REDAS

REDAS SEMINAR ON "PROPERTY PROSPECTS UPDATE 2007"

Tuesday, 31st July 2007
Novotel Clarke Quay Singapore

Final Programme

8.30am – 9.15am	**Registration**
9.15am – 9.30am	**Opening Address** *Mr. Chia Ngiang Hong* *REDAS First Vice President* *Group General Manager, City Developments Limited*
9.30am – 10.00am	**Residential Market - Overview + Emerging Trends** *Mr. Ku Swee Yong* *Director, Marketing & Business Development* *Savills (Singapore) Private Limited*
10.00am – 10.30am	**Office Space Crunch in CBD** *Mrs. Ong Choon Fah* *Executive Director* *DTZ Debenham Tie Leung (SEA) Pte Ltd*
10.30am – 11.00am	**Coffee Break**
11.00am – 11.30am	**An Update on Investment Sales** *Mr. Karamjit Singh* *Managing Director* *Credo Real Estate (Singapore) Pte Ltd*
11.30am – 12.00pm	**Retail Trends and Challenges** *Ms. Sherene Sng* *Director, Retail Department* *Knight Frank Pte Ltd*

12.00pm – 12.30pm	**Q&A Session I** *Chairman:* *Dr. Boaz Boon* *Senior Vice President, (Research)* *CapitaLand Limited* *Senior Vice President, CapitaLand Financial Limited* *Panelists:* *Speakers*
12.30pm – 2.00pm	**Lunch**
2.00pm – 2.30pm	**Emerging Trends and Real Estate Investment Opportunities in Second-Tier Cities in China** *Ms. Anna M. Kalifa* *Associate Director and Head of Research – Beijing* *Jones Lang LaSalle*
2.30pm – 3.00pm	**New Outlook for Sustainable Design** *Mr. Look Boon Gee* *Principal Partner* *LOOK Architects*
3.00pm – 3.30pm	**Coffee Break**
3.30pm – 4.00pm	**Impact of the Integrated Resorts on Singapore's Property Market** *Dr. Chua Yang Liang* *Local Director and Head of Research – Singapore and South East Asia* *Jones Lang LaSalle*
4.00pm – 4.30pm	**Looking ahead with the Marina Bay Financial Centre** *Mr. David Martin* *General Manager* *Marina Bay Financial Centre*
4.30pm – 5.00pm	**Q&A Session II** *Chairman:* *Mr. Chia Ngiang Hong* *REDAS First Vice President* *Group General Manager, City Developments Limited* *Panelists:* *Speakers*
5.00pm	**END**

REDAS SEMINAR ON 'PROPERTY PROSPECTS UPDATE 2007'

Tuesday, 31st July 2007

RESIDENTIAL MARKET – OVERVIEW + EMERGING TRENDS

By Mr. Ku Swee Yong
Director, Marketing & Business Development
Savills (Singapore) Private Limited

REDAS

Savills World leading property services

savills

Emerging Trends – Residential Market



Ku Swee Yong
July 2007

Emerging Trends – Residential Market

savills

Agenda

- Factors that have propelled the market
- Market overview
- Emerging trends
- Comparing to other cities
- What can we infer from numbers?

Emerging Trends – Residential Market

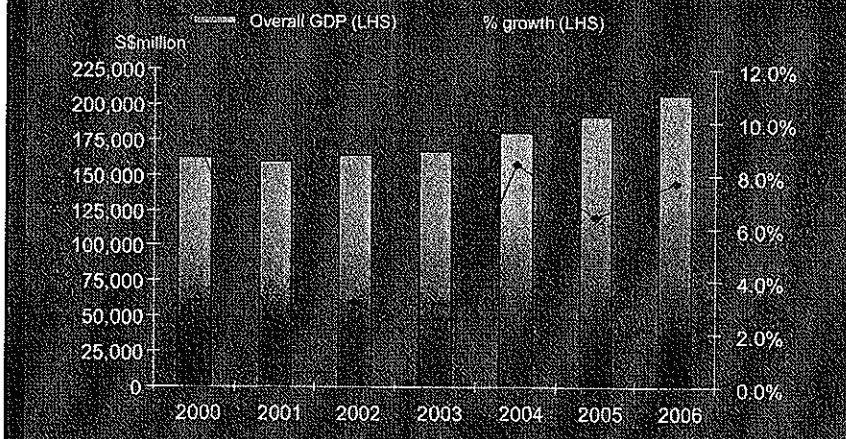
savills

Factors that have propelled the market

GDP growth rate remains strong

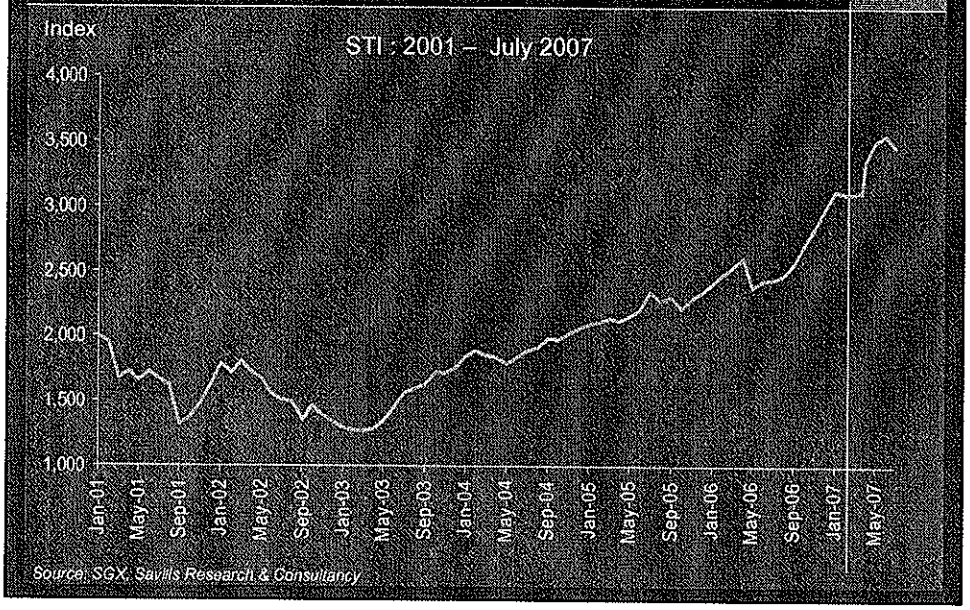
savills

Advance GDP registered 8.2 % in Q2/2007

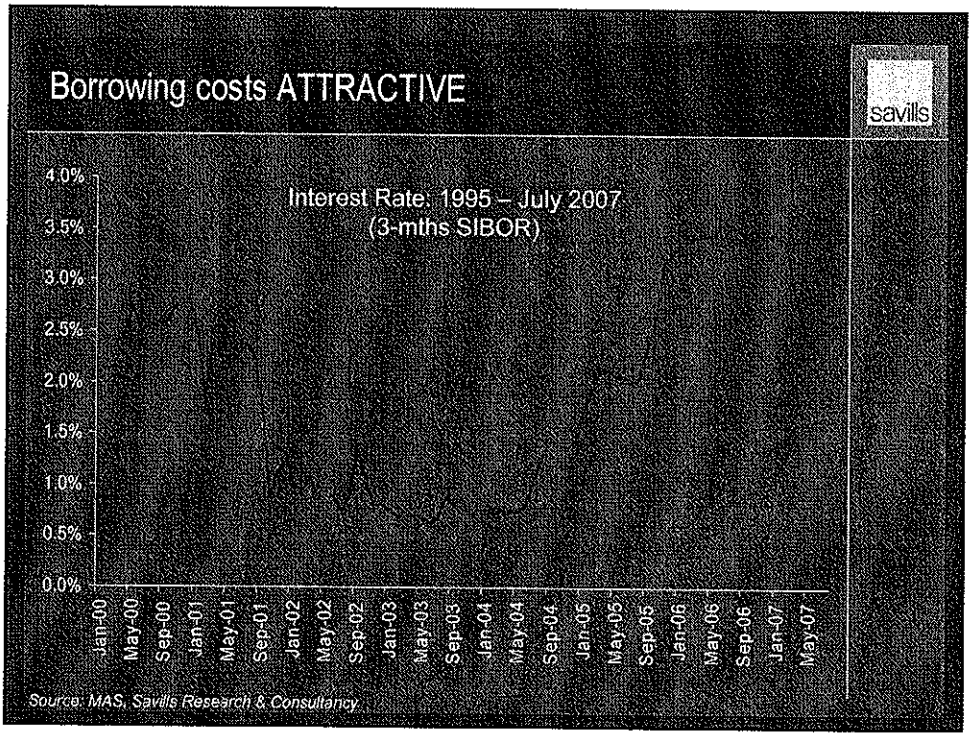


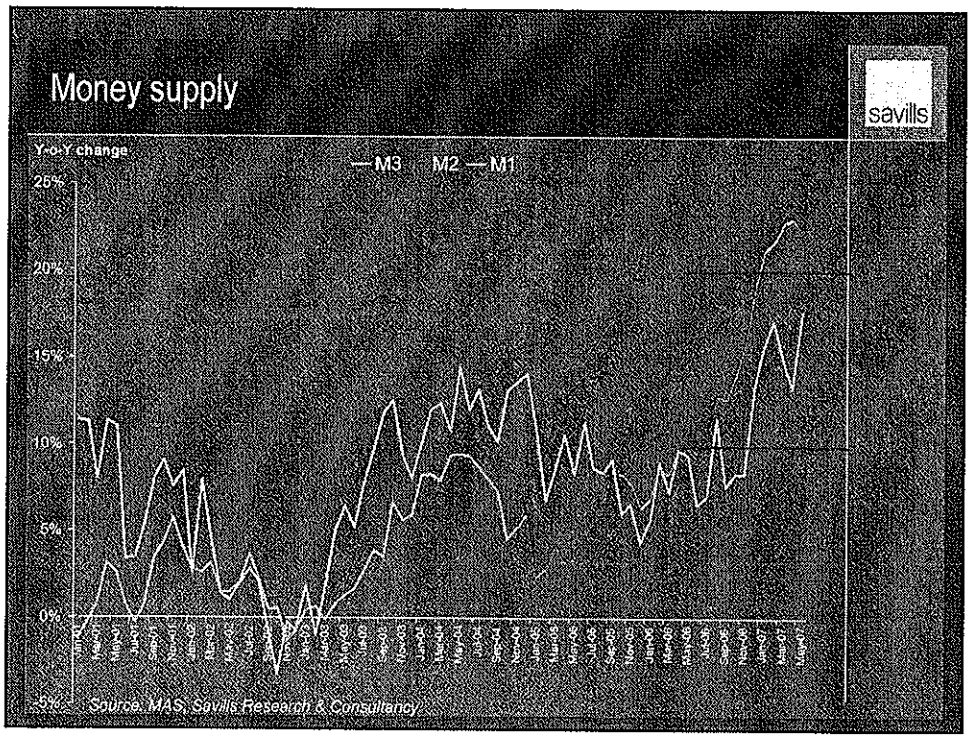
Source: Singapore Department of Statistics, Savills Research & Consultancy

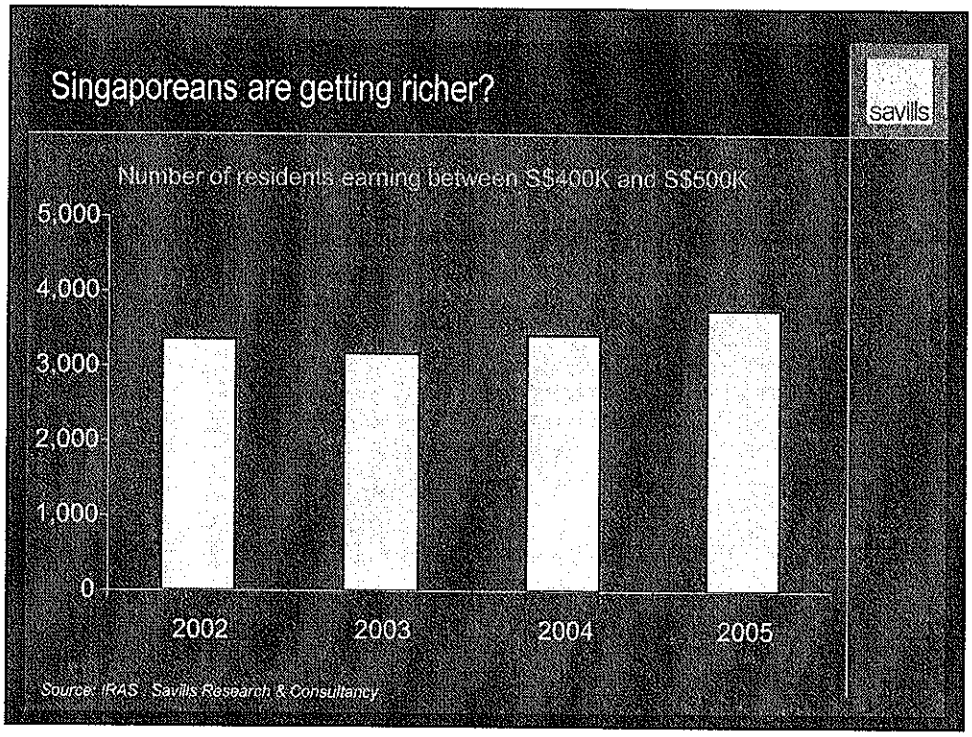
Straits Times Index at all-time high, property market always follows

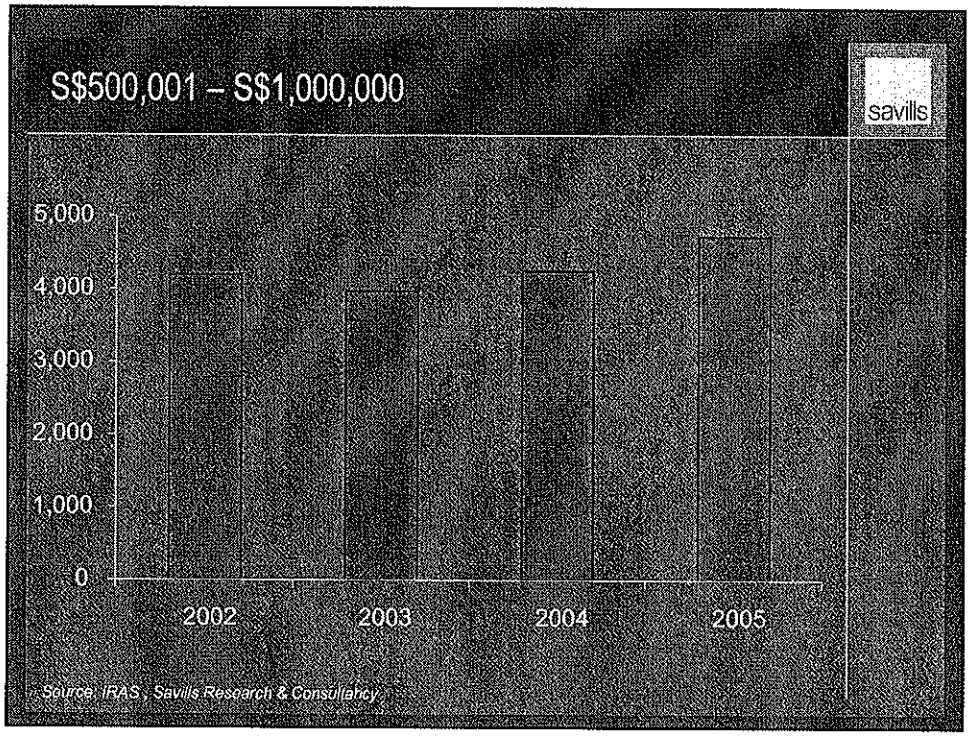


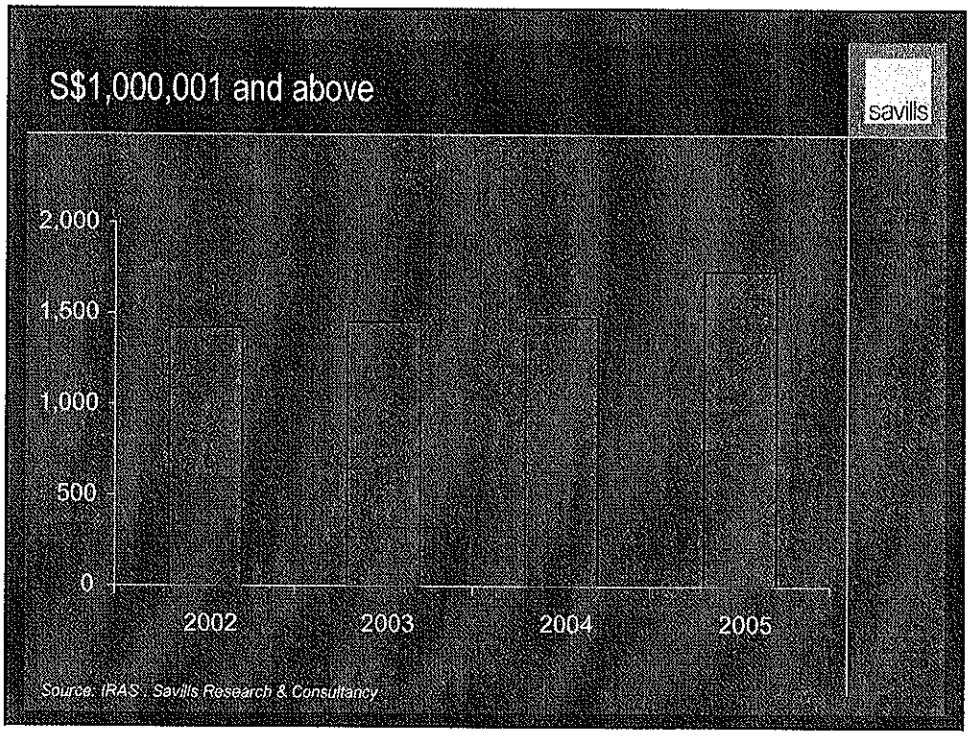
Borrowing costs ATTRACTIVE




Money supply
savills
Y-o-Y change
—M3 M2 —M1
25%
20%
15%
10%
5%
0%
-5%
Source: MAS, Savills Research & Consultancy


Singaporeans are getting richer?
savills
Number of residents earning between S$400K and S$500K
5,000
4,000
3,000
2,000
1,000
0
2002
2003
2004
2005
Source: IRAS, Savills Research & Consultancy


S$500,001 – S$1,000,000
savills
5,000
4,000
3,000
2,000
1,000
0
2002
2003
2004
2005
Source: IRAS , Savills Research & Consultancy


S$1,000,001 and above
savills
2,000
1,500
1,000
500
0
2002
2003
2004
2005
Source: IRAS , Savills Research & Consultancy

Emerging Trends – Residential Market

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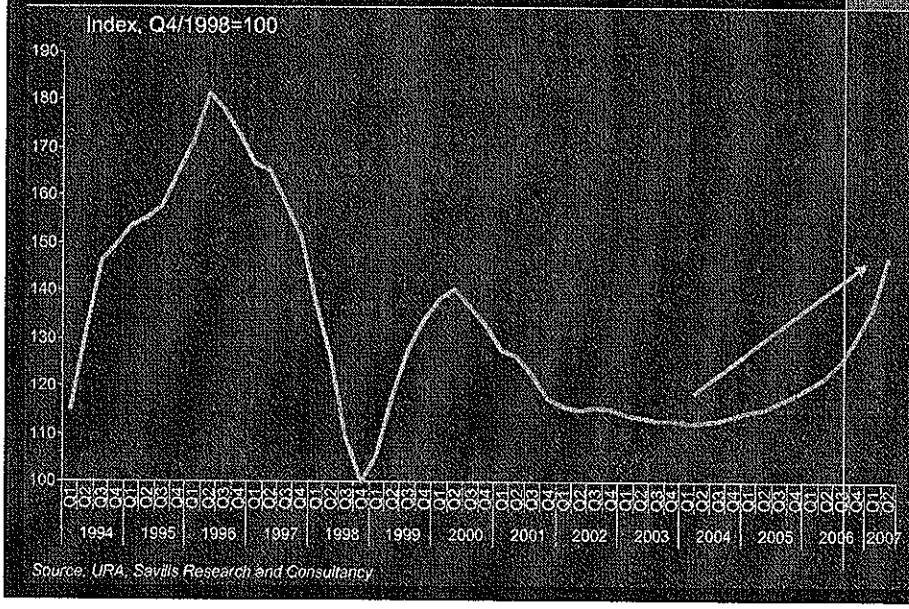
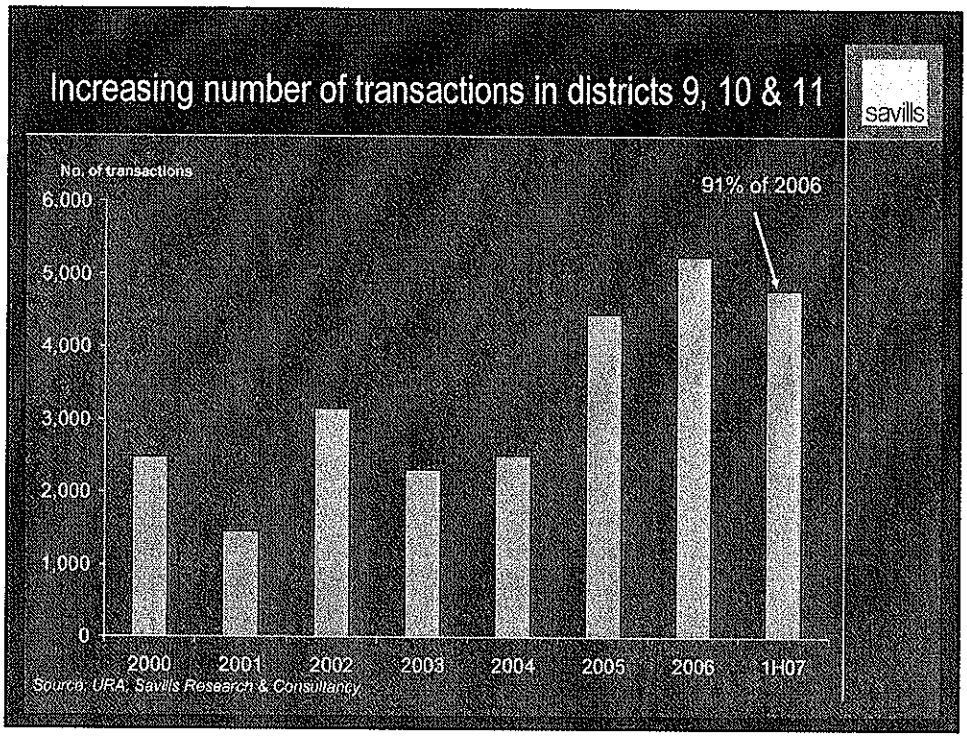
Market Overview

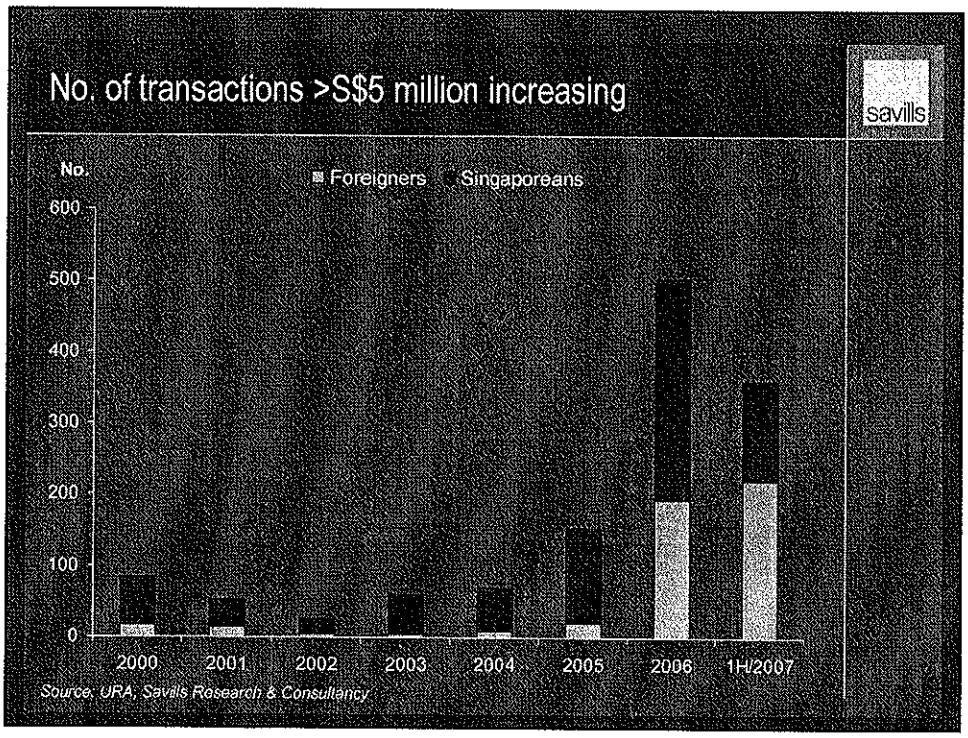
Overall, Price Index UP 13 Consecutive Quarters

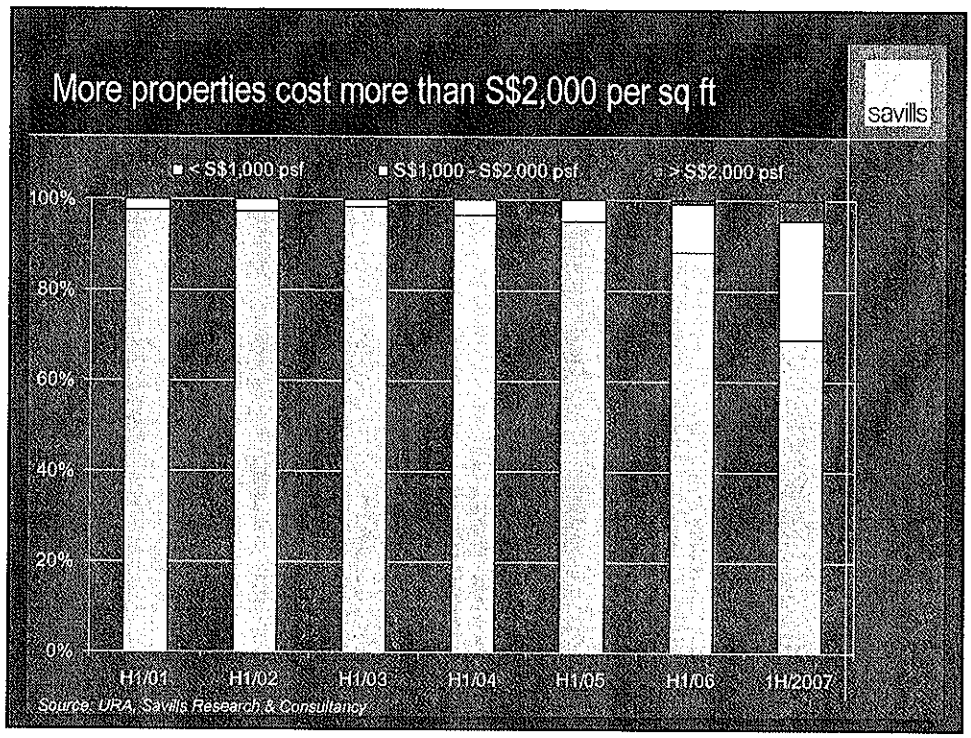
savills

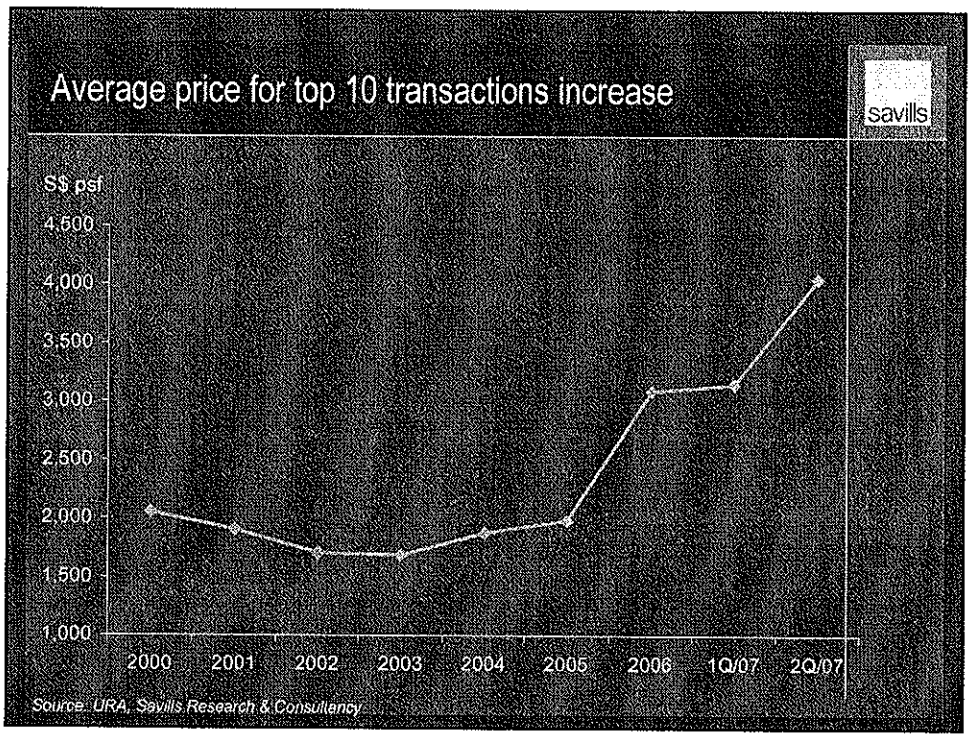


Source: URA, Savills Research and Consultancy


Increasing number of transactions in districts 9, 10 & 11
savills
No. of transactions
6,000
5,000
4,000
3,000
2,000
1,000
0
91% of 2006
2000
2001
2002
2003
2004
2005
2006
1H07
Source: URA, Savills Research & Consultancy


No. of transactions >S$5 million increasing
savills
No.
Foreigners
Singaporeans
600
500
400
300
200
100
0
2000
2001
2002
2003
2004
2005
2006
1H2007
Source: URA, Savills Research & Consultancy


More properties cost more than S$2,000 per sq ft
savills
< S$1,000 psf
S$1,000 - S$2,000 psf
> S$2,000 psf
100%
80%
60%
40%
20%
0%
H1/01
H1/02
H1/03
H1/04
H1/05
H1/06
1H/2007
Source: URA, Savills Research & Consultancy


Average price for top 10 transactions increase
savills
S$ psf
4,500
4,000
3,500
3,000
2,500
2,000
1,500
1,000
2000
2001
2002
2003
2004
2005
2006
1Q/07
2Q/07
Source: URA, Savills Research & Consultancy

Emerging Trends – Residential Market

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So, what do we build?

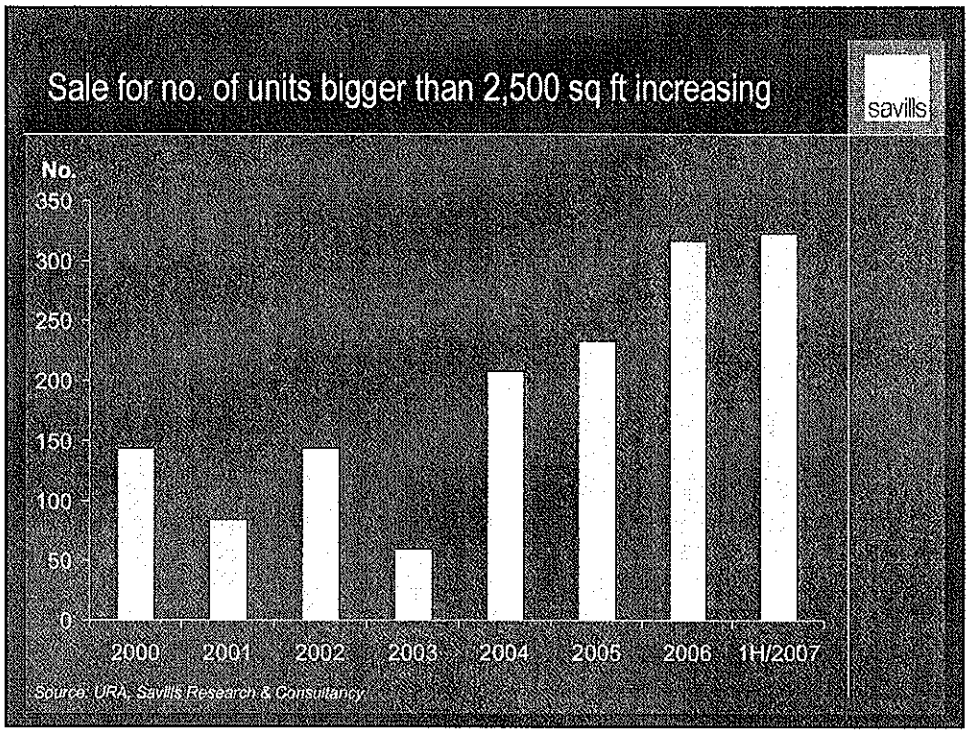
Affluent buyers are looking for crème of the crop

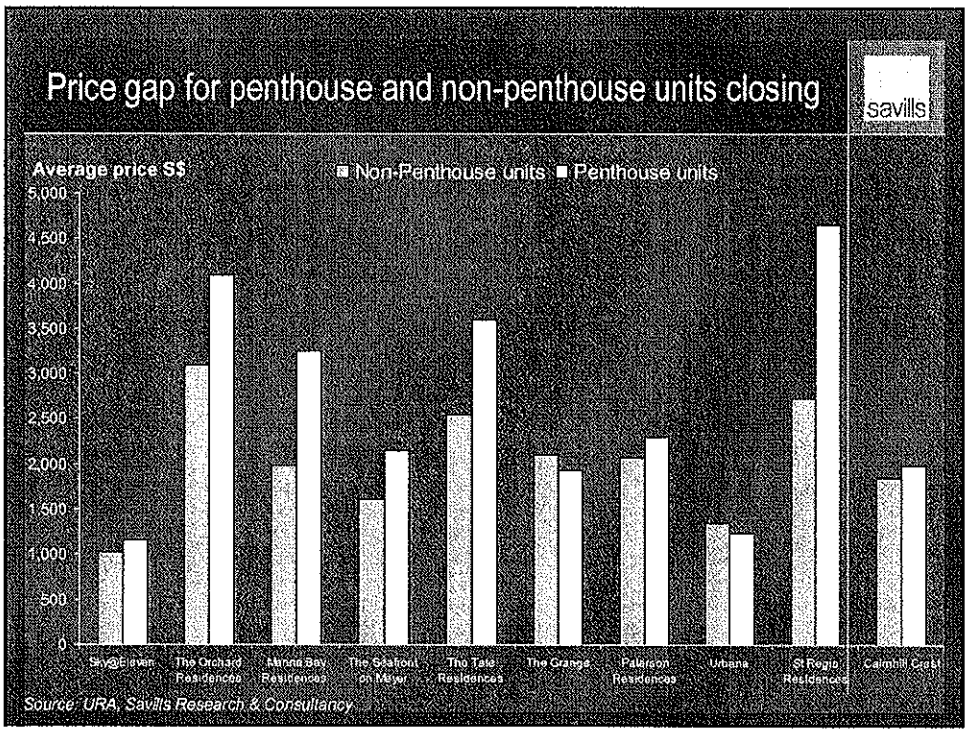
savills

- Bigger and more luxurious units still sought after
- Improved product features, security
- Homes that are eco-friendly
- Co-branding
- Designer Brand Homes - Wear it, Live it






Sale for no. of units bigger than 2,500 sq ft increasing
savills
No.
350
300
250
200
150
100
50
0
2000
2001
2002
2003
2004
2005
2006
1H/2007
Source: URA, Savills Research & Consultancy

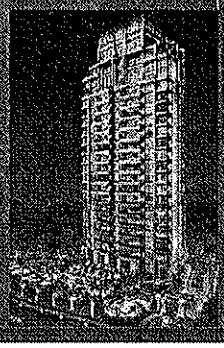

Price gap for penthouse and non-penthouse units closing
savills
Average price S$
Non-Penthouse units
Penthouse units
5,000
4,500
4,000
3,500
3,000
2,500
2,000
1,500
1,000
500
0
The Orchard Residences
Marina Bay Residences
The Sail @ Marina Bay
The Tanjong Residences
The Grange
Paterson Residences
Urbana
St Regis Residences
Cairnhill Crest
Source: URA, Savills Research & Consultancy

New projects in prime areas offer bigger and fewer units



The Marq

- Total: 66 units
- 21 units launched and sold
- Highest price achieved S$5,100 psf
- Average price: S$4,137 psf



Parkview Eclat

- Total: 35 units
- Highest price achieved: S$4,200 psf
- Average transacted price: S$3,000 psf

More Services catered

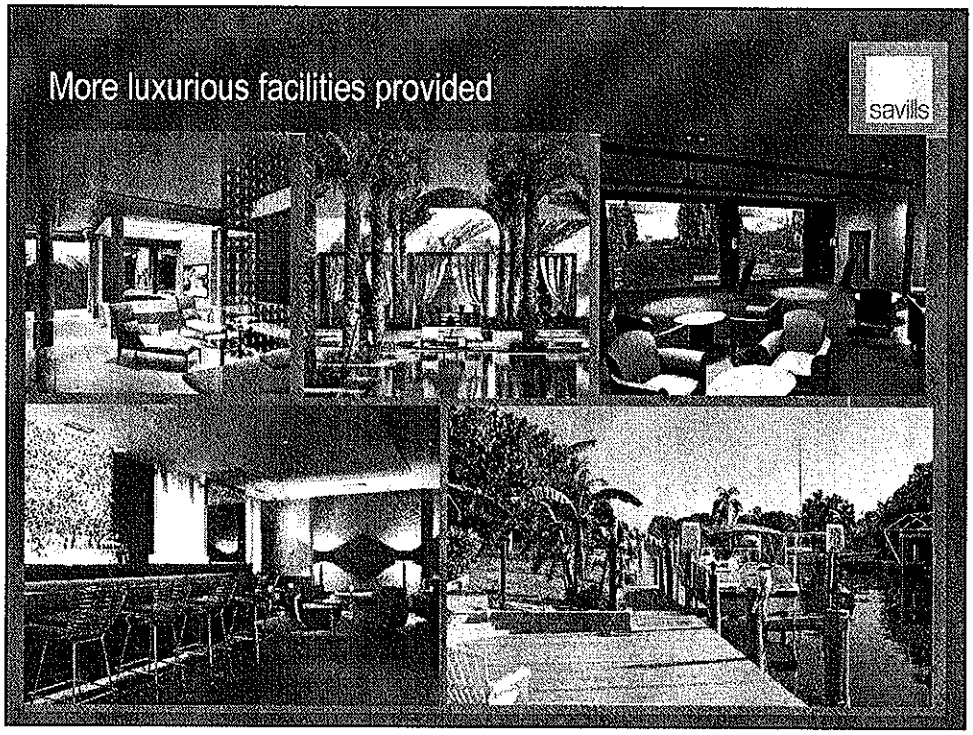


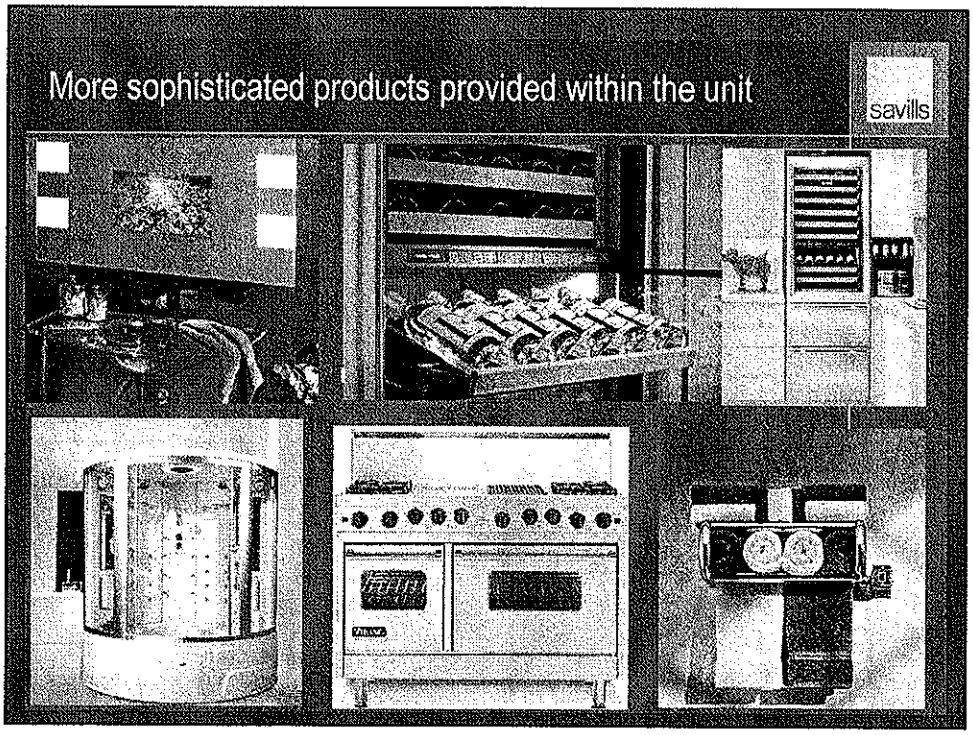









More luxurious facilities provided
savills

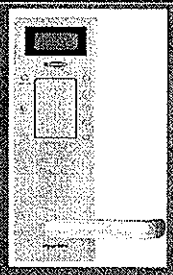

More sophisticated products provided within the unit
savills

More sophisticated products provided within the unit

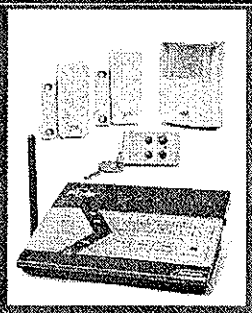
- Specially purified air
- Private wine-tasting facility
- Jewel chests & strong boxes
- Remote activated lighting, blinds and sound systems

Security

Better security systems installed



Fingerprint door system



Wireless security system



Remote access security system



Security system offered in the lift or lobby entrance

More eco-friendly

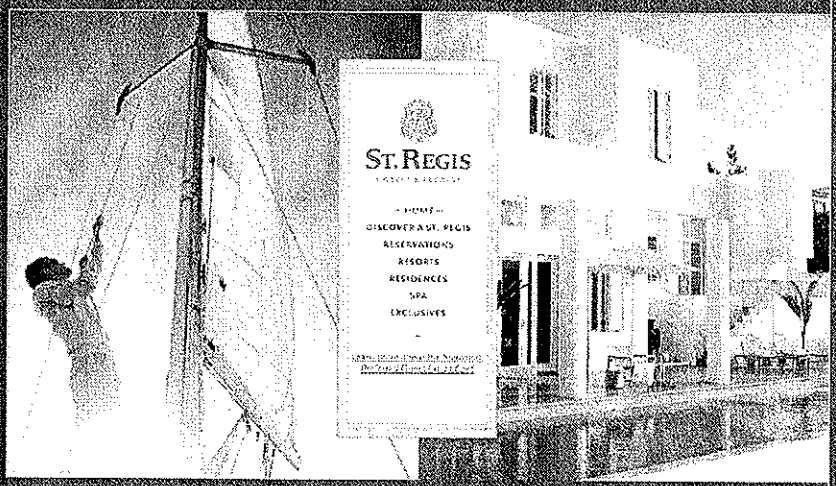
- Fittings installed are energy and water efficient
- Designs use natural lightings, cooling and heating
- Green building material
- E.g. Vacuum-driven sanitation system, Glass/Panelling that absorb heat energy and translate it to the heating





Co-brand

savills

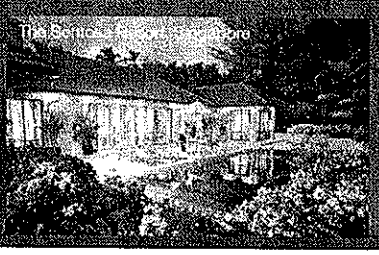


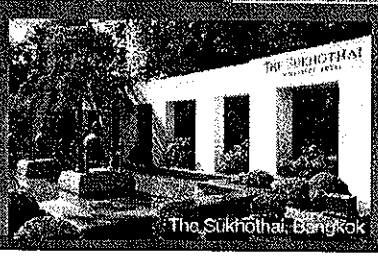
Co-brand

savills









The Sukhothai, Bangkok

THE SENTOSA

Co-brand

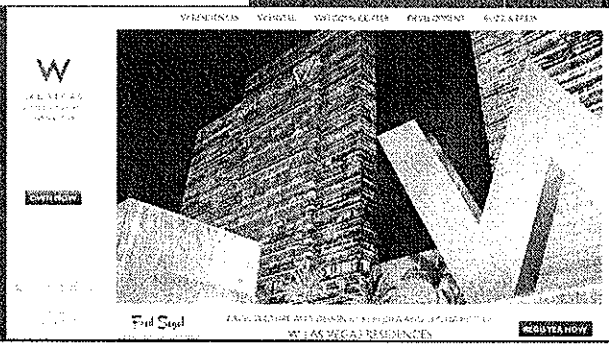
savills

FOUR SEASONS Hotels and Resorts

think of FOUR SEASONS AS YOUR HOME



RESIDENCE CLUBS PRIVATE RESIDENCES



Co-brand

savills



Designer-brand homes

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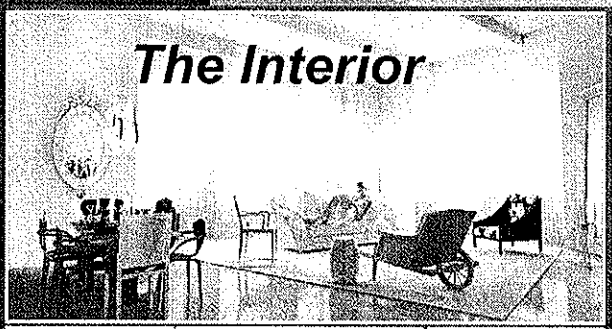
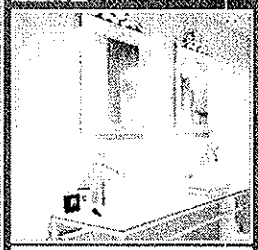
DOWNTOWN BY PHILIPPE STARCK

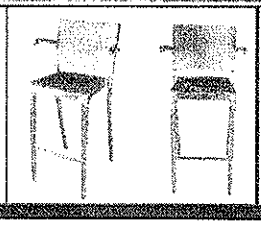
DOWNTOWN

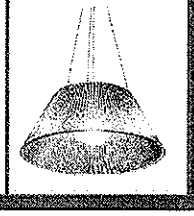
The Interior

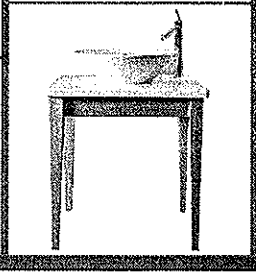












Designer-brand homes

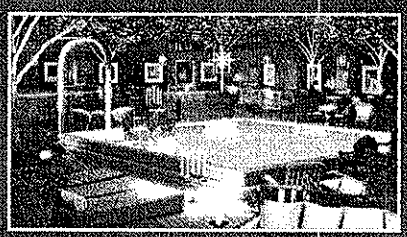
savills

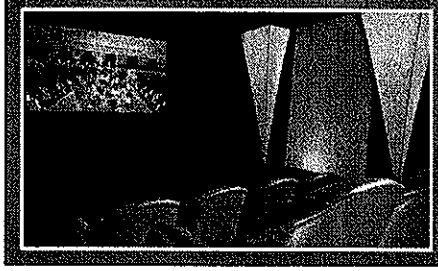
DOWNTOWN BY PHILIPPE STARCK

DOWNTOWN

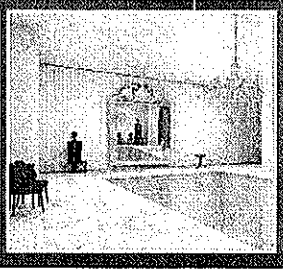
The Amenities / Facilities Offered

- Swimming Pool
- Basketball Court
- Bowling Alley
- Fitness Centre
- Theatre by Theo
- Business Centre
- Sports Lounge
- Yoga / Ballet Studio
- Children's Playroom



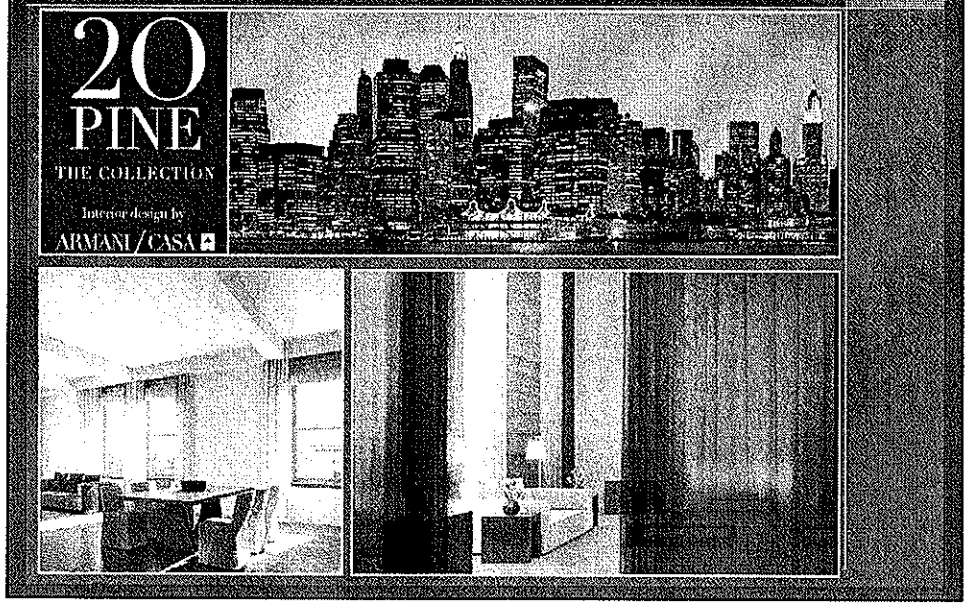






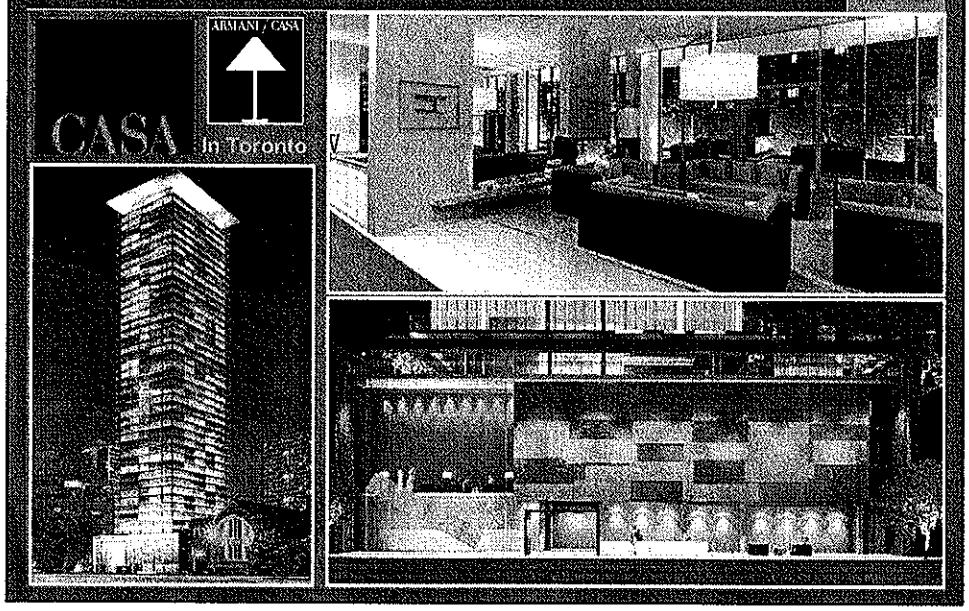
Designer-brand homes

savills



Designer-brand homes

savills



Emerging Trends – Residential Market

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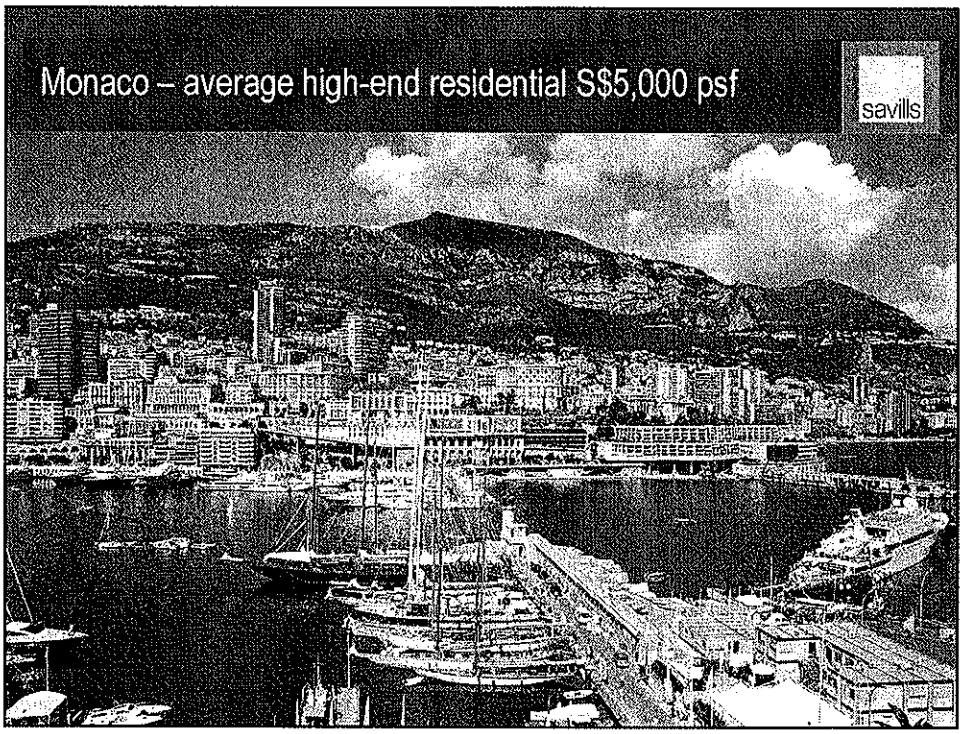
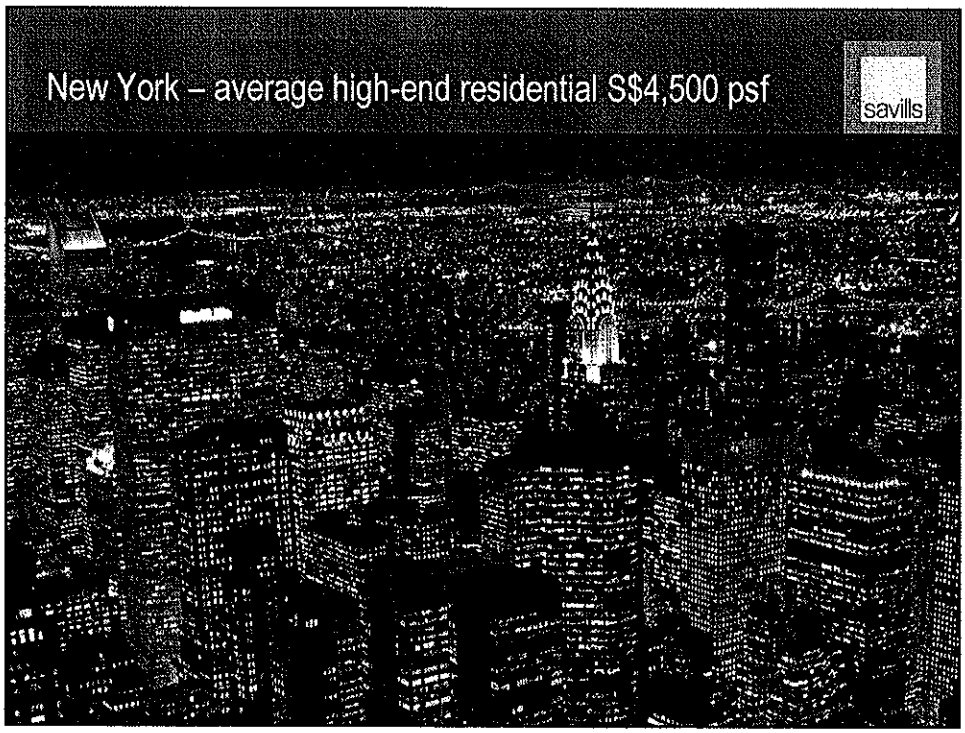
Comparing with other countries...

London – average high-end residential S$8,900 psf

savills




Monaco – average high-end residential S$5,000 psf
savills


New York – average high-end residential S$4,500 psf
savills

Hong Kong – average high-end residential S$3,100 psf

savills



Emerging Trends – Residential Market

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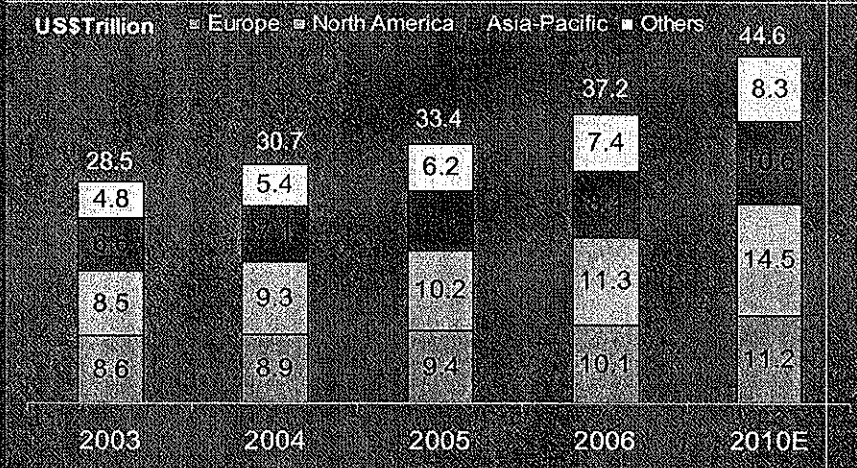
What can we infer from numbers?

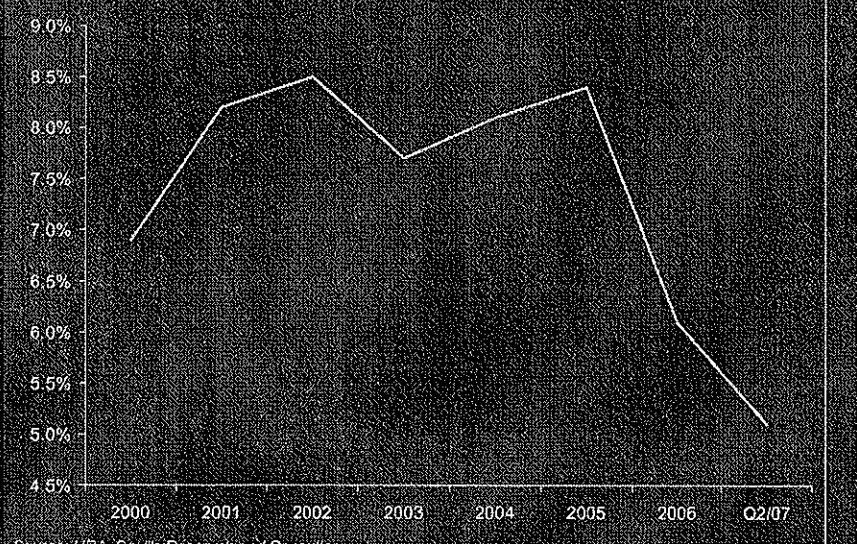
Amount of HNWI Wealth expanding



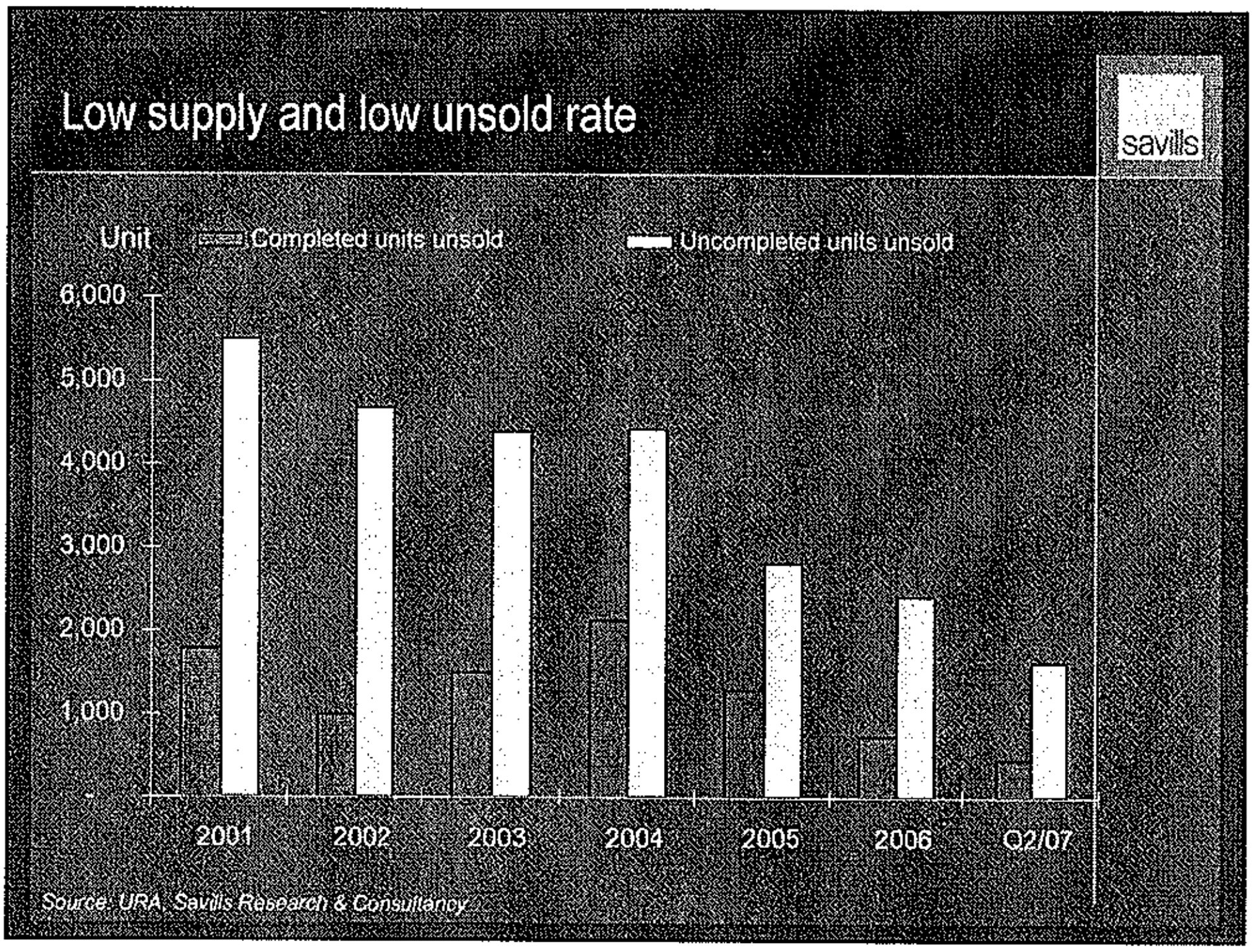
- HNWI wealth totals US$37.2 trillion in 2006 – 11.4% gain over 2005
- Wealth expected to reach US$44.6 trillion by 2010 = 6.0% per annum growth

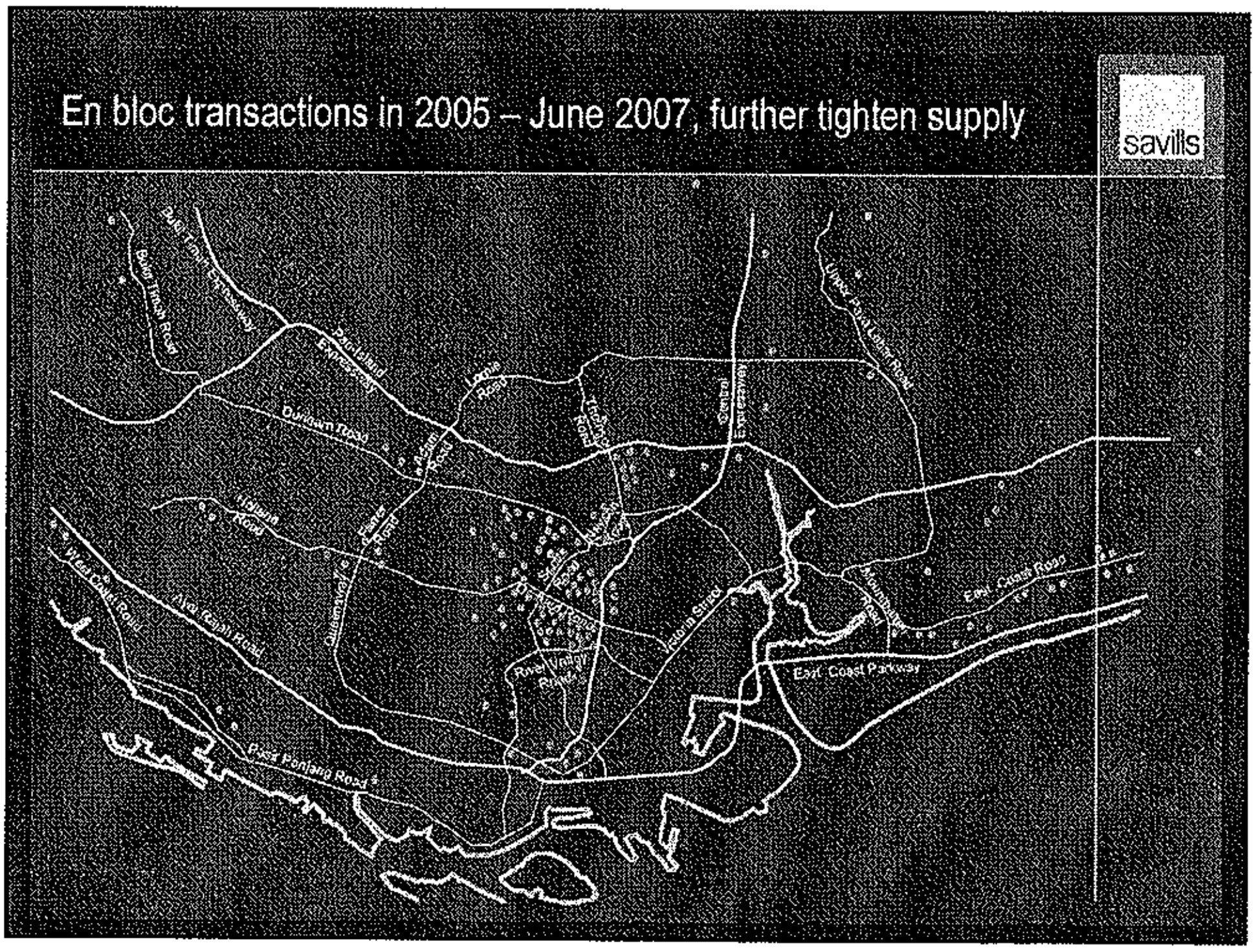
Source: Cap Gemini / Merrill Lynch, Savills Research & Consultancy

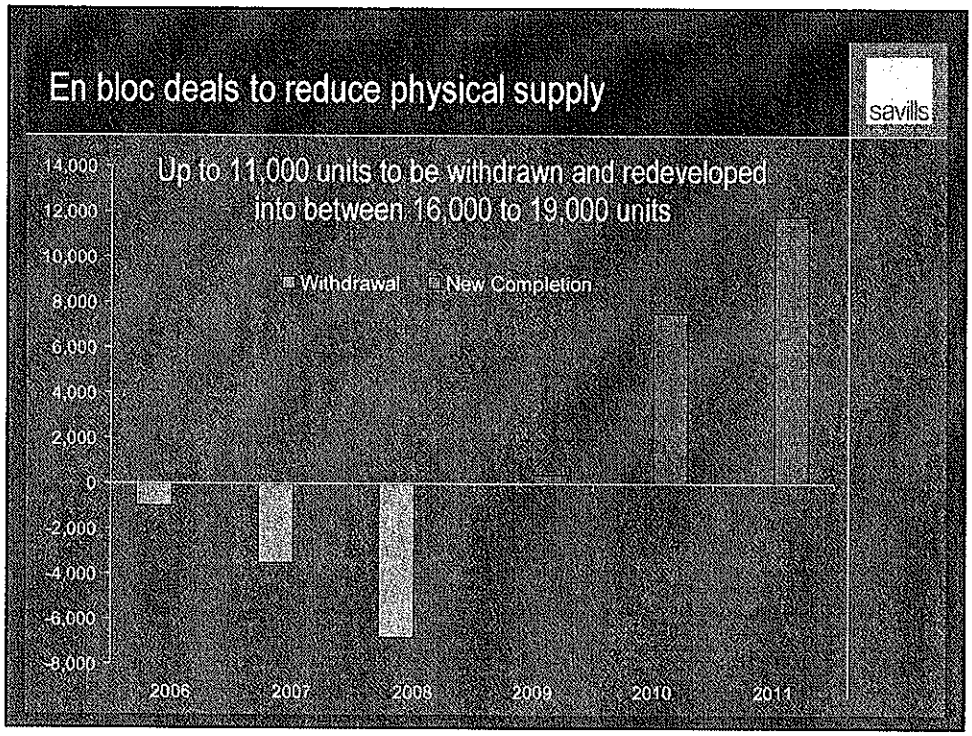
Vacancy rate falls

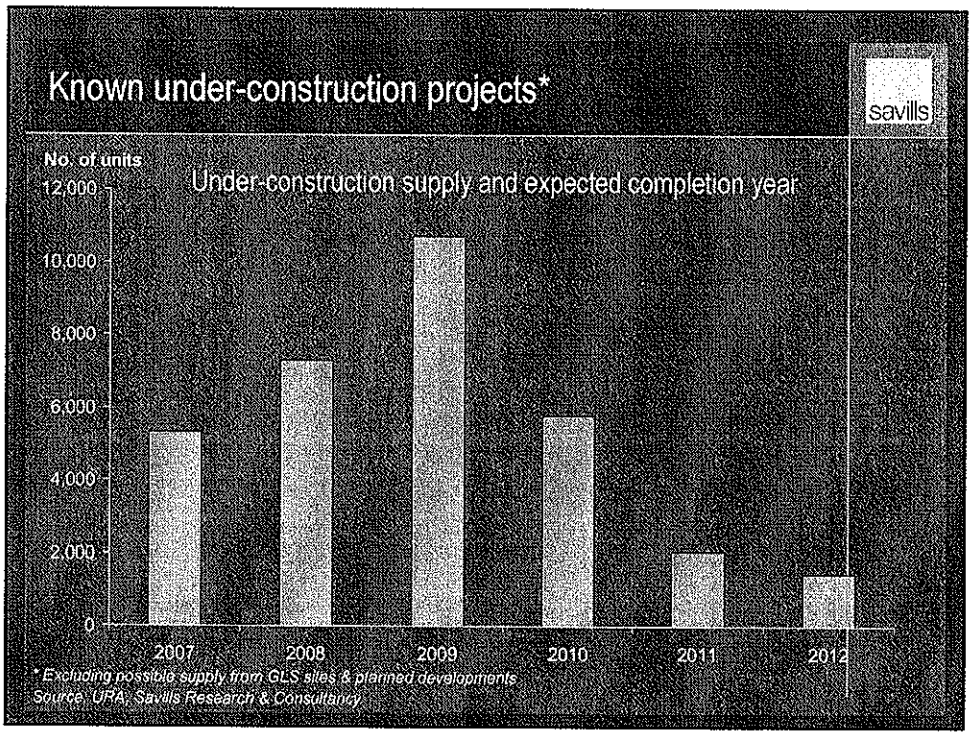


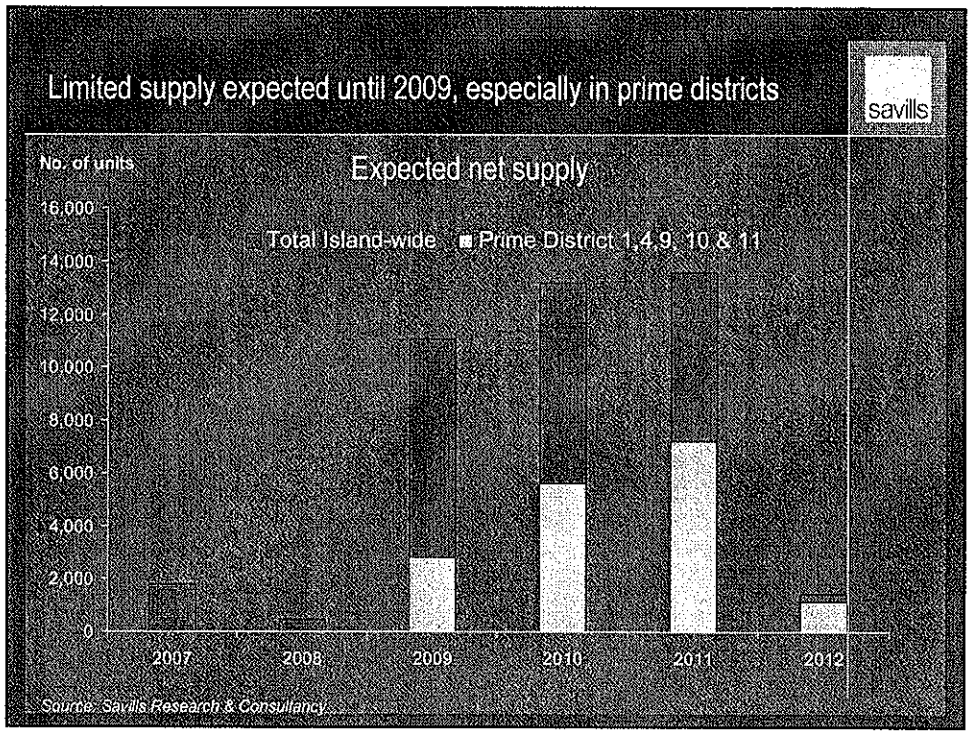
Source: URA, Savills Research and Consultancy

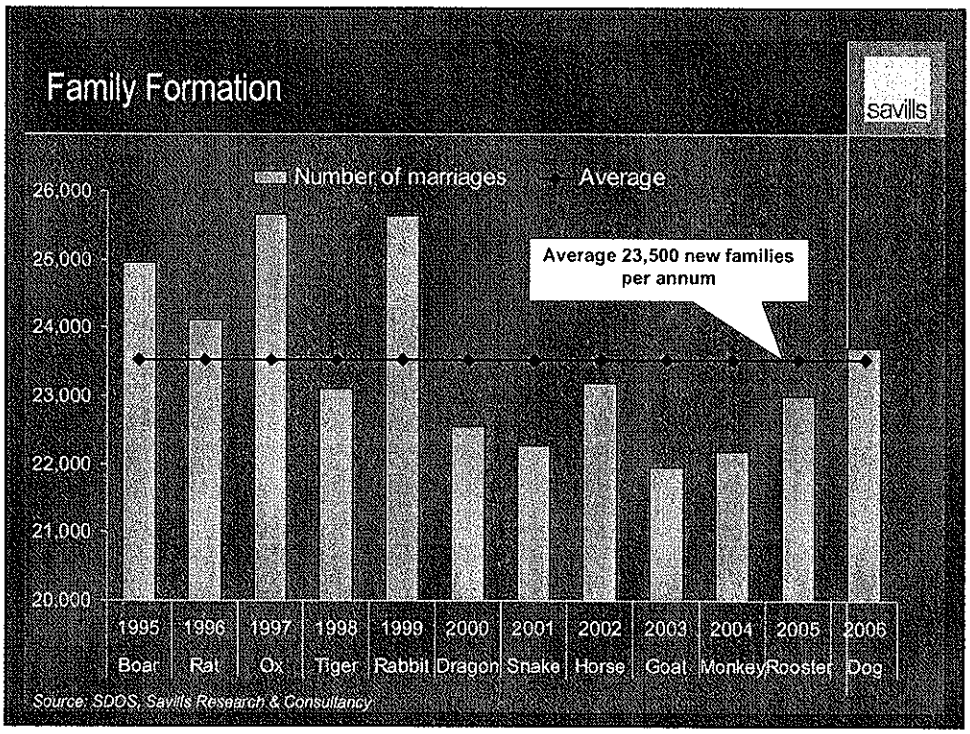

Low supply and low unsold rate
savills
Unit
Completed units unsold
Uncompleted units unsold
6,000
5,000
4,000
3,000
2,000
1,000
-
2001
2002
2003
2004
2005
2006
Q2/07
Source: URA, Savills Research & Consultancy

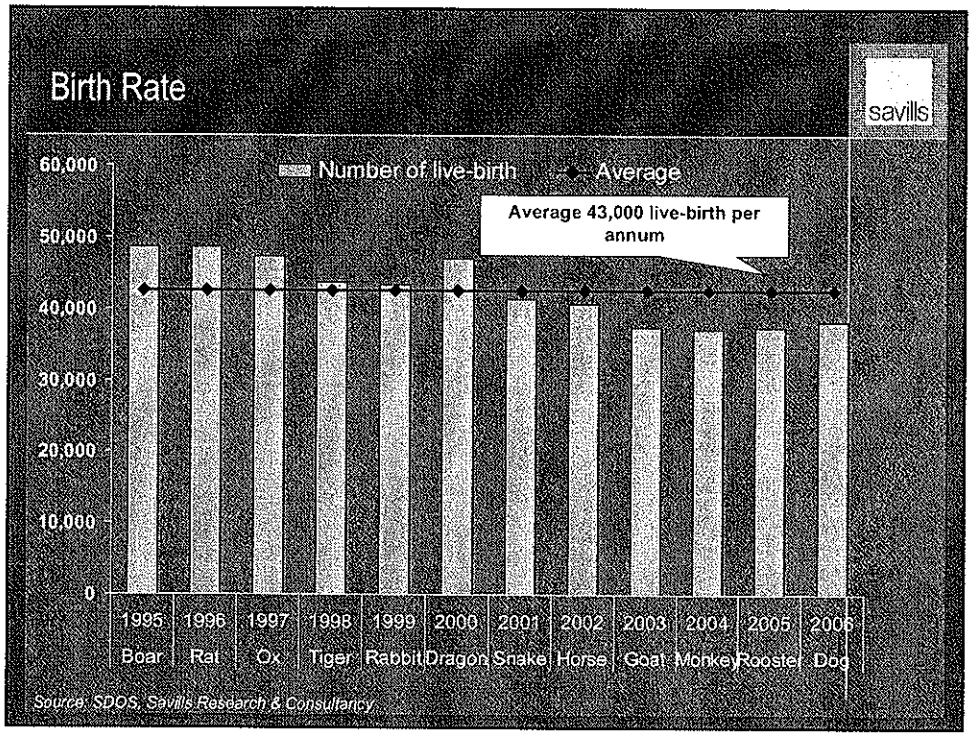

En bloc transactions in 2005 – June 2007, further tighten supply
savills
Bukit Timah Road
Pan-Island Expressway
Dunearn Road
Holland Road
Central Expressway
Upper Paya Lebar Road
East Coast Road
East Coast Parkway
West Coast Road
Ayer Rajah Road
Pasir Panjang Road
River Valley Road

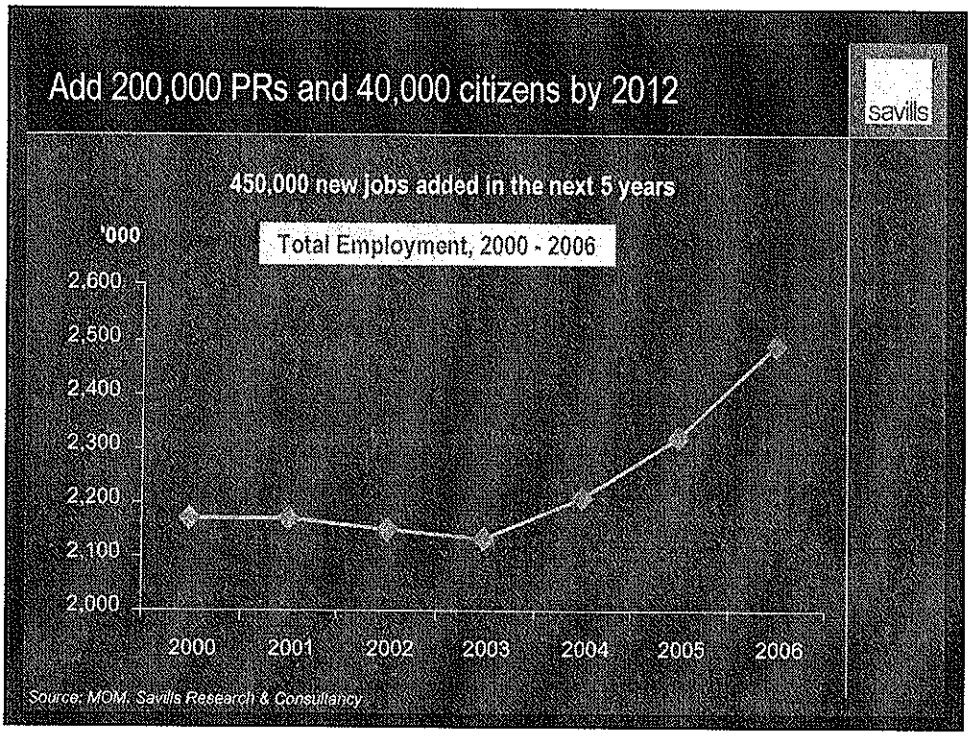

En bloc deals to reduce physical supply
savills
Up to 11,000 units to be withdrawn and redeveloped into between 16,000 to 19,000 units
Withdrawal
New Completion
14,000
12,000
10,000
8,000
6,000
4,000
2,000
0
-2,000
-4,000
-6,000
-8,000
2006
2007
2008
2009
2010
2011


Known under-construction projects*
savills
No. of units
Under-construction supply and expected completion year
12,000
10,000
8,000
6,000
4,000
2,000
0
2007
2008
2009
2010
2011
2012
* Excluding possible supply from GLS sites & planned developments
Source: URA, Savills Research & Consultancy


Limited supply expected until 2009, especially in prime districts
savills
No. of units
Expected net supply
Total Island-wide
Prime District 1,4,9, 10 & 11
16,000
14,000
12,000
10,000
8,000
6,000
4,000
2,000
0
2007
2008
2009
2010
2011
2012
Source: Savills Research & Consultancy


Family Formation
savills
Number of marriages
Average
Average 23,500 new families per annum
26,000
25,000
24,000
23,000
22,000
21,000
20,000
1995 Boar
1996 Rat
1997 Ox
1998 Tiger
1999 Rabbit
2000 Dragon
2001 Snake
2002 Horse
2003 Goat
2004 Monkey
2005 Rooster
2006 Dog
Source: SDOS, Savills Research & Consultancy


Birth Rate
savills
60,000
50,000
40,000
30,000
20,000
10,000
0
Number of live-birth
Average
Average 43,000 live-birth per annum
1995 Boar
1996 Rat
1997 Ox
1998 Tiger
1999 Rabbit
2000 Dragon
2001 Snake
2002 Horse
2003 Goat
2004 Monkey
2005 Rooster
2006 Dog
Source: SDOS, Savills Research & Consultancy


Add 200,000 PRs and 40,000 citizens by 2012
savills
450,000 new jobs added in the next 5 years
'000
Total Employment, 2000 - 2006
2,600
2,500
2,400
2,300
2,200
2,100
2,000
2000
2001
2002
2003
2004
2005
2006
Source: MOM, Savills Research & Consultancy

savills

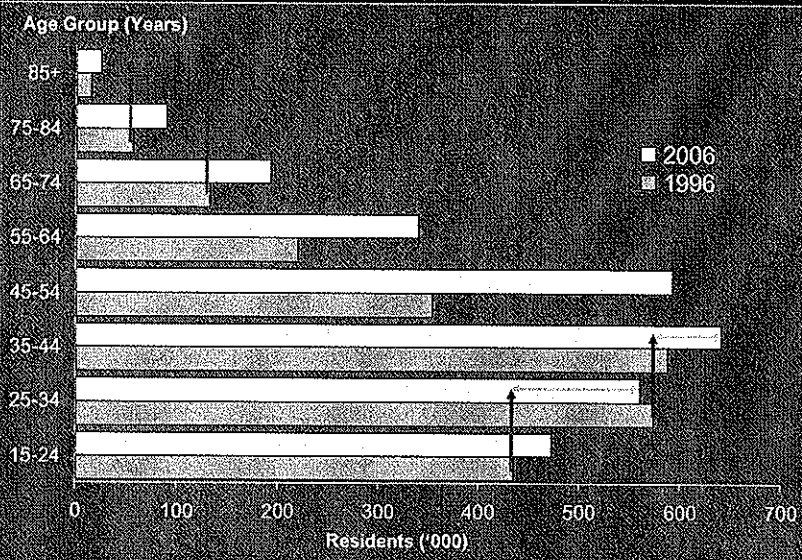
Demographics

Demographics

savills

- Aging population in developed nations
- Pension funds, allocation to real estate
- Housing types – old folks homes
- Singapore's population age tree...

Population Age Tree



Source: Singapore Department of Statistics, Savills Research & Consultancy

Conclusion & next steps

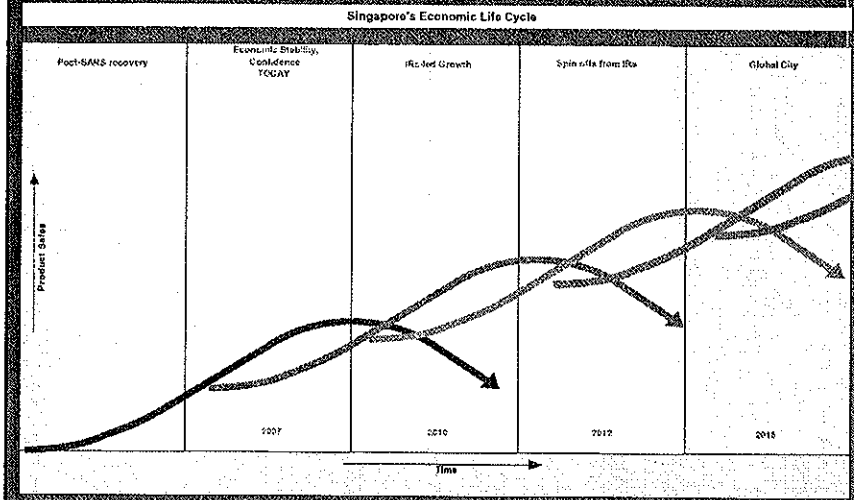
- Supply is tight
- Demand for housing will increase
- Product quality, and value, continue to rise
- Next steps:

Do NOT dampen demand,

Instead…

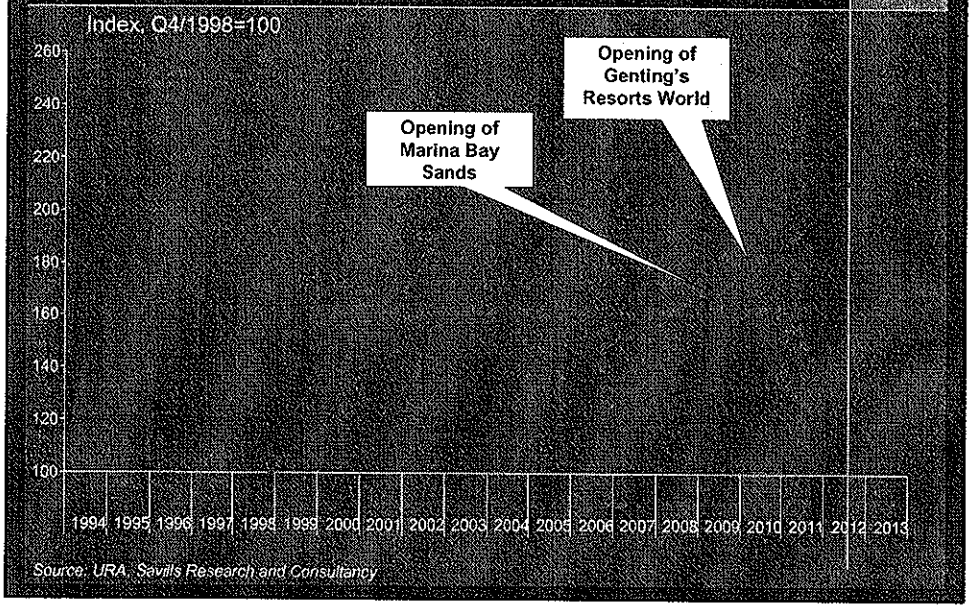
Integrated Resorts - Impact on Property Market

savills



The future for Singapore

savills



Source: URA, Savills Research and Consultancy

Emerging Trends – Residential Market

savills

The Golden Rule in Real Estate:

savills
第一太平戴維斯

Location, Location, Savills!

Ku Swee Yong, Marketing & Business Development
Email: sku@savills.com.sg Mobile: +65 9615 3543; +62 815 8100 110

REDAS SEMINAR ON 'PROPERTY PROSPECTS UPDATE 2007'

Tuesday, 31st July 2007

OFFICE SPACE CRUNCH IN CBD

By Mrs. Ong Choon Fah
Executive Director
DTZ Debenham Tie Leung (SEA) Pte Ltd

REDAS

DTZ

The Office Space Crunch



Ong Choon Fah
Executive Director
Consulting & Research
31 July 2007

Content

- Back to Basics
- Market Update
- Coping with a Tight Market
- Concluding Thoughts

Location – Geographic & Time Zone Advantage

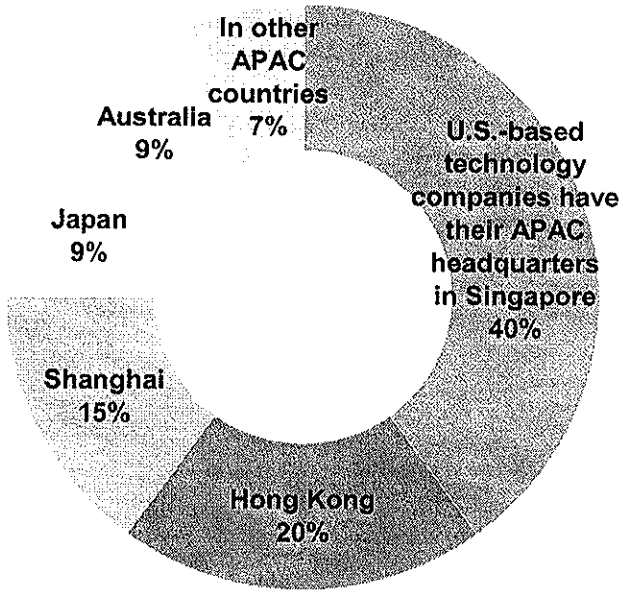


A Different Singapore

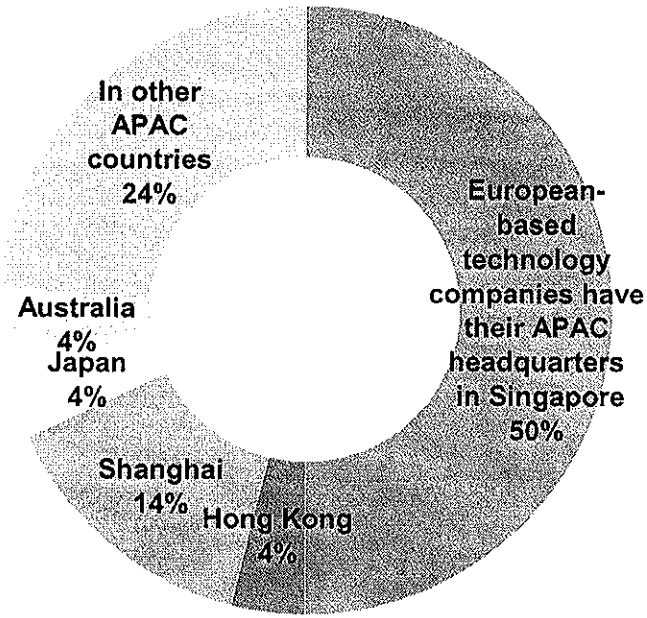
	Ranking	Source
Most Cost-Competitive Place for Business	1	KPMG
World's Easiest Place to Do Business	1	World Bank Report
World's Top 20 Most Globalised Nations	1	A.T. Kearney
Overall Competitiveness	3	IMD World Competitiveness Yearbook
World's 2nd Freest Economy	2	The Heritage Foundation
The best place to live for Asian expatriates	1	ECA International
Global Country Brand for Shopping	2	Global Country Brand Index
Country Brand for Nightlife/Dinning	2	Global Country Brand Index
World for Global Potential Competitiveness	2	Japan Center of Economic Research
Most Competitive Asian Economy	2	World Competitiveness Report

Source: EDB, DTZ Research, July 2007

Top 50 US & European-Based Tech Companies



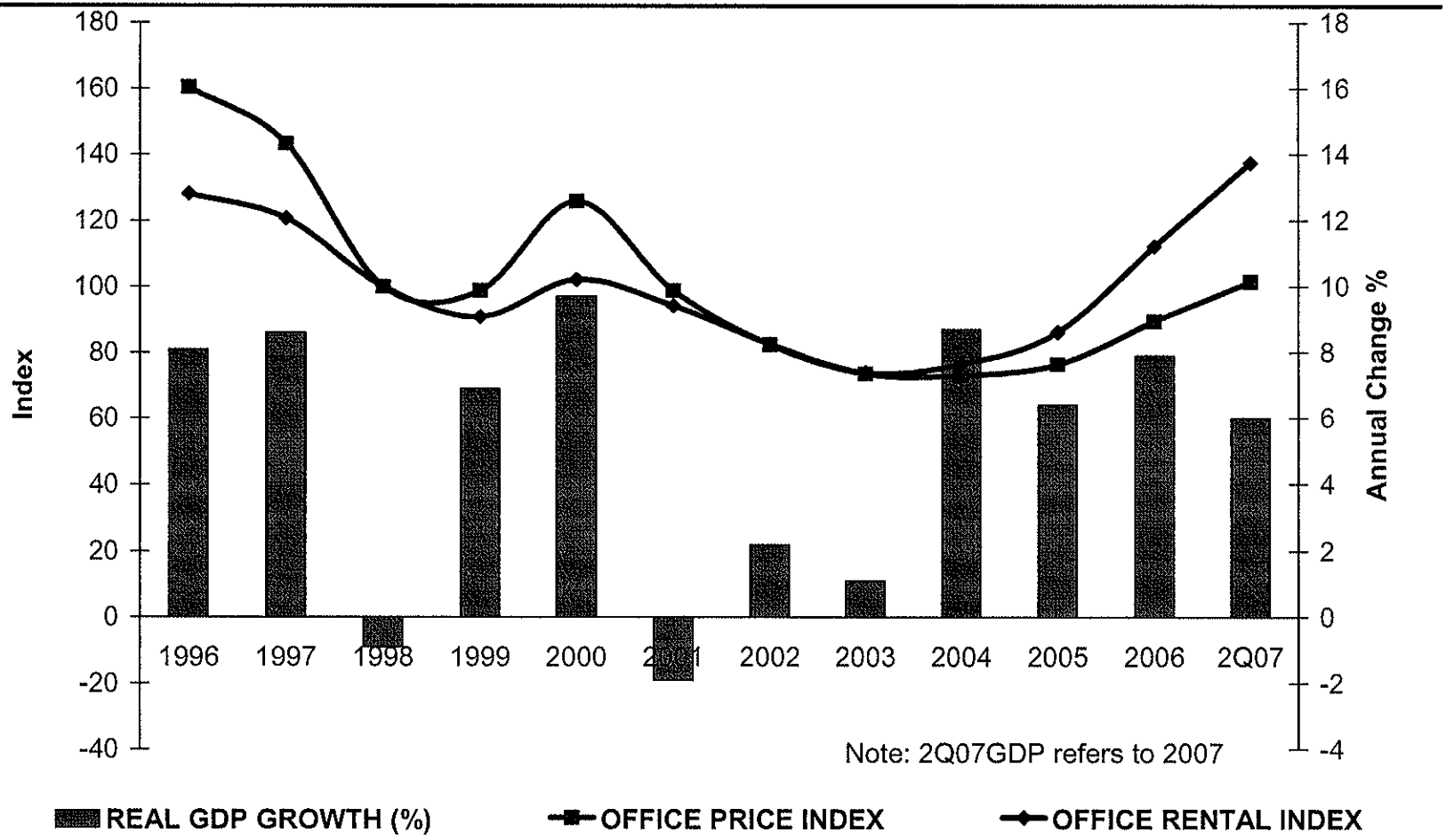
US-Based



European-Based

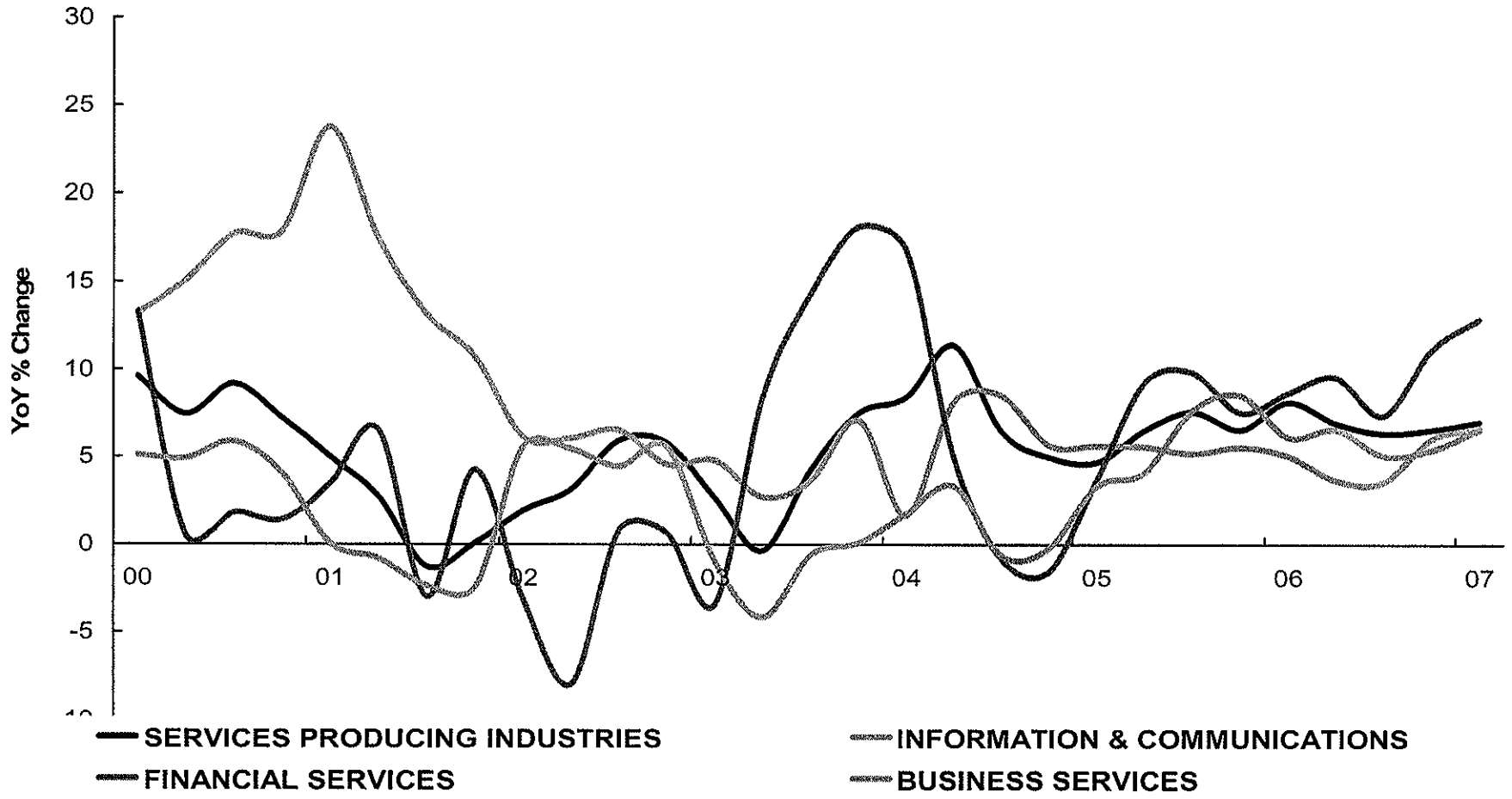
Source: Russell Reynolds Associates, DTZ Research, July 2007

High Correlation Between Economic & Office Cycles



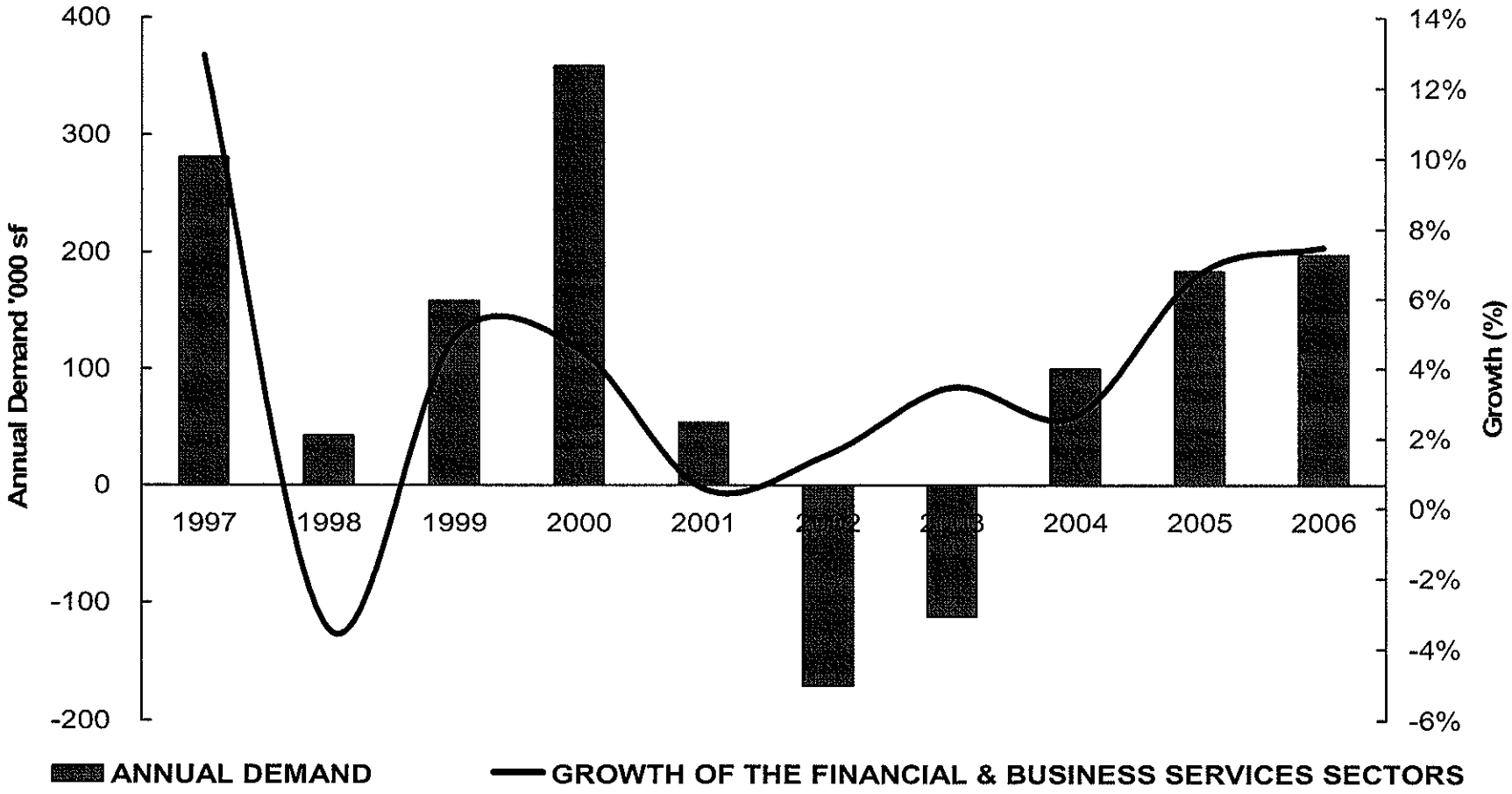
Source: MTI, URA, DTZ Research, July 2007

Financial Services is a Key Driver



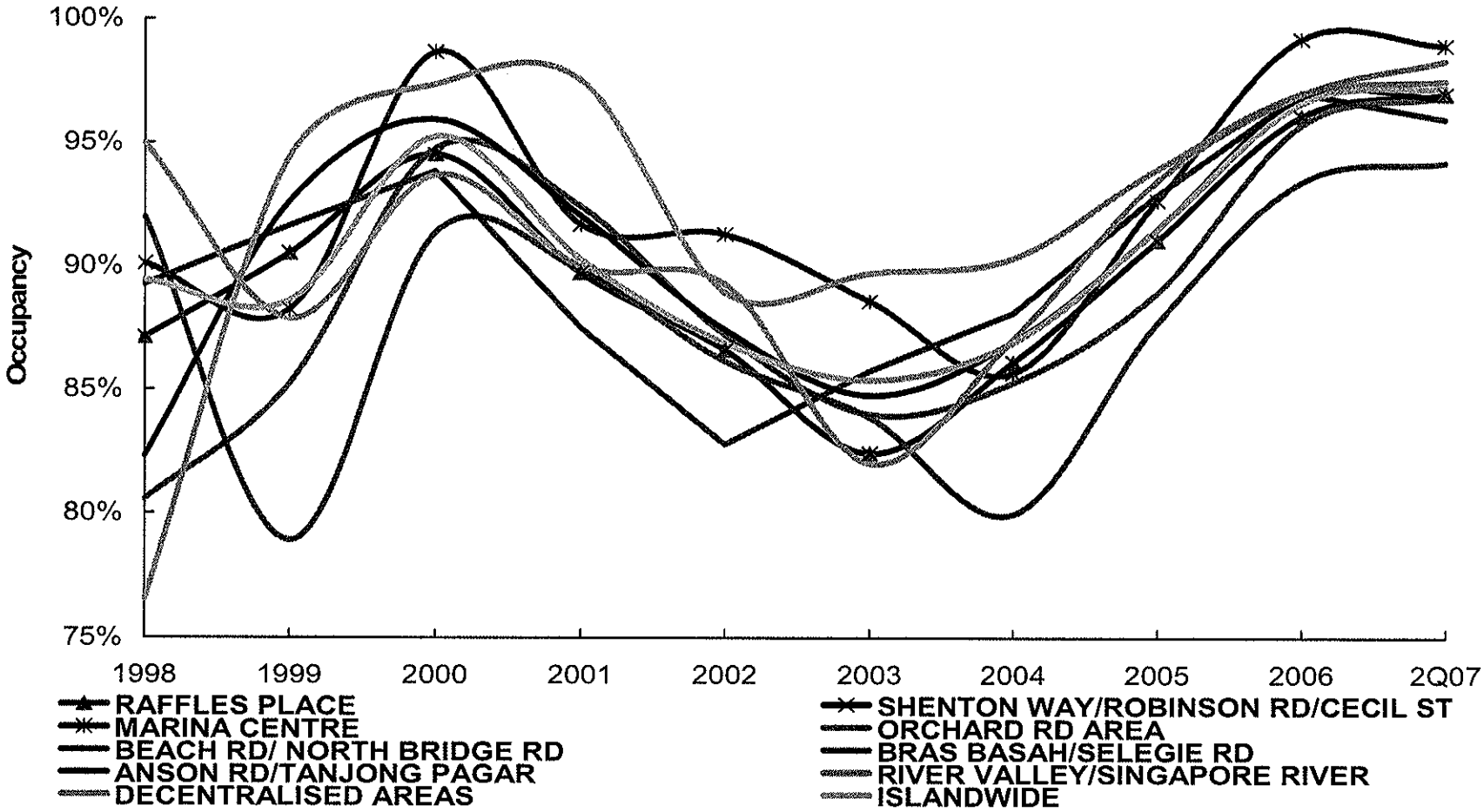
Source: CEIC, DTZ Research, July 2007

Demand is Driven by FIRE Sector



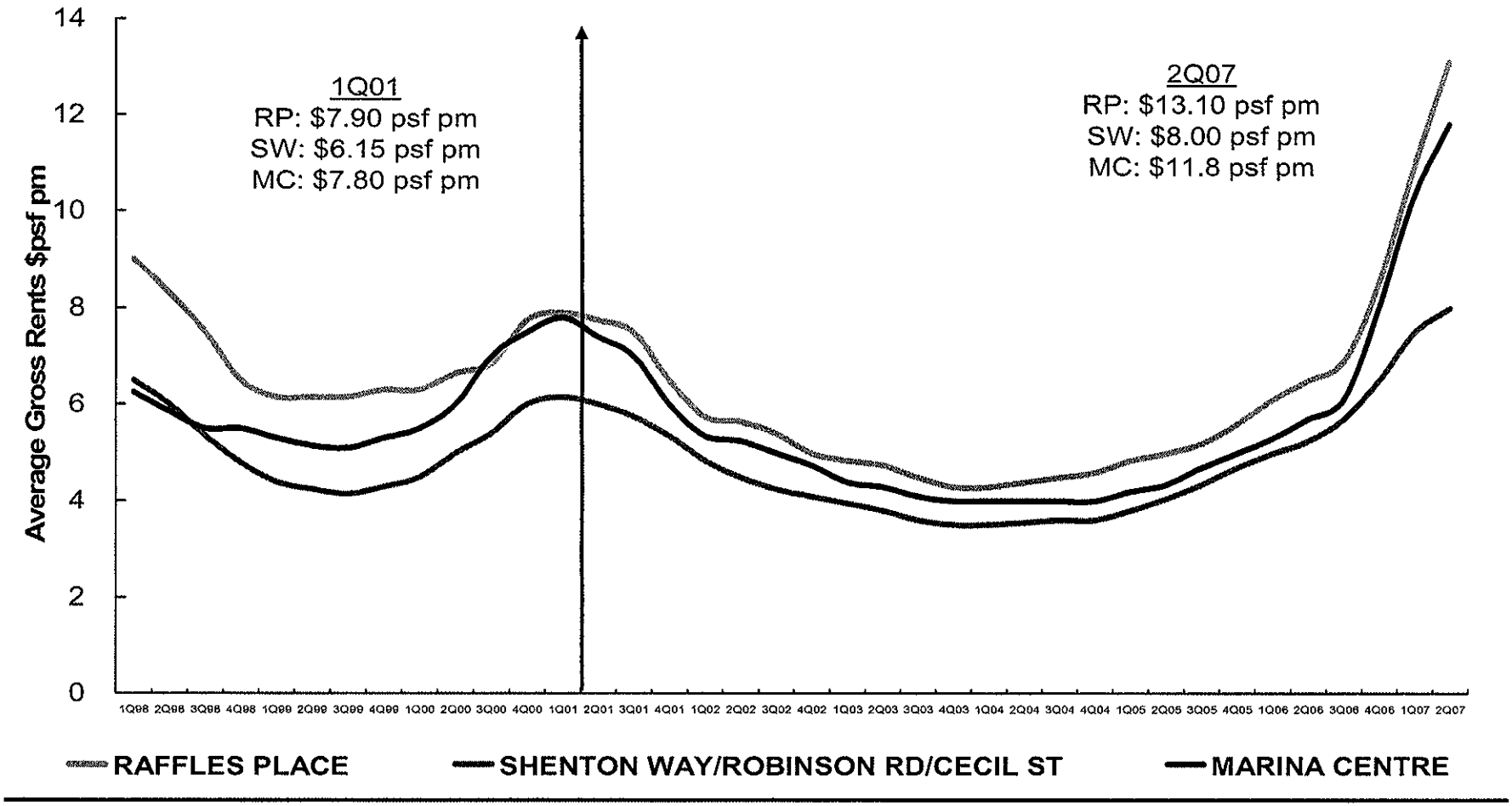
Source: MTI, URA, DTZ Research, July 2007

Soaring Occupancy Across the Market



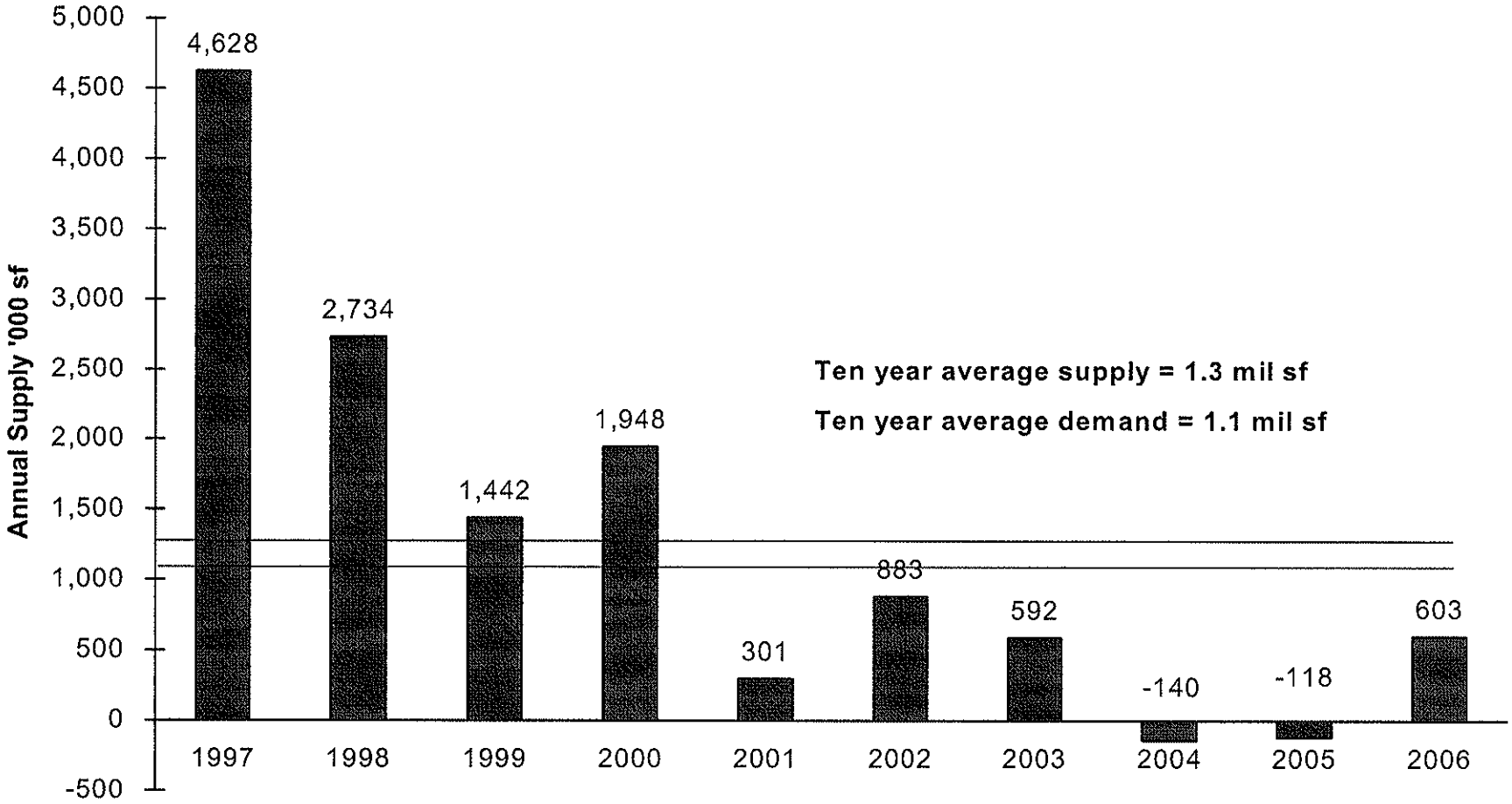
Source: DTZ Research, July 2007

Rents at Historic Highs



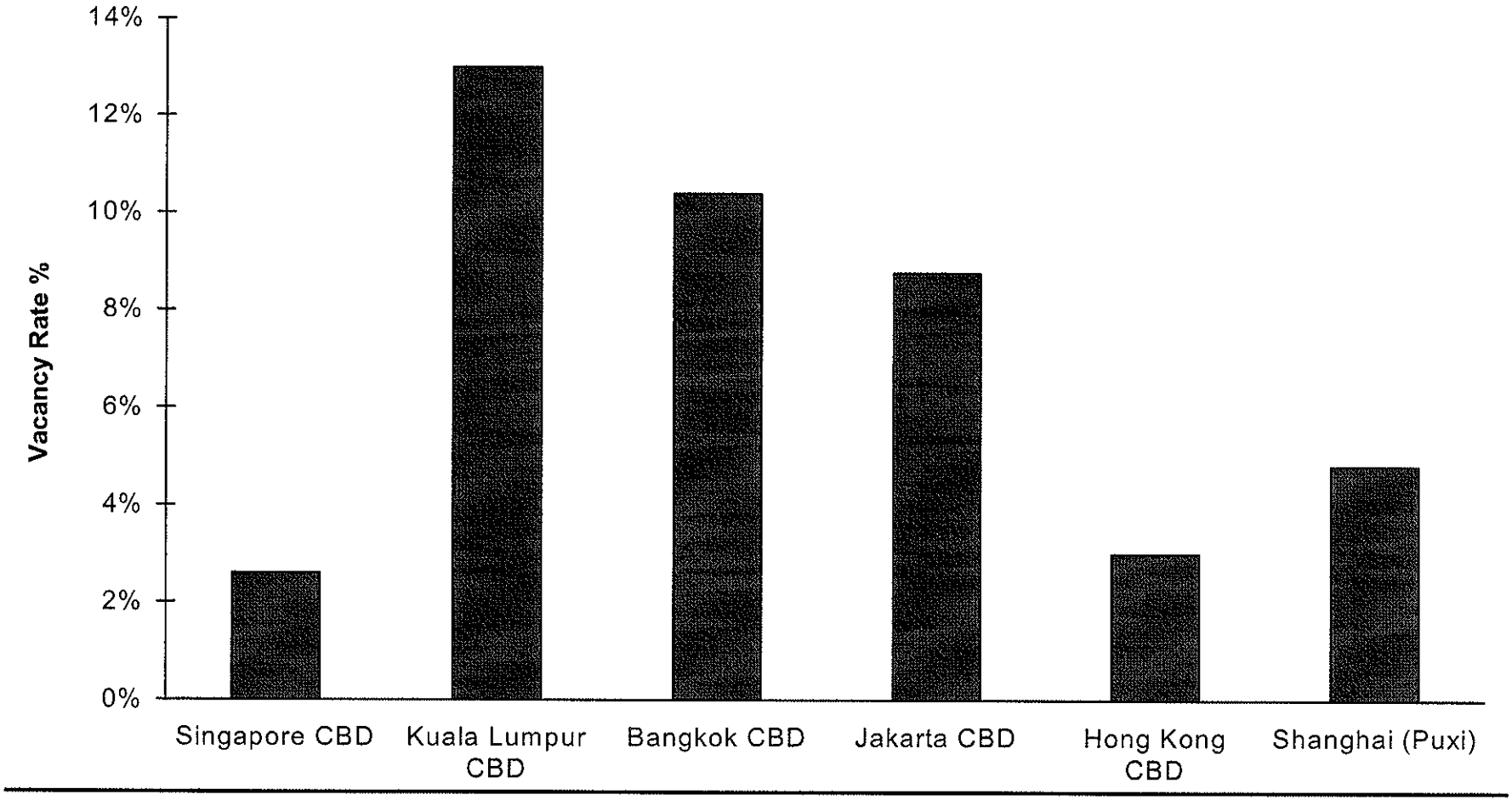
Source: DTZ Research, July 2007

Annual Supply Declined After Asian Financial Crisis



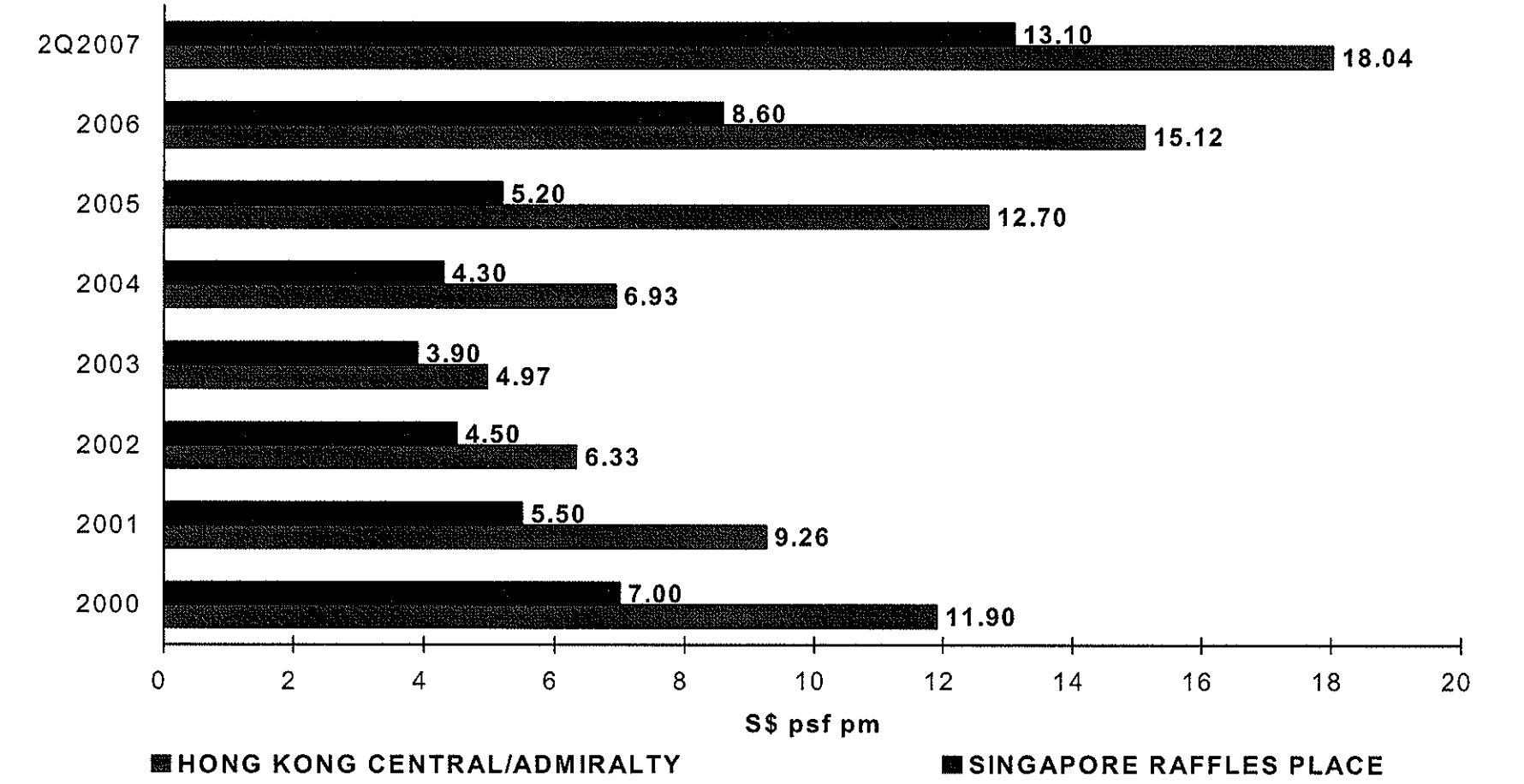
Source: URA, DTZ Research, July 2007

Low Availability of Prime Office Space in The Region



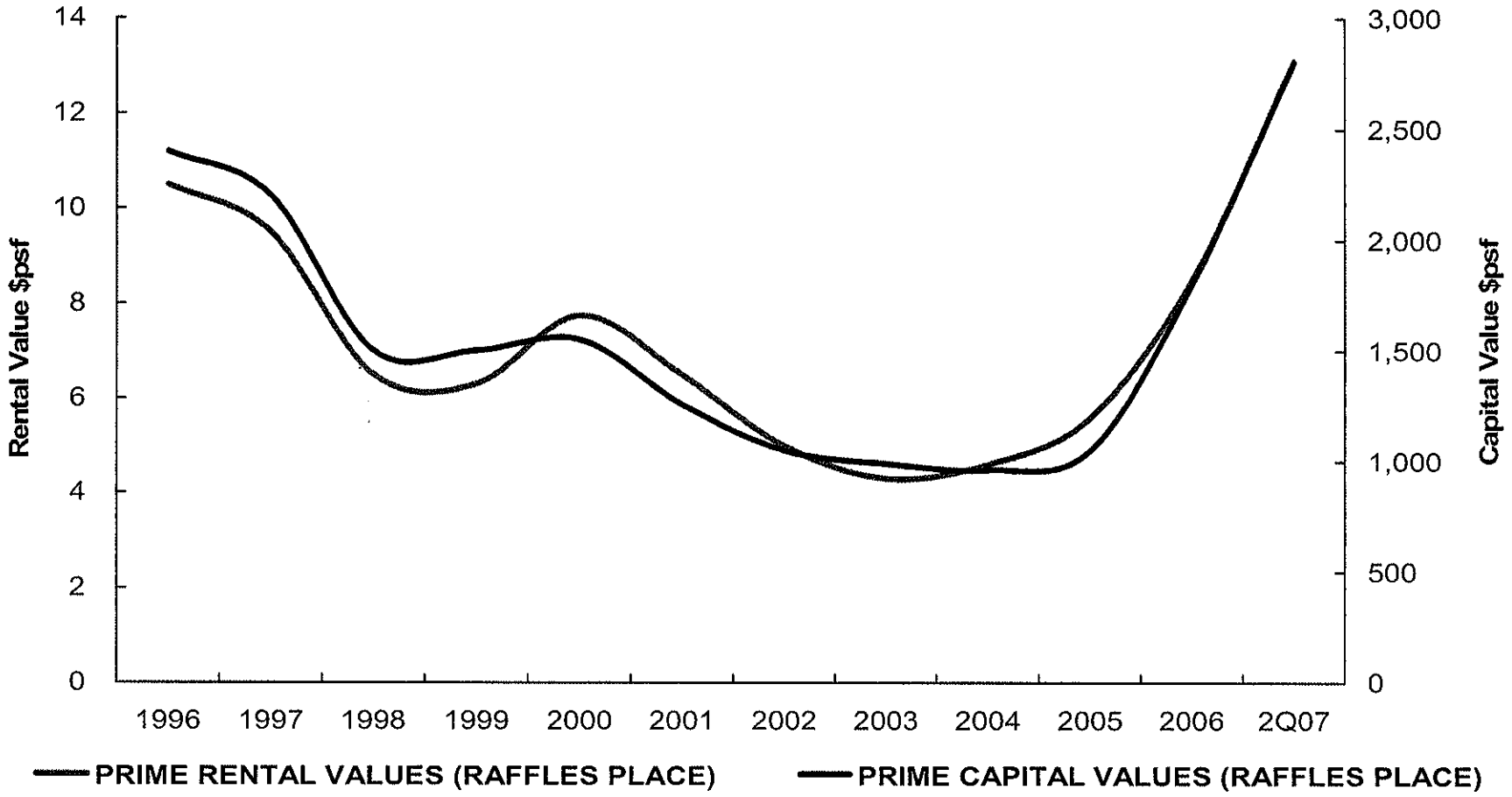
Source: DTZ Research, July 2007

How Competitive is Singapore?



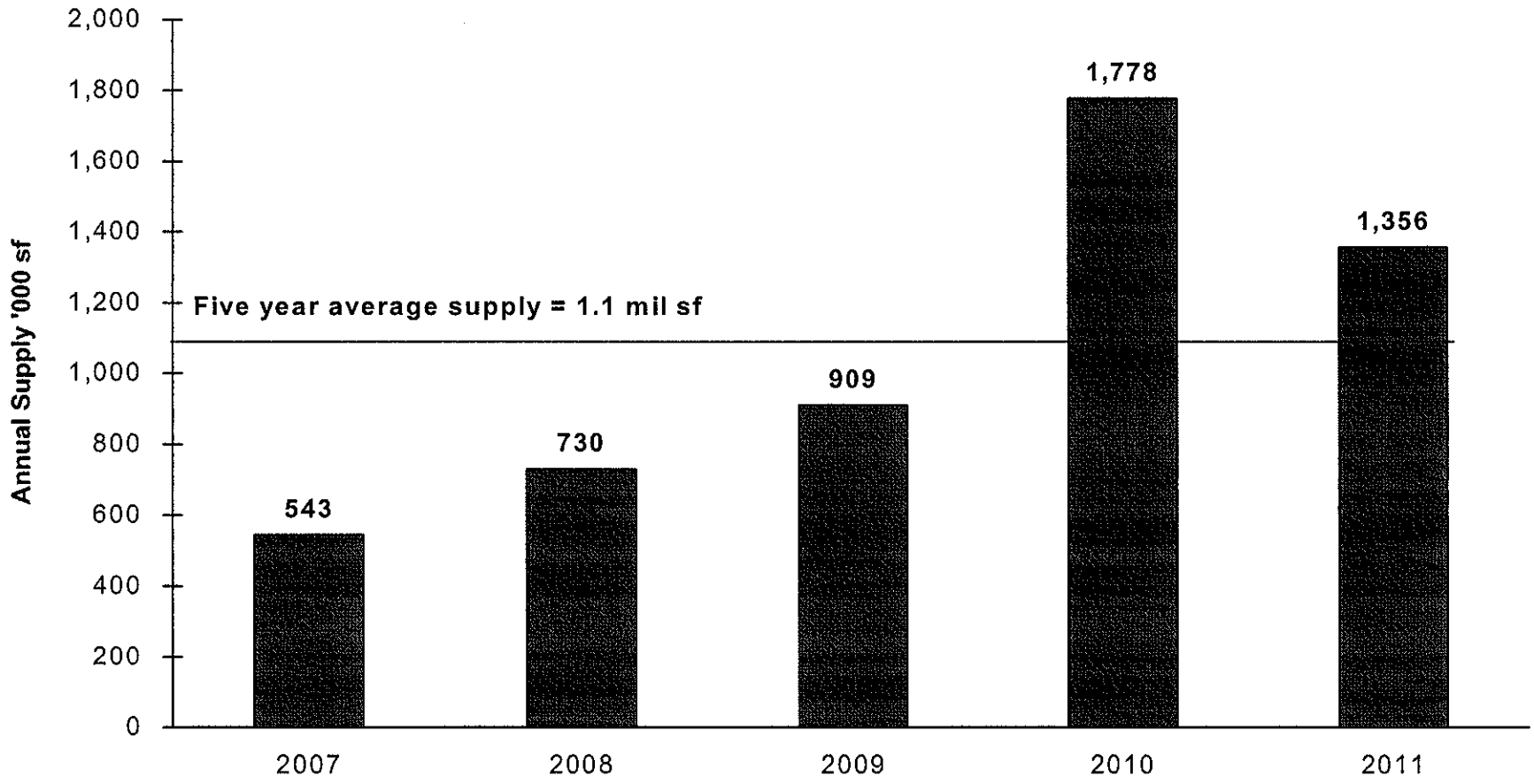
Source: DTZ Research, July 2007

Capital Values Chasing Rents



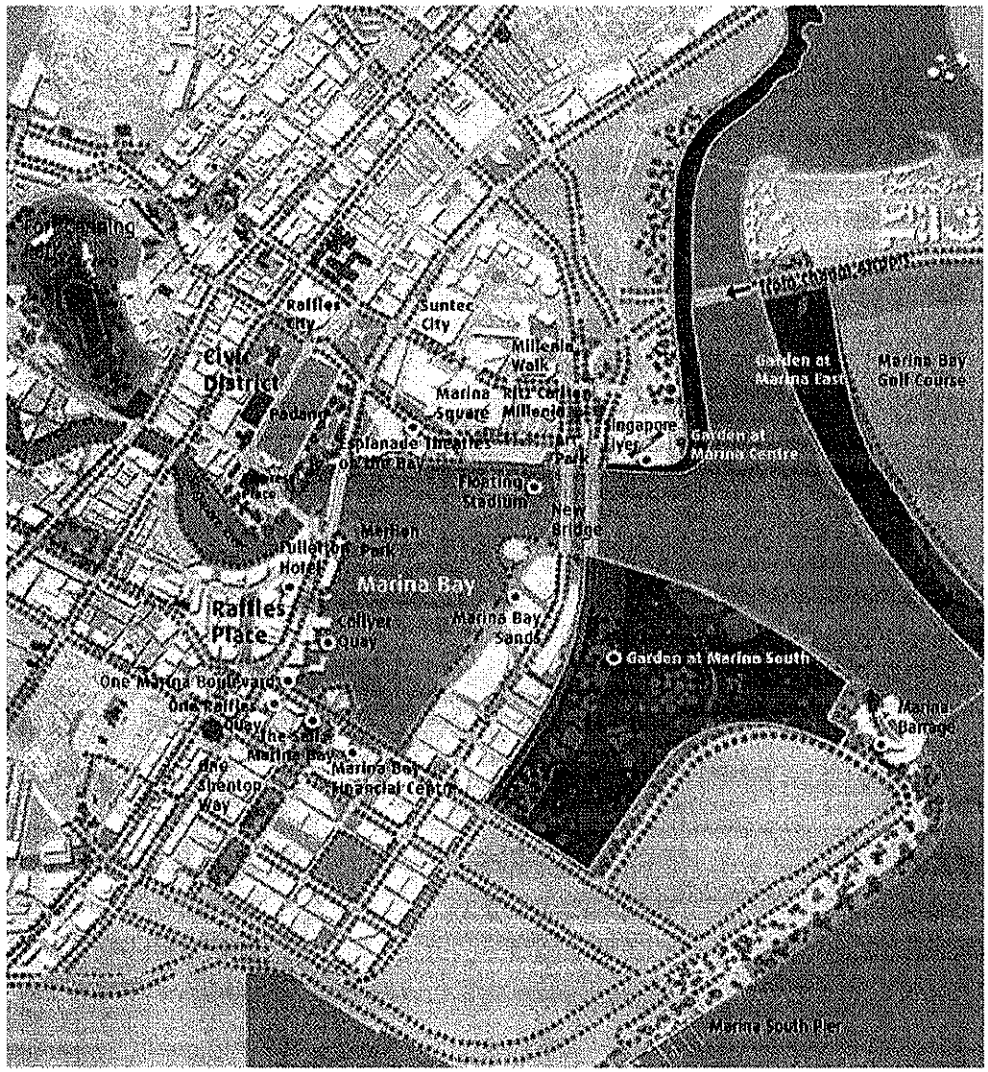
Source: DTZ Research, July 2007

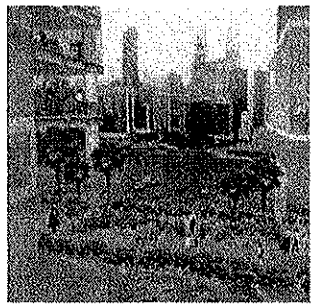
Relief in Sight

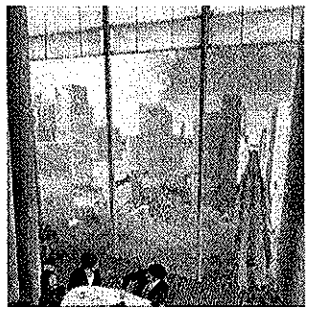


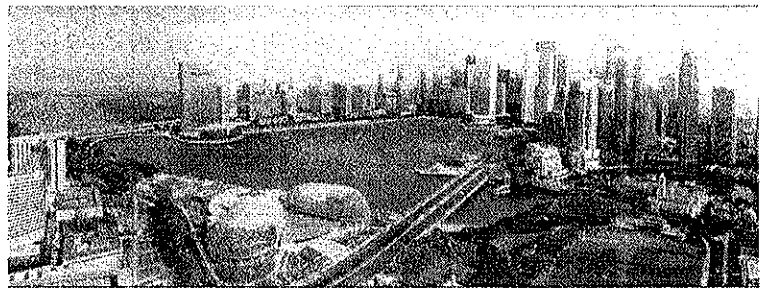
Source: URA, DTZ Research, July 2007

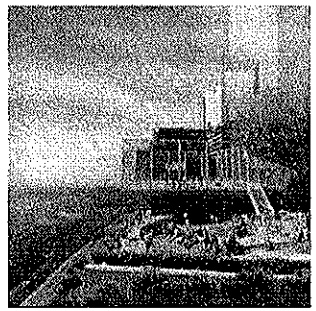
Growing The New CBD

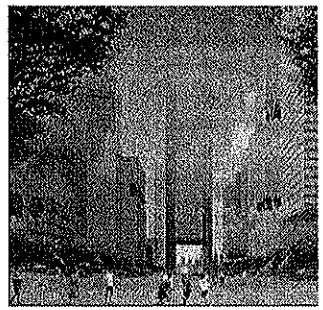




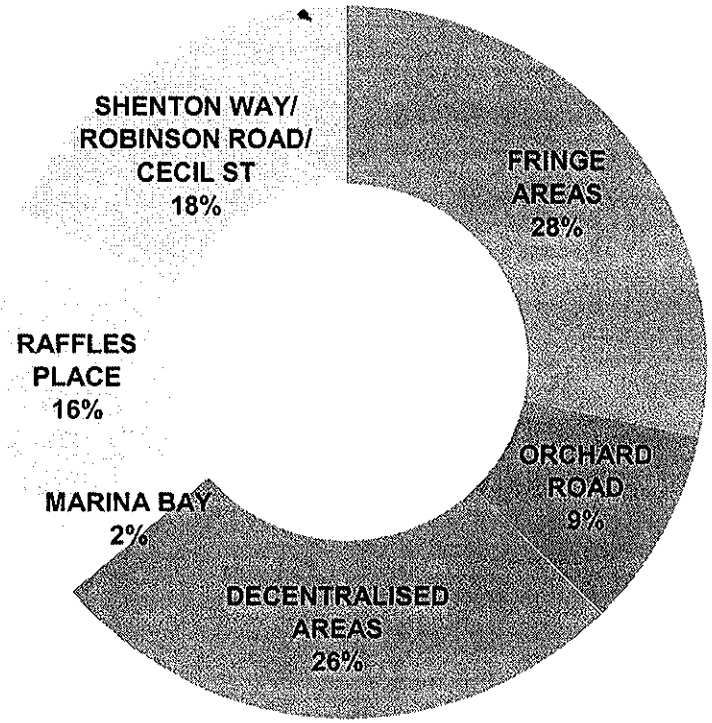




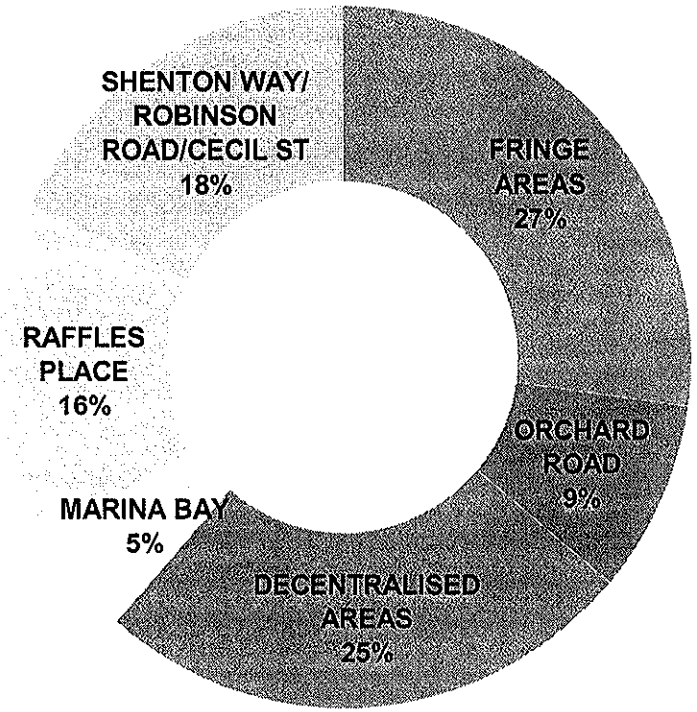




Growing Presence of Marina Bay



2007



2011

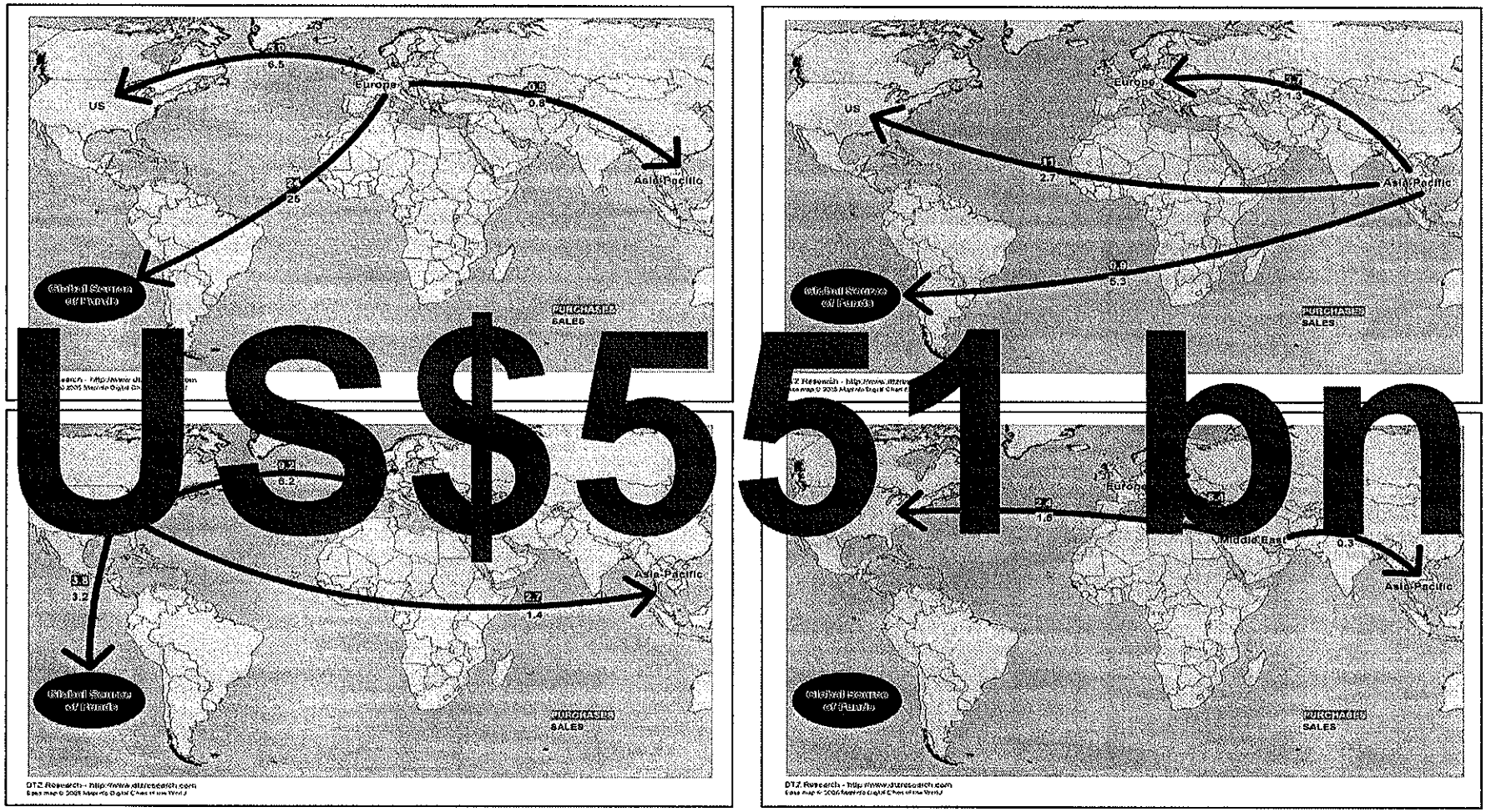
Source: DTZ Research, July 2007

Office Investment Activity Getting Hot & Hotter!

	2004	2005	2006	1H07
Office ($ mil)	959.99	931.65	2,502.77	3,459.12
Percentage Change	1185%	-3%	169%	107%

Source: DTZ Research, July 2007

Money, Money Every Where



US$551bn

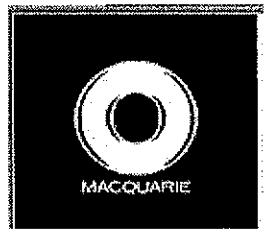
DTZ Money Walking Around







GE
Real Estate

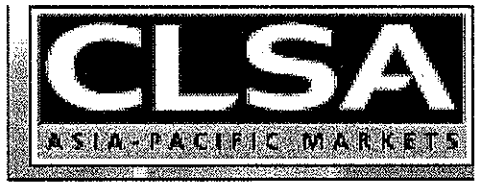














Coping Strategies – The Government

- Land Sales Programme
- Introduction of Transitional Offices
- Leasing of disused State properties
- Reviewing occupational needs – Reduce & Relocate

Coping Strategies – Supply

• Launch of first transitional office site (15 year lease) @ Scotts Road	168,600 sf (max GFA)
• GLS Programme	3,810,000 sf
Other Government Sales	1,937,500 sf
Pipeline Supply	6,888,900 sf
Potential Supply	12.63 mil ssf (3.5 years)

Ave Islandwide Annual Demand (2004-2006) 2.3 mil sf

Coping Strategies – Supply

DEVELOPMENTS FROM GLS PROGRAMME

NAME OF PROJECT/DEVELOPMENT	LOCATION		PROPOSED GFA	ESTIMATED NLA
SOLD				
New Bridge Road/North Canal Road	New Bridge Road/North Canal Road		58,015	46,412
Tampines Grande	Tampines Grande		361,658	289,326
Belilios Rd/Klang Lane	Belilios Rd/Klang Lane		28,309	22,647
Anson Rd/ Enggor St	Anson Rd/ Enggor St		383,821	307,057
		SUBTOTAL	**831,802**	**665,442**
LAUNCHED				
Beach Rd/ Middle Rd	Beach Rd/ Middle Rd		632,176	505,740
Central Boulevard/ Shenton Way (Land Parcel A at Marina View)	Central Boulevard/ Shenton Way		1,432,890	1,146,312
Anson Rd	Anson Rd		252,076	201,661
		SUBTOTAL	**2,317,142**	**1,853,714**
AVAILABLE				
Outram Rd/ Eu Tong Sen St	Outram Rd/ Eu Tong Sen St		771,467	617,174
Marina View (Land Parcel B)	Marina View (Land Parcel B)		913,102	730,482
Tampines Concourse	Tampines Concourse		226,042	180,834
		SUBTOTAL	**1,910,611**	**1,528,489**
		TOTAL	**5,059,555**	**4,047,644**

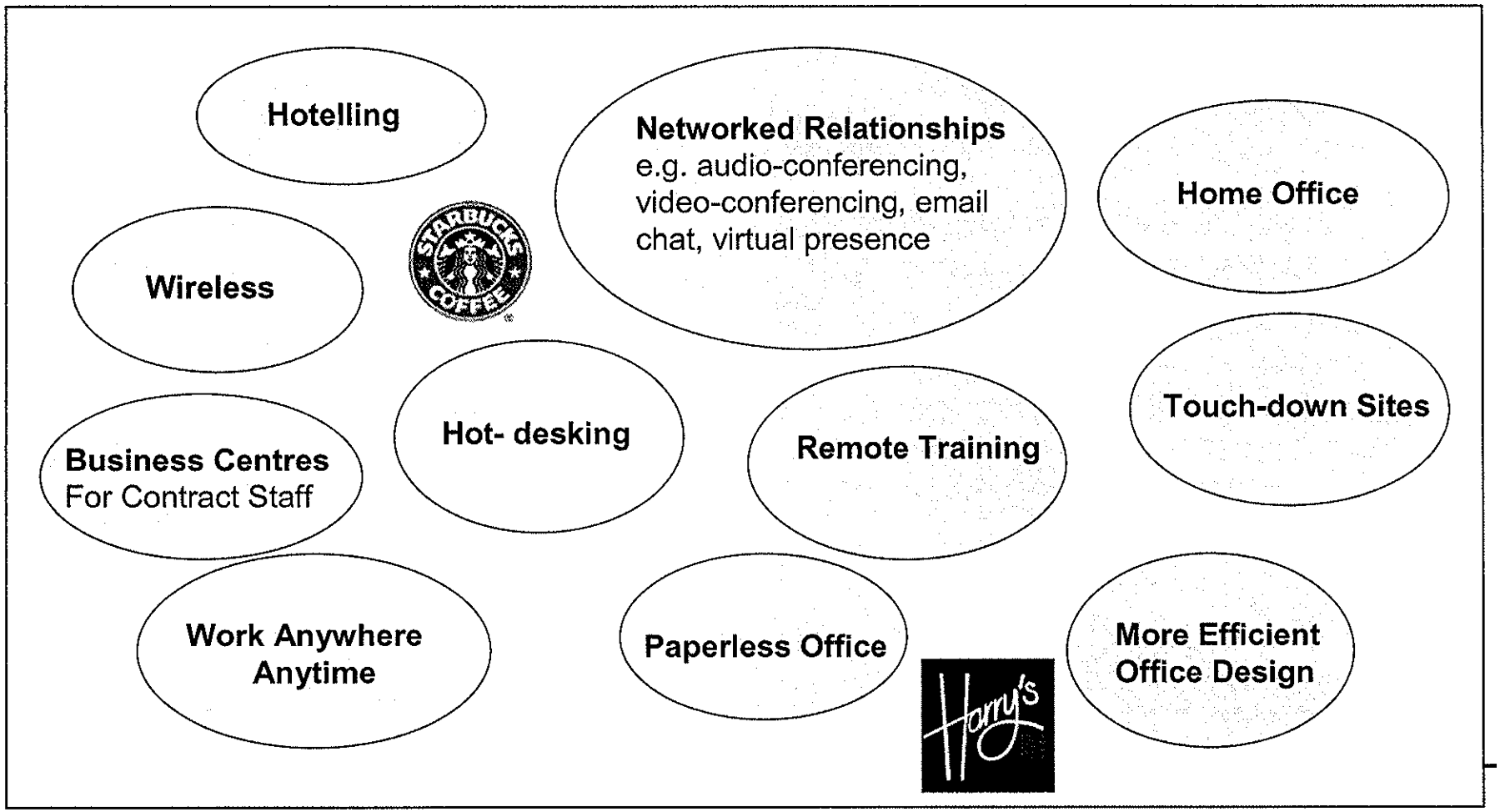
Coping Strategies – Supply

Pipeline	2.69 mil sf

- Changi Business Park
- Alexandra Business Park
- One-north

Potential Supply	1.29 mil sf

Coping Strategies – Demand



The Race for Space Continues

- Multi- and Bi-lateral Trade Agreements to facilitate global trade
- Fiscal incentives to promote the Financial and Business Services sectors
- Surge in wealth management activities
- Growing presence of Middle-Eastern companies and Islamic banking
- More banks setting up global support centres
- Developing talent to support the Financial and Business Services sectors
- Alternative Commercial Hubs and BCPs

Concluding Thoughts

- Flexible Location
  - Working on the move
  - Working from home
  - Working from telecentres/satellite offices
- Flexible Time
  - Part time working
  - Jobshare
  - Compressed work weeks
- Flexible Contract
  - Outsourcing
  - Use of agency workers
  - Temporary/fixed term contracts
- Flexible Offices
  - Innovation in workplace design

Concluding Thoughts

- Flexibility
  - Review Business Park/Industrial use guidelines?
  - Allow the conversion of well-located under-utilised industrial premises into offices?
  - Fast-track development of non-CBD offices – e.g., in sub-regional centres and fringe centres such as Paya Lebar

- The Earth is Flat
  - Growing importance of CSR
  - Property Derivatives

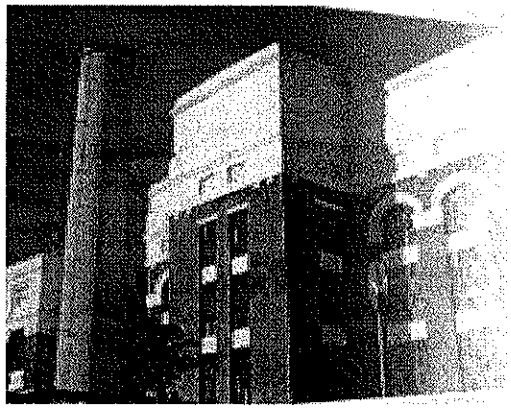
Concluding Thoughts

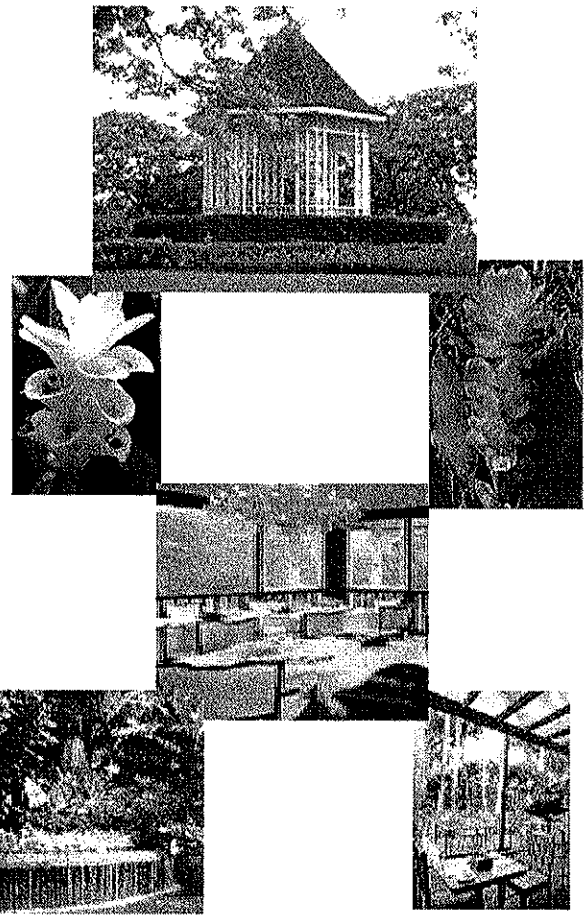
The Real Issue

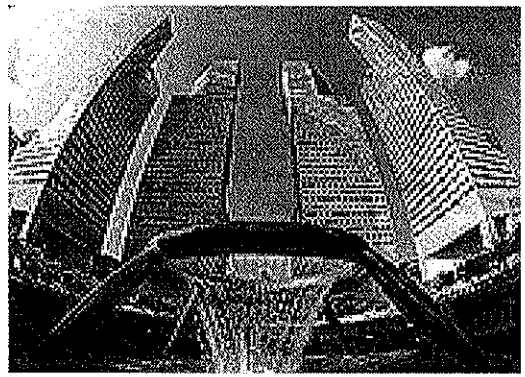
- It is not just about costs
- It is all about

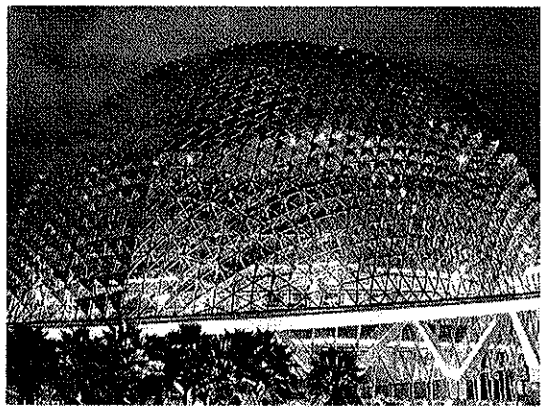
"What is Singapore's Overall Value Proposition?"

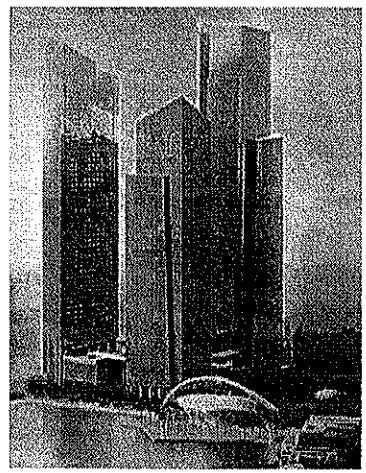
The New Singapore – Attracting Talent as a Global City











Source: DTZ Research, July 2007

Thank You

REDAS SEMINAR ON 'PROPERTY PROSPECTS UPDATE 2007'

Tuesday, 31st July 2007

AN UPDATE ON INVESTMENT SALES

By Mr. Karamjit Singh
Managing Director
Credo Real Estate (Singapore) Pte Ltd

REDAS

CREDO
REAL ESTATE

Property Prospects Update 2007

REDAS

Investment Sales - Residential

by Karamjit Singh

31 July 2007

CREDO
REAL ESTATE

Overview of the Residential Investment Market

1H'07 Overview

Residential Investment Market

- 'Singapore in a Golden Period,' – MM Lee

The Sunday Times
July 8 2007

CREDO
REAL ESTATE

Singapore in a golden period, says MM Lee

'Singapore in a Golden Period'

CREDO REAL ESTATE

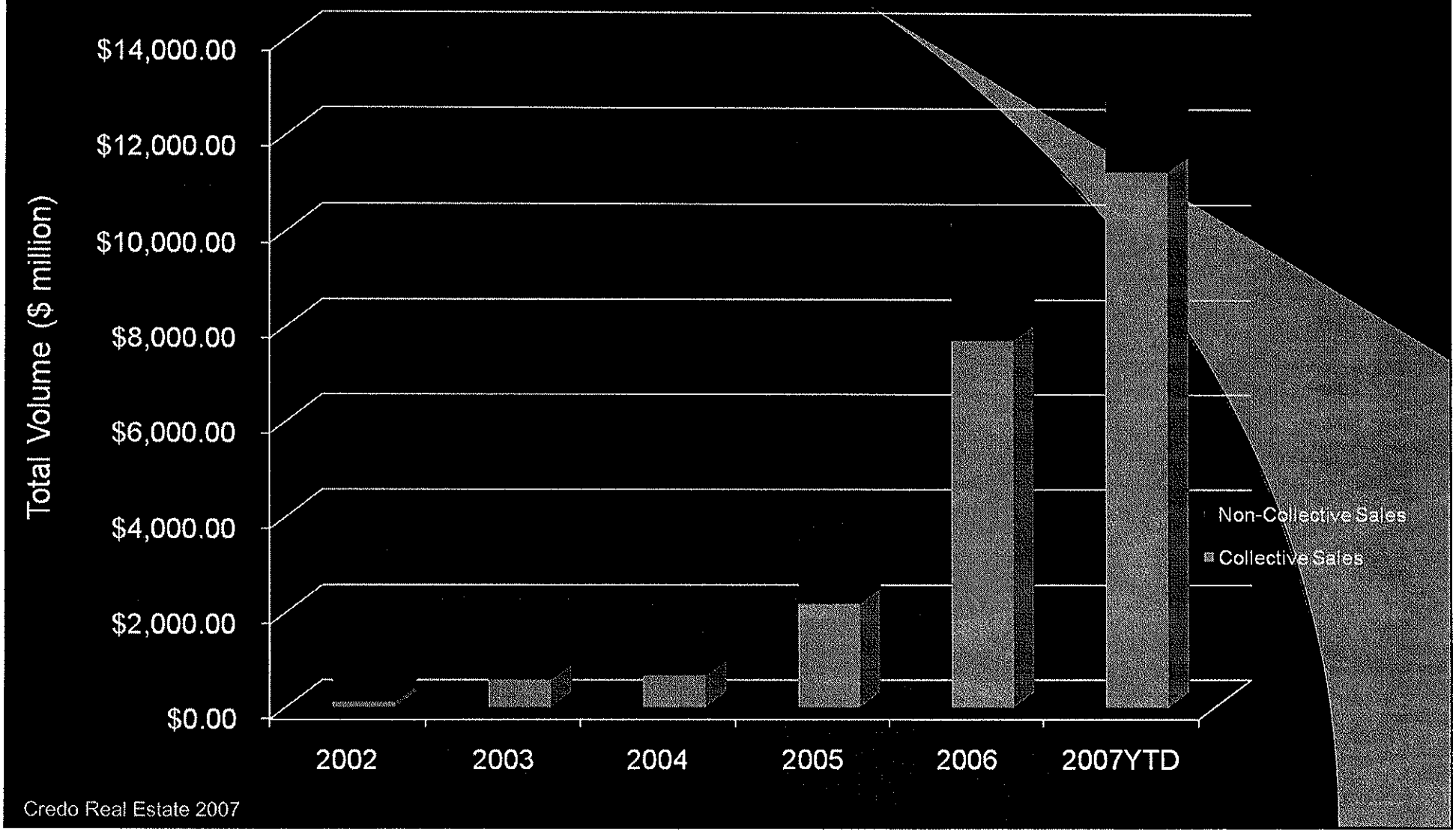
- STI surged 16%
- Property Counters up by 26%
- URA PPI indicates 14% rise in prices
- Rentals up by 19%
- Economy growing by 7.3%

1H'07 Overview

Residential Investment Market

- 'Singapore in a Golden Period,' – MM Lee
- Steep surge in demand for land and homes

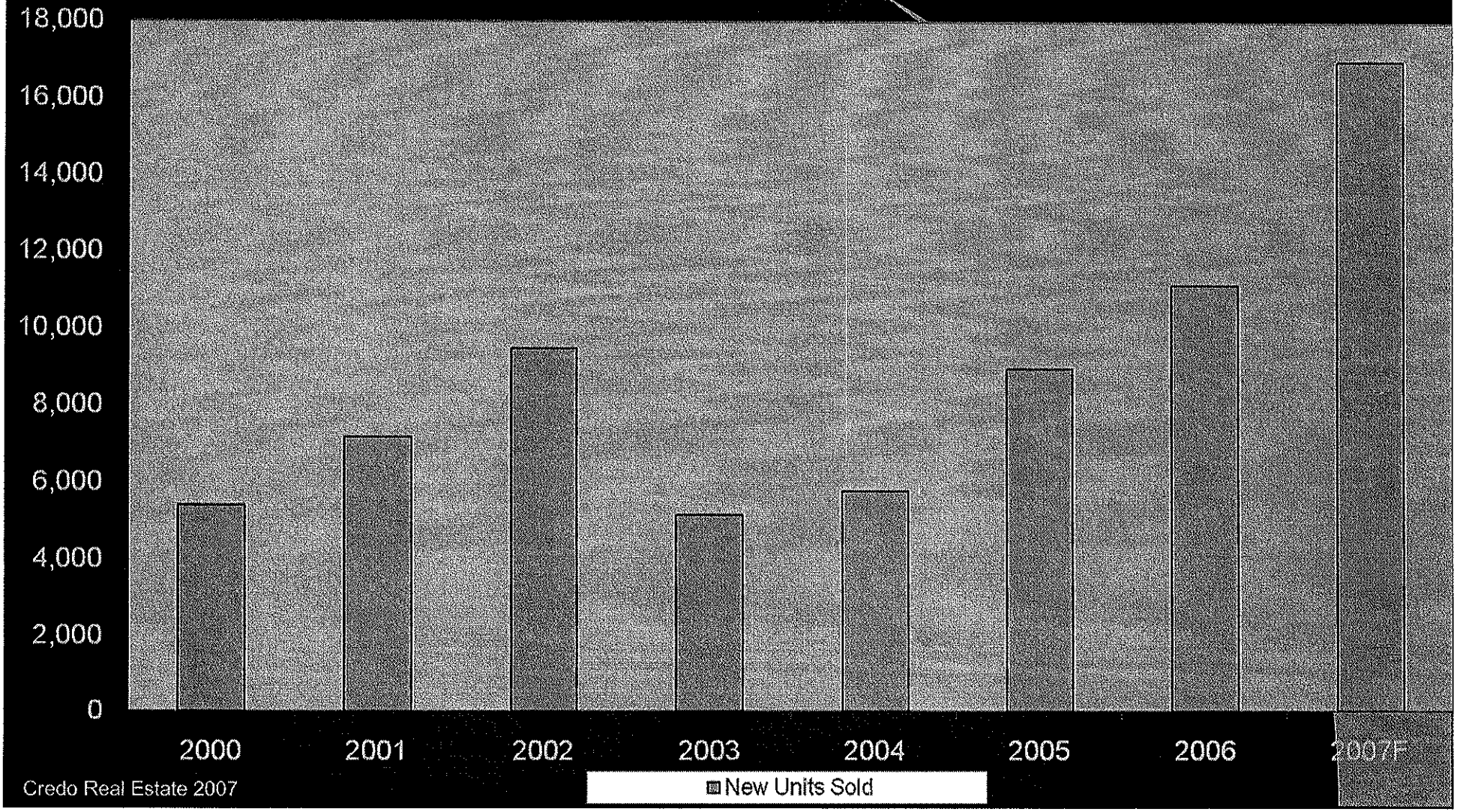
Residential Land Sold



Credo Real Estate 2007

Demand for New Homes

CREDO REAL ESTATE



Credo Real Estate 2007

1H'07 Overview

Residential Investment Market

- 'Singapore in a Golden Period,' – MM Lee
- Steep surge in demand for land and homes
- Land transactions at record volume & prices

Biggest Land Deals 07

Development	Date	Value (million)	Buyer
Farrer Court	June	$1,338.80	CapitaLand
Leedon Heights	April	$835.00	GuocoLand
The Grangeford	June	$592.00	OUE
Gillman Heights	February	$548.00	CapitaLand
Tulip Garden	July	$516.00	Bravo Construction

Most Expensive Land Deals 07

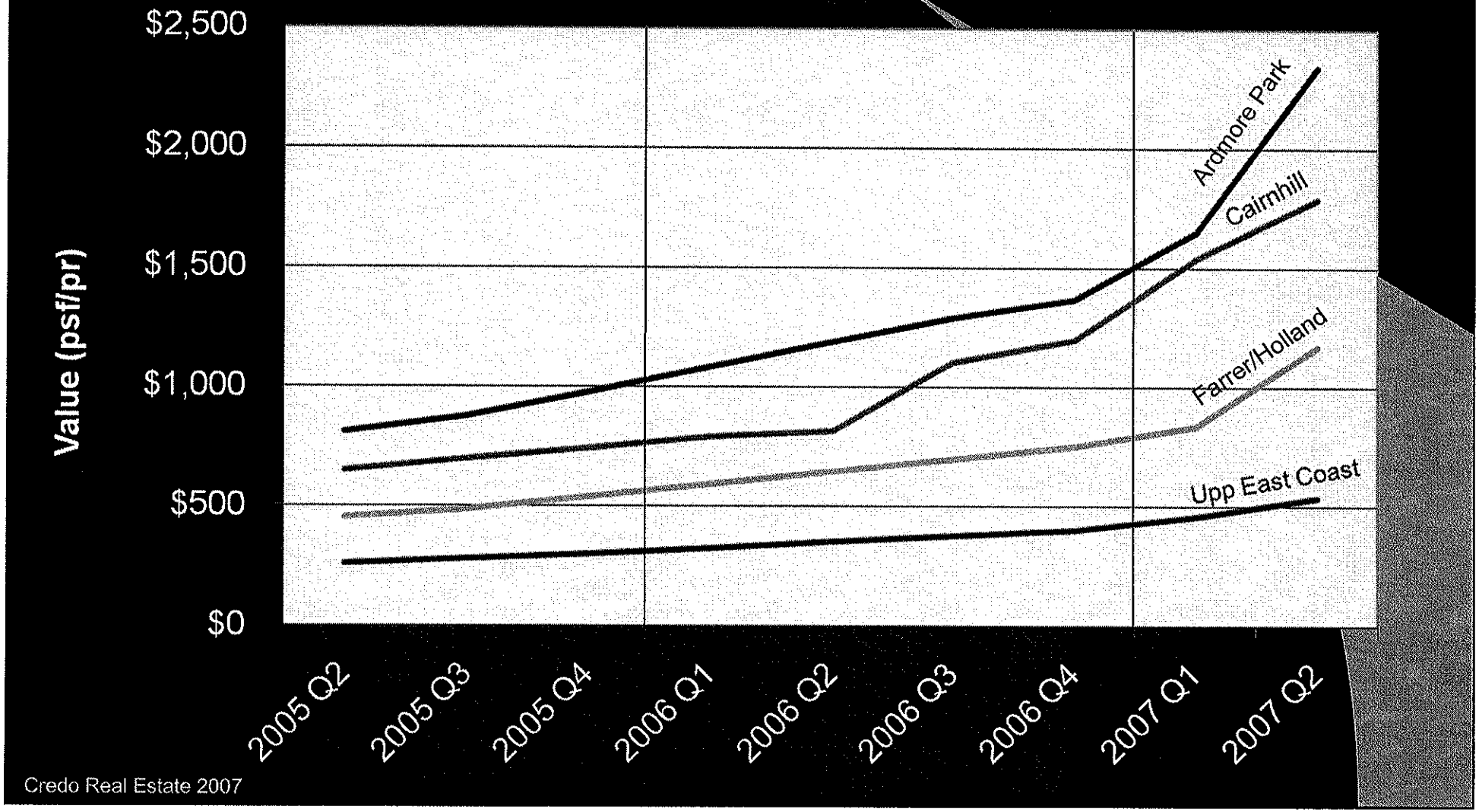
Development	Date	Value (psf/pr)	Buyer
The Ardmore	June	$2,338	SC Global
The Grangeford (99 yr LH)	June	$1,810	OUE
Sentosa – Beachfront (99 yr LH)	July	$1,800	SC Global
Char Yong Gardens	June	$1,788	CapitaLand
The Parisian	January	$1,735	OUE
Anderson 18	March	$1,650	CDL/Wing Tai

1H'07 Overview

Residential Investment Market

- 'Singapore in a Golden Period,' – MM Lee
- Steep surge in demand for land and homes
- Land transactions at record levels and prices
- Broad based boom across locations

Price Movements of Prime Residential Land



Credo Real Estate 2007

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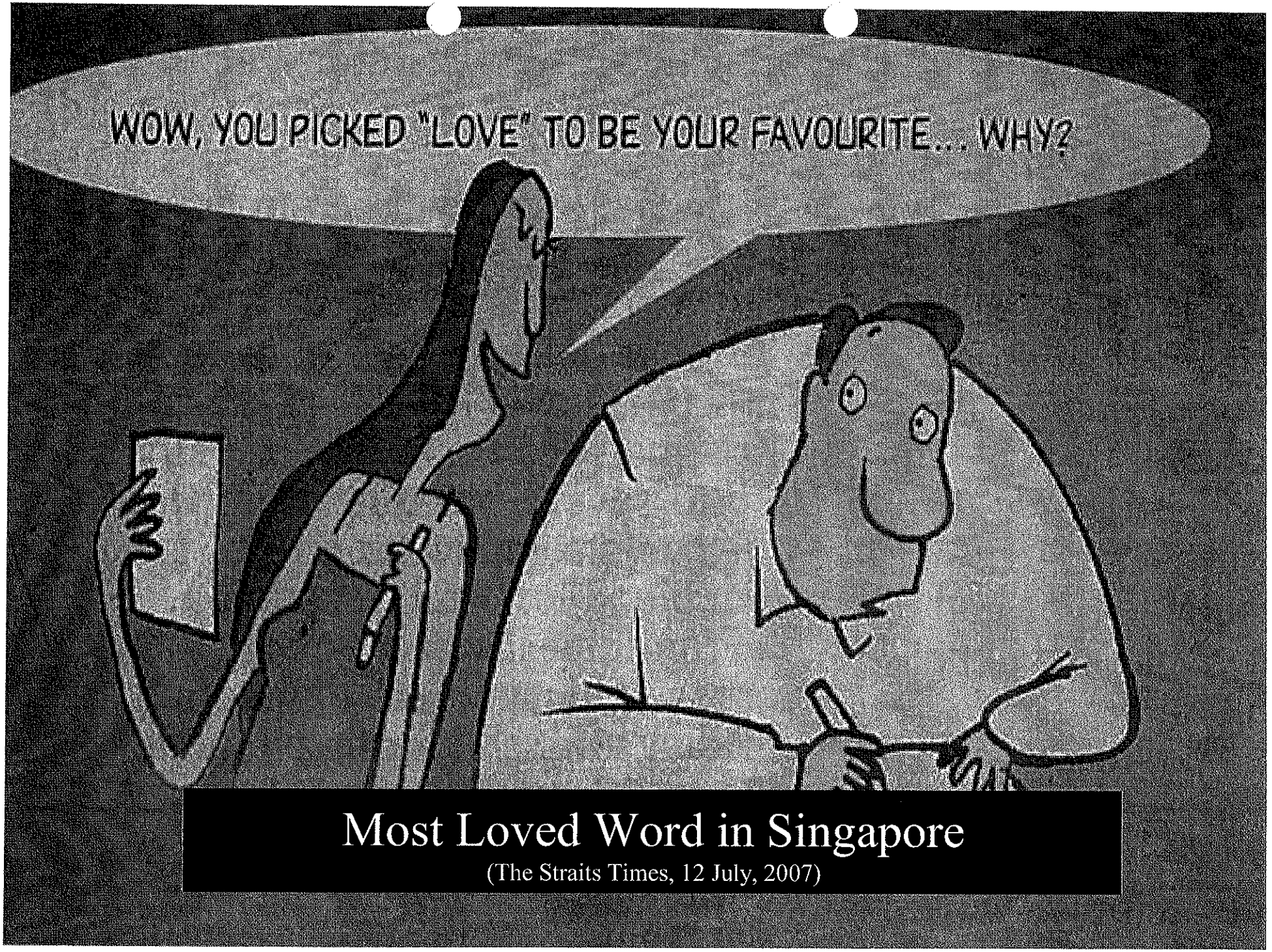
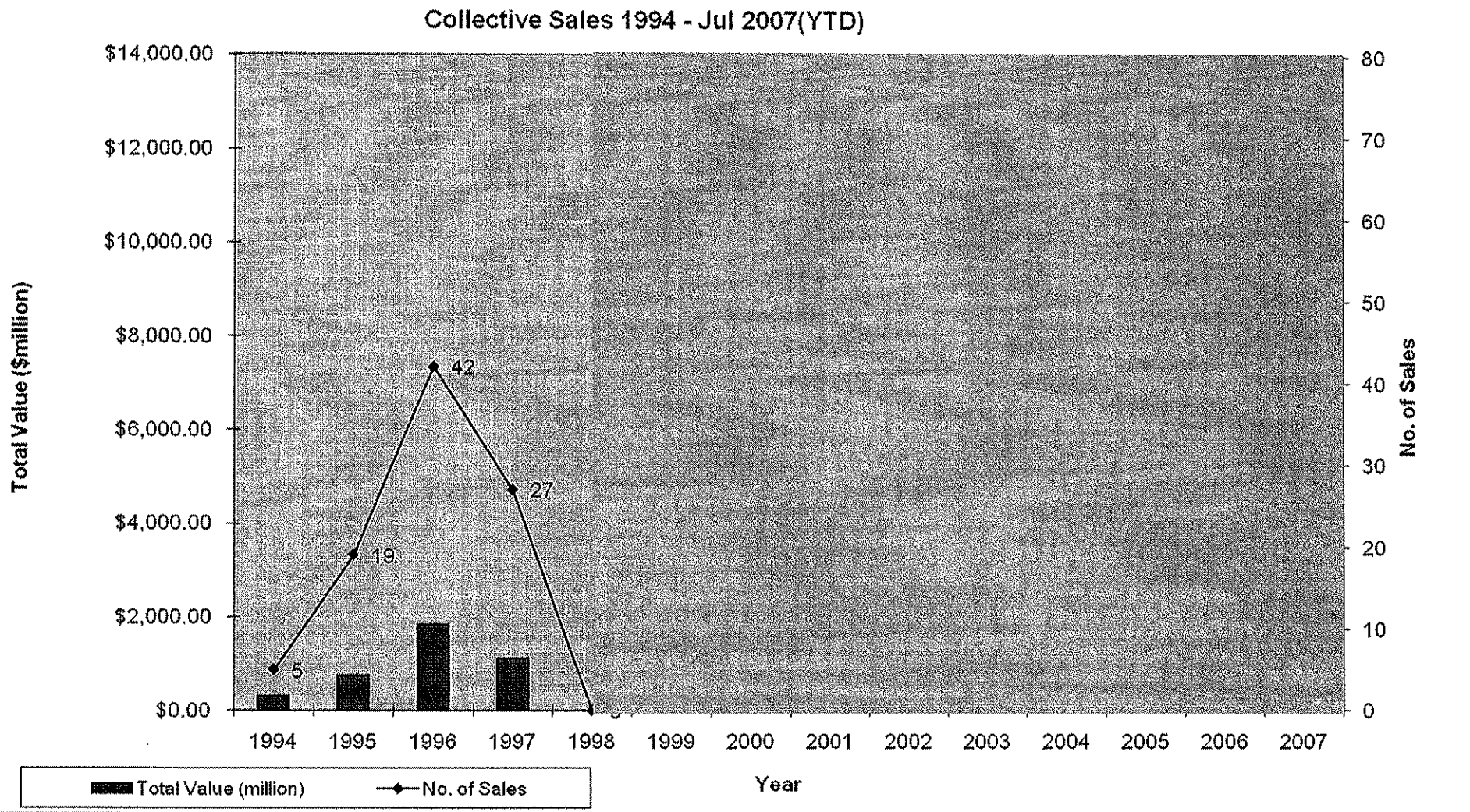


Most Loved Word in Singapore

(The Straits Times, 12 July, 2007)


ACTUALLY, IT'S MY SECOND FAVOURITE WORD. I COULDN'T FIND THE WORD, "EN BLOC"...

Collective Sales (1994 – 2007YTD)



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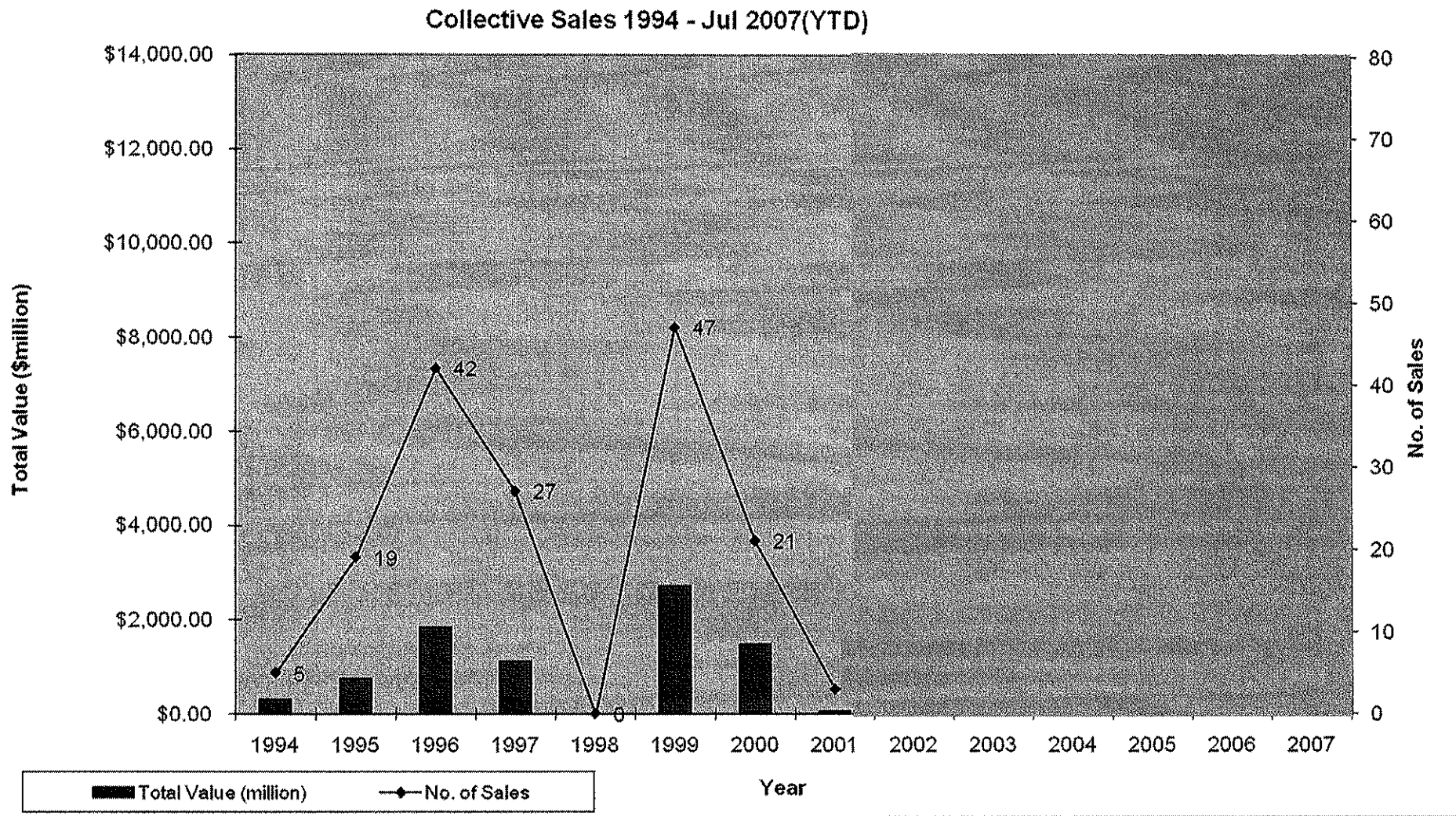

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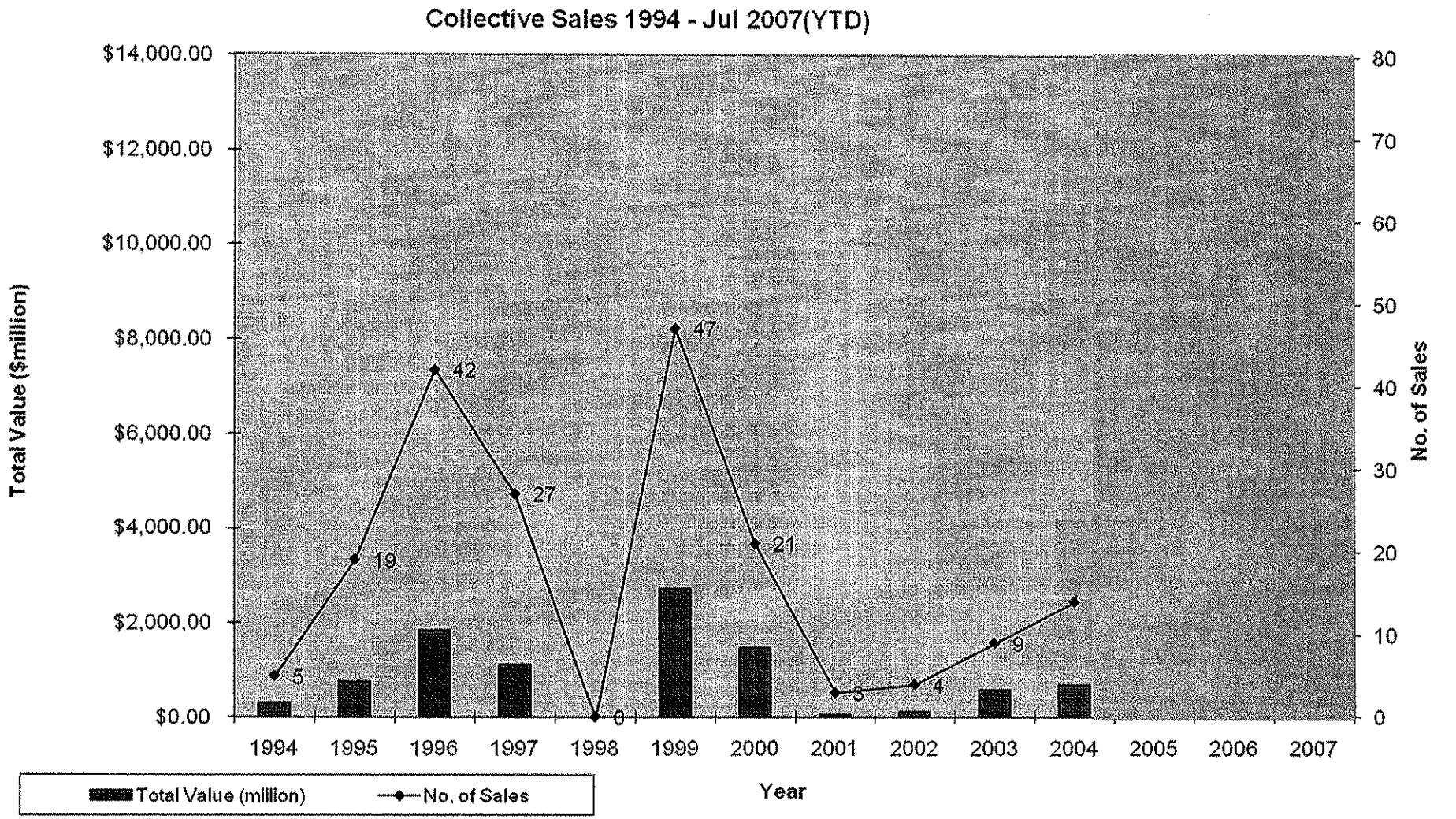

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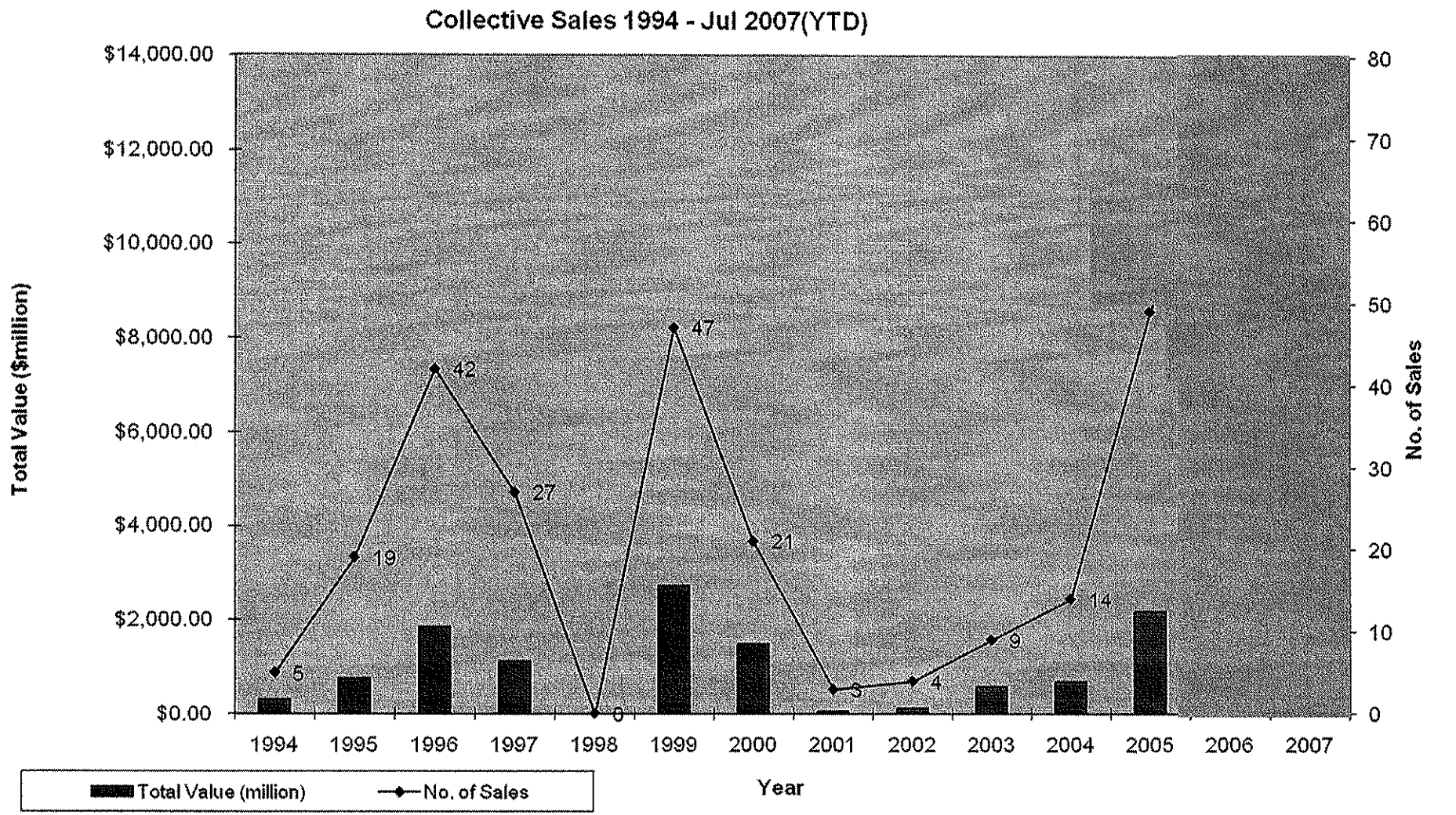

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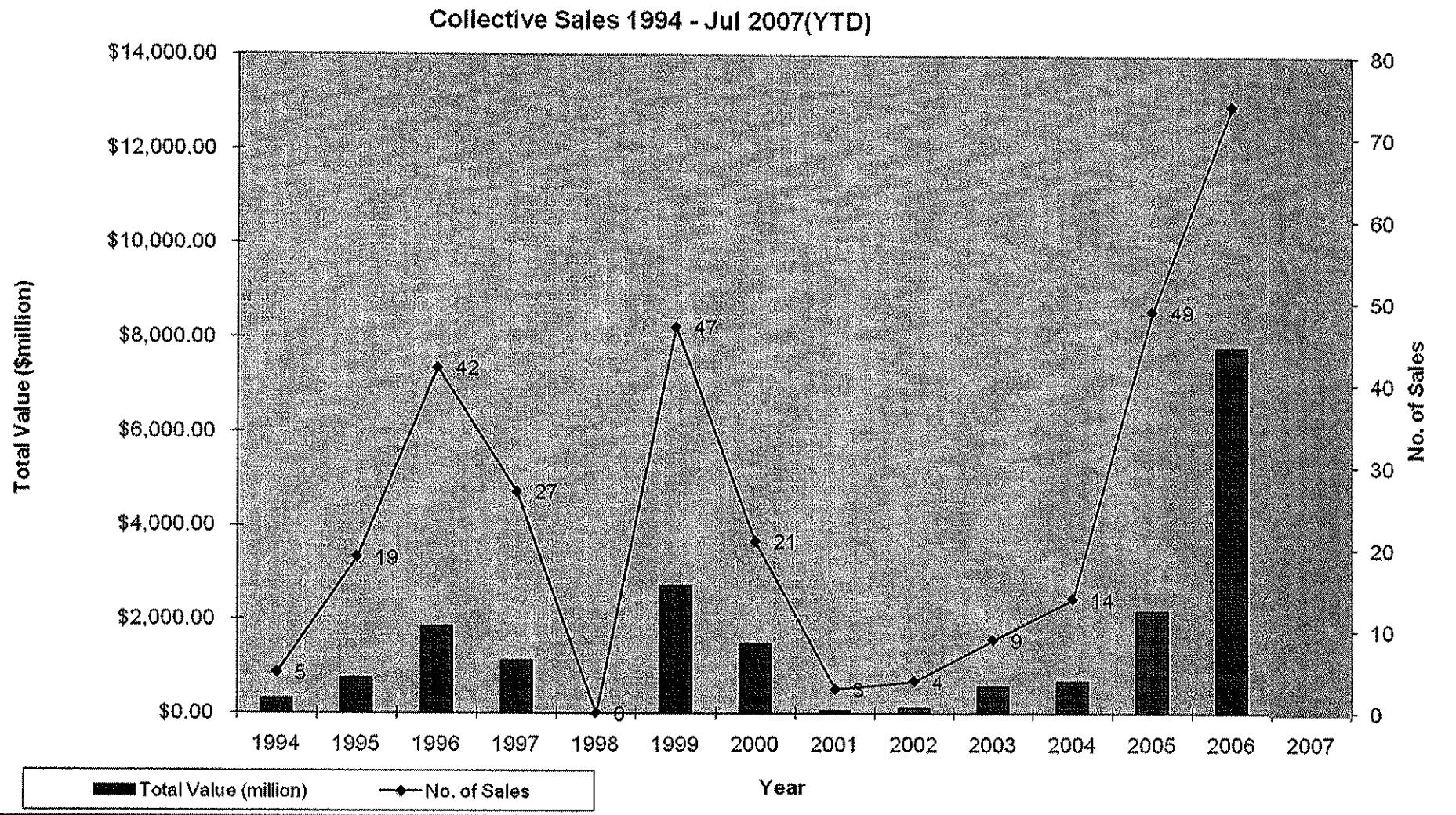

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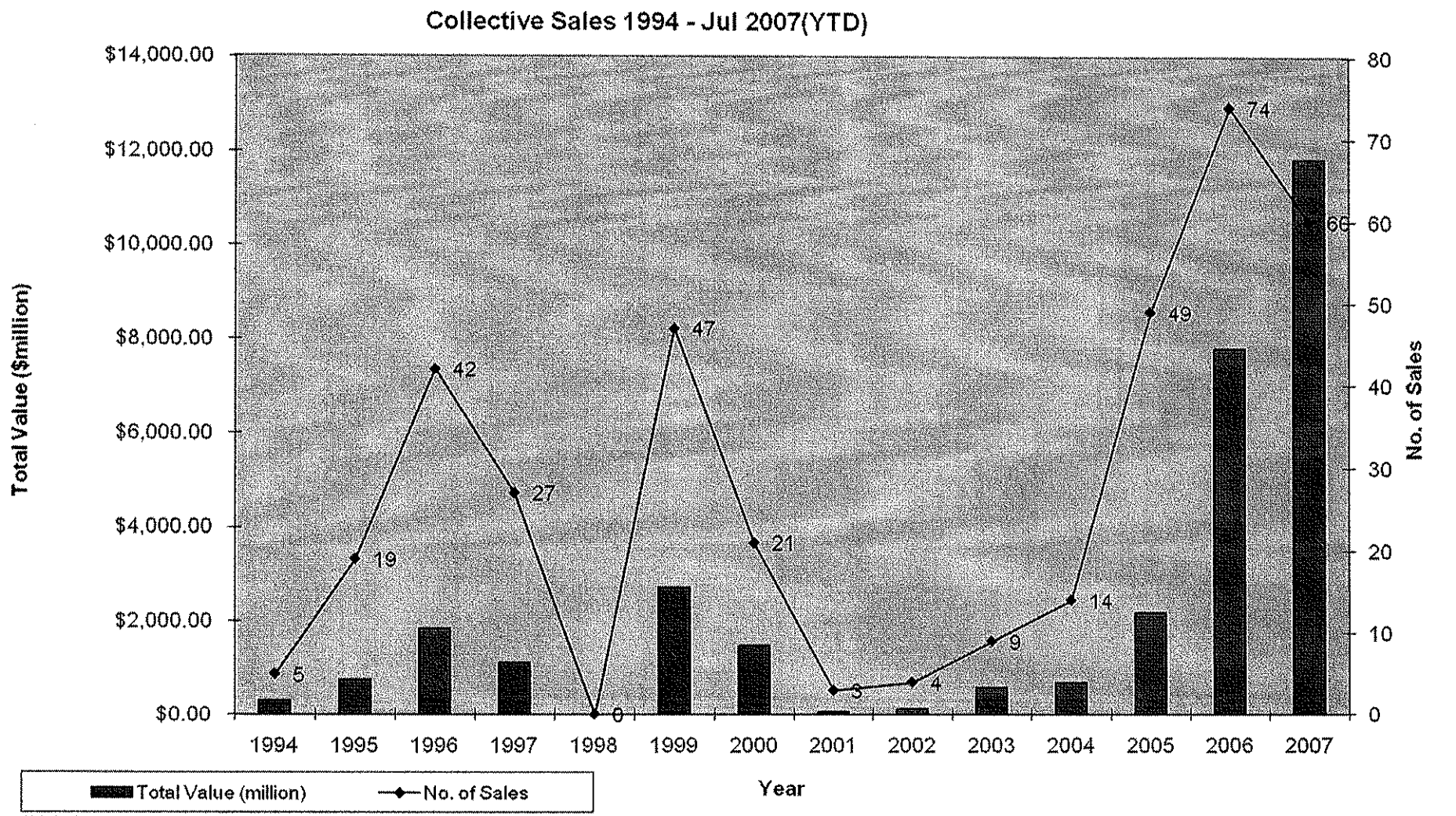

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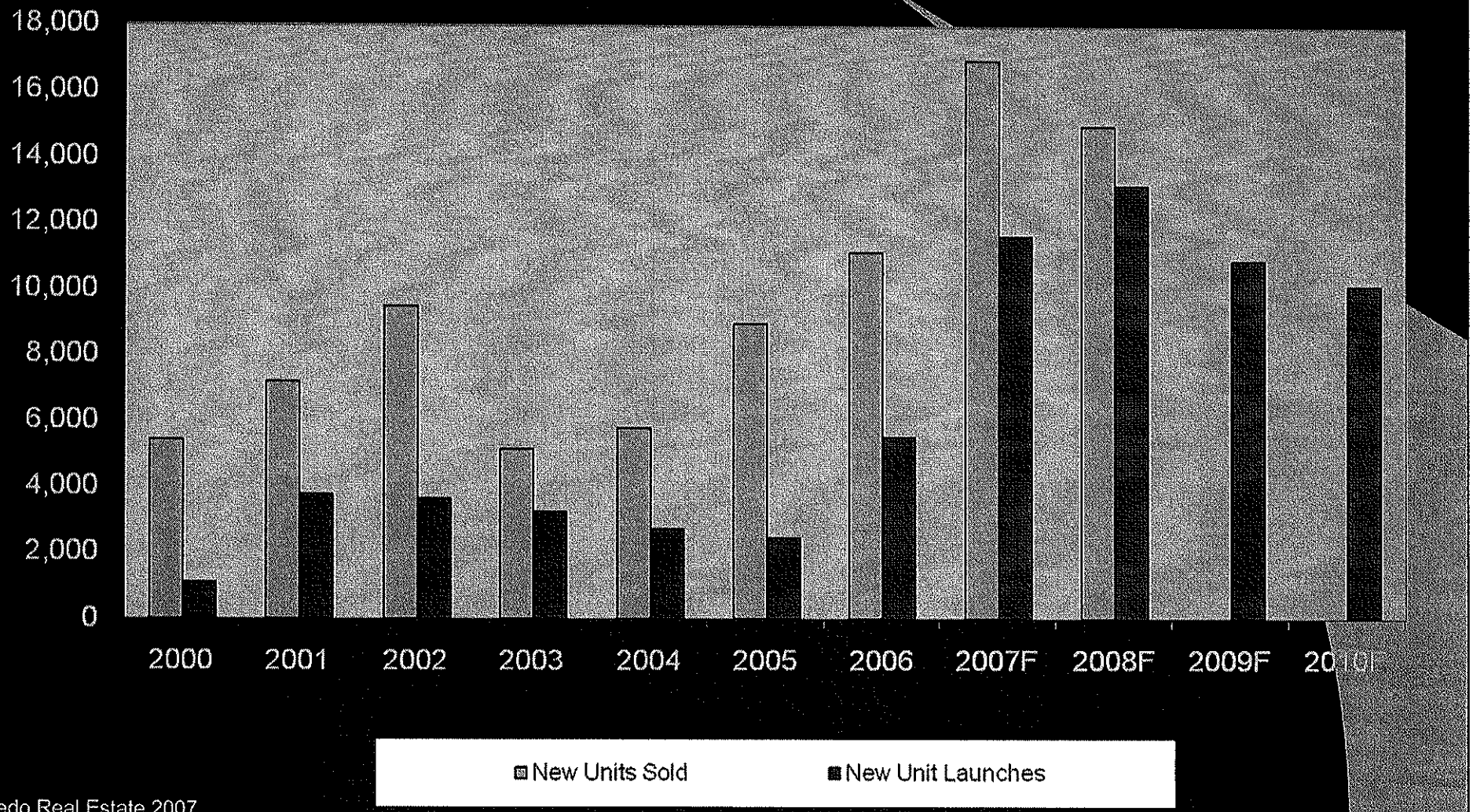
- Enbloc deals instrumental in creating bulk of new supply and demand for homes

Potential Supply

	Prime	Mid-Prime	Suburban
Total Land Investment	$8.486 b	$2.582 b	$1.241b
Percentage of Investment	69%	21%	10%
Potential Supply of New Units	5,449	4,176	3,675
No of Existing Stock Withdrawn	2,821	1,413	1,531
Potential Net Supply of New Units	2,628	2,763	2,144
Withdrawal: Supply Ratio	100:193	100:296	100:240

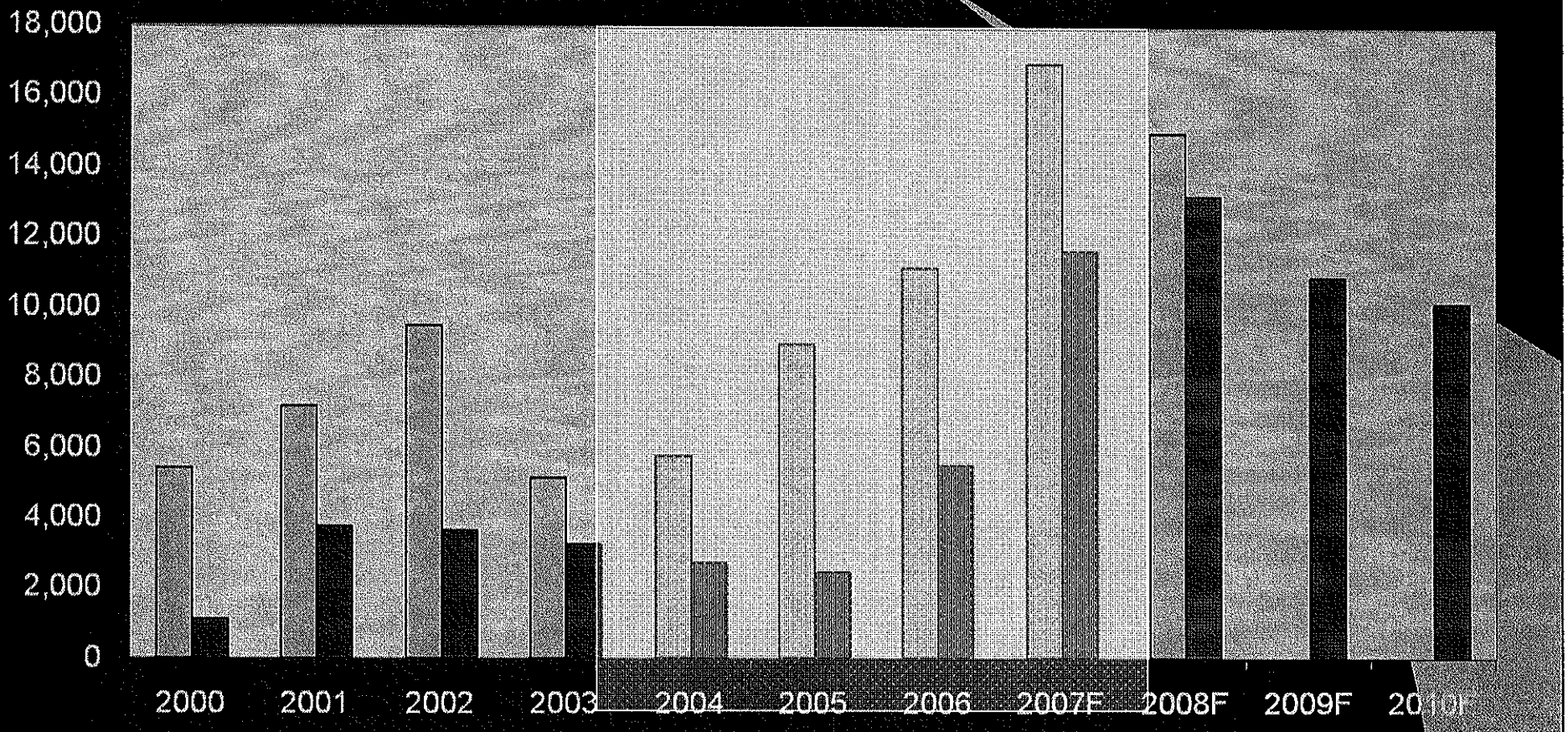
Demand & Supply of New Homes

CREDO REAL ESTATE



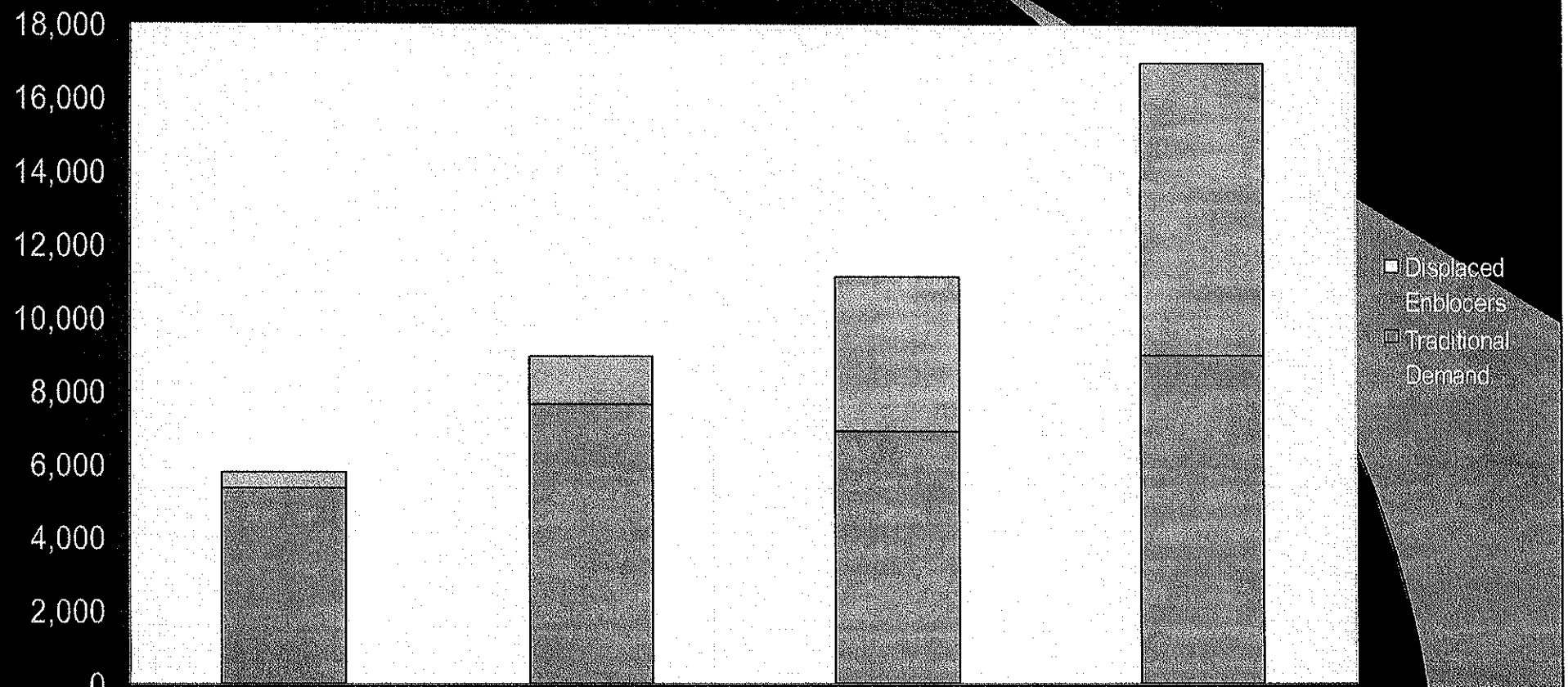
Credo Real Estate 2007

Demand & Supply of New Homes



Credo Real Estate 2007

Enbloc Sales Boosting Demand



Credo Real Estate 2007

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- Enbloc deals instrumental in creating bulk of new supply and demand for homes
- Government voices concerns, reiterating need to remain cost-competitive

The Sunday Times
July 8 2007

CREDO
REAL ESTATE

'This market is driven by fear and greed. Fear of missing the boat, and greed to make more.'

— DTZ DEBENHAM TIE LEUNG EXECUTIVE DIRECTOR ONG CHOON FAH, on property market prices in Singapore

The Sunday Times,
July 8 2007

CREDO
REAL ESTATE

Check property prices to stay competitive: MM

The Straits Times, July 28 2007

CREDO REAL ESTATE

REGULATING S'PORE'S PROPERTY MARKET

"We'll do our best to ease it up. New buildings will be put up. The supply side must go up and they will go up...But I think we also know there are certain market forces at work and we just let it run its course."

MM Lee on the rising property market in Singapore

The Sunday Times,
June 14 2007

CREDO REAL ESTATE

The big Singapore land sale

Ministry doubles confirmed sites to 14 in second half 2007 and offers 27 plots in reserve list

By KALPANA RASHIWALA

[SINGAPORE] The government yesterday announced its biggest ever land sales programme in what is seen as a clear signal that it is serious about containing the rise in property prices and rents which could cripple Singapore's competitiveness.

It is offering a total of 41 sites in the second half of this year — 14 through the confirmed list (double the seven in the H1 2007 programme) and 27 in the reserve list. The 14 confirmed sites is also the highest figure since the Ministry of National Development introduced the reserve list system in 2001.

MND has introduced 15 new sites, three of which are in the confirmed list, while the remaining 26 are being carried over from the current H1 2007 slate.

The confirmed sites for the second half include a site at Marina View — adjacent to an earlier plot released recently — and can yield about 900,000 sq ft gross floor area of commercial space.

Agreeing, Knight Frank managing director Tan Tiong Ching said: "Clearly, the message is to tell investors who may be concerned about rising office rents and home rentals in Singapore not to panic."

A seasoned market watcher indicated there is also a message to developers, especially office landlords. There have been a lot of complaints from businesses about the doubling of office rents in the past 12 months.

Market watchers reckon the MND's strategy of jacking up the number of sites in the latest confirmed list — despite repeated pleas from developers not to do so — is to ensure greater certainty of supply. Whereas reserve list sites are released only on successful application by a developer, confirmed sites are launched according to a stated schedule.

"The economy is doing well, demand is there, so they must ensure there is sufficient supply," as a market watcher noted.

Real Estate Developers Association of Singapore declined to comment yesterday evening.

Colliers International director (research and consultancy) Tay Huey Ying said: "It's very clear. The government is pretty concerned about the supply crunch and has gone very aggressive on the confirmed list."

The last time the MND offered 41 sites was the full-year 1997 programme, but it was stopped in its tracks due to the Asian financial crisis. In that year, the MND had planned to release sites for a total of 10,000 homes (7,000 private homes and 3,000 executive condos).

The 41 plots the government is offering for the second half can potentially yield 8,000 private homes, including 620 executive condos or ECs — a hybrid of private and public housing — 3.6 million sq ft gross floor area (GFA) of commercial space and 6,500 hotel rooms.

This compares with 5,475 private homes, 5.3 million sq ft of commercial GFA and 5,285 hotel rooms that could potentially be developed from the 32 reserve and seven confirmed sites in the current H1 2007 programme.

The H1 2007 programme has a higher supply of commercial space, boosted by MND pushing back the release of the former NCO Club site in Beach Road from H2 2006.

In its release yesterday, MND also highlighted additional sources of space the government will make available in H2 2007 — including around 1.4 million sq ft of space from vacant state buildings, small plots for office and other commercial uses and transitional offices, which will include a site at Newton MRT Station.

The MND said 6.9 million sq ft of office space will be completed by 2010, including the first phase of Marina Bay Financial Centre. On top of that about 2.7 million sq ft GFA of business park space, mainly from Changi Business Park and Alexandra Distripark, is scheduled for completion from H2 2007 to 2010. Such space is suitable for back-room operations and data centres of financial institutions, and SMEs.

For the private housing market, MND said about 42,200 new private homes are slated for completion from the second half to 2010. Of those, nearly 40 per cent of 16,400 units will be in the core central region. Property consultants read this statement as assuaging concerns about housing rents escalating, driving expats out of Singapore.

However, none of the 20 residential sites in the latest Government Land Sales programme, including eight confirmed plots, are in prime district locations.

"The collective sales market will take care of supply of land for the high-end market," as Mr Tan observed. Instead, the GLS residential plots are in attractive suburban and city-fringe locations like Sembawang, Tanah Merah, Boon Lay, Bishan, Toa Payoh and Bedhill, many of them very near MRT stations.

"This will be welcome relief for both home buyers and developers. Right now, developers have to turn to the en bloc market even for sites in fringe locations. Now MND is offering a better selection of sites for them," said Mr Tan of Knight Frank. "And it will bring relief to those who are looking for homes so they will not go into panic mode fearing a shortage of homes."

Giving his perspective, a market watcher said: "We have enough supply of high-end homes catering to well-heeled local and international investors. So the focus of the GLS programme must be to ensure sufficient supply of affordable private housing and ECs for younger Singaporeans and professionals."

MND is offering a reserve site at Punggol Field for about 620 ECs after a three-year break to ensure that ECs remain a viable housing option for those who aspire to private housing, it said.

The government has also added four new hotel sites — in Jalan Bukit Merah, Jalan Besar, Race Course Road and Tanjong Pagar — to provide a good variety of hotel accommodation for visitors.

Get the link to URA's news release at http://www.businesstimes.com.sg

Writing on the wall

Govt Land Sales programme: Number of sites offered

	H1 2006	H2 2006	H1 2007	H2 2007
Confirmed List	1	1	7	14
Reserve List	23	33	32	27
Total	24	34	39	41

MORE REPORTS

Analysts eye govt land sales with interest

The full slate of sites

PAGE 4

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Outlook

Outlook of the Residential Investment Market

CREDO REAL ESTATE

Momentum strong with today's enbloc deals creating strong demand for new launches, from yesterday's land purchases – vicious cycle.

- As long as sentiments remain positive, enbloc deals would carry on, thereby exasperating the vicious cycle.

- Case of short term physical supply crunch, as a result of withdrawal of units via enblocs.

- High levels of liquidity; wealth created; interest rates low; higher wages / bonuses

Outlook of the Residential Investment Market

CREDO REAL ESTATE

- It would be a given that Singapore is no longer going to be cheap
- However, pace of price rise would need to be monitored, so that we don't get outpriced against other international markets
- Government has raised concerns, may implement some measures to let off some steam
- Hence, baring drastic measures, prices still expected to rise

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REAL ESTATE

Thank You!

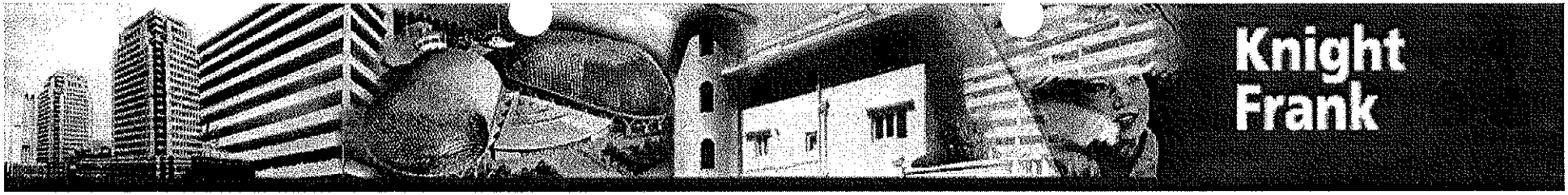
REDAS SEMINAR ON 'PROPERTY PROSPECTS UPDATE 2007'

Tuesday, 31st July 2007

RETAIL TRENDS AND CHALLENGES

By Ms. Sherene Sng
Director, Retail Department
Knight Frank Pte Ltd

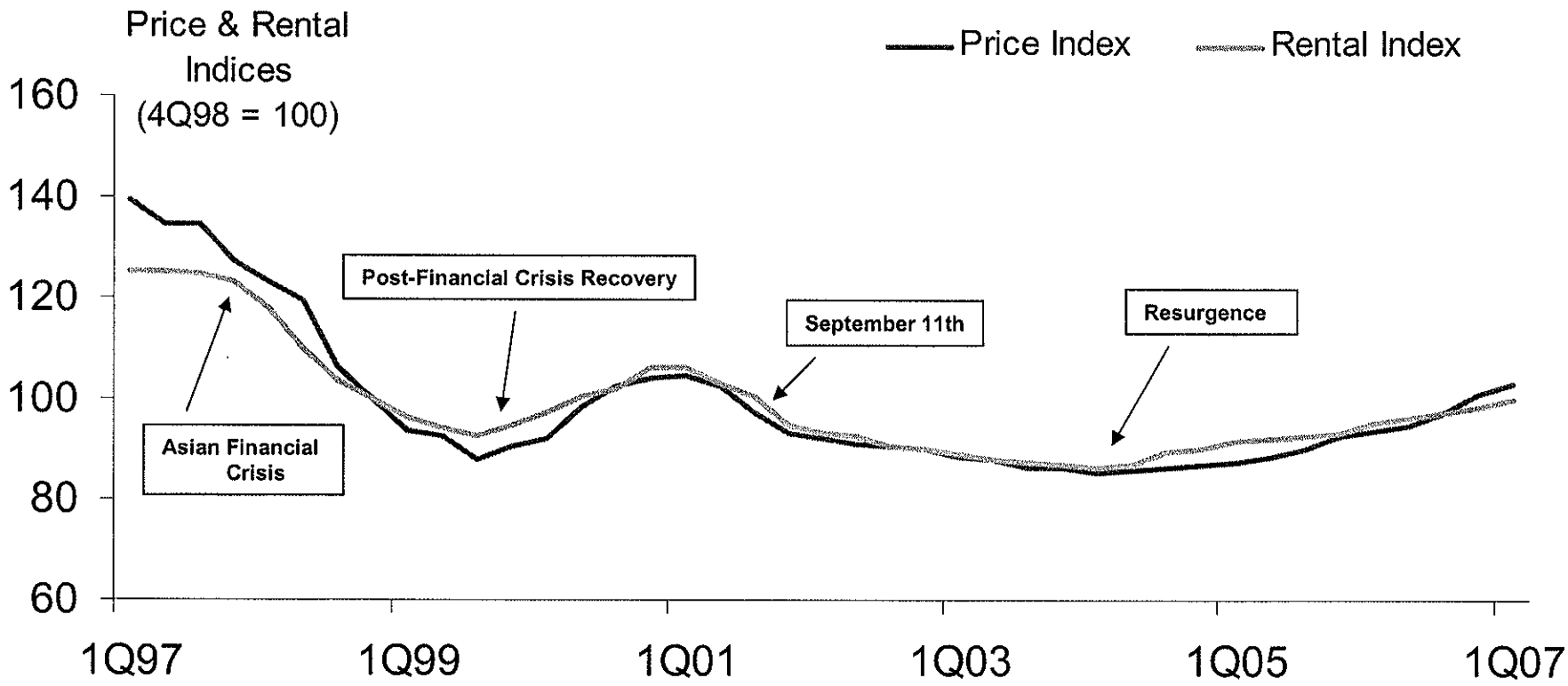
REDAS



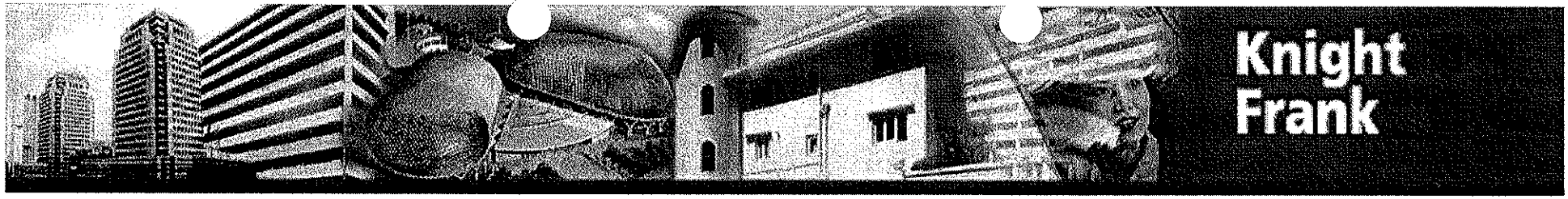
Retail



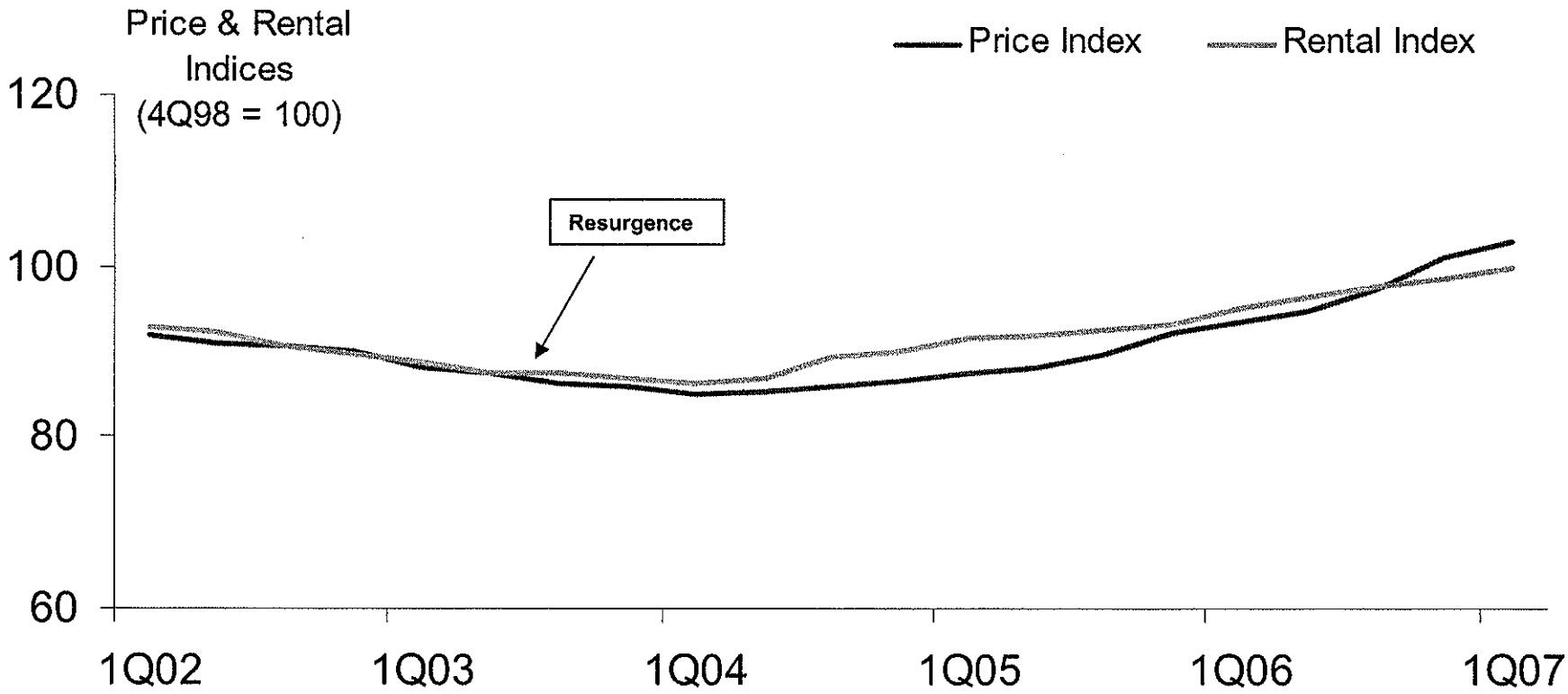
Prices & Rentals Trends



Source: Urban Redevelopment Authority/ Knight Frank Research



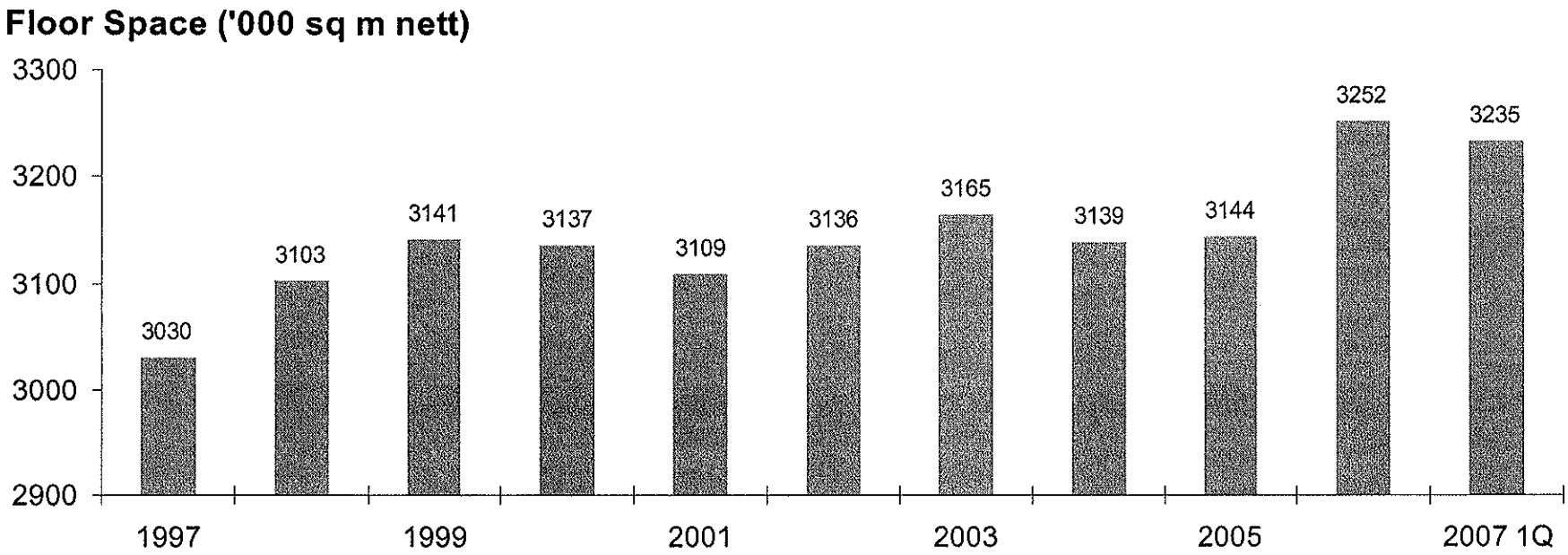
Prices & Rentals on upward trend since 2004…



Source: Urban Redevelopment Authority/ Knight Frank Research



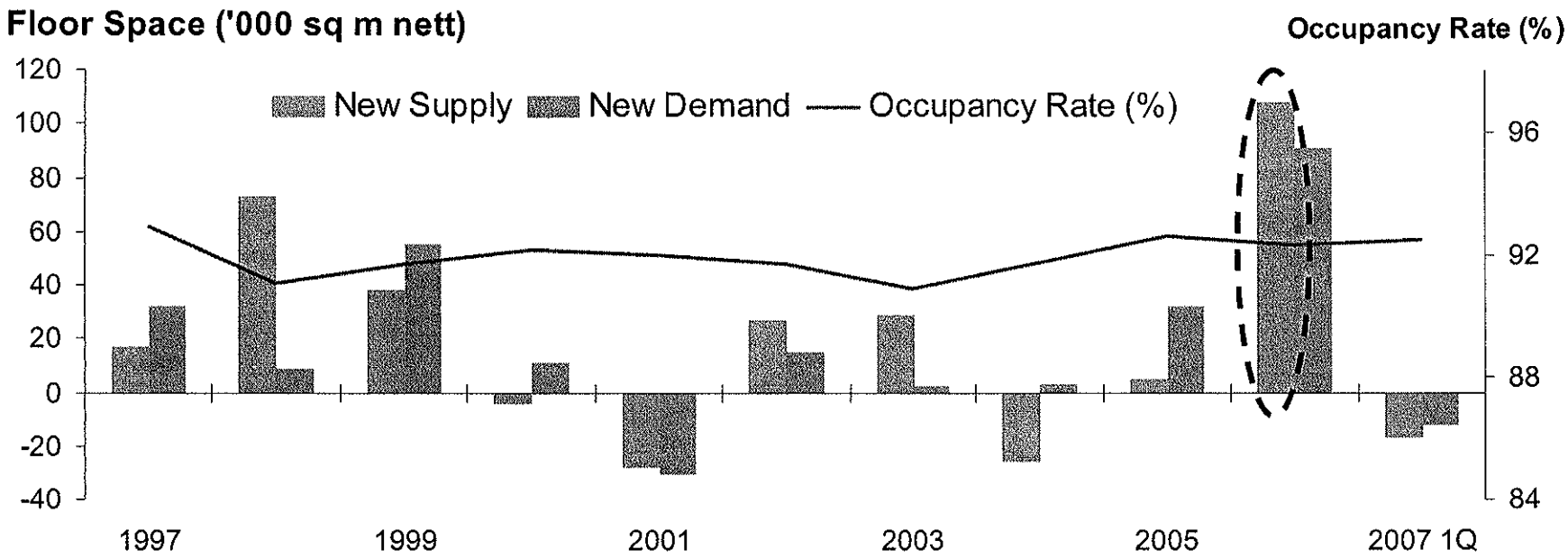
Total Retail Stock (Islandwide)



Source: Urban Redevelopment Authority/ Knight Frank Research



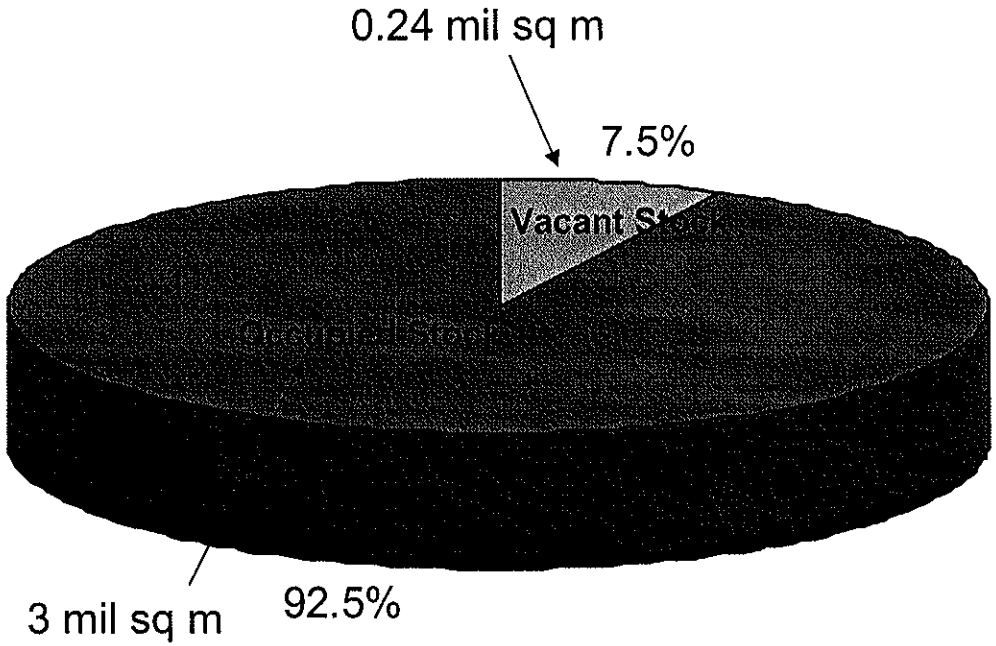
Retail Space Supply, Demand and Occupancy (Islandwide)



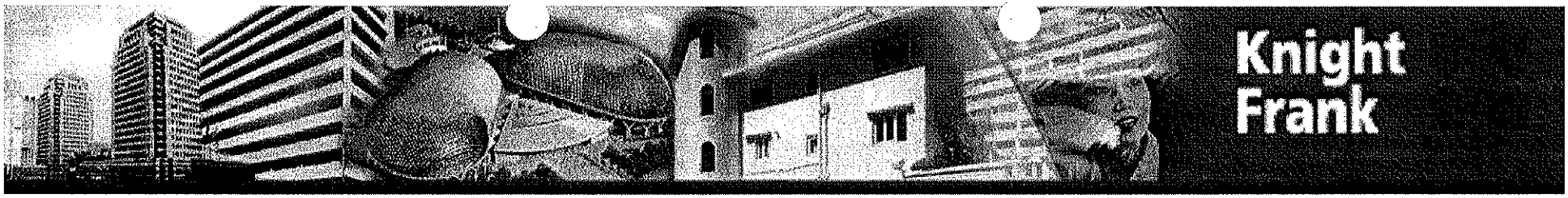
Source: Urban Redevelopment Authority/ Knight Frank Research



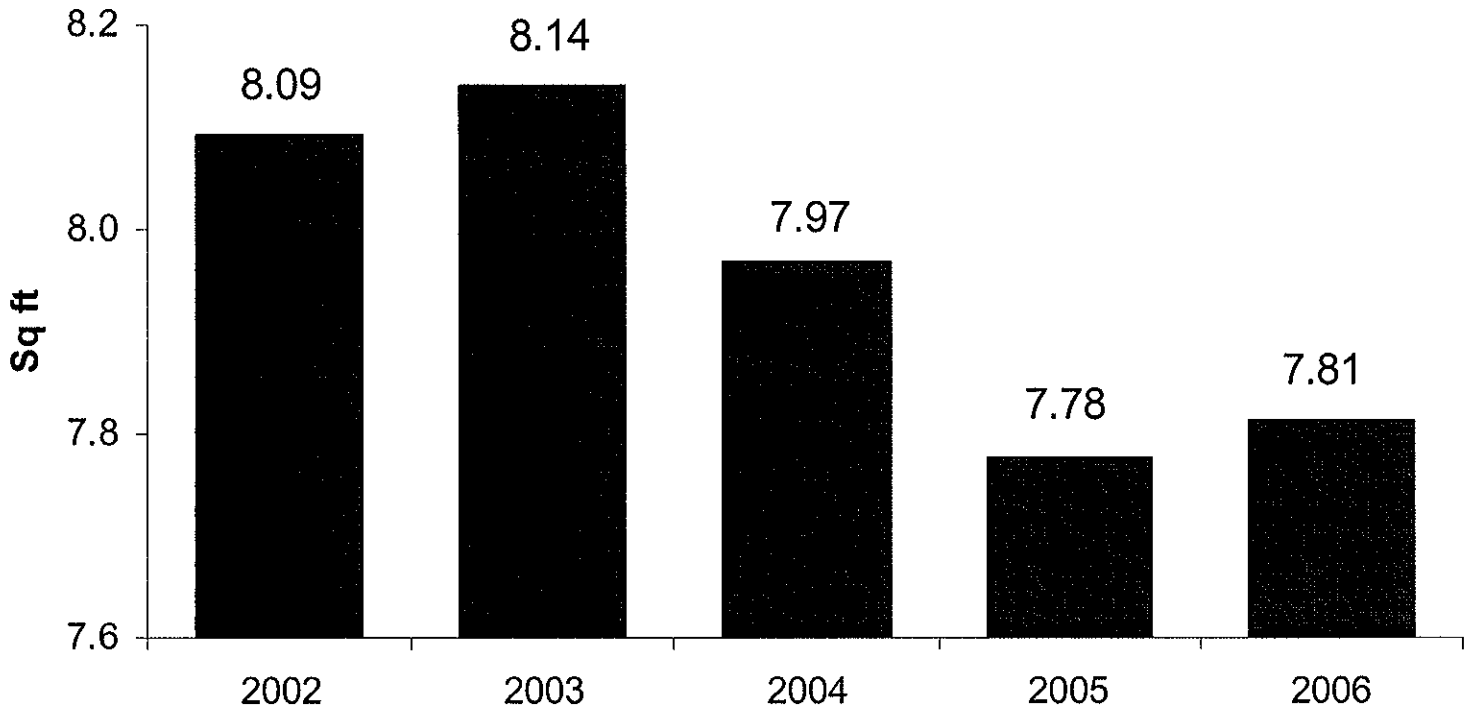
Current Retail Stock and Occupancy (Islandwide)



Source: Urban Redevelopment Authority/ Knight Frank Research



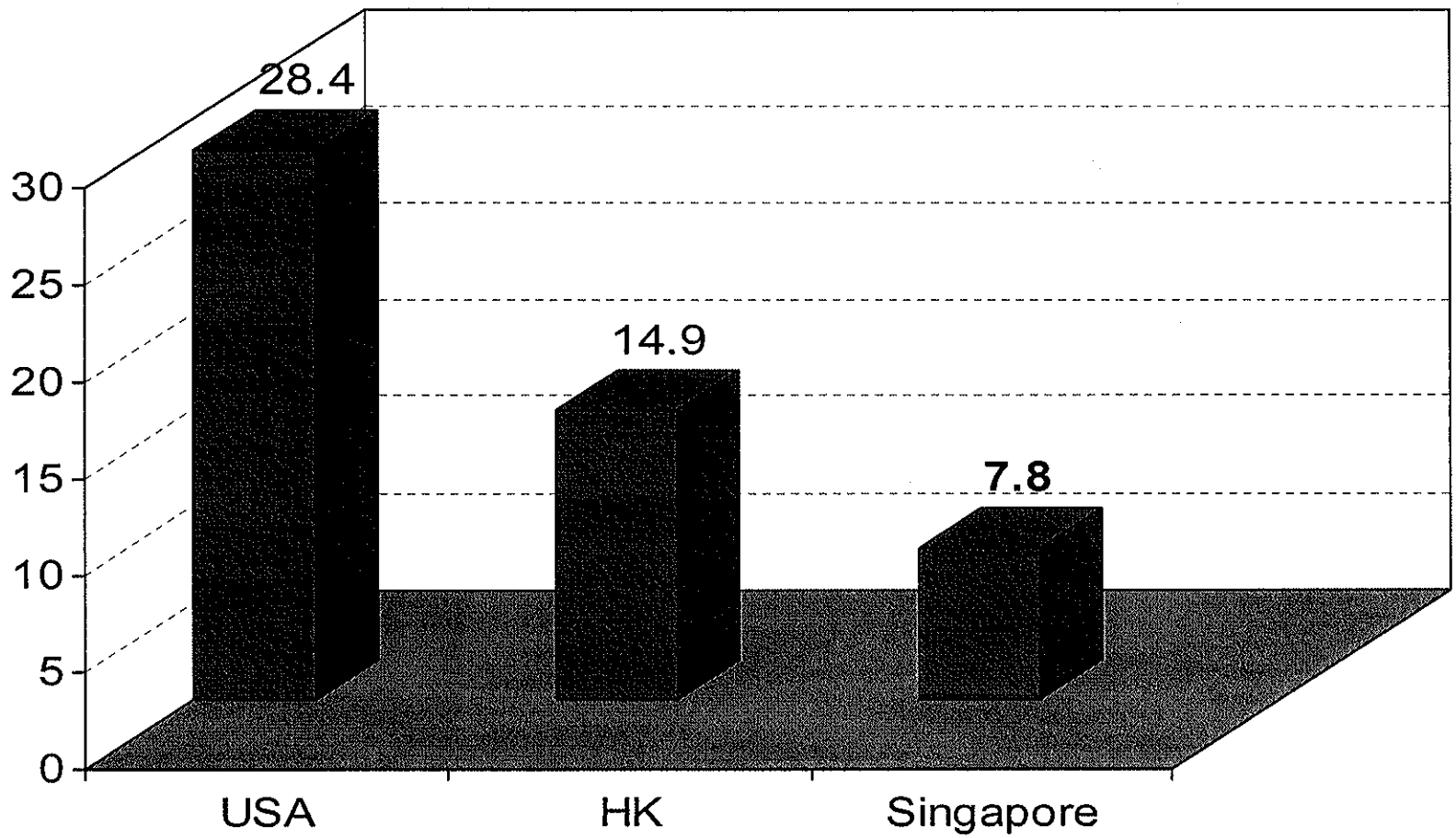
Retail Space per capita



Source: URA/ Singapore Department of Statistics/ Knight Frank Research

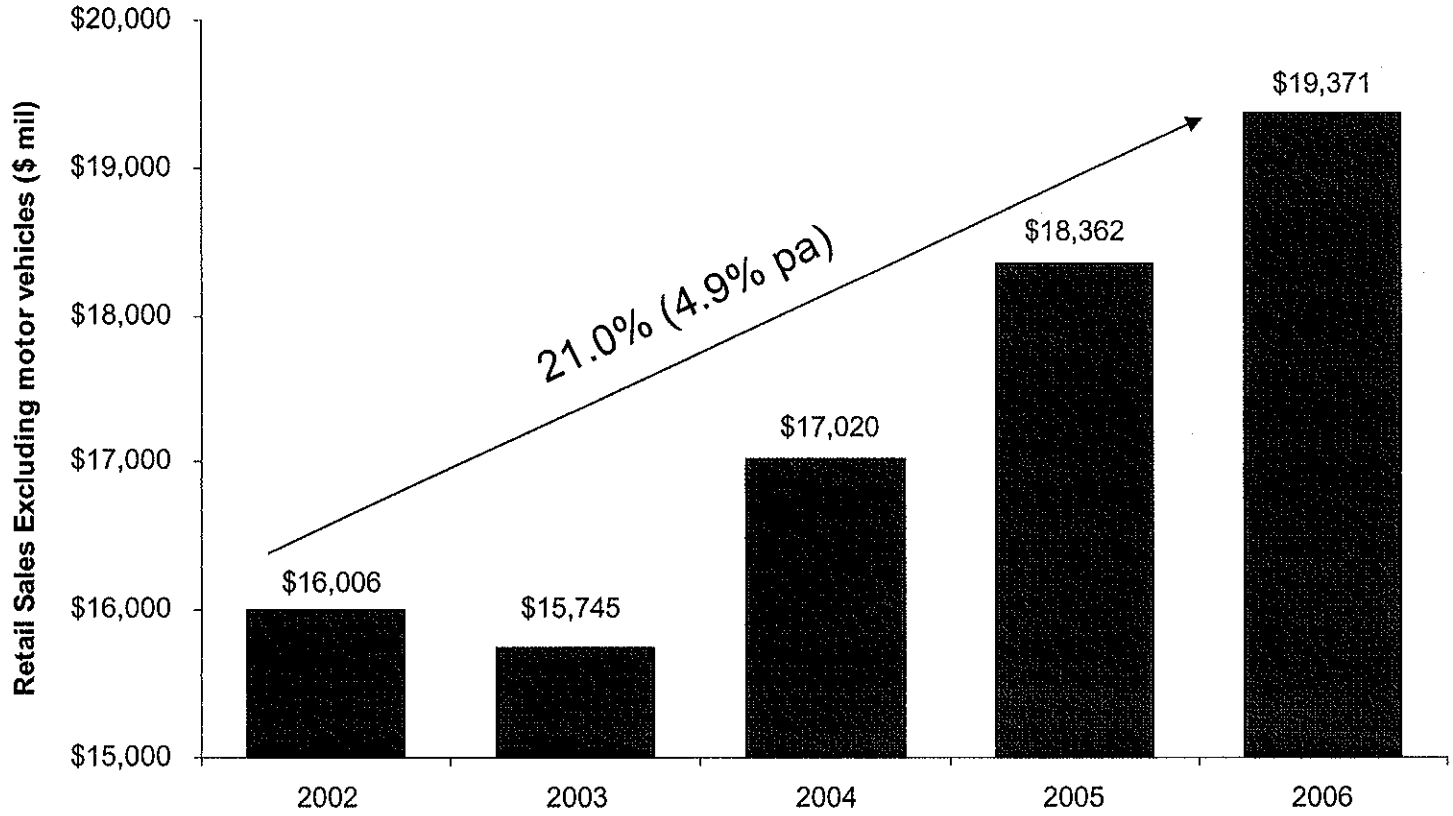


Retail Space per capita (comparison)





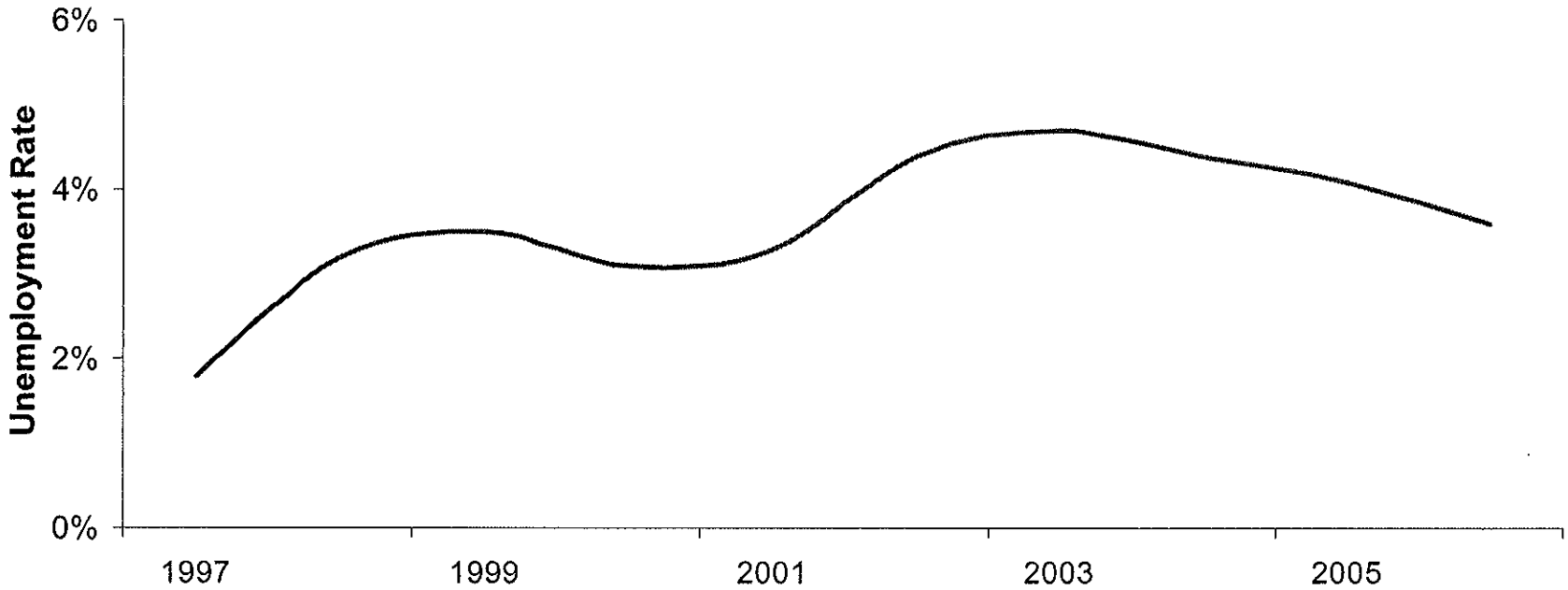
Consumer expenditure



Source: Singapore Department of Statistics/ Knight Frank Research



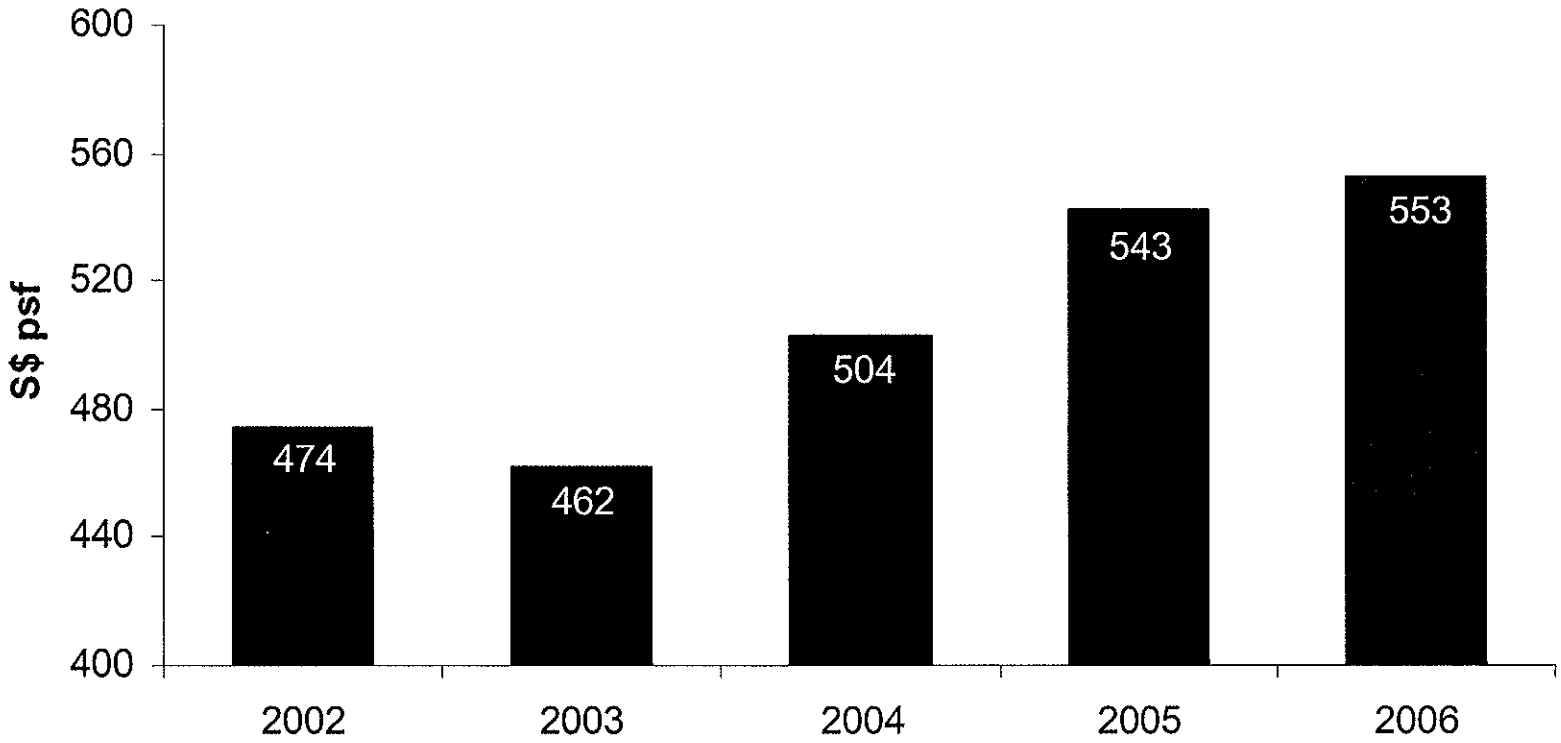
Unemployment rate on the decline…



Source: Department of Statistics



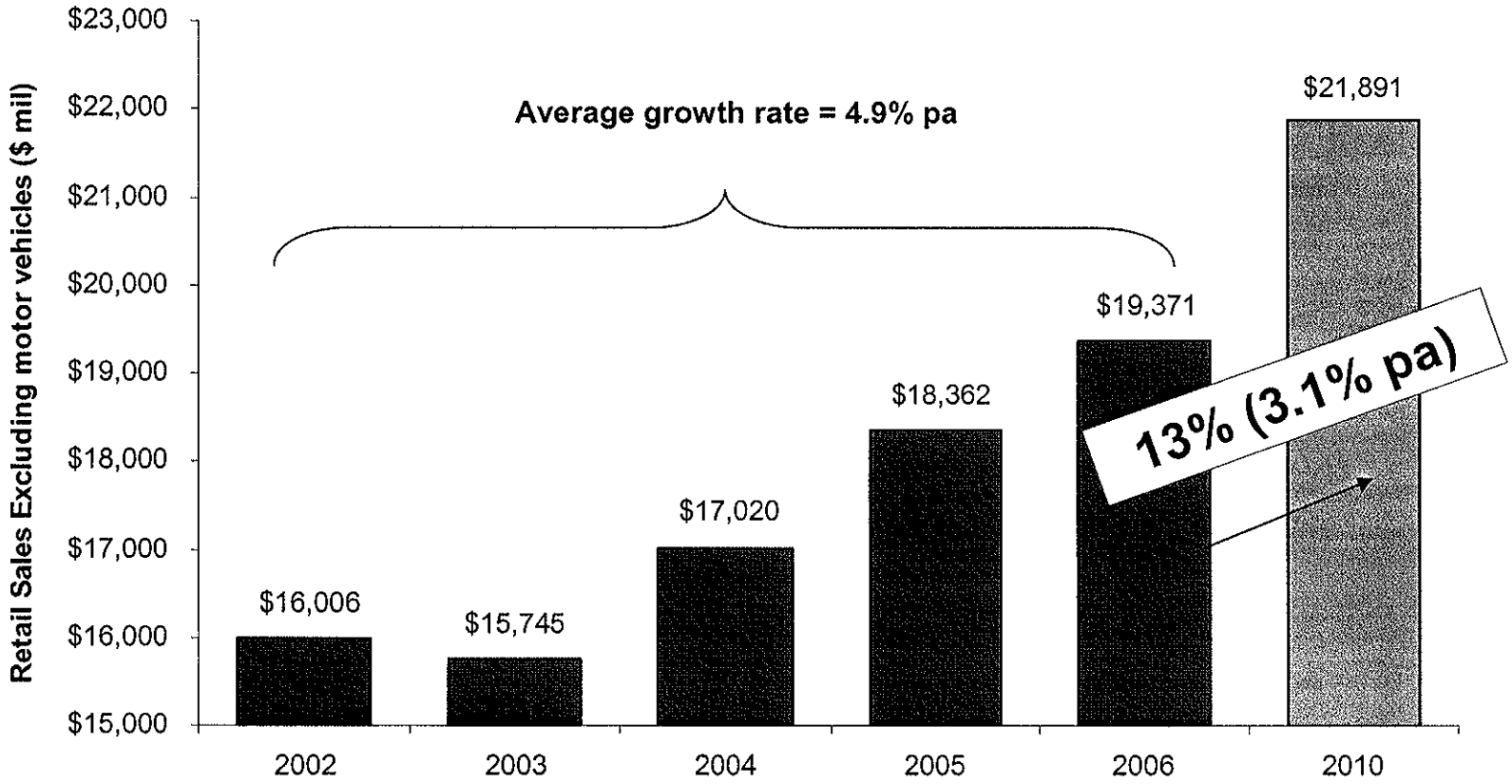
Consumer Spending S$ psf p.a.



Source: URA/ Singapore Department of Statistics/ Knight Frank Research



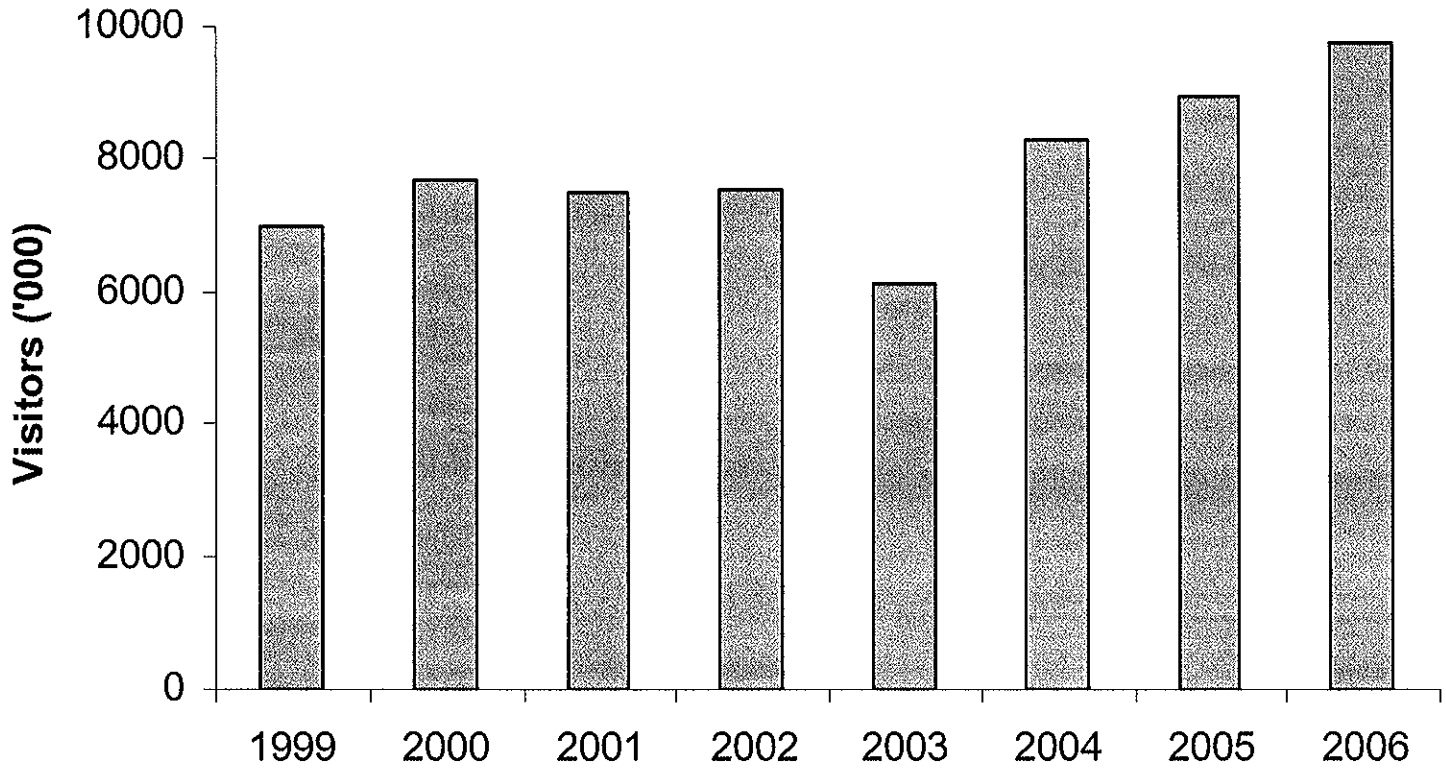
Consumer Spending in the next 4 years?



Source: Singapore Department of Statistics/ Knight Frank Research



Tourist arrivals reach record high



Source: Singapore Tourism Board

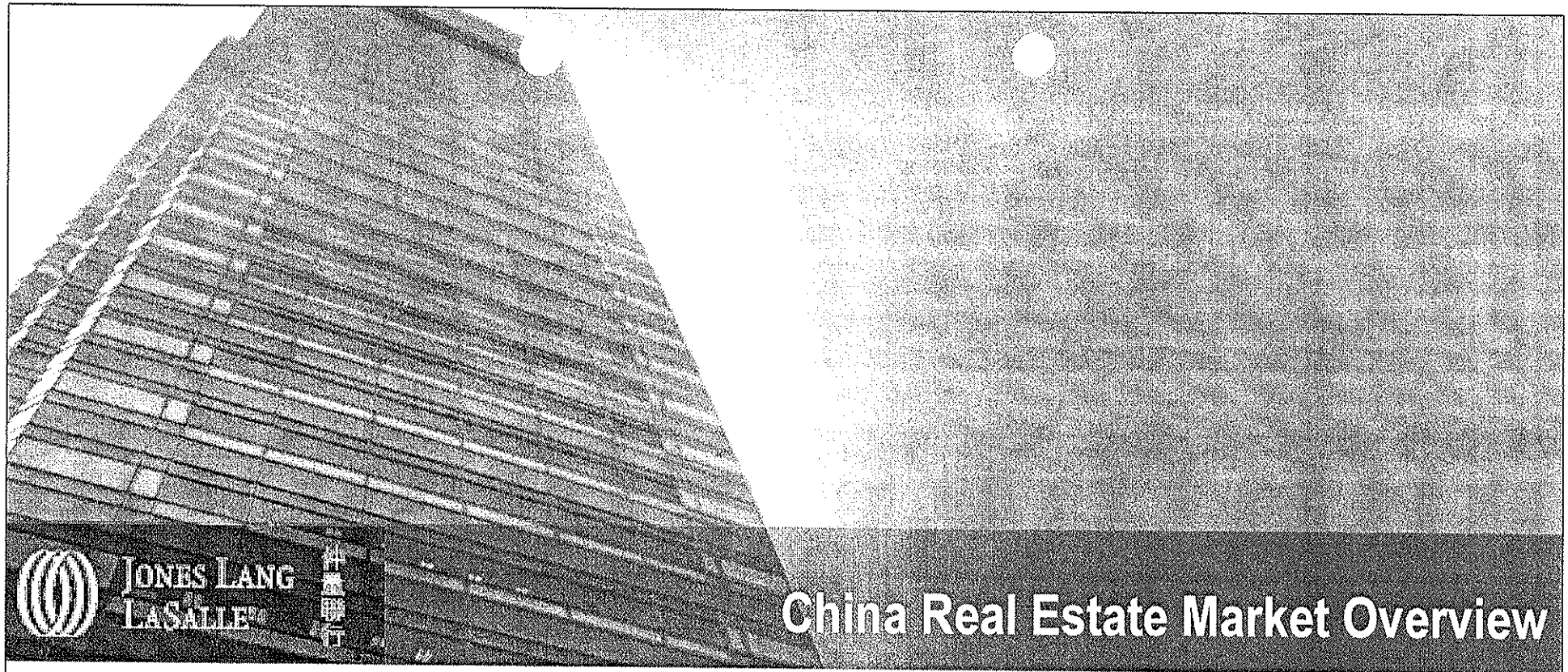
REDAS SEMINAR ON 'PROPERTY PROSPECTS UPDATE 2007'

Tuesday, 31st July 2007

EMERGING TRENDS AND REAL ESTATE INVESTMENT OPPORTUNITIES IN SECOND-TIER CITIES IN CHINA

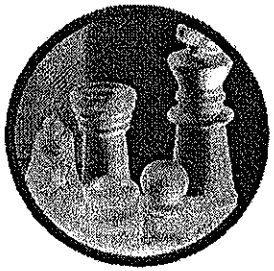
By Ms. Anna M. Kalifa
Associate Director and Head of Research - Beijing
Jones Lang LaSalle

REDAS

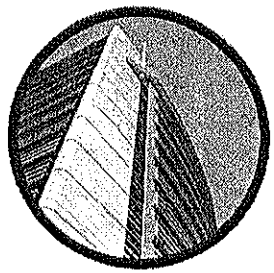


JONES LANG LASALLE

China Real Estate Market Overview







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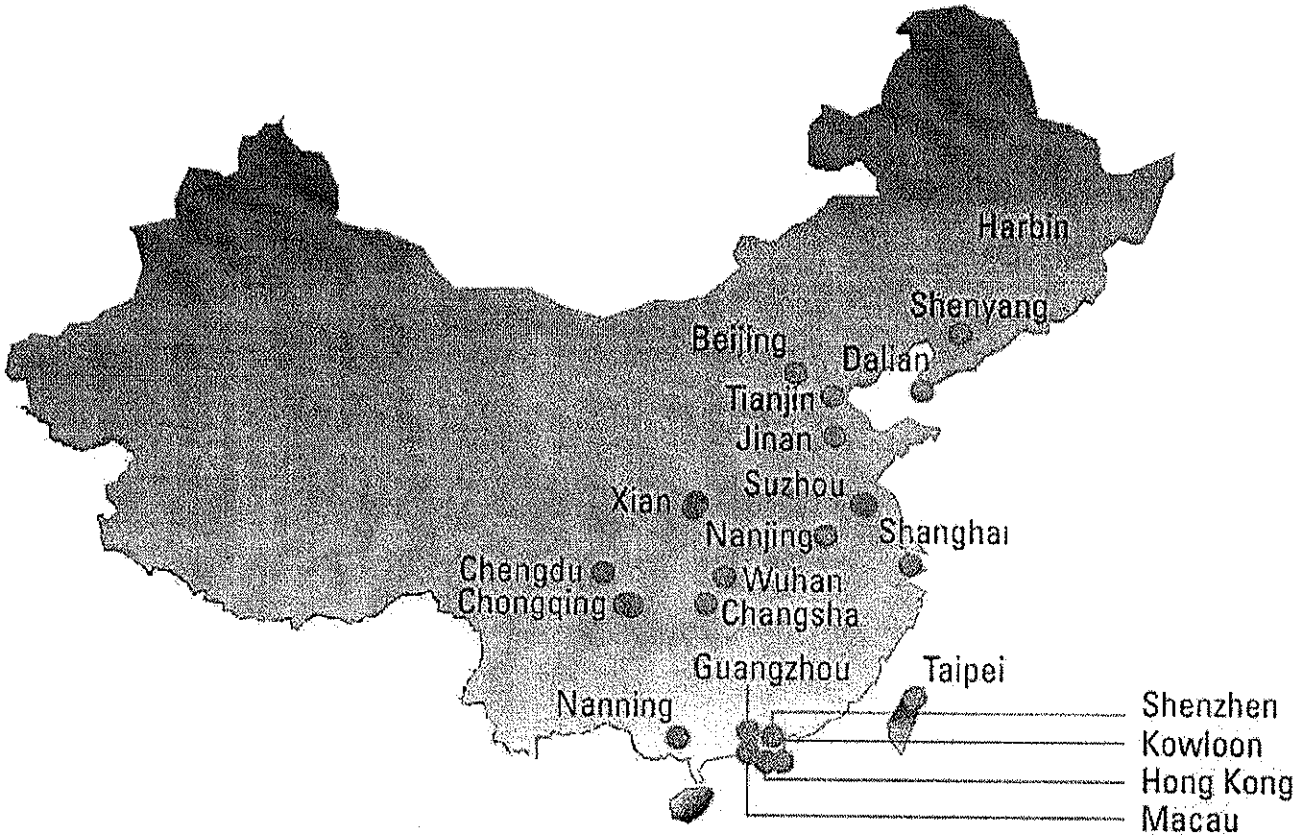
Anna Kalifa, Head of Research

31 July 2007

The Big Picture on China Real Estate



MACRO-DRIVERS

Population 1.3 billion

Industrialisation

Urbanisation

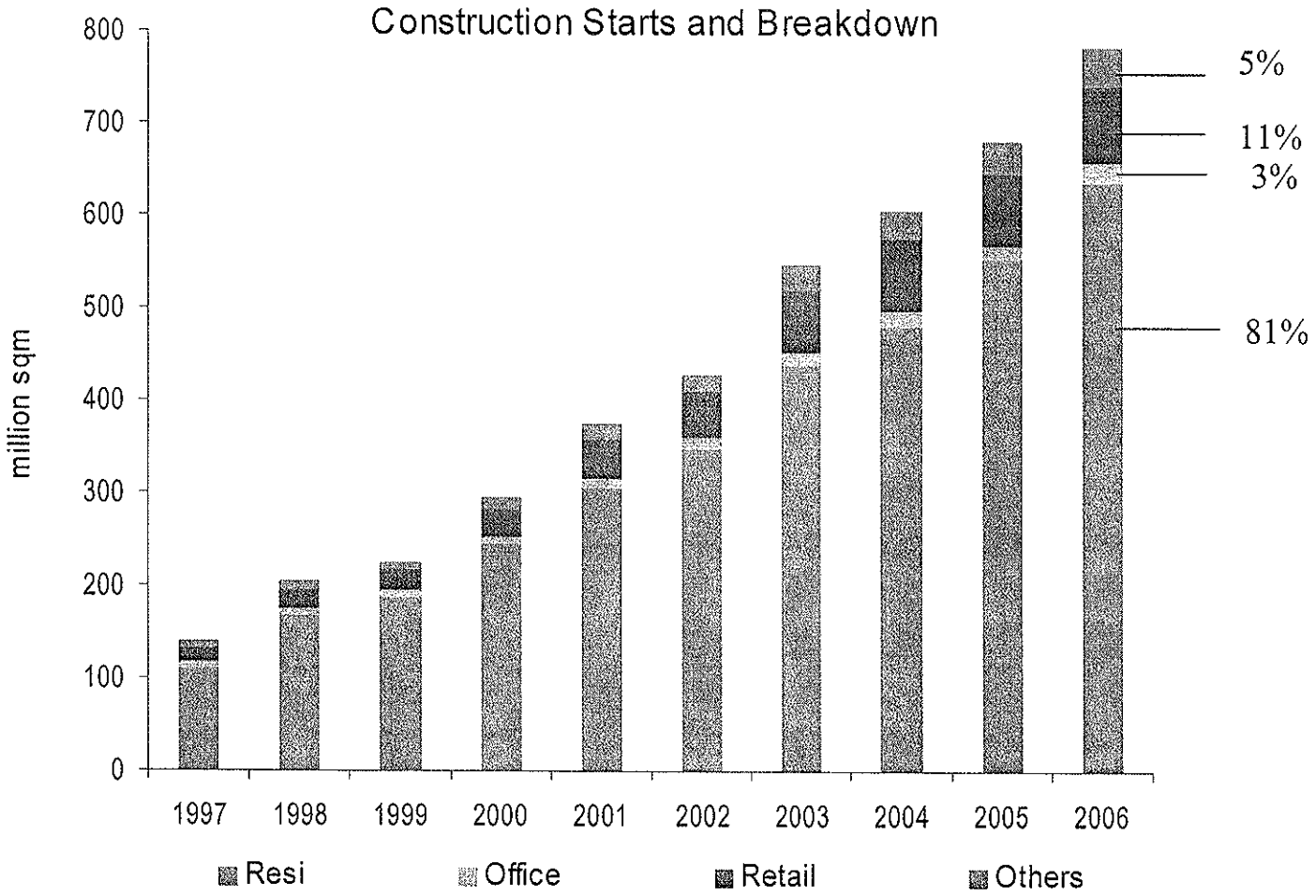
Deregulation

Modernisation



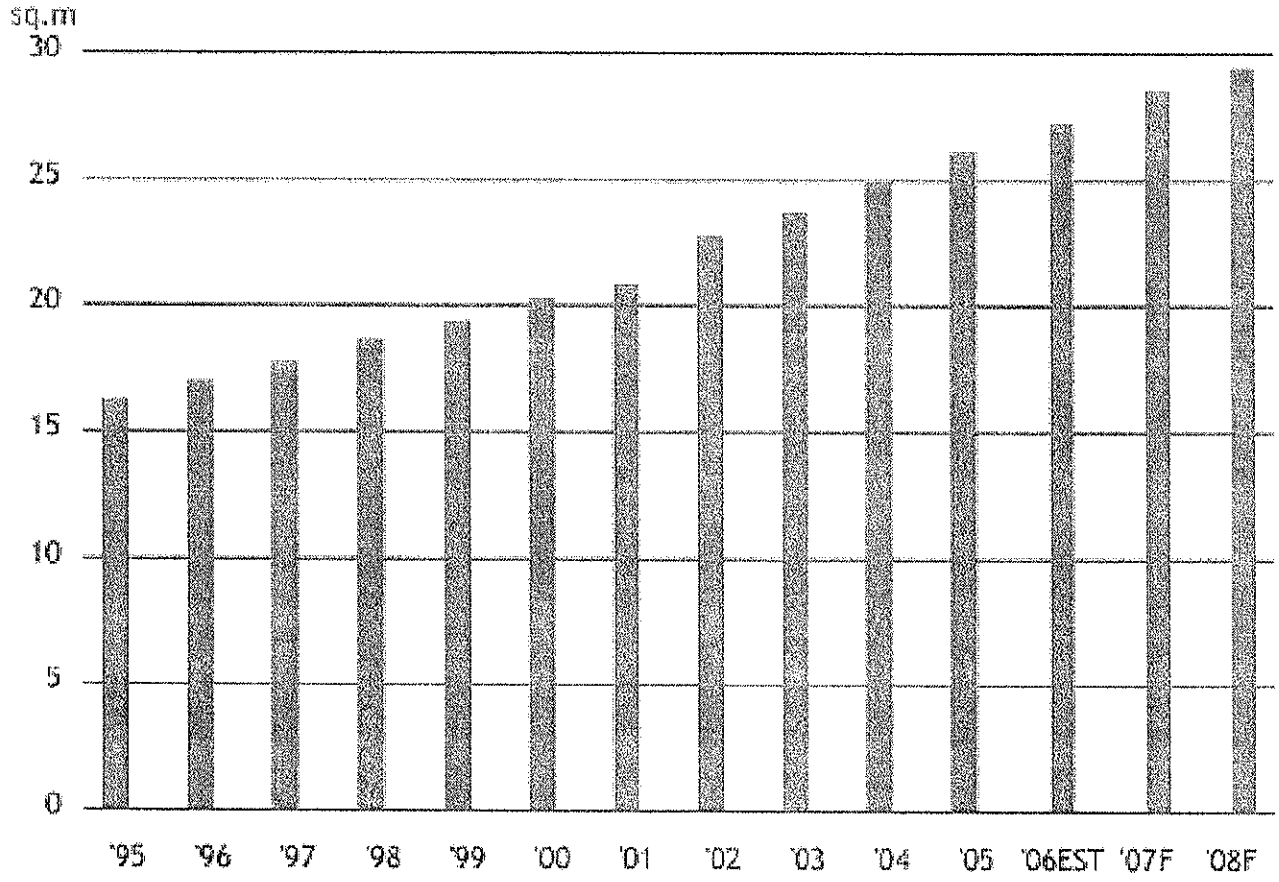
Jones Lang LaSalle-Jones Lang LaSalle- Jones Lang LaSalle-Jones Lang LaSalle- Jones Lang LaSalle-Jones Lang LaSalle-

Real Estate Construction Starts in China



Source: National Bureau of Statistics

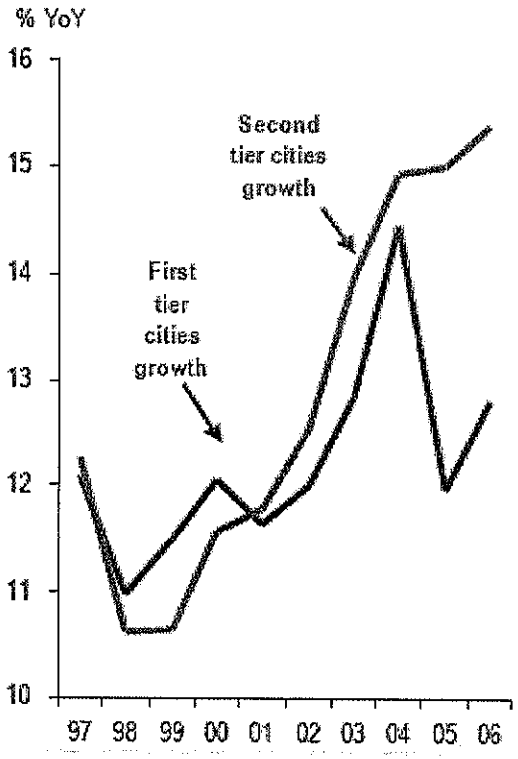
Average living space per capita in urban areas



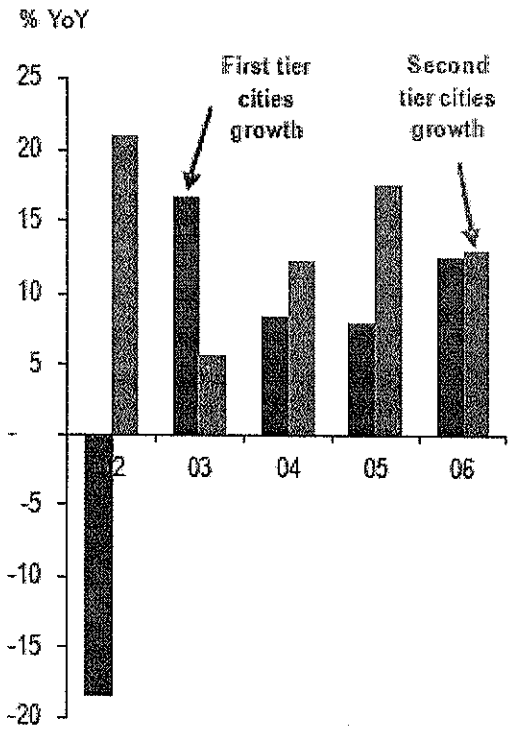
Source: China Statistics Bureau

Growth is stronger in Tier II Cities

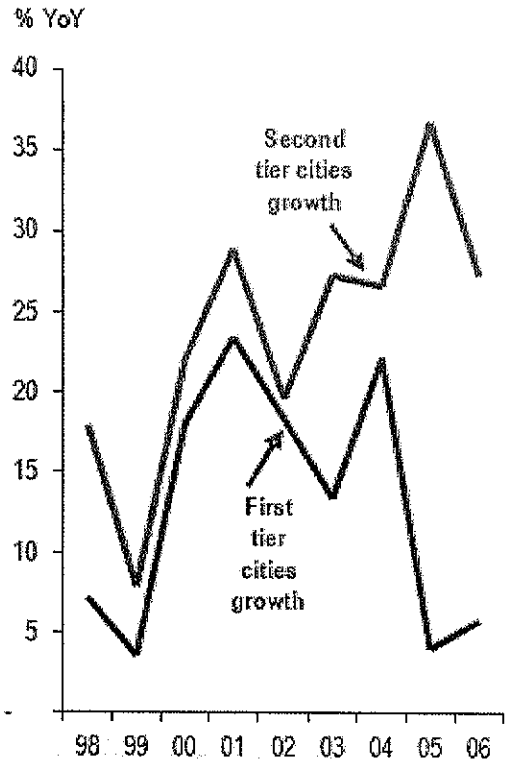
GDP



Utilized FDI



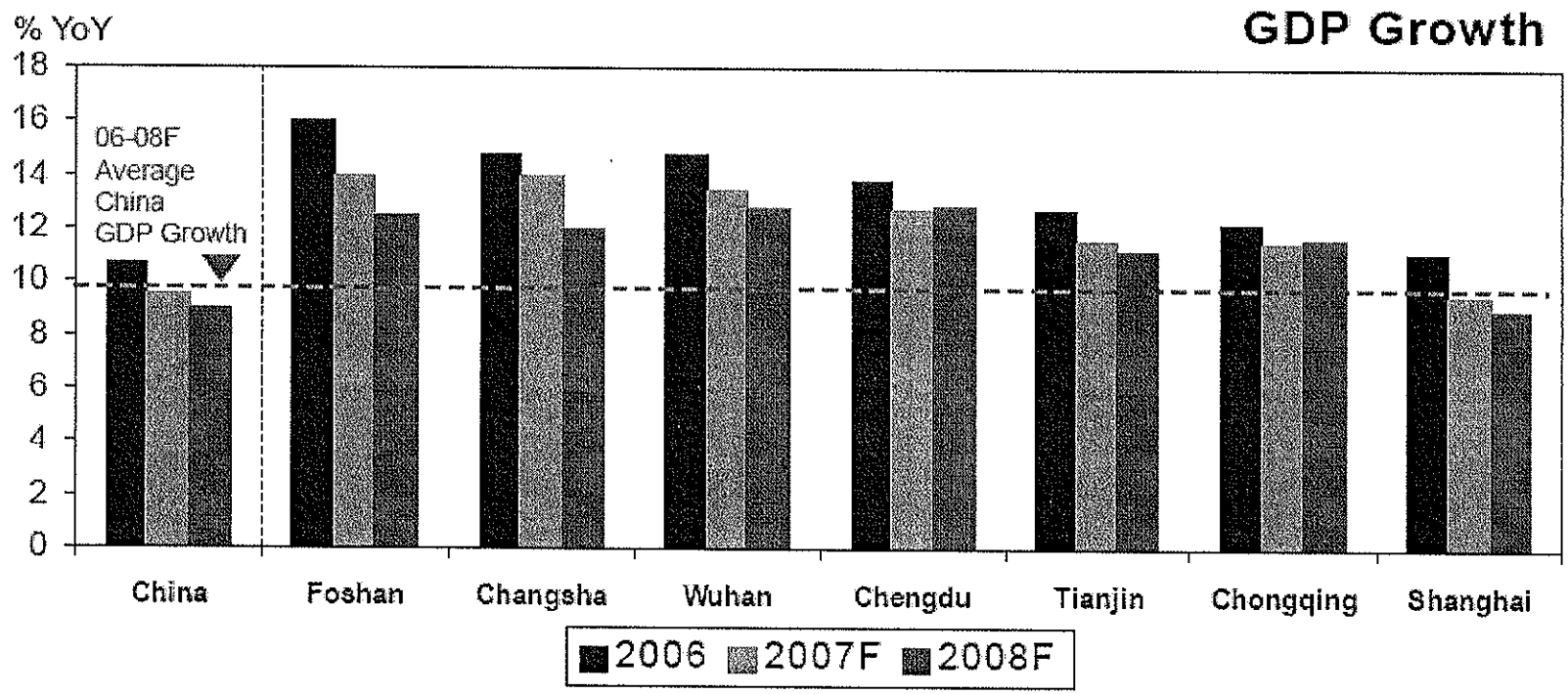
Real Estate Investment



Data Source: National Statistics Bureau



Growth is stronger in Tier II Cities



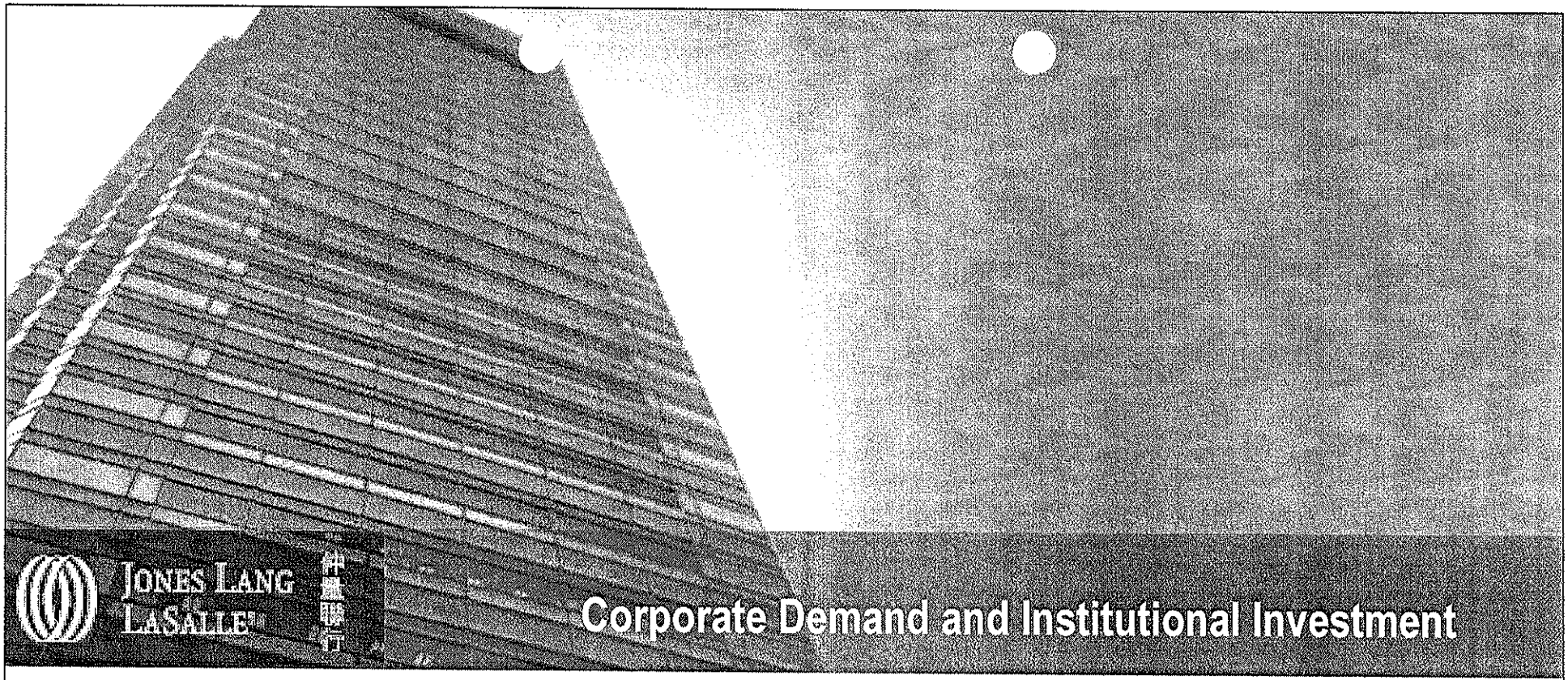
Data Source: National Statistics Bureau, Experian

Tier II Cities offer the best returns

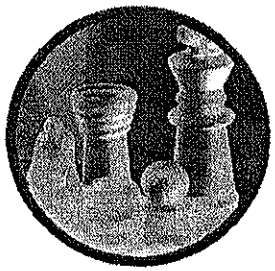
	First Tier Cities	Second Tier Cities
Development Projects		
Gross Margin	20%+	30%+
Net Margin	10%+	15%+
IRR	Can be less than 20%	20%+
Income Generating Projects		
Gross Yield	~5-8%	~8-10%+

Data Source: ING Real Estate

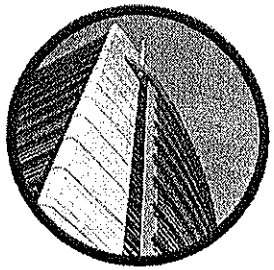




Corporate Demand and Institutional Investment

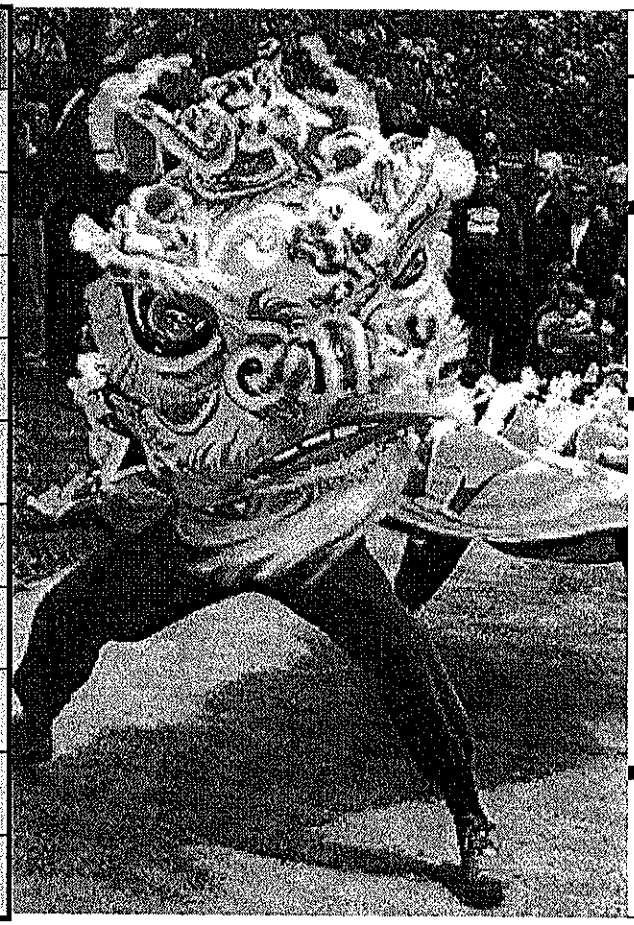






Survey Results: Top MNC Expansion Destinations

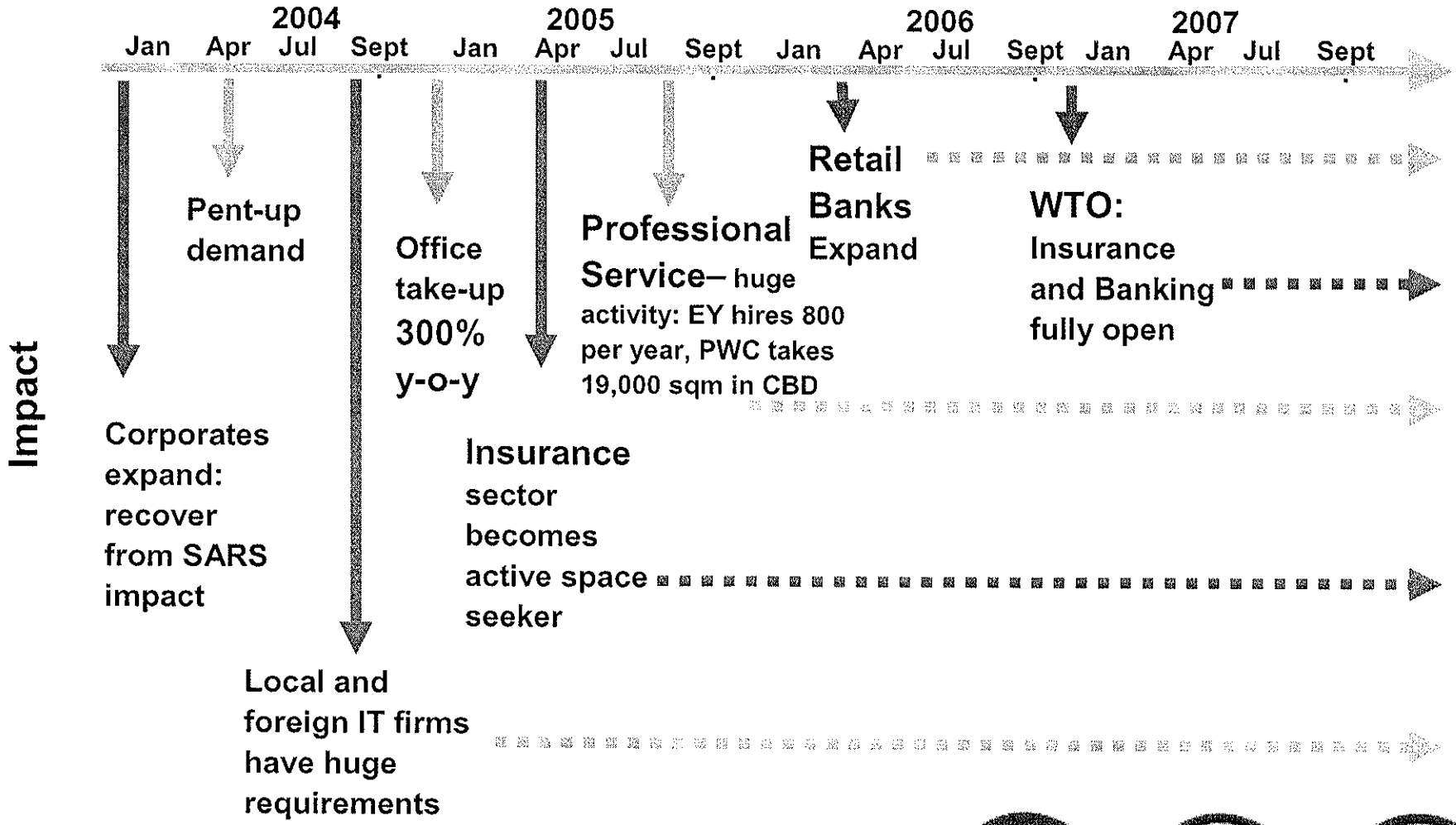
RANK	CITY
1st	Beijing and Shanghai
2nd	Dalian
3rd	Guangzhou
4th	Chengdu
5th	Chongqing and Shenzhen
6th	Hangzhou
7th	Tianjin
8th	Nanjing/ Xian
9th	Qingdao and Shenyang
10th	Wuhan/ Suzhou/ Xiamen



Key Points

- Expand in current locations first
- Grade A Office is a key target, Grade B and Office Parks appeal some
- Location depends upon industry

Demand Drivers for Grade A Office Space in China



Property Investors in China

KERRY PROPERTIES LIMITED
(Incorporated in Bermuda with limited liability)
嘉里建設有限公司

MACQUARIE

首创置业
BEIJING CAPITAL LAND

绿地集团
Greenland Group

CapitaLand
凯德置地

GIC

SOHO 中国 CHINA

中海地产
CHINA OVERSEAS ESTATE

Hongkong Land

Morgan Stanley

FORTE 复地

KERRY PROPERTIES DEVELOPMENT
MANAGEMENT (SHANGHAI) CO., LTD.

Goldman Sachs

恒基兆業地產有限公司
HENDERSON LAND DEVELOPMENT CO. LTD.

GTC
Real Estate NV

万通地产
VANTONE

金地集团
GOLDFIELD INDUSTRIES

Hines

GuocoGroup
A Member of the Hong Leong Group Malaysia

PRAMERICA

Deutsche Bank

Hopson Development Holdings Limited

ING
REAL ESTATE

Keppel Land

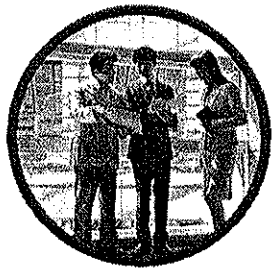
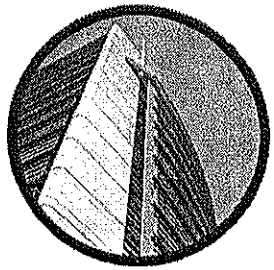
Hutchison Whampoa Properties (SH)
Shanghai properties by
Hutchison Whampoa and Cheung Kong (Holdings)

VANKE



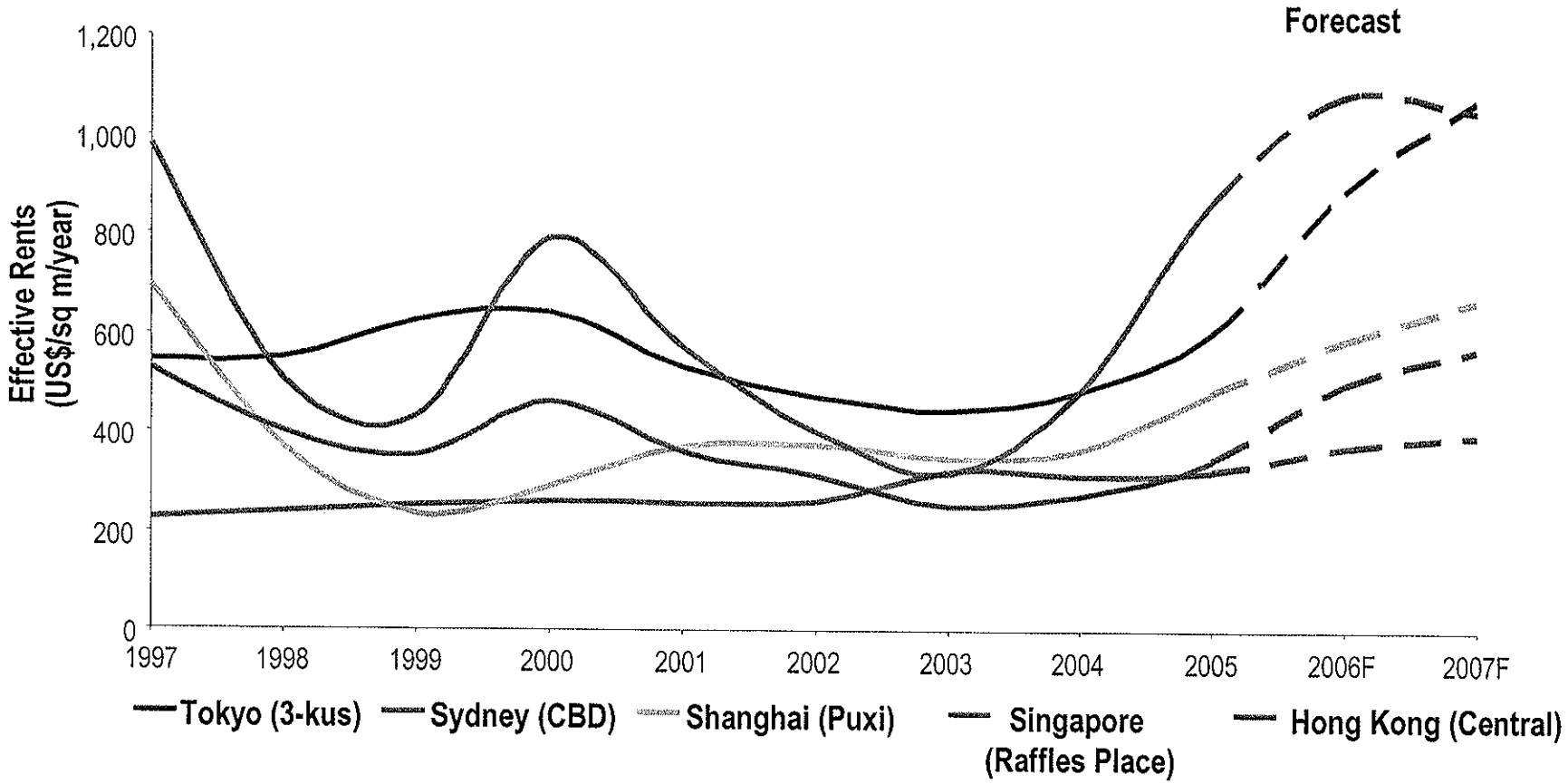


China Commercial & Residential Property – Asia

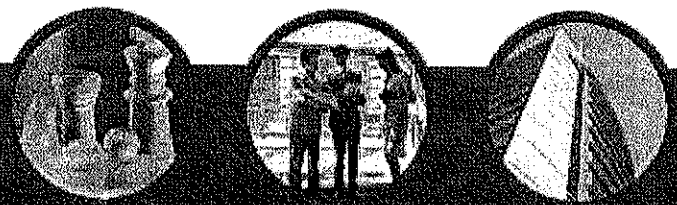




Comparison of Effective Rents Across Major Asia Pacific Cities

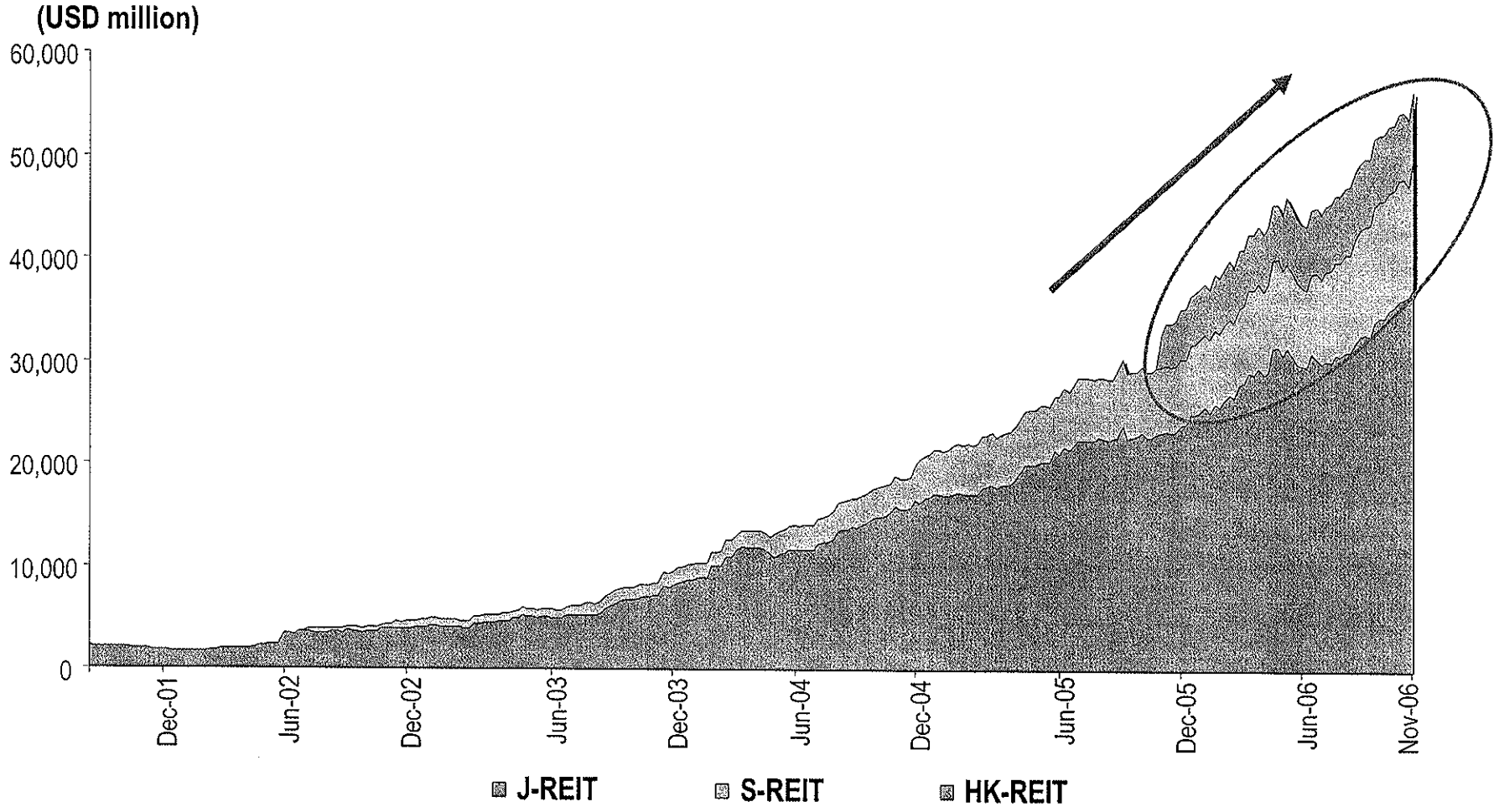
Upside potential remains intact



Source: Jones Lang LaSalle Research, November 2006

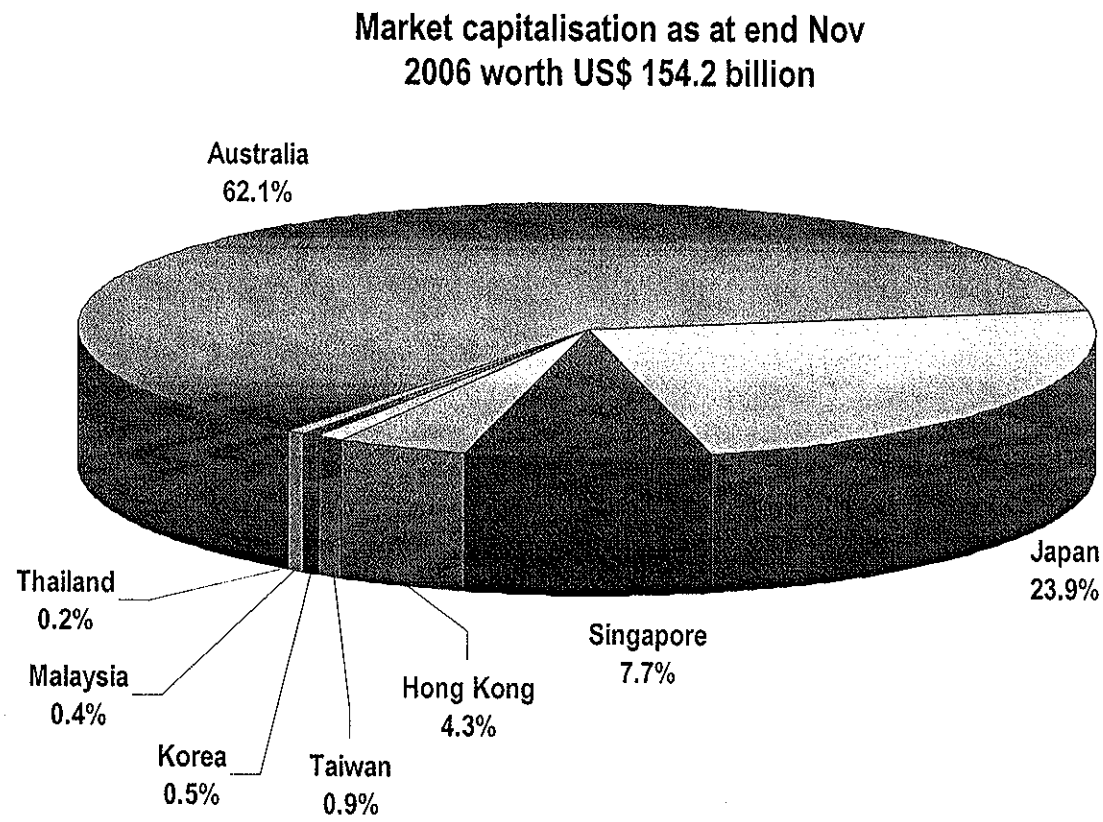


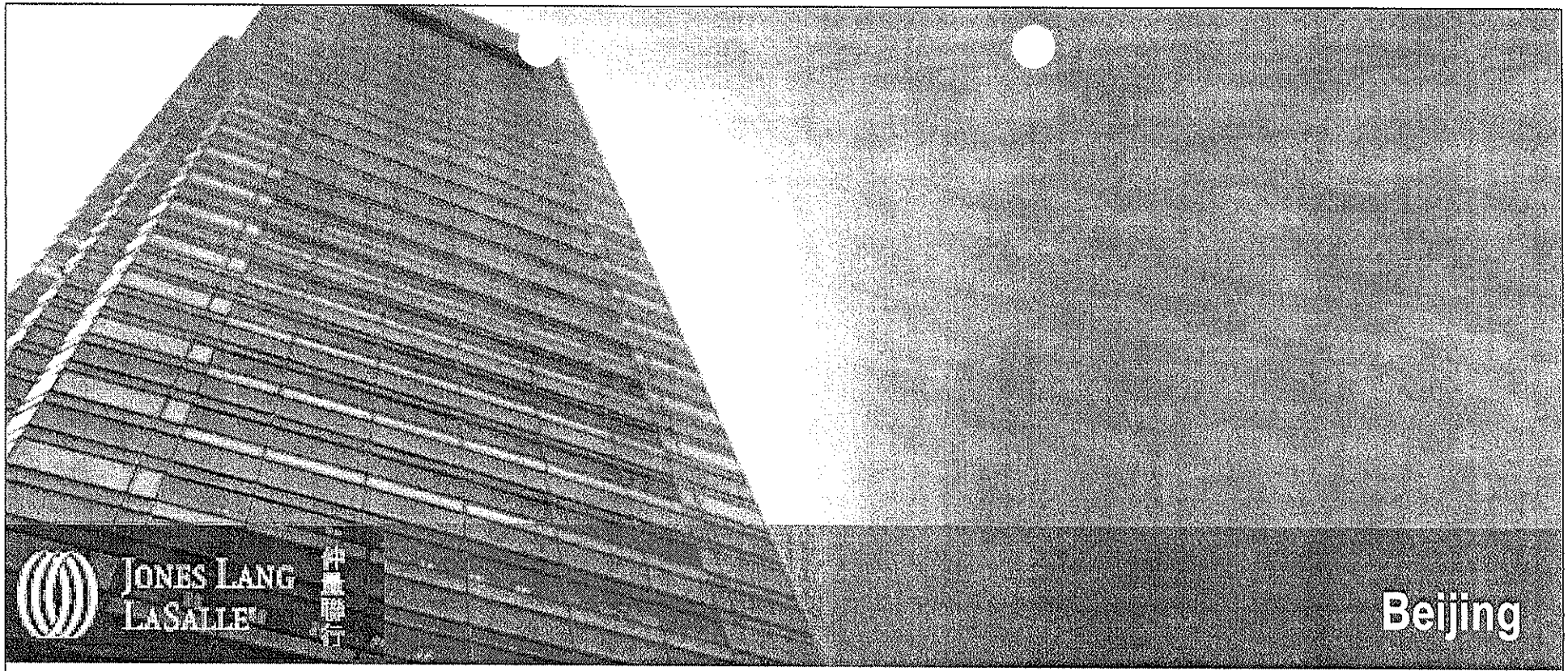
Surging Asia REIT Market Capitalisation



Growing securitisation: The AP REIT Market

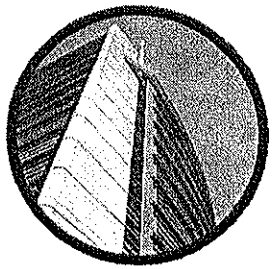
A rapid phenomenon that will persist



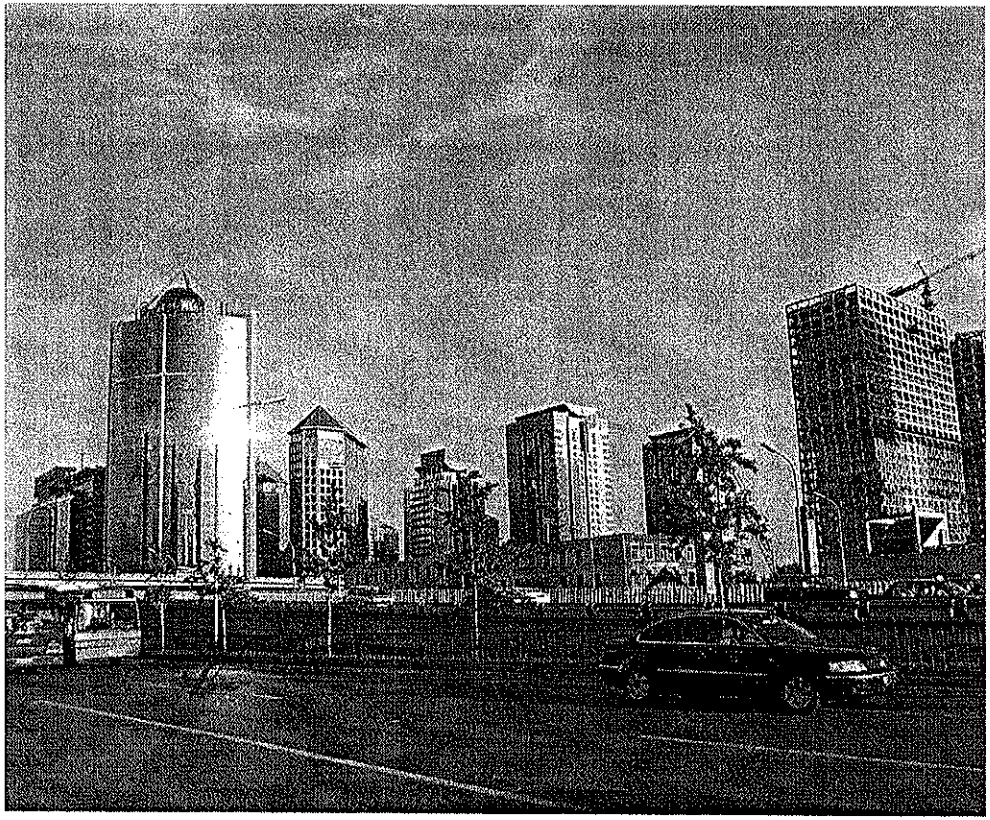

JONES LANG
LASALLE
Beijing







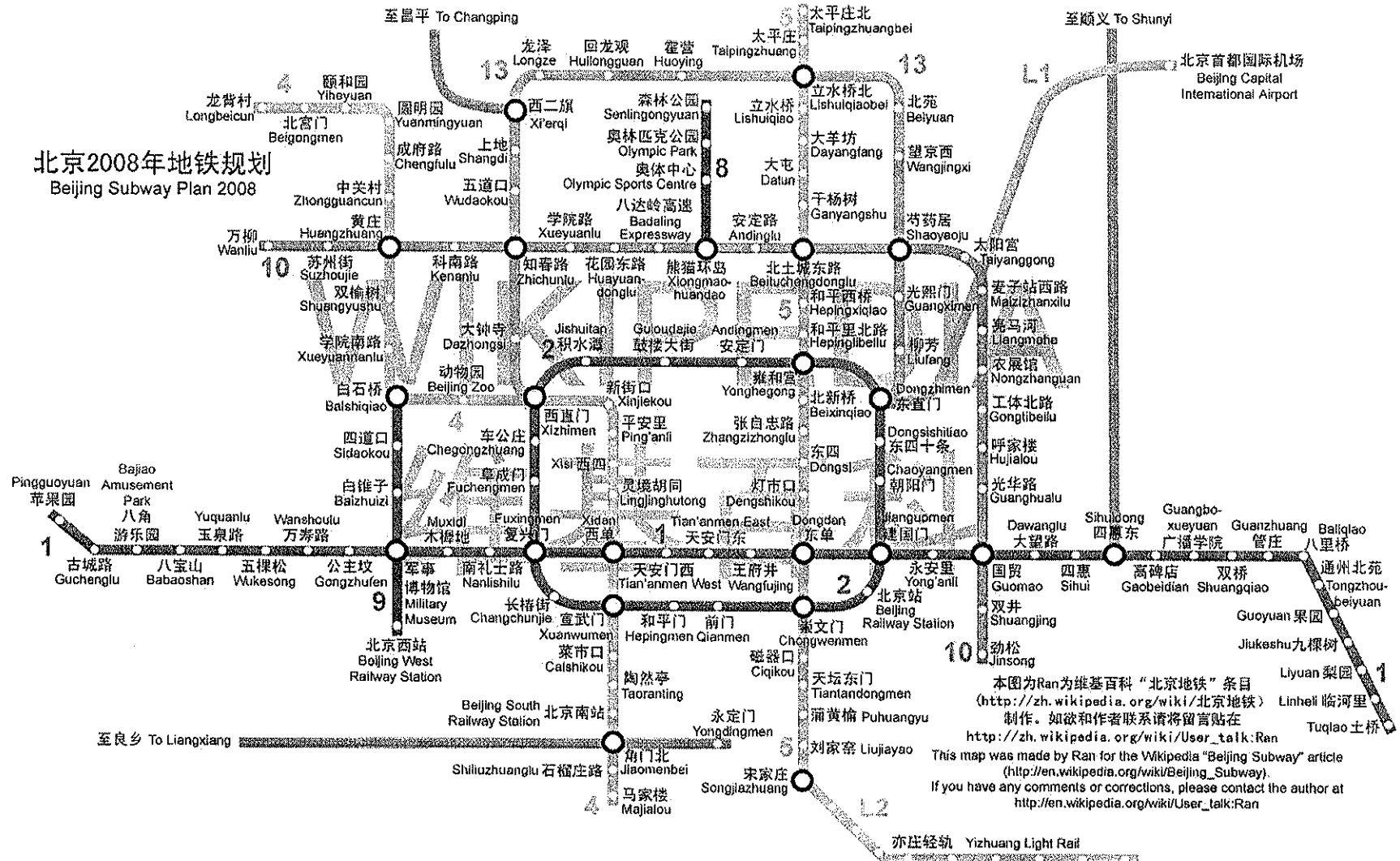
Nothing but blue skies……and less traffic!



BY 2008

- Air quality equivalent to Paris
- 142 Olympic improvement projects
- US$ 21.7 billion on improvements

Infrastructure: Today and Tomorrow

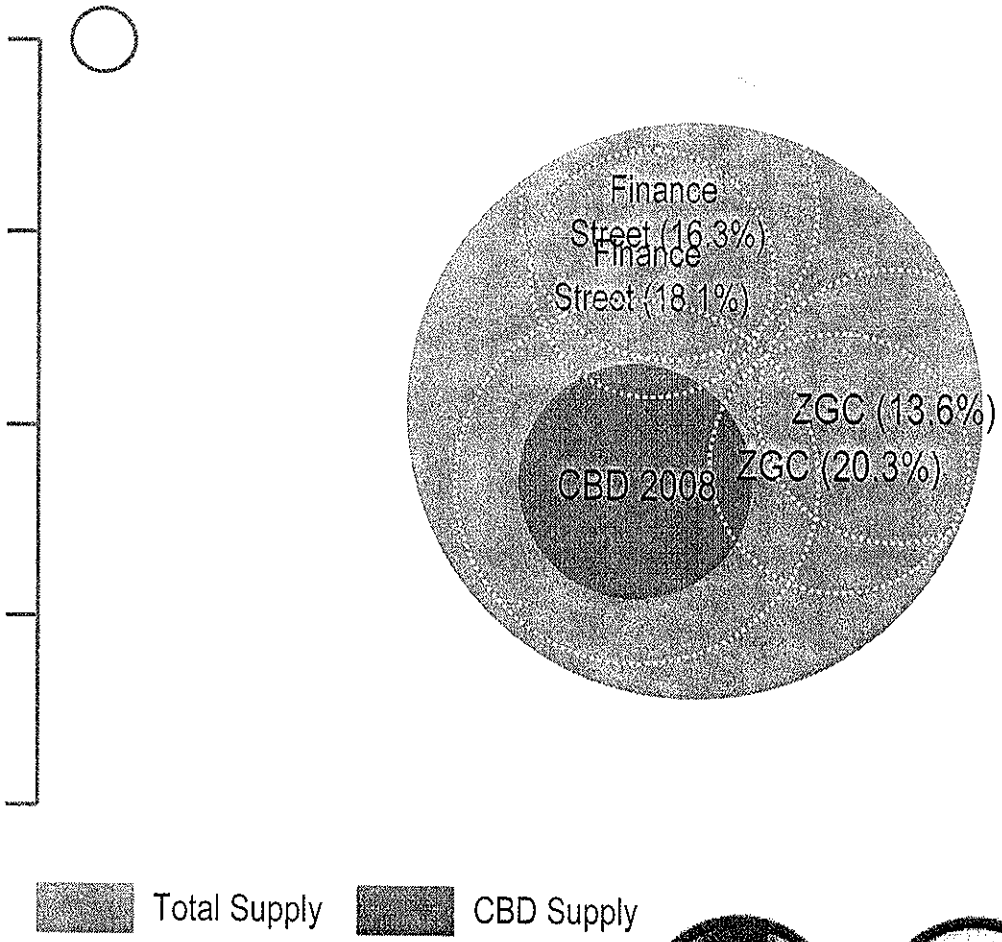


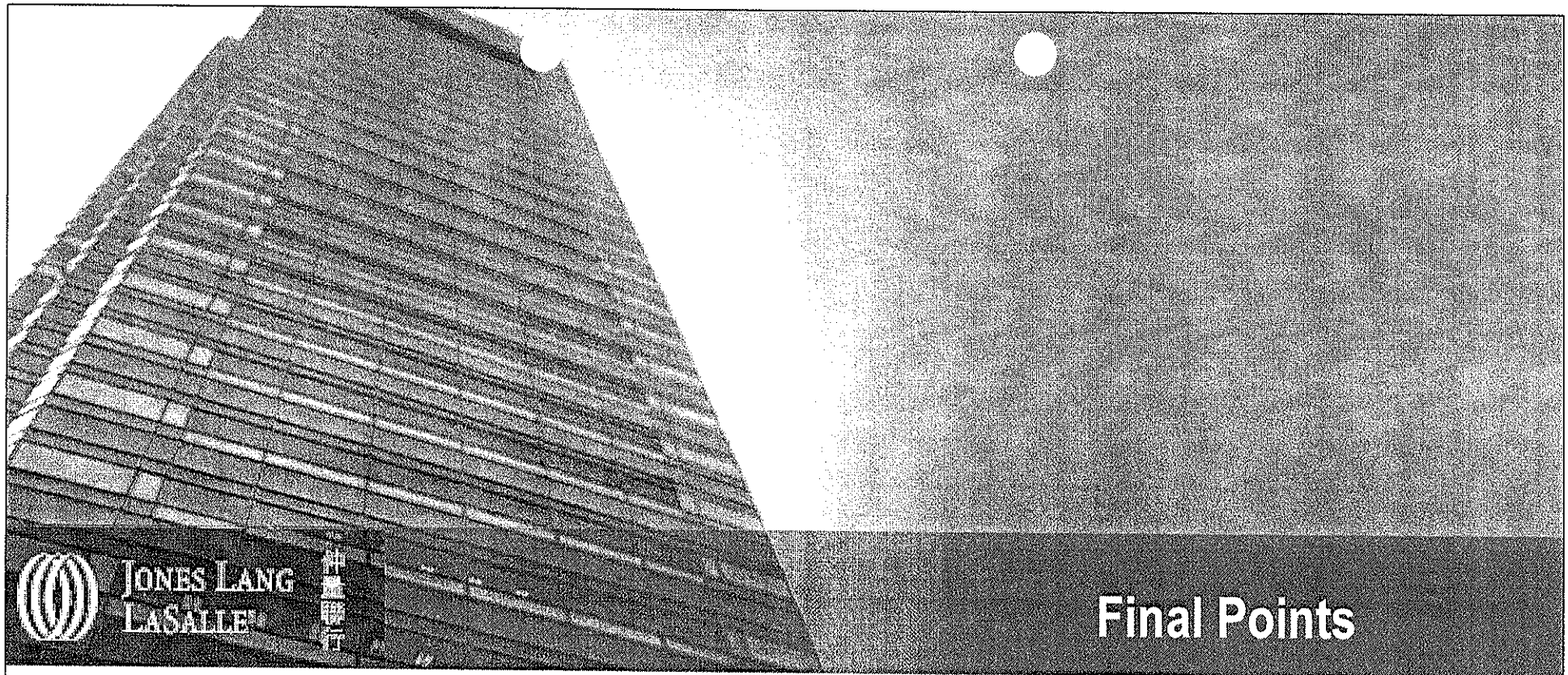
Increase of Grade A Office Supply

2006

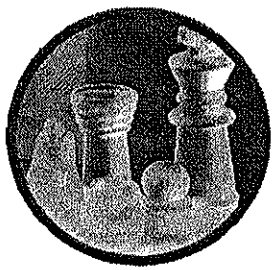
Total: 5.41 Million sqm

CBD: 910,885 sqm (16.8%)

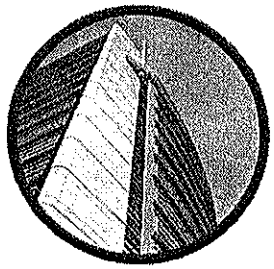




Final Points

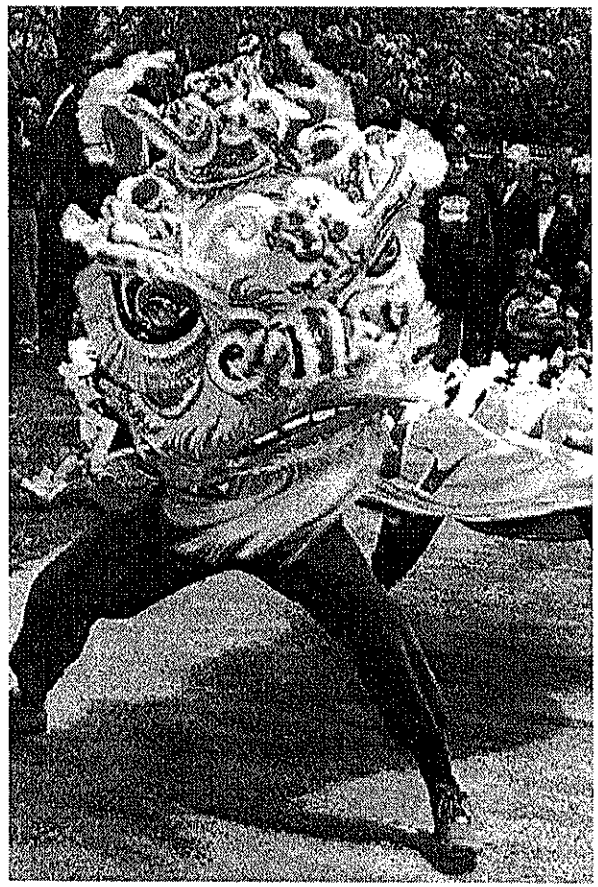






CHINA : Land of Opportunity....

- 1.3 Billion People and world's largest consumer of basic foods and industrial goods and urbanizing fast
- Strong and consistent FDI and GDP growth
- Market deregulation
- Strong REAL ESTATE market
- Quality WINS





REDAS Seminar On “Property Prospects Update 2007

New Outlook for Sustainable Design

Mr. Look Boon Gee
Principal Partner of LOOK Architects

sustainable design

“… we must continue to develop Singapore in a sustainable, environmentally-friendly way. This involves ecological preservation,economic growth which does not damage the environment and maintenance of social harmony. It is about a balanced and integrated approach to development.”

Speech by senior minister GOH CHOK TONG at the Singapore Institute of Architects 46th annual dinner, 4th May 2007

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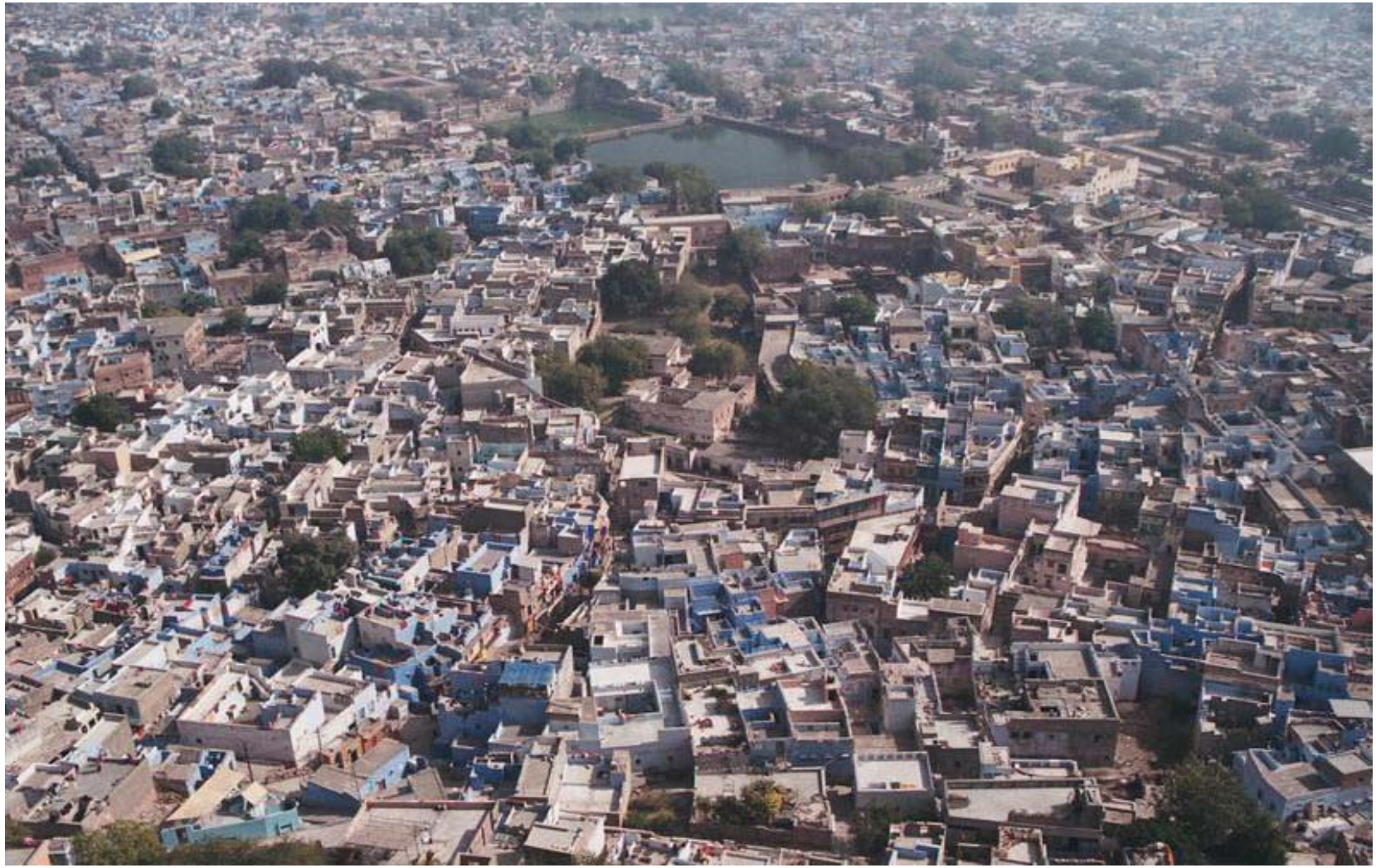
Human Resources



India, Jodhpur City

sustainable design



Shanghai City

sustainable design



Crowd in Shanghai

sustainable design

Natural Resources



Depleting rainforest of the Amazon

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Water Resources



Water pollution at Yangzte river in China

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Sustainable design in building

1. Appropriate use of local and sustainable materials
2. Apply appropriate local technique and construction knowledge
3. Zero energy strategy

sustainable design

ruralZED housing development in UK

- Designed by Bill Dunster architects/Zedfactory
- Developed by Mark Lovell Design Engineers
- Built by Cornwall Sustainable Building Trust
- A whole new building system which aim at having Zero Energy Development (ZED)
- Flexible and simple construction make variation on external facade and internal space easy
- House constructed of timber frame, eco-concrete planks, gang nail roof for façade variations
- Micro-generation technology easily installable as upgrade ,e.g. wind turbine

sustainable design



Map of Singapore

sustainable design



Singapore, city of distinction

sustainable design

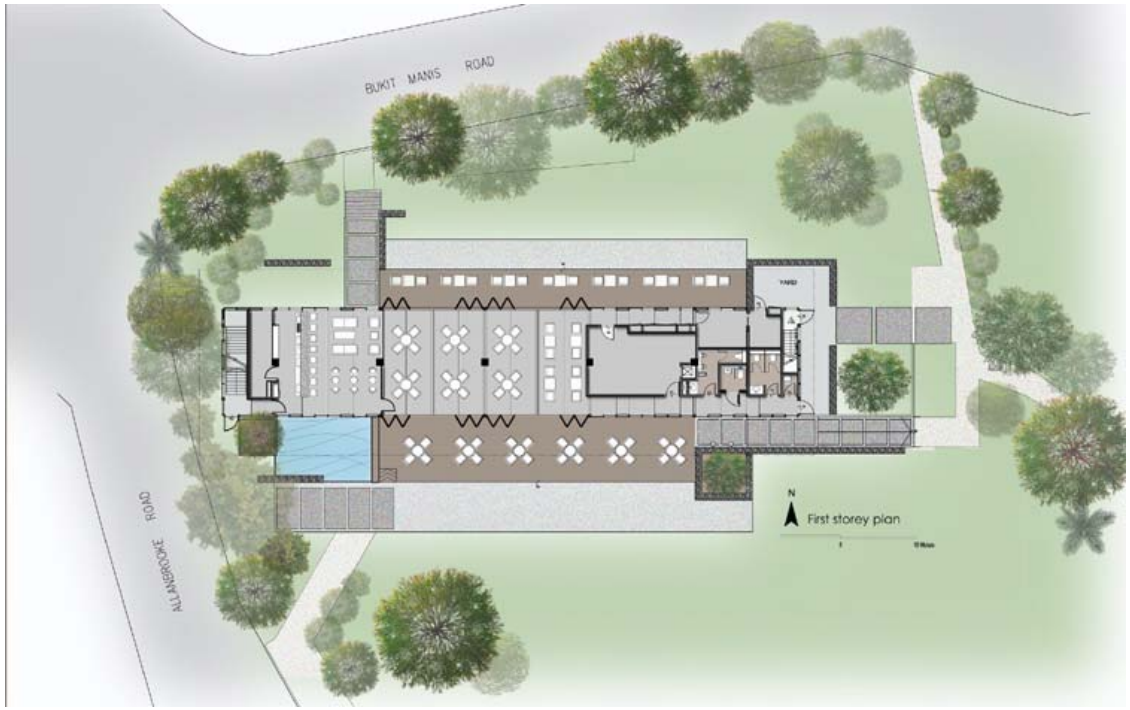
Ficus Monorail Station
Wine bar/restaurant



Ficus Wine Bar, Sentosa (Artist's Impression)

sustainable design

Ficus Monorail Station
Wine bar/restaurant



- Retain existing structure
- Lessen ecological impact
- Light weight steel for low thermal mass
- Linear narrow plan

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Ficus Monorail Station
Wine bar/restaurant



Demolition of existing structure



In construction

sustainable design

Ficus Monorail Station
Wine bar/restaurant



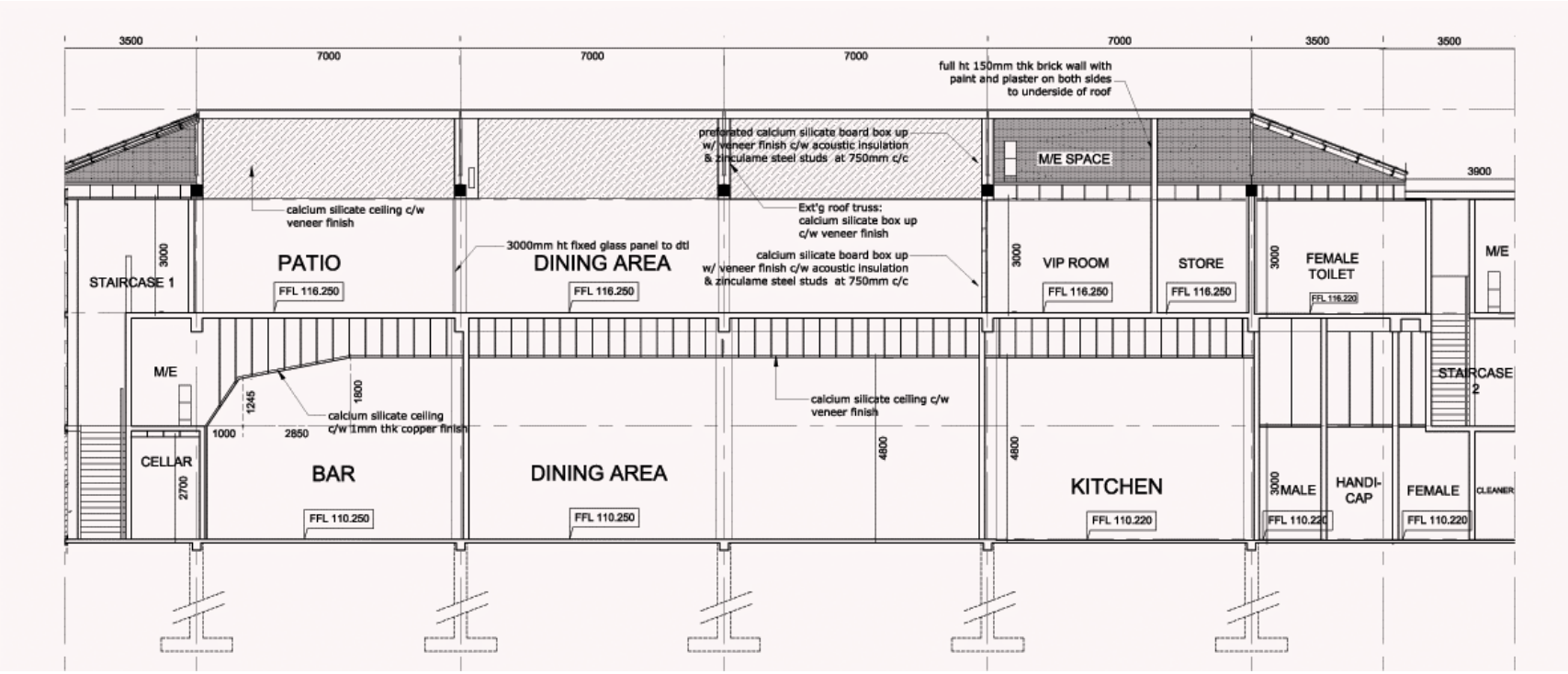


Steel construction

- ***Steel structure stabilise te single column tall loft space***

sustainable design

Ficus Monorail Station
Wine bar/restaurant



Interchangeable façade for flexibility

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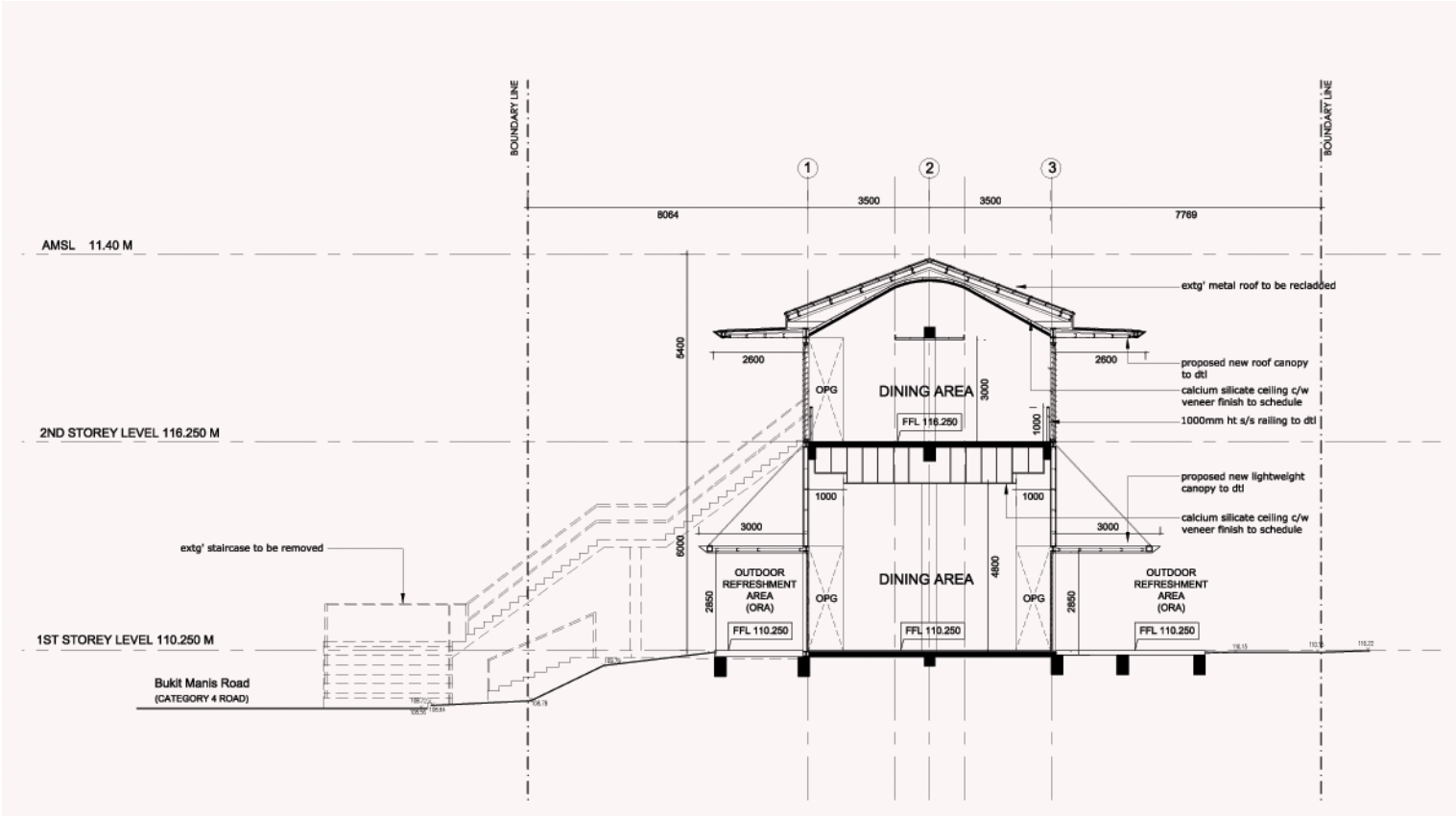
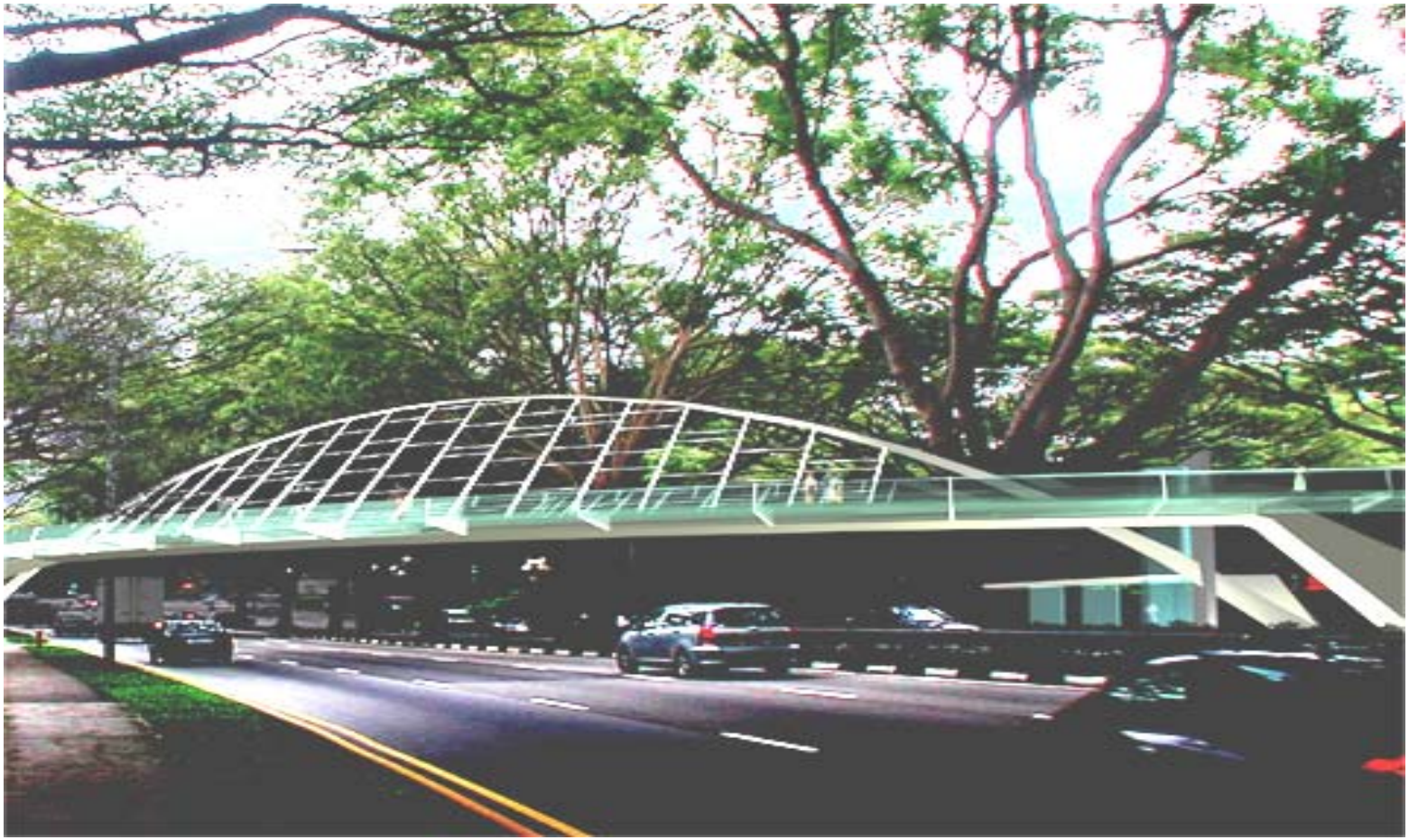
Ficus Monorail Station
Wine bar/restaurant



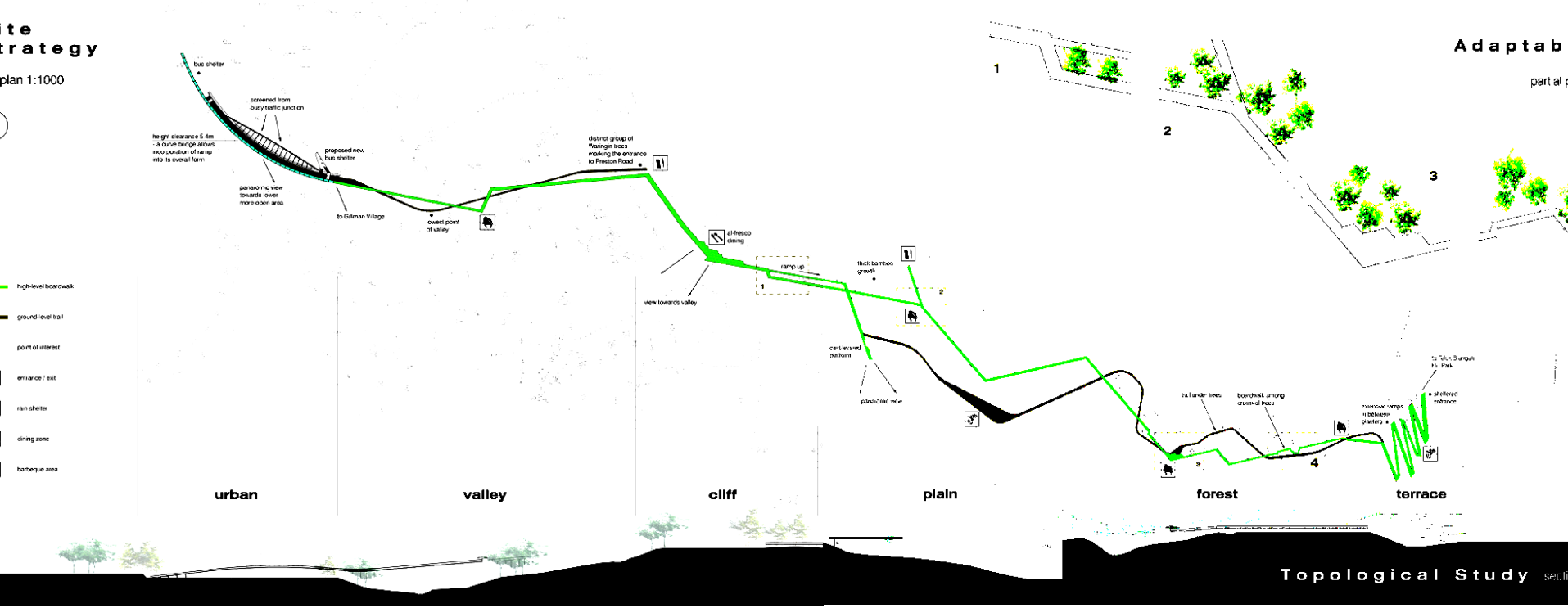
Up-sailing roof

sustainable design

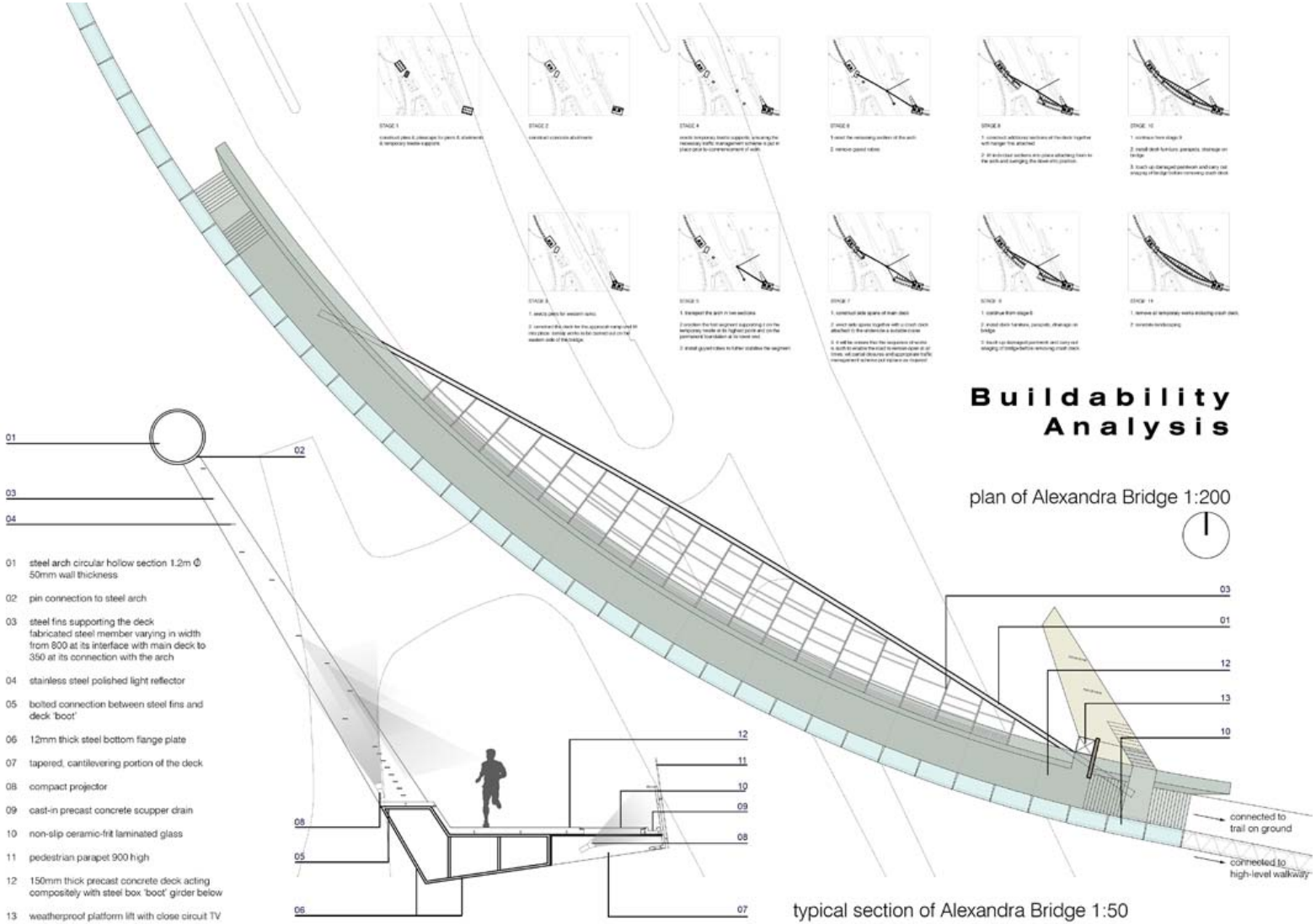
Alexandra Link (Southern ridges project)



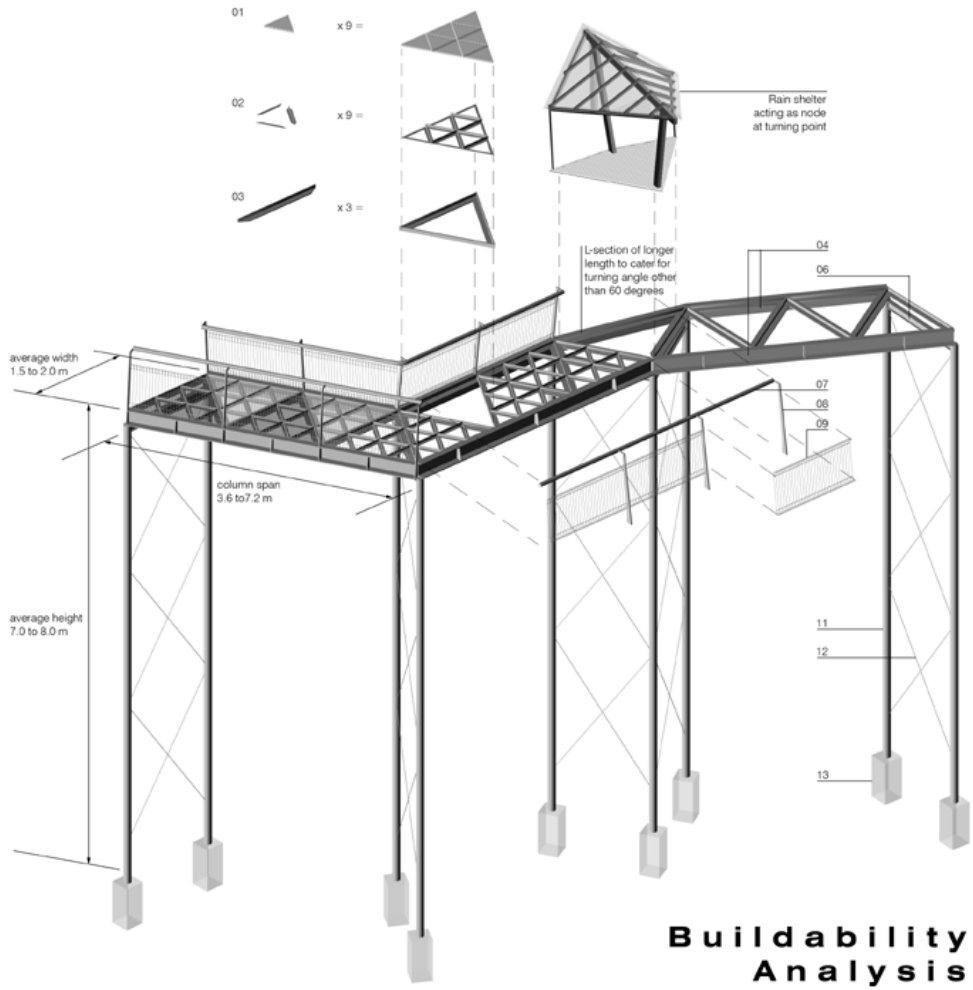
sustainable design



Sensitive hilly forested area



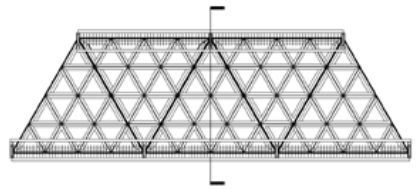
Plan and section of the bridge



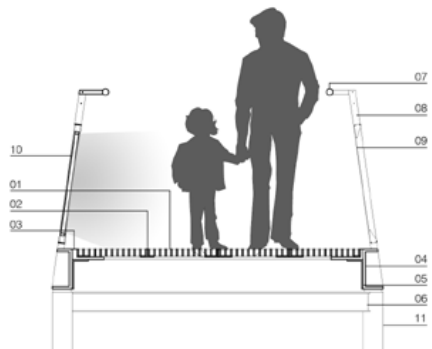
Buildability Analysis

exploded axonometry

01 600 x 600 x 600 steel grating module
02 10mm thk x 600 x 45 steel plate
03 20mm thk x 100 x 80 ht x 1900 (varies) length L-section
04 380 x 100 x 54kg/m Mcx = 247 KnM
05 L-Angle
06 10mm thk x 120 x 120 L-Angle
07 80 O CHS
08 3mm thk x 50 x 50 SHS
09 600ht BRC fence
10 light tube
11 150O concrete column
12 100 x 100 x 10mm thk RSA bracing
13 concrete footing



plan of typical module 1:50



section of typical module 1:20

Axonometric of the bridge

Alexandra Link



Artist impression

On- site construction



Constructed mainly of steel structure

- **Prefabrication and assemble on site**
- **Refrain from use of timber due to constant upkeep**
- **Recycleable steel used**

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Alexandra Link bridge



Artist impression



On- site construction

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HorKew Industrial building



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HorKew Industrial building



- Exploration of local knowledge
- Pre-caste concrete construction
- Steel construction

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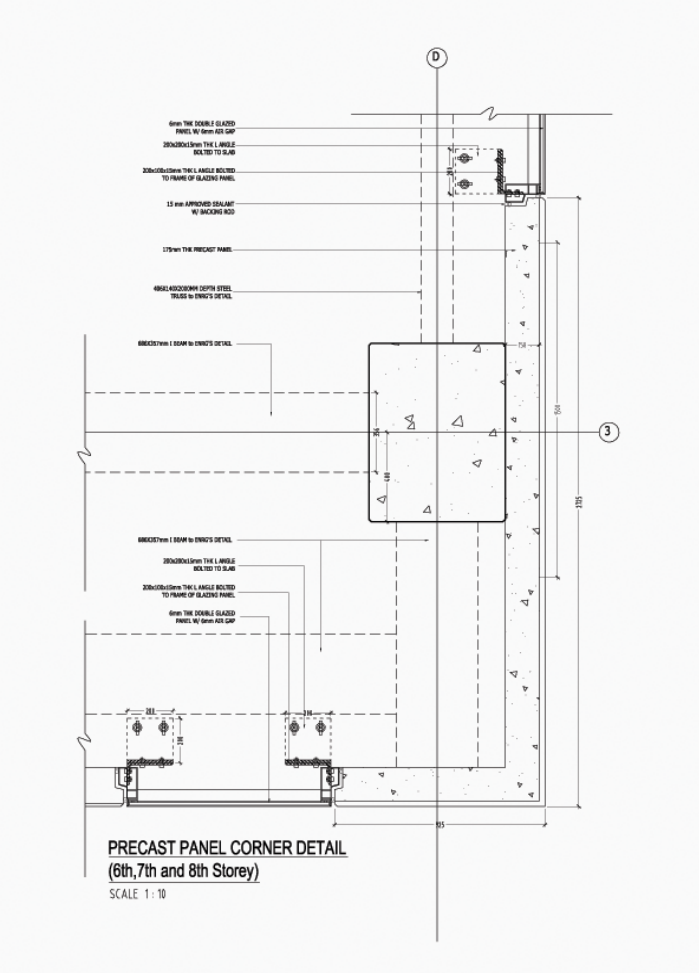
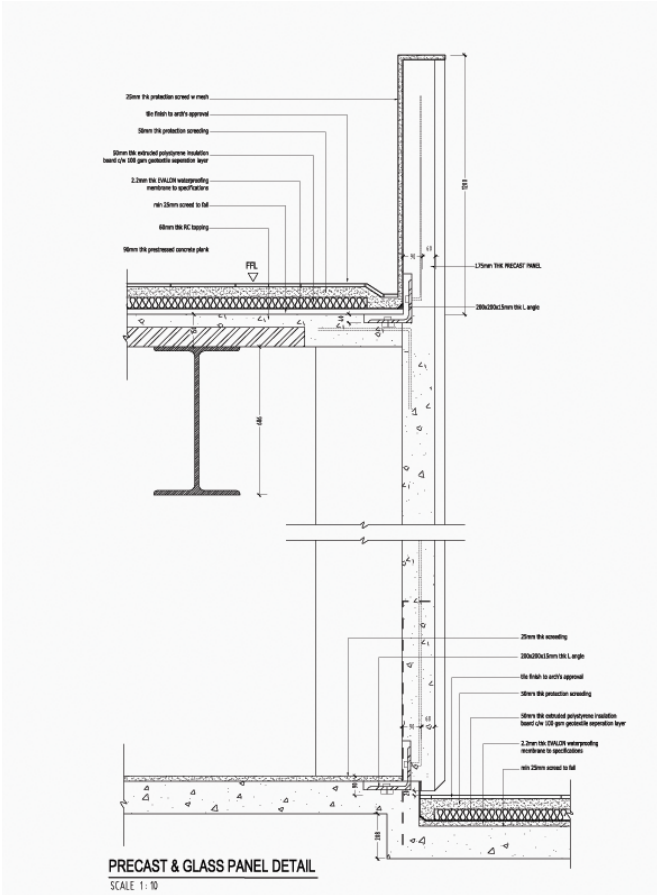
HorKew Industrial building

Typical pre-caste concrete details





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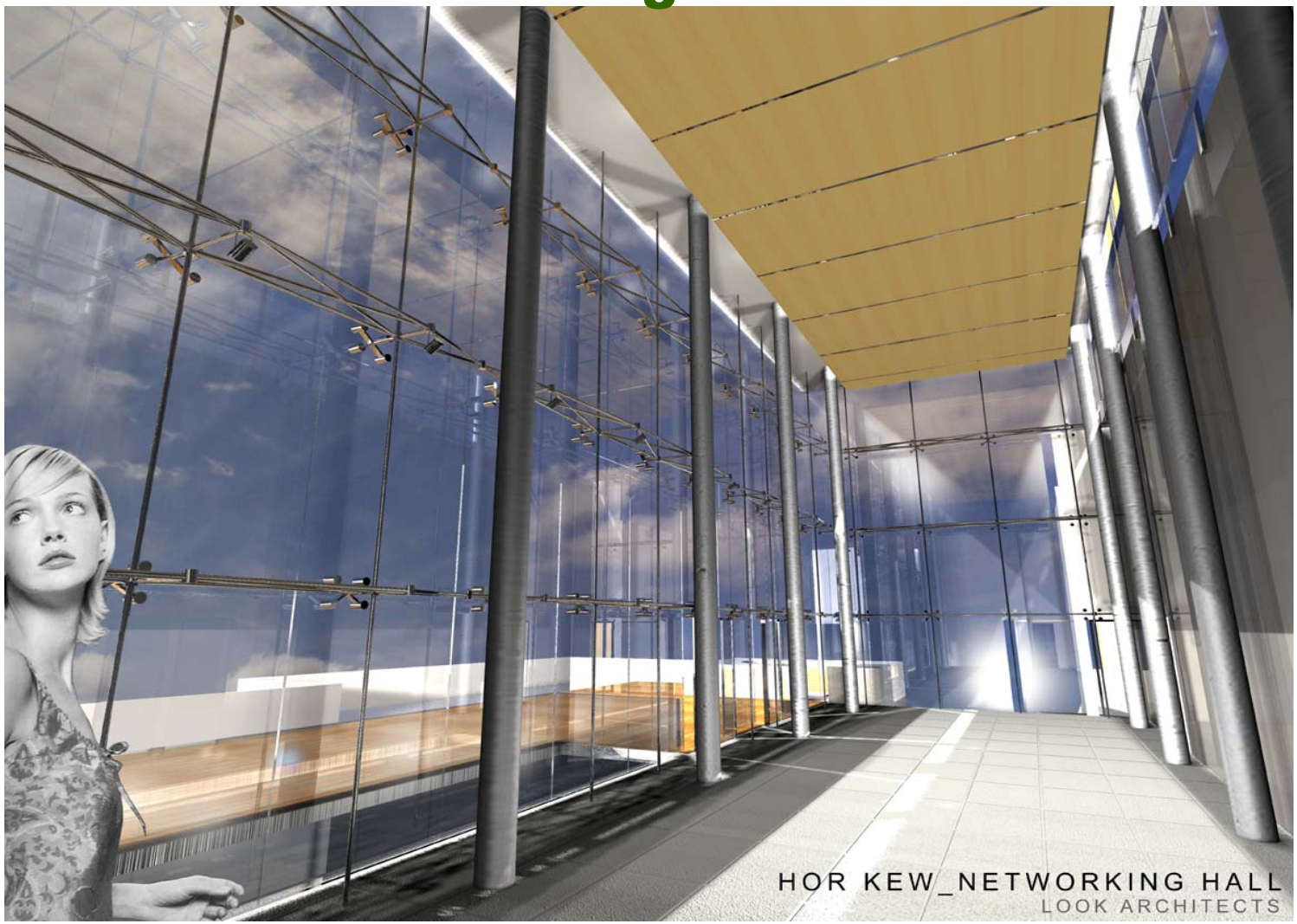
HorKew Industrial building



Section

HorKew Industrial building



Interior of HorKew factory

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Gemmill Lane



- 6TH SIA ARCHITECTURAL DESIGN AWARD 2001

  AWARD WINNER FOR MIXED DEVELOPMENT CATEGORY

- THE ARCASIA AWARDS FOR ARCHITECTURE 2001-2002

  HONORABLE MENTION – CATEGORY B-1

  (COMMERCIAL BUILDING)

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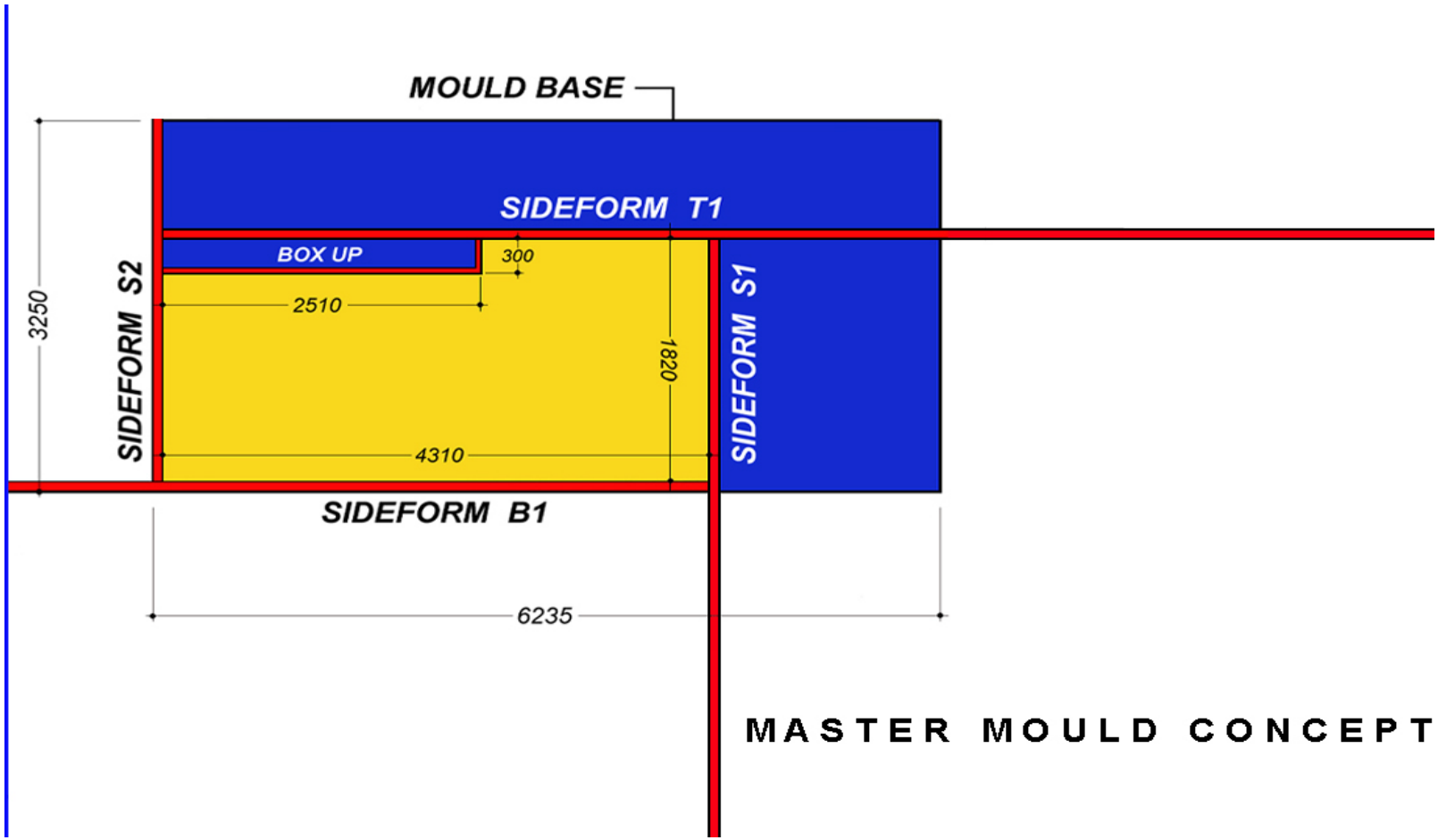
Gemmill Lane



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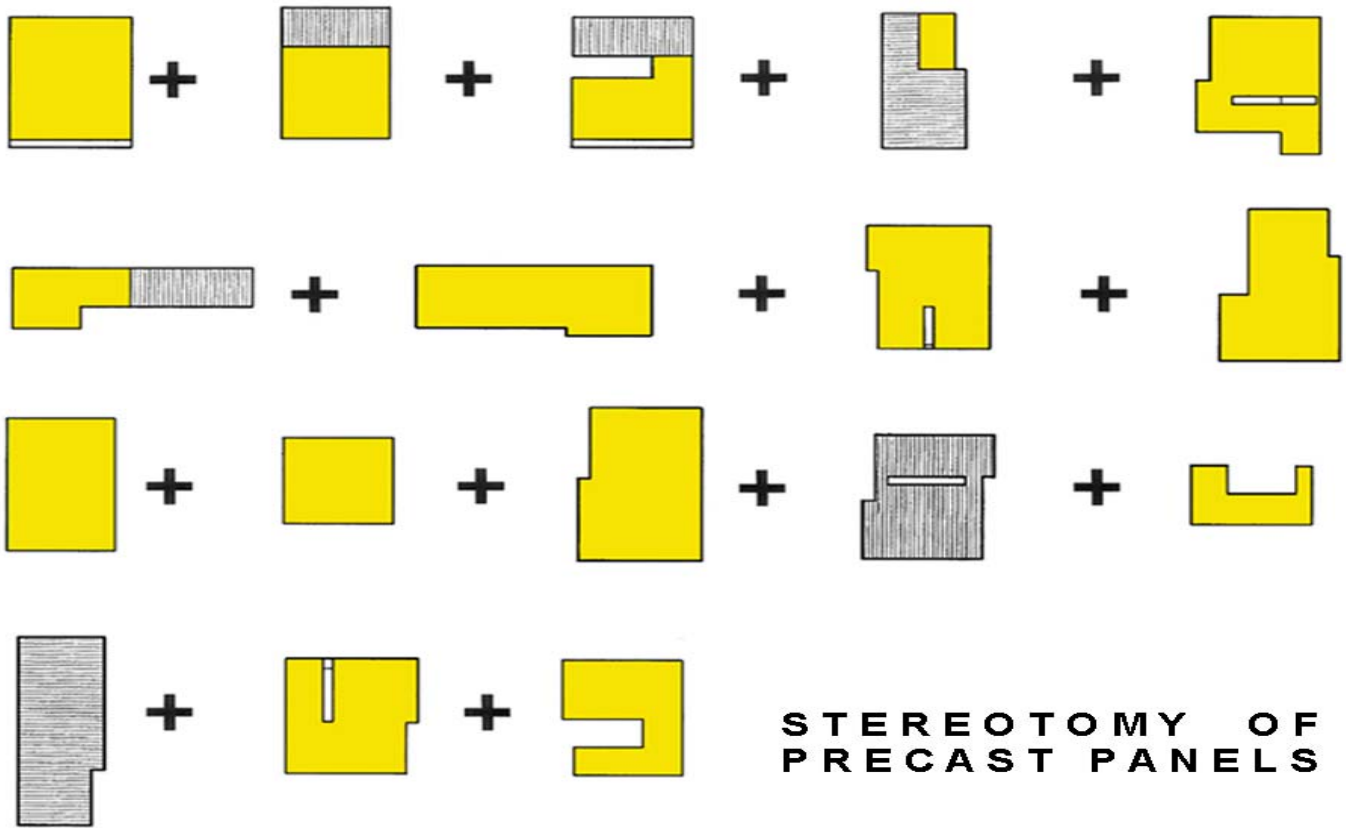
Gemmill Lane



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Gemmill Lane

Pre-cast concrete technology employed



70 Seletar Hill Drive

BCA CONSTRUCTION 21 BEST PRACTICE AWARDS 2001 /INNOVATIVE BUILDING SOLUTIONS

(FOR SMALL SCALE LANDED DEVELOPMENT)

– AWARD WINNER

7H SIA ARCHITECTURAL DESIGN AWARD 2004

HONORABLE MENTION



70 Seletar Hill Drive



Hybrid construction :

-Exposed steel frame system & composite slab

-Architectural pre-cast elements

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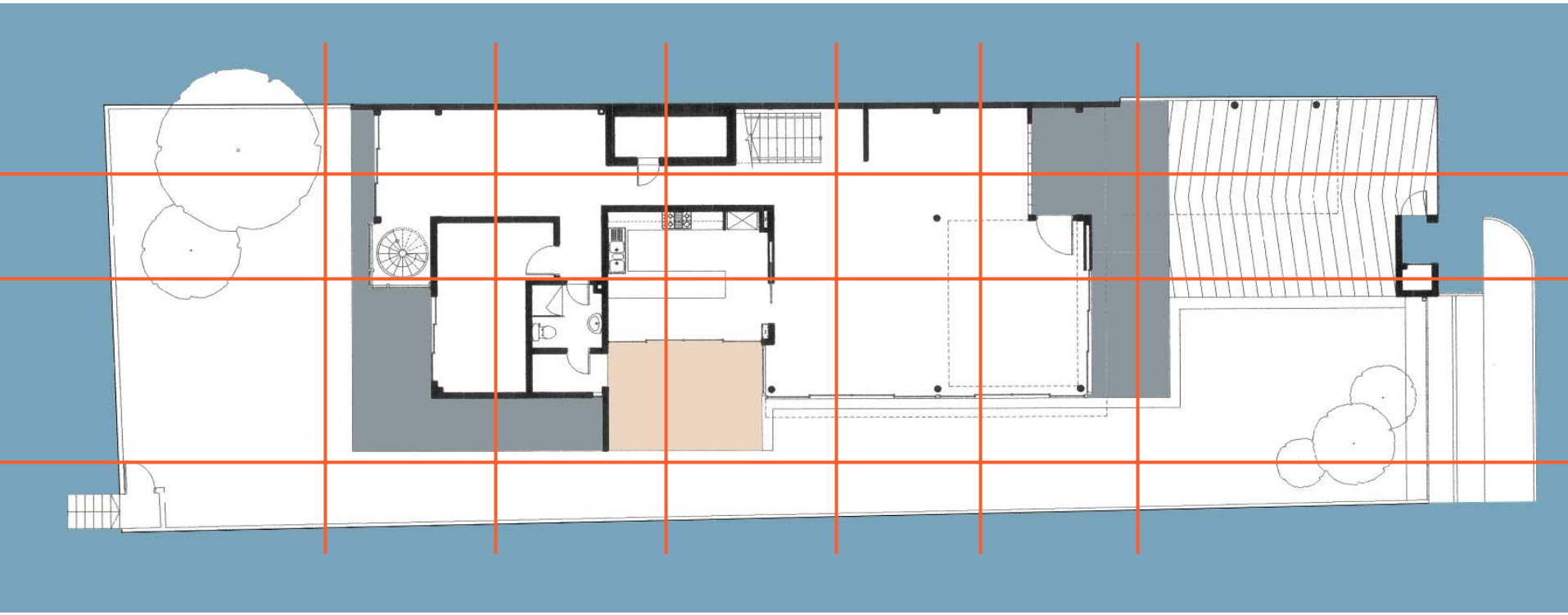
70 Seletar Hill Drive



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70 Seletar Hill Drive

Construction

-structural steel frame

-light weight internal partition

-pre-cast external wall



sustainable design

70 Seletar Hill Drive





Prefabrication construction

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Future Speculation

- A Shift from traditional construction method to more product-orientated method, e.g. assembly line of automobile industry



Kasugai Housing Work, Toyota housing assembly plant in Japan

Toyota Housing Project

- Applying automobile technology into housing construction
- Prefabrication construction technique
- Environmentally friendly housing

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Future Speculation

- Every building components highly designed and mass produced, thus resulting in a reduction of energy usage
- High valuation of buildings with recyclable materials, e.g. steel building
- Financial institutions to provide incentive for sustainable design
- Government policy to promote local innovation

sustainable design

-END-

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LOOK Architects copyrights

Impact of Integrated Resorts on Real Estate Market



Dr Chua Yang Liang
Head of Research, South East Asia

Overview

- Short to Medium Term
  - Job creation in construction
  - Demand for dormitory housing
  - Leasing demand for housing

- Long Term
  - Job creation in supporting services e.g. legal advisory, financial, social services,
  - Demand for offices
  - Hotels and short term accommodation



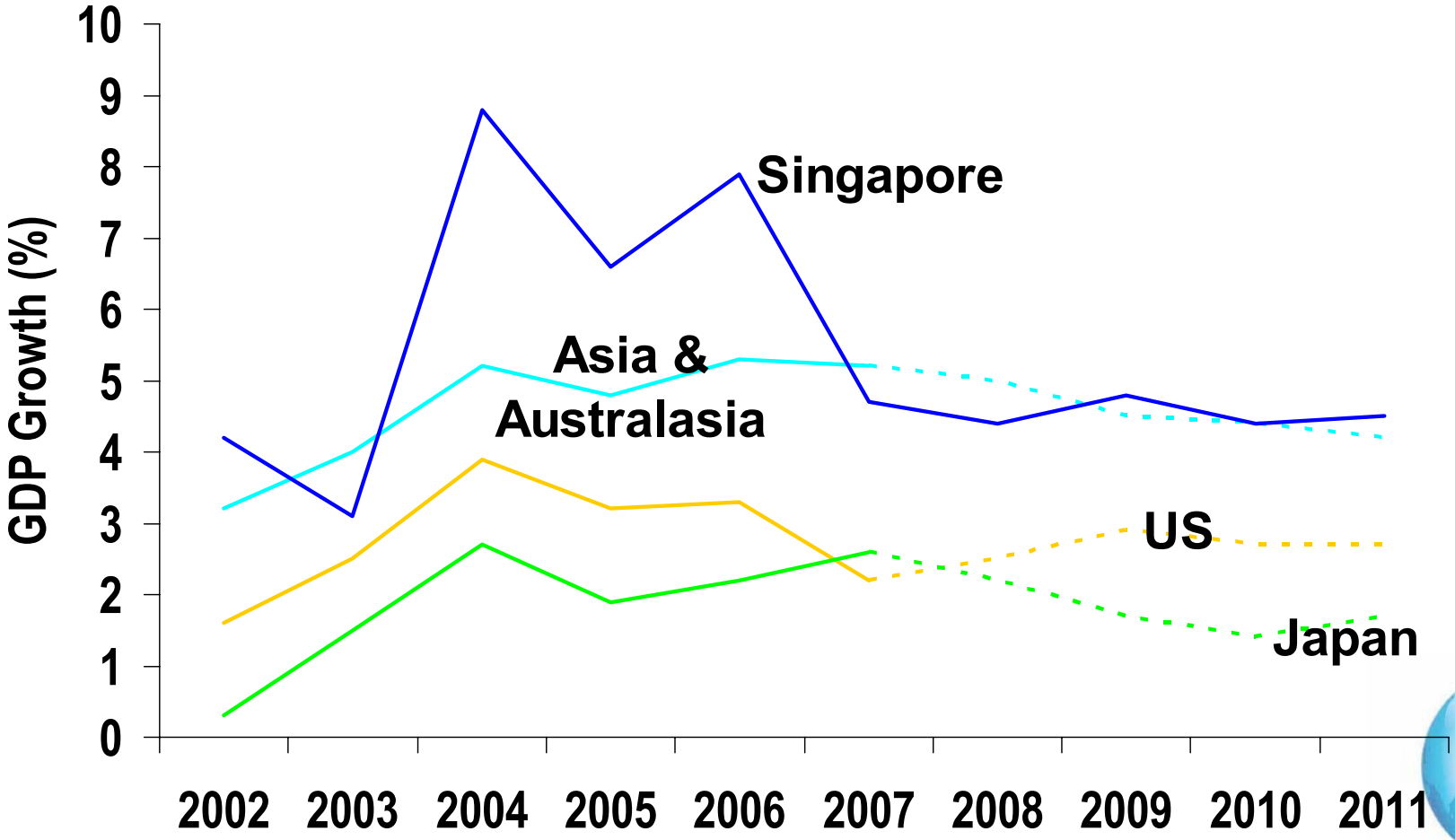
Economic snapshot

GDP Growth (2Q2007)	8.2%
Consumer Price Index (June 2007)	1.3%
Unemployment rate (Mar 2007)	2.9%

Source: DOS,JLL Research



Global Outlook



Source: Economist Intelligence Unit; JLL Research

Jones Lang LaSalle

2006 - Proposals of two IR conceptualized



Overview of the Integrated Resorts

- Marina Bay Sands (MBS)
  - Total Area: 6 million sq ft
  - S$5 billion
  - Offering business convention, retail, hospitality, entertainment, museum and gaming facilities





- Resorts World @ Sentosa (RWS)
  - Total area: 49-hectare
  - S$5.2 billion (US$ 3.1 billion)
  - A family-themed entertainment and gaming resort destination





Impact on the Economy

- Two resorts to bring in US$3.6 billion annual revenue
- Annual increment of Gross Domestic Product to exceed S$1.5 billion
- Estimated multiplier effect of about **0.7**
  - Low compared with similar sized US cities - 1.5 – 2.5



Jones Lang LaSalle

Short Term Impact



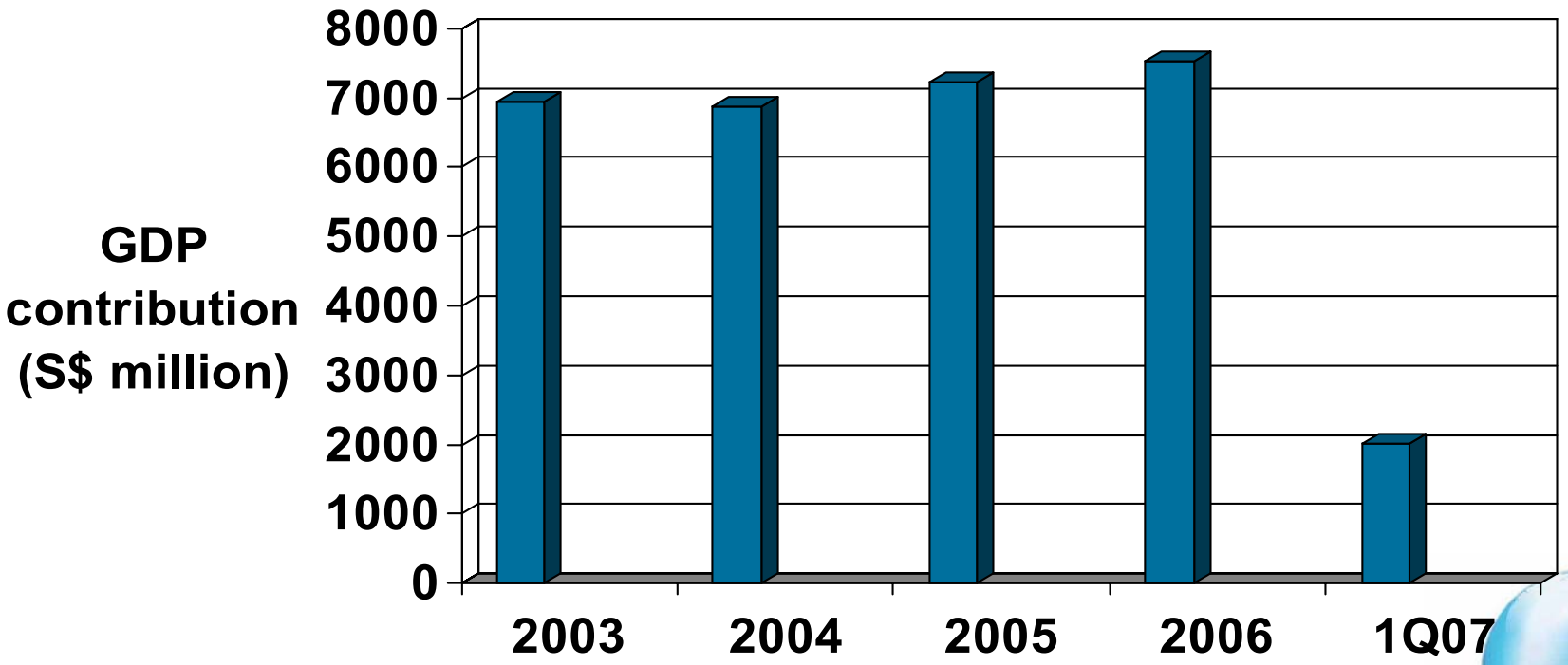
Supporting Infrastructure

- Sentosa
  - 8-ha land reclamation at old ferry terminal, re-routing of traffic, excavation works
  - **S$3-billion** of building contracts over the next three years

- Marina Bay
  - new transportation networks and systems, estimated IR development would bring forward overall development of Marina Bay from a decade to only 4-5 years
  - Construction/real estate about 15-25% i.e. **S$0.4 - S$0.67** billion



Construction sector overview



Source: DOS; Jones Lang Lasalle

Contracts Awarded

- CSC's subsidiary, L&M Foundation Specialist Pte Ltd
  - **S$54 million** foundation engineering works at MBS
  - **S$240 million** for piling works and building of protective diaphragm walls at MBS
  - **S$6 million** foundation engineering works at RWS

- Over S$400 million for formation and excavation of the RWS

- S$210 million to Hong Leong Asia to supply ready-mixed concrete for MBS

$96.3 million to Lian Beng Group for two design and build contracts and foundations for two IRs



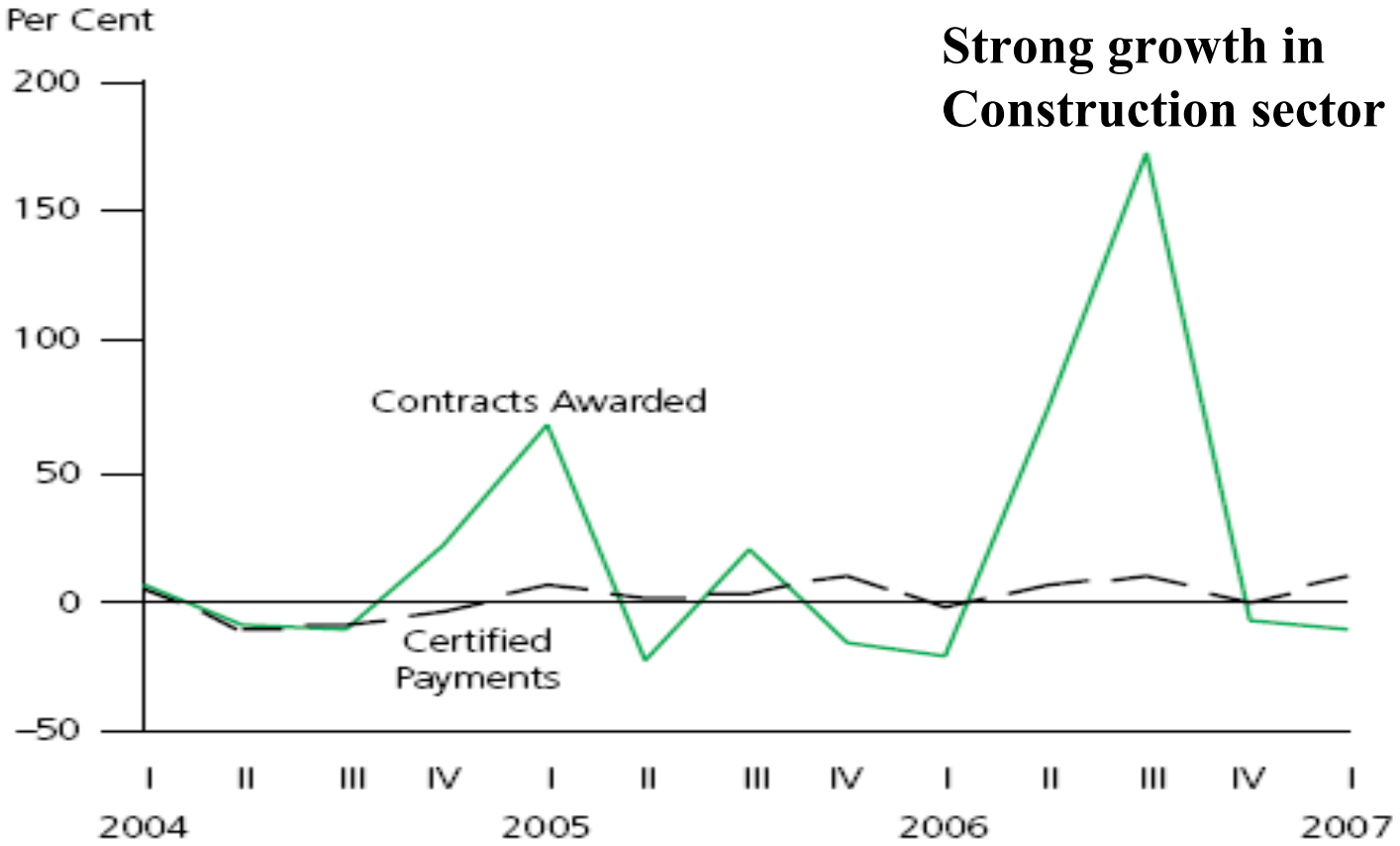
Contracts upcoming…

- S$70 million advertising and
- S$508 million construction and development services from RWS



CHANGES IN CONTRACTS AWARDED AND CERTIFIED PAYMENTS

[Chart 3.2]



Strong growth in Construction sector

Source: DOS, BCA

Labour Market

- MBS to boost its headcount here by about 500 in the next few months as it gears up to open in 2009

- RWS expect to hire more than 150 people in areas like project management, marketing and corporate services

- An estimated 40,000-50,000 additional foreign workers to meet surging demand in the construction industry



Demand for housing

- Direct demand for housing
- Influx of foreign workers require provision of dormitories



Jones Lang LaSalle

Medium to Long Term Impact



Multiplier Effect

- Large multiplier effects on growth from
  - Foreign worker inflows
  - Tax revenue
  - Visitors arrival and tourism receipts
  - Spillover effect to subsidiary or related industries
  - Higher property values??



Training the right person

- STB launch a 3-year campaign to prepare workforce
- Polytechnics introduced related courses for students to enroll
- $3m Chinese Culinary Institute established to ensure steady stream of workers
- International Club Games Training Centre of Singapore first opened in Nov 2005, offers 6 months training course in casino dealing and others



Employment market

- Marina Bay Sands is looking to fill over 10,000 direct positions in casino operations, hospitality, as well as its convention business
- More than 22,000 direct jobs are expected to be created by Resorts World @ Sentosa
- Estimated 35,000 new jobs directly associated with the operation and running of the resorts
- Most of the staff will be hired 18 months or so from the planned opening

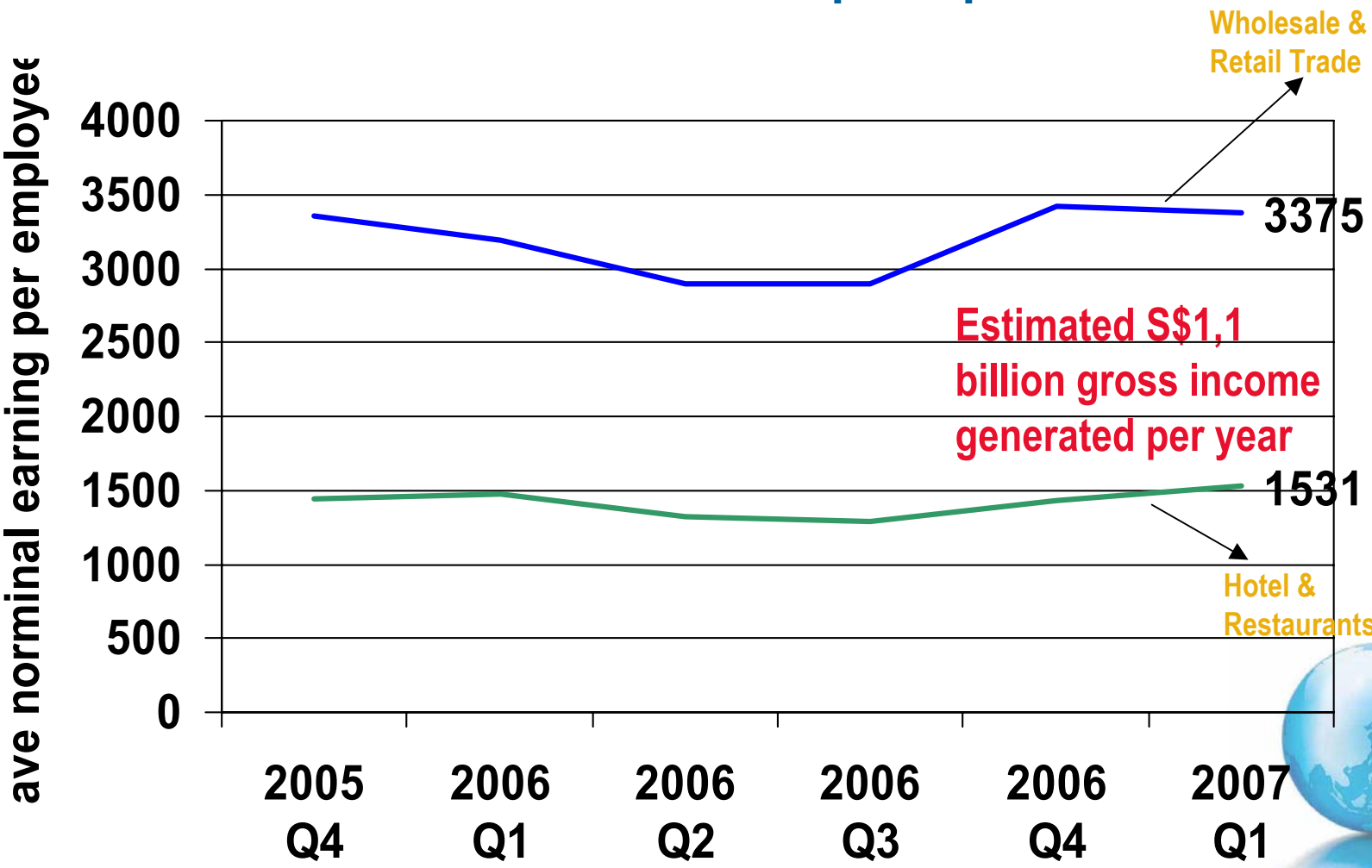


Employment market (cont'd)

- **75%** likely for Singaporeans
- Mid-level and senior positions are likely to be filled up by foreigners as Singaporeans lacked related expertise
- Two new resorts are expected to provide and induce up to **60,000** jobs in the economy e.g. in related industries such as maintenance, security, human resource, printing, real estate and other financial services
- Estimated **1:3:6** for casino-related, hotel sector and F&B, retail and others



Income of related industries in the past quarters



Source: DOS; Jones Lang Lasalle

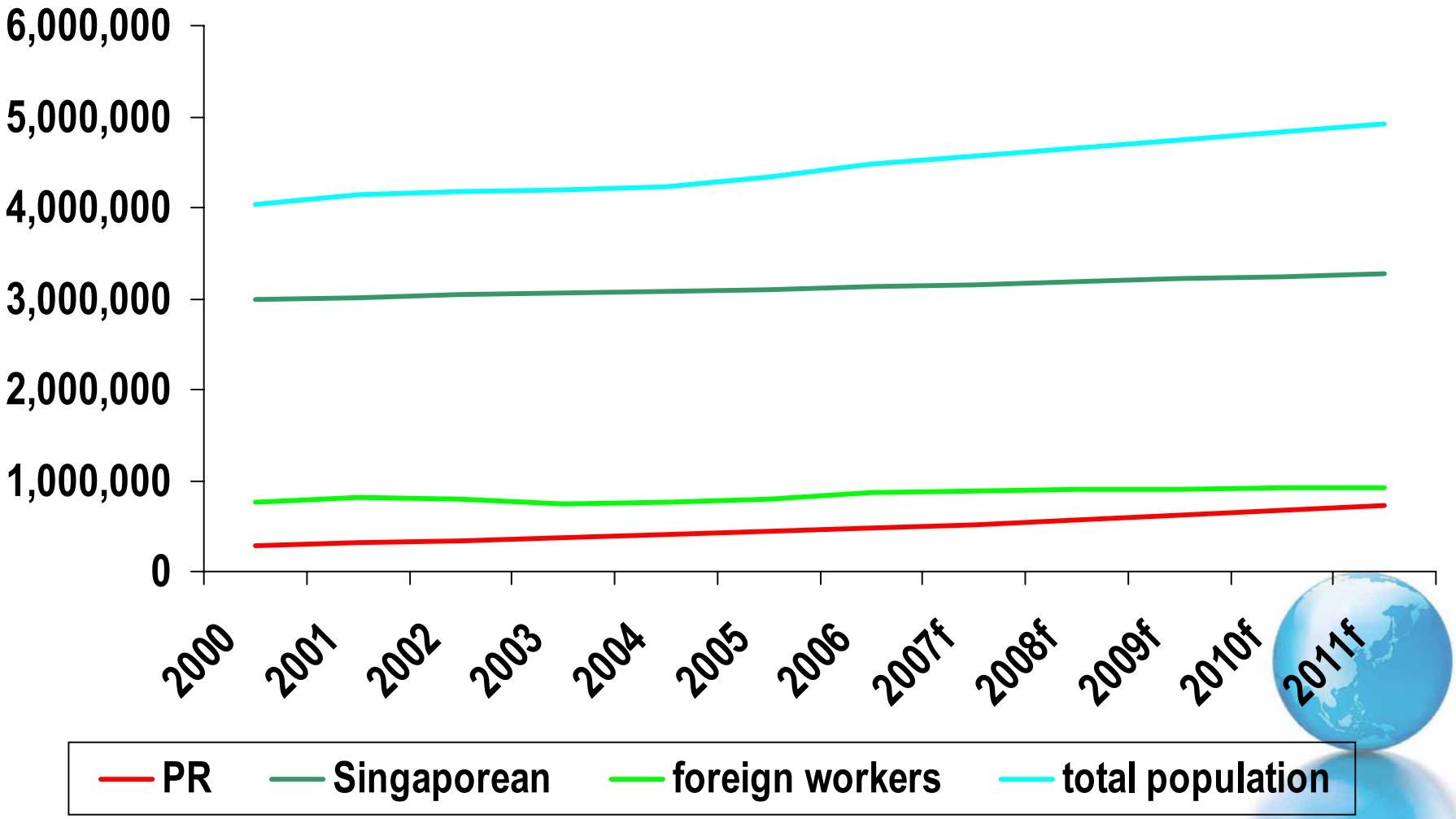
Residential Sector

- Demand for housing occupation
  - 35,000 direct jobs from IRs
  - 25% will be foreigners (anticipated)
  - 8,750 new housing units can be expected from 2009 – 2015

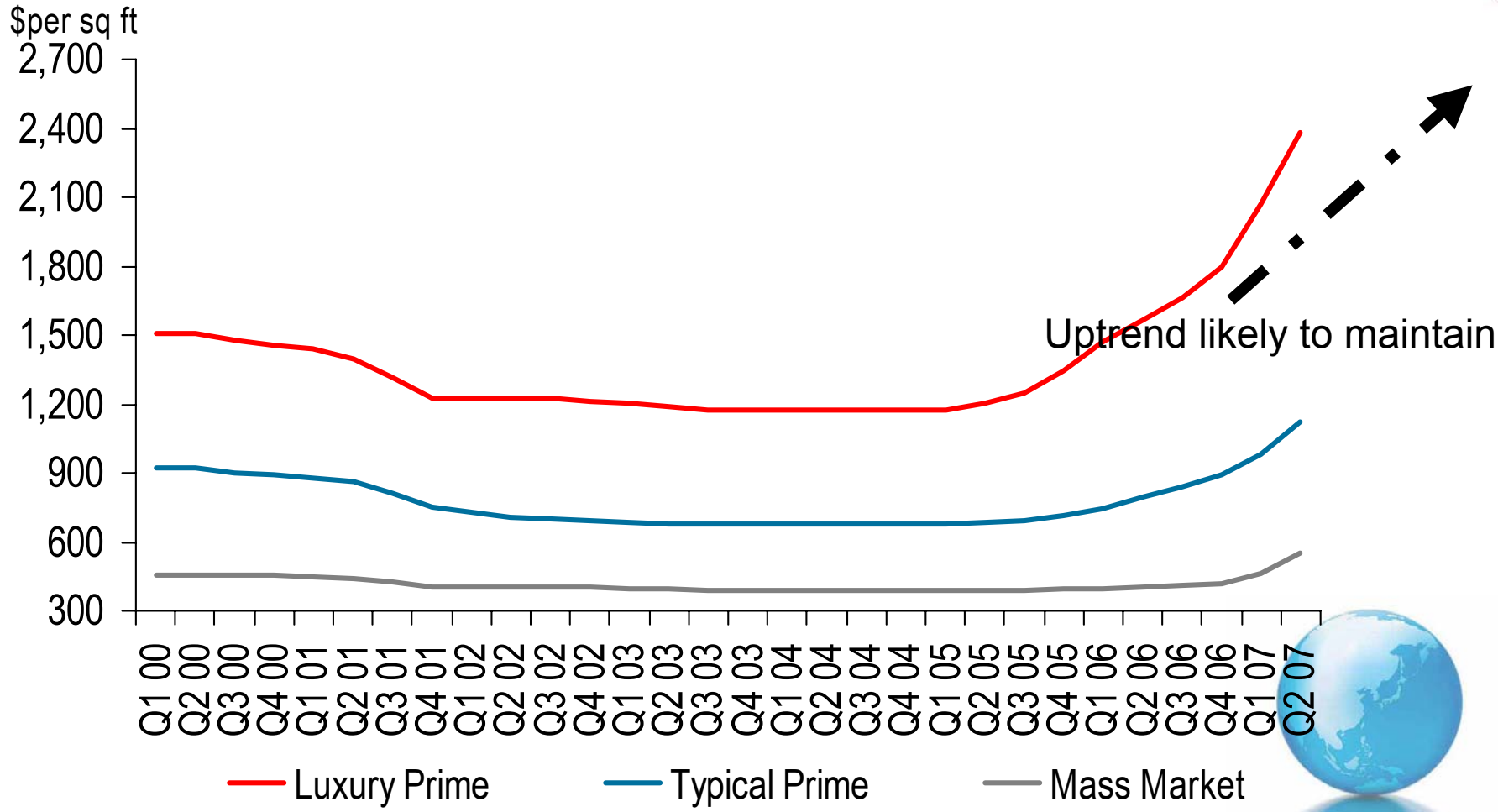
- Averaging **1,458 new housing units per year**
- **25% expected to go for high end luxury apartments**
- Sentosa/Habour Front and Marina Bay/East Coast



Future growth in Population to Support Economy



Average Non-Landed Capital Values – Resale Market



Source: Jones Lang LaSalle Research

Recapture effect

- Stemming tourists and residents from going overseas for such entertainment facilities
- Effect intensify with more than one IRs given different casino characteristics, choices, amenities etc
- Hope to retain and recapture at least half of the estimated S$2 billion wagered overseas → save 0.63% of 2003 GDP



Tourism Receipts

- Increase in length of stay from 3.4 days in 2006 to 3.6 days in 2010.
- Number of visitors per day will increase significantly by 55 percent – from about 90,000 in 2006 to nearly 140,000 in 2010
- Expects to attract at least 17 million visitors a year
- Expects to account for half of Singapore's $30b tourism revenue target by 2015

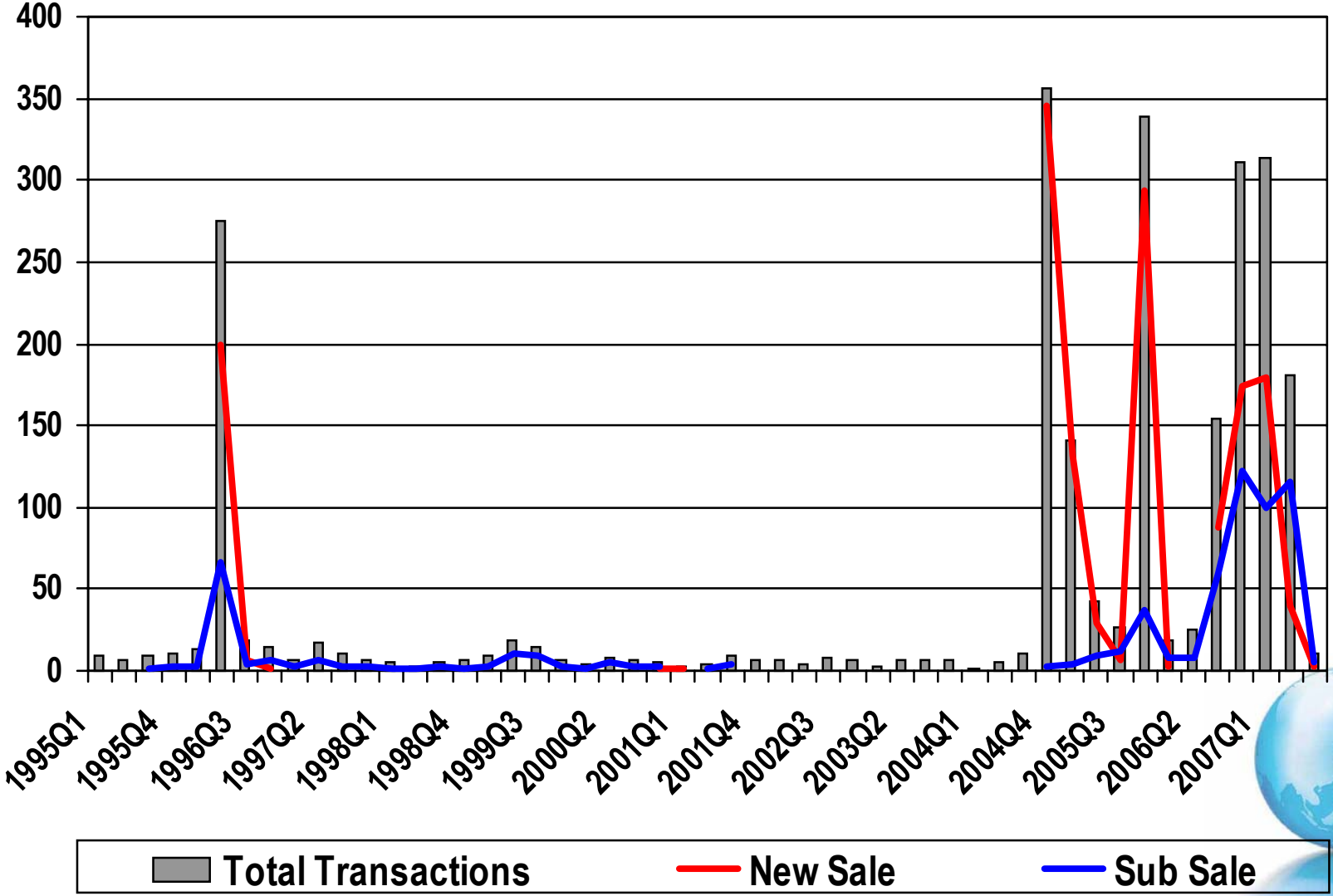


Other Benefiting and Supporting Industries

- Banking & Finance
- Accountants
- Legal
- Social Network
- Hotel
- Retail

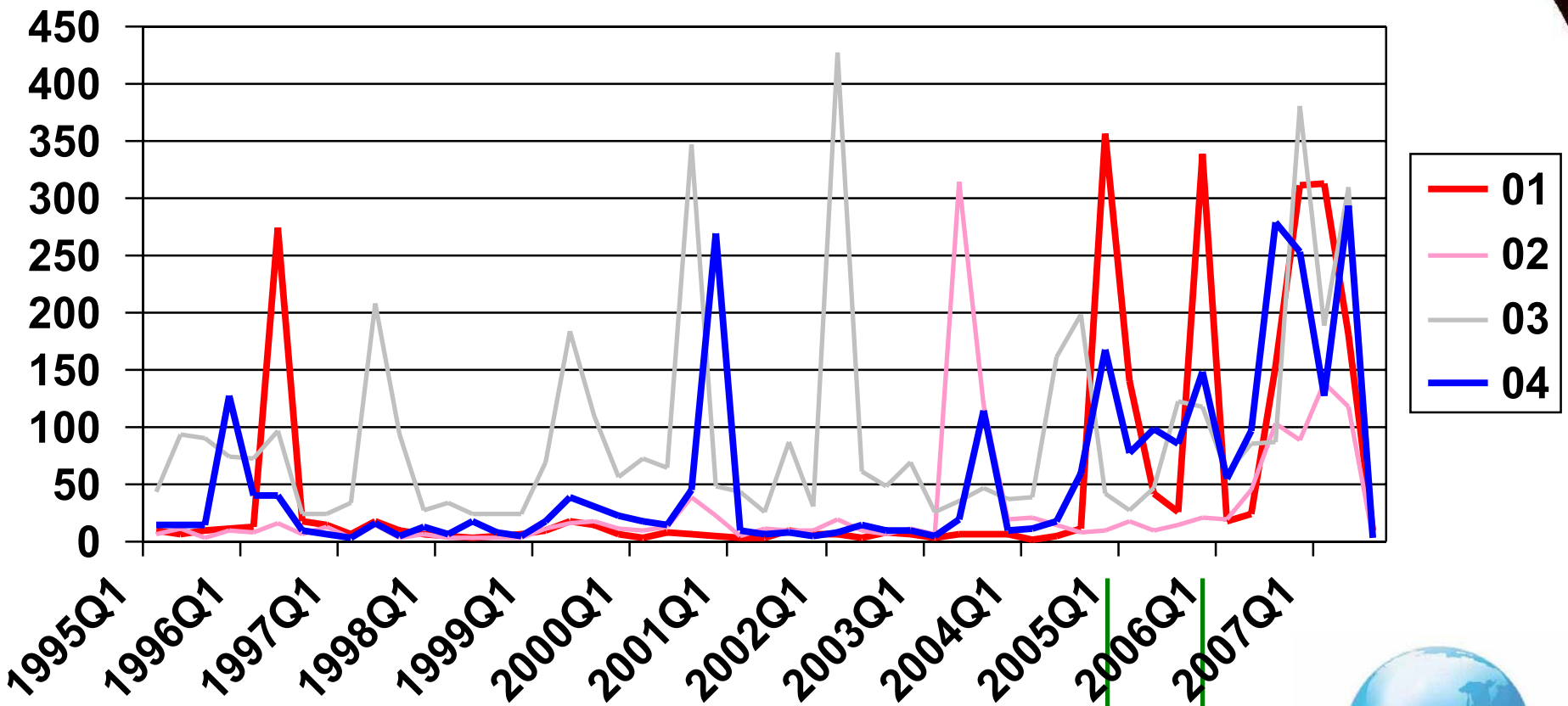


Activities in Marina Downtown (District 1)



Source: URA; Jones Lang LaSalle Research

Surge of interest in districts 01 and 04



Source: URA; Jones Lang LaSalle Research

Thank You!

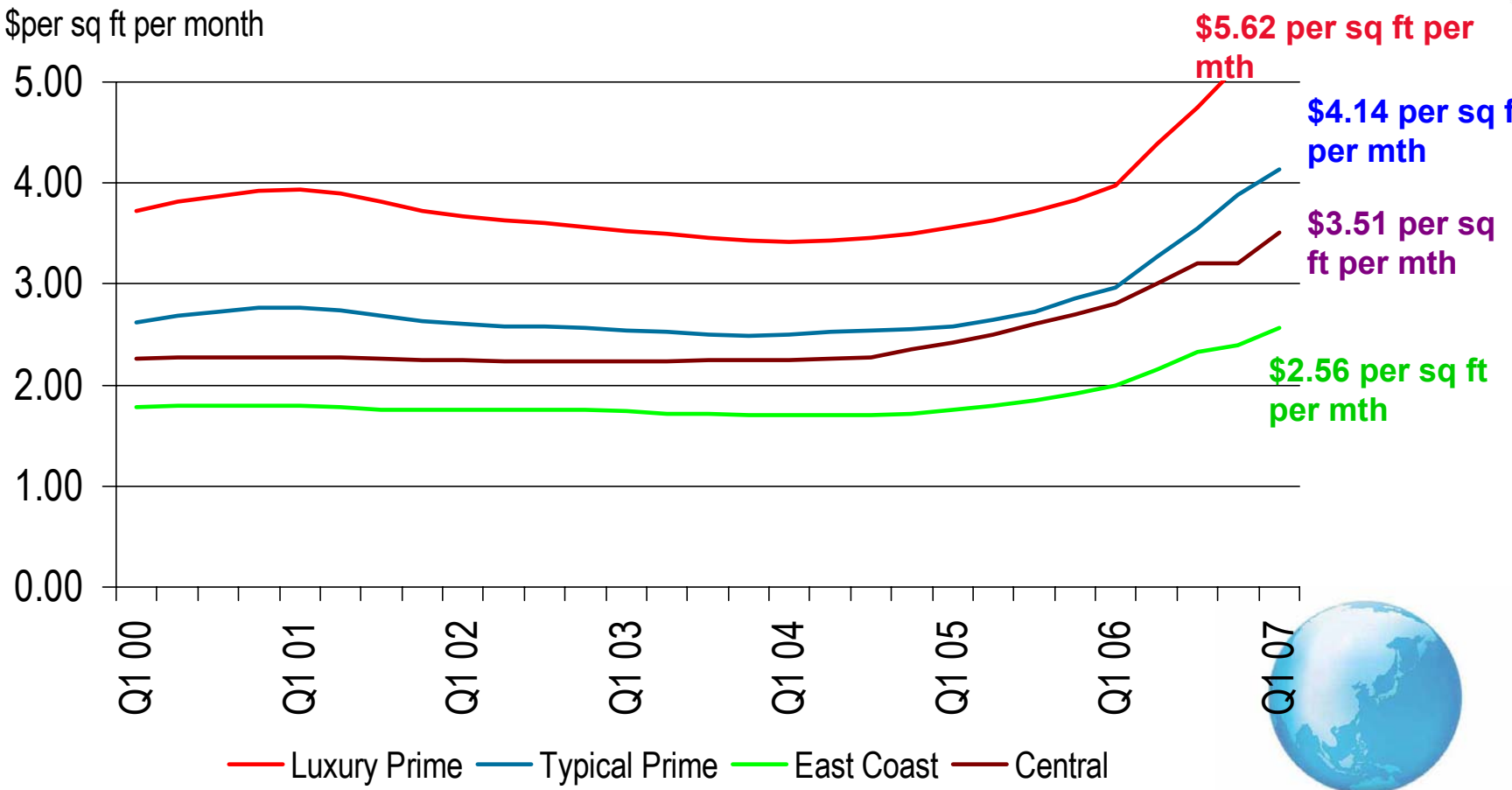


Overall Employment Creation

- Two new resorts are expected to provide and induce up to 60,000 jobs in the economy
- Employment in Related industries: include maintenance, security, human resource, printing, real estate and services

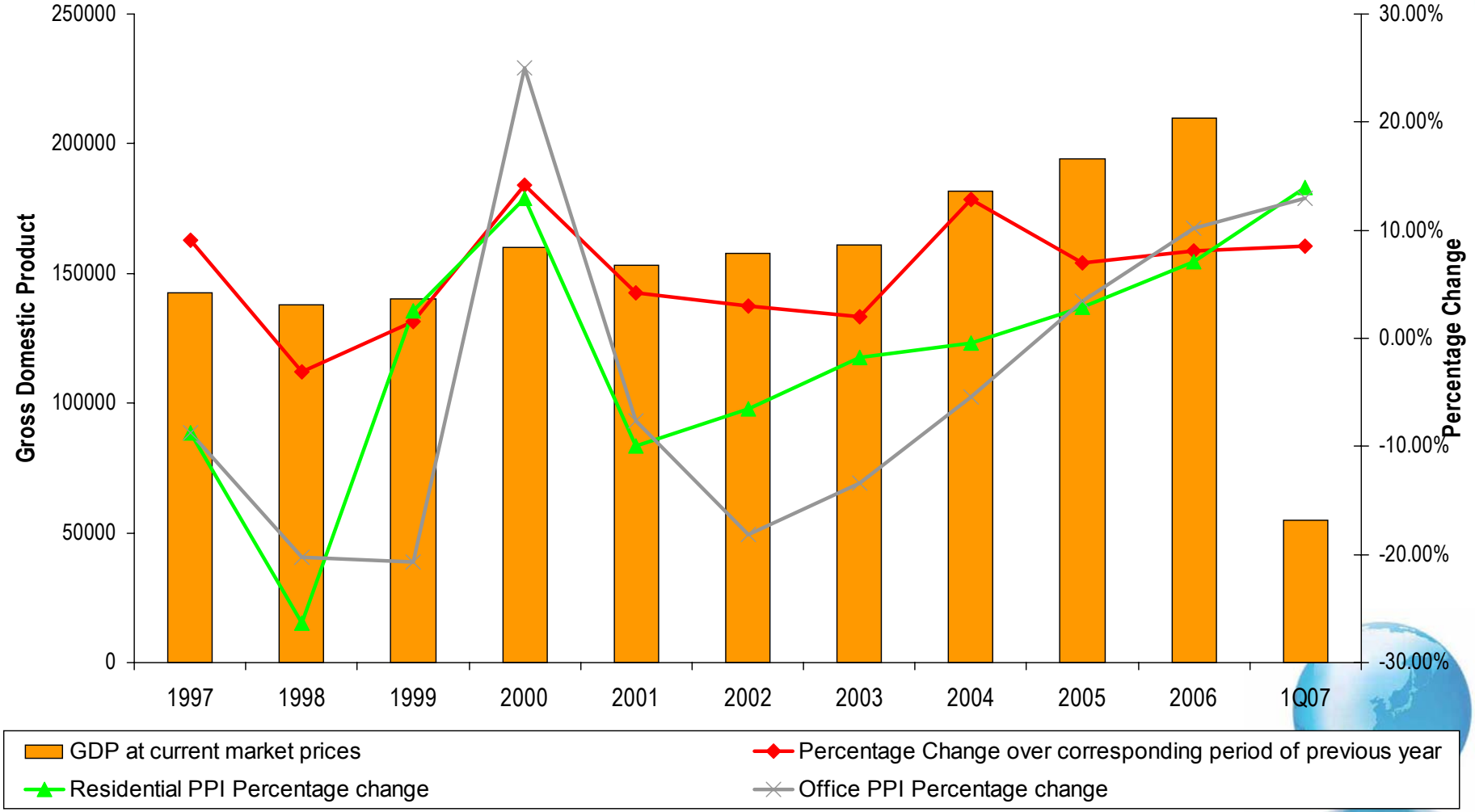


Average Non-Landed Rental Values



Source: Jones Lang LaSalle Research

Gross Domestic Product (1997 – 1Q07)



Source: URA; DOS; Jones Lang LaSalle Research

Employment Level

(In Thousands)

	Employment Change					Employment Level as at March 2007[P]
	1Q 06	2Q 06	3Q 06	4Q 06	1Q 07[P]	
Total	45.0	36.4	43.0	51.5	48.0	2,543.9
Manufacturing	11.1	8.4	11.3	10.9	9.5	527.0
Construction	5.6	3.5	5.6	5.8	5.0	260.6
Services	28.0	24.4	25.9	34.4	33.4	1,739.9

[P]: Preliminary Estimate

Source: Singapore Department of Statistics

Impacts on 3 Condos near the IRs

- Renewed interest in The Sail @ Marina
- Heightened interest in Caribbean at Keppel Bay which faces Sentosa
- Increased activities in the luxury homes at Sentosa

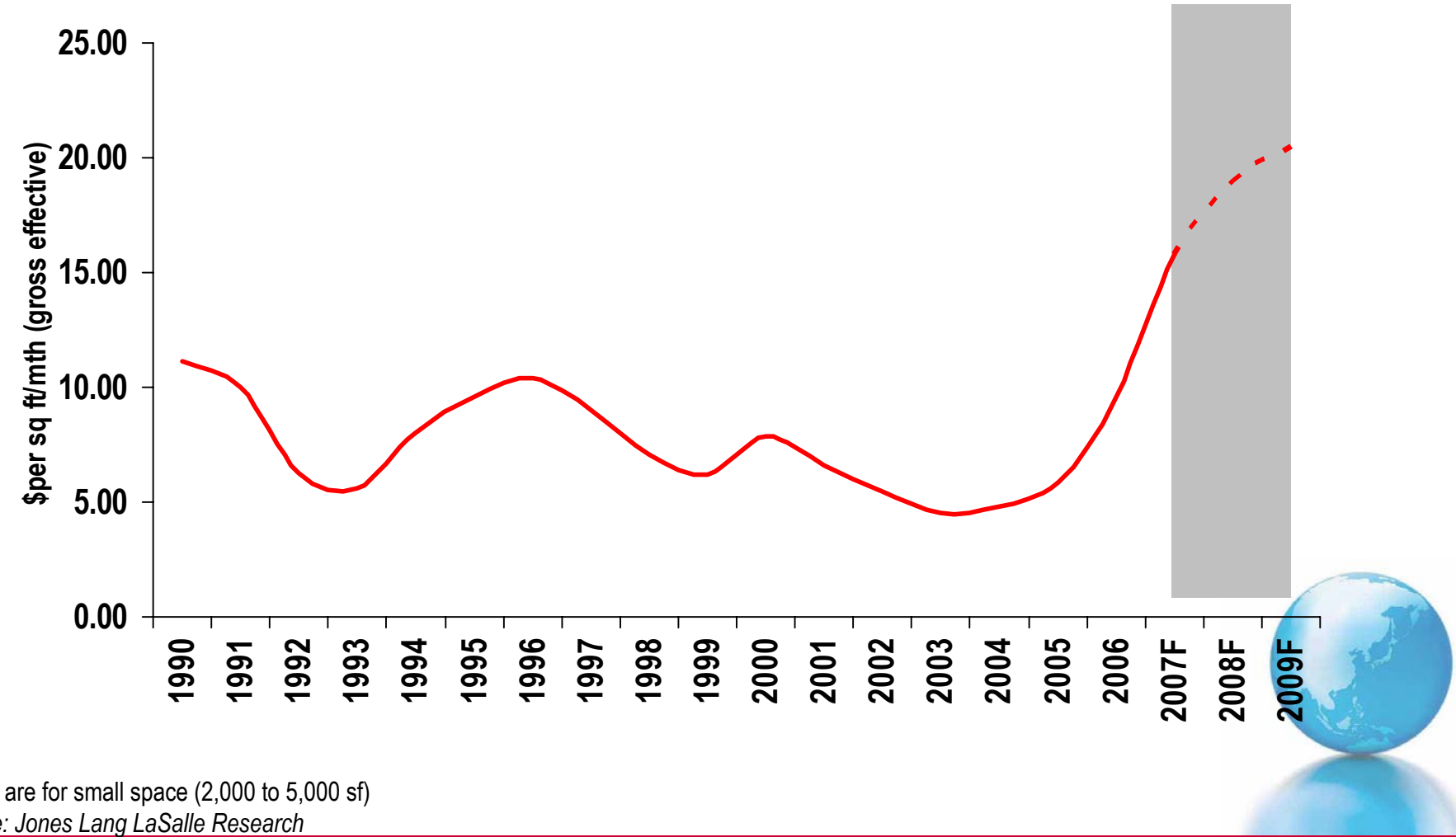


Office Sector

- Professionals need office spaces
- More offices require to house the expansion of supporting industries like financial services and legal services etc.
- Sustain the demand for commercial property in the vicinity
- Rental rates should stabilize even as supplies come in in 2010



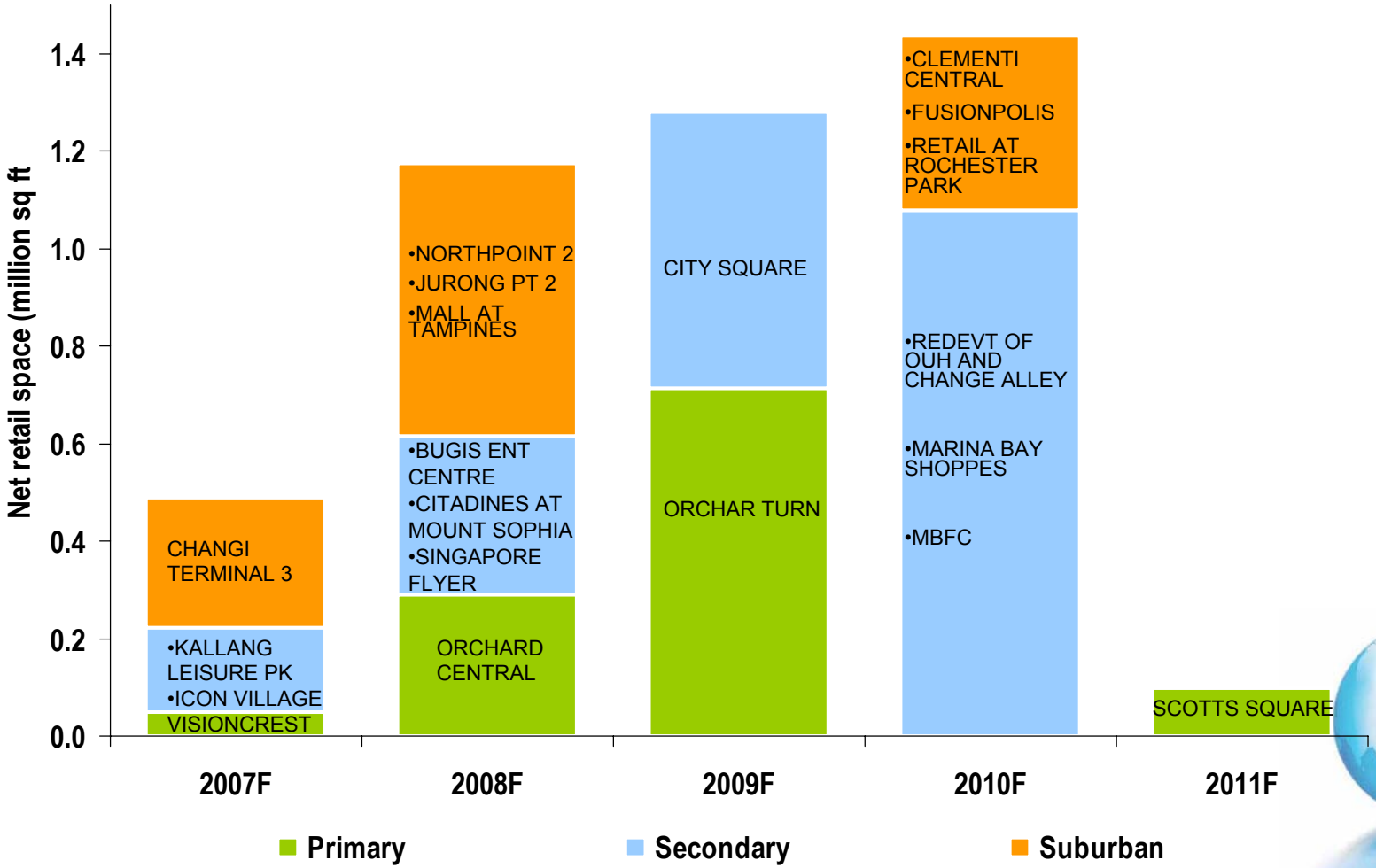
Prime Grade A Rental Forecasts



*Rents are for small space (2,000 to 5,000 sf)

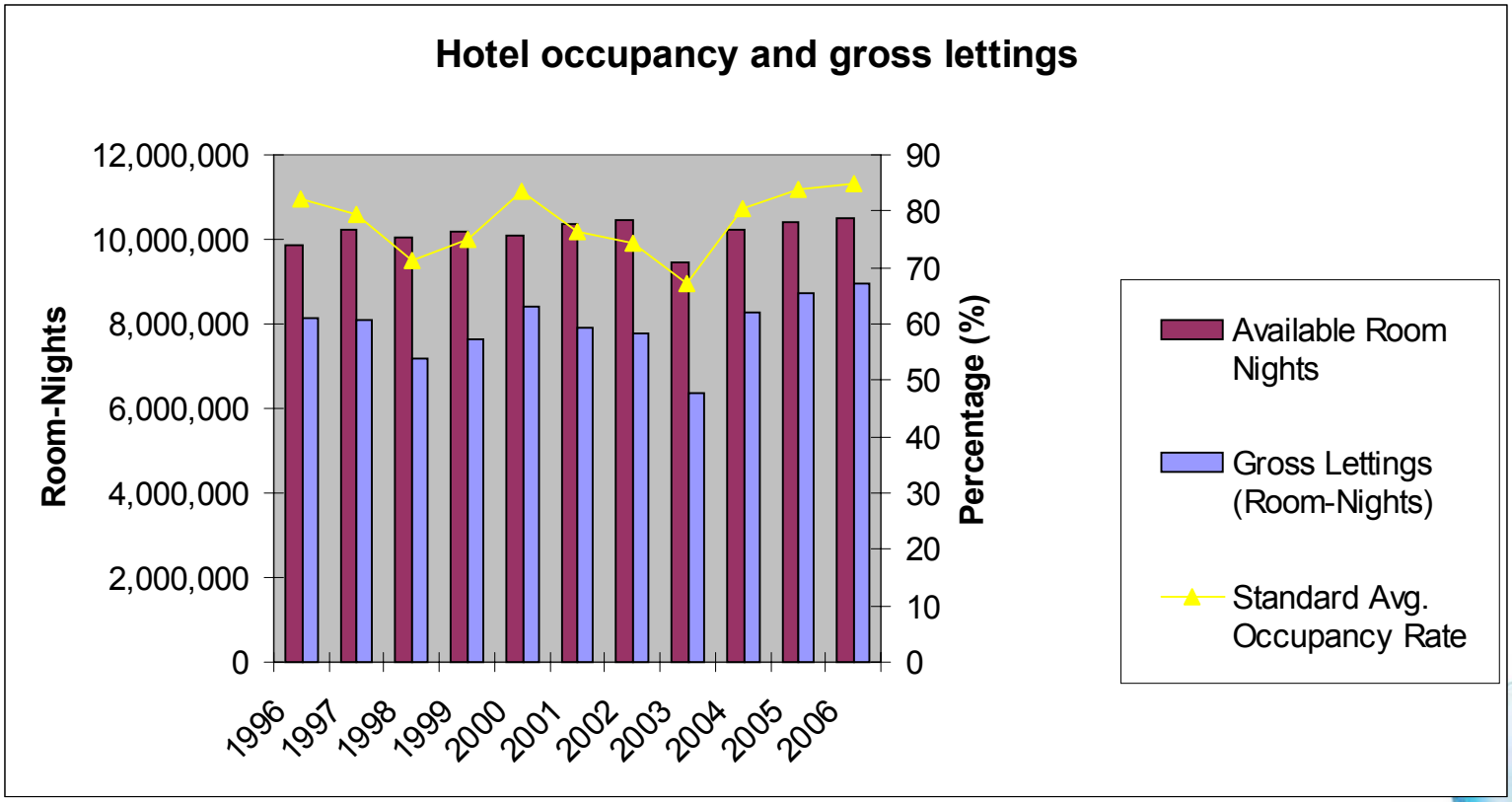
Source: Jones Lang LaSalle Research

Future Supply of Retail Space by Location



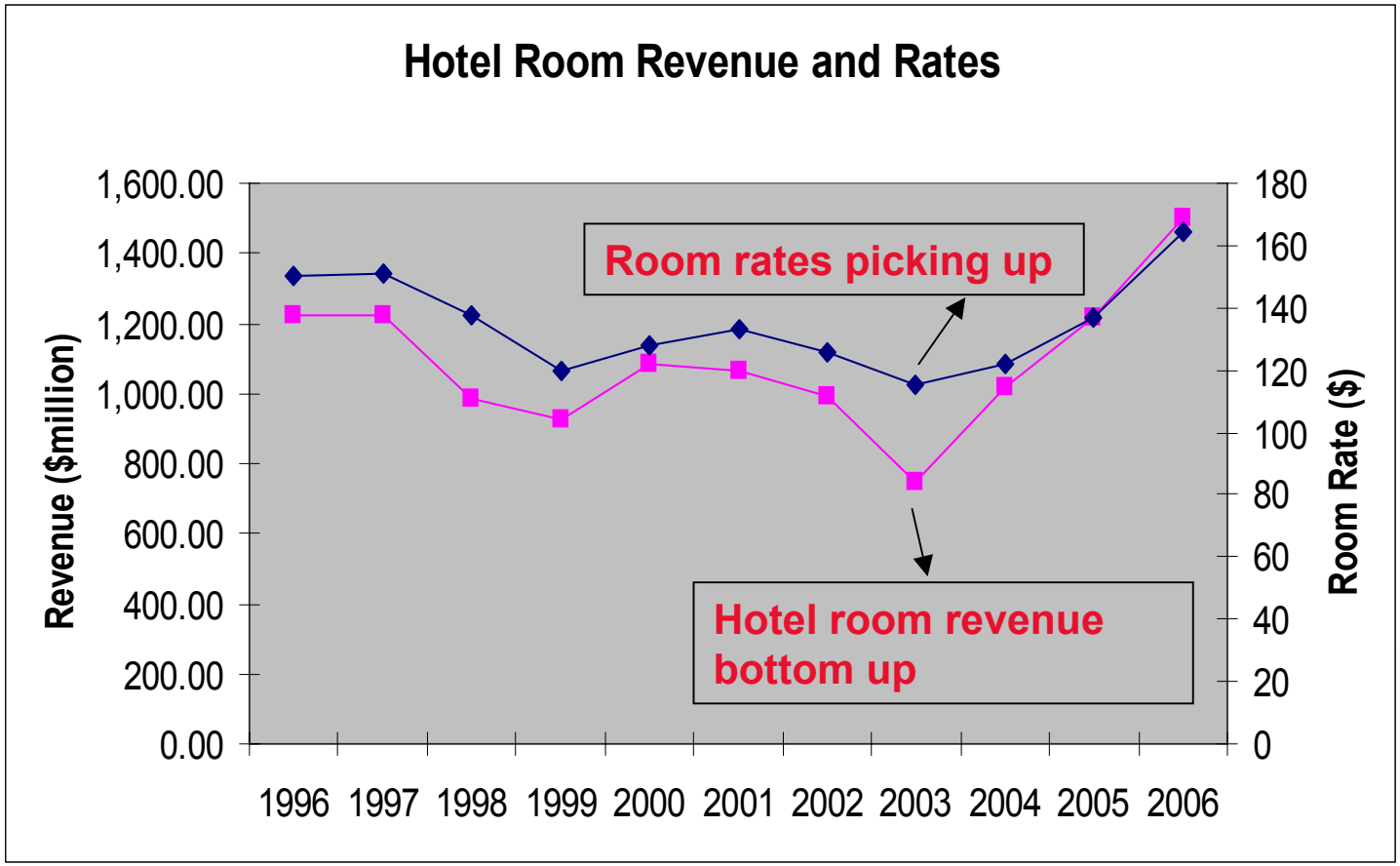
Source: Jones Lang LaSalle Research

Hotel Sector Overview



Source: Singapore Tourism Board

Hotel Sector Overview (cont'd)



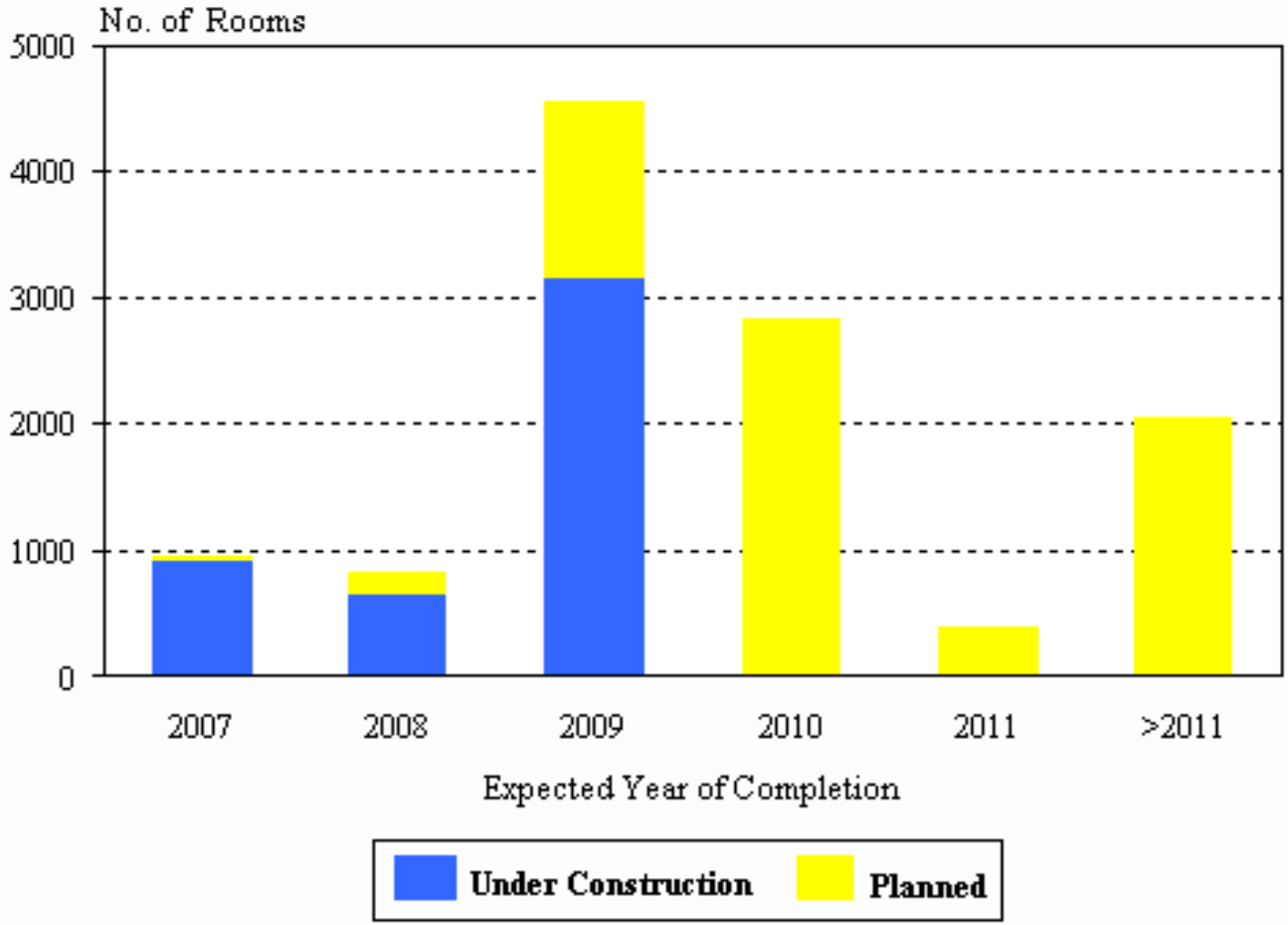
Source: Singapore Tourism Board

Upcoming new supplies

- Government to release 6 hotel sites to meet tourism target
  - 3.5-ha site at NCO Club on Beach Road (est. 655)
  - Mohamed Sultan Road/Nanson Road (est. 130)
  - New Market Road/Merchant Road (est. 260)
  - Balestier Road/Ah Hood Road (est. 455)
  - Upper Pickering Street (est. 495)
  - Tanjong Pagar Road (est. 250 and 345)

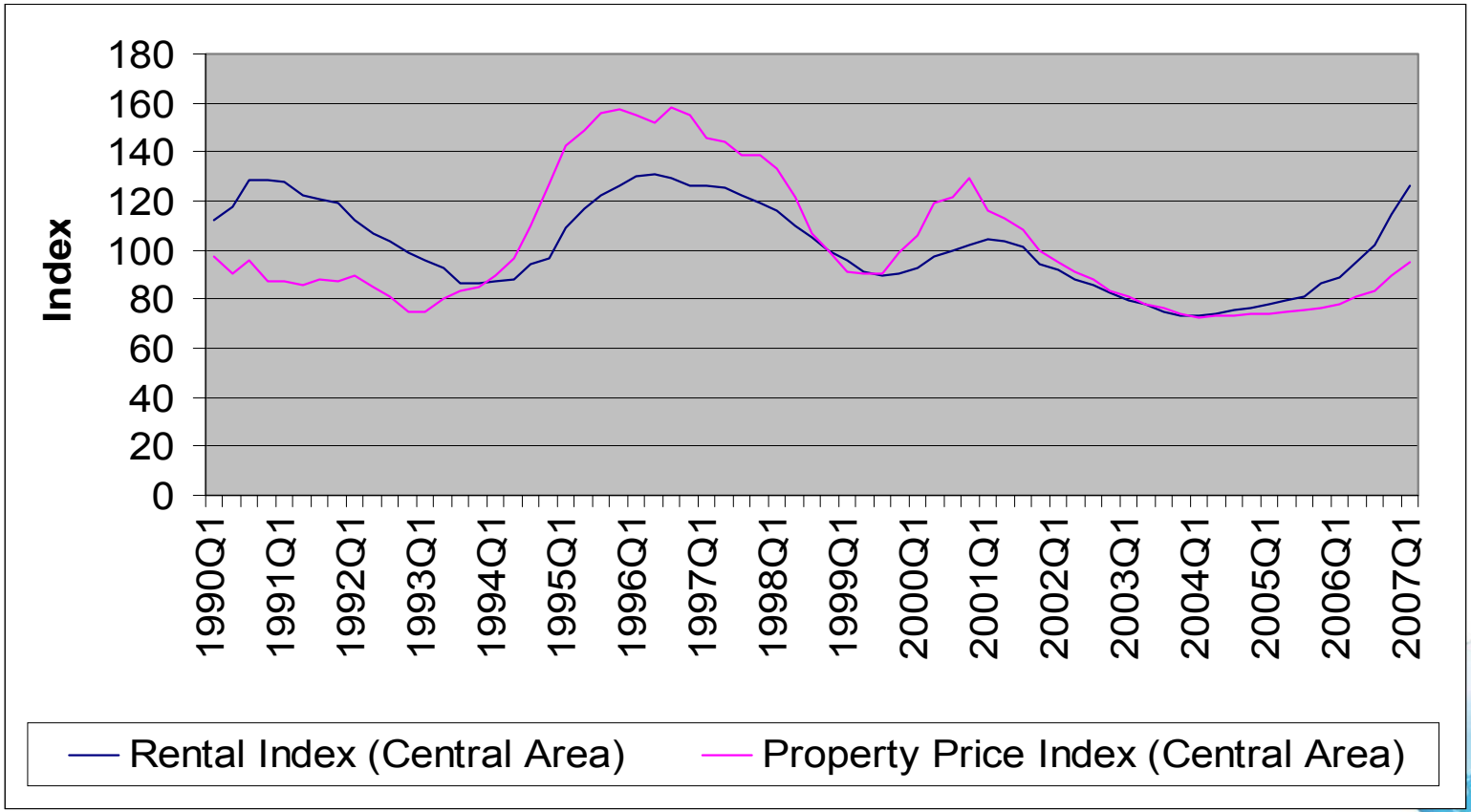


Supply of Hotel Rooms in the Pipeline by Construction Status and Expected Year of Completion as at End of 1st Quarter 2007

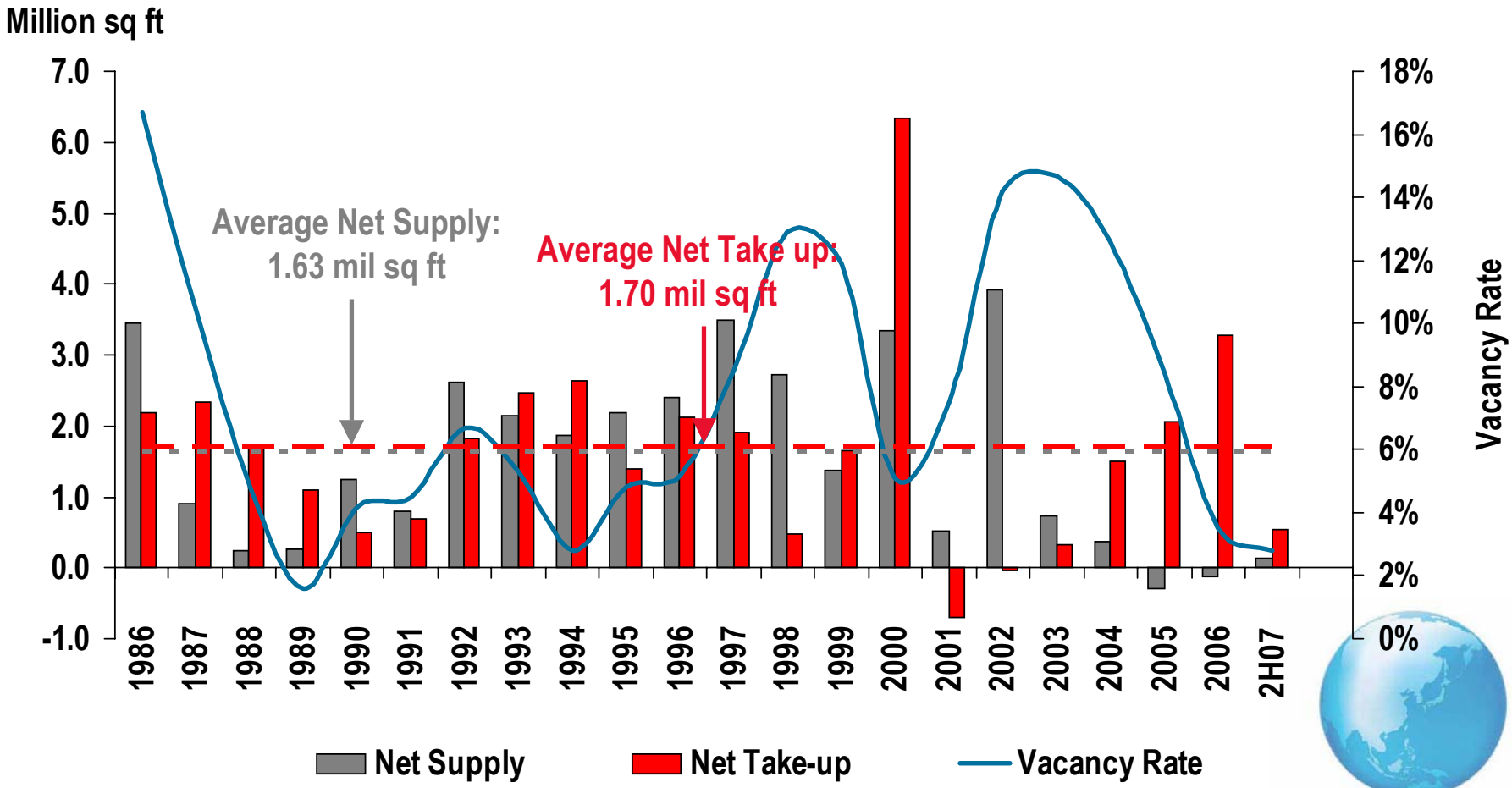


Source: URA

Office sector

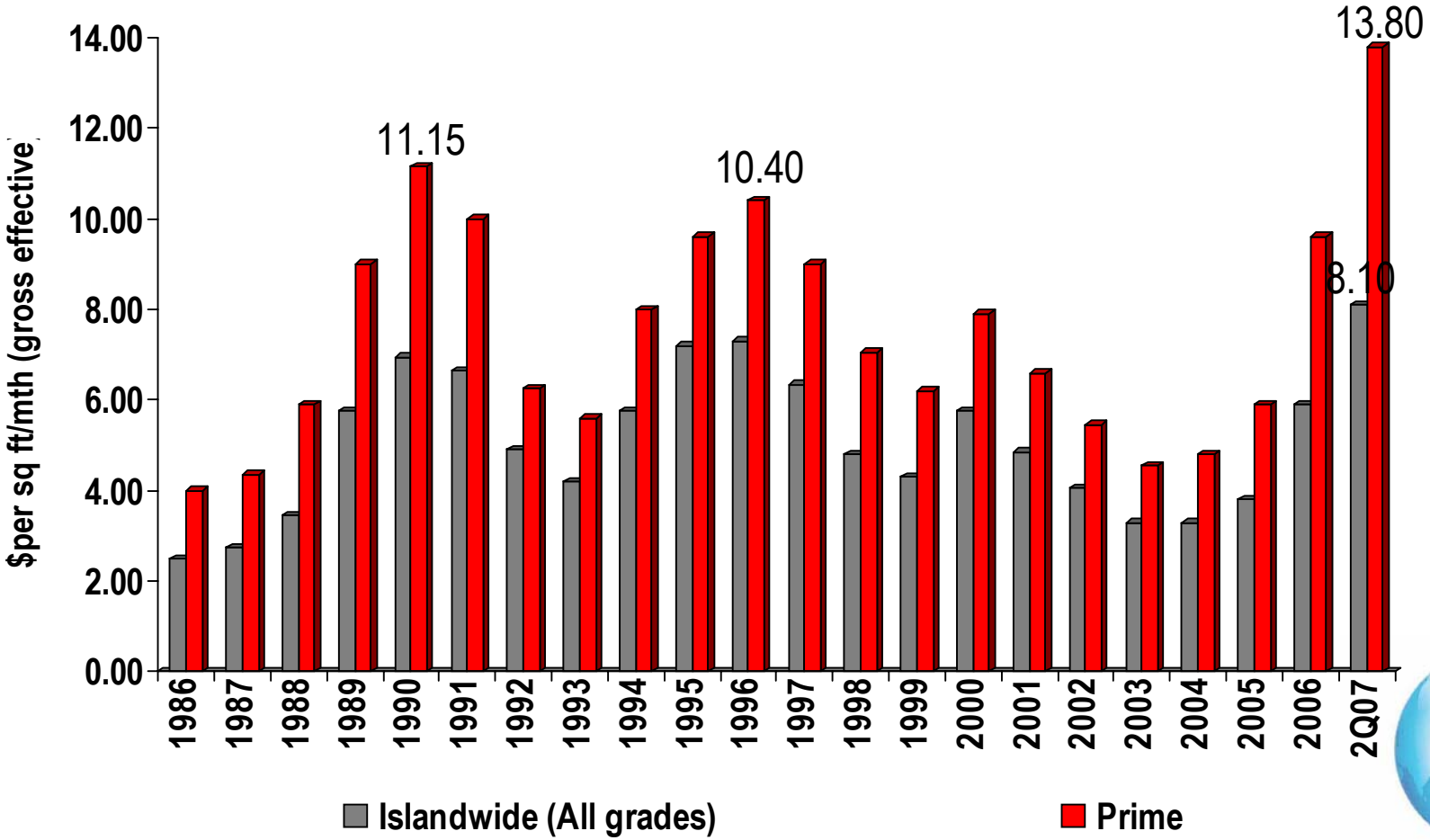


Islandwide Office Net Supply, Take-up & Vacancy



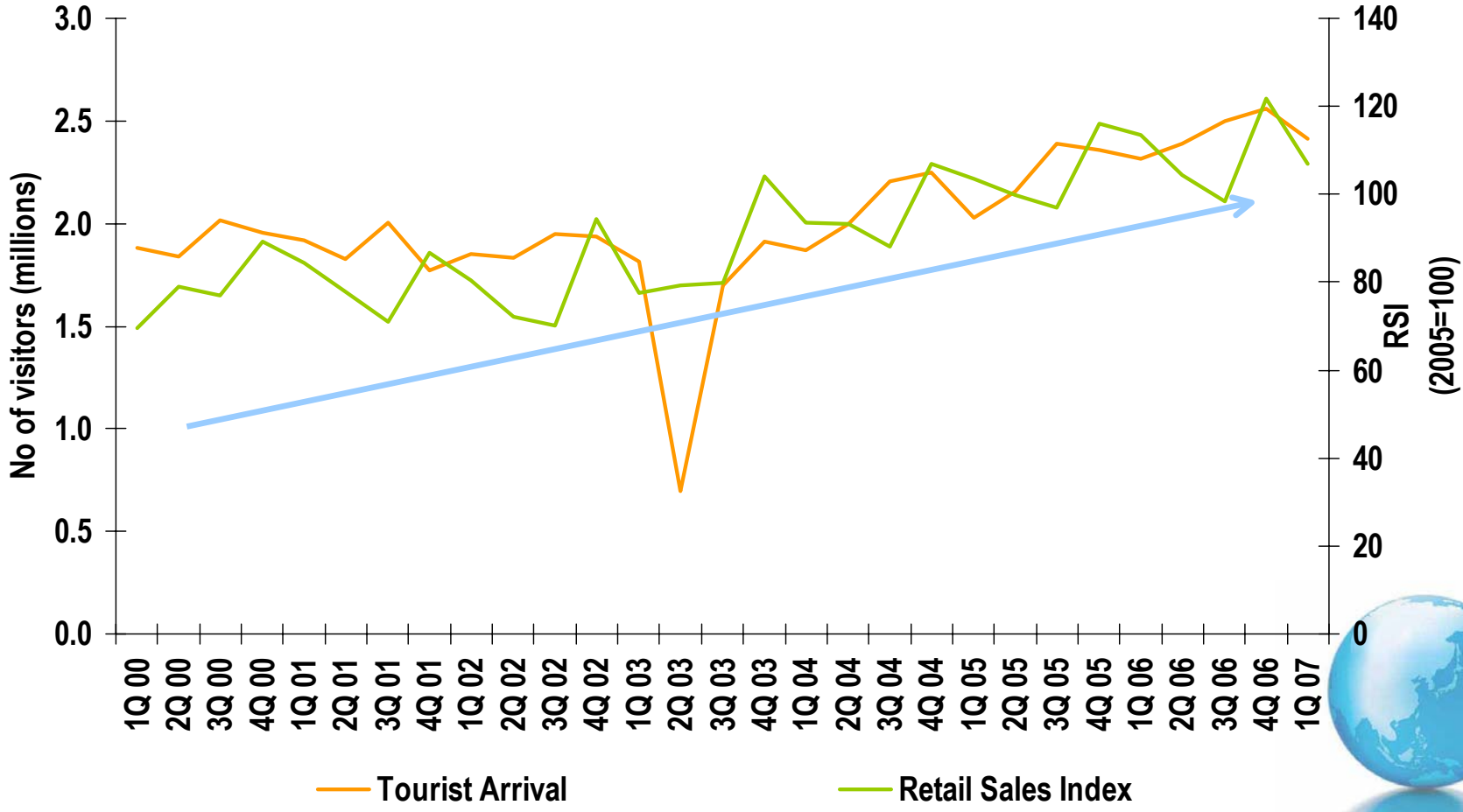
Source: Jones Lang LaSalle Research

Office Rental Values – Islandwide Vs Prime



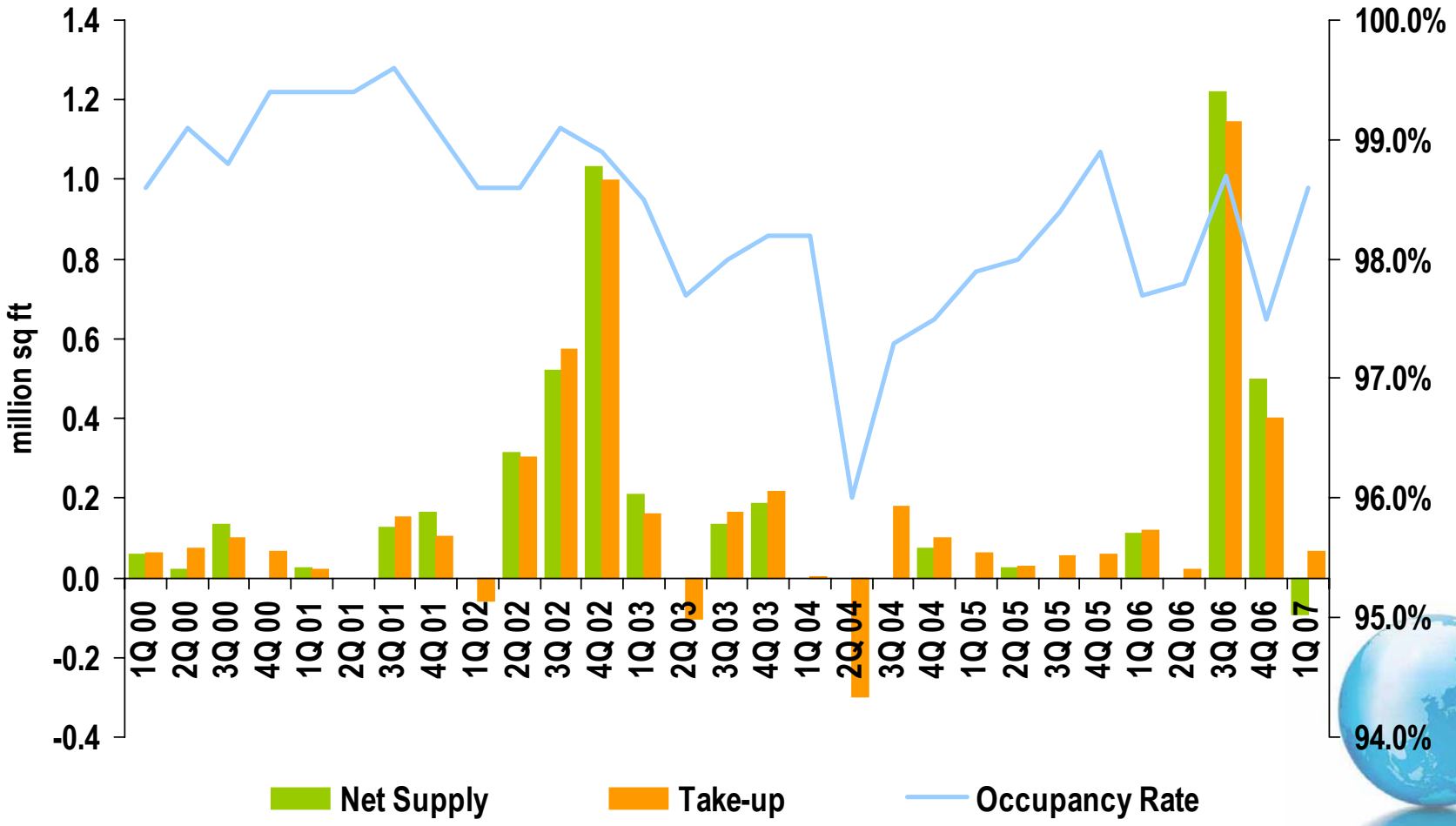
Source: Jones Lang LaSalle Research

Visitor Arrivals & Retail Sales Index



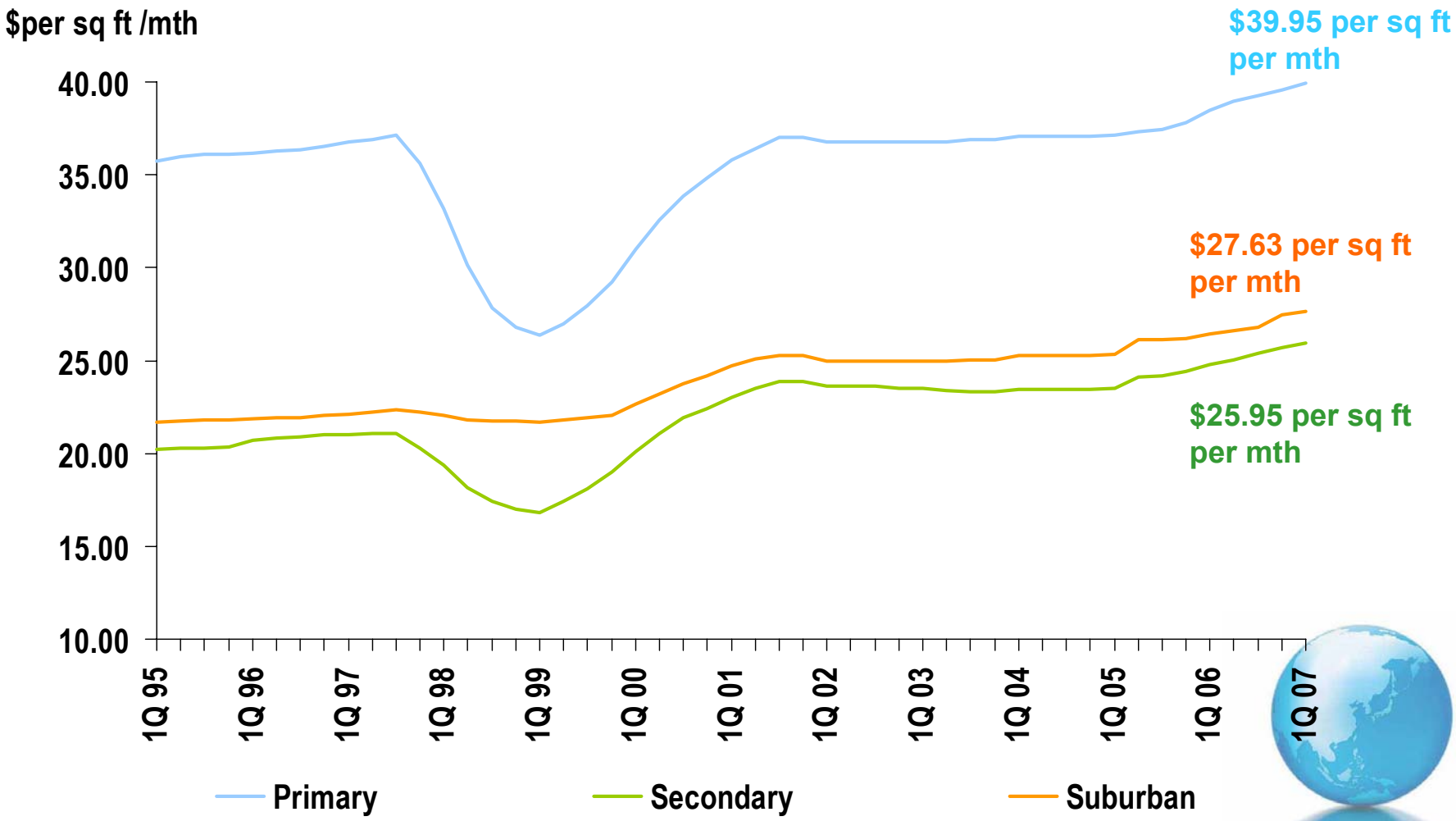
Source: Jones Lang LaSalle Research, STB

Islandwide Net Supply, Take-up & Occupancy



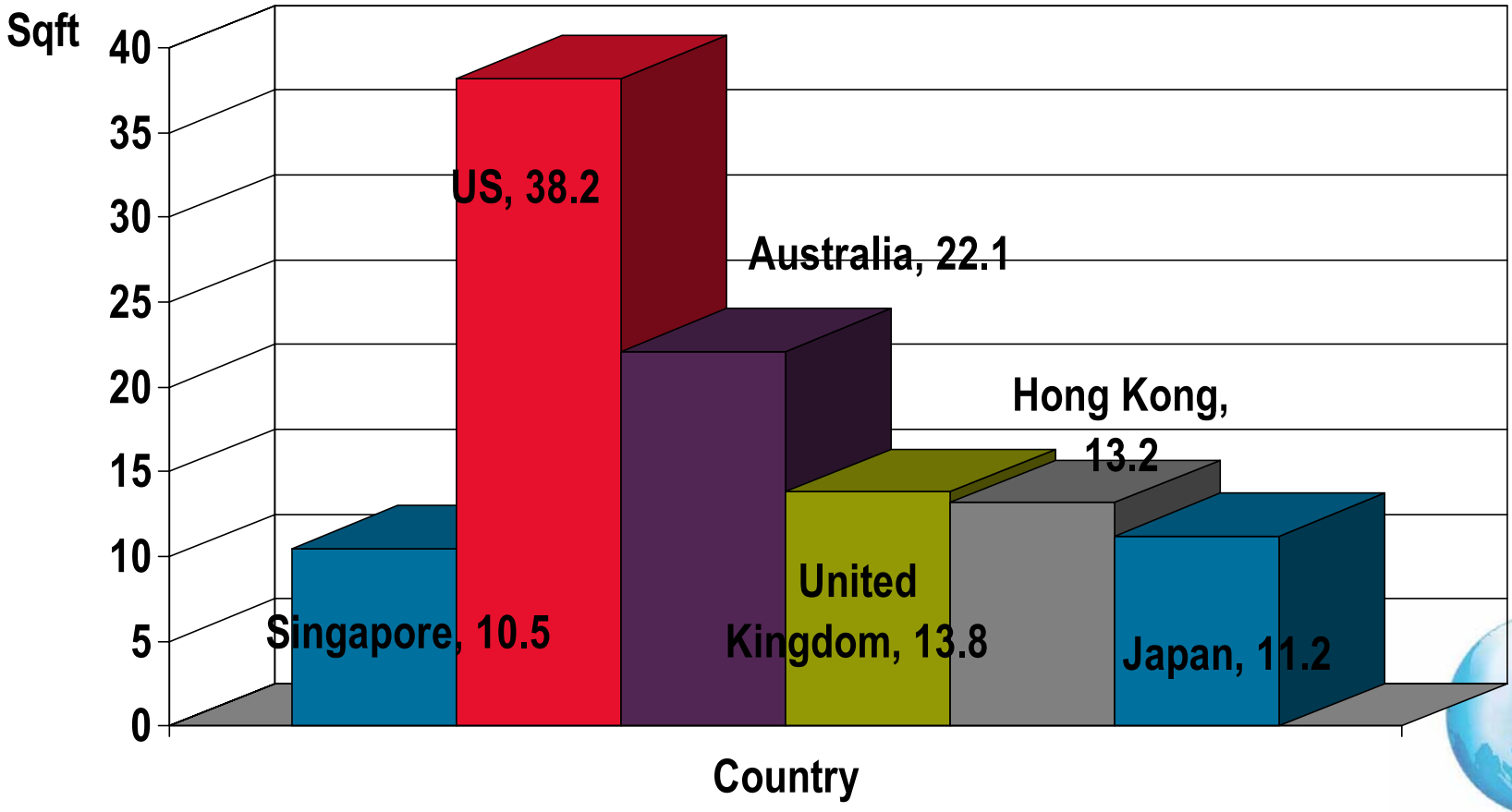
Source: Jones Lang LaSalle Research

Rents for Prime Level Grade A Retail Malls



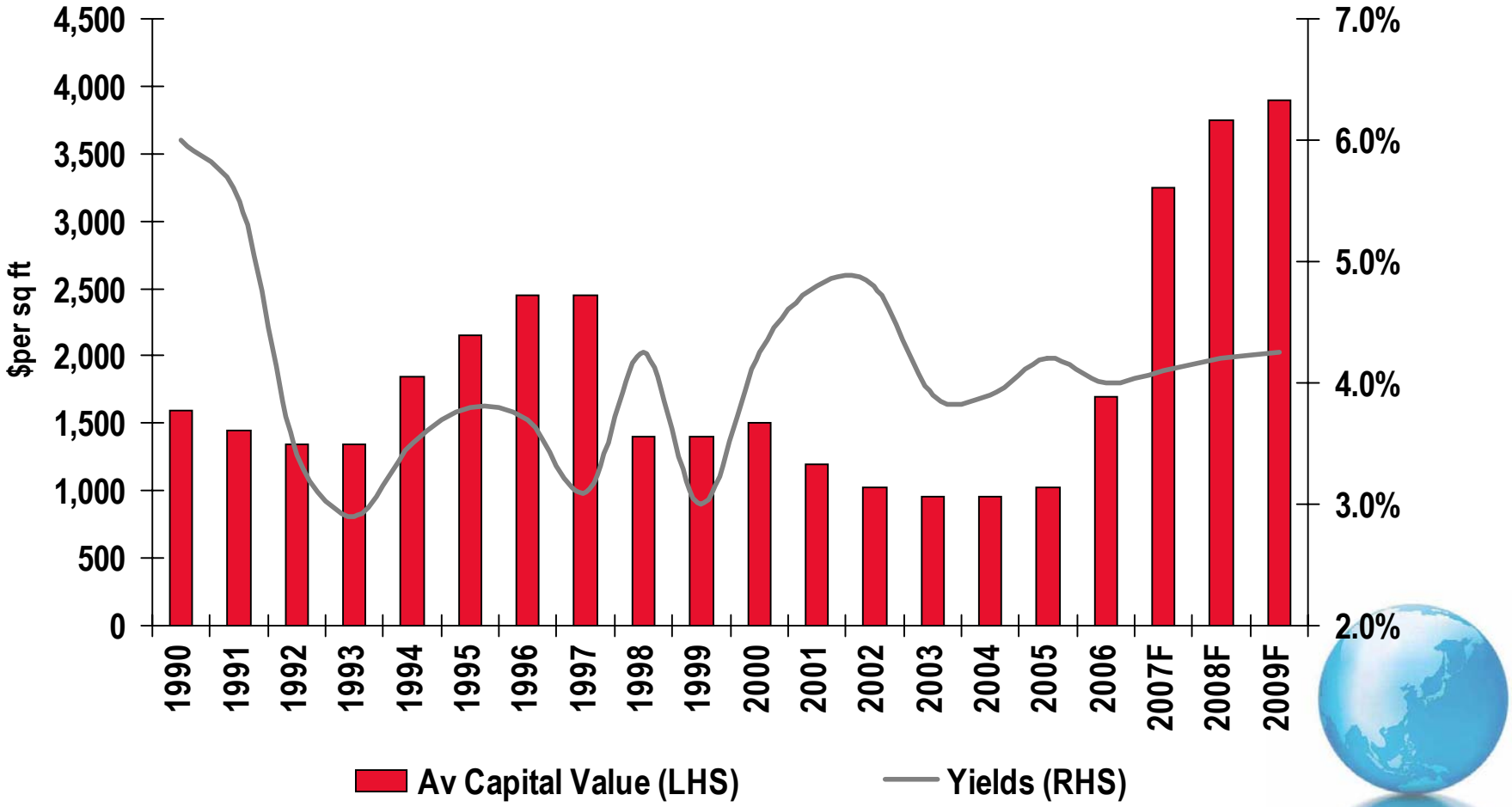
Source: Jones Lang LaSalle Research

Retail Space Per Capita



Source: Jones Lang LaSalle Research, Urbis JHD Sep 2005

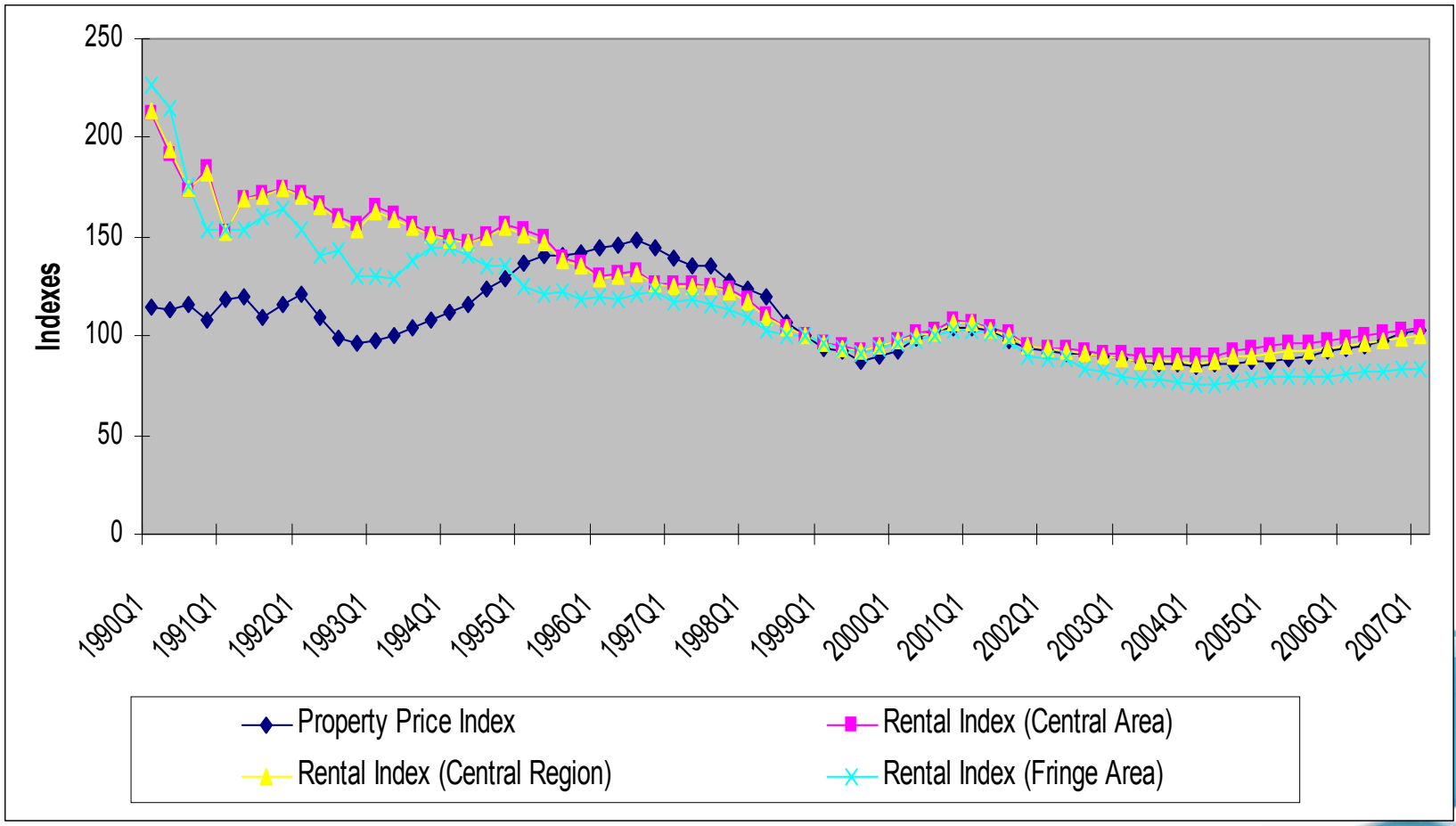
Prime Grade A Capital Value and Yield Forecasts



*Yields are net rental yields based on small space rents

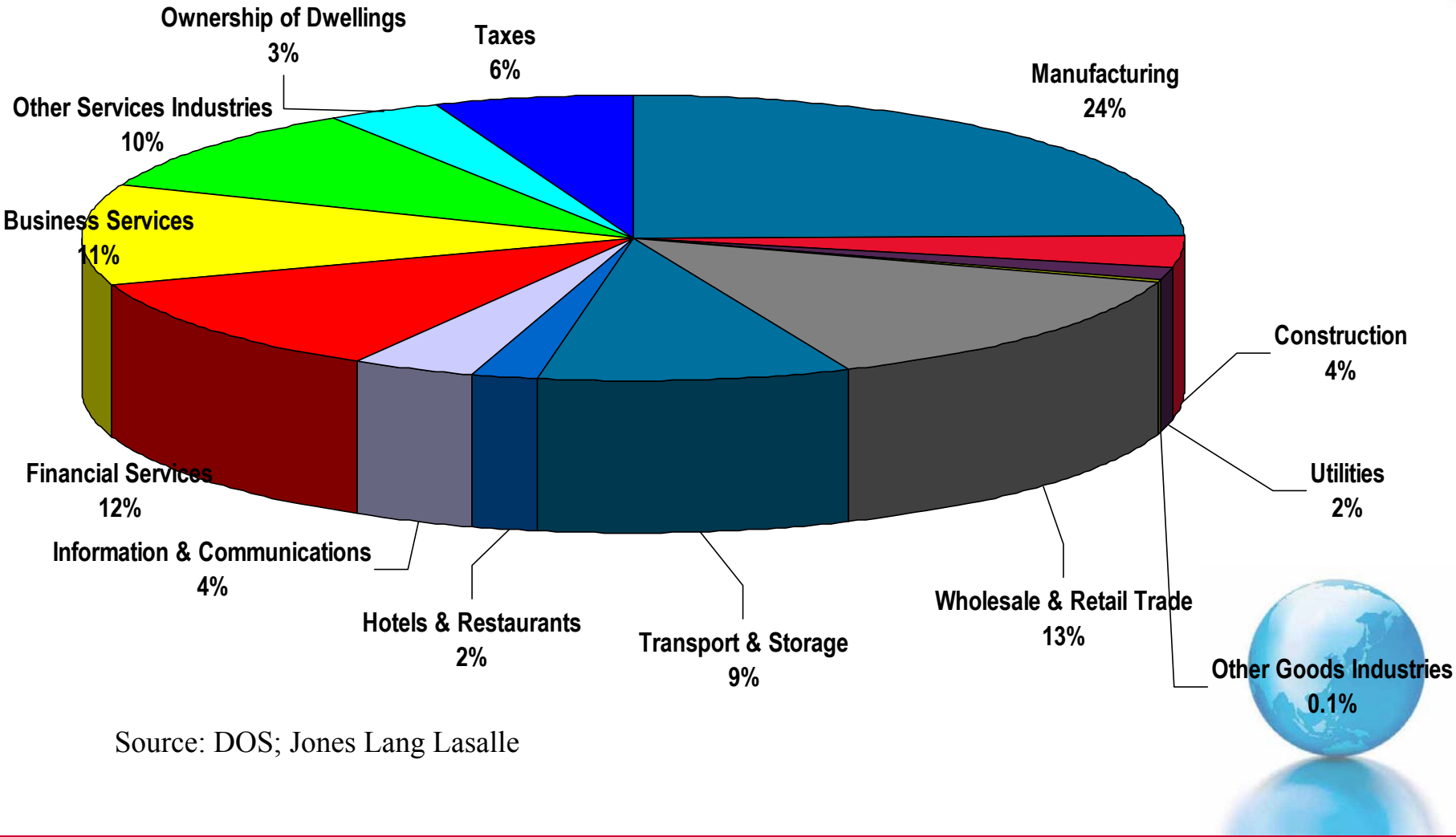
Source: Jones Lang LaSalle Research

Retail Sector



Source: Urban Redevelopment Authority

GDP by industries/sectors



Source: DOS; Jones Lang Lasalle

Consumer Price Index

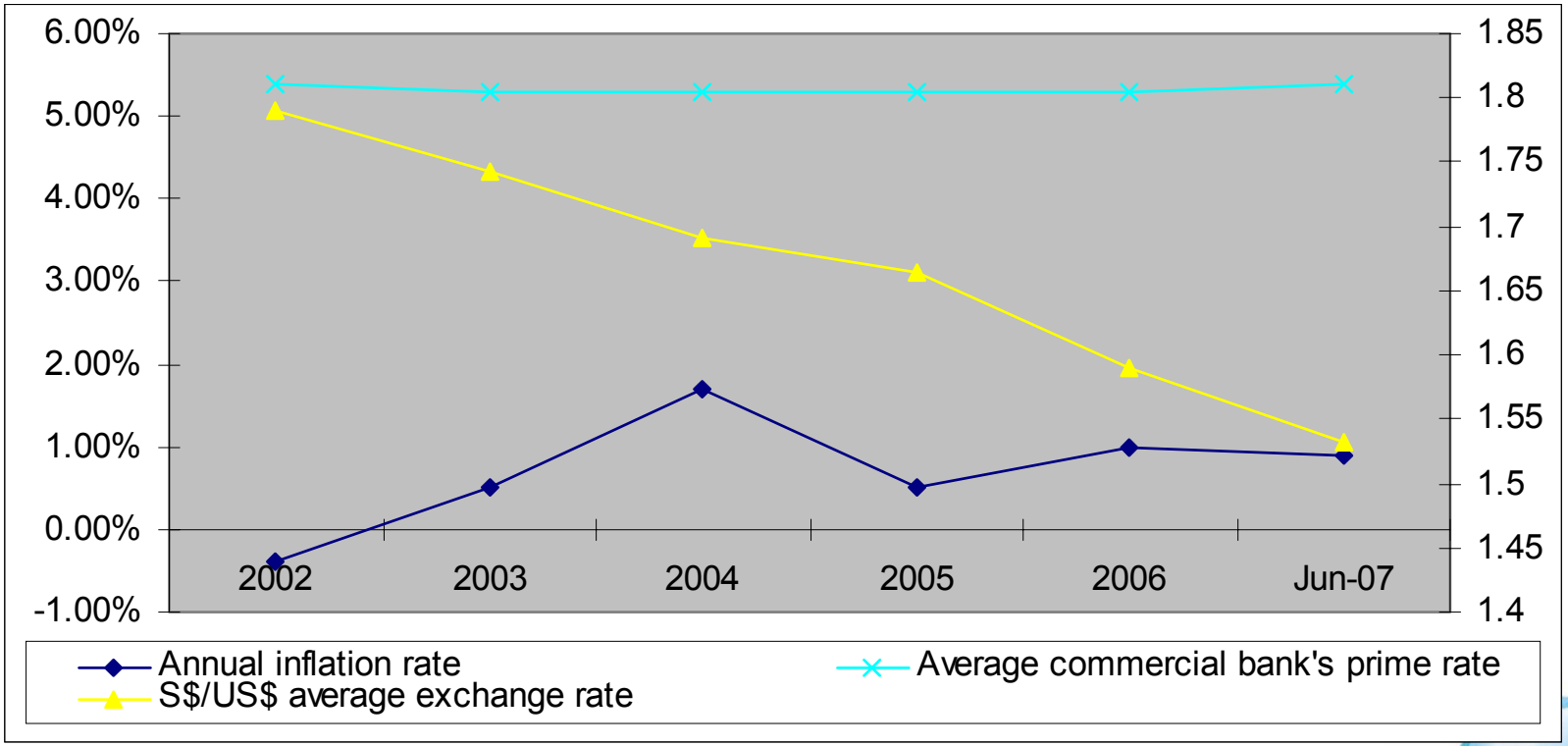
CONSUMER PRICE INDEX

(2004 = 100)

Group	Weights (%)	Index			% Change	
		Jun 2006	May 2007	Jun 2007	Jun 2007/ Jun 2006	Jun 2007/ May 2007
ALL ITEMS	**100**	**100.7**	**102.4**	**102.0**	**1.3**	**-0.3**
Food	23	102.8	104.1	104.6	1.7	0.4
Clothing & Footwear	4	97.4	100.9	97.3	-0.2	-3.6
Housing	21	102.0	102.6	99.9	-2.0	-2.7
Transport & Communication	22	95.8	97.8	98.5	2.8	0.7
Education & Stationery	8	103.6	103.9	103.8	0.3	-0.1
Health Care	5	101.3	104.4	104.9	3.6	0.5
Recreation & Others	17	101.7	104.5	105.0	3.3	0.5

Source: Singapore Department of Statistics; July 2007

Investment Outlook



Source: Economist Intelligence Unit

Singapore Department of Statistics

Overview of the Integrated Resorts

- Marina Bay Sands (MBS)
  - Three 50-story hotel towers
  - 2 acre Sky Garden offering 360-degree views of the city and sea
  - An iconic Arts and Sciences Museum on the promontory
  - An integrated waterside promenade and shopping arcade
  - A state-of-the art convention centre
  - Two theaters
  - A casino
  - 4,000 car garage



Overview of the Integrated Resorts

- Resorts World @ Sentosa (RWS)
  - Total area: 49-hectare
  - S$5.2 billion (US$ 3.2 billion)
  - A family-themed entertainment and gaming resort destination







Overview of the Integrated Resorts

- Resorts World @ Sentosa (RWS)
  - A region's first Universal Studios theme park
  - An oceanarium marina life park
  - A maritime experiential museum
  - An equarius water park
  - Spa facilities
  - Shows & Entertainment facilities
  - Business meetings and convention facilities
  - 6 hotels
  - A casino



Contracts Awarded (cont'd)

- Over S$400 million for formation and excavation of the RWS
- S$210 million to Hong Leong Asia to supply ready-mixed concrete for MBS
- $96.3 million to Lian Beng Group for two design and build contracts and foundations for two IRs



Demand for housing

- Direct demand for housing
- Influx of foreign workers require provision of dormitories
- JTC has released a number of sites for the addition of foreign workers due to the construction of the two integrated resorts
- Possible dormitory sites at Jurong Port launched for tender; closing on 27 July 2007.



Supporting Infrastructure

- Sentosa
  - 8-ha land reclamation at old ferry terminal, re-routing of traffic, excavation works
  - $140 million Sentosa Express – a monorail system linking the mainland and Sentosa
  - Waterfront station at the heart of the IR
  - The trains are expected to ferry up to 4,000 visitors into the island every hour
- Marina Bay
  - new transportation networks and systems; The Circle Line, and electrical stations
  - estimated IR development would bring forward overall development of Marina Bay from a decade to only 4-5 years



Construction Sector

- RWS
  - $3-billion (SGD or USD) of building contracts over the next three years
- Marina Bay Sands
  - Construction/real estate about 15-25% i.e. $0.4 - $0.67 billion



Construction Sector

- RWS
  - $3-billion (SGD or USD) of building contracts over the next three years
- Marina Bay Sands
  - $3.8billion worth of contracts (external to economy)
  - Stimulate $2.7billion, equivalent to 0.7 (low compared to other cities)
  - Construction/real estate about 15-25% i.e. $0.4 - $0.67 billion

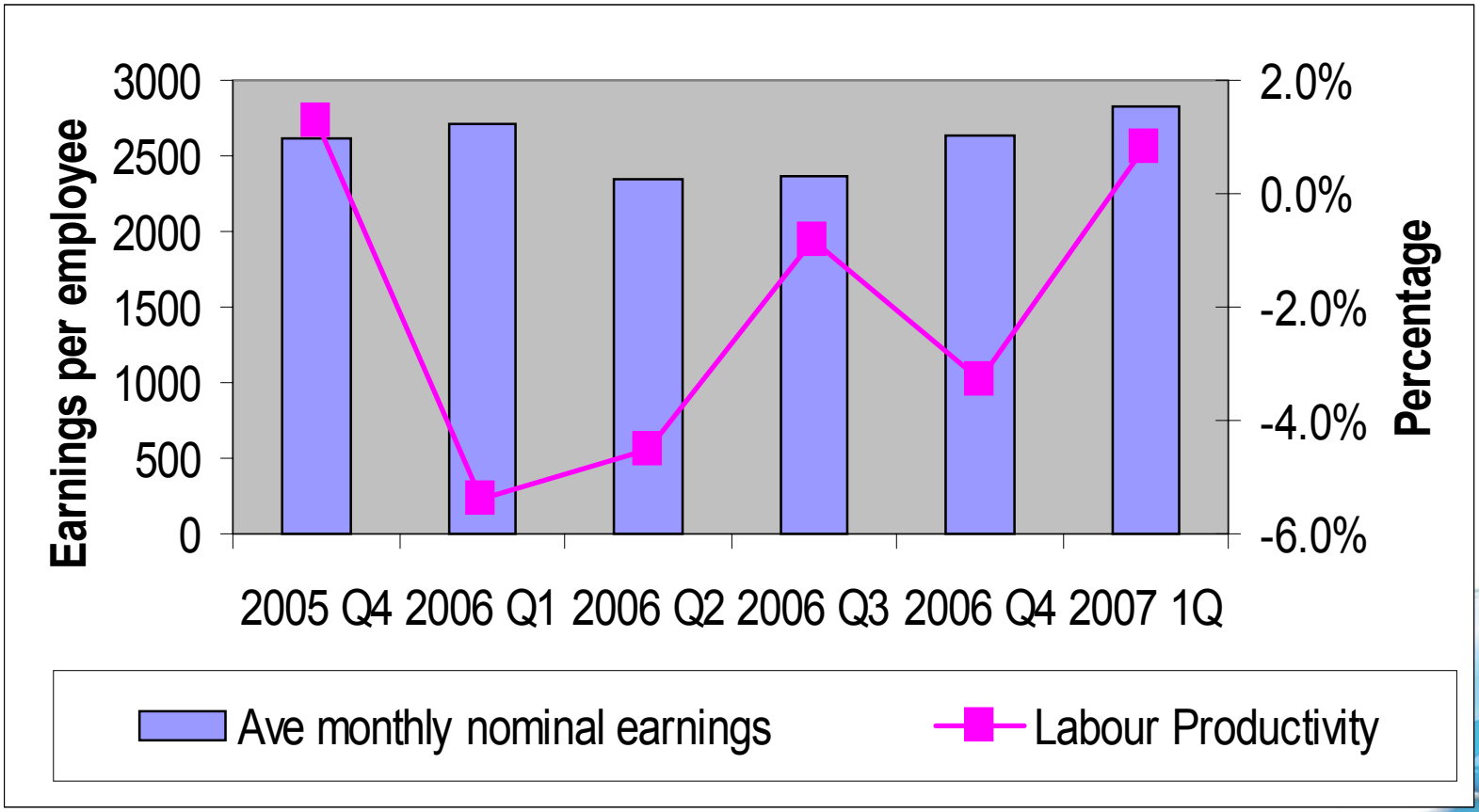


Construction Industry Overview (cont'd)

- In 1Q2007, the construction sectors contributed S$54,864.8 million to Singapore GDP.
- 1Q2007 results represent a 8.5% growth compared to corresponding period of previous year
- Advance estimates of 2Q2007 predict a 17.9% growth Y-O-Y in contribution to GDP as compared to 2Q06
- Construction sector is expected to expand further in the next few quarters

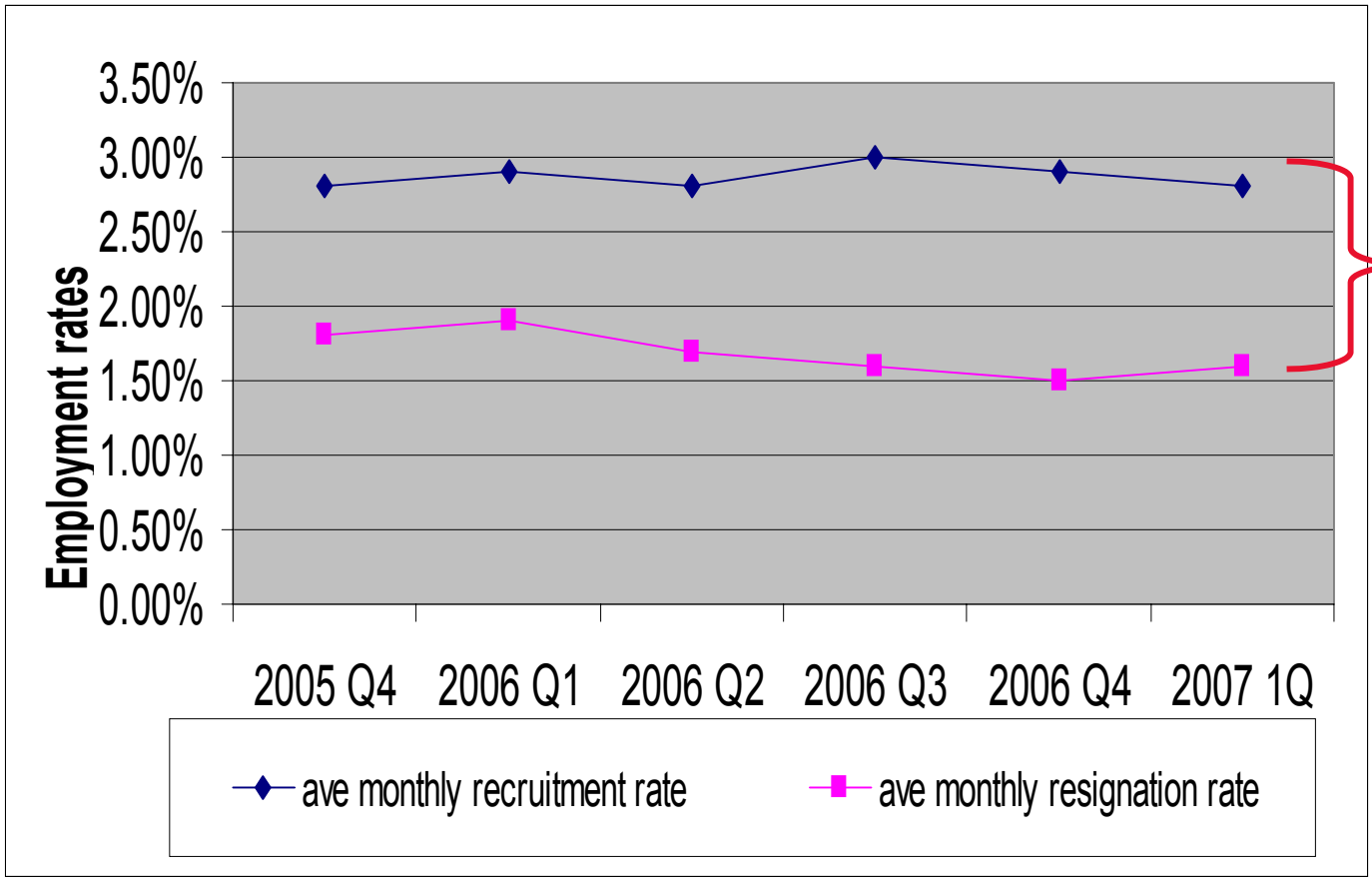


Labour Productivity and Earnings in Construction Industry



Source: Singapore Department of Statistics, CPF

Recruitment Level of Construction Sector



Average 1-1.4% growth in employment figures in the construction industry

Source: Singapore Department of Statistics, MOM

STB - TOURISM 2015

- 3 Areas of focus
  - Leading Convention & Exhibition City in Asia
  - Leading Asian leisure destination – Uniquely Singapore
  - Services Centre of Asia

Indicator	2004	2015 Target
Tourism Receipts (S$ billion)	10	30
Visitors Arrivals (million)	8	17
Tourism Employment	150,000	250,000

Source: STB



Visitor Arrivals

International Visitor Arrivals to Singapore



Source: STB, PATA, Jones Lang LaSalle Hotels

Tax Revenue

- Singapore's competitive tax advantage
  - 5% tax rate for premium play
  - 15% tax on monthly gross gaming revenue
- Estimated $1.4 billion in taxes a year

	Tax rate on premium play
Singapore	5%
Malaysia	25%
Macau	39%



REDAS SEMINAR ON 'PROPERTY PROSPECTS UPDATE 2007'

Tuesday, 31st July 2007

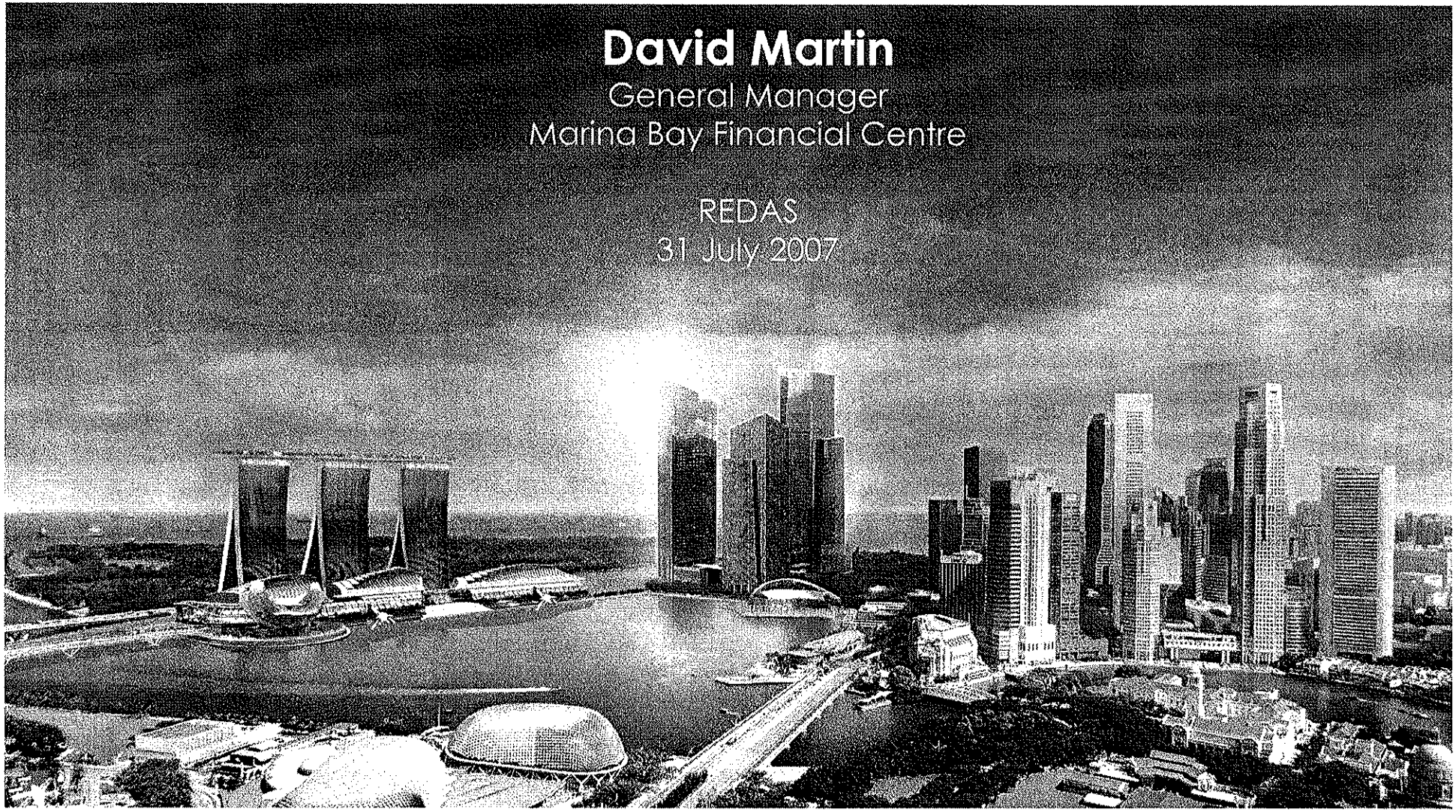
LOOKING AHEAD WITH THE MARINA BAY FINANCIAL CENTRE

By Mr. David Martin
General Manager
Marina Bay Financial Centre

REDAS

Looking ahead with the Marina Bay Financial Centre

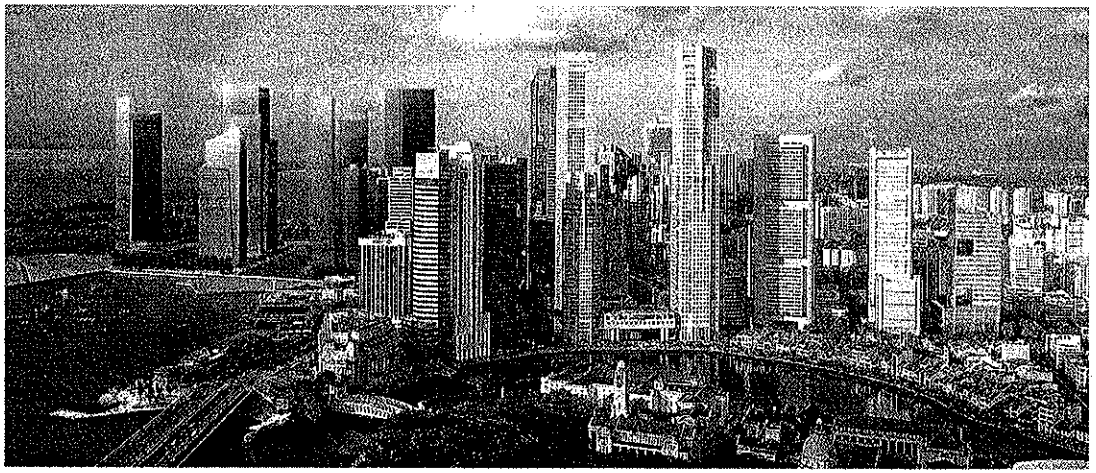
MARINA BAY
FINANCIAL CENTRE



1. Outline

MARINA BAY
FINANCIAL CENTRE

- Origins of the 'BFC'
- MBFC Phase 1
- MBFC Phase 2
- Completing the vision



1. Origins of the 'BFC'

MARINA BAY
FINANCIAL CENTRE

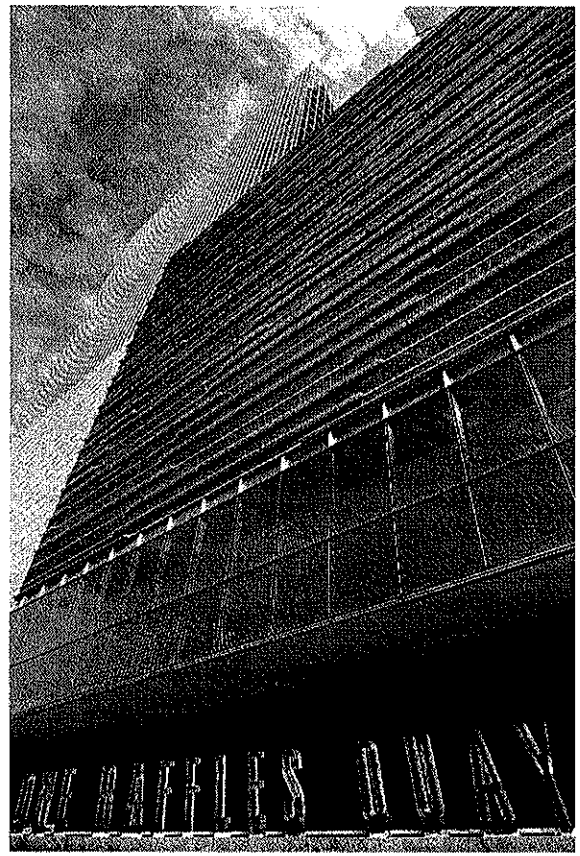
- Long term URA planning to expand the CBD
- 30+ year plan for reclamation, settlement and infrastructure at Marina Bay and eastwards
- Opportunity to create a 'new downtown' of luxurious offices, retail and residential space



2. Testing the market

MARINA BAY
FINANCIAL CENTRE

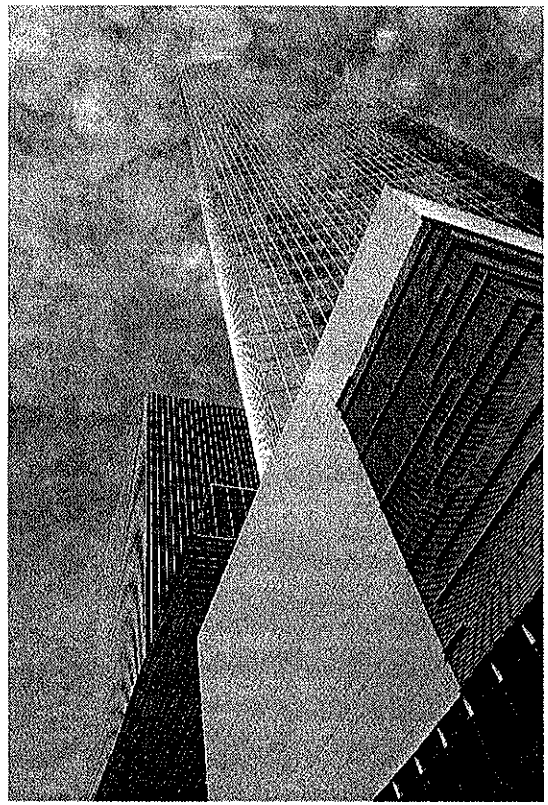
- Land at One Raffles Quay tendered by URA in March 2001
- Keppel Land forms J/V with Hongkong Land and Cheung Kong Holdings
- Singapore economy in bad shape (minus 2% GDP)
- Technical challenge of MRT and District Cooling Service
- Market led design approach helped ORQ maximise 'luck'



3. Gateway to MBFC

MARINA BAY
FINANCIAL CENTRE

- Two office towers totaling 1.3 million sf office space
- South Tower: 18 floors, with a typical floor area of 30,000 square feet (29-storey)
- North Tower: 42 floors, with a typical floor area of18,000 square feet (50-storey)

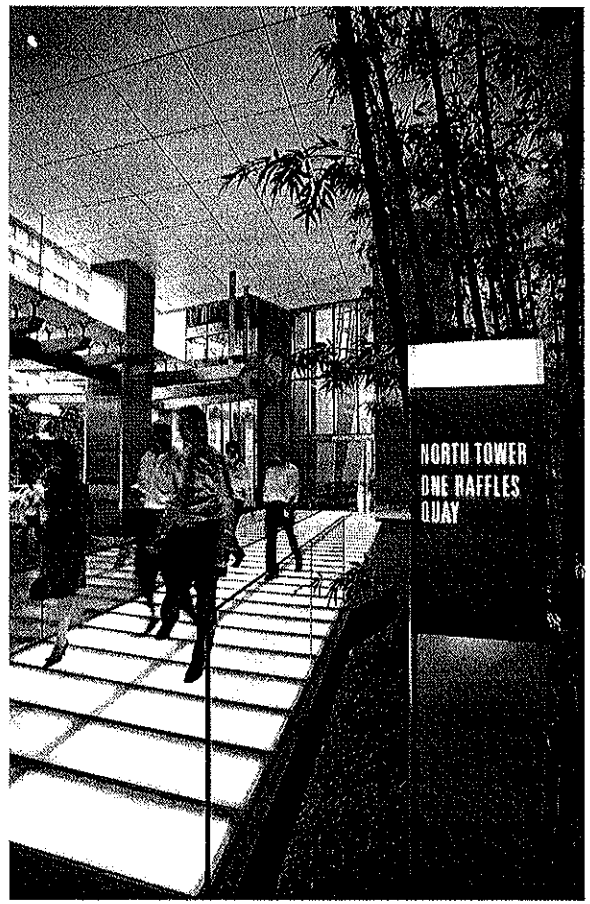


ONE
RAFFLES
QUAY

4. Proof of concept

MARINA BAY
FINANCIAL CENTRE

- Fully let to world-class tenants such as ABN AMRO, Barclays Capital, Credit Suisse, Deutsche Bank AG, Ernst & Young, Reuters and UBS.
- Houses up to 12,000 banking and finance professionals
- A 'gateway' to the MBFC



5. Launch of MBFC

MARINA BAY
FINANCIAL CENTRE

- Same joint venture as ORQ
- JV called BFC Development Pte
- Successful bid for the 3.55 hectare 'BFC' site in July 05
- Land price was S$1.07 billion
- Retained KPF architects
- Brief was to create a new 'financial precinct'
- Launch of Phase 1 in Oct 06



長江實業(集團)有限公司
CHEUNG KONG (HOLDINGS) LIMITED

置地公司
Hongkong Land

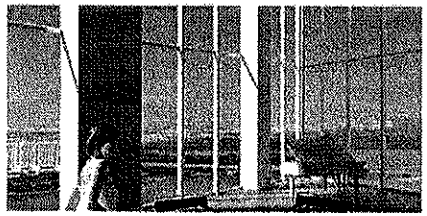
Keppel Land

5 Phase 1 at a glance

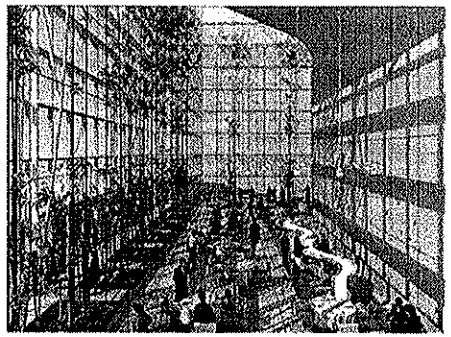
MARINA BAY
FINANCIAL CENTRE

- Tower 1, 620,000 square feet (33 storeys)
- Tower 2, 1 million square feet (50 storeys)
- 428 luxury apartments, in 55 storey tower
- World-class waterfront living and working
- Completion in Q1, 2010.

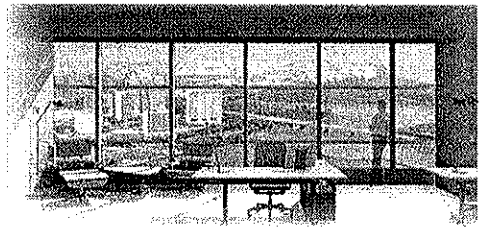




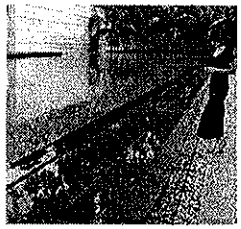
URBAN LIVING



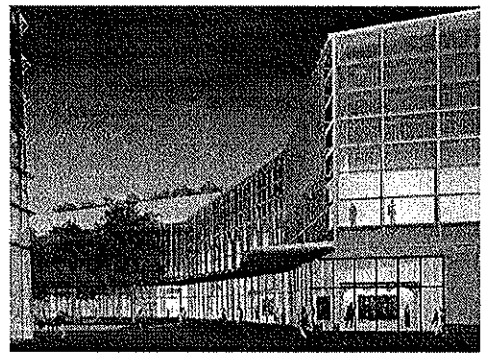
ROOF GARDEN RESTAURANT



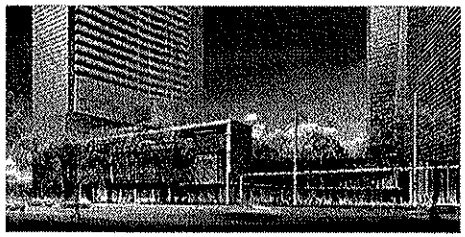
WORKPLACE



SKY GARDEN / PODIUM

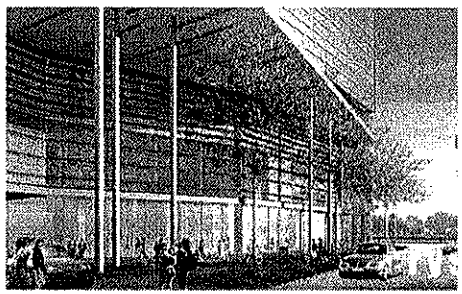


RETAIL PLAZA

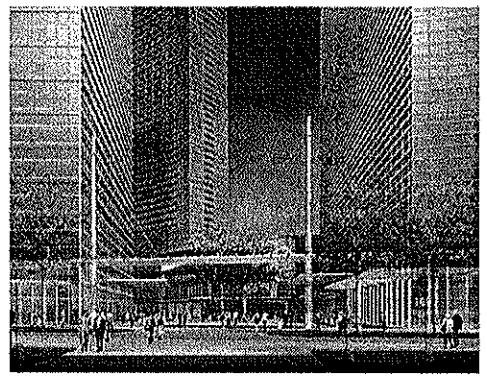


WATERFRONT PLAZA





RESIDENTIAL PORTAL

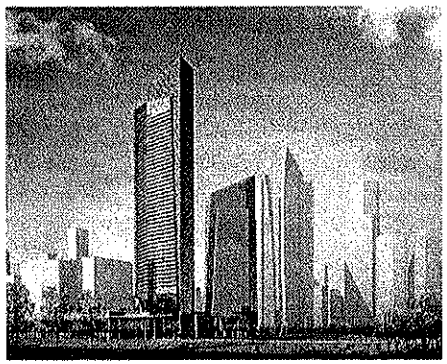


COMMERCIAL ENTRY

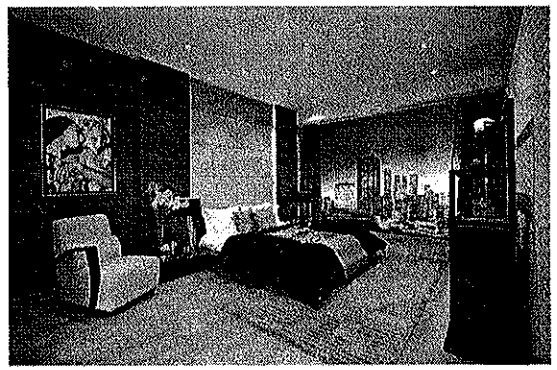
6 Marina Bay Residences

MARINA BAY
RESIDENCES

- Launched on 15 Dec 2007
- Marketed in Sing, HK, Indonesia
- Strong demand and prices
- 'Waterfront'and 'IR' factors
- Rapid sale of all 428 units
- 60% local/40% international







5 Marketing Phase 1

MARINA BAY
FINANCIAL CENTRE

- Standard Chartered Bank
- 24 floors in Tower 1 for 12 years plus 8 years RoR.
- SCB to grow staff by 70%
- Consolidating premises
- Global HQ for many functions
- Close to confirming the letting of all Tower One
- Tower 2 letting now in progress



5. Launch of Phase 2

MARINA BAY
FINANCIAL CENTRE

- Same joint venture partners
- J/V called Central Boulevard Development Pte Ltd
- Exercised option for Phase 2 land in March 07 for S$859m
- Populating and adding scale to the 'master plan'
- Further commercial, residential and retail elements to be announced in third quarter 2007



長江實業(集團)有限公司
CHEUNG KONG (HOLDINGS) LIMITED

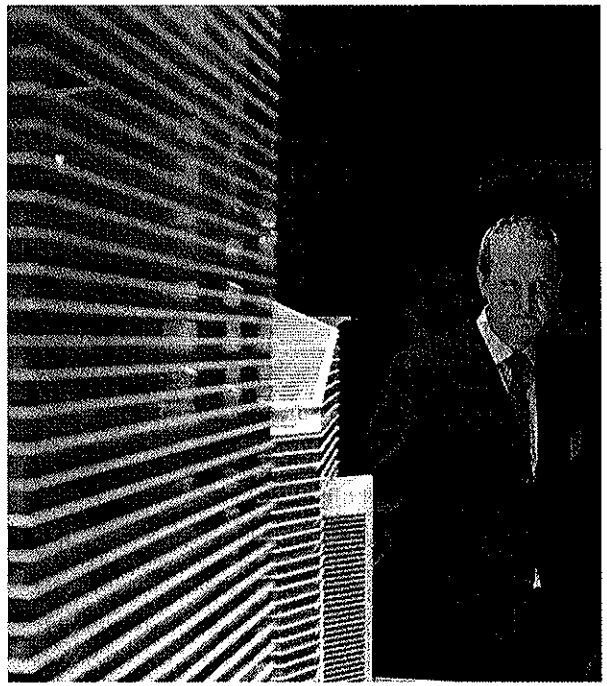
置地公司
Hongkong Land

Keppel Land

5 Marketing Phase 2

MARINA BAY
FINANCIAL CENTRE

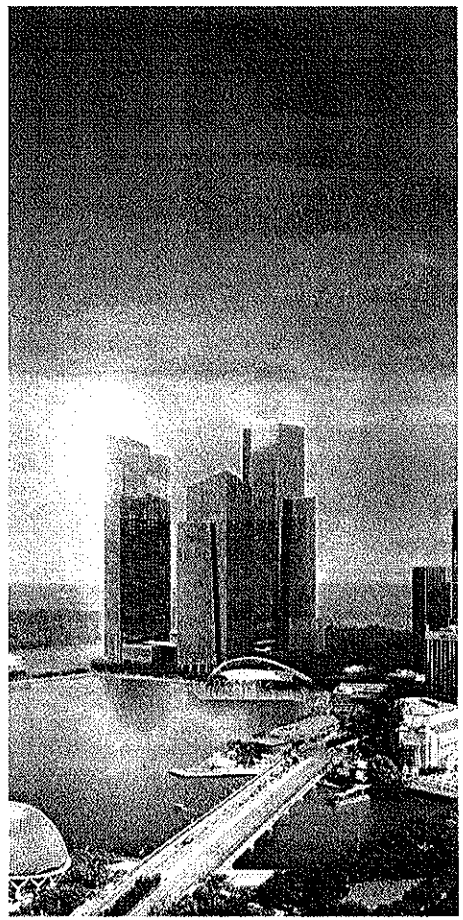
- Target market is the rapidly growing banking and financial sector.
- Roadshows and exhibitions to Cannes, Hongkong, Dubai, Shanghai, New York and London.
- For example private banking, hedge funds, FX, equities, merchant and investment banking and financial services.



5 Completing the vision

MARINA BAY
FINANCIAL CENTRE

- A 12-15 year development programme since the purchase of ORQ land
- Creating a world-class banking and financial sector
- Serious about creating the 'best address in Asia'
- Key plank in Singapore's growth
- 24/7 'work, live and play'
- Completing the Marina Bay vision



Thank you

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ONE RAFFLES QUAY

MARINA BAY FINANCIAL CENTRE

MARINA BAY RESIDENCES