\$2B



40% stake; Completed in March 2025





Combined Platform Strength: S\$117B FUM¹ (+17% YoY)

Aligned Growth Strategy

- Advancing alignment to capture fundraising synergies and broaden product suite:
 - Expanding reach in opportunistic strategies, private credit, and living
 - Earmarked >S\$700M in strategic capital for coinvestment

Expanding Capital Sources, Enhancing Track Record

- SCCP's RECAP VI final closing bolsters CLI's opportunistic investment credentials
- Expanding global institutional access to flagship Wingate Investment Partners Trust
- 50% co-investment in A\$625M senior debt facility as seed asset for CapitaLand APAC Credit Program II (ACP II)

Driving Robust Growth in APAC's Largest Listed Funds Platform

Listed FUM¹

S\$71B

(16% YoY)

- Boosted by Japan Hotel REIT;
- Planned CapitaLand Commercial C-REIT (CLCR) listing² by end-2025 to lift FUM further

REITs Listed on

3

APAC Stock Exchanges

To reach 4 with CLCR's listing²

Portfolio Occupancy

≥90%

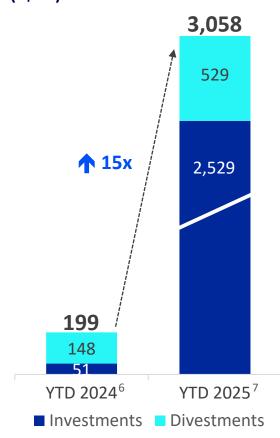
Positive rental reversion^{3,4} across funds

Average Interest Cost



Broad easing in financing costs





Improved Capital Access

• **\$\$2.1B** raised through debt and equity (♠67% YoY)

Active Deployment (↑50x YoY)

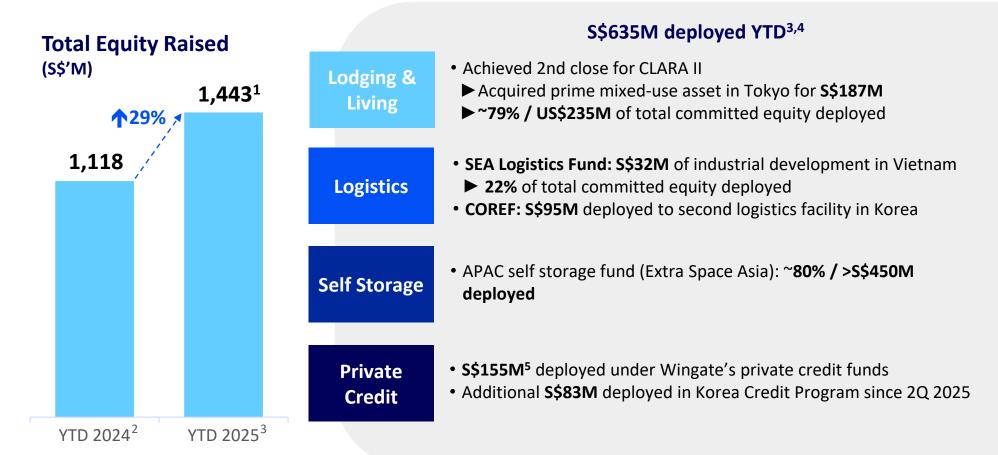
- CapitaLand Integrated Commercial Trust and CapitaLand Ascendas REIT led with S\$2.1B of investments
- Remaining investments made by CapitaLand India Trust, CapitaLand Ascott Trust and CapitaLand Malaysia Trust
- Completions expected to lift listed funds revenue in 2H 2025

Notes

- 1. Refers to Funds Under Management which includes funds ready for deployment based on committed capital on a leveraged basis.
- 2. CLCR targets to be listed on Shanghai Stock Exchange, subject to regulatory approval.
- 3. Excludes CapitaLand Ascott Trust (CLAS) and Japan Hotel REIT (JHR).
- 4. Instead of rental reversion, CLAS measures Revenue per Available Unit which increased YoY.

- 5. Refers to both investments and divestments, excluding JHR.
- 6. Refers to the period from 1 Jan 2024 to 13 Aug 2024.
- 7. Refers to the period from 1 Jan 2025 to 13 Aug 2025.

Executing on Thematic Strategies – Private Funds Poised to Accelerate in 2H 2025



Targeting >S\$2B in Committed FUM in the next 12 months

- CLARA II final close
- APAC Credit (Substantially pre-seeded)
- APAC Self Storage
- APAC Living
- India Logistics (Core/ Development funds)
- India DC

Note

- 1. Includes equity raised YTD 2025 under SCCP and Wingate, post completion.
- 2. Refers to the period from 1 Jan 2024 to 13 Aug 2024.
- 3. Refers to the period from 1 Jan 2025 to 13 Aug 2025.

- Includes SCCP and Wingate.
- 5. Includes investments YTD 2025 under Wingate, post completion

CapitaLand Investment 1H 2025 Financial Results → Performance Overview 14 August 2025

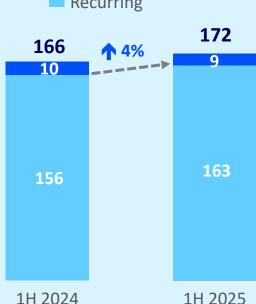
Elevating CLI's Global Lodging Footprint

Diversified brand strategy fuels sustained expansion and revenue resilience despite market stabilisation

Lodging Management FRE (S\$'M)

Event Driven / One-off

Recurring



Strong Signings Momentum

>9,400 units signed across

43 properties YTD Jul 2025¹

(vs. >8,000 units/39 properties in 2024²)

Conversion³: 22% of unit signings

Robust Openings Pipeline

~4,000 units opened across 24 properties YTD Jul 2025¹

(vs. >5,500 units/26 properties in 2024²)

Conversion³: 61% of unit openings

↑ 5% YoY

Growth in **RevPAU** underpinned by

- Higher occupancy (+2pp)
- Higher average daily rates (+1%)

Synergy Merges with SilverDoor

- Ascott's extended stay segment to further expand via SilverDoor's corporate travel network
- CLI unlocks value in Synergy through strategic JV with Habicus (SilverDoor's parent) → Synergy to be deconsolidated

Strategic expansion into resort destinations

- ~50 properties, boosted by 11 new signings to capture rising leisure travel demand
- Expansion into iconic beach destinations across Thailand, Indonesia and Vietnam

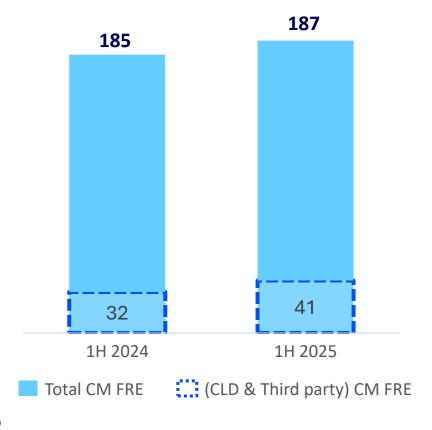
The Crest Collection debuts in East Asia and the Middle East

- New locations in Japan, China, the UAE and Saudi Arabia
- >1,200 units added

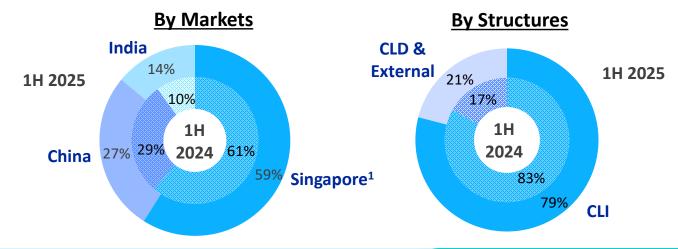


Commercial Management Maintains Steady Fee Contribution

Commercial Management Fee Related Earnings (FRE) (S\$'M)



Commercial Management FRE Breakdown



Resilient Platform Operating Performance

>80% Portfolio **Occupancy** across Singapore, China and India

1H 2025 **tenant sales** growth generated by CapitaStar

+8% YoY → Singapore

+20% YoY **→** China

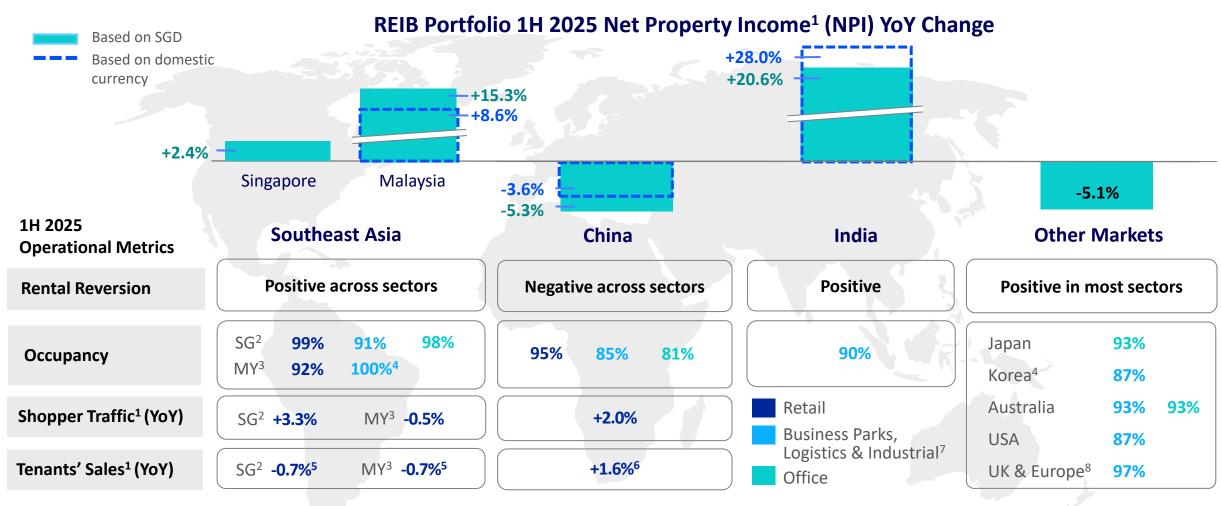


Receiptless upgrade to boost platform efficiency

Auto-crediting of STAR\$® rewards starting July 2025 removes need for receipt scanning and enhances tenant and customer engagement

1. Includes Malaysia

India and Southeast Asia Resilient Amid Global Volatility



Notes: On a same store basis except for Business Park, Logistics & Industrial in Singapore and Other markets.

- 1. 1H 2025 vs 1H 2024.
- 2. Singapore
- 3. Malaysia
- 4. Includes logistics only.

- 5. Singapore and Malaysia tenant sales are on a per sq ft basis.
- 6. China tenant sales are on a per sqm basis, excluding electric vehicle sales.
- 7. Comprises only business parks and logistics for Other Markets.
- 8. Includes business parks, logistics and data centres.

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Ramping Up Capital Allocation in Key Markets

Total investments across all 4 markets grew ~60% YoY to S\$1.3B1 YTD 20252







Private Credit



India

- >S\$2B investment Memorandum of Understanding with Maharashtra Government to accelerate growth in Pune and Mumbai
- Navi Mumbai data centre launched
- Logistics fund and developments ramping up
- Lodging units to double to 12,000 by 2028



- A\$1B planned to expand footprint
- Wingate to boost private credit growth
- 50% co-investment in A\$625M (S\$523M) senior debt for future credit fund
- New CEO & CIO onboarded in 2Q 2025



- Korea Credit Program fully deployed with 2 new loans in Jul 2025
- COREF adds second logistics asset



Japan

- Invested in a data centre development
- Continued deployment via CLAS and CLARA II
- JHR and SCCP's private funds offer new growth levers

Notos:

- 1. Excludes CLI's investment in a data centre development in Osaka, Japan, and includes investments under SCCP and Wingate, post completion.
- 2. Refers to the period from 1 Jan 2025 to 13 Aug 2025.

Financial Highlights





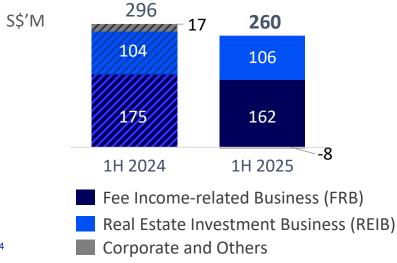
CapitaLand Investment 1H 2025 Financial Results → Financial Highlights 14 August 2025

Operating PATMI Resilient But Lower Due to Quiet 1st Half

Operating PATMI¹

¥ 12% YoY

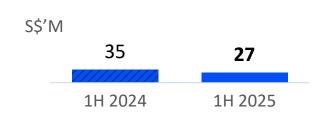
- Loss of contribution from divested assets
- Lower fund performance and transaction fees
- Absence of one-off tax write-back in 2024
- → Mitigated by new investments, better lodging asset performance and lower finance costs



Portfolio Gains



- Dilution losses due to REIT distributionin-specie and private placement
- Lower divestment gains



Cash PATMI / Total PATMI¹



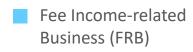


1. Includes contributions from SCCP and Wingate from Mar and Jun 2025 respectively.

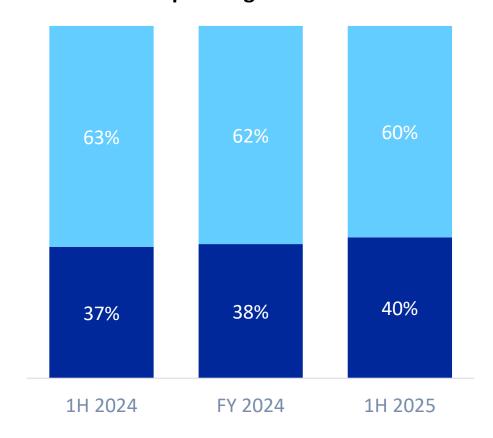
1H 2025 Financial Results → Financial Highlights CapitaLand Investment

Operating PATMI Anchored by ~60% Fee Income

Operating PATMI¹



Real Estate
Investment Business
(REIB)



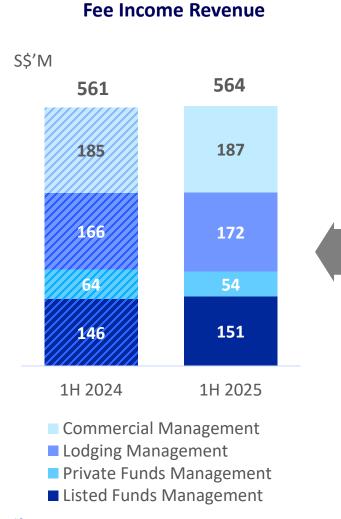
- Fee Business contribution to 1H 2025
 Operating PATMI remains stable at 60%
- Target to achieve >70% from fee income
- Recurring Fee Business revenues grew
 5% YoY in 1H 2025
- Perpetual fee income from listed funds and long-term lodging and commercial management contracts contribute close to 90% of total fees

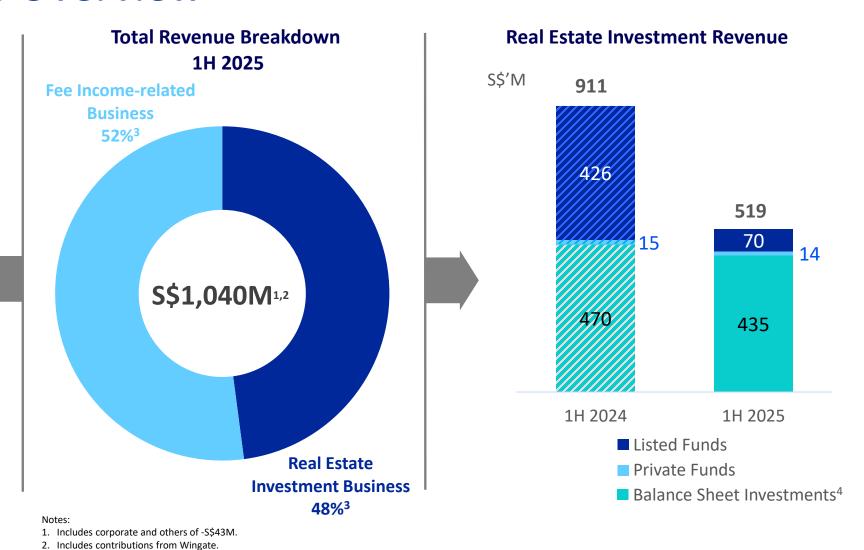
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3. Percentages computed exclude corporate and others.

4. Relates to subsidiaries, associates and joint ventures that are not under the listed and private funds.

1H 2025 Revenue Overview





Recurring Fee Income Grew by 5%

Fee Income-related Business (FRB) Revenue¹ by Segments (S\$'M)

Listed Funds Management

↑ 6% YoY

Private Funds Management

₩ 9% YoY

Lodging Management²

↑ 4% YoY

Commercial Management

↑ 1% YoY

Total

↑ 2% YoY

+5%

561

39%

37%

79 bpsOverall All-in
FRE/FUM^{4,5}

(FY 2024: 85 bps)

ш

146

139

1H 2024

Event Driven / One-off

Recurring

Revenue from SCCP³

147

1H 2025





EBITDA Margin

45 bps FM FRE/FUM⁵

(FY 2024: 48 bps)

49% FM EBITDA Margin(1H 2024: 50%)

Note

1. Includes Wingate's fee revenue for Jun 2025 and 40% of SCCP's fee revenue from Mar to Jun 2025.

1H 2025

64

1H 2024

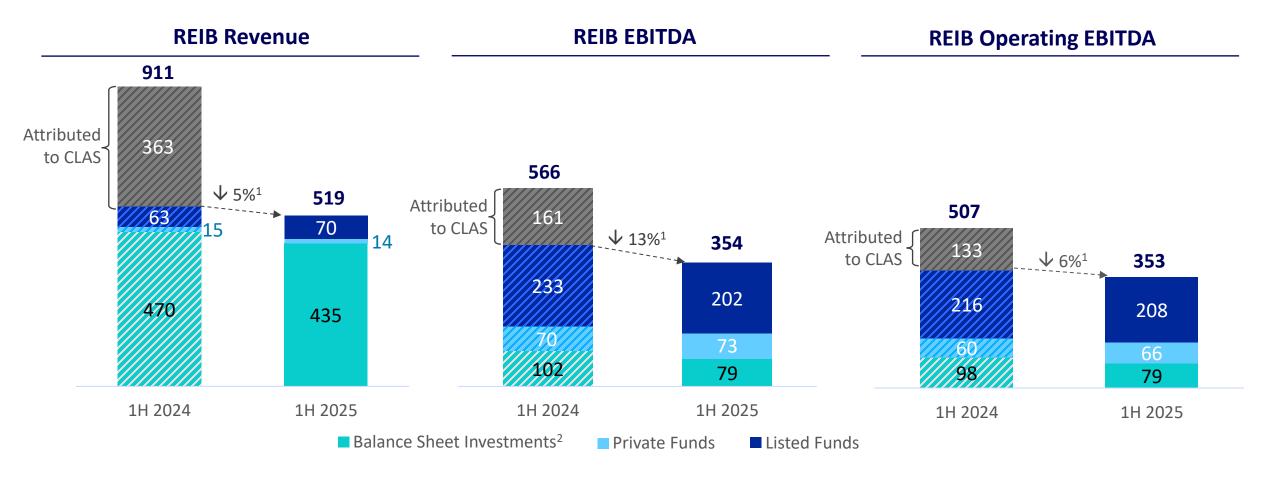
- 2. Revenue for lodging management includes service fee income.
- 3. Relates to 40% of SCCP fee revenue from Mar to Jun 2025.

- 4. All-in Fee Related-Earnings include Fund Management, Commercial Management and Lodging Management Fees earned from the listed and private funds managed by CLI Group.
- 5. Overall All-in FRE/FUM ratio and FM FRE/FUM ratio are computed based on average FUM deployed for the year, with the FRE computed based on LTM (last 12 months).

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Real Estate Investment EBITDA Reflects Asset-light Shift

By Segments (S\$'M)



Notes:

18

^{1.} After adjusting for CLAS deconsolidation for 1H 2024, REIB Revenue, EBITDA and Operating EBITDA would have decreased by 5%, 13% and 6% respectively.

^{2.} Relates to subsidiaries, associates and joint ventures that are not under the listed and private funds.

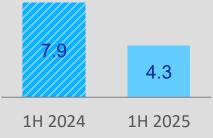
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On-going Efforts to Optimise Capital Efficiency

Value of Effective Stakes in Assets by Holding Structure (\$\$'B)

Balance Sheet

Based on Open Market Value



Private Funds

Based on carrying value



Listed Funds

Based on carrying value



2H 2025 focus is on reducing balance sheet investments

- CLI RMB Master Fund and C-REIT listing in line with efforts to provide recapitalisation and recycling platforms
- Majority of remaining assets are in China, with the rest primarily living and lodging assets in the USA, Europe, and Southeast Asia

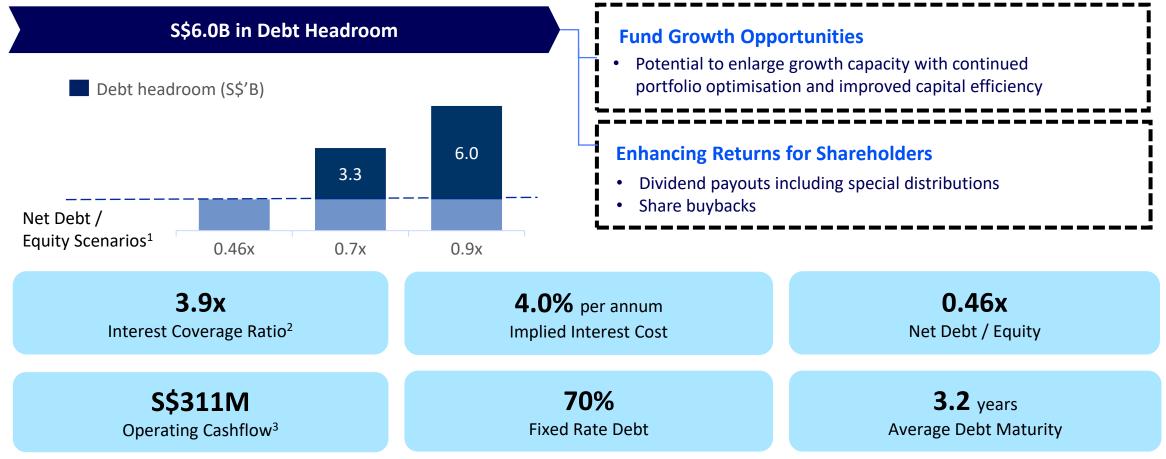
Carrying value in private funds increased slightly

- Total value of CLI's general partner (GP) fund stakes increased YoY with the launch of new funds
- CLI targets GP stakes ~10-15% by 2028

Lower carrying value largely due to CLAS' stake reduction

- Lower carrying value mainly due to CLAS' 4.9% stake reduction to ~24% and the distribution-in-specie of CICT units in 2025
- CLI targets sponsor stakes of ~15–20% by 2028

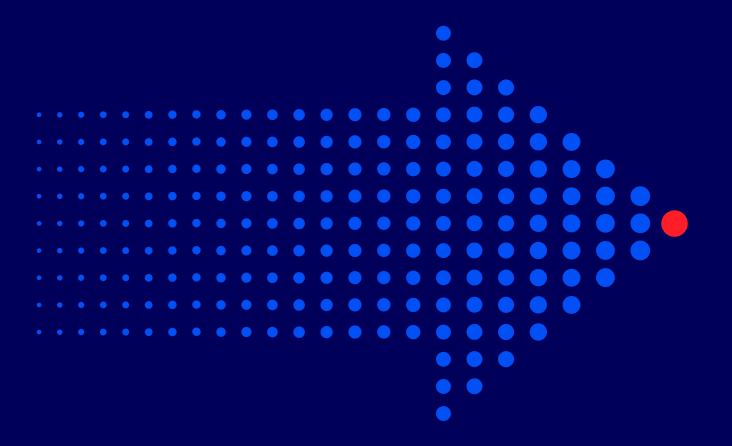
Prudent Capital Management Enables Disciplined Capital Allocation



Notes:

- 1. Scenarios assume the same level of equity as at 30 Jun 2025.
- 2. Interest Coverage Ratio was computed on a LTM basis excluding impact of unrealised revaluation/impairment.
- 3. Includes dividends received from associates, joint ventures and other investments.

Looking Ahead





1H 2025 Financial Results → Looking Ahead CapitaLand Investment

Focus on Strategy Execution to Drive Sustainable Returns

01 Invest for Growth

- Focused on building scale in thematic products in:
 - → APAC: Living and Lodging, Self-Storage, Credit
 - → India: Logistics, Data Centres
 - China: Domestic RMB funds
- C-REIT listing by 4Q 2025¹
- Sustain fundraising momentum and expand capital sources

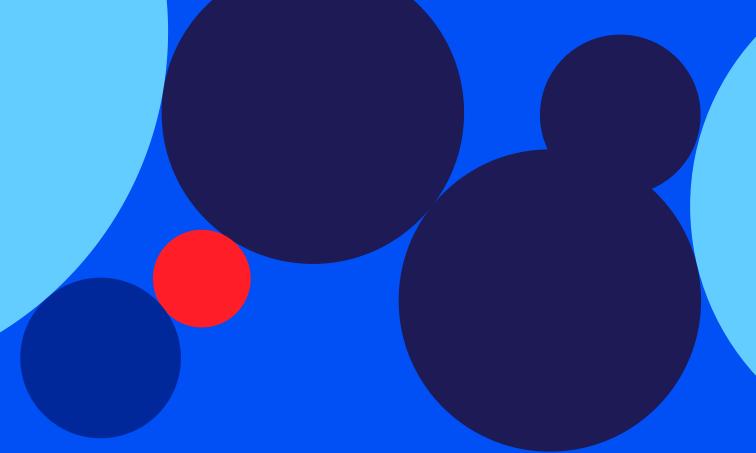
O2 Accelerate Through Strategic Partnerships and M&A

- Capture synergies from integration and deployment of new capital via SCCP and Wingate
- Pursue bolt-on acquisitions to strengthen high-conviction strategies

03 Enhance Portfolio Efficiency and Returns

- Divest balance sheet assets; optimise fund and REIT stakes
- Capture interest savings from an easing rate outlook
- Deliver S\$50M cost savings via organisational streamlining and Al-driven productivity gains

Supplemental Information





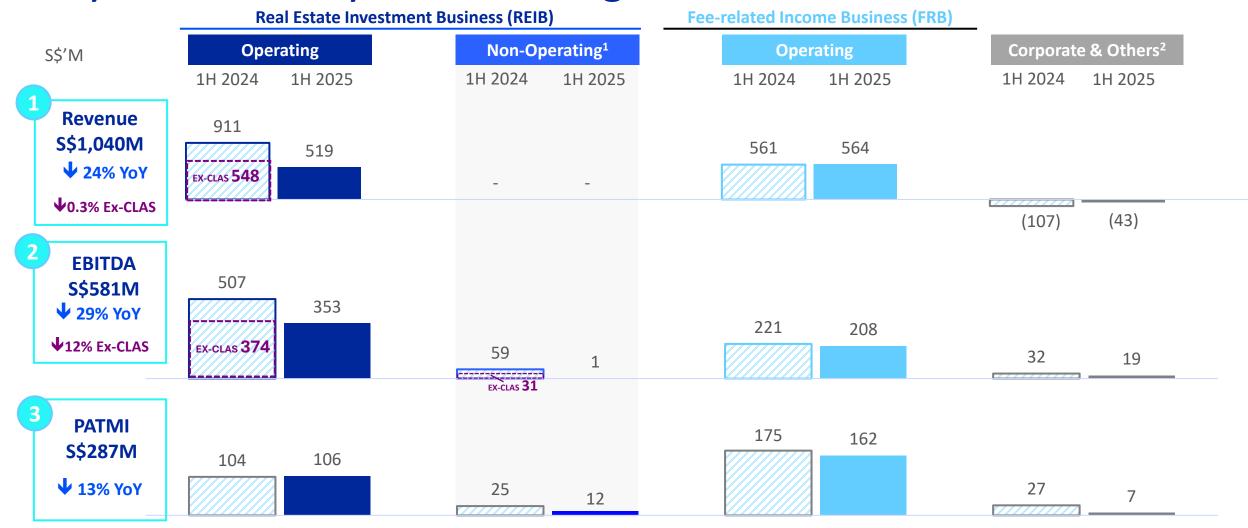
Business Outlook

- The global economic outlook remains uncertain with sustained geopolitical tensions and shifting global trade dynamics. The U.S. Federal Reserve has kept interest rates steady since the start of the year amid uncertainty about the economic outlook¹, while global GDP growth is forecast to slow slightly to 3.0%², with the Asia Pacific region expected to remain the primary engine of expansion.
- CapitaLand Investment (CLI) continues its focused strategy of concentrating on markets underpinned by long-term structural drivers. CLI capital deployment is accelerating in Australia, Japan and India where digitisation and demographic shifts support durable demand. In parallel, CLI is optimising exposure in China and Southeast Asia through asset repositioning and capital recycling.
- Following investments into SC Capital Partners in March and Wingate in June, integration efforts are underway to capture synergies and build on these established platforms for further growth. These acquisitions have broadened CLI's access to institutional capital and specialist capabilities across the credit and living sectors, as well as value-add and opportunistic strategies. More broadly, CLI's private funds platform continues to scale, with capital actively deployed across lodging & living, logistics & self-storage, and private credit.
- CLI's proposed listing of CapitaLand Commercial C-REIT in China and the addition of Japan Hotel REIT via its investment in SC Capital Partners will expand CLI's listed REIT offerings to eight vehicles.
- CLI continues to recycle capital and recalibrate stakes in its private funds and REITs to drive capital efficiency. Progress remains on track toward the Group's 2028 target of \$\$200 billion in Funds Under Management (FUM), with acquisitions of fund management platforms remaining a strategic lever.
- CLI integrates ESG considerations into every stage of its fund management life cycle, guided by the 2030 Sustainability Master Plan. CLI is also leveraging AI to strengthen its capabilities, enhance efficiency and generate increased revenue.

Notes:

- The US Federal Reserve kept rates unchanged on 30 July 2025 Federal Reserve issues FOMC statement.
- 2. IMF World Economic Outlook Update, 29 July 2025, World Economic Outlook, July 2025: Global Economy: Tenuous Resilience amid Persistent Uncertainty

Key Financials by Business Segments



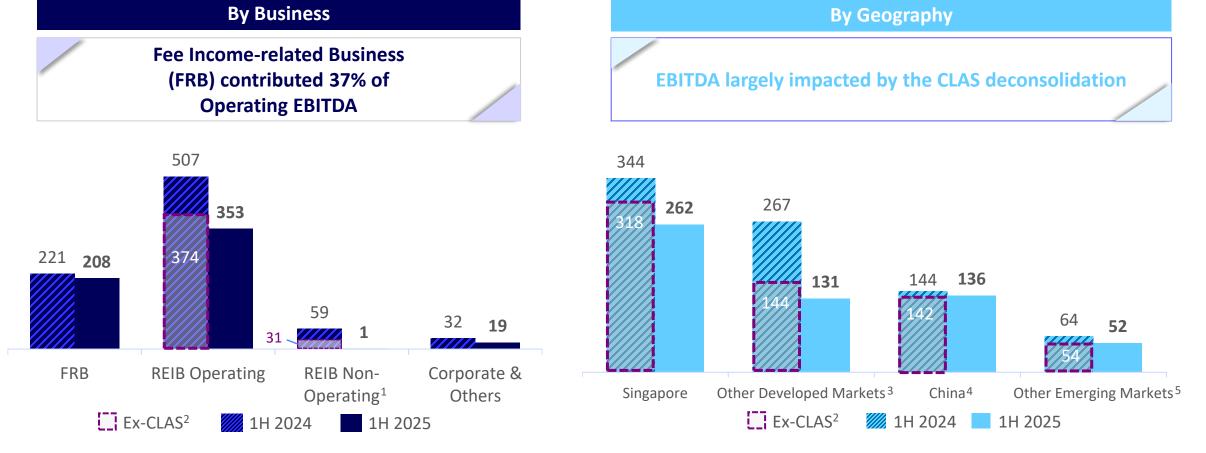
Notes: Ex-CLAS refers to excluding contributions from CLAS

^{1.} Non-operating relates to portfolio gains, revaluation and impairment.

^{2.} Includes intercompany elimination.

1H 2025 EBITDA Analysis

1H 2025 EBITDA S\$581M (1H 2024: S\$819M; S\$658M excluding CLAS deconsolidation)

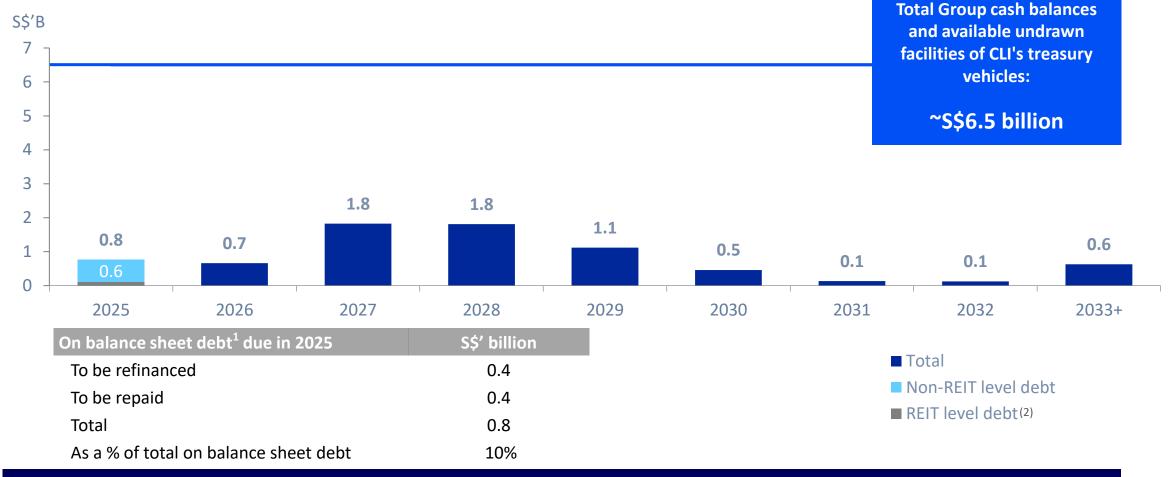


- Notes: FRB's EBITDA by geography is determined based on the Manager's location.
- 1. Non-operating relates to portfolio gains, revaluation and impairment.
- 2. Refers to excluding contributions from CLAS.

- 3. Excludes Singapore and Hong Kong.
- Includes Hong Kong.
- Excludes China.

Loan Maturity Profile

Plans in place for refinancing/repayment of debt¹ due in 2025



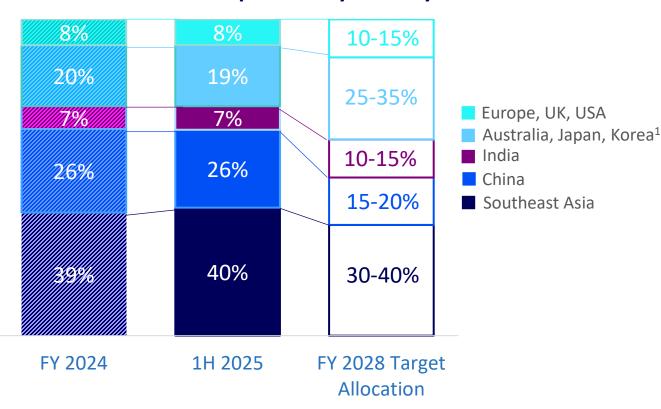
Total group debts¹ S\$7.5 billion with average loan life at 3.2 years

^{1.} Debt excludes S\$563M of Lease Liabilities and Finance Lease.

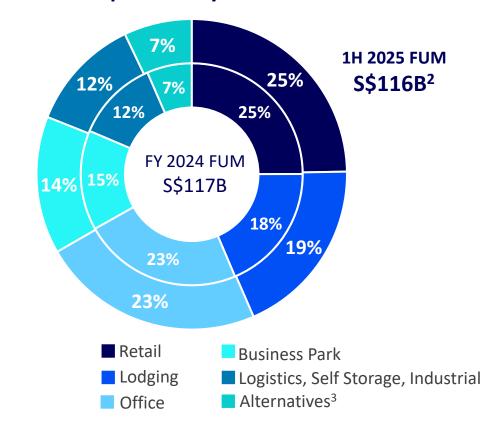
^{2.} Refers to CapitaLand Malaysia Trust (CLMT).

Funds Under Management Breakdown by Country and Asset Class

FUM Composition by Country



FUM Composition by Asset Class

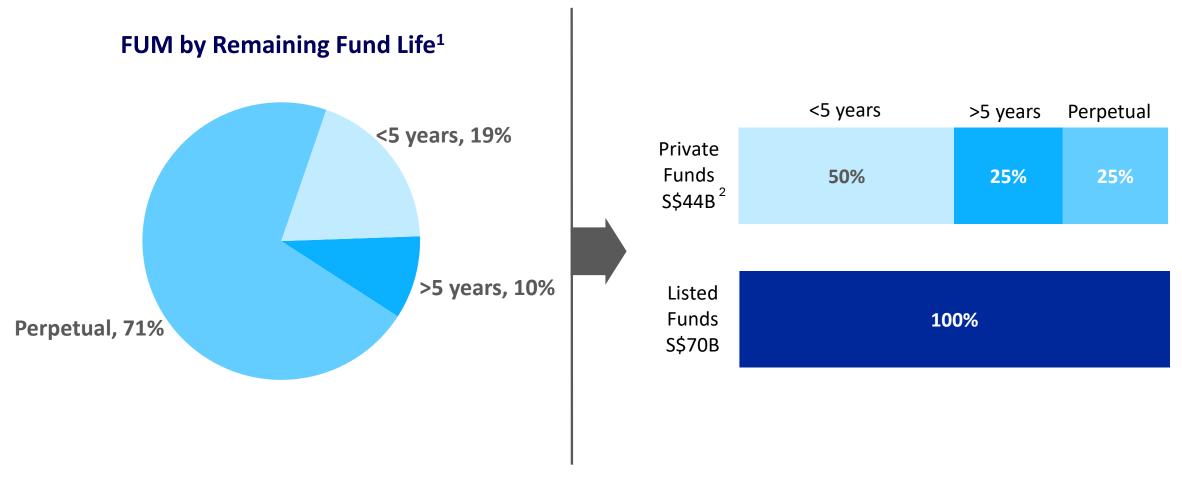


Notes

- 1. Includes other markets (comprising 0.3% of total FUM).
- 2. Excludes FUM changes arising from transactions announced post 30 Jun 2025.
- 3. Comprises of wellness, data centres and private credit and others (0.3%).

Funds Under Management Breakdown by Fund Life

As at 30 June 2025



Notes:

^{1.} The chart refers to remaining fund life of listed and private funds.

^{2.} Excludes FUM of Wingate.

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Fund Management Platform (Listed Funds)

As at 30 June 2025















Geographical Presence	Australia, Europe, Singapore	Australia, UK/Europe, Singapore, USA	Global	China	India	Malaysia	Japan
FUM	S\$26.5B	S\$18.4B	S\$8.7B	S\$4.3B	S\$5.2B	S\$1.7B	S\$5.5B ¹
Sponsor's Stake	21%	17%	24%	25%	25%	40%	0.03%1,2
Market Cap	S\$15.9B	S\$12.3B	S\$3.3B	S\$1.2B	S\$1.4B	MYR1.9B	JPY387.9B
No. of Properties	26	229	101	18	18	8	51
Gearing	38%	37%	40%	42%	42%	43%	36% ¹
Carrying Value o	of Sponsor's Stake in Lis	ted Funds	S\$7.9B³				

- 1. Figures are as at 31 Dec 2024. Japan Hotel REIT announces its financial results on a half-yearly basis.
- 2. Refers to CLI's stake based on its 40% stake in SCCP. CLI made a strategic investment of a 40% stake in SCCP, which owns 87.6% of Japan Hotel REIT Advisors Co., Ltd., the sponsor of JHR. The transaction was completed on 7 Mar 2025.
- 3. Excludes JHR.

Fund Management Platform (Private Funds)

As at 30 June 2025

Total FUM

S\$46B¹

Total No. of CLI Funds

49²

Committed Equity

S\$32B^{2,3}

Total Equity Invested

S\$26B²

Carrying Value of General Partner's Stake

S\$5B¹

CLI Funds² By Geography

Country	Southeast Asia	China	India	Australia, Japan, Korea ⁴	Non-Asia ⁵
FUM (S\$'B)	5	24	4	10	1
No. of Assets	20	39	15	113	8

CLI Funds² By Asset Class

Thematic	Retail	Integrated	Office	Lodging ⁶	Business Park	Industrial / Logistic	Data Centre	Self-Storage	Others ⁷
FUM (S\$'B)	4	13	8	6	3	5	2	1	2
No. of Assets	12	12	27	66	5	30	8	23	12

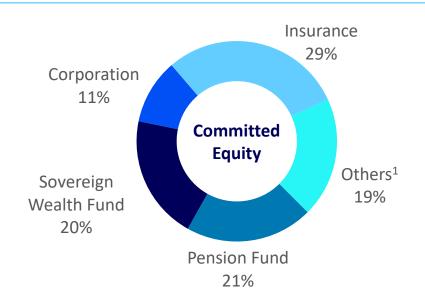
Notes:

- 1. Includes private funds under SCCP and Wingate.
- 2. Excludes private funds under Wingate.
- 3. Refers to total fund size.
- 4. Includes funds focused on Australia, Japan, Korea and other Asian markets.
- Includes global funds.
- 6. Includes multifamily and student accommodation.
- 7. Includes wellness, residential and strata sales.

Private Funds: Partnership with High Quality Capital Partners

As at 30 June 2025

Investor Type



Investor Domicile

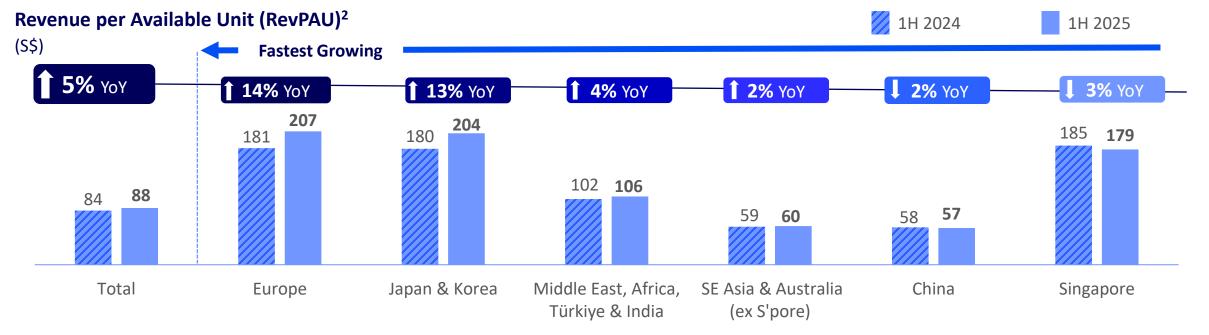








1H 2025 RevPAU Grows 5%, Driven by Sustained ADR¹ Growth in Japan and Korea and Improved Occupancy in Europe



5% growth driven by a 2pp increase in occupancy and a 1% rise in ADR.

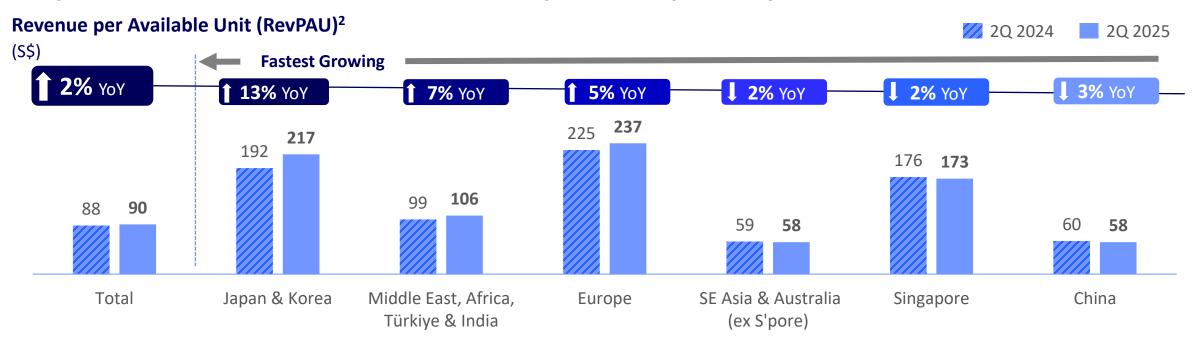
Europe's occupancy rose by 9pp, driven by stronger demand, while ADR saw a 1% uplift.

Japan and Korea drove RevPAU growth, with ADR up 9% and occupancy rising 3pp. **Singapore** recorded 3% drop in RevPAU, coming off an exceptionally strong 1Q 2024 driven by major concert events.

Notes:

- 1. Refers to Average Daily Rate.
- 2. RevPAU statistics are on same store basis and include serviced residences leased and managed by the Group. Foreign currencies are converted to SGD at the same rate for both periods. Student accommodation and rental housing properties are not managed by the Group.

2Q 2025 RevPAU Rises 2%, Led by Continued ADR¹ Growth in Japan and Korea and Steady Occupancy



RevPAU rose 2% in 2Q 2025, driven by a 2% ADR gain with stable occupancy.

Japan and Korea posted 13% RevPAU growth, driven by a 3pp rise in occupancy and 9% ADR increase. Singapore's RevPAU declined by 2%, as a 6% decrease in ADR outweighed a 4pp increase in occupancy.

China's RevPAU fell 3%, as a 4% ADR drop offset a 3pp increase in occupancy, with Central West region facing ongoing competitive pressures.

Notos

- 1. Refers to Average Daily Rate.
- 2. RevPAU statistics are on same store basis and include serviced residences leased and managed by the Group. Foreign currencies are converted to SGD at the same rate for both periods. Student accommodation and rental housing properties are not managed by the Group.

CLI's Lodging Business

Lodging Management (LM)



LM revenue largely comprises fees from management contracts and franchise agreements

- 90% of units → Asset-light management contracts and franchise
- Recurring fee income with generally 10-20 years contract terms

Components

Description

Management Contracts

Franchise Agreements



management fee

% of underlying property profits

Franchise fees

> % of underlying property revenue

Acquisition fee (one-off)

For rights to operate franchise

Service fee (cost reimbursement)

Impact on CLI's Lodging Management FRE

RevPAU

Base

fee

management

% of underlying

Higher property

revenue

property revenue

Number of **Operating Units**

Higher fees and margins

Invest in technology and resources to manage larger portfolio; Expanded

scale drive higher margins

Growth Related

Investments

Positive drivers e.g. boost revenue

travel recovery to

Market

Factors

Investment Management (IM)



- Lodging IM derives its revenue across Ascott's diversified global portfolio
- Revenue streams include returns from owned properties and leased properties, and CLI's ownership proportion of returns from fund management platform e.g. CLAS and private funds

THE **ASCOTT** LIMITED

Business Model

Owned Properties

Rental income

Gains from divestments

From assets owned on CLI's balance sheet

Leased Properties

Rental income from various channels

Direct leases under Ascott and Synergy platform

Returns from CLAS

- Stable distributions
- Share of returns from CLAS based on CLI's stake in CLAS1

Impact on CLI's Real Estate Investment Business



Asset Divestment Opportunities

CLAS Currently A Significant Profit Driver of Lodging REIB

Improve rental income

Portfolio gains from asset recycling

CLAS is accounted as an associate with effect from 31 Dec 2024



A Global Data Centre Business with A Growing Footprint in Asia and Europe

Our Global Data Centre Portfolio







Europe

12 Data Centres across United Kingdom, the Netherlands, France and Switzerland

Asia

15 Data Centres across Singapore, India, Korea, Japan and China

Our In-house Data Centre Capabilities

Vertically integrated group that owns, manages, operates and develops Data Centres across Singapore, China, India, Japan, Korea and Europe

Major multinational customers from cloud, hyperscalers, e-commerce and telecom sectors

Experienced Data Centre team with comprehensive technical expertise and customer solutions across the value chain

Land Acquisition & Real Estate Development

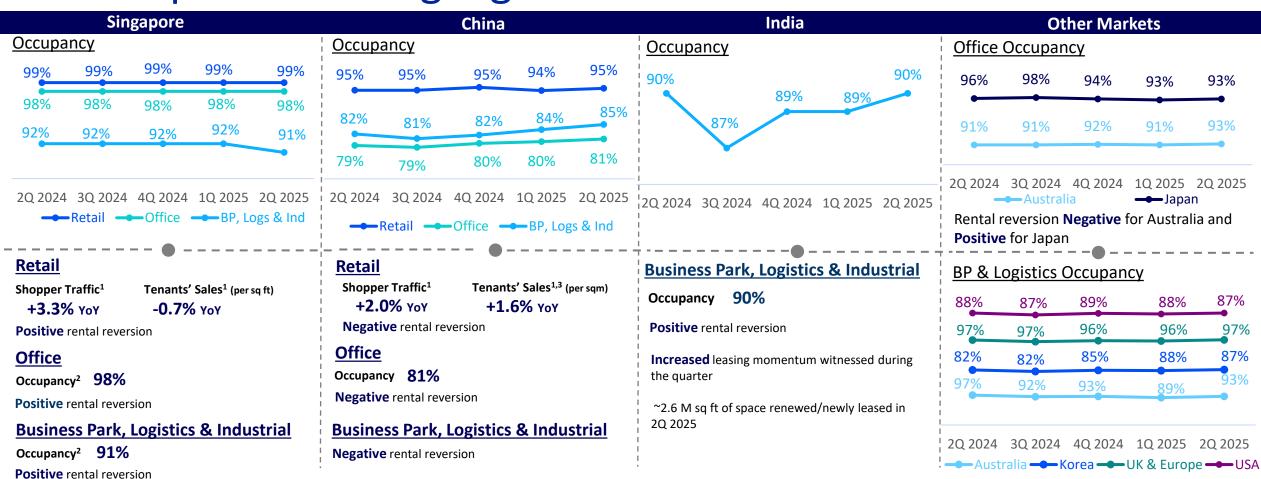
DC Infrastructure Design & Planning

Project & Development Management

DC Engineering, Procurement & Construction

DC Sales & Customer Relationship

REIB Operational Highlights



Notes: The operating metrics relate to owned properties under CLI Group. On a same store basis except for Business Park, Logistics & Industrial in Singapore and Other markets.

- 1. 1H 2025 vs 1H 2024.
- 2. Office Occupancy reflects Committed Occupancy and is calculated on 100% ownership basis. Business Park, Logistics & Industrial Occupancy reflects Actual Occupancy based on Date of Possession as at 30 Jun 2025.
- 3. Excludes electric vehicle sales.
- 4. Includes logistics only.

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5. Includes business parks, logistics and data centres.

Positive rental reversion achieved across the markets

CLI's FY 2024 Sustainability Highlights



13.1%

Scope 1 and 2 carbon emissions intensity reduction¹ since 2019



11.0%

energy consumption intensity reduction¹ since 2019



63%

of global portfolio² achieved green building certification



20.5%

water consumption intensity reduction¹ since 2019



46.3%

waste intensity reduction¹ since 2019



15.1%

recycling rate



30%

women on board³



37%

women in senior management



85%

staff engagement score



86%

of staff attended Fraud, Bribery and Corruption Awareness and whistleblowing training



73%

of staff attended cybersecurity training



S\$4.3 billion

raised in sustainable finance by CLI & its listed REITs and business trusts in FY 2024

Notes

- 1. Intensity figures are computed for operational properties with full year data and exclude new properties which have been acquired for less than 12 months, properties undergoing asset enhancement initiatives (AEI) and corporate offices.
- 2. Percentage by m² of CLI's owned and operationally-managed properties.
- 3. 25% as at 1 Jan 2025 with the appointment of Mr Tham Kui Seng and Mr Eugene Lai.

CLI's Return on Sustainability Framework

CLI's RoS thought leadership paper provides a tool to asset managers for analysing the potential ROI for green capex investments

Green Premium Market Research

 Research to quantify the value of green premium shows a 5%-20% rental premium depending on location & asset type

RoS Framework

- Data-driven, decision-making tool quantifying risks & returns – equip asset managers with a holistic view of the tangible value that sustainability initiatives can unlock
- Serves as a capital allocation compass for asset enhancement initiatives or redevelopments
- Analysis conducted on six CLI assets. For four instances, the Base Case was sufficient to deliver a net positive impact on IRR, with returns uplift of up to 2.1%

RoS Framework Variables

Impact on Returns:



Highest Positive



Mid-high Positive Low Posit



Low Negative Med



Mid-high Negative

Likelihood of Occurrence: High | Medium-High | Medium | Medium-Low



GREEN CAPEX - Capex required by an asset to meet CLI's 2030 Sustainability Master Plan (SMP) targets¹



One-off expense assumed in 2025

High – Decision to allocate capital is within company's control

RENT PREMIUM - Ability to charge higher rent for a highly green building



Higher monthly rental income Medium-Low – Less empirical and inconsistent evidence across markets



(\$)

UTILITIES - Utility cost (electricity, water, gas, etc.) savings due to green capex works



Annual savings expected

High – It is well established that investing in green capex results in lower utility consumption

INTEREST RATE - Interest rate savings from Sustainability-Linked Loans (SLLs)



Lower monthly interest expense **High** – SLLs are well-established tools for asset managers (many financial institutions offer SLLs)





CARBON COST - Carbon tax imposed on GHG² emissions, or price of not being on CRREM 1.5°C Decarbonisation Pathway³



Annual expense when implemented

Medium-High – Carbon taxes are already implemented by several governments⁴

INSURANCE PREMIUM - Lower premium expected for a more energy-efficient building (lower transition risk)



Lower monthly insurance expense

Medium – Overall insurance premium is based on many other factors and physical climate risks





LEASING DURATION - Brown assets will need longer time to lease (measured as rent-free months)



Longer duration before revenue kicks in

Medium-High – Increasingly seeing evidence across markets

ASSET VALUATION - Greener buildings earn a better valuation due to lower risks and greater customer attractiveness



Lower exit cap rate

Medium-Low – Difficult to quantify the precise contribution of green features to valuation



Note: (1) An internal assessment was conducted to quantify the green capex necessary for an asset to meet SMP targets; (2) Greenhouse Gas; (3) Carbon Risk Real Estate Monitor; (4) Several governments, including Singapore, have implemented carbon taxes, and others are exploring similar policies. Whether this tax is applied through energy generators or in other methods, the costs will ultimately be borne by those consuming the energy. Investors are increasingly comparing their assets' performance on the CRREM curve

Glossary

Average Daily Rate
Average builty hate
Artificial Intelligence
Asia Pacific
Ascott Serviced Residence Global Fund
Billion
Basis points
China Real Estate Investment Trust
CapitaLand Integrated Commercial Trust
CapitaLand Ascendas REIT
CapitaLand Ascott Trust
CapitaLand Commercial C-REIT
CapitaLand China Trust
CapitaLand Development
CapitaLand Investment Limited
CapitaLand India Trust
CapitaLand Malaysia Trust
CapitaLand Open End Real Estate Fund
Data Centre
Distribution-in-specie
Distribution per Unit
Fund Management
Fee Income-related Business
Fee Related Earnings. Refers to IAM fee revenue from CLI listed funds and unlisted funds (private funds and/or investment vehicles (including but not limited to programs, joint ventures and co-investments managed by CLI Group from time to time)
Funds Under Management. Refers to the share of total assets under CLI listed funds and unlisted funds (private funds and/or investment vehicles (including but not limited to programs, joint ventures and co-investments managed by CLI Group from time to time) Includes announced acquisitions/divestments from listed and private funds not yet completed, committed but undeployed capital for private funds on a leveraged basis and forward purchase contracts.

Term	Definition
HNWI	High net worth individuals
IAM	Investment and asset management
JHR	Japan Hotel REIT
JV	Joint venture
K	Thousand
LM	Lodging Management
LP	Limited Partners
M	Million
M&A	Mergers and Acquisitions
NAV	Net Asset Value
NPI	Net Property Income
NTA	Net Tangible Assets
PATMI	Profit after tax and minority interest
QoQ	Quarter on quarter
REIB	Real Estate Investment Business
REIM	Real Estate Investment Manager
REIT	Real Estate Investment Trust
RevPAU	Revenue per available unit
ROE	Return on Equity
SCCP	SC Capital Partners Group
SE Asia	Southeast Asia
SFRS	Singapore Financial Reporting Standards
sqm	Square metre
SR	Serviced residences
SWF	Sovereign Wealth Fund
Wingate	Wingate Group Holdings
YoY	Year on year
YTD	Year to date

Thank You

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