



**CITY
DEVELOPMENTS
LIMITED**

OVER
50
YEARS
of TRUST



Q1 2016 RESULTS PRESENTATION
(1 Jan – 31 Mar 2016)

11 May 2016



AGENDA

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



EXECUTIVE SUMMARY

Key Highlights

- Acquisition of CDL's first commercial redevelopment project in UK:
 - Development House, Leonard Street in Shoreditch – £37.4 million
- Strong progress on international growth strategy:
 - Key projects in Australia, China, Japan and United Kingdom
 - Profits to be booked from overseas property development platforms from 2H 2016
- Robust presales for Hong Leong City Center's Phase 1 launch – Suzhou, China
 - 894 units (65%) sold amounting to RMB 1.88 billion
 - Phase 2 to be launched later this year
- Steady performance for Singapore property development:
 - The Brownstone EC – about 67% sold to date
 - Gramercy Park: upcoming launch; positive interest from regional overseas roadshows
- Robust balance sheet with 26% net gearing (19% including any revaluation surpluses for investment properties)
- Strong cash position: \$3.3 billion as at 31 March 2016, well-positioned to seize strategic opportunities globally



Financial Performance in a Challenging Environment

Summary of Financial Results

	Q1 2016	Q1 2015	% Change
Revenue (\$m)	723	815	(11.2)
PATMI (\$m)	105	123	(14.4)
Basic Earnings Per Share (cents)	11.6	13.5	(14.1)
NAV Per Share (\$)	9.85	9.43	4.5
Return on Equity (%)	1.18	1.43	(0.3) pts

No fair values adopted on investment properties.

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



Portfolio Composition – Q1 2016

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

<u>EBITDA *</u>						
Local	70	18	42	7	137	
Overseas	7	26	26	9	68	
	77	44	68	16	205	

<u>Total Assets ^</u>						
Local	6,955	554	3,290	270	11,069	AUM = \$2.6B
Overseas	2,893	4,719	1,026	228	8,866	
	9,848	5,273	4,316	498	19,935	

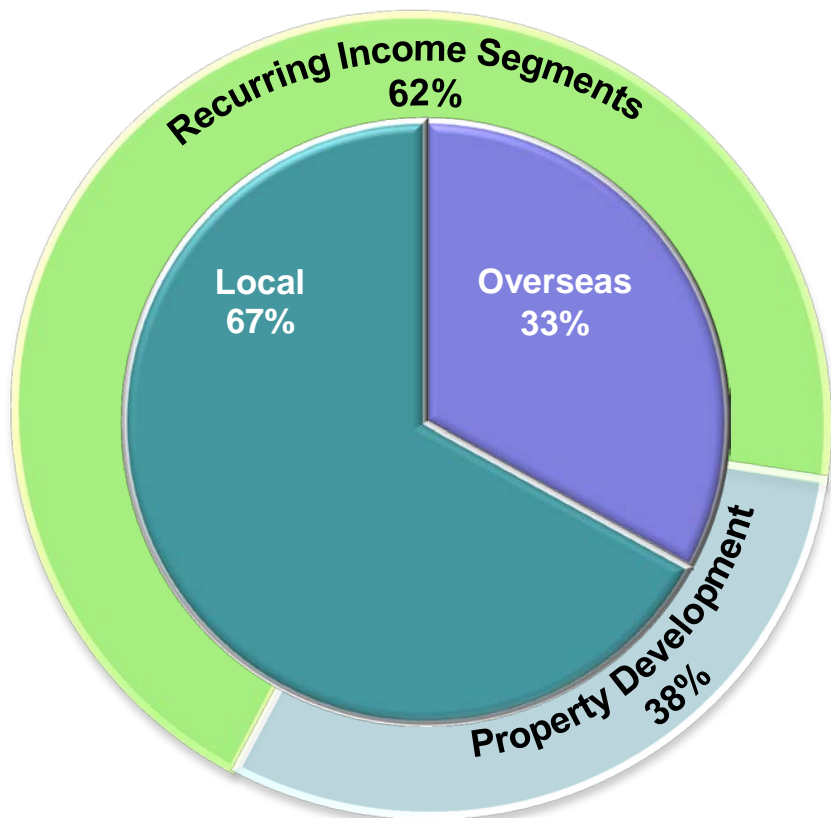
* Earnings before interest, tax, depreciation and amortisation.

^ Excludes tax recoverable and deferred tax asset.

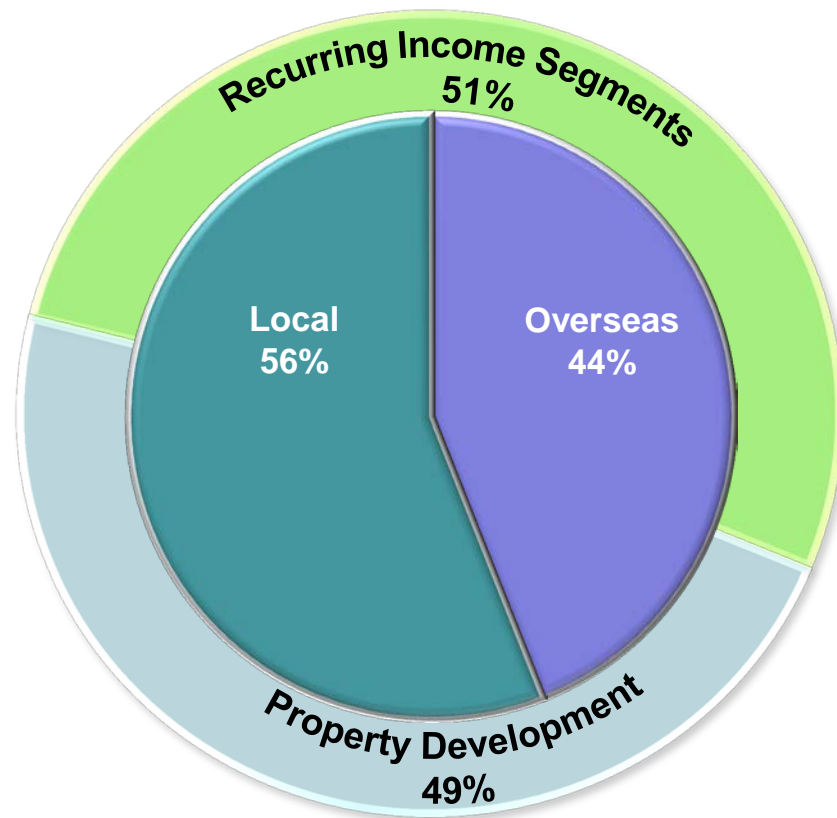


Portfolio Composition – Q1 2016

EBITDA



Total Assets



- **Stability from Recurring Income segments** comprising 62% of EBITDA / 51% of Total Assets (excluding tax recoverable and deferred tax asset)
- **De-risking Singapore exposure** via growing international segments which accounts for 33% of EBITDA and 44% of Total Assets



Diversified Land Bank

Land Area (as of 31 Mar 2016) – CDL's Attributable Share

Type of Development	Land Area (sq ft)			
	Singapore	International	Total	%
Residential	755,177	2,172,285	2,927,462	89
Commercial / Hotel	50,202	294,619	344,821	11
Total	805,379	2,466,904	3,272,283	100

Proposed GFA (sq ft)

Country	Residential	Commercial / Hotel	Total	%
Singapore	1,484,414	178,225	1,662,639	24
International Sub-Total	3,459,451	1,826,495	5,285,946	76
- China	1,414,854	1,826,495	3,241,349	47
- UK	1,396,143	-	1,396,143	20
- Others*	648,454	-	648,454	9
Total	4,943,865	2,004,720	6,948,585	100

* Includes Japan and Malaysia





FINANCIAL HIGHLIGHTS

Financial Highlights

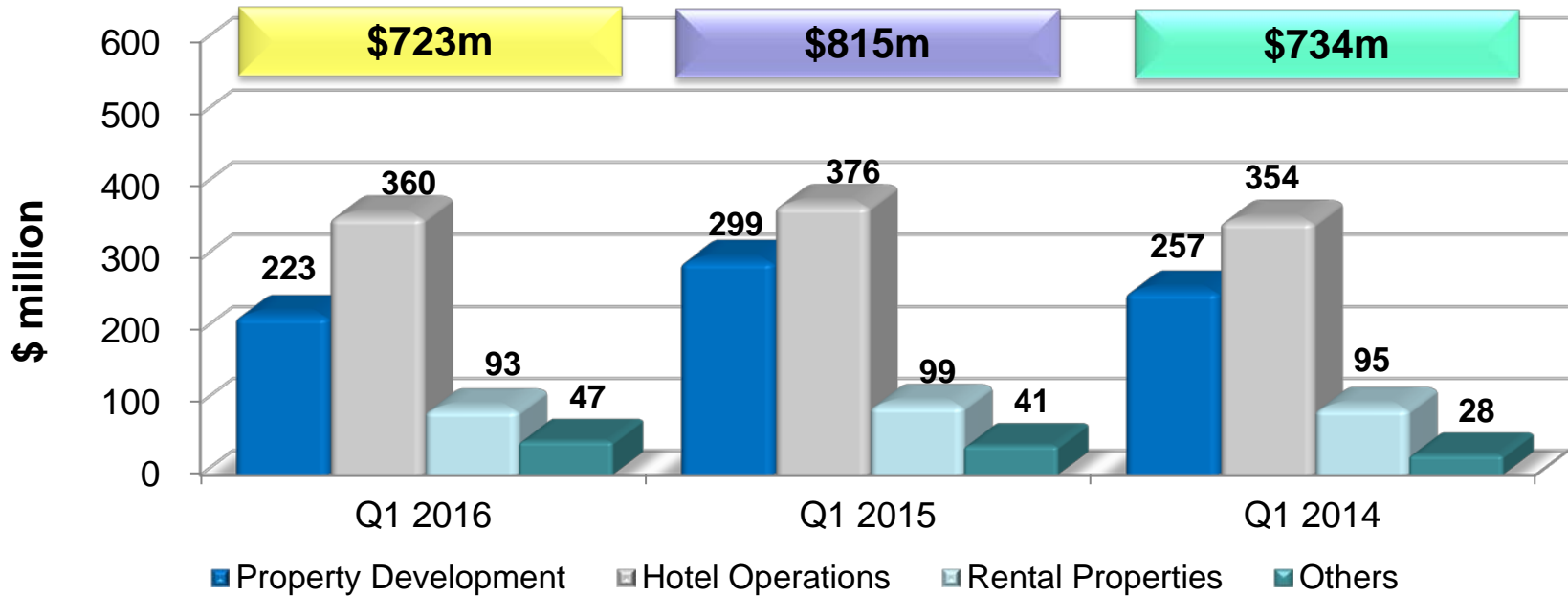
Segment Financial Results

	Revenue			Profit Before Tax		
	Q1 2016 \$M	Q1 2015 \$M	Incr/ (Decr) %	Q1 2016 \$M	Q1 2015 \$M	Incr/ (Decr) %
Property Development	223.3	298.6	(25.2)	76.5	97.8	(21.8)
Hotel Operations (include CDL owned hotels)	359.4	376.0	(4.4)	10.8	33.7	(68.0)
Rental Properties	93.4	99.2	(5.8)	41.3	36.9	11.9
Others	47.2	41.1	14.8	9.8	0.2	4,800.0
	723.3	814.9	(11.2)	138.4	168.6	(17.9)



Financial Highlights

Revenue by Segment for Q1 (2014 – 2016)

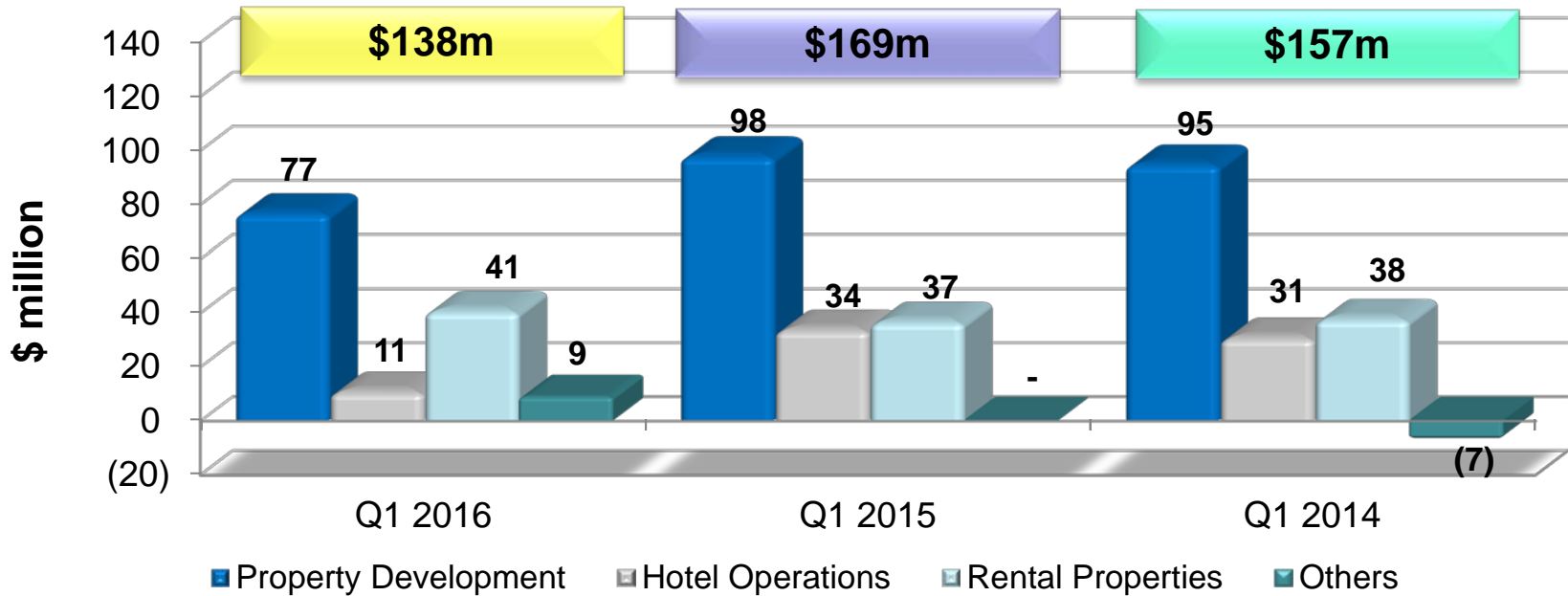


	Q1 2016	Q1 2015	Q1 2014
Property Development	31%	37%	35%
Hotel Operations	50%	46%	48%
Rental Properties	13%	12%	13%
Others	6%	5%	4%



Financial Highlights

Profit Before Tax by Segment for Q1 (2014 – 2016)

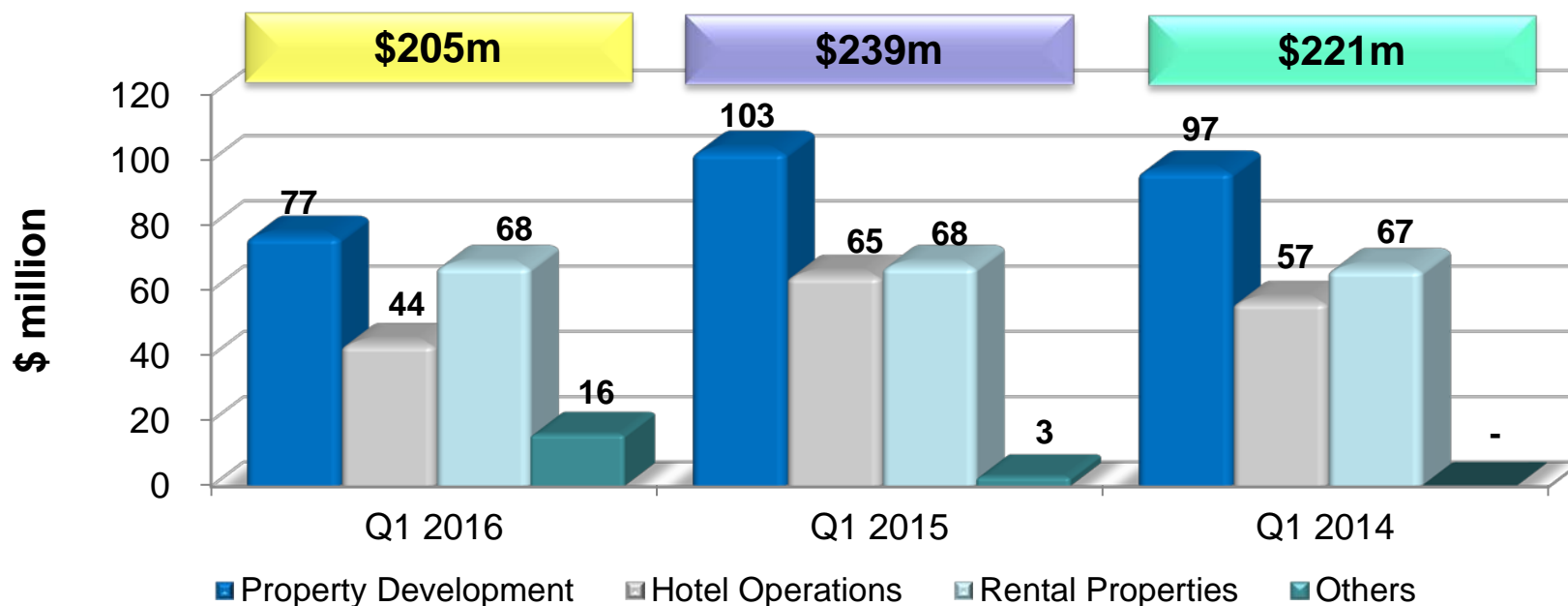


	Q1 2016	Q1 2015	Q1 2014
Property Development	56%	58%	60%
Hotel Operations	7%	20%	20%
Rental Properties	30%	22%	24%
Others	7%	-	(4%)



Financial Highlights

EBITDA by Segment for Q1 (2014 – 2016)



	Q1 2016	Q1 2015	Q1 2014
Property Development	38%	43%	44%
Hotel Operations	22%	27%	26%
Rental Properties	33%	29%	30%
Others	7%	1%	-



Financial Highlights

Robust Balance Sheet

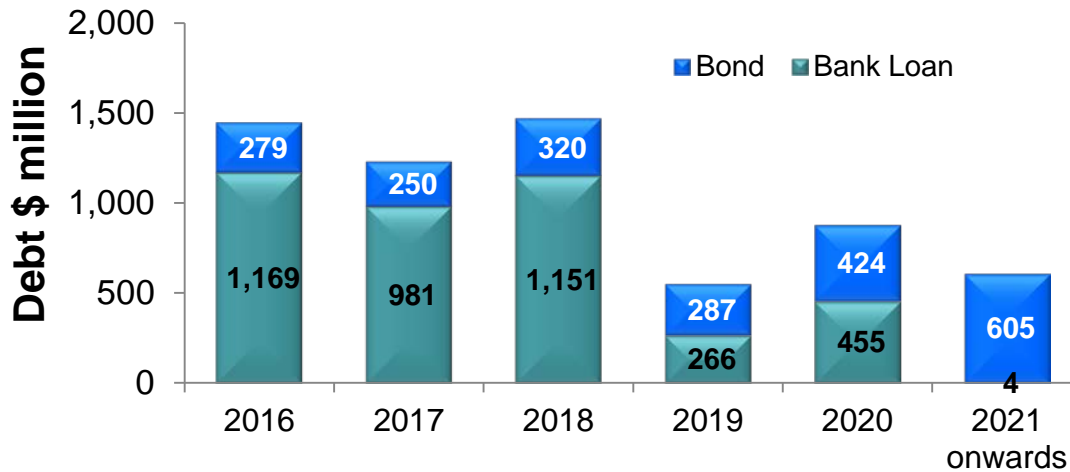
	As at 31/03/16	As at 31/12/15
Cash and cash equivalents	\$3,343m	\$3,565m
Net borrowings	\$2,848m	\$2,938m
Net gearing ratio without taking in fair value gains on investment properties	26%	26%
Net gearing ratio after taking in fair value gains on investment properties	19%	19%
Interest cover ratio	9.4 x	13.0 x



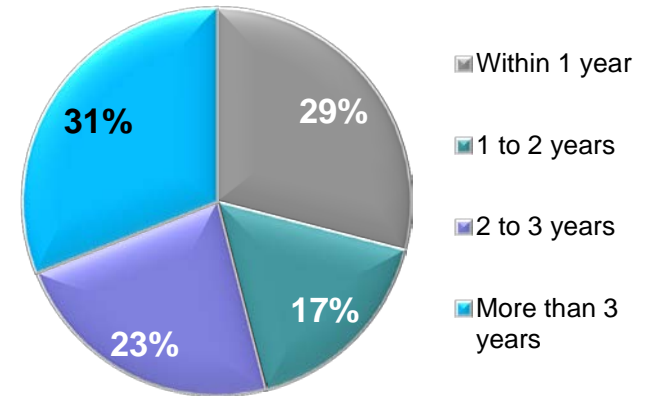
Financial Highlights

Prudent Capital Management

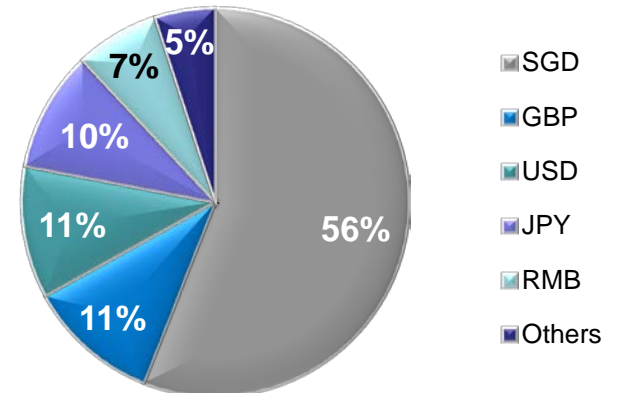
Debt Expiry Profile



Debt Maturity



Debt Currency Mix



	31/12/2015	31/3/2016
Average Borrowing Cost	2.2%	2.3%
% Secured Borrowings	18%	15%

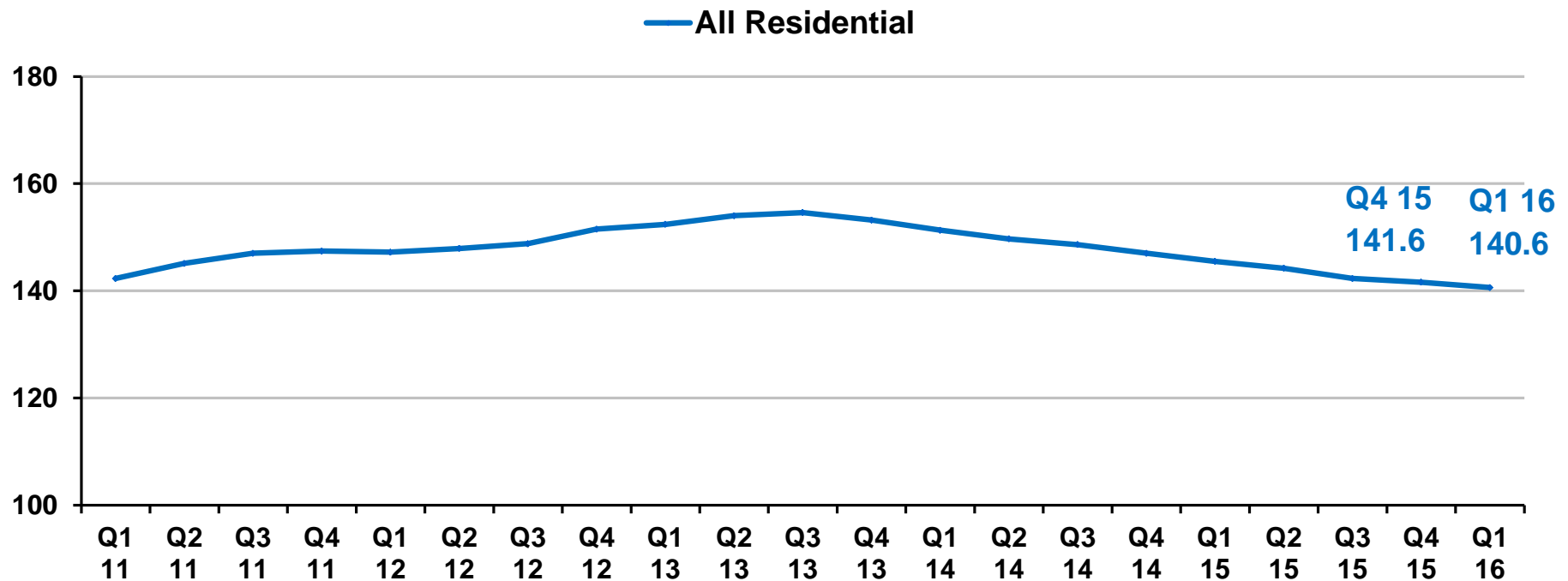




SINGAPORE OVERVIEW

Singapore Property Market

Property Price Index – Residential (2011 – Q1 2016)



Source : URA, Q1 2016

Based on Revised PPI



Singapore Property Development

Upcoming Residential Project Launch

Project	Location	Tenure	Equity Stake	Total Units	Total Saleable Area (sq ft)	% Completed	Expected TOP
Gramercy Park	Grange Road	Freehold	100%	174	368,743	94.2*	Q2 2016

- Exclusive 174-unit residence located a short distance from Orchard Road
- Expansive site area of around 170,000 sq ft
- Unit Types: 2 + Study, 3-bedroom and 4-bedroom suites, 5-bedroom duplex penthouses
- Positive interest from regional overseas roadshows



*As of 31 Mar 2016

Singapore Property Development

Inventory of Launched Residential Projects – As of 31 Mar 2016

Project	Equity Stake	Total Units	Units Sold	% Sold	Total Unsold Inventory*	CDL's Share of Unsold Inventory*
St. Regis Residences	33%	173	161	93.1	12	4.0
The Oceanfront @ Sentosa Cove	50%	264	263	99.6	1	0.5
One Shenton	100%	341	327	95.9	14	14.0
Cliveden at Grange**	100%	110	88	80.0	22	22.0
UP@Robertson Quay	100%	70	57	81.4	13	13.0
Echelon	50%	508	505	99.4	3	1.5
D'Nest	51%	912	881	96.6	31	15.8
Jewel @ Buangkok	100%	616	590	95.8	26	26.0
The Venue Shoppes	60%	28	16	57.1	12	7.2
The Venue Residential <i>(Launched for sale = 150 units only)</i>	60%	266	114	76.0^	36^	21.6^
Coco Palms	51%	944	833	88.2	111	56.6
The Brownstone Executive Condo	70%	638	380	59.6	258	180.6
The Criterion Executive Condo	70%	505	84	16.6	421	294.7
Bartley Ridge	30%	868	865	99.7	3	0.9
Commonwealth Towers	30%	845	407	48.2	438	131.4
TOTAL:		7,088	5,571		1,401	790

** Leasing strategy implemented

^ Based on launched units

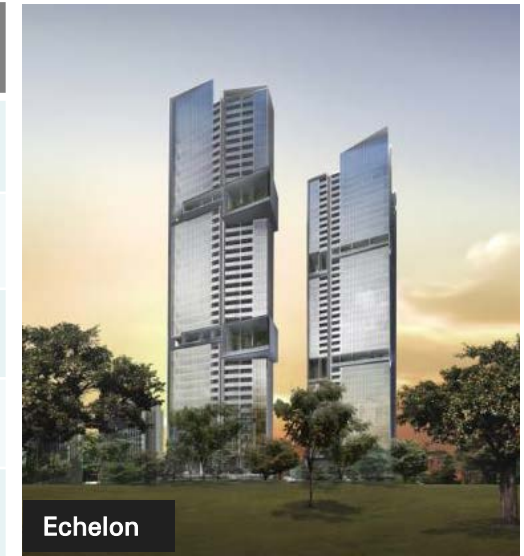
Limited Inventory of Launched Projects



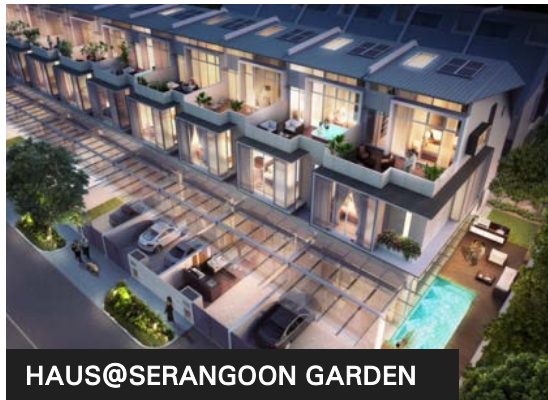
Singapore Property Development

Residential Projects Expected to be Completed in 2016

Project	Location	Equity Stake	Total Units	% Sold*	Expected TOP
HAUS@SERANGOON GARDEN	Serangoon Garden Close	70%	97 Terraces	100	TOP obtained
Lush Acres (Executive Condo)	Fernvale Close	100%	380	100	Q3 2016
Jewel @ Buangkok	Compassvale Bow	100%	616	97	Q3 2016
Echelon	Alexandra View	50%	508	99	Q4 2016
Bartley Ridge	Mount Vernon Road	30%	868	99	Q4 2016



Echelon



HAUS@SERANGOON GARDEN



Lush Acres



Jewel @ Buangkok

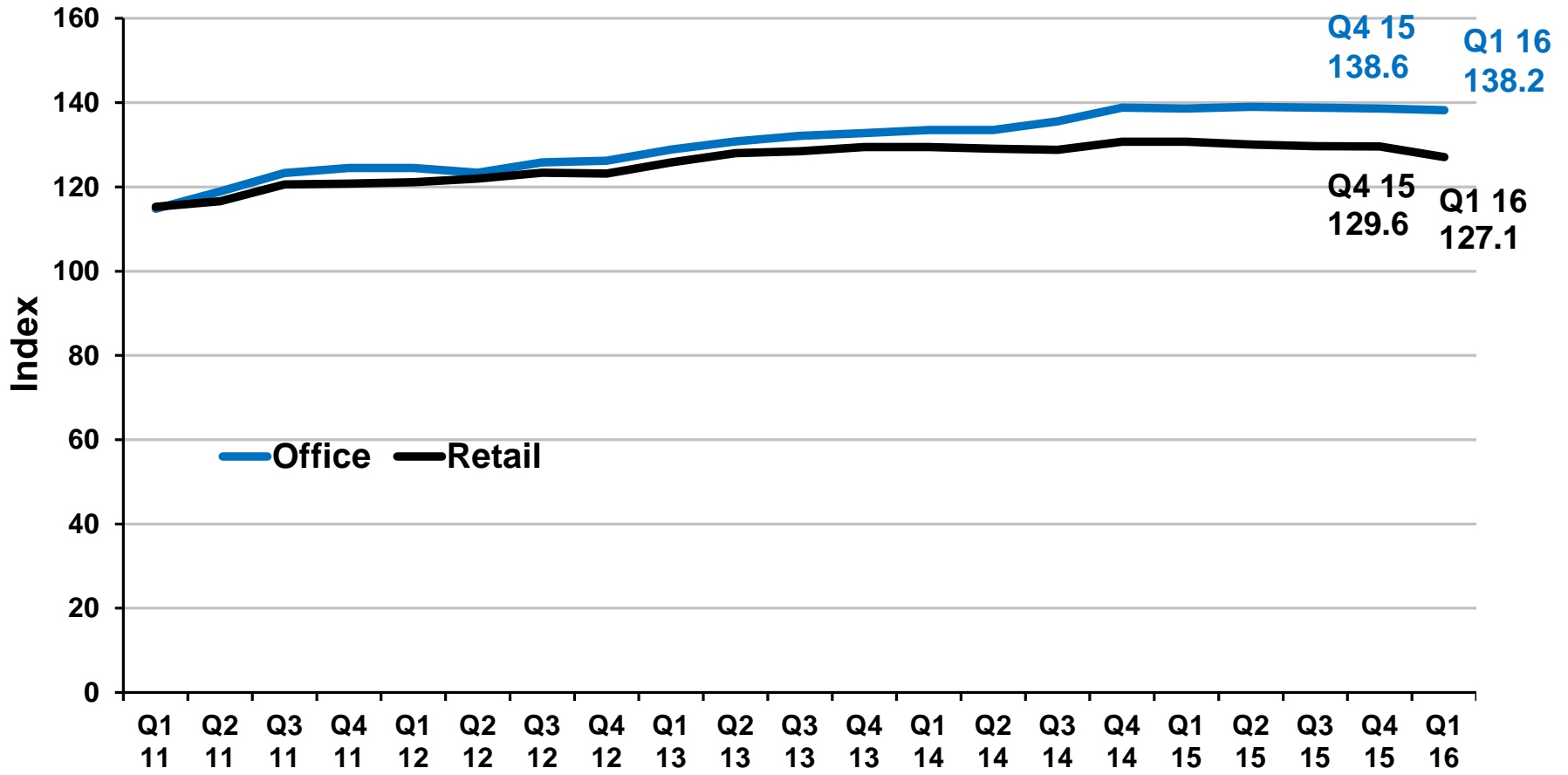


*As of 11 May 2016

Visuals are artist's impressions

Singapore Property Market

Property Price Index – Commercial (2011 – Q1 2016)

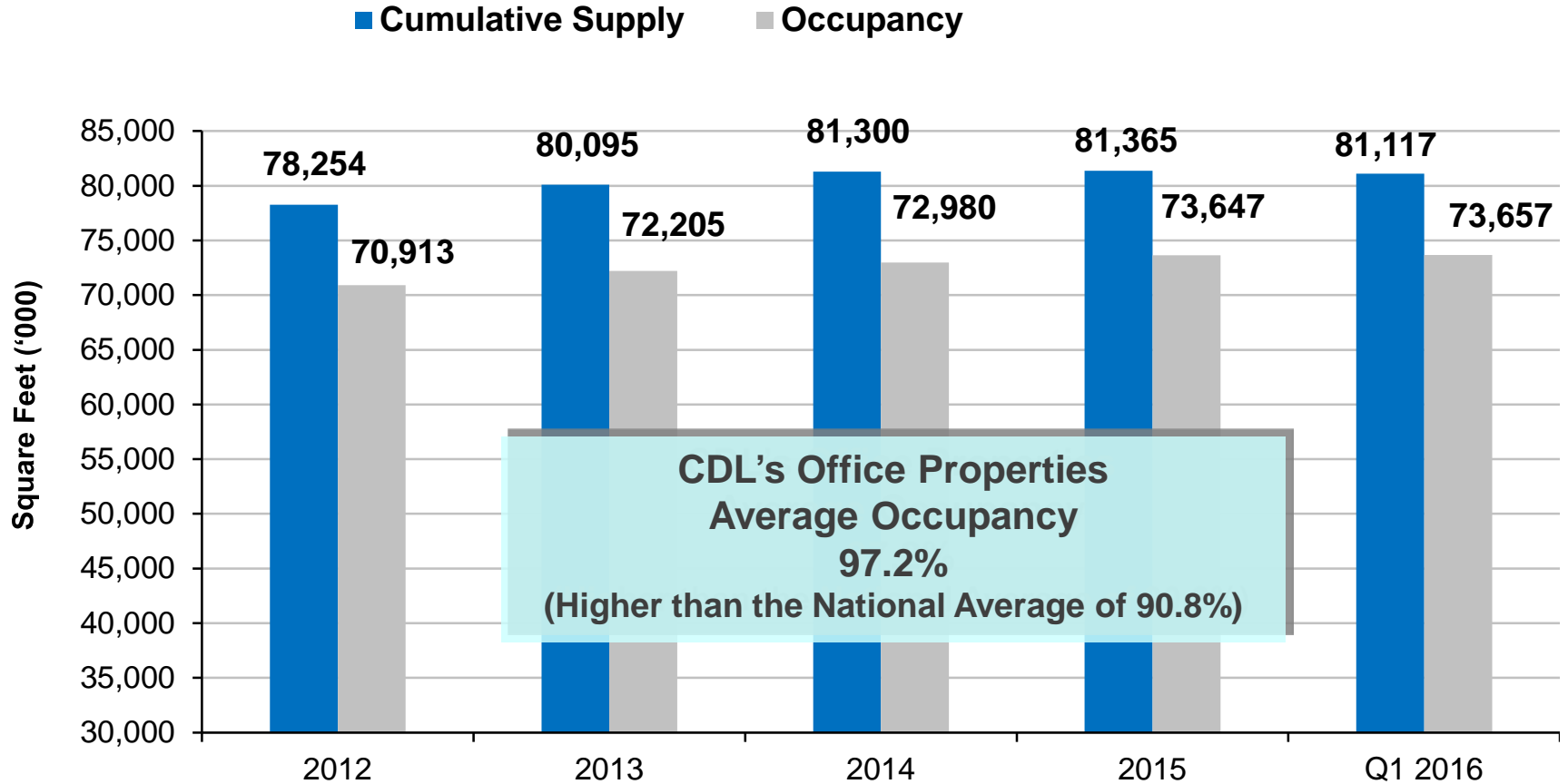


Source : URA, Q1 2016



Singapore Property Market

Office Space Demand & Supply (2012 – Q1 2016) Private & Public Sector



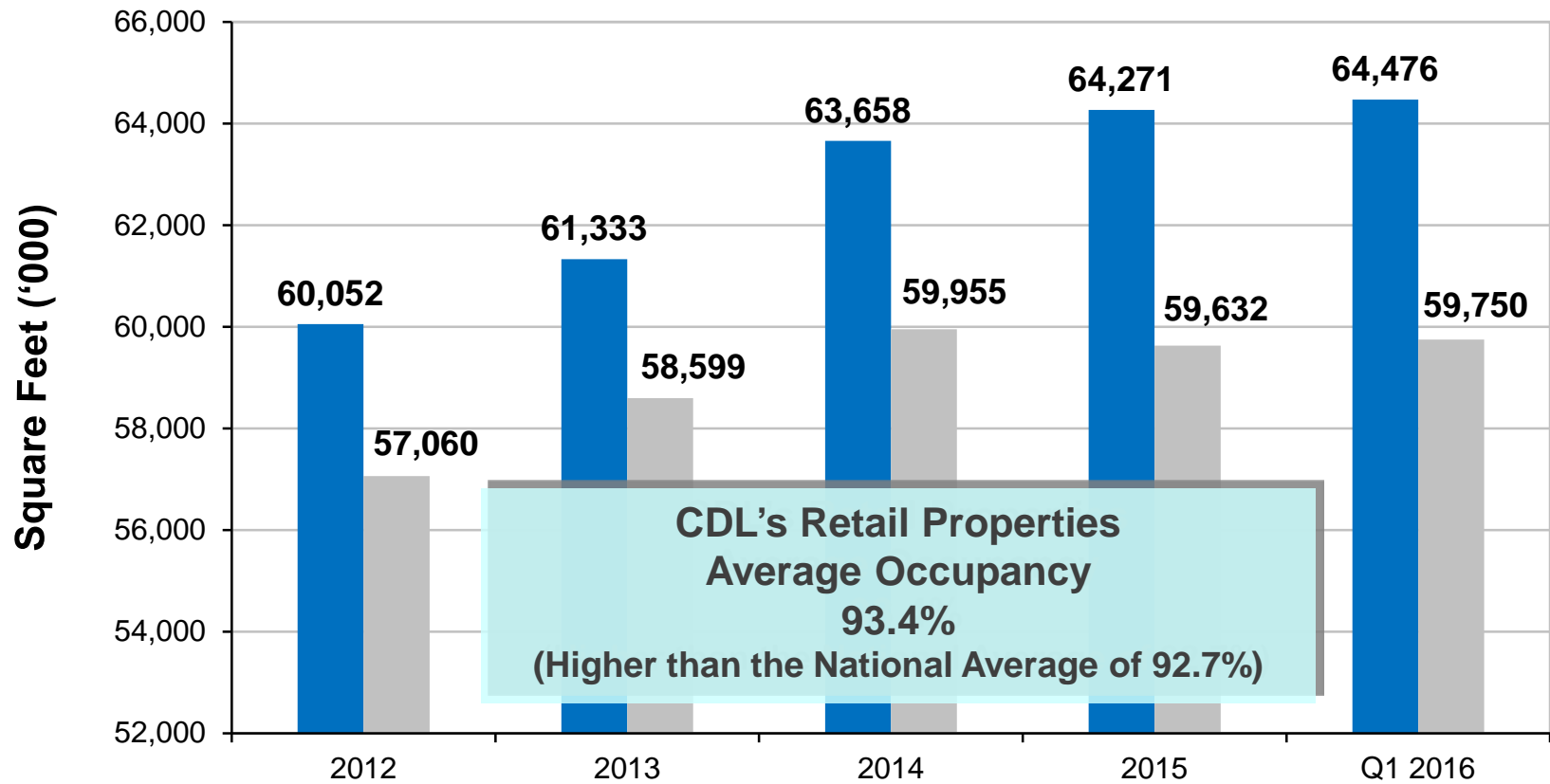
Source : URA, Q1 2016

Singapore Property Market

Retail Space Demand & Supply (2012 – Q1 2016)*

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.

Source : URA, Q1 2016





INTERNATIONAL OVERVIEW

International Property Development

Projects Launched To Date*

Project	City	Equity Stake	Total Units	Total Units Sold / Reserved	% Sold	Est. Total Saleable Area (sq ft)	Expected Completion
Australia							
Ivy and Eve	Brisbane	33%#	472	373	80	348,678	1H 2018
China							
Hong Leong City Center (Phase 1)	Suzhou	70%	1,374	894	65	1,376,570	Q4 2016
Hongqiao Royal Lake	Shanghai	100%	85	15	18	385,394	Completed
UK							
Hanover House (Reading)	London	100%	82	82	100	29,893	Q3 2016



Effective economic interest is ~49%

*As of 11 May 2016

International Property Development

Unlaunched Residential Projects

Project	Location	Tenure	Equity Stake	Total Units	Est. Total Saleable Area / GFA [^] / Site Area ⁺ (sq ft)	Expected Completion
China						
Hong Leong City Center (Phase 2)	Suzhou	70-year lease	70%	430	448,844	Q4 2017
Eling Residences	Chongqing	50-year lease	100%	126	354,814	Q2 2017
Huang Huayuan	Chongqing	50-year lease	100%	TBC	1,304,062 ^{^#}	TBC
UK						
Belgravia	London	Freehold	100%	6	12,393	Q4 2016
Knightsbridge	London	Freehold	100%	3	5,193	Q4 2016
Chelsea	London	Freehold	100%	9	16,143	Q4 2017
Knightsbridge (Pavilion Road)	London	Freehold	100%	TBC	135,000 [^]	TBC
Teddington	London	Freehold	100%	233*	250,036*	2018 / 2019
Stag Brewery, Mortlake	London	Freehold	100%	TBC	1,000,000	TBC
Japan						
Shirokane	Tokyo	Freehold	94.5%	TBC	180,995 ⁺	TBC

[#] Includes commercial component

^{*} Planning application at advanced stage



International Property Development

Australia

Merivale Street Residential Project – Ivy and Eve

City	Equity Stake	Total Units	Total Units Sold	% Sold	Expected Completion
Brisbane	33%#	472	373	80%	1H 2018

- Freehold project on 2,733 sqm site with two 30-storey towers of 1-, 2- and 3-bedroom apartments overlooking the Brisbane River and CBD
- Strong take-up with 80% of project sold
- Average selling price range of A\$9,000 to A\$10,000 per sqm
- GDV of A\$275 million
- Early construction works have commenced
- Profits expected to be realised in early 2018



Ivy and Eve

Artist's Impression



Effective economic interest is ~49%

International Property Development

China – Strong Sales from Launched Projects; Profits to be booked from 2H 2016

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

Equity Stake	Total Units	Total Units Sold	% Sold	Expected Completion
70%	1,374	894	65	Q4 2016

- Mixed-use waterfront project in Suzhou Industrial Park
 - Phase 1: Tower 1 (residential) & Tower 3 (SOHO)
 - Phase 2: 430-unit residential tower, 30,000 sqm office tower, 56,000 sqm retail mall & 286-room hotel
- Phase 1 – Sales value of RMB 1.88 billion
- Tower 2 to be launched later this year



Shanghai – Hongqiao Royal Lake (御湖)

Equity Stake	Total Units	Total Units Sold	% Sold
100%	85	15	18

- Strategically located in the affluent Qingpu District
- To date, sales value of RMB 291 million achieved



International Property Development

China – Pipeline Projects

Chongqing – Eling Residences (鹅岭峰)

Tenure	Equity Stake	Total Units	Est. Total Saleable Area (sq ft)
50-year lease (residential)	100%	126	354,814 (32,963 sqm)

- Exclusive luxury residence sited at the peak of Eling Hill in Yuzhong District
- To be launched for sale soon

Chongqing – Huang Huayuan project

Tenure	Equity Stake	GFA (sq ft)
50-year lease (residential)	100%	1,304,062 (121,151 sqm)
40-year lease (commercial)		

- Mixed-use riverside development with 3 high-rise residential towers, 150-room hotel and mall
- Located beside Jialing River in Yuzhong district
- Final review on unit mix on-going



International Property Development

Japan – Pipeline Project

Tokyo – Shirokane

Tenure	Equity Stake	Site Area (sqm)
Freehold	94.5%	16,815

- Prime site located in the affluent Minato ward
- Planned redevelopment into a luxury condominium
- Site to include a public park and open space to support the local community
- Archaeological cultural asset survey has been completed smoothly
- Target to launch by Q4 2017



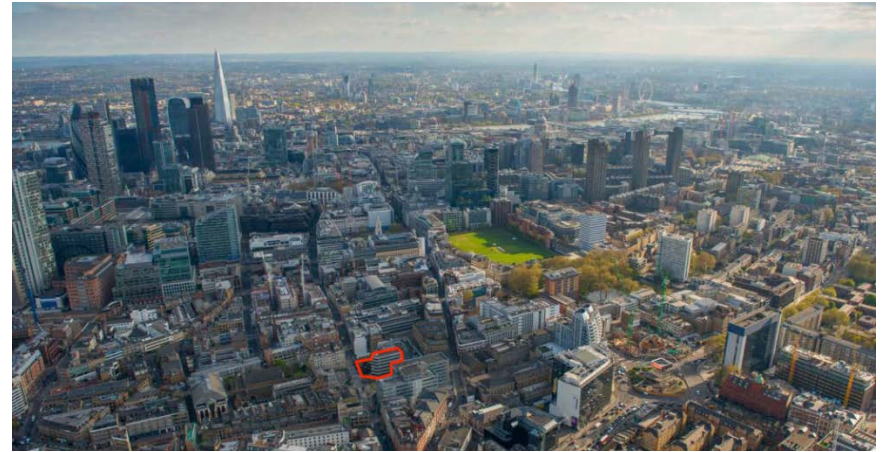
International Property Development

UK – Acquisition of First Commercial Redevelopment Project

London – Development House, Shoreditch

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

- Existing 6-storey, 28,266 sq ft office building
- Strategic location 200 metres from Old Street roundabout, in the heart of the established Technology Media and Telecoms (TMT) sector
- Strong demand for offices in Shoreditch area with limited supply
- Acquisition price: £37.4 million
- Planned redevelopment into a 9-storey 90,000 sq ft new office scheme with ancillary retail space at the ground floor



Development House
56-64 Leonard Street London EC2A 4LT



International Property Development

UK – Launched Projects

London – Hanover House, Reading RG1

Equity Stake	Total Units	Total Units Sold / Reserved	% Sold	Expected Completion
100%	82	82	100	Q3 2016

- All 82 units released – 81 contracts have been exchanged for sale and final unit under offer
- Total sales value: £18.4 million
- Average selling price: £610 per sq ft
- Profit recognition on target for Q3 2016



Hanover House
202 Kings Road Reading RG1 4NN



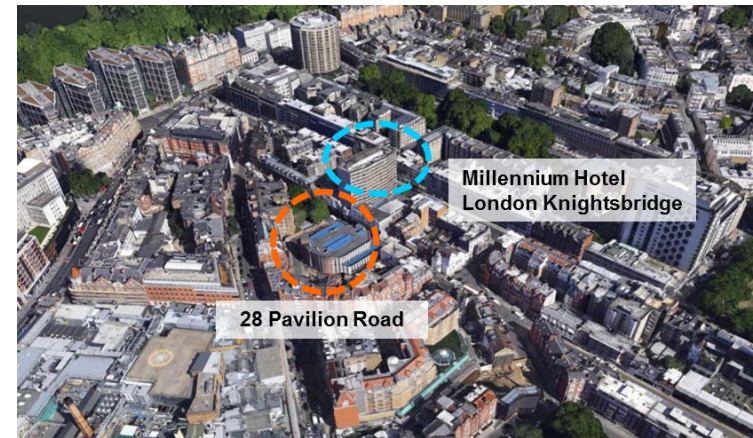
International Property Development

UK – Pipeline Projects

London

Project	Tenure	Equity Stake	Total Units	Est. Total Saleable Area (sq ft)
Knightsbridge (Pavilion Road)	Freehold	100%	TBC	135,000*
Belgravia	Freehold	100%	6	12,393
Knightsbridge	Freehold	100%	3	5,193
Chelsea	Freehold	100%	9	16,143

Planning Approval in Progress:



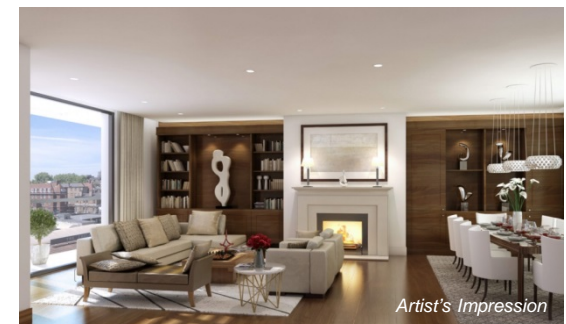
Building Works in Progress – Expected Completion in Q4 2016:



Belgravia
31/35 Chesham Street London SW1X 8NQ



Knightsbridge
32 Hans Road London SW3 1RW



Chelsea
90-100 Sydney Street London SW6NJ



International Property Development

UK – Pipeline Projects

London – Stag Brewery, Mortlake

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

- Site planning for mixed scheme in progress
- Planning approval expected in Q1 2018 and development to be executed in 2 phases



London – Teddington Studios, Teddington

Tenure	Equity Stake	Total Units	Est. Total Saleable Area (sq ft)
Freehold	100%	233*	250,036*

- Riverside development with 217 apartments, 6 houses, 16 affordable units and 287 secure carpark spaces
- Planning approval expected in Q2 2016; site clearing in progress
- Strong interest – over 250 enquiries registered



* Planning application at advanced stage





HOTEL OPERATIONS

M&C Hotel Operations

Trading Performance

	Q1 2016	Q1 2015	Change
Revenue	£192m	£189m	1.6%
PATMI	£6m	£8m	(25%)

- RevPAR decreased for Q1 2016 mainly due to:

	Reported Currency	Constant Currency
New York	↓ 8.6%	↓ 14.3%
Regional US	↓ 2.9%	↓ 3.6%
Total US	↓ 3.3%	↓ 9.4%
London	↓ 6.4%	↓ 6.4%
Rest of Europe	↓ 1.7%	↓ 0.9%
Total Europe	↓ 4.4%	↓ 4.6%
Singapore	↓ 7.5%	↓ 9.7%
Rest of Asia	↓ 0.9%	↓ 1.0%
Total Asia	↓ 3.2%	↓ 4.3%
Australasia	↑ 18.3%	↑ 15.0%
Total Group	↓ 8.6%	↓ 8.6%



- Increase in revenue attributed to a land sale in Christchurch, New Zealand, increased contribution from Millennium Mitsui Garden Hotel Tokyo and increase in REIT revenue due to Hilton Cambridge City Centre which was acquired in October 2015.



M&C Hotel Operations

Assets Enhancement (On-going)

US



Millennium Hotel Durham

Postponed to May 2016 with a scheduled completion date by the end of 2016



Millennium Biltmore Hotel Los Angeles

In progress and scheduled to complete by mid 2017



ONE UN New York

Targeted for completion in Q3 2016

Others



Grand Copthorne Waterfront Hotel Singapore

Work on lobby and F&B outlets targeted for completion in Q3 2016



Copthorne Hotel Auckland Harbour City

Closed for major NZ\$40m refurbishment
Completed demolition stage and construction work has commenced



M&C Hotel Operations

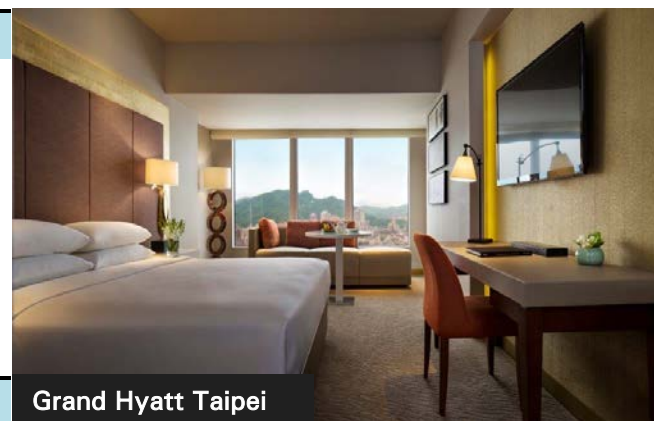
Hotel Room Count and Pipeline

Hotel and Room Count	Hotels		Rooms	
	31 Mar 2016	31 Dec 2015	31 Mar 2016	31 Dec 2015
By region:				
• New York	4	4	2,238	2,238
• Regional US	15	15	4,464	4,463
• London	8	8	2,651	2,651
• Rest of Europe	18	18	2,867	2,867
• Middle East *	23	22	6,658	6,450
• Singapore	6	6	2,716	2,716
• Rest of Asia	26	26	9,430	9,430
• Australasia	25	27	3,641	3,903
Total:	125	126	34,665	34,718

Pipeline

By region:

• Middle East *	15	16	4,471	4,663
• Singapore	1	-	293	-
• Rest of Asia	2	3	1,066	1,674
• Regional USA	1	1	263	263
Total:	19	20	6,093	6,600



* Mainly management contracts

CDL Hospitality Trusts

Trading Performance

S\$'000	Q1 2016	Q1 2015	Change
Gross Revenue	44,664	42,212	5.8%
Net Property Income (NPI)	33,710	34,497	(2.3%)



Gross revenue increased mainly due to :

- Contribution from Hilton Cambridge City Centre, United Kingdom, which was acquired on 1 Oct 2015
- Increase in revenue from the newly renovated mall, Claymore Connect, following the re-opening of the mall on 8 Oct 2015

NPI decreased due to:

- Ongoing refurbishment in M Hotel and renovation at Grand Copthorne Waterfront Hotel, coupled with weak corporate segment demand for Singapore hotels
- Unfavourable currency movement from Australia and Maldives hotels
- Offset by contribution from Hilton Cambridge City Centre, United Kingdom



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.



**CITY
DEVELOPMENTS
LIMITED**

OVER
50
YEARS
of TRUST