



2017 Results

Presentation

Agenda

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

1. 2017 Results Highlights
2. Investment Properties
3. Development Properties
4. Financial Highlights
5. Outlook
6. Q&A

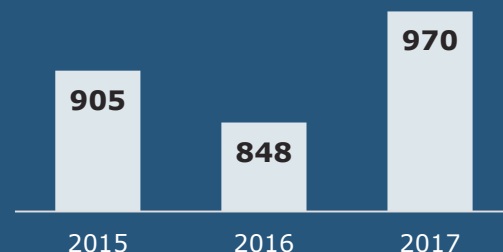


2017 Results Highlights

US\$970m

Underlying profit

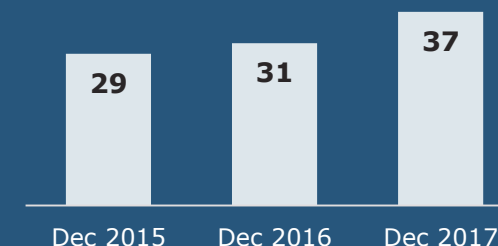
+14% YoY



US\$36.8bn

Shareholders' funds

+18% YoY



Key figures

- Profit¹: US\$5,585m (2016: US\$3,346m)
- Net debt: US\$2.5bn (Dec 2016: US\$2.0bn)
- NAV per share: US\$15.63 (Dec 2016: US\$13.30)
- Final dividend per share: US¢14 (1H 2017: US¢6)

Highlights

- Underlying profit up 14% to a record US\$970m
- Full-year dividend up 5%
- Net Asset Value per share up 18%
- WF CENTRAL retail complex opens in Beijing
- Ten new projects secured in 2017; two new projects in YTD 2018

¹ Attributable to Shareholders of the Company



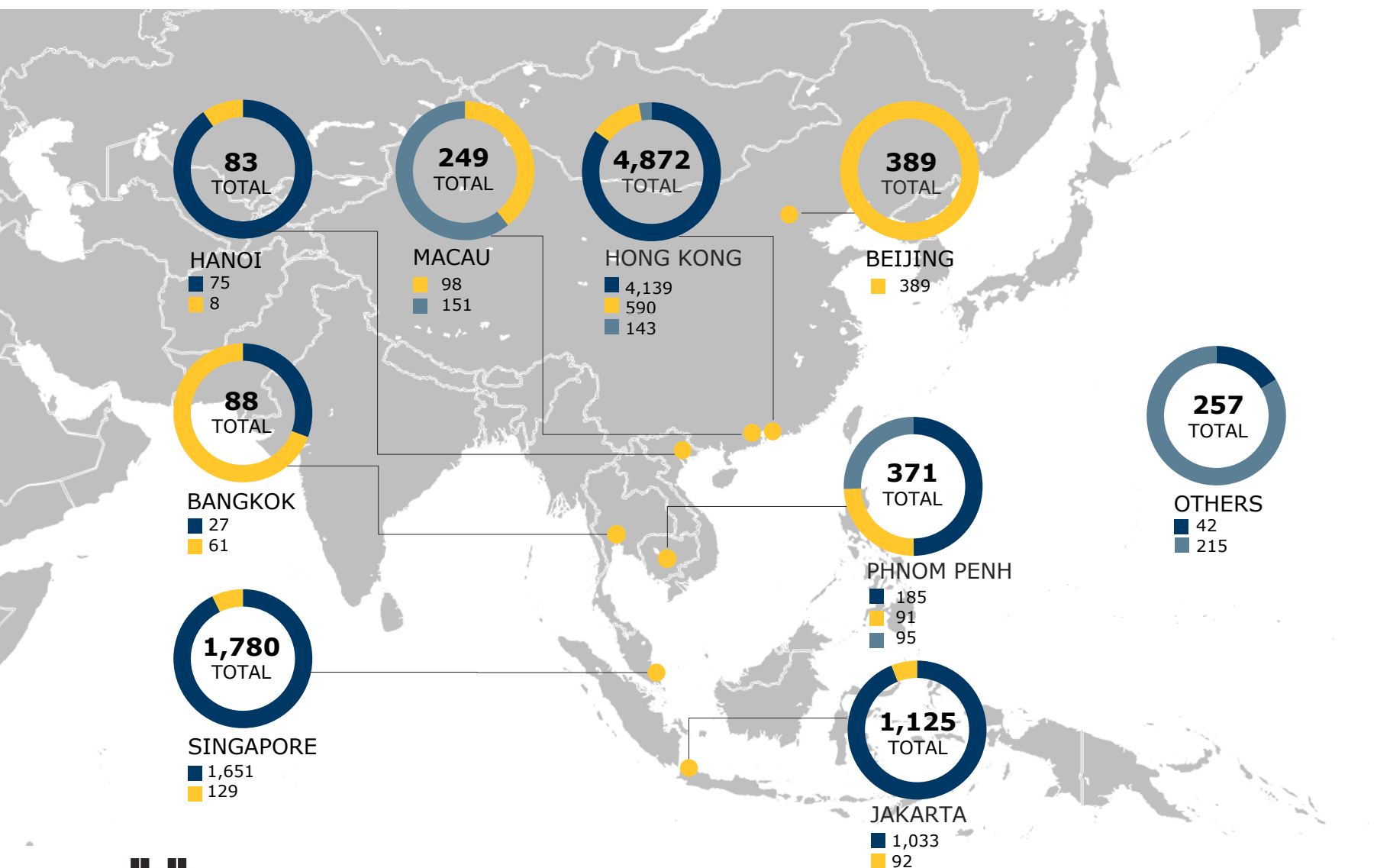


Investment Properties

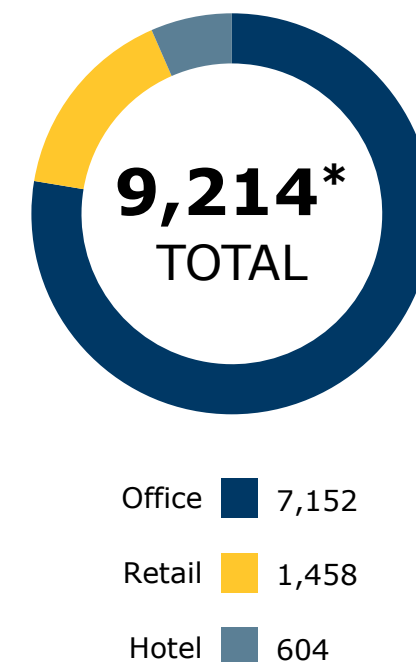


Investment Properties Overview

Investment properties are primarily located in Hong Kong and Singapore



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



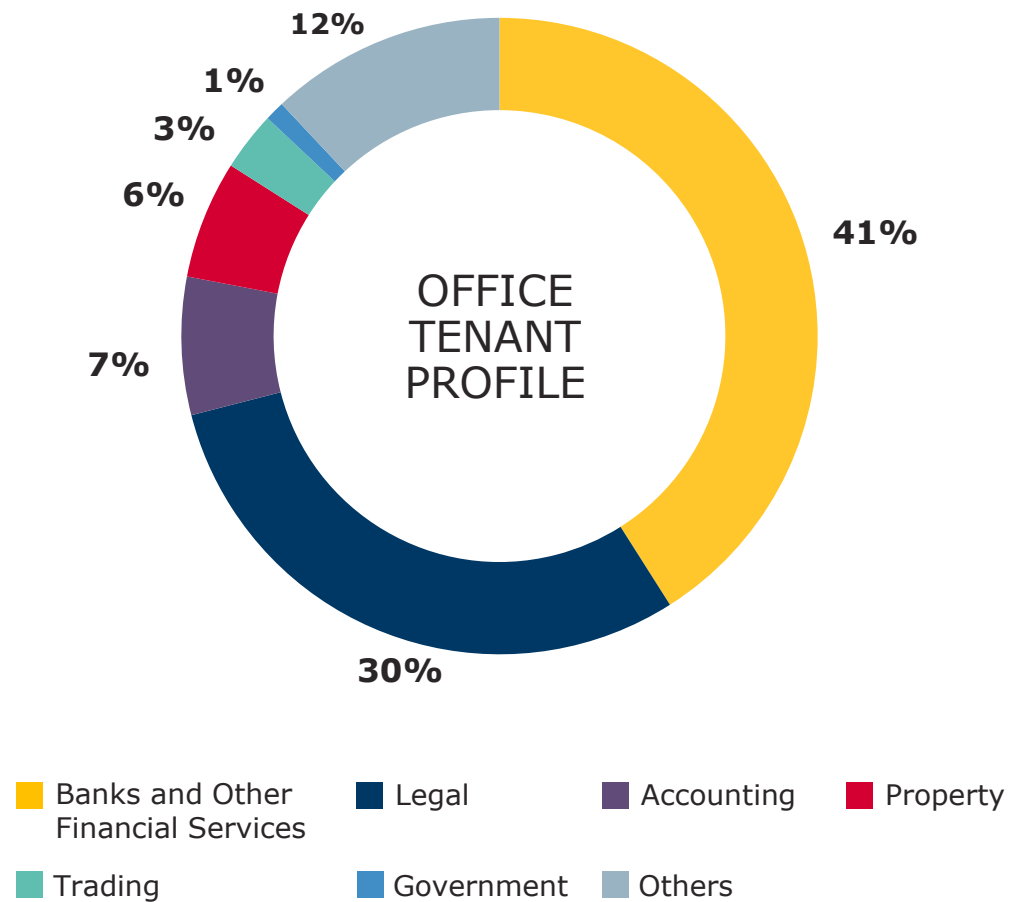
*Equivalent to 856,000 sq. m.

*As at 8 Mar 2018



Hong Kong Portfolio – Office

Positive rental reversions and lower vacancy as market supply remained tight



AVERAGE RENTS & VACANCY

	2015	2016	2017
Average net rent (HK\$ psf/month)	101	103	108
Year-end vacancy	3.4%	2.2%	1.4%
Weighted average lease expiry (years)	4.1	3.8	3.7

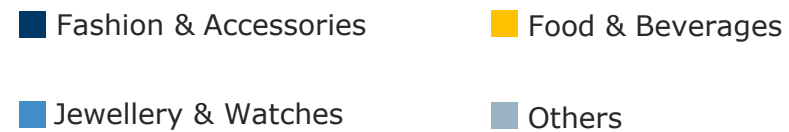
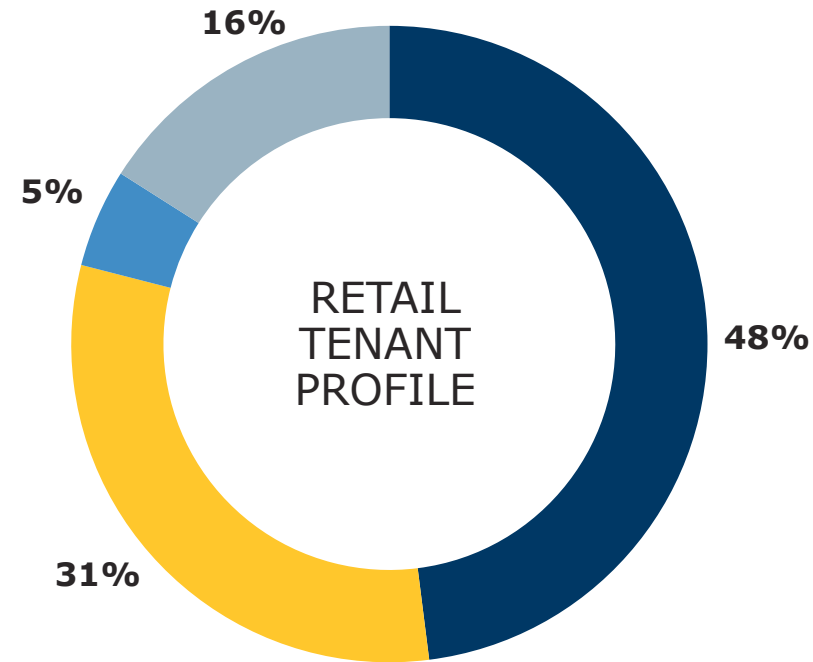
EXPIRATION AND INTERIM RENT REVISIONS

	2018	2019	2020
Total lettable office area subject to expiration/rent revisions ('000 sq. ft)	1,293	1,026	1,144
% of area subject to expiration/rent revisions	31%	25%	28%
- Expiration	17%	19%	23%
- Rent revisions	14%	6%	5%
Average expiring net rent (HK\$ psf/month)	101	116	112



Hong Kong Portfolio – Retail

Higher rents due to positive 2016 reversions

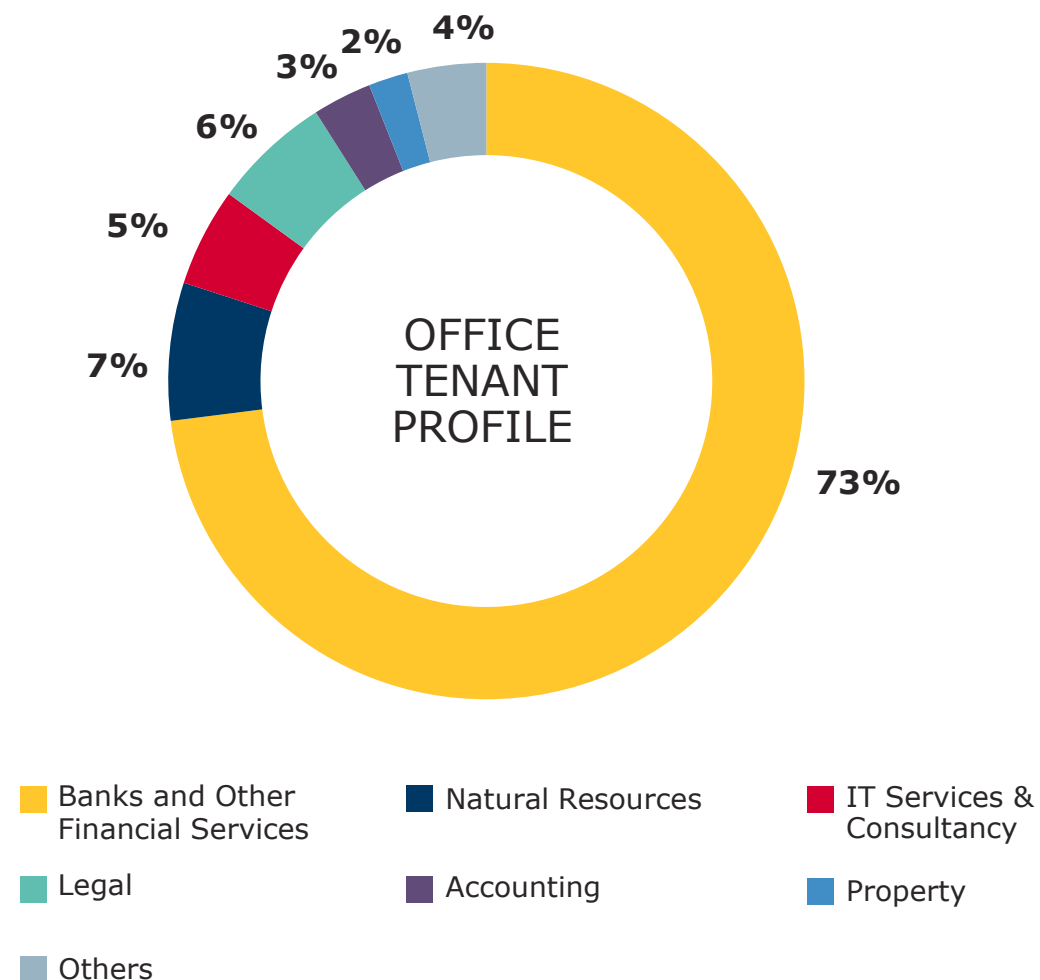


AVERAGE RENTS & VACANCY			
	2015	2016	2017
Average net rent (HK\$ psf/month)	221	218	224
Year-end vacancy	0%	0%	0.1%
Weighted average lease expiry (years)	2.4	2.8	2.7



Singapore Portfolio – Office

Low vacancy rate



AVERAGE RENTS & VACANCY

	2015	2016	2017
Average gross rent (S\$ psf/month)	9.5	9.3	9.1
Year-end vacancy	3.0%	0.1%	0.3%
Weighted average lease expiry (years)	5.1	4.8	4.1

EXPIRATION AND INTERIM RENT REVISIONS

	2018	2019	2020
HKL's Share: Total lettable office area subject to expiration/rent revisions ('000 sq. ft)	687	284	340
% of area subject to expiration/rent revisions	42%	17%	21%
- Expiration	5%	10%	13%
- Rent revisions	37%	7%	7%
Average expiring gross rent (S\$ psf/month)	8.8	7.6	9.1

Rest of Asia Portfolio

WF CENTRAL opened in Beijing, while completions took place in Cambodia and Indonesia

MAINLAND CHINA

Beijing – WF CENTRAL (84%-owned)

- Prestigious retail centre, which includes an exclusive luxury hotel (Mandarin Oriental)
- Destination for renowned art and cultural exhibitions in the city
- Trusted partner of prominent fashion houses making their debuts in mainland China
- 43,000 sq. m. NFA of retail space
- Retail soft opened in Nov 2017, with over 110 tenants committed
- Diverse range of retail brands and F & B offerings
- Occupancy: 77% (at Feb 2018)
- Hotel opening in 2H 2018

SOUTHEAST ASIA

Jakarta – Jakarta Land (50%-owned)

- Existing portfolio features 209,000 sq. m. NFA, including WTC 3 which was completed in early 2018
- Average gross rent: US\$25 psm per month (2016: US\$25 psm per month)
- Occupancy: 92%

Phnom Penh – EXCHANGE SQUARE (100%-owned)

- Completed in early 2017
- NFA: 25,000 sq. m.
- Average gross rent: US\$25 psm per month
- Occupancy: 65%



New Project in Thailand

Expanding our portfolio of prime investment properties in the heart of Bangkok

THAILAND

JV with Central Group (49%-owned)

- Located in the prime CBD area of Bangkok near the junction of Wireless Road and Rama I Road
- Site area: 3.6 ha
- Office and retail to be developed in two phases to 2025
- GFA: 440,000 sq. m.



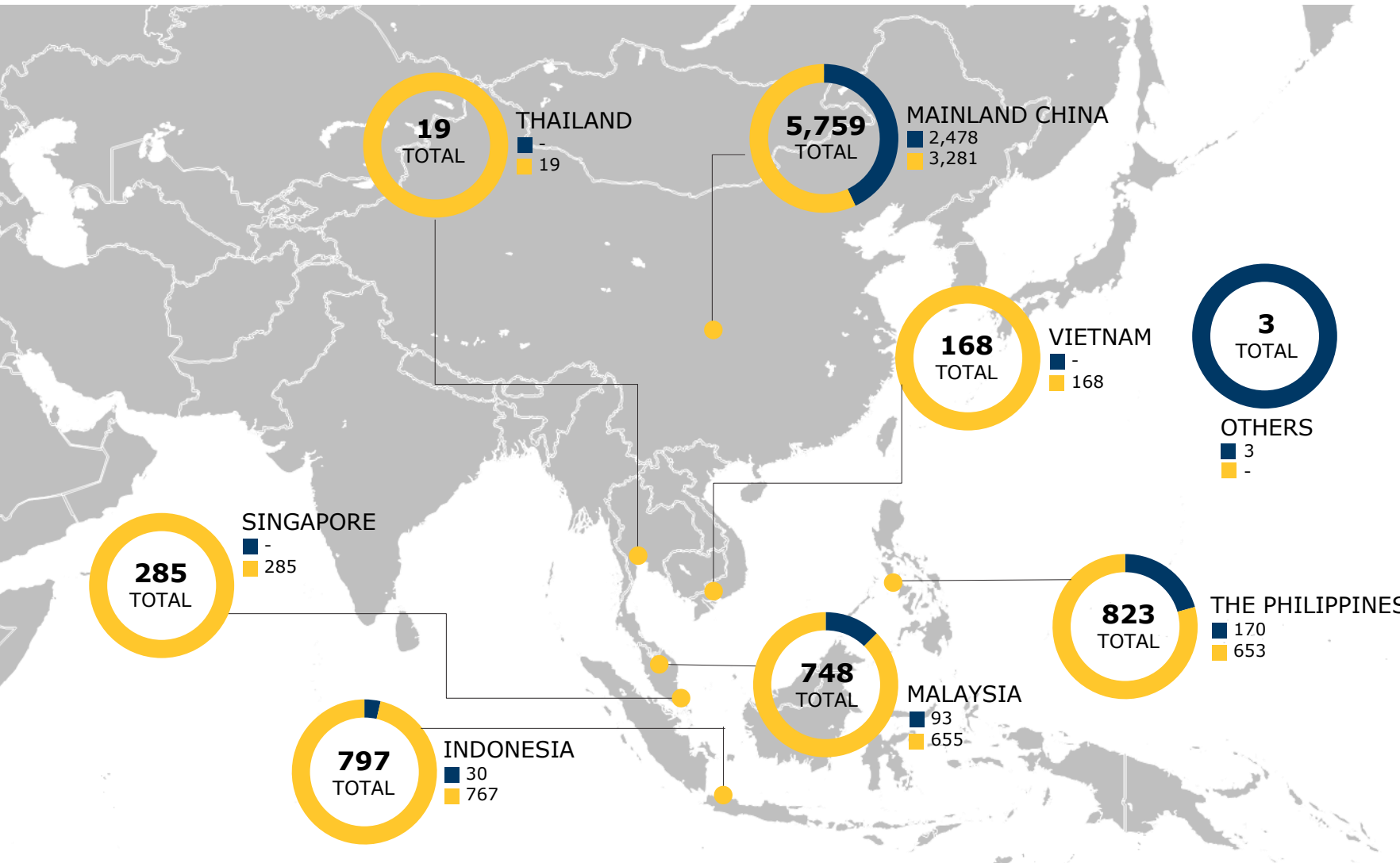


Development Properties

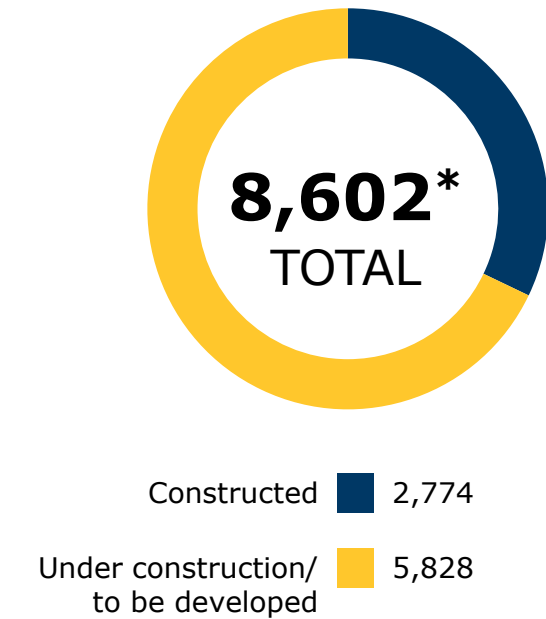


Development Properties Overview

The development properties portfolio spans seven countries and 14 cities, with a key focus on mainland China and Singapore



TOTAL DEVELOPABLE AREA (HKL's share)
(000's sq. m. GFA)



*Includes newly acquired projects up to 8 Mar 2018



Mainland China Portfolio – Overview



CHONGQING

- Eight projects
- Total GFA 6.4 million sq. m.
(HKL's share: 4.3 million sq. m.)



WUHAN

- Wuhan Dream Land (50%-owned)
- Total GFA 493,000 sq. m.
(HKL's share: 246,000 sq. m.)



BEIJING

- Central Park (40%-owned)



CHENGDU

- WE City (50%-owned)
- Total GFA 896,000 sq. m.
(HKL's share: 448,000 sq. m.)



NANJING

- Two projects
- Total GFA 453,000 sq. m.
(HKL's share: 307,000 sq. m.)



HANGZHOU

- New Project in Xiaoshan (30%-owned)
- Total GFA 776,000 sq. m.
(HKL's share: 233,000 sq. m.)



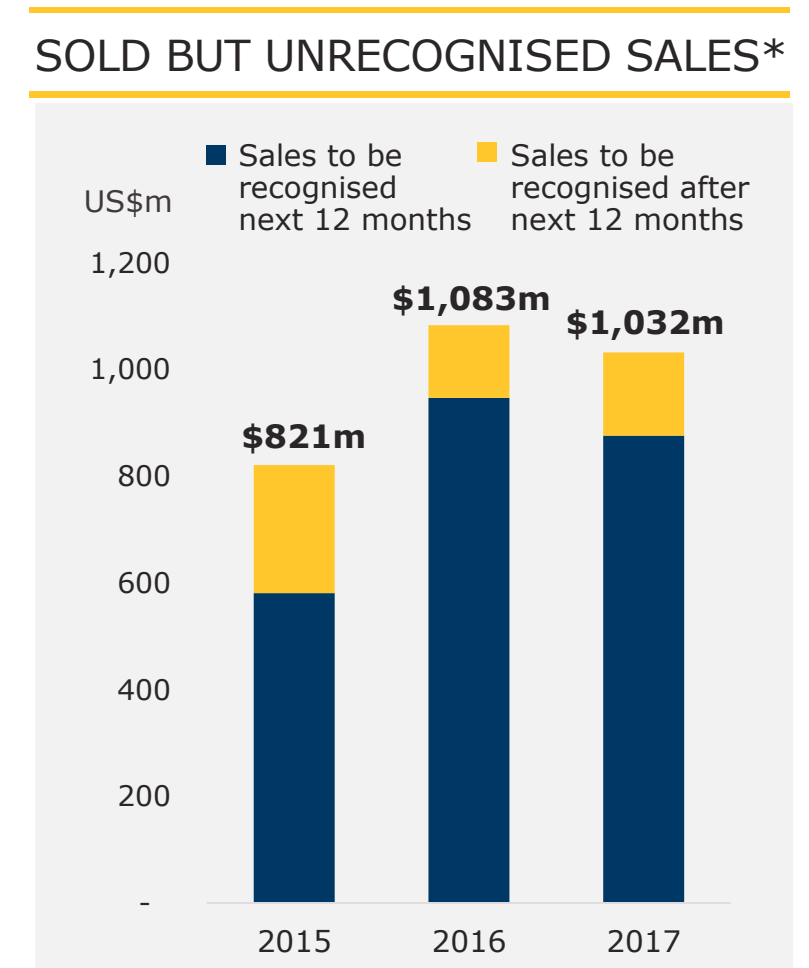
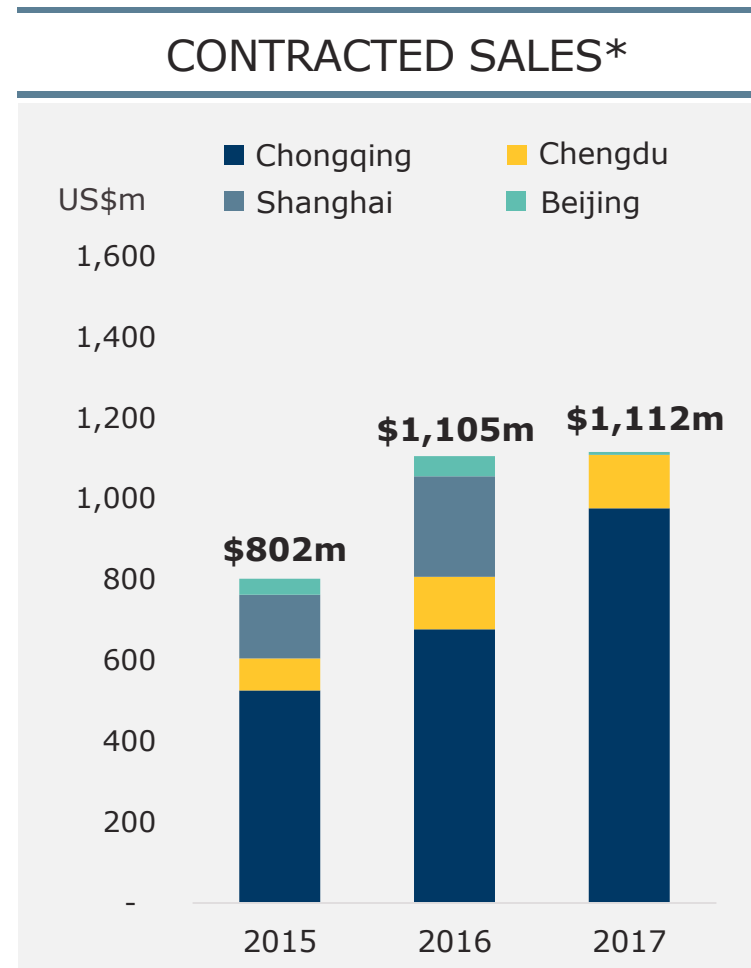
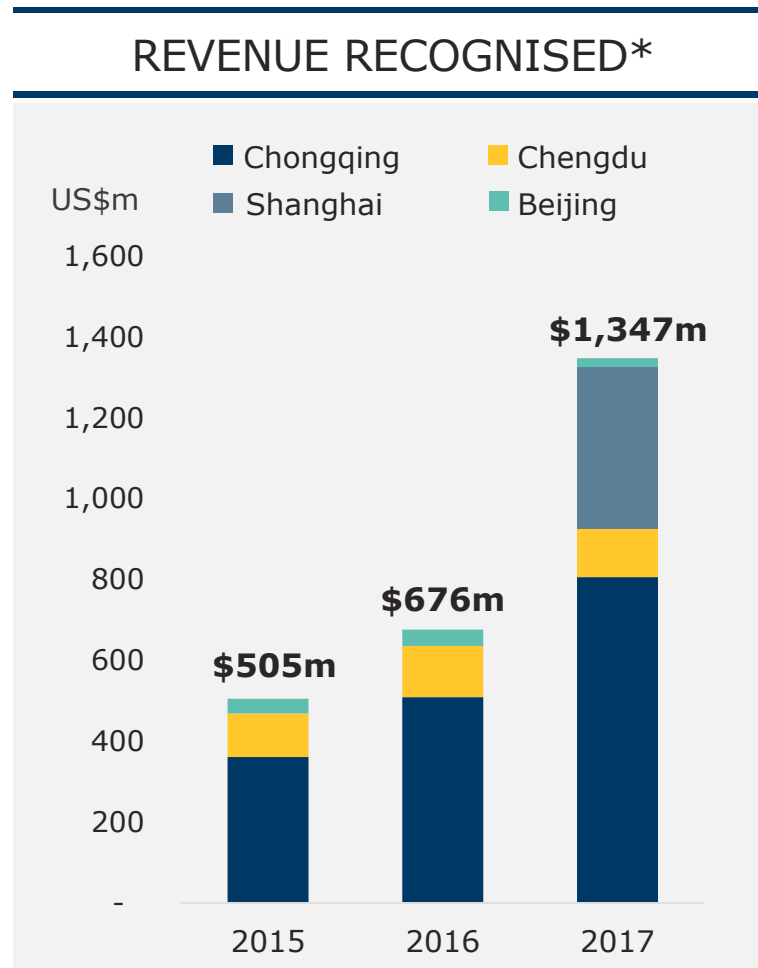
SHANGHAI

- Parkville (50%-owned)
- Total GFA 230,000 sq. m.
(HKL's share: 115,000 sq. m.)



Mainland China Portfolio

Strong contracted sales and improved profit contribution as a result of continued positive market sentiment and further completions



* The above analysis includes share of Joint Ventures & Associates



Singapore Portfolio – Overview



LAKEVILLE

- 699 units
- 674,000 sq. ft GFA (63,000 sq. m.)
- Completed in 2017
- 100% sold



LAKE GRANDE

- 710 units
- 537,000 sq. ft GFA (50,000 sq. m.)
- Completion: 2019
- Pre-sold: 98%



SOL ACRES

- 1,327 units
- 1.24 million sq. ft GFA (115,000 sq. m.)
- Completion: 2018
- Pre-sold: 96%



EUNOVILLE

- 1,399 units (estimated)
- 1.05 million sq. ft GFA (98,000 sq. m.)
- Completion: 2021



MARGARET VILLE

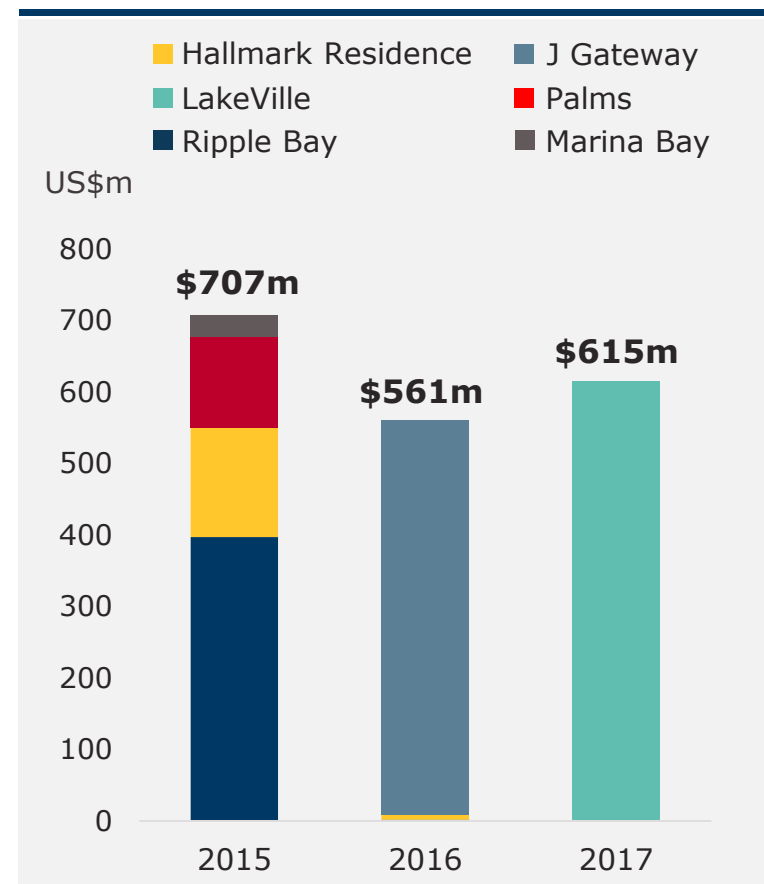
- 309 units
- 239,000 sq. ft GFA (22,200 sq. m.)
- Completion: 2021



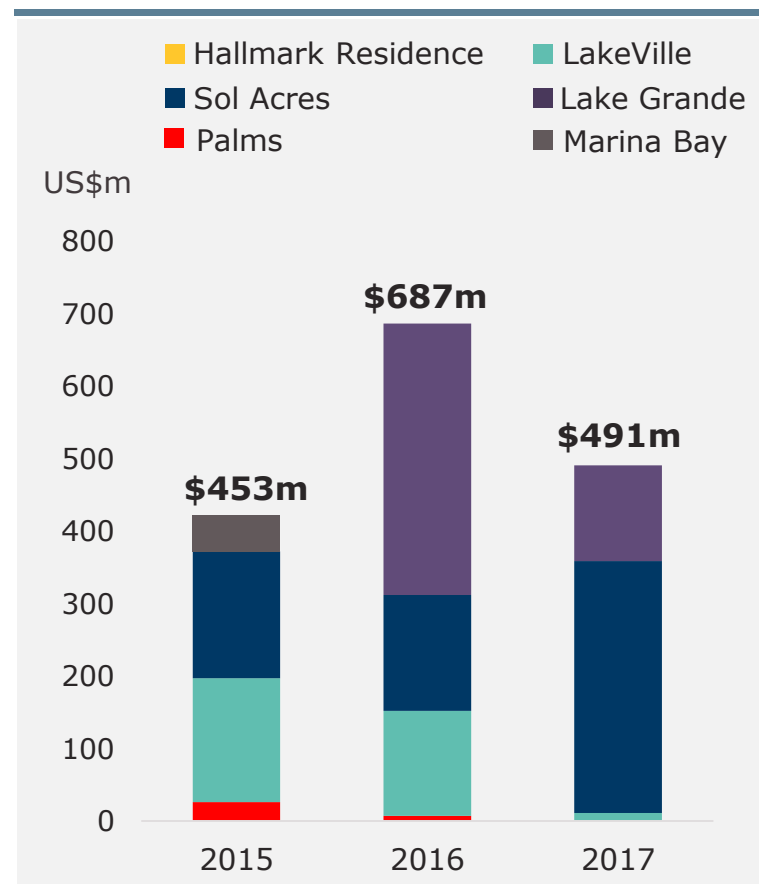
Singapore Portfolio

Revenue and profit contribution driven by the completion of LakeVille

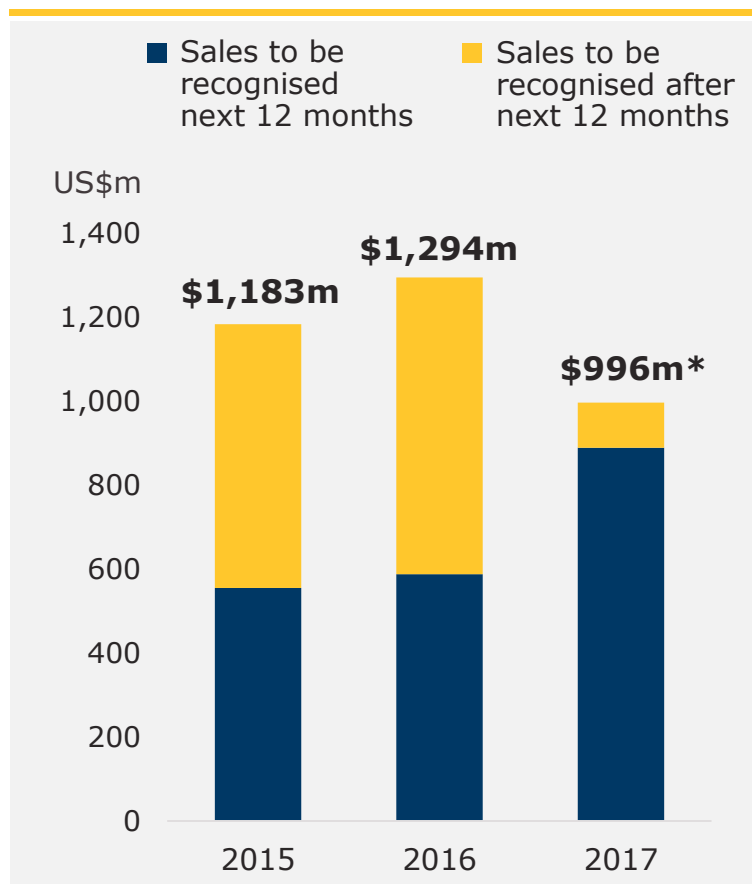
REVENUE RECOGNISED



CONTRACTED SALES



SOLD BUT UNRECOGNISED SALES



*Reflects sales to be recognised in future periods under percentage of completion method. Total sold but unrecognised sales under the completed contract method amounted to US\$1,242m as at 31 Dec 2017.



Rest of Asia Portfolio

Performance within expectations

INDONESIA

Nava Park (49%-owned)

- Site area: 67 ha; GFA: 784,000 sq. m.
- 653 units launched for sale (74% pre-sold)
- Completion: 2016 to 2029

Anandamaya (40%-owned)

- Site area: 1.3 ha; GFA: 116,000 sq. m.
- 509 units, 94% pre-sold
- Completion: 2018

Asya (33.5%-owned)

- Additional 8.5% stake acquired in Oct 2017
- Site area: 68 ha; GFA: 1.0 million sq. m.
- Completion: 2019 to 2031

THE PHILIPPINES

Two Roxas Triangle (40%-owned)

- Site area: 0.4 ha; GFA: 98,000 sq. m.
- 182 units, 96% pre-sold
- Completion: 2018

Mandani Bay (40%-owned)

- Site area: 20 ha; GFA: 1.2 million sq. m.
- Phase 1 & 2: 2,118 units launched for sale (50% pre-sold)
- Completion: 2020 to 2035

THAILAND

The ESSE Sukhumvit 36 (49%-owned)

- Site area: 0.4 ha; GFA: 38,000 sq. m.
- 338 units, 44% reserved
- Completion: 2020

VIETNAM

The Nassim (50%-owned)

- Site area: 0.6 ha; GFA: 31,000 sq. m.
- 238 units, 100% pre-sold
- Completion: 2018

29B NDC (70%-owned)

- Site area: 0.5 ha; GFA: 57,000 sq. m.
- 530 luxury apartments
- Completion: 2021

Thu Thiem River Park (64%-owned)

- Site area: 3.5 ha; GFA: 175,000 sq. m.
- 1,100 luxury apartments and villas
- Completion: 2021 to 2024



New Projects

Nine new development property projects were added during 2017, two so far in 2018

CHONGQING



New Project - Liangjiang (100%-owned)

- Adjacent to New Bamboo Grove
- Mixed-use project
- GFA: 161,000 sq. m.
- Completion: 2020



New Project - Lijia (50%-owned)

- Located in Lijia, along the Jialing River
- JV with CMSK
- Mixed-use project
- GFA: 114,000 sq. m.
- Completion: 2020

WUHAN



Wuhan Dream Land (50%-owned)

- JV with Zall Group
- Mixed-use project
- GFA: 493,000 sq. m.
- Completion: 2019 to 2022

HANGZHOU



New Project - Xiaoshan (30%-owned)

- JV with Transfar Group and Yanlord
- Mixed-use project
- GFA: 776,000 sq. m.
- Completion: 2020 to 2022

New Projects

Nine new development property projects were added during 2017, two so far in 2018

NANJING



Yue City (33%-owned)

- JV with CMSK & Country Garden
- Mixed-use project
- GFA: 218,000 sq. m.
- Completion: 2019 to 2021



New Project – Xinjiekou (100%-owned)

- Office and retail
- GFA: 235,000 sq. m.
- Completion: 2023

SINGAPORE



Eunosville, MCL Land (100%-owned)

- Residential project
- GFA: 1.05 million sq. ft (98,000 sq. m.)
- 1,399 units
- Completion: 2021

THAILAND



The ESSE Sukhumvit 36 (49%-owned)

- JV with Singha Estate
- Luxury condominium project
- GFA: 38,000 sq. m.
- 338 units
- Completion: 2020

New Projects

Nine new development property projects were added during 2017, two so far in 2018

INDONESIA



Arumaya (40%-owned)

- JV with Astra
- Residential project
- GFA: 26,000 sq. m.
- 262 units
- Completion: 2022

VIETNAM



29B NDC (70%-owned)

- Conditionally acquired
- Luxury condominium project
- District 1
- GFA: 57,000 sq. m.
- Completion: 2021



Thu Thiem River Park (64%-owned)

- Conditionally acquired
- JV with CII
- Mixed-use project
- Thu Thiem New Urban Area
- GFA: 175,000 sq. m.
- Completion: 2021 to 2024



Financial Highlights



Consolidated Profit and Loss Account

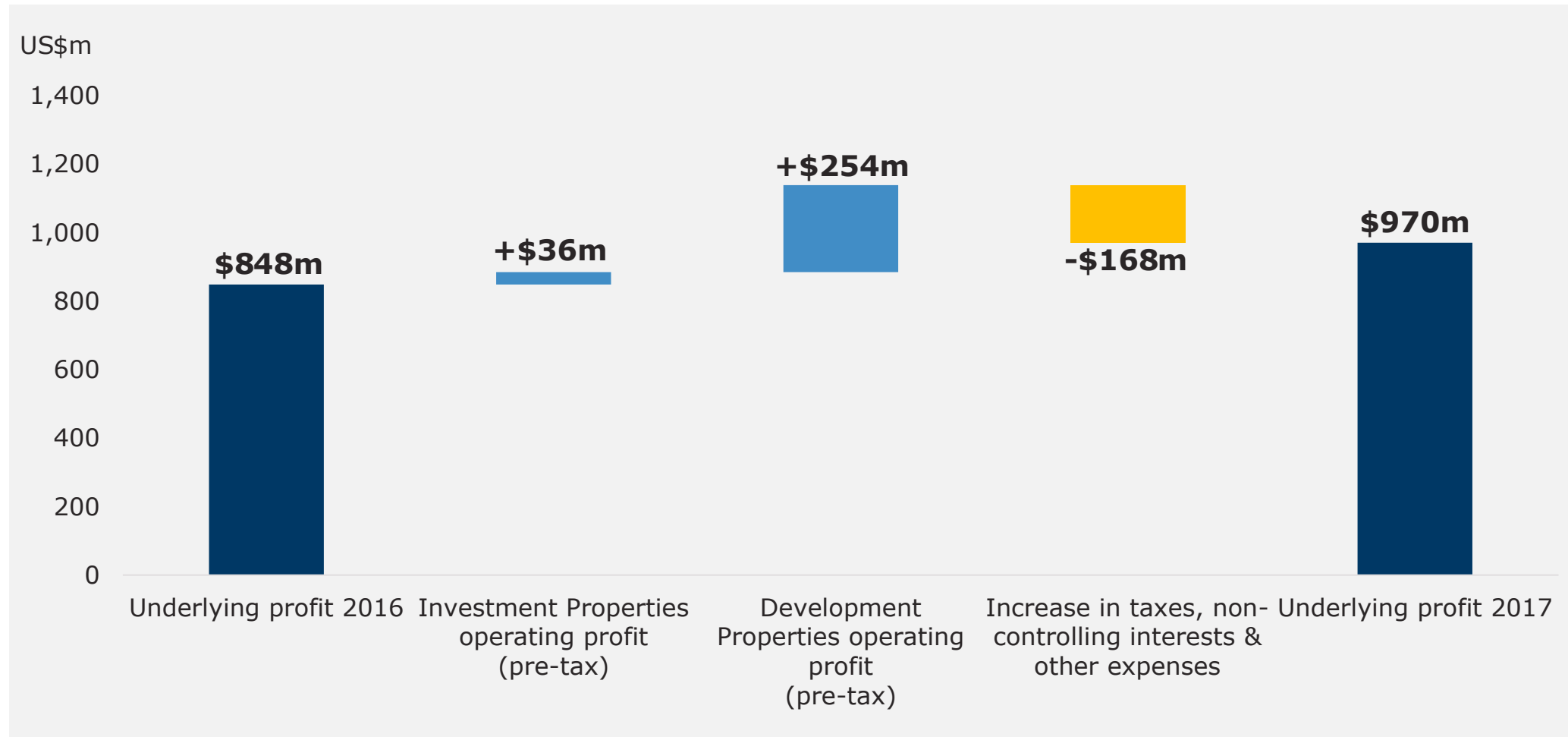
Record underlying profit of US\$970 million, up 14% year-on-year

FY2016	(US\$m)	FY2017	%YoY
1,994	Revenue	1,960	-2
(1,023)	Net operating costs	(1,052)	3
971	Operating profit	908	-6
117	Share of results of joint ventures	298	155
(69)	Net financing charges	(78)	13
(168)	Tax	(157)	-7
(3)	Non-controlling interests	(1)	-67
848	Underlying profit	970	14
2,498	Non-trading items	4,615	85
3,346	Profit attributable to shareholders	5,585	67



Movement in Underlying Profit

Increase in underlying profit driven by higher completions in mainland China

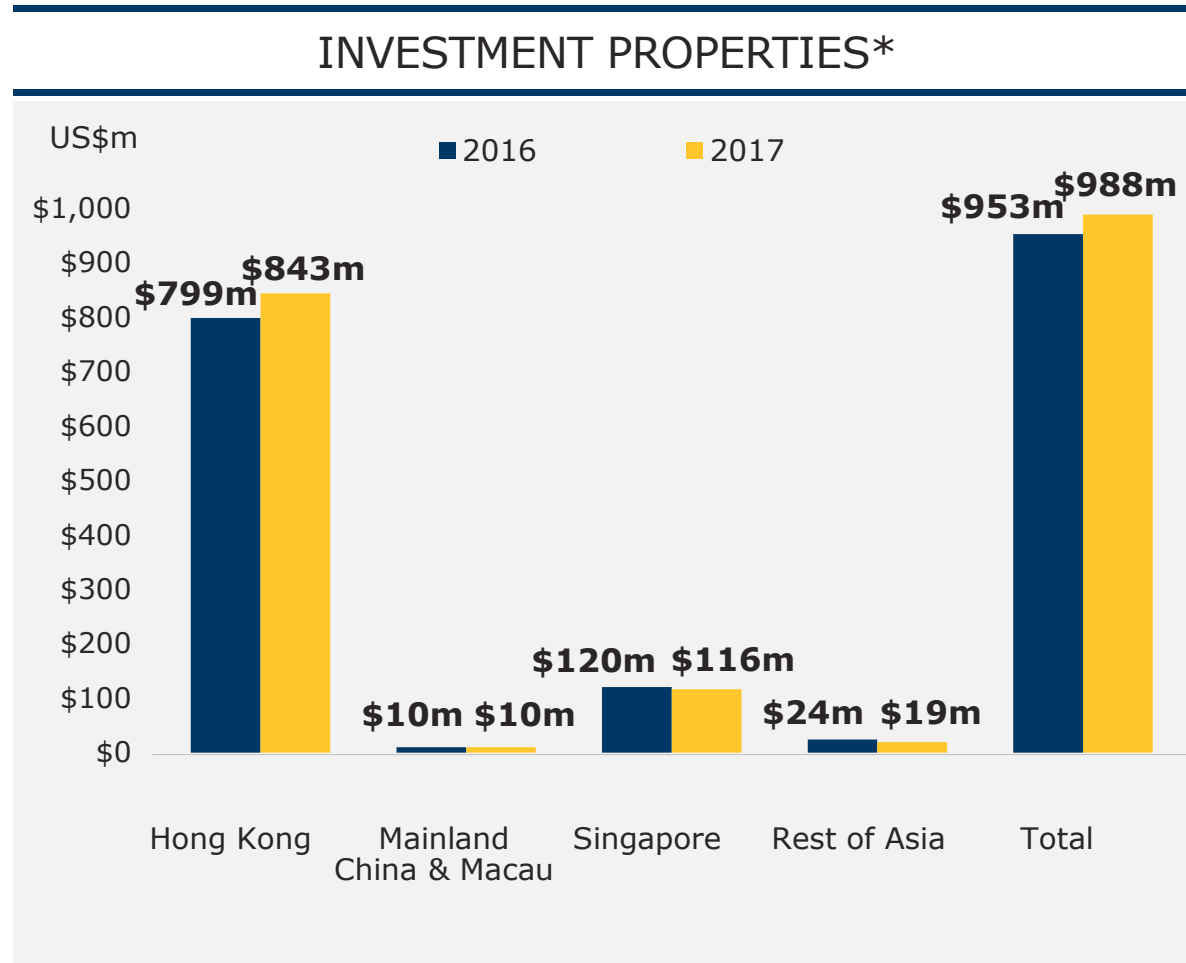


* The above analysis includes share of Joint Ventures & Associates



Operating Profit by Segment and Region

Hong Kong and mainland China remain the largest profit contributors



* The above analysis includes share of Joint Ventures & Associates

Consolidated Cash Flow

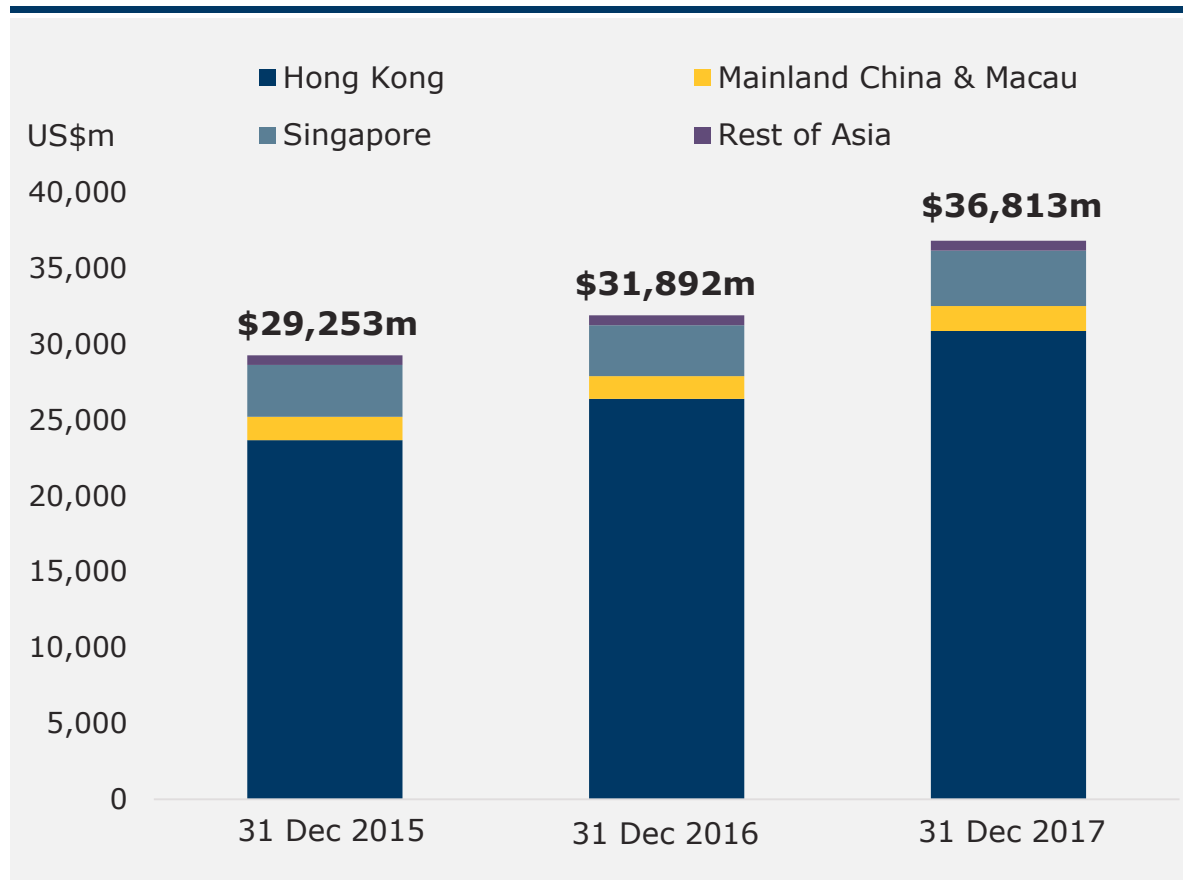
Strong operating cashflows

FY2016	(US\$m)	FY2017	%YoY
1,096	Operating activities	800	-27
(245)	Investing activities	(947)	286
(442)	Financing activities	(193)	-56
409	Net cash inflow/(outflow)	(340)	-183
1,566	Cash and cash equivalents at beginning of the year	1,898	21
(77)	Effect of exchange rate changes	59	-177
1,898	Cash and cash equivalents at end of the year	1,617	-15
(3,906)	Gross debt (excluding bank overdrafts)	(4,166)	7
(2,008)	Net debt at end of the year	(2,549)	27

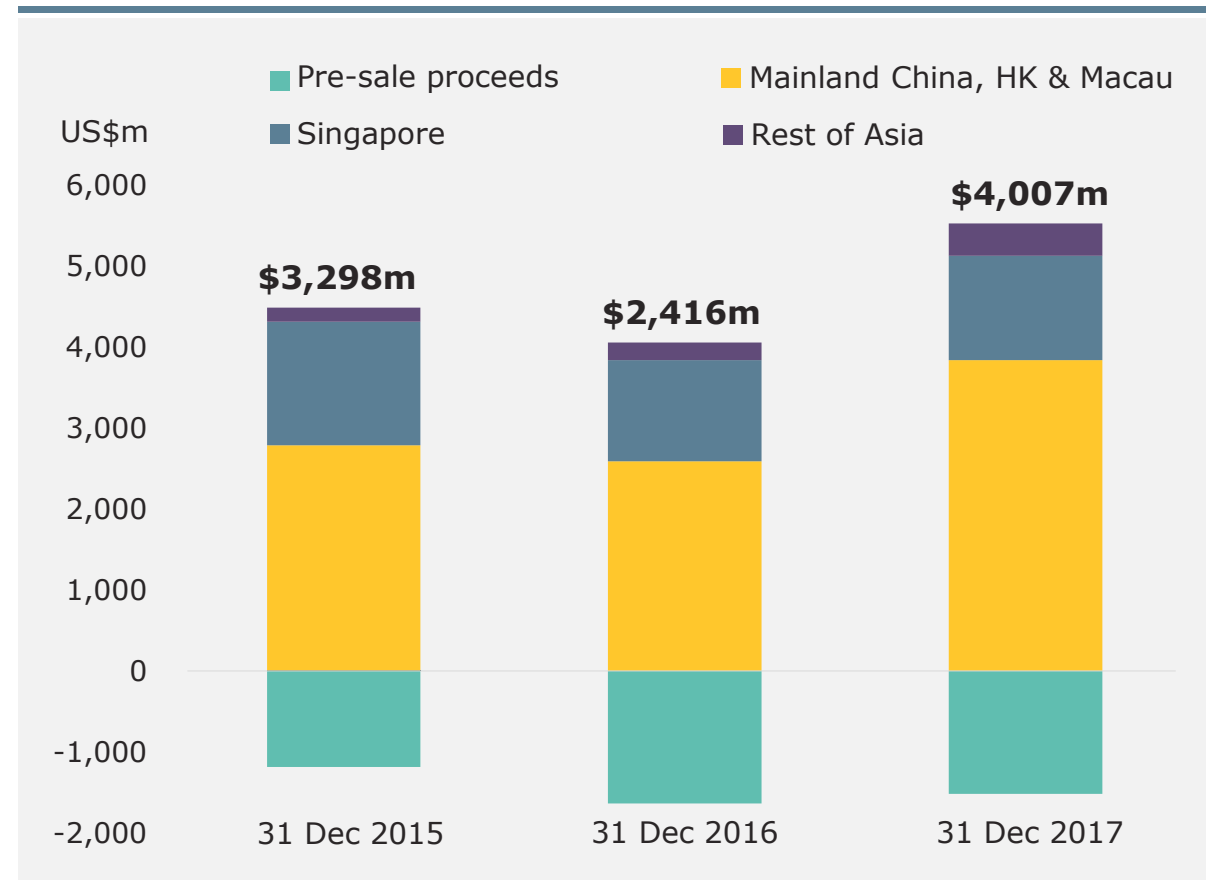
Properties Carrying Values

Cap rate compression and higher market rents in Hong Kong; new projects increase net investment in Development Properties

INVESTMENT PROPERTIES - TOTAL VALUE*



DEVELOPMENT PROPERTIES – NET INVESTMENT*



* The above analysis includes share of Joint Ventures & Associates

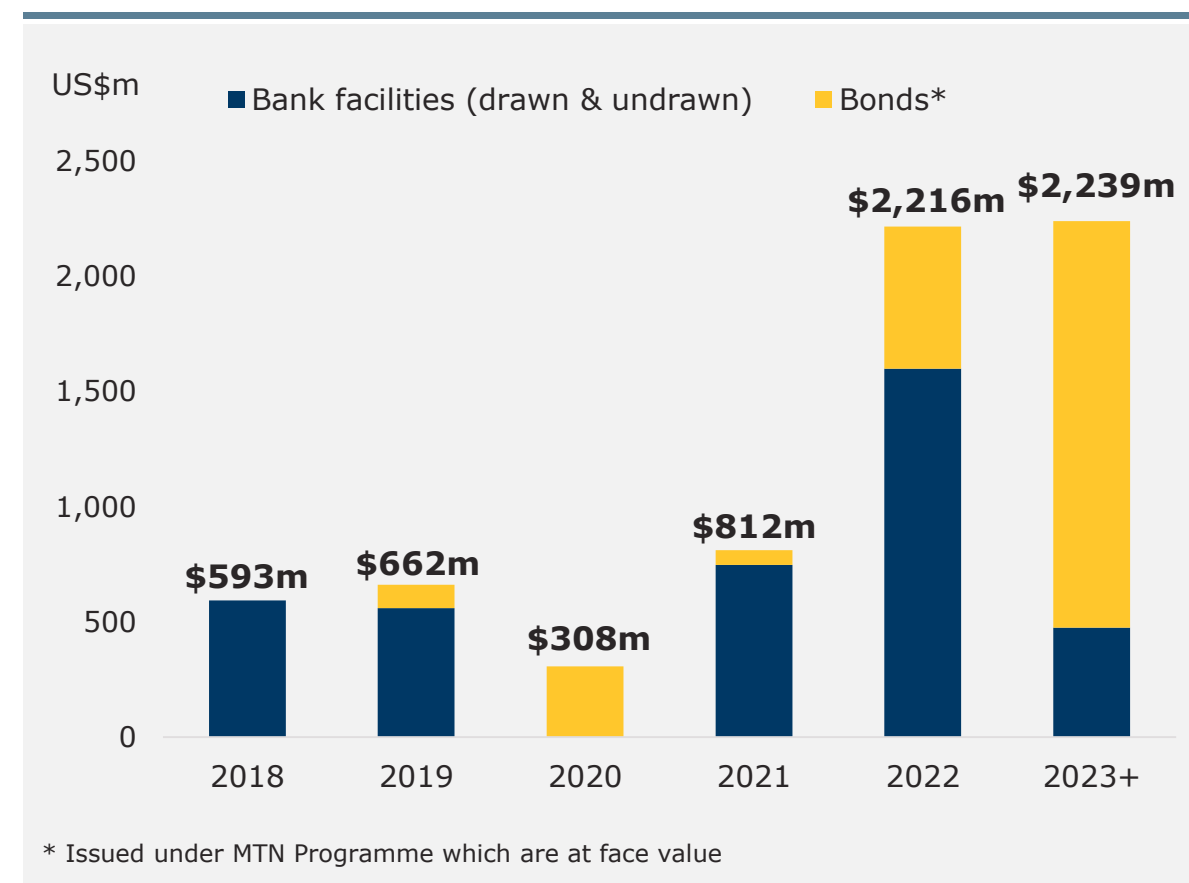


Treasury Management

Financial position and liquidity remain strong

	2016	2017
Net debt (US\$m)	2,008	2,549
Net gearing	6%	7%
Average tenor of debt (years)	6.4	5.9
Average interest cost	3.4%	3.6%
Credit ratings		
- S&P	A	A
- Moody's	A3	A3

MATURITY PROFILE OF COMMITTED FACILITIES / BONDS (AS AT 31 DEC 17)





Outlook



Continued strong performance expected in 2018

INVESTMENT PROPERTIES

- Investment properties are expected to continue to generate stable returns
- Contribution from WF CENTRAL in Beijing. Opening of Mandarin Oriental hotel in 2H 2018
- Continue to look for attractive opportunities to construct prime investment properties in key gateway cities in Asia

DEVELOPMENT PROPERTIES

- Strong mainland China contribution expected to continue
- Project completions in Indonesia, Singapore and Vietnam expected in 2018
- The Group remains active in seeking development opportunities in mainland China and Southeast Asia

FINANCIAL

- Net gearing expected to move modestly higher due to recent investments
- Balance sheet remains strong, with capacity to further invest in new projects
- Maintain disciplined approach in assessing opportunities
- Adoption of “percentage of completion” accounting in Singapore, Malaysia and the Philippines



Q & A





Appendix



Hong Kong Investment Properties Summary

HKL s SHARE (000 sq. ft NFA)	OFFICE	RETAIL	HOTEL	TOTAL ¹
One Exchange Square	569	-	-	569
Two Exchange Square	505	-	-	505
Three Exchange Square	323	-	-	323
Exchange Square Podium	-	49	-	49
The Forum	41	-	-	41
Jardine House	635	45	-	680
Chater House	417	48	-	465
Alexandra House	325	49	-	374
Gloucester Tower	471	-	-	471
Edinburgh Tower	339	-	-	339
The Landmark Mandarin Oriental	-	-	143	143
York House	110	-	-	110
Landmark Atrium	-	255	-	255
Prince's Building	404	144	-	548
Total	4,139	590	143	4,872²

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

² Equivalent to 453,000 sq. m.



Singapore Investment Properties Summary

HKL's SHARE (000 sq. ft NFA)	OFFICE	RETAIL	TOTAL
One Raffles Link	243	68	311
One Raffles Quay	442	1	443
MBFC	966	60	1,026
Total	1,651	129	1,780 ¹

¹ Equivalent to 165,000 sq. m.



Other Investment Properties Summary

HKL's SHARE (000 sq. ft NFA)	OFFICE	RETAIL	HOTEL	TOTAL
Beijing	-	389	-	389
Macau	-	98	151	249
Jakarta	1,033	92	-	1,125
Hanoi	75	8	-	83
Bangkok	27	61	-	88
Phnom Penh	185	91	95	371
Others	42	-	215	257
Total	1,362	739	461	2,562¹

¹ Equivalent to 237,600 sq. m.



Mainland China Development Properties Summary

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	-	-
Yorkville South	Chongqing	100%	2010	38.6	0.88	0.56	0.12	0.20
Yorkville North	Chongqing	100%	2011	53.8	1.09	0.37	0.16	0.56
Bamboo Grove	Chongqing	50%	2005	77.9	0.72	0.72	-	-
New Bamboo Grove	Chongqing	50%	2015	34.8	0.32	0.11	0.19	0.02
Landmark Riverside	Chongqing	50%	2009	22.2	0.50	0.21	0.09	0.20
Central Avenue	Chongqing	50%	2013	40.2	0.55	0.07	0.16	0.32
New Project - Liangjiang	Chongqing	100%	2017	14.2	0.16	-	-	0.16
New Project - Lijia	Chongqing	50%	2017	9.5	0.06	-	-	0.06
WE City	Chengdu	50%	2010	19.0	0.45	0.20	0.15	0.10
New Project- Xiaoshan	Hangzhou	30%	2017	38.6	0.23	-	-	0.23
Yue City	Nanjing	33%	2017	19.9	0.07	-	-	0.07
New Project- Xinjiekou	Nanjing	100%	2018	2.5	0.24	-	-	0.24
Parkville	Shanghai	50%	2015	9.1	0.11	0.11	-	0.00
Wuhan Dream Land	Wuhan	50%	2017	16.4	0.25	-	-	0.25
Total				436.9	5.76	2.48	0.87	2.41



Singapore Development Properties Summary

HKL's SHARE							
PROJECT	INTEREST	YEAR OF ACQUISITION	SITE AREA (ha)	DEVELOPABLE AREA (m sq. m.)	CONSTRUCTED (m sq. m.)	UNDER CONSTRUCTION (m sq. m.)	TO BE DEVELOPED (m sq. m.)
Sol Acres	100%	2014	3.3	0.12	-	0.12	-
Lake Grande	100%	2015	1.8	0.05	-	0.05	-
Margaret Ville	100%	2017	0.5	0.02	-	-	0.02
Eunosville	100%	2018	3.5	0.10	-	-	0.10
Total			9.1	0.29	-	0.17	0.12

Other Development Properties Summary

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.)
Nava Park	Indonesia	49%	2012	67.0	0.38	0.03	0.05	0.30
Anandamaya Residences	Indonesia	40%	2013	1.3	0.05	-	0.05	-
Asya	Indonesia	33.5%	2016	68.0	0.35	-	-	0.35
Arumaya	Indonesia	40%	2018	3.4	0.01	-	-	0.01
The ESSE Sukhumvit 36	Thailand	49%	2017	0.4	0.02	-	-	0.02
Two Roxas Triangle	The Philippines	40%	1995	0.4	0.04	-	0.04	-
Mandani Bay	The Philippines	40%	2013	19.6	0.47	-	0.03	0.44
Northpine	The Philippines	40%	1996-2016	150.7	0.31	0.17	0.02	0.12
The Nassim	Vietnam	50%	2014	0.6	0.02	-	0.02	-
Thu Thiem River Park ¹	Vietnam	64%	2017	3.5	0.11	-	-	0.11
29B NDC ¹	Vietnam	70%	2017	0.5	0.04	-	-	0.04
Others	Malaysia & others	n/a	n/a	113.6	0.75	0.09	0.02	0.64
Total				429.0	2.55	0.29	0.23	2.03

¹ Conditionally acquired



Consolidated Cash Flow - Operating Activities

FY2016	(US\$m)	FY2017	%YoY
971	Operating profit excluding non-trading items	908	-6
(75)	Net interest paid	(118)	57
(141)	Tax paid	(137)	-3
(79)	Payments for development properties sites	(549)	595
(336)	Development expenditure on development properties projects	(298)	-11
953	Proceeds from development properties sales	1,018	7
88	Dividends received from joint ventures	94	7
(285)	Others	(118)	-59
1,096		800	-27

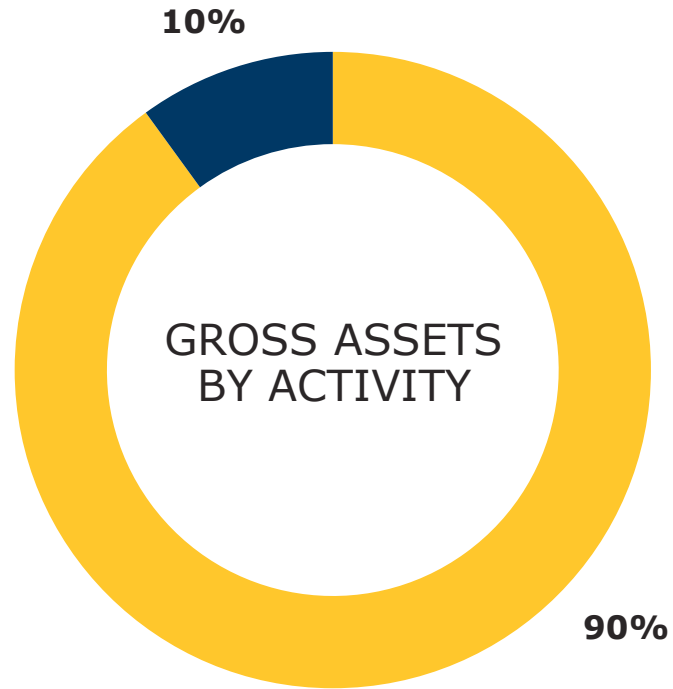


Consolidated Balance Sheet

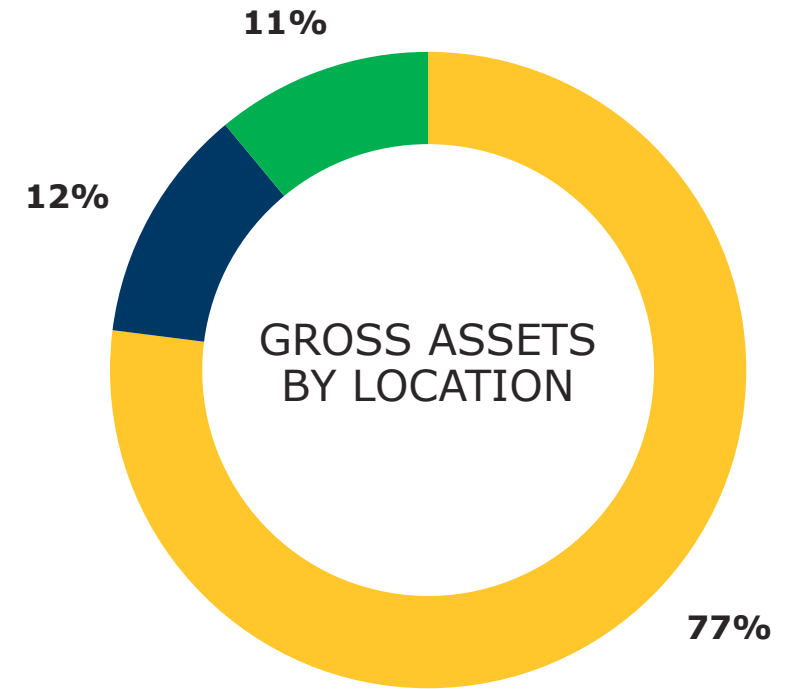
FY2016	(US\$m)	FY2017	%YoY
	Investment properties		
27,712	- Subsidiaries	32,481	17
4,180	- Joint ventures	4,332	4
31,892		36,813	15
	Development properties		
2,218	- Subsidiaries	2,535	14
1,835	- Joint ventures	2,991	63
4,053		5,526	36
(2,623)	Others	(2,982)	14
33,322	Gross assets (excluding cash)	39,357	18
	Financed by:		
31,314	- Total equity	36,808	18
2,008	- Net debt	2,549	27
33,322		39,357	18



Gross Assets as at 31 Dec 2017



■ Investment Properties ■ Development Properties



■ Hong Kong ■ Southeast Asia ■ Mainland China and Macau



Investment Property – Basis of Valuation

CAPITALISATION RATES			
	2016	1H 2017	2017
Hong Kong Office– Exchange Square 1 & 2	3.50%	3.25%	3.00%
Hong Kong Retail– Landmark Atrium	4.50%	4.50%	4.50%
Singapore Office– MBFC	3.50%	3.25%	3.25%



Treasury Management

LIQUIDITY AS AT 31 DEC 2017 (All figures in US\$ billion)						
	Liquidity as at 31 DEC 2016	HK\$ ¹	S\$ ²	US\$	RMB	TOTAL
Committed lines	6.5	5.0	1.3	0.0	0.5	6.8
Gross debt	3.9	3.1	0.6	0.0	0.4	4.1
Available lines	2.6	1.9	0.7	0.0	0.1	2.7
Cash	1.9	0.0	0.6	0.8	0.2	1.6
Available liquidity	4.5	1.9	1.3	0.8	0.3	4.3

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

² S\$ debt includes HK\$ debt swapped into S\$



DEBT MANAGEMENT AND HEDGING POLICIES AS AT 31 DEC 2017

