



Address by CEO

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Appendices





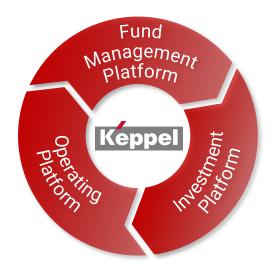
# **Address by CEO**



# One Keppel, One Purpose

Keppel is advancing as a global alternative real asset manager with deep operating capabilities.

- Removing conglomerate structure to create a horizontally-integrated model comprising Fund Management, Investment and Operating Platforms
- Advancing as **one integrated business**, with sharpened
  focus and stronger growth
  initiative to invest in and
  create solutions for a
  sustainable world



# **Delivering on strategy**

In 1H23, Keppel delivered its highest net profit on record in 55 years.

#### **Net profit**

S\$3,627m

Adjusted net debt to EBITDA<sup>i</sup>

4.7x

#### **Strong financial position**

Significantly higher than S\$498m for 1H22. Excluding discontinued operations, net profit was S\$445m vs S\$434m for 1H22 Comparable with that of other global asset managers

Borrowings on fixed rates: 65%

• Average interest cost: 3.53%

Weighted tenor: ~3 years

#### **Annualised ROE**

36.8%

#### **Net gearing**

0.86x

#### Free cash outflow<sup>ii</sup>

S\$732m

338% increase from 8.4% for 1H22. Annualised ROE (excluding discontinued operations) was 8.0% for 1H23 Only rose slightly from 0.78x as at end-2022 despite significant DIS of SCM shares and payment of dividends due to substantial disposal gain recognised Compared to outflow of S\$127m in 1H22



Adjusted net debt is defined as net debt less carrying value of non-income producing undeveloped land and properties held for sale (completed and under development), while EBITDA refers to annualised profit before depreciation, amortisation, net interest expense and tax.

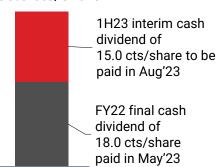
includes S\$500m cash component realised as part of the divestment of discontinued operations, which will be presented as cash inflow from financing activities in the financial statements. The inclusion herein is for better comparability and understanding of the FCF.

## **Superior returns**

#### **Total distributions in 2023**

#### Cash:

33.0 cts/share



**4.7%** cash dividend yield based on Keppel's closing share price of \$\$6.99 on 26 Jul 2023

#### In-Specie:

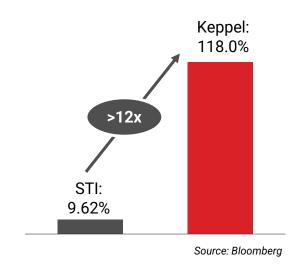
**\$\$2.19**<sup>i</sup> worth of SCM shares distributed in-specie in Mar'23 for every Keppel share held

55<sup>th</sup> Anniversary Proposed Special Dividend in-Specie

- **1 KREIT unit**<sup>ii</sup> for every 5 Keppel shares held
- Part of Keppel's capital management initiatives
- KREIT will benefit from larger public float, wider investor base and higher liquidity

#### Total shareholder return

Significantly outperformed Straits Times Index over the 18-month period from 1 Jan 2022 to 30 Jun 2023



**Keppel Corporation** 

<sup>&</sup>lt;sup>1</sup> The figure of S\$2.19 is rounded to the nearest two decimal places; calculated based on a division of (a) the cash equivalent amount of the dividend declared by the Company of S\$3,845,164,646.11, by (b) the Company's issued and paid-up share capital as at the Record Date of 1,751,959,918 KCL Shares (excluding treasury shares).

<sup>&</sup>lt;sup>ii</sup> The final value of the dividend in-specie will be based on the price of Keppel REIT units on the date the Proposed Distribution is completed, which is subject to the approval of Keppel Corporation's shareholders at an EGM to be held in due course.

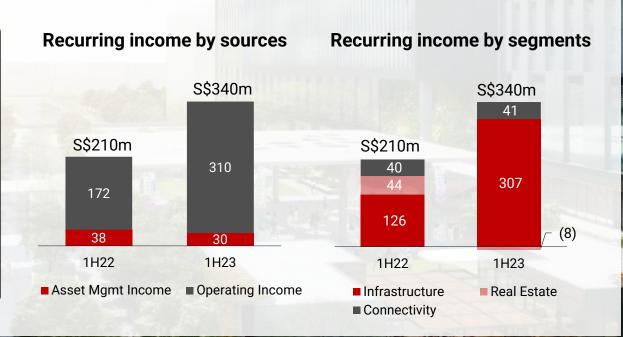
# **Growing recurring income**

62%

growth in recurring income yoy, reflecting Keppel's strategy, and our shift away from lumpy EPC and development profits

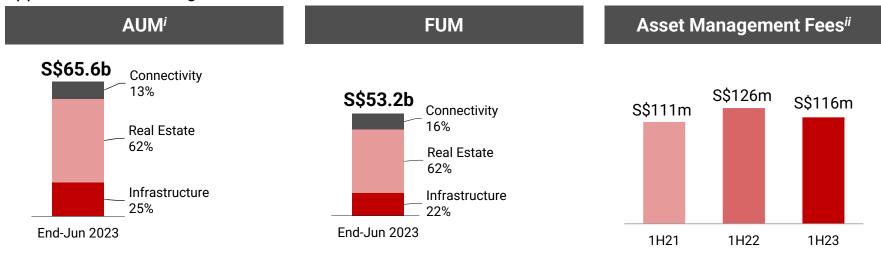
76%

of net profit from continuing operations was from recurring income in 1H23, vs 48% in 1H22



# Scaling up in asset management

Laser-focused to grow FUM to S\$100b by 2026 and S\$200b by 2030, exploring organic and inorganic opportunities to drive growth.



**\$\$12.4b** of assets on Keppel's balance sheet that can be potentially converted into future FUM

Dry powder: ~**\$\$10b** or **19%** of FUM

1H23 annualised Fee-to-FUMiii: **50bps** 



includes carrying values of identified assets on the balance sheet, as well as gross asset values of certain identified underlying assets held in joint ventures, that can be potentially converted into fee-bearing Funds Under Management (FUM), Notes receivables (vendor notes issued by Asset Co) amounting to c.S\$4.3b is included.

Keppel Corporation in Includes 100% fees from subsidiary managers, joint ventures and associated entities, as well as share of fees based on shareholding stake in associate with which Keppel has strategic alliance.

iii 1H23 Fee-to-FUM ratio is on a run-rate basis. The ratio is computed based on average FUM for the year.



**Equity raised** 

**S\$1b** 

Capital deployed

S\$1.1b

Assets divested

S\$0.5b

In 2H23, increasing illiquidity in markets may avail more assets at attractive prices, presenting investment opportunities for Keppel.

Actively marketing new flagship funds **Keppel Sustainable Urban Renewal Fund**, **Keppel Core Infrastructure Fund** and **Keppel Asia Infrastructure Fund II** 

Pursuing extensive pipeline of deals across Infrastructure, Real Estate and Connectivity

>S\$13b



In 1H23:



## **Driving asset monetisation**

Pace of monetisation expected to increase over time as market sentiments improve.

>S\$4.8b

Announced since the start of asset monetisation programme in Oct 2020; includes ~\$\$420m in YTD 2023

**\$\$3.8b**<sup>i</sup>
Cash received from Oct 2020 to end-1H23



i Includes S\$0.3b which was received from the sale of 1 Borr rig which has gone to Asset Co to form its initial working capital, and from the sale of the 55 Gul Road facility which has been transferred to SCM.

## The Keppel difference

Established asset manager with over 20 years of track record, seasoned management team and established LP network

Funds raised

S\$9.5b

Capital raised over 3 years (2020-2022) Capital deployed

S\$17.6b

Investments completed over 3 years (2020-2022) Returns achieved

17% IRR / 1.8x equity multiple

average deal returns since 2002

**FUM** 

S\$53.2b

As at end-Jun 2023

Deep capabilities in engineering, developing, owning and operating specialised real assets as part of Keppel's DNA









# Connecting investors with Keppel's proprietary assets

Providing exclusive access to high-quality, strategic infrastructure, real estate and connectivity assets that produce strong inflation-protected cash flows, leveraging Keppel's deep operating capabilities.

#### Keppel Sakra Cogen Plant



Singapore's first hydrogen-ready and most efficient power plant

Keppel Data Centre Campus at Genting Lane



First two buildings fully contracted; planning for more capacity

#### Bifrost Subsea Cable System



World's largest capacity high-speed optical cable across the Pacific Ocean

#### Keppel South Central



Next-generation smart, super low energy commercial building in Singapore's CBD

#### Park Avenue Central



Prime office and retail development in the heart of downtown Shanghai





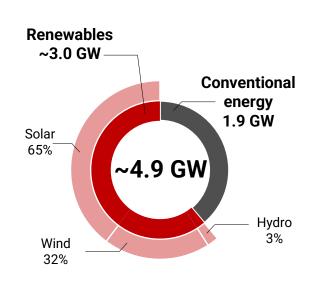
# Operating platform

# Premier infrastructure portfolio generating long-term recurring income

#### Energy portfolio<sup>i</sup>

#### **Stable power contracts**

#### Long-term supply & services



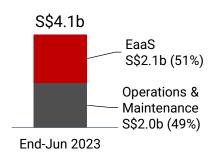
>99% of our customers are locked in on fixed or indexed electricity price plans

# Limited impact expected from temporary price cap (TPC)

The TPC, if applied to data from Oct'22 to Apr'23, would result in an average USEP reduction<sup>ii</sup> of 3.2% and lower infrastructure operating income for 1H23 by less than 1%

**\$\$1.2b** of new EaaS contracts were secured in 1H23 across Singapore, Thailand and Vietnam

**S\$4.1b** of supply & services contracts be earned over 10-15 years







#### Sustainable urban renewal

- Expanding SUR offerings across Singapore, China, India, South Korea, Japan, Australia and Vietnam
- Launched Keppel South Central; targeted for completion in 4Q24

#### China real estate

- Despite slowing economic growth in China, confident about mid-tolong term prospects
- Developing first assisted-living community in Nanjing
- Real Estate Division monetised over S\$3b of assets in China since 2017, with profit of over S\$1b
- Sino-Singapore Tianjin Eco-City master developer sold two land plots for RMB1.02b in 1H23; net profit of S\$14m from first plot recognised in 1H23



## Growing foothold in digital networks and solutions

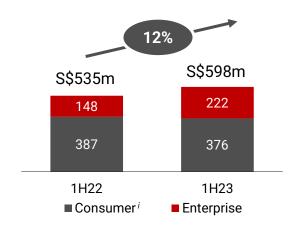
#### **Bifrost Cable System**

- Achieved financial close with co-investors taking 60% stake in Keppel's share of fibre pairs
- More than S\$400m in operating & maintenance fees to be earned over 25 years from the first two committed fibre pairs, upon completion in 2024

#### **M1** Digitalisation

- 2<sup>nd</sup> largest mobile operator in Singapore; customer base grew 12.5% yoy
- Consumer migration to new cloud native connectivity platform to be completed in 2H23
- Partnering renowned cloud platforms to offer technology-asa-service solutions to support businesses in their digital transformation

# M1's enterprise revenue grew steadily







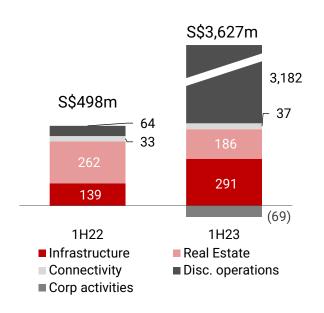


# **Financial highlights**

#### **Overview of 1H23 results**

- Net profit grew significantly yoy to S\$3,627m
- Excluding discontinued operations, net profit improved by 3% to S\$445m from S\$434m in 1H22
- All segments were profitable
- Annualised ROE improved to 36.8% in 1H23 from 8.4% in 1H22
- Net gearing was 0.86x as at end-Jun 2023 vs 0.78x as at end-Dec 2022
- Free cash outflow of S\$732m in 1H23 vs outflow of S\$127m in 1H22
- Proposed interim dividend of 15.0 cts/share, comparable to that of 1H22

#### **Net profit by segment**





# 1H23 net profit (horizontal reporting)

(S\$'m)	Asset Mgmt Income	Operating Income <sup>i</sup>	Valuation Items	EPC/ Development	Capital Recycling	Net P	rofit
	➤ Mgmt fees ➤ Performance fees ➤ Transaction fees (acquisition & divestment)	<ul> <li>►Sale of gas, utilities &amp; electricity</li> <li>►Leasing income</li> <li>►Operations &amp; maintenance</li> <li>►Facility &amp; Property mgmt.</li> <li>►Investment income</li> </ul>	►Property revaluation ►MTM gains/loss	►EPC ►Development profits	▶Disposal gains/loss ▶Gains from en-bloc sales		
Infrastructure	4	303	(2)	(14)	-	291	65%
Real Estate	20	(28)	31	142	21	186	42%
Connectivity	6	35	(7)	-	3	37	8%
Corporate activities <sup>ii</sup>						(69)	(15%)
Profit from continuing	30	310	22	128	24	445	100%
operations	7%	69%	5%	29%	5%		
Profit from discontinue	d operations					3,182	
Net profit	30	310	22	128	24	3,627	



<sup>&</sup>lt;sup>1</sup> Includes stakes in listed and private funds - Infrastructure [S\$28m from listed funds and -S\$1m from private funds]; Real Estate [S\$14m from listed funds and -S\$2m from private funds], and Connectivity [S\$9m from listed funds and S\$1m from private funds].

ii Includes contributions from investments held at corporate level, and overheads and financing costs which have not been attributed to segments.

## **Segmental results – Infrastructure**

- Net profit was S\$291m, more than double 1H22 of S\$139m
- Strong operating income growth driven by higher net generation and margins from the integrated power business

#### Partly offset by:

- Lower EPC contributions from environmental projects abroad partly due to slower progress in 1H23 as well as unrealised foreign exchange differences
- Lower Asset Mgmt Income mainly due to absence of acquisition fees in 1H23

#### Infrastructure net profit



(S\$'m)	Asset Mgmt Income	Operating Income	Valuation Items	EPC/ Development	Capital Recycling	Net Profit
1H23	4	303	(2)	(14)	-	291
1H22	19	107	(1)	14	-	139
Variance	(15)	196 🛕	(1) 🔻	(28)	-	152 🔼



### **Segmental results - Real Estate**

- Net profit was S\$186m, compared to S\$262m in 1H22
- Lower operating income mainly due to lower contributions from sponsor stakes, higher interest expense and costs incurred for new initiatives, as well as lower cost write-back in 1H23
- Lower fair value gains on investment properties

#### Partly offset by:

- Higher Asset Mgmt Income due to higher acquisition fees (from an office tower in Seoul's CBD) and higher management fee relating to acquisitions completed in 2022
- Higher development profits from Singapore projects & contributions from Sino-Singapore Tianjin Eco-City

(59)

Gains from enbloc sales of Vietnam & India projects

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(S\$'m)	Asset Mgmt Income	Operating Income	Valuation Items	EPC/ Development	Capital Recycling	Net Profit
1H23	20	(28)	31	142	21	186
1H22	13	31	108	110	-	262
	·					

32

(77)





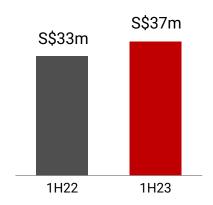


**Variance** 

# **Segmental results – Connectivity**

- Net profit of S\$37m, 12% higher 1H22 of S\$33m
- Asset Mgmt Income was stable yoy
- Higher operating income as M1 continued to achieve higher revenue from enterprise ICT
   & managed services
- Partly offset by lower contribution from data centre & networks mainly due to costs for new markets & initiatives

#### **Connectivity net profit**



(S\$'m)	Asset Mgmt Income	Operating Income	Valuation Items	EPC/ Development	Capital Recycling	Net Profit
1H23	6	35	(7)	-	3	37
1H22	6	34	(10)	-	3	33
Variance	-	1 🛕	3 🛕	-	-	4 🛕





# **Appendices**

1. Operational updates

As at 30 Jun 2023

No	Listed REITs/Trust	Market capitalisation	AUM	No of assets	Geographic presence	Keppel's stake	Market value of Keppel's stake
1	Keppel REIT	S\$3.4b	S\$9.2b	12	Singapore, Australia, South Korea, Japan	47%	S\$1,572m
2	Keppel DC REIT	S\$3.6b	S\$3.7b	23	Singapore, Australia, China, Malaysia, Germany, Ireland, Italy, The Netherlands, United Kingdom	20%	S\$750m
3	Keppel Infrastructure Trust	S\$2.9b	S\$7.3b	12	Singapore, Germany, Norway & Sweden, Kingdom of Saudi Arabia, The Philippines, South Korea, Australia & New Zealand	18%	S\$522m
4	Keppel Pacific Oak US REIT	US\$329m	US\$1.42b	13	The United States	7%	US\$22m
5	Prime US REIT	US\$249m	US\$1.55b	14	The United States	6%	US\$14m



Category	No	Funds / SMAs	FUM <sup>i</sup>	Carrying value of Keppel sponsor stake <sup>ji</sup>
Infrastructure	1	Keppel Asia Infra Fund (KAIF)	S\$5.6b	S\$179m
iiiiasiiucture	2	K Private Credit Fund	333.00	3,17,9111
	3	Alpha Asia Macro Fund Trends Fund (AAMTF) III		
	4	Alpha Asia Macro Fund Trends Fund (AAMTF) IV		
	5	Alpha Asia Separate Account		
	6	German RE SMA		
	7	Korean RE GP Program		
Real Estate	8	China SUR Program	S\$20.3b	S\$666m
Real Estate	9	China Residential Program	S\$20.5D	3\$000III
	10	K Indo Logistics Fund		
	11	Keppel Vietnam Fund		
	12	China Logistics Property fund		
	13	US Senior Living GP Program		
	14	Keppel Education Asset Fund (KEAF)		
Connectivity	15	Alpha Data Centre Fund	S\$4.6b	S\$197m
Connectivity	16	Keppel DC Fund II	334.0D	ااا/داؤد



### Vision 2030 asset monetisation

# Announced since the start of asset monetisation programme in Oct 2020

Period	Value unlocked (S\$m)
2020	1,238.4
2021	1,666.2
2022	1,514.9
YTD 2023	415.6
TOTAL	4,835.1



Asset monetisation in YTD 2023			
Asset	Country	Value unlocked (S\$m)	
55 Gul Road facility	Singapore	95.0	
Willowville Pte Ltd, Ho Chi Minh City	Vietnam	7.4	
Sedona Hotel, Yangon	Myanmar	75.6	
50% stake in The Podium West Tower and The Podium Mall	Philippines	195.0	
50% indirect stake in Australian Unity Investment Real Estate	Australia	0.3	
Park Square project	India	18.9	
28.44% stake in SVOA Public Company	Thailand	23.4	
TOTAL		415.6	



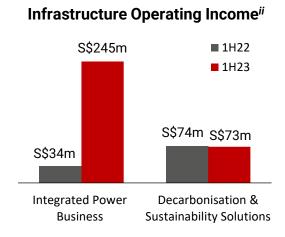
### Infrastructure Division updates

#### **Integrated Power Business**

- Broke ground for Keppel Sakra Cogen Plant, Singapore's first hydrogen-ready and most efficient power plant
- Commenced FEED for green hydrogen and ammonia production for use in Australia and export to Asia with international partners
- Received conditional approval from EMA for the import and sale of 1 GW of low carbon electricity from 4 GW of renewable energy sources in Cambodia, and potentially Lao PDR
- Signed MOU as part of consortium to develop Indonesia's Green Corridor Project for domestic use and export to Singapore

#### **Decarbonisation & Sustainability Solutions**

- Secured S\$1.2b worth of EaaS contracts in 1H23 across Singapore, Thailand and Vietnam, including the large-scale DBOO district cooling system in Jurong Lake District
- Broke ground for the district cooling plant in Bangkok for iconic Sam Yan Smart City
- Awarded five-year technical support agreement for Runcorn Energy-from Waste Facility in the UK
- Signed MOUs with Guangzhou Knowledge City and HSBC to provide decarbonisation and sustainability solutions in China's Greater Bay Area
- Hong Kong IWMF<sup>i</sup> and Tuas Nexus IWMF<sup>i</sup> are 69% and 46% completed respectively as at Jun'23





# **Real Estate Division updates**

- 1H23 home sales more than doubled yoy, mainly due to stronger performance in China and India
- Sale of 5,710 overseas units worth ~S\$2.0b to be recognised from 3Q23-2026

Home sales	1H22	1H23
No. of units sold	1,010	2,170
- Singapore	10	40
- China	480	1,200
- Vietnam	40	-
- Indonesia	50	60
- India	430	870
Sales value (S\$'m)	680	1,000

Residential landbank	Units	%
Singapore	203	1%
China	16,972	43%
Vietnam	9,080	23%
Indonesia	7,183	18%
India	5,946	15%
TOTAL	39,384	100%

- Launched Keppel South Central, a 33-storey commercial tower in Singapore's CBD
- Announced acquisition of two residential projects in Ho Chi Minh City with Keppel Vietnam Fund and Khang Dien Group, as well as stake in a retail property in Hanoi
- Sino-Singapore Tianjin Eco-City master developer sold two land plots for RMB1.02b in 1H23; net profit of S\$14m from first plot recognised in 1H23

Commercial portfolio	GFA (sm)	%
Singapore	87,510	5%
China	536,340	32%
Vietnam	401,210	24%
Indonesia	153,800	9%
India	167,330	10%
South Korea	31,400	2%
Other SEA countries	301,730	18%
TOTAL	1,679,320	100%

~48% of commercial GFA is under development



#### **Data Centres & Networks**

- First phase of Building 1 at Keppel Data Centre Campus at Genting Lane ready for service
- Bifrost Cable System achieved financial close, with co-investors holding 60% stake in Keppel's share of fibre pairs

Data centre portfolio	Owned by Keppel DC REIT	Owned by Keppel & private funds
Geographical presence	Asia Pacific, Europe	Asia Pacific, Europe
No of assets	23	9
Attributable lettable area	3,065,989 sq ft	1,543,687 sq ft
Valuation	S\$3.6b	S\$1.1b

#### **M1**

- Regional expansion gains traction with Glocomp's revenue from ICT solutions almost doubling yoy
- Launched Pinnacle, a next-gen Multi-Access Edge Computing solution to empower businesses with new digital capabilities
- Enhanced partnerships with cloud platforms such as Microsoft and Amazon to provide technology-as-a-service solutions
- 2nd largest mobile operator in Singapore; customer base grew 12.5% yoy

M1's customers ('000)	30 Jun 2022	30 Jun 2023
Postpaid	1,784	1,921
Prepaid	256	374
Fibre broadband	236	238
TOTAL	2,276	2,533





# **Appendices**

2. Additional financial information

# **Financial highlights**

S\$m	1H23	1H22	% Change
Revenue	3,716	3,356	11
Operating Profit	572	355	61
EBITDA	826	684	21
Profit Before Tax	603	551	9
Profit from Continuing Operations	445	434	3
Profit/(Loss) from Discontinued Operations	3,182	64	>500
Net Profit	3,627	498	>500
EPS (cents)	203.0	27.9	>500
- Continuing Operations	24.9	24.3	2
- Discontinued Operations	178.1	3.6	>500



# **Infrastructure Segment**

S\$m	1H23	1H22	% Change
Revenue	2,488	2,144	16
Operating Profit/(Loss)	319	84	280
EBITDA	372	150	148
Profit/(Loss) Before Tax	348	155	125
Net Profit/(Loss)	291	139	109



# **Real Estate Segment**

S\$m	1H23	1H22	% Change
Revenue	531	577	-8
Operating Profit/(Loss)	199	187	6
EBITDA	321	365	-12
Profit/(Loss) Before Tax	251	331	-24
Net Profit/(Loss)	186	262	-29



# **Connectivity Segment**

S\$m	1H23	1H22	% Change
Revenue	695	635	9
Operating Profit/(Loss)	38	30	27
EBITDA	123	125	-2
Profit/(Loss) Before Tax	56	52	8
Net Profit/(Loss)	37	33	12



# **Net profit by segment**

S\$m	1H23	1H22	% Change
Infrastructure	291	139	109
Real Estate	186	262	-29
Connectivity	37	33	12
Subtotal	514	434	18
Corporate & Others	(69)	-	n.m.f
Continuing Operations	445	434	3
Discontinued Operations	3,182	64	>500
Total	3,627	498	>500



# 1H22 net profit (horizontal reporting)

(S\$'m)	Asset Mgmt Income	Operating Income <sup>i</sup>	Valuation Items	EPC/ Development	Capital Recycling	Net I	Profit
	➤ Mgmt fees ➤ Performance fees ➤ Transaction fees (acquisition & divestment)	<ul> <li>Sale of gas, utilities &amp; electricity</li> <li>Leasing income</li> <li>Operations &amp; maintenance</li> <li>Facility &amp; Property mgmt.</li> <li>Investment income</li> </ul>	► Property revaluation ► MTM gains/loss	►EPC ►Development profits	▶Disposal gains/loss ▶Gains from en-bloc sales		
Infrastructure	19	107	(1)	14	-	139	32%
Real Estate	13	31	108	110	-	262	60%
Connectivity	6	34	(10)	-	3	33	8%
Corporate activities <sup>ii</sup>						-	
Profit from continuing	38	172	97	124	3	434	100%
operations	9%	39%	22%	29%	1%		
Profit from discontinue	d operations					64	
Net profit	38	172	97	124	3	498	



Includes stakes in listed and private funds - Infrastructure [\$\$17m from listed funds and nil from private funds]; Real Estate [\$\$28m from listed **Keppel Corporation** funds and S\$5m from private funds], and Connectivity [S\$14m from listed funds and S\$1m from private funds]. ii Includes contributions from investments held at corporate level, and overheads and financing costs which have not been attributed to segments.

# 1H22 net profit bridge (continuing operations)

S\$m	Energy & Environment	Urban Development	Connectivity	Asset Management	Corporate & Others
Net Profit by Segment	45	168	10	155	56
Asset Mgmt Income	19	13	6	(38)	-
REITs & Trust	17	79	12	(108)	-
• Private Funds	(1)	6	6	(11)	-
Others & Elimination	59	(4)	(1)	2	(56)
Net Profit by Horizontal Reporting	139	262	33	-	-
	Infrastructure	Real Estate	Connectivity		Corporate Activities

# Capital/Gearing/ROE

S\$m	30 Jun 2023	31 Dec 2022
Shareholders' Funds	10,765	11,178
Total Equity	11,484	11,913
Net Debt	9,848	9,238
Net Gearing Ratio	0.86x	0.78x
Annualised ROE	36.8%	8.4%
Annualised ROE (Excluding Discontinued Operations)	8.0%	7.3%

Note: Net debt and net gearing ratio included lease liabilities



#### Free cash flow

S\$m	1H23	1H22
Operating profit	3,769	427
Depreciation & other non-cash items	(3,435)	(125)
Working capital changes	(423)	(126)
Interest & tax paid	(225)	(297)
Net cash used in operating activities	(314)	(121)
Investments & capex	(537)	(562)
Divestments & dividend income	491	453
Divestment of discontinued operations <sup>i</sup>	(468)	-
Advances to/from associated companies	96	103
Net cash used in investing activities'	(418)	(6)
Cash outflow	(732)	(127)





# **Appendices**

3. Additional Real Estate information

## **Sales achieved - Overseas**

Key Projects	Location	Units Sold in 1H 2023	Sales Value in 1H 2023	Latest Avg. Selling Price
China			(RMB'm)	(RMB'psm)
Glory Land	Shanghai	405	2,158	~49,200
Seasons Residences	Wuxi	107	277	~21,900
North Island Site (UPED)	Tianjin	625	589	~9,600
Total	'	1,137	3,024	
Indonesia			(US\$'m)	(US\$'psm)
West Vista	lakarta	35	2	~1,200
Wisteria	Jakarta	23	4	~1,800
Total		58	6	
India			(US\$'m)	(US\$'psm)
Provident Park Square	Bangalore	689	53	~950
Urbania Township	Mumbai	183	27	~1,580
Total		872	80	



# Residential landbank - Singapore

Project	Stake	Tenure	Total GFA (sf)	Total Units	Units Launched	Units Sold	Remaining Units For Sale	Remaining Area For Sale (sf)
Corals at Keppel Bay*	100%	99-yr	509,998	366	366	360	6	17,268
Reflections at Keppel Bay*	100%	99-yr	2,081,738	1,129	1,129	1,126	3	22,104
19 Nassim	100%	99-yr	99,629	101	25	6	95	88,947
The Reef at King's Dock	39%	99-yr	344,448	429	429	413	16	18,457
Keppel Bay Plot 6	100%	99-yr	226,044	83	-	-	83	207,959
Total	'	1	3,261,857	2,108	1,949	1,905	203	354,735

<sup>\*</sup> Remaining units for sale of Corals at Keppel Bay and Reflections at Keppel Bay includes 1 unit each committed to buyers under deferred payment scheme.



Project	Location	Stake	Total GFA (sm)	Total Units	Units Launched	Units Sold	Remaining Units For Sale	Remaining Area For Sale (sm)
Glory Land	Shanghai	10%	93,871	576	576	405	171	18,258
Waterfront Residences		100%	318,977	1,401	1,347	1,343	58	1,038
Seasons Residences	Wuxi	100%	369,540	2,904	2,904	1,991	913	109,571
North Island Site	Tianjin	49%/ 100%*	1,927,373	16,782	1,361	1,299	15,483	1,726,902
Waterfront Residences II	-	100%	87,743	572	572	354	218	33,924
Hill Crest Residences	Kunming	72%	48,819	263	166	134	129	24,476
Total	,		2,846,323	22,498	6,926	5,526	16,972	1,914,169

<sup>\*</sup> Held through wholly-owned Tianjin Fulong and 49% stake in Tianjin Fushi.



## **Residential landbank - Other Overseas**

As of end-Jun 2023

Project	Location	Stake	Total GFA (sm)	Total Units	Units Launched	Units Sold	Remaining Units For Sale	Remaining Area For Sale (sm)
Vietnam								
Saigon Sports City		100%	780,878	4,261	-	-	4,261	451,905
Palm City		42%	495,900	3,042	1,586	951	2,091	214,983
Empire City		40%	666,224	2,348	1,396	1,386	962	152,262
Riviera Point	HCMC	100%	361,632	2,361	1,889	1,871	490	53,941
Celesta		60%	259,944	2,192	1,612	1,606	586	60,018
Celesta Avenue		30%	16,754	43	43	36	7	1,372
6-ha Residential Project		24.5%	97,351	683	-	-	683	76,368
Subtotal			2,678,683	14,930	6,526	5,850	9,080	1,010,849
Indonesia					'		·	
West Vista at Puri		100%	153,464	2,855	1,404	679	2,176	90,084
Daan Mogot		100%	275,266	4,523	-	-	4,523	226,800
The Riviera at Puri	Jakarta	50%	73,984	510	510	508	2	717
BCA Site		100%	61,458	451	-	-	451	49,167
Wisteria		50%	69,196	621	621	590	31	3,282
Subtotal			633,368	8,960	2,535	1,777	7,183	370,050
India				•			·	,
Urbania Township	Mumbai	49%	747,408	6,960	1,979	1,014	5,946	654,844
Subtotal			747,408	6,960	1,979	1,014	5,946	654,844
Total			4,059,459	30,850	11,040	8,641	22,209	2,035,743



## Residential launch readiness - China

Project	Location	Units Ready to Launch				
	Location	2H 2023	2024	2025		
Glory Land	Shanghai	171	-	-		
Waterfront Residences	Word	58	-	-		
Seasons Residences	Wuxi	483	430	-		
North Island Site	Tioniin	405	1,903	2,647		
Waterfront Residences II	Tianjin	36	110	72		
Hill Crest Residences	Kunming	-	-	31		
Total		1,153	2,443	2,750		



B : .			Units Ready to Launch	
Project	Location	2H 2023	2024	2025
Vietnam				
Saigon Sports City				
Velona		-	-	804
Riviera Point ^				
Phase 1A		-	-	12
The View		-	23	-
The Infiniti		7	11	-
Phase 2		-	-	319
Empire City	110040			
Narra Residences	HCMC	10	-	-
Empire Sky Residences		-	-	201
Celesta ^				
Celesta Rise		6	6	-
Celesta Heights		57	-	-
Celesta Gold		-	-	517
Celesta Avenue ^		7	-	-
6-ha Residential Project		-	67	616
Indonesia				
West Vista at Puri		65	120	120
The Riviera at Puri	Jakarta	2	-	-
Wisteria		31	-	-
India				
Urbania Township	Mumbai	311	760	828
Total		496	987	3,417



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As of end-Jun 2023

Projects/Phases Launched	Location	Total Units	Units Launched as at end-Jun 2023	Units Sold as at end-Jun 2023	Units Remaining as at end-Jun 2023	Expected Completion
China						
North Island Site (UPED Plot 83-08 and 85b-1)	Tianjin	1,232	1,232	1,230	2	1H2024
North Island Site (UPED Plot 83-06)		472	129	69	403	2H2025
Glory Land	Shanghai	576	576	405	171	1H2025
Vietnam						
Narra Residences		278	278	268	10	2H2025
The Infiniti		822	822	804	18	2H2025
Celesta Rise	HCMC	923	917	911	12	2H2024
Celesta Heights		752	695	695	57	1H2026
Celesta Avenue	1	43	43	36	7	1H2024
Indonesia						
Wisteria (Ph 3)	Jakarta	240	240	226	14	2H2024
India						
Urbania Township (Azziano D & L)		290	290	261	29	2H2023
Urbania Township (La Familia A)	1	352	352	232	120	1H2025
Urbania Township (La Familia B)	Mumbai	352	352	180	172	2H2025
Urbania Township (La Familia C)	1	315	315	199	116	2H2025
Urbania Township (La Vie A)	1	520	520	5	515	2H2027
Total		7,167	6,761	5,521	1,646	



As of end-Jun 2023

Projects/Phases to be launched	Lacation	No. of L	No. of Units Expected to be Completed			
	Location	2H 2023	2024	2025		
China						
Waterfront Residences	Wuxi	54	-	-		
North Island Site	Tianjin	-	-	1,823		
Vietnam						
6-ha Residential Project	НСМС	-	67	616		
Total		54	67	2,439		



As of end-Jun 2023

Projects under Development	Location	Stake	GFA (sm)	Development Cost ^	Expected Completion
Singapore					
Keppel South Central (formerly as Keppel Towers)	Singapore	100%	60,370	ТВС	2024
China					
Park Avenue Central	Shanghai	99%	115,950	RMB 3.8b	2024
Seasons City	Tianjin	100%	80,300	TBC	TBC
Vietnam					
		40%	92,370 (Office)		2029
Faceting Oik.	нсмс		99,370 (Retail)	1100050	
Empire City			23,950 (Hotel)	US\$859m	
			32,320 (Service Apt)		
Indonesia					
IFC Jakarta Tower 1	Jakarta	100%	92,500	TBC	TBC
India		1			
Bangalore Tower (formerly as KPDL Grade-A Office Tower)	Bangalore	100%	167,330	INR 11b	2026
Myanmar					
Junction City Ph 2	Yangon	40%	50,000	US\$48.6m *	TBC



TBC: To be confirmed

<sup>^</sup> Excluding land cost

<sup>\*</sup> Investment cost for 40% stake

Key Completed Projects	Location	Stake	GFA (sm)	Net Lettable Area (sm)	Completion
Singapore					
I12 Katong	Singapore	100%	27,140	19,730	2011 *
China					
Trinity Tower		30%	70,000	48,600	2015
International Bund Gateway	Shanghai	29.8%	74,130	62,010	2018
Keppel Greenland Being Fun		99.4%	40,900	30,510	2016 **
The Kube		100%	14,520	10,170	2004
Linglong Tiandi Tower D	D - :::	100%	11,630	10,640	2012
Shangdi Neo	Beijing	100%	4,240	4,240	2003
Westmin Plaza	Guangzhou	30%	42,520	34,990	2008
Seasons City	Tianjin	100%	67,140 (Retail Mall) 15,010 (Office Tower A)	45,030 (Retail Mall) 15,010 (Office Tower A)	2021
Vietnam					
Saigon Centre Ph 1	нсмс	61.3%	17,200 (Office)	11,680 (Office)	1996
Saigon Centre Ph 2		61.3%	55,000 (Retail)	37,980 (Retail)	2016 (Retail)
			44,000 (Office)	34,000 (Office)	2017 (Office)
Estella Place		98%	37,000 (Retail)	26,040 (Retail)	2018
Indonesia					
IFC Jakarta Tower 2	Jakarta	100%	61,300	50,200	2016
Myanmar					
Junction City Tower	Yangon	40%	53,100	33,400	2017
Philippines					
SM-KL Project	Manila	27.4%	80,150 (Retail)	49,720 (Retail)	2017 (Retail)
			118,480 (Office)	89,340 (Office)	2019 (Office)
South Korea					
Samhwan Building	Seoul	39.5%	31,400	17,960	1980

## **Sino-Singapore Tianjin Eco-City**

#### Recent residential land sales in the Tianjin Eco-City by SSTEC

Plot	Date	Sales Value (RMB'm)	Land Area (Hectare)	Plot Ratio	<b>GFA</b> (sm)	Selling Price	
						Based on Land Area (RMB'm/hectare)	Based on GFA (RMB/sm)
Plot 18b-2	Jun 2023	460	6.06	1.3	79,684	76	5,777
Plot 35	Apr 2023	555	6.26	1.7	102,900	89	5,393
Plot 17	Mar 2021	1,512	20.28	1.5	299,590	75	5,047
Plot 18b	Oct 2020	669	7.22	1.1	79,700	93	8,400
Plot 36	Apr 2020	1,174	10.86	1.6	167,400	108	7,000
Plot 30c	Sep 2019	438	2.77	3.1	84,500	158	5,200
Plot 34	Aug 2019	1,017	9.21	1.6	141,800	110	7,200

#### Remaining land to be developed

- To-date, ~43% of land in the Eco-City remains to be developed or sold to third parties
- Of the remaining land, ~66% is residential land, while the other plots comprise commercial and industrial land



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