



2019 Interim Results

20 August 2019

Delivering Value with Distinctive Quality



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Table of Contents

Results highlights

- Financial highlights
- Review of property development
- Review of property investment

Strategy and Outlook

Appendix

- Projects summary



K. City, Hong Kong



Palace Lane, Shanghai

Results highlights

Financial Highlights

(HK\$ million)	<i>For the year ended 30 Jun</i>		Change
	2019	2018	
Revenue	5,124	623	+722%
Attributable Revenue*	5,311	679	+682%
Profit Attributable to Equity Holders	1,526	578	+164%
Underlying Profit	1,480	32	+4,525%
Basic EPS (HK cents)	48.82	18.88	+159%
Interim Dividend / share (HK cents)	6	6	-

* Attributable Revenue comprises the revenue of the Group and contributions from jointly controlled entities as well as associated companies

Solid Financial Position

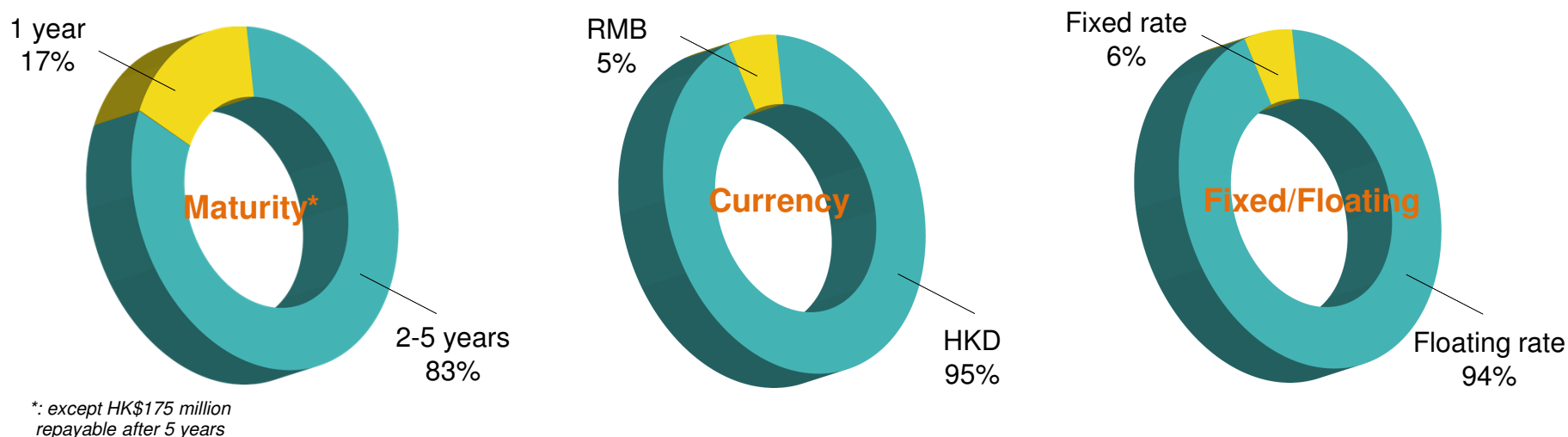
(HK\$ million)	As at 30 Jun 2019	As at 31 Dec 2018
Total Assets	70,613	69,894
Cash and Cash Equivalents⁽¹⁾	6,163	7,489
Total Debts	17,110	18,711
Shareholders' Funds	37,543	35,640
NAV per Share (HK\$)	12.0	11.4
Gearing Ratio⁽²⁾	28%	30%
EBITDA / Interest⁽³⁾	9x	10x

Remarks:

- 1) Includes bank balances as well as short-term and structured bank deposits
- 2) Gearing ratio = net debt / total equity
- 3) Interest being net interest before capitalization for the period under review

Discipline in Financial Management

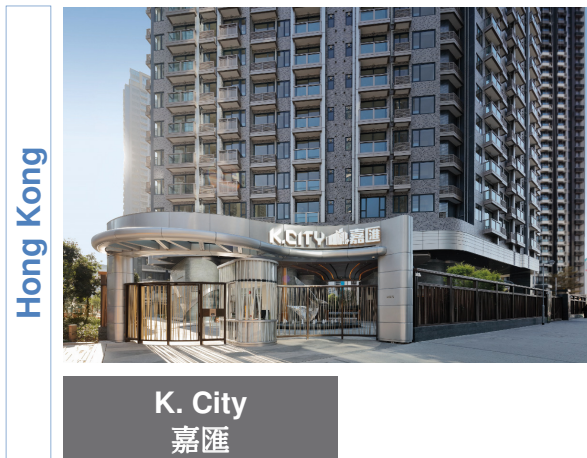
- Managed to maintain the average interest rate at 2.8% in 1H 2019 (2.5% in 2018)
- Total debts as at 30 Jun 2019: HK\$17.1 billion (Net debts: HK\$10.9 billion)



- In July 2019, Interest Rate Swap contracts for HK\$1 billion were arranged for managing interest rate risk

Quality Projects Engender Strong Performance

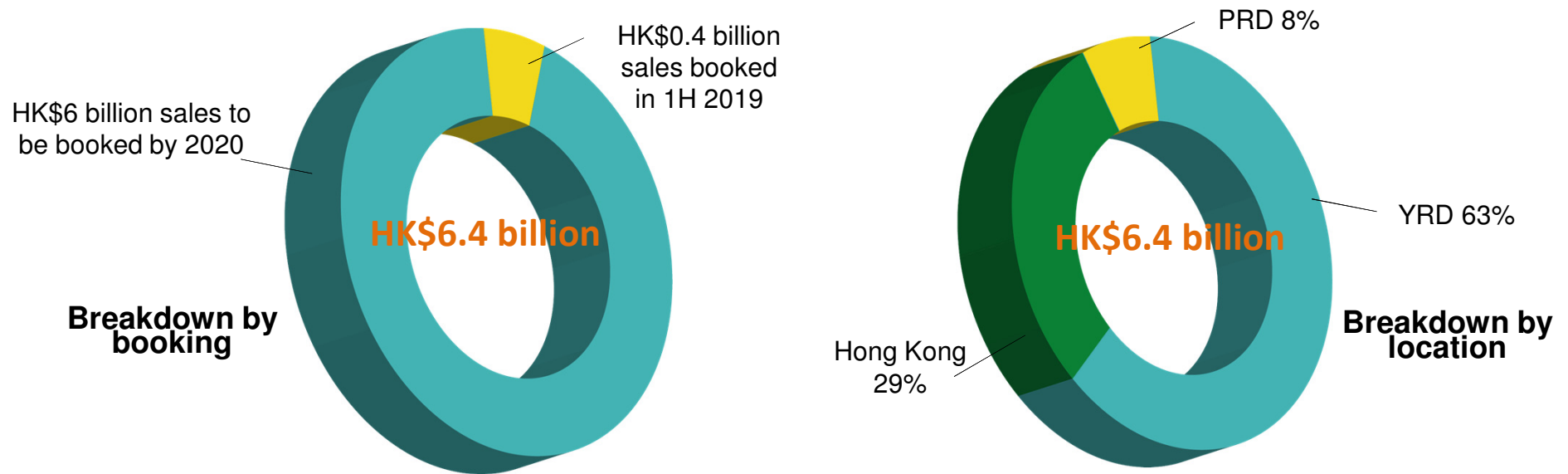
- Attributable revenue* from sales of properties amounted to HK\$4.96 billion in 1H 2019, mainly from the below projects:



* Attributable revenue comprises the revenue of the Group and contributions from joint ventures as well as associated companies

Foreseeable Results Provide Sustainability

- Achieved HK\$6.4 billion attributable contracted sales* in 1H 2019, maintaining growth momentum



- As at June 2019, attributable contracted sales* yet to be booked amounted to HK\$13.6 billion, paving the solid foundation for the future profitability

* Attributable revenue comprises the revenue of the Group and contributions from joint ventures as well as associated companies

Recurring Income from Diversified Investment Portfolio

- Rental income, including hotel receipts, up 7% to HK\$348 million in 1H 2019
- Diversified portfolio: office, commercial, serviced apartments and hotel with total attributable GFA ~260,000 sqm

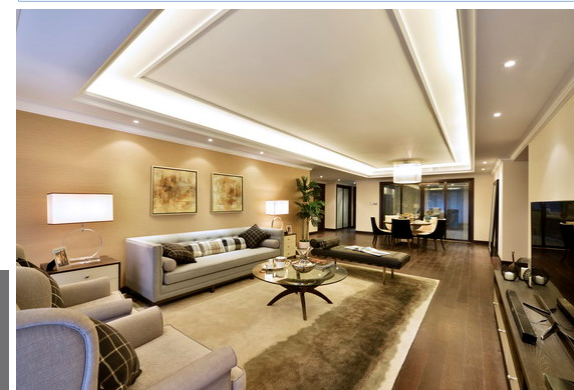
Office



Shanghai K. Wah Centre
上海嘉華中心

Stanford Residences Jing An,
Shanghai
上海尚臻靜安服務式公寓

Serviced apartments



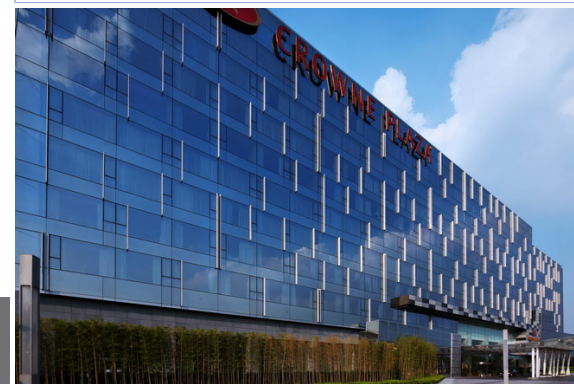
Commercial



J SENSES, Hong Kong
香港 J SENSES

Crowne Plaza Guangzhou Huadu
廣州花都皇冠假日酒店

Hotel



Recurring Income from Diversified Investment Portfolio

- Palace Lane, in The Palace in Shanghai, and Cove Gala, in Silver Cove in Dongguan became fully operational in 2H 2018, with satisfactory occupancy
- K. Wah Plaza, a comprehensive development in Guangzhou, completed in late 2018. An office tower and the commercial portions opened partially in 1H 2019



Palace Lane
嘉御里

Cove Gala
星際匯



K. Wah Plaza
嘉華廣場



The Palace, Shanghai



Solaria, Hong Kong

Strategy and Outlook

Premium Assets in Prime Cities

- Continue to focus on Hong Kong and prime cities in the Pearl River Delta and Yangtze River Delta regions while proactively exploring opportunities in the nearby cities where the Group is yet to have presence



● New projects obtained in 2019

More Diversified Land Acquisition Channels

➤ Hong Kong:

- In April 2019, awarded the tender of MTR project – LOHAS Park Station (phase 11)
 - ▣ GFA 88,800 sqm (KWIH's interest: 30%)



LOHAS Park Station
(phase 11)

- In July 2019, awarded the tender of Kai Tak Area 4A site 1
 - ▣ GFA 99,900 sqm (KWIH's interest: 40%)

➤ Mainland China:

- In July 2019, acquired new commercial project in Changning District, Shanghai
 - ▣ GFA 12,500 sqm

- Looking at alternative ways for landbank replenishment for sustaining development

Maintain the sales momentum in HK and Mainland China

➤ Hong Kong:

• Solaria

- ❑ >130 units sold in 1H 2019 for > HK\$900 million
- ❑ Up to mid August 2019, more than 870 units sold (>75% of total), generated HK\$7.4 billion sales



Solaria

• K. City

- ❑ Transactions recorded in 1H 2019 with AV of ~HK\$35,000 psf
- ❑ Fetched the AV of ~HK\$33,000 psf for a 1-bedroom unit record in Kai Tak area
- ❑ 125 carparks sold for ~ HK\$400 million
- ❑ Up to mid August 2019, only 5 special units available

Maintain the sales momentum in HK and Mainland China

- Shanghai:
 - Windermere
 - ❑ Launched in late December 2018
 - ❑ Up to mid August 2019, about 70 units sold (~65% of launched), generated RMB510 million sales
 - The Palace III
 - ❑ Launched in March 2019
 - ❑ Up to mid August 2019, about 60 units sold (>50% of total), generated RMB2.55 billion sales



The Palace III

Visible Pipeline in Hong Kong and Mainland China

- New projects ready to be launched in 2019/2020

Location	Project	Attri. GFA (sqm)	Units
Hong Kong	K. Summit	53,000	1,006
	Grampian Road	2,000	5



Visible Pipeline in Hong Kong and Mainland China

- New projects ready to be launched in 2020

Location	Project	Attri. GFA (sqm)	Units
Jiangmen	Jianghai Site No. 02	133,700	1,066
	Jianghai Site No. 12	144,900	1,666
	Site No. 03, Xinhui District	50,000	962



Jiangmen
Jianghai Site No. 02 ,
Jianghai District



Jiangmen
Jianghai Site No. 12,
Jianghai District

Visible Pipeline in Hong Kong and Mainland China

- New projects ready to be launched in 2020

Location	Project	Attri. GFA (sqm)	Units
Suzhou	Lot 42, National Hi-Tech District	59,000	508
Dongguan	Hengjiang Village project, Chashan	159,000	1,196



Suzhou
Lot 42, National Hi-Tech District

Dongguan
Hengjiang Village project,
Chashan



Visible Pipeline in Hong Kong and Mainland China

- Continued sales momentum of the launched projects in Hong Kong and Mainland China such as
 - Hong Kong: Solaria, K. City
 - Shanghai: The Palace III, Windermere
 - Dongguan: Silver Cove
- Plus projects under joint ventures (in Suzhou, Kunshan & Jiaxing)
- Projects in the pipeline



Sustainable Pipeline in Hong Kong and Mainland China

- Projects in the pipeline



Guangzhou
Xinhuaazhen West Site,
Huadu District



Nanjing
Site G89,
Jiangning District

Shanghai
Weifang Village Street
project, Pudong District



Building up Investment Portfolio

- Expanding the portfolio with various types of property:
 - Commercial portion of The Peak, Nanjing, with GFA 8,000 sqm, will start operation in 2019
 - Construction of an office building at Suzhou Creek, Jingan District, Shanghai, with GFA 20,000 sqm, is underway and completion is expected to be in 2020
- Investment portion in various development projects to be added to our portfolio upon completion in the coming few years, well-balanced diversified portfolio to enhance the recurring income

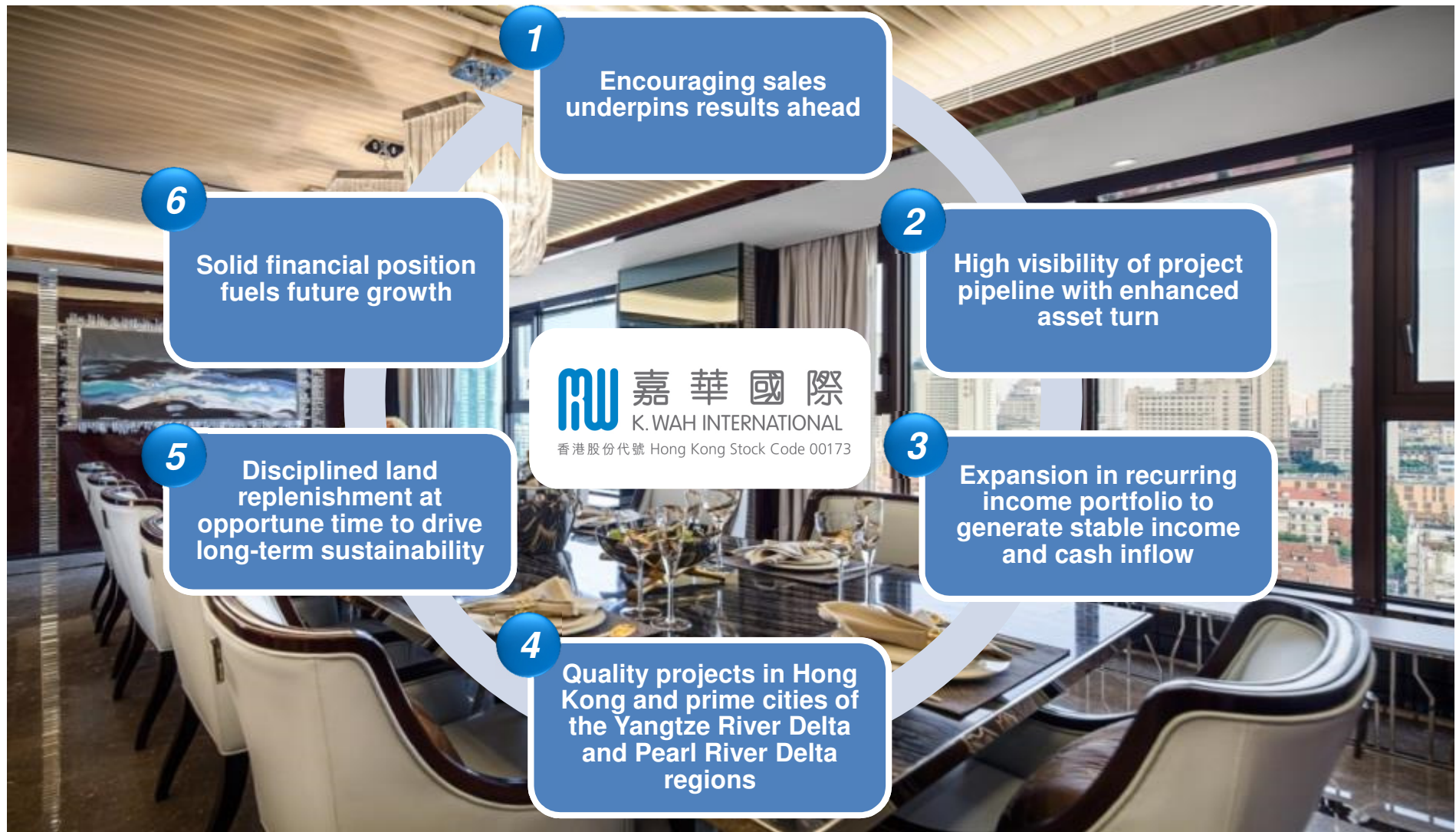


Shanghai
Office project,
Jingan District



Guangzhou
K. Wah Plaza

Solid Foundation for Long-term Sustainability





Windermere, Shanghai

Appendix: Projects Summary

Major Projects in Hong Kong



Development projects

1	Marinella 深灣9號	7	30 Po Shan Road 寶珊道30號
2	The Spectra 朗屏8號	8	Kam Sheung Road Station Project (ph 1) 錦上路站項目 (一期)
3	K. City 嘉匯	9	New Kowloon Inland Lot No. 6549, Cheung Sha Wan 長沙灣新九龍內地第6549號
4	Solaria 嘉熙	10	LOHAS Park Station Project (package 11) 康城站項目(十一期)
5	K. Summit 嘉峯匯		
6	2 Grampian Road 嘉林邊道2號		

Development Projects in Hong Kong

KWIH's Property Portfolio	Year of first sales launch			GFA# (sqm) (approx.)	% Sold as of Jun 2019	Group's Interest	Target completion
	2018 or before	2019	2020 or beyond				
Marinella 深灣9號	✓			69,300	~ 99%	35%	Completed
The Spectra 朗屏8號	✓			49,000	~ 99%	60%	Completed
K. City 嘉匯	✓			51,000	~ 99%	100%	Completed
Solaria 嘉熙	✓			61,600	~ 75%	100%	2019
K. Summit 嘉峯匯	NEW	✓		53,000	-	100%	2021
2 Grampian Road 嘉林邊道2號	NEW	✓		2,000	-	100%	2019
30 Po Shan Road 寶珊道30號			✓	3,700	-	50%	TBC
Kam Sheung Road Station Project (ph 1) 錦上路站項目(一期)			✓	114,800	-	33 $\frac{1}{3}$ %	TBC
New Kowloon Inland Lot No. 6549, Cheung Sha Wan, Kowloon 九龍長沙灣新九龍內地段第6549號			✓	91,800	-	22.5%	2022
LOHAS Park Station Project (package 11) 康城站項目(十一期)			✓	88,800	-	30%	2025

GFA includes covered area of all saleable units and their respective share of common area as referred to or to be referred to in sales brochures

Major Projects in Yangtze River Delta



Development projects

1	Grand Summit, Jingan District, Shanghai 上海靜安區嘉天匯
2	The Palace, Xuhui District, Shanghai 上海徐匯區嘉御庭
3	Windermere, Qingpu District, Shanghai 上海青浦區嘉濤灣
4	Azure, Pudong District, Shanghai 上海浦東區嘉瀧匯
5	Weifang Village Street project, Pudong District, Shanghai 上海浦東區滌坊新村街道項目

6	The Peak, Qixia District, Nanjing 南京棲霞區嘉譽山
7	Royal Creek, Pukou District, Nanjing 南京浦口區御瀾府
8	Site G89 in Jiangning District, Nanjing 南京江寧區G89地塊
9	Lot 42, National Hi-Tech District, Suzhou 蘇州高新區42地塊
10	Lot 58, National Hi-Tech District, Suzhou 蘇州高新區58地塊

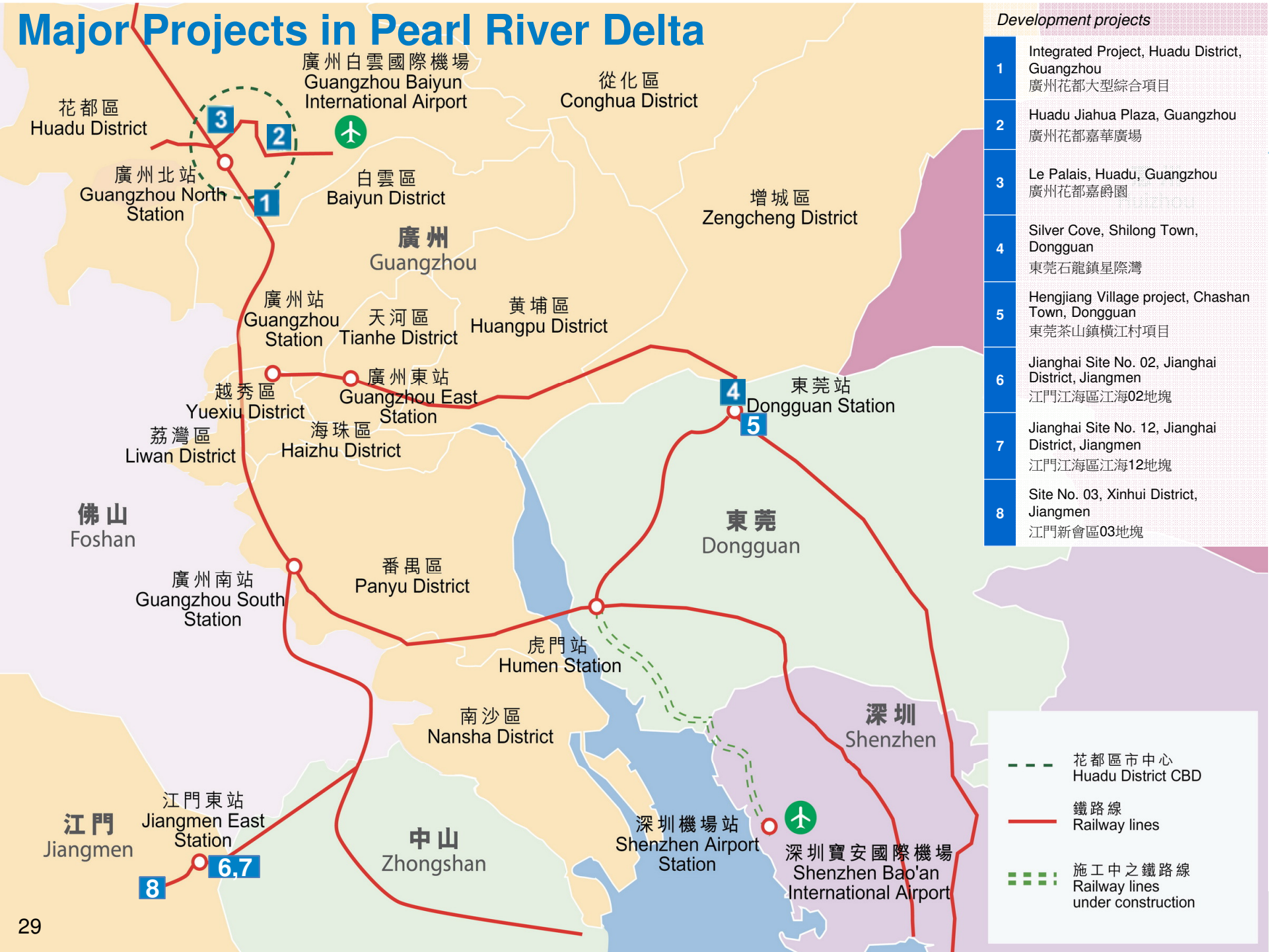
11	Lot 12-2, Kunshan Economic & Technological Development Zone 崑山經濟技術開發區12-2地塊
12	Site No. 44, Xiuzhou Hi-Tech District, Jiaxing 嘉興秀洲國家高新區44號地塊

- 外環線
Outer Ring Road
- 中環線
Middle Ring Road
- 市中心商業區
CBD

Development Projects in Yangtze River Delta region

KWIH's Property Portfolio		Year of first sales launch			GFA (sqm) (approx.)	% Sold as of Jun 2019	Group's Interest	Target completion
		2018 or before	2019	2020 or beyond				
Grand Summit, Jingan District, Shanghai 上海靜安區嘉天匯		✓			68,000	~ 99%	100%	Completed
The Palace, Xuhui District, Shanghai 上海徐匯區嘉御庭	Phase I	✓			Ph I: 33,000	~ 99%	100%	Completed
	Phase II	✓			Ph II: 30,000	> 90%		
	Phase III NEW		✓		Ph III: 43,000	~ 50%		
Windermere, Qingpu District, Shanghai 上海青浦區嘉濤灣		✓			71,000	~25%	100%	Completed
Azure, Pudong District, Shanghai 上海浦東區嘉瀧匯				✓	16,000	-	100%	Completed
Weifang Village Street project, Pudong District, Shanghai 上海浦東區維坊新村街道項目				✓	14,200	-	100%	2021
The Peak, Qixia District, Nanjing 南京棲霞區嘉譽山		✓			132,000	> 95%	100%	Completed
Royal Creek, Pukou District, Nanjing 南京浦口區御瀾府		✓			98,500	~ 99%	33%	2019
Site G89, Jiangning District, Nanjing 南京江寧區G89地塊				✓	49,700	-	100%	2021
Lot 42, National Hi-Tech District, Suzhou 蘇州高新區42地塊				✓	59,000	-	100%	2021
Lot 58, National Hi-Tech District, Suzhou 蘇州高新區58地塊		✓			75,000	~ 40%	47%	2020
Lot 12-2, Kunshan Economic & Technological Development Zone 崑山經濟技術開發區12-2地塊		✓			66,000	~ 65%	16.66%	2020
Site No. 44, Xiuzhou Hi-Tech District, Jiaxing 嘉興秀洲國家高新區44號地塊		✓			130,000	~ 55%	17%	2021

Major Projects in Pearl River Delta



Development projects

- | | |
|---|--|
| 1 | Integrated Project, Huadu District, Guangzhou
廣州花都大型綜合項目 |
| 2 | Huadu Jiahua Plaza, Guangzhou
廣州花都嘉華廣場 |
| 3 | Le Palais, Huadu, Guangzhou
廣州花都嘉爵園 |
| 4 | Silver Cove, Shilong Town, Dongguan
東莞石龍鎮星際灣 |
| 5 | Hengjiang Village project, Chashan Town, Dongguan
東莞茶山鎮橫江村項目 |
| 6 | Jianghai Site No. 02, Jianghai District, Jiangmen
江門江海區江海02地塊 |
| 7 | Jianghai Site No. 12, Jianghai District, Jiangmen
江門江海區江海12地塊 |
| 8 | Site No. 03, Xinhui District, Jiangmen
江門新會區03地塊 |

- - - 花都區市中心
Huadu District CBD
- 鐵路線
Railway lines
- - - - 施工中之鐵路線
Railway lines under construction

Development Projects in Pearl River Delta region

KWIH's Property Portfolio		Year of first sales launch			GFA (sqm) (approx.)	% Sold as of Jun 2019	Group's Interest	Target completion
		2018 or before	2019	2020 or beyond				
Integrated Project, Huadu District, Guangzhou 廣州花都大型綜合項目								
J Metropolis, Xinhuzhen East Site 嘉匯城, 新華鎮東地塊	Phase I	✓			Ph I: 77,000	~ 99%	99%	Ph I - IV: Completed
	Phase II	✓			Ph II: 75,000	~ 99%		
	Phase III	✓			Ph III: 40,000	~ 99%		
	Phase IV	✓			Ph IV: 34,000	> 95%		
Xinhuzhen West Site 新華鎮西地塊	Phase I			✓	Ph I: 187,000	-		2022
	Others			✓	Others: 392,000	-		TBC
J Wings, Huadu, Guangzhou 廣州花都嘉都匯		✓			100,000	~ 99%	100%	Completed
K. Wah Plaza, Huadu, Guangzhou (Apartments) 廣州花都嘉華廣場(公寓)		✓			34,000	~ 55%	100%	Completed
Le Palais, Huadu District, Guangzhou 廣州花都嘉爵園		✓			46,000	~ 99%	100%	Completed
Silver Cove, Shilong Town, Dongguan 東莞石龍鎮星際灣	Phase I & II	✓			Ph I & II: 192,400	~ 90%	100%	Completed
	Phase III	✓			Ph III: 32,000	~ 80%		
Hengjiang Village project, Chashan Town, Dongguan 東莞茶山鎮橫江村項目				✓	159,000	-	100%	2021
Jianghai Site No. 02, Jianghai District, Jiangmen 江門江海區江海02地塊				✓	133,700	-	100%	2020
Jianghai Site No. 12, Jianghai District, Jiangmen 江門江海區江海12地塊				✓	144,900	-	100%	2020
Site No. 03, Xinhui District, Jiangmen 江門新會區03地塊				✓	100,000	-	50%	2021

Major Investment Properties

KWIH's Investment Properties		Type	GFA (sqm) (approx.)	Group's Interest	Status / Target completion
Hong Kong	J SENSES	Commercial	3,400	100%	Completed
	Chantilly 肇輝臺6號	Residential	5,100	100%	Completed
	Commercial Complex at Twin Peaks 嘉悅商業項目	Commercial	3,500	100%	Completed
Yangtze River Delta	Shanghai K. Wah Centre 上海嘉華中心	Office	72,000	69.6%	Completed
	Stanford Residences Jing An, Shanghai 上海尚臻靜安服務式公寓	Serviced Apartment	32,000	100%	Completed
	Stanford Residences Xu Hui, Shanghai 上海尚臻徐匯服務式公寓	Serviced Apartment	26,000	100%	Completed
	Stanford Residences Jin Qiao Shanghai 上海尚臻金橋服務式公寓	Serviced Apartment	13,000	100%	Completed
	Palace Lane, Shanghai 上海嘉御里	Commercial	8,000	100%	Completed
	Office project, Suzhou Creek, Jingan District, Shanghai 上海靜安區蘇河灣辦公樓項目	Office	20,000	53.61%	2020
Pearl River Delta	Crowne Plaza Guangzhou Huadu and office 廣州花都皇冠假日酒店及寫字樓	Hotel Office	32,000 13,000	100%	Completed
	K. Wah Plaza, Huadu, Guangzhou 廣州花都嘉華廣場	Office & Commercial	38,000	100%	Completed
	Cove Gala, Dongguan 東莞星際匯	Commercial	11,600	100%	Completed

Thank You!