

Wheelock and Company Limited

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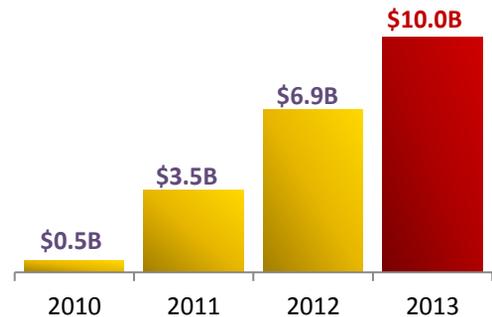
Business Update

November 2013

Strong Execution Creating Value

100% sales target achieved

- \$10.0B property sales as at 30 November
- +45% vs 2012 actual sales
- \$4.5B sale of One Bay East – West Tower in 1H
- \$5.0B sale of The Austin Site C in 2H



7.9M sq. ft. DP land bank under management

- **Actively managed** – bought \$16.4B land & sold \$16.9B properties in 2012 & 2013
- 63% of land bank along the Victoria Harbour
- 80/20 split between residential and commercial

The Austin

100% sold for \$10.0B in 3 weeks

- 100% of The Austin Site C's 576 units sold in 3 weeks
- \$10.0B sales proceed generated, attributable sales at \$5.0B
- Located on Canton Road, in close proximity to Harbour City, ICC and future West Kowloon Cultural District, and uniquely linked to 3 rails stations & 4 lines



Kadoorie Hill

Timely handover & good quality

- 64 presold premium residential units handover to buyers is underway since September
- Design and build quality won 2013 BCI Asia's "Top 10 Developer" Award



2014 Planned Presales Pipeline

Commercial	One Bay East – East Tower
Mid-high end	The Austin Site D
Boutique	High Street

Business in Community

Staff volunteers participated in Fung Kai No.1 Secondary School's opening day and cross school race in September

