CapitaLand Investment and REITs Corporate Day 2025, Bangkok



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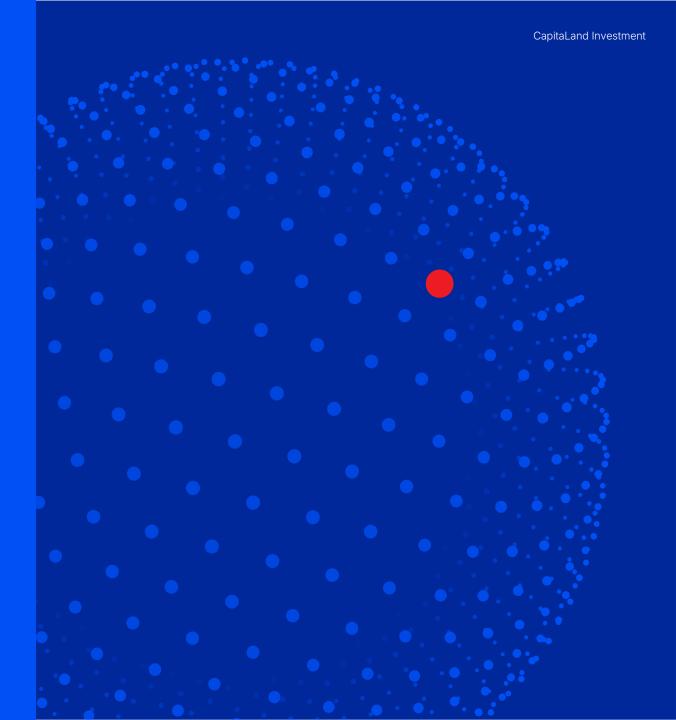
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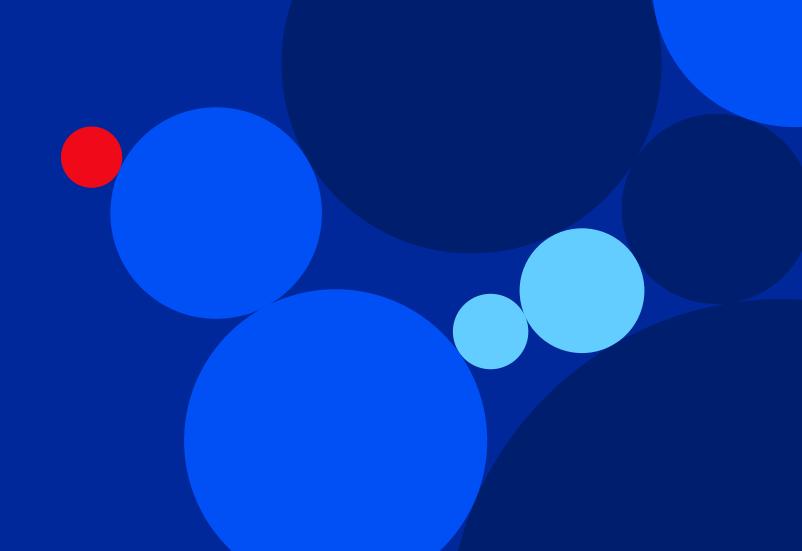
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# About CapitaLand Investment





## A Leading Global Real Asset Manager

With a Strong Asia Foothold

S\$13.2B Market capitalisation on Singapore Stock Exchange

S\$120B

Funds under management1

**Listed REITs** and business trusts

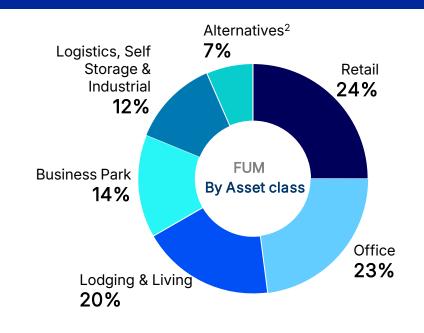
~9,800

staff globally

Investment and asset management professionals globally

~400





Notes: Figures as at 5 Nov 2025, unless otherwise specified.

- Refers to Funds Under Management which includes funds ready for deployment based on committed capital on a leveraged basis.
- 2. Comprises of wellness, data centres and private credit and others (0.3%).

## **Our Business Model**

An integrated ecosystem empowering fee income growth through four distinct product verticals, supported by dedicated local teams that provide on-the-ground insights and a strong global real asset portfolio

#### **Private Funds Management**

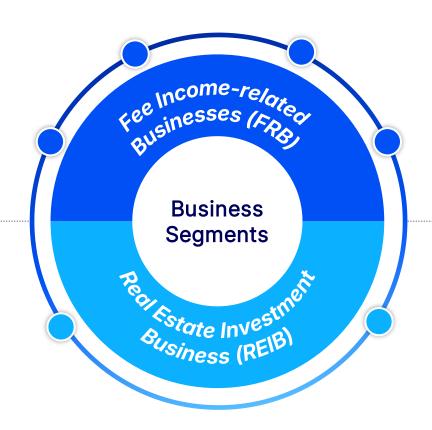
- FUM of S\$46B
- Deepen and diversify private funds strategies and expand fundraising channels

#### **Listed Funds Management**

- FUM of S\$74B Asia Pacific's largest REIT manager by market cap
- Maintain organic growth momentum

#### **Investment Properties**

- Properties on balance sheet generate income and provide pipeline for capital recycling
- Divestment of properties potentially seed growth in fund vehicles



#### **Lodging Management**

- Target >S\$500M Fee-Related Revenue (FRR) by 2028
- Scale via asset-light management and franchise contracts

#### **Commercial Management**

- Best-in-class operating platform with
   ~250 properties under management
- Grow fee income via third-party management contracts

# Sponsor stakes in listed funds and General Partner stakes in private funds

- Ensure alignment with capital partners and unitholders
- · Benefit from income contribution

## Thematic Investment Approach

Matching global capital with investable mega trends



Ageing Population

Urbanisation, Mobility and Downsizing

Rise of "Bleisure" Travel

Focus on Sustainability and Wellness



## **DISRUPTION**

Shifting Global Supply Chains

Repricing of Capital Cost

Geopolitical & Economic Uncertainties



## **DIGITALISATION**

Rise of Generative Al

Surging Demand for Data Storage

**Growth in Power Demand** 

S

Sector Opportunities

Lodging & Living
Wellness & Healthcare-related
Self-Storage

Industrial / Logistics
Private Credit
Special Opportunities

Data Centres

Renewables

## Operating Platforms

Strategic platforms enhance our capabilities and value proposition



21 November 2025

### UK & Europe and the USA

8%→**10-15%** 

3Q 2025

2028P1

#### China

**24%→15-20%** 

3Q 2025

2028P1

## Positioned for Growth

Notes: Figures are as at 5 Nov 2025 unless otherwise stated. All

2. Ascott entered into a joint venture with Jin Jiang Hotels (China

1. 2028P refers to projections in 2028 based on CLI's growth strategy.

Region) in October 2024 to advance the asset-light expansion of

percentages refer to proportion of total FUM.

their apartment hotel brands in China.

Singapore

Australia, Japan and Korea

21% → **25**-35%

3Q 2025

2028P1

#### Southeast Asia

40% **→30-40%** 

3Q 2025

2028P1

#### India

7% → **10-15%** 

3Q 2025

2028P1

### **Primary Growth Drivers**

#### Thematics & **Strategies**

#### Operating **Platforms**

#### Listed **Funds**

## Data Centres

- Lodging & Living
- Logistics

Asia

SE

China

India

- Self Storage
- Wellness





ASCOTT



Cap/taLand

#### Data Centres

- Lodging & Living
- RMB funds
- Special Situations



ascendas FIRSTSPACE

ASCOTT





#### Data Centres

- Lodging & Living
- Logistics
- Private Credit
- CapitaLand THE Data Centre ASCOTT



## Data Centres Kore Lodging & Living Australia,

- Logistics
  - Private Credit
  - Self Storage
  - Special Situations











Cap/taLand Cap/taLand

## Europe, USA

놀

- Data Centres
- Lodging & Living
- Logistics





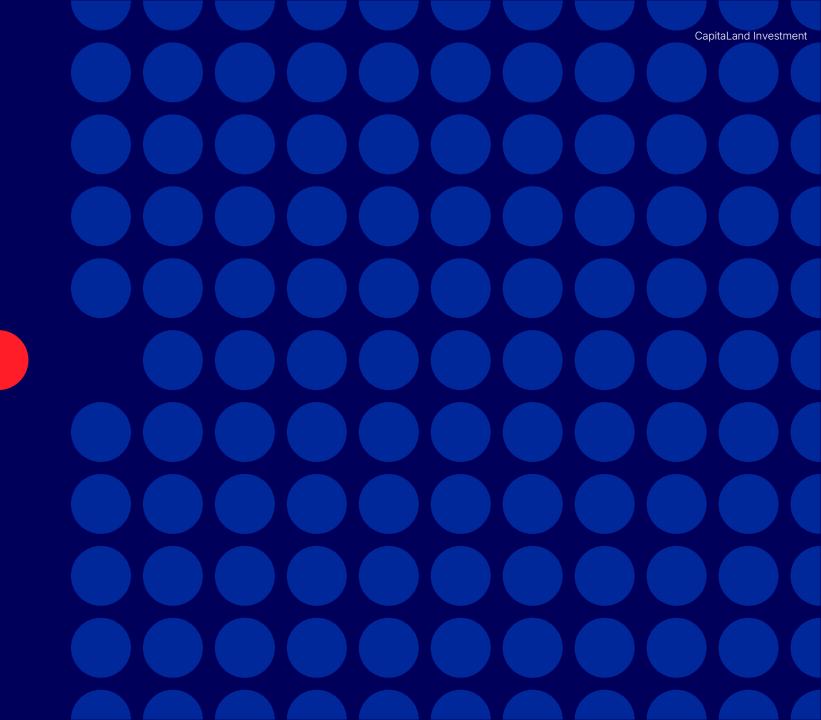






# 3Q 2025 Business Updates





CapitaLand Investment and REITs Corporate Day 2025, Bangkok

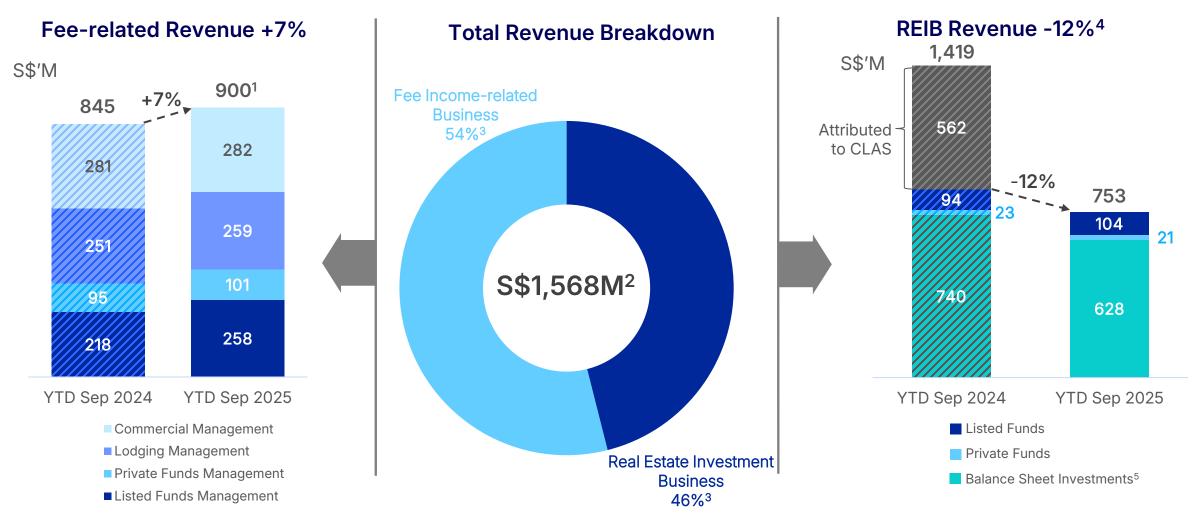
## Steady Growth, Continued Disciplined Execution

- Total revenue of S\$1,568M for YTD Sep 2025
  - Fee-related revenue grows to S\$882M driven by higher event-driven fees from listed funds and contributions from new funds
  - Real estate investment revenue lower at S\$753M due to deconsolidation of CLAS and divested assets
- Increased fundraising momentum with S\$3.7B total equity raised by listed and private funds in 2025<sup>1</sup>
  - Private funds achieved c.S\$2.1B in fundraising, with continued interests in regional thematic and country-focused funds
  - Progress on 2nd and 3rd series funds underway with Ascott Lodging II, Asia Credit II, and India Logistics
  - RMB-for-RMB funds also progressing with China Business Park RMB Fund IV closed; and second sub-fund in the CLI RMB Master Fund series underway
  - Listed funds raised S\$1.6B in total equity to fund strategic acquisitions and debt repayments
- Ongoing portfolio optimisation and value unlocking as CLI journeys towards a leading global asset manager
  - Monetised S\$2.3B YTD 2025<sup>2</sup> across different strategies
    - c.30% from CLI's balance sheet; S\$0.5B from China, including divestment of Dalian Ascendas IT Park
  - Optimising CLI's interest in the China Business Park RMB Fund III through additional third party capital partnership, driving capital-efficient growth
  - Successful listing of CLCR in Sep 2025 builds up listed funds business while reinforcing RMB-for-RMB strategy

#### Note:

- 1. Refers to the period from 1 Jan 2025 to 5 Nov 2025.
- Refers to the period from 1 Jan 2025 to 20 Nov 2025.

## YTD Sep 2025 Revenue Overview



#### Notes:

12

- Includes 40% share of SCCP fee revenue from Mar to Sep 2025.
- 2. Includes corporate and others of -S\$67M.
- 3. Percentages computed exclude corporate and others.

- 4. Excludes contributions from CLAS in YTD Sep 2024.
- 5. Relates to subsidiaries, associates and joint ventures that are not under the listed and private funds.

## Listed Funds Contributed to Higher Fee-related Revenue

#### Fee-related Revenue (FRR) by Segments (S\$'M)

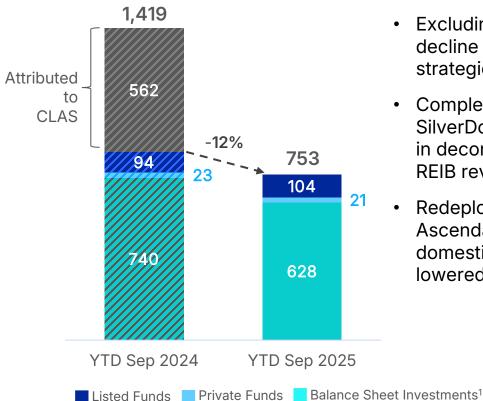


#### Notes:

- 1. Revenue for lodging management includes service fee income.
- 2. Includes 40% share of SCCP fee revenue from Mar to Sep 2025 amounting to c.S\$12M and c.S\$7M for listed and private funds management respectively.
- 3. All-in FRR include Fund Management, Commercial Management and Lodging Management Fees earned from the listed and private funds managed by CLI Group.
- 4. All-in FRR/FUM ratio and FM FRR/FUM ratio are computed on a LTM basis and based on average FUM deployed for the year, and includes SCCP's proportionate contribution.

## REIB Revenue Decline Reflects Portfolio Repositioning

## Real Estate Investment Business (REIB) Revenue by Segments (S\$'M)



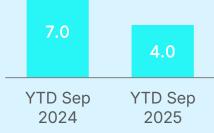
- Excluding CLAS, REIB revenue decline was primarily due to strategic asset divestments
- Completion of Synergy-SilverDoor merger resulted in deconsolidation and lower REIB revenue
- Redeployment of Dalian
   Ascendas IT Park into a China domestic fund in 3Q 2025

   lowered balance sheet value

## Value of Effective Stakes in Assets by Holding Structure (S\$'B)

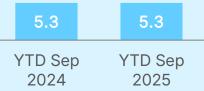
#### **Balance Sheet**

Based on open market value



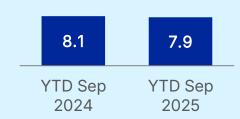
#### **Private Funds**

Based on carrying value



#### **Listed Funds**

Based on carrying value



#### Note:

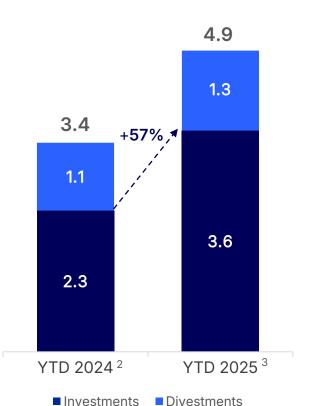
# CapitaLand Commercial C-REIT Successfully Listed c.20% Above IPO Price

- Successful listing of CapitaLand Commercial C-REIT (CLCR) on 29 Sep 2025 with record subscription levels
  - China's first international-sponsored retail C-REIT
- Raised total equity of RMB2.3B, +7% increase from initial estimate
  - 400M IPO units issued at RMB5.718 per unit
  - Opened trading at RMB6.840, c.20% above IPO price
  - Estimated distribution yield<sup>1</sup> of 4.40% for FY 2025 and 4.53% for FY 2026
- FUM of RMB2.7B anchored by seed assets CapitaMall Yuhuating, Changsha (CLCT) and CapitaMall SKY+, Guangzhou (CLD & CLI)



# Accelerating Growth of APAC's Largest Listed Platform

Total Transaction Value<sup>1</sup> (\$\$'B)



S\$73.6B

≥90%

-18bps YoY

c.40%

Listed Funds FUM<sup>4</sup>

Portfolio Occupancy<sup>5</sup>

**Average Interest Cost** 

Gearing

### Improved Capital Access (+26% YoY)

• S\$1.6B4 raised through equity; and S\$2.3B through debt

#### **Accelerated Deployment (+57% YoY)**

- CLAR invests >S\$1.6B, including the 3 assets in Singapore announced in Oct
- CICT's S\$1.0B acquisition of 55% stake in Grade A CapitaSpring

#### Capital Recycling (+18% YoY)

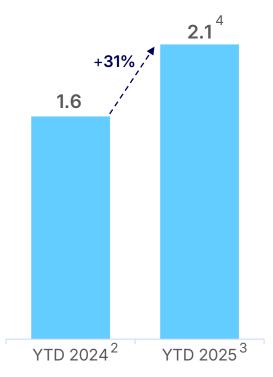
 CLAR, CLCT and CLINT recycled S\$780M after 1H 2025; First divestment for CLINT since listing in 2007

Notes: Information excludes CLCR and JHR unless otherwise specified.

- 1. Refers to both investments and divestments, including CLCR.
- 2. Refers to the period from 1 Jan 2024 to 20 Nov 2024.
- 3. Refers to the period from 1 Jan 2025 to 20 Nov 2025.
- I. Includes CLCR.
- Excludes CLAS.

# Private Funds Raising Improved vs. 2024; Scaling Up with Larger Follow-on Funds

## Total Equity Raised<sup>1</sup> (S\$'B)



#### **New Funds under CLI China RMB Master Fund Program**

- China Business Park RMB Fund IV Successfully closed with RMB529M equity and Dalian Ascendas IT Park as the seed asset
- Retail-focused sub-fund II (Planned launch in 4Q 2025) Target equity commitment of RMB900M

#### **Self-Storage Fund Continues to Deploy (Extra Space Asia)**

 S\$100 million investment in its first build-to-suit flagship development in Singapore and acquiring three freehold self-storage facilities in Tokyo, Japan

#### Final Closing of CapitaLand Ascott Residence Asia Fund II (CLARA II)

- Final close with c.S\$850M in total commitments, including co-investments, from consortium of new and existing global capital partners
- FUM of c.S\$2.1B underscores continued confidence in Asia's living and lodging strategy

#### **Other Maturing Fund Series Under Development**

- Credit Program I (ACP I) fully returned to investors at above target; APAC Credit Program II underway
- India Logistics Funds series growth in-progress with new funds underway

#### Notes:

- 1. Includes equity raised YTD 2025 under SCCP and Wingate, post completion.
- 2. Refers to the period from 1 Jan 2024 to 5 Nov 2024.
- 3. Refers to the period from 1 Jan 2025 to 5 Nov 2025.

## Stable Performance from Lodging Strategy

## Diversified brand portfolio drives global reach and resilient performance

#### **Lodging Management FRR** (S\$'M)

Event Driven Recurring

c.13,500 units signed across 64 properties YTD Sep 2025

(vs. >10,200 units/58 properties in 2024<sup>1</sup>)

# 259 251 249 238 YTD Sep 2024

>5,800 units opened across 35 properties YTD Sep 2025

(vs. >7,200 units/34 properties in 2024<sup>1</sup>)

+2% YoY

Growth in **RevPAU** underpinned by

- Higher occupancy (+1pp)
- Higher average daily rates (+1%)

#### Europe expansion: 7 properties signed (c.1,100 units); Multiple openings delivered and underway

- More than doubled portfolio in Vienna with 5 signings; Enters Seville with 2 signings
- lyf Gambetta Paris opens as third lyf-branded property in Europe; another 5 in the pipeline





#### Citadines brand surpasses 200 properties globally

Total c.35,000 units, of which >60% or c.22,200 units (127 properties) operational

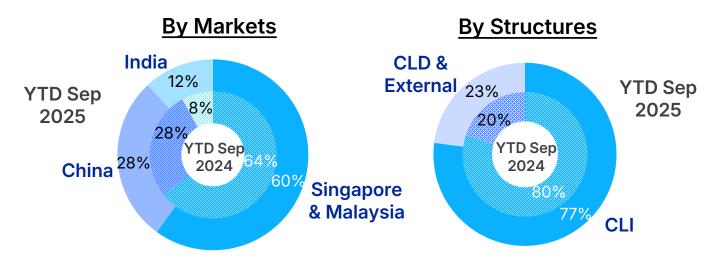
YTD Sep 2025

## Commercial Management Delivers Steady Fees

# Commercial Management Fee-related Revenue (FRR) (\$\$'M)



### **Commercial Management FRR Breakdown**





## Strategic partnership with Astaka in a RM1.2B GDV mixed-use development

 Provide retail advisory support, covering asset planning, pre-opening, and post-opening stages of the project

95%

## **Steady Performance Across Markets**

#### Southeast Asia

Invested in self storage,

business park & office

logistics, industrial,

# Recycled assets into newly listed C-REIT and RMB Master fund

China

#### India

Launched Navi Mumbai data centre; Divested IT parks in Chennai and Hyderabad

#### **Other Markets**

Expanded footprint in Australia, Japan & Korea via private credit, lodging, and self storage

### YTD Sep 2025 Operational Metrics

**Achievements** 

#### Rental Reversion Positive across sectors

## Negative across sectors

#### **Positive**

#### Mixed rental reversions

0	SG <sup>2</sup>	99%	90%	98%
Occupancy	MY <sup>3</sup>	93%	100%4	
Shopper Traffic <sup>1</sup> (YoY)	SG <sup>2</sup>	+4.2%	MY <sup>3</sup>	-0.5%

93%	86%	81%

+2.8%



опран.		
Korea <sup>7</sup>	88%	
Australia	95%	95%
USA	85%	
UK & Europe <sup>8</sup>	97%	

Tenants' Sales<sup>1</sup> (YoY)

$SG^2$	+0.9% <sup>5</sup>	$MY^3$	-1.3% <sup>5</sup>

+3.7%6

Notes: On a same store basis except for Business Parks, Logistics & Industrial in Singapore and Other Markets.

- 1. YTD Sep 2025 vs YTD Sep 2024.
- 2. Singapore
- 3. Malaysia
- 4. Includes logistics and industrial only.

- 5. Singapore and Malaysia tenant sales are on a per sq ft basis.
- 6. China tenant sales are on a per sqm basis, excluding electric vehicle sales.
- 7. Includes logistics only.
- 8. Includes business parks, logistics and data centres.
- 9. Comprises only business parks and logistics for Other Markets.

Retail

Japan

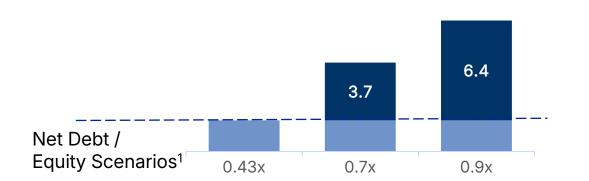
Business Parks, Logistics & Industrial<sup>9</sup>

Office

## Capital Discipline for Scalable Growth



Debt headroom (S\$'B)



0.43x
Net Debt / Equity

3.9% per annum Implied Interest Cost

3.8x
Interest Coverage Ratio<sup>3</sup>

**3.2** years Average Debt Maturity

**0.26x**Net Debt / Total Assets<sup>2</sup>

73% Fixed Rate Debt

**\$\$4.3B**Sustainability Financing<sup>4</sup>

**\$\$646M**Operating Cashflow<sup>5</sup>

#### Notes:

- 1. Scenarios assume the same level of equity as at 30 Sep 2025.
- 2. Total assets exclude cash.
- 3. Interest Coverage Ratio was computed on a LTM basis excluding impact of unrealised revaluation/impairment.
- 4. For the period from 1 Jan 2025 to 30 Sep 2025, includes off-balance sheet sustainable financing.
- 5. Includes dividends received from associates, joint ventures and other investments.

## Sharpening Focus, Investing for Growth

# Accelerate Growth

- Pursue value-accretive opportunities that align with CLI's growth strategy
- Achieve scale through selective and synergistic partnerships
- Sustain growth through operational excellence and enhanced platform performance

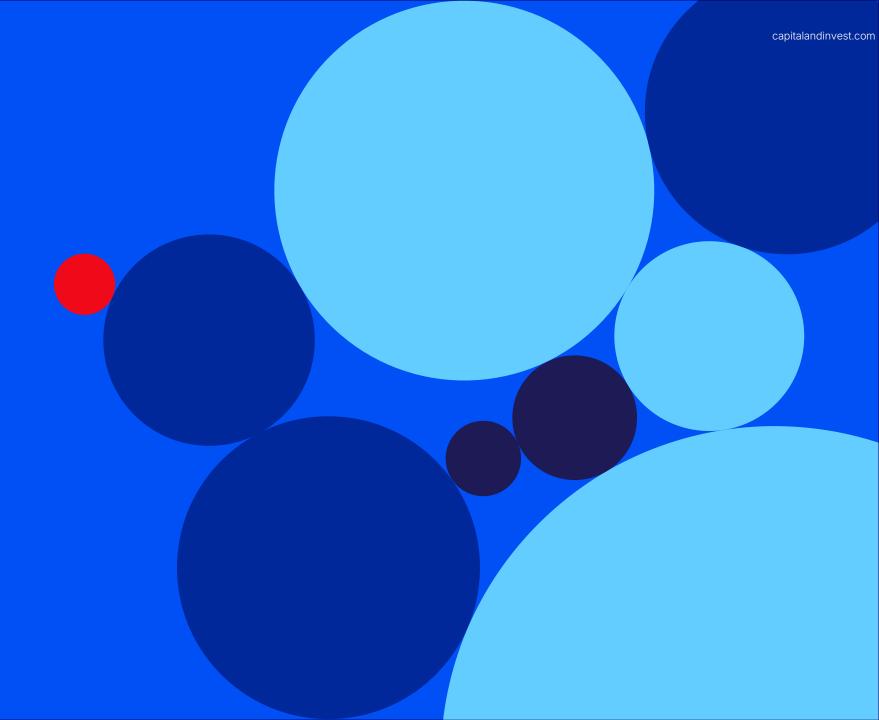
# Optimise Capital Efficiency

- Capitalise on improving sentiments to drive capital-efficient growth
- Sustain fundraising momentum, while expanding capital sources
- Unlock and redeploy capital for accretive growth

# Drive Operational Excellence

- Achieve structural efficiency and technology-enabled savings across operations
- Advance governance excellence and uphold highest standards of integrity and accountability across global operations

# Supplemental Information

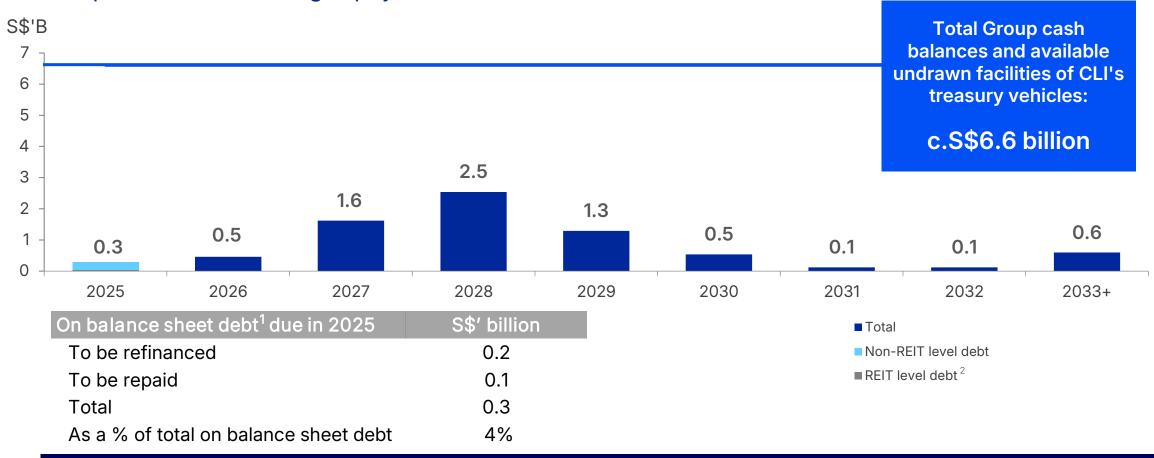




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## Loan Maturity Profile

Plans in place for refinancing/repayment of debt<sup>1</sup> due in 2025



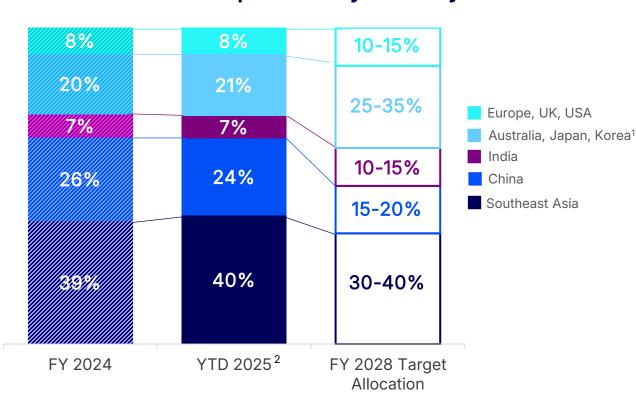
Total group debts<sup>1</sup> S\$7.5 billion with average loan life at 3.2 years

<sup>1.</sup> Debt excludes \$\$552M of Lease Liabilities and Finance Lease.

Refers to CapitaLand Malaysia Trust (CLMT).

## FUM Breakdown by Country and Asset Class

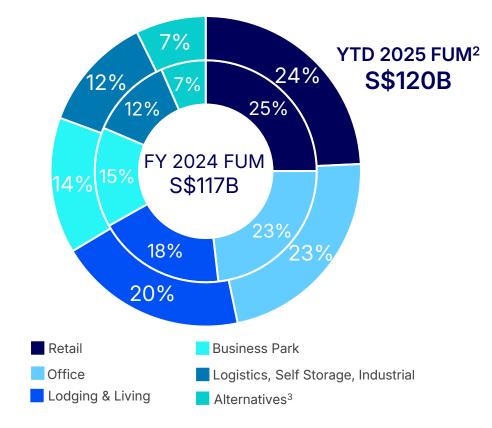
### **FUM Composition by Country**



#### Notes:

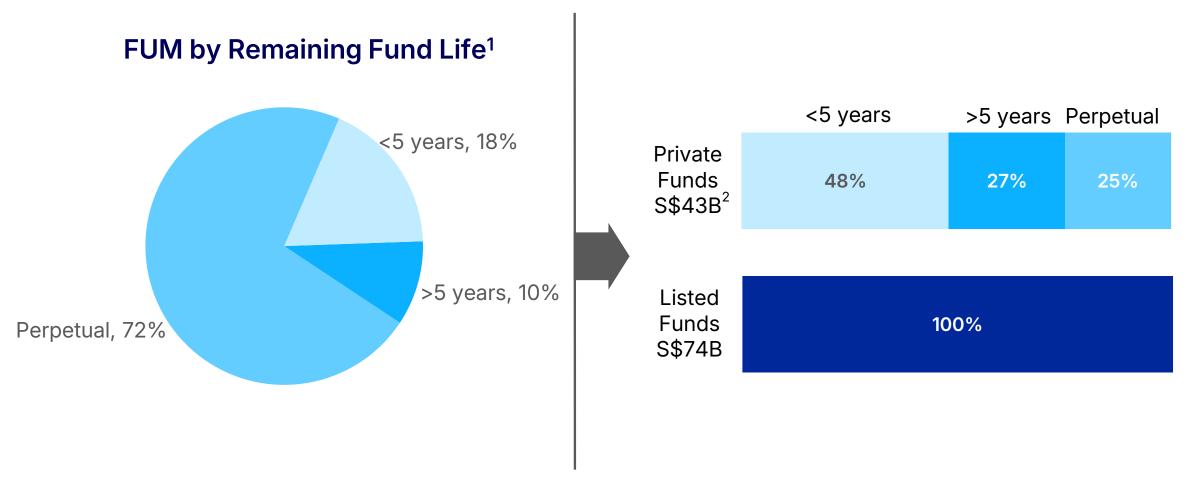
- 1. Includes other markets (comprising 0.3% of total FUM).
- 2. Refers to the period from 1 Jan 2025 to 5 Nov 2025.
- 3. Comprises of wellness, data centres and private credit and others (0.3%).

### **FUM Composition by Asset Class**



## Funds Under Management Breakdown by Fund Life

As at 30 September 2025



#### Notes:

- 1. The chart refers to remaining fund life of listed and private funds.
- 2. Excludes FUM of Wingate.

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21 November 2025
CapitaLand Investment

## Fund Management Platform (Listed Funds)

As at 30 September 2025

	Cap/taLand INTEGRATED COMMERCIAL TRUST	Cap/taLand ASCENDAS REIT	Cap/taLand ASCOTT TRUST	Cap/taLand CHINA TRUST	Cap/taLand 執德商业REIT	Cap/taLand INDIA TRUST	Cap/taLand MALAYSIA TRUST	Japan Hotel Reit
Geographical Presence	Australia, Europe, Singapore	Australia, UK/Europe, Singapore, USA	Global	China	China	India	Malaysia	Japan
FUM	S\$27.7B	S\$19.9B	S\$8.6B	S\$4.1B	S\$485M	S\$4.9B	S\$1.7B	S\$6.2B <sup>1</sup>
Sponsor's Stake	21%	17%	25%	25%	5%	25%	37%	0.03% <sup>1,2</sup>
Market Cap	S\$17.4B	S\$12.9B	S\$3.6B	S\$1.4B	RMB2.6B	S\$1.6B	MYR2.0B	JPY454.7B
No. of Properties	26	231	104	17	2	15	14	51
Gearing	39%	40%	39%	39%	17%	41%	40%	36% <sup>1</sup>
Carrying Value	e of Sponsor's S	Stake in Listed Fur	nds	S\$7.9B <sup>3</sup>				

#### Notes

- 1. Figures are as at 30 Jun 2025. Japan Hotel REIT announces its financial results on a half-yearly basis.
- 2. Refers to CLI's stake based on its 40% stake in SCCP. CLI made a strategic investment of a 40% stake in SCCP, which owns 87.6% of Japan Hotel REIT Advisors Co., Ltd., the sponsor of JHR. The transaction was completed on 7 Mar 2025.
- 3. Excludes JHR.

## Fund Management Platform (Private Funds)

As at 30 September 2025

Total FUM S\$46B<sup>1</sup>

Total No. of CLI Funds

49

Committed Equity

**S\$31B** <sup>2,3</sup>

Total Equity Invested

**S\$25B**<sup>2</sup>

Carrying Value of General Partner's Stake

**S\$5B**<sup>1</sup>

#### CLI Funds<sup>2</sup> By Geography

Country	Southeast Asia	China	India	Australia, Japan, Korea⁴	Non-Asia <sup>5</sup>
FUM (S\$'B)	4	23	3	12	1
No. of Assets	14	40	18	111	9

#### **CLI Funds<sup>2</sup> By Asset Class**

Thematic	Retail	Integrated	Office	Lodging & Living <sup>6</sup>	Business Park	Industrial / Logistic	Data Centre	Self- Storage	Others <sup>7</sup>
FUM (S\$'B)	6	10	9	5	3	6	2	1	1
No. of Assets	18	8	31	56	6	31	7	23	12

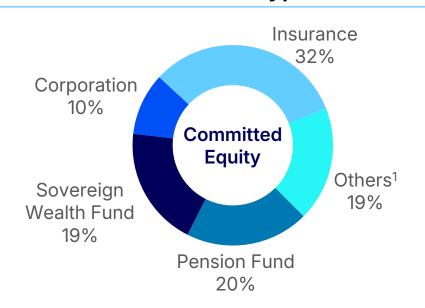
#### Notes:

- 1. Includes private funds under SCCP and Wingate.
- 2. Excludes private funds under Wingate.
- 3. Refers to total fund size.
- 4. Includes funds focused on Australia, Japan, Korea and other Asian markets.
- 5. Includes global funds.
- 6. Includes multifamily and student accommodation.
- 7. Includes wellness, residential and strata sales.

# Private Funds: Partnership with High Quality Capital Partners

As at 30 September 2025

#### **Investor Type**



#### **Investor Domicile**

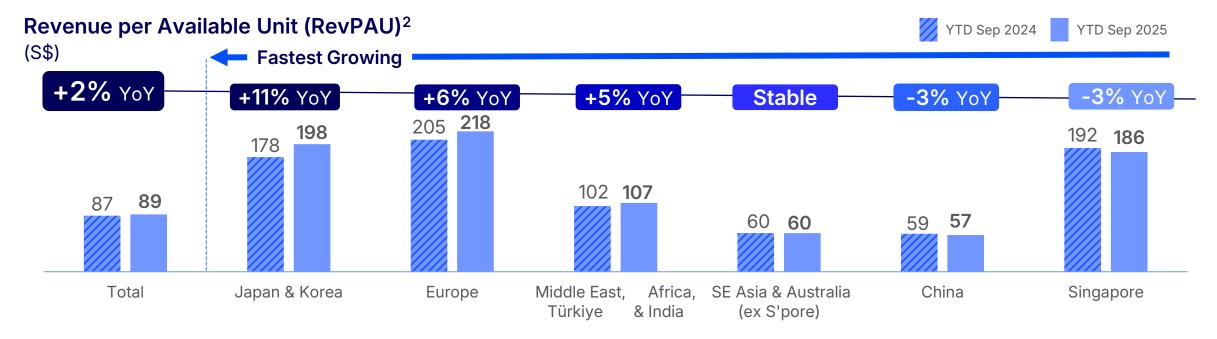








# YTD Sep 2025 RevPAU +2% Driven by ADR¹ Growth in Japan/Korea and Higher Occupancy in Europe



RevPAU increased 2%, driven by a 1pp rise in occupancy and a 1% increase in ADR.

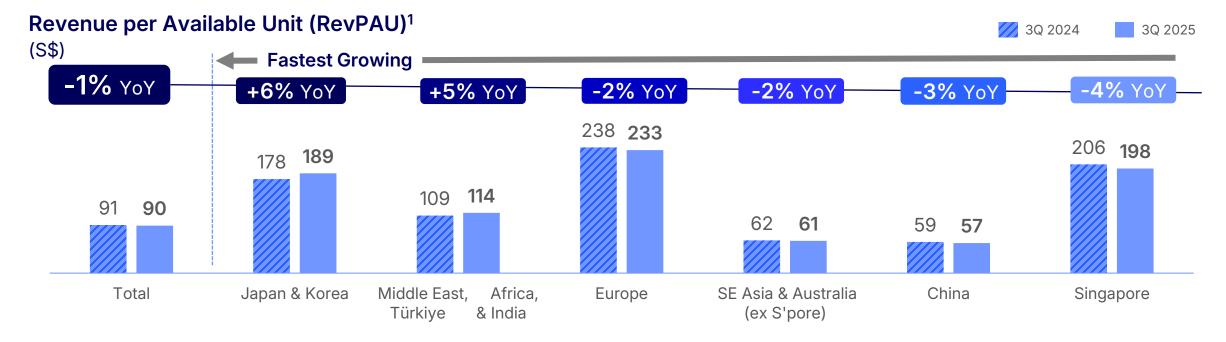
Japan and Korea led RevPAU growth with an 11% increase, supported by a 6% rise in ADR and a 4pp improvement in occupancy.

Europe's RevPAU rose 6%, driven by a 6pp increase in occupancy, partly offset by a 1% drop in ADR. Singapore posted a 3% decline in RevPAU, following an exceptionally strong 1Q 2024 driven by major concert events.

#### Notoc

- 1. Refers to Average Daily Rate.
- 2. RevPAU statistics are on same store basis and include serviced residences leased and managed by the Group. Foreign currencies are converted to SGD at the same rate for both periods. Student accommodation and rental housing properties are not managed by the Group.

# 3Q 2025 RevPAU Slightly Lower; Japan/Korea Maintained Growth Momentum



RevPAU decreased 1%, due to a 1pp drop in occupancy, while the ADR<sup>2</sup> held steady. Japan and Korea recorded 6% RevPAU growth, supported by a 4pp improvement in occupancy and 1% higher ADR.

China's RevPAU down 3%, driven by 1pp lower occupancy and 4% lower ADR, amid continued competitive pressures in Central West region.

Singapore's RevPAU fell 4%, with ADR down 6%, as Q3 last year was boosted by F1 in September, compared with October this year.

#### Notos

31

- 1. RevPAU statistics are on same store basis and include serviced residences leased and managed by the Group. Foreign currencies are converted to SGD at the same rate for both periods. Student accommodation and rental housing properties are not managed by the Group.
- 2. Refers to Average Daily Rate.

# CLI's Lodging Business

## Lodging Management (LM)

LM revenue largely comprises fees from management contracts and franchise agreements

- 90% of units → Asset-light management contracts and franchise
- Recurring fee income with generally 10-20 years contract terms



## Investment Management (IM)



- Lodging IM derives its revenue across Ascott's diversified global portfolio
- Revenue streams include returns from owned properties and leased properties, and CLI's ownership proportion of returns from fund management platform e.g., CLAS and private funds

Components

Description

#### **Management Contracts**

**Franchise Agreements** 

Base management fee → % of underlying property revenue Incentive management fee → %

of underlying property profits

Franchise fees → % of underlying property revenue

Acquisition fee (one-off) → for rights to operate franchise

Service fee (cost reimbursement)

#### **Owned Properties**

#### **Leased Properties**

#### **Returns from CLAS**

- Rental income
- **Gains from** divestments

From assets owned on CLI's balance sheet

#### Rental income from various channels

Direct leases under **Ascott and Synergy** platform

- Stable distributions
- Share of returns from CLAS based on CLI's stake in CLAS

Impact on CLI's Lodging Management FRE

ormance

RevPAU

Number of **Operating Units** 

**Growth Related** Investments

Market

**Factors** 

Higher property revenue

Higher fees and margins

Invest in technology and resources to manage larger portfolio; Expanded scale drive higher margins

Positive drivers e.g. travel recovery to boost revenue

#### Impact on CLI's Real Estate Investment Business

**Proactive Asset** Management

Asset Divestment **Opportunities** 

**CLAS Currently a** Significant Profit Driver of Lodging REIB

Improve rental income

Portfolio gains from asset recycling

CLAS is accounted as an associate with effect from 31 Dec 2024

# A Global Data Centre Business with A Growing Footprint in Asia and Europe

### Our Global Data Centre Portfolio





c.\$\$6B
Assets Under Management on a completed basis



**27** Data Centre Assets

Europe

12 Data Centres across United Kingdom, the Netherlands, France and Switzerland

Asia

15 Data Centres across Singapore, India, Korea, Japan and China

## Our In-house Data Centre Capabilities

Vertically integrated group that owns, manages, operates and develops Data Centres across Singapore, China, India, Japan, Korea and Europe

Major multinational customers from cloud, hyperscalers, e-commerce and telecom sectors

Experienced Data Centre team with comprehensive technical expertise and customer solutions across the value chain Land Acquisition & Real Estate Development

DC Infrastructure Design & Planning

Project & Development Management

DC Engineering, Procurement & Construction

DC Sales & Customer Relationship

based on Date of Possession as at 30 Sep 2025.

5. Includes business parks, logistics and data centres.

Excludes electric vehicle sales.

4. Includes logistics only.

for Australia and Negative for Korea and

UK/Europe

## **REIB Operational Highlights**



# Glossary

Term	Definition
ADR	Average Daily Rate
Al	Artificial Intelligence
APAC	Asia Pacific
ASRGF	Ascott Serviced Residence Global Fund
В	Billion
bps	Basis points
C-REIT	China Real Estate Investment Trust
CICT	CapitaLand Integrated Commercial Trust
CLAR	CapitaLand Ascendas REIT
CLAS	CapitaLand Ascott Trust
CLCR	CapitaLand Commercial C-REIT
CLCT	CapitaLand China Trust
CLD	CapitaLand Development
CLI	CapitaLand Investment Limited
CLINT	CapitaLand India Trust
CLMT	CapitaLand Malaysia Trust
COREF	CapitaLand Open End Real Estate Fund
DC	Data Centre
DIS	Distribution-in-specie
DPU	Distribution per Unit
FM	Fund Management
FRB	Fee Income-related Business
FRR	Fee Related Revenue. Refers to IAM fee revenue from CLI listed funds and unlisted funds (private funds and/or investment vehicles (including but not limited to programs, joint ventures and co-investments managed by CLI Group from time to time)
FUM 5	Funds Under Management. Refers to the share of total assets under CLI listed funds and unlisted funds (private funds and/or investment vehicles (including but not limited to programs, joint ventures and co-investments managed by CLI Group from time to time) Includes announced acquisitions/divestments from listed and private funds not yet completed, committed but undeployed capital for private funds on a leveraged basis and forward purchase contracts.

Term	Definition
HNWI	High net worth individuals
IAM	Investment and asset management
JHR	Japan Hotel REIT
JV	Joint venture
K	Thousand
LM	Lodging Management
LP	Limited Partners
M	Million
M&A	Mergers and Acquisitions
NAV	Net Asset Value
NPI	Net Property Income
NTA	Net Tangible Assets
PATMI	Profit after tax and minority interest
QoQ	Quarter on quarter
REIB	Real Estate Investment Business
REIM	Real Estate Investment Manager
REIT	Real Estate Investment Trust
RevPAU	Revenue per available unit
ROE	Return on Equity
SCCP	SC Capital Partners Group
SE Asia	Southeast Asia
SFRS	Singapore Financial Reporting Standards
sqm	Square metre
SR	Serviced residences
SWF	Sovereign Wealth Fund
Wingate	Wingate Group Holdings
YoY	Year on year
YTD	Year to date

## Thank You



