



Remarks by Ms. Irene Yun Lien LEE Chairman

主席利蘊蓮女士 簡介 2015 年全年業績摘要

2015 Annual Results Highlights 2015年全年業績摘要



- Turnover up 6.4% year-on-year; Recurring Underlying Profit up 5.5%
- Strong office and solid retail performances
- 2015 total distribution of dividends is HK132 cents per share, up 7.3%
- 營業額按年上升6.4%;經常性基本溢利上升5.5%
- 寫字樓業務表現強健;商舖業務表現穩固
- 2015全年股息總額為每股132港仙,按年增長7.3%

2015 Annual Results Highlights (con't) 2015年全年業績摘要(續)



- In a worldwide context, 2015 was more volatile and difficult than expected due to economic and political factors
- Locally, decline in retail sales, especially in the luxury sector, gathered pace
- A stronger commercial office market was aided by tight supply and demands from Chinese financial institutions
- 在國際層面,2015年的局勢因經濟及政治因素影響下比預期更動盪, 景況更艱難
- 本地方面,零售業銷售額加速下跌,尤以奢侈品為甚
- 在供應緊絀和中國金融機構的需求帶動下,商業寫字樓市場轉強

2015 Annual Results Highlights (con't) 2015年全年業績摘要(續)



- Hysan anticipated retail market would normalise after past decade's strong growth
- Pursued strategy of diversification by pivoting portfolio towards mid to affordable market
- Leveraged on children's offerings and in sport and lifestyle products
- Enhanced food and beverage offering covers a range of price points and appeals to different tastes
- 我們一直預期零售市場經過十年的強勁增長後,會回復正常走勢
- 貫徹多元化策略,重新調整集團的商舖租戶組合,轉移至 中價及大眾化市場
- 充分發揮在兒童及運動休閒產品市場的優勢
- 引入新概念的餐飲服務,價格豐儉由人,吸引不同口味的 食客



2015 Annual Results Highlights (con't) 2015年全年業績摘要(續)



- Continued to fine-tune positioning of three hubs: each represents approximately one-third of our retail portfolio in size
- Provided unique and satisfying experience (U.S.E.) to delight and surprise tenants,
 shoppers and other visitors
- 繼續調整三個商舗組群的定位:按規模計算,每個組群約佔集團商舗物業組合的三分之一
- 致力為租戶、購物人士和其他訪客營造獨特而稱心的體驗,為他們帶來愉快和 驚喜的服務體驗

2016 Outlook 2016 展望



- 2016 will see continued adjustments, particularly in high-end retailing
- Volatility in currency and equity markets, and a slower China growth will contribute to a challenging year
- 2016年,本港市場,尤其是高級零售業將持續處於調整階段
- 貨幣及股票市場波動以及中國增長放緩,均會帶來挑戰



2016 Outlook (con't) 2016 展望(續)



- Hysan's resilience comes from its diversified and balanced portfolio, as well as balance sheet strength
- The Group is uniquely placed to capture opportunities as Hong Kong benefits from the continuing development of China
- Hysan will deliver another year of steady performance
- 希慎多元化且均衡的業務組合及穩健的資產狀況為集團帶來抗逆力
- 希慎憑藉獨特的定位,可在香港受惠於中國持續發展時把握機遇
- 集團來年將保持穩定表現



Mr. Siu Chuen LAU Deputy Chairman and Chief Executive Officer

副主席及行政總裁劉少全先生 簡介 2015 年全年業績

2015 Annual Results Highlights 2015年全年業績摘要



	2015 HK\$'M 百萬港元	2014 HK\$'M 百萬港元	% 百分比
Turnover營業額	3,430	3,224	6.4%
Recurring Underlying Profit 經常性基本溢利	2,283	2,163	5.5%
Underlying Profit 基本溢利	2,283	2,163	5.5%
- Fair value change on investment properties located in 投資物業之公平值變動			
• Hong Kong 位於香港之投資物業	616	2,732	-77.5%
• Shanghai* 位於上海之投資物業*	4	7	-42.9%
Reported Profit 公佈溢利	2,903	4,902	-40.8%
	2015 HK\$'M 百萬港元	2014 HK\$'M 百萬港元	% 百分比
Shareholders' Funds 股東權益	68,172	67,040	1.7%

^{*} The investment properties are held by an associate of the Group.

^{*} 本集團的聯營公司所持有的投資物業。

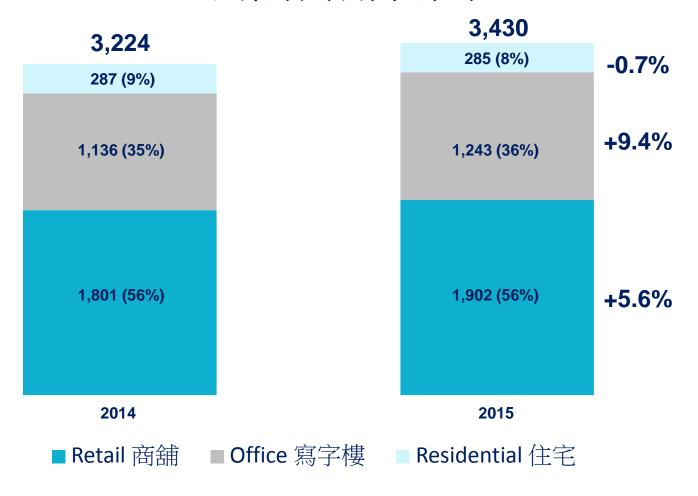
2015 Performance: By Portfolio



2015年表現:按業務劃分

Turnover (HK\$'M)

營業額(百萬港元)



2015 Performance: Retail Portfolio



2015年表現:商舖業務

Market overview: Hong Kong Retail Sales

- 2015: overall decline of 3.7% when compared to 2014
- Reflected fall in luxury items (e.g. the sales of jewellery and watches)
- Mid-priced and basic products still recorded growth

市場概覽:本港零售市況

- 2015 年:較去年整體下跌3.7%
- 反映高端消費的銷售額下跌(例如:珠寶首飾及鐘錶)
- 中檔價格或基本類別仍錄得增長

Type of retail outlet 零售商類別	Jan-Dec 2015 (YoY) 2015年1月至12月(按年)
Jewellery, watches and clocks, and valuable gifts 珠寶首飾、鐘錶及名貴禮品	-15.6%
Other consumer durable goods (include electronic goods and computers) 其他耐用消費品(包括電子產品及電腦)	+16.3%
Food, alcoholic drinks and tobacco (other than supermarkets) 食品、酒類飲品及煙草(超級市場除外)	+5.9%



2015年表現:商舖業務(續)



- Hysan Place: trendy gathering place for younger crowds
- 希慎廣場:時尚潮流的年輕人聚腳點





Hysan Place 希慎廣場





- <u>Lee Theatre hub</u>: urban fashion and sporty lifestyles
- <u>利舞臺商舗組群</u>: 匯聚都會時尚和運動活力的 商店

- <u>Lee Gardens hub</u>: elegant and luxury premium spaces
- 利園商舗組群:提供雅緻豪華的優質商舖

Hysan希慎

2015年表現:商舖業務(續)

- Retail portfolio turnover increased by 5.6% to HK\$1,902 million (2014 : HK\$1,801 million)
 - Turnover rent of HK\$71 million (2014: HK\$93 million)
- Occupancy: Fully-let as at 31 Dec 2015
 (31 Dec 2014: fully-let)
- 商舖業務的營業額增加 5.6% 至 19億2 百萬 港元(2014年: 18億1 百萬港元)
 - ▶ 按租戶營業額收取的租金7千1百萬港元 (2014年:9千3百萬港元)
- 出租率:於2015年12月31日全數租出 (2014年12月31日:全數租出)

Retail Portfolio Turnover 商舗業務收入





2015年表現:商舖業務(續)

- Positive rental reversions in renewals, reviews and new lettings across the portfolio,
 with an average increase of around 25% in rental levels
- Also reflected our continued strategy to increase base rent
- 商舖組合中因續約、租金檢討與新出租物業而訂立的租金水平平均上升約25%
- 亦反映集團調高基本租金的持續策略







2015年表現:商舖業務(續)

- Total foot traffic in Hysan's portfolio rose around 5%; achieved against a fall in overseas visitors coming to Hong Kong in 2015
- Estimated overall tenant sales increase in retail portfolio was around 10% in 2015, when compared to 2014; and outperformed Hong Kong's overall retail sales which declined by 3.7%
- 即使2015年訪港的外地遊客減少,集團物業組合的總人流仍較去年增加約5%
- 2015年,希慎商舗業務的估計整體租戶銷售額較2014年上升約10%,表現勝於下跌3.7%的香港整體零售銷售額



2015年表現:商舖業務(續)

Hysan Place

- Around 20% growth in estimated tenant sales
- Refining tenant mix with the addition of themed unisex sports and leisure offerings
 - o lululemon athletica, The North Face, adidas and others
 - DFS T Galleria's beauty concept floor, and LINE's first Hong Kong outlet
- Original events like "Living Lee Gardens", "Green Wonders", "Wooderful Life"
- Foot traffic increased by around 5%

希慎廣場

- ▶ 估計租戶銷售額增加約20%
- 優化商戶組合,加入以運動休閒為主題的男女商品
 - o lululemon athletica, The North Face, adidas 等
 - o DFS T-Galleria的美妝世界,和LINE在香港的首家專門店
- 原創的活動包括「Living Lee Gardens」、「Green Wonders」及「Wooderful Life」
 - 及「Wooderful Life」



Hysan希慎

2015年表現:商舖業務(續)

Lee Theatre hub

- Around 5% increase in estimated tenant sales
- Lee Theatre Plaza lower floor anchor stores and upper floor food and beverage outlets performed well
- > Sports and lifestyle stores in Leighton Centre also saw good tenant sales growth
- Foot traffic for Lee Theatre hub increased by around 10% as compared to 2014, and increased by around 50% when compared to 2013



• 利舞臺商舖組群

- ▶ 估計租戶銷售額增加約5%
- 利舞臺廣場低層的主要商舗及高層的餐飲食肆表現理想
- ▶ 禮頓中心的運動休閒商舗的租戶銷售額也取得不俗增長
- 人流較2014年增加約10%,比2013年增加約50%





2015年表現:商舖業務(續)

Lee Gardens hub

- Around 10% decline in tenant sales attributable to the slowing down of tourist spending, depressed consumer sentiment due to local stock market volatility and life cycles / distribution strategies of a few brands
- Hub's food and beverage outlets experienced strong double-digit percentage growth in sales
- ➤ Foot traffic for Lee Gardens hub increased by around 5%

• 利園商舖組群

- 租戶銷售額錄得約10%跌幅,這是受到旅客消費放緩、本地股票市場波動壓抑消費意欲,以及個別品牌的生命周期及分銷策略所影響
- 組群內的食府之租戶銷售額錄得雙位數百分比的強勁增長
- ▶ 人流增加約5%

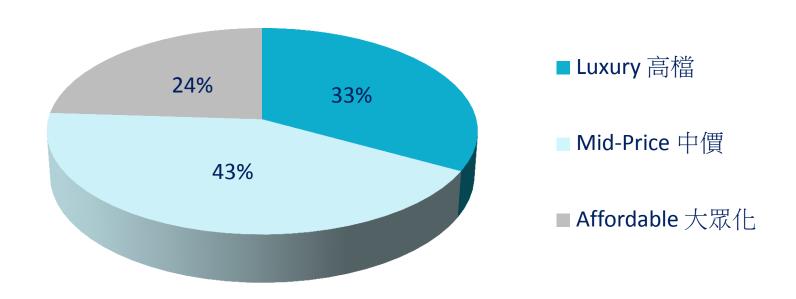


Hysan希慎

2015年表現:商舖業務(續)

Estimated Retail Revenue Contribution Percentage by Price Point

按價格檔次劃分的估計商舖租金收入百分比

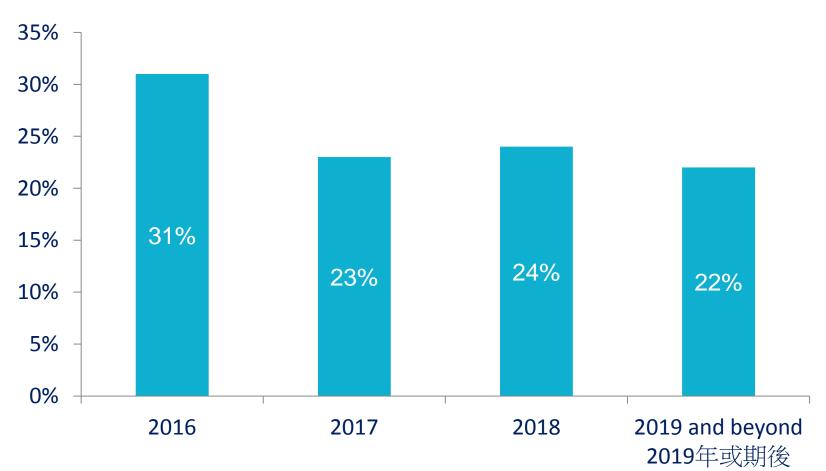




2015年表現:商舖業務(續)

Retail Lease Expiry Profile (As at 31 December 2015)

商舖租約到期概況(於2015年12月31日)



2015 Performance: Office Portfolio

2015年表現:寫字樓業務

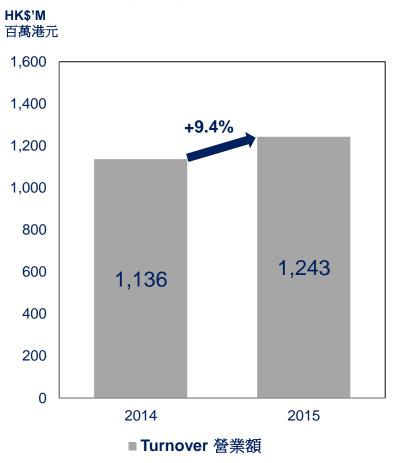


- Office portfolio turnover increased by 9.4%
 to HK\$1,243 million (2014: HK\$1,136 million)
- Occupancy: 99% as at 31 Dec 2015
 (31 Dec 2014: 98%)
- 寫字樓業務的營業額增加9.4%至12億4千3百萬港元

(2014年:11億3千6百萬港元)

出租率:於2015年12月31日為99%(2014年12月31日:98%)

Office Portfolio Turnover 寫字樓業務收入



2015 Performance: Office Portfolio (con't)



2015年表現:寫字樓業務(續)

- Positive rental reversion in renewals, reviews and new lettings with an average rental income increase of around 30%
- Office space vacancies tightened in Central due to strong Mainland China financial firms' demand
- Being a genuine alternative to Central and Admiralty as a premium office address, Hysan's portfolio attracts quality companies from a range of industries
- Lee Gardens offers a variety of retail and leisure outlets, is an exceptional transport hub, and cost effective
- 因續約、租金檢討與新出租物業而訂立的租金,平均增加約30%
- 由於中資金融機構的需求殷切,中環寫字樓的空置率下跌
- 希慎的銅鑼灣寫字樓物業組合為中環及金鐘區以外的極佳 選擇,提供優質營商據點,吸引不同行業的優質企業
- 利園區的零售及休閒設施齊備,而且位處交通樞紐,成本 效益更勝其他核心區域



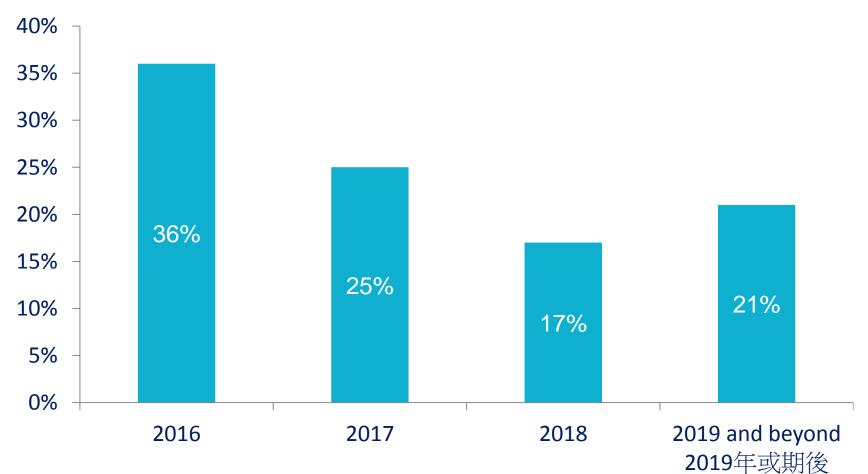
2015 Performance: Office Portfolio (con't)



2015年表現:寫字樓業務(續)

Office Lease Expiry Profile (As at 31 December 2015)

寫字樓租約到期概況 (於2015年12月31日)



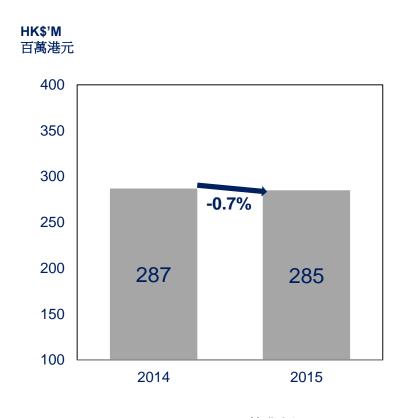
2015 Performance: Residential Portfolio

Hysan希慎

2015年表現:住宅業務

- Residential portfolio turnover saw a small drop of 0.7% to HK\$285 million
 (2014: HK\$287 million)
- Positive rental reversion in renewals, reviews
 and new lettings with an average rental income
 increase of around 5%, reflected general
 improvement in demand for quality residential
 rentals
- 住宅業務的營業額微跌 0.7% 至 2億8千5百萬 港元(2014年: 2億8千7百萬港元)
- 因續約、租金檢討與新出租物業而訂立的租金,平均增加約5%,反映市場對優質住宅租盤的需求普遍提高

Residential Portfolio Turnover 住宅業務收入



■ Turnover 營業額



2015年表現:住宅業務(續)

- Renovation project ongoing
- Continued to improve services and facilities for a superior international living experience
- Occupancy at 89% as at 31 Dec 2015 as units were vacated for renovations (31 Dec 2014: 97%)
- 翻新工程繼續進行
- 繼續提升服務及設施,確保為租客帶來豐富的國際化生活體驗
- 出租率:由於部分單位因翻新工程空置,於2015年12月31日為89% (2014年12月31日:97%)

Hysan Business Update: Lee Garden Three



集團業務最新進展:利園三期

- Piling, excavation and other foundation works completed in Q1 2016
- Project expected to be completed in late 2017, slightly earlier than the previous estimation of early 2018
- Around 200 parking spaces will be added, which will help attract shoppers to our portfolio and relieve parking problems in Causeway Bay
- 支護椿、開挖及地基工程已於2016年首季竣工
- 預計可於2017年年底完成,較原先估計的2018年年初 略為提早
- 將增加約200個車位,可吸引更多購物人士前來希慎的物業組合,並紓緩銅鑼灣的泊車問題



Hysan Business Update: Lee Garden One Asset Enhancement Project 集團業務最新進展:利園一期資產增值項目



- First phase revamping ground floor lobby and adding three elevators completed in July 2015
- Second phase constructing new shop space already commenced;
 project anticipated to be completed in the middle of 2016
- Will improve the accessibility and circulation of the office and retail areas, and create new shop space and retail offerings
- 第一期工程包括改建地下大堂及加裝三部升降機,已如期於2015年7月完成
- 第二期開闢新舖位的工程已經展開,項目計劃 於2016年年中完成
- 將改善寫字樓及商場對外、以及對內的流通, 並帶來新的舖位及零售商戶





Strong Financial Position

穩健財政狀況

Hysan希慎

Low Gearing

- Total Gross Debt: HK\$4,875 million
 (31 Dec 2014: HK\$6,457 million)
- Net Debt to Equity: 3.0% (31 Dec 2014: 4.2%)

Stable Debt Profile

- Fixed Rate Debt: 94.9% of the total gross debt (31 Dec 2014: 76.3% of the total gross debt)
- Average Debt Maturity: 6.3 years
 (31 Dec 2014: 5.6 years)
- Capital Market Issuance: 94.9%
 (31 Dec 2014: 83.0%)
- Average Cost of Finance: 3.5% (2014: 3.2%)

Strong Credit Rating

- Net Interest Coverage: 19.5 times
 (2014: 17.1 times)
- Moody's: A3; Standard and Poor's: BBB+

低負債率

- 債務總額: 48億7千5百萬港元 (2014年12月31日: 64億5千7百萬港元)
- 淨債務與股東權益比率:3.0%(2014年12月31日:4.2%)

穩定債務狀況

- 定息債務: 佔債務總額 94.9%(2014年12月31日: 佔債務總額 76.3%)
- 平均債務期限:6.3年(2014年12月31日:5.6年)
- 資本市場發債:94.9%(2014年12月31日:83.0%)
- 平均借貸成本:3.5%(2014年:3.2%)

信貸評級優異

- 淨利息償付率:19.5 倍(2014年:17.1 倍)
- 穆迪: A3;標準普爾: BBB+

