

Marina Bay Financial Centre



17 November 2006

Presentation Outline

- **Introduction**
 - Background
 - Strategic Location
 - One Raffles Quay
- **Marina Bay Financial Centre**
 - Phase 1 Details
 - Phase 1 Office
 - Phase 1 Residential

Introduction

Background

- **Development of New Downtown at Marina Bay**
 - Singapore's new CBD area
- **One Raffles Quay is KLL's first development in this area**
- **Marina Bay Financial Centre (MBFC) strengthens KLL's foothold in the New Downtown**



Strategic Location

Marina Bay Financial Centre



Marina Bay
Integrated Resort

Esplanade
Theatres

Landmark MRT station

One Raffles Quay

Existing hotels,
convention and
retail facilities

Crown jewel of Marina Bay, linking One Raffles Quay, Esplanade Theatres, Marina Bay Integrated Resort and Landmark MRT station

One Raffles Quay

- **Strong partners**

- Developed with Cheung Kong and Hongkong Land, Asia's leading property companies
- Consortium now embarking on 2nd project Marina Bay Financial Centre

- **1.33 mil sf (TLA) office development**

- Site acquired in Mar 01 at \$290 psf
- Commenced work in Jun 02
- TOP : North Tower - Oct 06
South Tower - Apr 06

- **100% pre-committed, tenants include :**

- Deutsche Bank, UBS, ABN Amro, Ernst & Young, Credit Suisse and Barclays

- **One Raffles Quay provides relevant experience for MBFC**



Marina Bay Financial Centre

Marina Bay Financial Centre

- **More than just an office building**
 - “City in a Garden” integrated work-play environment
 - Contribute to the fulfilment of vision for Marina Bay
 - Strengthen Singapore’s position as Asia’s key financial hub
- **Awarded site in Jul 05 with same partners**
 - Site area : 3.55-ha
 - Land price : \$381 psf



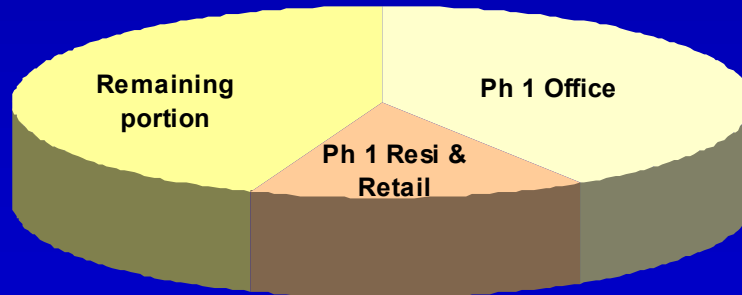
Marina Bay Financial Centre

- **Total GFA of 438,000 sm**

Guidelines :

- At least 60% for office space
- Remaining 40% for white site use

Total GFA : 438,000 sm



**Remaining (194,000 sm)
8 years option**

Ph 1 (244,000 sm) :
Office : 180,000 sm
Resi & retail : 64,000 sm

Phase 1 Details

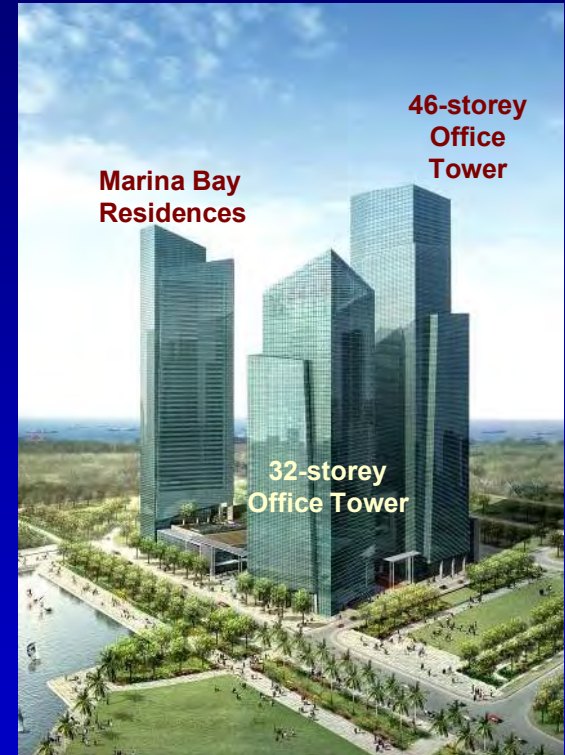


- **Vibrant new \$2 bil financial precinct**
- **Two office towers**
 - NLA : 1.65 mil sf
- **One residential tower** (total 428 units)
 - NSA : 0.56 mil sf
- **Unparalleled views of CBD skyline, Marina Bay area and the Straits of Singapore**
- **Designed by world-renowned Kohn Pederson Fox Associates**
- **Ready in 2010**

Phase 1 Office

- **Office Towers**

- Two office towers (32 and 46-storeys)
- 1.65 mil sf (NLA) of grade A office space
- Large column-free floor plates of 21,000 sf and 24,000 sf



Phase 1 Residential

- **Marina Bay Residences**

- Residential component of Marina Bay Financial Centre
- Comprises 428 luxury waterfront homes fronting Marina Bay
- Features 1-, 2-, 3-, and 4-bedroom units as well as penthouses in 55-storey tower
- Well-positioned to meet strong international demand
- Plan to launch 200 units in 4Q06



Additional Info

Singapore Office Market

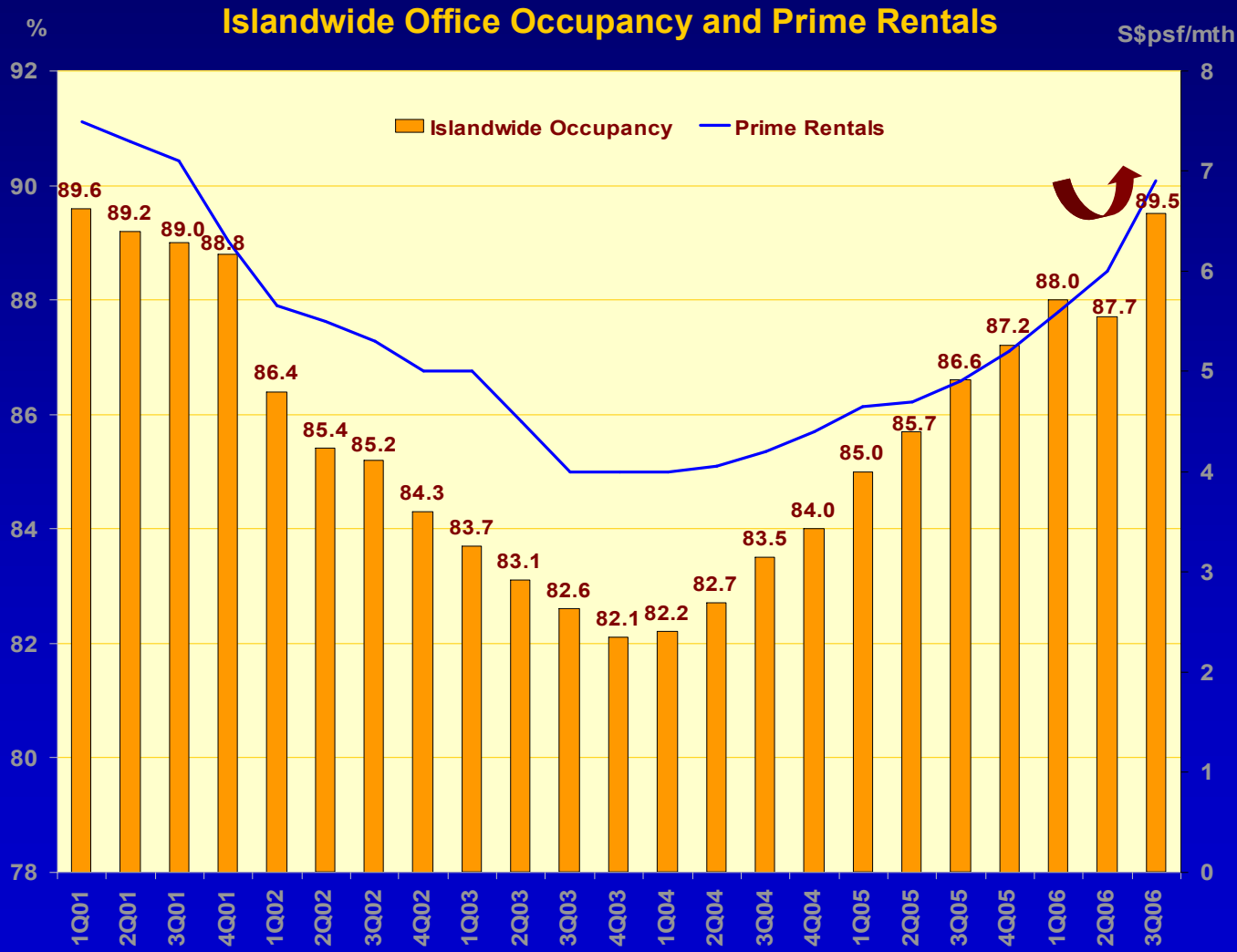
- **Strong take-up of 1.84 mil sf for Jan-Sep 06, with entry of new companies and expansion of existing ones** (URA)
 - Grade A office occupancy : 99.3% (CBRE)
 - Avg Grade A office rentals : \$7.60 psf, up 11.8% qoq (CBRE)
- **Limited availability of quality space**
 - 2007-2010 : Average new supply of 0.74 mil sf p.a. (CBRE)
 - Redevelopment to reduce CBD space by 1.5 mil sf (7-8% of current stock)
- **Further escalation of rents**
 - Prime rents up 41% yoy to \$6.90 psf/mth, highest since end-2001 (URA)
 - Grade A and prime rentals projected to rise by >9% and >5% respectively by end-2006 (CBRE)

Office Supply (2006-2010)

Expected Completion	Proposed Office Projects	NFA (sf)
2006	Parakou Building	64,000
	One Raffles Quay	1,322,534
	55 Market Street - addition	78,000
	SIF Building Redevelopment	68,000
	<i>Sub- total</i>	<i>1,532,534</i>
2007	LKN Building Redevelopment	80,800
	VisionCrest	139,000
	Central (office block only)	179,000
	<i>Sub- total</i>	<i>398,800</i>
2008	Selegie Road Office/Soho/Retail /Serviced Apt development	82,000
	HarbourFront Tower 5	208,000
	<i>Sub- total</i>	<i>290,000</i>
2009	Overseas Union House Redevelopment	415,000
	Crosby House Redevelopment	228,000
	<i>Sub-total</i>	<i>643,000</i>
2010	MBFC (Phase 1)	1,646,876
Total (2006-2010)		4,511,210

Source : URA, CBRE and KLL

Office Occupancy and Rentals



Office Occupancy Costs

- Singapore ranked 43rd worldwide, attractive compared to other Asian cities

Global 50 Index (by occupation cost in US\$ psf per annum)

Ranking	City	US\$/sf/annum	Ranking	City	US\$/sf/annum
1	London (West End), England	185.60	17	New Delhi, India	63.28
2	Tokyo (Inner Central), Japan	130.05	21	Milan, Italy	60.05
3	London (City), England	127.49	23	New York - Midtown Manhattan	55.15
4	Tokyo (Outer Central), Japan	117.90	26	Frankfurt am Main, Germany	54.26
5	Hong Kong	101.67	27	Madrid, Spain	54.13
7	Mumbai (Bombay), India	93.06	37	Shanghai (Pudong), China	44.86
8	Paris, France	92.48	39	Shanghai (Puxi), China	43.30
11	Edinburgh, Scotland	72.85	40	Washington, DC (CBD)	42.74
14	Seoul, South Korea	68.99	43	Singapore	41.53(S\$5.45psf/mth)

Source : CBRE Global Market Rents (May 2006)

USD : SGD =1.576

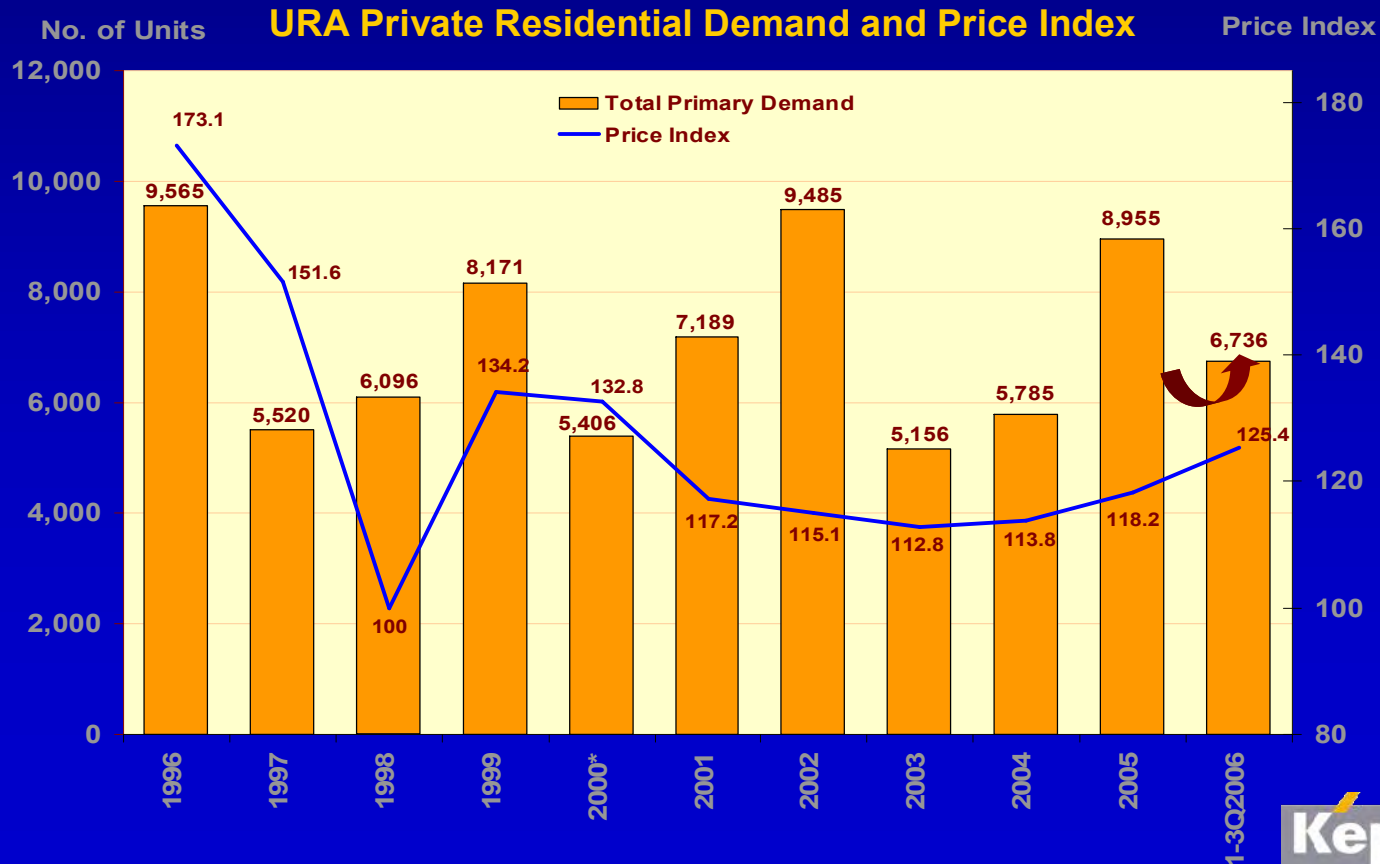
Singapore Residential Market

- **Continued uptrend in prices and demand, led by strong take-up of high-end homes**
 - High-end price hit :
 - \$3,000 psf for Tomlinson area,
 - \$2,300 psf for Ardmore Park area, and
 - \$1,800 psf for Sentosa condominiums
- **Singapore's growing appeal as global city attracting more foreign buyers**
 - 22% or 3,143 of the 14,286 homes sold in Jan-Sep 06 were bought by foreigners (Savills Singapore)
- **Exciting new lifestyle products like upmarket city condos and luxury waterfront homes likely to fuel demand**

Residential Price and Rentals

- **Continued uptrend in prices and demand**

- More than 6,700 new units sold in Jan-Sep 06, up 2.7% yoy (URA)
- Prices up 6.1% in first nine months of 2006, with the 2.7% rise in 3Q06 being the highest quarterly increase in 6 years (URA)



Thank you

