



# CapitaLand Limited

## Acquisition Of Prime Mixed-Use Site In Chongqing, China

27 June 2018



# 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.



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# Key Investment Highlights

- Investment in prime mixed-use site in Chongqing, China at agreed property value of RMB 5.7 billion
- Comprises 32-hectare of Greenfield and Brownfield sites
- Over 2,100 units to be added to Group's China residential pipeline
- Retail network to double with a new shopping mall to be constructed on the Greenfield plot
- Investment is by way of acquiring 100% stake in company owning the site

# Site Location – Xinpaifang CBD

Mature Residential And Commercial Zone in Liangjiang New Area, Chongqing



- Liangjiang New Area is China's first national-level inland development area
- Part of Chongqing's Free Trade Zone



- The Site is strategically located at the border of Yubei District and Jiangbei District within the Liangjiang New Area
- Serves a high-income population of ~600,000 people within a three-kilometre radius

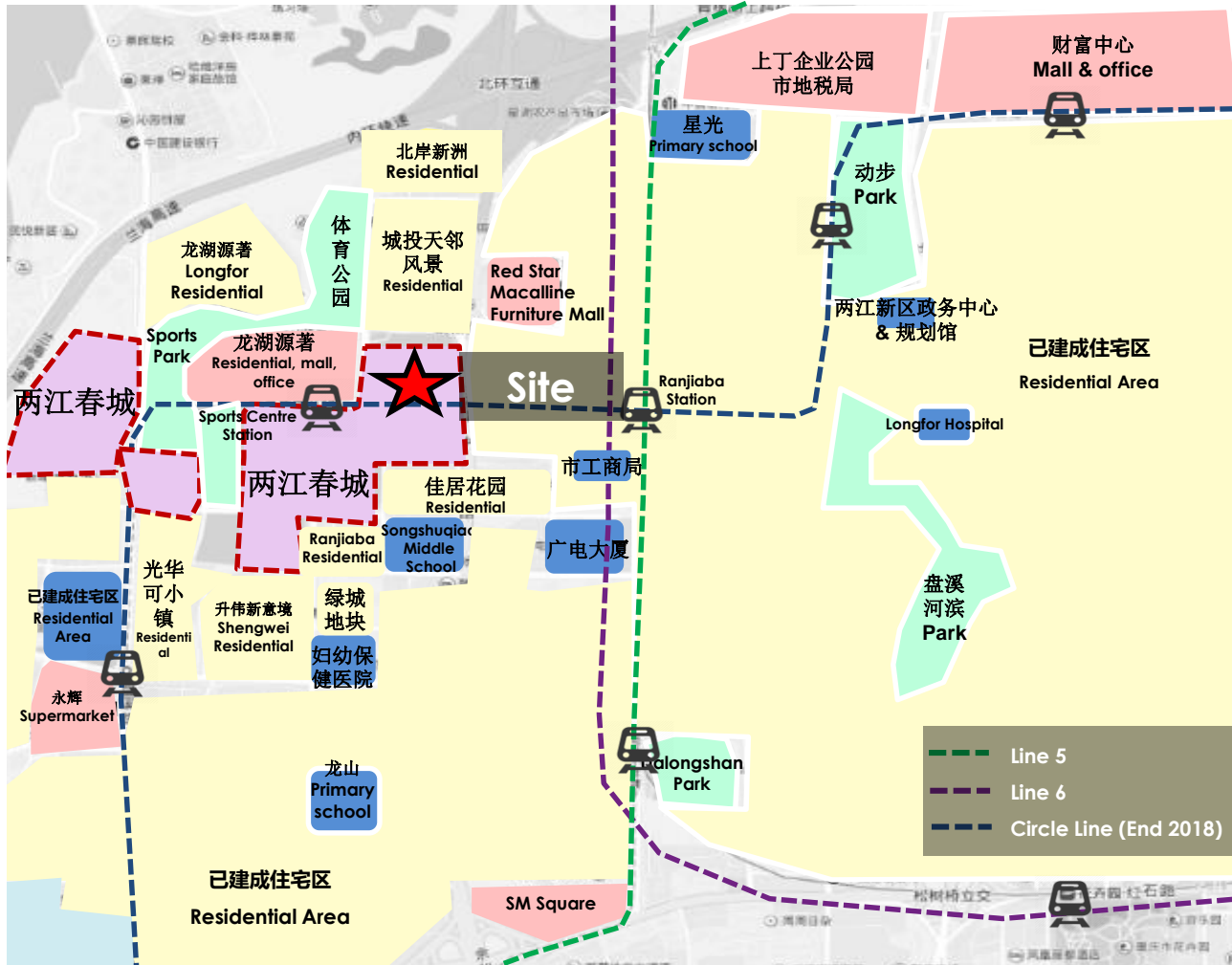
Note:

1. Yubei District
2. Jiangbei District



# Site Location (Continued)

## Excellent Connectivity And Accessibility To Amenities



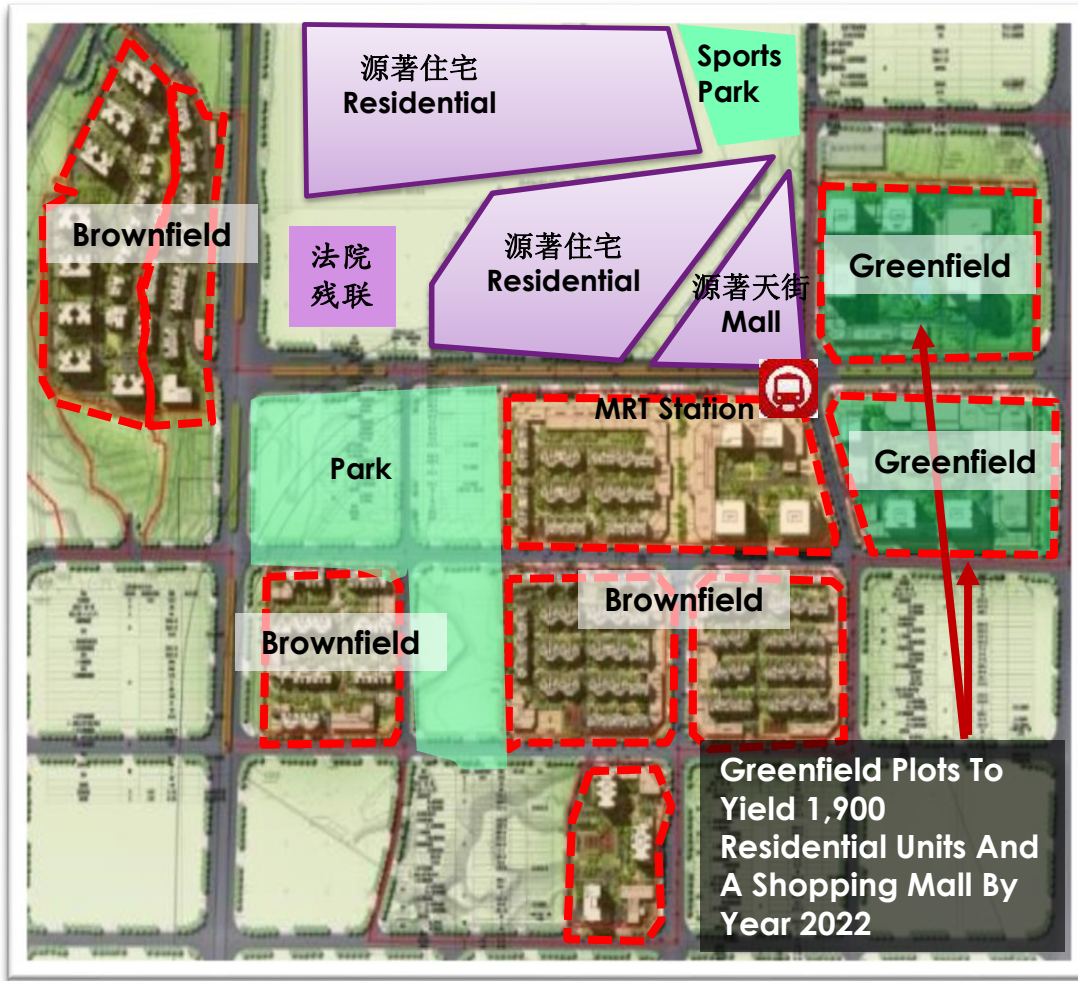
- 20-min drive to Jiangbei International Airport
- Close proximity to Guanyingqiao CBD and Jiefangbei CBD
- Easy accessibility a wide range of amenities
- Well-connected to the rest of the city center via a comprehensive and efficient transport network

Note:

1. Ranjiaba metro station serves three metro lines

# Transaction And Site Details

## New Land Bank To Ride On Chongqing's Booming Property Market



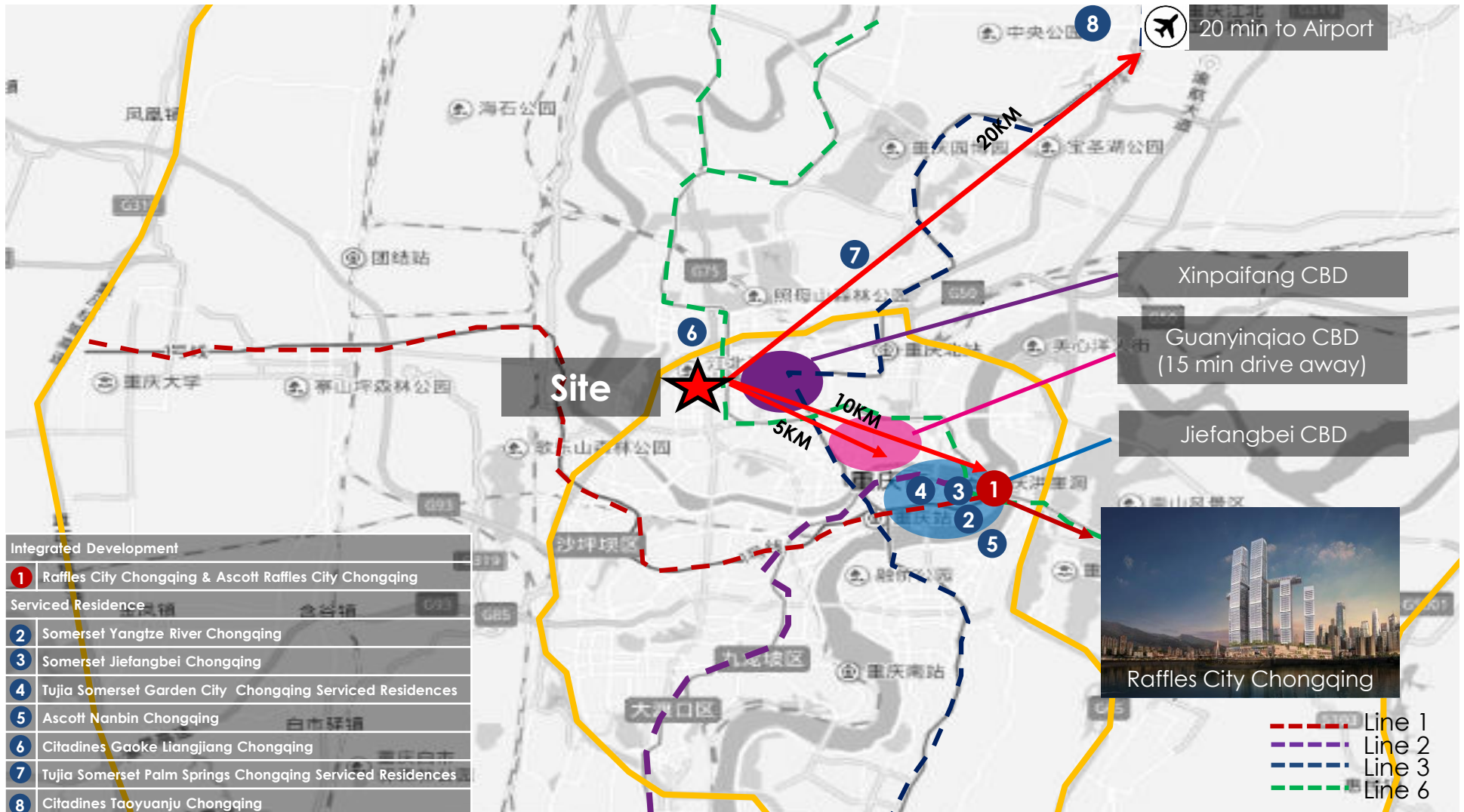
<b>Location</b>	Land Parcel In Xinpaifang, Liangjiang New Area
<b>Site Area</b>	32-hectare (~321,533 sqm)
<b>Site Parameters</b>	<u>Greenfield</u> Total GFA - 335,000 sqm Residential - 80% (~1,900 Units) Retail/Office - 20%
	<u>Brownfield</u> Residential Inventory - 223 Units Retail/Office - 100,000 sqm
<b>Agreed Property Value</b>	RMB 5.7 billion <sup>2</sup> (~\$1.19 billion)

Note:

1. Inclusive future development costs
2. Based on exchange rate RMB1: SGD 0.2

# Dominant Asset Network In Chongqing

Strengthened Presence To Create Greater Economies Of Scale







# Summary of Investment Rationale

## 1 Strengthen Footprints In A Core City Cluster

- Prime location – Centre of Liangjiang New Area in Chongqing
- Third sub-provincial-level economic zone after Shanghai Pudong and Tianjin Binhai
- Included in Chongqing's Free Trade Zone in 2017

## 2 Augment Landbank In A Fast-Growing City With Strong Investment Potential

- Growing population and rising income per capita with high demand for residential properties, premium retail and office spaces in central location in Chongqing
- The Group's residential pipeline to be replenished with 2,100 units

## 3 Immediate Sales And Profits Recognition

- Expect to recognise gains from sales of soon-to-be-completed residential units upon handover
- Short time-to-market

## 4 Improved Economies Of Scale And Synergies With Existing Developments

- New mall in Xinpaifang CBD will complement AUM network in Chongqing, including Raffles City Chongqing and serviced residences

# Chongqing Municipality

## Gateway To China's Fast-growing Western Region



- Pivotal point on the One Belt, One Road that connects growing economies of South and Central Asia with the rest of China
- Key gateway city along the Yangtze River Economic Belt
- Crucial player in overall development of China's Western region
- In 2017, Chongqing's GDP grew 9.3%, outpacing the national average of 6.9%



# Thank You

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