



2020 Half-Year Results

Presentation

Agenda

Speakers: Robert Wong, Chief Executive & Simon Dixon, Chief Financial Officer

1. 2020 Half-Year Highlights
2. Investment Properties
3. Development Properties
4. Financial Highlights
5. Outlook
6. Q&A

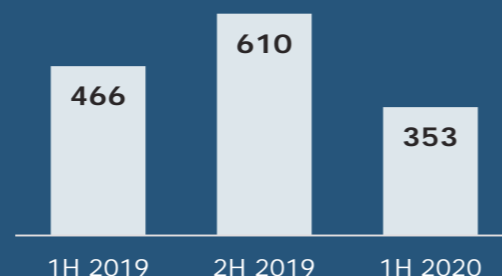


2020 Half-Year Highlights

US\$353m

Underlying profit

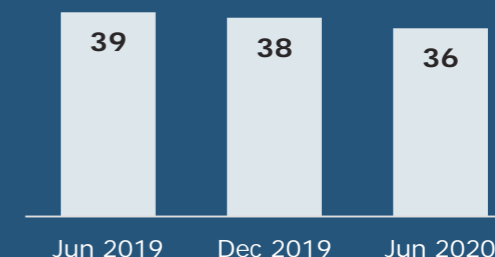
-24% YoY



US\$36.0bn

Shareholders' funds

-6% HoH



Key figures

- Profit / (Loss)¹: US\$(1,828)m (1H 2019: US\$411m)
- Net debt: US\$5.6bn (Dec 2019: US\$3.6bn)
- NAV per share: US\$15.41 (Dec 2019: US\$16.39)
- Interim dividend per share: US¢6 (1H 2019: US¢6)

Highlights

- Underlying profit down 24% due to retail rent relief and fewer residential completions
- Resilient performance from the Group's office portfolios
- Net asset per share down 6% on lower capital values
- Strategic partnership conditionally agreed for the West Bund project in Shanghai
- Strong financial position with ample liquidity and an unchanged interim dividend

¹ Attributable to Shareholders of the Company



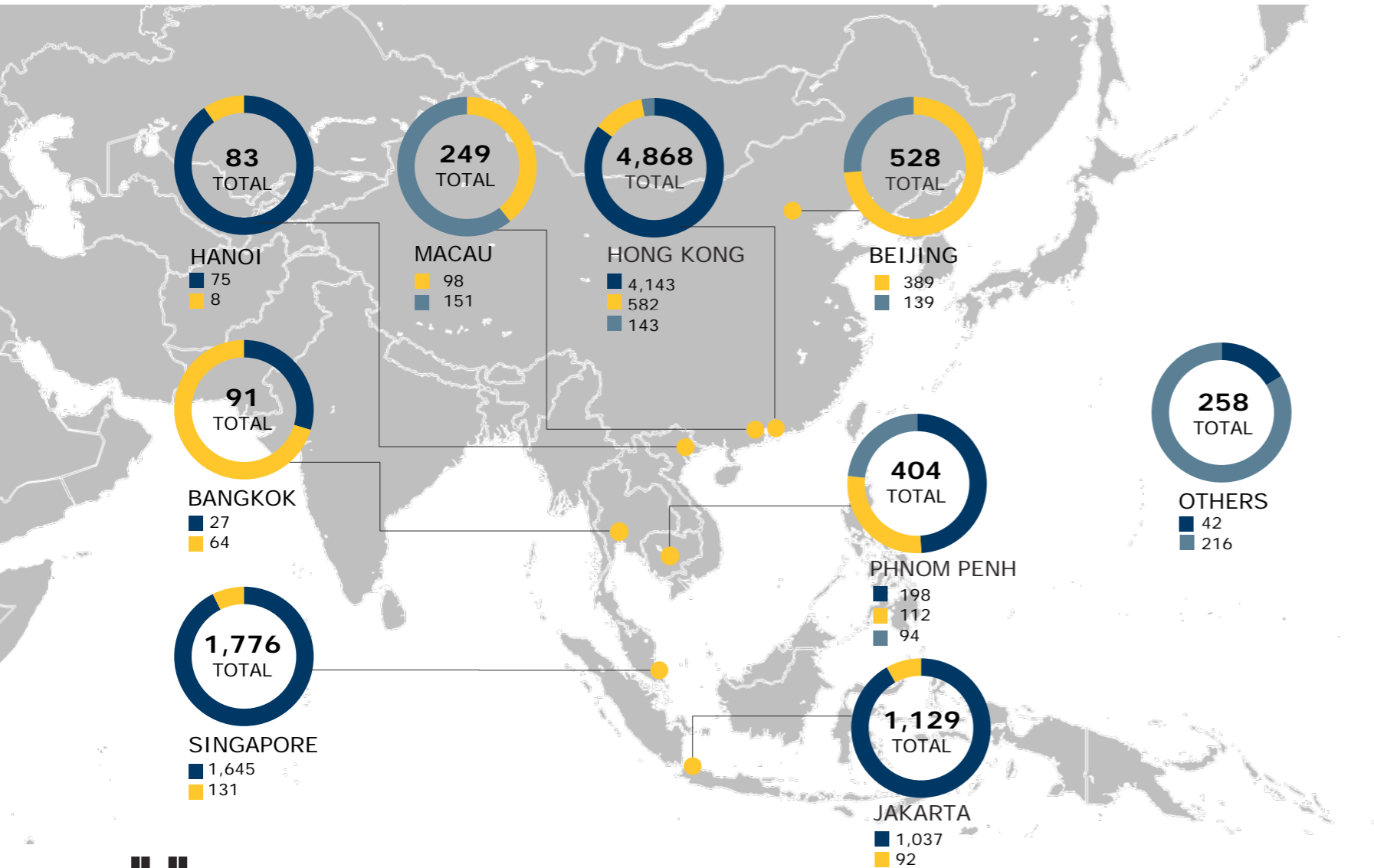


Investment Properties

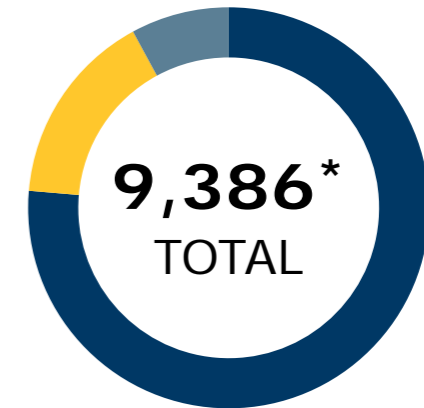


Completed Investment Properties Overview

Completed Investment Properties are primarily located in Hong Kong and Singapore



TOTAL COMPLETED AREA (HKL's share)
(000's sq. ft NFA)



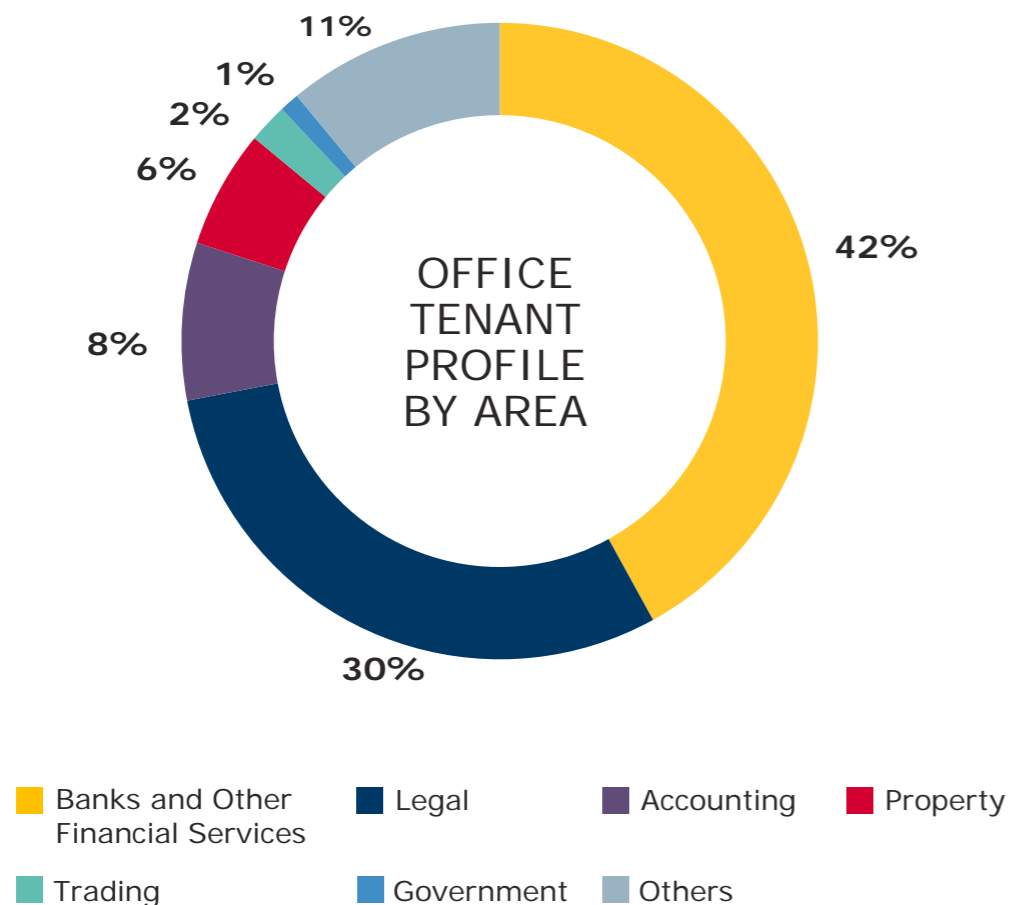
Office 7,167
Retail 1,476
Hotel 743

*Equivalent to 872,000 sq. m.

*As at 30 Jun 2020

Hong Kong Portfolio – Office

Resilient performance with positive rental reversions



AVERAGE RENTS & VACANCY

| | 1H 2019 | 2H 2019 | 1H 2020 |
|---------------------------------------|---------|---------|-------------|
| Average net rent (HK\$ psf/month) | 116 | 119 | 121 |
| Period-end vacancy | 2.8% | 2.9% | 5.0% |
| Weighted average lease expiry (years) | 4.6 | 4.7 | 4.5 |

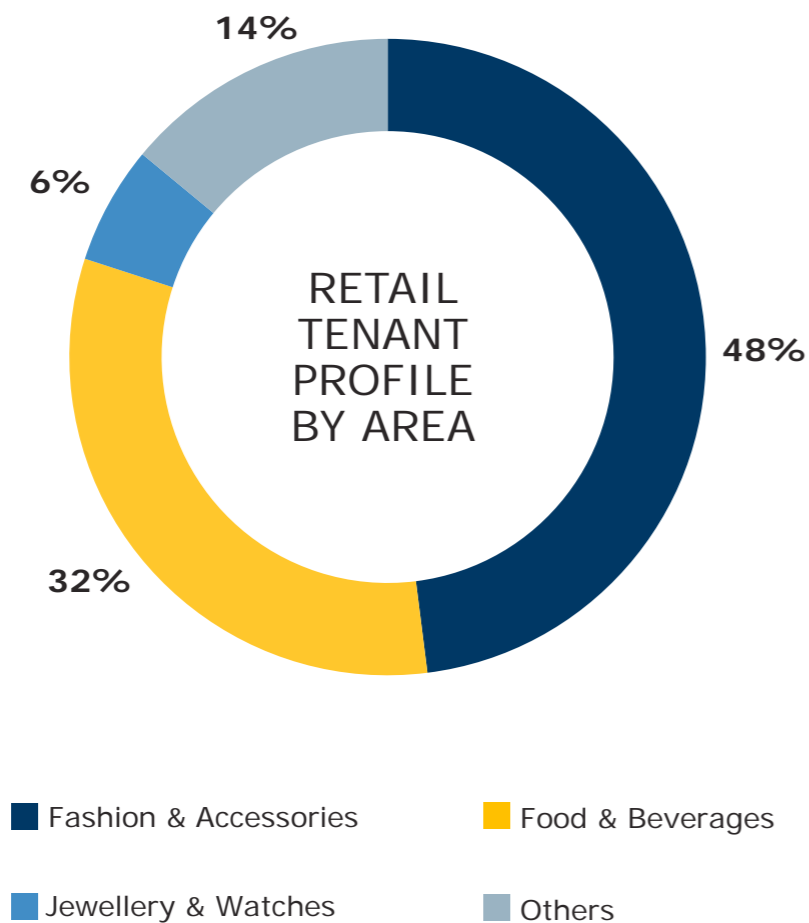
EXPIRATION & INTERIM RENT REVISIONS

| | 2H 2020 | 2021 | 2022 |
|---|---------|-------|------|
| Total lettable office area subject to expiration/rent revisions ('000 sq. ft) | 462 | 1,149 | 845 |
| % of area subject to expiration/rent revisions | 11% | 28% | 20% |
| - Expiration | 7% | 12% | 10% |
| - Rent revisions | 4% | 16% | 10% |
| Average expiring net rent (HK\$ psf/month) | 121 | 121 | 135 |



Hong Kong Portfolio – Retail

Performance impacted by temporary rent relief and a decline in turnover rent

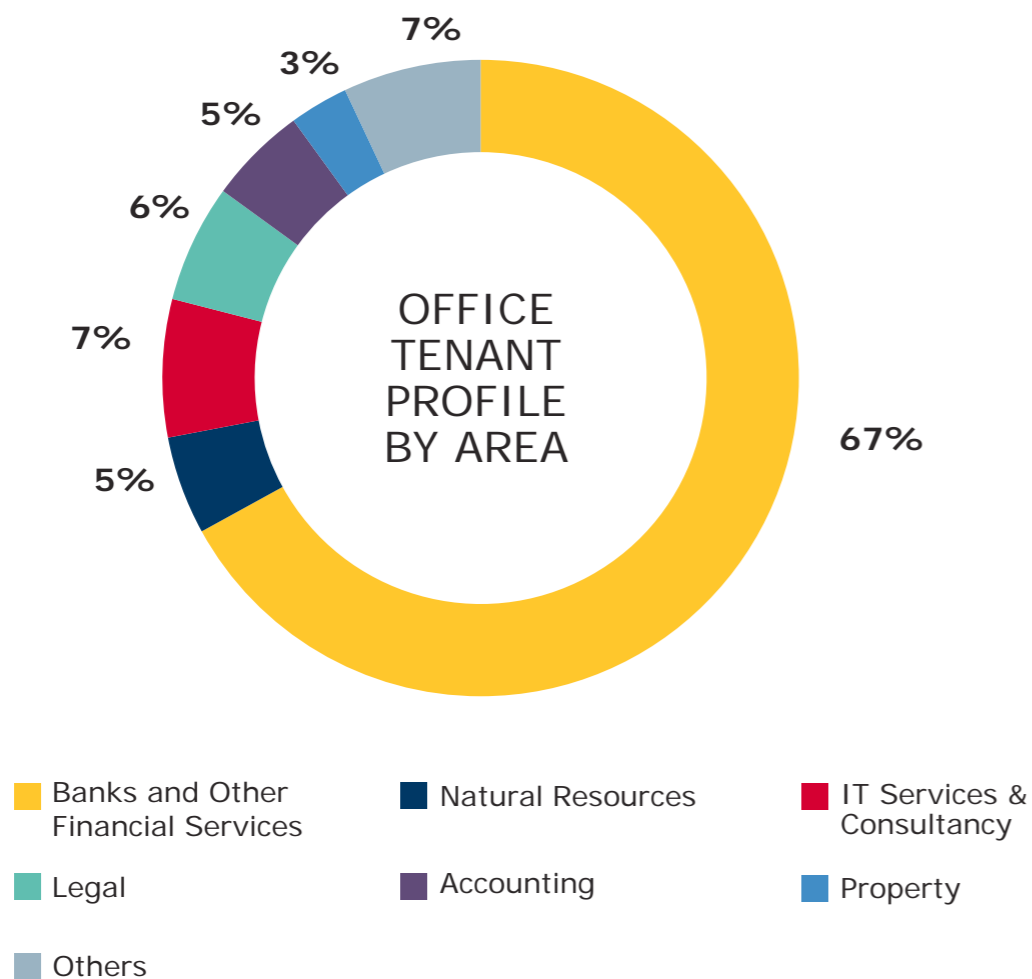


| AVERAGE RENTS & VACANCY | | | |
|---------------------------------------|---------|---------|-------------|
| | 1H 2019 | 2H 2019 | 1H 2020 |
| Average net rent (HK\$ psf/month) | 239 | 205 | 151 |
| Period-end vacancy | 0.7% | 0.3% | 0.4% |
| Weighted average lease expiry (years) | 2.5 | 2.2 | 2.1 |

Note: Excluding the impact of rent relief, average net rents in 2H 2019 and 1H 2020 were HK\$233 and HK\$230 psf per month respectively. Base rental reversions remained positive. The decline in average rents reflects a decrease in turnover rent.

Singapore Portfolio – Office

Positive rental reversions and low vacancy



AVERAGE RENTS & VACANCY

| | 1H 2019 | 2H 2019 | 1H 2020 |
|---------------------------------------|---------|---------|-------------|
| Average gross rent (\$ psf/month) | 9.6 | 9.7 | 9.9 |
| Period-end vacancy | 3.3% | 5.0% | 1.5% |
| Weighted average lease expiry (years) | 3.6 | 4.4 | 4.0 |

EXPIRATION & INTERIM RENT REVISIONS

| | 2H 2020 | 2021 | 2022 |
|--|---------|------|------|
| HKL's Share: Total lettable office area subject to expiration/rent revisions ('000 sq. ft) | 124 | 385 | 379 |
| % of area subject to expiration/rent revisions | 8% | 23% | 23% |
| - Expiration | 7% | 12% | 19% |
| - Rent revisions | 1% | 11% | 4% |
| Average expiring gross rent (\$ psf/month) | 9.0 | 10.0 | 10.0 |

Rest of Asia Portfolio

Performance within revised expectations

CHINESE MAINLAND

Beijing – WF CENTRAL (84%-owned)

- 43,000 sq. m. NFA of retail space
- Occupancy: 87% (committed)
- Footfall and tenant sales negatively impacted by COVID-19 although signs of recovery seen in Q2
- Temporary rent relief granted on a case-by-case basis

SOUTHEAST ASIA

Jakarta – Jakarta Land (50%-owned)

- Existing portfolio features 210,000 sq. m. NFA (Office: 193,000 sq. m.; retail: 17,000 sq. m.)
- Average office gross rent: US\$24 psm per month (2019: US\$25 psm per month)
- Office occupancy: 80%

Phnom Penh – EXCHANGE SQUARE (100%-owned)

- NFA: 25,000 sq. m. (Office: 17,000 sq. m.; retail: 8,000 sq. m.)
- Average office gross rent: US\$25 psm per month (2019: US\$24 psm per month)
- Office occupancy: 92%



West Bund

Strategic partnership conditionally agreed



Shanghai – West Bund site, Xuhui District

- Total developable GFA: c.1.1 million sq. m. (including 60,000 sq. m. of underground retail)
- For long-term hold^(*): Office (37%), retail (18%), residential (13%), hotel (5%), convention centre (3%) & other facilities (2%)
- For sale^(*): Office (20%) & residential (2%)
- Land premium settled in 1H 2020
- Sales launch: 2022 onwards
- Completion: 2023 - 2027

* Subject to finalisation of design schemes and approval from the relevant authorities



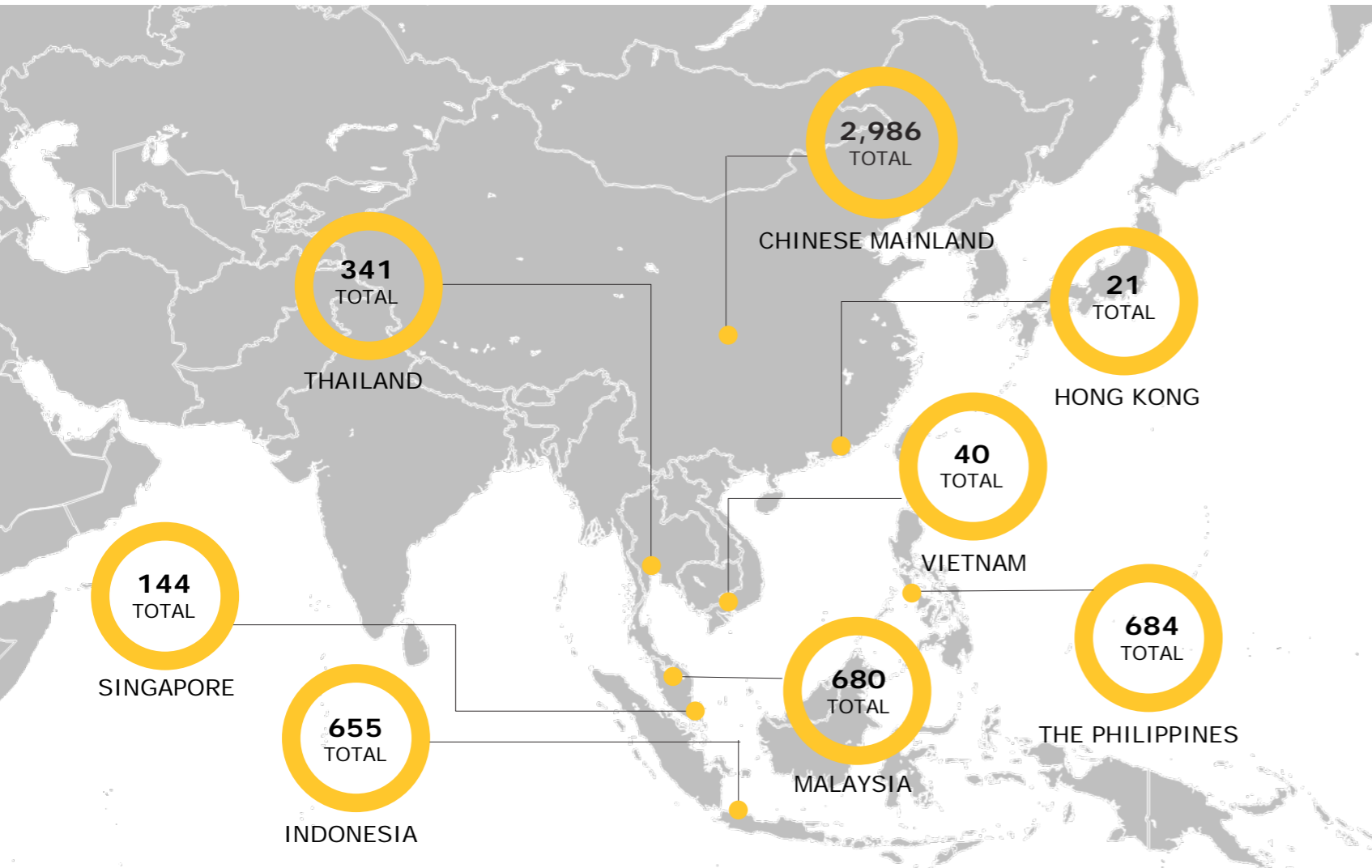


Development Properties



Development Properties Overview

HKL's Development Properties portfolio primarily spans seven countries and 14 cities, with a key focus on the Chinese Mainland and in Singapore



TOTAL AREA UNDER CONSTRUCTION / TO BE DEVELOPED (HKL's share)
(000's sq. m. GFA)



*As at 30 Jun 2020

Note: Excludes the West Bund project as planning parameters remain subject to finalisation of design schemes and approval from the relevant authorities.

Chinese Mainland Portfolio – Overview



CHONGQING

- 11 projects
- Total GFA 5.8 million sq. m.
(HKL's share: 4.1 million sq. m.)



WUHAN

- Two projects
- Total GFA 720,000 sq. m.
(HKL's share: 396,000 sq. m.)



BEIJING

- Two projects
- Total GFA 456,000 sq. m.
(HKL's share: 170,000 sq. m.)



CHENGDU

- Two projects
- Total GFA 1.1 million sq. m.
(HKL's share: 511,000 sq. m.)



NANJING

- Three projects
- Total GFA 766,000 sq. m.
(HKL's share: 339,000 sq. m.)



HANGZHOU

- Two projects
- Total GFA 865,000 sq. m.
(HKL's share: 311,000 sq. m.)



SHANGHAI*

- Three projects
- Total GFA 692,000 sq. m.
(HKL's share: 255,000 sq. m.)

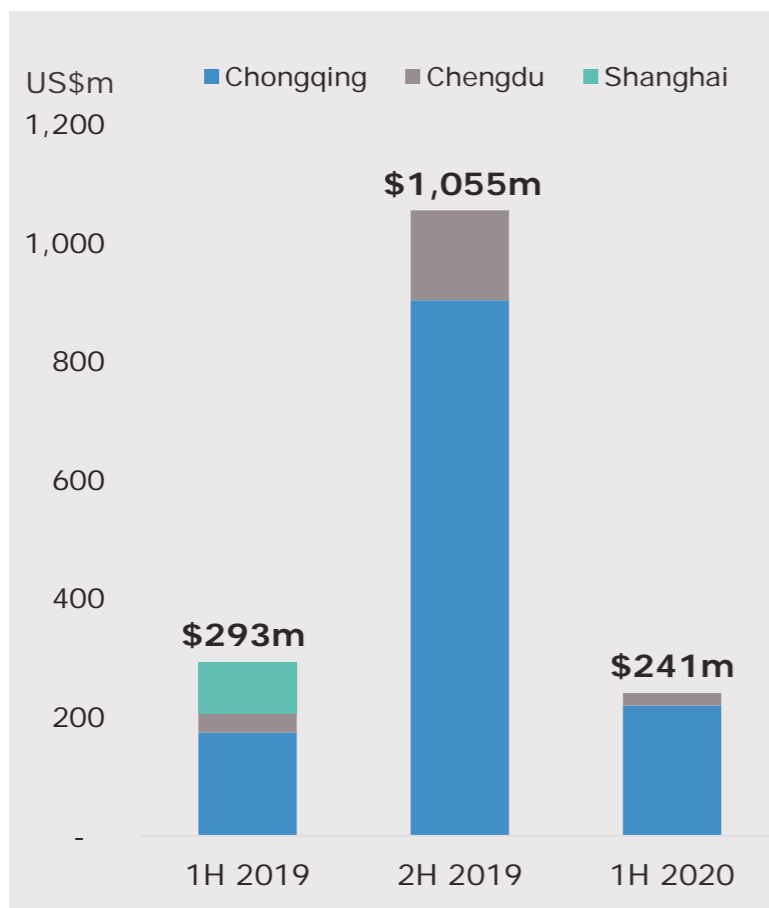
* Excludes the for-sale component of the West Bund project as planning parameters remain subject to finalisation of design schemes and approval from the relevant authorities.



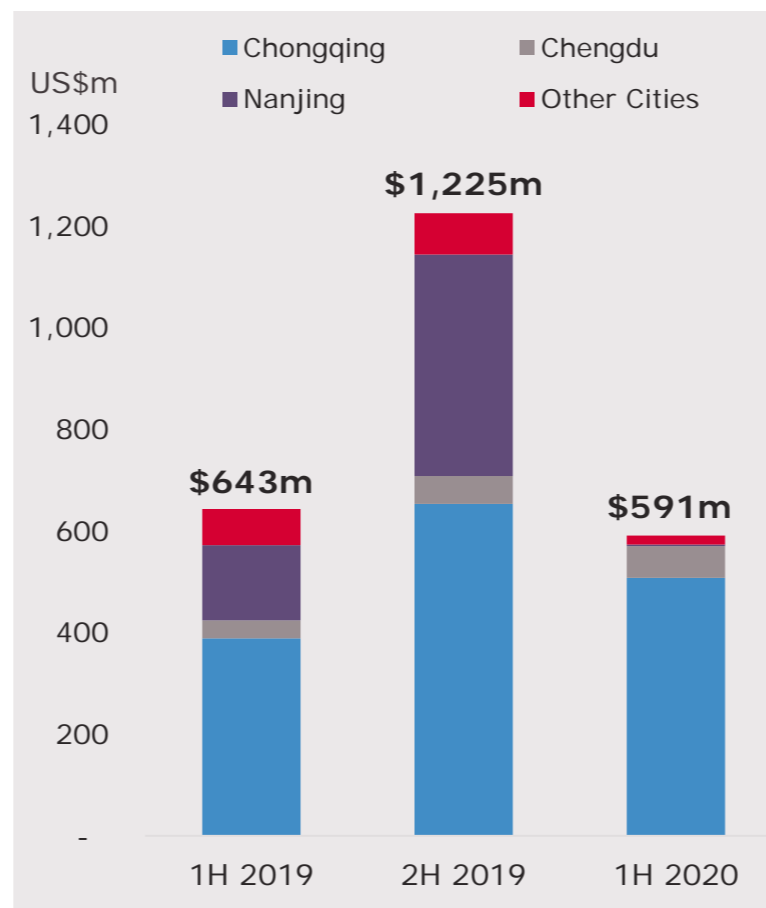
Chinese Mainland Portfolio

Lower contracted sales due to delays in planned sales launches

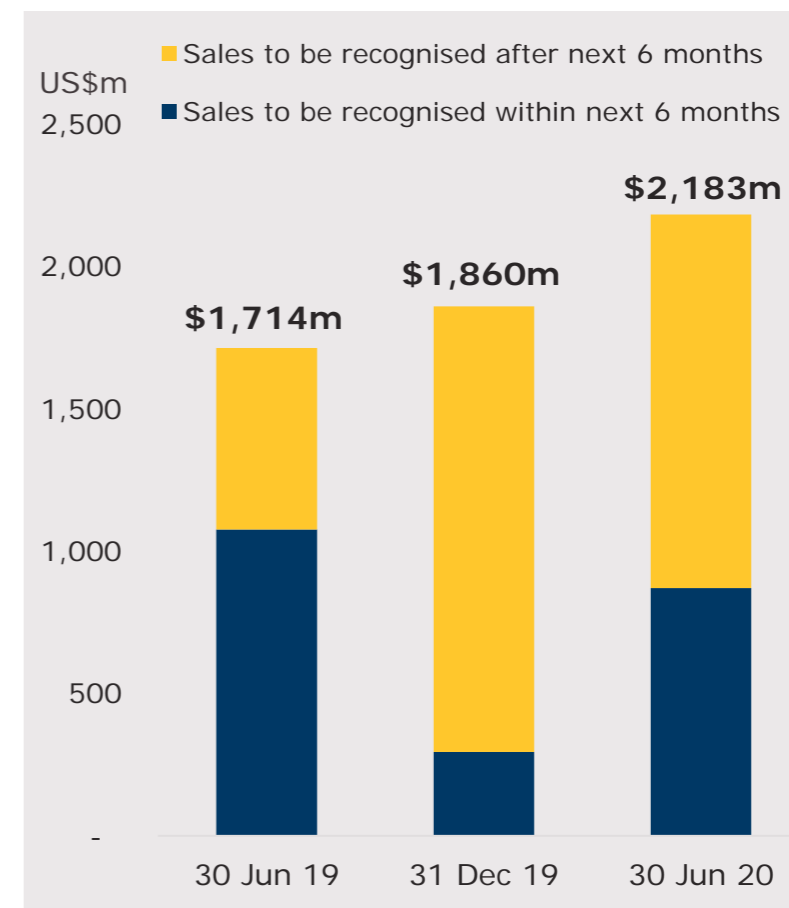
REVENUE RECOGNISED*#



CONTRACTED SALES#



SOLD BUT UNRECOGNISED SALES#



* Includes only revenue from property sales.

The above analysis includes share of Joint Ventures & Associates.



Singapore Portfolio – Overview



LEEDON GREEN

- 50% JV with Yanlord
- 638 units
- 49,000 sq. m. GFA
- Completion: 2023
- 5% pre-sold



PARC ESTA

- 1,404 units
- 98,000 sq. m. GFA
- Completion: 2021
- 76% pre-sold



MARGARET VILLE

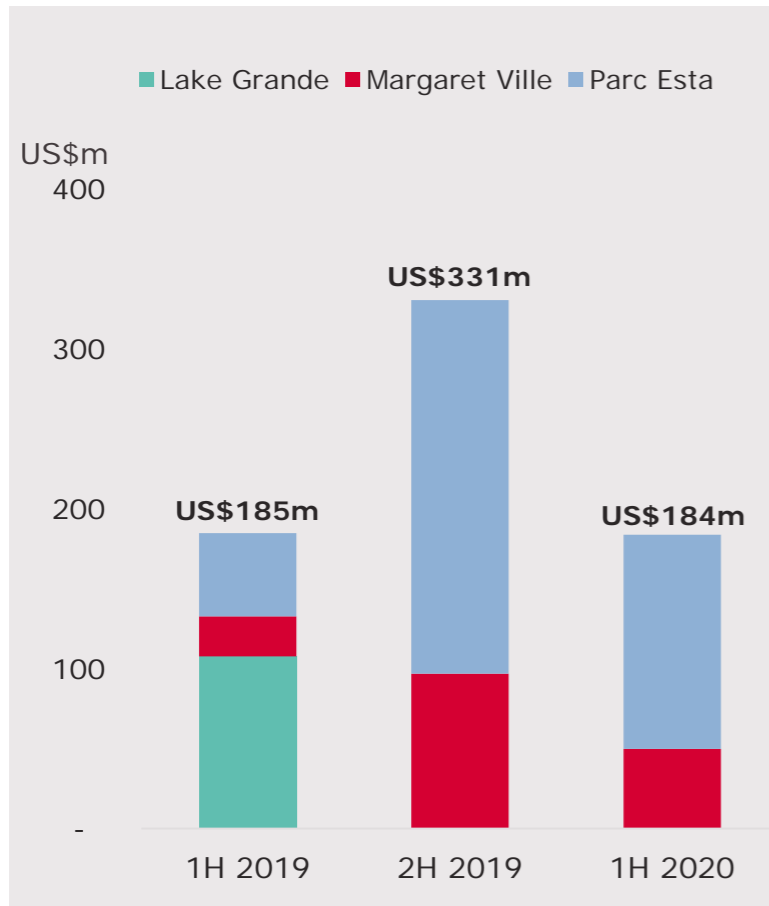
- 309 units
- 22,000 sq. m. GFA
- Completion: 2021
- 92% pre-sold

Note: The GFAs presented are on a 100% basis.

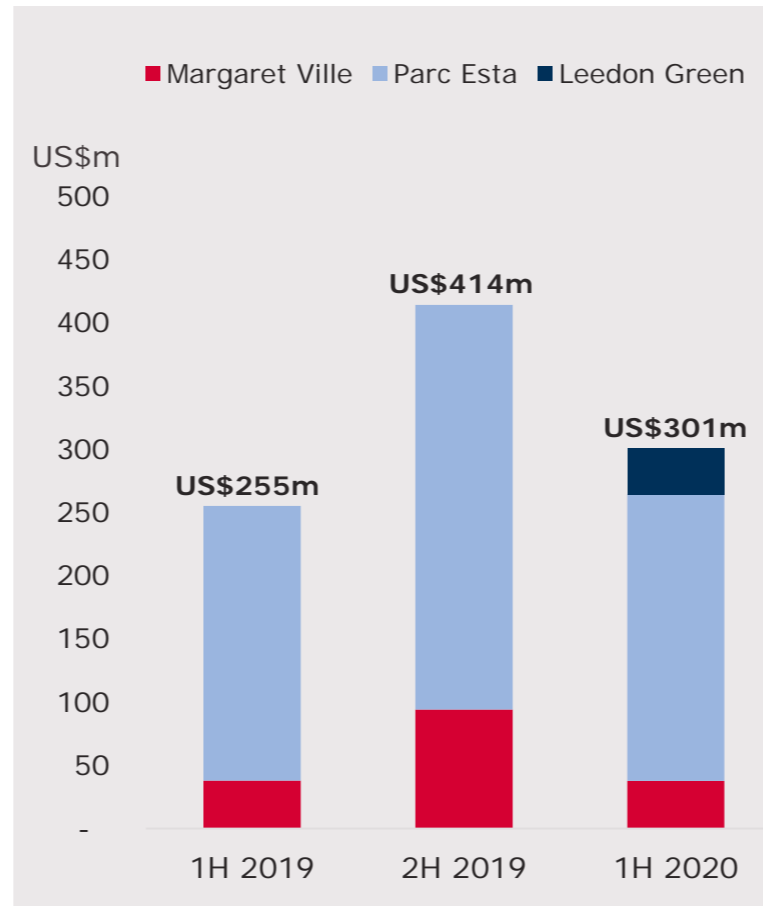
Singapore Portfolio

1H 2020 contracted sales benefited from the launch of Leedon Green

REVENUE RECOGNISED



CONTRACTED SALES



SOLD BUT UNRECOGNISED SALES



Rest of Asia Portfolio

Market sentiment subdued

INDONESIA

Nava Park (49%-owned)

- Site area: 68 ha; GFA: 730,000 sq. m.
- 889 units launched for sale, 83% pre-sold
- Completion: 2017 to 2031

Asya (33.5%-owned)

- Site area: 68 ha; GFA: 874,000 sq. m.
- 651 units launched for sale, 41% pre-sold
- Completion: 2019 to 2031

Arumaya (40%-owned)

- Site area: 0.7 ha; GFA: 24,000 sq. m.
- 262 units, 37% reserved
- Completion: 2022

THE PHILIPPINES

Mandani Bay (40%-owned)

- Site area: 20 ha; GFA: 1.2 million sq. m.
- 4,156 units launched for sale, 83% pre-sold
- Completion: 2020 to 2035

The Velaris (40%-owned)

- Site area: 2 ha; GFA: 146,000 sq. m.
- 212 units launched for sale, 43% reserved
- Completion: 2024 to 2028

THAILAND

The ESSE Sukhumvit 36 (49%-owned)

- Site area: 0.4 ha; GFA: 38,000 sq. m.
- 338 units, 62% pre-sold
- Completion: 2020

VIETNAM

The Marq (70%-owned)

- Site area: 0.5 ha; GFA: 57,000 sq. m.
- 515 units, 51% pre-sold
- Completion: 2021

Note: The GFAs presented are on a 100% basis.





Financial Highlights



Consolidated Profit and Loss Account

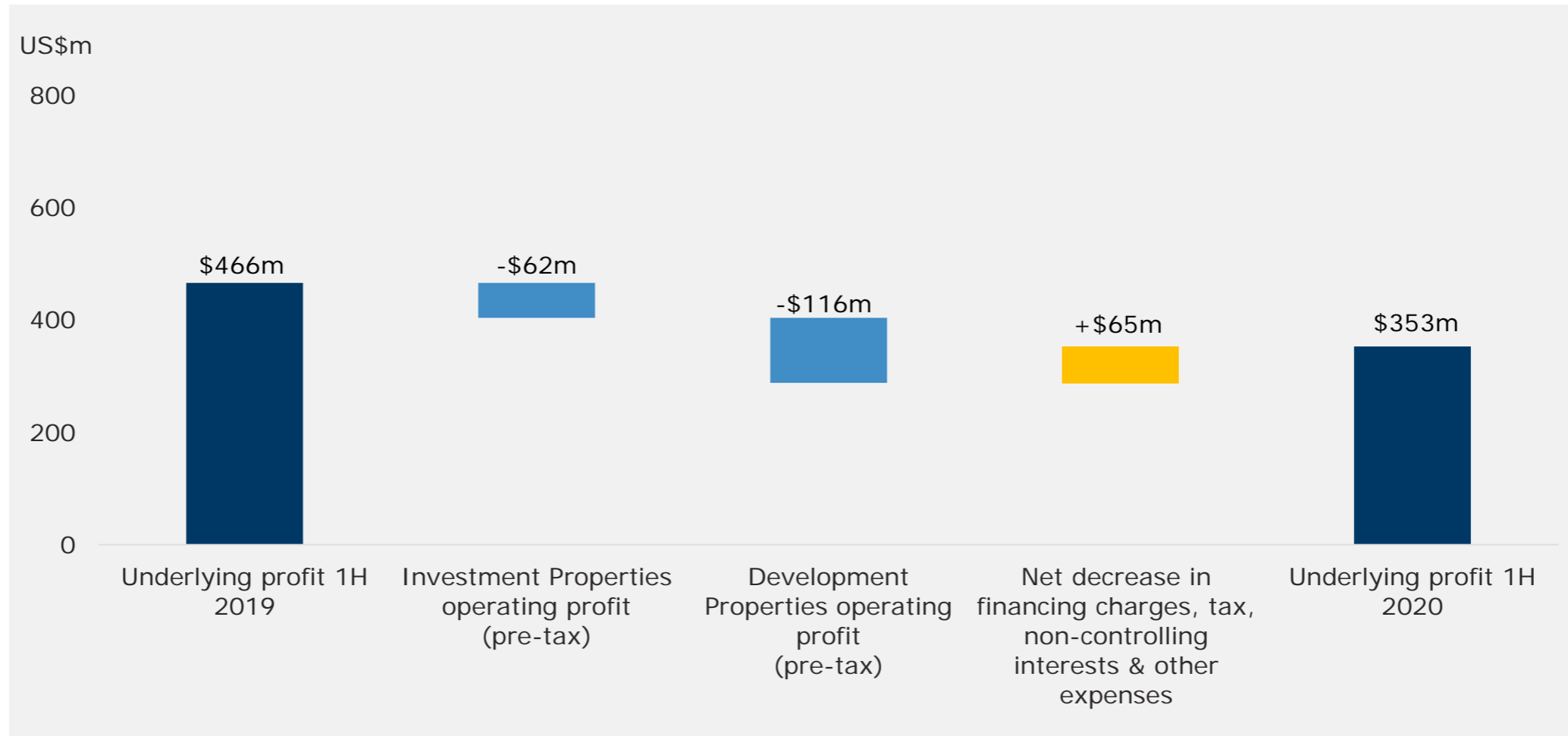
Underlying profit of US\$353 million, down 24% year-on-year

| FY2019 | (US\$m) | 1H 2020 | 1H 2019 | %YoY |
|---------|--|----------------|---------|------|
| 2,320 | Revenue | 820 | 804 | 2 |
| (1,150) | Net operating costs | (389) | (334) | 16 |
| 1,170 | Operating profit | 431 | 470 | -8 |
| 273 | Share of results of joint ventures | 45 | 127 | -65 |
| (121) | Net financing charges | (63) | (59) | 7 |
| (247) | Tax | (62) | (72) | -14 |
| 1 | Non-controlling interests | 2 | - | n/m |
| 1,076 | Underlying profit | 353 | 466 | -24 |
| (878) | Non-trading items | (2,181) | (55) | n/m |
| 198 | Profit / (Loss) attributable to shareholders | (1,828) | 411 | n/m |



Movement in Underlying Profit

Decrease in underlying profit driven by fewer residential completions on the Chinese mainland and temporary retail rent relief

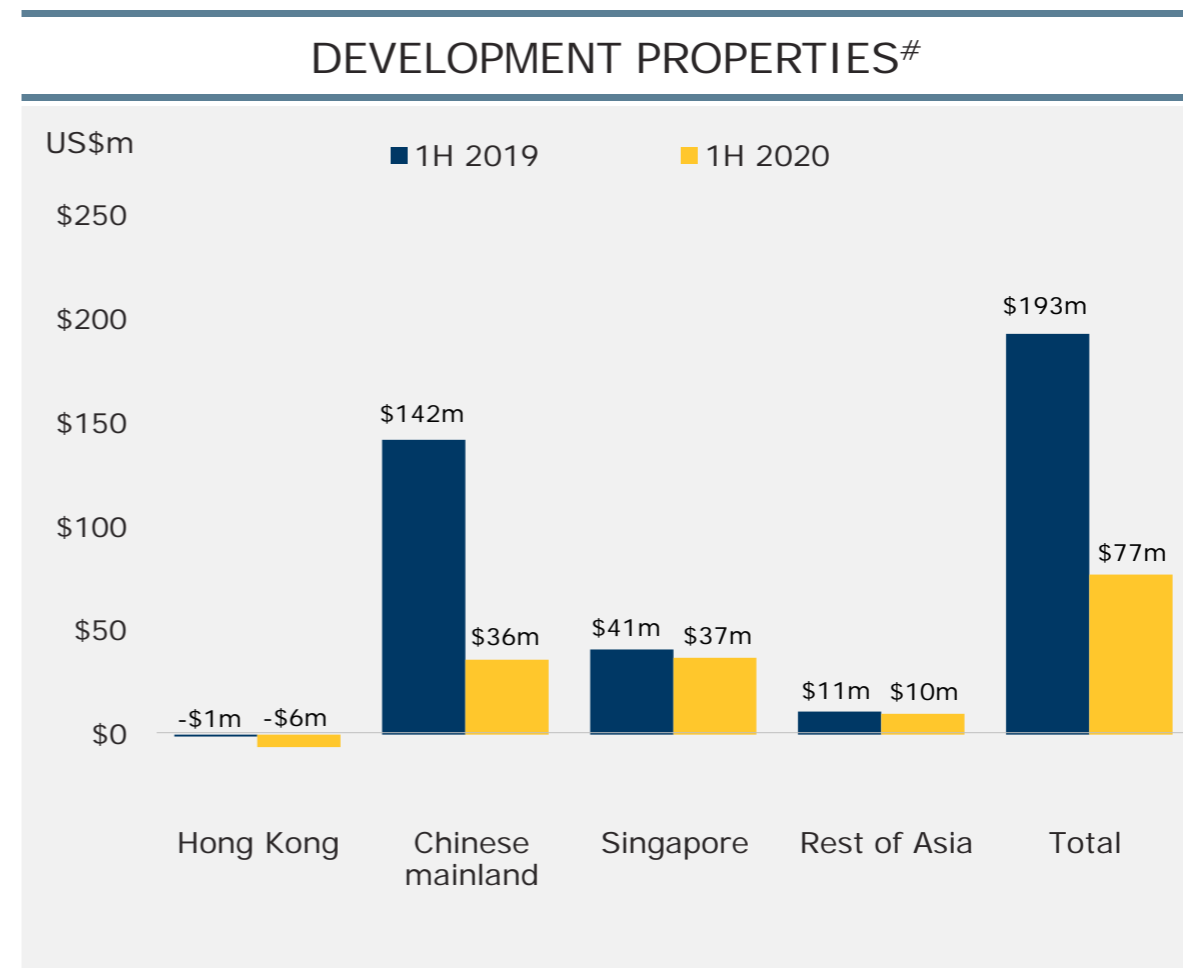
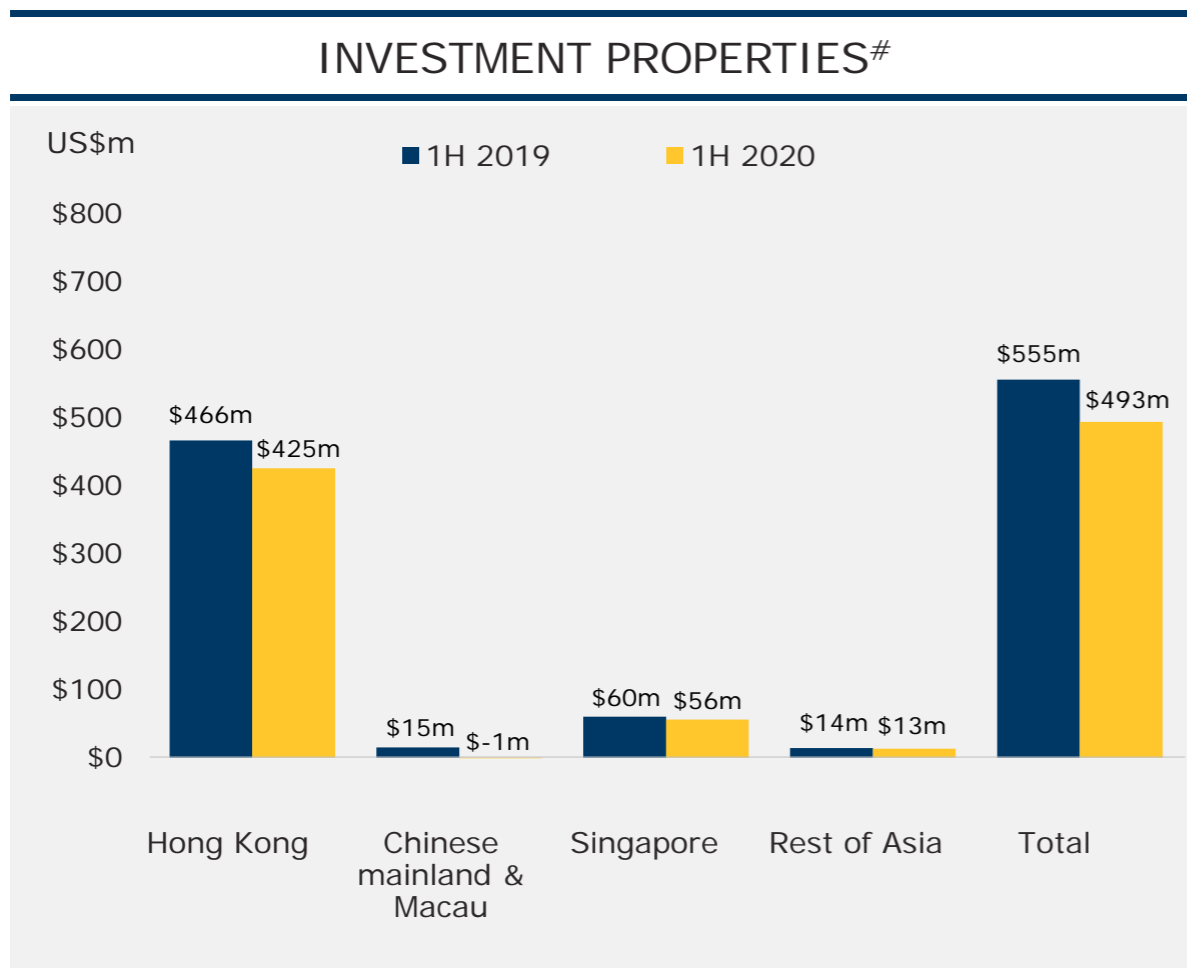


Note: The above analysis includes share of Joint Ventures & Associates.



Operating Profit by Segment and Region

Hong Kong remains the largest profit contributor in 1H 2020



The above analysis includes share of Joint Ventures & Associates.

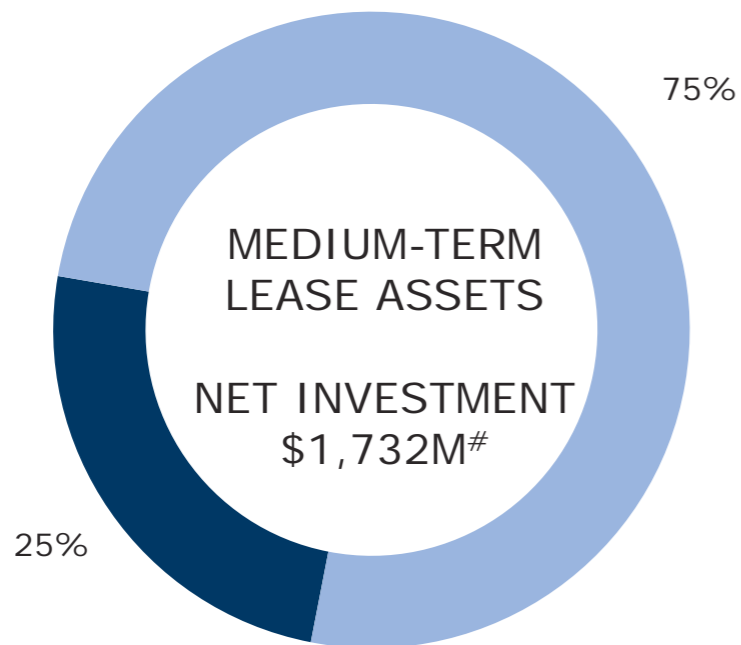
Consolidated Cash Flow

Land premium for the West Bund site fully paid in 1H 2020

| FY2019 | (US\$m) | 1H 2020 | 1H 2019 | %YoY |
|---------|--|----------------|---------|------|
| 1,182 | Operating activities | 506 | 438 | 16 |
| (658) | Investing activities | (2,151) | (356) | n/m |
| (491) | Financing activities | 1,187 | (316) | n/m |
| 33 | Net cash inflow/(outflow) | (458) | (234) | 96 |
| 1,369 | Cash and cash equivalents at beginning of the year | 1,418 | 1,369 | 4 |
| 16 | Effect of exchange rate changes | (35) | 14 | n/m |
| 1,418 | Cash and cash equivalents at end of the period | 925 | 1,149 | -19 |
| (5,009) | Gross debt (excluding bank overdrafts) | (6,553) | (5,030) | 30 |
| (3,591) | Net debt at end of the period | (5,628) | (3,881) | 45 |



Medium-Term Lease Assets



■ Chinese mainland (for medium-term lease) (completed)

■ Chinese mainland (for medium-term lease) (under development)

[#] The above analysis includes share of Joint Ventures & Associates.

MEDIUM-TERM LEASE ASSETS IN OPERATION



Landmark Riverside, Chongqing

- Retail NFA: 55,000 sq. m. (HKL's share: 28,000 sq. m.)
- Opened in Sep 2016
- Retail occupancy: 80%



LCM, Shanghai

- Retail NFA: 59,000 sq. m. (HKL's share: 30,000 sq. m.)
- Opened in Sep 2018
- Retail occupancy: 91%

MEDIUM-TERM LEASE ASSETS UNDER DEVELOPMENT

- 11 projects with medium-term lease assets under development, with an estimated total NFA of 928,000 sq. m. (HKL's share: 410,000 sq. m.)
- Yorkville North: 2021 completion
- JL CENTRAL: 2023/2024 completion
- Others: 2022 to 2025 completion

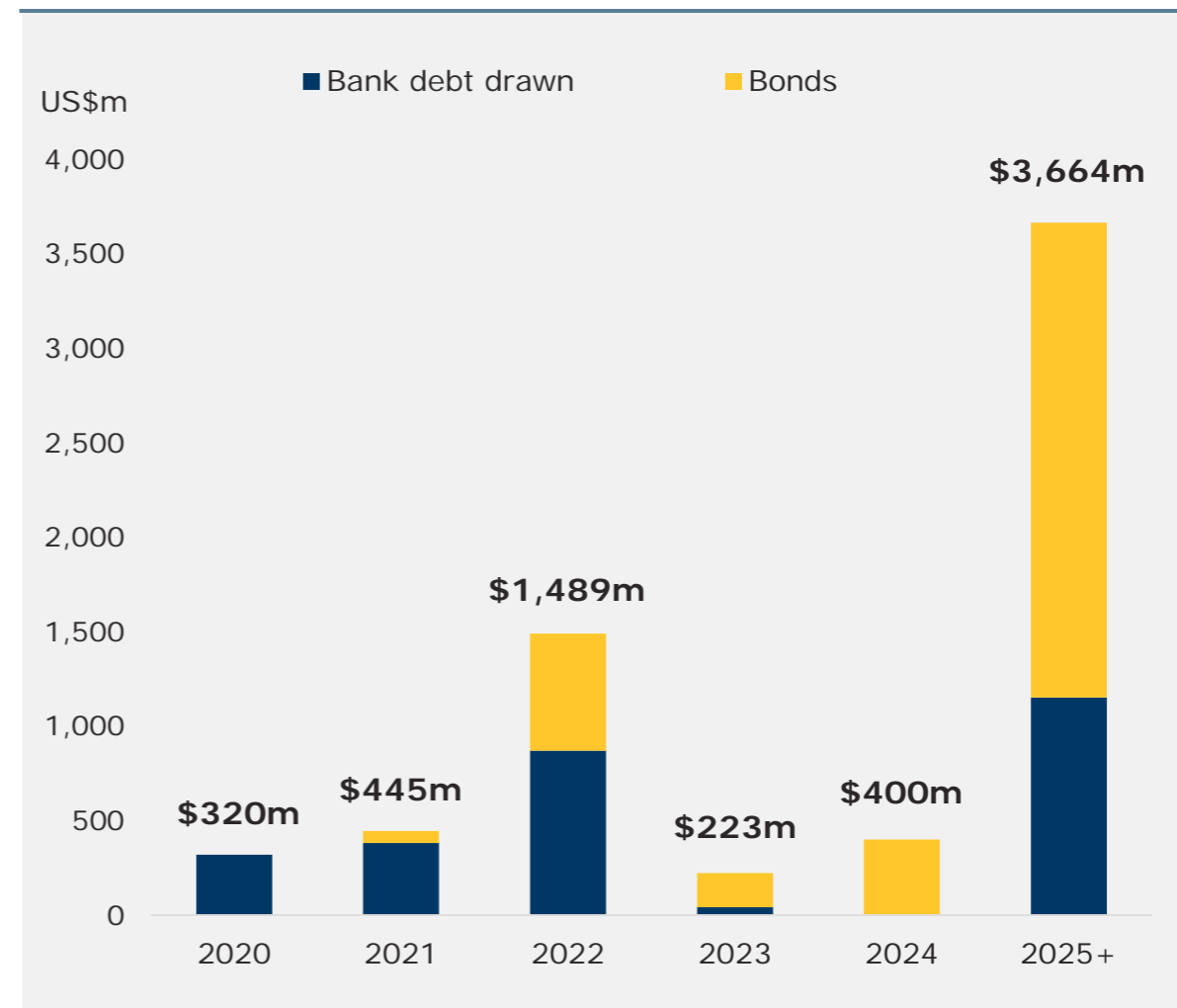


Treasury Management

Financial position remains strong with ample liquidity

| | 31 DEC 2019 | 30 JUN 2020 |
|-------------------------------|-------------|-------------|
| Net debt (US\$m) | 3,591 | 5,628 |
| Net gearing | 9% | 16% |
| Average tenor of debt (years) | 6.1 | 6.2 |
| Average interest cost | 3.8% | 3.5% |
| Available liquidity | 3,162 | 2,698 |
| Credit ratings | | |
| - S&P | A | A |
| - Moody's | A3 | A3 |

MATURITY PROFILE OF DEBT AT 30 JUN 2020





Outlook



Uncertain market conditions

INVESTMENT PROPERTIES

- Office portfolio is expected to remain resilient and to continue to generate stable contributions
- Performance of retail portfolio likely to be impacted by further temporary rent relief
- Successful launch of strategic initiatives in 1H 2020 is expected to provide better services to tenants and customers

DEVELOPMENT PROPERTIES

- Higher sales completions on the Chinese mainland and Southeast Asia are expected in 2H 2020
- Market sentiment on the Chinese mainland expected to remain stable, with gradual recovery in Singapore likely to continue
- Market sentiment in rest of Southeast Asia expected to remain subdued

FINANCIAL

- Net debt expected to decline modestly in the absence of further new site acquisitions
- Balance sheet remains strong with ample liquidity
- Maintain disciplined approach in assessing opportunities



Q & A





Appendix



Hong Kong Investment Properties Summary

| HKL's SHARE (‘000 sq. ft NFA) | OFFICE | RETAIL | HOTEL | TOTAL ¹ |
|----------------------------------|--------------|------------|------------|--------------------------|
| One Exchange Square | 570 | - | - | 570 |
| Two Exchange Square | 508 | - | - | 508 |
| Three Exchange Square | 321 | - | - | 321 |
| Exchange Square Podium | - | 49 | - | 49 |
| The Forum | 41 | - | - | 41 |
| Jardine House | 635 | 45 | - | 680 |
| Chater House | 419 | 48 | - | 467 |
| Alexandra House | 327 | 48 | - | 375 |
| Gloucester Tower | 470 | - | - | 470 |
| Edinburgh Tower | 338 | - | - | 338 |
| The Landmark Mandarin Oriental | - | - | 143 | 143 |
| York House | 110 | - | - | 110 |
| Landmark Atrium | - | 246 | - | 246 |
| Prince's Building | 404 | 145 | - | 549 |
| Total | 4,143 | 582 | 143 | 4,868² |

¹ Excluding residential properties in Hong Kong of 71,000 sq. ft.

² Equivalent to 452,000 sq. m.



Singapore Investment Properties Summary

| HKL's SHARE ('000 sq. ft NFA) | OFFICE | RETAIL | TOTAL |
|-----------------------------------|--------------|------------|--------------------------|
| One Raffles Link | 242 | 70 | 312 |
| One Raffles Quay | 440 | 1 | 441 |
| MBFC | 963 | 60 | 1,023 |
| Total | 1,645 | 131 | 1,776¹ |

¹ Equivalent to 165,000 sq. m.



Other Investment Properties Summary

| HKL's SHARE ('000 sq. ft NFA) | OFFICE | RETAIL | HOTEL | TOTAL |
|-----------------------------------|--------------|------------|------------|--------------------------|
| Beijing | - | 389 | 139 | 528 |
| Macau | - | 98 | 151 | 249 |
| Jakarta | 1,037 | 92 | - | 1,129 |
| Hanoi | 75 | 8 | - | 83 |
| Bangkok | 27 | 64 | - | 91 |
| Phnom Penh | 198 | 112 | 94 | 404 |
| Others | 42 | - | 216 | 258 |
| Total | 1,379 | 763 | 600 | 2,742¹ |

¹ Equivalent to 255,000 sq. m.



Chinese Mainland Development Properties Summary (1)

| PROJECT | CITY | INTEREST | YEAR OF ACQUISITION | SITE AREA (ha) | DEVELOPABLE AREA (m sq. m.) | HKL's SHARE | | |
|---------------------------|-----------|----------|---------------------|----------------|-----------------------------|------------------------|-------------------------------|----------------------------|
| | | | | | | CONSTRUCTED (m sq. m.) | UNDER CONSTRUCTION (m sq. m.) | TO BE DEVELOPED (m sq. m.) |
| Central Park | Beijing | 40% | 2001 | 40.2 | 0.13 | 0.13 | - | - |
| CBD Z3 | Beijing | 30% | 2010 | 1.1 | 0.04 | - | - | 0.04 |
| Yorkville South | Chongqing | 100% | 2010 | 38.6 | 0.88 | 0.88 | - | - |
| Yorkville North | Chongqing | 100% | 2011 | 53.8 | 1.12 | 0.65 | 0.45 | 0.01 |
| New Bamboo Grove | Chongqing | 50% | 2015 | 34.8 | 0.32 | 0.30 | 0.02 | - |
| Landmark Riverside | Chongqing | 50% | 2009 | 22.2 | 0.55 | 0.32 | 0.15 | 0.09 |
| Central Avenue | Chongqing | 50% | 2013 | 40.2 | 0.56 | 0.26 | 0.16 | 0.14 |
| River One | Chongqing | 100% | 2017 | 14.2 | 0.16 | 0.05 | 0.11 | - |
| Harbour Tale | Chongqing | 50% | 2017 | 9.5 | 0.06 | 0.01 | 0.05 | - |
| Hillview | Chongqing | 50% | 2018 | 4.1 | 0.03 | - | 0.03 | - |
| The Pinnacle | Chongqing | 100% | 2018 | 8.3 | 0.12 | - | 0.12 | - |
| University Town Project | Chongqing | 50% | 2019 | 16.2 | 0.16 | - | 0.08 | 0.08 |
| West Central Park Project | Chongqing | 100% | 2019 | 6.5 | 0.13 | - | 0.13 | - |

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Chinese Mainland Development Properties Summary (2)

| PROJECT | CITY | INTEREST | YEAR OF ACQUISITION | SITE AREA (ha) | HKL's SHARE | | | |
|---|----------|----------|---------------------|----------------|-----------------------------|------------------------|-------------------------------|----------------------------|
| | | | | | DEVELOPABLE AREA (m sq. m.) | CONSTRUCTED (m sq. m.) | UNDER CONSTRUCTION (m sq. m.) | TO BE DEVELOPED (m sq. m.) |
| WE City | Chengdu | 50% | 2010 | 19.0 | 0.46 | 0.31 | 0.04 | 0.11 |
| Artisan Bay | Chengdu | 33% | 2018 | 6.2 | 0.05 | - | 0.05 | - |
| Hangzhou Bay | Hangzhou | 30% | 2017 | 38.6 | 0.24 | 0.02 | 0.08 | 0.13 |
| The Riverside (formerly "Gongshu Project") | Hangzhou | 100% | 2019 | 2.8 | 0.07 | - | 0.07 | - |
| Yue City | Nanjing | 33% | 2017 | 19.9 | 0.09 | - | 0.02 | 0.07 |
| JL CENTRAL | Nanjing | 50% | 2018 | 2.5 | 0.13 | - | 0.13 | - |
| River and City | Nanjing | 50% | 2018 | 11.5 | 0.13 | - | 0.13 | - |
| Parkville | Shanghai | 50% | 2015 | 9.1 | 0.12 | 0.12 | - | - |
| Galaxy Midtown (formerly "Caohejing Project") | Shanghai | 27% | 2018 | 11.8 | 0.10 | - | 0.02 | 0.08 |
| Irvine Bay (formerly "Huacao Project") | Shanghai | 50% | 2019 | 3.5 | 0.03 | - | 0.03 | - |
| Wuhan Dream Land | Wuhan | 50% | 2017 | 16.4 | 0.25 | 0.04 | 0.11 | 0.10 |
| Houguan Lake Project | Wuhan | 66% | 2019 | 9.1 | 0.15 | - | 0.15 | - |
| Total – Jun 2020 | | | | 440.2 | 6.08 | 3.09 | 2.14 | 0.84 |
| Total – Dec 2019 | | | | 440.2 | 6.08 | 2.95 | 1.94 | 1.19 |



Singapore Development Properties Summary

| PROJECT | INTEREST | YEAR OF ACQUISITION | SITE AREA (ha) | DEVELOPABLE AREA (m sq. m.) | HKL'S SHARE | | |
|-------------------------|----------|---------------------|----------------|-----------------------------|------------------------|-------------------------------|----------------------------|
| | | | | | CONSTRUCTED (m sq. m.) | UNDER CONSTRUCTION (m sq. m.) | TO BE DEVELOPED (m sq. m.) |
| Margaret Ville | 100% | 2017 | 0.5 | 0.02 | - | 0.02 | - |
| Parc Esta | 100% | 2018 | 3.5 | 0.10 | - | 0.10 | - |
| Leedon Green | 50% | 2019 | 3.0 | 0.02 | - | 0.02 | - |
| Total – Jun 2020 | | | 7.0 | 0.14 | - | 0.14 | - |
| Total – Dec 2019 | | | 7.0 | 0.14 | - | 0.12 | 0.02 |



Other Southeast Asia Development Properties Summary (1)

| PROJECT | COUNTRY | INTEREST | YEAR OF ACQUISITION | SITE AREA (ha) | DEVELOPABLE AREA (m sq. m.) | HKL's SHARE | | |
|-------------------------------------|-----------|----------|---------------------|----------------|-----------------------------|------------------------|-------------------------------|----------------------------|
| | | | | | | CONSTRUCTED (m sq. m.) | UNDER CONSTRUCTION (m sq. m.) | TO BE DEVELOPED (m sq. m.) |
| Nava Park | Indonesia | 49% | 2012 | 67.5 | 0.36 | 0.06 | 0.02 | 0.28 |
| Anandamaya Residences | Indonesia | 40% | 2013 | 1.3 | 0.04 | 0.04 | - | - |
| Asya | Indonesia | 33.5% | 2016 | 67.6 | 0.29 | 0.01 | 0.01 | 0.27 |
| Arumaya | Indonesia | 40% | 2018 | 0.7 | 0.01 | - | 0.01 | - |
| Avania | Indonesia | 50% | 2018 | 1.9 | 0.06 | - | - | 0.06 |
| The ESSE Sukhumvit 36 | Thailand | 49% | 2017 | 0.4 | 0.02 | - | 0.02 | - |
| Lake Legend (formerly "Nonthaburi") | Thailand | 49% | 2018 | 73.8 | 0.21 | - | 0.12 | 0.09 |
| King Kaew | Thailand | 49% | 2018 | 44.9 | 0.08 | - | 0.08 | - |
| Wireless Road Project | Thailand | 49% | 2019 | 0.5 | 0.03 | - | - | 0.03 |

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Other Southeast Asia Development Properties Summary (2)

| PROJECT | COUNTRY | INTEREST | YEAR OF ACQUISITION | SITE AREA (ha) | HKL's SHARE | | | |
|--------------------------------------|-------------------|----------|---------------------|----------------|-----------------------------|------------------------|-------------------------------|----------------------------|
| | | | | | DEVELOPABLE AREA (m sq. m.) | CONSTRUCTED (m sq. m.) | UNDER CONSTRUCTION (m sq. m.) | TO BE DEVELOPED (m sq. m.) |
| Two Roxas Triangle | The Philippines | 40% | 1995 | 0.4 | 0.04 | 0.04 | - | - |
| Mandani Bay | The Philippines | 40% | 2013 | 19.6 | 0.48 | - | 0.13 | 0.35 |
| Northpine | The Philippines | 40% | 1996-2019 | 165.6 | 0.35 | 0.20 | 0.01 | 0.14 |
| The Velaris (formerly "Bridgetowne") | The Philippines | 40% | 2018 | 1.8 | 0.06 | - | 0.02 | 0.04 |
| The Marq | Vietnam | 70% | 2017 | 0.5 | 0.04 | - | 0.04 | - |
| Others | Malaysia & others | n/a | n/a | 113.0 | 0.72 | 0.04 | 0.07 | 0.61 |
| Total – Jun 2020 | | | | 559.5 | 2.79 | 0.39 | 0.52 | 1.87 |
| Total – Dec 2019 | | | | 559.7 | 2.79 | 0.37 | 0.32 | 2.09 |



Consolidated Cash Flow - Operating Activities

| FY2019 | (US\$m) | 1H 2020 | 1H 2019 | %YoY |
|--------|--|--------------|---------|------|
| 1,170 | Operating profit excluding non-trading items | 431 | 470 | -8 |
| (145) | Net interest paid | (93) | (71) | 31 |
| (116) | Tax paid | (154) | (87) | 77 |
| (353) | Payments for Development Properties sites | (112) | (65) | 72 |
| (522) | Development expenditure on Development Properties projects | (188) | (244) | -23 |
| 1,143 | Proceeds from Development Properties sales | 564 | 642 | -12 |
| 420 | Dividends received from joint ventures | 36 | 54 | -33 |
| (415) | Others | 22 | (261) | -108 |
| 1,182 | | 506 | 438 | 16 |



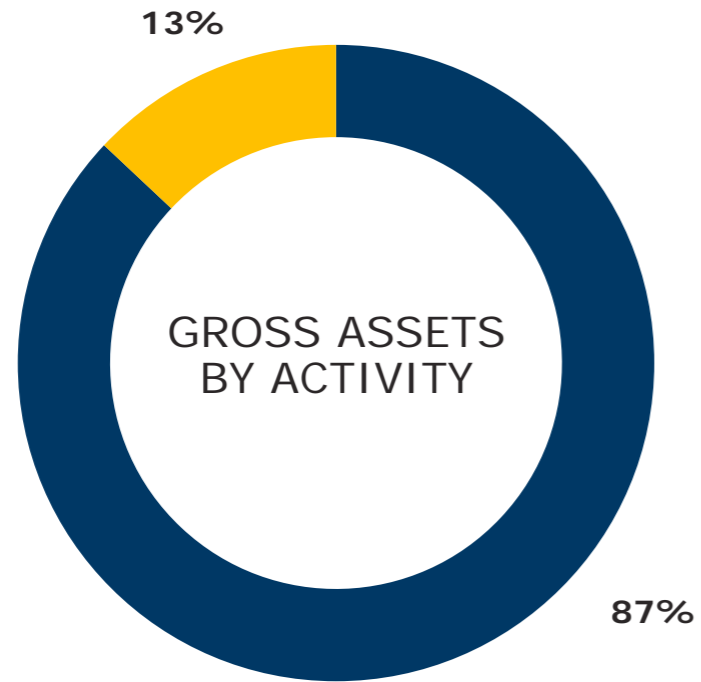
Consolidated Balance Sheet

| FY2019 | (US\$m) | 1H 2020 | 1H 2019 | %YoY |
|---------------|---|----------------|---------|------|
| | Investment Properties | | | |
| 33,191 | - Subsidiaries | 35,836 | 33,816 | 6 |
| 4,629 | - Joint ventures | 4,368 | 4,857 | -10 |
| 37,820 | | 40,204 | 38,673 | 4 |
| | Development Properties* | | | |
| 2,490 | - Subsidiaries | 2,509 | 2,324 | 8 |
| 5,334 | - Joint ventures | 5,443 | 4,567 | 19 |
| (1,538) | - Pre-sale proceeds | (1,934) | (1,485) | 30 |
| 6,286 | | 6,018 | 5,406 | 11 |
| - | Advance received for conditional sell-down of West Bund | (2,273) | - | n/m |
| (2,225) | Others | (2,335) | (1,669) | 40 |
| 41,881 | Gross assets (excluding cash) | 41,614 | 42,410 | -2 |
| | Financed by: | | | |
| 38,290 | - Total equity | 35,986 | 38,529 | -7 |
| 3,591 | - Net debt | 5,628 | 3,881 | 45 |
| 41,881 | | 41,614 | 42,410 | -2 |

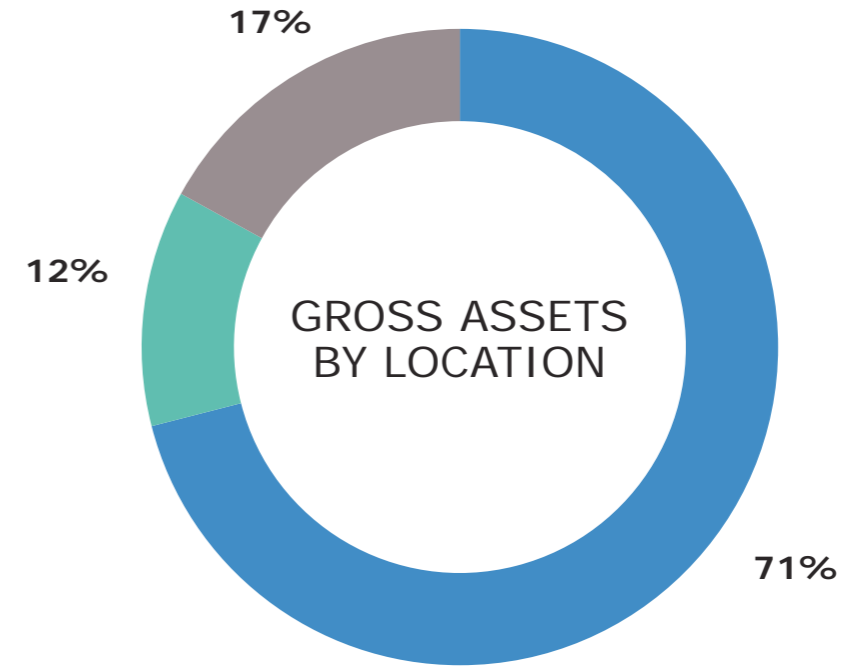
* Includes contract assets and cost to fulfill contracts.



Gross Assets at 30 Jun 2020



■ Investment Properties ■ Development Properties



■ Hong Kong ■ Southeast Asia ■ Chinese Mainland and Macau

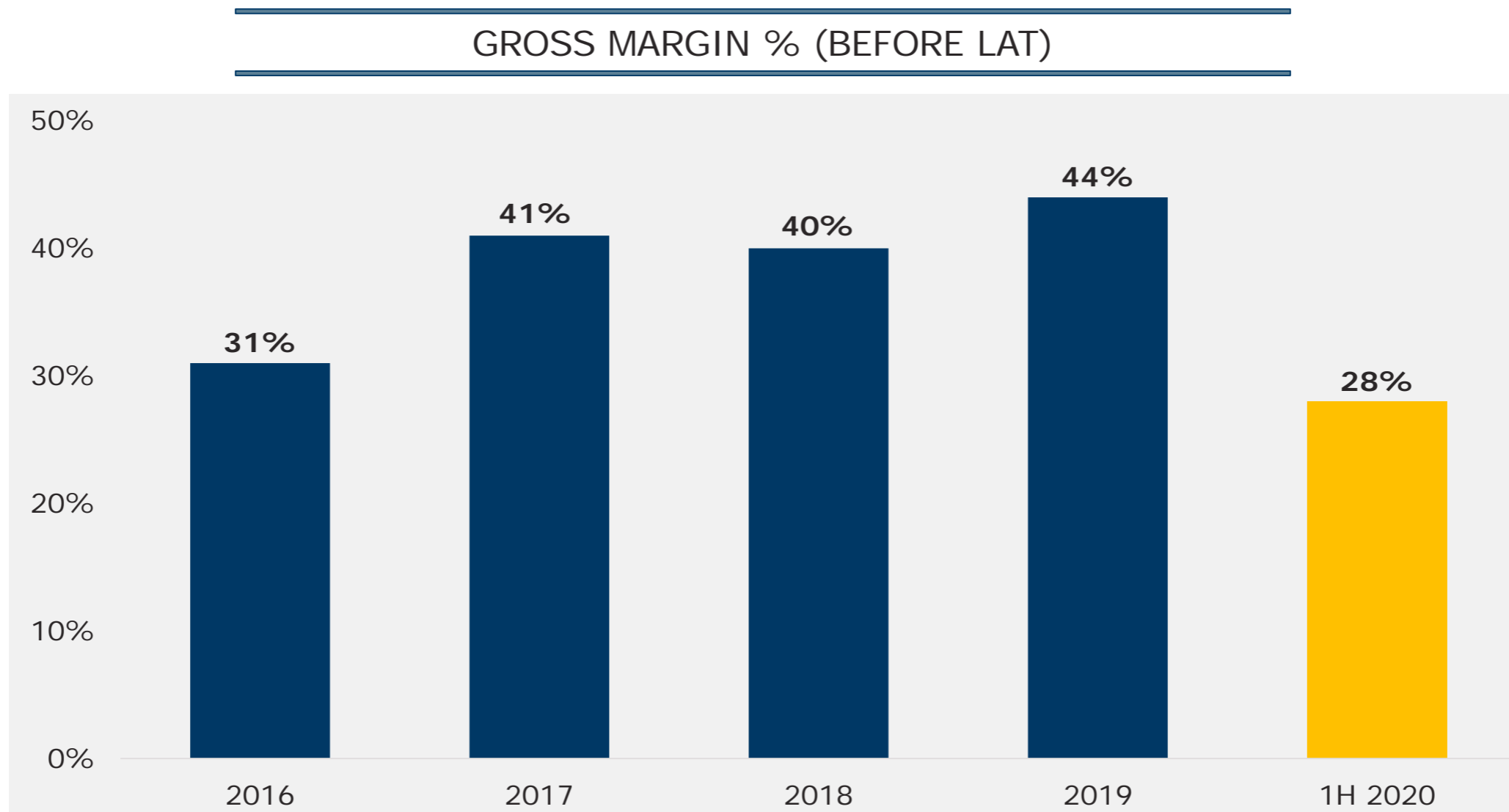


Investment Properties – Basis of Valuation

| CAPITALISATION RATES | | | |
|--|---------|---------|--------------|
| | 1H 2019 | 2H 2019 | 1H 2020 |
| Hong Kong Office – Exchange Square 1 & 2 | 3.00% | 3.00% | 3.00% |
| Hong Kong Retail – Landmark Atrium | 4.50% | 4.50% | 4.50% |
| Singapore Office – MBFC | 3.25% | 3.25% | 3.25% |



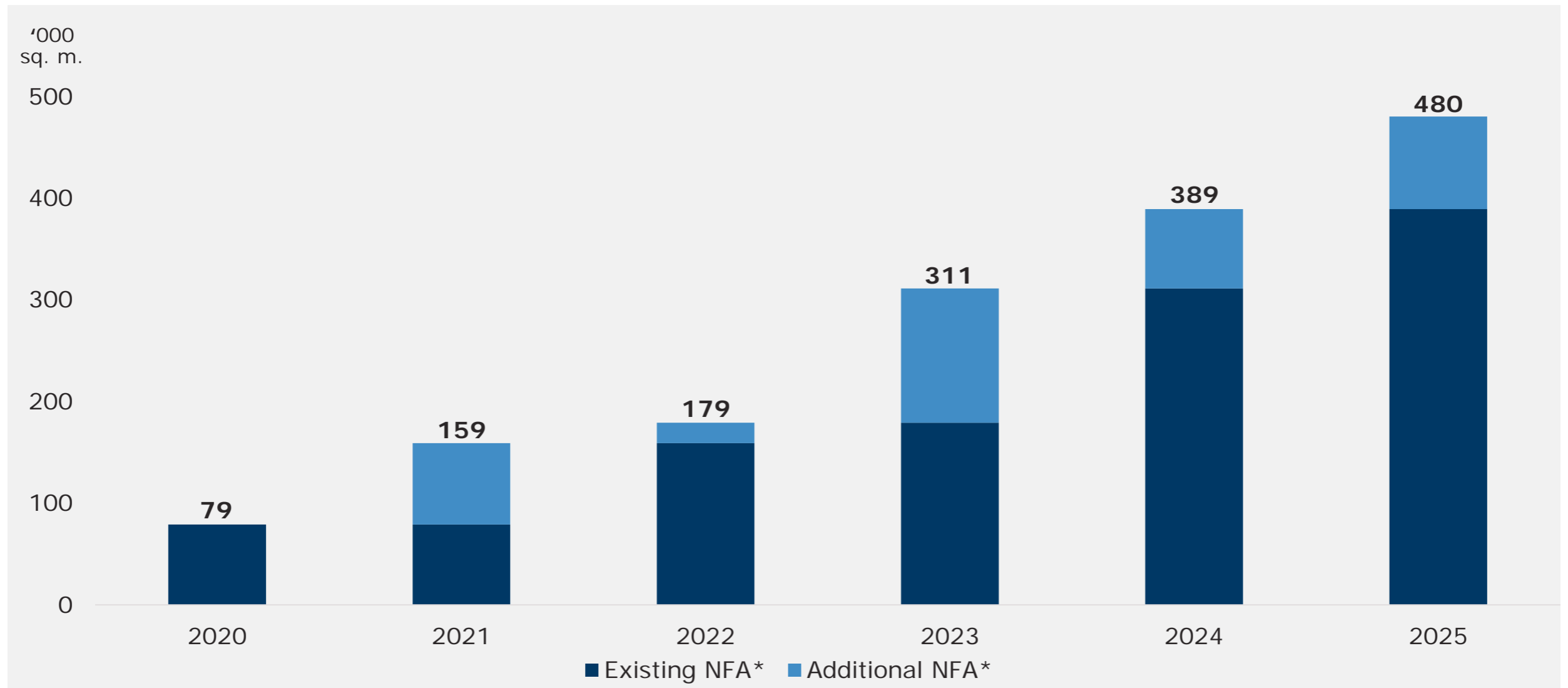
Development Properties – Completed Sales Gross Margin on the Chinese Mainland



Note: The above analysis includes share of Joint Ventures & Associates.



Development Properties – Assets Held for Medium-Term Lease



* HKL's share. The above analysis excludes Central Park which has an attributable NFA of 9,000 sq. m.

Treasury Management

LIQUIDITY AT 30 JUN 2020 (All figures in US\$ billion)

| | Liquidity at 31 DEC 2019 | HK\$ ¹ | S\$ | US\$ | RMB | THB ² | TOTAL |
|---------------------|-----------------------------|-------------------|-----|------|-----|------------------|------------|
| Committed lines | 6.8 | 6.3 | 1.1 | 0.0 | 0.9 | 0.0 | 8.3 |
| Gross debt | 5.0 | 4.9 | 0.6 | 0.0 | 0.7 | 0.3 | 6.5 |
| Available lines | 1.8 | 1.4 | 0.5 | 0.0 | 0.2 | (0.3) | 1.8 |
| Cash | 1.4 | 0.2 | 0.3 | 0.2 | 0.2 | 0 | 0.9 |
| Available liquidity | 3.2 | 1.6 | 0.8 | 0.2 | 0.4 | (0.3) | 2.7 |

¹ HK\$ debt includes US\$ debt swapped into HK\$

² THB debt is funded by uncommitted lines



Treasury Management

DEBT MANAGEMENT AND HEDGING POLICIES AT 30 JUN 2020

