

Keppel Land Limited

1H2004 Results

28 July 2004



Presentation Highlights

- Financial Results
- Operations Review
- Market Outlook
- Going Forward

Financial Results

Financial Performance

\$m	1H2004	1H2003	% Change
Turnover	285.3	298.1	(4.3)
EBITDA	62.3	57.3	8.7
Operating Profit	56.2	50.5	11.3
Pre-tax Profit	65.7	52.8	24.4
PATMI	60.1	47.4	26.8

Financial Performance 2Q2004

\$m	2Q04	2Q03	%Chg	1Q04	%Chg
Turnover	173.1	155.2	11.5	112.1	54.4
EBITDA	36.4	26.0	40.0	25.9	40.5
Operating Profit	33.3	22.8	46.1	22.9	45.4
Pre-tax Profit	36.2	23.5	54.0	29.6	22.3
Net Profit	30.5	25.9	17.8	29.6	3.0

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Key Ratios

Key Ratios	1H2004	1H2003	% Change
EPS (¢)	8.5	6.7	26.9
NTA/Share (\$)	2.11	2.14	(1.4)
Debt/Equity Ratio (x)	1.02	1.01	1.0
Annualised ROE (%)	8.0	6.3	27.0

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Net Profit - by Business Segment

Business Segment	1H2004	1H2003	%
	\$m	\$m	Change
Property			
Investment	18.2	18.0	1.1
Trading	46.4	26.2	77.1
Others			
Hotels / Resorts	(5.1)	(7.8)	nm
Property Services / Etc	0.6	11.0	(94.5)
PATMI	60.1	47.4	26.8

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Net Profit - by Geographical Location

Geographical Segment	1H2004		1H2003		%
	\$m	%	\$m	%	Change
Singapore	42.4	70.5	34.3	72.4	23.6
Other Countries	17.7	29.5	13.1	27.6	35.1
PATMI	60.1	100.0	47.4	100.0	26.8

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Notes on Profit Recognition

Singapore

- Cluny Hill bungalow plots :
 - Profit recognition of \$10.9m from sale of two plots
- Caribbean at Keppel Bay :
 - Profit recognition of \$6.1m in 1H2004
 - 34% sales and 85% completion as at end-1H2004

Overseas

- One Park Avenue :
 - Profit recognition of \$14.3m in 1H2004
 - 100% sales and 83.7% completion as at end-1H2004

Operations Review

Operations Review

Singapore

- Sold 39 units (31%) of Urbana in soft launch
- Sold two Cluny Hill bungalow plots
- Amalgamated Quelin Gardens and Devonshire Road sites to develop a 200-unit condominium in a JV

Overseas

- Sold out Phase 1 of 8 Park Avenue (85 units)
- Launched The Seasons in Beijing and soft-launched The Waterfront in Chengdu
- Entered into JV to develop a 2,000-unit condominium in Bangalore, India
- Asia No. 1 Property Fund acquired a US\$38m office building in the Yeouido District in Seoul, South Korea

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Corporate Awards

- Recognition for excellence in product quality
 - Prudential Tower - Winner in the Office/Industrial Category of the FIABCI Prix d'Excellence Award
- Recognition for corporate transparency
 - Ranked among the top five for corporate governance disclosure in a joint study of Singapore-listed companies by Standard & Poor's and NUS
 - Ranked top among real estate companies and overall 6th among Singapore companies in a corporate governance survey conducted by US-based Institutional Shareholder Services and Business Week
 - 1st Runner-up for FY2002 Annual Report Award, with five consecutive wins previously

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Market Outlook

Singapore Market Outlook

Residential

- Prices rose 0.1% in 2Q04, the first gain in seven quarters, showing signs of a recovery
- Steady take-up of 1,298 new units in 2Q04, up from 1,216 units in 1Q04
- Strong economic growth and pent-up demand will lift the residential market

Singapore Market Outlook

Office

- **Encouraging signs that market is starting to recover**
 - Prime office rentals rose by 0.7% in 2Q04, the first turnaround in 13 quarters
 - Total office occupancy rose to 82.7% in 2Q04 from 82.1% at end 2003
- **Demand driven by expansion of institutions in financial and services sectors**
- **Limited supply of less than one million sf per annum will push up occupancy and rental**

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Overseas Market Outlook

- **Positive economic outlook, favourable demographics and government incentives lend support to sustainable demand for housing in Asia in countries such as China, Thailand, Vietnam and India**
- **Sustainable growth in China with cooling-off measures taking effect**

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Going Forward

Going Forward

Singapore

- Selectively acquire land for residential development
- Launch residential projects
- Continue efforts to divest low-yielding investment properties

Overseas

- Launch residential projects in China, Thailand and Vietnam
- Pursue residential development opportunities in major growth cities in Asia

Current and Upcoming Launches - Singapore 2004

Project	Location	Units sold	Units to launch
The Callista	22 Mar Thoma Road	51	36
The Elysia	6 Mar Thoma Road	7	33
The Linc	Lincoln Road	26	25
Freesia Woods	Sunset Way	78	51
Cluny Hill Bungalow Plots	Cluny Hill	11	5
Caribbean at Keppel Bay	Keppel Bay Drive	305	664
Urbana	River Valley Road	39	87
Park Infinia at Wee Nam	Wee Nam Road	-	480
The Tresor	Duchess Park	-	62

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Caribbean at Keppel Bay



- Public launch in August 2004

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Current and Upcoming Launches - Overseas 2004 - 2006

Project	Total No. of Units	Exp. Launch Date
China		
8 Park Avenue, Shanghai (2nd Phase)	945 condo units	2H2004
The Seasons, Beijing	1,859 condo units	2H2004
The Waterfront, Chengdu	1,143 condo units	2H2004
Chengdu Township (Parcel 1)	970 apartments	1H2005
Park Avenue Central, Shanghai	708 condo units	2H2005
Chengdu Township (Parcel 2)	1,002 apartments	1H2006
Thailand		
Villa Arcadia at Srinakarin, Bangkok	367 detached houses	2H2004
Villa Arcadia at Watcharapol, Bangkok	270 detached houses	2H2004
Vietnam		
Villa Riviera, Ho Chi Minh City	113 villas	2H2004
Saigon Sports City (Phase 1)	250 apartments	1H2005
Saigon Sports City (Phase 2)	250 apartments	2H2006
India		
High-rise condominium, Bangalore (Phase 1)	400 condo units	1H2006

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The Seasons, Beijing



- Launched 180 units in July 2004
- 36% sold (65 units of 183 units)

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The Waterfront, Chengdu



- **Soft-launched in July 2004**
- **51% sold (87 of 169 units)**

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Thank You

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