



**2011 Interim Results  
Analyst Briefing  
August 2011**

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# Contents

<b>1. Hysan Portfolio</b>	<b>4</b>
<b>2. 2011 Interim Results Highlights</b>	<b>5 - 7</b>
<b>3. 2011 1H Performance by Sector</b>	<b>8 - 10</b>
<b>4. Indicative Cap Rates</b>	<b>11</b>
<b>5. Debt Management</b>	<b>12</b>
<b>6. Asset Enhancement</b>	<b>13</b>
<b>7. 2011 Outlook</b>	<b>14</b>

# Hysan Portfolio

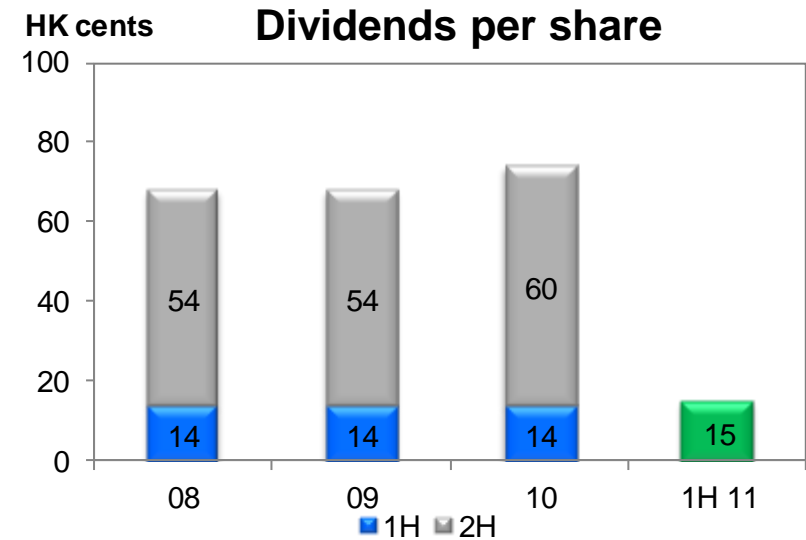
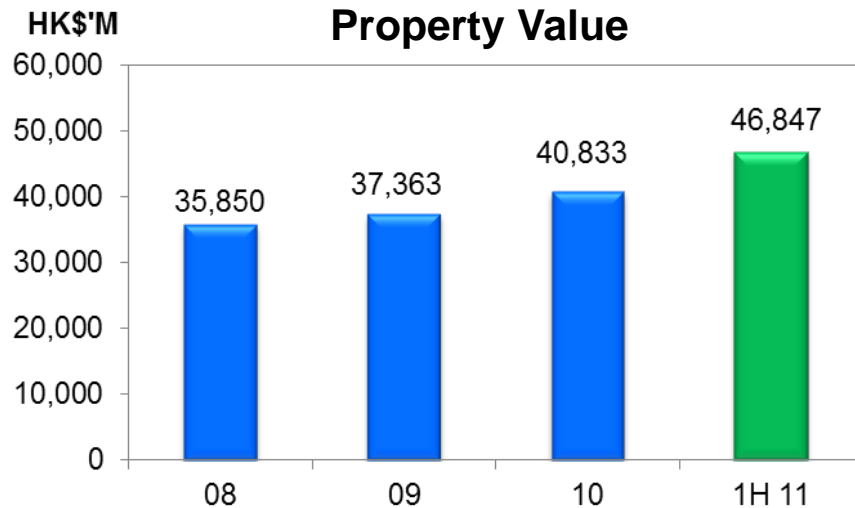
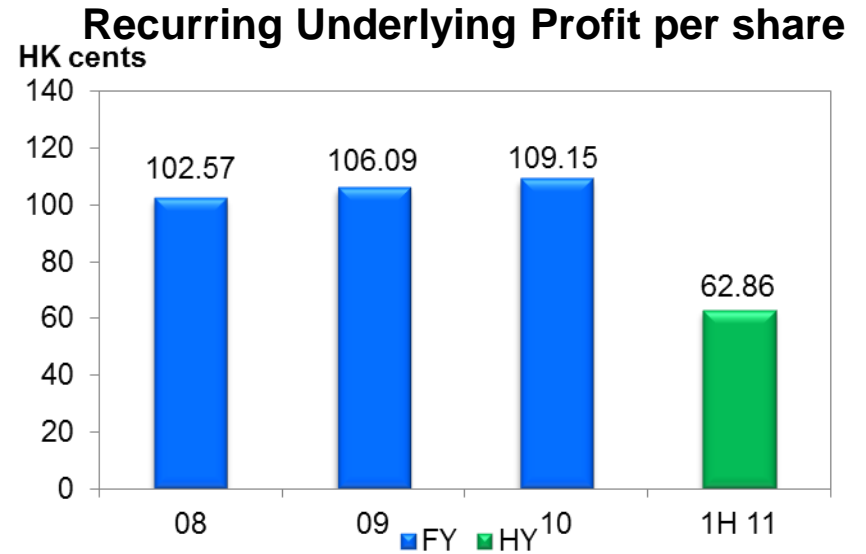
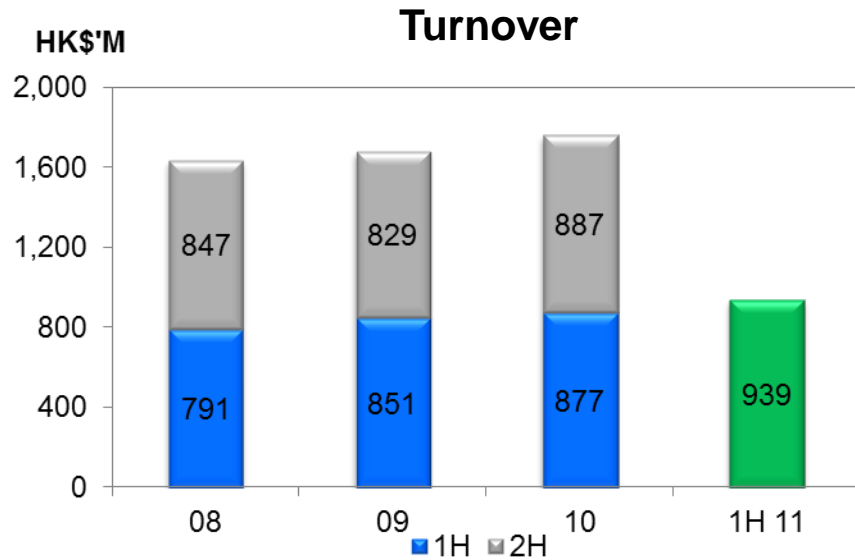
## Causeway Bay



# 2011 Interim Results Highlights

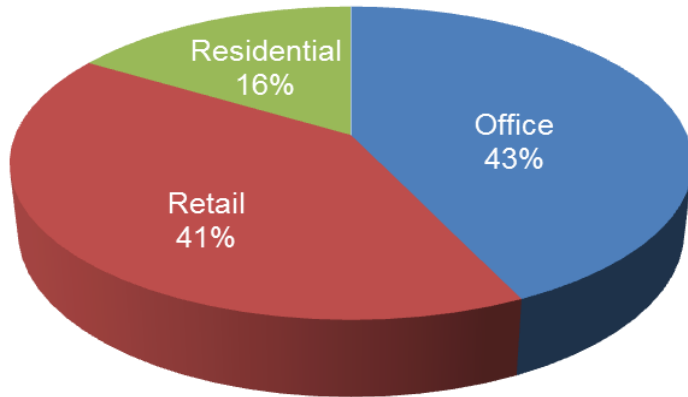
- Turnover at HK\$939 million (+7.1% vs. 1H 2010)
- Recurring Underlying Profit at HK\$663 million (+13.9% vs. 1H 2010)
- All three sectors maintained healthy occupancy in 1H 2011
- Steady growth expected for rest of the year
- Hysan Place on schedule for opening at the end of Q2 2012

# 2011 Interim Results Highlights

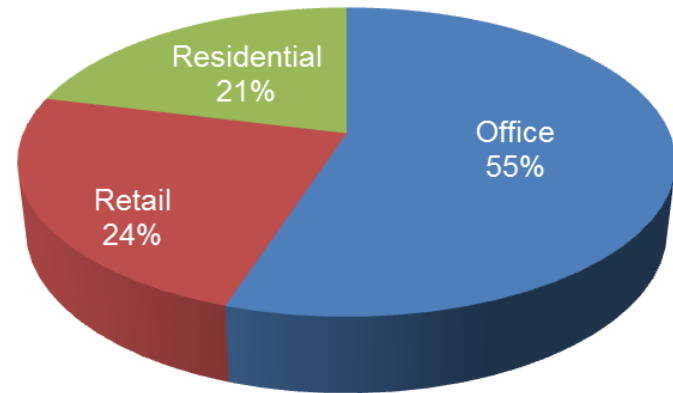


# 2011 Interim Results Highlights – by Sector

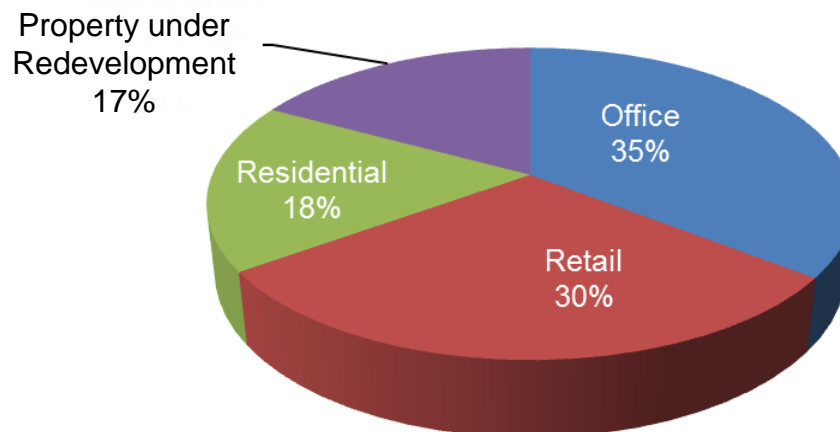
## Turnover by Sector



## Gross Floor Area (Excluding Property under Redevelopment)

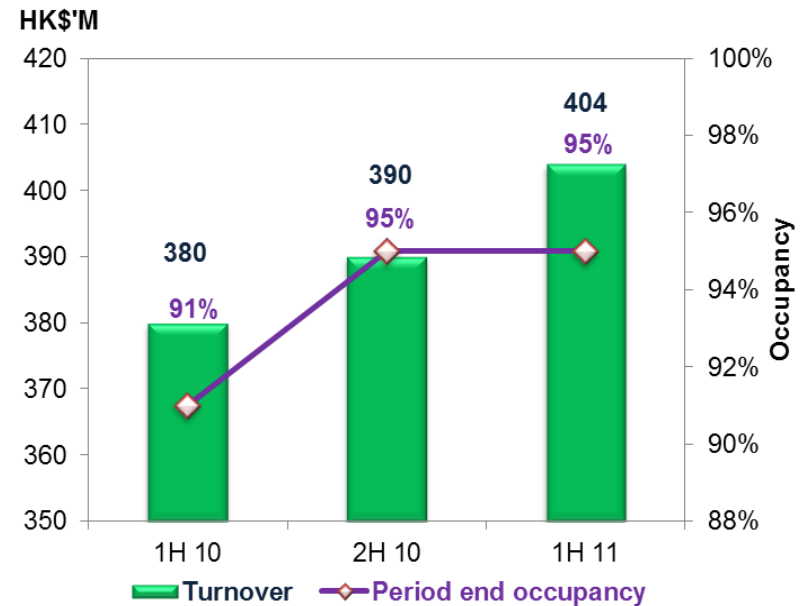


## Properties Value by Sector

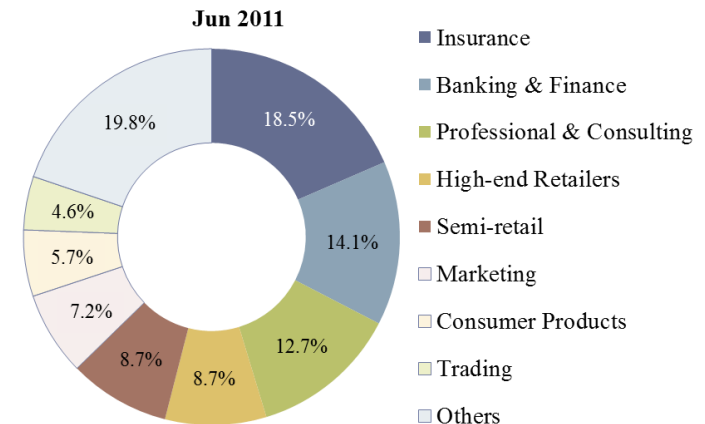


# 2011 1H Performance - Office

- Turnover increased 6.3% from 1H 2010 and 3.6% over 2H 2010
- Occupancy maintained at healthy level
- Rental reversion, on renewing leases negotiated at the 2008 market height, has been positive as a whole
- Secured commitments for a majority of the current year's expiring leases
- Top 5 industry categories within our office tenant mix at June 2011: Insurance, Banking and Finance, Professionals, Semi-Retail, High-End Retailers

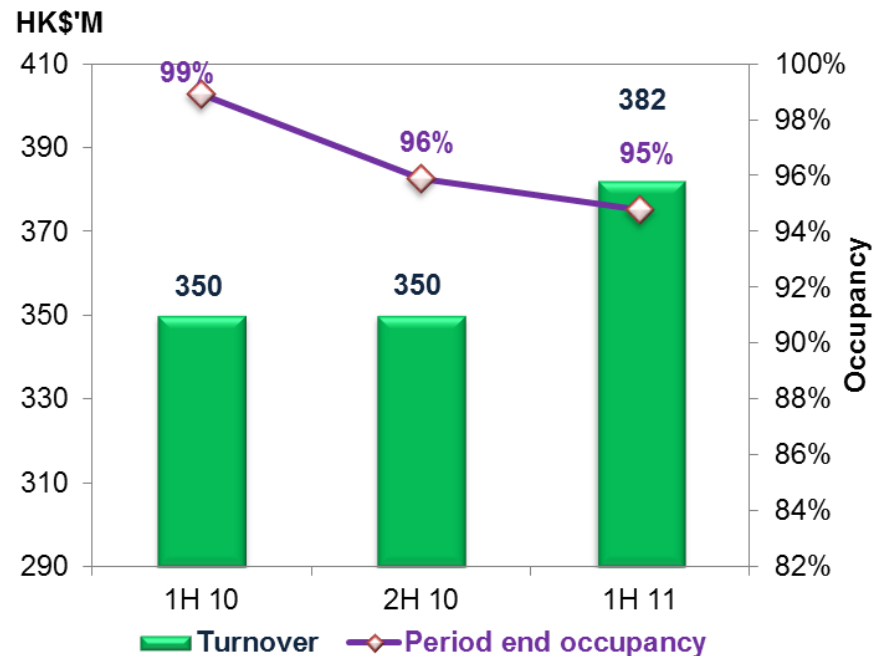


Office Portfolio Tenant Profile by Area Occupied



# 2011 1H Performance - Retail

- Turnover increased 9.1% over 1H & 2H 2010
- Occupancy at 95%, vacancies principally reflected the renovation of the retail podium of Leighton Centre
- All units of renovated Leighton Centre retail podium are leased, with trend-setting shops including brands new to Hong Kong, will be opened in Q4 2011

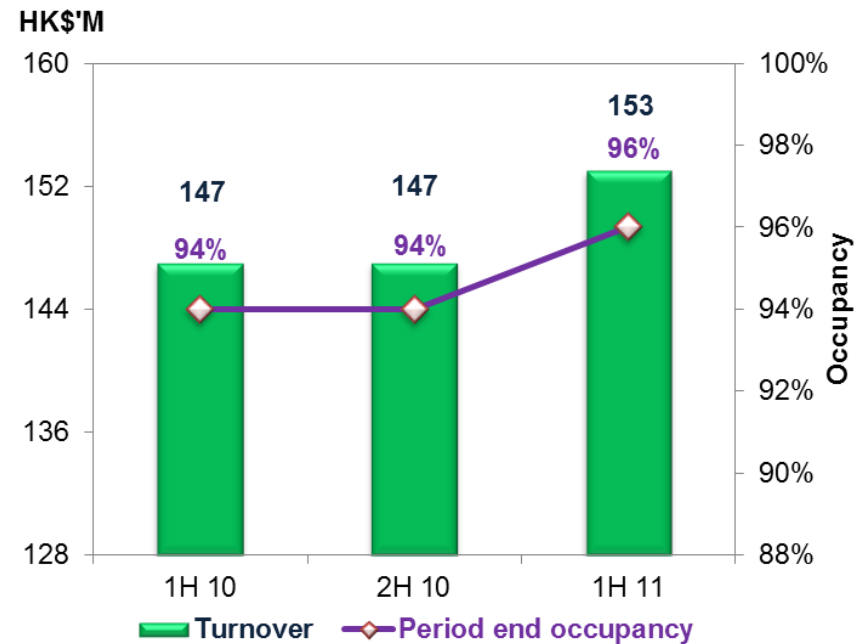


## The Lee Gardens & Lee Gardens Two

	1H 2011
Retail Tenant Turnover Growth	+33%
Mainland Tourist Spending	+90%

# 2011 1H Performance - Residential

- Turnover increased 4.1% over 1H & 2H 2010
- Improved occupancy and positive rental reversion



# Indicative Cap Rates

30 June 2011

## Office

- |                   |       |
|-------------------|-------|
| ➤ The Lee Gardens | 4.40% |
| ➤ Lee Gardens Two | 4.90% |

## Retail

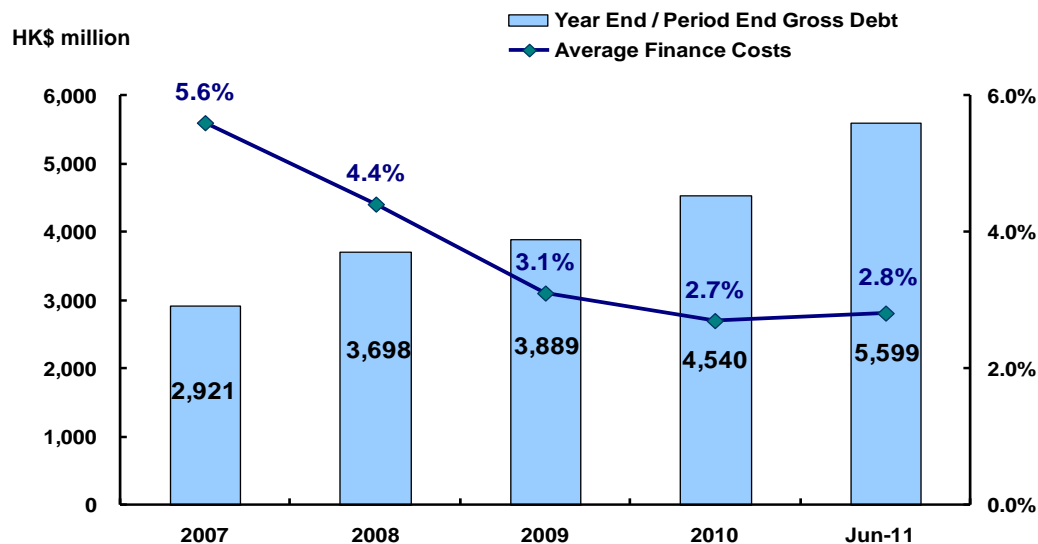
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|-------------------|-------|
| ➤ The Lee Gardens | 5.15% |
| ➤ Lee Gardens Two | 5.40% |

## Residential

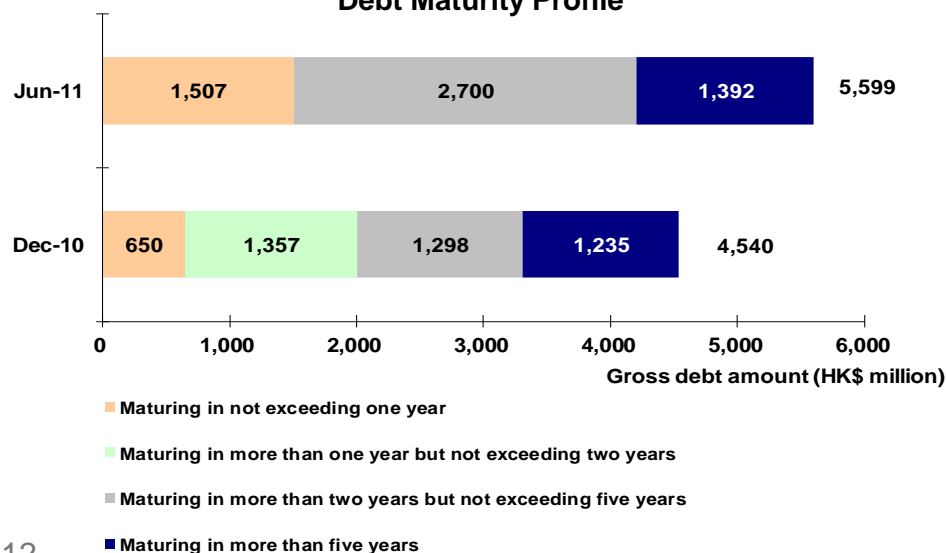
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|----------------|-------|
| ➤ Bamboo Grove | 3.75% |
|----------------|-------|

# Debt Management

## Debt Levels and Average Finance Costs



## Debt Maturity Profile



- Gross debt increased to pre-finance the debt and loan repayment in 2012
- Time Deposits, Cash and Bank Balances: HK\$2.5 billion
- Net debt to equity 6.8% (31/12/2010: 6.4%)
- Net interest coverage 13.4 times (2010 full year: 14.0 times)
- Fixed Rate vs Floating Rate Debt Ratio 40.3% vs 59.7% (31/12/2010: 46.4% vs 53.6%)
- Average debt maturity: 4.3 years (31/12/2010: 4.3 years)
- Credit ratings remain unchanged  
 Moody's : Baa1  
 Standard and Poor's : BBB

# Asset Enhancement

## Hysan Place

- 60% of the 17 floors of retail space leased as at the end of July 2011, many of the tenants are new to Hong Kong
- KPMG took up 1/3 of all office space
- Continue to seek quality tenants for our remaining retail and office spaces
- On schedule for opening at the end of Q2 2012



## One Hysan Avenue

- I.T fashion flagship store opened in One Hysan Avenue

## Leighton Centre

- All units of renovated Leighton Centre retail podium are leased, with trend-setting shops including brands new to Hong Kong, will be opened in Q4 2011

# 2011 Outlook

- Secured commitments for a majority of expiring commercial leases
- Existing portfolio expected to achieve steady growth for rest of the year

# Q & A