#### HYSAN DEVELOPMENT COMPANY LIMITED

ANNUAL GENERAL MEETING OF THE COMPANY TO BE HELD AT 12:00 NOON ON FRIDAY, 13 MAY 2016 AT MEETING ROOM S221, HONG KONG CONVENTION AND EXHIBITION CENTRE, 1 EXPO DRIVE, WANCHAI, HONG KONG.

### <u>Part I – Preliminary and Business Overview Presentation</u> <u>Ms. Irene Lee, Chairman</u>

### **Opening Remarks**

[Slide 1: Welcome to Hysan Development 2016 Annual General Meeting]



Good afternoon, ladies and gentlemen. The time for which the Meeting was called has past, with the necessary quorum being present, we now proceed to our 2016 Annual General Meeting.

各位午安,現在已屆召開本會議的時間,出席股東亦已達法定人數,會議正式開始。

## **Hysan's Board of Directors**

希慎董事會



Chairman

Irene Yun Lien LEE

主席利蘊蓮

Deputy Chairman and Chief Executive Officer

Siu Chuen LAU

副主席及行政總裁

劉少全

Independent non-executive Directors

Nicholas Charles ALLEN

Frederick Peter CHURCHOUSE

Philip Yan Hok FAN Lawrence Juen-Yee LAU Joseph Chung Yin POON 獨立非執行董事

聶雅倫 卓百德

范仁鶴 劉遵義

潘仲賢

Non-executive Directors

Hans Michael JEBSEN Anthony Hsien Pin LEE

Chien LEE

Michael Tze Hau LEE

非執行董事

Hans Michael JEBSEN

利憲彬 利乾 利子厚

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I will start with a brief introduction of our Board members and team members. From our Board are:

我首先介紹我們的董事會成員和團隊成員。董事會成員包括:

Deputy Chairman and Chief Executive Officer, Siu Chuen LAU

副主席及行政總裁劉少全

**Independent non-executive Director, Nicholas Charles ALLEN** 

獨立非執行董事聶雅倫

**Independent non-executive Director, Frederick Peter CHURCHOUSE** 

獨立非執行董事卓百德

Independent non-executive Director, Lawrence Juen-Yee LAU

獨立非執行董事劉遵義

### Independent non-executive Director, Joseph Chung Yin POON

獨立非執行董事潘仲賢

Independent non-executive Director, Philip Yan Hok FAN is not in Hong Kong and is joining our meeting by phone

獨立非執行董事范仁鶴因不在香港,所以今天以電話方式出席會議

Non-executive Director, Hans Michael JEBSEN

非執行董事Hans Michael JEBSEN

Non-executive Director, Anthony Hsien Pin LEE

非執行董事利憲彬

Non-executive Director, Chien LEE

非執行董事利乾

Non-executive Director, Michael Tze Hau LEE

非執行董事利子厚

I would like to give special thanks to Mr. Nicholas Charles ALLEN, who is stepping down from the Board upon the conclusion of this annual general meeting. I am grateful for his wise counsel and diligent work as Chairman of the Audit Committee. On behalf of the Board, I wish him all the best in his future endeavours.

在此我特別感謝將於股東周年大會結束後退任董事的聶雅倫先生。對他擔任審核委員會主席期間提供明智意見和辛勤工作,我謹致衷心謝意。我謹代表董事會祝願他未來發展一帆風順。

## Our Team Members 團隊成員





Roger Shu Yan HAO 賀樹人 Chief Financial Officer 財務總監



Sunny Wing Chung CHAN 陳詠聰 Director, Projects 工程項目總監



Kitty Man Wai CHOY 蔡雯慧 Director, Retail

商舖業務總監



Lawrence Wai Leung LAU 劉偉良



Jessica Mo Ching YIP 葉慕貞

General Manager, Property Services 物業服務總經理

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

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Let me also introduce senior members of our management team:

團隊成員包括:

Chief Financial Officer, Roger Shu Yan HAO

財務總監賀樹人

Director, Projects, Sunny Wing Chung CHAN

工程項目總監陳詠聰

Director, Retail, Kitty Man Wai CHOY

商舖業務總監蔡雯慧

General Manager, Property Services, Lawrence Wai Leung LAU

物業服務總經理劉偉良

Director, Office and Residential, Jessica Mo Ching YIP

## 寫字樓及住宅業務總監葉慕貞

Now, I would like to give you an overview of our business activities in 2015 and recent updates. After that, we will proceed to the statutory meeting. If you have any questions related to the resolutions, please raise them during the formal proceedings. For all other questions, we will discuss them after the proceedings.

現在我向各位介紹公司於2015年的業務活動及最新進展,然後再進入今日股東周年大會的 法定議程。各位如有與決議案有關的問題,請於正式議程的程序中提出。至於其他提問, 我們將於議程後討論。

#### 2015 Business Environment Overview

[Slide 4: 2015 Business Environment Overview]

# 2015 Business Environment Overview 2015年營商環境概覽



- 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%

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Here are some highlights on Hysan's 2015 Annual Results: Our Group's turnover was up 6.4% year-on-year. Recurring Underlying Profit increased 5.5%

以下為希慎2015年全年業績的摘要: 集團營業額按年上升 6.4%; 經常性基本溢利上升 5.5%

The office performance was strong, while the retail performance was solid

寫字樓業務表現強健;商舖業務表現穩固

The total distribution of dividends in 2015 was HK132 cents per share, which was up 7.3%

2015全年股息總額為每股132港仙,按年增長7.3%



- 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

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Here's an overview of the overall business environment: In a worldwide context, 2015 was more volatile and difficult than expected due to economic and political factors

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

Locally, the decline in retail sales, especially in the luxury sector, gathered pace

本地方面,零售業銷售額加速下跌,尤以奢侈品為甚

A stronger commercial office market was aided by tight supply and strong demand from Chinese financial institutions

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

**Hysan**希慎

- Hysan anticipated retail market would normalise after past decade's strong growth
- Pursued strategy of diversification by pivoting portfolio towards mid to affordable market
- 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



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Hysan had anticipated the retail market would normalise after the past decade's strong growth

希慎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

We pursued a strategy of diversification by pivoting our portfolio towards the mid-to-affordable market

我們貫徹多元化策略,重新調整集團的商舗租戶組合,轉移至中價及大眾化市場

**Hysan**希慎

- 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
- 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



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#### We leveraged on children's offerings and sport and lifestyle products

我們充分發揮在兒童及運動休閒產品市場的優勢

Our enhanced food and beverage offering covers a range of price points and appeals to different tastes

我們並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

**Hysan**希慎

- Continued to fine-tune positioning of three hubs: each represents approximately onethird 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

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We continued to fine-tune the positioning of our three hubs: each represents approximately one-third of our retail portfolio in size

我們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

We strived to create a unique and satisfying experience (U.S.E.) to delight and surprise tenants, shoppers and other visitors

我們致力為租戶、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

## 2015 Annual Results and Highlights: Retail Portfolio

**Hysan**希慎

2015年全年業績及摘要:商舖業務



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



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

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We will now go into more details and let's start with our Retail Portfolio. We have strategically created a diversified and distinct retail portfolio, with shops and restaurants of different price points and style

我們致力營造多姿多彩、別具特色的商舗組合,匯聚不同價格檔次和風格的商店食肆

Hysan Place is well known as a trendy gathering place for younger crowds

希慎廣場是時尚潮流的年輕人聚腳點

Lee Gardens hub provides elegant and luxury premium spaces

利園商舗組群提供雅緻豪華的優質商舗

Lee Theatre hub showcases urban fashion and sporty lifestyles

利舞臺商舗組群匯聚都會時尚和運動活力的商店

## 2015 Annual Results and Highlights: Retail Portfolio (con't) **阿 Hysan**希慎 2015年全年業績及摘要:商舖業務(續)

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

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And here we have the retail portfolio's contributions in 2015: Our retail portfolio turnover increased by 5.6% to HK\$1,902 million. The turnover rent was HK\$71 million

以下為2015年商舗業務貢獻的資料: 商舗業務的營業額增加5.6% 至19 億2 百萬港元。按租戶營業額收取的租金為7千1 百萬港元

Our retail portfolio was fully-let as at 31 Dec 2015

於2015年年底,商舗全數租出

2015 Annual Results and Highlights: Retail Portfolio (con't) **四 Hysan**希慎 2015年全年業績及摘要:商舗業務(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





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There were positive rental reversions in renewals, reviews and new lettings across the portfolio, which saw an average increase of around 25% in rental levels

商舗組合中因續約、租金檢討與新出租物業而訂立的租金水平平均上升約25%

It also reflected our continued strategy to increase base rent

這亦反映集團調高基本租金的持續策略

2015 Annual Results and Highlights: Retail Portfolio (con't) **半 Hysan**希慎 2015年全年業績及摘要:商舗業務(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,希慎商舖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

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The total foot traffic in Hysan's portfolio rose around 5%, which was achieved against a fall in overseas visitors coming to Hong Kong in 2015

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%

The estimated overall tenant sales increase in retail portfolio was around 10% in 2015, when compared to 2014. It outperformed Hong Kong's overall retail sales which declined by 3.7%

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 Annual Results and Highlights: Retail Portfolio (con't) **||| Hysan**希慎 2015年全年業績及摘要:商舗業務(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
    - o DFS T Galleria's beauty concept floor, and LINE's first Hong Kong outlet
- 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

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We will now go into more details by hub. Hysan Place saw around 20% growth in estimated tenant sales

現在為大家提供更多每個商舗組群的資料。希慎廣場估計租戶銷售額增加約20%

Its tenant mix was refined with the addition of themed unisex sports and leisure offerings

我們優化商戶組合,加入以運動休閒為主題的男女商品

They include lululemon athletica, The North Face, adidas; as well as DFS T Galleria's beauty concept floor, and LINE's first Hong Kong outlet

包括 lululemon athletica, The North Face, adidas 等,以及 DFS T-Galleria的美妝世界,和LINE 在香港的首家專門店

# 2015 Annual Results and Highlights: Retail Portfolio (con't) **一 Hysan**希慎 2015年全年業績及摘要:商舖業務(續)

- Hysan Place
  - Original events like "Living Lee Gardens", "Green Wonders", "Wooderful Life"
  - > Foot traffic increased by around 5%
- 希慎廣場
  - ➤ 原創的活動包括「Living Lee Gardens」、 「Green Wonders」及「Wooderful Life」
  - ▶ 人流增加約5%





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We organized original events like "Living – Lee Gardens", "Green Wonders" and "Wooderful Life"

我們舉辦了原創的活動包括「Living - Lee Gardens」、「Green Wonders」及「 Wooderful Life」

Foot traffic in Hysan Place increased by around 5%

希慎廣場人流增加約5%

2015 Annual Results and Highlights: Retail Portfolio (con't) **一 Hysan**希慎 2015年全年業績及摘要: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
- 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



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As for the Lee Theatre hub, it saw around 5% increase in estimated tenant sales

至於利舞臺商舖組群方面,估計租戶銷售額增加約5%

Lee Theatre Plaza's lower floor anchor stores and upper floor food and beverage outlets performed well

利舞臺廣場低層的主要商舗及高層的餐飲食肆表現理想

2015 Annual Results and Highlights: Retail Portfolio (con't) **四 Hysan**希慎 2015年全年業績及摘要:商舗業務(續)

- Lee Theatre hub
  - 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
- 利舞臺商舗組群
  - ▶ 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%



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Sports and lifestyle stores in Leighton Centre also saw good tenant sales growth in 2015

2015年,禮頓中心的運動休閒商舖的租戶銷售額也取得不俗增長

Foot traffic for the Lee Theatre hub in 2015 increased by around 10% as compared to 2014, and increased by around 50% when compared to 2013

2015年利舞臺商舖組群的人流較2014年增加約10%,比2013年增加約50%

## 2015 Annual Results and Highlights: Retail Portfolio (con't) **|| Hysan**希慎 2015年全年業績及摘要:商舗業務(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%

## • 利園商舗組群

- 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%

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For Lee Gardens hub, the decline of around 10% in tenant sales was attributable to the slowing down of tourist spending, depressed consumer sentiment due to local stock market volatility, as well as the life cycles and distribution strategies of a few brands

利園商舗組群方面,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

However, the hub's food and beverage outlets experienced strong double-digit percentage growth in sales in 2015

不過2015年,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

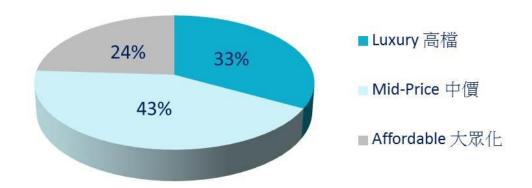
Foot traffic for Lee Gardens hub increased by around 5%

利園商舗組群的人流增加約5%

2015 Annual Results and Highlights: Retail Portfolio (con't) **阿 Hysan**希慎 2015年全年業績及摘要: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



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This pie chart shows the Estimated Retail Revenue Contribution Percentage by Price Point 此圖表展示了按價格檔次劃分的估計商舖租金收入百分比

Luxury retail accounted for 33% of the Estimated Retail Revenue Contribution in 2015 2015年,高檔零售佔估計商舗租金收入的33%

Mid-priced items contributed the most, around 43%

中價產品佔最多百分比,約43%

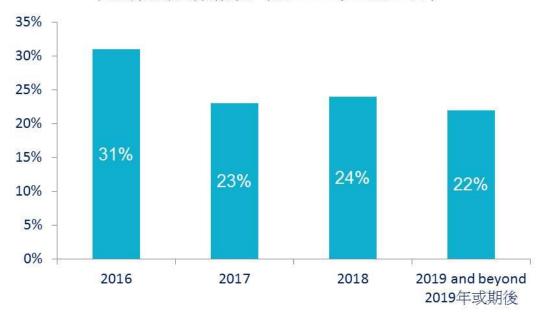
Affordable products also contributed 24%

大眾化產品則佔24%

2015 Annual Results and Highlights: Retail Portfolio (con't) **一 Hysan**希慎 2015年全年業績及摘要: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)



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With regards to the retail lease expiry profile, this bar chart shows what the profile looked like as at 31 December 2015

至於商舖租約到期概況,此圖表展示了截至2015年年底的數字

### 31% of the leases expire in 2016

2016年到期的租約佔31%

Leases to expire in 2017, 2018, 2019 and beyond are 23%, 24% and 22% respectively

2017、2018、2019年或期後到期的租約數目水平,分別為23%、24%和22%

# 2015 Annual Results and Highlights: Office Portfolio 2015年全年業績及摘要: 寫字樓業務

**Hysan**希慎

- Office portfolio turnover increased by 9.4% to HK\$1,243 million
- Occupancy: 99% as at 31 Dec 2015
- 寫字樓業務的營業額增加9.4%至12億4千3百萬港元
- 出租率:於2015年12月31日為99%

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### Now we turn to the office sector

以下是寫字樓業務的表現

Our office portfolio turnover increased by 9.4% to HK\$1,243 million

寫字樓業務的營業額增加9.4%至12億4千3百萬港元

Occupancy was 99% as at 31 Dec 2015

於2015年12月31日,出租率為99%

2015 Annual Results and Highlights: Office Portfolio (con't) **Hysan**希慎 2015年全年業績及摘要: 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
- 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



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There were positive rental reversions in renewals, reviews and new lettings, which saw an average rental income increase of around 30%

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%

Office space vacancies tightened in Central due to strong Mainland China financial firms' demand

由於中資金融機構的需求殷切,中環寫字樓的空置率下跌

2015 Annual Results and Highlights: Office Portfolio (con't) **出 Hysan**希慎 2015年全年業績及摘要: 寫字樓業務(續)

- 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
- 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



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Being a genuine alternative to Central and Admiralty as a premium office address, Hysan's portfolio attracts quality companies from a range of industries

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

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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

[Slide 23: 2015 Annual Results and Highlights: Office Portfolio (cont'd)]

2015 Annual Results and Highlights: Office Portfolio (con't) **Hysan**希慎 2015年全年業績及摘要: 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)



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### This bar chart shows the office lease expiry profile as at 31 December 2015

此圖表展示了截至2015年年底的寫字樓租約到期概況

#### 36% of the leases expire in 2016

2016年到期的租約佔36%

Leases to expire in 2017, 2018, 2019 and beyond are 25%, 17% and 21% respectively

2017、2018、2019年或期後到期的租約數目水平,分別為25%、17%和21%

## 2015 Annual Results and Highlights: Residential Portfolio 2015年全年業績及摘要:住宅業務



- Residential portfolio turnover saw a small drop of 0.7% to HK\$285 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
- 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

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Turning to the residential portfolio, its turnover saw a small drop of 0.7% to HK\$285 million

住宅業務方面,營業額微跌0.7%至2億8千5百萬港元

There were positive rental reversions in renewals, reviews and new lettings, which saw an average rental income increase of around 5%

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%

This reflected general improvement in demand for quality residential rentals

這反映市場對優質住宅租盤的需求普遍提高

2015 Annual Results and Highlights: Residential Portfolio (con't) **Hysan**希慎 2015年全年業績及摘要: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
- 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%

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#### The renovation project at Bamboo Grove is ongoing

竹林苑的翻新工程繼續進行

We continue to improve services and facilities for a superior international living experience

我們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

The occupancy was 89% as at 31 Dec 2015 as units were vacated for renovations

由於部分單位因翻新工程空置,於2015年12月31日的出租率為89%

## 2015 Annual Results and Highlights: Strong Financial Position 2015年全年業績及摘要: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%)

## 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%)

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Our financial position is strong. Our gearing is low.

希慎的財務狀況強健,負債率低

Our Total Gross Debt was HK\$4,875 million

債務總額為48億7千5百萬港元

Our Net Debt to Equity ratio was 3.0%

淨債務與股東權益比率為3.0%

2015 Annual Results and Highlights: Strong Financial Position (con't) **Hysan**希慎 2015年全年業績及摘要:穩健財政狀況(續)

#### 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%)

#### 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%)

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#### Our debt profile is stable

希慎的債務狀況穩定

### Our Fixed Rate Debt was 94.9% of the total gross debt

定息債務佔債務總額94.9%

The Group's Average Debt Maturity was about 6.3 years as at 31 Dec 2015

於2015年12月31日,本集團的平均債務期限約為6.3年

Our debts sourced from capital markets were 94.9%

籌措自資本市場的債務為94.9%

Our Average Cost of Finance was 3.5%

平均借貸成本為3.5%

2015 Annual Results and Highlights: Strong Financial Position (con't) **Hysan**希慎 2015年全年業績及摘要:穩健財政狀況(續)

## **Strong Credit Rating**

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

## 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+

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### Our Net Interest Coverage was 19.5 times

淨利息償付率為19.5 倍

And our credit rating as given by Moody's is A3, whereas the Standard and Poor's rating is BBB+

穆迪給予希慎的信貸評級為A3,而標準普爾的評級則為BBB+

## Hysan's Business Updates: Retail Portfolio

**Hysan**希慎

集團業務最新進展:商舗業務

- Occupancy: Fully-let at the end of March 2016
- Rental reversion: Overall positive rental reversion on renewals, reviews and new lettings which became effective in the first three months of 2016, when compared to existing leases
- Negotiations for leases due for renewal in 2016: making good progress, as around 60% of the lease space to be negotiated already concluded successfully
- 出租率:於2016年3月底,已全數租出
- 續約租金:於2016年首三個月生效的續約、租金檢討與新出租物業的新租金 水平較原有租約上升
- 於2016年內期滿的租約續租洽商進度良好,約60%需要洽商的出租樓面面積已 經成功簽訂合約

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Now turning to some business updates on the different parts of our business, and we will start with the retail portfolio:

以下為集團業務的最新進展,首先是商舗業務

The portfolio was fully-let at the end of March 2016

於2016年3月底,商舗組合已全數租出

We saw overall positive rental reversions on renewals, reviews and new lettings which became effective in the first three months of 2016, when compared to existing leases

於2016年首三個月生效的續約、租金檢討與新出租物業的新租金水平較原有租約上升

We are making good progress on negotiations for leases due for renewal in 2016, as around 60% of the lease space to be negotiated have already been concluded successfully

於 2016 年內期滿的租約續租洽商進度良好,約 60%需要洽商的出租樓面面積已經成功簽訂合約

## Hysan's Business Updates: Retail Portfolio (con't)

**Hysan**希慎

集團業務最新進展:商舗業務(續)

- Between 60 to 70% of spending done by local consumers
- Footfall:
  - For the entire retail portfolio, footfall increased by around 5% in the first 4 months of 2016, when compared to same period in 2015
  - Footfall also increased by 13% during May 1 weekend as compared to that of the year before
- 本地顧客的消費佔60至70%
- 人流:
  - ▶ 相比去年首四個月,今年同期集團商舖組合的人流錄得約5%的升幅
  - ▶ 相比去年五一周末,今年同期人流亦增加約13%

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Within our retail portfolio, between 60 to 70% of spending are done by local consumers

就希慎的商舗業務而言,本地顧客的消費佔60至70%

For the entire retail portfolio, footfall increased by around 5% in the first 4 months of 2016, when compared to same period in 2015

相比去年首四個月,今年同期集團商舗組合的人流錄得約5%的升幅

Footfall also went up 13% during the May 1 weekend when compared to the year before

相比去年五一周末,今年同期人流亦增加 13%

## Hysan's Business Updates: Office Portfolio

**Hysan**希慎

集團業務最新進展:寫字樓業務

- Occupancy: 95% at the end of March 2016
- Rental reversion: Positive rental reversion up around 20% on renewals, reviews and new lettings which became effective in the first three months of 2016, when compared to existing leases
- Negotiations for leases due for renewal in 2016: also making good progress, with more than one-third of the lease space to be negotiated already concluded successfully
- 於2016年3月底,出租率為95%
- 續約租金:於2016年首三個月生效的續約、租金檢討與新出租物業的新租金水平較原有租約上升約20%
- 於2016年內期滿的租約續租洽商進度良好,超過三分之一需要洽商的出租樓面面積已經成功簽訂合約

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#### Now going onto the office portfolio updates:

以下是寫字樓業務的最新進展:

The occupancy was 95% as at the end of March 2016

於 2016 年 3 月底,寫字樓出租率為 95%

We saw positive rental reversions of around 20% on renewals, reviews and new lettings which became effective in the first three months of 2016, when compared to existing leases

於 2016 年首三個月生效的續約、租金檢討與新出租物業的新租金水平較原有租約上升約 20%

We are making good progress with regards to negotiations for leases due for renewal in 2016, with more than one third of the lease space to be negotiated already concluded successfully

於 2016 年內期滿的租約續租洽商進度良好,超過三分之一需要洽商的出租樓面面積已經成功 簽訂合約

## Hysan's Business Updates: Residential Portfolio

**Hysan**希慎

集團業務最新進展:住宅業務

- Occupancy: 88% at the end of March 2016
- Renovation work in one of the blocks continuing
- 於2016年3月底,出租率為88%
- 其中一座的翻新工程繼續進行

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#### Finally, we come to the residential portfolio updates:

最後是住宅業務的最新進展:

The occupancy was 88% at the end of March 2016

於 2016 年 3 月底, 住宅出租率為 88%

Renovation work in one of the blocks continues

其中一座的翻新工程繼續進行

## Hysan Business Updates: Development of Lee Garden Three 集團業務最新進展: 利園三期發展項目

**Hysan**希慎

- As piling, excavation and foundation works completed ahead of schedule, the basement and superstructure construction also started ahead of schedule in Feb 2016
- Project expected to be completed in the fourth quarter of 2017
- 支護椿、開挖及地基工程比原先估計提早 竣工,地庫及上蓋的結構建築工程亦提早 在2016年2月展開
- 預計項目將於2017年第四季完成



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With regards to our Lee Garden Three project, the piling, excavation and foundation works were completed ahead of schedule

至於利園三期項目方面,支護椿、開挖及地基工程比原先估計提早竣工

The basement and superstructure construction also started ahead of schedule in Feb 2016

地庫及上蓋的結構建築工程亦提早在2016年2月展開

The project is now expected to be completed in the fourth quarter of 2017

預計項目將於2017年第四季完成

## Hysan Business Updates: Asset Enhancement Project 集團業務最新進展:資產增值項目

**Hysan**希慎

- Enhancement project for Lee Garden One ground floor lobby and higher floors retail space in good progress
- No change in anticipated completion date of the middle of 2016
- Will improve the accessibility and circulation of the office and retail areas, and create new shop space and retail offerings
- 利園一期地面大堂及商場高層的增值計劃進度良好
- 2016年年中的預期完成日期維持不變
- 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



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The enhancement project for Lee Garden One ground floor lobby and higher floors retail space is in good progress

利園一期地面大堂及商場高層的增值計劃進度良好

There is no change in the anticipated completion date of the middle of 2016

2016 年年中的預期完成日期維持不變

The project will improve the accessibility and circulation of the office and retail areas, and will create new shop space and retail offerings

項目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