

# HKDP growth driven by One Bay East

## Wheelock and Company Limited 2015 Interim Results Presentation

20 August 2015



# Core business HKDP continues to steer on a steady track

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**\$10.2b**  
sales recognised

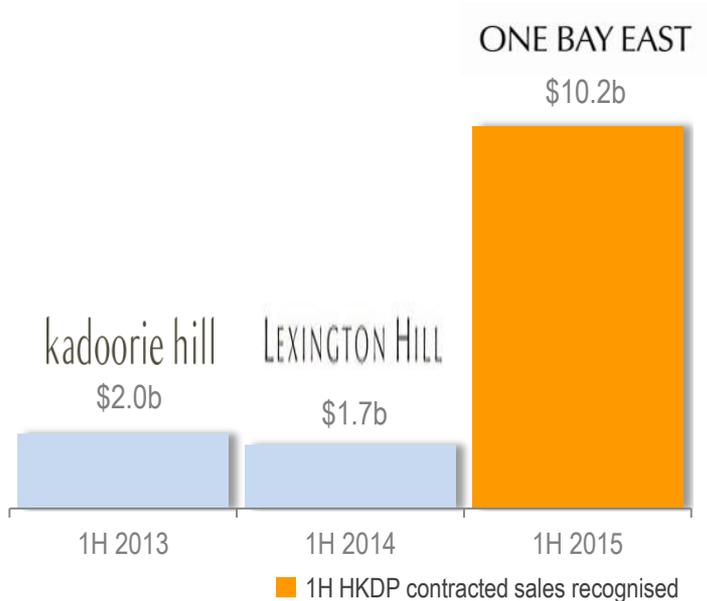
**\$2.8b**  
contracted sales  
achieved

**8.3m sq. ft.**  
adequate land bank

**Net gearing  
reduced to  
17.1% \***

# \$10.2b HKDP sales recognised

- Growth driven by One Bay East
- \$7.7b net order book (As at end of June 2015)



	<u>HKDP Net Order Book</u> (as at Jun 2015)	<u>Expected</u> <u>OP</u>
The Parkside	\$4.7b	2015
Peninsula East	\$2.0b	2016
Kensington Hill	\$1.0b	2016
<b>Total:</b>	<b>\$7.7b</b>	

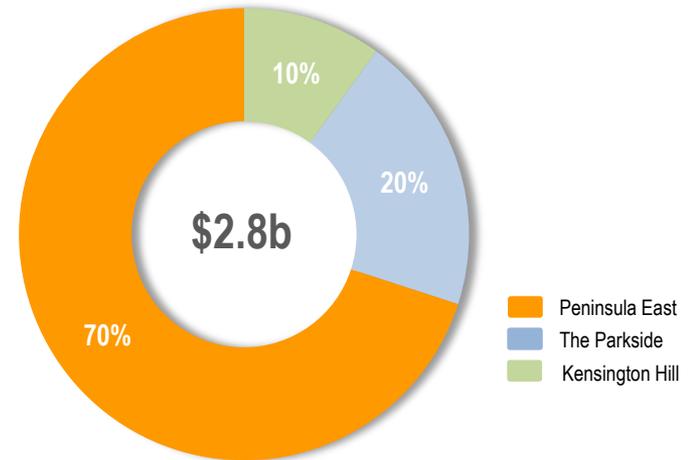
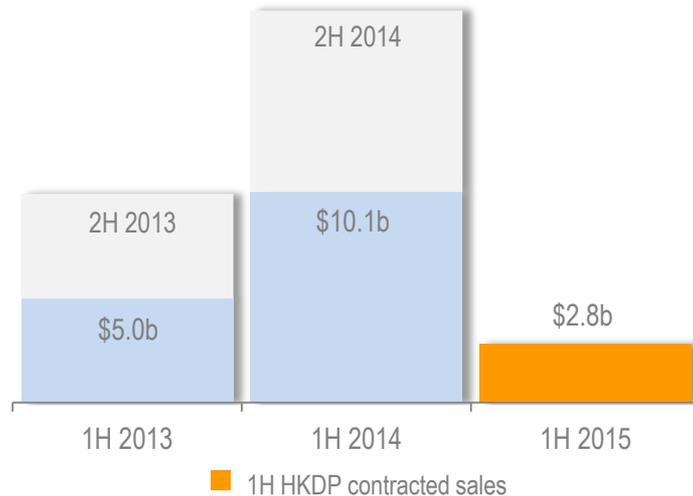


# ONE BAY EAST

Handover in September 2015

# \$2.8b HKDP contracted sales achieved in 1H 2015

- **Peninsula East:** presold 256 units within 2 days, total sales proceeds amounted to \$1.98b
- **The Parkside:** presold an additional 34 units & some carpark for \$0.56b (all 591 units were presold)
- **Kensington Hill:** presold an additional 17 units for \$0.30b (64 of total 75 units were presold)

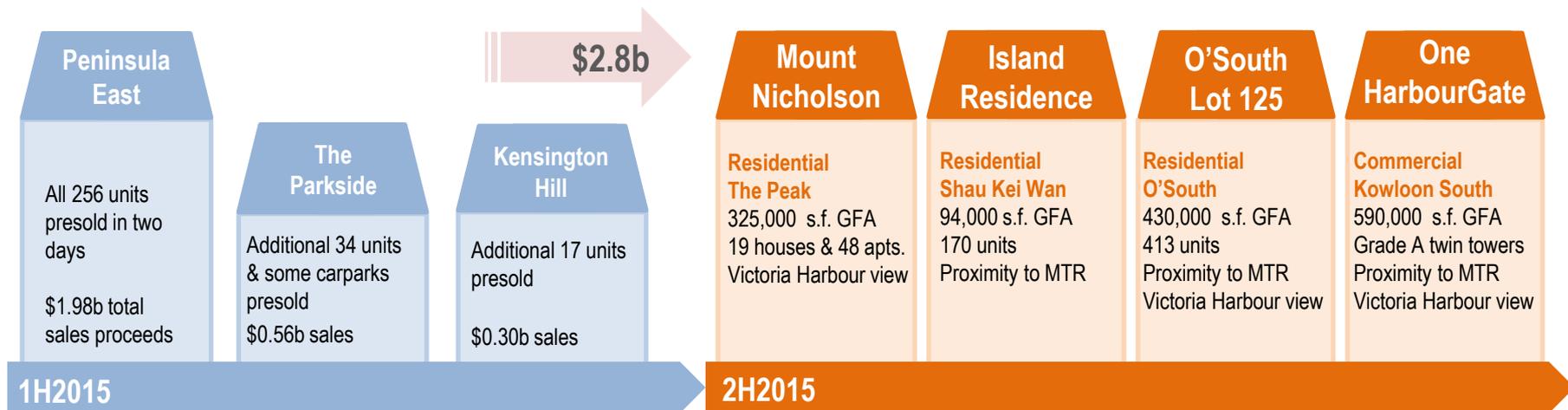




PENINSULA  
EAST

## 4 new projects planned for presale in 2H 2015

- 3 residential & 1 commercial (timeline subject to development progress and presale consent)
- Maintains full year sales not less than \$10b

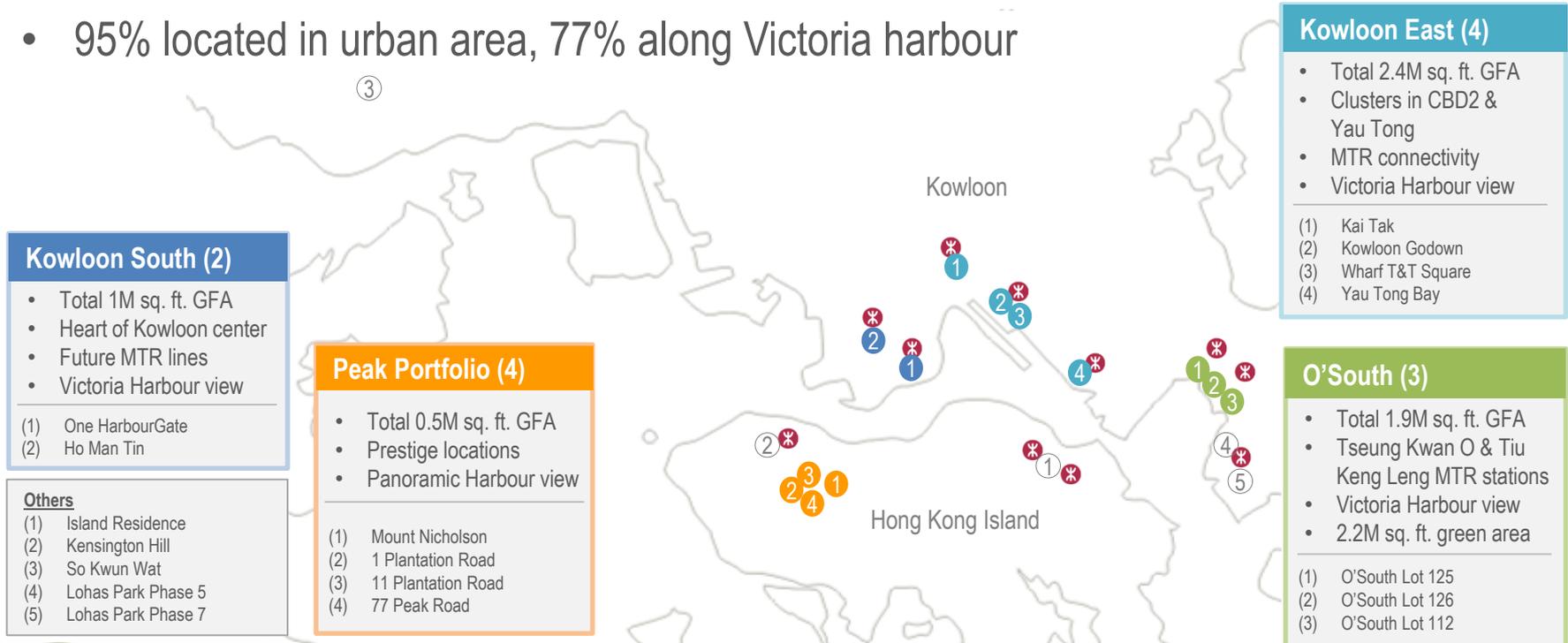




THE PARKSIDE  
A BRIGHTER LIVING

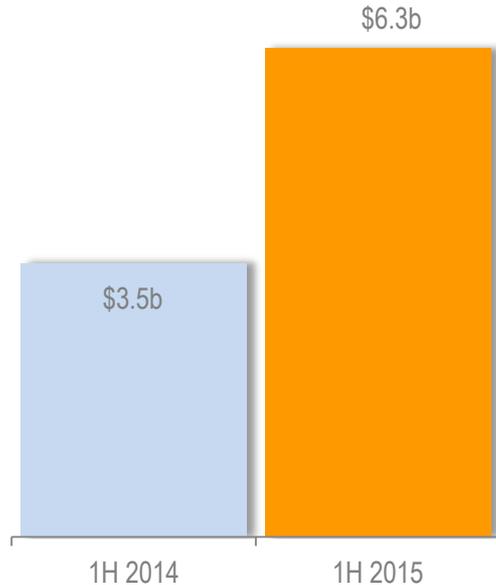
# 8.3m sq. ft. adequate HKDP land bank

- 18 projects under various development stages (Wheelock manages)
- 95% located in urban area, 77% along Victoria harbour

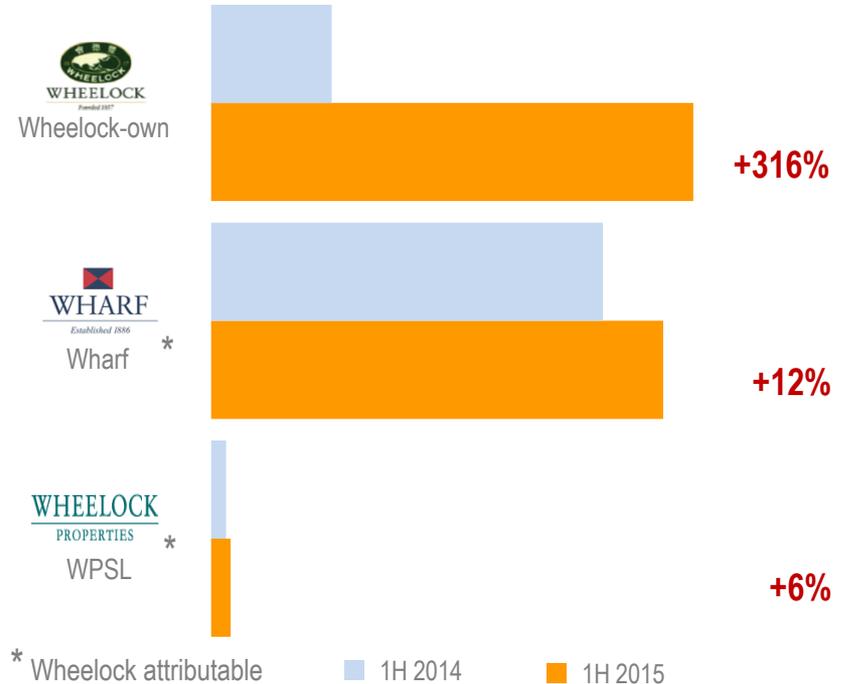


# Group underlying profit increased by 78% to \$6.3b

## Group underlying profit +78%



## Key businesses demonstrated positive growth

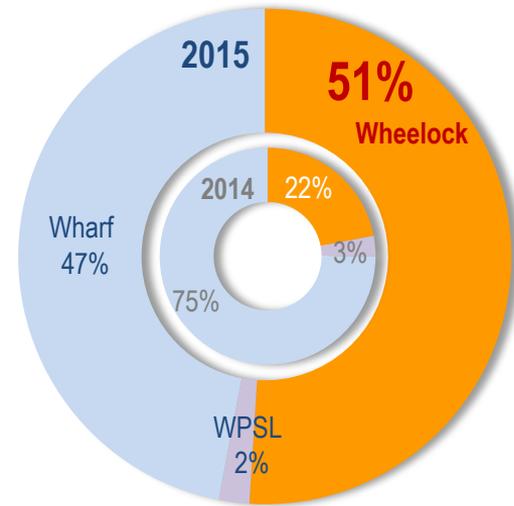
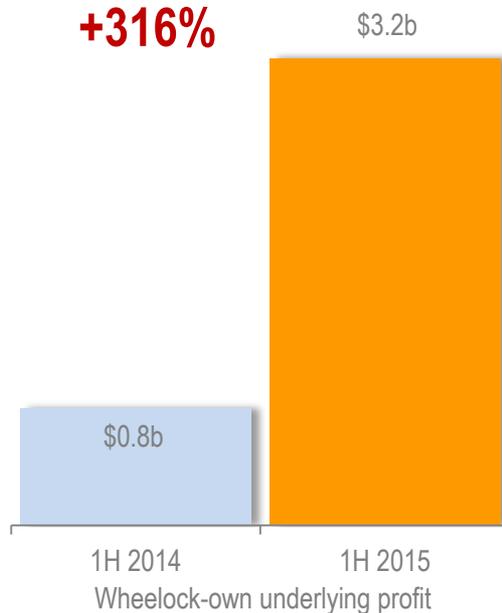


# Group financial highlights

	1H2014 (HK\$m)	1H2015 (HK\$m)	% Change
Revenue	18,474	28,648	+55%
Operating Profit	8,241	11,377	+38%
<b>Underlying Profit*</b>	<b>3,547</b>	<b>6,329</b>	<b>+78%</b>
Profit Before IP Revaluation Gain	3,979	5,518	+39%
IP Revaluation Gain (net of Tax & NCI)	3,696	2,488	-33%
<b>Profit Attributable to Shareholders</b>	<b>7,675</b>	<b>8,006</b>	<b>+4%</b>
Earning Per Share			
- Underlying*	HK\$1.75	HK\$3.11	+78%
- Attributable to Shareholders	HK\$3.78	HK\$3.94	+4%
Dividend Per Share			
- First Interim	HK\$0.385	HK\$0.425	+10%

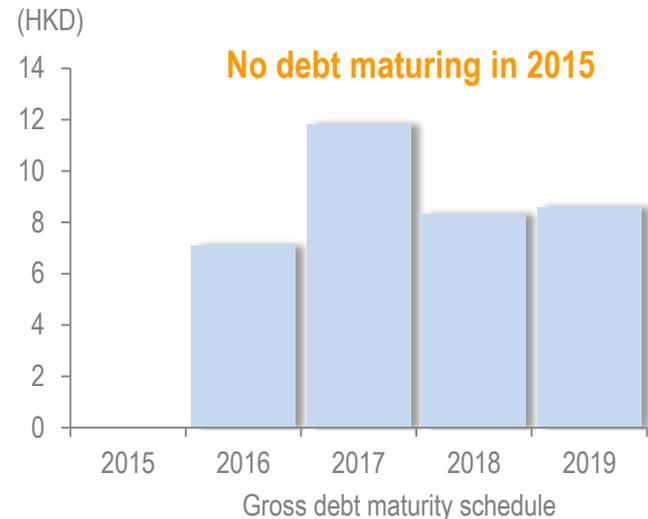
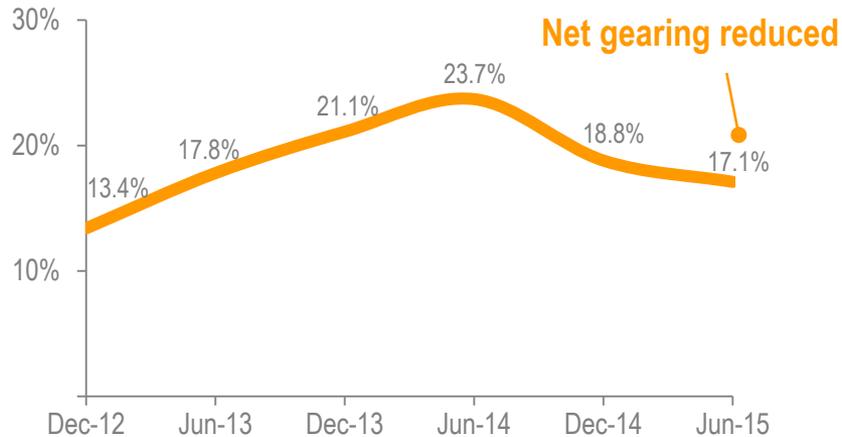
# Wheelock-own - underlying profit increased by 316% to \$3.2b

- Profit growth driven by core business HKDP
- Contribution to group underlying profit increased to 51% (22% in 1H 2014)



# Wheelock-own - net gearing reduced to 17.1%

- Prudent financial management continues
- No debt maturing in 2015
- \$10.8b sales receivable to be recouped in next 12 months
- \$25.6b planned expenditure to develop DP projects in the forthcoming years, of which majority was secured by bank financing



## Wharf – attributable underlying profit increased by 12% to \$3.0b

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- Solid growth by 12% in IP contribution increased Wharf's underlying profit weighting to 80%
- A drop by 51% in DP contribution lowered Wharf's underlying profit weighting to 7%
- Investment in Greentown China was reclassified as a financial investment with an accounting loss of \$1.5b \*
- IP revaluation gain decreased 54% to \$3.2b, resulting in 41% decline in profit attributable to Wharf's shareholders
- Wheelock's shareholding increased from 55.6% to 57.8% (from 31 December 2014 to 30 June 2015)
- \$2.2b cash dividend paid to Wheelock in 1H 2015 \*\*

\* In 2012, an accounting gain of \$2.2b arising from its initial investment as an associate was booked

\*\* 2015 interim dividend of \$0.55 per share amounted to \$1.0b will be paid to Wheelock in Sep 2015

## WPSL - attributable underlying profit increased by 6% to \$0.1b

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- Investment properties provided stable and recurring rental income
  - Wheelock Place 97% occupancy for retail and office
  - Scotts Square Retail: tenant mix revamp will continue
- The Panorama presold an additional 134 units and generated S\$174m of sales, and a total of 451 out of 698 units were sold
- Scotts Square Residential and Ardmore Three sold an additional 10 units at short-term exhibitions in HK and generated S\$29m of sales
- \$0.3b cash dividend paid to Wheelock in 1H 2015

# CSR – Project WeCan



## English WeCan

To improve students' English skill set

**>100 hours**  
intensive training

**200 students**  
Form 1 students participated



## Job Tasting

To let students experience real job environment for 4-6 weeks

**28 schools**  
participated

**>170 students**  
Form 4 students participated



# CSR - sustainability & community services

## Green & Sustainability

### 1<sup>st</sup> ESG Report

publishing by Wheelock in 2015



### 2<sup>nd</sup> GRI G4 CSR Report

published by WPL  
1st independent audited



### Sustainability Achievement of the Year

Lexington Hill (By RICS)



## Community Services

### WIN

Launched Wheelock Internship Programme with Insight School of Interior Design



### Social Responsibility Award of the Year

2<sup>nd</sup> consecutive year (By RICS)

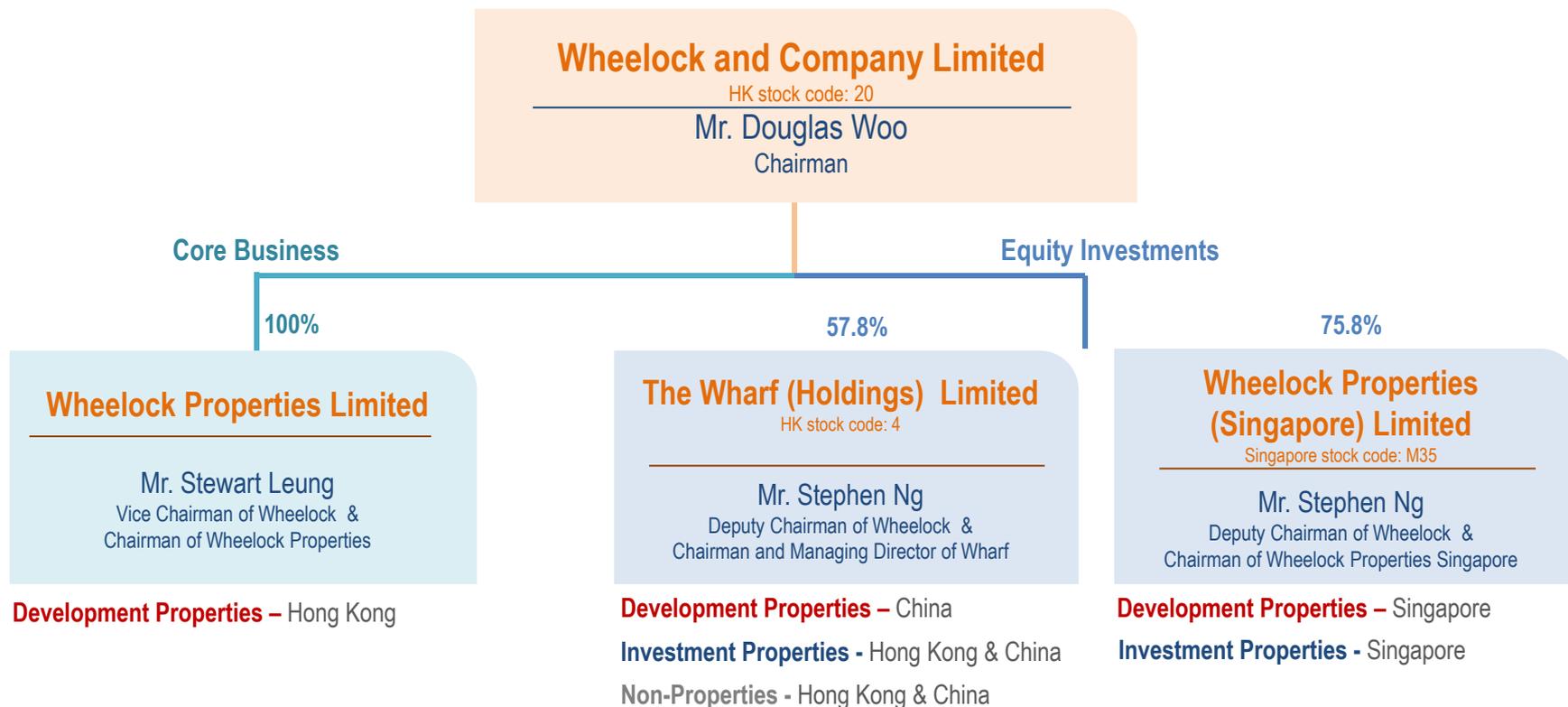


### Caring Company

3<sup>rd</sup> consecutive year



# Appendix: Focused HKDP core business



# End of Presentation

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**Wheelock and Company Limited (HKEx Stock Code: 0020)**

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