



New World Development Company Limited



FY2013/2014 Interim Results

26 February 2014

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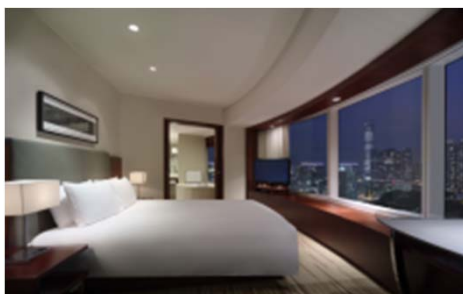
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HK stock code: 17

Hong Kong Property Development and Investment



NWS (HK stock code: 659)

■ Infrastructure & Service

61.3%

NWCL (HK stock code: 917)

■ Mainland Property

69.7%

NWDS (HK stock code: 825)

■ Mainland Department Store

72.3%

As at 31 Dec 2013

Financial highlights



* Attributable/ As at 31 Dec 2013

Financial highlights

(HK\$ million)	1HFY2014	1HFY2013	Change	
Revenues	27,180.2	24,455.0	↑	11%
Total segment results	9,362.1	9,126.2	↑	3%
Other gains, net	1,284.2	688.2	↑	87%
Changes in fair value of investment properties	440.2	5,650.7	↓	92%
Profit attributable to shareholders	4,529.2	9,985.9	↓	55%
Underlying profit	4,207.5	4,099.9	↑	3%
	31 Dec 2013	30 Jun 2013		
Net debt (HK\$bil)	64.8	62.5		
Total equity (HK\$bil)	184.4	177.7		
Net gearing (%)	35.1	35.2		

Financial highlights

Segment results (HK\$ million)	1HFY2014	1HFY2013	Change	
Property development	5,139.9	4,215.9	↑	22%
Property investment	1,283.9	1,716.5	↓	25%
Service	727.8	881.8	↓	18%
Infrastructure	1,374.5	1,301.9	↑	6%
Hotel operations	246.2	336.4	↓	27%
Department stores	377.6	361.1	↑	5%
Telecommunications	137.4	125.2	↑	10%
Others	74.8	187.4	↓	60%
Total	9,362.1	9,126.2	↑	3%

1HFY2014 property development performance

No. of residential unit sold in Hong Kong:
2,234* units, up 46%

Attributable contacted sales proceeds:
HK\$ 11.7 billion, up 99%

Projects launched in Hong Kong

PARK SIGNATURE | 溱柏

THE WOODSVILLE
溱林

THE
AUSTIN

EIGHT SOUTH LANE



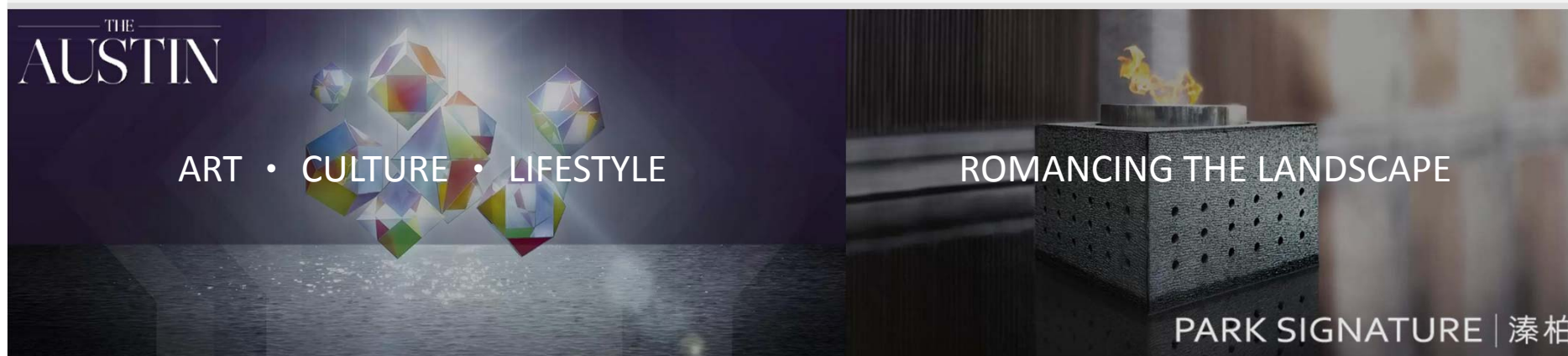
* Source: Government website/ Company data

Hong Kong property sales

Contracted sales in key residential properties*

* Source: Government website/ Company data

Key projects	No of units sold (1 Jan 13 – 30 Jun 13)	No of units sold (1 Jul 13 – 31 Dec 13)	No of units sold (1 Jan 14 – 16 Feb 14)	Total units sold
The Riverpark, Sha Tin	95	56	-	151
Double Cove, Ma On Shan	73	-	-	73
The Reach, Yuen Long	933	436	14	1,383
The Woodsville, Yuen Long	To be launched	194	3	197
Park Signature, Yuen Long	To be launched	954	22	976
The Austin, South West Kowloon	To be launched	576 (sold out)	-	576
Eight South Lane, Kennedy Town	To be launched	18	2	20
Double Cove Starview, Ma On Shan	To be launched	To be launched	780	780
Others	5	-	8	13
Total	<u>1,106</u>	<u>2,234</u>	<u>829</u>	<u>4,169</u>



Hong Kong property launches

Upcoming key launches	Location	NWD	Total GFA/ sq ft	Attri GFA/ sq ft	Land source
<u>A. Presale consent application submitted</u>					
Austin Station project Site D (JV project)	South West Kowloon	50%	738,841	369,421	MTRC tender
The Pavilia Hill	Tin Hau	85%	396,546	337,064	Old building
<u>B. New project in the pipeline</u>					
The Woodside (presale consent obtained)	Yuen Long	100%	79,664	79,664	Farmland
Park Villa (completed project)	Yuen Long	100%	170,854	170,854	Farmland
Double Cove (Phase 3)	Ma On Shan	32%	803,662	257,172	Farmland
Clear Water Bay Road project	Sai Kung	56%	1,078,553	603,990	Farmland
<u>C. Projects launched/ current on sale:</u>					
Park Signature, Yuen Long	The Woodville, Yuen Long	Eight South Lane, Kennedy Town			
The Riverpark, Sha Tin	The Masterpiece, TST	The Reach, Yuen Long			
Double Cove, Ma On Shan	Double Cove Starview, Ma On Shan	Chatham Gate, Hung Hom			

As at 31 Dec 2013

Hong Kong ready landbank Attributable GFA: 8,859,935 sq ft, 58% in urban area

Ready landbank by location	Attributable GFA (sq ft)
Hong Kong Island	778,600
Kowloon	4,375,982
New Territories	3,705,353

Hong Kong farmland landbank Attributable land area: 19,389,470 sq ft

Farmland by location	Attributable land area (sq ft)
Yuen Long	13,419,550
Fanling	2,523,600
Sha Tin/ Tai Po	2,156,000
Sai Kung	1,170,320
Tuen Mun	120,000

As at 31 Dec 2013

Landbanking replenishment strategy: equal emphasis on...

Public auction and tender

Tsuen Wan West Station TW6, Tsuen Wan
Sai Yee St Project, Mong Kok
The Austin (site C&D), South West KL
The Riverpark, Sha Tin
TCTL11 commercial project, Tung Chung

Old building redevelopment

Des Voeux Rd W project, Western District*
Eight South Lane, Kennedy Town
The Pavilia Hill, Tin Hau
Kai Yuen Lane project, North Point
The Signature, Tai Hang

Farmland conversion

Clear Water Bay Rd project, Sai Kung
Double Cove, Ma On Shan
The Reach, Yuen Long
Park Signature, Yuen Long
The Woodville/The Woodside, Yuen Long

Total attributable GFA:

2,468,925 sq ft

775,124 sq ft

3,227,877 sq ft

*Newly acquired in 1HFY2014.

*Total GFA 105,091 sq ft, Attributable GFA to The Group 84,073 sq ft (residential GFA 72,677 sq ft + retail GFA 11,396 sq ft)

As at 31 Dec 2013

1H FY2014 property investment performance

HK gross rental income: HK\$ 754.2 mil, up 7%

Major project rental performance	Average occupancy
New World Tower, Central	94%
Manning House, Central	95%
K11, TST	99%
Pearl City, Causeway Bay	100%
Discovery Park Shopping Centre, Tsuen Wan	86%
Telford Plaza, Kowloon Bay	100%

As at 31 Dec 2013

We have 17 hotel properties in Hong Kong, China and South East Asia

Location	No. of hotels	No. of rooms
Hong Kong	6	3,489
China	8	3,031
South East Asia	3	1,464
Total	17	7,984

**Grand Hyatt,
Wan Chai****

ADR: HK\$ 3,254
Occupancy: 63%

**Renaissance Harbour
View, Wan Chai**

ADR: HK\$ 2,110
Occupancy: 73%

**Hyatt Regency,
TST**

ADR: HK\$ 2,232
Occupancy: 90%

**Hyatt Regency,
Sha Tin**

ADR: HK\$ 1,343
Occupancy: 87%

** Under major renovation

1HFY2014



One Step Forward

We create new living experience