

# FULL YEAR FINANCIAL REPORT

1 Jan – 31 Dec 2010

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24 FEBRUARY 2011  
CDL ANALYST PRESENTATION



**CITY DEVELOPMENTS LIMITED**

*\* Artist's Impression of NV Residences*

# AGENDA

1. FINANCIAL HIGHLIGHTS
2. SINGAPORE PROPERTY MARKET
3. OPERATIONS REVIEW
  - PROPERTY DEVELOPMENT
  - HOTEL OPERATIONS AND CDLHT
4. MARKET OUTLOOK
5. MOVING FORWARD



*\* Artist's Impression of 368 Thomson*

# FINANCIAL HIGHLIGHTS



*\* Artist's Impression of The Glyndebourne*

# KEY FINANCIAL HIGHLIGHTS

- Record results for profit before tax of \$1 billion and PATMI of \$749 million for FY 2010 since its inception in 1963.
- No fair value on investment properties and hotels (including CDL Hospitality Trusts).
- Interest cover improved from 14.5 times to 20.7 times in 2010.
- Strong cash position of \$1.9 billion as at 31 December 2010.
- Final ordinary dividend of 8.0 cents (2009: 8.0 cents) per share and special ordinary dividend of 10.0 cents (2009: Nil) per share. Total of 18.0 cents (2009: 8.0 cents) per share.
- Dividend payout ratio of 22% for 2010.



# SUMMARY OF FINANCIAL HIGHLIGHTS

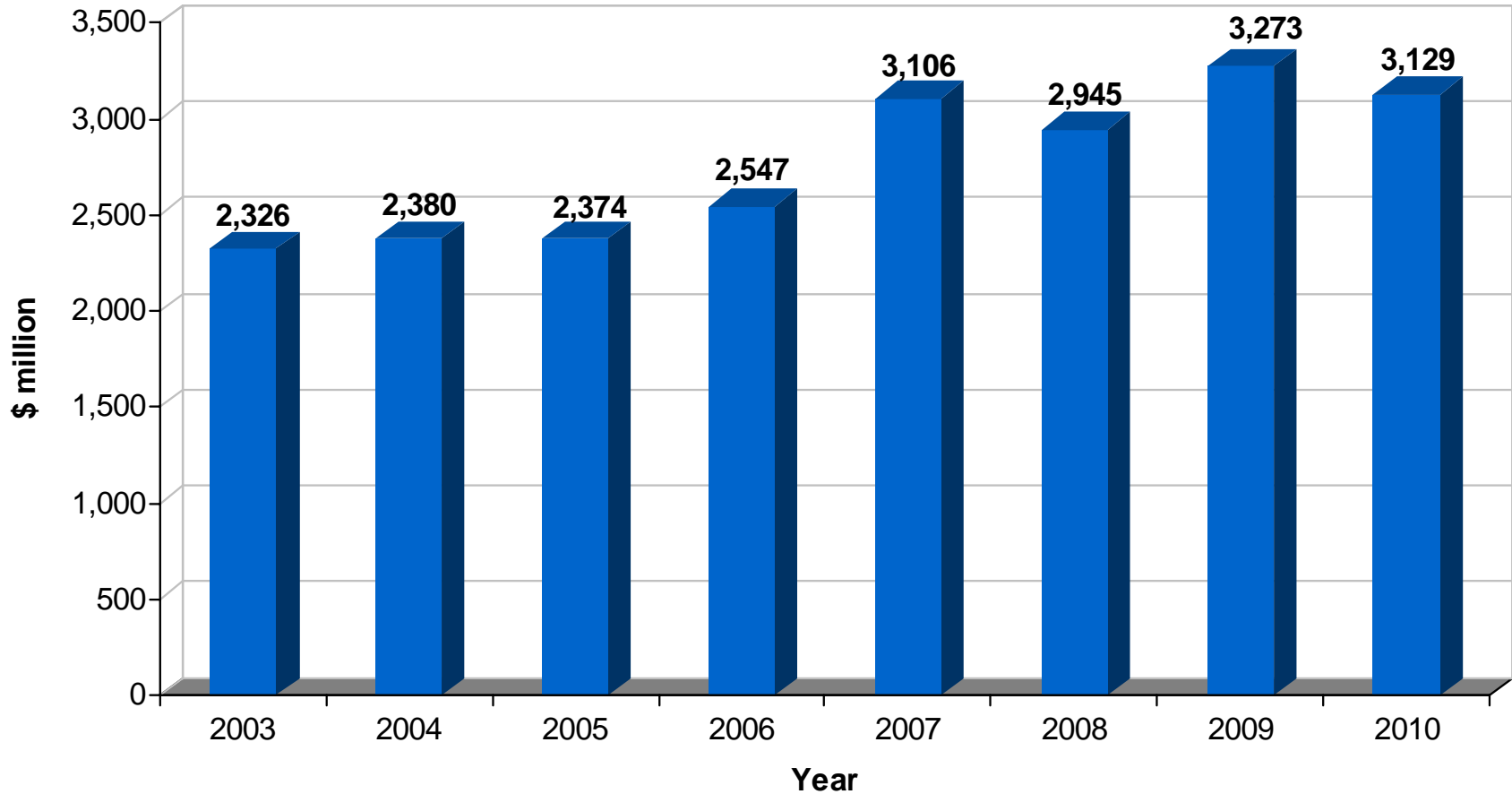
	Q4 2010	Q4 2009	% Change	FY 2010	FY 2009	% Change
<b>Revenue (\$m)</b>	691	922	(25.1)	3,129	3,273	(4.4)
<b>Profit Before Tax (\$m)</b>	320	252	26.9	1,032	832	24.0
<b>PATMI (\$m)</b>	249	177	40.7	749	593	26.3
<b>Basic Earnings Per Share (cents)</b>	26.7	18.7	42.8	81.0	63.8	26.9
<b>NAV Per Share (\$)</b>				7.03	6.57	7.0

- No fair value adopted on investment properties.
- Investment properties are stated at cost less accumulated depreciation and accumulated impairment losses.



# FINANCIAL HIGHLIGHTS

## Revenue for the Year Ended 31 Dec

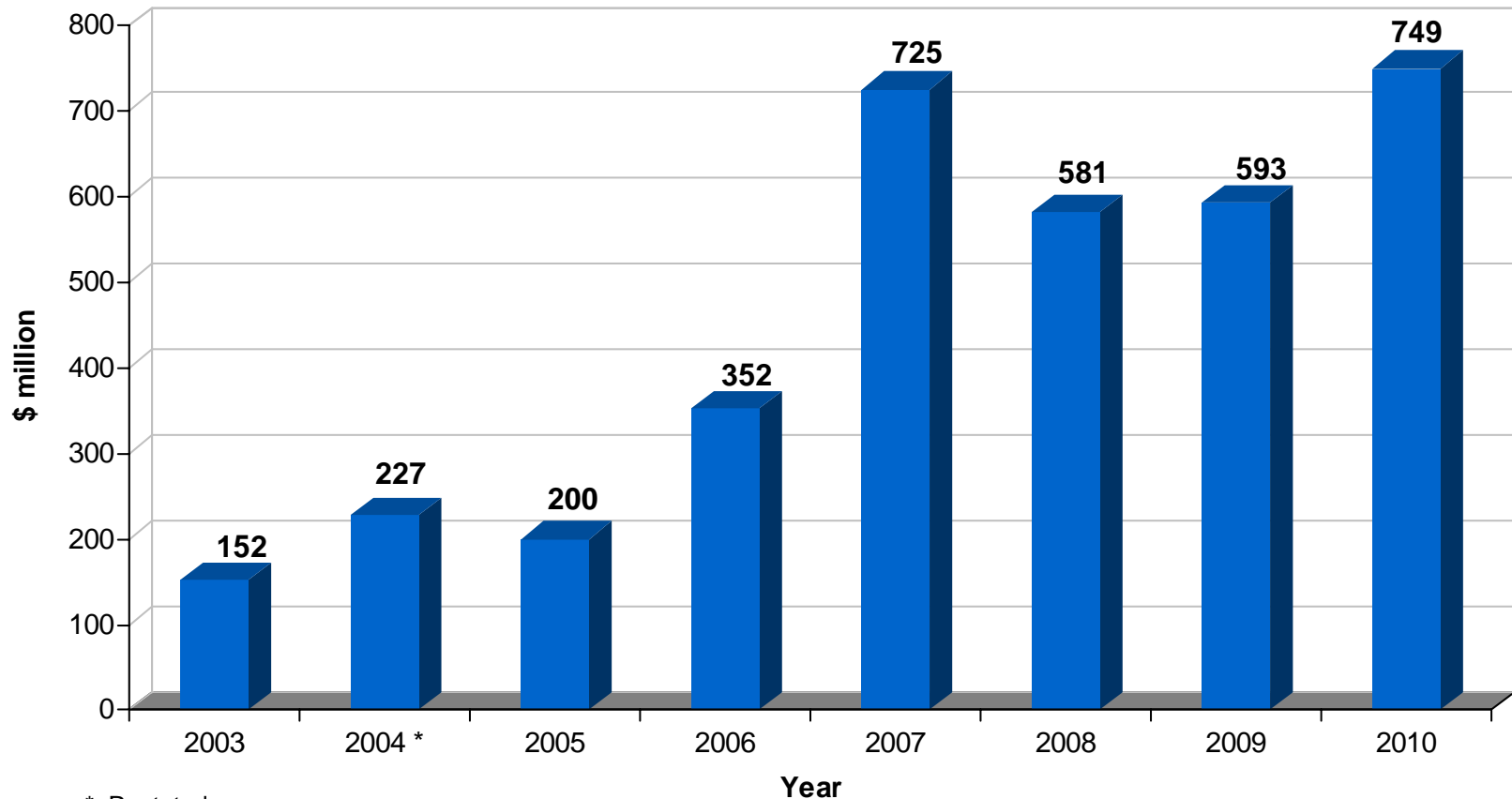


Note : The above financial information is extracted from yearly announcements of respective years.



# FINANCIAL HIGHLIGHTS

## PATMI for the Year Ended 31 Dec



\* Restated

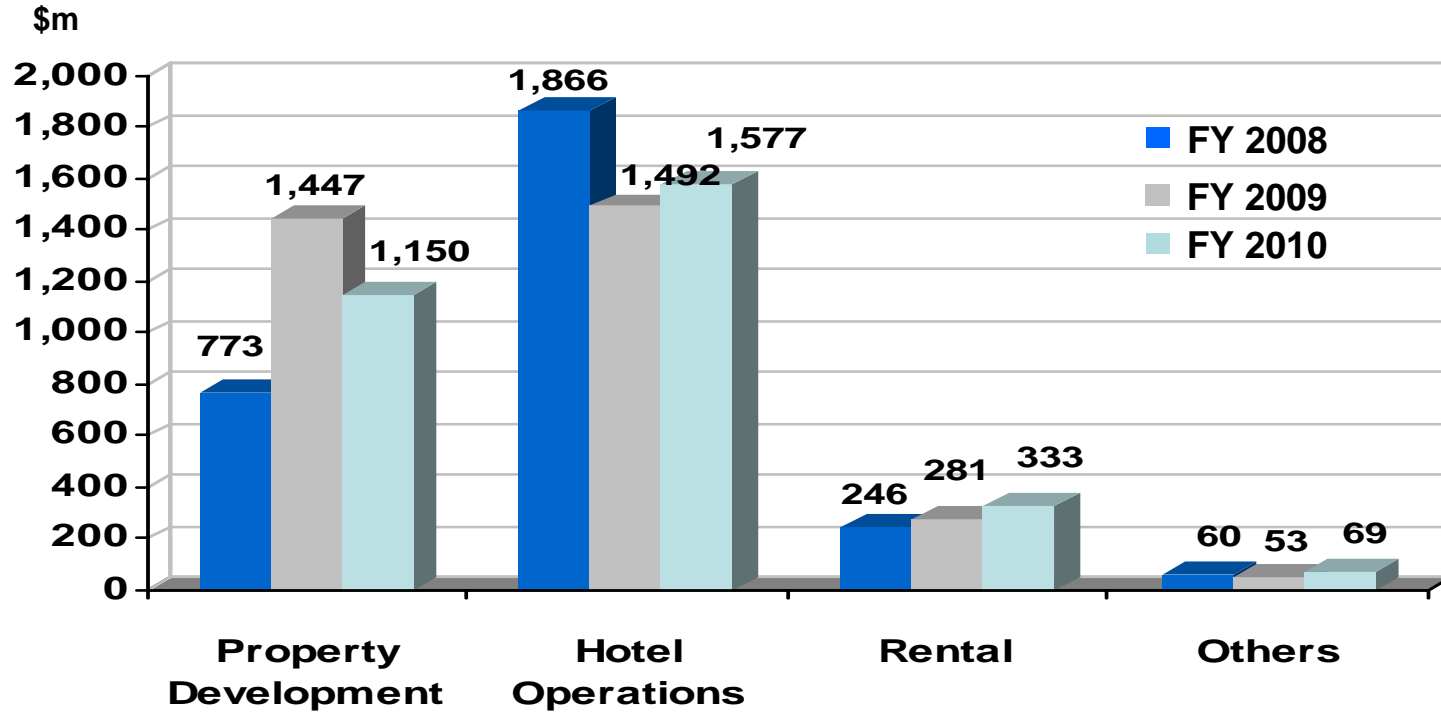
Note : The above financial information is extracted from yearly announcement of respective years.

The Group adopted FRS 40 cost model whereby its investment properties continue to be stated at cost less accumulated depreciation and accumulated impairment losses with effect from 1 Jan 2007.



# FINANCIAL HIGHLIGHTS

## Revenue by Segment – FY 2010 vs FY 2009 & FY 2008



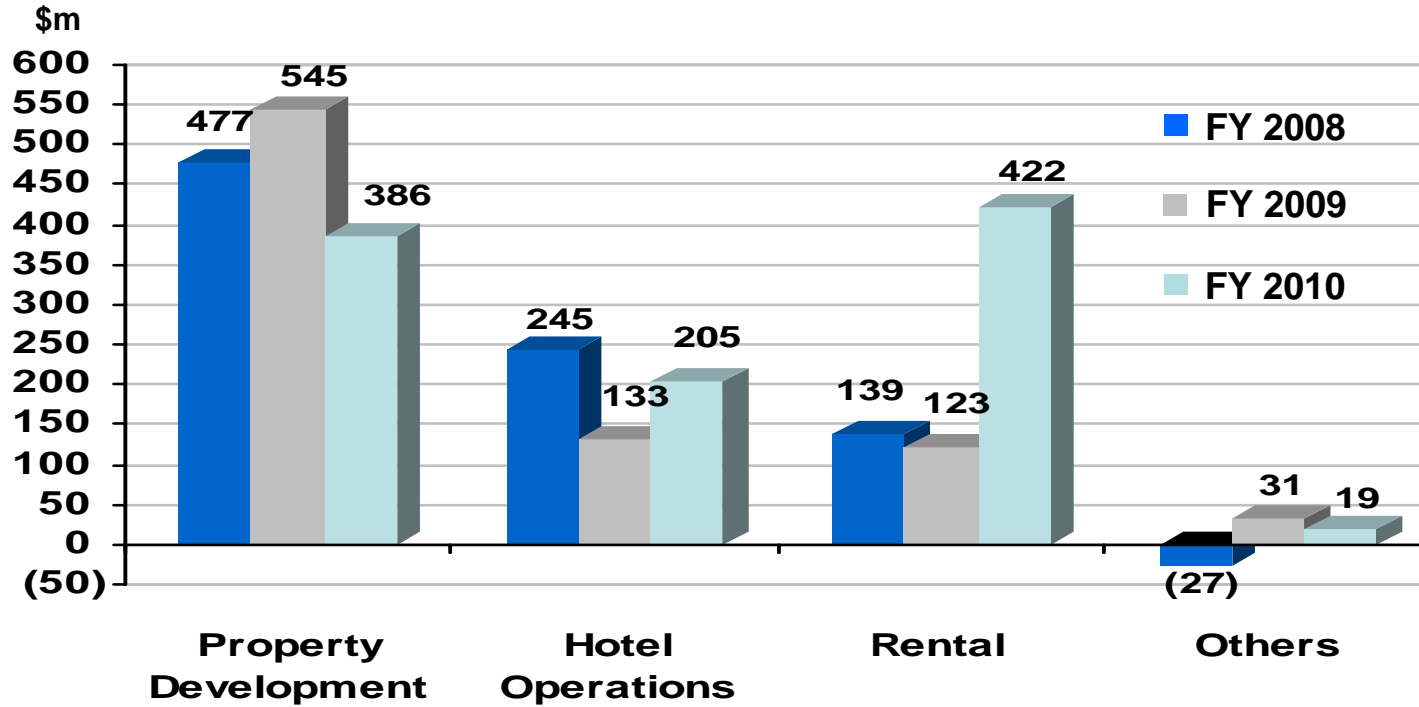
	FY 2010	FY 2009	FY 2008
Property Development	37%	44%	26%
Hotel Operations	50%	46%	64%
Rental	11%	9%	8%
Others	2%	1%	2%





# FINANCIAL HIGHLIGHTS

## Profit Before Tax by Segment – FY 2010 vs FY 2009 & FY 2008



	FY 2010	FY 2009	FY 2008
Property Development	37%	66%	57%
Hotel Operations	20%	16%	29%
Rental	41%	15%	17%
Others	2%	3%	(3%)



# FINANCIAL HIGHLIGHTS

## Capital Management

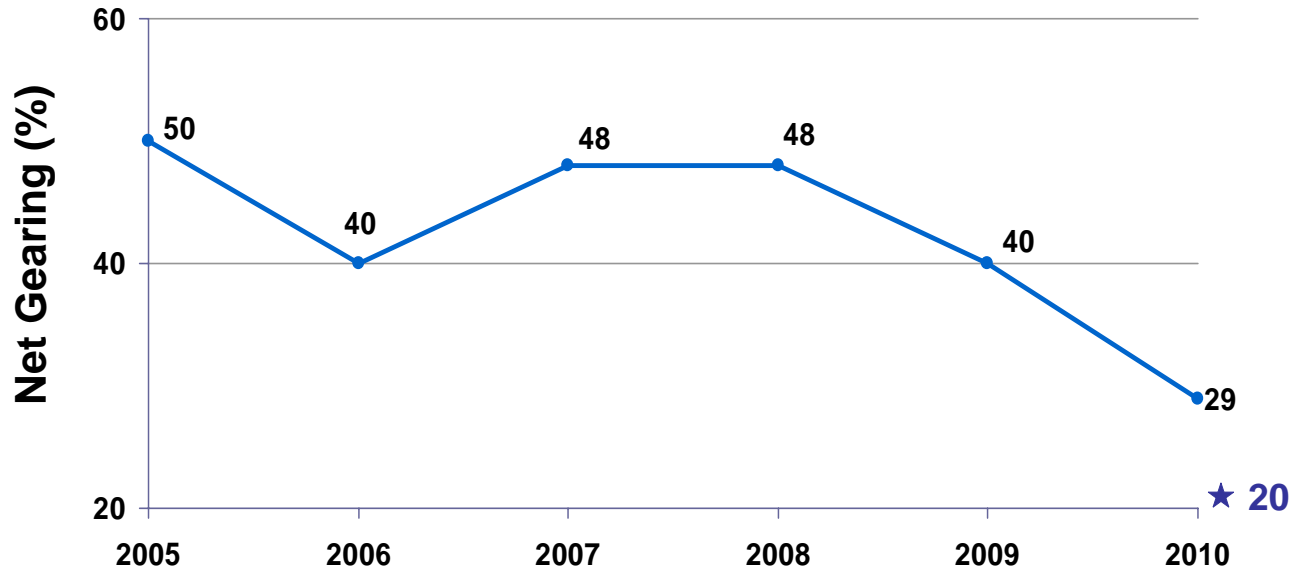
	As at 31/12/10	As at 31/12/09	Incr/(Decr)
Cash and cash equivalents	\$1,874m	\$981m	91%
Net Borrowings	\$2,347m	\$3,053m	(23%)
Gearing ratio without taking in fair value gains on investment properties	29%	40%	
Gearing ratio after taking in fair value gains on investment properties	20%	27%	
Average Interest Rate of Borrowings	2.1% to 2.2%	2.2% to 2.5%	
Interest Cover Ratio	20.7 x	14.5 x	

**Note:** There was no equity fund raising during 2009 and 2010.



# FINANCIAL HIGHLIGHTS

## CDL's Net Gearing (%) (2005 – 2010)



After taking in fair value gains on investment properties

Maturity Period	FY 2010
Within 1 year	18%
1 to 2 years	32%
2 to 3 years	22%
More than 3 years	28%



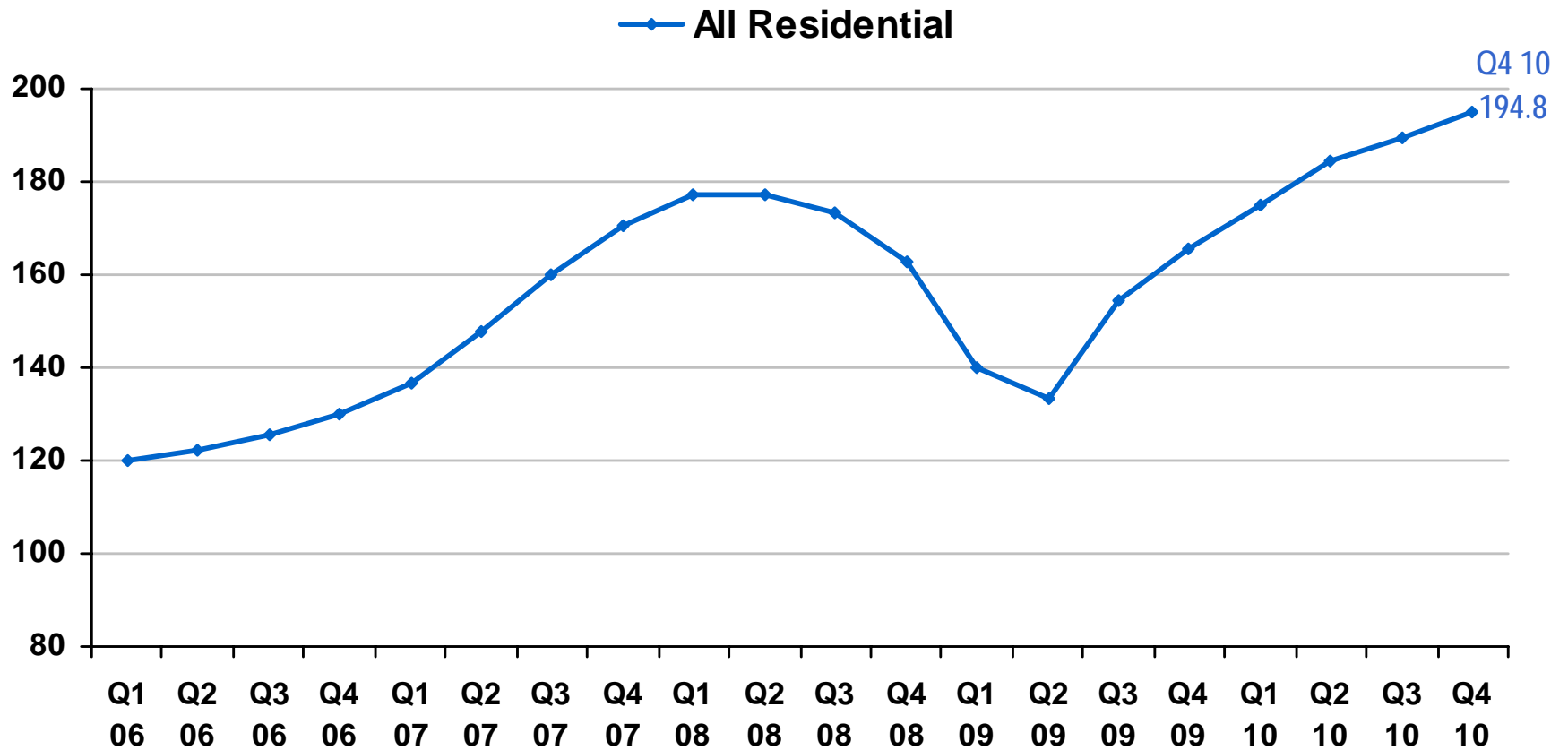
# SINGAPORE PROPERTY MARKET



\* Artist's Impression of Tree House

# SINGAPORE PROPERTY MARKET

## Property Price Index – Residential (2006 – 2010)

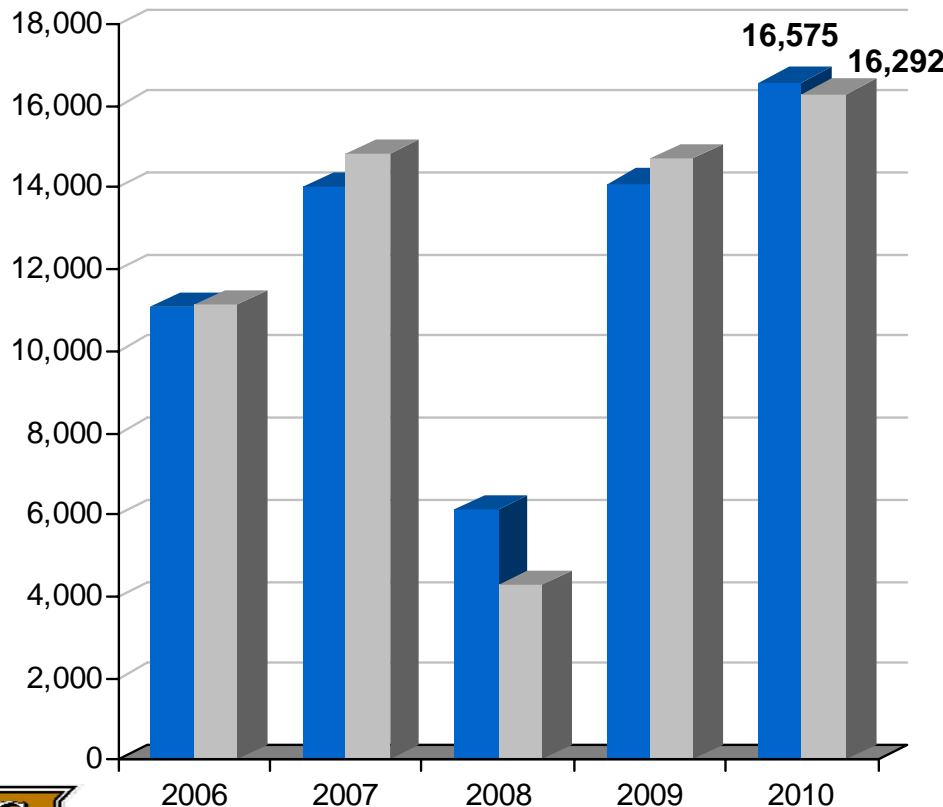


Source : URA, Q4 2010

# SINGAPORE PROPERTY MARKET

## No. of New Private Residential Units Launched vs Units Sold (Projects under Construction) (2006 – 2010)

■ New Units Launched ■ New Units Sold (Projects Under Construction)



**New Units  
Launch  
(excl. EC units)**

**New Units  
Sold Directly By  
Developers  
(excl. EC units)**

**2006**

11,069

11,147

**2007**

14,016

14,811

**2008**

6,107

4,264

**2009**

14,103

14,688

**2010**

16,575

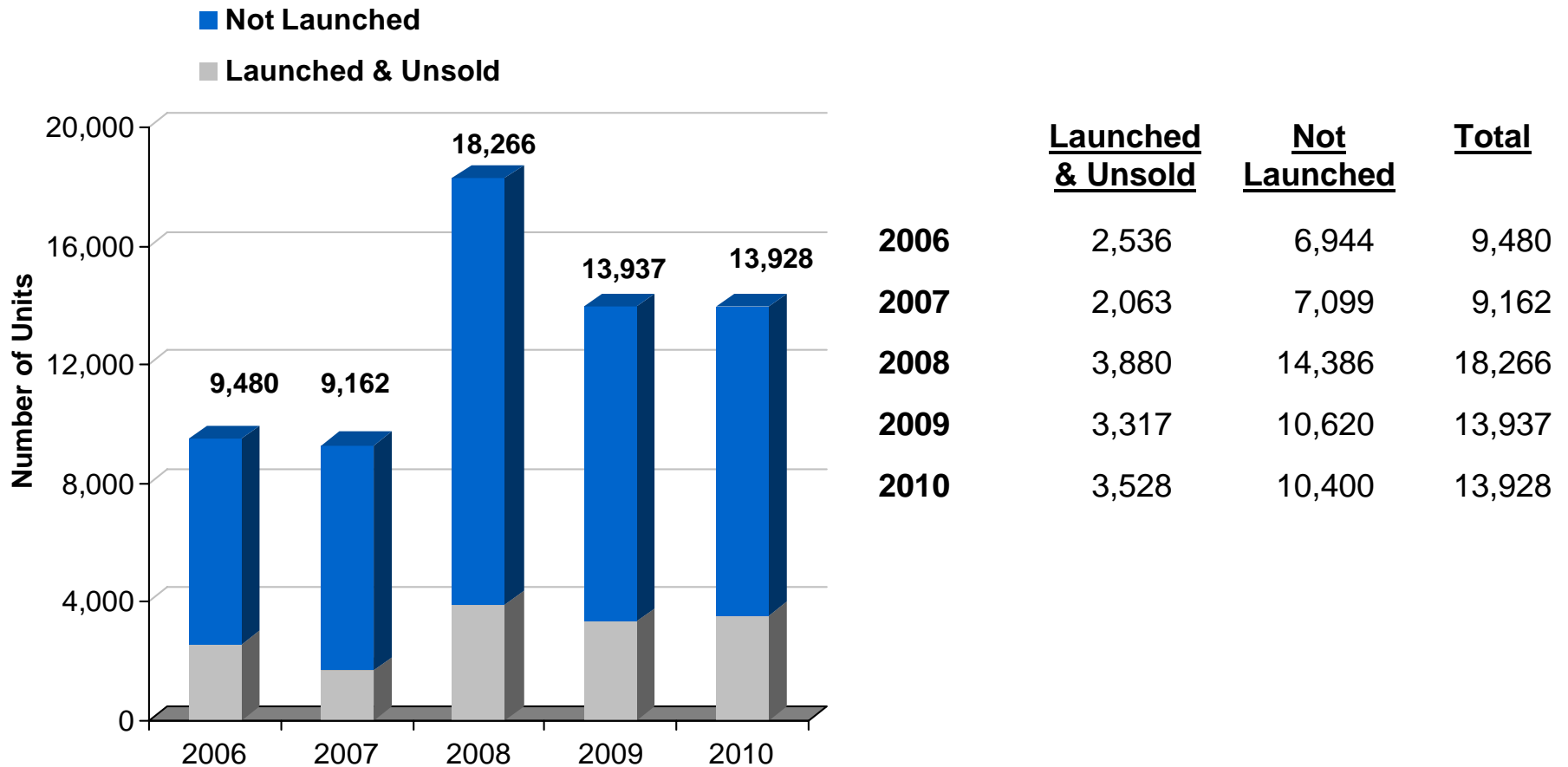
16,292

Source : URA, Q4 2010



# SINGAPORE PROPERTY MARKET

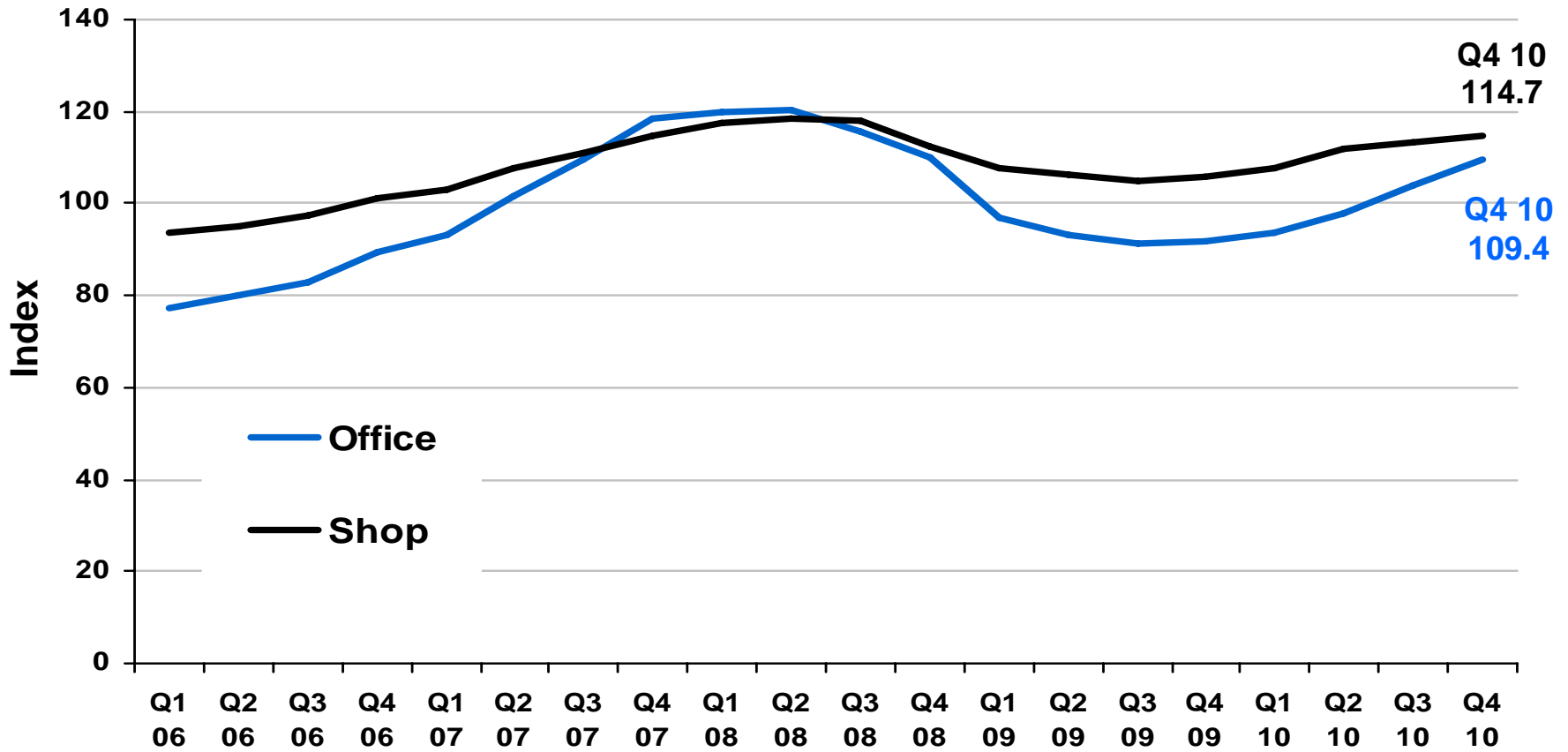
## No. of Uncompleted Private Residential Units Available (2006 – 2010)



Source : URA, Q4 2010

# SINGAPORE PROPERTY MARKET

## Property Price Index – Commercial (2006 – 2010)

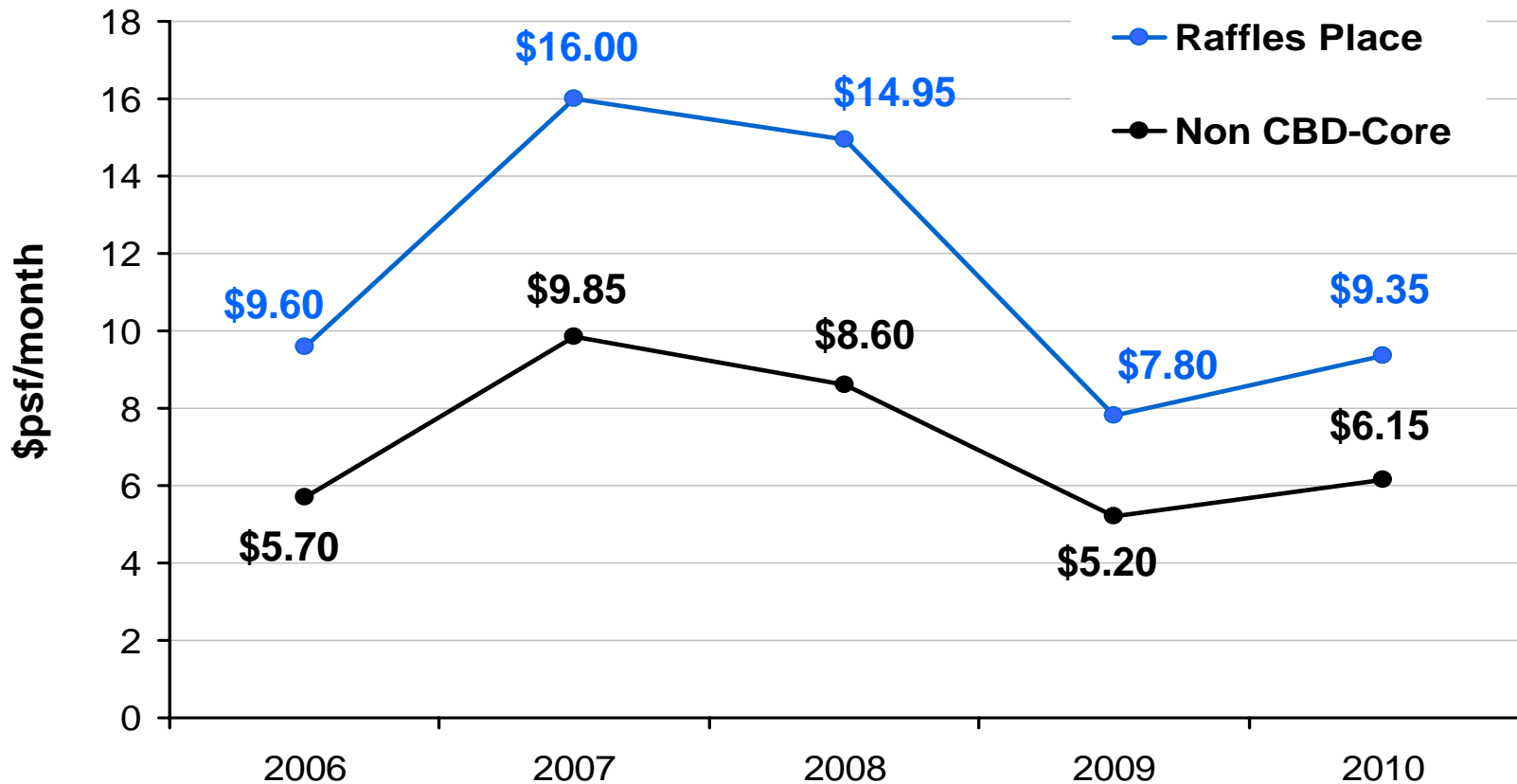


Source : URA, Q4 2010



# SINGAPORE PROPERTY MARKET

## Average Office Rental in CBD (2006 – 2010)

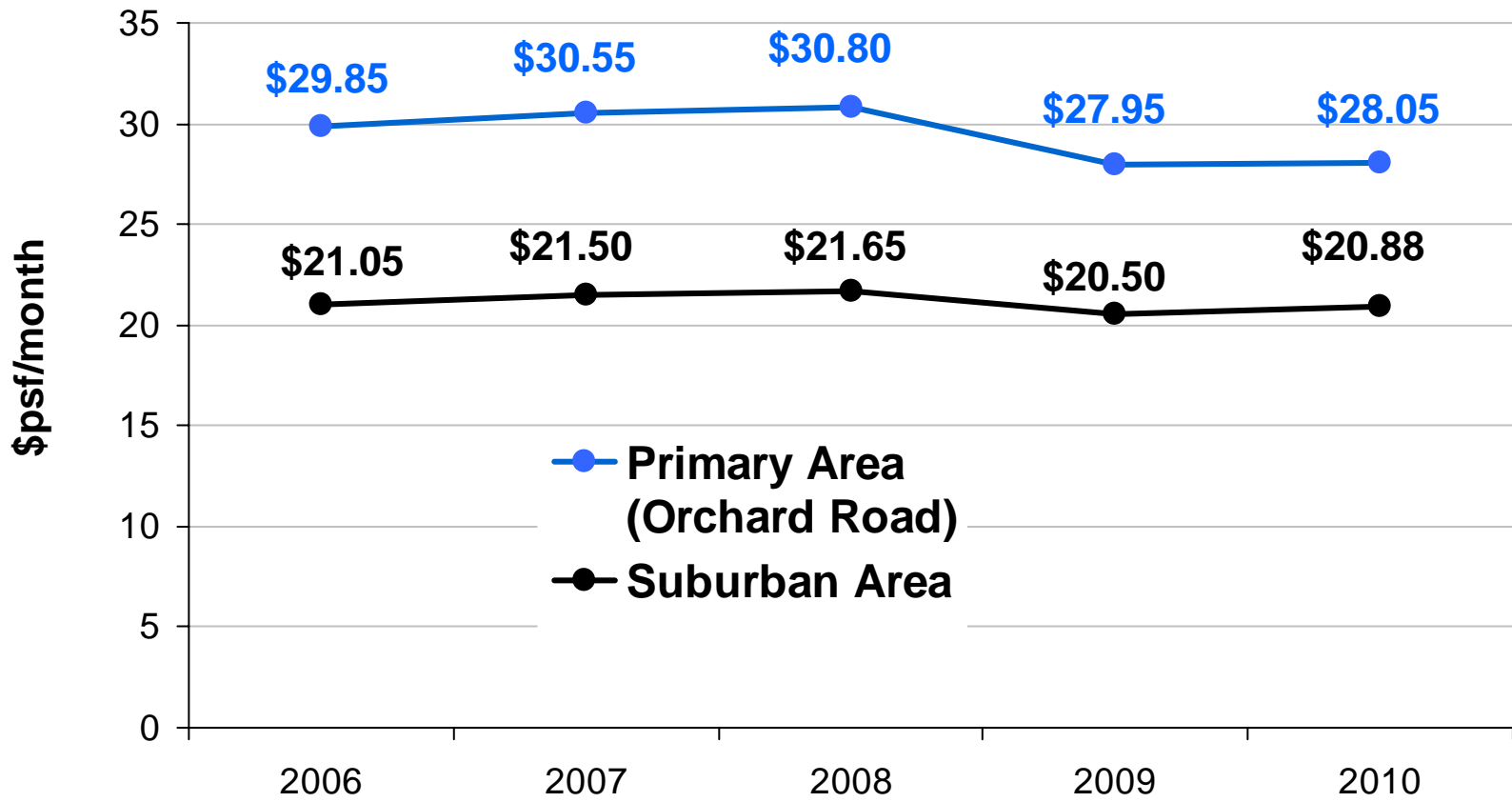


Source : JLL Research, Q4 2010



# SINGAPORE PROPERTY MARKET

## Average Prime Level Retail Rental (2006 – 2010)



Source : JLL Research, Q4 2010



# OPERATIONS REVIEW



*\* The Residences at W Singapore Sentosa Cove*

# PROPERTY DEVELOPMENT



*\* Artist's Impression of NV Residences*

# PROPERTY DEVELOPMENT

## Units Booked / Sold

	Sales Value* \$'000	No. of Units*	Total Floor Area (sq ft)
2010	\$ 2,114,910	1,559	1,850,093
2009	\$ 1,867,734	1,508	2,045,307



\* Includes share of JV partners

# OPERATIONS REVIEW

## Planned Residential Project Launches for 1H 2011 (subject to market conditions)

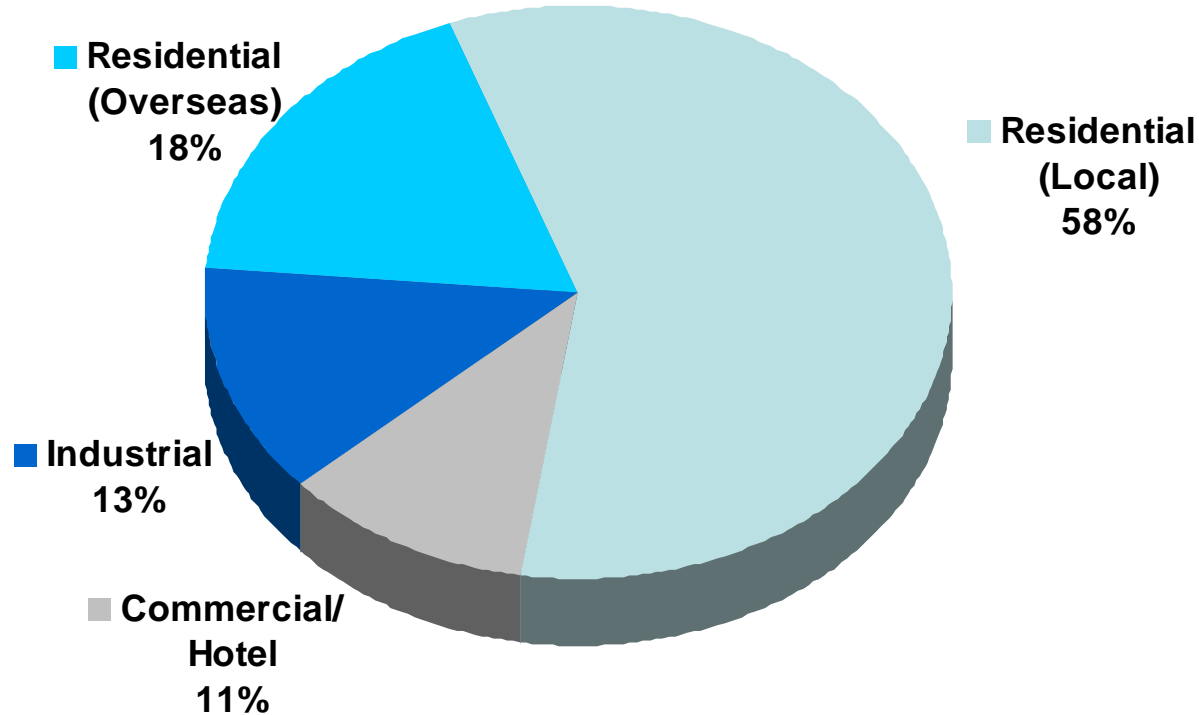
<u>Projects</u>	<u>Units</u>
H <sub>2</sub> O Residences (Total 521)	200
Buckley 9 & 11 (Total 64)	30
Jean Nouvel Residences (Total 156)	50
Segar Executive Condominium (Est. Total 602)	300
<hr/>	
<b>Total</b>	<b>580</b>



# OPERATIONS REVIEW

## Land Bank by Sector (as at 31 Dec 2010)

Type of Development	Land Area (sq ft)	%
Residential (Local & Overseas)	2,702,974	76
Commercial / Hotel	388,804	11
Industrial	462,818	13
<b>TOTAL</b>	<b>3,554,596</b>	<b>100</b>



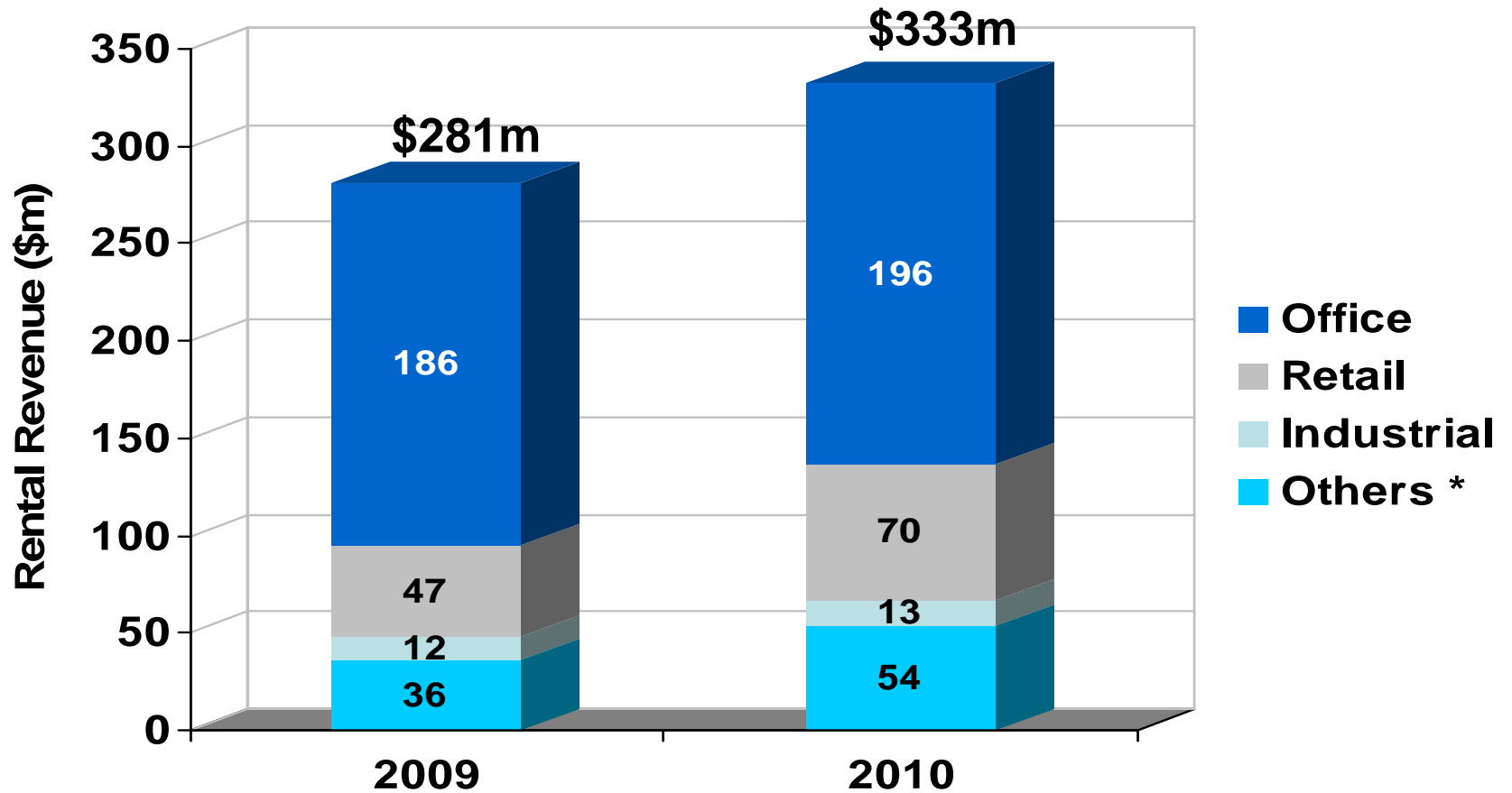
**Proposed GFA – 7.0\* million sq ft**



*\* Inclusive of land acquired in Chongqing, China by CDL China Limited*

# OPERATIONS REVIEW

## Rental Revenue by Sector for the Year Ended 31 Dec



\* Including car park, serviced apartment and residential





# HOTEL OPERATIONS AND CDLHT



*\* Artist's Impression of W Singapore Sentosa Cove*

# HOTELS

## M&C Group

- RevPAR up 10.7% to £61.06 (2009: £55.15)
- RevPAR growth in every region
  - Singapore 29.3%
  - Rest of Asia 8.7%
  - New Zealand 5.3%
  - London 7.9%
  - Rest of Europe 4.6%
  - New York 8.8%
  - Regional US 5.2%
- Strong cash flows from operations of £166.9m (2009: £83.4m).
- Copthorne Orchid redevelopment to luxury condominium project, Glyndebourne.
- M&C increase its equity ownership in Grand Millennium Beijing Hotel from 30% to 70%. Currently in China, M&C has 6 hotels with 2,295 rooms, 5 of which are managed / franchised.
- M&C launched Studio M brand in 2010, first branded hotel in Singapore and hotel and hotel achieved EBITA – positive within 3 months of optimum. Construction of 144-room Studio M in Chennai, India scheduled for completion in 2013.



# HOTELS

## M&C Hotel Room Count and Pipeline

<u>Hotel and Room Count</u>	Hotels		Rooms	
	2010	2009	2010	2009
<b>By region:</b>				
• New York	3	3	1,755	1,746
• Regional US	16	16	5,554	5,727
• London	7	7	2,493	2,487
• Rest of Europe	18	18	3,227	3,231
• Middle East *	8	8	2,991	2,416
• Singapore	6	5	2,750	2,390
• Rest of Asia	16	17	7,256	7,594
• Australasia	29	30	3,506	3,533
<b>Total:</b>	<b>103</b>	<b>104</b>	<b>29,532</b>	<b>29,124</b>
<b><u>Pipeline</u></b>				
<b>By region:</b>				
• Regional US	-	1	-	250
• Rest of Europe	-	3	-	639
• Middle East *	23	20	6,618	6,743
• Singapore	-	1	-	365
• Rest of Asia	2	2	388	364
<b>Total:</b>	<b>25</b>	<b>27</b>	<b>7,006</b>	<b>8,361</b>

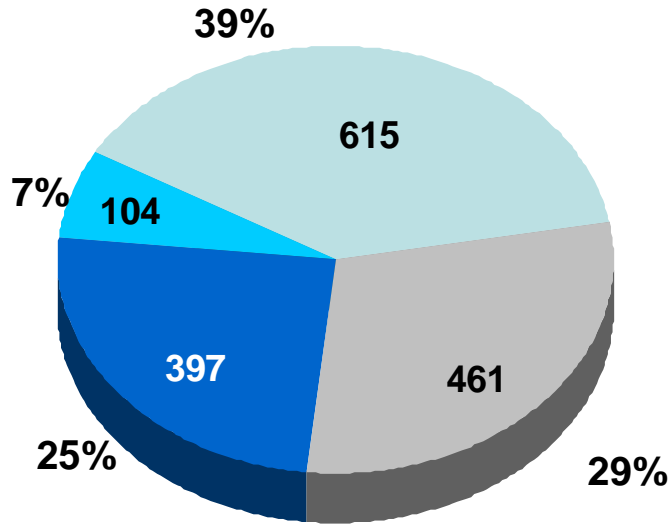
\* Mainly management contracts



# HOTELS

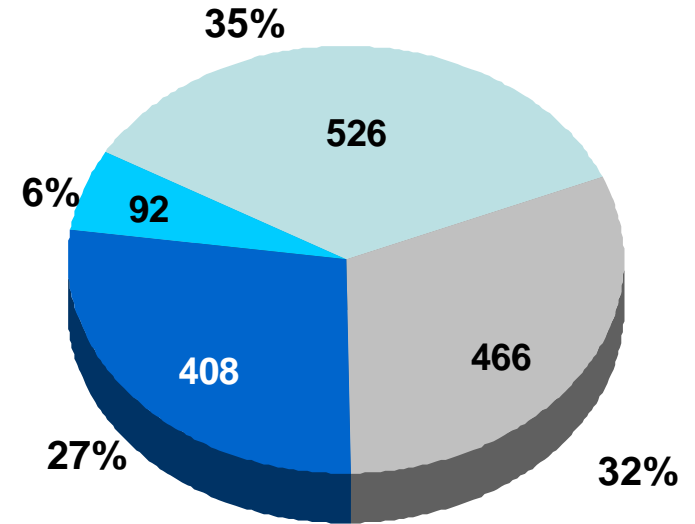
## Hotel Revenue by Region

**FY 2010**



**\$1,577m**

**FY 2009**



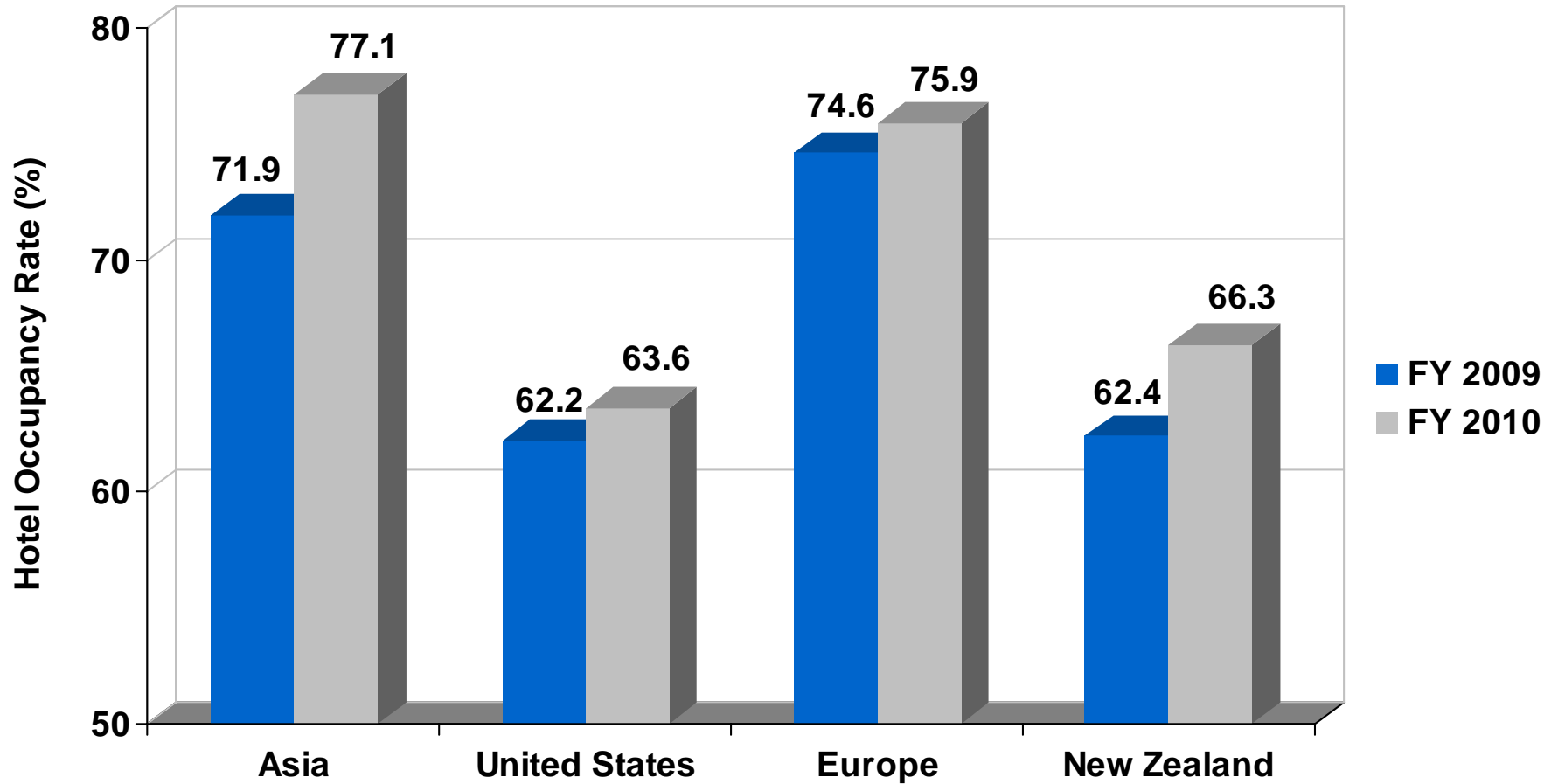
**\$1,492m**

**Overall change  
= ↑6%**



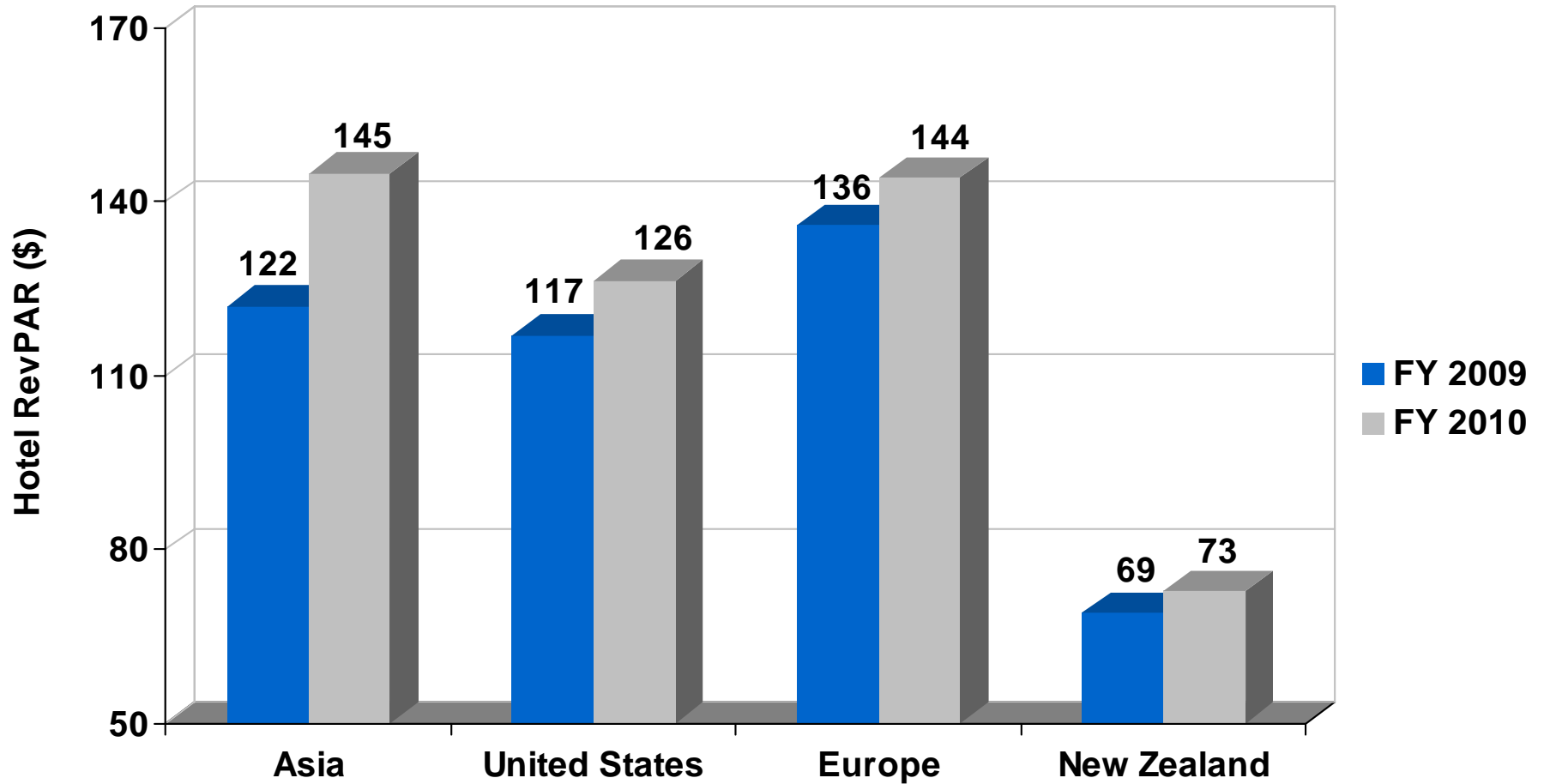
# HOTELS

## Hotel Occupancy by Region



# HOTELS

## Hotel Revenue Per Available Room at Constant Currency



\* For comparability, FY 2009 RevPAR has been translated at constant exchange rates (31 Dec 2010).



# CDL HOSPITALITY TRUSTS (CDLHT)

First hotel REIT listed in Singapore in July 2006 with 3,942 hotel rooms.

Total Revenue	FY 2010 \$'M	FY 2009 \$'M	% Change
Singapore Hotels (5 hotels)	98.6	83.4	18.2
New Zealand Hotels (1 hotel)	8.6	8.3	3.6
Australia Hotels (5 hotels acquired in Feb 2010)	15.0	-	NM
<b>Total</b>	<b>122.2</b>	<b>91.7</b>	<b>33.3</b>

RevPAR	FY 2010	FY 2009
Average occupancy	88.6%	81.4%
Average daily rate	\$215	\$183
<b>Revenue per available room</b>	<b>\$191</b>	<b>\$149</b>



# MARKET OUTLOOK



*\* Artist's Impression of 368 Thomson*



# MARKET OUTLOOK

## Singapore Economic Outlook

- Singapore achieved a stellar GDP growth of 14.5% in 2010
- Singapore's economic growth for 2011 is estimated at between 4.0% and 6.0%
- Key growth drivers in 2011 will be services linked to regional demand, such as tourism related sectors, and supported by the domestic manufacturing sector
- Inflation pressures will be a key concern and the inflation forecast for 2011 is 3.0% to 4.0%



# MARKET OUTLOOK

## Property Market – Residential

- Residential property prices increased by 17.6% in 2010, exceeding the previous peaks in 1996 and 2008 by 7.4% and 9.7% respectively
- The buoyant residential market sentiment that continued into Q4 2010 went against the usual seasonal slowdown in previous year-end periods
- A total of 4,522 uncompleted private residential units were launched for sale in Q4 2010, closely matching demand for new homes which reached 4,241 units in Q4 2010
- In 2010, developers sold a total of 16,292 units, surpassing the 14,688 units sold in 2009 and previous record of 14,811 units sold in 2007
- Government cooling measures are likely to moderate sales volume but interest from genuine buyers is still relatively healthy



# MARKET OUTLOOK

## Property Market – Office Rentals

- Overall rentals of office space rebounded by 12.6% in 2010, though current rents are still about 45% below the 2008 peak
- Islandwide, occupancy for office space improved in Q4 2010 to 87.9% as compared to 87.0% in Q3 2010
- With the tremendous GDP growth in 2010, the office market turned around unexpectedly with a strong performance and is poised for further growth, on account of positive occupier demand as more companies either retained or expanded into new space
- Although an estimated 3.1 million sq ft of office space is slated for completion in 2011, almost half of it has already been pre-committed
- Healthy outlook for office rental for the next 6 to 12 months



# MOVING FORWARD



*\* Artist's Impression of The Glyndebourne*

# MOVING FORWARD

- Although the recovery of the global economy remains uneven, the global business climate has improved and will be supported by the strong growth in Asia.
- The Government's latest set of property cooling measures will help maintain a stable and sustainable property market. The Group believes that these measures will foster financial prudence and has confidence that market sentiment remains positive and well-located developments will continue attract genuine buyers.
- Singapore's strong economic growth for 2010 is expected to continue, albeit at a more moderate pace in 2011 and the Government's proactive approach has ensured that Singapore remains highly sought-after as an ideal place for investments.
- Positive sentiments, supported by strong regional growth, will augur well for all of the Group's business segments comprising mainly property development, hotel operations and rental properties.



## **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.*



THANK YOU



*\* Artist's Impression of Tree House*