

Wheelock and Company Limited
The Wharf (Holdings) Limited

2008 Interim Results
27 August 2008



WHEELOCK

Founded 1857



WHARF

Established 1886





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Consolidation

- ❖ In 2007, Wheelock changed its financial year-end date from 31st Mar to 31st Dec to coincide with that of Wharf
- ❖ Accordingly, Wheelock's 2008 interim results for 1/2008 to 6/2008 are compared against 2007 interim results covering the period 4/2007 to 9/2007
- ❖ Wheelock's 2007 results consolidated Wharf's 9-month results for 1/2007 to 9/2007
- ❖ Corresponding comparatives adopted therefore may not be entirely comparable



Six months ended

30.6.08 (HK\$) 30.9.07 (HK\$) % Change

Profit before exceptionals / IP surplus	1,734M	1,545M	+12%
Wharf's additional 3-month profit (7/07 – 9/07 for the change of year-end date)	-	669M	-
Attributable impairment loss for SC Global shares & provisions for certain China projects	(543M)	-	-
Attributable property rev. surplus (after deferred tax)	2,977M	1,816M	+64%
Attributable tax credit adj. on reduction of tax rate	372M	-	-
Profit attributable to shareholders	4,540M	4,030M	+13%
EPS	2.23	1.98	+13%
EPS (before exceptionals / IP surplus)	0.85	0.76	+12%
DPS	¢ 2.50	¢ 2.50	-

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	<i>As at</i> 30.6.08	<i>As at</i> 31.12.07	% Change
Net Debt (Debts \$46.0B – cash \$22.9B)	23.1B	21.9B	+5.5%
Wharf – net debt	21.6B	23.6B	-8.5%
	1.5B	(1.7B)	-188.2%
Net debt to Total Equity	18.0%	19.2%	-1.2 pts

Note: Wharf's net debts are without recourse to the Company and its wholly-owned subsidiaries



Low leverage, robust investment properties & Logistics in HK fuels the Group's business growth in China

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1. STRONG CONTRIBUTION FROM PROPERTY INVESTMENT

- Turnover: HK\$3,674M, +18%
- Profit: HK\$2,710M, +18% (65% of the Group's operating profit)

Mainly comprise

- 2 defensive Core Properties: Harbour City & Times Square
 - Represent 48% of the Group's total asset
 - Combined turnover: HK\$3,078M, +19%
Operating profit: HK\$2,349M, +21%
 - Both office and retail achieved robust performance, with high occupancy, good retail mix, and well-positioned office & retail rents
 - Resilient to any market downturn



Low leverage, robust investment properties & Logistics in HK fuels the Group's business growth in China

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2. SALES SUCCESS IN CHINA

- Group's China projects proven success
- Successful sales / pre-sales at excellent / record unit price, including recent launch (in late June 2008) of Dalian Times No. 8 (86% of launched units were pre-sold)

Property	Phase	Total # of units	Sold	Average Selling Price (RMB/sm)	Remarks
Wellington Garden	I & II	286	59%	33,000	<i>Excellent unit price</i>
Wuhan TS	I & II	689	98%	9,000	<i>Record high unit price in Wuhan</i>
	III	201	26%	13,800	<i>+ 54% vs. Phase I & II. Phase III was launched in late July 2008</i>
Tian Fu TS	I & II	515	98%	9,600	<i>Record high unit price in Chengdu</i>
Dalian Times No. 8	I	270	86%	> 14,500	<i>Record-breaking price at RMB21,100 psm was achieved</i>



Low leverage, robust investment properties & Logistics in HK fuels the Group's business growth in China

(Con't)

Booking of Development Profit in 1H08

- ❑ Sales of phase I & II units at Wellington Garden & Wuhan TS booked in 1H08 but the sales volume for 1H08 is lower vs. 1H07
- ❑ Sales of units at Tian Fu TS & Dalian Times No. 8 would be booked upon project completion
- ❑ Both factors impacted on the development profit in China for 1H08

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Low leverage, robust investment properties & Logistics in HK fuels the Group's business growth in China

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3. LOGISTICS (20% of the Group's operating profit in 1Ho8)

- MTL business in HK – Beat market in HK & in-line with S. China
 - Throughput growth: +8% vs. HK (5.3%) & S. China (7.7%)
 - Net Profit: HK\$772M, +13%

4. LOW LEVERAGE – to withstand near-term market condition

- Financially strong
 - Net debt at 30.6.08 remained low
 - ◆ HK\$21.6B (including HK\$10.4B by MTL & HK\$2.1B by HCDL – non-recourse to Wharf)
 - ◆ Hence, Wharf's own net debt just HK\$9.2B



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	1H 08 (HK\$)	1H 07 (HK\$)	% Change
❖ Turnover	7,999M	8,609M	-7%
❖ Operating profit	4,141M	4,371M	-5%
❖ Net Other Charge (provision on China projects)	(326)	-	N/A
❖ Borrowing costs	(604M)	(480M)	-26%
❖ Taxation	(1,240M)	(1,779M)	+30%
❖ Net profit before property revaluation	2,281M	2,631M	-13%



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	1H 08 (HK\$)	1H 07 (HK\$)	% Change
❖ Net profit excluding revaluation surplus	2,281M	2,631M	-13%
❖ Revaluation surplus (net of Tax & MI)	5,421M	1,799M	+201%
❖ Profit attributable to shareholders	8,393M	4,430M	+89%
❖ Earnings per share	3.05	1.74	+75%
❖ EPS (excluding revaluation surplus)	0.83	1.03	-19%
❖ DPS	¢ 36.00	¢ 36.00	-

* DPS based on enlarged capital post-rights issue.



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	6/08	12/07	% Change
❖ Net Debt	21.6B	23.6B	-8%
❖ Net Debt (excl. MTL's & HCDL's debt)	9.2B	12.7B	-28%
❖ Debt to Total Equity	19.6%	25.6%	-6.0pts



Property Investment



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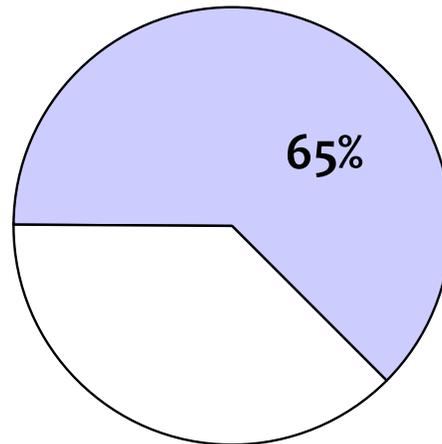
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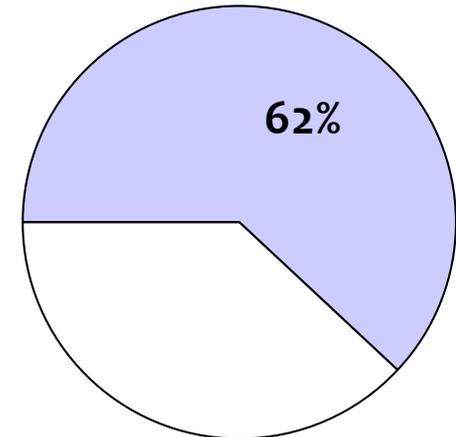
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	Revenue			Profit		
	1H 08 (HK\$M)	1H 07 (HK\$M)	% Change	1H 08 (HK\$M)	1H 07 (HK\$M)	% Change
Hong Kong	3,417	2,914	+17%	2,600	2,188	+19%
China	257	201	+28%	110	100	+10%
Total	3,674	3,115	+18%	2,710	2,288	+18%



Segment Profit Allocation



Share of Group Assets



SEGMENT PERFORMANCE

	Revenue			Occupancy
	1H 08 (HK\$M)	1H 07 (HK\$M)	% Change	%
Retail	1,054	849	+24%	99%+
Office	759	638	+19%	96%
Serviced Apartment	137	114	+20%	90%
Hotel	510	450	+13%	84%
Total	2,460	2,051	+20%	

RETAIL

- ❖ Average committed occupancy: Nearly 100%
- ❖ Retail sales spurred by sustained local buying sentiment (steady economic growth, soaring household income & tax rebates) and healthy growth in tourist arrivals
- ❖ Average tenant's sales +26% YoY in 1Ho8
- ❖ Hermes, a top-notch fashion brand will join HC in 12/08 – enhance HC's status as a hub of international luxurious fashion brands

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OFFICE

- ❖ Occupancy: 96%
- ❖ Over 50% of new lettings were in-house expansions, including Zurich Life & AIA
- ❖ New lettings with favourable rentals achieved – included a record-breaking transaction at Gateway II > HK\$55 psf
- ❖ Tenant mix further strengthened with recruitment of financial tenants including China Construction Bank
- ❖ Nippon Airways committed to relocate to Gateway, forming clusters with other airline companies at HC
- ❖ Lease renewal: 78%

SERVICED APARTMENTS

- ❖ Occupancy: 90%

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SEGMENT PERFORMANCE

	Revenue			Occupancy
	1H 08 (HK\$M)	1H 07 (HK\$M)	% Change	
Retail	405	362	+12%	99%+
Office	213	174	+22%	98%
Total	618	536	+15%	

RETAIL

- ❖ Average occupancy: 99%+
- ❖ Tenant mix further strengthened with the opening of Gucci and Burberry as well as recruitment of Bottega Vebetta and YSL

OFFICE

- ❖ Occupancy: 98%
- ❖ Lease renewal: 63% (including Hitachi and Shell)

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Attributable Landbank (incl. investment properties) : Reached 95M s.f. approaching our interim aim of 100M s.f.

RECENT ACQUISITION (JAN 08 –JUL 08)

Under Wharf

- ❖ **Jinjiang District, Chengdu (attributable GFA: 3.9M s.f.)**
 - ◆ **JV (Wharf / SHK / Henderson: 30%: 40%: 30%)**
 - ◆ **280 metre-office tower, 5 star hotel, high-end shopping centre and residential apartments**

- ❖ **3 land parcels in Wuxi Old Canal, Wuxi (attributable GFA: 7.0M s.f.)**
 - ◆ **2 parcels – wholly owned**
 - ◆ **1 parcel – JV (Wharf / Shanghai Forte: 50%: 50%)**
 - ◆ **Commercial / residential development**

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- ❖ 1H08 Revenue: HK\$257M, +28%, Operating profit: HK\$110M, +10%
- ❖ 3 Times Squares (Shanghai, Beijing, & Chongqing) posted strong performance
- ❖ Shanghai Wheelock Square (98% JV)
 - ◆ Top quality Grade A office tower (with retail); completion: 3Q09
- ❖ More Times Squares will be rolled out in Wuhan, Dalian, & Chengdu
 - ◆ *Wuhan Times Square* – retail & hotel, completion: 2008
 - ◆ *Dalian Times Square* – Target opening of 180,000 s.f. shopping mall in late 11/08. Secured commitment of Top notched brands including LV (over 10,000 s.f.), Zara (17,000 s.f.), Dior, Fendi, Armani, Gucci, Prada.
 - ◆ *Tian Fu Times Square, Chengdu* – construction underway for retail, office, and residential Completion: 2009-2011 (in phases)

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- ❖ 1H08 development revenue: HK\$587M, -69%; operating profit: HK\$330M, -42%
 - ◆ Revenue mainly attributable to sales of units at Wellington Garden in Shanghai (Phase I & II) & Wuhan Times Square (Phase I & II)
 - ◆ Lower volume of sales vs. 2007 for 1H08 but units sold at excellent / record unit price

- ❖ Other launched projects – Tian Fu Times Square (Chengdu) (since 9/07) & Dalian Times Square (since late 6/08)
 - ◆ made successful pre-sales at excellent / record unit price but
 - ◆ relevant profits for the projects will only be recognized at project completion.



Residential Sales launched / to be launched

- ❖ **Wellington Garden (WG) in Shanghai – 2 residential blocks (100% sold), 1 O/A block (39% sold) at excellent unit price**
- ❖ **Wuhan Times Square (WTS) – 4 residential towers (98% sold), 1 O/A (26% sold) at record unit price**
- ❖ **Tian Fu TS (Chengdu) – 3 residential towers (98% pre-sold) at record unit price**
- ❖ **Dalian TS – 1 residential tower (86% pre-sold at excellent unit price, achieving a record-breaking price at RMB21,100 psm for a deluxe duplex unit**



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Under Development



Project (Owned by subsidiaries)	GFA (s.f.)	Project Nature & Status	Completion
No. 1 Xin Hua Road, SHANGHAI	0.2M	High-end residential, <i>Construction in progress</i>	2H 2009
Jingan Garden, SHANGHAI	0.8M	High-end residential, <i>Construction in progress</i>	2011
No. 10 Gaoxin District, CHENGDU	4.4M	Residential / Office, <i>Construction in progress</i>	2009-11 (in phases)
Shuangliu Development Zone, CHENGDU	9.8M	Residential, Office, Retail (outlet mall) <i>Construction in progress</i>	2012
Wuxi Super Tower, WUXI	3.0M	Hotel / Office: 339m Super Tower at Taihu Plaza – tallest landmark of Wuxi <i>Under planning</i>	2012
Taihu Plaza, WUXI	9.0M	Residential <i>Construction in progress</i>	2011-14 (in phases)
Chengdu IFC, CHENGDU	4.7M	Grade A offices, & high-end retail complex (In the heart of Chengdu's vibrant business Centre) <i>Under planning</i>	2010-2012 (in phases)
Lot. 68210 Suzhou Ind'l Park	2.2M	Premier low density residences <i>Construction to be commenced in 2H08</i>	2010



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Under Development



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Project (Joint Venture)	GFA (s.f.)	Ownership & JV Partner	Project Nature & Status	Completion
Suzhou Wei Ting, Suzhou Ind'l Park, SUZHOU	0.9M	50% China Merchants Property Group	Residential <i>Under planning</i>	2012
Zhuantang Town, HANGZHOU	2.0M	50% Jindu	Residential <i>Under planning</i>	2012
Danzishi, CHONGQING	9.0M	40% China Overseas	High-end residential / commercial <i>Under planning</i>	2014
Nanjing Xianlin, NANJING	2.3M	50% China Merchants	<i>High-end residential</i>	2012



Under Development



Project (Owned by HCDL)	GFA (s.f.)	Ownership & JV Partner	Project Nature & Status	Completion
Jiangbei City, CHONGQING	2.5M	55% <i>China Overseas</i>	High-end residential, <i>Under planning</i>	2012
Suzhou Super Tower, SUZHOU	3.8M	80% Genway Housing Development Group	Commercial: 420m skyscraper – tallest landmark in Suzhou, <i>Under planning</i>	2013
▶ Xiandai Da Dao, SUZHOU	9.7M	80% Genway Housing Development Group	Residential <i>Under planning</i>	2013
Hangzhou CBD, HANGZHOU	1.3M	40% Greentown China	Serviced apartment, hotel, & residential <i>Under planning</i>	2012
Changzhou Dinosaur Park, CHANGZHOU	8.7M	100%	Residential / Hotel <i>Under planning</i>	2014

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HONG KONG PROPERTY DEVELOPMENT

Group's policy – To dispose of non-core properties

- ❖ Continue to actively look for opportunities to dispose of non-core assets

MARCO POLO HOTELS

❖ Current profile

- ◆ 8 operating hotels in the Asia Pacific Region
- ◆ New hotel in Wuhan (at Wuhan TS) – to open in Sep 2008
- ◆ 2 hotels under planning – Wuxi and Changzhou

❖ Hong Kong

- ◆ Hotel and club revenue: HK\$510M (+13%)
- ◆ 15.8% growth in average room rates; occupancy (84%)

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Logistics



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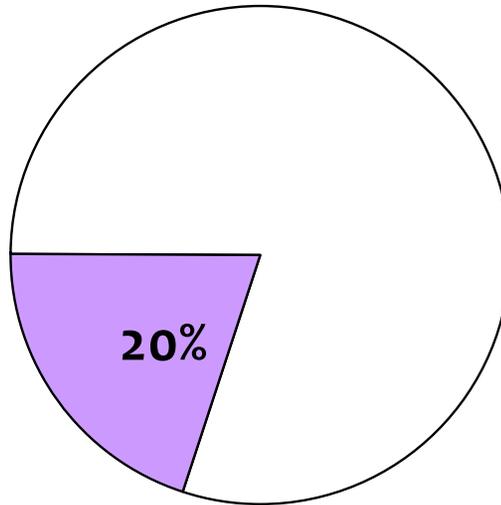
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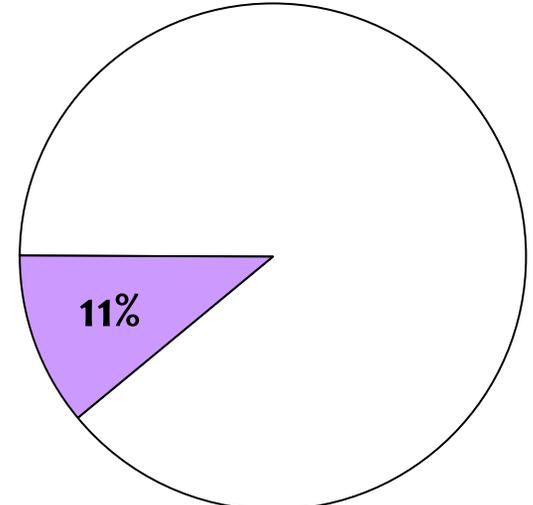
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	Revenue			Profit		
	1H 08 (HK\$M)	1H 07 (HK\$M)	% Change	1H 08 (HK\$M)	1H 07 (HK\$M)	% Change
Logistics	1,832	1,689	+8%	808	854	-5%



Segment Profit Allocation



Share of Group Assets



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<i>Modern Terminals</i>	1H 08 (HK\$M)	1H 07 (HK\$M)	% Change
Revenue	1,627	1,495	+9%
Share of Profits from Associates & JCE	168	106	+58% (1)

<i>Throughput for Reference</i>	1H 08 TEUs(M)	1H 07 TEUs(M)	% Change
Hong Kong	2.94	2.72	+8%
China (2)	4.51	3.33	+18%

Note: (1) Increase in share of profit from Associate & JCE was mainly due to:
Robust YoY growth of China throughput, especially in Shekou (+46%)

(2) Represents total throughput of MTL's relevant China terminals.



HONG KONG

- ❖ *Throughput growth at MTL beat HK & in-line with South China*
- ❖ *Market share: 33.7% (vs. 33.0% in 1H07)*



1H08 THROUGHPUT GROWTH

	MTL	Hong Kong	Shenzhen	S.China
YoY %	+8.0%	+5.3%	+7.2%	+7.7%
Throughput (TEUs'M)	2.94			



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CHINA

- ❖ Da Chan Bay Phase I (65%): 5 berths, designed capacity: 2.5M TEUs,
 - ◆ 1st two berths completed by 12/07; the remaining 3 berths will be commissioned in 2008
 - ◆ Customs fully functioning since July
- ❖ Taicang
 - ◆ Phase I (51%) & II (70%); 6 berths in total, capacity: 3.5M TEUs
 - ◆ Throughput: about 492K TEUs, +31%,
- ❖ Shekou (Currently 27%)
 - ◆ Throughput at Mega SCT: 2.0M TEUs
 - ◆ Driven by strong throughput growth & new services at Mega SCT
- ❖ Others
 - ◆ Chiwan (8% holding): throughput: 2.0M TEUs

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CME



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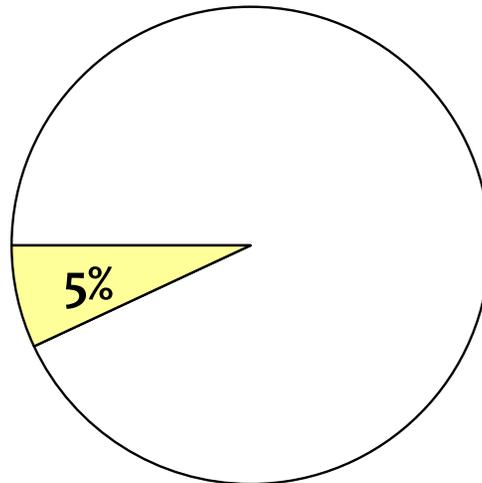
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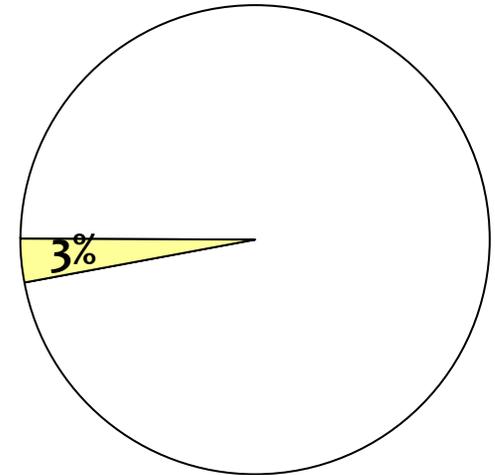
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	1H 08 (HK\$M)	1H 07 (HK\$M)	% Change	1H 08 (HK\$M)	1H 07 (HK\$M)	% Change
CME	1,871	1,903	-2%	191	182	+5%



Segment Profit Allocation



Share of Group Assets



i-CABLE

- ❖ Business adjustments in response to competitive market conditions dented i-CABLE's performance, but still
- ❖ Benefits from a significantly lower cost base for both fixed assets and operating expenditures in a war of attrition
- ❖ Liquidity position remained sound – net cash HK\$545 million
- Pay TV
 - ◆ Subscription base grew to 892,000
 - ◆ Strengthening established market position for news & entertainment; stocked up prized sports programming
- Internet & Multimedia
 - ◆ Continued to consolidate in a mature market
 - ◆ Bundled packages with Pay TV and Voice services served to hold subscription base while maintaining yield from customers

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WHARF T&T



- ❖ Overall market, especially the business sector, continued to display minor growth despite the threat of fixed mobile substitution
- ❖ Fixed line installed base virtually unchanged at 607,000, maintaining a market share of 13%
- ❖ Turnover: HK\$789M, +12%; Profit: HK\$57M (2007: HK\$4M)
- ❖ Positive cash flow increased to HK\$107M (2007: HK\$18M)



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Profit & Loss



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Turnover	7,999	8,609	-7%
Operating Profit	4,141	4,371	-5%
Revaluation Surplus	6,565	2,537	+159%
Profit Before Taxation	9,963	6,579	+51%
Taxation (Incl. deferred taxation on revaluation)	(1,240)	(1,779)	-30%
Profit After Taxation	8,723	4,800	+82%
Net Profit Attributable to Shareholders	8,393	4,430	+89%



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POST 2005 – INVESTMENT PROPERTIES

Attributable plot ratio GFA s.f. in 'M

Chengdu IFC, Chengdu	4.7
Wuxi Super Tower, Wuxi	3.0
Suzhou Super Tower, Suzhou (HCDL 80% JV)	3.8
Jinjiang District, Chengdu (30% JV)	3.9
Sub-total:	15.4

POST 2005 – FOR SALE / MIXED

Lot 68210 Suzhou Industrial Park, Suzhou	2.2
Tian Fu Times Square, Chengdu	4.2
No. 10 Gaoxin District, Chengdu	4.4
Shuangliu Development Zone, Chengdu	9.8
Taihu Plaza Project – Residential, Wuxi	9.0
Wuxi Old Canal, Wuxi [3 land parcels] (1 - 50% JV; 2 – 100%)	7.0
Zhuantang Town Hangzhou (50% JV)	2.0
Suzhou Wei Ting, Suzhou (50% JV)	0.9
Danzishi, Chongqing (40% JV)	9.0
Nanjing Xialin, Nanjing (50% JV)	2.3
Changzhou Dinosaur Park, Changzhou (HCDL 100%)	8.7
Hangzhou CBD, Hangzhou (HCDL 40% JV)	1.3
Jiangbei City, Chongqing (HCDL 55% JV)	2.5
Xiandai Da Dao, Suzhou (HCDL 80% JV)	9.7

Sub-total: 73.0

Post-2005 Total: 88.4



Attributable plot ratio GFA

PRE 2005 – INVESTMENT PROPERTIES

	<u>s.f. in 'M</u>
Shanghai Times Square, Shanghai	1.0
Chongqing Times Square, Chongqing*	0.6
Wuhan Times Square, Wuhan	0.4
Dalian Times Square, Dalian	0.2
Beijing Capital Times Square, Beijing (87.5% JV)	1.1
Shanghai Wheelock Square, Shanghai (98% JV)	1.2
Total:	4.5

PRE 2005 – FOR SALE / MIXED

Wuhan Times Square, Wuhan*	0.2
Dalian Times Square, Dalian	0.9
Wellington Garden, Shanghai (59% JV)*	0.1
No.1 Xin Hua Road, Shanghai (85% JV)	0.2
Jingan Garden, Shanghai (55% JV)	0.8
Total:	2.2

Pre-2005 Total:	6.7
Post-2005 Total:	88.4
TOTAL:	95.1

* Project partly sold (all three floor areas shown exclude sold portion)

2008 Interim Results

Recaps & Highlights

Business Review

- Hong Kong Properties

- China Properties

- Other Properties

- Other Businesses

Financial Highlights

Appendix

End of Presentation

-Q and A-

Thank You

