



**CITY  
DEVELOPMENTS  
LIMITED**

OVER  
**50**  
YEARS  
of TRUST

# **HALF YEAR 2016 FINANCIAL RESULTS**

**(1 Jan – 30 June 2016)**

**ANALYST & MEDIA PRESENTATION**  
**11 August 2016**



## **AGENDA**

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



# EXECUTIVE SUMMARY

# Key Highlights

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- Resilient financial performance amidst significant macroeconomic challenges:
  - 32.4% increase in revenue for Q2 2016 to \$1.1 billion
  - 10.7% increase in revenue for 1H 2016 to \$1.8 billion
- Property development business segment was the highest contributor to pre-tax profits:
  - 51.6% of Q2 and 53.1% of 1H 2016 pre-tax profits respectively
- 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
- Steady performance for Singapore property development segment:
  - The Brownstone EC: 73% sold to date
  - Gramercy Park (soft launch): 40 units released to date, with 31 units sold
  - Increased shareholding interest from 50% to 100% in Summervale Properties Pte Ltd, the owner and developer of Nouvel 18 for \$410.96 million
- Opened M Social Singapore, a 293-room lifestyle hotel, in June 2016
- Robust financial position maintained:
  - \$3.3 billion, with net gearing ratio of 27%^ as at 30 June 2016
- Re-included into FTSE EPRA/NAREIT Global Developed Index in June 2016\*
- Special interim dividend of 4.0 cents per ordinary share



^ Without factoring in fair value gains on investment properties

\* As of FTSE EPRA/NAREIT Global Real Estate Index, Asia region, quarterly review, 2 June 2016

# Resilient Performance amidst Macroeconomic Challenges

## Summary of Financial Results

	Q2 2016	Q2 2015	% Change	1H 2016	1H 2015	% Change
Revenue (\$m)	1,092	825	32.4	1,816	1,640	10.7
PATMI (\$m)	134	133	0.2	239	257	(6.8)
Basic Earnings Per Share (cents)	14.0	14.0	-	25.6	27.5	(6.9)
NAV Per Share (\$)				9.75	9.36	4.2
Return on Equity (%)				2.70	3.02	(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 – 1H 2016

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

<u>EBITDA *</u>						
Local	183	30	85	10	308	
Overseas	11	109	45	12	177	
	<b>194</b>	<b>139</b>	<b>130</b>	<b>22</b>	<b>485</b>	

<u>Total Assets ^</u>						
Local	6,829	572	3,305	266	10,972	<b>AUM = \$2.6B</b>
Overseas	3,013	4,626	1,048	236	8,923	
	<b>9,842</b>	<b>5,198</b>	<b>4,353</b>	<b>502</b>	<b>19,895</b>	

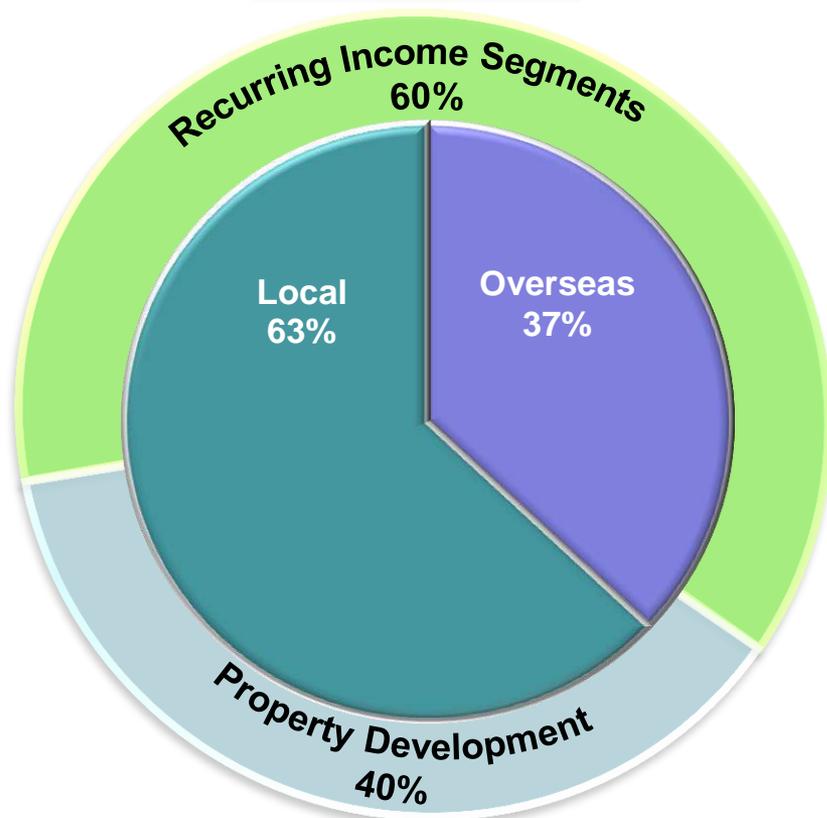
\* Earnings before interest, tax, depreciation and amortisation.

^ Excludes tax recoverable and deferred tax asset.



# Portfolio Composition – 1H 2016

EBITDA



Total Assets



- **Stability from Recurring Income segments** comprising 60% of EBITDA / 51% of Total Assets (excluding tax recoverable and deferred tax asset)
- **De-risking Singapore exposure** via growing international segments which accounts for 37% of EBITDA and 45% of Total Assets



# Diversified Land Bank

## Land Area (as of 30 Jun 2016) – CDL's Attributable Share

Type of Development	Land Area (sq ft)			
	Singapore	International	Total	%
Residential	585,030	2,170,109	2,755,139	89
Commercial / Hotel	20,886	305,846	326,732	11
<b>Total</b>	<b>605,916</b>	<b>2,475,955</b>	<b>3,081,871</b>	<b>100</b>

## Proposed GFA (sq ft)

Country	Residential	Commercial / Hotel	Total	%
Singapore	1,129,965	92,671	1,222,636	19
International Sub-Total	3,440,785	1,916,495	5,357,280	81
- China	1,414,854	1,826,495	3,241,349	49
- UK	1,377,477	90,000	1,467,477	22
- Others*	648,454	-	648,454	10
<b>Total</b>	<b>4,570,750</b>	<b>2,009,166</b>	<b>6,579,916</b>	<b>100</b>

\* Includes Japan and Malaysia



# Share Price Performance

## Strong Performance for YTD 2016 (1 Jan – 10 Aug 2016)

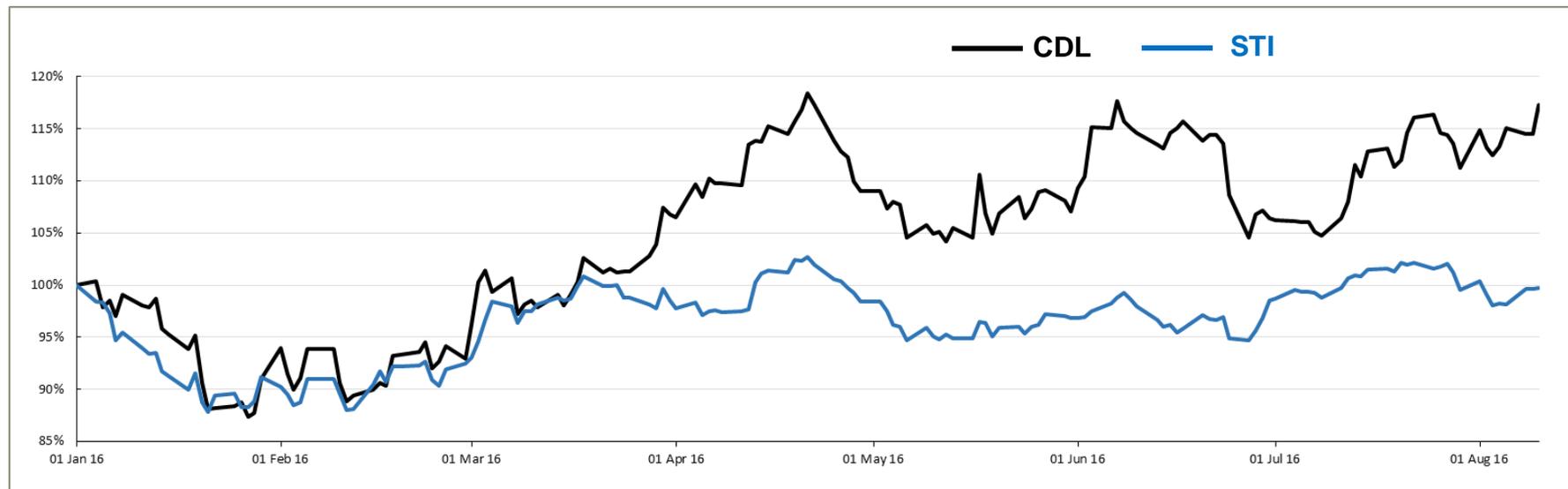
- ↑ **16.2% in share price**  
(For YTD, 10 Aug)
- ↑ **6.4% in share price**  
(For YTD, 30 Jun)
- **YTD Highest - \$9.06** (21 Apr)  
(↑ **18.4%** from 1 Jan)
- **YTD Lowest - \$6.68** (27 Jan)



# Share Price Performance

## CDL vs STI (1 Jan – 10 Aug 2016)

### Price, Volume & Performance (Rebased)



Name	Code	Cur	Price					Volume	
			Open	High	Low	Close	Change %	Total Volume	Daily Average Volume
City Developments Limited	C09.SGX	SGD	7.65	9.06	6.61	8.89	▲ 16.21	330,063,700	2,115,793
Straits Times	STI	SGD	2,882.73	2,960.78	2,532.70	2,875.57	▼ (0.25)		



Source : Orient Capital

# Focus for 2H 2016

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## Intensive Recalibration of Asset Portfolio

- Global markets remain vulnerable and highly sensitive amidst multiple uncertainties
- Domestic market sentiment remains affected by prevailing property cooling measures and a subdued economy
- The Group maintains value driven and growth focused strategy:
  - Intensive recalibration and evaluation of its rich asset portfolio
  - Optimise and unlock value through investment instruments such as the Profit Participation Securities (PPS) platform
- Focus on building overseas platforms and developing funds management business to fortify recurring income stream
- Well-poised to capture opportunities when they arise





# FINANCIAL HIGHLIGHTS

# Financial Highlights

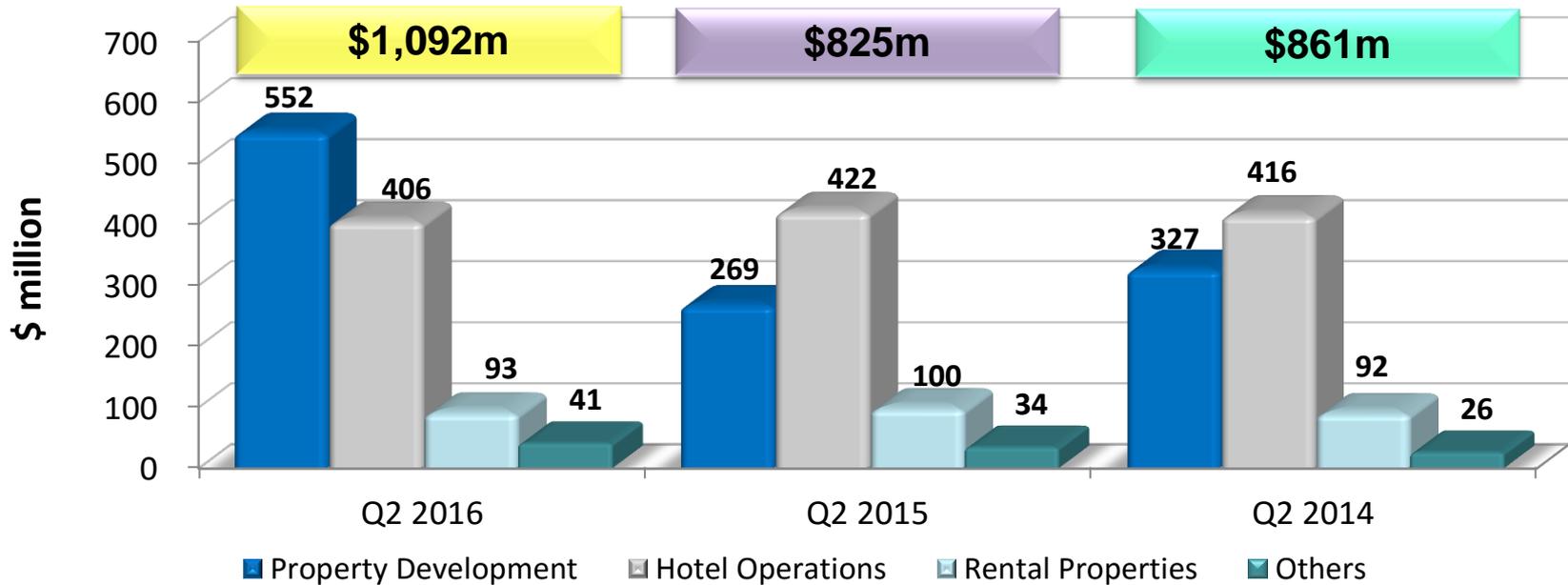
## Segment Financial Results

	Revenue			Profit Before Tax		
	Q2 2016 \$M	Q2 2015 \$M	Incr/(Decr) %	Q2 2016 \$M	Q2 2015 \$M	Incr/(Decr) %
<b>Property Development</b>	551.5	268.8	105.2	105.8	78.1	35.5
<b>Hotel Operations</b> (include CDL owned hotels)	406.6	421.7	(3.6)	59.0	68.9	(14.4)
<b>Rental Properties</b>	92.8	100.0	(7.2)	31.9	34.3	(7.0)
<b>Others</b>	41.5	34.4	20.6	8.4	9.6	(12.5)
	<b>1,092.4</b>	<b>824.9</b>	<b>32.4</b>	<b>205.1</b>	<b>190.9</b>	<b>7.4</b>
	1H 2016 \$M	1H 2015 \$M	Incr/(Decr) %	1H 2016 \$M	1H 2015 \$M	Incr/(Decr) %
<b>Property Development</b>	774.8	567.4	36.6	182.3	175.9	3.6
<b>Hotel Operations</b> (include CDL owned hotels)	766.0	797.7	(4.0)	69.8	102.7	(32.0)
<b>Rental Properties</b>	186.2	199.2	(6.5)	73.3	71.2	2.9
<b>Others</b>	88.7	75.6	17.3	18.1	9.8	84.7
	<b>1,815.7</b>	<b>1,639.9</b>	<b>10.7</b>	<b>343.5</b>	<b>359.6</b>	<b>(4.5)</b>



# Financial Highlights

## Revenue by Segment for 2<sup>nd</sup> Quarter (2014 – 2016)

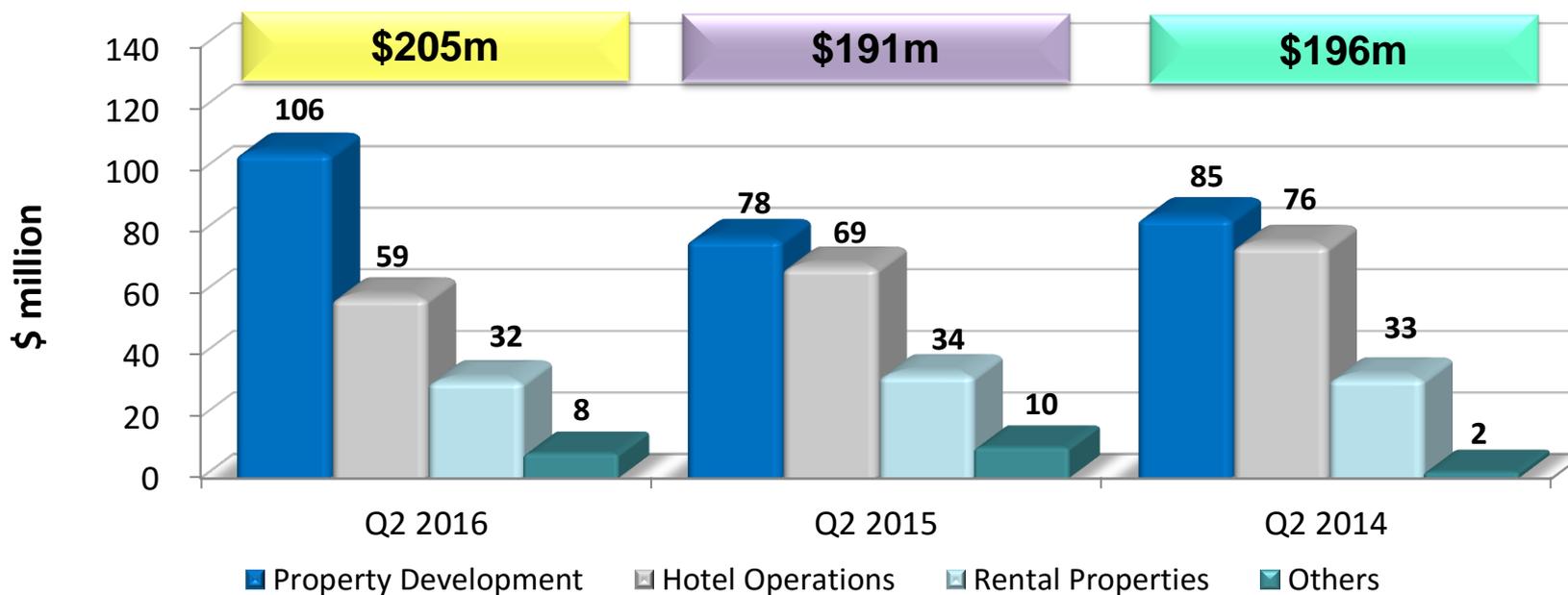


	Q2 2016	Q2 2015	Q2 2014
Property Development	51%	33%	38%
Hotel Operations	37%	51%	48%
Rental Properties	9%	12%	11%
Others	3%	4%	3%



# Financial Highlights

## Profit Before Tax by Segment for 2<sup>nd</sup> Quarter (2014 – 2016)

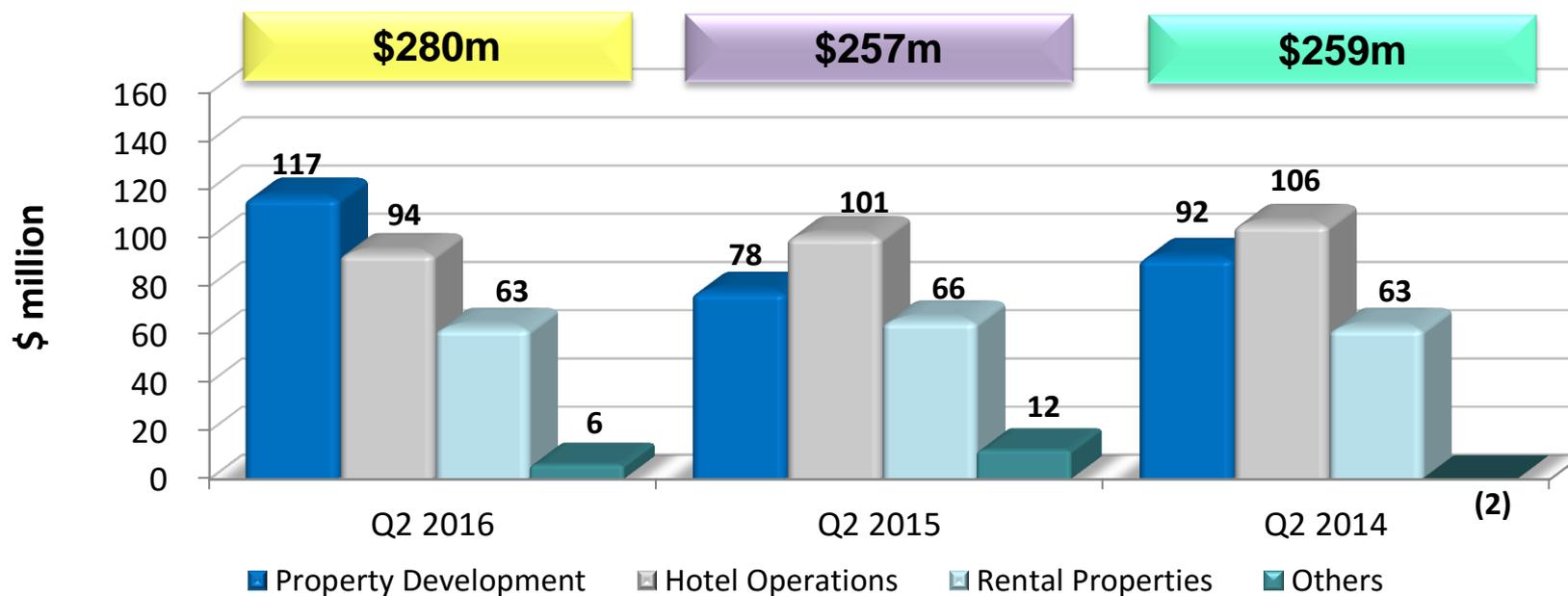


	Q2 2016	Q2 2015	Q2 2014
Property Development	52%	41%	43%
Hotel Operations	28%	36%	39%
Rental Properties	16%	18%	17%
Others	4%	5%	1%



# Financial Highlights

## EBITDA by Segment for 2<sup>nd</sup> Quarter (2014 – 2016)

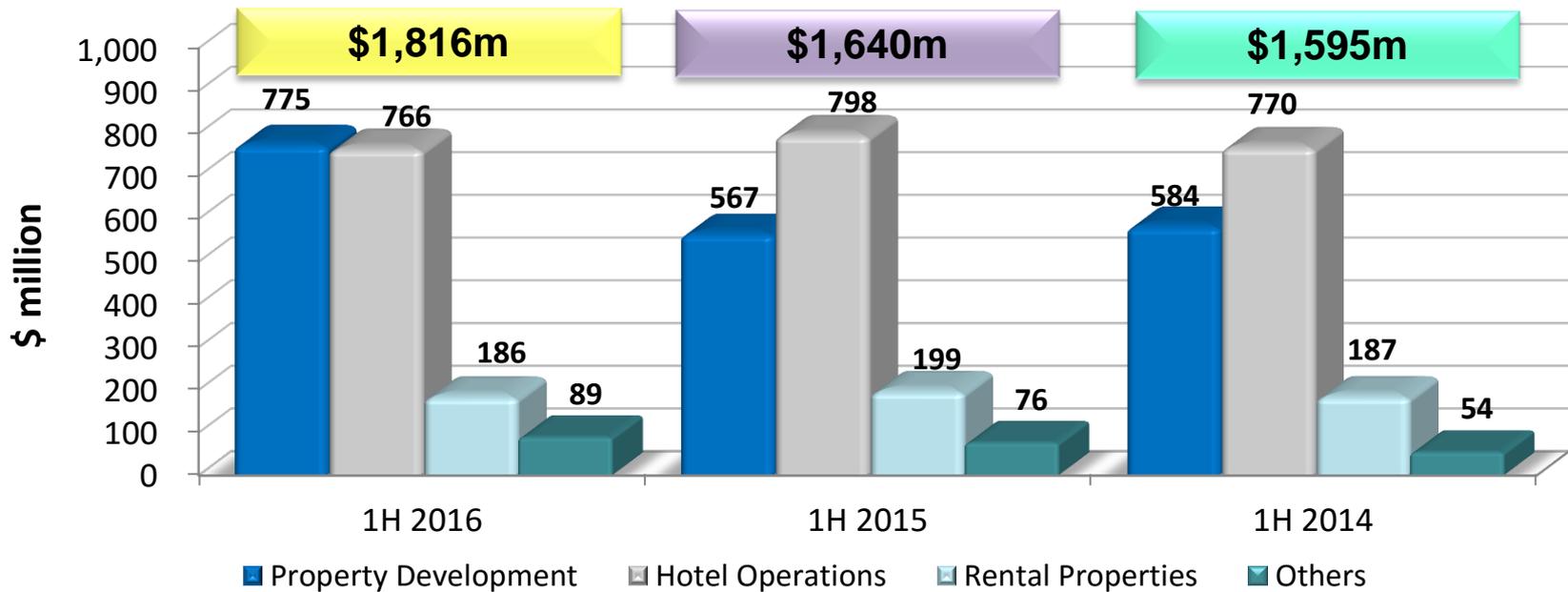


	Q2 2016	Q2 2015	Q2 2014
Property Development	42%	30%	36%
Hotel Operations	33%	39%	41%
Rental Properties	23%	26%	24%
Others	2%	5%	(1%)



# Financial Highlights

## Revenue by Segment for Half Year (2014 – 2016)

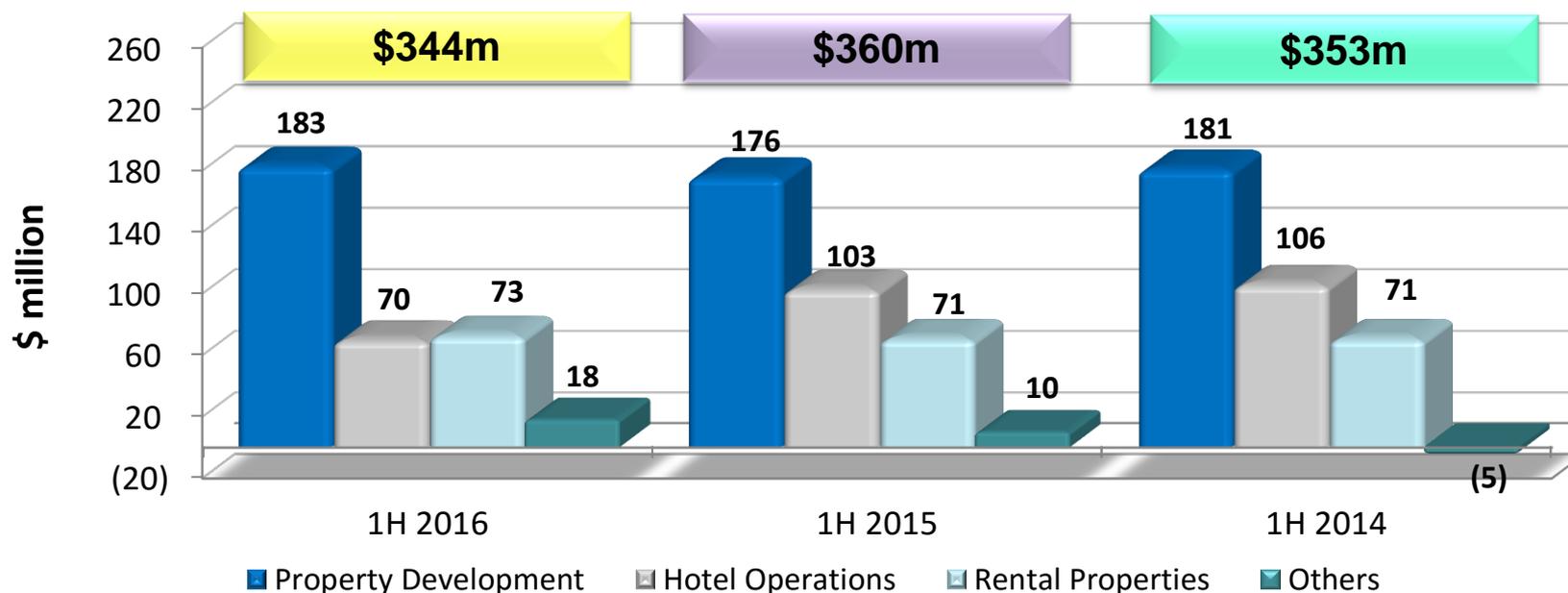


	1H 2016	1H 2015	1H 2014
Property Development	43%	35%	37%
Hotel Operations	42%	49%	48%
Rental Properties	10%	12%	12%
Others	5%	4%	3%



# Financial Highlights

## Profit Before Tax by Segment for Half Year (2014 – 2016)

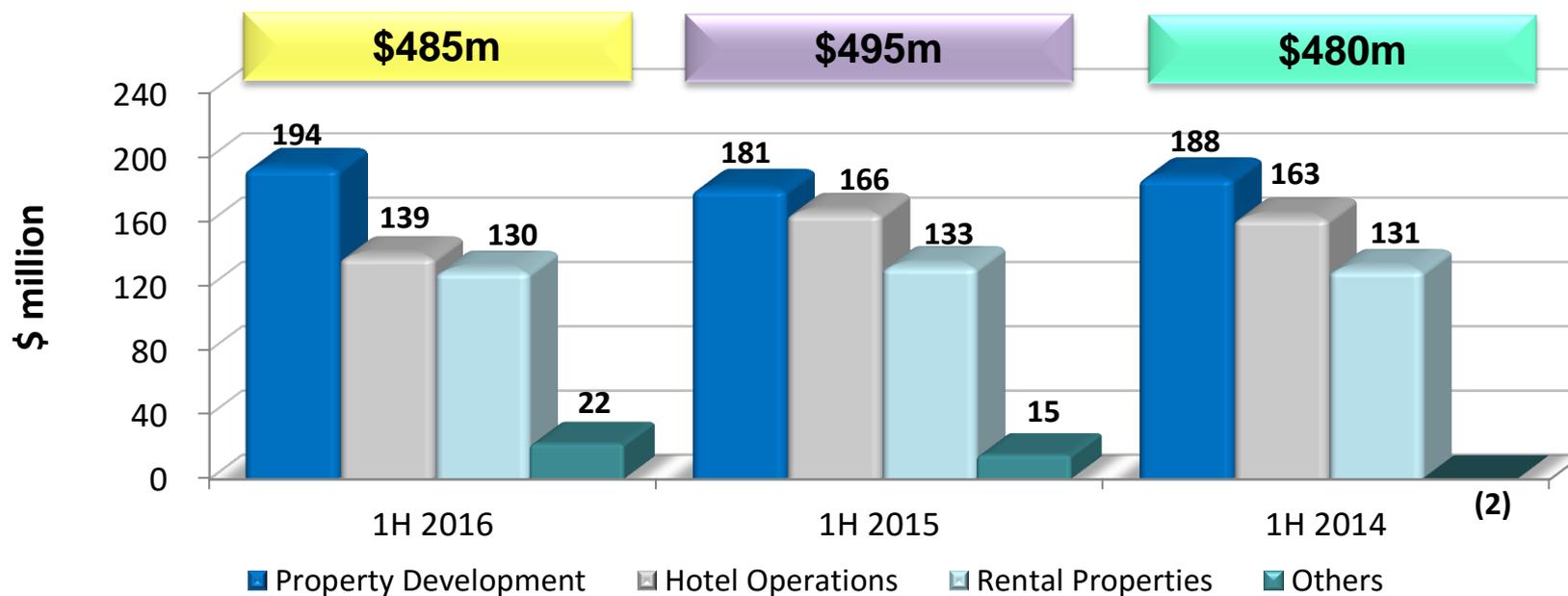


	1H 2016	1H 2015	1H 2014
Property Development	53%	49%	51%
Hotel Operations	20%	29%	30%
Rental Properties	21%	19%	20%
Others	6%	3%	(1%)



# Financial Highlights

## EBITDA by Segment for Half Year (2014 – 2016)



	1H 2016	1H 2015	1H 2014
Property Development	40%	36%	39%
Hotel Operations	29%	34%	34%
Rental Properties	27%	27%	27%
Others	4%	3%	-



# Financial Highlights

## Capital Management

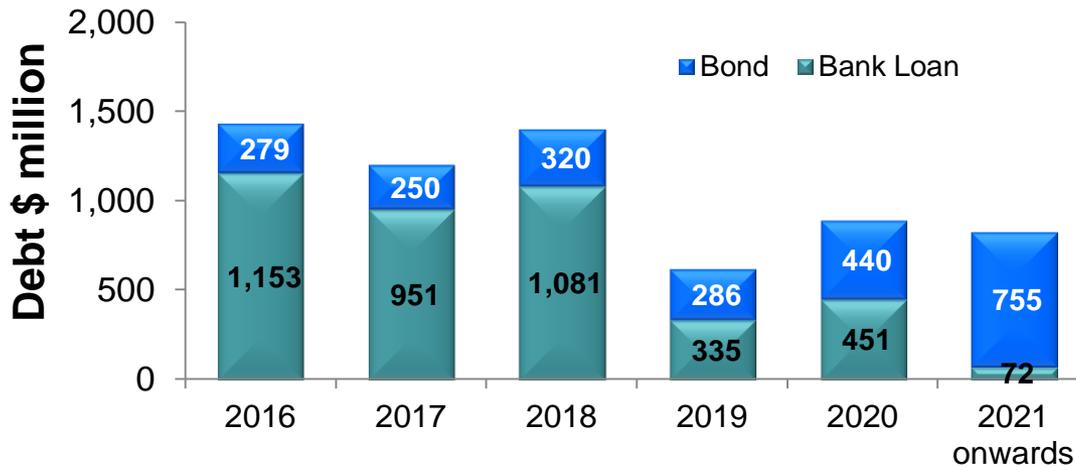
	As at 30/06/16	As at 31/12/15
<b>Cash and cash equivalents</b> (include cash and cash equivalents classified as asset held for sale)	<b>\$3,357m</b>	<b>\$3,565m</b>
<b>Net borrowings</b>	<b>\$3,016m</b>	<b>\$2,938m</b>
<b>Net gearing ratio without taking in fair value gains on investment properties</b>	<b>27%</b>	<b>26%</b>
<b>Net gearing ratio after taking in fair value gains on investment properties</b>	<b>20%</b>	<b>19%</b>
<b>Interest cover ratio</b>	<b>10.1 x</b>	<b>13.0 x</b>



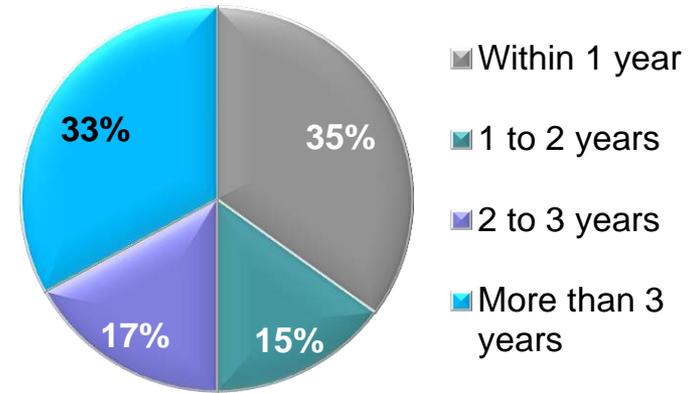
# Financial Highlights

## Prudent Capital Management

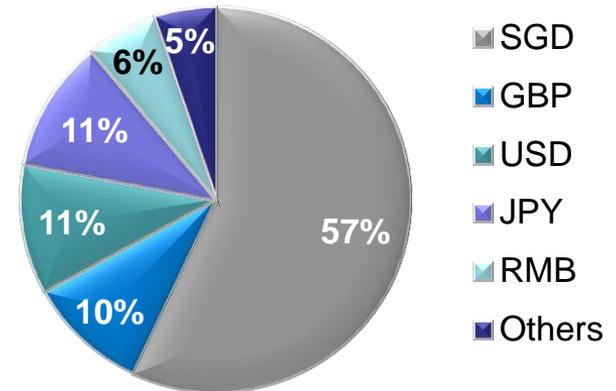
### Debt Expiry Profile



### Debt Maturity



### Debt Currency Mix



	31/12/2015	30/6/2016
Average Borrowing Cost	2.2%	2.2%
% Secured Borrowings	18%	15%

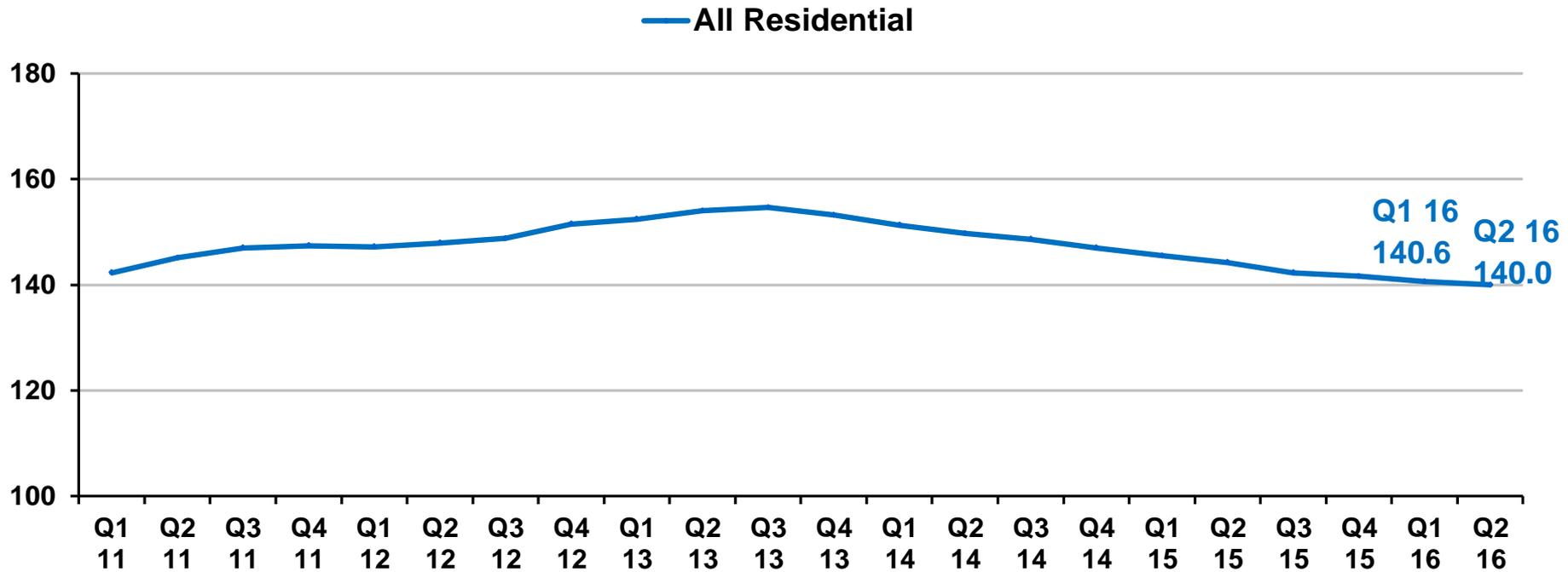




# SINGAPORE OVERVIEW

# Singapore Property Market

## Property Price Index – Residential (2011 – 1H 2016)



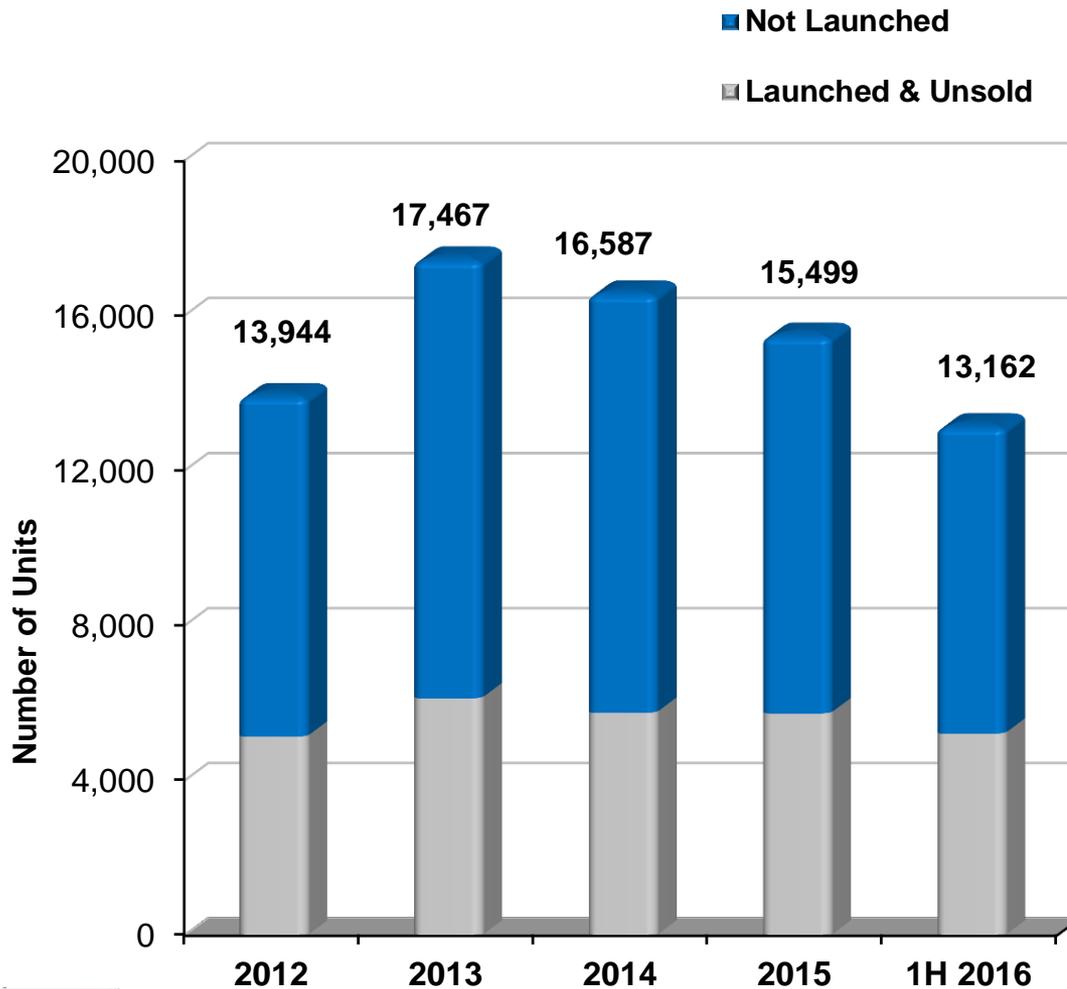
Source : URA, Q2 2016

Based on Revised PPI



# Singapore Property Market

## No. of Uncompleted Private Residential Units Available (2012 – 1H 2016)



	Launched & Unsold	Not Launched*	Total
2012	5,137	8,807	13,944
2013	6,124	11,343	17,467
2014	5,750	10,837	16,587
2015	5,736	9,763	15,499
1H 2016	5,213	7,949	13,162

Source : URA, Q2 2016

\*Launch timing unknown and may not materialise



# Singapore Property Development

## Residential Units Sold

	Sales Value* \$'000	No. of Units*	Total Area Sold (sq ft)
1H 2016	\$ 385,728	324	342,399
1H 2015	\$ 224,012	178	193,939

Sales Value  
↑ 72.2%

Units Sold  
↑ 82.0%



\* Includes share of JV partners

# Singapore Property Development

## Soft Launch of Gramercy Park

Project	Location	Tenure	Equity Stake	Total Units	Total Units Sold*	% Sold*	Total Saleable Area (sq ft)
Gramercy Park	Grange Road	Freehold	100%	174	31	18	368,743

### Positive Soft Launch Response:

- Soft launch in end May – 30 units in the North Tower released
- All 30 units sold, with another 10 units released
- To date, 31 units have been sold
- Average selling price of about \$2,600 psf
- Official launch to be held soon



Gramercy Park



\*As of 7 Aug 2016

# Singapore Property Development

## Strategic Acquisition of Nouvel 18



Project	Location	Tenure	Equity Stake	Total Units	Total Saleable Area (sq ft)
Nouvel 18	Anderson Road	Freehold	100%	156	351,054

- Completed acquisition of JV partner Wing Tai Land's 50% stake for \$410.96 million in July 2016
- CDL now owns 100% of the exclusive 156-unit luxury project
- Located minutes from Orchard Road, on an exclusive prime real estate site of approx. 112,098 sq ft
- Acquisition allows flexibility for future plans to optimise and unlock the value of the project – sales of individual units, bulk sales or a capital markets transaction



# Singapore Property Development

## Completed Residential Projects in 1H 2016

Project	Location	Equity Stake	Total Units	% Sold*	TOP Obtained
<b>HAUS@SERANGOON GARDEN</b>	Serangoon Garden Close	70%	97 Terraces	100	Mar 2016
<b>Gramercy Park</b>	Grange Road	100%	174	18	May 2016
<b>Lush Acres</b> (Executive Condo)	Fernvale Close	100%	380	100	Jun 2016



\*As of 7 Aug 2016

# Singapore Property Development

## Upcoming Residential Project Launch in 2H 2016

Project	Location	Tenure	Equity Stake	Total Units	Max. Gross Floor Area (sqm)	Expected TOP
Forest Woods	Lorong Lew Lian	99-year leasehold	50%	519	42,005	2020

- Site acquired via Government Land Sales (GLS) programme in November 2015
- Excellent connectivity: 250m walking distance to Serangoon MRT station, bus interchange and nex shopping mall
- Located within established residential estate
- Project comprises seven 12-storey residential blocks
- Sales gallery located beside nex shopping mall



# Singapore Property Development

## Inventory of Launched Residential Projects – As of 30 Jun 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	22	22.0
UP@Robertson Quay	100%	70	57	81.4	13	13.0
Echelon	50%	508	506	99.6	2	1.0
D'Nest	51%	912	889	97.5	23	11.7
Jewel @ Buangkok	100%	616	607	98.5	9	9.0
The Venue Shoppes	60%	28	16	57.1	12	7.2
The Venue Residences	60%	266	130	48.9	136	81.6
Coco Palms	51%	944	843	89.3	101	51.5
The Brownstone Executive Condo	70%	638	449	70.4	189	132.3
The Criterion Executive Condo	70%	505	112	22.2	393	275.1
Gramercy Park <i>(Launched for sale = 40 units only)</i>	100%	174	17	42.5^	23^	23.0^
Bartley Ridge	30%	868	866	99.8	2	0.6
Commonwealth Towers	30%	845	417	49.3	428	128.4
<b>TOTAL:</b>		<b>7,262</b>	<b>5,748</b>		<b>1,380</b>	<b>774.9</b>

\*\* Leasing strategy implemented

^ Based on launched units

**Limited Inventory of Launched Projects**



# Singapore Property Development

## Residential Projects to be Completed in 2H 2016

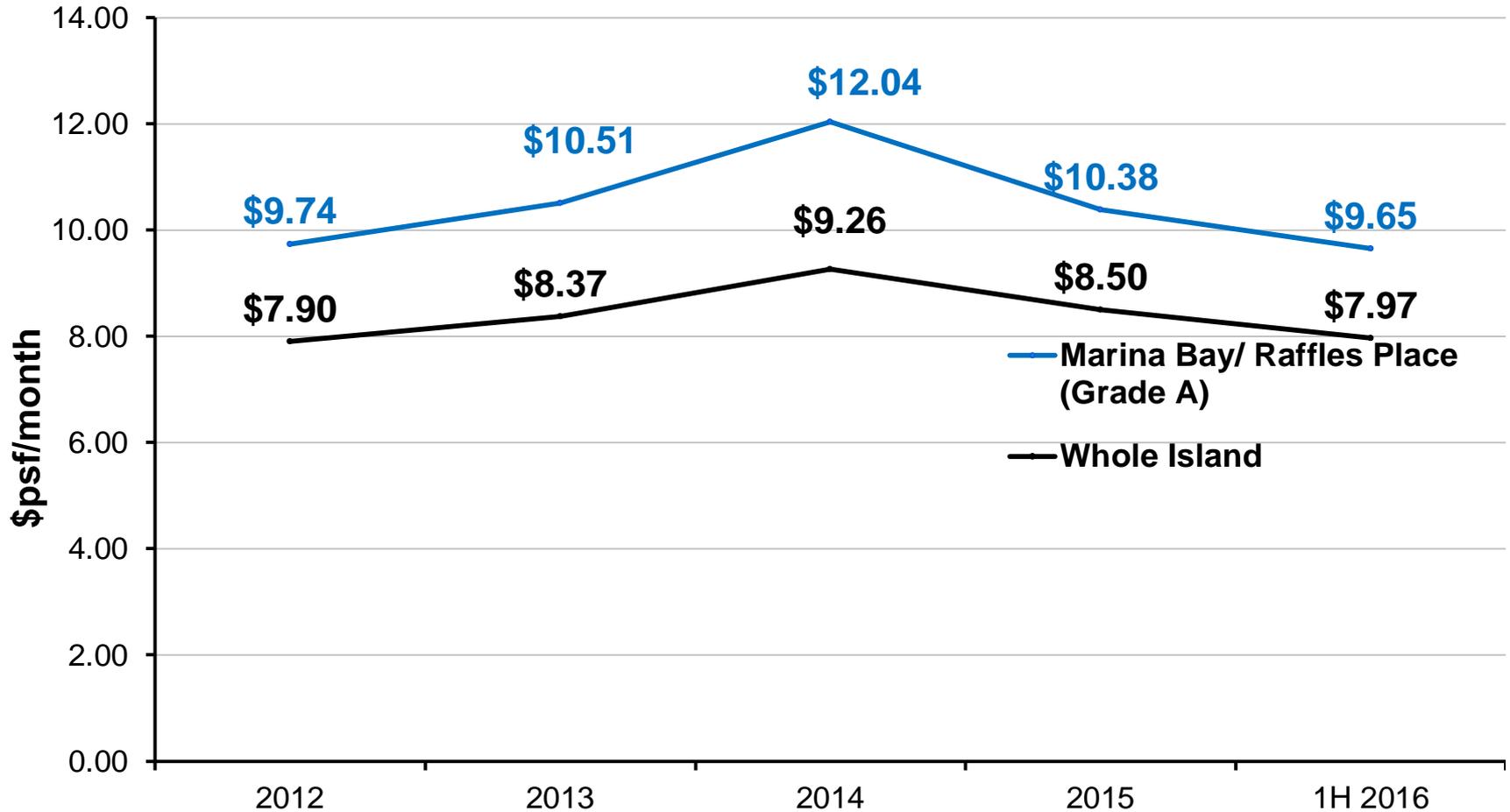
Project	Location	Equity Stake	Total Units	% Sold*	Expected TOP
Jewel @ Buangkok	Compassvale Bow	100%	616	98	Q3 2016
Echelon	Alexandra View	50%	508	99	Q4 2016
Bartley Ridge	Mount Vernon Road	30%	868	99	Q4 2016



\*As of 7 Aug 2016  
Visuals are artist's impressions

# Singapore Office Market

## Average Office Rental in CBD (2012 – 1H 2016)

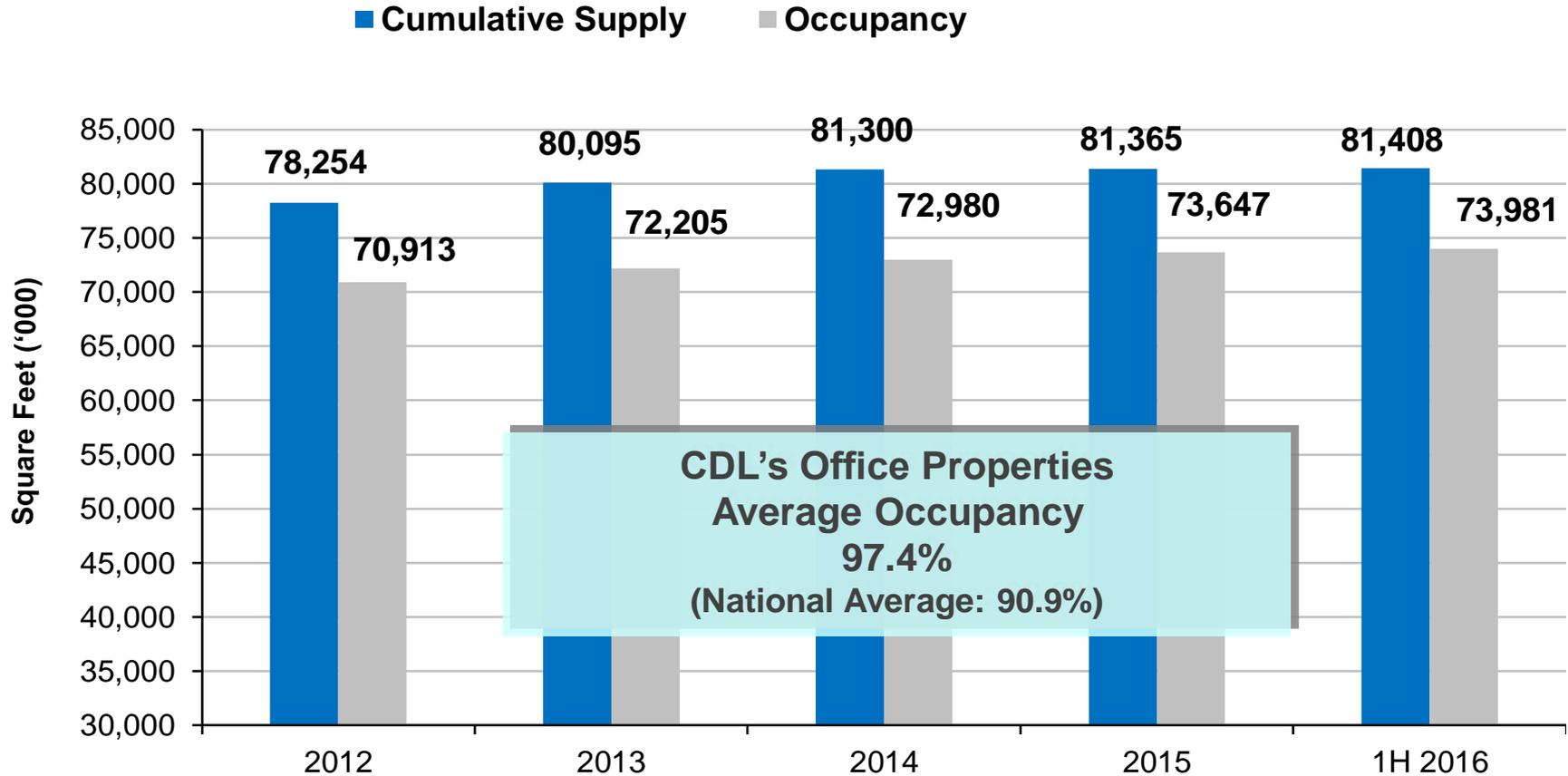


Source : JLL Research, Q2 2016



# Singapore Office Market

## Office Space Demand & Supply (2012 – 1H 2016) Private & Public Sector



Source : URA, Q2 2016

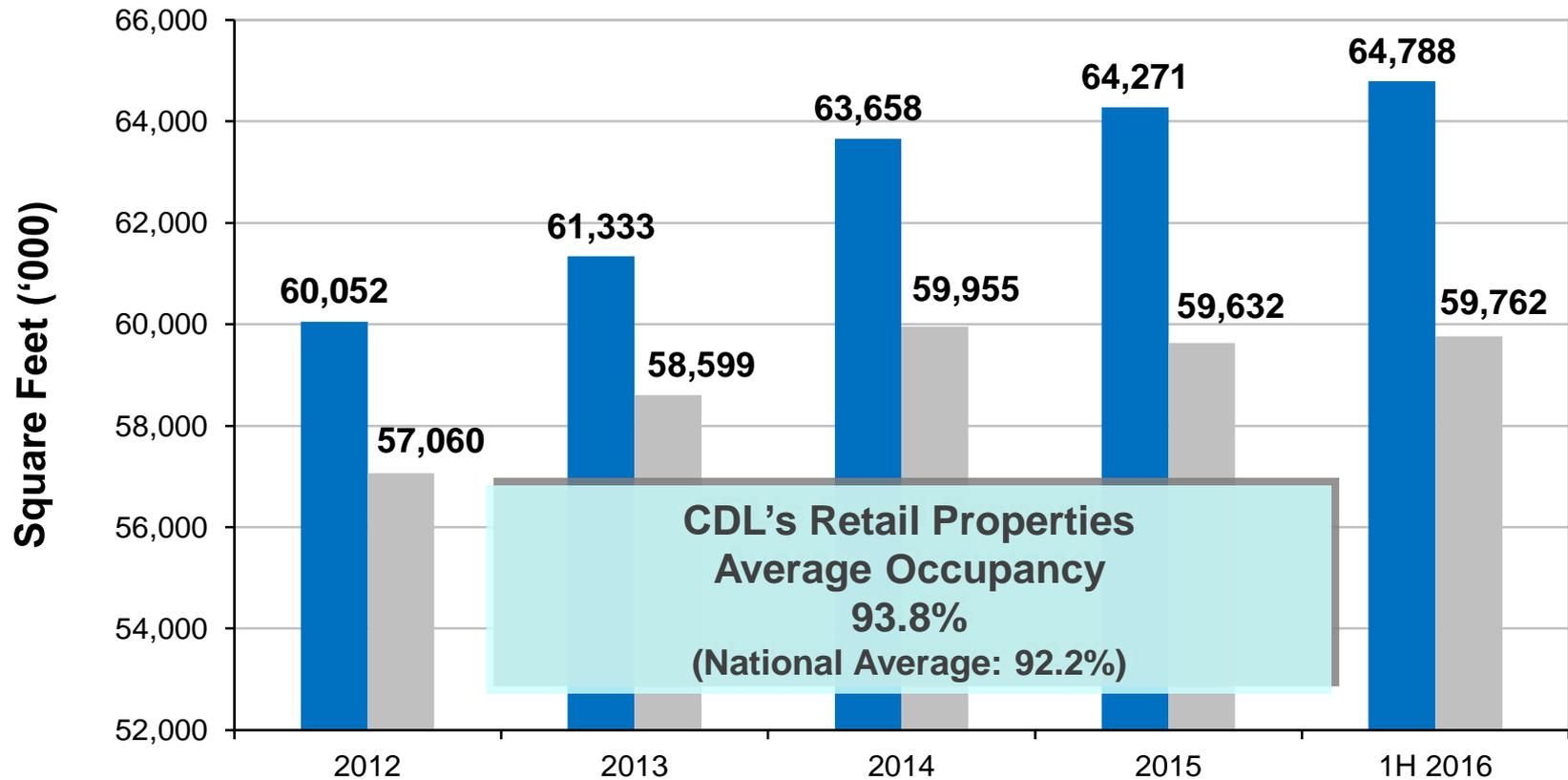
# Singapore Retail Market

## Retail Space Demand & Supply (2012 – 1H 2016)\*

Private & Public Sector

■ Cumulative Supply

■ Occupancy



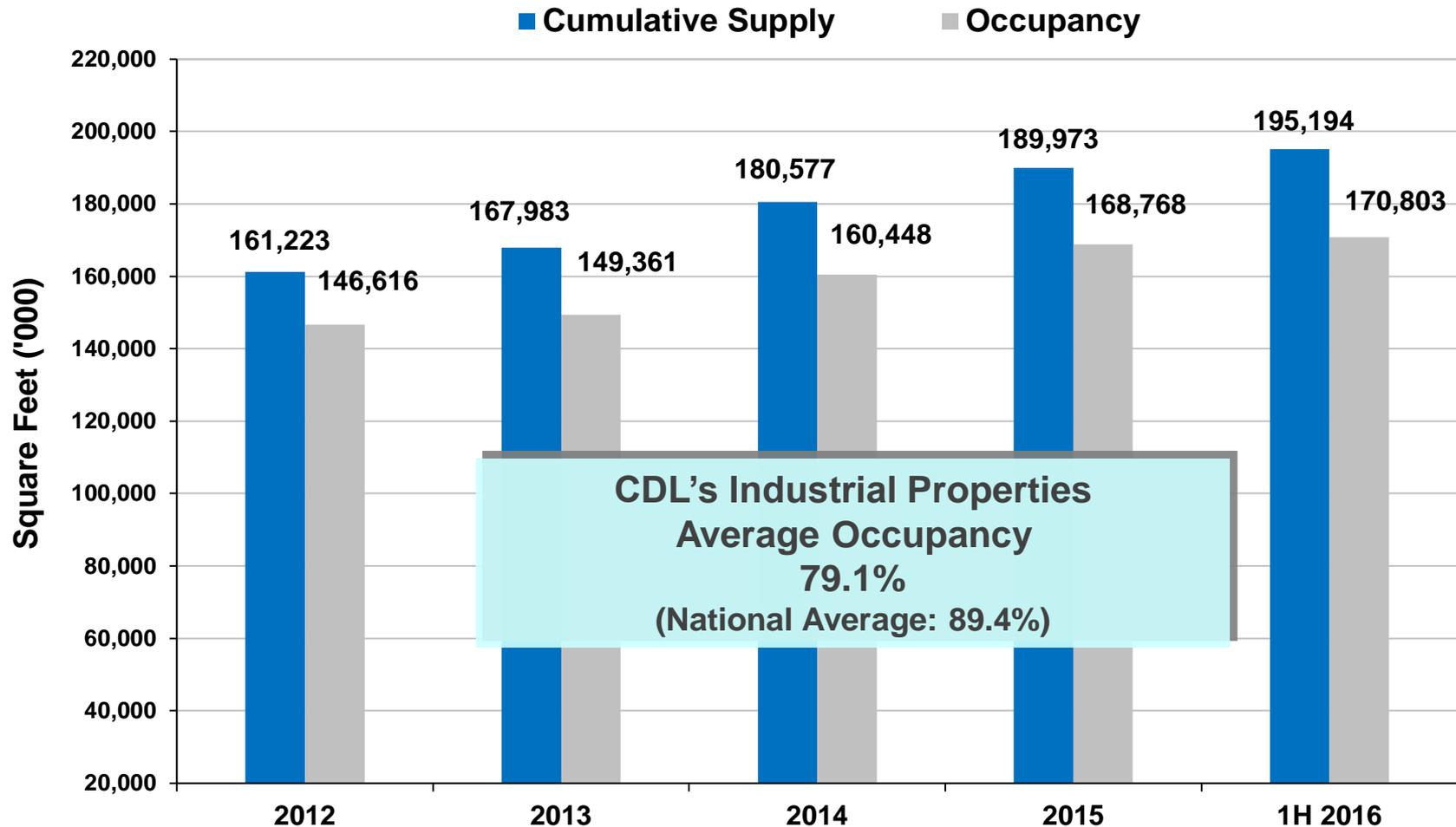
\*With effect from Q1 2014, the coverage of retail space has been expanded to include non-shop retail uses and data are available from 2011 onwards.

Source : URA, Q2 2016



# Singapore Industrial Market

## Industrial Space Demand & Supply (2012 – 1H 2016)

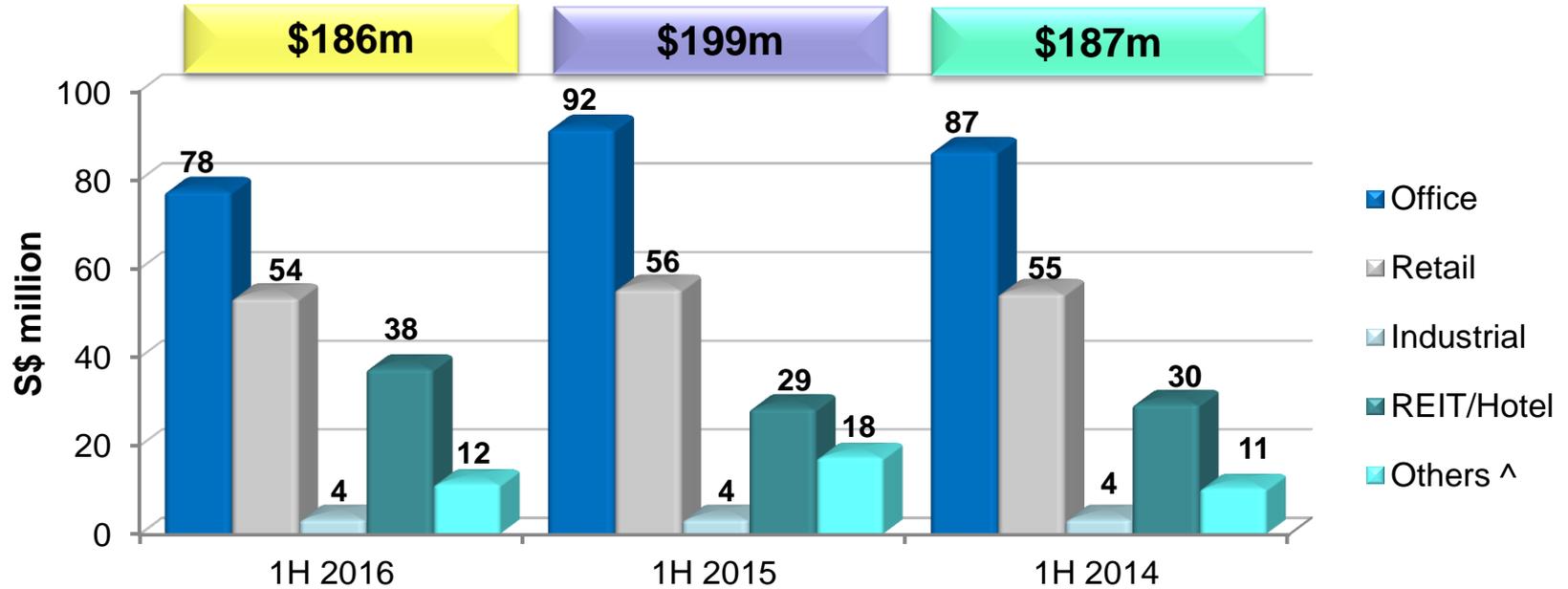


Source : URA, Q2 2016



# Rental Properties

## Revenue by Sector for Half Year (2014 – 2016)



	1H 2016	1H 2015	1H 2014
<b>Office</b>	<b>42%</b>	<b>46%</b>	<b>47%</b>
<b>Retail</b>	<b>29%</b>	<b>28%</b>	<b>29%</b>
<b>Industrial</b>	<b>2%</b>	<b>2%</b>	<b>2%</b>
<b>REIT/Hotel</b>	<b>20%</b>	<b>15%</b>	<b>16%</b>
<b>Others ^</b>	<b>7%</b>	<b>9%</b>	<b>6%</b>

^ Including car park, serviced apartments and residential.



# South Beach – Successful Leasing

## Integrated Development to Fully Complete by Q4 2016

- Seamless connection to Esplanade and City Hall MRT stations via MRT link – opened in July 2016
- Leasing of retail space gains momentum

### South Beach Tower

- Office space is 99% leased

### The South Beach

- Rebranded as The JW Marriott Hotel Singapore South Beach
- Enhancement works slated to complete by Q4 2016 – addition of new restaurants, spa, enlarged lobby area

### Retail Space

- Over 76% leased; remaining space under offer
- Over 50% of basement units to be opened by end Oct, while remaining retail space to open by end 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
<b>Australia</b>							
Ivy and Eve	Brisbane	33% <sup>#</sup>	472	423	90	348,678	1H 2018
<b>China</b>							
Hong Leong City Center (Phase 1)	Suzhou	70%	1,374	945	69	1,376,570	Q4 2016
Hongqiao Royal Lake	Shanghai	100%	85	18	21	385,394	Completed
<b>UK</b>							
Hanover House (Reading)	London	100%	82	82	100	29,893	Completed



# Effective economic interest is ~49%

\*As of 7 Aug 2016

# International Property Development

## Unlaunched Residential Projects

Project	Location	Tenure	Equity Stake	Total Units	Est. Total Saleable Area / GFA <sup>^</sup> / Site Area <sup>+</sup> (sq ft)	Expected Completion
<b>China</b>						
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 <sup>^#</sup>	TBC
<b>UK</b>						
Belgravia	London	Freehold	100%	6	12,393	Q1 2017
Knightsbridge	London	Freehold	100%	3	5,193	Q1 2017
Chelsea	London	Freehold	100%	9	16,143	2018
Knightsbridge (Pavilion Road)	London	Freehold	100%	TBC	135,000 <sup>^</sup>	TBC
Teddington	London	Freehold	100%	239	240,000	2018 / 2019
Stag Brewery, Mortlake	London	Freehold	100%	TBC	1,000,000	TBC
<b>Japan</b>						
Shirokane	Tokyo	Freehold	94.5%	TBC	180,995 <sup>+</sup>	TBC

# Includes commercial component



# 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	423	90	1H 2018

- Freehold project with two 30-storey towers of 1-, 2- and 3-bedroom apartments in the heart of South Bank
- Strong take-up with approx. 90% of project sold to date
- Average selling price range of A\$9,000 to A\$10,000 per sqm
- Construction works have commenced
- Profits expected to be realised in early 2018



# Effective economic interest is ~49%



# International Property Development

## China – 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	945	69	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
- Tower 1 – almost fully sold (2 units left)
- Phase 1 – Sales value of RMB 2.0 billion achieved to date
- Tower 2 to be launched in Q4 2016



### Shanghai – Hongqiao Royal Lake (御湖)

Equity Stake	Total Units	Total Units Sold	% Sold
100%	85	18	21

- Sales value of RMB 338 million achieved to date



# 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)

- Showflats are ready
- Site inspections by local authorities completed
- To be launched in Q4 2016



### Chongqing – Huang Huayuan (黄花园) 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, hotel and mall
- Commenced final review on project's mix



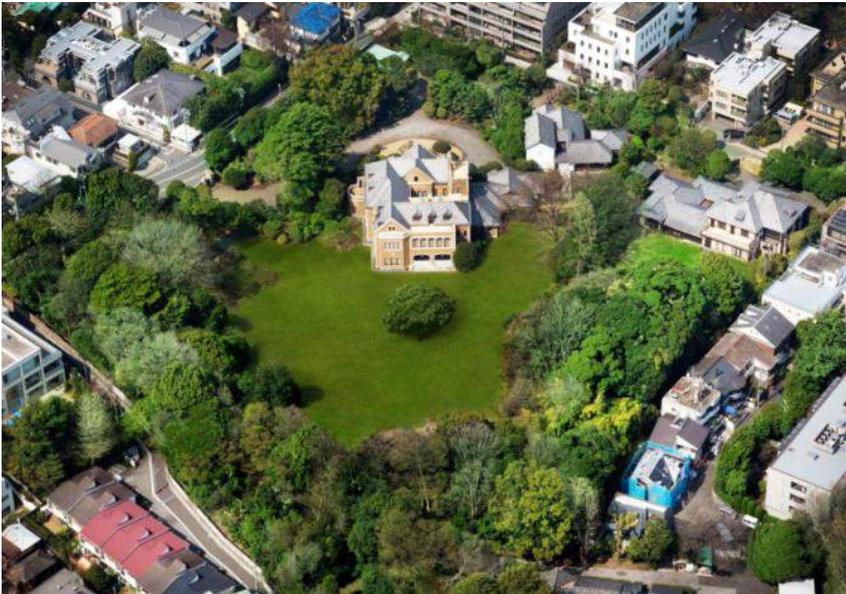
# International Property Development

## Japan – Pipeline Project

### Tokyo – Shirokane

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

- Prime site located in the affluent Minato ward
- Proposed development is targeted at the luxury segment
- Site to include a public park and open space to support the local community
- The development process has been lengthy but has progressed smoothly thus far



# International Property Development

## UK – Launched Projects

Reading – Hanover House, 202 Kings Road, Reading RG1 4NN

City	Equity Stake	Total Units	Total Units Sold	% Sold	Expected Completion
London	100%	82	82	100	Completed in Jul 2016

- To date, 36 buyers have completed their purchases and the remainder are expected to complete by Q3 2016
- Average selling price of about £610 psf
- Total sales value : £18.4 million



# International Property Development

## UK

### Pipeline Residential Projects – Building Works Commenced

Project	City	Tenure	Equity Stake	Total Units	Est. Total Saleable Area (sq ft)	% Completed*	Expected Completion
<b>Belgravia</b>	London	Freehold	100%	6	12,375	55	Q1 2017
<b>Knightsbridge</b>	London	Freehold	100%	3	5,193	60	Q1 2017
<b>Chelsea</b>	London	Freehold	100%	9	16,143	Strip out completed on 29.07.2016	2018

- All 3 sites progressing well, and plan to launch after completion



**Belgravia**  
31/35 Chesham Street London SW1X 8NQ



**Knightsbridge**  
32 Hans Road London SW3 1RW



**Chelsea**  
90-100 Sydney Street London SW3 6NJ



\*As of 30 Jun 2016

# International Property Development

## UK – Pipeline Projects

### Teddington Riverside, Teddington TW11

Tenure	Equity Stake	Total Units	Est. Total Saleable Area (sq ft)
Freehold	100%	239	240,000 sq ft

- Riverside development with 217 apartments, 6 houses, 16 affordable units and 287 secure carpark spaces
- Section 73 planning approved
- Construction works on basement to commence in September 2016
- Launch of sales centre expected in Q4 2016
- Positive response from interested buyers



# International Property Development

## UK – Pipeline Projects

### Stag Brewery, Mortlake, London SW14

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

- Master planning process commenced
- The scheme has been very well received by both local residents and planning officers
- Formal planning application to be submitted in Q1 2017
- Planning approval process is expected to take 2 years



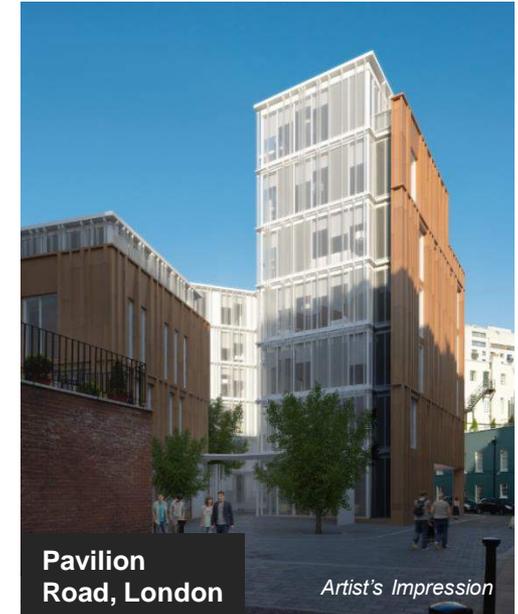
# International Property Development

## UK – Pipeline Projects

### 28 Pavilion Road, Knightsbridge, London SW1

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

- First luxury home care development to be built in Central London – planning consent obtained
- Potential GDV of up to £200 million
- Strategically located just 2 minutes' walk from Harrods Department Store in Knightsbridge
- The 6- and 7-storey scheme will comprise 34 2-bedroom apartments for sale on 999-year leases
- Apartments range from 1,250 sq ft to 2,110 sq ft in size
- Planned facilities include a luxury spa, swimming pool, library, private doctors' surgery, 24-hour concierge service, dedicated nurse care rooms and car parking



# International Property Development

## UK – Pipeline Projects

### Development House, Leonard Street in Shoreditch

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

- Acquired first commercial redevelopment project in UK – acquisition completed on 11 May 2016
- Strategic location 200 metres from Old Street roundabout
- Planned redevelopment into a 9-storey 90,000 sq ft new office scheme – consultant team is undergoing a selection process for planning application
- Property is currently leased out as part of a short-term lease back arrangement with the seller for at least 21 months





**HOTEL OPERATIONS**

# M&C Hotel Operations

## Trading Performance

	1H 2016	1H 2015	Change
<b>Revenue</b>	£418m	£404m	3.5%
<b>PATMI</b>	£30m	£36m	(16.7%)

- RevPAR decreased for 1H 2016 mainly due to:

	Reported Currency	Constant Currency
New York	↓ 9.4%	↓ 15.8%
Regional US	↑ 9.9%	↑ 2.1%
<b>Total US</b>	<b>↓ 1.1%</b>	<b>↓ 8.2%</b>
London	↓ 5.3%	↓ 5.3%
Rest of Europe	↑ 2.4%	↑ 0.5%
<b>Total Europe</b>	<b>↓ 3.5%</b>	<b>↓ 4.1%</b>
Singapore	↓ 6.2%	↓ 10.2%
Rest of Asia	↑ 4.4%	↑ 3.1%
<b>Total Asia</b>	<b>↓ 0.7%</b>	<b>↓ 3.4%</b>
Australasia	↑ 12.5%	↑ 14.7%
<b>Total Group</b>	<b>↓ 0.5%</b>	<b>↓ 4.2%</b>



- Increase in revenue attributed to higher land sales in 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

## Developments – Progressing well

### Seoul, South Korea

- The lifestyle hotel and serviced apartment with 306 and 209 keys respectively
- South Korean Construction Deliberation Commission (CDC) is in broad agreement with the development proposal, subject to a small number of additional compliance items. Expect to re-present and get clearance from CDC in Sep 2016
- Award of tender award of main construction work is pending the outcome of the approval from CDC
- Expect construction to commence by end of 2016



### Sunnyvale, US

- Combines a new state of the art 263-room Millennium M Social brand hotel with a 250-unit apartment complex
- Project expects to commence towards the end of 2016, once all relevant approvals are received



**Both projects undergoing a value engineering exercise**

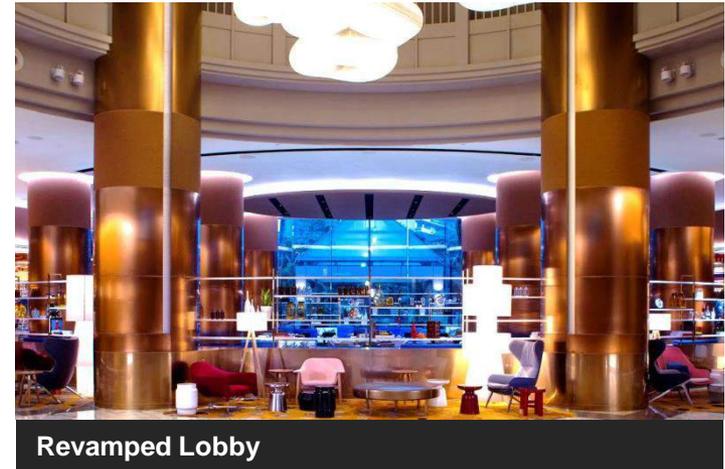


# M&C Hotel Operations

## Assets Enhancement (On-going)

### Grand Copthorne Waterfront Singapore

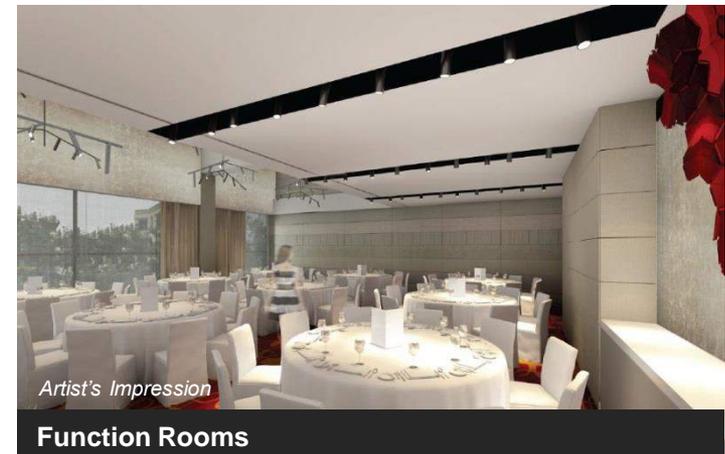
- Work on main lobby and F&B outlets on the main entrance level, which started in Dec 2015, was substantially completed in May 2016
- These F&B outlets opened for business in Jun 2016
- Work on tea lounge and function rooms at level 2 is scheduled to start in Aug 2016, expected to complete before end of 2016



Revamped Lobby



Tea Lounge



Function Rooms



# M&C Hotel Operations

## Assets Enhancement (On-going)

### ONE UN New York

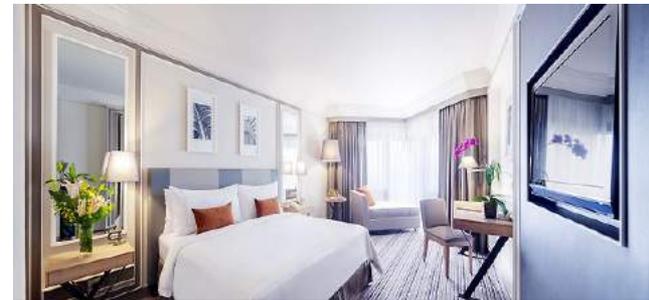
- Refurbishment of the guestrooms located in the east tower will be substantially completed in Q3 2016



ONE UN New York

### Grand Millennium Kuala Lumpur

- 10 floors of the guestrooms have been completed with the remaining 3 floors scheduled for completion around the end of 2016



Grand Millennium Kuala Lumpur

### M Hotel Singapore

- 13 out of 17 floors of the guestrooms have been completed, with the remaining 4 floors to be completed in phases by end of 2016



M Hotel Singapore



# M&C Hotel Operations

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## Assets Enhancement (On-going)

### Copthorne Hotel Auckland Harbour City

- Closed for a major NZ\$40 million refurbishment programme in Q3 2015
- Construction has commenced, with 50% of the internal partitions and services having been installed to-date
- The earthquake strengthening and new window installations is also nearly completed
- The hotel will be rebranded under M Social brand and is expected to re-open at end of Q1 2017

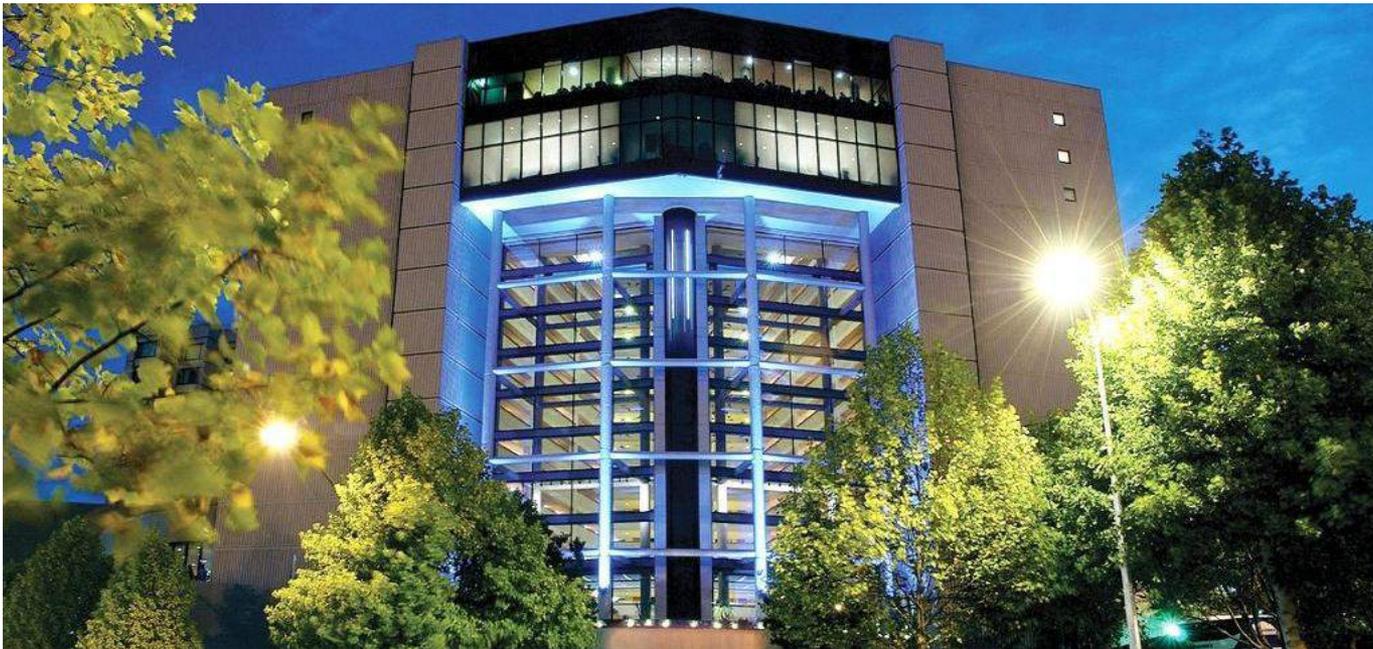


# M&C Hotel Operations

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## Grand Millennium Auckland

- Will assume the lease of Rendezvous Grand Hotel Auckland with effect from Sep 2016
- This is the largest hotel in New Zealand, with 452 guestrooms and is owned by CDL Hospitality Trust
- Will be rebranded as “Grand Millennium Auckland”, being the first Grand Millennium hotel in Australasia



# M&C Hotel Operations

## New Hotel – M Social Singapore

- Hip 293-room lifestyle hotel designed by Philippe Starck – opened in June 2016
- Located by the Singapore River, in the vibrant Robertson Quay district
- Unique digital-led, experience-rich hotel environment – appeals to global travellers with a millennial mindset
- Property is owned by the CDL Group and managed by M&C



# M&C Hotel Operations

## Hotel Room Count and Pipeline

	Hotels		Rooms	
	30 Jun 2016	31 Dec 2015	30 Jun 2016	31 Dec 2015
<b><u>Hotel and Room Count</u></b>				
<b>By region:</b>				
• New York	4	4	2,238	2,238
• Regional US	15	15	4,467	4,463
• London	8	8	2,651	2,651
• Rest of Europe	18	18	2,867	2,867
• Middle East *	25	22	7,129	6,450
• Singapore	7	6	3,011	2,716
• Rest of Asia	26	26	9,427	9,430
• Australasia	25	27	3,641	3,903
<b>Total:</b>	<b>128</b>	<b>126</b>	<b>35,431</b>	<b>34,718</b>

### Pipeline

#### By region:

• Middle East *	13	16	4,000	4,663
• Rest of Asia	3	3	1,354	1,674
• Regional USA	1	1	263	263
<b>Total:</b>	<b>17</b>	<b>20</b>	<b>5,617</b>	<b>6,600</b>



Hard Days Night Hotel



Grand Hyatt Taipei



\* Mainly management contracts

# CDL Hospitality Trusts

## Trading Performance

S\$'000	1H 2016	1H 2015	Change
<b>Gross Revenue</b>	<b>87,123</b>	81,213	7.3%
<b>Net Property Income (NPI)</b>	<b>65,034</b>	66,118	(1.6%)



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 reopening of the mall on 8 Oct 2015
- Higher revenue contribution from its Japan and New Zealand properties

NPI decreased due to:

- Continued weakness in Singapore and Maldives markets due to soft trading environment
- Contribution from Australia declined due to weaker AUD and lower variable income contribution from FY 2015

This was partially offset by:

- Inorganic NPI contribution from Hilton Cambridge City Centre and growth from Japan hotels
- Higher contributions from New Zealand hotels as well as incremental contribution from Claymore Connect



## **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.*

