

Hysan Development 2019 Annual General Meeting

希慎興業

2019年股東周年大會



16 May, 2019



Hysan 希慎

Chairman

Lee Irene Yun-Lien

主席

利蘊蓮

Independent Non-Executive Directors

Churchouse Frederick Peter

Fan Yan Hok Philip

Lau Lawrence Juen-Yee

Poon Chung Yin Joseph

Wong Ching Ying Belinda

獨立非執行董事

卓百德

范仁鶴

劉遵義

潘仲賢

王靜瑛

Non-Executive Directors

Jebesen Hans Michael

(Yang Chi Hsin Trevor as his alternate)

Lee Anthony Hsien Pin

Lee Chien

Lee Tze Hau Michael

非執行董事

捷成漢

(楊子信為其替任董事)

利憲彬

利乾

利子厚

Senior Management

高層管理人員

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Lui Kon Wai Ricky
呂幹威

Chief Operating Officer
首席營運總監



Hao Shu Yan Roger
賀樹人

Chief Financial Officer
首席財務總監



Choy Man Wai Kitty
蔡雯慧

Director, Retail
商舖業務總監



Lam Tze Pon Tiffany
林之芃

Director, Marketing
and Customer Experience
市場推廣及客戶體驗總監



Yip Mo Ching Jessica
葉慕貞

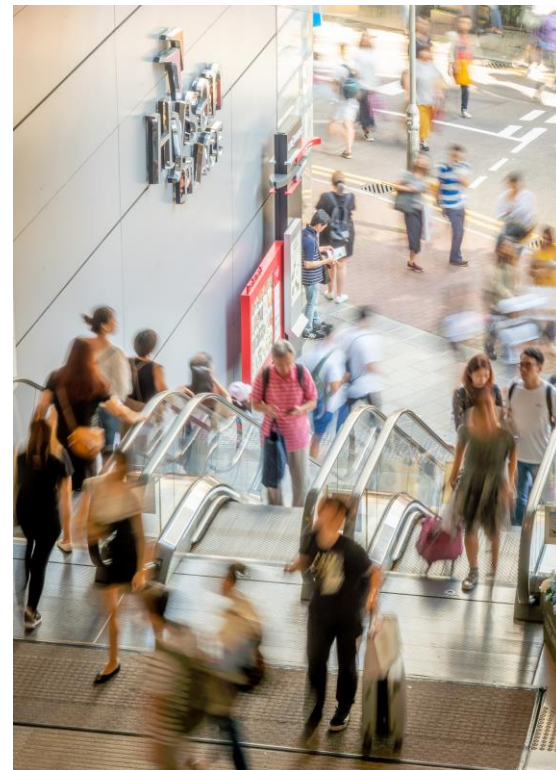
Director,
Office and Residential
寫字樓及住宅業務總監



Cheung Ka Ki Maggie
張嘉琪

Company Secretary
and General Counsel
公司秘書及總法律顧問

- Occupancy: 97% as at 31 March 2019
- Estimated Tenant Sales: The first three months of 2019 saw around 4% growth, as compared to the same period in 2018, outperforming Hong Kong's retail sales growth percentage figure
- 出租率：於2019年3月底為97%
- 估計整體租戶銷售額：與去年同期比較，2019年首三個月錄得約4%增長，比香港零售業銷售額的百分比增長理想



- Overall positive in renewals, rent review and new lettings in Q1 2019
- Facing structural changes, but our continuous efforts to reposition to create a unique retail destination are paying off
- Market sentiment also generally positive
- Foot traffic: an increase of around 6% in Q1 2019, when compared to the same period in 2018
- 2019年首季，續約、租金檢討與新出租物業所訂立的租金水平整體上升
- 雖然面對結構性轉變，但我們調整定位、打造獨特零售熱點的努力，正發揮良好成效
- 市場氣氛整體正面
- 人流：與去年同期比較，2019年首季錄得約6%增長

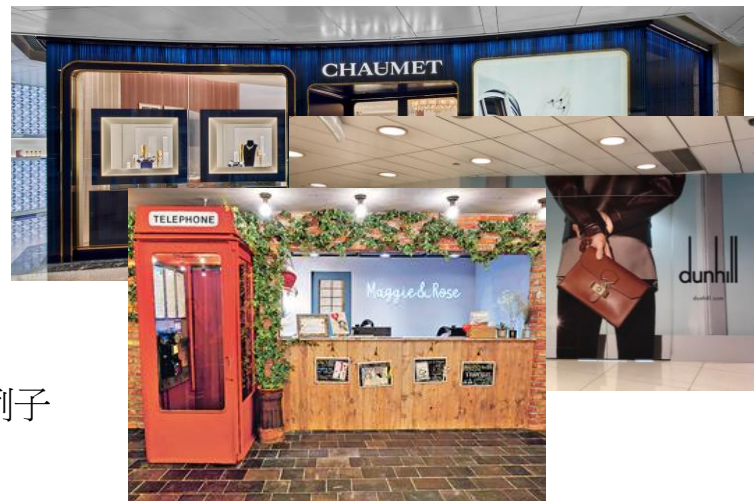


Hysan's Business Updates: Retail Portfolio

集團業務最新進展：商舖業務

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- Adding renowned retail brands including Chaumet, Dunhill, Mikimoto and Rimowa
- Top brands like Van Cleef & Arpels and BVLGARI underwent substantial enhancements
- Complemented by a wide range of lifestyle stores, and popular food and beverage outlets
- New tenant Maggie & Rose, a family members' club, is a good example of what provides a unique edge
- 加入多家知名零售品牌如Chaumet、Dunhill、Mikimoto 和 Rimowa
- 高級品牌如Van Cleef & Arpels 和 BVLGARI 進行翻新
- 匯聚一眾時尚生活商舖，以及大受歡迎的食肆
- 新租戶Maggie & Rose親子會所，是我們提供獨特優勢的好例子

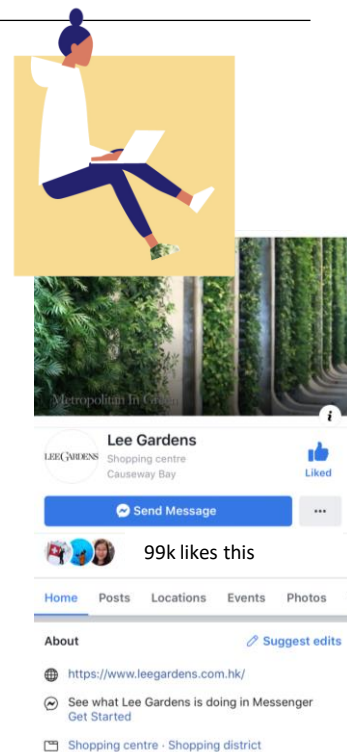


Hysan's Business Updates: Retail Portfolio

集團業務最新進展：商舖業務

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- Loyalty programmes: healthy double digit percentage growth for Club Avenue and very encouraging triple digit percentage growth for Lee Gardens Plus memberships in Q1 2019, when compared to the same period in 2018
- Social media followers saw double digit percentage growth
- 常客獎勵計劃：與去年同期比較，2019年首季的Club Avenue會員人數錄得穩健的雙位數百分比增長，而Lee Gardens Plus則取得令人鼓舞的三位數百分比增長
- 社交媒體的關注數字錄得雙位數百分比增長



Hysan's Business Updates: Retail Portfolio

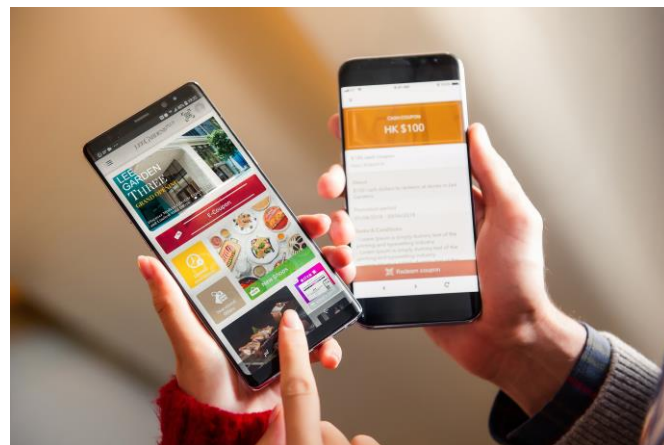
集團業務最新進展：商舖業務

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- New Retail Revolution
 - Building of a Smart Community
 - Using Retail Technology and Big Data
 - Enhancing Co-marketing with Tenants
 - Creating a Consumer-oriented retail experience with a new app
 - Integrating online and offline communications
 - Collaborating with Third Parties like OpenRice and Alipay
 - Made possible by our area-wide Wi-Fi together with close tenant collaborations
- 新零售革命
 - 打造智能化社區
 - 應用零售科技和大數據
 - 加強商戶合作營銷
 - 以革新版會員應用程式開創以客為本的零售新體驗
 - 整合線上線下通訊渠道
 - 與第三方合作如 OpenRice 《開飯喇》及支付寶
 - 受惠於我們覆蓋全區的無線網絡和緊密的租戶合作



- Advanced technology: an enjoyable, user-friendly and integrated shopping experience with online presence, offline experience and good logistics service
- 創新科技：融合線上服務、線下體驗與現代物流，帶來嶄新有趣、容易上手的全渠道零售體驗



Hysan's Business Updates: Retail Portfolio

集團業務最新進展：商舖業務

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- Our events and activities continue to enrich customers' experience
 - The Avengers Endgame's publicity received unprecedented social media attention internationally
 - Other brands unveiled their first-in-Hong Kong experiences at Lee Gardens
 - Sports and street food attracted tens of thousands of locals and tourists
- Our ability to inject newness and excitement via pop ups has established Lee Gardens as a destination
- 我們的推廣活動繼續豐富消費者的體驗
 - 《復仇者聯盟》活動吸引了前所未有、來自世界各地於社交媒體上的關注
 - 其他品牌選址利園區進行其於香港的首個推廣活動
 - 運動項目與街頭美食節吸引成千上萬的本地參加者和遊客
- 我們透過不同期間限定店注入新意和驚喜，打造利園區成為購物熱點



- Lee Garden Three opening brought in a different group of office tenants who demand top quality lifestyle offerings, retail experience, health and wellness needs, and dining options
- Occupancy: 98% as at 31 March 2019
- Overall positive rental reversion in renewals, rent review and new lettings in Q1 2019
- 利園三期的開幕，迎來一眾追求高質素時尚生活、購物體驗、有益身心健康活動和餐飲選擇的寫字樓租戶
- 出租率：於2019年3月底為98%
- 2019年首季因續約、租金檢討與新出租物業而訂立的租金水平上升



- Lee Garden Three is a catalyst to further reinforce our commitment to lifestyle
- Mutual empowerment between our office and retail portfolios
- Office portfolio contributes more than 40% of turnover, now truly a dual engine business
- Changed tenant profile with more banking and finance professionals, as well as co-working space users, have led to new consumer needs
- Continue to influence our retail tenant recruitment strategy and mix
- 利園三期進一步催化集團提升時尚生活的動力
- 寫字樓和商舖業務組合之間發揮合作效益
- 寫字樓業務現已佔希慎營業額超過**40%**，與商舖業務發展雙向共贏
- 租戶組合改變，引入更多銀行金融業上班族租戶和共享工作間用家，帶來新的消費者需求
- 繼續改變我們的商舖租戶招攬策略和組合

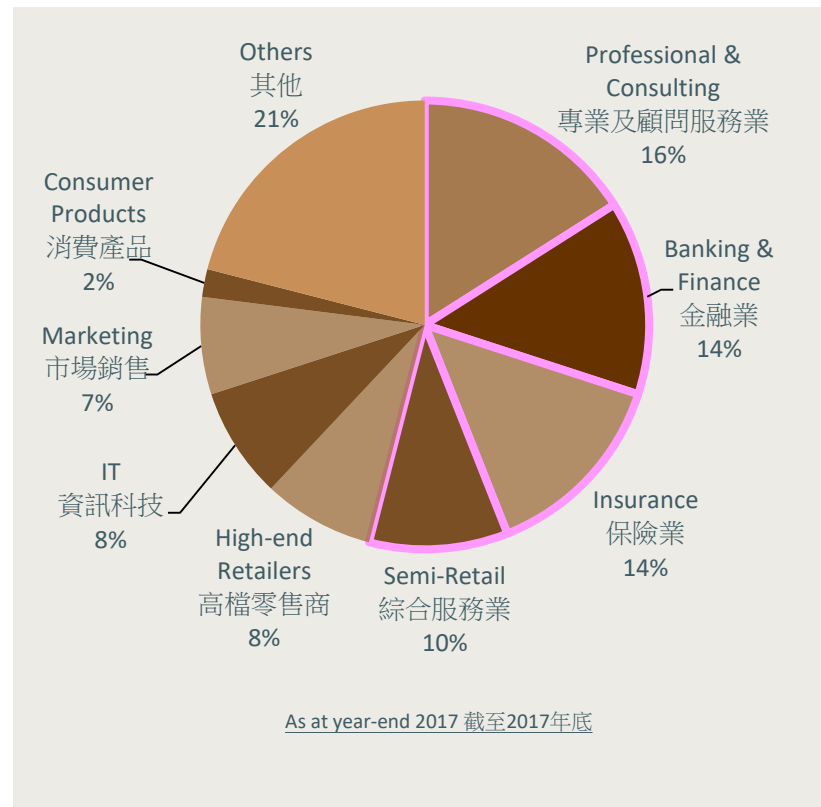


Hysan's Business Updates: Office Portfolio

集團業務最新進展：寫字樓業務

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- Before Lee Garden Three was unveiled, four to five different categories of tenants take up the top spots in office space usage quite evenly
- 利園三期開幕前，四至五個不同類別的租戶平均佔用寫字樓最多的樓面面積

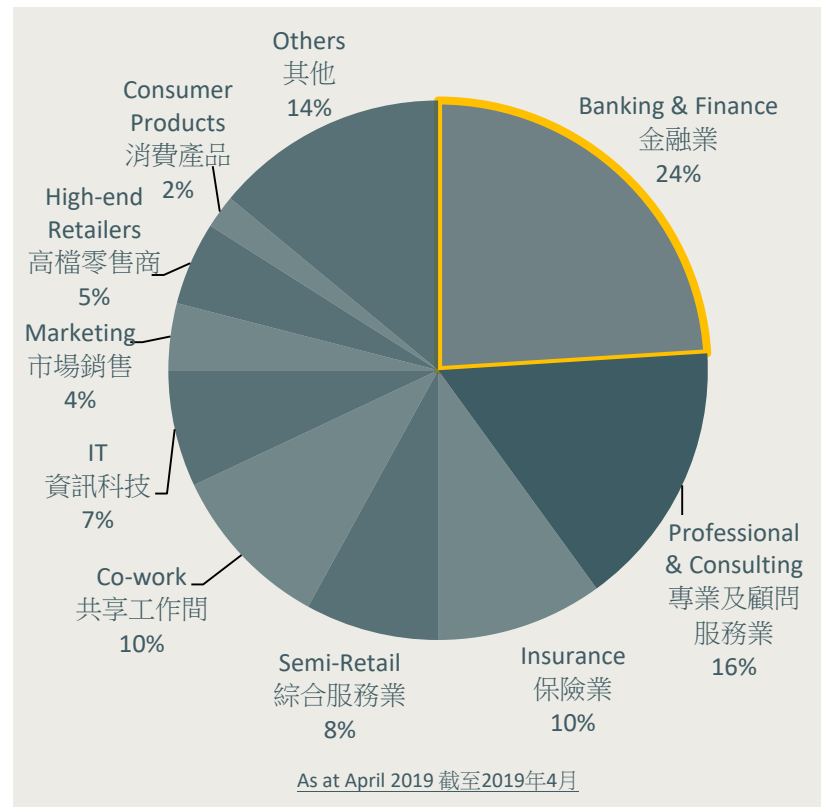


Hysan's Business Updates: Office Portfolio

集團業務最新進展：寫字樓業務

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- Banking and Finance is now the largest category office space user, taking up more than 20% of the total lettable area, while Co-working occupies close to 10%
- Positive feedback from these tenants who enjoy both quality hardware and Lee Gardens community software
- 金融業租戶現成為佔用寫字樓業務組合最大的用家，佔可供出租寫字樓總樓面面積超過20%，共享工作間則佔接近10%
- 這些租戶對我們的優質設施及利園社區，反應正面



Hysan's Business Updates: Residential Portfolio

集團業務最新進展：住宅業務

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- Occupancy: 89% as at 31 March 2019
- Overall positive rental reversion in renewals, rent review and new lettings in Q1 2019
- The design development of our low-density residential development project at Tai Po is making good progress; site work is underway
- 出租率：於2019年3月底為89%
- 2019年首季因續約、租金檢討與新出租物業而訂立的租金水平上升
- 大埔低密度住宅項目的設計工作進展良好，地盤工程亦已展開



- A strong start to the year
- Headwinds, especially the U.S. China trade war, will continue to challenge our tenants' performance and potential tenants' confidence across retail, office and residential portfolios
- Implemented measures to weather the uncertainties
- Comprehensive plan to curate the Lee Gardens community
- 今年有一個很好的開始
- 但不同外圍因素尤其是中美貿易戰，將繼續為租戶帶來挑戰，以及影響商舖、寫字樓和住宅業務潛在租戶的信心
- 希慎已制定方案應對不明朗因素
- 以全面的計劃策劃整個利園區的發展



2019 Annual General Meeting: Statutory Meeting

Poll to be taken on each of the 6 Resolutions

**2019年股東周年大會:
法定議程**

第1至6項決議案將按股數表決形式進行

Ordinary Resolutions

普通決議案

Resolution 1

To receive and consider the Statement of Accounts for the year ended 31 December 2018 and the Reports of the Directors and Auditor thereon.

決議案 1

省覽截至**2018年12月31**日止年度之財務報表及董事會報告與核數師報告。

Resolution 2

To re-elect the retiring Directors

- i) Mr. Churchouse Frederick Peter;**
- ii) Mr. Jebson Hans Michael;**
- iii) Mr. Lee Anthony Hsien Pin;**
- iv) Mr. Lee Chien; and**
- v) Ms. Wong Ching Ying Belinda**

決議案 2

重新選舉退任董事

- i) 卓百德先生;**
- ii) 捷成漢先生;**
- iii) 利憲彬先生;**
- iv) 利乾先生;及**
- v) 王靜瑛女士**

Resolution 2(i)
To re-elect Mr. Churchouse
Frederick Peter as Director.

決議案 2(i)
重新選舉卓百德先生連任董事。



Resolution 2(ii)
To re-elect Mr. Jebson Hans
Michael as Director.

決議案 2(ii)
重新選舉捷成漢先生連任董事。



Resolution 2(iii)
To re-elect Mr. Lee Anthony
Hsien Pin as Director.

決議案 2(iii)
重新選舉利憲彬先生連任董事。



Resolution 2(iv)
To re-elect Mr. Lee Chien as
Director.

決議案 2(iv)
重新選舉利乾先生連任董事。



Resolution 2(v)
To re-elect Ms. Wong Ching Ying Belinda as Director.

決議案 2(v)
重新選舉王靜瑛女士連任董事。



Resolution 3

To approve revision of annual fees payable to Non-Executive Directors.

決議案 3

批准調整非執行董事之年度袍金。

Resolution 4

To re-appoint Deloitte Touche Tohmatsu as Auditor of the Company at a fee to be agreed by the Directors.

決議案 4

重新聘請德勤•關黃陳方會計師行為本公司之核數師，並授權董事會釐定其酬金。

Resolution 5

To give Directors a general mandate to allot, issue and deal with additional shares in the Company not exceeding 10% of the number of its issued shares and the discount for any shares to be issued shall not exceed 10%.

決議案 5

授予董事會一般權力配發、發行及處理本公司額外股份，涉及股數不可超逾本公司已發行股份總數之10%，而所發行的任何股份折讓不得超過10%。

Resolution 6

To give Directors a general mandate to repurchase shares in the Company not exceeding 10% of the number of its issued shares.

決議案 6

授予董事會一般權力購回不超逾本公司已發行股份總數 10%之股份。

The poll will now be taken.

投票現在正式開始。

Please complete and sign your voting paper.

請填寫及簽署投票表格。

The poll is now closed.
THANK YOU

投票經已結束。
謝謝

Thank you