

CapitaLand China Residential and Strata Sales Pipeline as at Mar 2017

Tier	City	Project	Effective Stake	Type	Initial Sales	Constr. Start	Completion	Total Units	Total Area (sqm)	Units Launched	Area Launched (sqm)	Future Launched Units	Future Launched Area (sqm)	Sold Units	Sold Area (sqm)	Unsold Units	Unsold Area (sqm)	
1	Beijing	The Beaufort	100%	Residential Commercial	2010	2010	2017	955	85,038	955	85,038	-	-	955	85,038	-	-	
		Vermont Hills	100%	Residential Commercial	2012	2010	2017	936	375,305	174	2,144	762	276,861	150	1,054	24	1,090	
	Guangzhou	Città di Mare	45%	Residential Commercial	2015	2014	2021	4,262	615,709	490	6,713	3,772	560,244	351	36,900	139	18,565	
		Dolce Vita	48%	Residential Commercial	2019	2014	2019	2,796	350,277	2,796	3,620	-	1,800	2,791	349,469	5	808	
		LFIE (PYD)	45%	Residential	2017	2010	2017	4,814	486,794	-	-	4,814	486,794	-	-	-	-	
		Project Datansha Ph 1A	80%	Residential	2018	2018	2024	922	95,437	-	-	922	95,437	-	-	-	-	
		Vista Garden	100%	Residential Commercial	2017	2013	2017	1,939	169,283	1,939	169,283	-	-	1,917	167,125	22	2,158	
		Hanzhonglu Plot 92	70%	Residential Commercial	2017	2013	2017	22,657	-	-	-	-	22,657	-	-	-	-	
	Shanghai	Lotus Mansion	100%	Commercial	2018	2017	2019	138	26,912	-	-	138	26,912	-	-	-	-	
		New Horizon Phase 1	95%	Commercial	2016	2013	2015	274	367	-	-	-	274	-	-	-	-	
		New Horizon Phase 2	95%	Residential Commercial	2016	2015	2018	766	67,091	280	26,451	486	40,640	276	26,077	4	374	
		The Paragon	99%	Residential Commercial	2018	2015	2018	178	14,700	178	14,700	-	-	174	44,257	4	1,648	
		The Pinnacle	100%	Commercial	2011	2007	2014	178	45,905	178	45,905	-	-	-	-	-	-	
		The Pinnacle	100%	Commercial	2016	2007	2014	3,270	-	-	-	-	3,270	-	-	-	-	
	Shenzhen	One iPark	73%	Int Devt - Resi	2015	2009	2013	276	276	242	36,407	1	193	231	34,332	11	2,075	
	Tier 1 Total								17,949	2,416,799	7,054	873,310	10,895	1,543,489	6,845	829,793	209	43,517
2	Chengdu	Century Park (East site)	60%	Residential Commercial	2016	2016	2021	1,881	223,127	221	26,633	1,660	196,494	215	25,820	6	813	
		Century Park (West site)	60%	Residential Commercial	2019	2016	2021	13,054	-	-	-	13,054	-	-	-	-	-	
		Parc Botanica	56%	Residential Commercial	2014	2014	2017	2,003	192,127	2,003	192,127	-	-	1,992	191,013	11	1,114	
		The Botanica ¹	15%	Commercial	2017	2014	2017	13,249	-	-	-	13,249	-	-	-	-	-	
		The Loft	100%	Commercial	2013	2013	2018	3,830	349,792	1,700	149,350	2,130	200,442	1,700	149,350	-	-	
		Skyline (Raffles City Chengdu)	55%	Int Devt - Resi	2017	2013	2018	20,859	-	-	-	20,859	-	-	-	-	-	
	Chongqing	Raffles City Residences	63%	Int Devt - Resi Int Devt - Com	2008	2004	2014	52,913	-	-	-	52,913	-	-	-	52,913	-	-
		Raffles City Residences	63%	Int Devt - Resi Int Devt - Com	2014	2008	2013	1,206	1,206	88	28,512	88	28,512	-	-	3	762	
	Hangzhou	Riverfront	100%	Residential Commercial	2013	2015	2019	1,319	327,571	215	55,369	1,104	272,202	84	15,982	131	39,387	
		Sky Habitat (Raffles City Hangzhou)	55%	Int Devt - Resi	2017	2015	2018	80,000	-	-	-	80,000	-	-	-	-	-	
		Skyview (Raffles City Hangzhou)	55%	Int Devt - Resi	2015	2010	2017	102	33,895	102	33,895	-	-	71	23,169	31	10,725	
		Raffles City Hangzhou Office Tower 1	55%	Int Devt - Com	2017	2010	2018	45	10,375	-	-	45	10,375	-	-	-	-	
	Ningbo	Summit Era	100%	Residential Commercial	2014	2010	2017	23,756	-	-	-	23,756	-	-	20,313	-	3,443	
		Summit Residences (Plot 1)	100%	Residential	2015	2014	2017	1,085	117,042	1,085	117,042	-	-	834	87,358	251	29,684	
		The Summit Executive Apartments (Raffles City Ningbo)	55%	Int Devt - Resi	2017	2014	2017	2,649	-	-	-	2,649	-	-	25	6,735		
	Shenyang	Lake Botanica	60%	Residential Commercial	2013	2012	2014	38	10,209	38	10,209	-	-	25	6,735	13	3,474	
		Lake Botanica	60%	Residential Commercial	2012	2009	2013	180	18,538	180	18,538	-	-	50	5,163	130	13,375	
	Tianjin	International Trade Centre	100%	Residential	2009	2009	2022	9,080	770,812	4,419	360,534	4,661	410,278	4,008	328,639	411	31,895	
	Wuhan	The Lakeside	100%	Residential Commercial	2015	2011	2022	55,033	-	-	-	55,033	-	-	843	-	643	
		The Lakeside	100%	Residential Commercial	2011	2011	2014	1,305	112,346	1,305	112,346	-	-	1,225	104,915	80	7,431	
	Wuxi	Central Park City ¹	15%	Residential Commercial	2012	2012	2019	2,268	215,644	946	80,891	1,322	134,752	941	80,460	5	432	
Central Park City ¹		15%	Residential Commercial	2017	2012	2017	3,707	-	-	-	3,707	-	-	-	-	-		
Xian	La Botanica	38%	Residential Commercial	2007	2007	2018	5,339	596,175	4,559	518,855	-	-	4,559	518,855	-	-		
	La Botanica	38%	Residential Commercial	2007	2007	2018	57,867	-	-	-	57,867	-	-	5,395	-	-		
Tier 2 Total								57,802	6,297,437	31,900	3,228,939	25,122	2,938,707	30,617	3,038,920	1,283	190,018	
3	Foshan	Beau Residences	100%	Commercial	2009	2007	2012	-	1,296	-	-	-	1,296	-	-	-	-	
		La Cite	100%	Commercial	2013	2007	2014	8,855	-	-	-	8,855	-	-	8,458	-	396	
		Riverside Ville	100%	Commercial	2011	2007	2011	2,448	-	-	-	2,448	-	-	2,448	-	-	
	Kunshan	The Metropolis	100%	Residential Commercial	2010	2009	2020	5,745	576,463	4,173	405,100	1,572	171,363	4,164	404,163	9	937	
Tier 3 Total								5,745	662,712	4,173	418,113	1,572	244,599	4,164	416,573	9	1,541	
Grand Total								81,496	9,376,949	43,127	4,520,362	37,589	4,726,795	41,626	4,285,285	1,501	235,076	

Residential	79,519	8,273,997	42,300	4,243,833	36,439	3,952,844	41,187	4,109,239	1,113	134,594
Commercial	-	543,705	-	80,053	-	411,180	-	76,325	-	3,728
Int Devt - Resi	1,977	455,491	827	172,720	1,150	282,771	439	79,409	388	93,311
Int Devt - Com	-	103,756	-	23,756	-	80,000	-	20,313	-	3,443

Notes:

- Effective Stake %: CL's effective stake held in the projects.
- The no of units, area and expected date of initial sales/construction start date/completion for new projects/ phases that are not launched are based on current design planning and are
- Sales information is based on options issued.

¹ CL has entered into an agreement to divest its indirect stakes in the projects, namely Central Park City in Wuxi and The Botanica in Chengdu, and the divestment has been completed in 1Q 2017.