

CapitaCommercial Trust Singapore's First Listed Commercial REIT

Presentation for investor meetings in USA



26 Nov to 30 Nov 2012

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1. Singapore Office Market

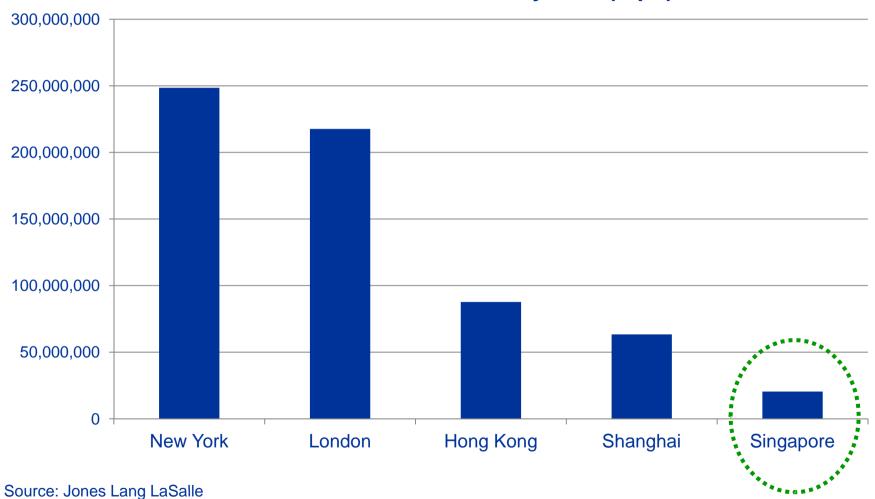






Office Stock in Key Financial Centres

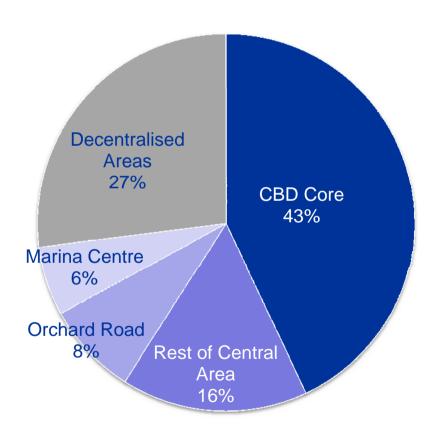
Total Grade A Office Stock by NLA (sq ft)





CBD Core office space currently constitutes 43% of total office stock

Total island-wide office stock in Singapore: 64.1 mil sq ft



Region	Area (sq ft)	% of total stock
CBD Core - Grade A office stock	27.6 mil 14.6 mil	43%
Rest of Central Area	10.3 mil	16%
Orchard Road	5.1 mil	8%
Marina Centre	3.8 mil	6%
Decentralised Areas	17.3 mil	27%

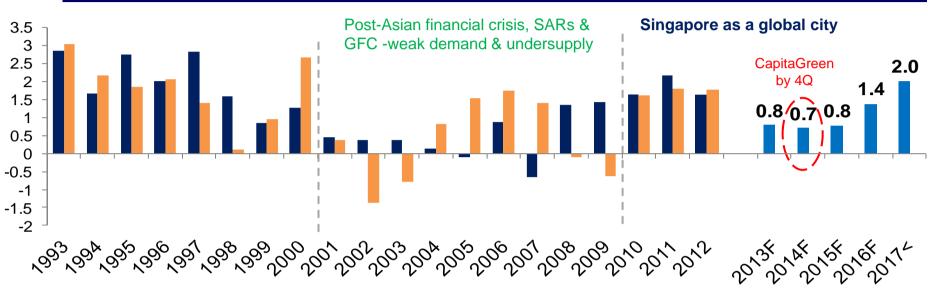
Source: Jones Lang LaSalle (3Q 2012)





Recorded average net absorption of 1.7 mil sq ft over 3 years post GFC; Demonstrated strong office demand





1 Globalt Cupply		
Periods	Average annual supply	Average annual demand
1993 – 1997 (growth phase)	2.4 mil sq ft	2.1 mil sq ft
1993 - 2012 YTD (through 20-year property market cycles)	1.3 mil sq ft	1.1 mil sq ft
2013 – 2016 & beyond (forecast till 2017)	1.1 mil sq ft	N.A.

Forecast Supply

Notes:

(1) Central Area comprises 'The Downtown Core', 'Orchard' and 'Rest of Central Area'

Demand

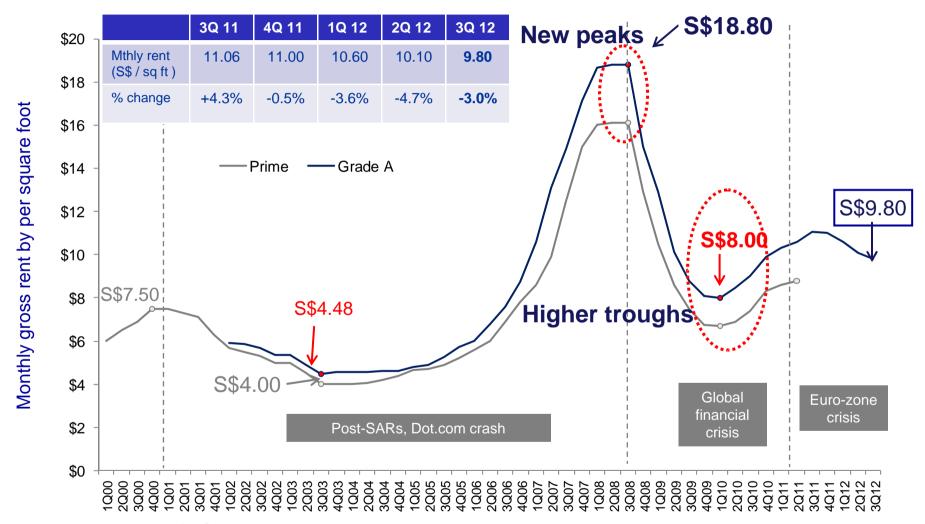
Supply

- (2) Supply is calculated as net change of stock over the quarter and may include office stock removed from market due to conversions or demolitions
- (3) Excludes Strata-titled Office developments
- (4) Source: URA, JLL (3Q2012 preliminary figures)





Rate of office market rent decline is easing given robust demand



^{*}No historical data for Grade A rents prior to 2002.

Source of data: CB Richard Ellis (Pte) Ltd (figures as at end of each quarter). CBRE no longer tracks prime rents from 3Q 2011.



2. About CCT







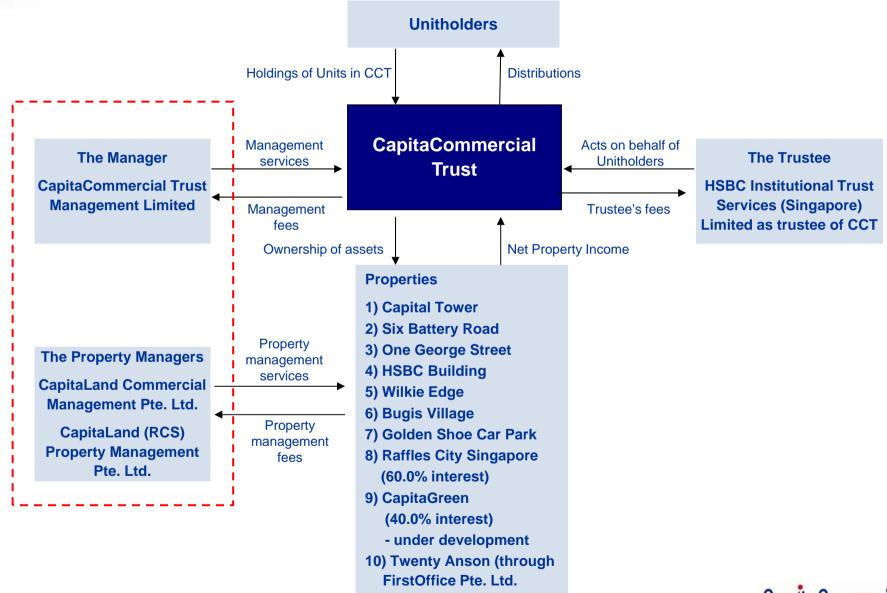
Singapore's First Listed Commercial REIT

Listing	May 2004 on Singapore Exchange Securities Trading Limited
Portfolio - Singapore	10 quality commercial assets in the Central Area of Singapore Total net lettable area of about 3 million sq ft Total number of tenants – About 550 (office, retail and hotel)
Investments - Malaysia (less than 5% of total assets)	30% stake in Quill Capita Trust who owns 10 commercial properties in Kuala Lumpur, Cyberjaya and Penang 7.4% stake in Malaysia Commercial Development Fund Pte. Ltd.
Total assets	S\$6.8 billion (US\$5.5 billion) (as at 30 September 2012)
Market cap	S\$4.5 billion (US\$3.7 billion) Based on CCT's closing price of S\$1.595 on 20 November 2012 and total units on issue 2,842,956,284
Sponsor	CapitaLand Group: About 32%





Structure of CCT

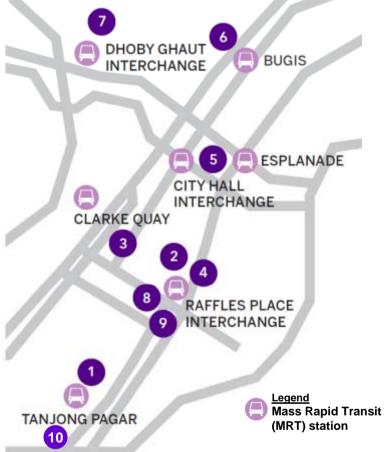




Owns 10 centrally-located quality commercial properties









- 2. Six Battery Road
- 3. One George Street 8.
- 4. HSBC Building
- 5. Raffles City

- 6. Bugis Village
- 7. Wilkie Edge
 - **Golden Shoe Car Park**
- D. CapitaGreen (development)
- 10. Twenty Anson (acquired in March 2012)





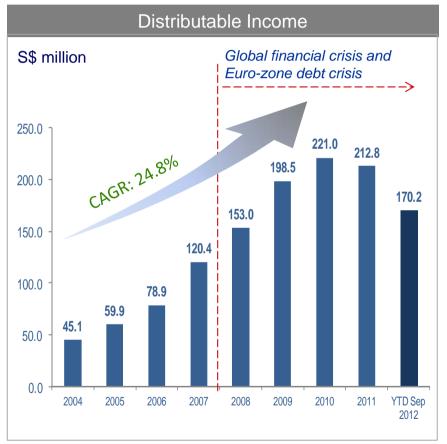


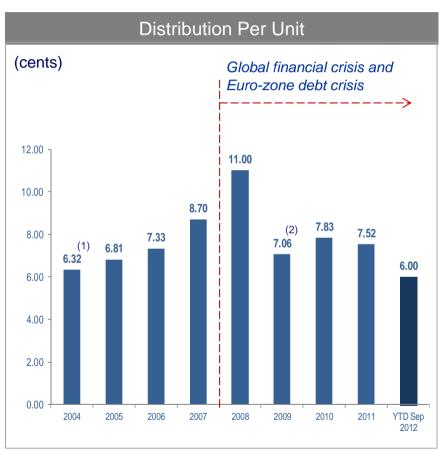






Credible performance since inception through volatile office market conditions





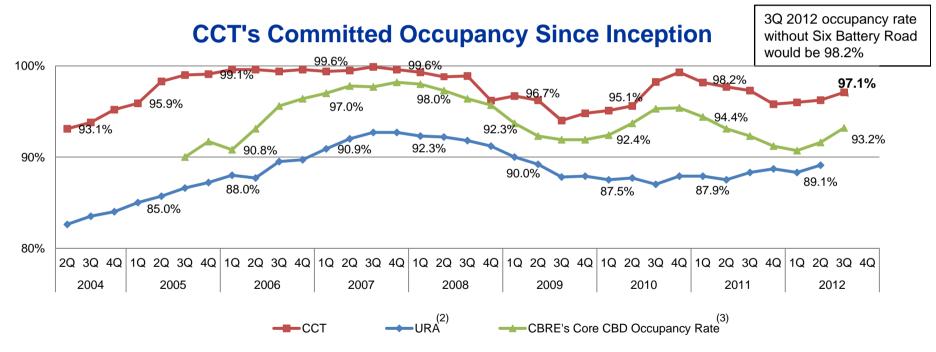
- (1) Annualised
- (2) After taking into consideration the issue of rights units in July 2009





CCT's Grade A offices and portfolio occupancy continues to rise and to be above market occupancy

	CCT Committed Occupancy Level			Industry Statistics Occupancy Level (1)				
Grade A Office	3Q2012	95.8%	2Q2012	94.5%	3Q2012	90.6%	2Q2012	87.8%
Portfolio	3Q2012	97.1%	2Q2012	96.2%	3Q2012	93.2%	2Q2012	91.6%



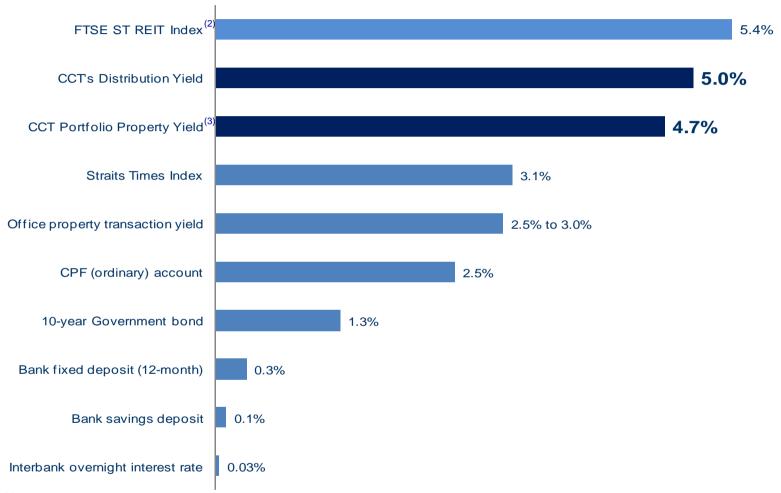
Notes:

- (1) Source: CBRE Pte. Ltd.
- (2) URA has not released Occupancy Index Figure for 3Q 2012
- (3) Covers Raffles Place, Marina Centre, Shenton Way and Marina Bay, data only available from 3Q2005 onwards





Attractive yield compared to other investments⁽¹⁾



Notes:

- (1) All information as at 21 November 2012. Sources: Bloomberg, Monetary Authority of Singapore, Central Provident Fund, Singapore Government Securities
- (2) CCT's distribution yield is based on annualised YTD Sep 2012 DPU of 8.01 cts over closing price of S\$1.595 on 21 Nov 2012
- (3) CCT portfolio property yield based on annualised YTD Sep 2012 net property income and June 2012 valuation



3. Stable Portfolio

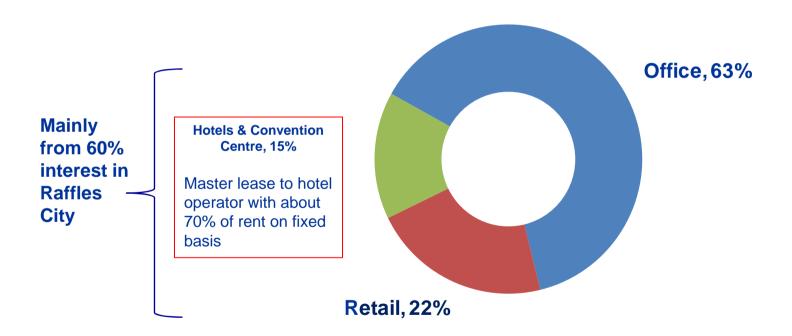






63% of gross rental income⁽¹⁾ contributed by offices and 37% by retail and hotel & convention centre leases

CCT's income contribution (2) by sector



Notes:

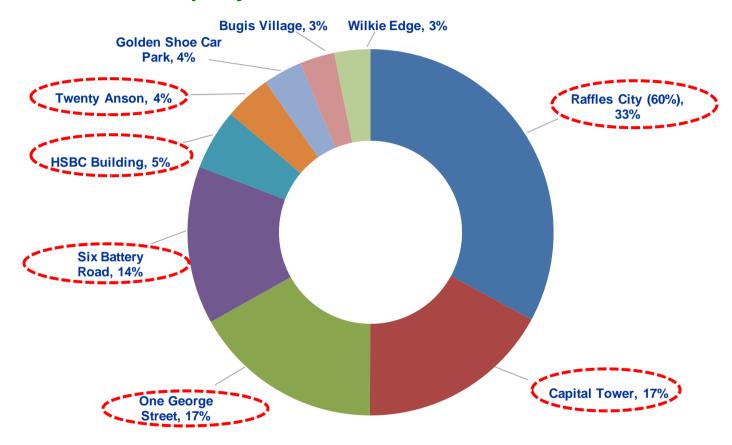
- (1) Excludes retail turnover rent
- (2) For the period from 1 Jan 2012 to 30 Sep 2012





Portfolio diversification with focus on quality

90% of Net Property Income⁽¹⁾ from Grade A and Prime offices⁽²⁾



Notes:

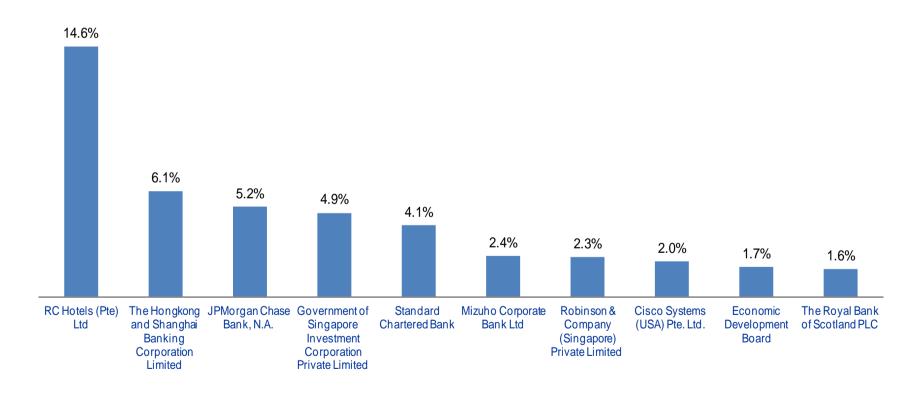
- (1) For the period from 1 Jan 2012 to 30 Sep 2012
- (2) Includes CCT's interest of 60% in Raffles City Singapore
- (3) Twenty Anson's rent started from 22 Mar 2012 and HSBC Building's new rent started on 30 Apr 2012



Top ten blue-chip tenants contribute around 45% of monthly gross rental income

Weighted Average Lease Term to Expiry (by NLA) as at 30 Sep 2012

Top 10 Tenants = 17.6 years
Top 10 Tenants excluding RC Hotels (Pte) Ltd = 3.2 years



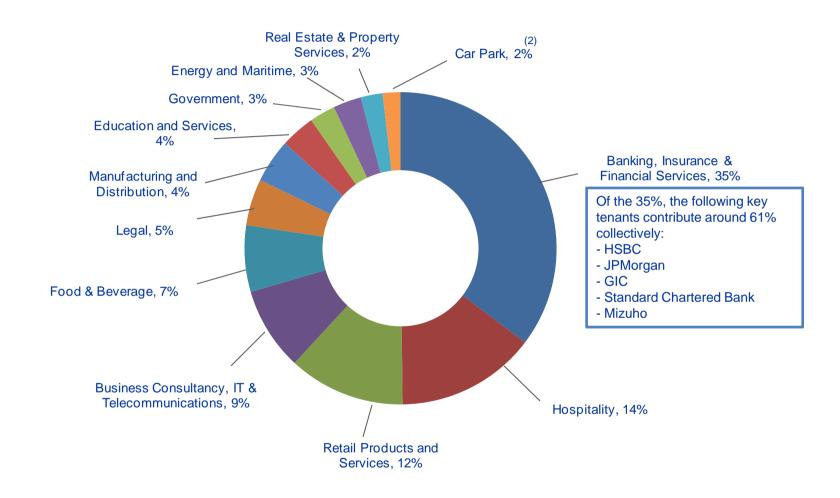
Note:

(1) Based on gross rental income for Sep 2012 (excluding retail turnover rent)





Diverse tenant mix in CCT's portfolio (1)



Notes:

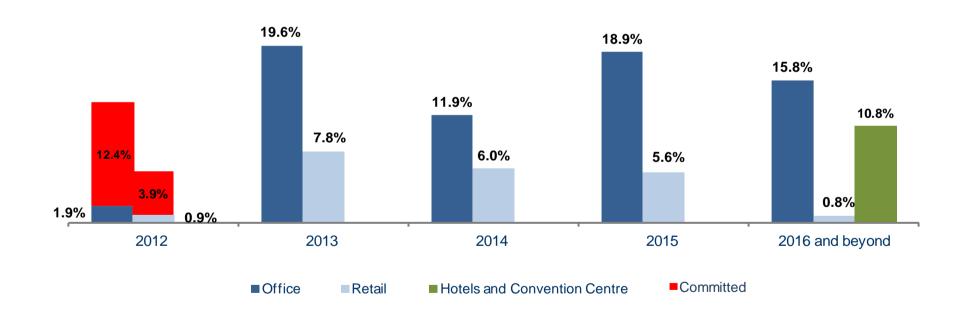
- (1) Based on portfolio gross rental income for Sep 2012
- (2) Car park income from Golden Shoe Car Park only





Only 1.9% of office leases by portfolio gross rental income expiring in 4Q 2012

Lease expiry profile as a percentage of monthly gross rental income⁽¹⁾ for September 2012



Note:

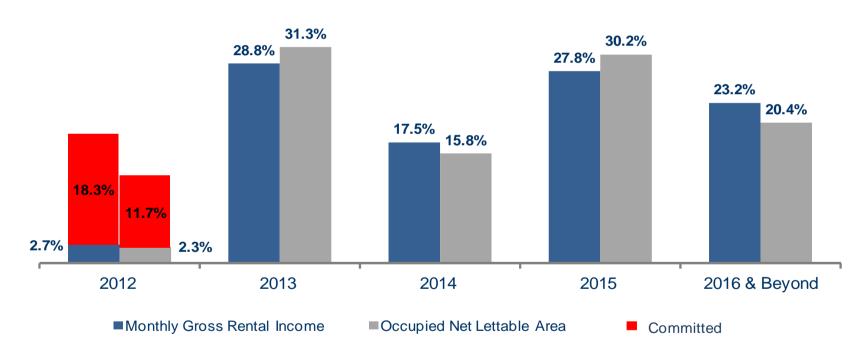
(1) Excludes turnover rent





Well spread office portfolio lease expiry profile

Office lease expiry profiles as a percentage of net lettable area and monthly gross rental income for September 2012



Average office portfolio rent as at 30 September 2012 is \$7.53psf, up from \$7.39psf as at 30 June 2012.





Well positioned to capture potential rental upside given that average passing rents are below market levels

3Q 2012 Industry Statistics ⁽¹⁾ – Grade A Office Average Market Rent: S\$9.80 psf pm



Ave Monthly Gross Rental Rate for Expiring Leases (S\$ psf/month)

Monthly gross rental income for leases expiring at respective properties X 100%

Monthly gross rental income for office portfolio

Notes:

- (1) Source: CBRE Pte. Ltd.(as at 3Q 2012)
- (2) 3 Grade A buildings and Raffles City Tower only
- (3) Has embedded yield protection of 4.25% p.a., based on purchase consideration of \$\$1.165 billion until 10 July 2013 from CapitaLand. This eliminates downside rental risk for One George Street during the yield protection period, but allows CCT to benefit from any upside in rental reversion





Commitment to environmental sustainability and improved energy efficiency



No.	CCT Properties	Green Mark Award
1	Six Battery Road	Platinum
2	Twenty Anson	Platinum
3	CapitaGreen (Under development)	Platinum
4	One George Street	Gold ^{Plus}
5	Capital Tower	Gold
6	Raffles City Singapore	Gold
7	Wilkie Edge	Gold
8	HSBC Building	Certified
9	Golden Shoe Car Park	Certified
10	Six Battery Road Tenant Service Centre (Office Interior)	Gold ^{Plus}



CapitaCommercial Trust included in FTSE4Good index since 18 September 2009

The FTSE4Good Index Series has been designed to objectively measure the performance of companies that meet globally recognised corporate responsibility standards.



4. Portfolio Reconstitution Strategy







CCT's portfolio reconstitution strategy: 3Q 2012 announced upgrading of Raffles City Tower



Redevelopment of Market Street Car Park into Grade A office – CapitaGreen

Flexibility and speed to seize growth opportunities



Acquisition of Twenty Anson

Recycle capital

Acquire good quality asset



Funding flexibility



Unlock value at optimal stage of life cycle

Organic growth



Enhance / refurbish asset



Divestments: 2010 - Robinson Point and StarHub Centre 2011 - Market Street Car Park Total proceeds: \$\$634m

Value creation

- 1. Asset enhancement at Raffles City Singapore (completed)
- 2. S\$92m upgrading at Six Battery Road (ongoing till end-2013)
- 3. S\$34.7m upgrading at Raffles City Tower (Nov 12 to Q2 2014)





First development: CapitaGreen to complete by 4Q 2014



Joint venture partners	CapitaLand (50%); CCT (40%); MEA (10%)
Total Project Development Estimate	S\$1.4 billion
Yield on cost	At least 6%
Tenure	99 years from 1 April 1974
Estimated GFA	887,000 sq ft
Estimated NLA	700,000 sq ft
Typical floor plate	20,000 – 25,000 sq ft
Max. height control	242 m
No. of storeys	About 40
Target completion	4Q 2014
Call option to buy 60% from CapitaLand and MEA	Exercisable within 3 years after building's completion at market value (1)

Note:

(1) Price must give at least a compounded return of 6.3% per annum (CapitaLand's estimated cost of capital) to the sellers before the call option can be exercised.



L

Minimal equity requirement from CCT for CapitaGreen going forward; Construction completion on track – by 4Q 2014

	CCT's 40% interest in MSO Trust	Progress payment as at Sep 12	Balance by progress payment ⁽²⁾
CCT's 40% interest in MSO Trust's debt (1)	\$356.0m	(\$180.0m)	\$176.0m
CCT's 40% equity inclusive of shareholder's loan	\$204.0m	(\$130.4m)	\$73.6m
Total	\$560.0m	(\$310.4m)	\$249.6m

Notes:

- (1) MSO Trust has already obtained borrowings up to S\$890m (100% interest)
- (2) Ongoing capital requirement will be progress payment until 2015



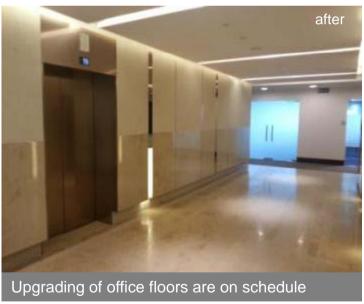


Six Battery Road's AEI: Work in progress

S\$92 million Asset Enhancement Initiative (AEI) to be carried out in phases till end-2013 while the building remains in operation

- Committed occupancy rate as at 3Q 2012 increased to 91.6% from 88.0% as at 2Q 2012.
- 200,000 square feet of space targeted for upgrading in 2012, of which 160,000 square feet has been upgraded. 85% of this upgraded space has been committed.
- Achieved the targeted 25% reduction in energy consumption to-date. Projected full year savings of over \$500,000 (1)





Note:

(1) Projected based on tariff rate of S\$0.22kWh





Raffles City Tower Asset Enhancement Initiative's value creation

Capital Expenditure	Commencement	Completion
S\$34.7 million	4Q 2012	2Q 2014

	Budget (1)
Incremental Net Property Income per annum	S\$3.0m
Capital Expenditure	S\$34.7m
Projected return on investment	8.6%
Capital Value of AEI (assumed at 4.5% capitalization rate)	\$66.7m
Increase in Value (net of investment)	\$32.0m

Valuation of Ra	ffles City Singapore	Total Cost as % of Valuation
June 2012	S\$2,863.0m	1.2 %

Note:

(1) Forecast value creation is based on Manager's estimates.





Twenty Anson – New, prime office building with Green Mark Platinum award acquired for S\$430 million



Location	5-minute walk with sheltered access to the Tanjong Pagar Mass Rapid Transit (MRT) station and Capital Tower		
Net Lettable Area	Approximately 203,000 sq ft		
Date of Building Completion	05 Oct 2009		
Committed Occupancy	100% (as at 21 Feb 2012)		
Average Passing Rent	S\$6.18 psf per month		
Key Tenants	Toyota , BlackRock, CSC Technology		
Value Proposition	 Buying a new, significantly under-rented property with good location and specifications Only 6% of NLA due for renewal in 2012 94% of lease renewals in under-supplied office market (2013 and 2014) with significant rental upside Close proximity to Capital Tower improves operating efficiency DPU accretive No equity raising 		



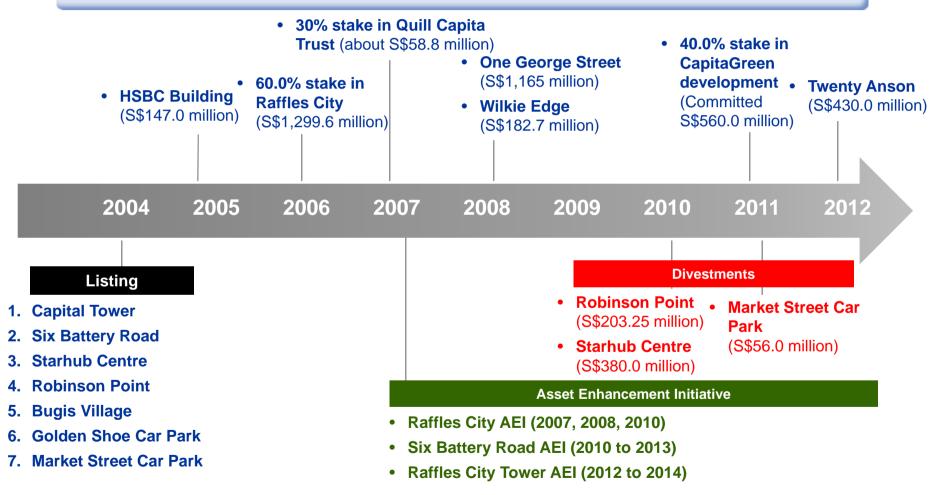
Photograph from Jones Lang LaSalle.





CCT's total assets in Singapore grew from S\$2.1 bn since inception in May 2004 to S\$6.8 bn in Oct 2012

Due to 7 Acquisitions & 3 Divestments and ongoing AEIs over 8 Years





5. Proactive Capital Management







Proactive capital management

Focus:

- 1. Refinance well ahead of debt maturity dates
- 2. Diversify sources of funding and extend debt maturities
- 3. Financial flexibility to respond quickly to investment opportunities

CCT obtained unit buy-back mandate in 2012; able to buy back up to 2.5% of total units outstanding as at 27 Apr 12





Strong Balance Sheet

Total assets at S\$6.8 billion; Adjusted NAV at S\$1.58 per unit

As at 30 September 2012

	S\$ '000
Non-current Assets	6,690,870
Current Assets	131,815
Total Assets	6,822,685
Current Liabilities	187,619
Non-current Liabilities	2,096,211
Total Liabilities	2,283,830
Net Assets	4,538,855
Unitholders' Funds	4,538,855
Units in issue ('000 units)	2,840,796

let Asset Value Pe	er Unit
Adjusted Net Asse	t Value Per Unit
excluding distribu	table income)



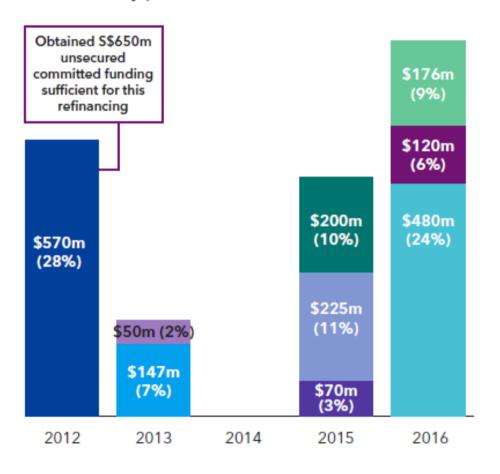
CCT Corporate Credit Rating Baa1 by Moody's/BBB+ by S&P Outlook stable by both rating agencies





Refinancing of debt due 2012 in place since Dec 2011

Debt maturity profile as at 31 December 2011



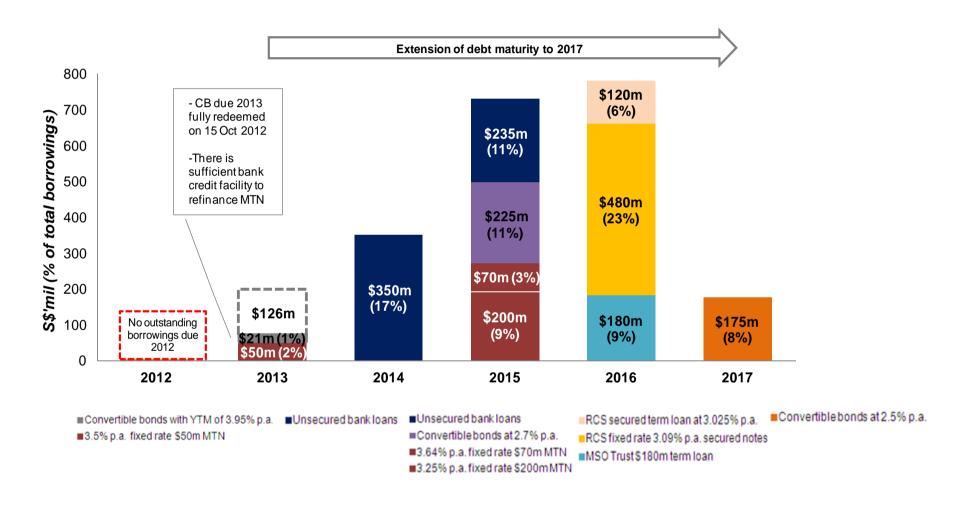
- Secured term loan S\$570 million due March
- 3.5% p.a. fixed rate S\$50 million MTN due June
- Convertible bonds at 2.0% p.a. due May
- 3.25% p.a. fixed rate S\$200 million MTN due December
- Convertible bonds at 2.7% p.a. due April
- 3.64% p.a. fixed rate S\$70 million MTN due February
- MSO Trust S\$176 million term loan (40.0% interest) due November
- RCS secured term loan (60.0% interest) at 3.025% p.a. due June
- RCS secured notes (60.0% interest) at fixed rate 3.09% p.a. due June





Refinancing of debt due 2013 almost completed in Oct 2012; Extended debt maturity to 2017

CCT's Debt Maturity Profile As at 30 September 2012







Robust capital structure; Low gearing at 30.9%

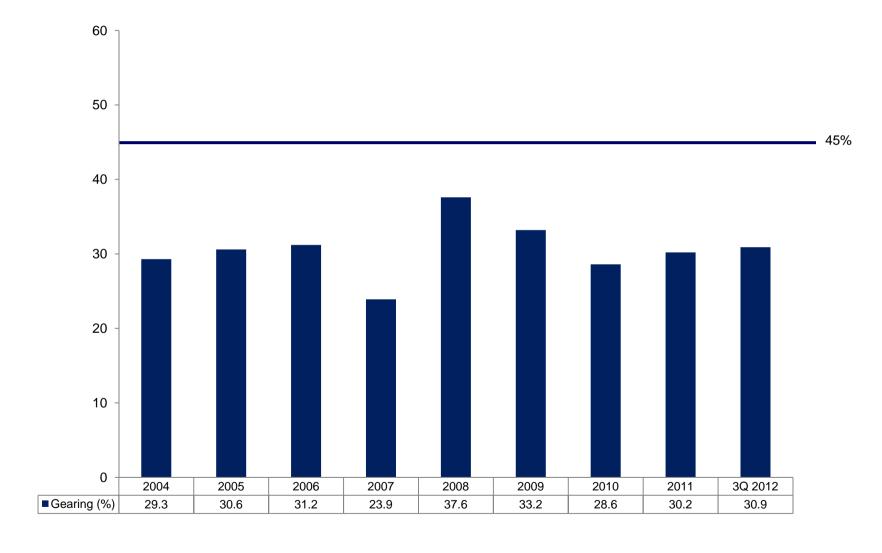
	3Q 2012	2Q 2012	Remarks
Total Gross Debt (S\$'m)	2,105.3	2,052.3	Increased (Additional loan and new CB)
Gearing Ratio	30.9%	30.1%	Increased (Additional loan and new CB)
Net Debt / EBITDA	7.6 times	7.6 times	Stable
Unencumbered Assets as % Total Assets	69.4%	69.6%	Stable
Average Term to Maturity	3.1 years	3.1 years	Stable
Average Cost of Debt	3.1%*	3.1%	Stable
Interest Coverage	4.4 x	4.2 x	Increased (lower interest expense)

^{*}Average cost of debt excluding interest rate swap expiring in Mar 2013 would be 2.6%





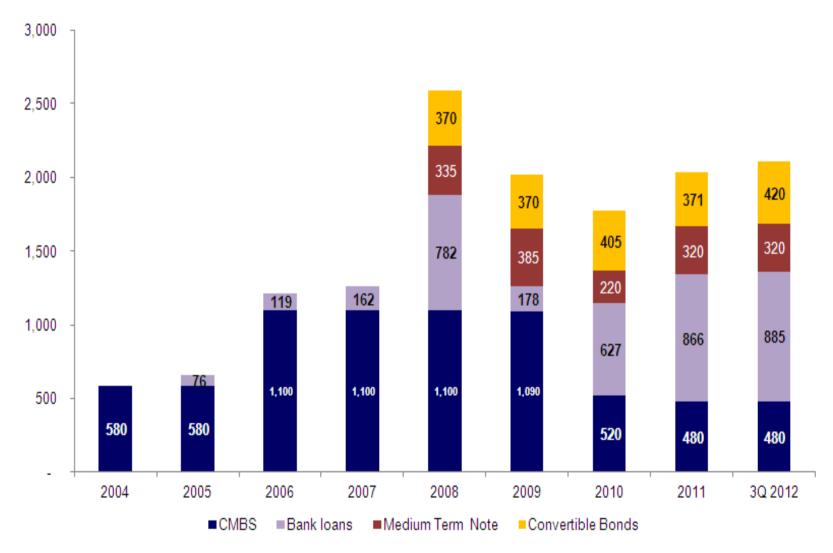
Historical gearing since inception: Target gearing below 45% through property market cycles







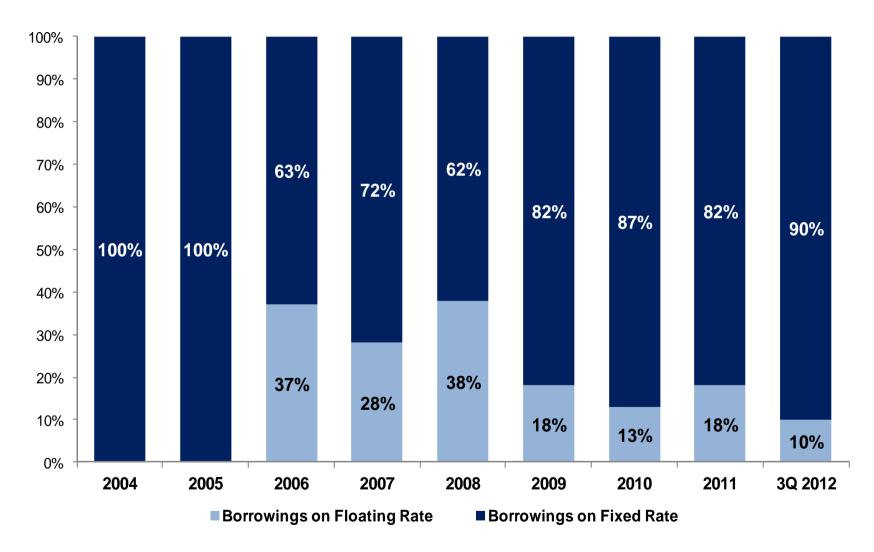
Diverse sources of funding since inception







Low exposure to interest rate risks





6. Summary







Organic growth prospects

- 40% interest in development of CapitaGreen (4Q 2014)
- AEIs of Six Battery Road (end-2013) and Raffles City Tower (2Q 2014)
- Positive rent reversion from office portfolio

Resilient portfolio well positioned for market recovery

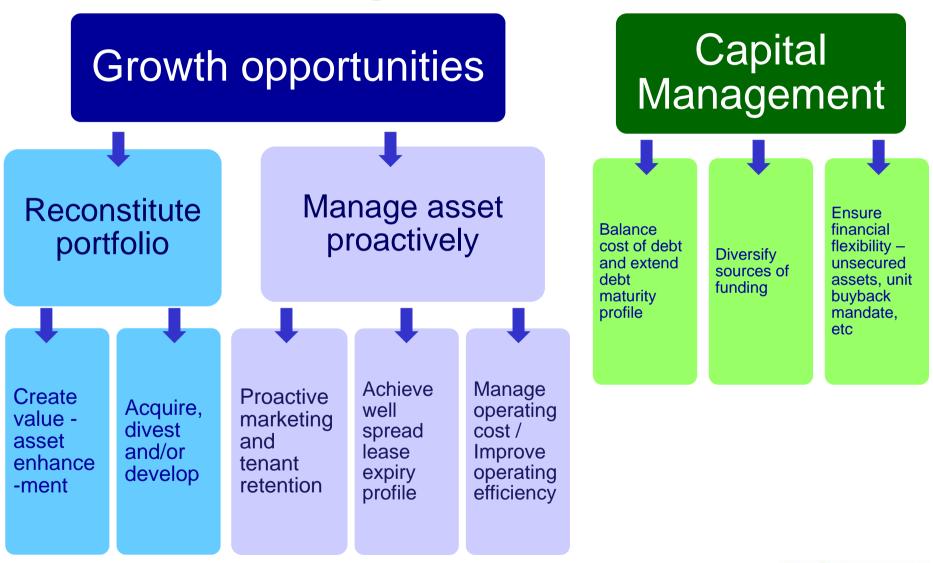
- Higher portfolio committed occupancy at 97.1% (occupancy rate will be 98.2% without Six Battery Road which is undergoing asset enhancement)
- Positive turn in the Trust's average office portfolio rent per square foot to S\$7.53, the first increase after seven quarters of decline since the global financial crisis in 4Q 2010
- Well positioned to capture potential rental upside in 2013 & 2014 given that average passing rents are below market levels

Prudent capital management

- No outstanding debt for refinancing in 2012, have standby facilities to complete refinancing of outstanding debt in 2013
- Low gearing at 30.9%
- About S\$1 billion debt capacity for investment opportunities (assuming 40% gearing)



Strategies to deliver stable and sustainable returns in the long term





7. Supplementary Information







Portfolio committed occupancy rate ⁽¹⁾ consistently above 90% (Occupancy rate without Six Battery Road would be 98.2%)

	2004	2005	2006	2007	2008	2009	2010	2011	2012 1Q	2012 2Q	2012 3Q
Capital Tower	94.5	100	100	100	99.9	99.9	99.9	100.0	100.0	100.0	100.0
Six Battery Road	97.5	99.5	100	99.9	98.6	99.2	99.7	85.4	86.2 (2)	88.0 ⁽²⁾	91.6
Bugis Village	92.9	92.1	95.3	99.1	96.6	93.8	93.4	98.8	92.7	94.4	97.9
Golden Shoe Car Park	100.0	85.4	98	96.4	100	100	95.2	100.0	100.0	100.0	100.0
HSBC Building		100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Raffles City (60% interest)			99.5	99.3	99.9	99.3	99.1	98.9	98.5	98.5	99.6
Wilkie Edge ⁽³⁾					52.5	77.9	98.4	98.4	97.1	99.0	93.5
One George Street					100	96.3	100	93.3	94.4	92.6	93.5
CapitaGreen (40% interest) ⁽⁴⁾								0.0	0.0	0.0	0.0
Twenty Anson									100.0	100.0	100.0
Portfolio Occupancy	95.2	99.1	99.6	99.6	96.2	94.8	99.3	95.8	96.0	96.2	97.1

Notes:

- (1) For years 2004 to 2009, portfolio occupancy rate includes Starhub Centre and Robinson Point which were divested in 2010
- (2) Six Battery Road is currently under upgrading expected to be completed in end-2013
- (3) Wilkie Edge is a property legally completed in December 2008
- (4) CapitaGreen is the Grade A office tower under development on the former site of Market Street Car Park. Development expected to be completed in 4Q 2014





Property details (1)











	Capital Tower	Six Battery Road	One George Street	Raffles City	Twenty Anson
Address	168 Robinson Rd	6 Battery Rd	1 George Street	250/252 North Bridge Rd; 2 Stamford Rd; 80 Bras Basah Rd	20 Anson Road
NLA (sq ft)	741,000	497,000	448,000	802,437 (Office: 380,320, Retail: 422,117)	203,000
Leasehold expiring	31-Dec-2094	19-Apr-2825	21-Jan-2102	15-Jul-2078	23-Nov-2106
Committed occupancy	100.0%	91.6%	93.5%	99.6%	100.0%
Valuation (30 Jun 2012)	\$1,201.0m	\$1,188.0m	\$948.0m	\$2,863.0m (100%) \$1,717.8m (60%)	\$431.0 m
Car park lots	415	190	178	1,045	55





Property details (2)











	HSBC Building	Wilkie Edge	Bugis Village (1)	Golden Shoe Car Park	CapitaGreen ⁽²⁾
Address	21 Collyer Quay	8 Wilkie Road	62 to 67 Queen St, 151 to 166 Rochor Rd, 229 to 253 (odd nos only) Victoria St	50 Market Street	138 Market Street
NLA (sq ft)	200,000	149,000	122,000	44,000	700,000 (100%)
Leasehold expiring	18-Dec-2849	20-Feb-2105	30-Mar-2088	31-Jan-2081	31-Mar-2073
Committed occupancy	100.0%	93.5%	97.9%	100.0%	Under development
Valuation (30 Jun 2012)	\$396.0m	\$157.0m	\$60.0m	\$127.8m	\$1,400m (total pde)
Car park lots	NA	215	NA	1,053	170 – 180

Notes:

- (1) The leasehold title and the valuation take into account the right of the President of the Republic of Singapore, as Lessor under the State Lease, to terminate the State Lease on 1 April 2019 upon payment of S\$6,610,208.53 plus accrued interest.
- (2) Figures shown are 100% interest. CCT owns 40% of CapitaGreen development with a call option to acquire balance 60% within 3 years upon receipt of temporary occupation permit. Development expected to complete by 4Q 2014.



Known Future Office Supply in Central Area (2013 - 2017)

Exp. DOC	Proposed Office Projects	Location	NFA (sf)			
2Q2013	Asia Square Tower 2	Marina Bay	775,100			
		Subtotal (2013):	775,100			
4Q2014	CapitaGreen	Raffles Place	700,000			
	Subtotal (2014):	700,000				
2Q2015	V on Shenton (Former UIC Building at 5 Shenton Way)	Shenton Way	270,000			
2015	South Beach Development	City Hall	502,000			
		Subtotal (2015):	772,000			
2016	Peck Seah Street / Choon Guan Street	Tanjong Pagar	800,000			
2016	Ophir Road/Rochor Road White Site	Bugis	580,000			
		Subtotal (2016):	1,380,000			
2017	Marina One	Marina Bay	1,830,000			
2017	Redevelopment of International Factors Building & Robinson	Shenton Way	215,300			
	Towers					
		Subtotal (2017):	2,045,300			
TOTAL FORECAST SUPPLY (2013-2017<)						

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