



### Raffles City Singapore

25 April 2008





#### Performance of RCS Trust – 1Q 2008

|                      | 1.                | 1 Jan 2008 to 31 Mar 2008        |          |                   |
|----------------------|-------------------|----------------------------------|----------|-------------------|
|                      | ССТ               | CCT's 60% Interest               |          |                   |
|                      | Actual<br>S\$'000 | Forecast <sup>1</sup><br>S\$'000 | Change % | Actual<br>S\$'000 |
| <b>Gross Revenue</b> | 28,485            | 27,070                           | 5.2      | 47,475            |
| - Office             | 4,378             | 4,252                            | 3.0      | 7,297             |
| - Retail             | 12,071            | 11,698                           | 3.2      | 20,118            |
| - Hotel              | 10,987            | 10,453                           | 5.1      | 18,312            |
| - Others             | 1,049             | 667                              | 57.3     | 1,748             |
|                      |                   |                                  |          |                   |

#### Note:

20,508



**Net Property Income** 



34,180

5.6

19,425

<sup>1.</sup> The forecast is based on management's forecast for the period 1 January 2008 to 31 March 2008. This, together with the forecast for the period 1 April 2008 to 31 December 2008, is the forecast shown in the CCT Circular to unit holders dated 5 November 2007 for the acquisition of Wilkie Edge.

### Occupancy and Renewals/New Leases

#### Renewals and New Leases Committed from 1 Jan 2008 to 31 Mar 2008

|                              | Renewed/New<br>Leases as at     | Increase in Rental<br>vs      |                   | Committed<br>Occupancy |
|------------------------------|---------------------------------|-------------------------------|-------------------|------------------------|
|                              | 31 Mar 2008<br>(% of portfolio) | Forecast <sup>1</sup><br>Rent | Preceding<br>Rent | as at<br>31 Mar 2008   |
| Raffles City Tower           | 1,607 sq m<br>(4.5%)            | 39.7%                         | 172.8%            | 97.8%                  |
| Raffles City Shopping Centre | 1,219 sq m<br>(3.3%)            | 5.2%                          | 11.5%             | 100.0%                 |
| Weighted Average             | 2,825 sq m<br>(3.9%)            | 16.9%                         | 46.6%             | 98.9%                  |

#### Note:

1. Based on management's forecast as shown in the joint announcement of CCT and CMT on 9 November 2007

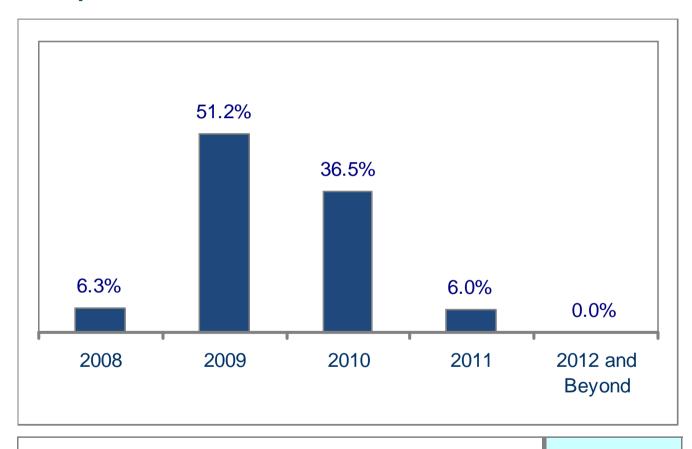




### **Lease Expiry Profile**

### Raffles City Tower

Leases up for Renewal as a % of Gross Rental Income as at 31 Mar 2008



**Weighted Average Expiry by (Gross Rental Income)** 

1.8 Years

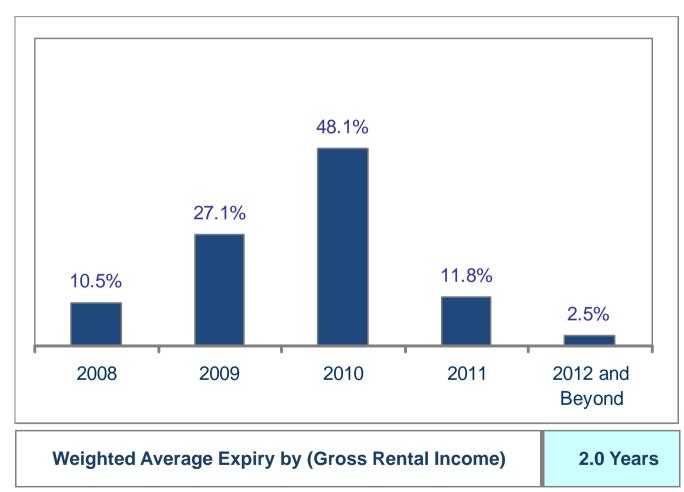




#### **Lease Expiry Profile**

### - RC Shopping Centre

Leases up for Renewal as a % of Gross Rental Income<sup>1</sup> as at 31 Mar 2008





Note:

1. Excludes turnover rent



## Top 10 Tenants<sup>1</sup> - Raffles City Tower

| Tenant                                       | Lease Expiry Dates | % of Gross<br>Rental<br>Income |
|--|--------------------|--------------------------------|
| Economic Development Board                   | Jun 2009           | 22.6%                          |
| Accenture Pte Ltd                            | Aug 2010           | 12.2%                          |
| Phillip Securities Pte Ltd                   | Dec 2009           | 10.5%                          |
| AAPC Hotels Management Pte. Ltd.             | Oct 2010           | 3.9%                           |
| Raffles International Limited                | Jun 2010           | 3.7%                           |
| Chinaoil (Singapore) Int'l Pte Ltd           | Jul 2010           | 3.6%                           |
| Total Trading Asia Pte. Ltd.                 | Dec 2009           | 3.1%                           |
| Orix Investment & Management Private Limited | Feb 2011           | 2.9%                           |
| LVMH Watch & Jewellery Singapore Pte Ltd     | Jun 2010           | 2.4%                           |
| Dentsu Asia Pte Ltd                          | Jan 2009           | 1.9%                           |
| Top 10 Tenants                               | 66.8%              |                                |
| Other Tenants                                | 33.2%              |                                |
| Total  | 100.0%             |                                |

#### Note:

1. Based on gross rental income for the month of Mar 2008





## Top 10 Tenants<sup>1</sup> – RC Shopping Centre

| Tenant   | Lease Expiry Dates  | % of Gross<br>Rental<br>Income |
|--|---------------------|--------------------------------|
| Robinson & Company (Singapore) Private Limited | Mar 2010            | 14.3%                          |
| Wing Tai Retail Pte. Ltd.                      | May 2009, Jul 2009, |                                |
|  | Aug 2010, Dec 2010  | 3.6%                           |
| Jay Gee Enterprises (Pte) Ltd                  | Dec 2008, Sep 2010, |                                |
| Jay Gee Enterprises (Fite) Liu                 | Oct 2010, Dec 2010  | 2.9%                           |
| Ossia International Limited                    | Oct 2010            | 2.8%                           |
| Cold Storage Singapore (1983) Pte Ltd          | Nov 2008            | 2.5%                           |
| Esprit Retail Pte Ltd                          | May 2013            | 2.5%                           |
| DBS Bank Ltd.                                  | July 2010, Oct 2010 | 2.0%                           |
| Food Junction Management Pte Ltd               | Nov 2008            | 2.0%                           |
| The Looking Glass Pte. Limited                 | May 2010            | 2.0%                           |
| ThaiExpress Concepts Pte. Ltd.                 | Apr 2009            | 1.9%                           |
| Top 10 Tenants                                 |                     | 36.5%                          |
| Other Tenants                                  | 63.5%               |                                |
| Total  |                     | 100.0%                         |

#### Note:

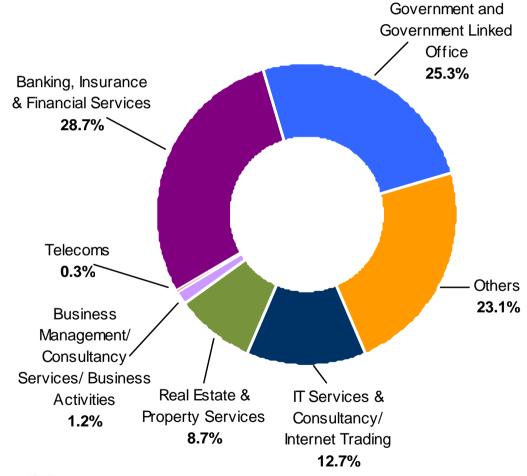
1. Based on gross rental income (excluding turnover rent) for the month of Mar 2008





## Trade Mix – Raffles City Tower

#### **Tenant Business Sector Analysis by Gross Rental Income as at 31 Mar 2008**



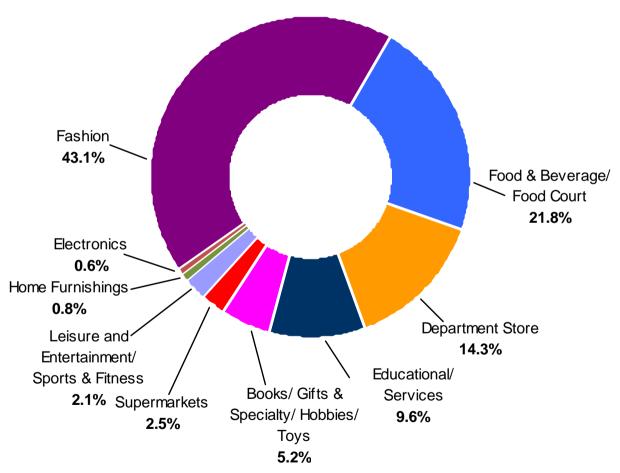




### **Trade Mix**

#### RC Shopping Centre

**Tenant Business Sector Analysis by Gross Rental Income as at 31 Mar 2008** 











# Asset Enhancement Updates





## Raffles City Singapore Completion of Phase 1 AEI – Level 1













## Raffles City Singapore Completion of Phase 1 AEI – Basement 1













## Raffles City Singapore Completion of Phase 1 AEI – Basement 1













### Raffles City Singapore Value Creation of Phase 1 AEI

| Capital Expenditure | Start Date                   | Completion Date              |
|---------------------|------------------------------|------------------------------|
| S\$75.4 million     | 2 <sup>nd</sup> Quarter 2007 | 4 <sup>th</sup> Quarter 2007 |

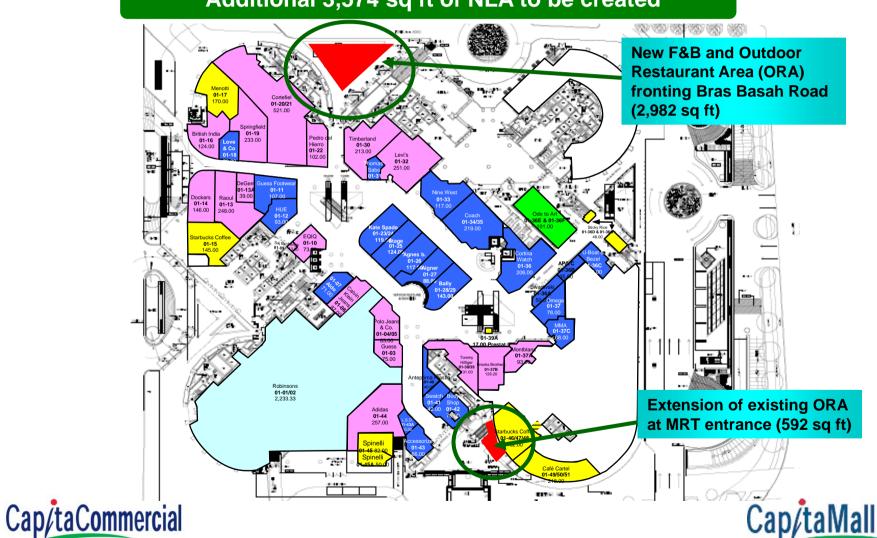
|   | Old              | New              |
|---|------------------|------------------|
| Incremental Gross Revenue (net of rental loss from car park income) | S\$10.1 million  | S\$10.1 million  |
| Incremental Net Property Income                                     | S\$7.6 million   | S\$7.6 million   |
| Capital Expenditure   | S\$62.4 million  | S\$75.4 million  |
| Return on Investment  | 12.2%            | 10.1%            |
| Capital Value of AEI (assumed at 5.5% capitalisation rate)          | S\$138.3 million | S\$138.3 million |
| Increased in Value (net of investment cost)                         | S\$75.9 million  | S\$62.9 million  |





## Raffles City Singapore Phase 2 AEI – Outdoor Dining

Additional 3,574 sq ft of NLA to be created

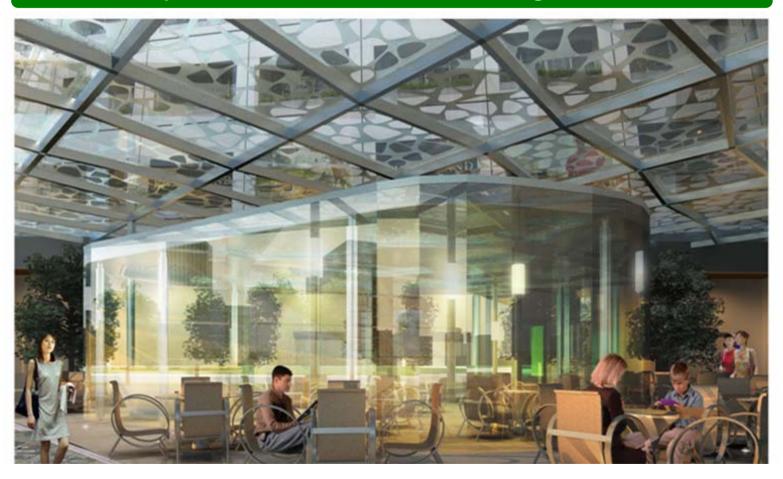


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## Raffles City Singapore Phase 2 AEI – Outdoor Dining

Artist's impression of new restaurant fronting Bras Basah Road







### Raffles City Singapore Value Creation of Phase 2 AEI

| Capital Expenditure | Start Date                   | Completion Date              |
|---------------------|------------------------------|------------------------------|
| S\$7.54 million     | 2 <sup>nd</sup> Quarter 2008 | 4 <sup>th</sup> Quarter 2008 |

| Incremental Gross Revenue                                  | S\$0.97 million  |
|--|------------------|
| Incremental Net Property Income                            | S\$0.75 million  |
| Capital Expenditure  | S\$7.54 million  |
| Return on Investment                                       | 10.0%            |
| Capital Value of AEI (assumed at 5.5% capitalisation rate) | S\$13.64 million |
| Increased in Value (net of investment cost)                | S\$6.10 million  |









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