



# *2021 Half-Year Results*

## **Presentation**

# Agenda

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

1. 2021 Half-Year Highlights
2. Investment Properties
3. Development Properties
4. Financial Highlights
5. Sustainability & CSR
6. Outlook
7. Q&A

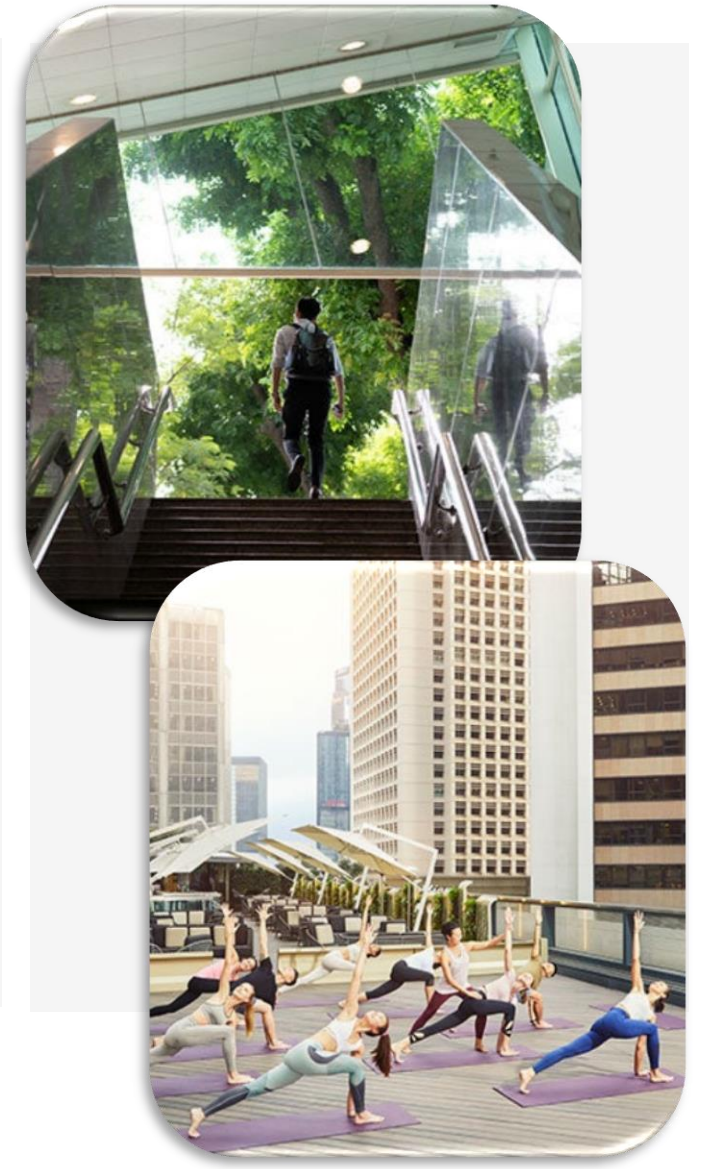




# 2021 Half-Year Highlights

## Resilient performance despite continued uncertainty from the pandemic

- Improved leasing sentiment for the Group's office portfolios
- Luxury retail in Beijing and Macau rebounded strongly – tenant sales exceeded pre-pandemic periods
- Development Properties on the Chinese mainland and Singapore benefited from stable markets
- Grand opening of The Ring, Chongqing
- Expanded best-in-class offerings through innovative placemaking
- Five new development projects secured
- Successful issuance of a US\$500m inaugural green bond

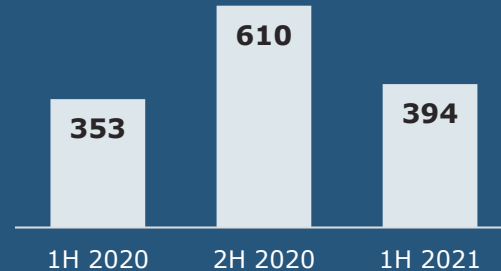


# 2021 Half-Year Highlights

US\$394m

Underlying profit

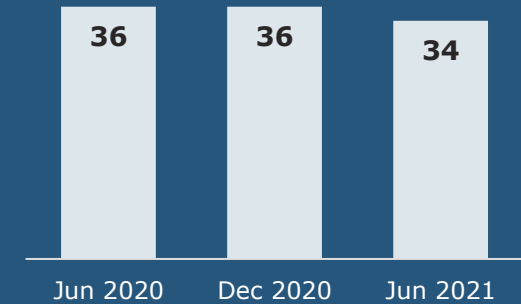
+12% YoY



US\$34bn

Shareholders' funds

-4% YoY



## Key figures

- Loss<sup>1</sup>: US\$(865)m (1H 2020: US\$(1,828)m)
- Net debt: US\$4.3bn (Dec 2020: US\$4.6bn)
- NAV per share: US\$14.75 (Dec 2020: US\$15.30)
- Interim dividend per share: US¢6 (1H 2020: US¢6)

## Highlights

- Underlying profit of US\$394m, up 12%
- Continued resilient performance from Investment Properties
- Net asset value per share down 4% on lower capital values
- Five new development projects secured

<sup>1</sup> Attributable to Shareholders of the Company







West Bund Site, Shanghai

# *Investment Properties*

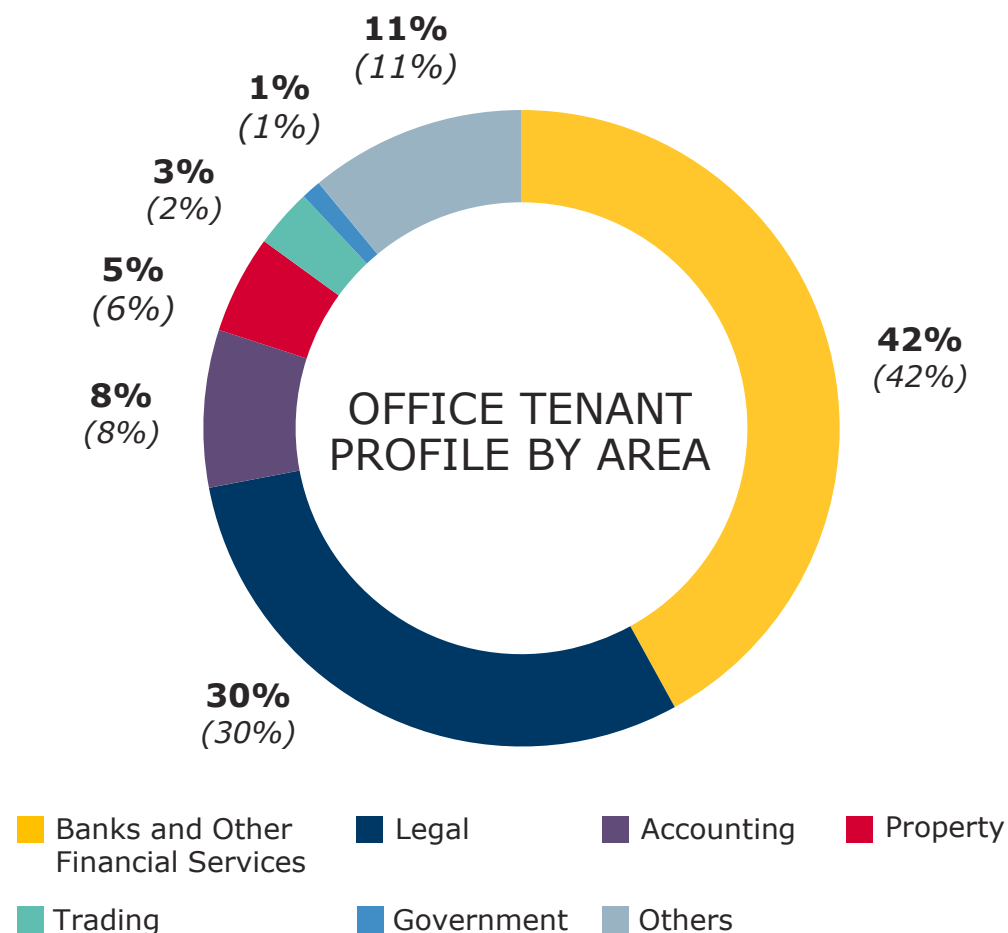


2021 Half-Year Results



# Hong Kong Portfolio – Office

## Resilient performance underpinned by high quality tenants and active lease management



(At 31 December 2020)

### AVERAGE RENTS & VACANCY

	1H 2020	2H 2020	1H 2021
Average net rent (HK\$ psf/month)	121	119	<b>118</b>
Period-end vacancy	5.0%	6.3%	<b>6.4%</b>
Weighted average lease expiry (years)	4.5	4.6	<b>4.2</b>

Note: On a committed basis, vacancy at the end of June 2021 was 5.5%

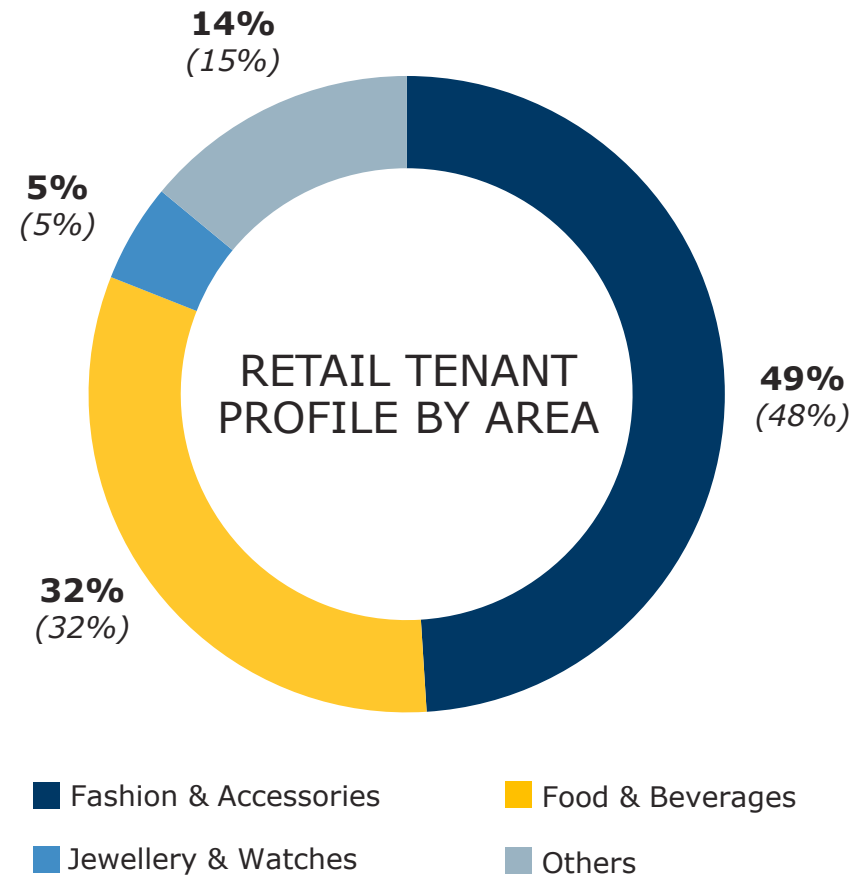
### EXPIRATION & INTERIM RENT REVISIONS

	2H 2021	2022	2023
Total lettable office area subject to expiration/rent revisions ('000 sq. ft)	463	834	993
% of area subject to expiration/rent revisions	12%	21%	25%
- Expiration	7%	10%	14%
- Rent revisions	5%	11%	11%
Average expiring net rent (HK\$ psf/month)	132	136	112



# Hong Kong Portfolio – Retail

## Improved performance amidst modest recovery in market sentiment



(At 31 December 2020)

AVERAGE RENTS & VACANCY			
	1H 2020	2H 2020	1H 2021
Average net rent (HK\$ psf/month)	151	177	<b>180</b>
Period-end vacancy	0.4%	0.3%	<b>0.9%</b>
Weighted average lease expiry (years)	2.1	1.9	<b>1.8</b>

Note 1: On a committed basis, vacancy at the end of June 2021 was 0.8%.

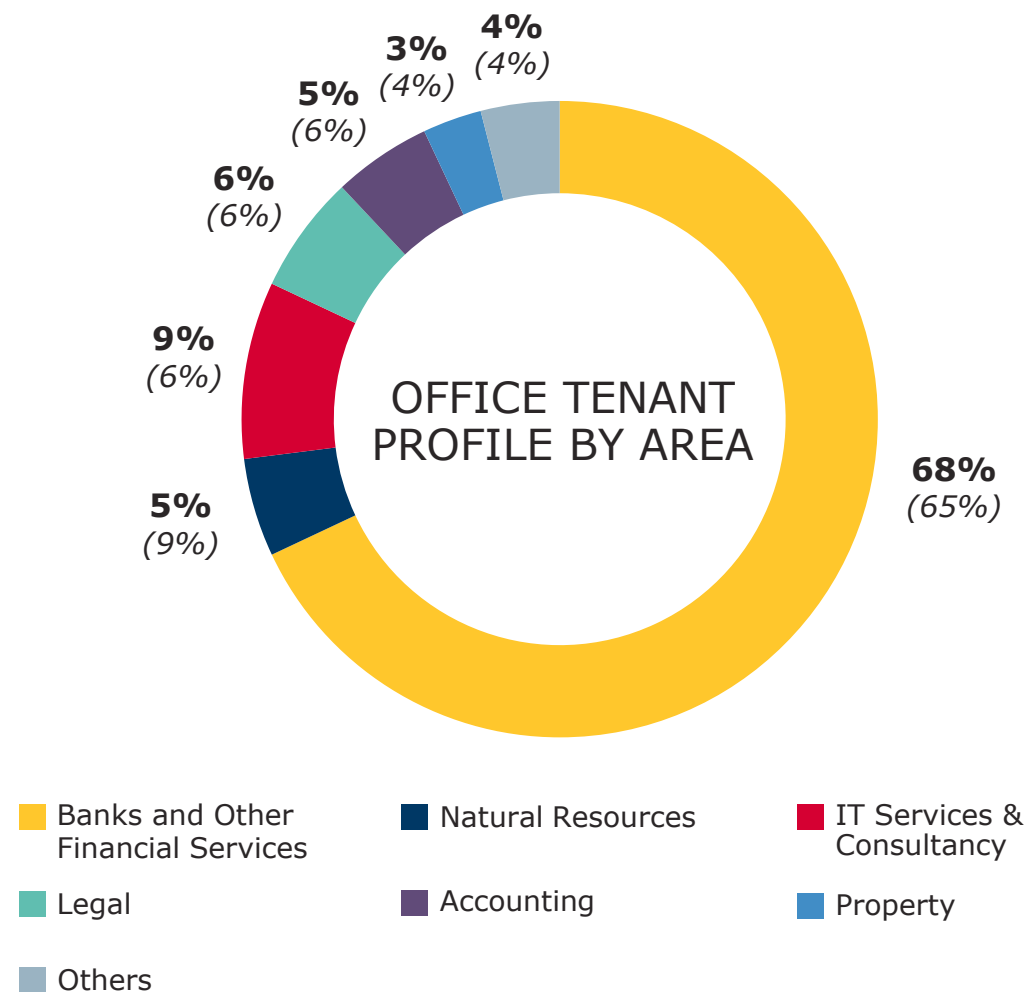
Note 2: Excluding the impact of rent relief, average net rents in 1H 2020, 2H 2020 and 1H 2021 were HK\$230, HK\$194 and HK\$203 psf per month respectively.





# Singapore Portfolio – Office

## Positive rental reversions



(At 31 December 2020)



## AVERAGE RENTS & VACANCY

	1H 2020	2H 2020	1H 2021
Average gross rent (S\$ psf/month)	9.9	9.9	<b>10.2</b>
Period-end vacancy	1.5%	2.1%	<b>7.5%</b>
Weighted average lease expiry (years)	4.0	3.8	<b>3.6</b>

Note: On a committed basis, vacancy at the end of June 2021 was 2.1%

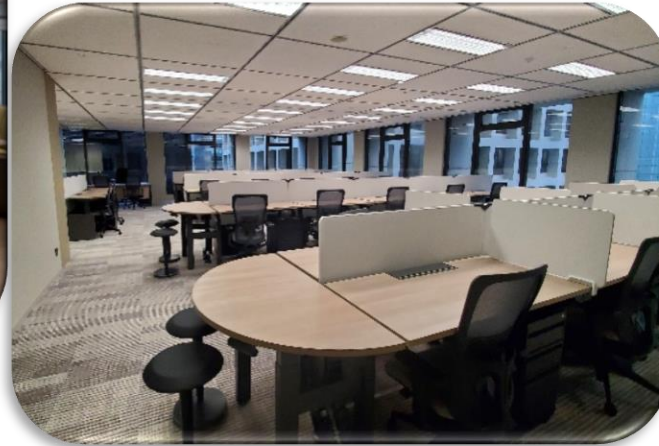
## EXPIRATION & INTERIM RENT REVISIONS

	2H 2021	2022	2023
HKL's Share: Total lettable office area subject to expiration/rent revisions ('000 sq. ft)	266	359	290
% of area subject to expiration/rent revisions	16%	22%	18%
- Expiration	5%	18%	17%
- Rent revisions	11%	4%	1%
Average expiring gross rent (S\$ psf/month)	9.8	10.0	10.6

# Placemaking

## Expanding our best-in-class offerings and services

### CENTRICITY FLEX



### BEAUTY BOTANICA



# Rest of Asia Portfolio

## Performance within expectations

### CHINESE MAINLAND

#### Beijing – WF CENTRAL (84%-owned)

- 43,000 sq. m. NFA of retail space
- Occupancy: 84%
- Strong rebound in sales in 1H 2021 with tenant sales exceeding the same periods in 2019 and 2020

### 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 net rent: US\$16.0 psm per month (2020: US\$15.8 psm per month)
- Office occupancy: 74%

#### Phnom Penh – EXCHANGE SQUARE (100%-owned)

- NFA: 26,000 sq. m. (Office: 17,000 sq. m.; retail: 9,000 sq. m.)
- Average office gross rent: US\$24.8 psm per month (2020: US\$25.0 psm per month)
- Office occupancy: 90%







Lake Legend, Thailand

# *Development Properties*





# Chinese Mainland Portfolio – Overview



CHONGQING

- 12 projects
- Total GFA 6.1 million sq. m.  
(HKL's share: 4.3 million sq. m.)



WUHAN

- Four projects
- Total GFA 966,000 sq. m.  
(HKL's share: 642,000 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: 512,000 sq. m.)



NANJING

- Four projects
- Total GFA 850,000 sq. m.  
(HKL's share: 429,000 sq. m.)



HANGZHOU

- Two projects
- Total GFA 865,000 sq. m.  
(HKL's share: 310,000 sq. m.)



SHANGHAI\*

- Four projects
- Total GFA 979,000 sq. m.  
(HKL's share: 379,000 sq. m.)

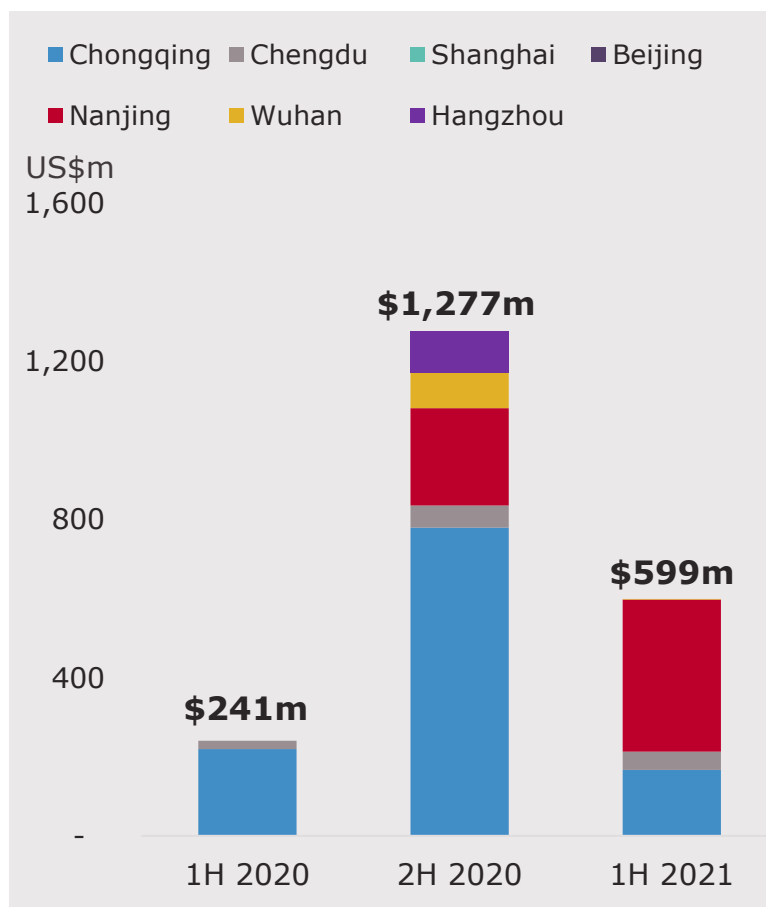
\* Includes the available for sale components of West Bund



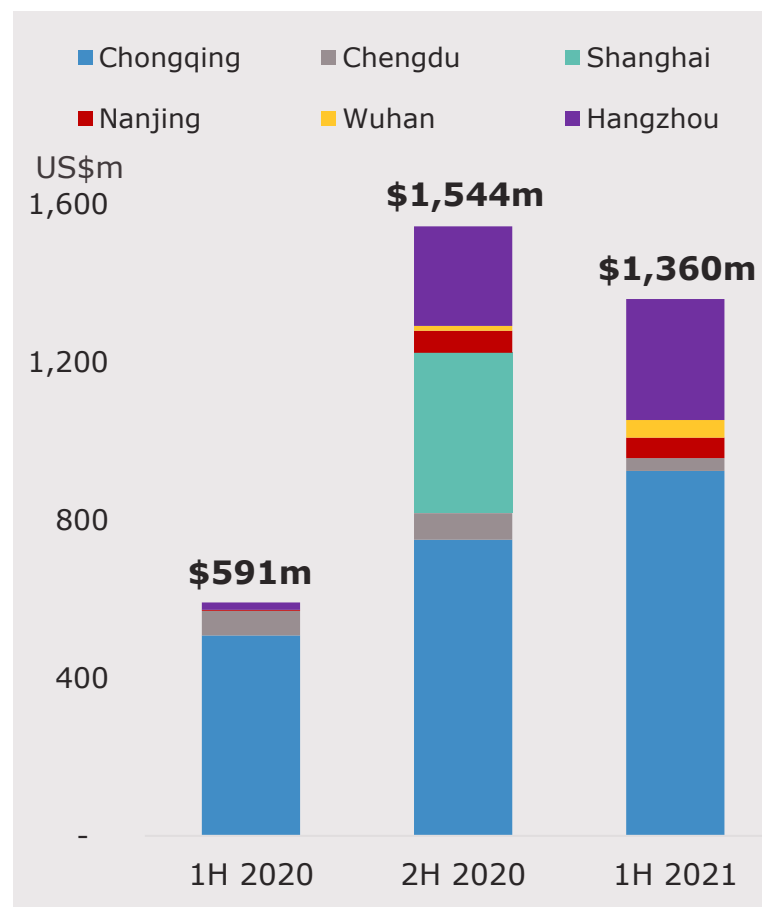
# Chinese Mainland Portfolio

## Contracted sales benefited from higher investment levels and a change in sales location mix

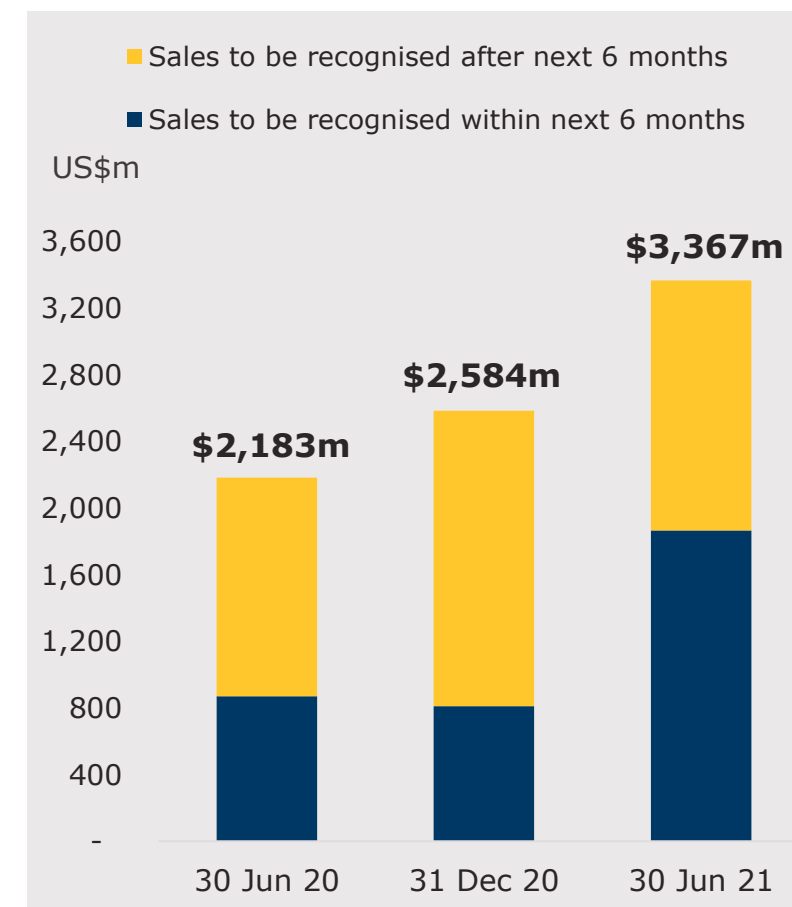
REVENUE RECOGNISED\*#



CONTRACTED SALES#



SOLD BUT UNRECOGNISED SALES#



\* Includes only revenue from property sales.

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





# Chinese Mainland – New Projects

Three new development projects with an attributable developable area of 338,000 sq. m. secured

## NANJING



### Lishui Project, Nanjing (100%-owned)

- Residential site
- Land premium: RMB747m
- GFA: 93,000 sq. m.
- Completion: 2024

## WUHAN



### Optics Valley Project, Wuhan (100%-owned)

- Residential site
- Land premium: RMB4.3bn
- GFA: 212,000 sq. m.
- Completion: 2025



### Gongmao Project, Wuhan (50%-owned)

- Residential site
- Land premium: RMB1.2bn (HKL share: RMB0.6bn)
- GFA: 67,000 sq. m. (HKL share: 33,000 sq. m.)
- Completion: 2025



# Singapore Portfolio – Overview



TENGAH GARDEN WALK

- 50% JV with CDL
- 610 units
- 62,000 sq. m. GFA
- Completion: 2025



LEEDON GREEN

- 50% JV with Yanlord
- 638 units
- 49,000 sq. m. GFA
- Completion: 2023
- 21% pre-sold

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



2021 Half-Year Results



PARC ESTA

- 1,404 units
- 98,000 sq. m. GFA
- Completion: 2022
- 99% pre-sold



MARGARET VILLE

- 309 units
- 22,000 sq. m. GFA
- Completion: 2021
- 100% pre-sold



NORTHUMBERLAND ROAD

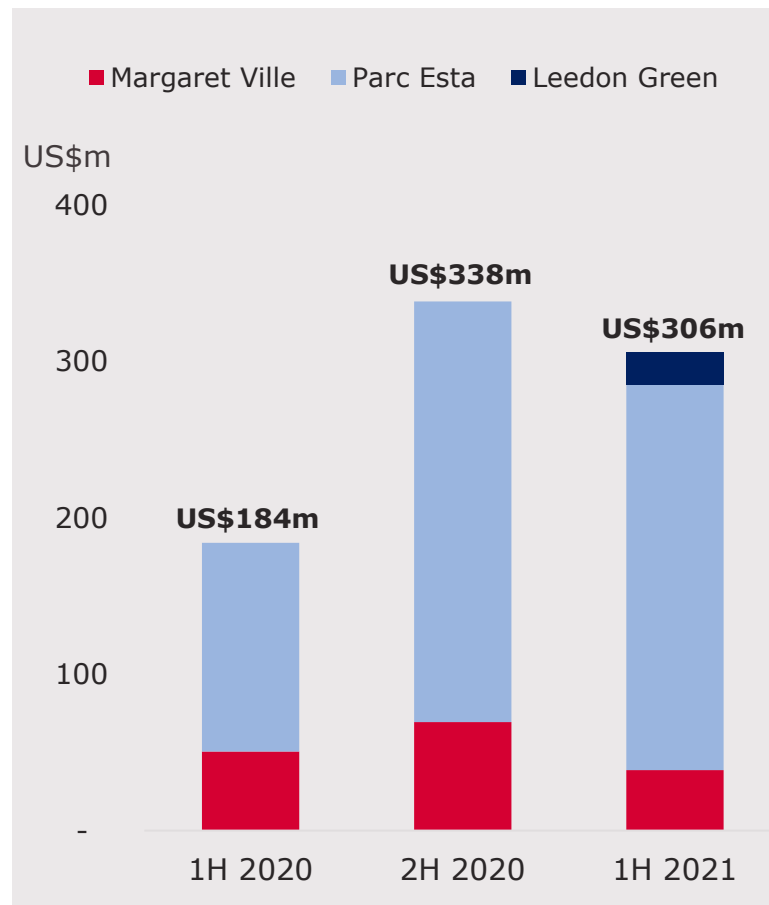
- 50% JV with CDL
- 408 units
- 37,000 sq. m. GFA
- Completion: 2025



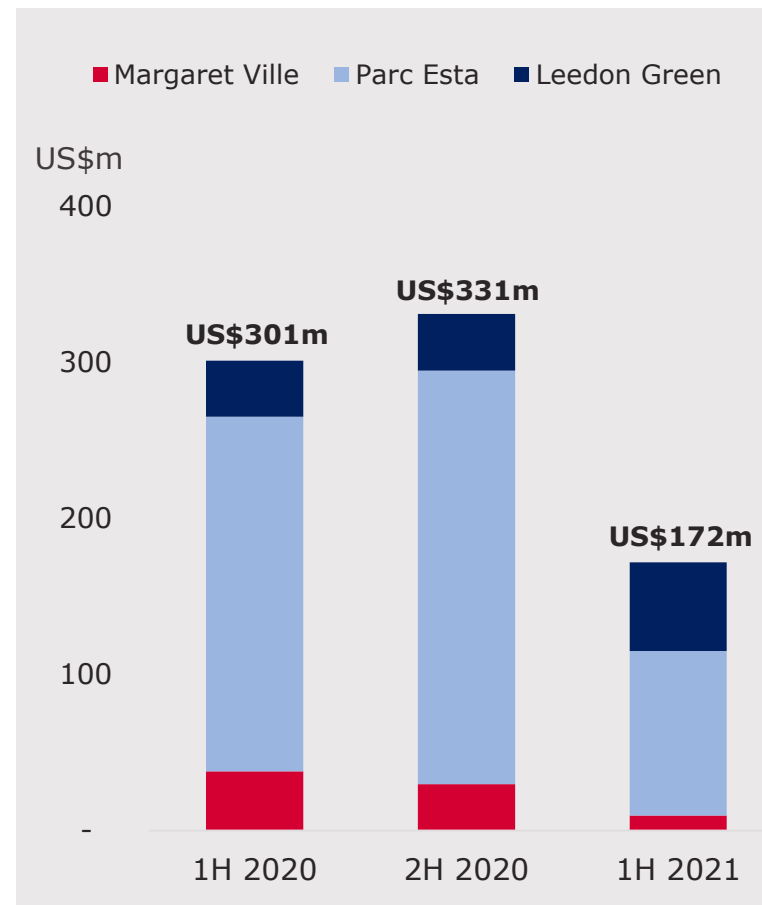
# Singapore Portfolio

## Lower contracted sales in 1H 2021 with Margaret Ville and Parc Esta largely pre-sold

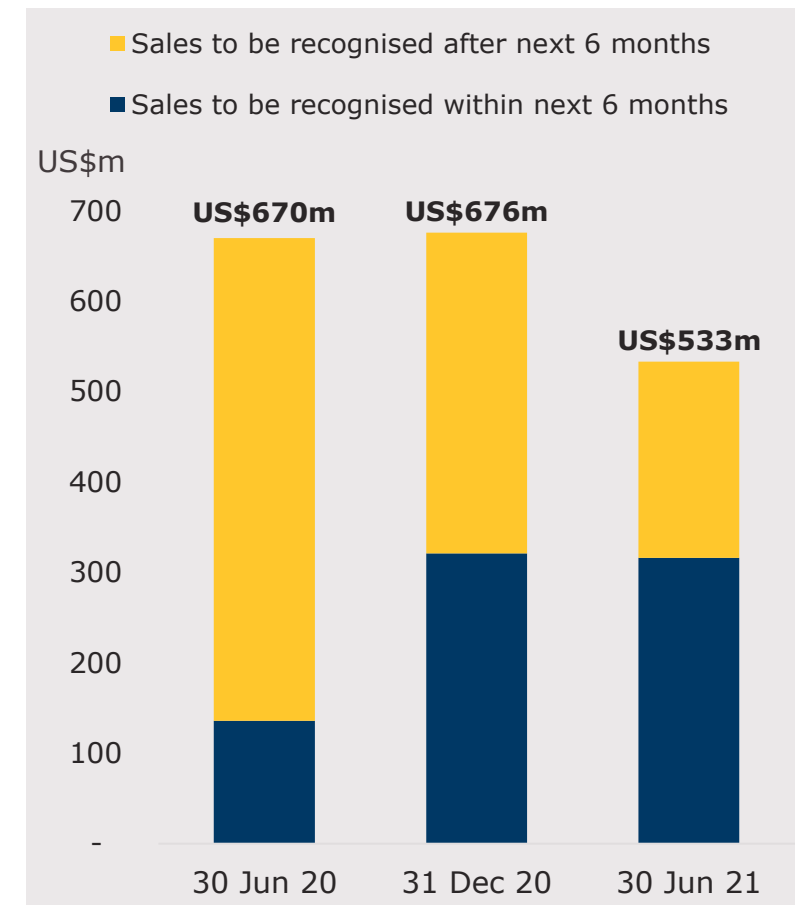
### REVENUE RECOGNISED #



### CONTRACTED SALES #



### SOLD BUT UNRECOGNISED SALES #



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





# Singapore – New Projects

**Two new development projects with an attributable developable area of 49,000 sq. m. secured**

TENGAH GARDEN WALK



**Tengah Executive Condominium Project, MCL Land  
(50%-owned)**

- JV with CDL
- 610 units
- 62,000 sq. m. (664,000 sq. ft.) GFA
- Completion: 2025

NORTHUMBERLAND ROAD



**Northumberland Road Project, MCL Land  
(50%-owned)**

- JV with CDL
- 408 units
- 37,000 sq. m. (395,000 sq. ft.) GFA
- Completion: 2025





Central Portfolio, HK

# *Financial Highlights*



2021 Half-Year Results



# Consolidated Profit and Loss Account

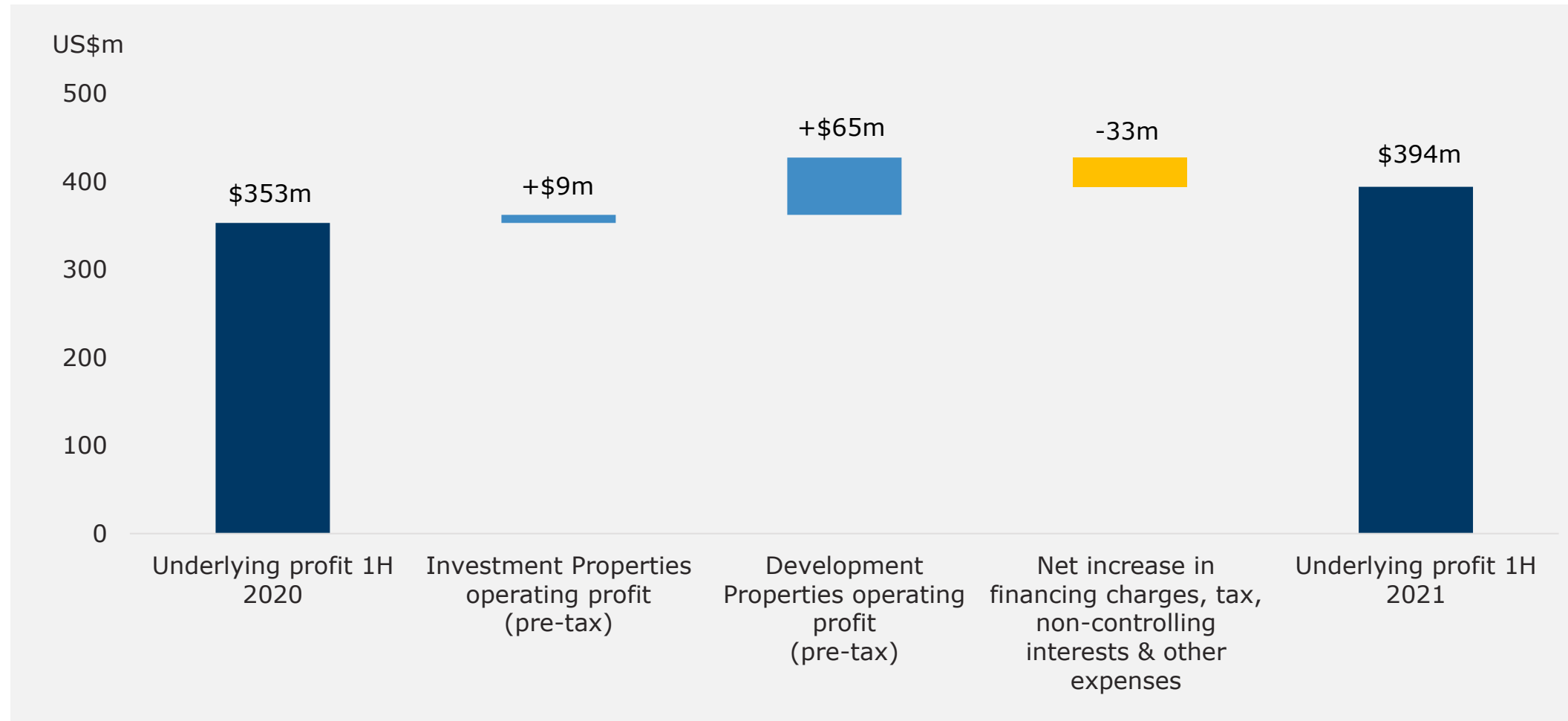
**Underlying profit of US\$394 million, up 12% y-o-y**

FY2020	(US\$m)	1H 2021	1H 2020	%YoY
2,094	Revenue	<b>886</b>	820	+8
(1,135)	Net operating costs	<b>(477)</b>	(389)	-23
959	Operating profit	<b>409</b>	431	-5
268	Share of results of associates and joint ventures	<b>120</b>	45	+167
(116)	Net financing charges	<b>(73)</b>	(63)	-16
(150)	Tax	<b>(62)</b>	(62)	-
2	Non-controlling interests	<b>-</b>	2	n/a
963	Underlying profit	<b>394</b>	353	+12
(3,610)	Non-trading items	<b>(1,259)</b>	(2,181)	+42
(2,647)	Loss attributable to shareholders	<b>(865)</b>	(1,828)	+53



# Movement in Underlying Profit

**Increased underlying profit driven primarily by higher Development Properties contributions**



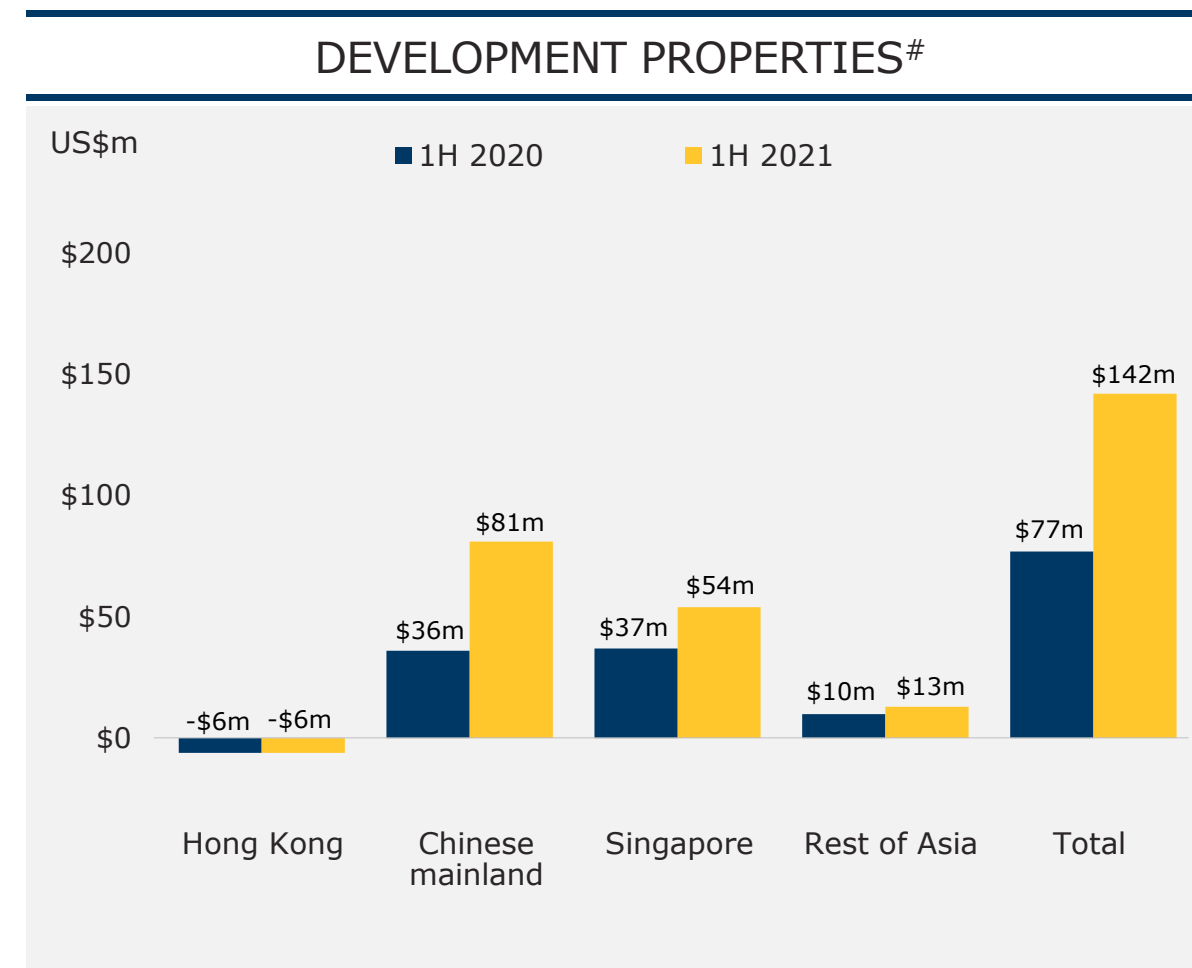
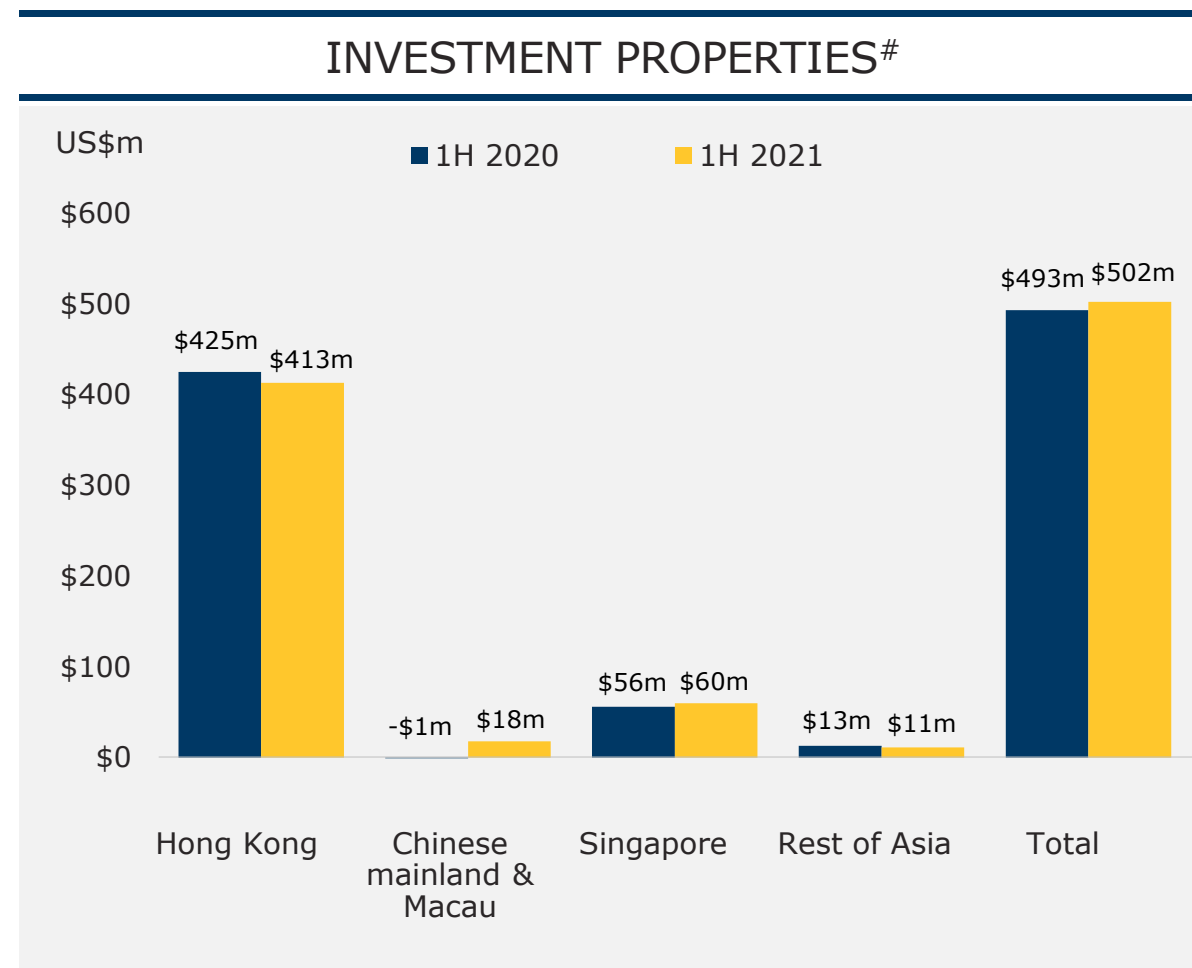
Note: The above analysis includes share of Joint Ventures & Associates.





# Operating Profit by Segment and Region

## Hong Kong remains the largest profit contributor in 1H 2021



<sup>#</sup> The above analysis includes share of Joint Ventures & Associates.



# Consolidated Cash Flow

## Higher operating cash flows due to increased sales proceeds from wholly-owned development projects

FY2020	(US\$m)	1H 2021	1H 2020	%YoY
981	Operating activities	<b>723</b>	506	+43
(1,416)	Investing activities	<b>(86)</b>	(2,151)	+96
943	Financing activities	<b>(283)</b>	1,187	-124
508	Net cash inflow	<b>354</b>	(458)	+177
1,418	Cash and cash equivalents at beginning of the period	<b>1,990</b>	1,418	+40
64	Effect of exchange rate changes	<b>6</b>	(35)	n/a
1,990	Cash and cash equivalents at end of the period	<b>2,350</b>	925	+154
(6,558)	Gross debt (excluding bank overdrafts)	<b>(6,612)</b>	(6,553)	-1
(4,568)	Net debt at end of the period	<b>(4,262)</b>	(5,628)	+24



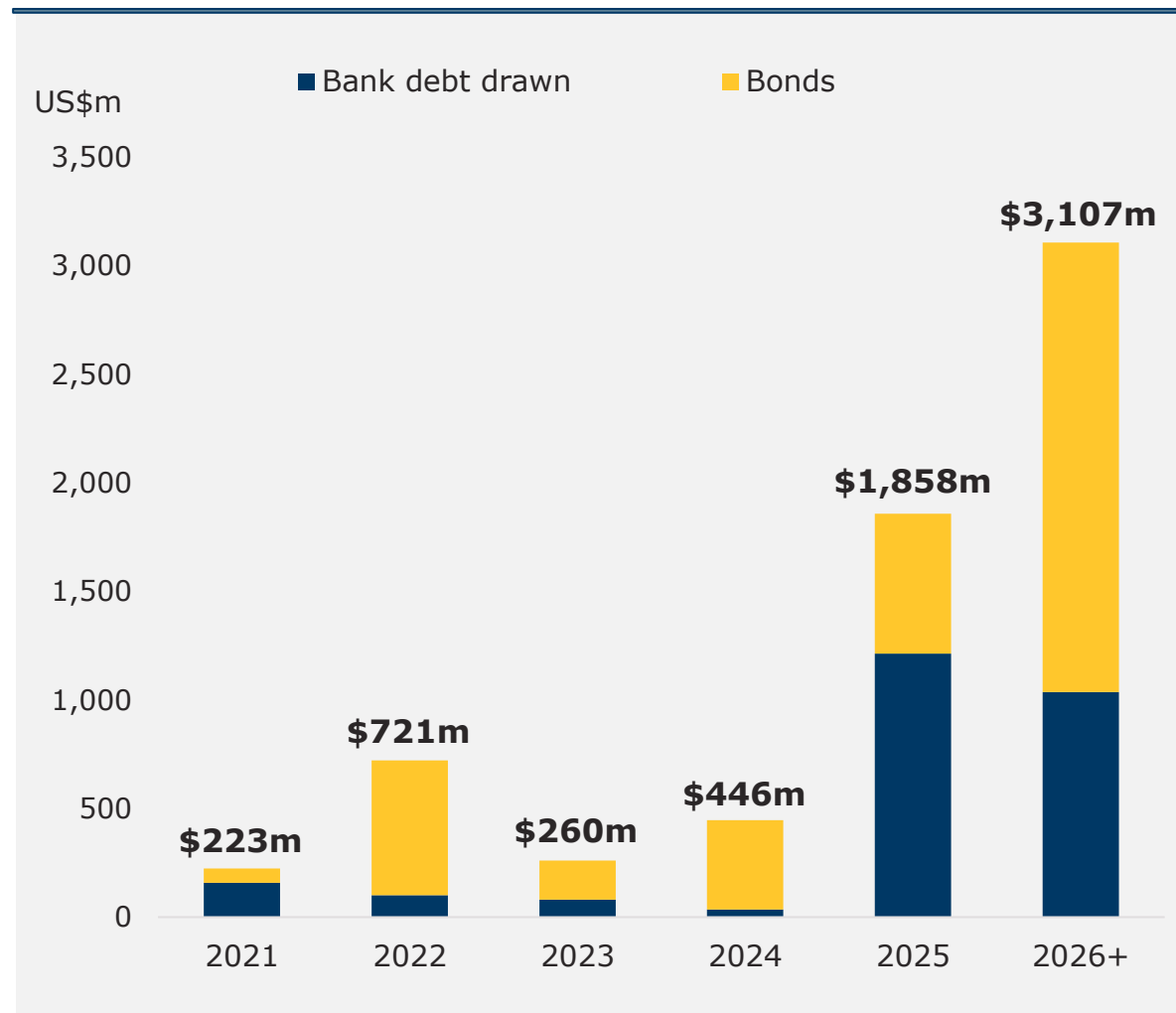


# Treasury Management

## Financial position remains strong with ample liquidity

	31 DEC 2020	30 JUN 2021
Net debt (US\$m)	4,568	4,262
Net gearing	13%	12%
Average tenor of debt (years)	6.6	6.4
Average interest cost	3.2%	3.1%
Available liquidity	4,309	4,412
Credit ratings		
- S&P	A	A
- Moody's	A3	A3

## MATURITY PROFILE OF DEBT AT 30 JUN 2021







# *Sustainability & CSR*



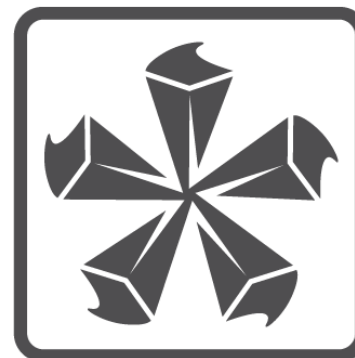
2021 Half-Year Results



## Continued integration of sustainability initiatives into our operational activities

### PERFORMANCE HIGHLIGHTS

- Successful issuance of a US\$500m inaugural green bond
- Entered into US\$1.9bn in sustainability-linked loans as at June 2021
- Completed climate risk assessments and adaptation plans in line with TCFD recommendations
- 86% of our commercial properties by floor area in operation achieved green building certification, of which 66% obtained the highest possible ratings
- Winner of the "Innovation Award" at IFMA Asia Pacific Award of Excellence 2020



## Progressive deployment of the HOME FUND focused largely on youth

### PERFORMANCE HIGHLIGHTS

- Since its establishment in late 2020, actual and committed spend of the HOME FUND reached nearly HK\$50 million
- Establishment of a volunteer leave policy to facilitate our employees engaging with local communities
- Engaged with over 80 tenants to benefit in-kind donation programmes and green events







# *Outlook*



2021 Half-Year Results



## Uncertain market conditions expected to linger through 2H 2021

### INVESTMENT PROPERTIES

- Office portfolio expected to remain resilient and generate stable contributions
- Performance of retail portfolio highly dependent on the health outcome
- Placemaking efforts to enhance offerings and services to continue

### DEVELOPMENT PROPERTIES

- Higher completions expected in 2H 2021
- Market sentiment on the Chinese mainland and Singapore expected to remain stable
- Sentiment in rest of Southeast Asia expected to depend largely on duration of the pandemic

### FINANCIAL

- Net debt expected to trend modestly higher due to recent investments
- Balance sheet and funding position remain strong
- Maintain disciplined approach in assessing opportunities





*Jardine House & Exchange Square, HK*

# Q & A



2021 Half-Year Results





The Forum, HK

# Appendix

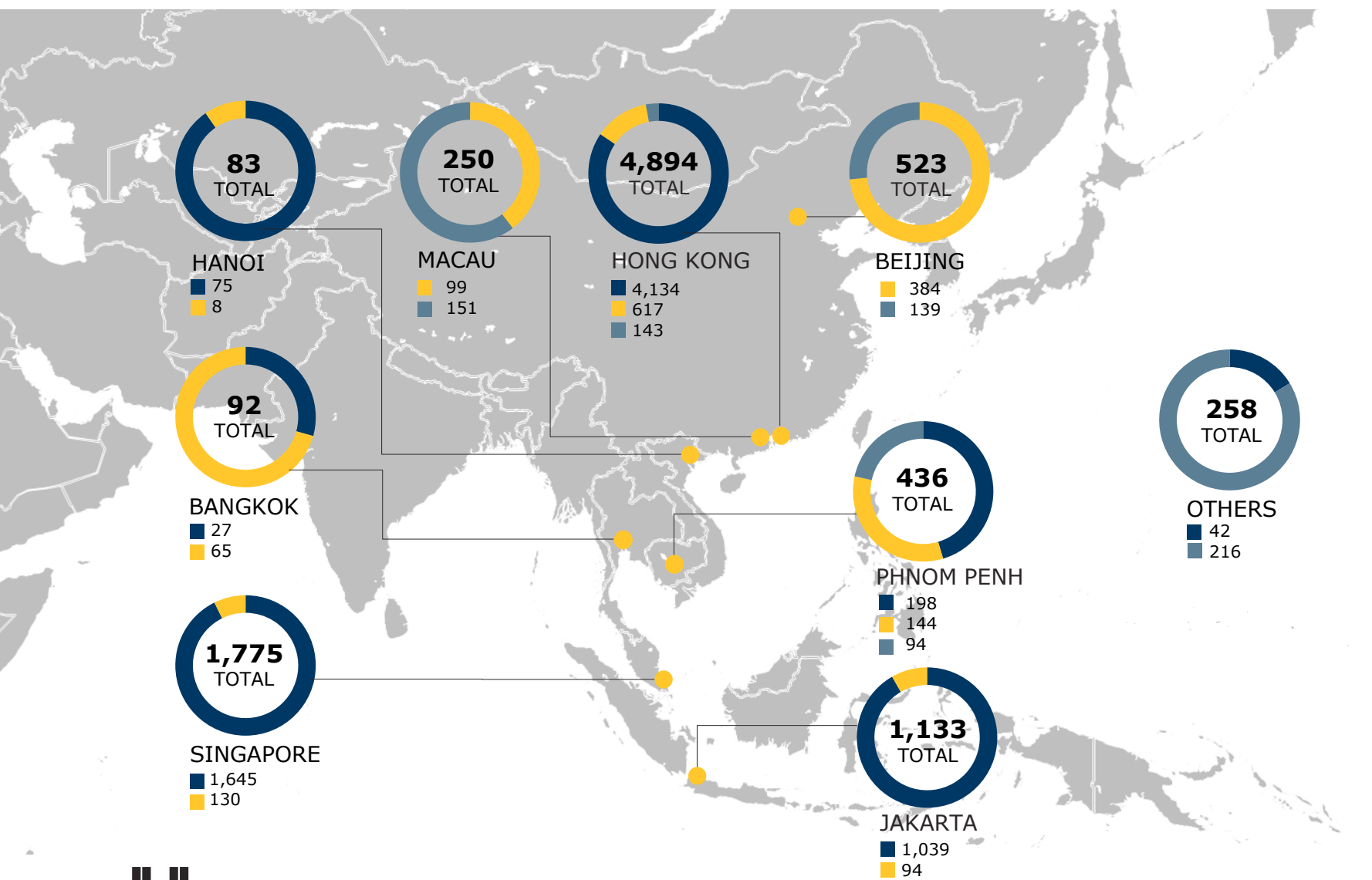


2021 Half-Year Results

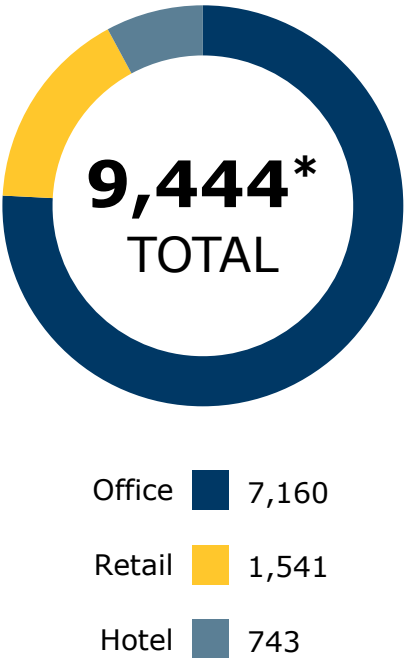


# Completed Investment Properties Overview

Completed Investment Properties are primarily located in Hong Kong and Singapore



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



\*Equivalent to 877,300 sq. m.  
\*As at 30 Jun 2021

# Hong Kong Investment Properties Summary

HKL's SHARE (‘000 sq. ft NFA)	OFFICE	RETAIL	HOTEL	TOTAL <sup>1</sup>
One Exchange Square	571	-	-	571
Two Exchange Square	509	-	-	509
Three Exchange Square	321	-	-	321
Exchange Square Podium	-	49	-	49
The Forum	41	-	-	41
Jardine House	636	42	-	678
Chater House	420	48	-	468
Alexandra House	327	56	-	383
Gloucester Tower	450	-	-	450
Edinburgh Tower	338	-	-	338
The Landmark Mandarin Oriental	-	-	143	143
York House	110	-	-	110
Landmark Atrium	-	274	-	274
Prince's Building	411	148	-	559
<b>Total</b>	<b>4,134</b>	<b>617</b>	<b>143</b>	<b>4,894<sup>2</sup></b>

<sup>1</sup> Excluding residential properties in Hong Kong of 71,000 sq. ft.

<sup>2</sup> Equivalent to 455,000 sq. m.





# Singapore Investment Properties Summary

HKL's SHARE (‘000 sq. ft NFA)	OFFICE	RETAIL	TOTAL
One Raffles Link	242	69	311
One Raffles Quay	440	1	441
MBFC	963	60	1,023
<b>Total</b>	<b>1,645</b>	<b>130</b>	<b>1,775<sup>1</sup></b>

<sup>1</sup> Equivalent to 165,000 sq. m.



## Other Investment Properties Summary

HKL's SHARE ( '000 sq. ft NFA)	OFFICE	RETAIL	HOTEL	TOTAL
Beijing	-	384	139	523
Macau	-	99	151	250
Jakarta	1,039	94	-	1,133
Hanoi	75	8	-	83
Bangkok	27	65	-	92
Phnom Penh	198	144	94	436
Others	42	-	216	258
<b>Total</b>	<b>1,381</b>	<b>794</b>	<b>600</b>	<b>2,775<sup>1</sup></b>

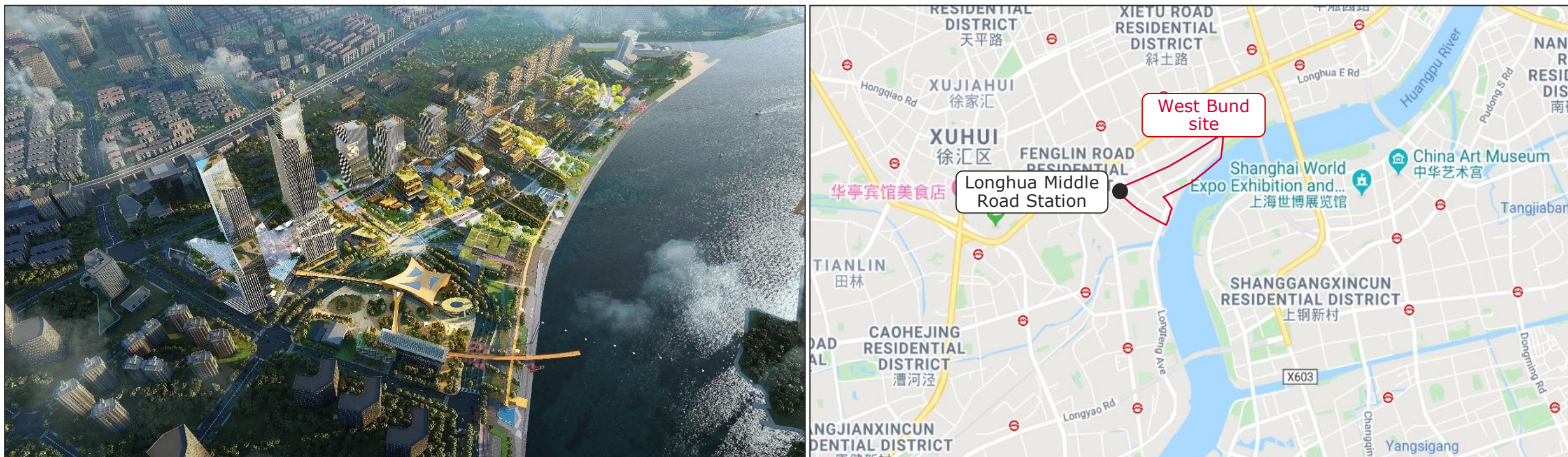
<sup>1</sup> Equivalent to 258,000 sq. m.





# West Bund

**Development on schedule with first sales launch expected in 2022**



## Shanghai – West Bund site, Xuhui District

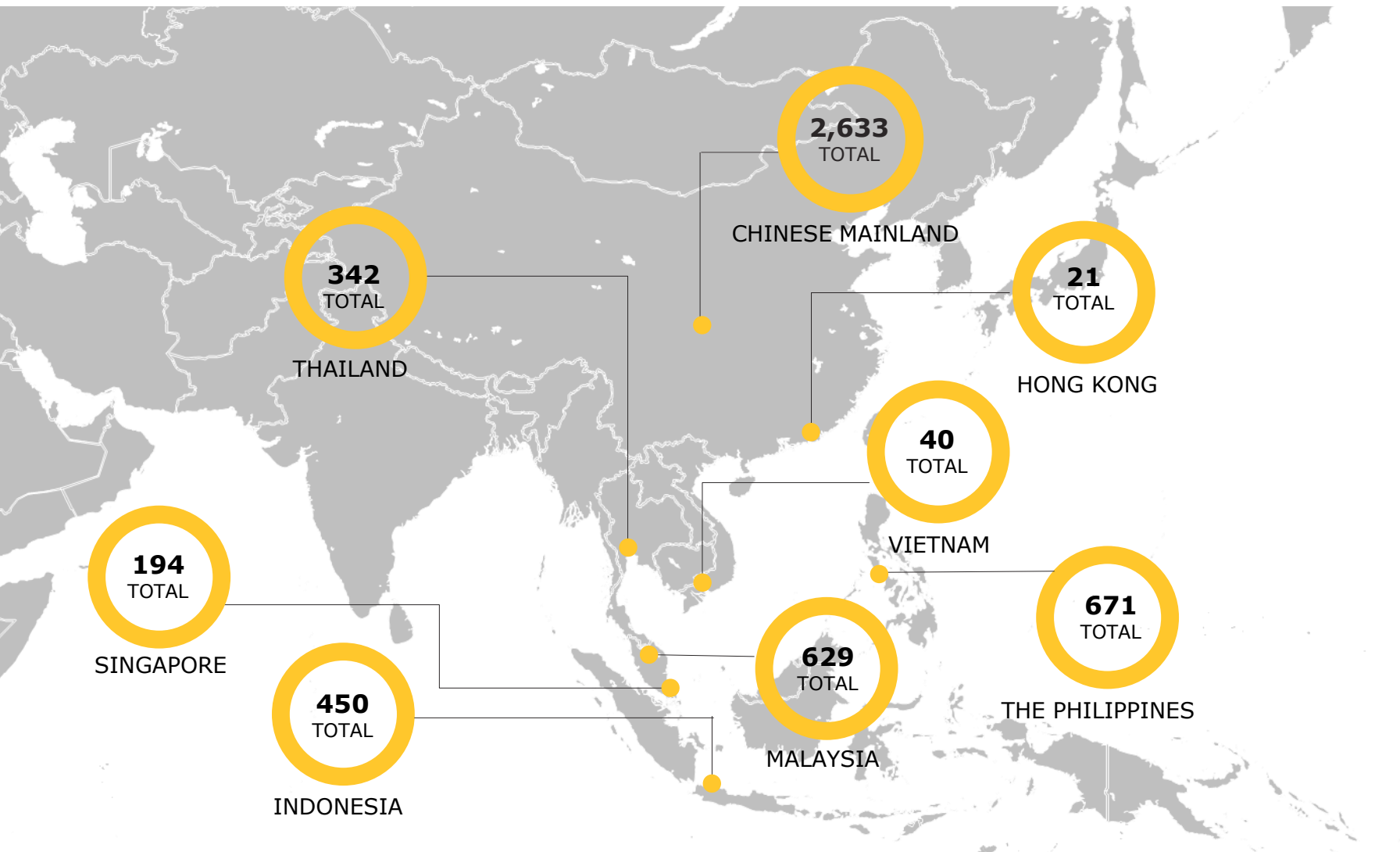
- Total developable GFA: c.1.1 million sq. m.
- For long-term hold<sup>(\*)</sup>: Office (37%), retail (19%), residential (12%), hotel (5%), convention centre (3%) other facilities (1%)
- For medium-term lease<sup>(\*)</sup>: Residential, retail and other facilities (1% in total)
- For sale<sup>(\*)</sup>: Office (20%) & residential (2%)
- Sales launch: 2022
- Completion: 2023 - 2027

<sup>\*</sup> Subject to approval from the relevant authorities.



# Development Properties Overview

**HKL's Development Properties portfolio primarily spans seven countries and 16 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 2021





# Chinese Mainland Development Properties Summary (1)

PROJECT	CITY	INTEREST	YEAR OF ACQUISITION	SITE AREA (ha)	DEVELOPABLE AREA (m sq. m.)	GFA (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	1.04	0.08	-
New Bamboo Grove	Chongqing	50%	2015	34.8	0.32	0.32	-	-
Landmark Riverside	Chongqing	50%	2009	28.0	0.61	0.40	0.07	0.15
Central Avenue	Chongqing	50%	2013	40.2	0.56	0.40	0.02	0.14
River One	Chongqing	100%	2017	14.2	0.16	0.16	0.01	-
Harbour Tale	Chongqing	50%	2017	9.5	0.06	0.05	0.01	-
Hillview	Chongqing	50%	2018	4.1	0.03	0.03	-	-
The Pinnacle	Chongqing	100%	2018	8.3	0.12	-	0.12	-
Scholar's Mansion	Chongqing	50%	2019	16.2	0.16	-	0.14	0.02
Beryl Grove	Chongqing	100%	2019	6.5	0.13	-	0.13	-
Xiaoyuan Project	Chongqing	100%	2020	5.0	0.17	-	-	0.17
WE City	Chengdu	50%	2010	19.0	0.46	0.35	0.11	-
Artisan Bay	Chengdu	33%	2018	6.2	0.05	0.05	-	-

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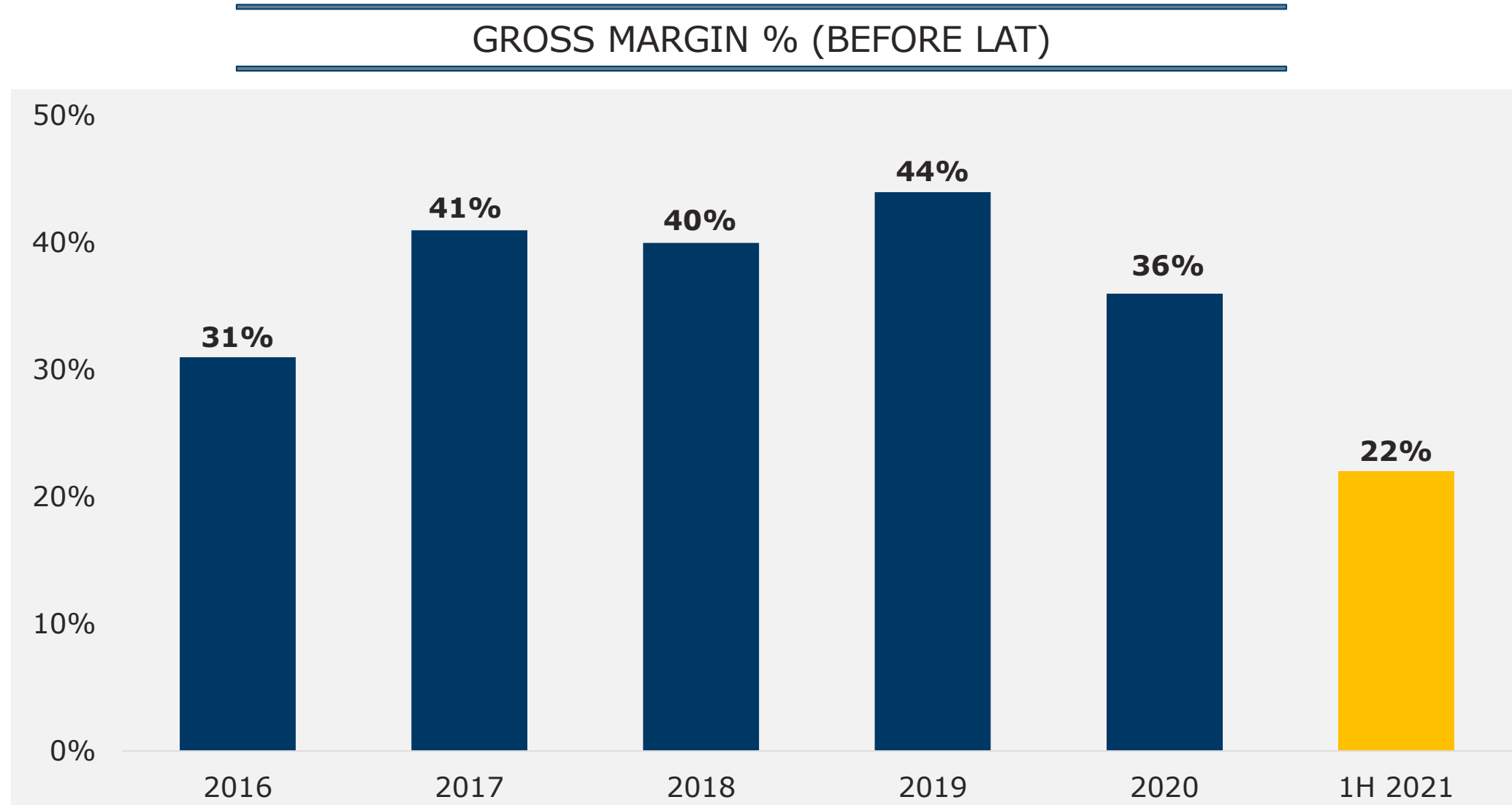
# Chinese Mainland Development Properties Summary (2)

PROJECT	CITY	INTEREST	YEAR OF ACQUISITION	SITE AREA (ha)	DEVELOPABLE AREA (m sq. m.)	GFA (HKL's SHARE)		
						CONSTRUCTED (m sq. m.)	UNDER CONSTRUCTION (m sq. m.)	TO BE DEVELOPED (m sq. m.)
Hangzhou Bay	Hangzhou	30%	2017	38.6	0.24	0.02	0.13	0.08
The Riverside	Hangzhou	100%	2019	2.8	0.07	-	0.07	-
Yue City	Nanjing	33%	2017	19.9	0.08	0.01	0.02	0.06
JL CENTRAL	Nanjing	50%	2018	2.5	0.13	-	0.13	-
River and City	Nanjing	50%	2018	11.5	0.13	0.13	-	-
Lishui Project	Nanjing	100%	2021	4.7	0.09	-	-	0.09
Parkville	Shanghai	50%	2015	9.1	0.12	0.12	-	-
Galaxy Midtown	Shanghai	27%	2018	11.8	0.10	-	0.05	0.05
Irvine Bay	Shanghai	50%	2019	3.5	0.03	-	0.03	-
West Bund (DP component)	Shanghai	43%	2020	5.3	0.12	-	0.02	0.10
Wuhan Dream Land	Wuhan	50%	2017	16.4	0.25	0.04	0.10	0.10
Lakeward Mansion	Wuhan	66%	2019	9.1	0.15	-	0.15	-
Optics Valley Project	Wuhan	100%	2021	8.5	0.21	-	-	0.21
Gongmao Project	Wuhan	50%	2021	2.2	0.03	-	-	0.03
<b>Total – Jun 2021</b>				471.6	6.77	4.14	1.39	1.24
<b>Total – Dec 2020</b>				450.5	6.38	3.64	1.68	1.06





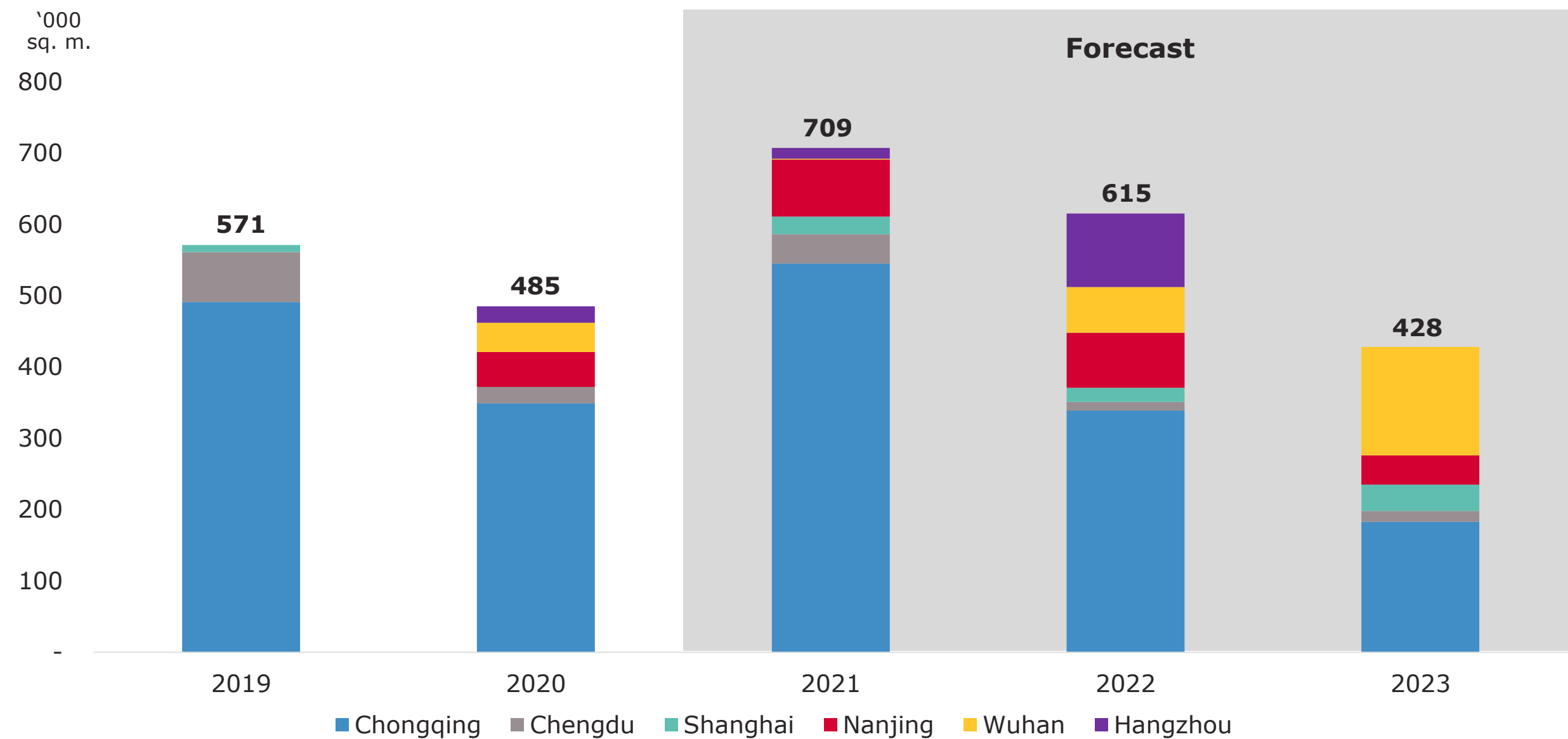
# Chinese Mainland – Completed Sales Gross Margin



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



# Chinese Mainland – Attributable Saleable GFA Completions

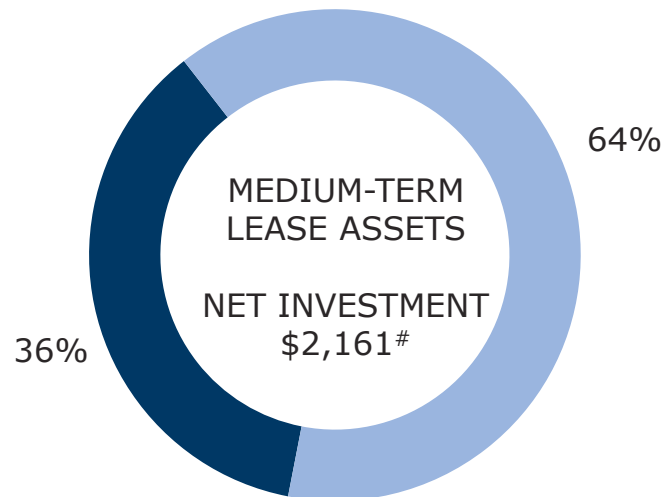


Note: Based on actual and estimated handover dates.





# Chinese Mainland – Medium-Term Lease Assets



■ Completed medium-term lease assets

■ Medium-term lease assets under development

<sup>#</sup> The above analysis includes share of Joint Ventures & Associates.

## MAJOR ASSETS IN OPERATION



### Landmark Riverside, Chongqing

- Retail NLA: 56,000 sq. m. (HKL's share: 28,000 sq. m.)
- Opened in Sep 2016
- Retail occupancy: 85%



### LCM, Shanghai

- Retail NLA: 59,000 sq. m. (HKL's share: 30,000 sq. m.)
- Opened in Sep 2018
- Retail occupancy: 97%



### The Ring, Chongqing

- Retail NLA: 74,000 sq. m. (HKL's share: 74,000 sq. m.)
- Opened in Apr 2021
- Retail occupancy: 97%

## MAJOR ASSETS UNDER DEVELOPMENT

- 11 projects with medium-term lease assets under development, with an estimated total NLA of 1.0 million sq. m. (HKL's share: 400,000 sq. m.)
- JL CENTRAL: 2023/2024 completion
- Others: 2022 to 2026 completion



# Chinese Mainland – Assets Held for Medium-Term Lease

PROJECT	CITY	INTEREST	ESTIMATED NLA (HKL's Share) '000 sq. m.	TYPE	ESTIMATED YEAR OF COMPLETION
CBD Z3	Beijing	30%	38	Office (87%); Retail (13%)	2025
Central Avenue	Chongqing	50%	33	Retail (100%)	2024
Xiaoyuan Project	Chongqing	100%	8	Retail (100%)	2025
WE City	Chengdu	50%	68	Office (39%); Retail (38%); Hotel & Others (23%)	2025
Hangzhou Bay	Hangzhou	30%	75	Retail (48%); Hotel & Others (35%); Residential (17%)	2026
Yue City	Nanjing	33%	20	Retail (84%); Hotel & Others (16%)	2024
JL CENTRAL	Nanjing	50%	70	Office (66%); Retail (34%)	2023 / 2024
Galaxy Midtown	Shanghai	27%	45	Office (63%); Retail (19%); Residential (18%)	2024
Irvine Bay	Shanghai	50%	5	Residential (100%)	2022
West Bund (Medium-term lease component)	Shanghai	43%	13	Residential (78%); Retail (22%)	2024
Wuhan Dream Land	Wuhan	50%	25	Retail (100%)	2025
<b>Total</b>			400		





# 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	-
Northumberland Road	50%	2021	0.9	0.02	-	-	0.02
Tengah Garden Walk	50%	2021	2.2	0.03	-	-	0.03
<b>Total – Jun 2021</b>			10.1	0.19	-	0.14	0.05
<b>Total – Dec 2020</b>			7.0	0.14	-	0.14	-



# 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	0.30	0.07	0.04	0.19
Anandamaya Residences	Indonesia	40%	2013	1.3	0.04	0.04	-	-
Asya	Indonesia	33.5%	2016	66.6	0.16	0.01	0.02	0.13
Arumaya	Indonesia	40%	2018	0.7	0.01	-	0.01	-
Avania	Indonesia	50%	2018	1.9	0.07	-	-	0.07
The ESSE Sukhumvit 36	Thailand	49%	2017	0.4	0.02	0.02	-	-
Nonthaburi (Phase 1: Lake Legend)	Thailand	49%	2018	73.9	0.21	0.01	0.08	0.12
King Kaew	Thailand	49%	2018	45.1	0.09	-	0.04	0.05
Wireless Road Project	Thailand	49%	2019	0.5	0.05	-	-	0.05

Continued on next slide





## Other Southeast Asia Development Properties Summary (2)

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.)
Two Roxas Triangle	The Philippines	40%	1995	0.4	0.04	0.04	-	-
Mandani Bay	The Philippines	40%	2013	19.6	0.60	-	0.16	0.44
The Velaris	The Philippines	40%	2018	1.8	0.07	-	0.02	0.05
The Marq	Vietnam	70%	2017	0.5	0.04	-	0.04	-
Others	Malaysia & others	n/a	n/a	122.4	0.69	0.06	0.05	0.58
<b>Total – Jun 2021</b>				402.6	2.39	0.25	0.46	1.68
<b>Total – Dec 2020</b>				402.6	2.56	0.25	0.45	1.86



# Southeast Asia – Projects Launched for Sale

Development activities continue to be affected by COVID-19 with subdued market sentiment

## INDONESIA

### Nava Park (49%-owned)

- Site area: 68 ha; GFA: 609,000 sq. m.
- 1,009 units launched for sale, 89% pre-sold
- Completion: 2017 to 2030

### Asya (33.5%-owned)

- Site area: 67 ha; GFA: 482,000 sq. m.
- 771 units launched for sale, 50% pre-sold
- Completion: 2019 to 2026

### Arumaya (40%-owned)

- Site area: 0.7 ha; GFA: 24,000 sq. m.
- 298 units, 7% pre-sold
- Completion: 2022

## THAILAND

### The ESSE Sukhumvit 36 (49%-owned)

- Site area: 0.4 ha; GFA: 38,000 sq. m.
- 338 units, 64% pre-sold
- Completion: 2020

### Nonthaburi (49%-owned)

- Site area: 74 ha; GFA: 434,000 sq. m.
- 24 units launched for sale, 58% pre-sold
- Completion: 2020 to 2030

## VIETNAM

### The Marq (70%-owned)

- Site area: 0.5 ha; GFA: 57,000 sq. m.
- 412 units launched for sale, 74% pre-sold
- Completion: 2021

## THE PHILIPPINES

### Mandani Bay (40%-owned)

- Site area: 20 ha; GFA: 1.2 million sq. m.
- 4,242 units launched for sale, 87% pre-sold
- Completion: 2020 to 2037

### The Velaris (40%-owned)

- Site area: 2 ha; GFA: 144,000 sq. m.
- 236 units launched for sale, 42% pre-sold
- Completion: 2025 to 2032

## MALAYSIA

### The Quinn (100%-owned)

- Site area: 0.7 ha; GFA: 31,000 sq. m.
- 361 units, 55% pre-sold
- Completion: 2023

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





# Consolidated Cash Flow - Operating Activities

FY2020	(US\$m)	1H 2021	1H 2020	%YoY
959	Operating profit excluding non-trading items	<b>409</b>	431	-5
(178)	Net interest paid	<b>(89)</b>	(93)	+4
(268)	Tax paid	<b>(79)</b>	(154)	+49
(184)	Payments for Development Properties sites	<b>(193)</b>	(112)	-72
(435)	Development expenditure on Development Properties projects	<b>(218)</b>	(188)	-16
1,108	Proceeds from Development Properties sales	<b>953</b>	564	+69
113	Dividends received from joint ventures	<b>40</b>	36	+11
(134)	Others	<b>(100)</b>	22	n/a
981		<b>723</b>	506	+43%



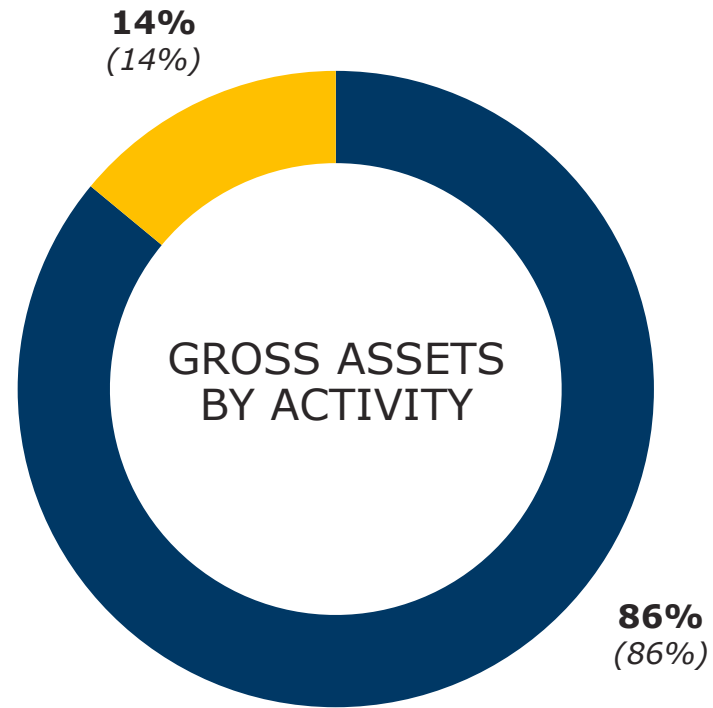
# Consolidated Balance Sheet

FY2020	(US\$m)	1H 2021	1H 2020	%YoY
	Investment Properties			
30,083	- Subsidiaries	<b>28,815</b>	35,836	-20
6,010	- Joint ventures	<b>5,733</b>	4,368	+31
36,093		<b>34,548</b>	40,204	-14
	Development Properties*			
2,603	- Subsidiaries	<b>2,930</b>	2,509	+17
6,398	- Joint ventures	<b>6,688</b>	5,443	+23
(2,271)	- Pre-sale proceeds	<b>(2,686)</b>	(1,934)	-39
6,730		<b>6,932</b>	6,018	+15
-	Advance received for conditional sell-down of West Bund	-	(2,273)	n/a
(2,517)	Others	<b>(2,773)</b>	(2,335)	-19
40,306	Gross assets (excluding cash)	<b>38,707</b>	41,614	-7
	Financed by:			
35,738	- Total equity	<b>34,445</b>	35,986	-4
4,568	- Net debt	<b>4,262</b>	5,628	-24
40,306		<b>38,707</b>	41,614	-7

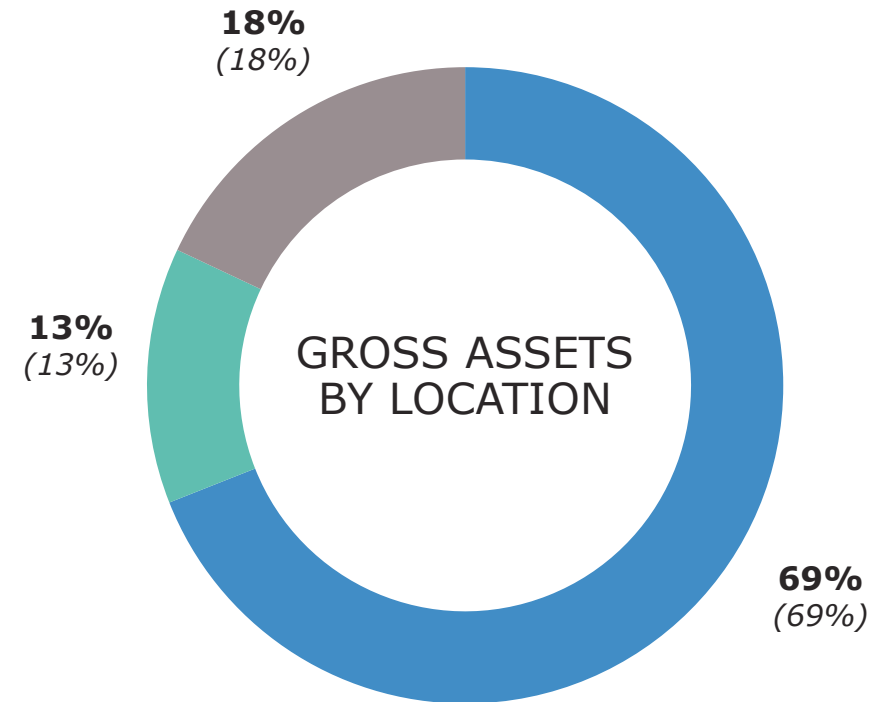
\* Includes contract assets and cost to fulfill contracts.



# Gross Assets at 30 Jun 2021



■ Investment Properties    ■ Development Properties



■ Hong Kong    ■ Southeast Asia    ■ Chinese Mainland and Macau

(At 31 December 2020)





# Investment Properties – Basis of Valuation

CAPITALISATION RATES			
	1H 2020	2H 2020	1H 2021
Hong Kong Office – Exchange Square 1 & 2	3.00%	3.00%	<b>3.00%</b>
Hong Kong Retail – Landmark Atrium	4.50%	4.50%	<b>4.50%</b>
Singapore Office – MBFC	3.25%	3.25%	<b>3.25%</b>

# Treasury Management

LIQUIDITY AT 30 JUN 2021 (All figures in US\$ billion)							
	Liquidity at 31 DEC 2020	HK\$ <sup>1</sup>	S\$	US\$	RMB	THB <sup>2</sup>	TOTAL
Committed lines	8.9	6.2	1.0	0.0	1.0	0.5	<b>8.7</b>
Gross debt	6.6	4.8	0.6	0.0	0.9	0.3	<b>6.6</b>
Available lines	2.3	1.4	0.4	0.0	0.1	0.2	<b>2.1</b>
Cash	2.0	0.0	0.4	0.2	1.7	0.0	<b>2.3</b>
Available liquidity	4.3	1.4	0.8	0.2	1.8	0.2	<b>4.4</b>

<sup>1</sup> HK\$ debt includes US\$ debt swapped into HK\$

<sup>2</sup> THB debt is funded by both committed and uncommitted lines



## DEBT MANAGEMENT AND HEDGING POLICIES AT 30 JUN 2021

