Agenda

- Project inception
  - Project highlights
  - Introduction to Tianjin & Bohai
  - Our eco-vision
  - Planning overview
  - Shareholding structure & business model
Premier Wen Jiabao and Prime Minister Lee Hsien Loong at the signing of the Eco-City Framework Agreement on November 18, 2007.
“We were looking for new areas of cooperation, and I suggested that we look at how Singapore has integrated its economic development with environmental development, sustaining growth while making the whole city look beautiful”

- Senior Minister Goh Chok Tong (26 April 2007)
Our challenge

- On non-arable, arid land with scarce water resources
- Utilising *practicable, replicable* and *scalable* concepts and technologies
- Develop an economically thriving, resource-efficient, socially harmonious and environmentally friendly city
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Project differentiating attributes

- A China-Singapore flagship project with Govt-to-Govt level support
- Apply practical concepts and technologies: Tianjin Eco-City to serve as a sustainability model for replication to other cities in China
- Singapore government contributing proven knowledge, experience and expertise

When completed, Eco-City will showcase how economic growth, environmental protection and social harmony can be reconciled
Drawing on Singapore’s strengths

- Ministry of National Development (Lead Ministry)
- Land use planning & urban design
- Green building & resource-efficient design
- Water resource management
- Residential township planning
- Environmental protection & waste management
- Land transport network planning
- Greenery & nature conservation

Sino-Singapore Tianjin Eco-City
High-level government endorsement & support

China-Singapore Administrative Structure

Vice Premier

Vice Premier

Minister of Housing and Rural-Urban Development

Deputy Prime Minister

Deputy Prime Minister

Minister of National Development

Eco-City

Sino-Singapore Tianjin Eco-City
Attractive site attributes

1. Located in the strategic Tianjin Binhai New Area and Bohai Rim
2. Proximity to Beijing, complements China’s political & cultural hub
3. Enjoys good infrastructure support
4. Industry clusters in TEDA provide critical mass for home demand
5. A growing area for investors and property developers

Sino-Singapore Tianjin Eco-City
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Tianjin – key highlights

- One of China’s four municipalities
- Located in heart of Bohai Rim
- China’s 3rd largest city after Beijing and Shanghai
- Largest port in North China

- Population: 10.8 million
- Land area: 11,920 km²
- GDP: RMB 433.8 billion
- GDP per capita: RMB 40,961
- Urban disposable inc: RMB 14,283
Double-digit economic growth

Tianjin - GDP and GDP per Capita

CAGR of 21% (GDP) and 16% (GDP per Capita)

Source: National Bureau of Statistics

Sino-Singapore Tianjin Eco-City

Keppel Corporation
Disposable incomes have risen in tandem

**Average Disposable Incomes In Tianjin**

<table>
<thead>
<tr>
<th>Year</th>
<th>RMB</th>
</tr>
</thead>
<tbody>
<tr>
<td>2002</td>
<td>9,338</td>
</tr>
<tr>
<td>2003</td>
<td>10,313</td>
</tr>
<tr>
<td>2004</td>
<td>11,467</td>
</tr>
<tr>
<td>2005</td>
<td>12,639</td>
</tr>
<tr>
<td>2006</td>
<td>14,283</td>
</tr>
</tbody>
</table>

Tianjin’s 2006 GDP per capita >2x NDRC’s 2010 national target

Source: Tianjin Municipal Bureau of Statistics

Sino-Singapore Tianjin Eco-City
Bohai Rim: China’s new economic growth engine

- Bohai Rim, the next strategic growth region—following Pearl River Delta and Yangtze River Delta regions
- Population 230m; 26% of China’s 2006 GDP
- Political & cultural centre, science & technology hub

Map source: China-Britain Business Council

Sino-Singapore Tianjin Eco-City
China’s vision for Tianjin Binhai New Area

- Tianjin Binhai New Area (TBNA) a focus of the 11th Five-Year Plan (2006-10)
- TBNA tasked to accelerate Bohai Rim economic growth and development
- State Council blueprint to build TBNA into a modern manufacturing, R&D, international shipping and logistics hub
- Blueprint envisages a community of prosperity and harmony in TBNA
- TBNA empowered to experiment with comprehensive reforms
Chinese Vice Premier Li Keqiang visited Tianjin last week

- He reinforced TBNA and Bohai Rim’s significance to China’s development
- He also emphasised accelerating TBNA’s development into a gateway for northern China

Source: Xinhua
Good residential market potential in TBNA

- State Council targeting 5.2% average annual population growth rate; TBNA population to increase from 1.4m (2005) to 3.0m (2020)
- Targeting 90% urbanisation rate in 2010 and 97% in 2020, from 76% in 2005
- Finite land zoned for urban residential use – 91 km$^2$ or 4% of TBNA 2020 land use plan
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Eco-City vision

To build “A thriving city which is socially harmonious, environmentally-friendly and resource-efficient – a model for sustainable development.”
Elements of the vision

<table>
<thead>
<tr>
<th>Water</th>
<th>Air</th>
<th>Renewable Energy</th>
<th>Energy From Waste</th>
</tr>
</thead>
</table>

- Environmentally friendly
- Economically vibrant
- Socially Harmonious

- Live
- Sustainable Development
- Work
- Play

Green Buildings | Clean Commuting | Economic Hub | Social Harmony
|----------------|----------------|--------------|----------------|

Keppel Corporation

Sino-Singapore Tianjin Eco-City
Achieving the Three Harmonies

In harmony with society
- Socially harmonious, inclusive communities
- Sense of ownership & belonging
- Access to quality services & amenities

In harmony with economic development
- Adopt holistic view
- Sustainability research & innovation
- Sustainable methods & processes
- Efficient resource utilisation

In harmony with the environment
- Integrated, complementary urban functions
- Clean and renewable energy & water sources
- Environmental protection & resource conservation
- Efficient waste management

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Planning overview

- Total gross land area ~30km²
- Net efficiency ~45%
- Net land usage: residential ~80%, commercial & business parks ~20%
- >100,000 homes with approx. population of 350,000 when completed in 10-15 years
- Variety of housing with close proximity to amenities such as malls, university/schools, parks, hospital/clinics and recreational facilities
- Initial start-up area of 3-4 km² to be completed in 3-5 years (land filling & transport infrastructure construction has begun)

Note: Subject to finalisation of detailed Master Plan
Green urban network design

- Four eco-cells (400m x 400m each) form an eco-community with self-sufficient amenities; a few eco-communities comprise a district
- Eco-Valley as green spine connecting four districts; cycle paths, walkways and public transport connections provide north-south accessibility
- Comprehensive network of roads, trams and light rails converge on sub-centre
- Light rail passes through four districts and connects to national rail system
- Pedestrian/bicycle network to extend to Business Park
Showcasing some key features

**Green transportation belt**
- Residents can make “green trips” by using public and light rail transport, cycling and walking

**Clean water sources**
- Diverse water sources
- Rehabilitate wastewater body

**Clean energy**
- Apply clean fuels & renewable energy

**Environmental conservation**
- Ecological wetlands/sanctuary

**Vibrant economy**
- Focus on service niches (e.g. skills training/education, environmental)

**Green buildings**
- Conform to green building standards

**Close-knit communities**
- Inclusive housing clusters across demographics

**Eco-conscious master planning/design**
- Consider environmental impact

Note: Subject to finalisation of detailed Master Plan
## Sustainable development features

<table>
<thead>
<tr>
<th>Air</th>
<th>Solid Waste</th>
<th>Water</th>
<th>Energy</th>
<th>Public Health</th>
</tr>
</thead>
<tbody>
<tr>
<td>- SO₂ and NOₓ management</td>
<td>- Waste treatment</td>
<td>- Potable tap water</td>
<td>- Clean fuel usage</td>
<td>- Recreational/sports facilities access</td>
</tr>
<tr>
<td>- Ambient air quality</td>
<td>- Reduce, Reuse, Recycle</td>
<td>- Non-traditional water sources</td>
<td>- Renewable energy usage</td>
<td>- Noise pollution control</td>
</tr>
</tbody>
</table>

### Key Performance Indicators

<table>
<thead>
<tr>
<th>Ecology</th>
<th>Transport</th>
<th>Green Buildings</th>
<th>Social Harmony</th>
<th>Economy</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Wetlands/biodiversity preservation</td>
<td>- Efficient and accessible public transport</td>
<td>- Conform to green building standards</td>
<td>- Public housing availability</td>
<td>- Employment</td>
</tr>
<tr>
<td>- Heritage conservation</td>
<td>- Promote green trips</td>
<td>- Cultivate eco-friendly mindset</td>
<td>- Barrier free access</td>
<td>- Tertiary and service industries specialisation</td>
</tr>
</tbody>
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Shareholding structure

Singapore Consortium

China Development Bank

Investors

Tianjin TEDA Investment Holdings Co.

Investors

Qatar Investment Authority (MOU)

Eco-City (JV)

Registered Capital: RMB 4bn

Keppel Group

Chinese Consortium

Sino-Singapore Tianjin Eco-City

* Target
Business model

- JV to derive revenue from land sales and property development. JV will sell some land to developers to fast-track Eco-City development
- JV pays only for net land
- JV responsible for building all internal roads, street lightings, rainwater collection, sewerage and recycled water reticulation systems
- Tianjin government to build all other infrastructure, including public amenities and municipal infrastructure
- JV-built infrastructure cost to be recovered through amenity fees
Land acquisition and funding

- Pre-agreed fixed land price throughout
- Land acquisition progressively scheduled over 10 years based on assessed demand, thus minimising upfront cash outlay and holding costs
- Singapore Consortium equity contribution of RMB 2bn cash; Chinese Consortium to contribute RMB 2bn worth of land
- Develop-for-sale model ensures operational cash flows to help fund construction and land acquisition
KIE is partnering local Tianjin companies to provide environmental and utilities infrastructure in the Eco-City.

- 20% participatory stake in each of two operating companies:
  - Tianjin Eco-City Environmental Protection
  - Tianjin Eco-City Energy Investment & Construction
**Business Model: Eco-City vs Suzhou Industrial Park**

<table>
<thead>
<tr>
<th></th>
<th>Eco-City</th>
<th>SIP</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Land price</strong></td>
<td>Pre-agreed and fixed</td>
<td>Increases with market</td>
</tr>
<tr>
<td><strong>Infrastructure development</strong></td>
<td>Majority undertaken by Tianjin govt</td>
<td>Undertaken by SIP Co.</td>
</tr>
<tr>
<td><strong>Development types</strong></td>
<td>Predominantly residential; some business parks</td>
<td>Largely industrial with small residential component</td>
</tr>
</tbody>
</table>
Questions & answers

Thank you
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