



# CapitaLand Commercial Trust Singapore's First Commercial REIT

Citi-REITAS Singapore REITS & Sponsors Forum 2015

1 September 2015



# Important Notice

**This presentation shall be read in conjunction with CCT's 2Q 2015 Unaudited Financial Statement Announcement.**

The past performance of CCT is not indicative of the future performance of CCT. Similarly, the past performance of CapitaLand Commercial Trust Management Limited, the manager of CCT is not indicative of the future performance of the Manager.

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

This presentation may contain forward-looking statements that involve assumptions, risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from other developments or companies, shifts in expected levels of occupancy rate, property rental income, charge out collections, changes in operating expenses (including employee wages, benefits and training costs), governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business.

You are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of the CCT Manager on future events.



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\*Any discrepancies in the tables and charts between the listed figures and totals thereof are due to rounding.

A low-angle photograph of the Capital Tower in Singapore, showing its distinctive tiered structure and glass facade against a blue sky with scattered white clouds. The tower's design features a series of horizontal setbacks and a top section with a more complex, grid-like pattern.

# 1. Highlights

Capital Tower, Singapore



# 1H 2015 DPU rose by 2.1% y-o-y, driven by resilient portfolio performance

	2Q 2015 (cents)	2Q 2014 (cents)	Change %	1H 2015 (cents)	1H 2014 (cents)	Change %
<b>Distribution per unit (DPU)</b>	<b>2.19</b>	2.18	<b>0.5</b>	<b>4.31</b>	4.22 <sup>(1)</sup>	<b>2.1</b>
<b>Contribution from operating properties in Singapore including JVs (Taxable)</b>	2.19	2.10	4.3	4.31	4.14	4.1
<b>Contribution from holdings in MRCB-Quill REIT (Tax-exempt)</b>	-	0.08	NM	-	0.08	NM

**Note:**

(1) DPU for 1H 2014 of 4.22 cents consisted of the adjusted DPU of 2.04 cents from 2.08 cents for 1Q 2014 and DPU of 2.18 cents for 2Q 2014. The adjustment took into account the conversion of S\$61.5 million of convertible bonds due 2015 (CB 2015) into 51.6 million CCT units in 1H 2014.



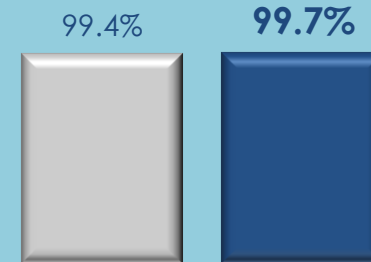
# Highlights of performance

## Resilient portfolio

- ✓ **3.6% higher net property income** driven by **resilient portfolio** performance
- ✓ Portfolio committed occupancy rate:
  - **99.7%** without CapitaGreen
  - **98.0%** including CapitaGreen
- ✓ **CapitaGreen** secured committed occupancy of **80.4%**<sup>(1)</sup>
- ✓ Continued increase in committed rents pushed monthly average office portfolio rent **up 1.1% q-o-q to S\$8.88 psf**
- ✓ **Valuation of portfolio up by 0.9%** as at 30 June 2015 due to higher net property income

### CCT portfolio committed occupancy

■ 2Q 2014 ■ 2Q 2015



**Note:**

(1) CapitaGreen's total net lettable area is 703,000 sf as at 30 June 2015



# Active portfolio leasing

- In 2Q 2015, CCT signed approximately 179,000 square feet<sup>(1)</sup> of new leases and renewals, of which 57% are new leases.
- The above includes retail space of approximately 51,000 square feet.
- For 2Q 2015, new and renewed tenants include:

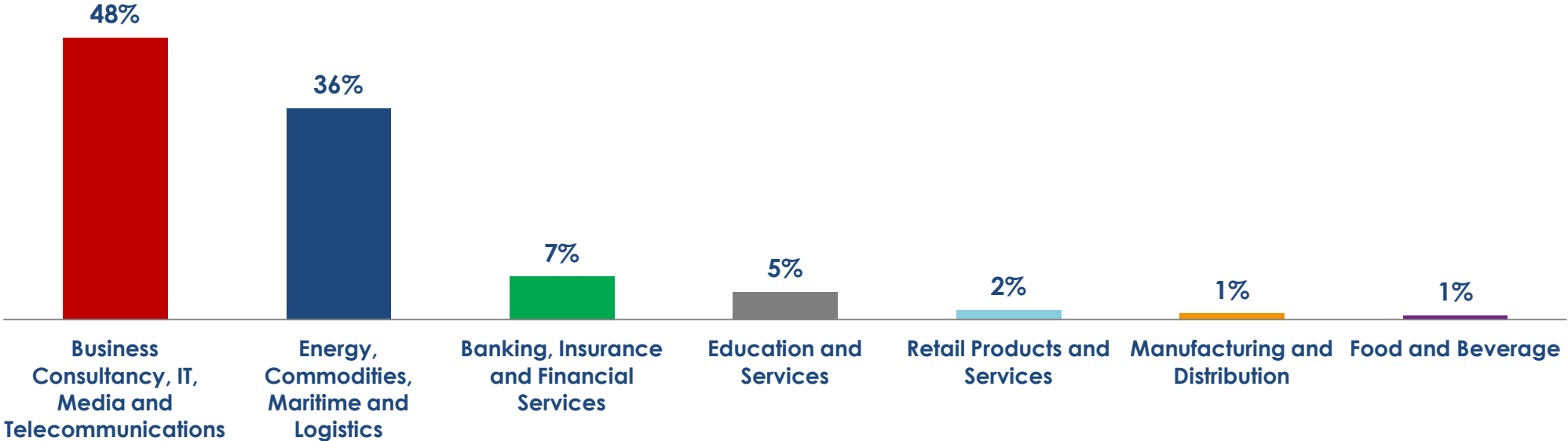
Tenant	Trade Sector	Building
Rakuten Asia Pte. Ltd.	IT, Media and Telecommunications	CapitaGreen
Marubeni Asean Pte. Ltd.	Energy and Commodities	CapitaGreen
Bank Islam Brunei Darussalam Berhad	Banking, Insurance and Financial Services	Six Battery Road
Elion International Merchant Trading Asia Pte. Ltd.	Energy and Commodities	One George Street
Vertex Venture Management Pte. Ltd.	Banking, Insurance and Financial Services	Raffles City Tower
Total Trading Gas & Power Asia Private Limited	Energy and Commodities	Raffles City Tower

**Note:**

(1) Includes CapitaGreen



# New demand in CCT's portfolio supported by tenants from diverse trade sectors



Note:

(1) Based on net lettable area of new leases committed and using 100% basis for Raffles City Singapore and CapitaGreen





# Portfolio valuation up 0.9% mainly due to higher net property income

Capital values per sq ft still below market transactions

Investment Properties	31 Dec 2014 \$m	30 Jun 2015 \$m	6-month Variance (Dec 2014 to Jun 2015) %	30 Jun 2015 Capital Value \$psf
Capital Tower	1,309.0	1,310.0	0.1	1,768
Six Battery Road	1,330.0	1,345.0	1.1	2,722
One George Street	975.0	1,000.0	2.6	2,235
Twenty Anson	431.0	431.0	0.0	2,097
HSBC Building	450.0	452.0	0.4	2,255
Golden Shoe Car Park	141.0	141.0	0.0	NM <sup>(1)</sup>
Wilkie Edge	191.0	194.0	1.6	1,266
Bugis Village <sup>(2)</sup>	55.4	55.2	(0.4)	456
<b>Sub- Total</b>	<b>4,882.4</b>	<b>4,928.2</b>	<b>0.9</b>	
Raffles City (60%)	1,865.7	1,872.9	0.4	NM <sup>(1)</sup>
CapitaGreen (40%)	610.4	626.4	2.62	2,226
<b>Total</b>	<b>7,358.5</b>	<b>7,427.5</b>	<b>0.9</b>	

**Notes:**

- (1) NM indicates "Not Meaningful".
- (2) The valuation of Bugis Village takes into account the right of the President of the Republic of Singapore, as Lessor under the State Lease, to terminate the said Lease on 1 April 2019 upon payment of S\$6,610,208.53 plus accrued interest.



# Higher values supported by higher achieved rents

- Office rent growth rates<sup>(1)</sup> assumed for discounted cashflow method remained at an average 3.9%<sup>(2)</sup> per annum over 10 years.
- Terminal yields<sup>(3)</sup> same as capitalisation rates for Six Battery Road and HSBC Building which have 999-year lease tenures, 0.25% higher than capitalisation rates for the rest of the portfolio

	Capitalisation Rates						Discount Rates					
	Dec 10	Dec 11	Dec 12	Dec 13	Dec 14	Jun 15	Dec 10	Dec 11	Dec 12	Dec 13	Dec 14	Jun 15
Capital Tower	4.15	4.00	3.75	3.75	3.85	<b>3.85</b>	7.75	7.50	8.00	8.00	7.50	<b>7.25</b>
Six Battery Road	4.00	4.00	3.75	3.75	3.75	<b>3.75</b>	7.75	7.50	8.00	8.00	7.50	<b>7.25</b>
One George Street	4.15	4.00	3.75	3.75	3.85	<b>3.85</b>	7.75	7.50	8.00	8.00	7.50	<b>7.25</b>
HSBC Building	4.00	4.00	3.75	3.75	3.85	<b>3.85</b>	7.75	7.50	8.00	8.00	7.50	<b>7.25</b>
Twenty Anson	NA	NA	3.75	3.75	3.85	<b>3.85</b>	NA	NA	8.00	8.00	7.50	<b>7.25</b>
Wilkie Edge <sup>(4)</sup>	4.40	4.40	4.25	4.25	4.25	<b>4.25</b>	8.00	7.75	8.00	8.00	7.50	<b>7.25</b>
CapitaGreen	NA	NA	NA	NA	4.00	<b>4.15</b>	NA	NA	NA	NA	7.25	<b>7.25</b>
Raffles City SG												
Office	4.50	4.50	4.25	4.25	4.25	<b>4.25</b>	7.75	7.50	7.50	7.35	7.50	<b>7.25</b>
Retail	5.50	5.40	5.40	5.25	5.25	<b>5.25</b>	8.00	7.75	7.80	7.65	7.50	<b>7.50</b>
Hotel	5.75	5.75	5.75	5.55	5.25	<b>5.13</b>	7.75	7.75	8.00	7.75	7.75	<b>7.75</b>

## Notes:

- Excludes Golden Shoe Car Park and Bugis Village
- Calculated on a simple average basis
- Excludes Bugis Village due to the right of the President of the Republic of Singapore, as Lessor under the State Lease, to terminate the said Lease on 1 April 2019 upon payment of S\$6,610,208.53 plus accrued interest
- Refers to office capitalisation rate only
- CBRE was the appointed valuer for CCT properties and Raffles City Singapore for Jun 2015. For CapitaGreen, the appointed valuer was Knight Frank and CBRE for Dec 2014 and Jun 2015 respectively.



# Robust balance sheet with strong credit metrics

Financial flexibility for growth and to mitigate economic risks

<b>Low gearing</b>	<b>Debt headroom</b>
<b>29.5%</b>	<b>S\$1.3 billion</b>
<b>2Q 2014: 28.8%</b>	<b>Assuming 40% gearing</b>

<b>Average cost of debt</b>	<b>Interest coverage <sup>(1)</sup></b>	<b>Gross borrowings on fixed rate</b>
<b>2.4% p.a.</b>	<b>7.6 times</b>	<b>83%</b>
<b>No change from 2.4% p.a. in 2Q 2014</b>	<b>2Q 2014: 6.8 times</b>	<b>2Q 2014: 80%</b>

Note:

(1) Ratio of EBITDA over finance costs which includes amortisation and transaction costs



# CCT deposited properties grew 4.4% y-o-y

Deposited Properties

S\$7,676.2  
million

▲ 4.4% YoY

Adjusted NAV per Unit

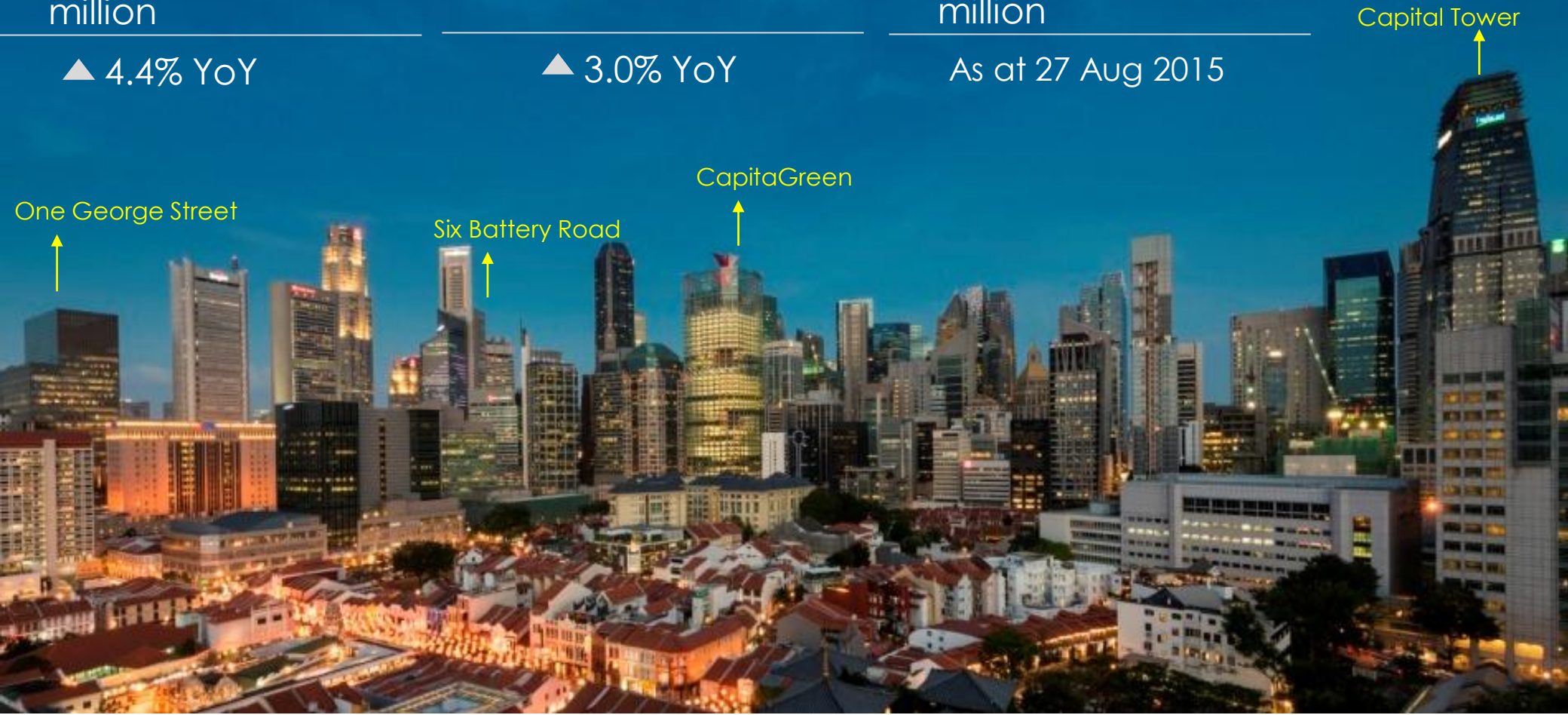
S\$1.72

▲ 3.0% YoY

Market Capitalisation

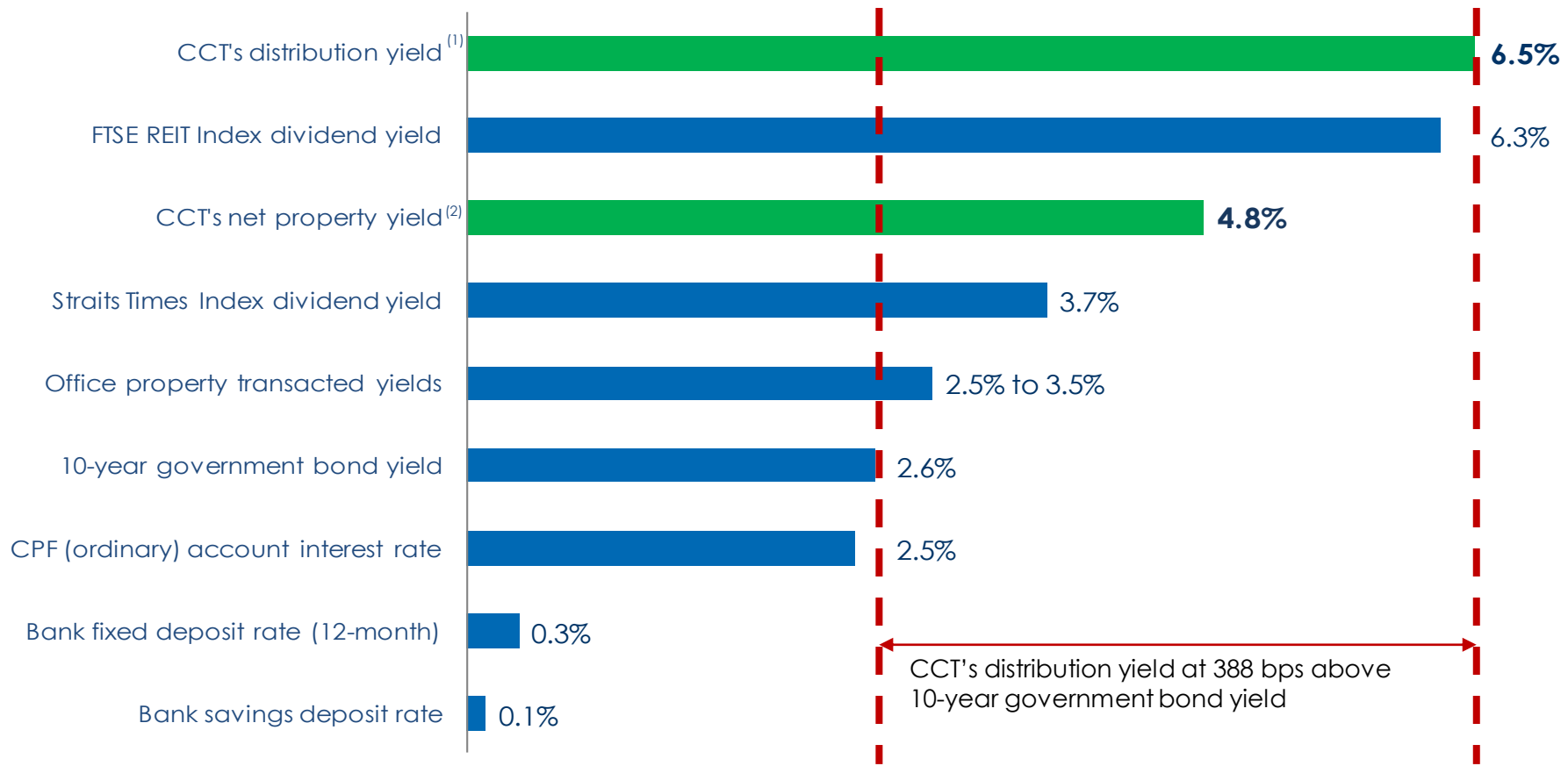
S\$3,865.0  
million

As at 27 Aug 2015





# CCT trading at 388 bps risk premium above 10-year government bond yield



**Notes:**

- (1) CCT Group distribution yield is based on annualised 1H 2015 DPU of 4.31 cents over closing price of S\$1.335 as at 17 Aug 2015
  - (2) CCT Group (including RCS Trust and excluding CapitaGreen) net property yield based on 1H 2015 net property income and Jun 2015 valuation
  - (3) All information as at 30 Jun 2015 except for FTSE REIT Index, STI and 10-year government bond yield which are as at 17 Aug 2015.
- Sources: Bloomberg, Monetary Authority of Singapore, Central Provident Fund, Singapore Government Securities, CBRE Pte. Ltd.



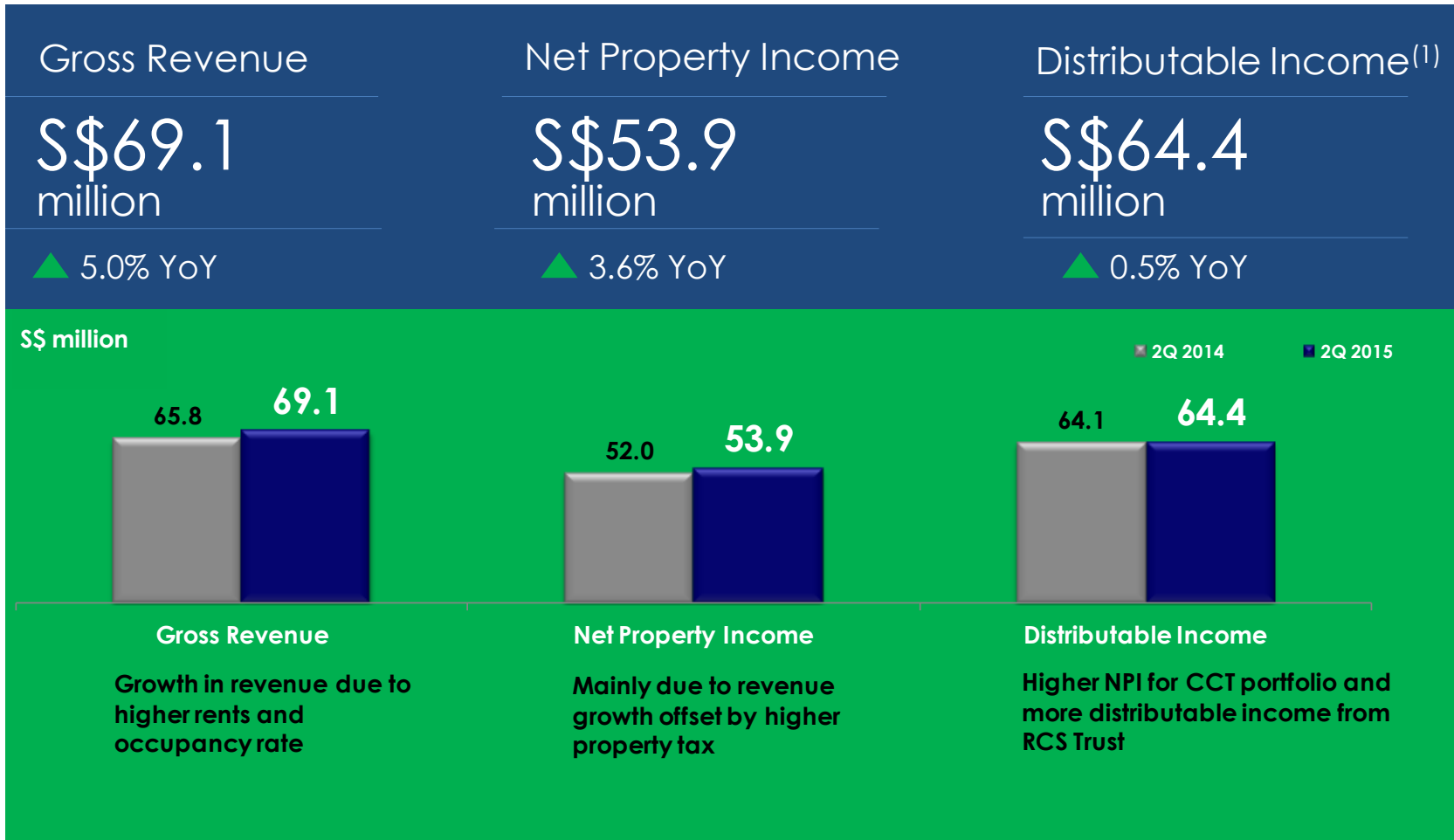
## 2. 2Q 2015 Financial Results and Prudent Capital Management

One George Street, Singapore





# 2Q 2015 distributable income rose by 0.5% y-o-y



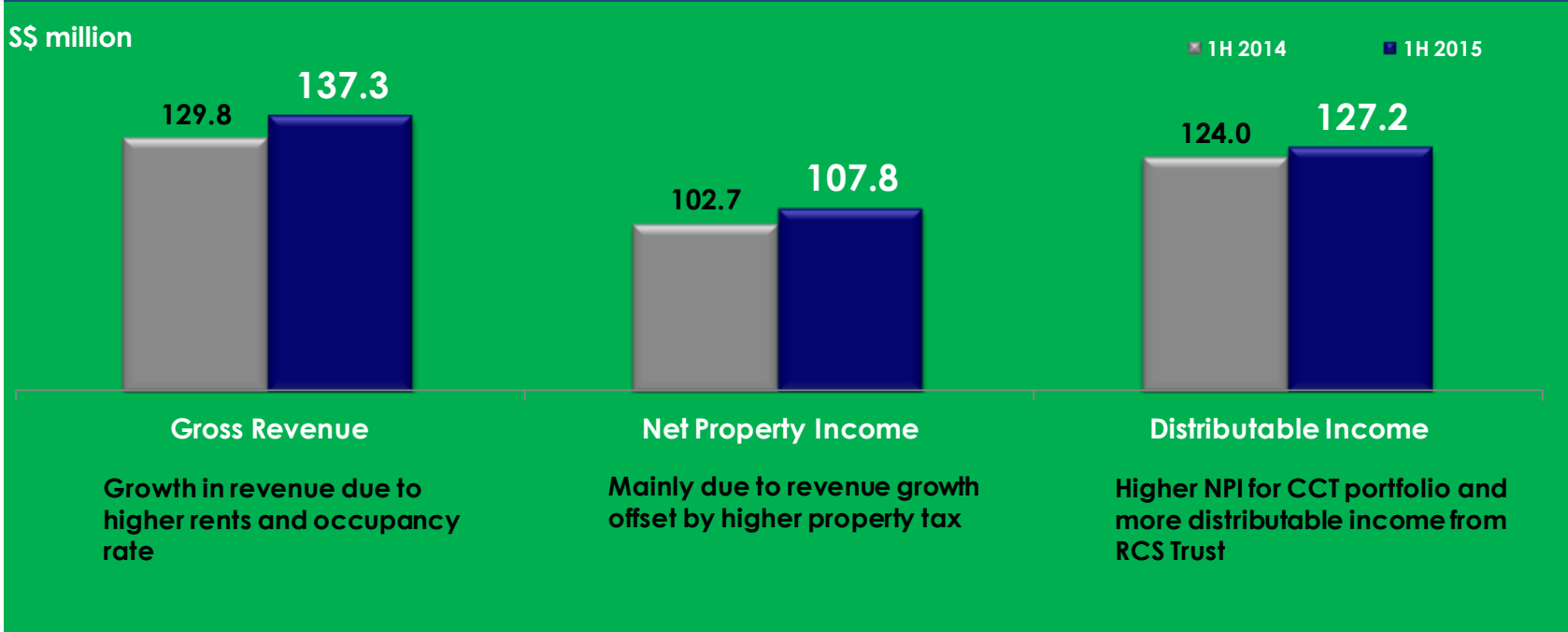
**Note:**

1. Distributable income in 2Q 2014 had included S\$2.4 million of tax-exempt income from MRCB-Quill REIT (MQREIT – formerly Quill Capita Trust).



# 1H 2015 distributable income rose by 2.5% y-o-y

Gross Revenue	Net Property Income	Distributable Income <sup>(1)</sup>
<b>\$137.3</b> million	<b>\$107.8</b> million	<b>\$127.2</b> million
▲ 5.7% YoY	▲ 5.0% YoY	▲ 2.5% YoY



**Note:**

1. Distributable income in 1H 2014 had included \$2.4 million of tax-exempt income from MQREIT.





# Robust balance sheet

## Statement of Financial Position As at 30 Jun 2015

	S\$ '000
Non-current Assets	6,425,536
Current Assets	132,117
<b>Total Assets</b>	<b>6,557,653</b>
Current Liabilities <sup>(1)</sup>	259,657
Non-current Liabilities	1,101,140
<b>Total Liabilities</b>	<b>1,360,797</b>
<b>Net Assets</b>	<b>5,196,856</b>
<b>Unitholders' Funds</b>	<b>5,196,856</b>
<b>Units in issue ('000)</b>	<b>2,948,514</b>

	S\$ '000
<b>Deposited Properties<sup>(2)</sup></b>	<b>7,676,174</b>

<b>Net Asset Value Per Unit</b>	<b>\$1.76</b>
<b>Adjusted Net Asset Value Per Unit (excluding distributable income)</b>	<b>\$1.72</b>

**Credit Rating**  
**A-** by **S&P**  
**A3** by **Moody's**  
 Outlook Stable

### Notes:

(1) There are sufficient credit facilities to refinance borrowings due in 2015.

(2) Deposited properties for CCT Group includes CCT's 60.0% interest in total assets of RCS Trust (S\$1.88 billion) and 40.0% interest in MSO Trust (S\$0.63 billion).



# Strong financial ratios

	1Q 2015	2Q 2015	Remarks
Total Gross Debt <sup>(1)</sup>	S\$2,263.7 m	S\$2,265.3 m	Increased
Gearing <sup>(2)</sup>	29.9%	29.5%	Decreased (Higher value of deposited properties)
Net Debt / EBITDA <sup>(3)</sup>	5.0 times	4.9 times	Stable
Unencumbered Assets as % of Total Assets <sup>(4)</sup>	100.0%	100.0%	Stable
Average Term to Maturity	4.1 years	3.9 years	Decreased (Passing of time)
Average Cost of Debt (p.a.) <sup>(5)</sup>	2.4%	2.4%	Stable
Interest Coverage <sup>(6)</sup>	7.6 times	7.6 times	Stable

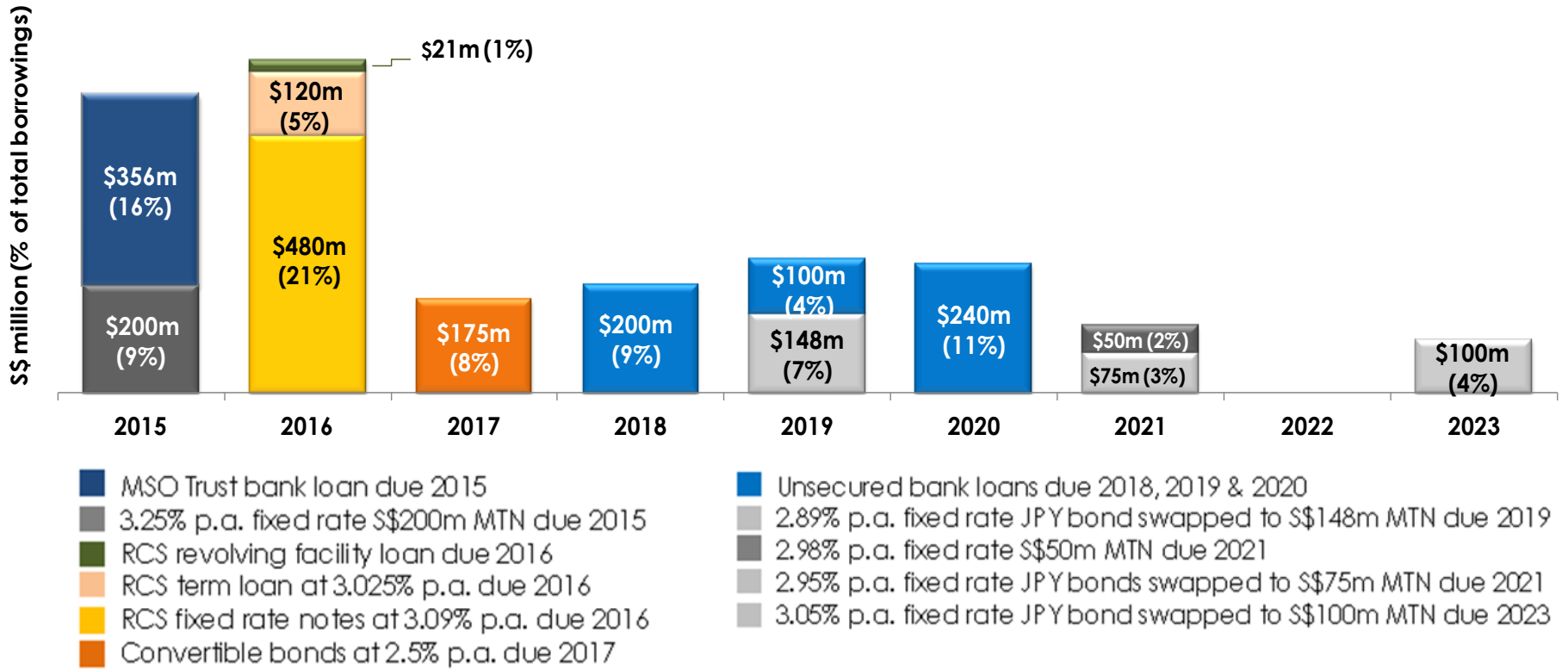
**Notes:**

- (1) Total gross debt includes CCT's 60.0% interest in RCS Trust and 40.0% interest in MSO Trust.
- (2) In accordance with Property Funds Appendix, CCT's proportionate share of its joint ventures borrowings and deposited property values are included when computing the gearing ratio.
- (3) Net debt excludes borrowings of RCS Trust and MSO Trust. EBITDA refers to earnings before interest, tax, depreciation and amortisation but after share of profit of associate and joint ventures.
- (4) Investment properties at CCT Trust and Twenty Anson (held through CCT's 100.0% interest in FirstOffice Pte. Ltd.) are all unencumbered.
- (5) Ratio of interest expense over weighted average borrowings.
- (6) Ratio of EBITDA over finance costs which includes amortisation and transaction costs.



# Diversified funding sources and well spread debt maturity profile

As at 30 Jun 2015

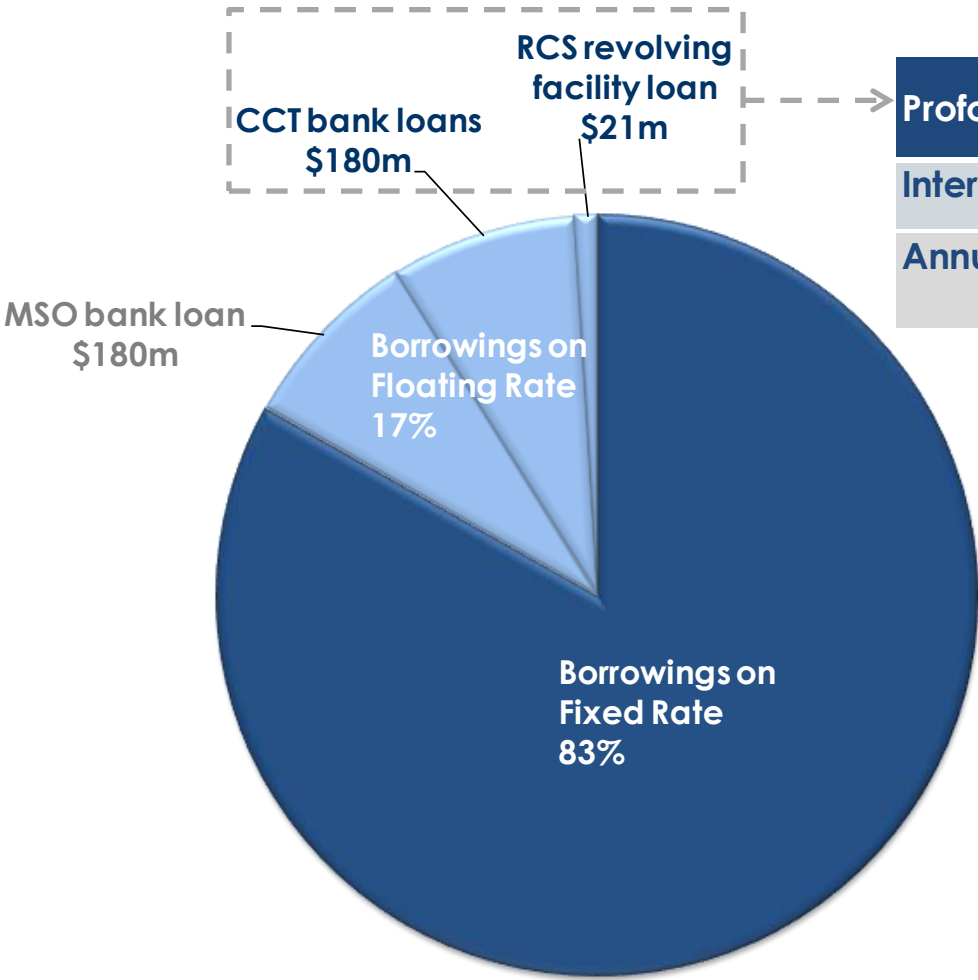


**Note:**

(1) CCT issued S\$100.0 million 2.96% p.a. fixed rate notes due August 2021 on 13 August 2015, of which S\$90.0 million was used to repay revolving bank loan due in 2020. This is not reflected in the chart.



# 83% of fixed rate borrowings provides certainty of interest expense



Proforma FY2015 impact:	
Assuming +0.5% p.a. increase in interest rate	
Interest expense <sup>(1)</sup>	+\$1.0 million p.a.
Annualised 1H 2015 DPU	-0.03 cents (0.4% of annualised DPU)

**Note:**  
 (1) Excludes floating rate borrowings of MSO Trust (owns CapitaGreen)



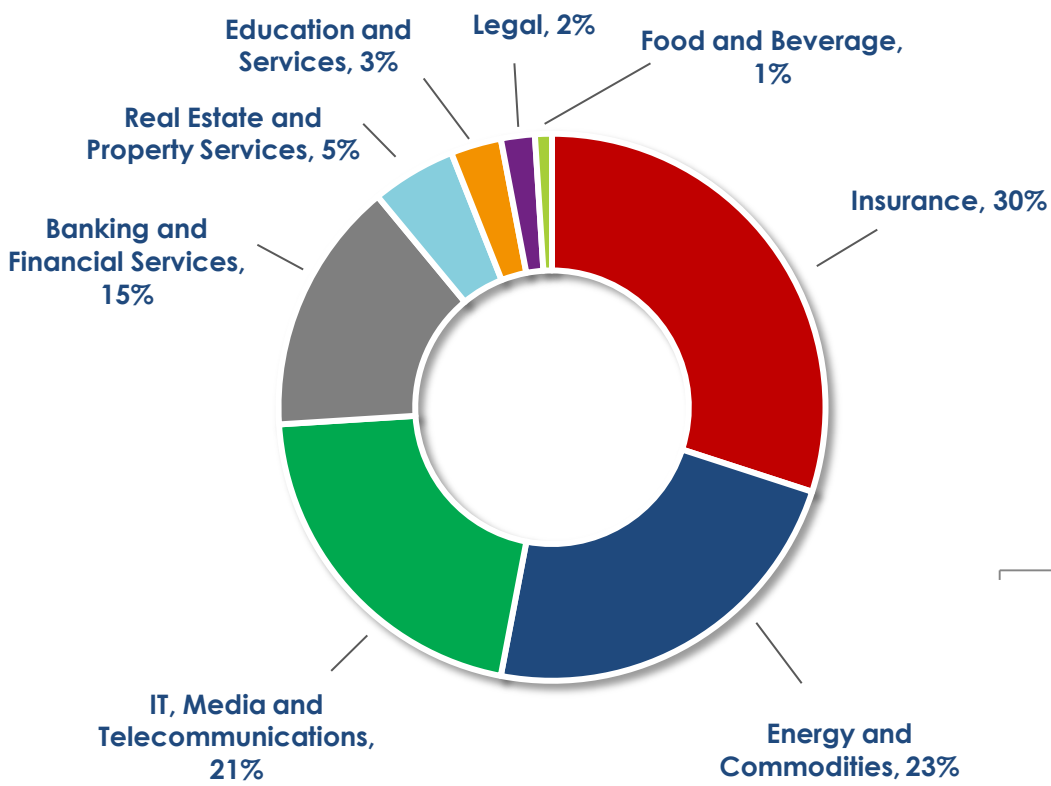
**3. CapitaGreen –  
Distributable income  
contribution from 40%  
stake expected in 2016**



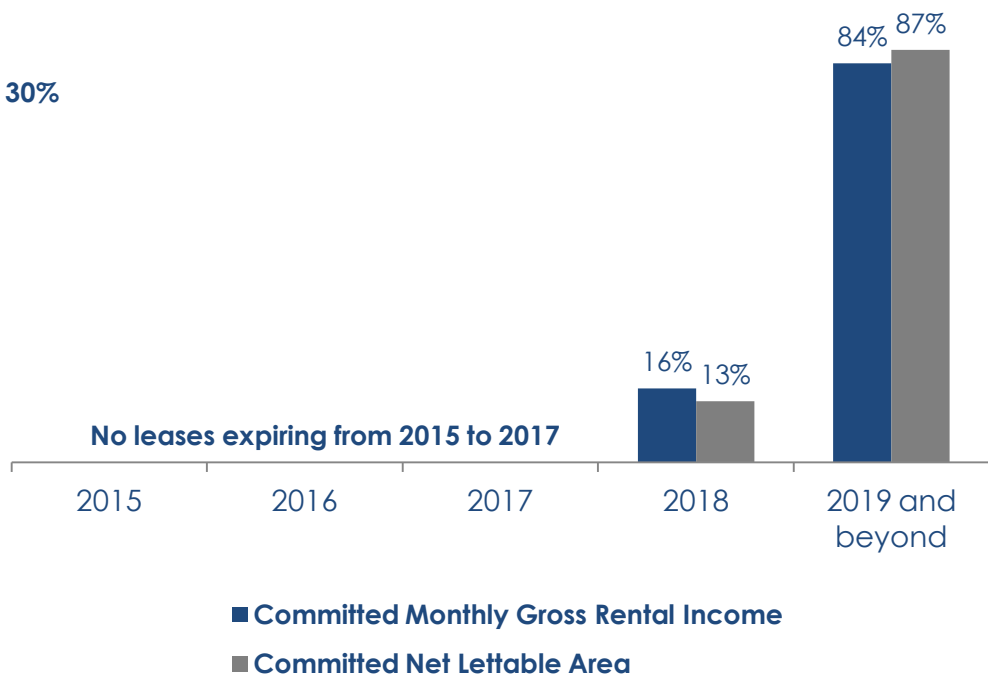
# CapitaGreen committed leases for approximately 80.4%<sup>(1)</sup> of NLA or 566,000 sq ft

Committed tenants are on long term leases and 74% predominantly from the Insurance, Energy and Commodities and IT sectors

Tenant trade mix<sup>(2)</sup> for CapitaGreen



Lease expiry profile for CapitaGreen



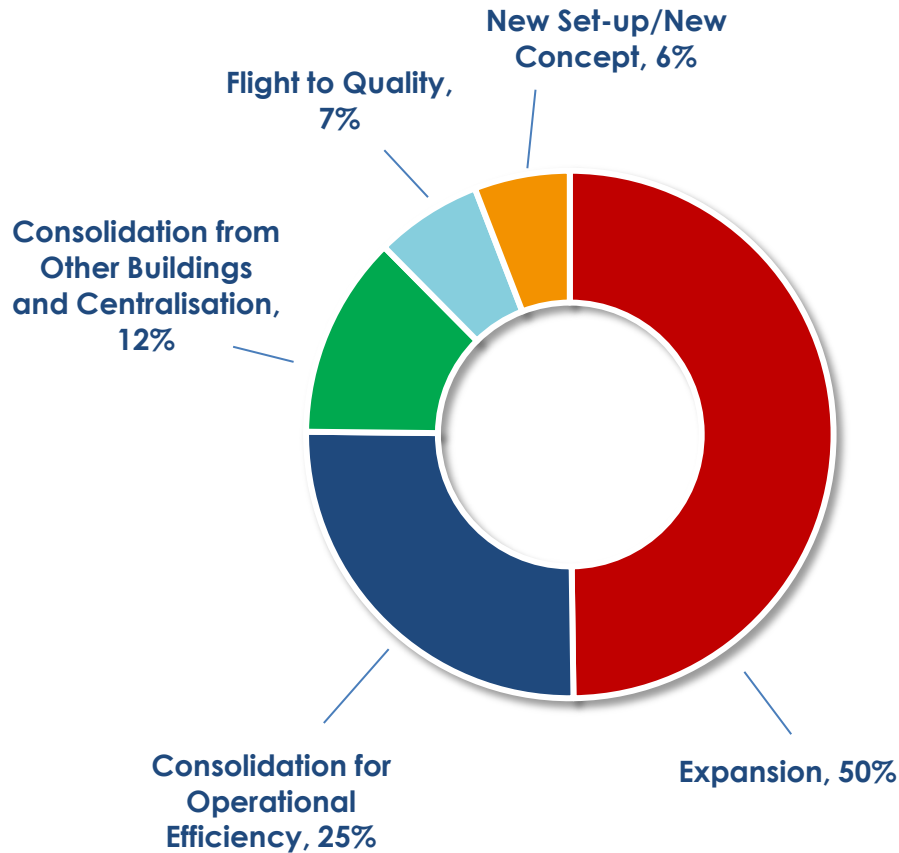
Notes:  
 (1) CapitaGreen's total net lettable area is 703,000 sf as at 30 June 2015  
 (2) Based on net lettable area of leases committed at CapitaGreen



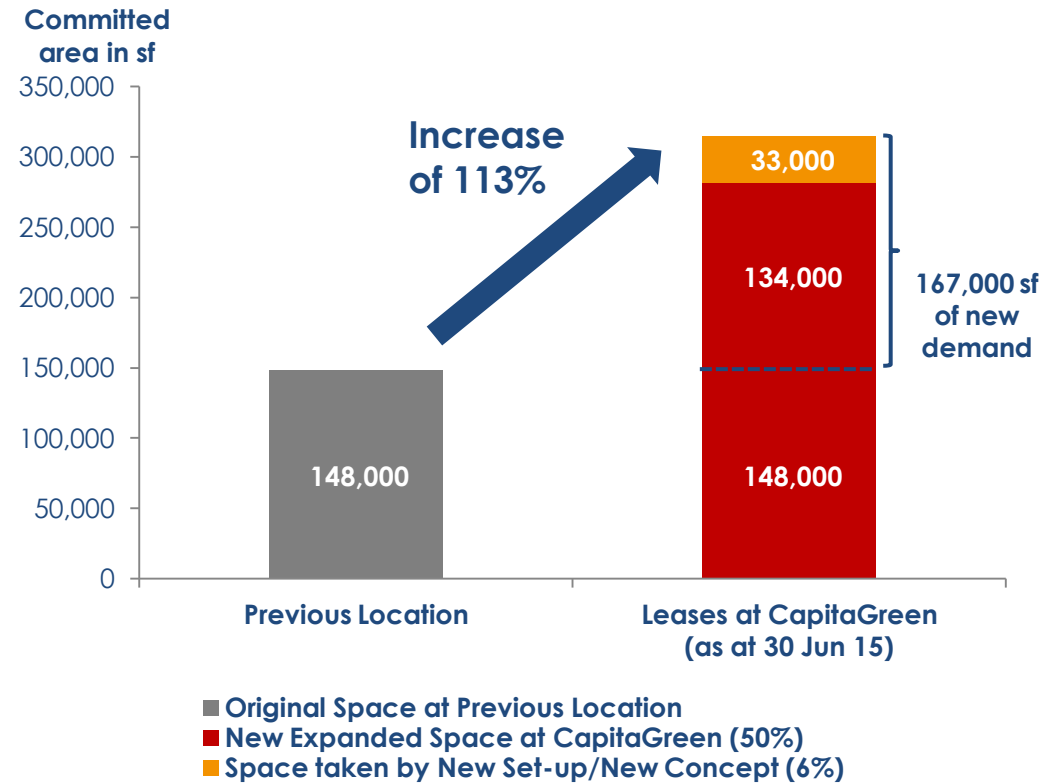


# Drivers of CapitaGreen's committed NLA

Half of the committed space leased by tenants who are expanding<sup>(1)</sup>



### Increase in demand for space by 113%



Note:  
(1) Based on net lettable area of leases committed at CapitaGreen



# Potential acquisition pipeline of remaining 60.0%



## CapitaGreen 138 Market Street

- Total project development cost of S\$1.4 billion
- CCT owns 40.0% share of CapitaGreen
- Has call option to acquire balance 60.0% from JV partners
- Purchase price at market valuation
- Subject to minimum of development cost compounded at 6.3% p.a.<sup>(1)</sup>
- Exercise period: within 3 years after completion (2015 to 2017)

**Note:**

(1) Based on actual costs incurred since commencement of development in 2011 and compounded at 6.3% p.a.



# 4. Resilient Portfolio

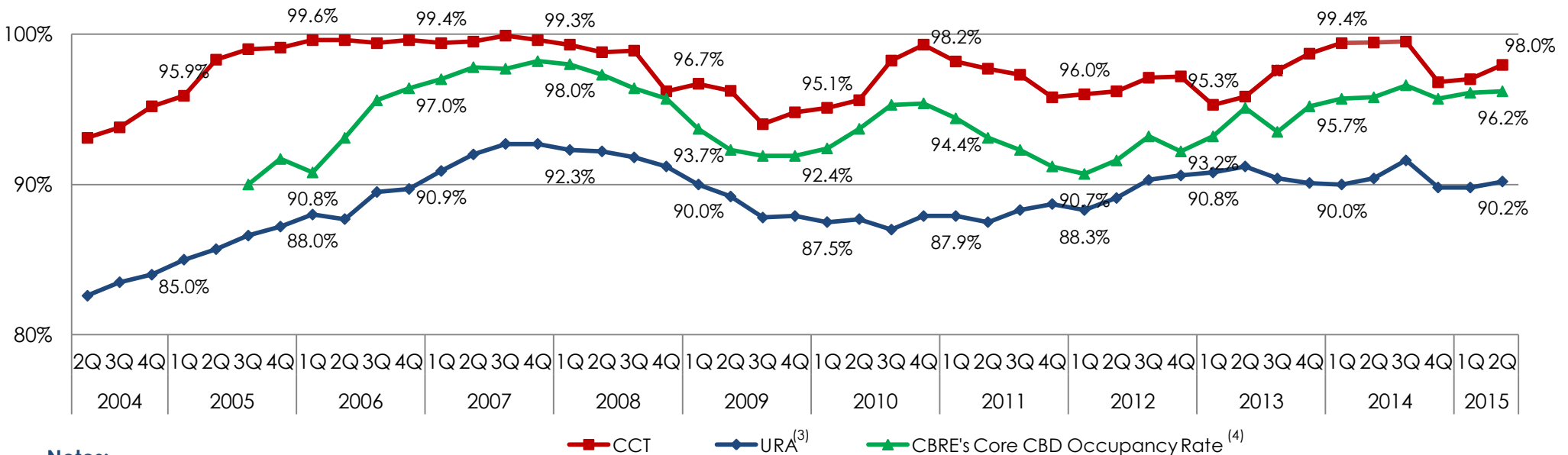
Capita Commercial  
Capita Mall  
Raffles City



# CCT's portfolio occupancy of 98.0% above market occupancy of 96.2%

	CCT Committed Occupancy				Market Occupancy Level <sup>(2)</sup>	
	Including CapitaGreen		Excluding CapitaGreen		2Q 2015	1Q 2015
	2Q 2015 <sup>(1)</sup>	1Q 2015	2Q 2015	1Q 2015		
Grade A office	97.1%	95.7%	99.8%	100.0%	95.6%	94.9%
Portfolio	98.0%	97.0%	99.7%	99.7%	96.2%	96.1%

CCT's Committed Occupancy Since Inception



**Notes:**

(1) Including CapitaGreen's occupancy of 80.4% as at 30 Jun 2015

(2) Source: CBRE Pte. Ltd.

(3) Source: URA.

(4) Covers Raffles Place, Marina Centre, Shenton Way and Marina Bay, data only available from 3Q 2005 onwards





# Overall positive rental reversions for CCT's Grade A office leases committed in 2Q 2015

S\$ psf per month	Average Expired Rents	Committed Rents <sup>(1)</sup>	Sub-Market	Market Rents of Comparative Sub-Market	
				Colliers <sup>(2)</sup>	DTZ <sup>(3)</sup>
CapitaGreen	-	12.05 – 16.00 <sup>(5)</sup>	Premium Grade Raffles Place	S\$11.93	S\$10.80
Six Battery Road	11.32	12.80 – 14.80	Grade A Raffles Place	S\$10.43	S\$10.80
One George Street	10.00	12.50 – 13.00	Grade A Raffles Place	S\$10.43	S\$10.80

**Notes:**

(1) Renewal/new leases committed in 2Q 2015

(2) Source: Colliers International 2Q 2015

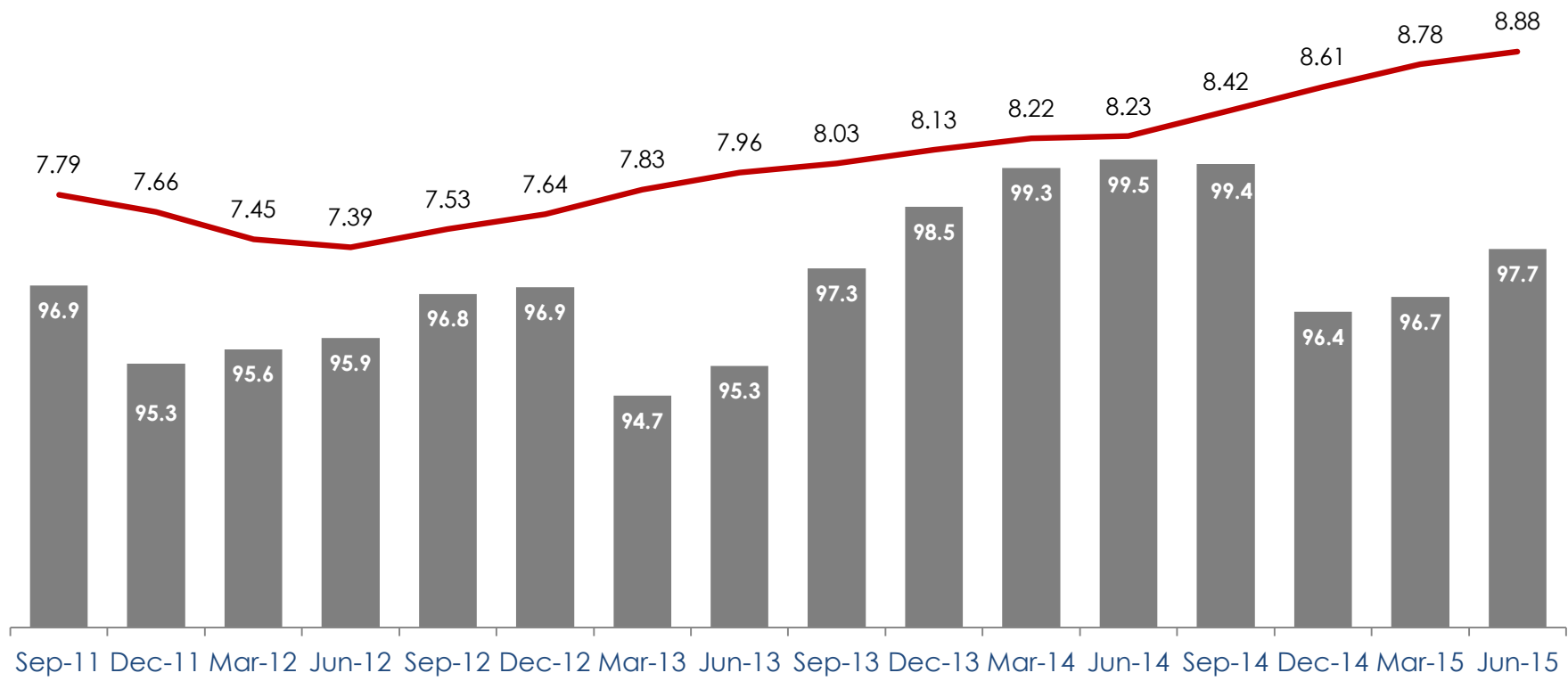
(3) DTZ average gross rent for Raffles Place. Source: DTZ 2Q 2015.

(4) CBRE Pte. Ltd.'s 2Q 2015 Grade A rent is S\$11.30 psf per month and they do not publish sub-market rents

(5) Rents committed up to 30 June 2015



# Monthly average office rent of CCT's portfolio<sup>(1)(2)</sup> up by 1.1% q-o-q



■ Committed occupancy of office portfolio (%)

— Average gross rent per month for office portfolio (\$\$ psf)

**Notes:**

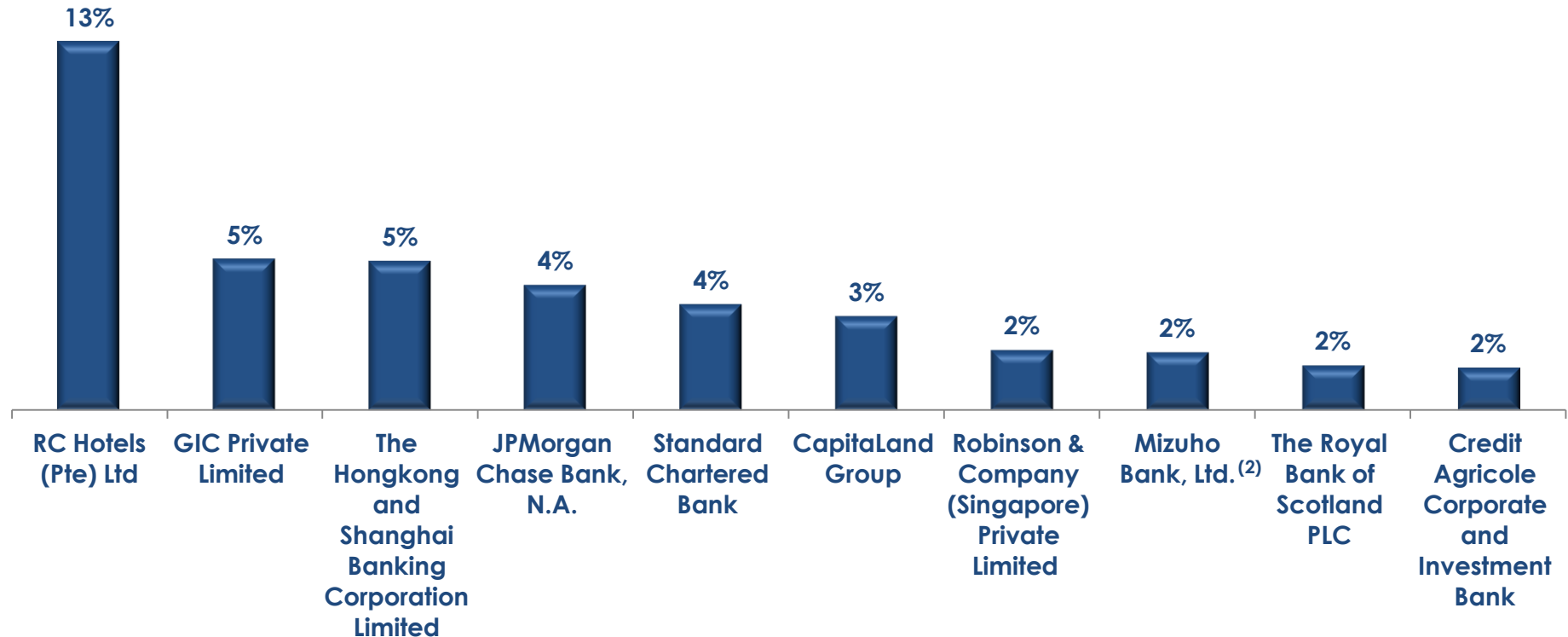
(1) Average gross rent per month for office portfolio (\$\$ psf) =  $\frac{\text{Total committed gross rent for office per month}}{\text{Committed area of office per month}}$

(2) Includes 40.0% interest in CapitaGreen with effect from Dec 2014



# Top 10 blue-chip tenants contribute 42% of monthly gross rental income<sup>(1)</sup>

Most of the top 10 tenants have leases expiring beyond 2018 as a result of our strategic leasing focus



**Notes:**

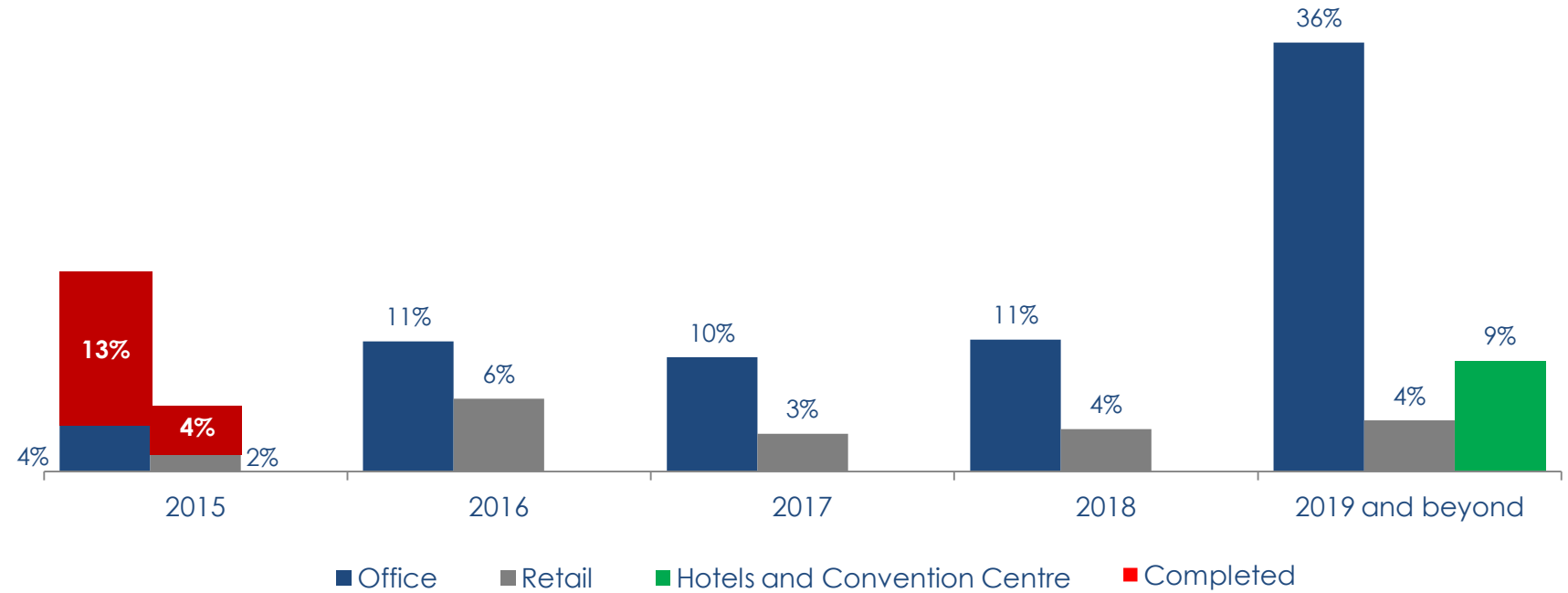
(1) Based on monthly gross rental income of top ten tenants as at 30 Jun 2015, excluding retail turnover rent

(2) Mizuho Bank's lease expired on 30 Jun 2015



# Well spread portfolio lease expiry profile

Lease expiry profile<sup>(1)</sup> as a percentage of committed monthly gross rental income<sup>(2)</sup>



**Portfolio WALE<sup>(3)</sup> by NLA as at end Jun 2015 = 7.7 years**

**Notes:**

(1) Includes CapitaGreen

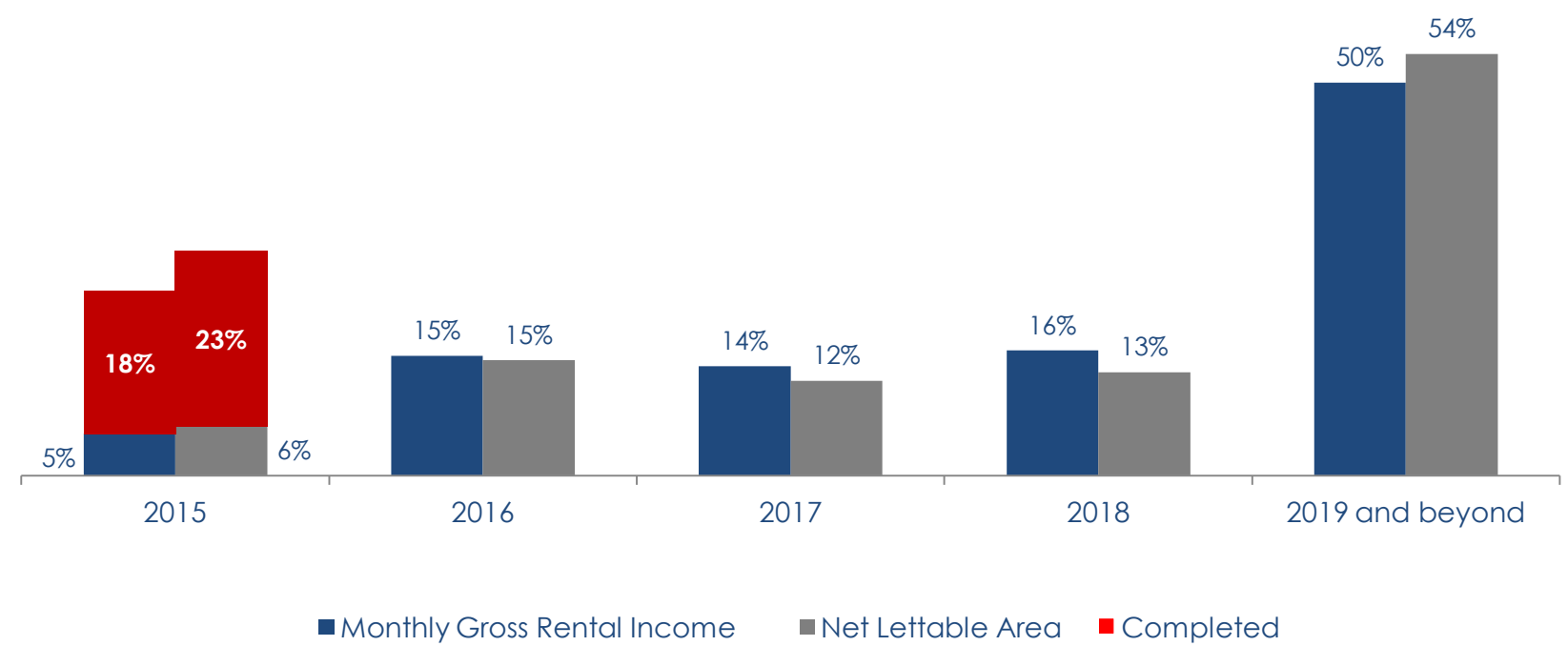
(2) Excludes retail and hotel turnover rent

(3) WALE: Weighted Average Lease term to Expiry



# Office lease expiry profile

Office lease expiry profile<sup>(1)</sup> as a percentage of committed net lettable area and committed monthly gross rental income

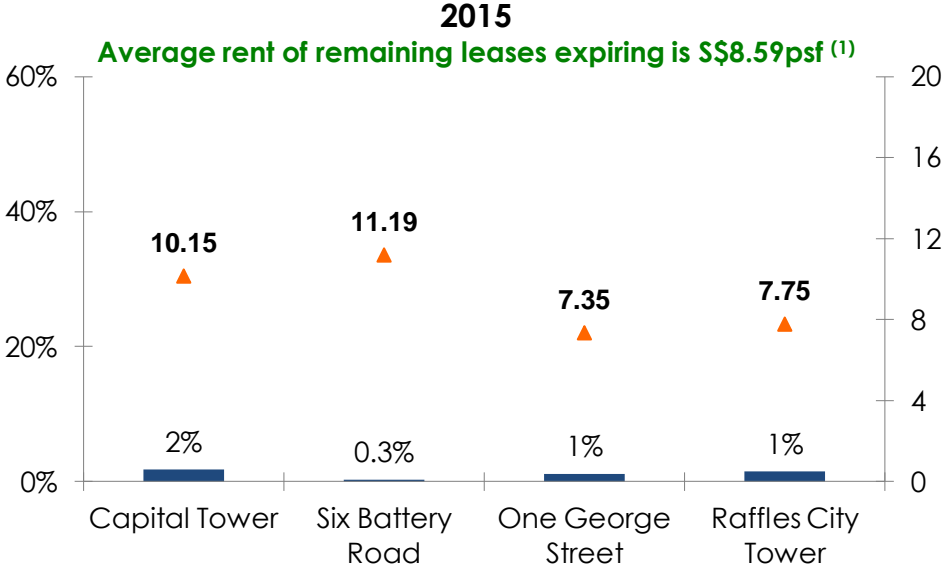


**Note:**  
(1) Includes CapitaGreen



# Expiring rents below current market rent

2Q 2015 Industry Statistics<sup>(1)</sup> –  
Grade A Office Average Market Rent: S\$11.30 psf per month



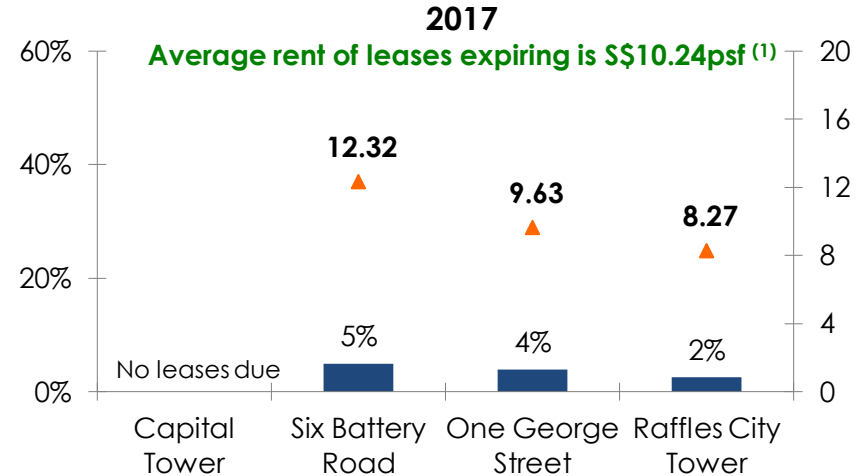
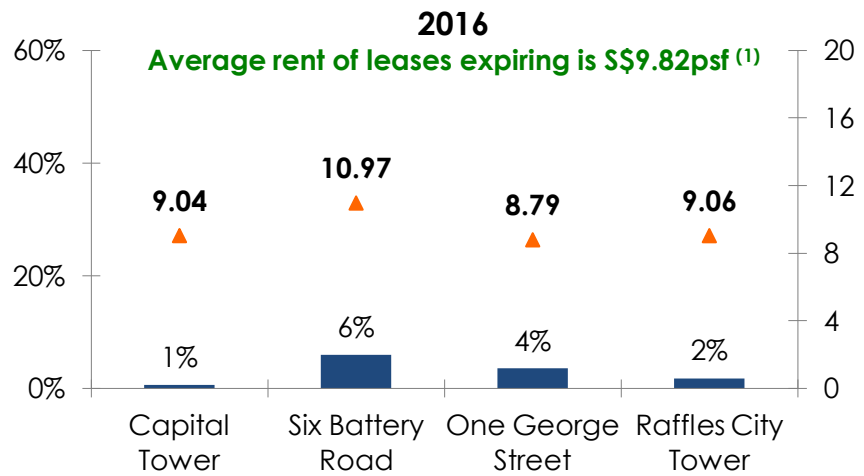
- ▲ Average monthly gross rental rate for expiring leases (S\$ psf / month)
- $\frac{\text{Monthly gross rental income for leases expiring at respective properties}}{\text{Monthly gross rental income for office portfolio}} \times 100\%$

Note:  
(1) Source: CBRE Pte. Ltd. as at 2Q 2015





# Continue to renew leases ahead of expiries



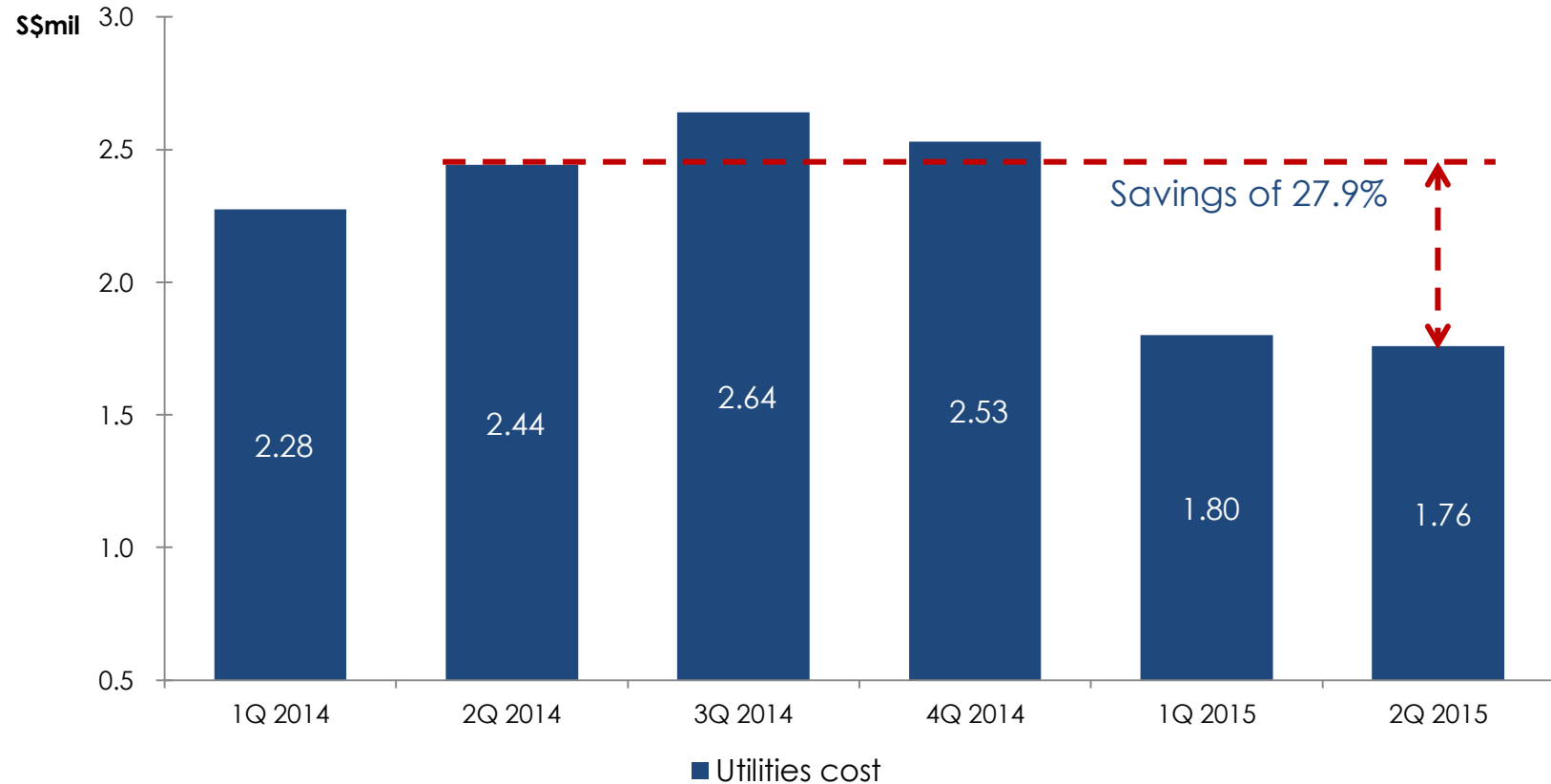
- ▲ Average monthly gross rental rate for expiring leases (S\$ psf/month)
- $\frac{\text{Monthly gross rental income for leases expiring at respective properties}}{\text{Monthly gross rental income for office portfolio}} \times 100\%$

**Note:**  
(1) Three Grade A buildings and Raffles City Tower only



# Focus on managing controllable costs

- Achieved year-on-year savings in utilities of 27.9% in 2Q 2015<sup>(1)</sup>
- Locked in electricity tariff rates for three years from 1Q 2015



**Note:**

(1) Excludes Raffles City Singapore and CapitaGreen

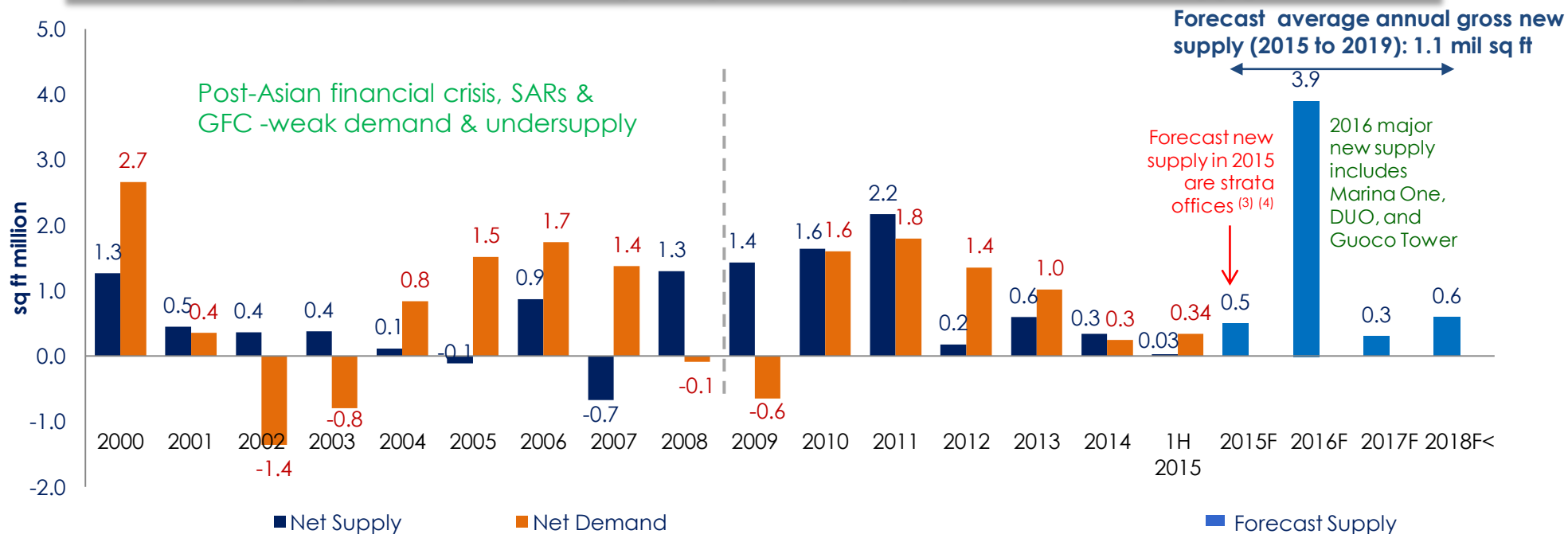
## 5. Singapore office market



Wilkie Edge, Singapore

# Limited new supply in CBD in 2015; CBD Core occupancy at 96.2% as at end Jun 2015

## Singapore Private Office Space (Central Area) – Net Demand & Supply



Periods	Average annual net supply	Average annual net demand
2005 – 2014 (through 10-year property market cycles)	0.8m sq ft	1.0m sq ft
2010 – 2014 (five years period post GFC)	1.0m sq ft	1.2m sq ft
2015 – 2019 (gross supply)	1.1m sq ft	N.A.

### Notes:

- (1) Central Area comprises 'The Downtown Core', 'Orchard' and 'Rest of Central Area'
- (2) Supply is calculated as net change of stock over the quarter and may include office stock removed from market due to conversions or demolitions
- (3) Source: Historical data from URA statistics as at 2Q 2015; Forecast supply from CBRE Pte. Ltd. as at 2Q 2015
- (4) South Beach Development obtained TOP in 1Q 2015; 2015 forecast new supply are strata offices, namely, SBF Centre and EON Shenton

# Known Future Office Supply in Central Area (2015 – 2018<)

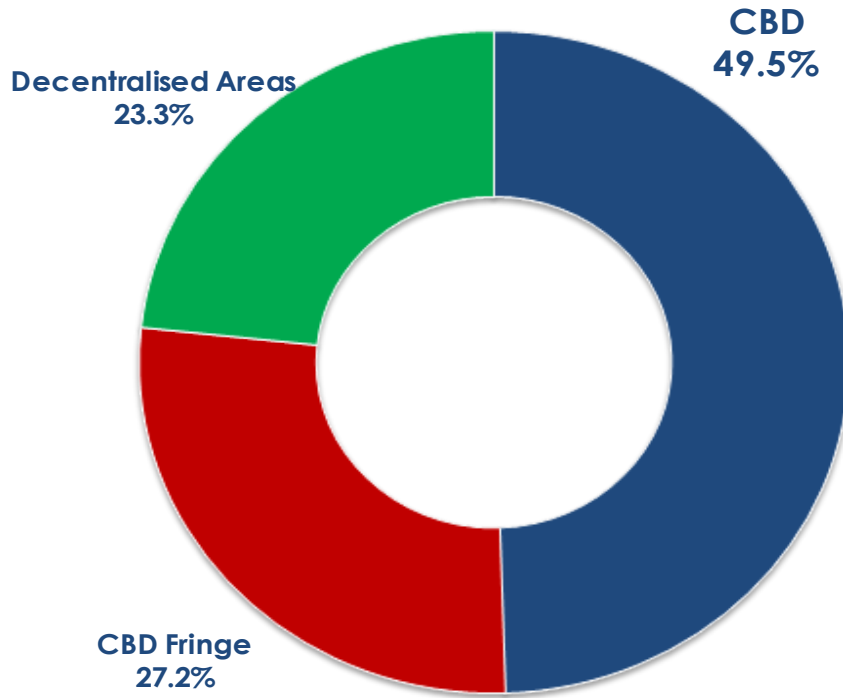
Expected completion	Proposed Office Projects	Location	NLA (sq ft)
2015	SBF Centre (Strata Office)	Shenton Way	353,000
2015	PS100 (Strata Office)	Tanjong Pagar	71,000
2015	EON Shenton (Redevelopment of Marina House) (Strata Office)	Shenton Way	101,000
		<b>Subtotal (2015):</b>	<b>525,000</b>
3Q 2016	DUO	Bugis	570,000
3Q 2016	Guoco Tower	Tanjong Pagar	850,000
4Q 2016	V on Shenton (Former UIC Building at 5 Shenton Way)	Shenton Way	278,000
4Q 2016	Marina One	Marina Bay	1,876,000
4Q 2016	GSH Building (Strata Office) (Remodeling of existing buildings)	Raffles Place	282,000
		<b>Subtotal (2016):</b>	<b>3,856,000</b>
2017	Redevelopment of International Factors Building and Robinson Towers	Robinson Road	215,000
2017	Oxley Tower (Strata Office)	Shenton Way	112,000
		<b>Subtotal (2017):</b>	<b>327,000</b>
2Q 2018	Fraser's Tower	Shenton Way	645,000
		<b>Subtotal (2018 and beyond):</b>	<b>645,000</b>
<b>TOTAL FORECAST SUPPLY (2015-2018&lt;)</b>			<b>5,353,000</b>
<b>Total forecast supply excluding strata offices</b>			<b>4,434,000</b>

**Note:**  
(1) Source: CBRE Pte. Ltd.



# Core CBD office space constitutes 49.5% of total office stock

Total island-wide office stock in Singapore: 55.8m sq ft



Region	Area (sq ft) <sup>(1)</sup>	% of total stock
Core CBD	27.6m	49.5%
Fringe CBD	15.2m	27.2%
Decentralised Areas	13.0m	23.3%
<b>Total</b>	<b>55.8m</b>	<b>100%</b>

**Notes:**

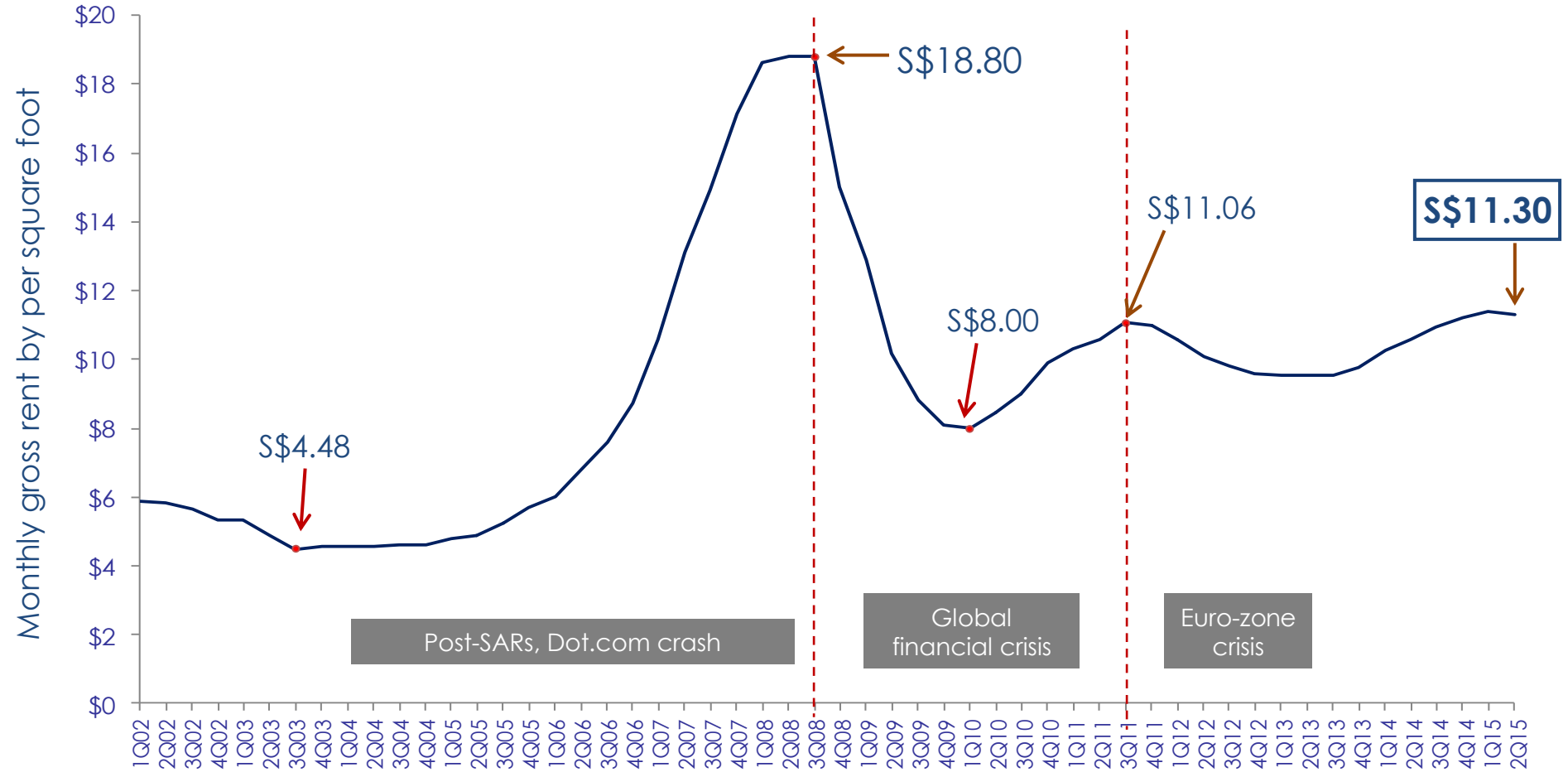
(1) Total area may not add up due to rounding

(2) Source: CBRE Pte. Ltd. (2Q 2015)



# Grade A office market rent eased by 0.9% in 2Q 2015

	2Q 14	3Q 14	4Q 14	1Q 15	2Q 15*
Mthly rent (S\$ / sq ft )	10.60	10.95	11.20	11.40	<b>11.30</b>
% change	+3.4%	+3.3%	+2.3%	+1.8%	<b>-0.9%</b>



Source of data: CBRE Pte. Ltd. (figures as at end of each quarter).



# 6. Summary

Raffles City

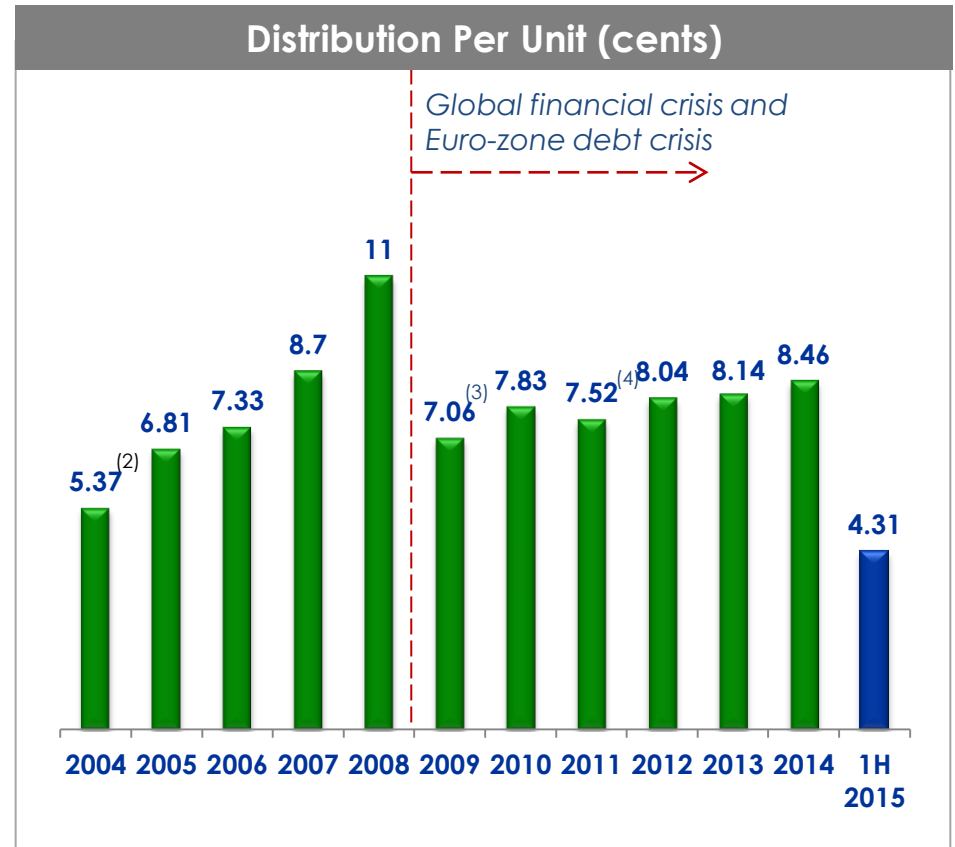
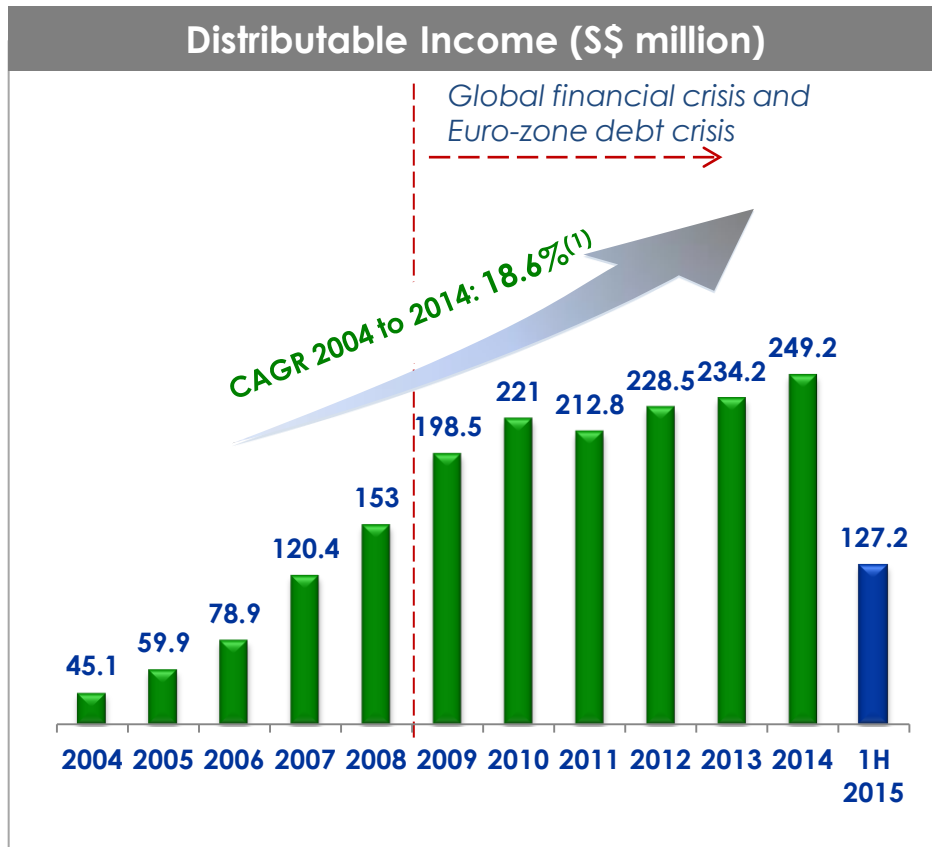
Raffles City Singapore





# Established track record: CCT delivered higher returns y-o-y through property market cycles

Due to successful portfolio reconstitution strategy including recycling of capital, AEI, acquisition and development



**Notes:**

- (1) CAGR: Compounded Annual Growth Rate; After taking into consideration the issue of rights units in July 2009
- (2) Annualised
- (3) After taking into consideration the issue of rights units in July 2009
- (4) Decline in 2011 DPU compared to 2010 was due to divestment of two properties in 2010, Robinson Point and StarHub Centre



## 2016 outlook

- ✓ Resilient existing portfolio
- ✓ Additional contribution from 40.0% stake in CapitaGreen will mitigate potential headwinds in the office market

## External Growth

- ✓ Acquisition pipeline: Call option to buy 60.0% interest in CapitaGreen within 3 years (2015-2017) after completion
- ✓ Growth through development supported by strong balance sheet

## Financial Flexibility

- ✓ Debt headroom of S\$1.3 billion assuming 40% gearing



**CapitaGreen was named winner of “Best Tall Building in Asia and Australasia” by the Council on Tall Buildings and Urban Habitats (CTBUH) on 22 June 2015.**

**CTBUH is the world’s leading resource for professionals focused on the design and construction of tall buildings and future cities.**



# Thank you

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Tel: (65) 6713 2888; Fax: (65) 6713 2999

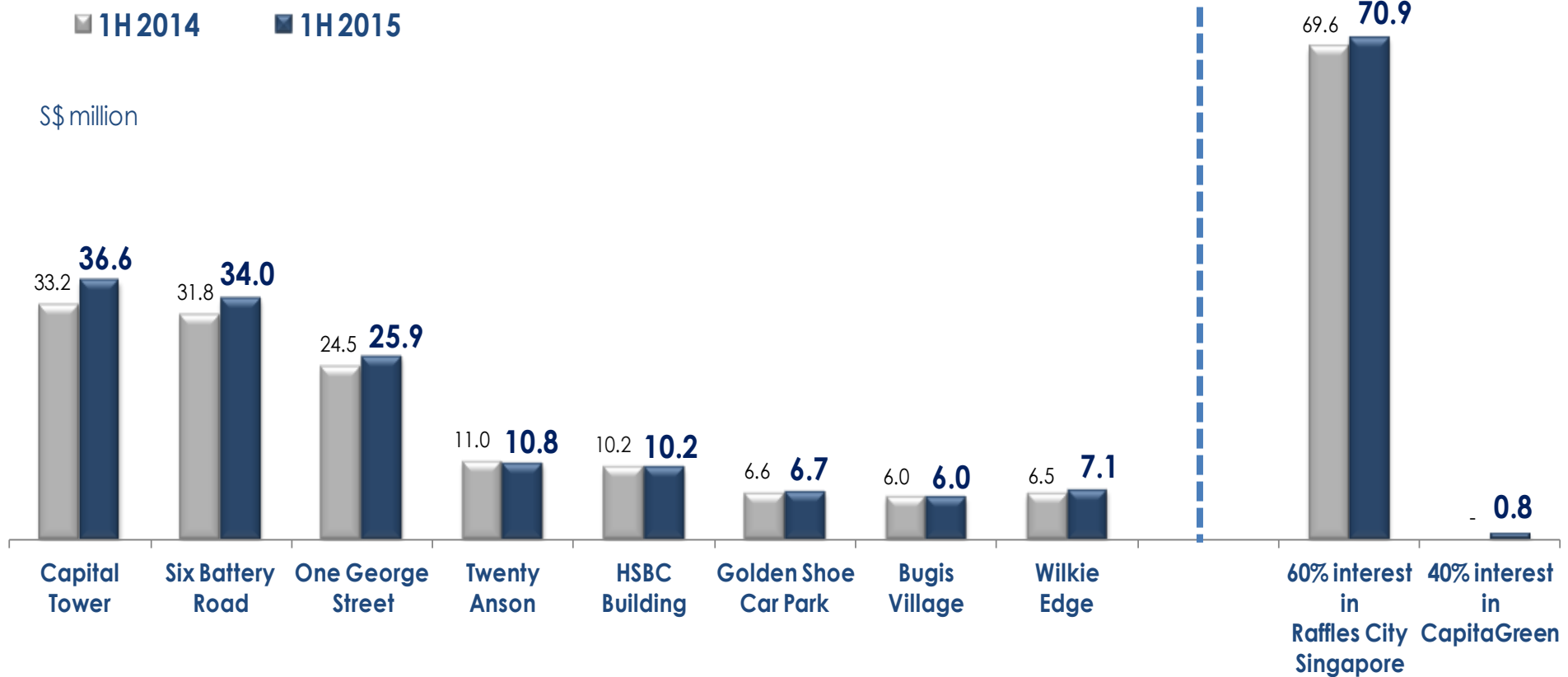
# 7. Supplementary Information

Raffles City Singapore



# Gross Revenue up 5.7% YoY<sup>(1)</sup>

## Gross Revenue by property

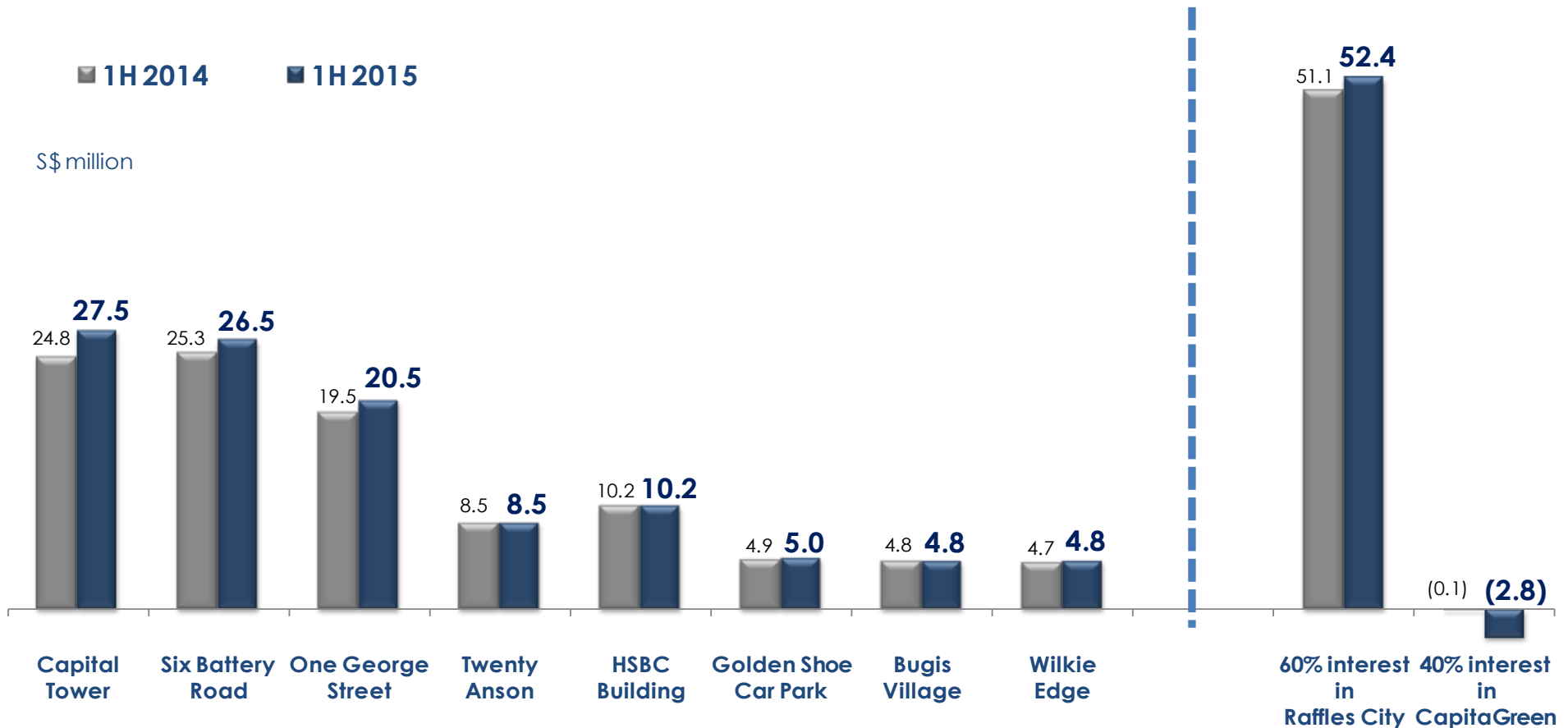


Note:  
 (1) Excludes joint ventures



# Net Property Income up 5.0% YoY<sup>(1)</sup>

## Net Property Income by property



Note:  
 (1) Excludes joint ventures



# Portfolio committed occupancy rate<sup>(1)</sup> consistently above 90%

	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	1Q 2015	2Q 2015
Capital Tower	94.5	100.0	100.0	100.0	99.9	99.9	99.9	100.0	100.0	100.0	100.0	100.0	100.0
Six Battery Road	97.5	99.5	100.0	99.9	98.6	99.2	99.7	85.4 <sup>(2)</sup>	93.0 <sup>(2)</sup>	98.6 <sup>(2)</sup>	99.2	99.9	100.0
Bugis Village	92.9	92.1	95.3	99.1	96.6	93.8	93.4	98.8	97.1	97.2	94.8	96.5	98.3
Golden Shoe Car Park	100.0	85.4	98.0	96.4	100.0	100.0	95.2	100.0	100.0	94.6	100.0	100.0	100.0
HSBC Building		100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Raffles City (60% interest)			99.5	99.3	99.9	99.3	99.1	98.9	100.0	100.0	100.0	100.0	99.0
Wilkie Edge					52.5	77.9	98.4	98.4	93.9	99.6	100.0	100.0	100.0
One George Street					100.0	96.3	100.0	93.3	92.5	95.5	100.0	100.0	99.4
Twenty Anson									100.0	98.1	97.8	97.8	100.0
CapitaGreen (40% interest) <sup>(3)</sup>											69.3	69.9	80.4
<b>Portfolio Occupancy</b>	<b>95.2</b>	<b>99.1</b>	<b>99.6</b>	<b>99.6</b>	<b>96.2</b>	<b>94.8</b>	<b>99.3</b>	<b>95.8</b>	<b>97.2</b>	<b>98.7</b>	<b>96.8</b>	<b>97.0</b>	<b>98.0<sup>(4)</sup></b>

**Notes:**

(1) For years 2004 to 2009, portfolio occupancy rate includes Starhub Centre and Robinson Point which were divested in 2010

(2) Six Battery Road's AEI was completed in Dec 2013

(3) CapitaGreen is a Grade A office tower on the former site of Market Street Car Park. It obtained TOP on 18 Dec 2014

(4) Portfolio occupancy rate excluding CapitaGreen as at 30 Jun 2015 is 99.7%





# CapitaLand Commercial Trust

## First Commercial REIT in Singapore (since 11 May 2004)

**S\$3.9b<sup>#</sup>**

Market Capitalisation

**10**

Properties in Singapore's Central Area

**S\$7.7b<sup>\*</sup>**

Deposited Properties

**About 4 million sq ft** NLA (100% basis)

**32%**

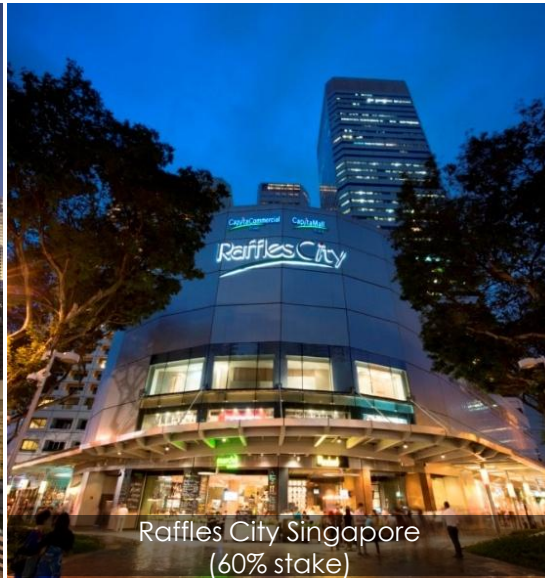
Owned by CapitaLand Group



Capital Tower



CapitaGreen (40% stake)



Raffles City Singapore (60% stake)



HSBC Building



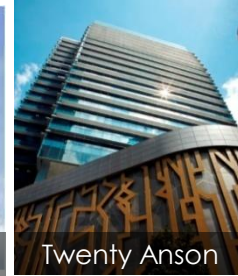
Bugis Village



Six Battery Road



One George Street



Twenty Anson



Wilkie Edge



Golden Shoe Car Park

<sup>#</sup> Market Capitalisation as at 27 Aug 2015

<sup>\*</sup> Deposited Properties as at 30 Jun 2015

# Owns 10 centrally-located quality commercial properties

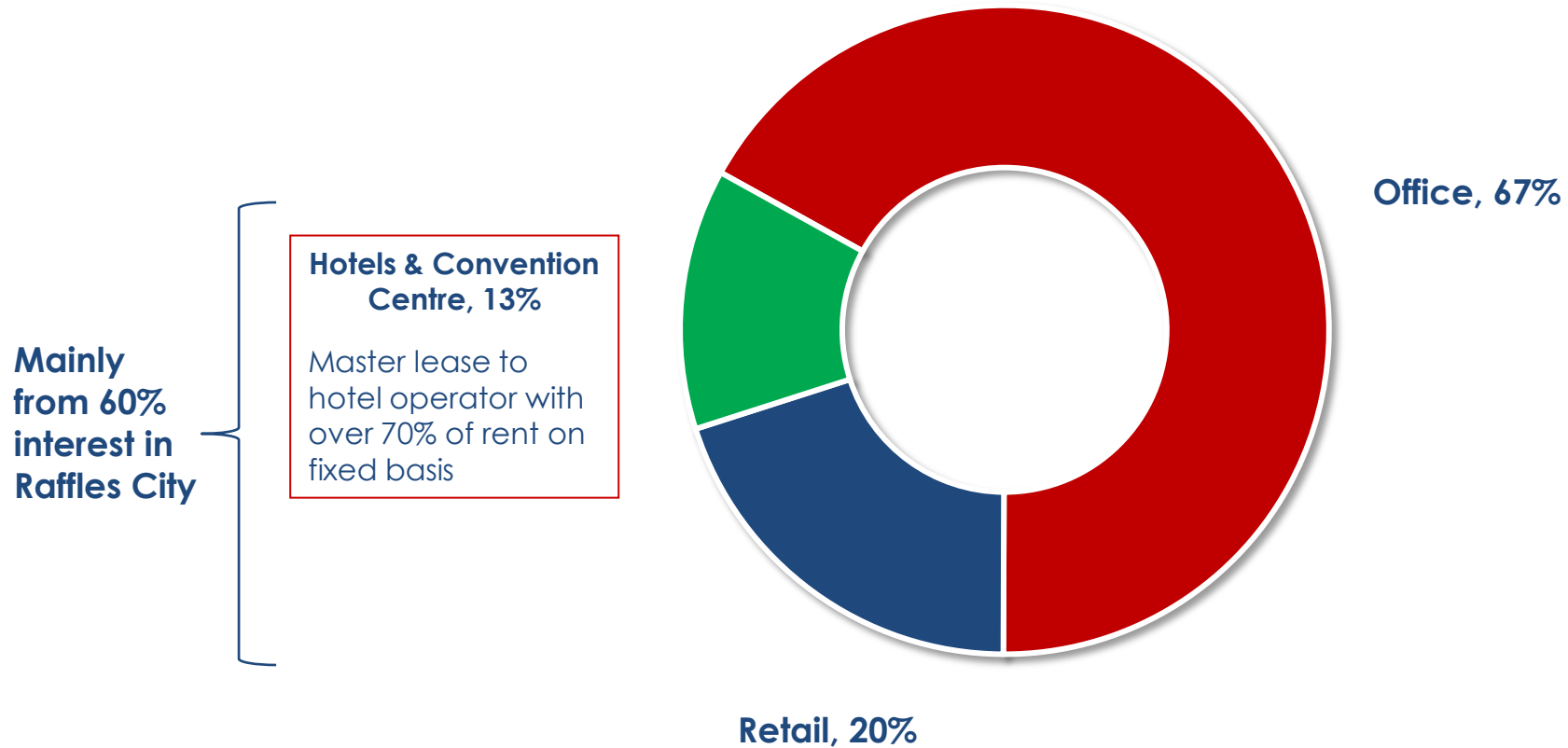


- 1. Capital Tower
  - 2. Six Battery Road
  - 3. One George Street
  - 4. Raffles City Singapore
  - 5. CapitaGreen
  - 6. Twenty Anson
  - 7. HSBC Building
  - 8. Wilkie Edge
  - 9. Bugis Village
  - 10. Golden Shoe Car Park
- (obtained TOP on 18 Dec 2014)*



# 67% of gross rental income<sup>(1)</sup> contributed by office and 33% by retail and hotel & convention centre

## CCT's income contribution by sector



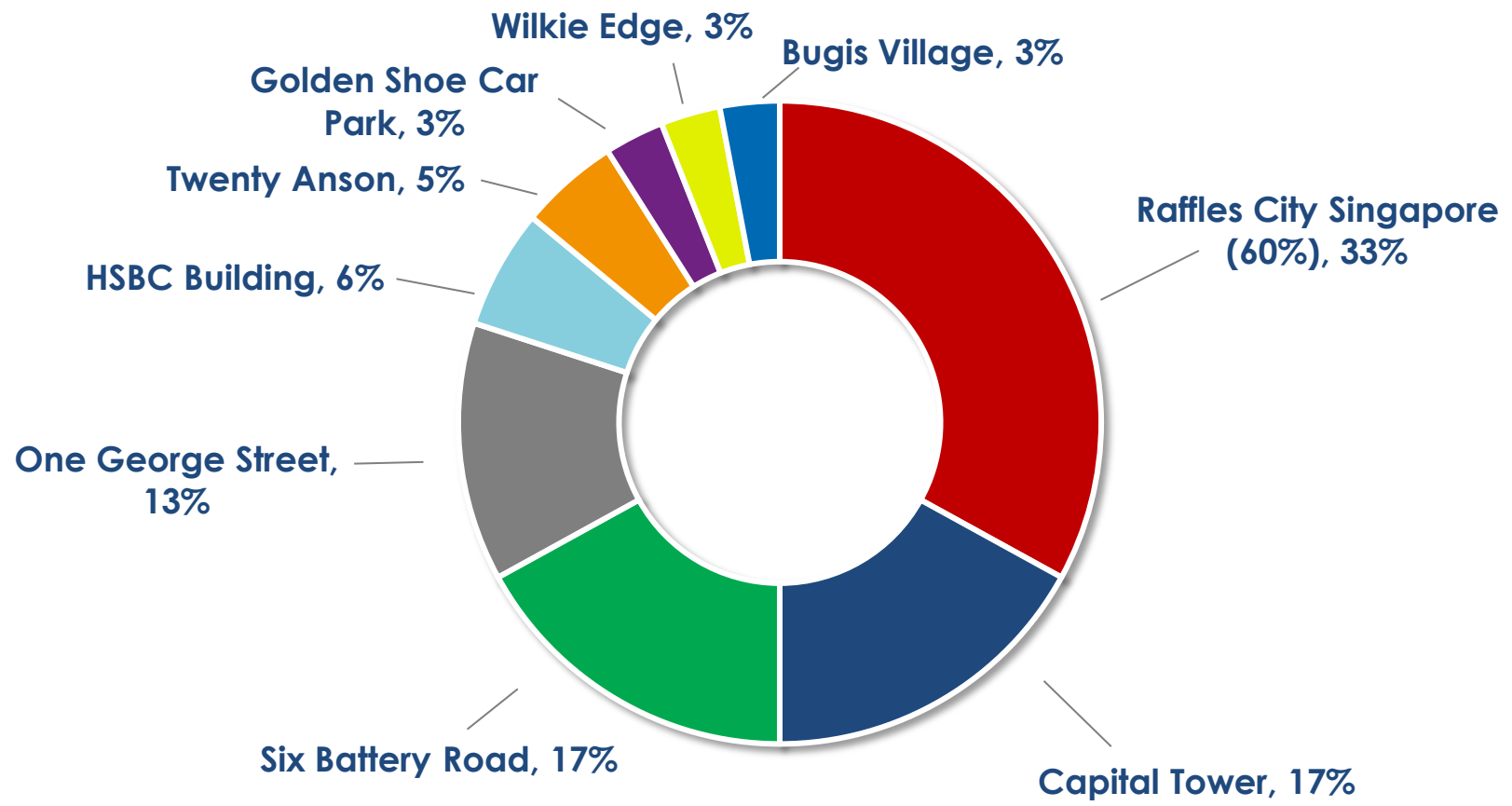
**Note:**

(1) Based on gross rental income from 1 Jan 2015 to 30 Jun 2015, including gross rental income from CCT's 60.0% interest in Raffles City Singapore and excluding retail turnover rent



# Portfolio diversification with focus on quality

91% of Net Property Income<sup>(1)</sup> from Grade A and prime offices

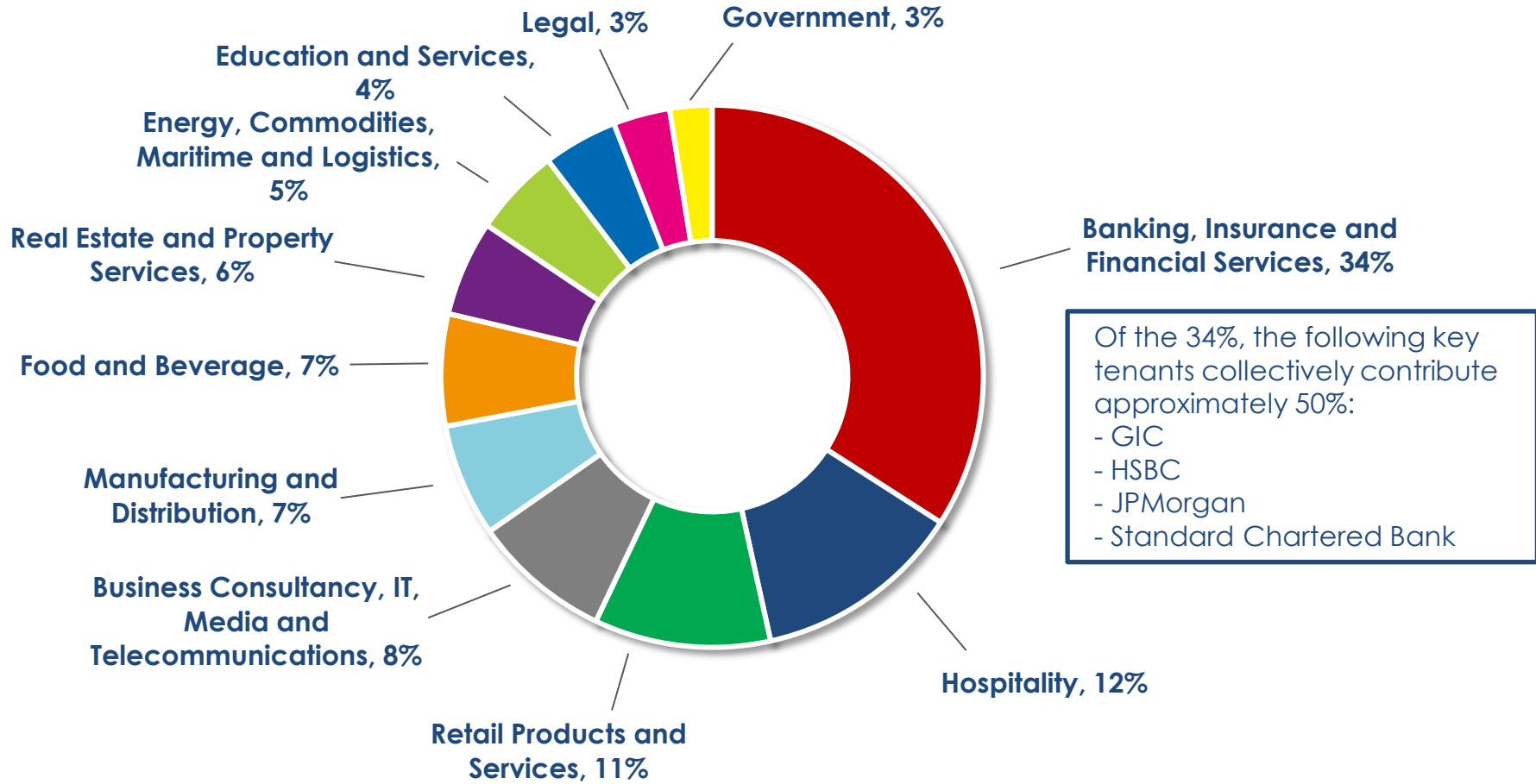


Note:

(1) Based on net property income from 1 Jan 2015 to 30 Jun 2015, including net property income from CCT's 60.0% interest in Raffles City Singapore

# Diverse tenant mix in CCT's portfolio<sup>(1)</sup>

## Tenant mix in CCT portfolio



Note:

(1) Based on committed monthly gross rental income of tenants as at 30 Jun 2015, including CCT's 60.0% interest in Raffles City Singapore and 40.0% interest in CapitaGreen, and excluding retail turnover rent

# Capital Tower AEI: Work in progress

Budget of \$40m with a target return on investment of 7.8%

## Completed Works

- ✓ Restrooms refurbished
- ✓ Passenger lifts upgraded
- ✓ Main and mezzanine lobby upgraded
- ✓ Security enhanced by introduction of turnstiles and self registration kiosks
- ✓ Chillers replaced and upgraded

## Ongoing Works

- ✓ Upper lift lobbies upgrade  
Completed **18** out of **39** floors

AEI on schedule for completion in **4Q 2015**

**S\$32.1 m**  
incurred to date



Refurbished and spacious main lobby

# Successful portfolio reconstitution strategy has re-positioned CCT for further growth



**2005:**  
Acquired  
HSBC Building



**2006:**  
Acquired  
60.0%  
interest in  
RCS Trust  
which owns  
Raffles City  
Singapore



**2008:**  
Acquired  
Wilkie Edge  
and One  
George  
Street



**2010:**  
Sale of  
Robinson  
Point and  
StarHub  
Centre



**2011:**  
Entered into  
joint venture for  
redevelopment  
of Market Street  
Car Park into a  
Grade A office  
Building called  
CapitaGreen



**2012:**  
Acquired  
Twenty  
Anson



**18 Dec 2014:**  
Completion of  
CapitaGreen



# Commitment to environmental sustainability and improved energy efficiency



No.	CCT Properties	Green Mark Award
1	Six Battery Road	Platinum
2	Twenty Anson	Platinum
3	CapitaGreen (completed on 18 Dec 2014)	Platinum
4	Capital Tower	Platinum
5	One George Street	Gold <sup>PLUS</sup>
6	Golden Shoe Car Park	Gold <sup>PLUS</sup>
7	Raffles City Singapore	Gold
8	Wilkie Edge	Gold
9	HSBC Building	Certified
10	Six Battery Road Tenant Service Centre	Gold <sup>PLUS</sup> (Office Interior)



FTSE4Good

Since 18 September 2009, CCT has been and continues to be a constituent of FTSE4Good Index Series (FTSE4Good), a series of benchmark and tradable indices derived from the globally recognized FTSE Global Equity Index Series





# Property details (1)



	Capital Tower	Six Battery Road	One George Street	Raffles City Singapore (100%)	Twenty Anson
<b>Address</b>	168 Robinson Road	6 Battery Road	1 George Street	250/252 North Bridge Road; 2 Stamford Road; 80 Bras Basah Road	20 Anson Road
<b>NLA (sq ft)</b>	741,000	494,000	447,000	801,000 (Office: 381,000, Retail: 420,000)	206,000
<b>Leasehold expiring</b>	31-Dec-2094	19-Apr-2825	21-Jan-2102	15-Jul-2078	22-Nov-2106
<b>Committed occupancy</b>	100.0%	100.0%	99.4%	99.0%	100.0%
<b>Valuation (30 Jun 2015)</b>	S\$1,310.0m	S\$1,345.0m	S\$1,000.0m	S\$3,121.5m (100.0%) S\$1,872.9m (60.0%)	S\$431.0 m
<b>Car park lots</b>	415	190	178	1,045	55



# Property details (2)



	HSBC Building	Wilkie Edge	Bugis Village <sup>(1)</sup>	Golden Shoe Car Park	CapitaGreen <sup>(2)</sup> (100%)
<b>Address</b>	21 Collyer Quay	8 Wilkie Road	62 to 67 Queen Street, 151 to 166 Rochor Road, 229 to 253 (odd nos only) Victoria Street	50 Market Street	138 Market Street
<b>NLA (sq ft)</b>	200,000	153,000	121,000	47,000	703,000
<b>Leasehold expiring</b>	18-Dec-2849	20-Feb-2105	30-Mar-2088	31-Jan-2081	31-Mar-2073
<b>Committed occupancy</b>	100.0%	100.0%	98.3%	100.0%	80.4%
<b>Valuation (30 Jun 2015)</b>	S\$452.0m	S\$194.0m	S\$55.2m	S\$141.0m	S\$1,566.0m (100.0%) S\$626.4m(40.0%)
<b>Car park lots</b>	55	215	NA	1,053	180

**Notes:**

- (1) The leasehold title and the valuation take into account the right of the President of the Republic of Singapore, as Lessor under the State Lease, to terminate the State Lease on 1 Apr 2019 upon payment of S\$6,610,208.53 plus accrued interest.
- (2) Figures shown are 100% interest. CCT owns 40.0% of CapitaGreen development with a call option to acquire balance 60.0% within 3 years upon receipt of temporary occupation permit. CapitaGreen obtained TOP on 18 Dec 2014.