



Stock Code: 54

# HOPEWELL HOLDINGS LIMITED

合和實業有限公司



Annual Results **2015/16**

**23 August 2016**

Presentation slides are available on [www.hopewellholdings.com](http://www.hopewellholdings.com)

## FY2016

- **HHL is planning celebrations for 45<sup>th</sup> anniversary of listing on HK Stock Exchange**  
合和實業正籌備在港交所上市45週年紀念活動
- **EBIT before completion and redevelopment gains up 6% yoy to HK\$1,944m**  
除利息及稅項前溢利 (未計及落成收益及重建收益) 按年上升6%至港幣19.44億元
- **Core profit<sup>#</sup> (ex-fair value gain of completed investment properties) down 14% yoy to HK\$1,417m (HK\$1.63/share), mainly because last year included completion and redevelopment gains of HK\$420m\***  
公司股東應佔核心溢利 (未計及已落成投資物業的公平值收益) 按年下跌14%至港幣14.17億元 (每股港幣1.63元)，主要由於上年度包括落成收益及重建收益共港幣4.2億元
- **Total dividend per share HK130 cents (final DPS HK75 cents; interim DPS HK55 cents)**  
全年股息每股港幣130仙 (末期股息每股港幣75仙；中期股息每股港幣55仙)
- **Retail rental income up 20% yoy, as retail portfolio consists of neighborhood shopping centres for local shoppers and less hit by drop in tourists**  
零售租金收入按年上升20%，由於零售物業組合是以本地消費為主的鄰里購物中心，受旅客減少的影響較輕

<sup>#</sup> Attributable to owners of the Company

\* FY15: completion gain on Lee Tung Avenue HK\$120m and redevelopment gain of 155-167 QRE HK\$300m

## FY2016

- **E-Max's rental income grew 27% yoy, mainly driven by new tenants (e.g. Volkswagen showroom)**  
E-Max零售租金收入按年增長27%，主要由新租戶帶動 (如：大眾汽車陳列室)
- **Hopewell Centre II construction advancing full steam forwards, plans to commence operation in 2019**  
合和中心二期的建築工程全速進行中，並計劃在2019年開始營運
- **Booked HK\$4.1b revenue from The Avenue Phase 2 sales**  
囍匯二期銷售收益港幣41億元已入賬
- **Hopewell New Town achieved sales revenue target, RMB256m booked**  
合和新城的銷售收入達標，人民幣2.56億元已入賬
- **Panda Hotel's total revenue fell 9% yoy mainly due to drop in tourist arrival. ↑ F&B revenue offset by ↓ room revenue**  
悅來酒店的整體收入按年下跌9%，主要由於訪港旅客下跌。餐飲收入上升被客房收入下跌所抵銷
- **Exchange loss HK\$125m due to RMB depreciation\***  
人民幣貶值帶來的匯兌虧損為港幣1.25億元
- **Reduced RMB exposure by converting RMB deposit into HKD mainly for loan repayments**  
通過把人民幣存款轉為港幣並主要用作償還貸款，減少人民幣風險承擔

\* Represents exchange loss attributable to owners of the Company of HK\$60m & HK\$65m from share of GS' USD loan and HHL corporate level's RMB deposit respectively

## Upcoming: FY2017 & Beyond

- **E-Max in evolution now: G/F upmarket fashion outlets and 2/F food court plan to open 3Q2016 and 4Q2016 respectively**  
E-Max正在蛻變：地下的高級服裝特賣場和2樓的美食廣場，分別計劃於2016年第3季和第4季開業
  - **Target E-Max's rental income to grow 50% in FY19 vs FY16**  
目標為2019財年E-Max的租金收入較2016財年增長50%
- **155-167 QRE envisions to commence operation in 2019, target FY21 rental income (full-year) of not less than HK\$40m**  
皇后大道東155-167號項目預估在2019年開始營運，目標在2021財年的全年租金收入將不少於港幣4,000萬元
- **Hopewell New Town expects to book sales revenue of approximately RMB600m in FY17, of which 69% sales achieved as of 11 Aug 2016**  
合和新城預期在2017財年銷售收入入賬約人民幣6億元，在2016年8月11日銷售已達到目標的69%
- **Exchange loss\* will increase ~HK\$8m for every 1% RMB depreciation mainly based on GS' USD188m^ loan**  
人民幣每貶值1%，匯兌虧損將增加約港幣800萬元，主要源自廣深高速1.88億美元的貸款

\* Attributable to owners of the Company

^ HHI's share as of 30 Jun 2016

# Results Highlights 業績摘要

For the year ended 30-Jun 截至6月30日止年度	2015 HK\$m	2016 HK\$m	% change 變動	Major reasons
<b>EBIT (before completion gain and redevelopment gain)</b> 除利息及稅項前溢利 (未計及落成收益和重建收益)	1,837	1,944	+6%	<ul style="list-style-type: none"> <li>i) Profit shared from sales of The Avenue Phase 2</li> <li>ii) Continued growth of investment properties business, <i>offset</i></li> <li>iii) Exchange loss due to RMB depreciation (mainly GS' USD loan and HHL corporate level's RMB deposit)</li> <li>iv) ↓Treasury income, hospitality and Heyuan Power Plant's profits</li> </ul>
<b>Core Profit (ex-fair value gain of completed inv't properties)</b> 核心溢利 (未計及已落成投資物業公平值收益)	1,655*	1,417	-14%	Last year included completion and redevelopment gains of HK\$420m
<b>Profit attributable to owners of the Company</b> 公司股東應佔溢利	2,835*	2,762	-3%	

## ■ Profit# before exchange gain/loss ↑2% to HK\$2,887m

公司股東應佔溢利 (未計及匯兌收益/虧損) 上升2%至港幣28.87億元

\* Included HK\$120m completion gain of Lee Tung Avenue and HK\$300m redevelopment gain of 155-167 QRE

# Attributable to owners of the Company

(HK\$ in million) (港幣百萬元)

For the year ended 30-Jun 截至6月30日止年度	Revenue 收入			EBIT <sup>N1</sup> 除利息及稅項前溢利		
	2015	2016	yoy	2015	2016	yoy
<b>Investment properties and hospitality</b> 投資物業和酒店及餐飲						
<b>Property letting, agency &amp; management</b> 物業租務、代理及管理	1,015	1,119		632	739	
<b>Hotel, restaurant &amp; catering</b> 酒店、餐廳及餐飲營運	484	451		132	100	
sub-total 小計	1,499	1,570	+5%	764	839	+10%
<b>Property development</b> 物業發展	1,071	4,364	+307%	185	463	+150%
<b>Toll road investment</b> 收費公路投資	2,406	2,408	+0%	623	610	-2%
<b>Power plant</b> 電廠	1,028	774	-25%	164	105	-36%
<b>Treasury income</b> 財資收入	231	119	-48%	231	119	-48%
<b>Others</b> 其他	-	-		(130)	(192)	n/a
<b>Revenue / EBIT before completion and redevelopment gains</b> 收入／除利息及稅項前溢利 (未計及落成收益及重建收益)	6,235	9,235	+48%	1,837	1,944	+6%
<b>Completion gain on Lee Tung Avenue</b> 利東街落成收益	-	-		120	-	
<b>Redevelopment gain of 155-167 QRE<sup>N2</sup></b> 皇后大道東155-167號重建收益	-	-		300	-	
<b>Revenue / EBIT</b> 收入／除利息及稅項前溢利	6,235	9,235	+48%	2,257	1,944	-14%
				<b>Results 業績</b>		
				2015	2016	yoy
<b>Earnings before interest &amp; tax</b> 除利息及稅項前溢利				2,257	1,944	
<b>Finance costs</b> 財務成本				(90)	(59)	
<b>Fair value gain of completed investment properties</b> 已落成投資物業公平值收益				1,180	1,345	
<b>Profit before tax</b> 除稅項前溢利				3,347	3,230	
<b>Taxation</b> 稅項				(267)	(235)	
<b>Profit for the period</b> 本期溢利				3,080	2,995	
<b>Minority interests</b> 少數股東應佔淨溢利				(245)	(233)	
<b>Profit attributable to owners of the Company</b> 公司股東應佔溢利				2,835	2,762	-3%
<b>Core Profit (excl. fair value gain of completed investment properties)</b> 核心溢利 (未計及已落成投資物業公平值收益)				1,655	1,417	-14%

N1: These figures represent EBIT of the Company and its subsidiaries plus net profits (after interest and tax) shared from JVs

N2: Refers to the initial fair value gain arising from the commencement of redevelopment of 155-167 QRE

# Financial Highlights

財務摘要



For the year ended 30-Jun 截至6月30日止年度	2015		2016		% change 變動(%)
<b>EPS (HK\$)</b> 每股溢利 (港元)	3.25		3.17		-2%
<b>DPS (HK cents)</b> 每股股息 (港仙)	<b>Interim:</b> 中期	50	<b>Interim:</b> 中期	55	
	<b>Final:</b> 末期	70	<b>Final:</b> 末期	75	
	<b>Total:</b> 合計	120	<b>Total:</b> 合計	130	

# Results Highlights



## 業績摘要

### ■ Operating profit\* from prime-earning businesses ↑6% to HK\$1,234m in FY16

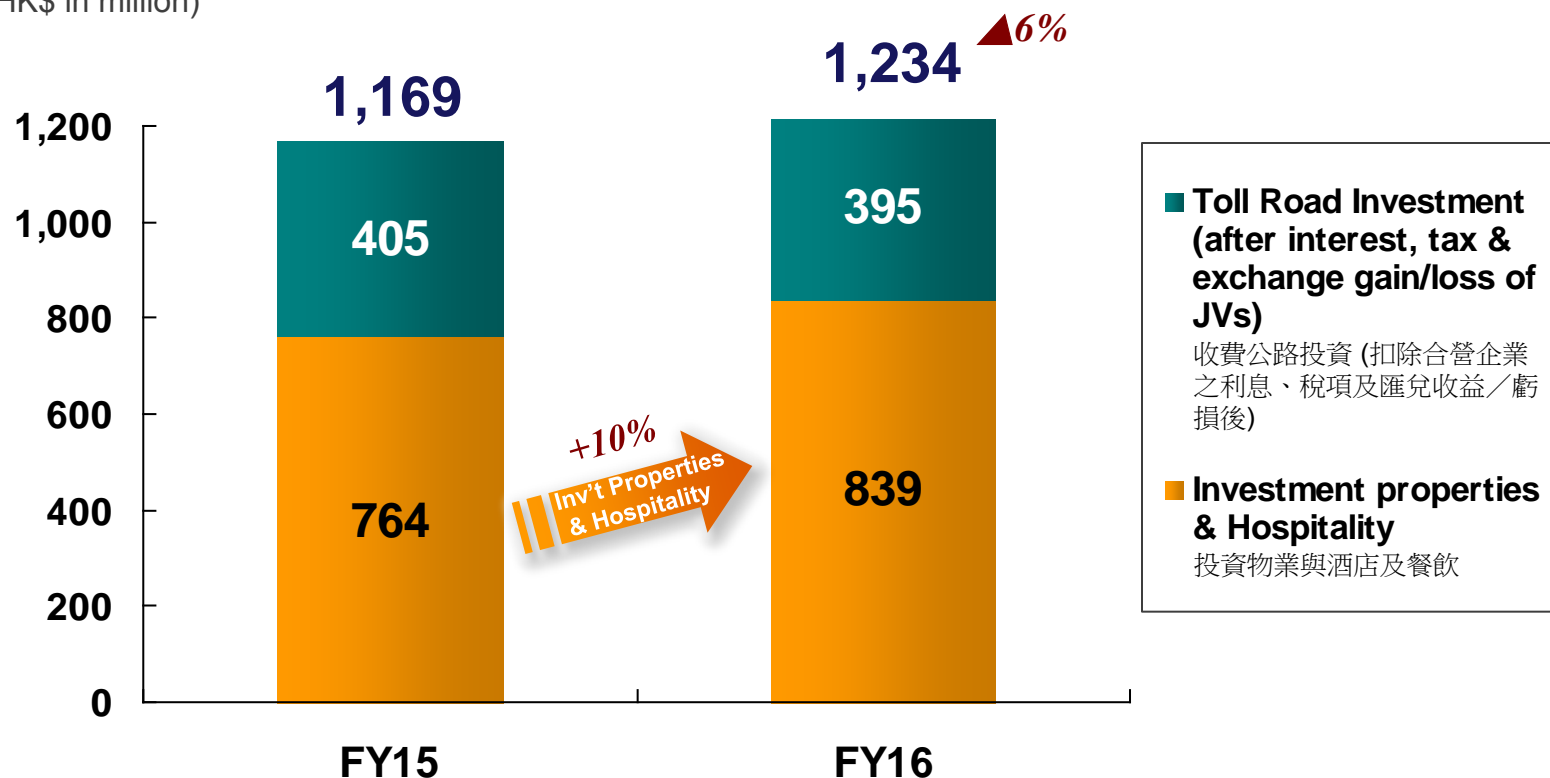
2016財年重點收益業務的營運溢利上升6%至港幣12.34億元

#### ◆ From toll road investment, investment properties and hospitality

來自收費公路投資、投資物業和酒店及餐飲業務

### Operating Profit\* from Prime-earning Businesses

(HK\$ in million)

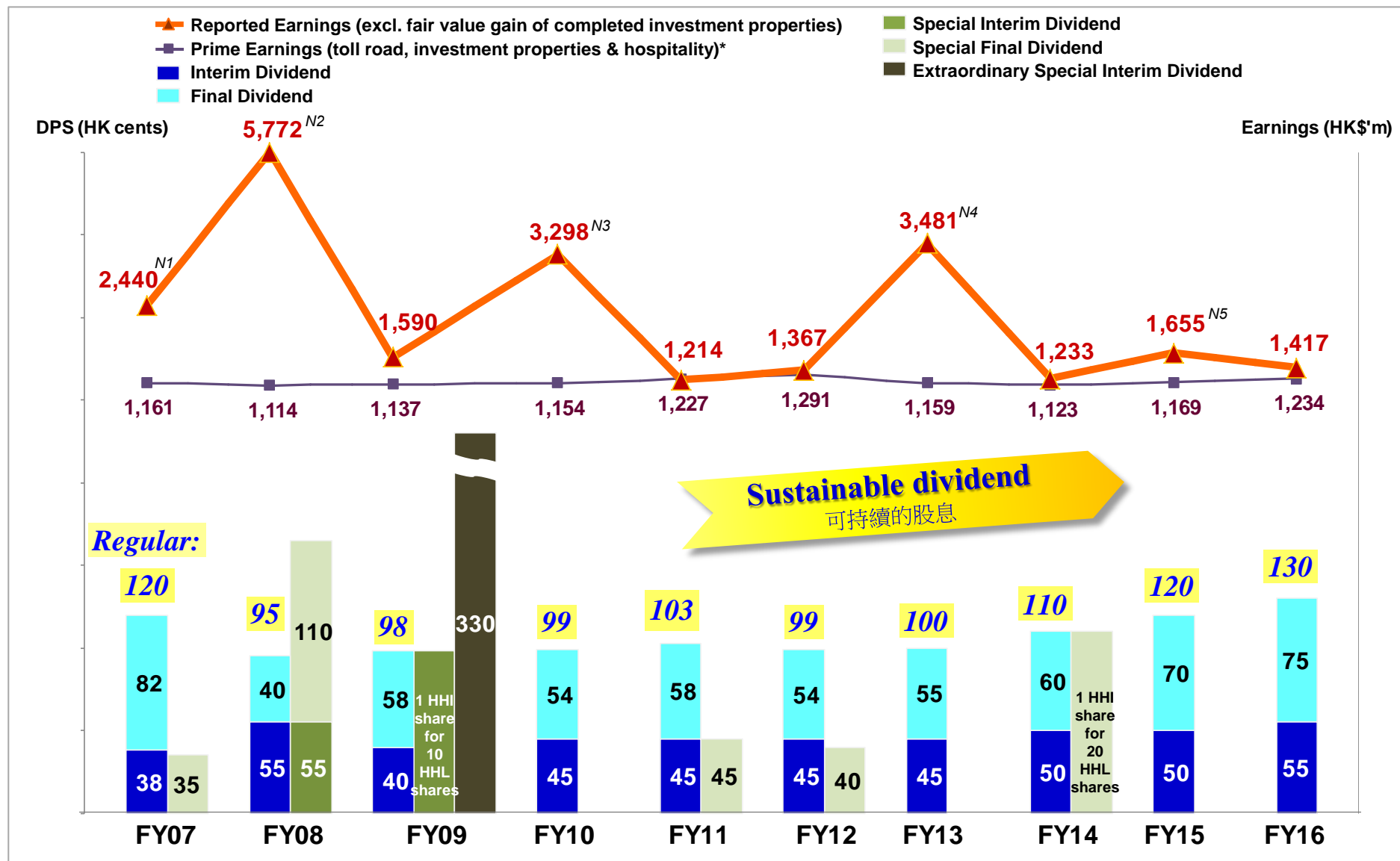


\* Being EBIT net of proportional share by non-controlling interests



# HHL's Dividend & Earnings History

## 合和實業的股息及收益往績



\* EBIT net of proportional share by non-controlling interests  
 N1: Including Nova City property sales  
 N2: Including disposal gain of Nova City HK\$3,948m and Ring Road HK\$793m  
 N3: Including BW12 completion gain HK\$2,238m  
 N4: Including HCII land conversion gain HK\$2,249m  
 N5: Including Lee Tung Avenue completion gain HK\$120m & 155-167 QRE redevelopment gain HK\$300m

# HHL's Solid Financial Position



## 合和實業財務穩健

### ■ Adequate funding for projects under development

足以應付發展中項目的資金需要

### ■ Refinanced existing HK\$2b loan facility expiring 2018 with a 5-year HK\$3.2b loan facility

用五年期的港幣32億元備用貸款，為2018年到期的港幣20億元備用貸款再融資

### ■ Net cash HK\$336m as at 30 Jun 2016

在2016年6月30日的淨現金為港幣3.36億元

<b>HHL Corporate Level</b> 合和實業公司層面	<b>30-Jun-15</b> HK\$'M	<b>30-Jun-16</b> HK\$'M	<b>Change</b> HK\$'M
<b>Cash</b> 現金	3,768	2,886	-882
<b>Available Banking Facilities</b> 可動用銀行貸款額	910	3,590	+2,680
<b>Cash + Available Banking Facilities</b> 現金+可動用銀行貸款額	4,678	6,476	+1,798
<b>Net Debt</b> 淨債務	592	<b>Net Cash</b> <b>\$336m</b>	
<b>Net Gearing Ratio# (%)</b> 淨資產負債比率	1.5%		

# Net debt / Shareholders' equity (exclude equity shared from HHI)

# E-Max's Evolution Showing Success

– Since The Metroplex opened Feb 2014

E-Max的蛻變展現成功 - 自從星影匯於2014年2月開業後

- **Introduced more popular brands to E-Max**  
E-Max引入更多知名品牌

- **Well-received by market**  
獲得市場熱烈反應

- **E-Max's rental income ↑27% yoy in FY16**  
2016財年E-Max的租金收入按年上升27%

- **↑ Customers' spendings**  
顧客消費上升

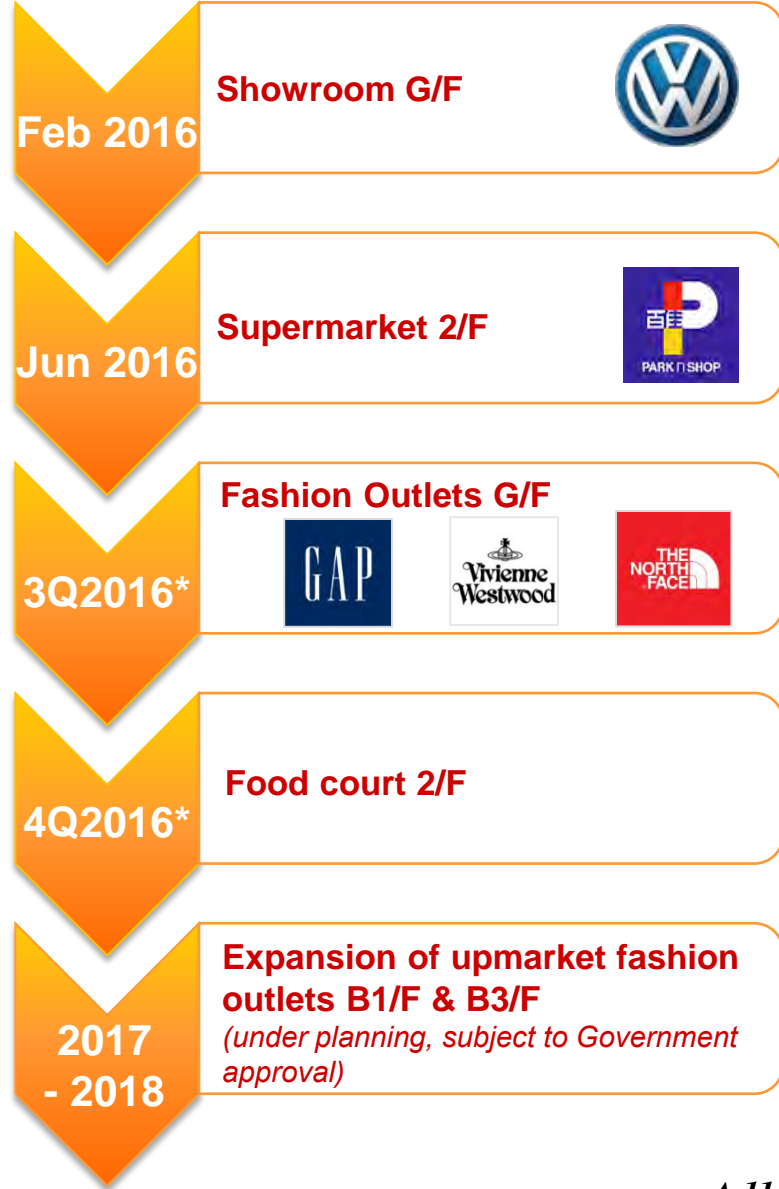
- ◆ **F&B sales/sq.ft. ↑200% to ~\$470 (FY16 vs FY14)**  
2016財年的每平方呎餐飲消費較2014財年上升200%至約港幣470元



E-Max fashion outlets



Metroplex (opened Feb-14)



\* Target date

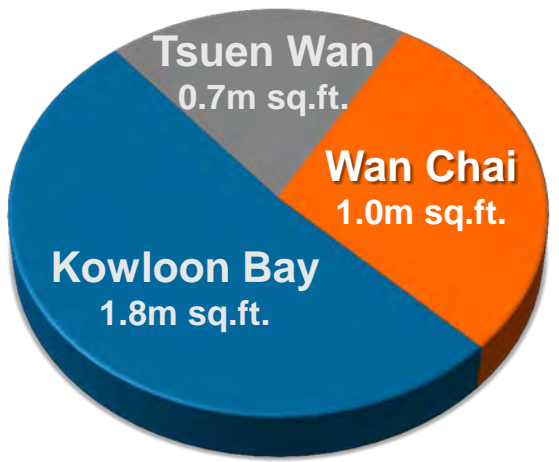
# Investment Properties under Development

## - Future Growth Driver

發展中的投資物業：未來的增長動力

### Existing

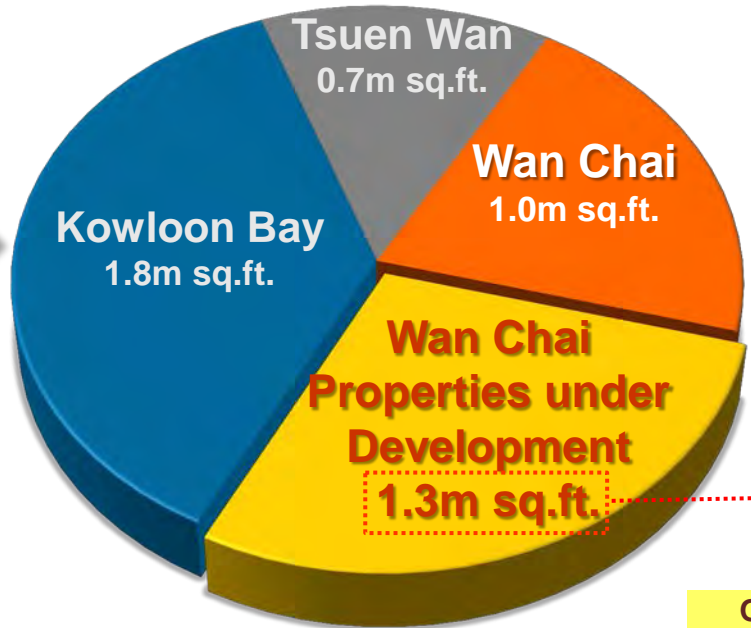
Total GFA: 3.5 million sq.ft.



+37%

### Future

Total GFA: 4.8 million sq.ft.



- **Substantial increase in rental income**

租金收入將大幅增加

- **Prime locations, synergy with existing portfolio**

位於黃金地段，並與現有物業組合產生協同效應

	Use	Operation Start <sup>^</sup>	GFA (sq.ft.) <sup>^</sup>
Hopewell Centre II	Conference Hotel	2019	1,100,000
155 - 167 QRE	Commercial	2019	75,000
Hill Side Terrace Cluster	Residential	under planning	130,000
			<b>1.3m</b>

# Hopewell Centre II, Wan Chai - Conference Hotel with 1,024 rooms

灣仔合和中心二期：擁有1,024間客房的會議酒店

## Target operation start in 2019

目標在2019年開始營運

## Site formation works in progress

正進行土地平整工程

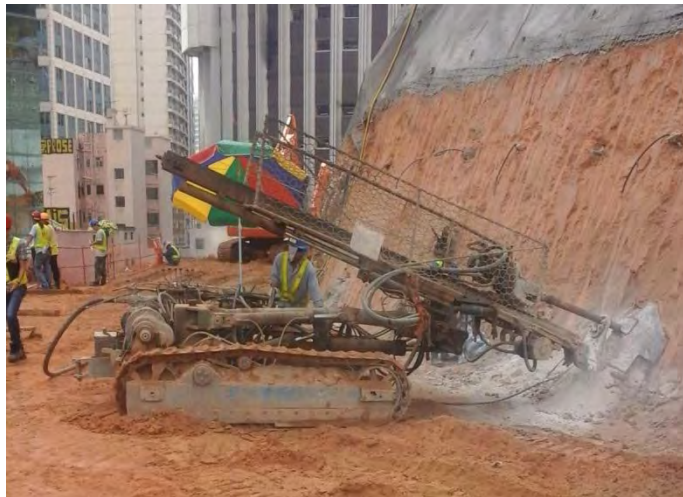
- ◆ Average daily number of workers on site: ~100  
地盤日均工人約100人
- ◆ Excavated soil/rock: ~48,000m<sup>3</sup>  
已挖掘約48,000立方米的泥土／石塊

Total GFA<sup>N1</sup>: 101,600 sq.m.  
 - Hotel: 70,500 sq.m.  
 - Retail: 27,700 sq.m.  
 - Office: 3,400 sq.m.

## Capex Plan<sup>N1</sup> (HK\$m)

Up to 30 Jun 2016	FY17	FY18	FY19 & Beyond
around \$4,570 <sup>N2</sup>	\$550	\$2,530	\$1,350

**Planned Total Investment: around \$9b - \$10b**



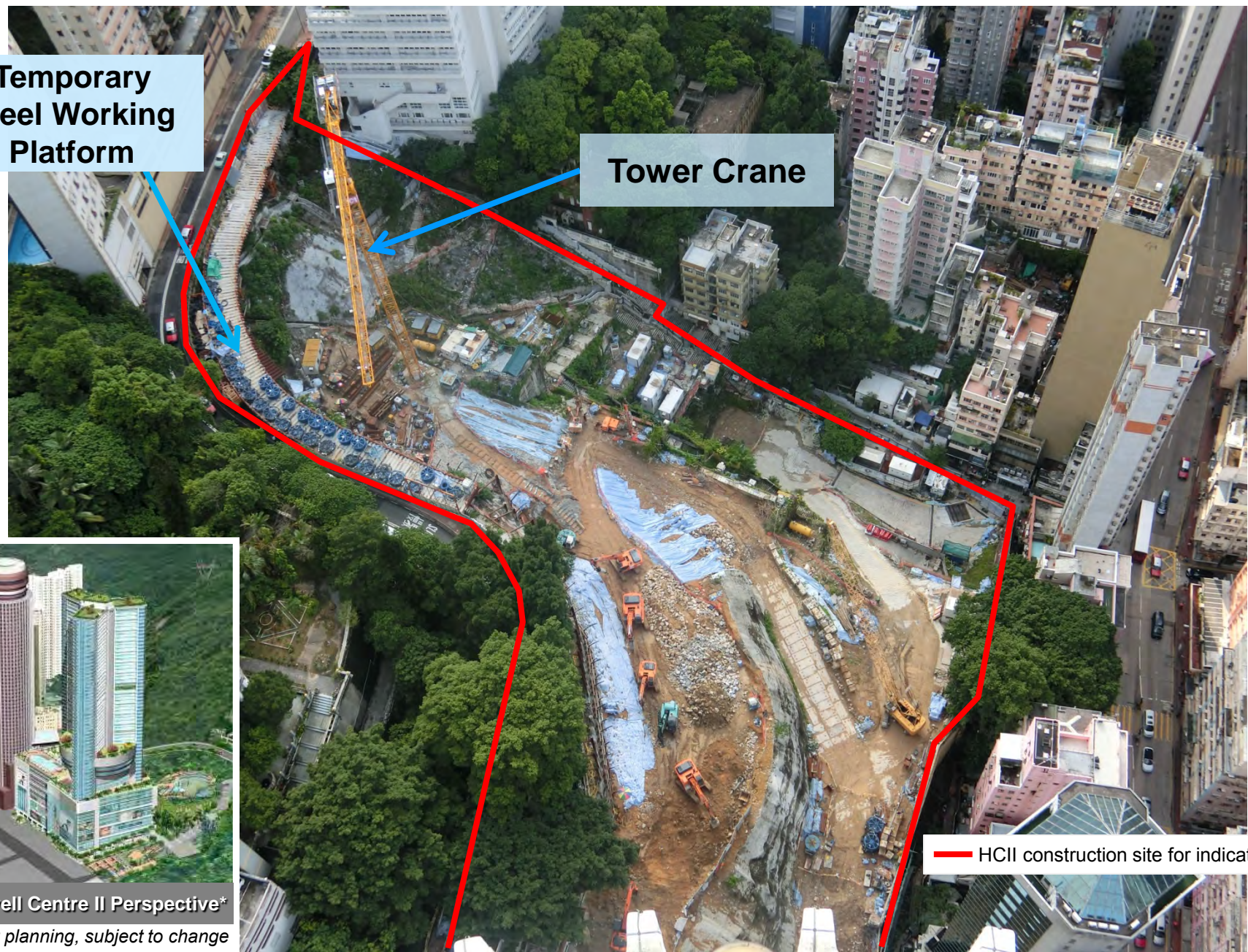
Soil Nail Installation

N1: Present planning, subject to change  
 N2: Include land premium HK\$3,726m

# Hopewell Centre II, Wan Chai - Construction Progress



灣仔合和中心二期：工程進度



Temporary  
Steel Working  
Platform

Tower Crane

— HCII construction site for indication only



Hopewell Centre II Perspective\*

\* Present planning, subject to change

# 155-167 Queen's Road East, Wan Chai

灣仔皇后大道東155-167號

- **Construction works to develop a commercial property (scale similar to QRE Plaza) are underway**

正進行建築工程，將發展為商業大廈 (規模類似QRE Plaza)

- **Envision to commence operation in 2019**

預估在2019年開始營運

- **FY21 rental income target (full year): not less than HK\$40m**

目標在2021財年的全年租金收入將不少於港幣4,000萬元

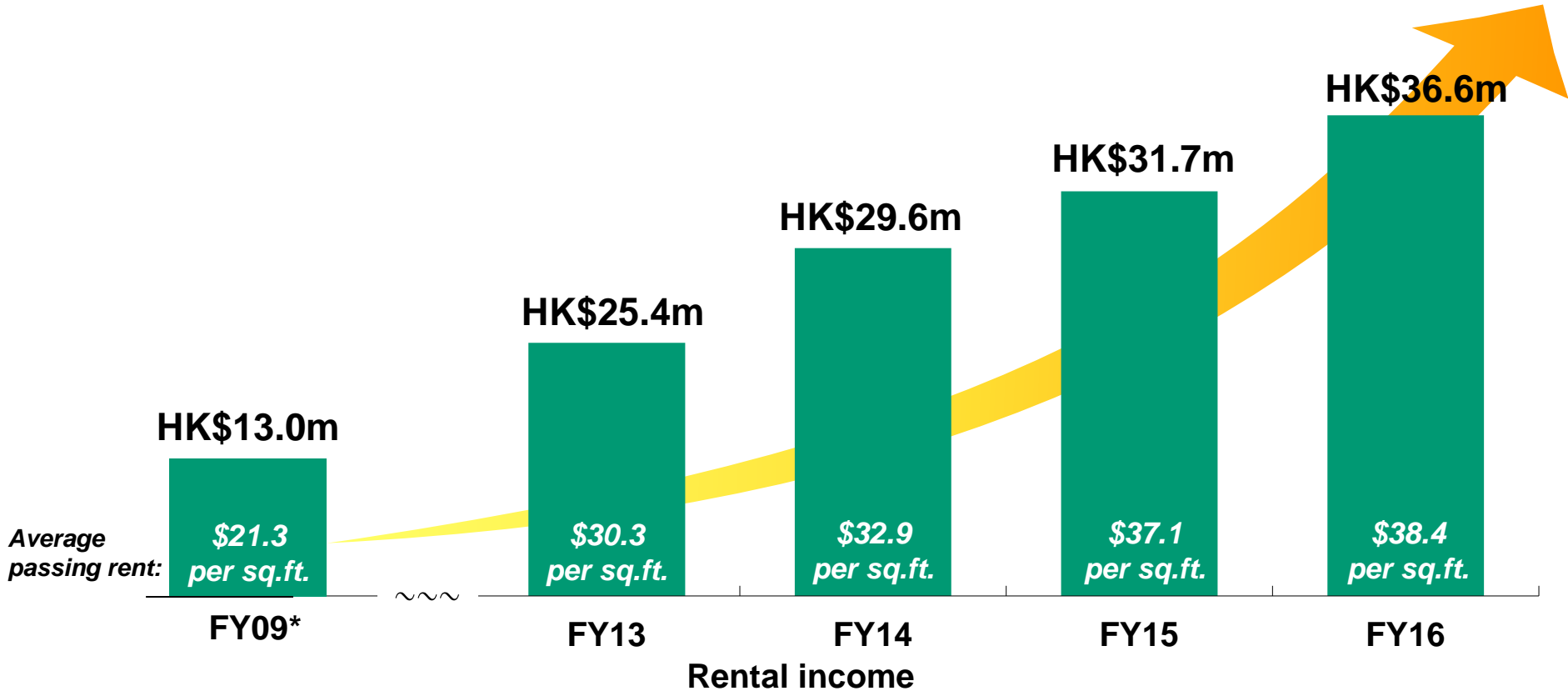
	155-167 Queen's Road East
Site Area	5,000 sq.ft.
Development GFA	75,000 sq.ft.

### ■ Refining tenant mix helps lift rental income

優化租戶組合，有助提升租金收入

*New tenants:*

<ul style="list-style-type: none"> <li>■ F&amp;B:                     <ul style="list-style-type: none"> <li>- Han Ga Ram</li> <li>- O'Phillie's Bar</li> </ul> </li> <li>■ Bioscreen Organic Beauty</li> </ul>	<ul style="list-style-type: none"> <li>F&amp;B:                     <ul style="list-style-type: none"> <li>- Mahalo Tiki Lounge</li> <li>- My House</li> <li>- Momojein</li> <li>- Espuma</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>- TESLA car showroom (opened May-16)</li> </ul> 
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\* QRE Plaza opened in Nov 2007



# Hill Side Terrace Cluster Comprehensive Development

## 山坡臺建築群綜合發展

- **Propose to restore and preserve Nam Koo Terrace and develop a residential building with open space provision**

建議修復和保育南固台，同時發展住宅大廈並提供休憩用地

- **Pending resubmission of preservation cum development plan to Town Planning Board**

有待再向城規會提交寓保育於發展規劃的申請

- **Book cost as at 30 Jun 2016: ~HK\$600m**

在2016年6月30日，賬面成本約港幣6億元

Land Lots owned by HHL	Site Area (sq.m.)
1-3 Hill Side Terrace	516
1A Hill Side Terrace	585
Nam Koo Terrace	685
Miu Kang Terrace	342
Schooner Street Site	270
<b>Total:</b>	<b>2,398</b>

# Timeline for Projects\*

項目進度

CY	2014	2015	2016	2017	2018	2019	> > > >
<b>Hong Kong</b>							
<b>Hopewell Centre II (HHL 100%)</b>	<b>Construction works</b>						<b>Operation start: 2019</b>
<b>155-167 Queen's Road East (HHL 100%)</b>			<b>Construction works</b>				<b>Operation start: 2019</b>
<b>Hill Side Terrace Cluster^ (HHL 100%)</b>			<b>Pending resubmission of preservation cum development plan to Town Planning Board</b>				

^ Includes 1-3 Hill Side Terrace, 1A Hill Side Terrace, Nam Koo Terrace, Miu Kang Terrace and Schooner Street Site

\* Present planning, subject to change



# Investment Properties and Hospitality

## - Healthy Growth in past 5 years



投資物業和酒店及餐飲：過去5年增長穩健

### ■ Revenue ↑5% yoy to HK\$1,570m in FY16

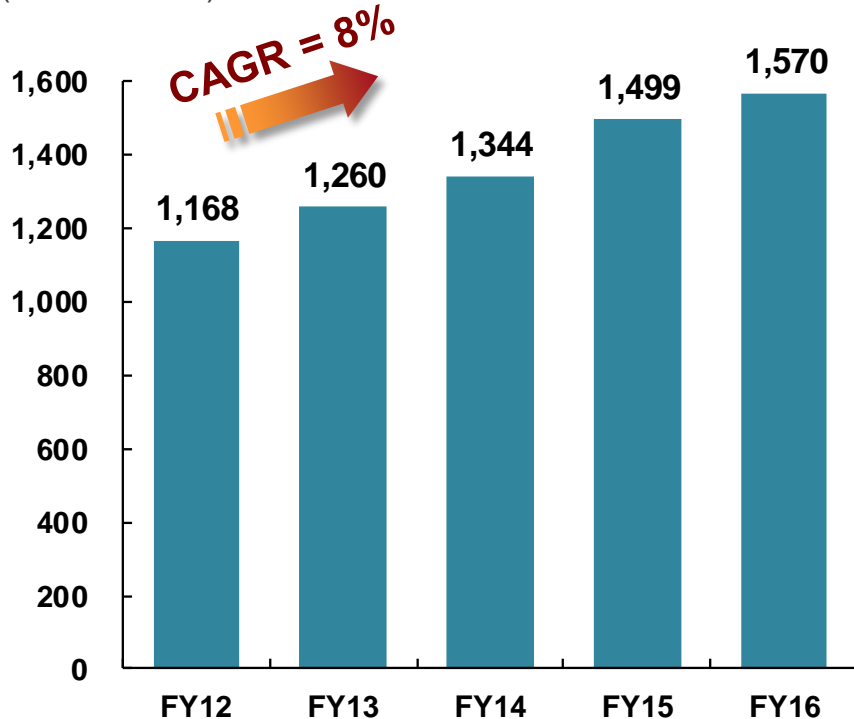
2016財年的收入按年增長5%達港幣15.70億元

### ■ EBIT ↑10% yoy to HK\$839m in FY16

2016財年的除利息及稅項前溢利按年增長10%達港幣8.39億元

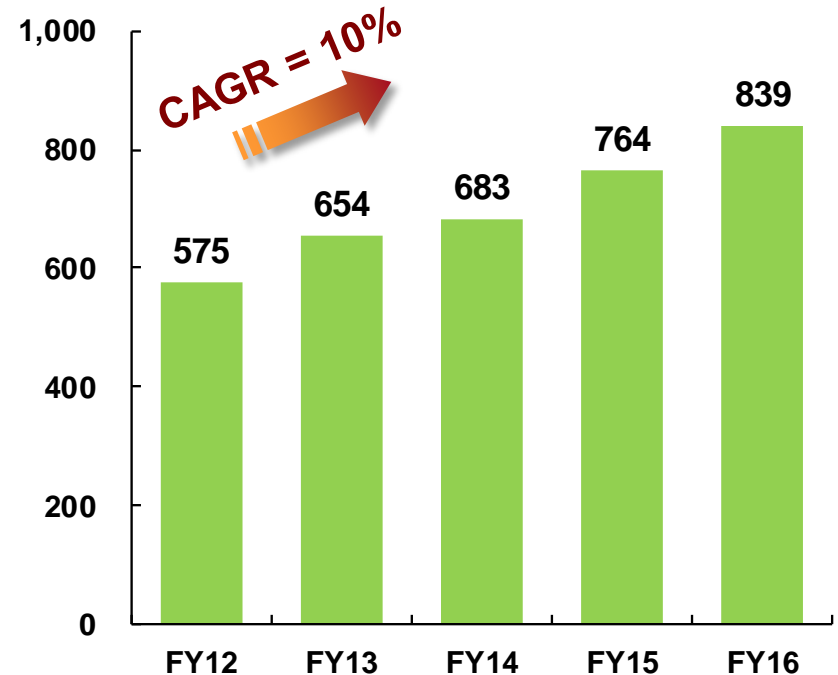
#### Revenue – Investment Properties & Hospitality

(HK\$ in million)



#### EBIT – Investment Properties & Hospitality

(HK\$ in million)



# Investment Properties' Performances



## 投資物業的表現

### ■ EBIT margin improved to 66% in FY16 (FY15: 62%)

2016財年的除利息及稅項前溢利率改善至66% (2015財年：62%)

#### ◆ Due to rise in rental revenue and cost control

由於租金收入上升和有效控制成本

### ■ Office strategy will be defensive

將採取防守性的寫字樓租務策略

#### ◆ Given market uncertainty, focus on renewing existing tenants with flexible lease term to increase flexibility

在市況不明朗下，主要集中與現有租戶續約，配合靈活的租務條款，增加營運彈性

	Average Occupancy Rate <sup>N1</sup>		Average Rental Rate yoy change
	FY15	FY16	
Hopewell Centre	95%	93%	+8%
KITEC Office	96%	96%	+11%
KITEC E-Max	88%	90%	+23%
Panda Place	95%	96%	+9%
QRE Plaza	91%	100%	+5%
Lee Tung Avenue	-	96% <sup>N2</sup>	n/a
GardenEast (apartments)	94%	82%	+6%

Areas already leased & occupied by tenants + Areas reserved for specified use  
+ Areas where leases have been committed but not yet commenced

N1: Occupancy rates in the whole presentation =

Total lettable area

N2: Figure for Jun 2016. Lee Tung Avenue soft opened in Dec 2015

# Hopewell Centre, Wan Chai

## 灣仔合和中心

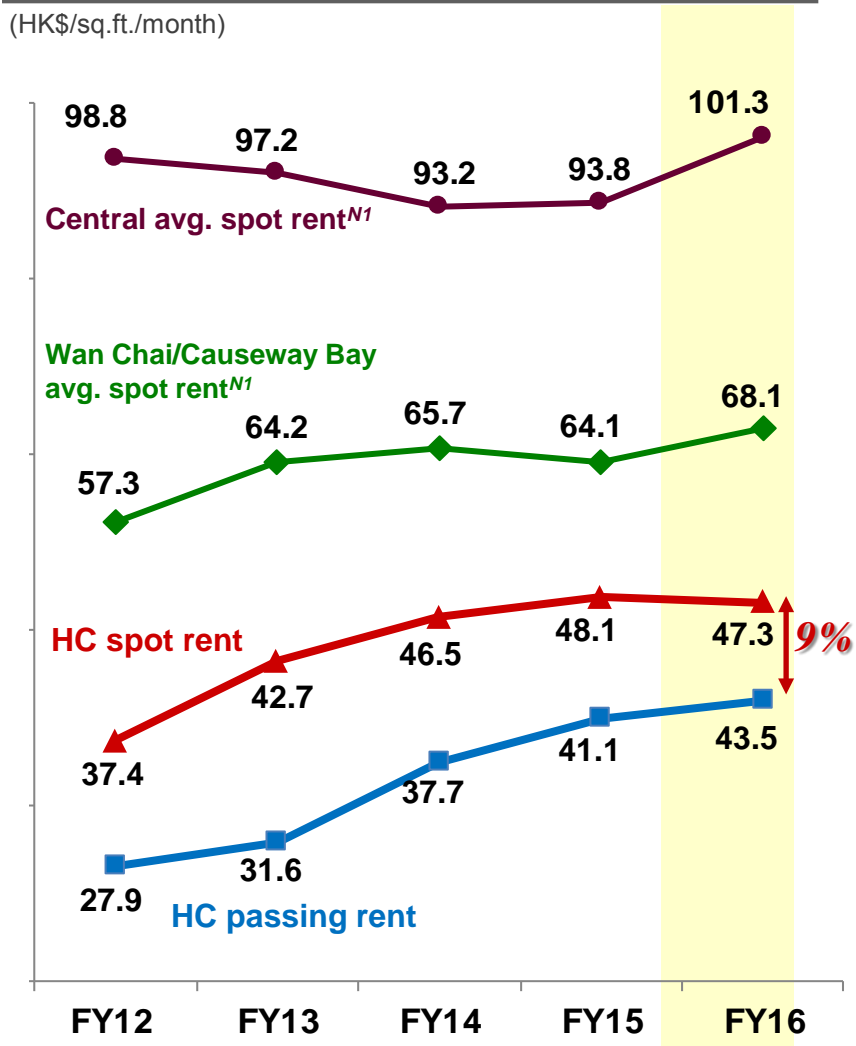
### Office 寫字樓

- **Rental income ↑2%\* to HK\$271m in FY16**  
2016財年的租金收入上升2%至港幣2.71億元
- **Continuous enhancement of facilities and services**  
不斷改善設施和服務
- **Tenant mix refinement**  
優化租戶組合

### Retail 零售商舖

- **1563' Live House opened in Aug 2016**  
1563' Live House 已在2016年8月開業
  - ◆ **Restaurant with live band**  
設有現場樂隊表演的餐廳
  - ◆ **Promote evening business of “The East”**  
推廣 “The East” 的夜間業務

### Hopewell Centre office spot rents vs peers



N1: Figures from Rating & Valuation Dept, FY16 figures up to Jun-16

\* Rental income ↑6% in FY16 if excl. one-off rental adjustment of HK\$8m in Dec-14

### Office 寫字樓

- Rental income ↑14% to HK\$143m in FY16.**  
**Benefits from Kowloon East's development into a quality business district**

2016財年的租金收入上升14%至港幣1.43億元。受惠於九龍東發展為一個優質的商業區

- Government: anchor tenant ~256,000 sq.ft. (34% total office GFA\*) – Hospital Authority, Labour Dept, Registration & Electoral Office**

政府部門為主要租戶，租用約256,000平方呎 (佔寫字樓總樓面面積34%) – 醫管局、勞工處、選舉事務處

### C&E 會議及展覽

- The Glass Pavilion targets to open in 3Q2016**

The Glass Pavilion目標在2016年第3季開幕

- Wedding banquets and corporate events**

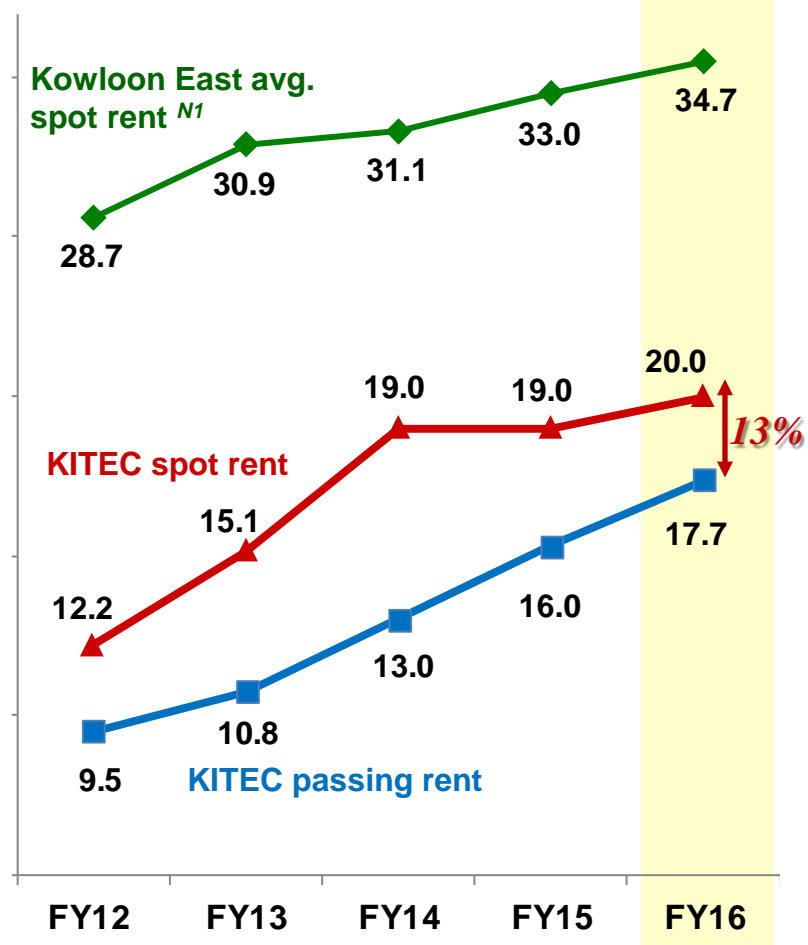
可舉辦婚禮宴會和企業活動



\* GFA of office approx. 750,000 sq.ft., retail approx. 760,000 sq.ft.

### KITEC office spot rents vs peers

(HK\$/sq.ft./month)



N1: FY13-FY16: figures from Rating & Valuation Dept (Kowloon Bay/ Kwun Tong, Feb13–Jun16); FY12: figures from Savills Research & Consultancy

# Lee Tung Avenue, Wan Chai - Retail for Rental

- URA:JV (50:50 JV HHL:Sino Land) of 40:60

灣仔利東街 - 商舖租務, 市建局:合營企業為40:60 (合和實業:信和置業為50:50的合營企業)

■ **Average occupancy rate: around 96%**

**Average rent: ~HK\$70/sq.ft. (Jun 2016)**

2016年6月的平均出租率約96%；平均租金為每平方呎約港幣70元

**Retail GFA: 87,700ft<sup>2</sup>**  
零售商舖總樓面面積：87,700平方呎



Progress	2014	2015	2016	2017	2018 & Beyond
Johnston Tunnel (Lee Tung Avenue → MTR)	2Q2014: Approved by Government and under construction. Plan to complete construction in 1H2017				
Queen's Road East Tunnel (Lee Tung Avenue → Hopewell Centre)	Under planning				



# Panda Place, Tsuen Wan

荃灣悅來坊商場

**GFA approx. 229,000ft<sup>2</sup>**

總樓面面積約229,000平方呎

- **Rental income ↑11% yoy to HK\$61m in FY16 due to tenant mix reshuffling on 2/F had been completed in 1Q2015**

2016財年的租金收入按年上升11%至港幣6,100萬元，由於重組二樓的租戶組合已在2015年第1季完成

- ◆ **Expect stable rental income growth due to completion of major tenant reshuffling**

由於完成重組主要租戶，預期租金收入增長穩健



# Panda Hotel, Tsuen Wan

## 荃灣悅來酒店

### ■ **FY16 total revenue ↓9% yoy to HK\$304m due to ↓ tourist arrivals (strong HKD)**

2016財年的總收入按年下跌9%至港幣3.04億元，主要由於強港元使訪港旅客下跌

- ◆ **Average room rate ↓18% yoy, average room occupancy rate ↑3% to 97%**  
平均房間價格按年下跌18%，平均房間入住率上升3%至97%
- ◆ **F&B revenue ↑4% yoy to HK\$109m offset by room revenue ↓15% yoy to HK\$195m**  
餐飲業務收入按年上升4%至港幣1.09億元，但升幅被客房收入按年下跌15%至港幣1.95億元所抵銷
  - **Tailor-made catering packages for corporates and wedding**  
特別為企業活動和婚宴度身定造的酒席套餐

### ■ **Challenging outlook on HK's hotel industry**

香港酒店業的前景具有挑戰

### ■ **To maintain competitiveness:**

為保持競爭力

- ◆ **Continue to diversify customer mix (e.g. Vietnam, Philippines and Thailand) and strengthen MICE business**  
繼續多元化客戶組合 (例如：越南、菲律賓和泰國)及加強MICE業務
- ◆ **An additional catering venue “the Crystal” (22 tables or 450 people) for banquets and meetings, opened in mid-Sep 2015**  
新增一個可用作宴會及會議的場所 “the Crystal” (可容納22桌或450人)，並已在2015年9月中啟用

# The Avenue, Wan Chai - Residential Sales

- URA:JV (50:50 JV HHL:Sino Land) of 40:60

灣仔囍匯 - 住宅銷售, 市建局:合營企業為40:60 (合和實業:信和置業為50:50的合營企業)

- Total GFA ~731,000sq.ft. (1,275 units)
- Total investment \$9.8b (HHL's 50%: \$4.9b)

## Sold 1,264 units or 99% of total units (as of 11 Aug 2016)

截至2016年8月11日, 已售出1,264個單位, 佔單位總數的99%

Saleable area	Phase 1	Phase 2	Total
Units sold	178 (101,000 sq.ft.)	1,086 (540,000 sq.ft.)	1,264 (641,000 sq.ft.)
• As % of total units	99%	99%	99%
• Avg. selling price (sold units)	HK\$19,900/sq.ft.	HK\$22,600/sq.ft.	
Unsold units	11 (15,000 sq.ft.)		
• Estimated valuation	~HK\$41,300/sq.ft.		

## FY16: Booked HK\$4,074m revenue (HHL's share after URA sharing) from Phase 2 sales (520,000 sq.ft. or 1,065 units)

扣除市建局份額後, 合和實業應佔二期銷售收入份額為港幣40.74億元 (520,000平方呎或1,065個單位), 已在2016財年入賬



- FY16 revenue ↓17% to RMB256m as some units sold in FY16 will be booked in FY17 due to handover progress**

2016財年的收入下跌17%至人民幣2.56億元，主要由於交樓的進度影響，令部分在2016財年內已售出的單位將在2017財年入賬

	FY16	FY17	FY18
Sales target	RMB850m (85,000 sq.m.)		not less than 43,000 sq.m.
Sales booking	RMB256m (booked)	~RMB600m (to be booked)	

**69% sales achieved as of 11.8.16  
ASP RMB11,100/sq.m.<sup>N1</sup> (+9% vs FY16)**

- MTR Route No. 9 (exit near the site) plans to start operation in 2017<sup>N2</sup>**

地鐵9號綫 (出口鄰近合和新城) 計劃在2017年營運

- Continues to explore ways to control construction cost and improve profitability**

繼續探索不同方法控制建築成本和改善利潤

- Business tax changed to value-added tax effective 1 May 2016: no impact on FY16 and FY17 net profit. Expect impact starting FY18**

2016年5月1日起實施《增值稅取代營業稅》，對2016及2017財年的淨溢利均沒有影響。預期影響將在2018財年開始反映

N1: For apartments

N2: According to Huadu Government's website

# Sound Financial Plan

穩健的財務計劃



Projects	Target Completion	Total Investment <sup>N1</sup> HK\$'M	Interest %	HHL's Injection FY17 to FY19 <sup>N1</sup> HK\$'M
<b><u>Hong Kong</u></b>				
Hopewell Centre II	2019	9,000 - 10,000	100%	4,320 (FY17: 550; FY18: 2,530; FY19: 1,240)
Wan Chai projects <sup>N2</sup>	Development plan under study			260
<b>TOTAL</b>				<b>4,580</b>

N1: Present planning, subject to change

N2: Including 155-167 QRE, Hill Side Terrace Cluster

## ■ Abundant financial resources well cover the capital need of projects under development:

充裕的財務資源足夠應付發展中項目的資本需要：

- ◆ **Healthy cash-flow from prime-earning businesses**  
重點收益業務帶來穩健的現金流
- ◆ **Proceeds from property sales of The Avenue and Hopewell New Town**  
薈匯及合和新城帶來的售樓收益
- ◆ **HK\$2.3b and HK\$3.2b committed banking facilities maturing in 2018 and 2020 respectively**

已承諾銀行備用貸款港幣23億元和港幣32億元，分別將於2018年和2020年到期



# Share Buy-back

股份回購



## HHL Share Buy-back Summary

	No. of HHL Shares Bought Back	Highest Price (HK\$)	Lowest Price (HK\$)	Average Price (HK\$)
<b>FY13 Total</b>	<b>4,348,000</b> (0.5% of issued shares)	<b>26.55</b>	<b>24.20</b>	<b>25.46</b>
<b>FY14 Total</b>	<b>1,228,000</b> (0.1% of issued shares)	<b>26.95</b>	<b>25.85</b>	<b>26.46</b>
<b>FY15 Total</b>	<b>nil</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>FY16 Total</b>	<b>2,000,500</b> (0.2% of issued shares)	<b>27.55</b>	<b>23.55</b>	<b>25.33</b>

**~ End of Presentation ~**





# Supplementary Information

補充資料

# Reconciliation of Revenue and Results with Consolidated Statement of Comprehensive Income



收入及業績與綜合全面收益表對賬

(HK\$ in million)	Revenue 收入		Results 業績	
For the year ended 30-Jun 截至6月30日止年度	2015	2016	2015	2016
<b>Revenue/EBIT per "Results" slide</b> 按照 "合和實業業績" 投影片的財務回顧的收入／除利息及稅項前溢利	6,235	9,235	2,257	1,944
<b>Less: 減:</b>				
Treasury income 庫務收入	(231)	(119)	-	-
<b>Shares of revenue of JVs engaged in</b> 應佔合營企業之收入				
- Toll road 收費公路	(2,406)	(2,408)	-	-
- Power plant 電廠	(1,028)	(774)	-	-
- Property development 物業發展	(705)	(4,084)	-	-
<b>Add: 加:</b>				
Fair value gain of completed investment properties 已落成投資物業公平值收益	-	-	1,180	1,345
Finance costs 財務成本	-	-	(90)	(59)
<b>Turnover/Profit before taxation per Consolidated Statement of Comprehensive Income</b> 按照綜合全面收益表的營業額／除稅前溢利	1,865	1,850	3,347	3,230

# Investment Properties and Hospitality Revenue

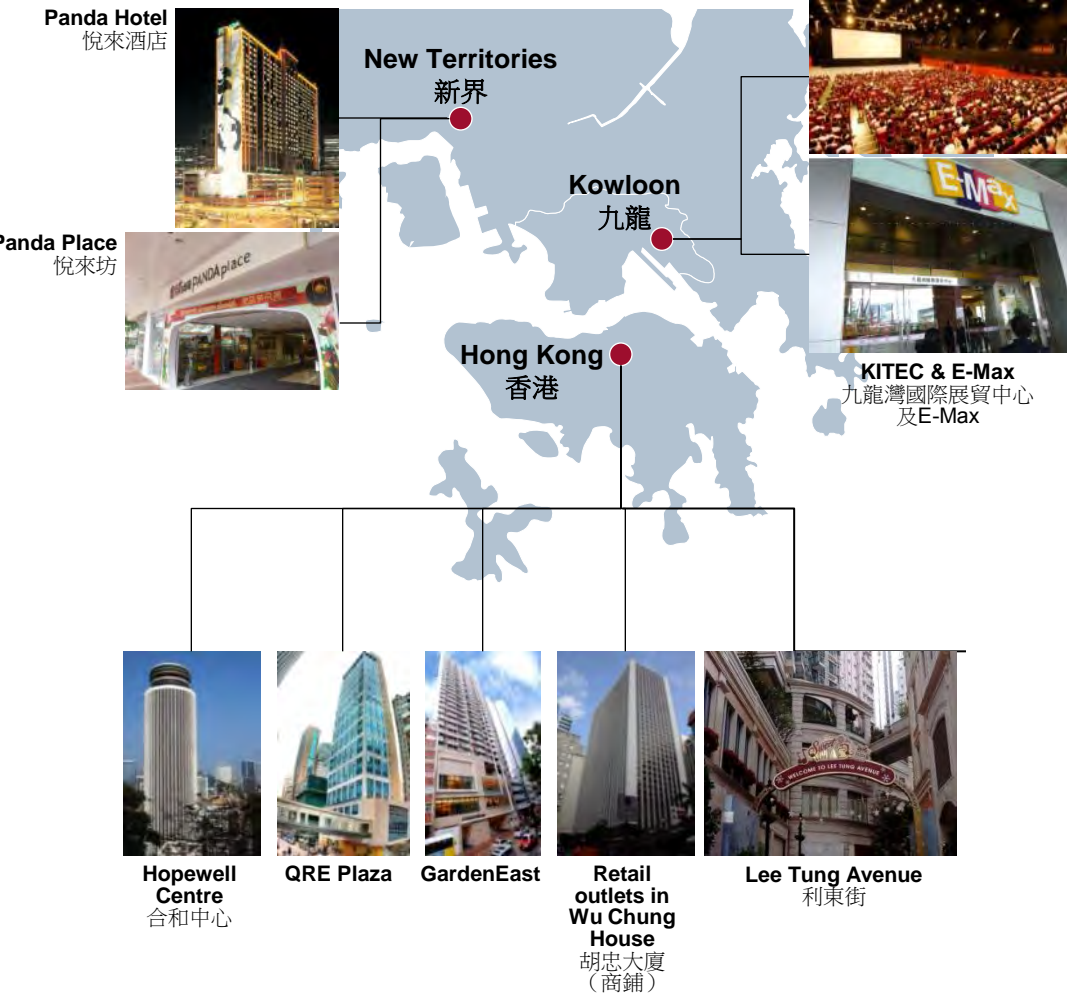
投資物業和酒店及餐飲的收入

(HK\$ in million) For the year ended 30-Jun	Revenue*		yoy change
	2015	2016	
<b>Investment Properties</b>			
Rental income - office	390	415	+6%
Rental income - retail	266	319	+20%
Rental income - residential	81	75	-7%
Convention and exhibition	59	60	+2%
Air conditioning & management fee	142	158	+11%
Carpark & others	77	92	+19%
<b>Investment Properties sub-total</b>	<b>1,015</b>	<b>1,119</b>	<b>+10%</b>
<b>Hospitality</b>			
Room Revenue	230	195	-15%
Restaurants, catering operations and others	254	256	+1%
<b>Hospitality sub-total</b>	<b>484</b>	<b>451</b>	<b>-7%</b>
<b>Total</b>	<b>1,499</b>	<b>1,570</b>	<b>+5%</b>

\* Excluding tenancies for HHL's own use

# Investment Properties

## 投資物業



**Approx. GFA (sq.ft.)**  
 概約樓面面積 (平方呎)

<b>Hopewell Centre</b> 合和中心	<b>840,000</b>
<b>KITEC and E-Max</b> 九龍灣國際展覽中心及E-Max <i>(incl. Star Hall 30,000sq.ft. and Metroplex &gt;1,100 seats)</i>	<b>1,775,000</b>
<b>QRE Plaza</b>	<b>77,000</b>
<b>GardenEast (216 units)</b>	<b>96,500</b>
<b>Lee Tung Avenue (HHL attr.)</b> 利東街 (合和實業應佔)	<b>26,000</b>
<b>Wu Chung House retail</b> 胡忠大廈商舖	<b>17,670</b>
<b>Panda Place</b> 悅來坊	<b>229,000</b>
<b>Panda Hotel (911 rooms)</b> 悅來酒店 (911 間客房)	<b>440,000</b>

**Total GFA**  
 總樓面面積 **3.5M sq.ft.**

# Hopewell Centre Office, Wan Chai

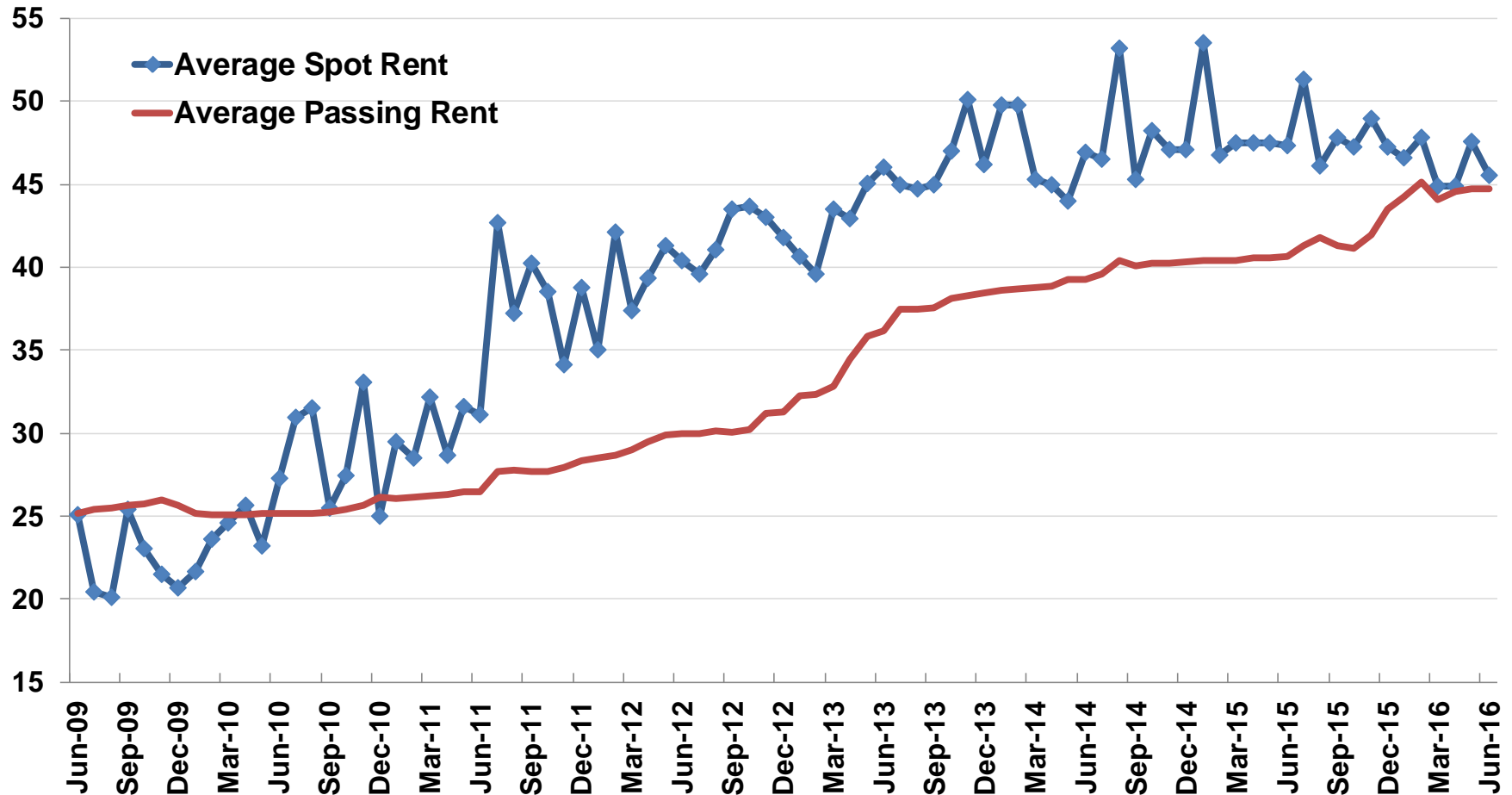
## – Average Spot and Average Passing Rent



灣仔合和中心寫字樓：平均市值租金及平均現收租金

### Average Spot and Average Passing Rent (FY10 – FY16)

(HK\$/sq.ft.)



# KITEC Office, Kowloon Bay

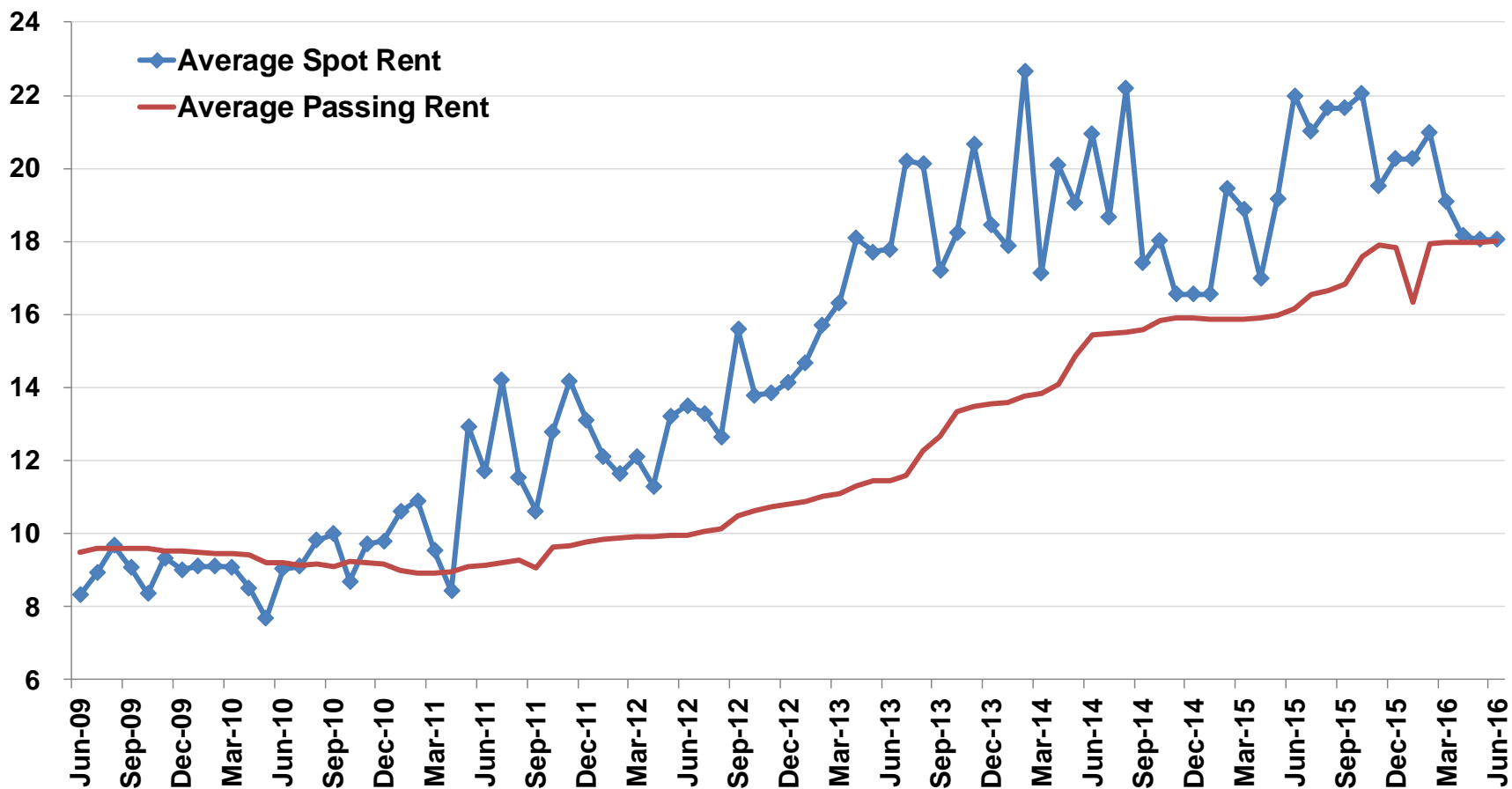


## – Average Spot and Average Passing Rent

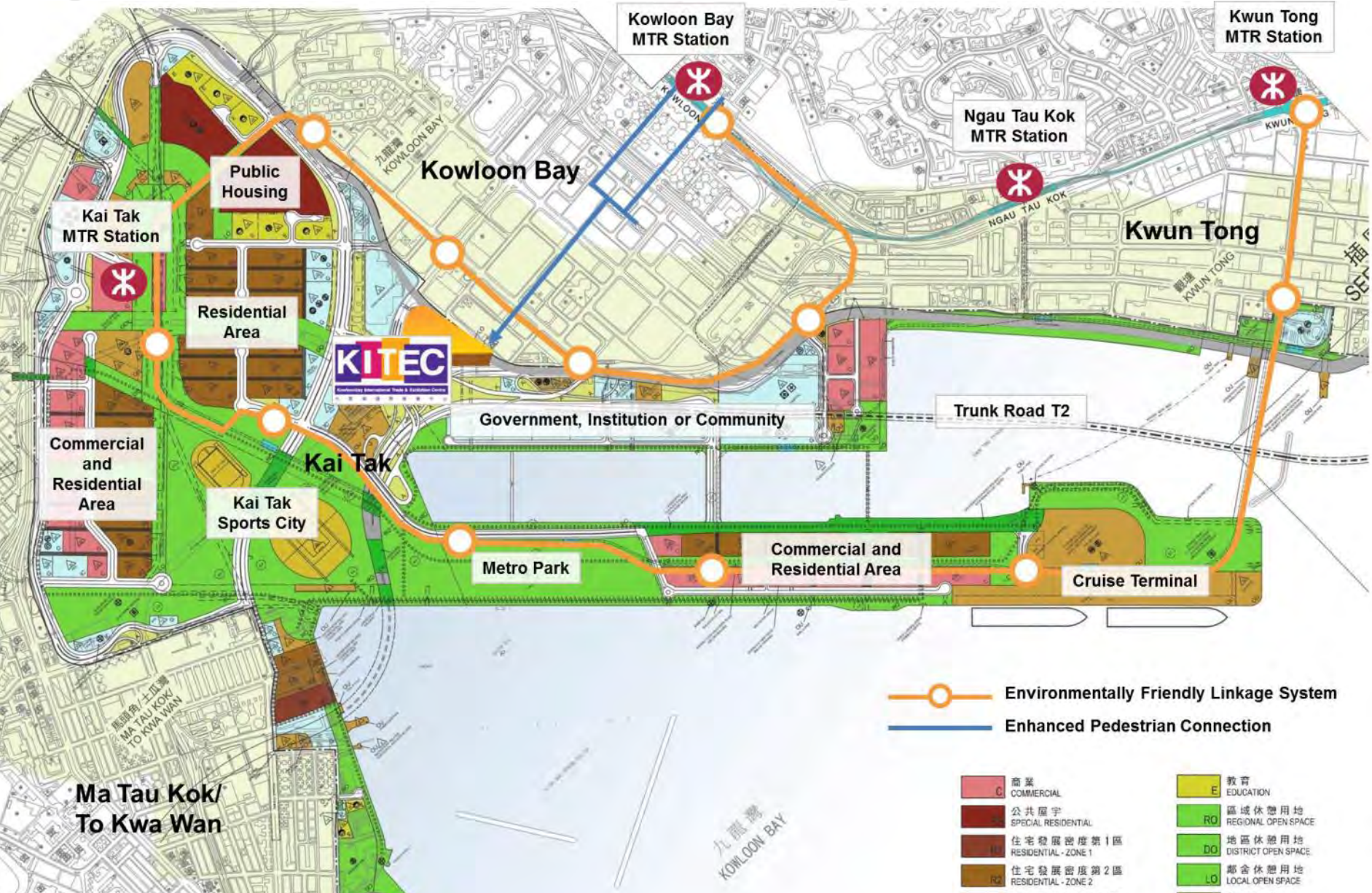
九龍灣國際展貿中心寫字樓：平均市值租金及平均現收租金

### Average Spot and Average Passing Rent (FY10 – FY16)

(HK\$/sq.ft.)



# Superb Intra-district Connectivity 緊密連繫各區



Source: The HKSAR Government

Note: Based on latest publications and plans available.

The details of the Environmentally Friendly Linkage System and the Enhanced Pedestrian Connection are for reference only and are not drawn to scale.

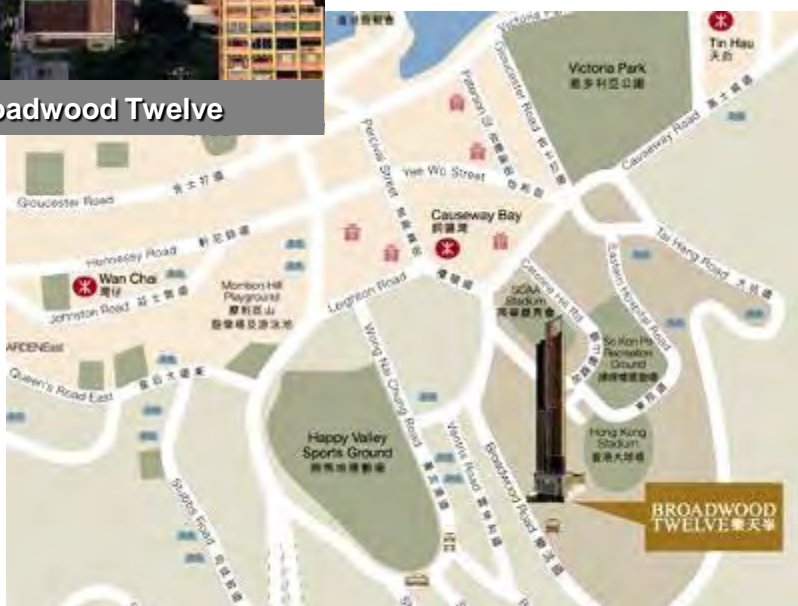
# Broadwood Twelve, Happy Valley - Residential

樂天峯，跑馬地(住宅)



- Total GFA approx. 113,900sq.ft.
- 45-storey luxury apartment building with 76 units

Broadwood Twelve



Broadwood Twelve's location

## Updates 最新概況

- As of 11 Aug 2016,
  - ◆ Sold 59 out of 76 units, sales proceeds \$2.7b<sup>N1</sup>  
截至2016年8月11日，76個單位中已售出59個單位，帶來港幣27億元的收益
  - ◆ Average selling price of units sold: 已售出單位的平均售價
    - \$34,100/sq.ft. (saleable area)  
每平方呎港幣34,100元 (實用面積計)
  - ◆ 10 unsold units leased at average monthly rental rate of \$66/sq.ft. (saleable area) and available for sale  
已租出10個未售出的單位，平均呎租港幣66元 (實用面積計)，並可供出售

N1: Includes carpark



# Hopewell New Town, Huadu, Guangzhou

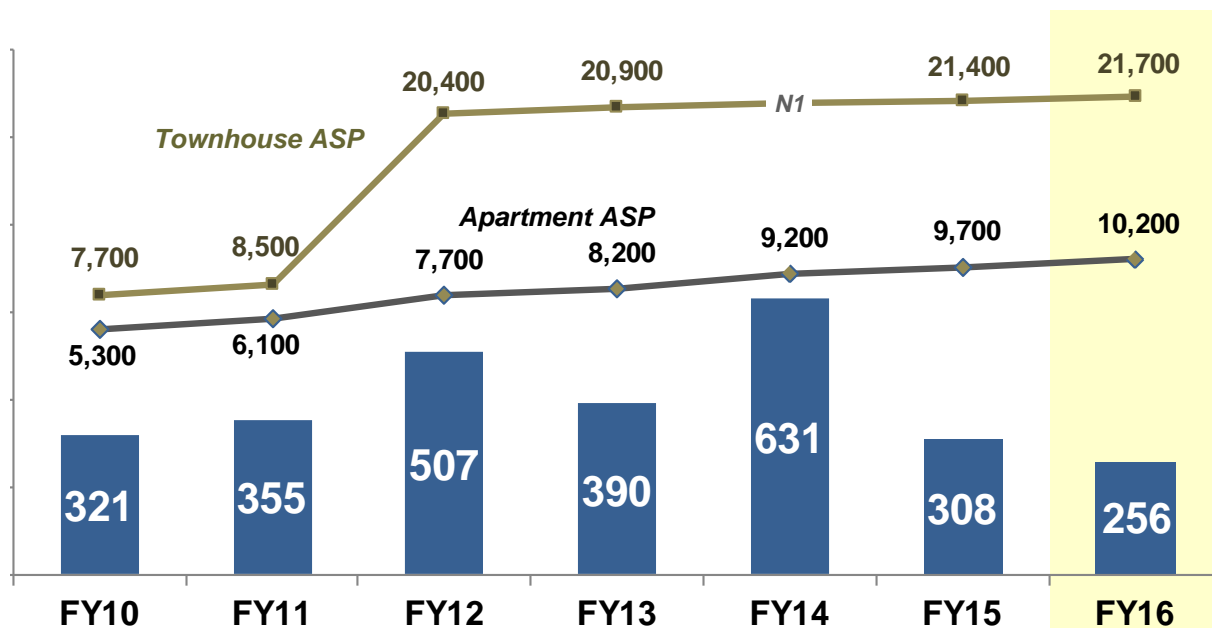
## – Historical Revenue and Average Selling Price

廣州花都合和新城：歷年收入與平均銷售價格

### Revenue and Average Selling Price (“ASP”) Booked

Revenue (RMB'm)

ASP (RMB/sq.m.)



#### GFA booked (sq.m.)

Apartment	41,000	56,000	24,500	41,000	67,600	29,600	23,200
Townhouse	13,000	1,000	13,800	1,700	-	900	900

#### Units booked

Apartment	366	574	306	333	695	252	195
Townhouse	43	4	48	6	-	3	3

N1: No sales of townhouse booked in FY14

# Liede Integrated Commercial (Operating Lease) Project

## - Zhujiangxincheng, Tianhe District, Guangzhou

廣州天河區珠江新城獵德綜合商業(營業租約)項目

### ■ Entered into agreement with Guangzhou Liede Economic Co Ltd that HHL would not proceed with the project

與廣州市獵德經濟發展有限公司簽訂協議，合和實業將不繼續參與項目

### ■ The withdrawal:

撤回項目：

#### ◆ Shall enable HHL to focus on its core businesses

令合和實業將更集中於核心業務

#### ◆ No material adverse impact on HHL's existing businesses and financial position

對合和實業現有業務及財務狀況並無顯著不利的影響

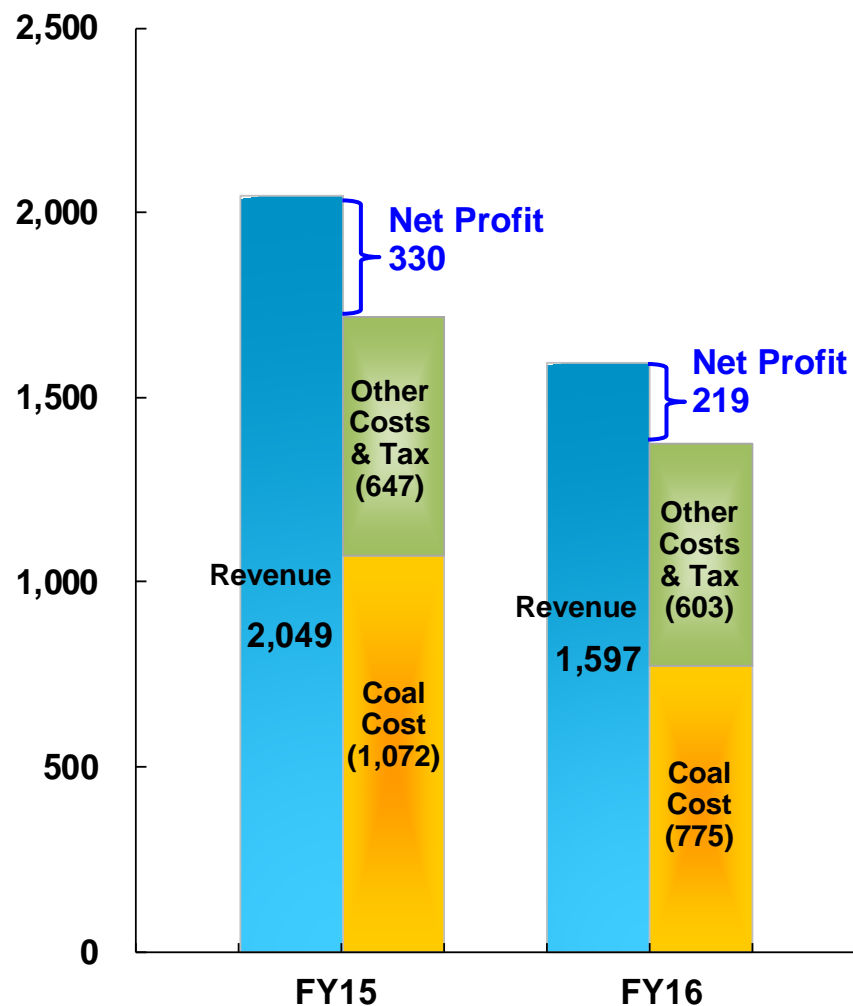
# Heyuan Power Plant, Guangdong

廣東省河源電廠



## P&L Highlight - JV Level 100%

(RMB in million)



N1: Subject to approval by PRC authorities

## Updates 最新概況

- **Net profit ↓34% due to ↓utilisation rate and ↓tariff rate**  
淨溢利下跌34%，由於使用率及電價均下跌
- **Stable contribution to HHL given continued power demand in Guangdong**  
廣東省電力需求持續，為合和實業提供穩定的貢獻
- **Currently studying Heyuan Power Plant Phase II (2 x 1,000MW coal-fired)<sup>N1</sup>**  
現正研究興建河源電廠二期 (兩台1,000兆瓦燃煤發電機組)

# Heyuan Power Plant, Guangdong

廣東省河源電廠



## Key Operating Statistics 主要營運數據

	FY15	FY16
<b>Gross generation</b> 總發電量	<b>5,100 GWh</b> 51億千瓦時	<b>4,300 GWh</b> 43億千瓦時
<b>Utilisation rate<sup>N1</sup></b> 使用率 <b>(Utilisation hours)</b> (使用小時)	<b>49%</b> <b>(4,283 hours)</b>	<b>41%</b> <b>(3,592 hours)</b>
<b>Availability factor<sup>N2</sup></b> 可利用率	<b>80%</b>	<b>66%</b>
<b>Average on-grid tariff</b> <b>(with desulphurization, denitrification and dust</b> <b>removal) (excl. VAT)</b> 平均上網電價 (包括脫硫、脫硝及除塵；但不包括增值稅)	<b>RMB424.4/MWh</b>	<b>RMB394.4/MWh</b>
<b>Approx. coal cost (5,500 kcal/kg)</b> <b>(incl. transport; excl.VAT)</b> 概約煤價 (每公斤5,500大卡) (包括運費；但不包括增值稅)	<b>RMB559/ton</b>	<b>RMB475/ton</b>

$$N1 = \frac{\text{Gross generation during the year under review}}{\text{Total no. of hours during the year under review} \times \text{Installed capacity}}$$

$$N2 = \frac{\text{The no. of hours for electricity generation during the year under review}}{\text{Total no. of hours during the year under review}}$$

~ END ~