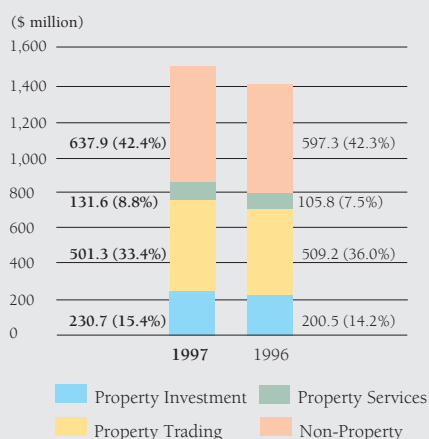
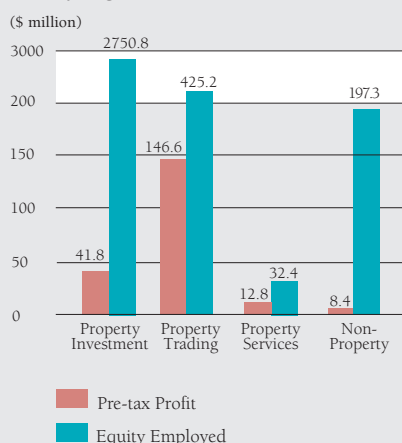


# Segmental Reporting

Sales Mix



Profit and Equity Employed by Segment



## Property Investment

For 1997, sales from Property Investment were \$230.8 million or 15.4% of Group total (including associated companies). This was 15.1% above the previous year's figure of \$200.5 million (or 14.2% of Group sales for that year).

In Singapore, all of the Group's office buildings - Ocean Building, Ocean Towers, The Exchange, Keppel Towers and GE Tower - were practically fully let in 1997. Bugis Junction, an integrated development comprising offices, large-scale retail space and Hotel Inter-Continental, Singapore, is very close to achieving 100% occupancy.

In Vietnam, International Centre located in Hanoi is more than 90% let. For Saigon Centre (Phase 1) which comprises three-storey retail, 11-storey office and 89 serviced apartments the occupancy rates are 80% for office blocks and 90% for serviced apartments.

At the pre-tax profit level, Property Investment's contribution was \$41.8 million or 19.9% of the Group figure. For 1996, the segment's share was lower at 16.7%, with a pre-tax profit of \$39 million.

## Property Trading

This segment was again the best performer in 1997.

From sales of \$501.3 million (or 33.4% of Group revenue), Property Trading made 70% of Group pre-tax profit with a contribution of \$146.6 million. Property Trading's sales and pre-tax profit in 1996 were \$509.1 million and \$184.6 million (representing 36% and 78.9% of Group figures) respectively.

Pebble Bay, the Group's waterfront condominium in Tanjong Rhu, obtained its Temporary Occupation Permit in 1997 and sales have exceeded 85%. As for the industrial projects, Quartz was 69% sold while Orion was 60% sold. Both buildings were granted Temporary Occupation Permits in 1997.

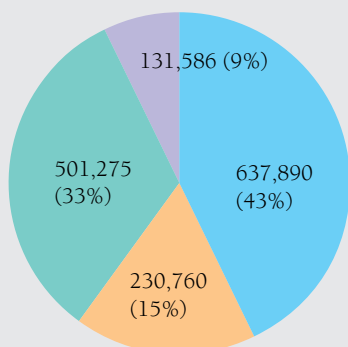
Peck Seah Street shophouses were 87% sold. The year also saw the sale of shop units at Bukit Timah Plaza and the initial contribution from the partial sale of Prudential Tower.

In Skudai, Johor, the Company's joint venture township project launched the sale of another 263 residential houses in 1996. More than 30% has been sold.

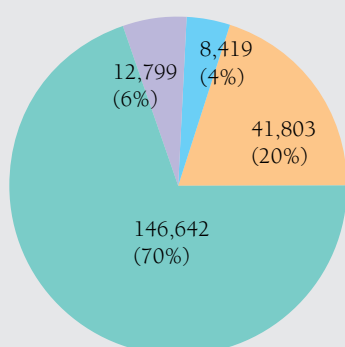
At Pasadena Garden, Jakarta, Phase 1 comprising 147 strata-title condominium units, 50 rental apartments and a club-house has been completed, and almost half of the condominium apartments have been sold.

At Marlborough Place, London, a further eight apartments were sold in 1997.

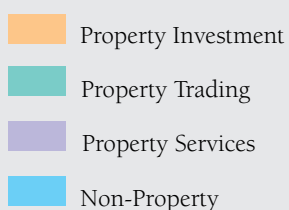
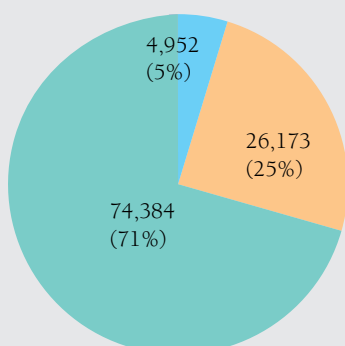
Sales  
(\$'000)



Pre-tax Profit  
(\$'000)



Attributable Profit  
(\$'000)



## Property Services

This is the fee-based segment of the Group's business and includes marketing, project management, property and hotel / serviced apartment management services and related technical consultancy services.

After accounting for the profit of \$48.2 million from the sale of 30% shareholding in the development company of Capital Square, Property Services made a pre-tax profit of \$12.8 million (or 6.1% of Group pre-tax profit) from sales of \$131.6 million (or 8.8% of total sales for the Group). In 1996, sales and pre-tax profits from Property Services were \$105.8 million and \$2 million (representing 7.5% and 0.9% of Group figures) respectively.

## Non-Property

For 1997, Non-Property comprising the Group's associated companies (engaged in telecommunications and transportation, engineering, leisure and financial services activities) provided a pre-tax profit of \$8.4 million or 4% of Group pre-tax profit. Non-Property sales of \$637.9 million represented 42.4% of Group sales (including associated companies). In 1996, Non-Property pre-tax profit contribution was \$8.2 million from sales of \$597.3 million.

## Equity Employed

At 31 December 1997, the Group's equity employed amounted to \$3.4 billion, 1.7% up from the corresponding position a year ago. This came from funds provided by the Company's shareholders and the minority shareholders in certain subsidiary companies. The greater part of these funds was utilised by Property Investment (\$2.7 billion or 80.8%). Property Trading's utilisation was \$425 million (or 12.5%), followed by Property Services' \$34 million (or 1%), and Non-Property's was \$194 million (or 5.7%).

	Sales and Profits by Segment		Sales		Pre-tax Profit		Attributable Profit	
	1997	1996	1997	1996	1997	1996	1997	1996
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
<b>Property</b>								
Investment	230,760	200,524	41,803	39,026	26,173	22,214		
Trading	501,275	509,137	146,642	184,626	74,384	75,696		
Services *	131,586	105,787	12,799	2,018	(846)	(1,827)		
	<b>863,621</b>	815,448	<b>201,244</b>	225,670	<b>99,711</b>	96,083		
<b>Non-Property</b>	<b>637,890</b>	597,314	<b>8,419</b>	8,160	<b>4,952</b>	5,516		
	<b>1,501,511</b>	1,412,762	<b>209,663</b>	233,830	<b>104,663</b>	101,599		
Group	621,160	591,742	198,302	216,881	98,861	90,371		
Associates	880,351	821,020	11,361	16,949	5,802	11,228		
	<b>1,501,511</b>	1,412,762	<b>209,663</b>	233,830	<b>104,663</b>	101,599		

\* Includes exceptional item