

Keppel Land Limited

1Q2005 Results

25 April 2005



Highlights

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

Financial Performance

\$m	1Q2005	1Q2004	% Chg
Turnover	94.5	112.1	(15.7)
EBITDA	44.7	25.8	73.3
Operating Profit	41.6	22.8	82.5
Pre-tax Profit	45.7	29.5	54.9
PATMI	36.2	29.4	23.1

Key Ratios

	1Q2005	1Q2004	% Chg
EPS (¢)	5.1	4.1	24.4
NTA/Share (\$)	2.27	2.12	7.1
Debt/Equity Ratio	0.97	0.96	1.0
Annualised ROE * (%)	9.0	7.8	15.4

** Before EI (if any)*

Net Profit - by Business Segment

Business Segment	1Q2005 \$m	1Q2004 \$m	% Chg
Property			
Trading	30.0	19.4	54.6
Investment	6.1	11.5	(47.0)
Hotels / Resorts	(1.9)	(2.6)	nm
Others	2.0	1.1	81.8
PATMI after EI	36.2	29.4	23.1

Net Profit - by Geographical Location

Geographical Location	1Q2005		1Q2004		%
	\$m	%	\$m	%	Chg
Singapore	19.2	53.0	20.6	70.1	(6.8)
Other Countries	17.0	47.0	8.8	29.9	93.2
PATMI after EI	36.2	100.0	29.4	100.0	23.1

Notes on Profit Recognition

- **8 Park Avenue :**
 - **Profit recognition of \$7.4m in 1Q2005**
 - **27% sales and 24% completion as at end-March 2005**

- **The Waterfront :**
 - **Profit recognition of \$2.3m in 1Q2005**
 - **42% sales and 43% completion as at end-March 2005**

Operations Review

Operations Review

Singapore

- Secured Deutsche Bank for 140,000 sf of office space at One Raffles Quay
 - Together with ABN AMRO's commitment of 160,000 sf, 25% of the total office development has been pre-committed
- Keppel Land-Harrah's JV invited to submit formal proposals for world-class iconic Integrated Resorts at Sentosa and Marina Bayfront

Operations Review

Overseas

- **Launched The Botanica in Chengdu, first township development in China under JV with HDB Corp**
 - **Some 621 out of 661 launched units sold (latest average achieved price of about RMB3,400 psm)**
- **Secured Carrefour as anchor tenant of BG Junction, with pre-commitment of 11,940 sm for 25 years**

Operations Review

Overseas

- **Other residential projects in China continue to chalk up good sales :**
 - **8 Park Avenue (Shanghai) : 100% of 111 units at Block 4 sold at average price of about RMB25,000 psm (all 341 units in 4 blocks sold)**
 - **The Seasons (Beijing) : 90% of 785 launched units sold (latest achieved price of about RMB8,300 psm)**
 - **The Waterfront (Chengdu) : 91% of 716 launched units sold (latest achieved price of about RMB6,000 psm)**

Operations Review

Fund Management

- **Asia No. 1 Property Fund achieved final closing, raising another US\$141 million**
 - **Total equity of the fund now US\$243 million**
 - **Assets Under Management (AUM) of about US\$600 million when fully invested**
- **Alpha Core Plus Real Estate Fund, with first closing of US\$165 million, invested in several properties in Tokyo, Japan**
- **Total AUM of about US\$1 billion when two funds are fully invested**

Recent Corporate Awards

- **“Best in Class” status for environmental and social performance conferred by Storebrand**
- **Top Six in ACCA Singapore Environmental Reporting Award 2004 competition**
- **Top 10 Real Estate Corporations in Beijing by Beijing Lifestyle Guide magazine**
- **Shanghai Merryfield - Distinguished Foreign Invested Enterprise Award 2004 by Shanghai’s Jingan District Government**

Recent Awards for Product Excellence

- **8 Park Avenue, Shanghai - 2005 Shanghai Top 10 International-grade Residential Property by People's Daily**
- **The Seasons, Beijing - 2005 Most Anticipated Project by An Jia magazine**
- **The Waterfront, Chengdu - Recommended Project with Good Investment Value by Chengdu Housing Bureau**
- **The Botanica, Chengdu - 2005 Project with Good Investment Value by Chengdu Real Estate Brand Promotion Centre**
- **Sedona Suites Hanoi - Best Luxury Serviced Apartments for 3rd consecutive year by Vietnam Economic Times magazine**
- **Sedona Suites Ho Chi Minh City - Best Business Serviced Apartments for 2nd consecutive year by Vietnam Economic Times magazine**
- **Spring City Golf & Lake Resort - Best Golf Course in China by US Golf Digest and Asian Golf Monthly**
- **Ria Bintan - Best Golf Course in Asia 2004 (2nd Runner-up) by Asian Golf Monthly**

Market Outlook

Market Outlook - Singapore

Residential

- Residential market on firm uptrend
 - Demand exceeded expectations with 1,250 units sold in 1Q2005
 - Prices rose for 4th consecutive quarter (URA residential price index up 0.7% in 1Q2005)
- Market poised to improve further
 - Home prices to edge up as volume increases

Market Outlook - Singapore

Office

- **Rising demand underpinned by economic recovery**
 - **Positive demand over 4 consecutive quarters, with 0.5m sf taken up in 1Q2005**
 - **Island-wide occupancy rose to 85% at end-March 2005, the highest level since 4Q2002**
 - **Prime rentals rose 5.7% q-o-q to \$4.65 psf (source : CBRE)**
- **Positive outlook for prime office market**
 - **Limited new supply and increasing demand pushing up rental rates and capital values**

Market Outlook - Asia

- **Asian demand for quality homes and well-planned residential townships to grow at sustained pace in countries such as China, Vietnam, Thailand, India and Indonesia**
- **Housing demand underpinned by economic growth, urbanisation, favourable demographics trends and positive government policies**

Going Forward

Going Forward

Singapore

- Progressively launch residential projects
- Selectively acquire development sites
- Actively lease out space in One Raffles Quay and other office buildings
- Continue to monitor market for divestment options for investment properties

Possible Residential Launches Singapore 2005

Project	Location	Units to Launch
Cluny Hill Bungalow Plots *	Cluny Hill	3
Caribbean at Keppel Bay	Keppel Bay Drive	160
Urbana *	River Valley Rd	46
Park Infinia at Wee Nam ^ (Phase 1)	Wee Nam/Keng Lee Rd	200
The Belvedere ^	Meyer Rd	167
Devonshire Rd (60% stake) ^	Devonshire Rd	163

* Balance units

^ New launches

Going Forward

Overseas

- **Maintain expansion drive in promising areas in Asia**
 - **Make headway into new countries, cities and market segments**
- **Tap development opportunities in existing cities and niche markets**
- **Launch residential and township projects in China, Thailand, Vietnam, India and Indonesia**

Residential Pipeline Overseas

Project	Balance Units	Expected Launch Date ^
<u>China</u>		
8 Park Avenue, Shanghai	604	1H2005
The Seasons, Beijing	1,152	1H2005
The Waterfront, Chengdu	489	1H2005
The Botanica (Parcel 1), Chengdu	349	1H2005
The Botanica (Parcel 2), Chengdu	1,368	1H2006
Xujing Villas, Shanghai *	186	1H2006
Park Avenue Central, Shanghai *	708	2H2007

^ For part of balance units

* New launches

Residential Pipeline Overseas

Project	Balance Units	Expected Launch Date ^
<u>Vietnam</u>		
Villa Riviera, Ho Chi Minh City	99	1H2005
Saigon Sports City (Phase 1), HCMC *	782	2H2005
<u>Thailand</u>		
Villa Arcadia at Srinakarin, Bangkok	334	1H2005
Villa Arcadia at Watcharapol, Bangkok *	270	2H2005
<u>India</u>		
High-rise condominium, Bangalore *	1,578	2H2005
<u>Indonesia</u>		
Cakung Township (Phase 1), Jakarta *	1,156	2H2006

^ For part of balance units

* New launches

This release may contain statements which are subject to risks and uncertainties that could cause actual results to differ materially from such statements. You are cautioned not to place undue reliance on such statements, which are based in the current views of Management on future developments and events.