2023 Annual General Meeting Presentation
25 April 2023
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The following slides were presented at CapitaLand Investment Limited’s 2023 Annual General Meeting.

The full video recording of the presentation can be found at www.capitalandinvest.com.
Growing Into A Globally Competitive Real Estate Investment Manager

Listed Funds | Private Equity Real Estate | Private Equity Alternative Assets | Lodging
Challenges Faced In FY 2022

- COVID-19 Pandemic
- Geopolitical Tensions
- High Interest Rates
Staff on duty during lockdown of Shanghai, China in 2022
Makeshift beds of staff on duty during lockdown of Shanghai, China in 2022
Supporting our tenants during lockdown of Shanghai, China in 2022
Gradual resumption of activities in Shanghai, China in 1Q 2023
Gradual resumption of activities in Shanghai, China in 1Q 2023
Gradual resumption of activities in Shanghai, China in 1Q 2023
Asia Leader, Global Partner

Make A Positive Impact: Think Big. Do Right. Make It Last.
Primary Income Streams

Supported By Country Teams and Centralised Functions
Differentiated Listed Fund Products

CapitaLand
Inte\(\text{gr}^\text{ed Commercial Trust}

CapitaLand
Ascendas REIT

CapitaLand
Ascott Trust

CapitaLand
China Trust

CapitaLand
India Trust

CapitaLand
Malaysia Trust
Global/Developed Market
(Asset class-focused)

CapitaLand Integrated Commercial Trust
First and largest S-REIT – the pioneering proxy for Singapore commercial real estate

CapitaLand Ascendas REIT
A global REIT – with a strong focus on tech and logistics properties spanning Singapore, Australia, the United States and the United Kingdom/Europe

CapitaLand Ascott Trust
Largest lodging trust in Asia Pacific – invests in serviced residences, rental housing properties, student accommodation and other hospitality assets globally
Emerging Market

(Country-focused)

CapitaLand China Trust
First and largest China-focused S-REIT – with retail, business parks and logistics properties across 12 cities in China

CapitaLand India Trust
Largest India-focused property trust in Singapore – strong presence in five top-tier cities with portfolio comprising IT parks, logistics park, industrial facility and data centres

CapitaLand Malaysia Trust
Diversified M-REIT listed on Bursa Malaysia – with retail, office and logistics properties across three key urban centres
Prudent Capital Management of CLI Listed Funds

- Manage debt maturity profile and cost in a rising interest rate environment
- Disciplined portfolio reconstitution
- Diversify investor base and stay close to investors’ requirements

Note: Figures as at 31 December 2022
Uplifting Value
Via Asset Enhancements

CapitaLand Integrated Commercial Trust

CQ @ Clarke Quay, Singapore

Raffles City Singapore

Six Battery Road, Singapore

21 Collyer Quay, Singapore
Uplifting Value
Via Asset Enhancements

17 Changi Business Park, Singapore
The Alpha, Singapore
Riverside Hotel Robertson Quay
Citadines Kurfürstendamm Berlin

CapitaLand Ascott Trust

CapitaLand Ascendas REIT
Uplifting Value
Via Asset Enhancements

CapitaMall Wangjing
CapitaMall Yuhuating
East Coast Mall
International Tech Park Chennai

CapitaLand China Trust

CapitaLand India Trust

CapitaLand Malaysia Trust
Private Funds

>30 Funds

S$28B FY 2022 FUM

FY 2022 FRE S$144M (+26% YoY)
Private Equity

Real Estate

OFFICE

RETAIL

INTEGRATED

BUSINESS PARKS / LOGISTICS / INDUSTRIAL

RESIDENTIAL

Club Deals

Country Funds

Regional Flagship Funds
Acquisition of 6 Residential Rental Buildings in Osaka, Japan for Asia Pacific Core+ Fund

Total 428 units | Freehold
Average apartment size of 450 sq ft
Purchase price of S$141.4 million
Main lobby of a residential rental housing in Osaka, Japan
Osaka Castle
Umeda CBD
Namba Commercial District
JR Osaka Loop-line
CapitaLand Investment Limited 2023 Annual General Meeting
Private Equity Alternative Assets

- Digital Infrastructure
- Self Storage
- Automated Logistics
- Private Credit
- Renewable Energy/Transition
Private Credit

- **Structural Tailwinds**
  Tightening of capital requirements by commercial banks has led to increase in demand for private real estate credit

- **Established Institutional Asset Class**
  Well understood and attractive to institutional investors

- **Quality Borrowers**
  Large established borrowers see private credit as a reliable, fast and tailored source of credit capital

- **Strong Risk Adjusted Returns**
  High total returns due to normalising rate environment; Ability to command higher fees for structuring bespoke lending solutions

- **Strong Downside Protection**
  “First loss position” ahead of credit instruments provide strong downside protection
Growing Our Digital Infrastructure Platform

CapitaLand China Data Centre Partners (CDCP)

- S$530 million total committed equity
- Investment in two hyperscale data centre development projects in Greater Beijing
- CDCP to add S$1 billion to CLI’s FUM upon project completion in 2025
Building A Dominant Self-Storage Platform In Asia

Joint Venture With APG Asset Management N.V.

• To establish an Asia-focused self-storage platform. Acquired Extra Space Asia, one of the largest self-storage businesses in Southeast Asia
• S$570 million initial committed equity
• Option to increase investment up to S$1.14 billion
Achieved Targeted
160,000 lodging units

FY 2022 - Highest Fee Revenue on Record

Organic growth
+15K

Merger & Acquisition
+15K

RevPAU
+40%
Grow Lodging Fee Revenue

New 5-Year Target

S$500M

FY 2022

S$258M

➢ Brands
➢ People
➢ Systems
➢ New openings
➢ Quality signings

In 5 Years
Lodging Management

A resilient, sticky cash-generating business built on strong brand loyalty

* Above data extracted as of 31 Dec 2022.
Thank You

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