



HENDERSON LAND

恒基兆業地產 (Stock Code: 12)

# 2023 Interim Results Presentation

August 2023



*The Henderson, Central, Hong Kong  
By Zaha Hadid Architects For Henderson Land  
Render by Cosmoscube  
(artist's impression)*

*Lumina Guangzhou, Yuexiu District, Guangzhou*

*Lumina Shanghai Phase 2, Xuhui Riverside, Shanghai*

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# 2023 Interim Results Highlights

Unaudited	1H 2023 HK\$ mn	1H 2022 HK\$ mn	Change
<b>Profit attributable to Shareholders</b>			
Reported profit	5,957	4,781	+25%
Underlying profit (excluding fair value change on investment properties <sup>Δ</sup> )	6,073	5,137	+18%
Major Segmental Performance:			
<b>Property Development</b> (attributable Pre-tax Underlying Profit) <sup>☆</sup>	1,658 <sup>ψ</sup>	2,223 <sup>ψ</sup>	-25%
<b>Property Leasing</b> (attributable Pre-tax Net Rental Income) <sup>☆</sup>	3,230	3,192	+1%
<b>HKCG<sup>Λ</sup> - Share of Net Profit (after tax)</b> (utility and energy business only)	1,495	1,410	+6%
<b>Net Fair Value Gain / (Loss) – Sunlight REIT</b> (Note* below)	1,591	(219)	-
<b>Earnings per share (HK\$)</b>			
Based on reported profit	1.23	0.99	+24%
Based on underlying profit	1.25	1.06	+18%
<b>Interim Dividend per share (HK\$)</b>	0.50	0.50	Flat

## Notes

<sup>Δ</sup> The attributable share of the aggregate fair value change during the period (net of deferred taxation) of investment properties held by subsidiaries, associates and joint ventures is excluded from the calculation of Underlying Profit. In order to fully exclude the impact of changes in fair value from the underlying profit, the Group's attributable share of cumulative fair value changes (net of tax) on investment properties disposed of during the period was added back in the calculation of the underlying profit.

<sup>☆</sup> All the figures represent the Group's attributable share of contributions (before taxation) from its subsidiaries, associates and joint ventures in Hong Kong and Mainland China.

<sup>ψ</sup> For the purpose of facilitating management's assessment of the Group's real estate-related financial performance, for 1H'23, the segment results related to the sale of leasehold land, interest income from mortgage loans and interest income from property development joint ventures have been reclassified from the "Other businesses" segment to the "Property development" segment. The comparative figure for 1H'22 has been restated accordingly.

<sup>Λ</sup> HKCG refers to HLD's listed associate, The Hong Kong and China Gas Company Limited(3.HK), in which HLD owns 41.53% equity interest.

\* Represents the one-off net gain in 1H'23 of HK\$1,591mn upon de-recognition of investment in Sunlight Real Estate Investment Trust (Sunlight REIT, 435.HK) from "Investment measured as financial asset at fair value through profit or loss ("FVPL")" and gain on bargain purchase arising from the effect of recognizing Sunlight REIT as "Interest in associate" in the aggregate amount of HK\$1,739mn (Nil in 1H'22), net of fair value loss on investment measured as financial asset at FVPL of HK\$148mn in 1H'23 (HK\$219mn in 1H'22)





# 2023 Interim Results Highlights (cont'd)

	Unaudited 30 Jun 2023	Audited 31 Dec 2022	Change
HK\$ mn			
Shareholders' equity	324,264	327,948	-1%
Cash and bank balances	13,324	11,295	+18%
Net debt*	77,855	79,086	-2%
Net debt* to Shareholders' equity (%)	24.0%	24.1%	-0.1 percentage point
Net asset value per share (HK\$) ^	66.98	67.74	-1%

\* Excluding the amount due to a fellow subsidiary which amounted to HK\$60,009mn as at 30 June 2023 and HK\$56,007mn as at 31 December 2022 which was unsecured, interest-bearing and had no fixed repayment terms.

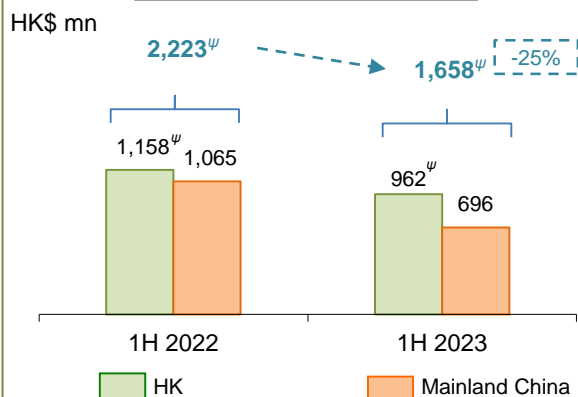
^ The net asset values per share at 30 June 2023 and 31 December 2022 were calculated based on the number of issued shares outstanding at 30 June 2023 (4,841mn ordinary shares) and 31 December 2022 (4,841mn ordinary shares).

# 2023 Interim Results Highlights (cont'd)

## Property Development\*

Property Development Revenue:  
HK\$ 7,566 mn -13% p-o-p

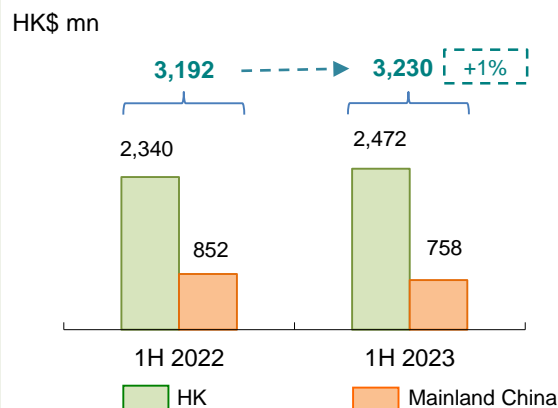
Pre-tax Underlying Profit  
from Property Development



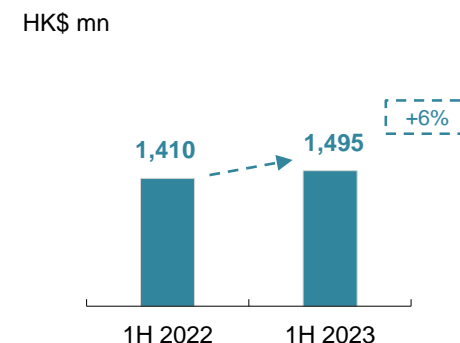
## Property Leasing\*

Gross Rental Income:  
HK\$ 4,367 mn +2% p-o-p

Pre-tax Net Rental Income



Share of Net Profit (after tax)  
(utility & energy business only)



- ✓ Attributable contracted sales from properties sold and pre-sold in 1H 2023: **HK\$10,569 mn** (↑ 7% p-o-p)
  - HK: HK\$6,725 mn (↑ 10% p-o-p) inclusive of Sales of Development Properties & Investment Properties
  - Mainland China: HK\$3,844 mn (In HKD terms, ↑ 1% p-o-p; In RMB terms, ↑ 8% p-o-p) in respect of Sales of Development Properties
- ✓ **Abundant** attributable contracted sales of properties yet to be recognized: **HK\$26,427 mn** (↑ 12% vs 2022 Year-End)
  - HK: HK\$14,824 mn (↑ 23% vs 2022 Year-End) of which approx. 47% is expected to be recognised in 2H'23
  - Mainland China: HK\$11,603 mn (~Flat vs 2022 Year-End) of which approx. 60% is expected to be recognised in 2H'23
- ✓ HKCG^ Dividend attributable to HLD for 1H 2023: **HK\$930 mn** (Flat p-o-p)

\* All the figures represent the Group's attributable share of contributions (and in the case of profit contribution before taxation) from its subsidiaries, associates and joint ventures in HK and Mainland China.

<sup>ψ</sup> For the purpose of facilitating management's assessment of the Group's real estate-related financial performance, for 1H'23, the segment results related to the sale of leasehold land, interest income from mortgage loans and interest income from property development joint ventures have been reclassified from the "Other businesses" segment to the "Property development" segment. The comparative figure for 1H'22 has been restated accordingly.

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# Property Development



- Sales results are shown below and 4 residential projects were completed in 1H 2023 with total attributable GFA of **0.40mn sq.ft.** (1H 2022: 0.74mn sq.ft.) approximately

Residential Developments offered for sale in Hong Kong	Usage*	No. of Project Units	Initial Launch	No. of Project units pre-sold & sold					No. of Unsold Project Units as at 30/06/23	HLD's Interest	Anticipated Completion
				2019	2020	2021	2022	1H 2023			
The Knightsbridge, Kai Tak	C/R	566	May 23	n.a	n.a	n.a.	n.a.	23	543	18%	2H 23
Baker Circle One (Ph.1&2), Hung Hom	C/R	604	Jun 22	n.a	n.a	n.a.	143	184	277	100%	2H 23 (Ph.1) 1H 24 (Ph.2)
The Quinn-Square Mile, Mong Kok	C/R	614	Apr 22	n.a	n.a	n.a.	251	210	153	100%	1H 24
Miami Quay I, Kai Tak	R	648	Sep 22	n.a	n.a	n.a.	46	4	598	29.3%	Completed prior to 30 Jun 2023
Caine Hill, Mid-levels	C/R	187	Dec 21	n.a	n.a	79	35	23	50	100%	
The Holborn, Quarry Bay	R	420	Sep 21	n.a	n.a	77	33	27	283	100%	
One Innovalle (Ph. 1-3), Fanling	R	1,576	Aug 22	n.a	n.a	n.a.	1,061	405	110	100%	
The Harmonie, Cheung Sha Wan	C/R	318	Jan 22	n.a	n.a	n.a.	256	0	62	100%	
The Upper South, Ap Lei Chau	C/R	138	May 21	n.a	n.a	86	4	1	47	100%	
The Royale (Ph. 1-3), Tuen Mun	R	1,782	Nov 20	n.a	1,001	733	7	6	35	16.705%	
The Henley (Ph. 1-3), Kai Tak	C/R	1,184	May 21	n.a	n.a	446	109	28	601	100%	
Aquila-Square Mile, Mong Kok	C/R	488	May 20	n.a	169	233	44	12	30	100%	
Cetus-Square Mile, Mong Kok	C/R	514	Jun 18	3	0	38	9	19	29	100%	
South Walk-Aura, Aberdeen	C/R	142	Mar 18	2	1	12	0	0	14	100%	
Eden Manor, Kwu Tung	R	590	Mar 17	24	33	94	35	9	103	100%	
Others <sup>†</sup>	C/R			1294	476	212	39	7	62		
<b>Total</b>				1,323	1,680	2,010	2,072	958	2,997		

With Residential Attributable Saleable Area of **945,563 sq.ft.** (↓18%)

End of 2022: <1,155,219 sq.ft.>

\*R = Residential, C = Commercial

<sup>†</sup> "Others" mainly refer to Parker33, Seven Victory Avenue, Wellesley, NOVUM WEST, The Reach and Reach Summit, NOVUM EAST, Double Cove, The Hampstead Reach, The Vantage, The Richmond, Arbour, Two-Artlane, The Addition



# Property Development (cont'd)



- Sales pipeline of new projects in Hong Kong for 2H 2023 are shown as follows

Project Name and Location	Usage*	No. of Project Units	HLD's interest	Attri. GFA/ Saleable Area (sq. ft.)*		Completion Timing
				C	R	
① Henley Park, Kai Tak (Presale Launched in Jul'23)	R	740	100%	-	345,580#	Completed
② Baker Circle One (Ph.3), Hung Hom (Presale Launched in Aug'23)	C/R	278	100%	17,728	77,126#	2H 24
③ New Kowloon Inland Lot No. 6554, Kai Tak	C/R/G	2,060	30%	12,698	322,369	1H 24
④ Ph.1, 1-27 Berwick Street, 202-220 Nam Cheong Street and 1-14 Yiu Tung Street, Sham Shui Po	C/R	738	100%	46,493	242,982	1H 25
⑤ New Kowloon Inland Lot No. 6576, Kai Tak	R	1,590	30%	-	216,616	2H 23
⑥ 456-466 Sai Yeung Choi Street North, Sham Shui Po	R	492	100%	-	171,553	1H 25
⑦ 1 Ka Shin Street, Mong Kok	C/R	234	100%	9,853	78,462	2H 24
<b>Total</b>		<b>6,132</b>		<b>86,772</b>	<b>1,454,688</b>	

\* R = Residential; C = Commercial; G = Government Accommodation

# Representing the residential saleable area

1.45mn sq.ft. per Sales pipeline

0.95mn sq.ft. Unsold stock

- Together with unsold stock from residential and commercial-cum-residential projects, a total of around **2.40mn sq.ft. residential GFA in attributable terms** and, separately, around 180,000 sq. ft. of industrial/office properties would be available for sale in 2H 2023





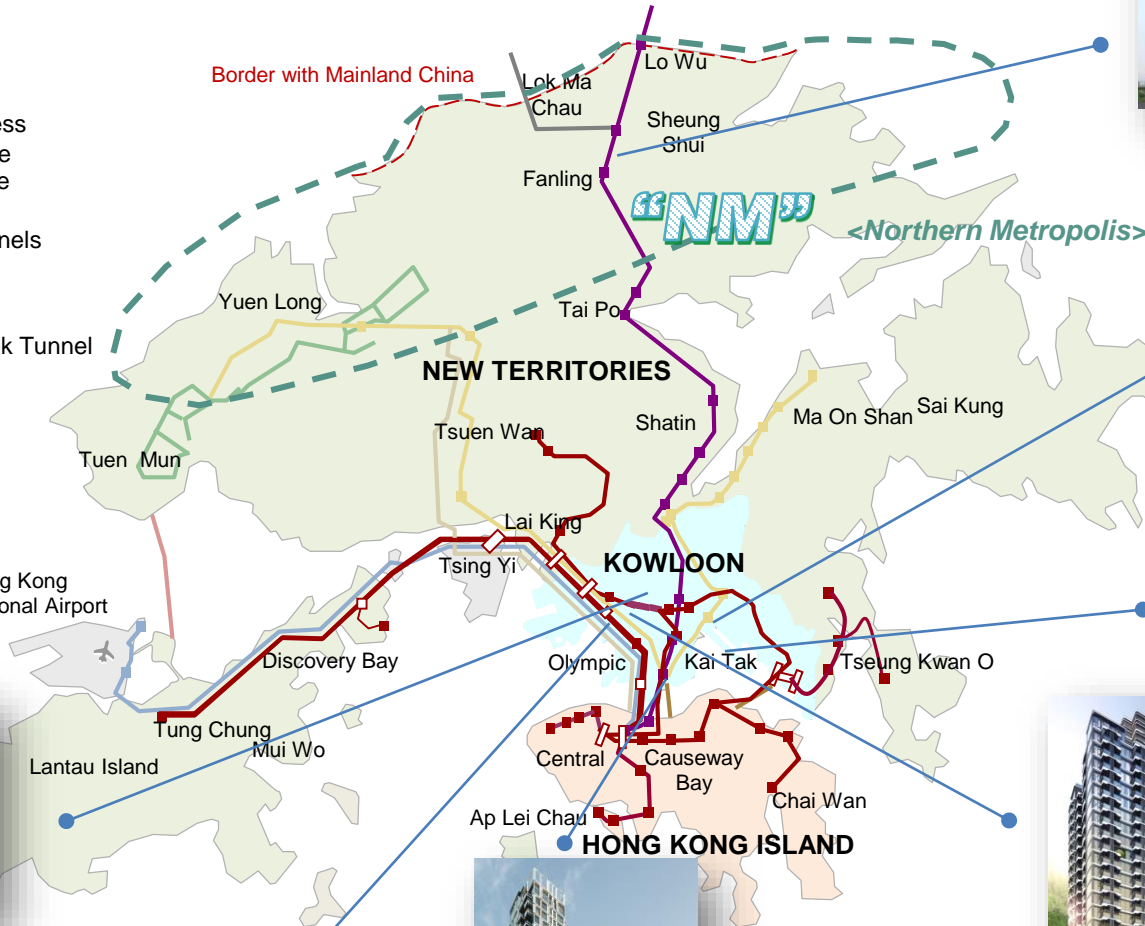
# Property Development (cont'd)



## Property Developments with Significant Sales and for Sale/Pre-Sale commencing in 2H 2023

### Existing lines

- MTR
- Airport Express
- East Rail Line
- Tuen Ma Line
- Light Rail
- Harbour Tunnels
- Route 3
- Tuen Mun-Chek Lap Kok Tunnel



**One Innovale (Phases 1-3)**  
Fanling North  
Residential, N.T.



**Henley Park, Kai Tak**  
Residential, Kowloon

1

3

5

**New Kowloon Inland Lot No. 6554, 6576 Kai Tak**  
Residential, Kowloon

6

**456-466 Sai Yeung Choi Street North Sham Shui Po**  
Residential, Kowloon



2

**18 Bulkeley Street Hung Hom**  
Residential, Kowloon

7

**1 Ka Shin Street Mong Kok**  
Residential, Kowloon



4

**Ph.1, 1-27 Berwick Street, 202-220 Nam Cheong Street and 1-14 Yiu Tung Street Sham Shui Po**  
Residential, Kowloon



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# Property Development (cont'd)



- Property Developments & Investment Property Projects under development in Hong Kong shows **diversified land-sourcing**. Large number of projects under development will generate many developments for sale/ pre-sale together with certain investment properties to be completed in the coming years

Attributable Gross Floor Area (GFA)/ Saleable Area (mn sq. ft.) (Note *)	Investment Property	2H 2023	2024 – 25	2025 or onwards	Total
Launched developments remaining inventories – P.37	–	1.1	–	–	1.1
New projects for sale/ pre-sale – P.8	–	1.5	0.1 <sup>#</sup>	–	1.6
Consolidated assembly urban redevelopment projects with 100% ownership incl. To Kwan Wa URA 50% owned Project – P.12	–	–	2.8	–	2.8
Final-stage assembly urban redevelopment projects with 80% or above ownership – P.12	–	–	–	0.6	0.6
Kwu Tung North NDA Project – P.17 “NM”	–	–	–	0.3	0.3
The Henderson, Murray Road Commercial Project – P.21	0.5	–	–	–	0.5
Site 3 of New Central Harbourfront – P.22	1.6	–	–	–	1.6
<b>Sub-total</b>	<b>2.1</b>	<b>2.6</b>	<b>2.9</b>	<b>0.9</b>	<b>Approx. 8.5</b>
Assembly-stage urban redevelopment projects with over 20% but less than 80% ownership – P.12	–	–	Saleable resources Average @ 2.2 mn sq.ft. p.a.	0.7	0.7
Yau Tong Bay Project and Lugard Road Project – P.41 (attributable GFA: 0.9mn sq.ft.)	–	–	–	0.9	0.9
3 land plots in Fanling North NDA (Land Premium to be finalized) – P.16 “NM”	–	–	–	4.3	4.3
Others (Land Premium to be finalized)	–	–	–	0.4	0.4
<b>Land Resources from Projects Under Development - Total</b>	<b>2.1</b>	<b>2.6</b>	<b>2.9</b>	<b>7.2</b>	<b>Approx. 14.8</b>

Notes:

\* The GFA figures are calculated based on the Buildings Department's approved plans or the Government's latest town planning parameters and the Group's development plans. For certain projects, these details may be subject to change depending on the actual needs in future.

<sup>#</sup> Represents Phase 2 of the project at 23 Shing Fung Road, Kai Tak

( Approx. 12.7 if excl.  
The Henderson and Site 3 )



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# Property Development (cont'd)



## i Assembly Urban Sites + ii Public Tender / Market-acquired Urban Sites

**Cheung Sha Wan** URA Project  
0.03mn sq.ft. of attri. GFA including

- 0.03mn sq.ft. for pre-sale from 2024 onwards

**To Kwa Wan** URA Project  
0.36mn sq.ft. of attri. GFA

## ii Market-acquired Urban Sites (Remaining portions)

### i Assembly Urban Sites Three Assembly Clusters (Remaining portions)

#### Tai Kok Tsui Cluster

~0.29mn sq.ft. of attri. GFA including:

- 0.09mn sq.ft. for pre-sale in 2H 2023
- 0.20mn sq.ft. for pre-sale from 2024 onwards

#### Hung Hom Cluster

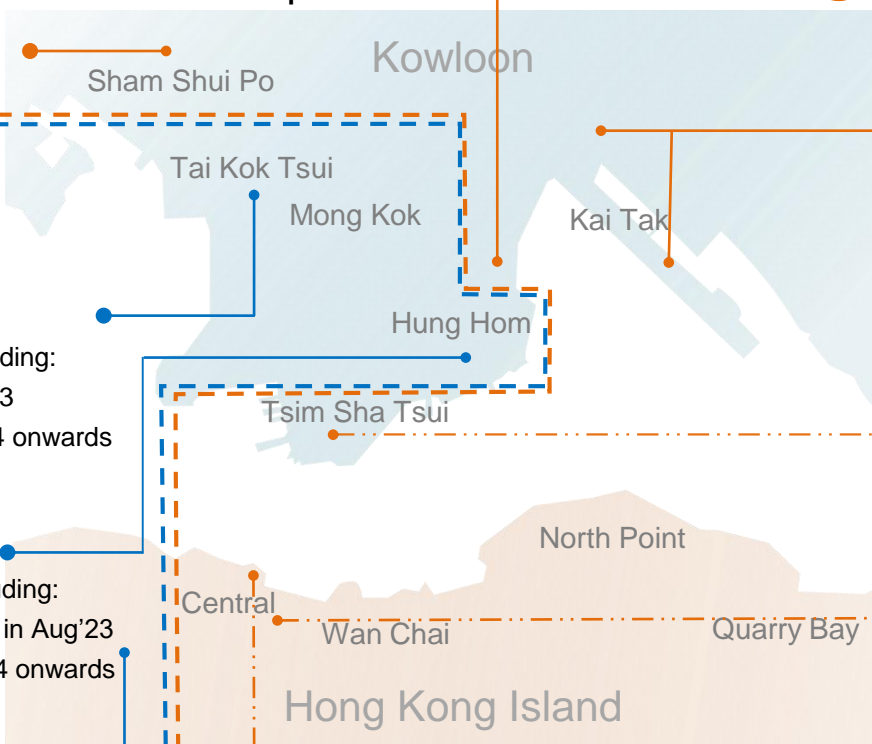
~0.80mn sq.ft. of attri. GFA including:

- 0.11mn sq.ft. for pre-sale launched in Aug'23
- 0.69mn sq.ft. for pre-sale from 2024 onwards

#### Mid-Levels, Central Cluster

~0.69mn sq.ft. of attri. GFA including:

- 0.38mn sq.ft. from various projects for sale/pre-sale from 2024 onwards
- 0.31mn sq.ft. attri. from luxury apartment jointly-owned project on Seymour Road, Central



#### Kai Tak sites

1.06 mn sq.ft. of attri. GFA including:

- 0.98mn sq.ft. for pre-sale from 2H 2023
- 0.08mn sq.ft. for pre-sale from 2024 onwards

<Rental Property>

**H Zentre**

0.34mn sq.ft. of attri. GFA



<Rental Property>

**Site 3 of New Central Harbourfront**

1.61mn sq.ft. of attri. GFA

(Ph.1 0.67mn sq.ft. scheduled for Q4'26  
Ph.2 0.94mn sq.ft. scheduled for Q4'32)



<Rental Property>

**The Henderson**

0.47mn sq.ft. of attri. GFA  
(To be completed in 2H'23)



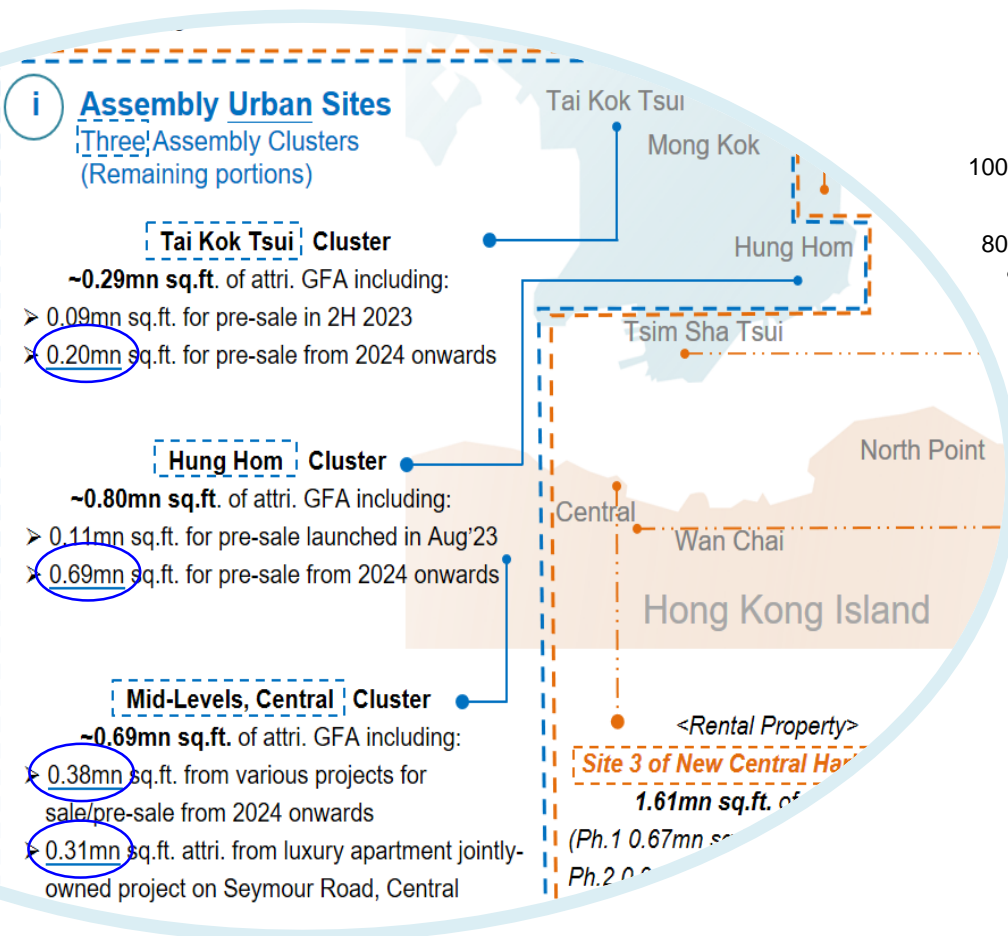
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# Property Development (cont'd)

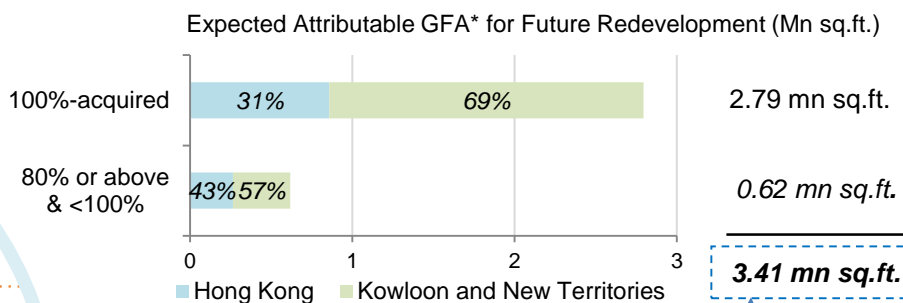


## i Assembly Urban Sites

■ As at 30 Jun 2023, the Group had 27 projects with at least 80% ownership acquired and expected total attri. GFA of 3.41mn sq.ft.\*



### Assembly Urban Sites as at 30 Jun 2023



(Inclusive of 1.58mn sq.ft. for pre-sale from 2024 onwards from the three clusters)

■ Additionally, the acquisition of another 29 projects with ownership over 20% but less than 80% is underway with a total estimated attributable GFA\* presently of about 0.66 mn sq.ft. (based on the respective ownership currently secured by the Group) or about 1.83 mn sq. ft. in GFA upon completion of redevelopment (if all the ownerships are successfully secured by the Group).

(Note: Such acquisitions bear uncertainty and the Group may not be able to consolidate all their ownerships.)

$$0.20mn \text{ sq.ft.} + 0.69mn \text{ sq.ft.} + 0.38mn \text{ sq.ft.} + 0.31mn \text{ sq.ft.} = 1.58mn \text{ sq.ft.}$$



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# Property Development (cont'd)



i

## Assembly Urban Sites Transform To Large Developments

Note: \* Aerial photos are not up-to-date and for illustration purpose only  
^ Projects located at Man On Street and Tai Kok Tsui Road are not shown in the aerial photo



**The Quinn Square Mile**

(76%<sup>Δ</sup> pre-sold)

**Aquila Square Mile**

Completed in 2021  
(94%<sup>Δ</sup> sold)

**Cetus Square Mile**

Completed in 2019  
(95%<sup>Δ</sup> sold)

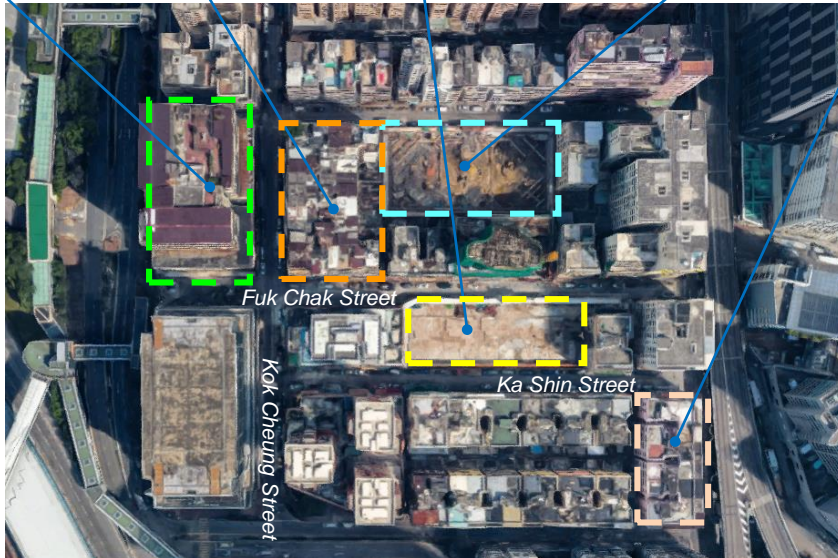
**Eltanin Square Mile**

Completed in 2017  
(All units sold)

**1 Ka Shin Street**  
(Pre-sale in 2H 2023)

**Baker Circle One (Phase 3)**  
(23%<sup>Δ</sup> pre-sold)

**Baker Circle One (Phases 1&2)**  
(56%<sup>Δ</sup> pre-sold)



**Tai Kok Tsui Cluster\*, <Square Mile>** 1.06mn sq.ft. of attri. GFA  
of which **0.29mn sq.ft.**<sup>#</sup> for sale/pre-sale from 2H 2023 onwards



**Hung Hom Cluster\*, <Baker Circle One>** 1.03mn sq.ft. of attri. GFA  
of which **0.69mn sq.ft.** for sale/pre-sale from 2024 onwards

Notes <sup>Δ</sup> : Sales data shown are as at mid-August 2023

#: By taking out the project at 1 Ka Shin Street, Mong Kok in the sales pipeline in 2H 2023, the development GFA in the Tai Kok Tsui Cluster become 0.20 mn sq.ft.



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## Recent Pre-sale/Sale Launches (As at mid-August 2023)

- Urban – Kowloon (from Site Assembly):



The Quinn-Square Mile, Mong Kok (100% owned)	
Total no. of units	614
Presale launched since Apr'22	467 units successfully pre-sold (Around 76% pre-sold)
Avg. Sale Price To-date (Net)	Approx. HK\$ 23,500 psf of SFA
Land Costs	~ HK\$6,100 psf of SFA
Construction Costs	~ HK\$6,000 psf of SFA
Expected Completion	1H 2024

- Urban – Kowloon (from Site Assembly):

Baker Circle One Ph.3 (Baker Circle-Greenwich), Hung Hom (100% owned)	
Total no. of units	278
Presale launched since Aug'23	64 units successfully pre-sold (Around 77% of 83 units launched)
Avg. Sale Price To-date (Net)	Approx. HK\$ 19,300 psf of SFA
Land Costs	~ HK\$9,100 psf of SFA
Construction Costs	~ HK\$6,000 psf of SFA
Expected Completion	2H 2024



# Property Development (cont'd)



## iii Group's New Territories Land Plot Holdings<sup>Δ</sup>, including in "Northern Metropolis"

- At 30 Jun 2023, land plot holdings in New Territories amounted to approx. 45.2 mn sq. ft. (end of 2022: approx. 45.0 mn sq. ft.) in land plot area

**Kwu Tung North NDA "NM"** provides:

From 1 "Converted" Site

- **0.31mn sq.ft.** in attri. GFA Under development

Land Sharing Pilot Scheme ("LSPS") Proposal

**Lam Tsuen**

**2.08mn sq.ft.** of total site area  
(78% owned by HLD and another property developer)

**Hung Shui Kiu / Ha Tsuen NDA "NM"**

From Land-Plot Large Holdings

**6.57mn sq.ft.** in attri. site area

"Yuen Long District" (incl. HSK NDA)	25.9mn sq.ft.	38.1mn (~84% of total)	"Tuen Mun District"	3.7mn sq.ft.
"North District" (incl. KTN/FLN NDAs)	12.2mn sq.ft.		"Tai Po District" and Others (incl. LSPS Lam Tsuen)	3.4mn sq.ft.

**Fanling North NDA "NM"** provides:

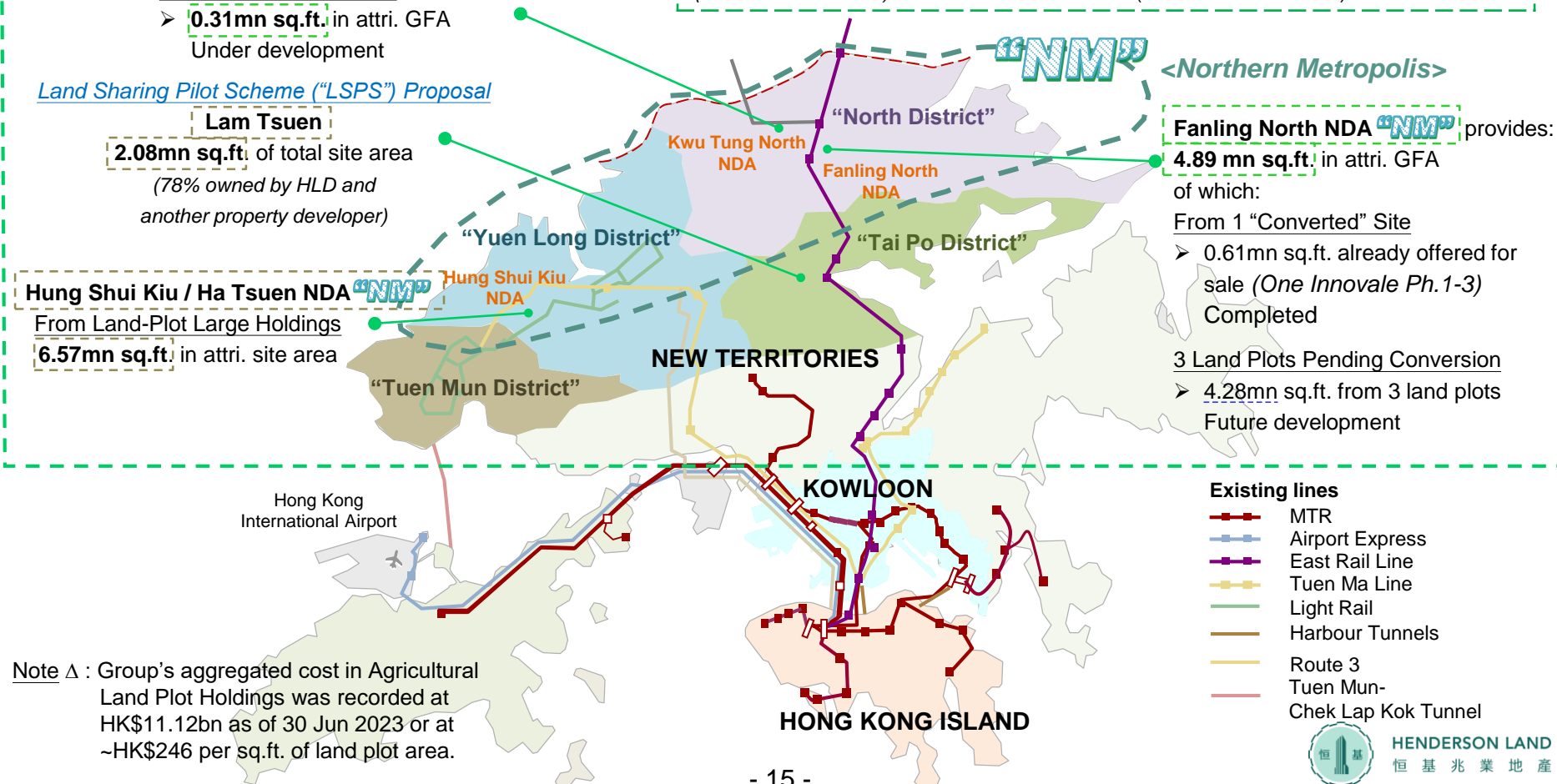
**4.89 mn sq.ft.** in attri. GFA of which:

From 1 "Converted" Site

- 0.61mn sq.ft. already offered for sale (*One Innovale Ph.1-3*) Completed

3 Land Plots Pending Conversion

- **4.28mn sq.ft.** from 3 land plots Future development



Note Δ : Group's aggregated cost in Agricultural Land Plot Holdings was recorded at HK\$11.12bn as of 30 Jun 2023 or at ~HK\$246 per sq.ft. of land plot area.

# Property Development (cont'd)



## iii Group's New Territories Land Plot Holdings, including in "Northern Metropolis" "NM"

Provides Source For Landbank Replenishment & Anticipated Cashflow Stream From Land Resumptions

### Example: Kwu Tung North (KTN) NDA & Fanling North (FLN) NDA ("NDAs")

- ✓ The Group holds approx. 1.38 mn sq.ft. of land plot area presently in the **KTN/FLN NDAs**, being part of the NM. NM also includes Hung Shui Kiu/Ha Tsuen NDA and other NDAs and totally covers 300 sq. km. that accounts for a quarter of the land area in HK. Current level of population of 1.0mn will eventually increase to 2.5mn containing 650k job positions (presently at 120k job positions) which includes 150k innovation & technology jobs. First population intake in KTN/FLN NDAs comes from the One Innovale project.

KTN NDA and FLN NDA – HLD's land plot holdings (mn sq.ft.)	Original Land Acquisition	Govt. Resumption	HLD Under Development	HLD Future Development
• Land area eligible for applications for "in-situ" land exchange	Approx. 0.84 (29%)	-	0.23 (Land Exchange)	Approx. 0.61
• Land area attri. to HLD available/anticipated for Government resumption with cash compensation	Approx. 2.03 (71%)	<<1.26*>> Resumed		Approx. 0.77 (Anticipated)
	<b>Total: Approx. 2.87 (100%)</b>			<b>Approx. 1.38 Present Holdings</b>

Note\*: A total land area of <<1.26mn>> sq.ft. in the two NDAs, representing over 40% of the land holdings acquired, were resumed by Government in 2019 for public use, with cash compensation of <<HK\$1,751mn>>, averaging @ HK\$1,389.6 per sq.ft. for the relevant NDA sites (Ex-gratia compensation amount adjusted by Government every six months and currently @ \$1,267 per sq.ft. of land plot area).

- ✓ KTN/FLN NDAs with development area of **above 5 million** sq. ft. in attributable GFA

	Site Area (sq. ft.)	Estimated Attri. GFA for Development (sq. ft.)
<div>"NM"</div> <div>"NM"</div> <div>"NM"</div> <div>KTN NDA Project</div> <div>FLN NDA</div> <div>One Innovale Ph.1-3</div> <div>(Developed with units mostly sold)</div>	<div>0.23</div> <div>(i) 56,511 in Kwu Tung North</div> <div>(ii) 174,236 in Fanling North</div> <div>4.89mn sq.ft.</div>	<div>305,496</div> <div>612,685</div> <div>Land Premium in 2017 @ ~HK\$3,600 per sq.ft. of GFA</div> <div>Land Premium in 2017 @ ~HK\$4,100 per sq.ft. of GFA</div> <div>(One Innovale was offered for sale since Aug'22)</div>
FLN NDA Other Phases (3 remaining FLN NDA land plots)	(iib) 729,000 sq.ft. pending land-use conversion, of which HLD owns 0.61 mn sq.ft.	4,275,406 Development of these 3 FLN NDA land plots has benefited from Government's relaxation of plot ratio for KTN/FLN NDAs
<b>Total:</b>	<b>~959,747</b>	<b>~5,193,587</b>





## HLD Residential Developments In Northern Metropolis

- “NM” Case Study (1) – “One Innovalle”, FLN NDA – Successful Sale vs. <COVID> + <Rising Interest Rates>



### One Innovalle (Phases 1-3), Fanling North (100% owned)

Attributable Development Area	612,685 sq.ft. in GFA; approx. 537,110 sq.ft. in SFA
Total no. of units	1,576
Presale launched since Aug'22	1,474 units successfully sold (about 94% of project units sold)
Avg. Sale Price To-date (Net)	Approx. HK\$ 14,870 psf of Saleable Area (“SFA”)
Land Costs	~ HK\$5,100 psf of SFA
Construction Costs	~ HK\$4,900 psf of SFA
Completion	Completed in FY2022, Est. Proceeds: ~HK\$8.0 bn

Note: data as at mid-August 2023

- “NM” Case Study (2) – KTN NDA – In support of neighbouring “I&T” development

### Kwu Tung North NDA Project (90.1% owned)

Attributable Development Area	305,496 sq.ft. in GFA; approx. 259,672 sq.ft. in SFA
Total no. of units	850-950
Estimated Selling Price (Net)	HK\$16,500 to 18,500 psf of SFA
Land Costs	~ HK\$4,700 psf of SFA
Estimated Construction Costs	~ HK\$5,500 psf of SFA
Estimated Sale Launch	2024/2025
Estimated Completion	2025/2026; Est. Proceeds: ~HK\$4.5 bn



< Government photomontage - Kwu Tung North NDA >

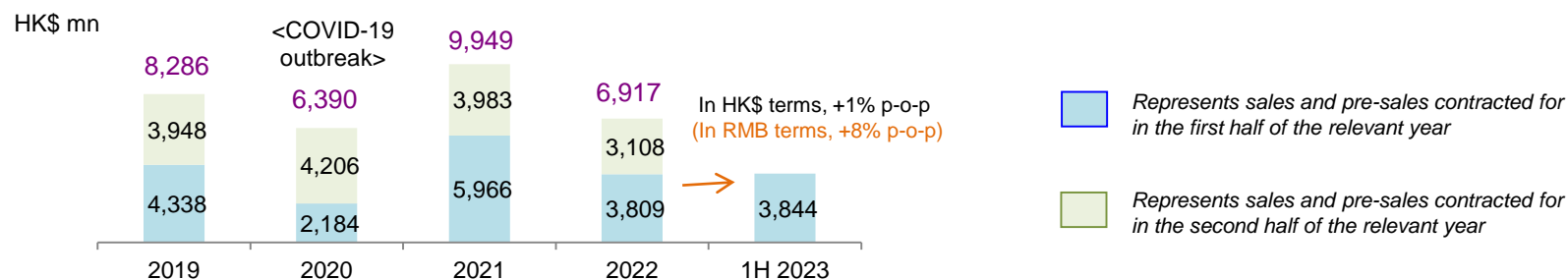


# Property Development (cont'd)



## Property Development in Mainland China

### ■ Properties Sales & Pre-sales contracted for in Mainland China



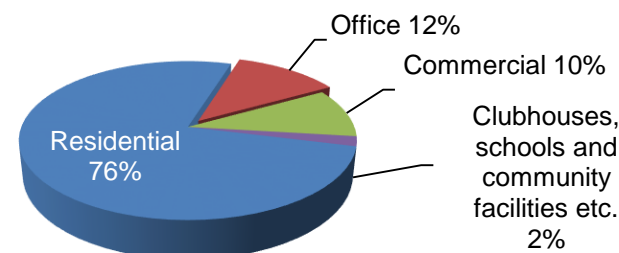
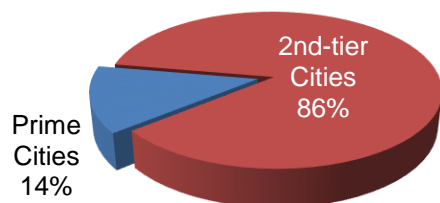
All figures represent the Group's attributable share of contracted sales from development projects in Mainland China developed by its subsidiaries, associates and joint ventures

### ■ In Mainland China, total Property Development attributable GFA of approx. 1.94 mn sq.ft. were completed in 1H 2023 ( 1H 2022: 7.77 mn sq.ft.) of which:

Final phase of 3 residential projects and the ongoing phases of 3 residential projects were completed in 1H 2023 with total attributable GFA of approx. 1.91 mn sq.ft. (1H 2022: 3.11 mn sq.ft.), including ancillary commercial components

### ■ Development Land Bank with total attributable GFA of about 20.66mn sq.ft. (end of 2022: 21.78mn sq.ft.)

< 5% ↓ vs 2022 Year-End >



Note: all the above figures exclude car parking spaces and basement areas



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# Property Investment

## Rental Income from Hong Kong & Mainland China Investment Properties

### Expected Additions to Investment Property Portfolio:

	As at 30 Jun 2023	2H 2023 (Estimated)	2026 (Estimated)	2032 (Estimated)
Hong Kong	9.7mn sq.ft.	• The Henderson < +0.47mn sq.ft. >	• Site 3 of New Central Harbourfront Phase 1 < +0.67mn sq.ft. >	• Site 3 of New Central Harbourfront Phase 2 < +0.94mn sq.ft. >
Mainland China	12.5mn sq.ft.	-	-	-

Leasing Business	Gross Rental Income*		Change		Net Rental Income*		Change	
	1H 2022	1H 2023	RMB	HKD	1H 2022	1H 2023	RMB	HKD
(HK\$ mn)								
Hong Kong	3,211	3,311		+3%	2,340	2,472		+6%
Mainland China	1,081	1,056	+5%#	-2%#	852	758	-4%^	-11%^
<b>Total</b>	<b>4,292</b>	<b>4,367</b>		<b>+2%</b>	<b>3,192</b>	<b>3,230</b>		<b>+1%</b>

# In Mainland China, the period-on-period increase in Gross Rental Income in RMB terms is mainly attributable to the increased leasing revenue contributions from the twin office towers of "Lumina Guangzhou" following the increased occupancy during 1H'23 as well as the additional leasing revenue contributions from "Lumina Shanghai" Ph.1 and Ph.2 which were completed in 2022, which outweigh the decrease in rental revenue contribution of "World Financial Centre" in Beijing due to slightly lower occupancy during the period. The period-on-period decrease in Gross Rental Income in HK\$ terms is mainly due to the 7% period-on-period depreciation of RMB against HKD (based on the average RMB/HKD exchange rate of 1H'23 vs. 1H'22)

^ In Mainland China, the period-on-period decrease in Net Rental Income in RMB terms is mainly due to the higher marketing expenses for the recently completed investment properties whilst in HK\$ terms is further attributable to the 7% period-on-period depreciation of RMB against HKD as referred in the note above

\* All the above figures represent the Group's attributable share of contributions (for Net Rental Income, before taxation) from investment properties held by subsidiaries, associates and joint ventures.



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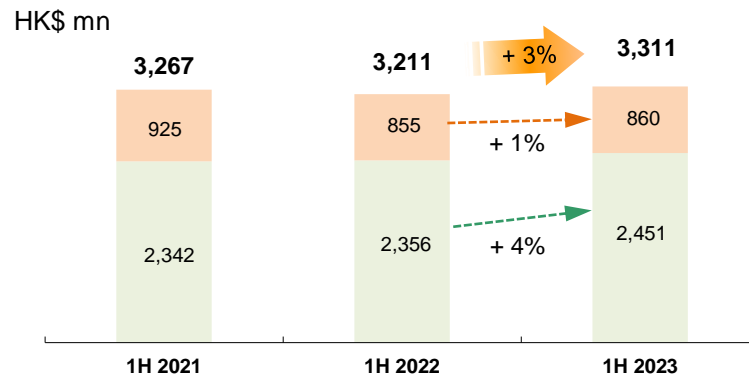
# Property Investment (cont'd)



## Rental Income from Investment Properties in Hong Kong

- Average leasing rate for the Group's major rental properties in Hong Kong as at 30 June 2023: 93% (end of 2022: 93%)
- At 30 June 2023, the Group had an attributable no. of about 8,400 car parking spaces providing additional rental income stream

### Gross Rental Income: Hong Kong



ifc (40.77% owned)

Represents the Group's attri. share of contribution from the ifc project<sup>^</sup> (excl. the hotel portion)

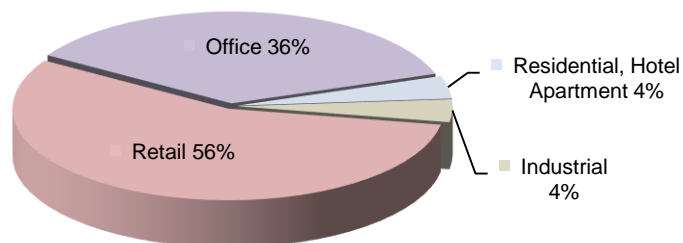


Represents the Group's attri. share of contributions from investment properties held by subsidiaries, associates and joint ventures, excluding the ifc project

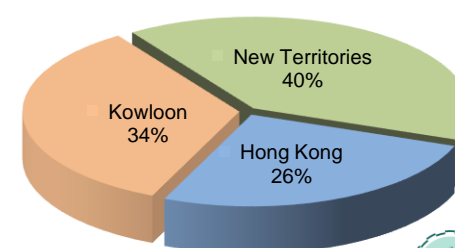
<sup>^</sup> HLD owns an attributable interest of 40.77% in ifc project (2021: 40.77%)

- Completed Investment Property Portfolio in HK amounted to **9.7 mn sq. ft.** of attributable GFA, inclusive of attributable share from ifc project as of 30 June 2023 (end of 2022: 9.7mn sq.ft.)

### Attributable GFA Distribution by Usage



### Attributable GFA Distribution by Geographical Area



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# Property Investment (cont'd)



## New Investment Properties and Pipeline in Hong Kong

Investment Properties	Attributable GFA (sq.ft.)	Completion Status
<b>"H Zentre"</b> , Tsim Sha Tsui 20-level Commercial & Medical Hub (100% owned) ~98% Leased	Total: approx. 340,000 sq.ft. <i>of which</i> Commercial & Medical: approx. 236,000 sq.ft.	<u>Completed</u>  \$50-55 psf GFA/mth (Non-retail)
<b>"Harbour East"</b> , North Point 22-storey Grade-A office building (100% owned) 65+% Leased	Total: approx. 144,000 sq.ft. <i>of which</i> Office: approx. 130,000 sq. ft. Retail: approx. 14,000 sq.ft.	<u>Completed</u>  \$35-45 psf GFA/mth (Office)
<b>"208 Johnston"</b> , Wanchai 25-storey Office Redevelopment Project (100% owned) ~70% Leased	Total: approx. 64,920 sq.ft. <i>of which</i> Office: approx. 38,000 sq. ft. Retail / F&B: approx. 26,700 sq.ft.	<u>Completed</u>  \$35-45 psf GFA/mth (Office)
<b>The Henderson</b> , Murray Road, Central 34-storey iconic Grade-A office tower (100% owned) Approaching 50% Pre-leased	Total: approx. 465,000 sq.ft.  <i>Including</i> Private Parking Spaces: 163 for cars and 8 for motorcycles Public Parking Spaces: 102 for cars and 69 motorcycles	4Q 2023  \$130-150 psf Lettable/mth upon rental stabilization

Note: data as at mid-August 2023







## New Investment Properties and Pipeline in Hong Kong

- Henderson Land has been awarded to develop a commercial project at **Site 3** of the New Central Harbourfront at a consideration of HK\$50.8Bn (or around HK\$31,750 psf GFA) on 3<sup>rd</sup> November 2021 with developable GFA of **around 1.61mn sq.ft.**
- By counting also the attributable GFA of 1.17mn sq.ft. in ifc project (40.77% owned) and 0.47mn sq.ft. in The Henderson, HLD has an investment property portfolio of **around 3.3mn sq.ft. in Core Central District**

### Site 3 New Central Harbourfront, Hong Kong (100% Owned)

Site Area	516,316 sq.ft. or approx. 4.8 hectares
Total GFA	1.61 mn sq.ft.
GFA breakdown	Office: 660,000 sq.ft. (41%) Retail: 600,000 sq.ft. (38%) Multi-purpose: 340,000 sq.ft. (21%)  With about 900 parking spaces
Plot Ratio	3.1x
Timeline	Phase 1 with ~42% of total GFA to be completed by Q4 2026  Phase 2 with ~58% of total GFA to be completed by Q4 2032



# Property Investment (cont'd)



## Rental Income from Investment Properties in Mainland China

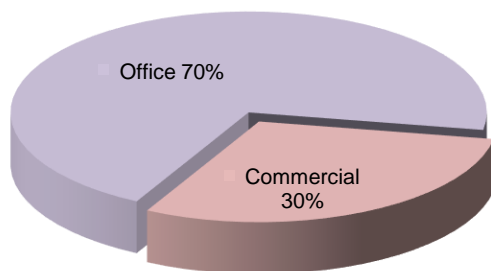
- Performance of key investment properties on the Mainland

Property	Occupancy as at 30 Jun 2023	Gross Rental Income For 1H 2023	p-o-p Change		Recent Rent Rate (psm)
			RMB	HKD#	
World Financial Centre, Beijing	~ 85% (Office)	HK\$ 375 mn	- 13.2%	- 19.1%	RMB350-400/mth (Office)
Henderson Metropolitan, Shanghai	~ 89% (Office) ~ 90% (Retail)	HK\$ 115 mn	- 6.0%	- 12.4%	RMB8-9/day (Office) RMB20-45/day (Retail)

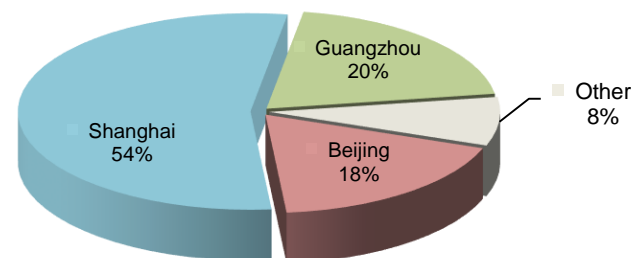
# The larger percentage decrease in Gross Rental Income in HK\$ terms is mainly due to the 7% period-on-period depreciation of RMB against HKD (based on the average RMB/HKD exchange rate of 1H 2023 vs. 1H 2022)

- Completed Investment Property Portfolio in Mainland China amounted to **12.5 mn sq. ft.** of attributable GFA as of 30 June 2023 (end of 2022: 12.5 mn sq.ft.)

Attributable GFA Distribution by Usage



Attributable GFA Distribution by Geographical Area





# Property Investment (cont'd)



## New Investment Properties in Mainland China

Investment Properties	Attributable GFA* (sq.ft.)	Completion Status
<b>“Lumina Shanghai” Phase 1</b> , Xuhui Riverside 61-storey iconic Grade-A office tower (100% owned) ~40%+ Committed	Total: approx. 2,000,000 sq.ft. <i>of which</i> Office: approx. 1,790,000 sq. ft. Retail: approx. 270,000 sq.ft.	<u>Completed</u>  RMB 6-8.5 psm GFA/day (Office)
<b>“Lumina Shanghai” Phase 2</b> , Xuhui Riverside Office and Retail (100% owned) ~70%+ Committed	Total : approx. 1,000,000 sq.ft. <i>of which</i> Office: approx. 867,000 sq. ft. Retail: approx. 148,000 sq.ft.	<u>Completed</u>  RMB 6-7.5 psm GFA/day (Office)
<b>“Lumina Guangzhou”</b> , Yuexiu District twins Grade-A office towers and a shopping podium (100% owned) ~80% Leased for Office ~55%+ Committed for Retail	Total : approx. 1,900,000 sq.ft. <i>of which</i> Office: approx. 970,000 sq. ft. Retail: approx. 928,000 sq.ft.	<u>Completed</u>  RMB 140-170 psm GFA/mth (Office)  RMB 150-310 psm GFA/mth (Retail)
<b>“The Roof”</b> , Huaihai Middle Road, Shanghai Office and Retail (50% owned) ~95%+ Leased	Total: approx. 181,197 sq.ft. <i>of which</i> Office: approx. 128,177 sq. ft. Retail: approx. 53,020 sq.ft.	<u>Completed</u>  RMB 8-9.5 psm GFA/day (Office)

Note: data as at mid-August 2023

\* Including lettable areas at basement

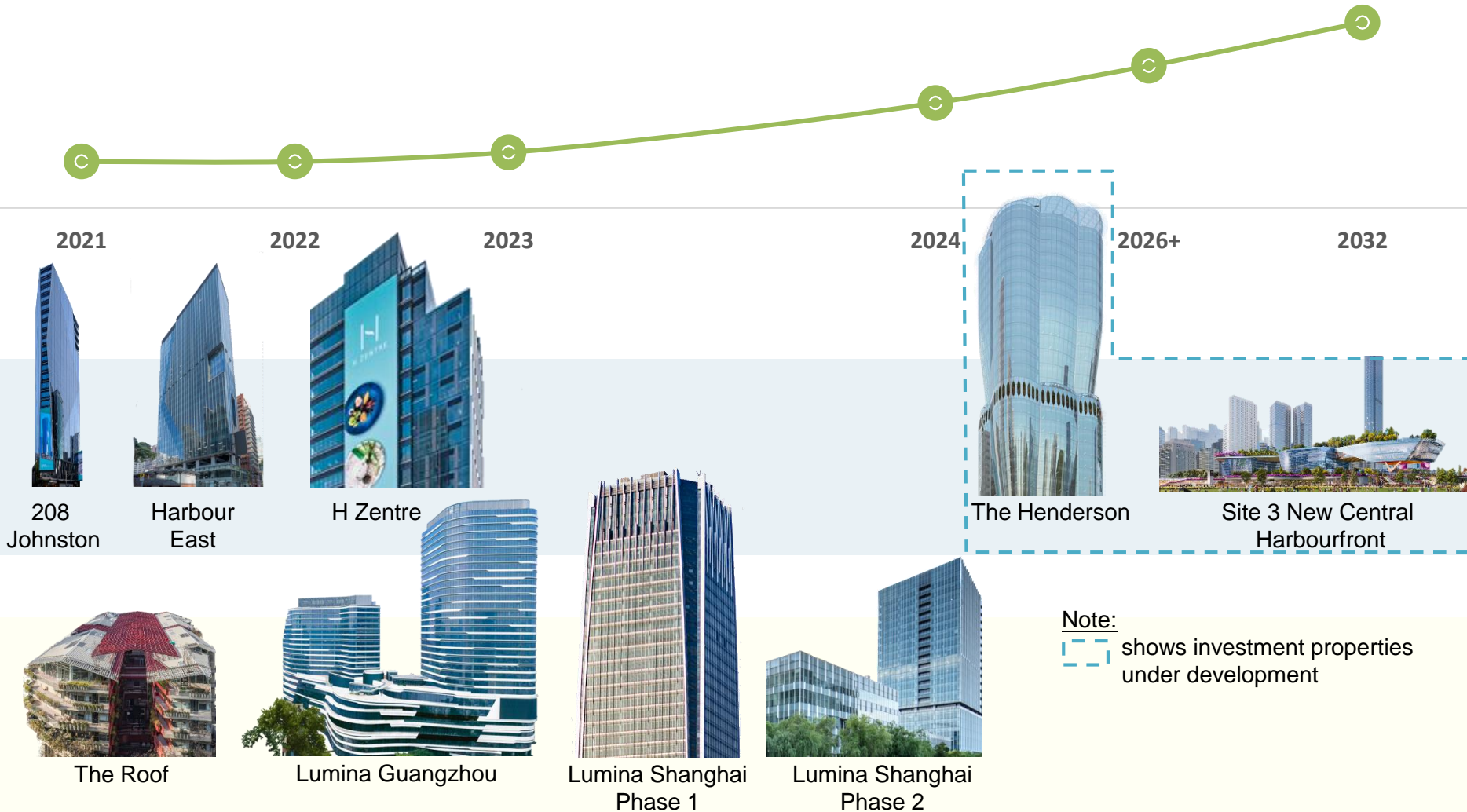


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# Property Investment (cont'd)



**Growing Portfolio Reaching Stabilization**  
**Will Enhance Group's Recurrent Income Base**



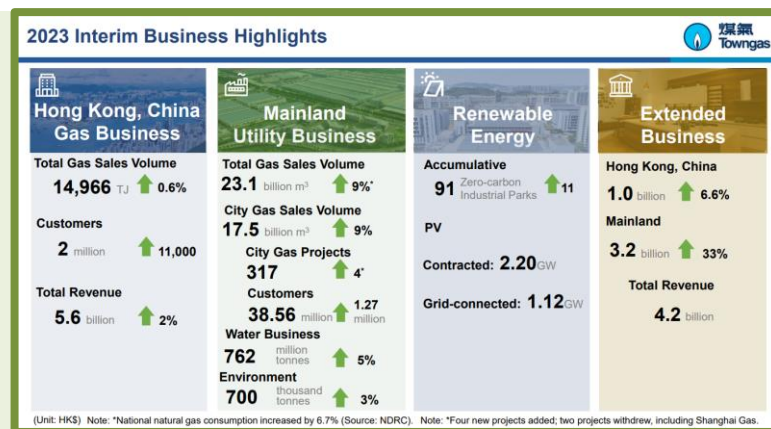
# Hong Kong & China Gas (“HKCG”) 41.53% owned

- HKCG’s unaudited profit after taxation attributable to shareholders for 1H 2023: HK\$ 3,614 mn, up 9% p-o-p
- Interim dividend declared for 1H 2023 attributable to HLD: HK\$930 mn, Flat p-o-p
- Total volume of gas sales in Hong Kong for 1H 2023 increased by 1% to approximately 14,966mn MJ
- Sole supplier of piped gas in Hong Kong with customers base maintained at 2.0 mn (End of 2022: 2.0 mn)
- Large-scale city-gas enterprise in Mainland China with around 38.56 mn customers (End of 2022: 37.29mn)
  - Largest controlling shareholder of Towngas Smart Energy Company Limited (“Towngas Smart Energy”; stock code: 1083), with a 66.36% interest as of 30 Jun 2023. Towngas Smart Energy’s profit after taxation attributable to its shareholders for 1H 2023, amounted to HK\$1,115mn, up 7.1% over 1H 2022
  - Inclusive of Towngas Smart Energy’s projects, HKCG had 317 city-gas projects on the mainland and the total volume of gas sales for these projects in 1H 2023 up by 8.7% to approximately 17,500 mn cubic metres
  - During the period, HKCG officially established a gas source business segment and set up a professional team to comprehensively enhance the Group’s overall gas source coordination and scheduling capabilities in the three-pronged approach of procurement, transmission and distribution, and gas storage, and also continued to optimise the Group’s gas source structure and improved the natural gas supply chain in order to ensure supply and reduce costs.

## HKCG At A Glance (as of 30 Jun 2023)

- ✓ Total Issued Shares: 18,660mn shares
- ✓ Market Capitalization: HK\$ 126,327mn
- ✓ Shareholders’ Equity: HK\$ 58,329mn
- ✓ 41.53% owned by Henderson Land – single largest shareholder

(Closing market price of HK\$ 6.77 per share as of 30 Jun 2023)

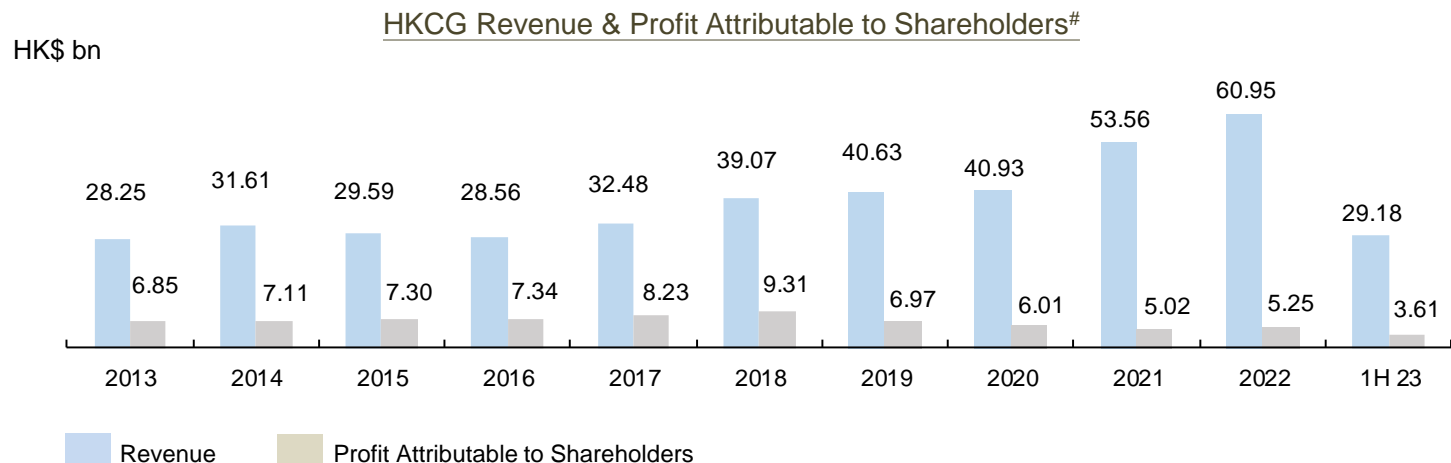
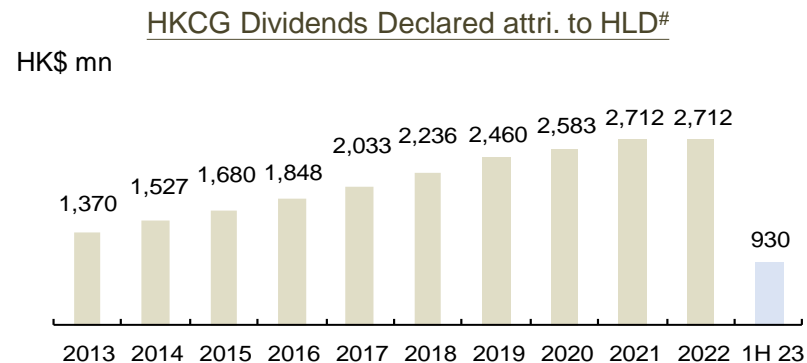
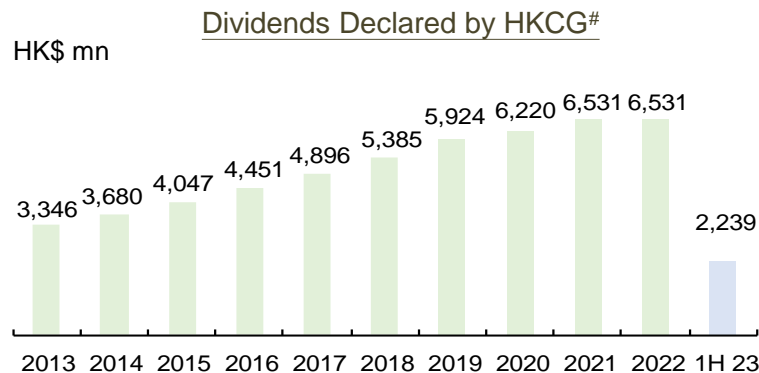


<Extract from HKCG 2023 Interim Results Presentation>



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# Hong Kong & China Gas (“HKCG”) (cont’d) 41.53% owned



#Data for the years ended 31 December for full financial year results

# Strong Financial Position

- **Over HK\$48.0 bn** of green credit and sustainability loan facilities have been secured from financial community with favourable terms since 2020.

- Financial Gearing Ratio<sup>^</sup> recorded at **24.0%** as at 30 Jun 2023 (*end of 2022: 24.1%*)

- Abundant banking facilities and funding in place well cover the Group's attributable share of capital commitments already contracted for that amounted to ~ HK\$10.8 bn at 30 Jun 2023

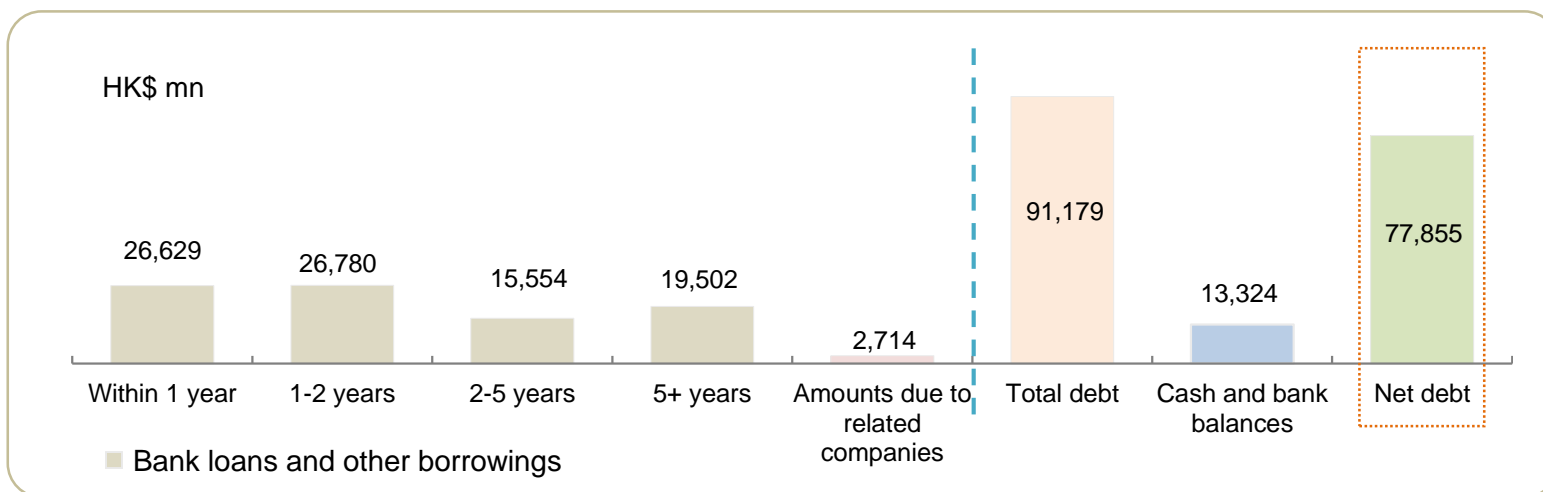
<sup>^</sup> refers to net debt (excl. the amount due to a fellow subsidiary which amounted to HK\$60,009mn as of 30 Jun 2023 and HK\$56,007mn as of 31 Dec 2022) to shareholders' equity ratio

- Interest Cover\* of **2.65 times** for 1H 2023 (*1H 2022: 5.08 times <restated>*)

- Effective Borrowing Rate<sup>#</sup> in HK at approx. **3.79%** p.a. for 1H 2023 (*1H 2022: approx. 1.53% p.a.*)

- Debt Maturity Profile as at 30 Jun 2023

- Weighted Average Debt Maturity Profile of approx. **2.97 Years** as at 30 Jun 2023 (*end of 2022: approx. 2.68 Years*)



\* Based on profit from operations (incl. the cumulative fair value change (net of tax) of investment properties disposed of during the period, but before changes in fair value of IPs and IPs under development for the period) plus share of underlying profits of associates and JVs, and divided by net interest expense (before interest capitalisation)

# Being the effective borrowing rate of bank loans and other borrowings in HK (including banks loans and guaranteed notes raised in foreign currencies but swapped into HK\$)



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# Prospects

- With the Group's strong balance sheet and astute management of the following three core businesses by its seasoned professional team, HLD is well-placed to pursue sustainable business growth, delivering long term value to its stakeholders

## Property Sales

- ✓ Following the launch of Henley Park in Jul'23 and Baker Circle One Ph.3 in Aug'23, 5 development projects are in the pipeline for sales launch in Hong Kong in 2H 2023.
- ✓ Together with the unsold stock, a total of about 5,660 residential units in attributable terms and 180,000 sq. ft. of quality industrial/office space in HK is expected to be available for sale.
- ✓ As at June end 2023, the attributable contracted sales of properties in HK and mainland China yet to be recognized amounted to HK\$26,427 mn, of which HK\$13,937mn is expected to be recognised in 2H 2023.

## Property Leasing

- ✓ The Henderson at Murray Road is scheduled for completion in 2H 2023. At the end of 2023, the Group's rental portfolio will comprise an attributable GFA of 10.2 mn sq.ft. in HK and 12.5 mn sq. ft. in mainland China
- ✓ In mainland China, the recently completed "Lumina Guangzhou" and "Lumina Shanghai" have successfully secured tenancies with many branded stores and sizeable corporations. With the continuous rise in their leasing rates, both are expected to bring in more rental contributions
- ✓ Following the continually expanding rental portfolio with a more optimal composition, the Group's recurrent rental income is poised to rise further and serve as a key growth driver.

## Listed Subsidiaries and Associates

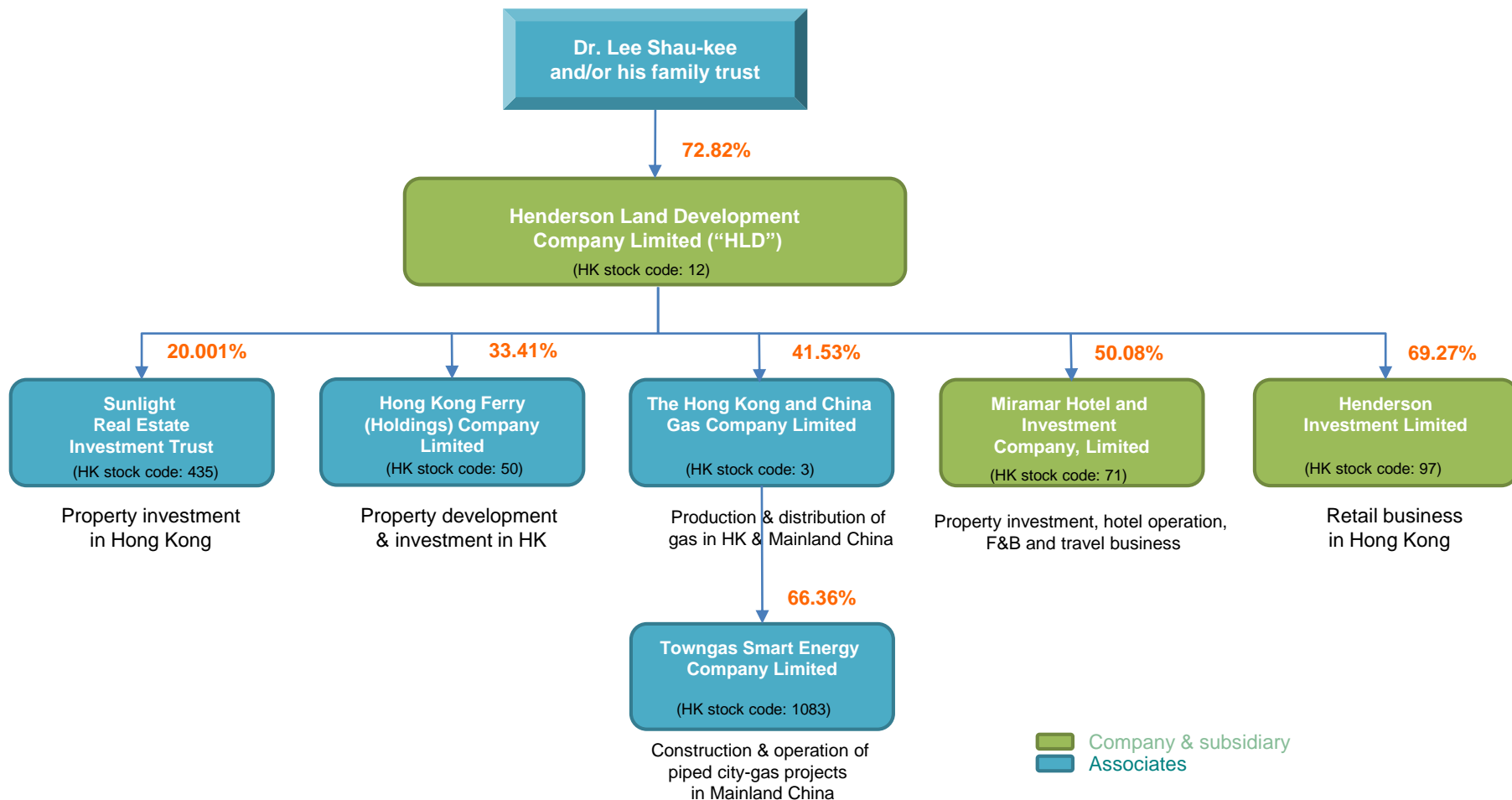
- ✓ The Group's listed subsidiaries and associates, namely HKCG, Miramar Hotel and Investment Company, Limited, Sunlight Real Estate Investment Trust, Hong Kong Ferry (Holdings) Company Limited and Henderson Investment Limited, serve as another steady recurrent income stream to the Group.
- ✓ HKCG had 702 projects on the mainland at the end of June 2023, spreading across 29 provincial regions. Its volume of gas sales and the number of customers are expected to increase significantly in 2023 and this ideal momentum will last for some time in the future. HKCG is poised to provide continuous contributions to the Group.

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# Annex 1.1: Group Structure

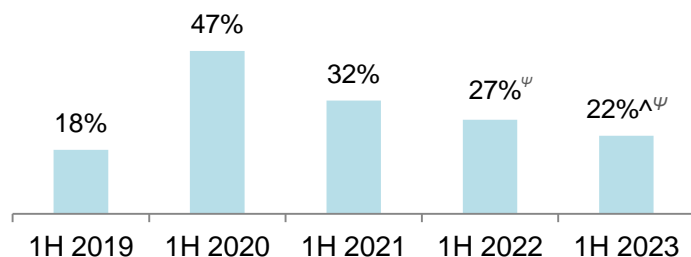
- Dr. Lee Shau-kee and/ or his family trust owned an equity interest of about 72.82% in Henderson Land as of 30 June 2023 (31 December 2022: 72.82%)



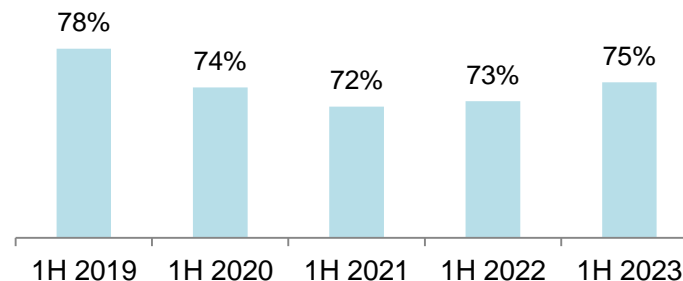
All attributable interests shown above were figures as of 30 June 2023

# Annex 1.2: Operating Margin

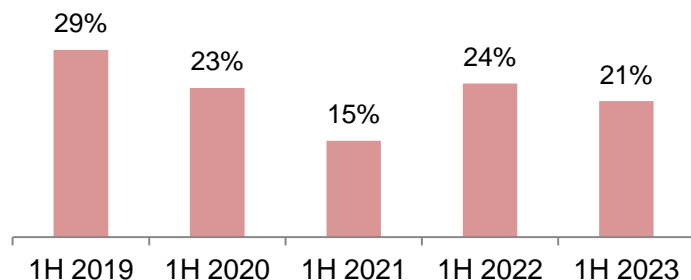
**Hong Kong**  
**Property Development Operating Margin\***



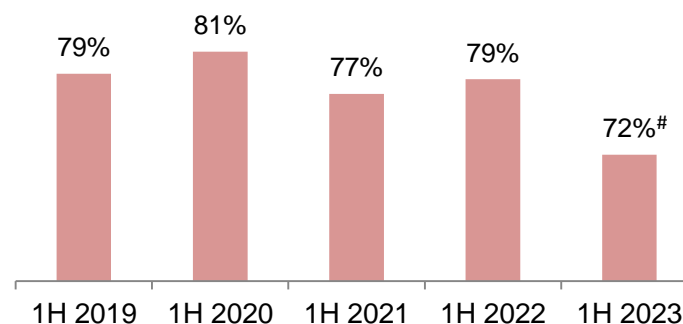
**Hong Kong**  
**Property Leasing Operating Margin\***



**Mainland China**  
**Property Development Operating Margin\***



**Mainland China**  
**Property Leasing Operating Margin\***



\*Operating Margin represents the Group's attributable share of contributions before unallocated head office and corporate expenses, finance costs and taxation from its subsidiaries, associates and joint ventures in Hong Kong and Mainland China and divided by corresponding Group's attributable share of combined revenue.

<sup>^</sup> The major contributors of the Group's attributable share of gross revenue and pre-tax profits from property sales in Hong Kong in 1H 2023 were "Caine Hill", "The Holborn", "One Innovale" Ph1-3 and "The Harmonie".

<sup>ψ</sup> For the purpose of facilitating management's assessment of the Group's real estate-related financial performance, for 1H'23, the revenue and segment results related to the sale of leasehold land, interest income from mortgage loans and interest income from property development joint ventures have been reclassified from the "Other businesses" segment to the "Property development" segment. The comparative figure for 1H'22 has been restated accordingly.

<sup>#</sup> In Mainland China, the decrease in property leasing operating margin in 1H'23 is mainly due to the higher marketing expenses for the recently completed investment properties.



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# Annex 1.3: “Sales of Property Interests<sup>Δ</sup>” Transaction Highlights



## Hong Kong

### Golden Centre, Sheung Wan (Completed in Dec 2016)

- Consideration (as adjusted): HK\$4,348 mn
- Realized Gain: HK\$3,832 mn attri. to underlying profit booked in FY2016

### Newton Inn, North Point (Completed in Jul 2017)

- Consideration (as adjusted): HK\$1,000 mn
- Realized Gain: HK\$697 mn attri. to underlying profit booked in FY2017

### Newton Place Hotel, Kwun Tong (Completed in Sep 2017)

- Consideration (as adjusted): HK\$2,244 mn
- Realized Gain: HK\$1,491 mn attri. to underlying profit booked in FY2017

### Tuen Mun Town Lot No. 500 (Completed in Jan 2018)

- Consideration (as adjusted): HK\$6,611 mn
- Realized Gain: HK\$2,780 mn attri. to underlying profit booked in FY2018

### 18 King Wah Road, North Point (Completed in Feb 2018)

- Consideration (as adjusted): HK\$9,943 mn
- Realized Gain: HK\$5,609 mn attri. to underlying profit booked in FY2018

### No. 8 Observatory Road\*, Tsim Sha Tsui (Completed in Mar 2019)

- Consideration (as adjusted): HK\$4,066 mn on 100% basis
- Realized Gain: HK\$1,305 mn attri. to underlying profit booked in FY2019

### Wo Shang Wai land lots, Yuen Long (Completed in Jul 2020)

- Consideration: HK\$4,700 mn (as adjusted)
- Realized Gain: HK\$3,629 mn attri. to underlying profit in FY2020



## Mainland China

### Beijing Henderson Centre (Completed in Feb 2017)

- Consideration: HK\$3,261 mn
- Realized Gain: HK\$1,014 mn (after tax) attri. to underlying profit booked in FY2017

### Land Site in Fangcun, Guangzhou (Completed in Mar 2017)

- Consideration: HK\$2,017 mn
- Realized Gain: HK\$1,045 mn (after tax) attri. to underlying profit booked in FY2017

### Nine Property Development Projects Located in Anshan, Dalian, Guangzhou, Tieling & Shenyang (Completed in Jul 2017)

- Consideration: HK\$8,544 mn, subject to adjustments
- Realized Gain: HK\$275 mn (after tax) attri. to underlying profit booked in FY2017

<sup>Δ</sup>Except for the transactions in relation to Wo Shang Wai Land Lots, Tuen Mun Town Lot No.500, Guangzhou Fangcun and the Nine Property Development Projects (which are sales of development projects), Gain from Sales of Property Interests was generated from the disposal of investment property interests in Hong Kong and Mainland China. Sales of Property Interests relating to investment properties includes gains on transfers of interests in joint ventures and subsidiaries which own investment properties, gains on disposal of investment properties and cumulative fair value gains (net of tax) relating to the investment properties disposed of during the year, covering both HK and Mainland China

\*HLD has 50% interest in the investment property at No. 8 Observatory Road

Transaction completed in FY2016

Transactions completed in FY2018

Transaction completed in FY2020

Transactions completed in FY2017

Transaction completed in FY2019



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# Annex 1.4: Strategic Partnership Agreement Signed

## Henderson Land Signs a Strategic Partnership Agreement with CR Land to Seize Opportunities in the Northern Metropolis and Promote Integration of the Greater Bay Area

Press Release (20<sup>th</sup> October 2022)

Henderson Land Development Company Limited ("Henderson Land" or "the Group") (Stock code: 12) is pleased to announce that it has signed a Strategic Partnership Agreement with China Resources Land Limited ("CR Land") (Stock code: 1109), which confirms the forging of a long-term strategic partnership between the two parties. A signing ceremony officiated by Dr. Peter Lee Ka-kit, Chairman of Henderson Land Group, and Mr. Li Xin, Chairman of the Board of CR Land, was held on 14 October.

According to the Agreement, Henderson Land and CR Land will invest in, construct, develop, operate, sell and/or lease real estate projects in mainland China and/or Hong Kong that are mutually recognised by both parties by means of a partnership, in hopes of establishing a strategic partnership.

Commenting on the arrangement, Dr. Peter Lee Ka-kit, Chairman of Henderson Land Group, said: "The signing of this Strategic Partnership Agreement is going to allow both parties to play to their unique strengths and create a win-win, mutually beneficial relationship. We are grateful for CR Land's continued commitment to Hong Kong, and as the local developer with the largest land bank in the New Territories, we will fully support — and seize every opportunity arising from — **the Northern Metropolis, in an effort to facilitate the Country's overall development**, help realise the integration of the Guangdong-Hong Kong-Macao Greater Bay Area, and contribute to the long-term prosperity and stability of Hong Kong."



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# Annex 1.5: Land Sharing Pilot Scheme Proposal Highlights

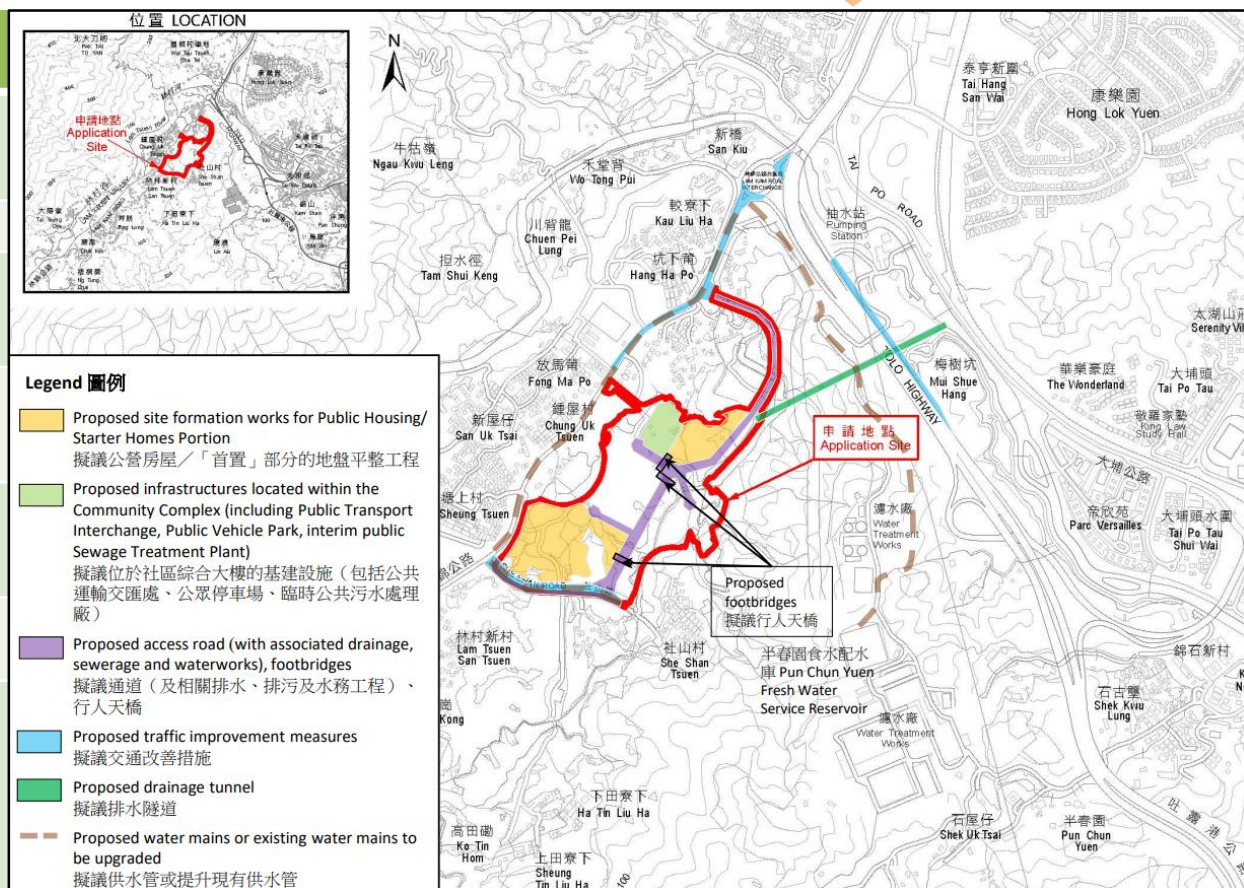
## Land Plots of the Group in New Territories proposed to become “Mixed Community” with Public & Private Housing

- Land Sharing Pilot Scheme (“LSPS”) proposal<sup>1</sup> was submitted to the Government on 5<sup>th</sup> August 2021
- In November 2022, the project was supported by the advisory group and agreed in principle by Executive Council

Tolo Highway

### LAM TSUEN Area, Tai Po District, N.T. Land Sharing Pilot Scheme (“LSPS”) Proposal

Site Area	2.08mn sq.ft. or 19.3 hectares (78% owned by HLD and another property developer)
GFA	6.95mn sq.ft.
No. of Residential Units	12,120, of which - Public: 8,484 (70%) - Private: 3,636 (30%)
No. of Residential Tower Blocks	28 (17-39 storeys) - Public housing: 18 - Private residential: 10
Plot Ratio	Public: 7.45x Domestic usage Private: 5.01x Domestic + 1.08x Non-domestic
Anticipated Population	Public: 23,756 Private: 10,181
Timeline	Planning and land exchange to commence in 2023 Public: Site formation completion in 2027 Private: Development completion on or before 2031



Source: Development Bureau website - Application(s) received under Land Sharing Pilot Scheme:

[https://www.devb.gov.hk/en/issues\\_in\\_focus/land\\_sharing\\_pilot\\_scheme/land\\_sharing\\_pilot\\_scheme\\_applications/application\\_received/index.html](https://www.devb.gov.hk/en/issues_in_focus/land_sharing_pilot_scheme/land_sharing_pilot_scheme_applications/application_received/index.html)



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# Annex 1.6

## Hong Kong Urban Land Bank from Public Tender / Market Acquisition Highlights

### Urban Residential Site Acquisitions in recent years

	Acquired	Interest (%)	Est. attri. GFA
Bailey Street/Wing Kwong Street Project, To Kwa Wan Kowloon <sup>(URA)</sup>	2021	50%	358,732 sq.ft.
Kai Tak NKIL No. 6554, 4A-2 <sup>(G)</sup>	2019	30%	361,518 sq. ft.
The Knightsbridge (Kai Tak NKIL No. 6552, 4C-2) <sup>(G)</sup>	2019	18%	115,410 sq. ft.
Kai Tak NKIL No. 6576, 4B-1 <sup>(G)</sup>	2019	30%	216,618 sq. ft.
Henley Park (Kai Tak NKIL No. 6562)	2018	100%	397,967 sq.ft.
MIAMI QUAY (Kai Tak NKIL No. 6574, 4B-3) <sup>(G)</sup>	2018	29.3%	168,362 sq. ft.
The Symphonie, 280 Tung Chau Street, Cheung Sha Wan, Kowloon <sup>(URA)</sup>	2018	33.41%	32,690 sq. ft.*
The Harmonie, 233 Castle Peak Road, Cheung Sha Wan, Kowloon <sup>(URA)</sup>	2018	100%	125,420 sq. ft.*
The Henley (Kai Tak NKIL No. 6565)	2018	100%	654,602 sq. ft.

**2.43mn sq.ft. attri. GFA of Residential Development Sites acquired since 2018**

- 1.39mn sq.ft. already offered for presale/sale

*Presale launched/ to be launched in 2023*

### Urban Commercial Site Acquisitions in recent years

	Acquired	Interest (%)	Est. attri. GFA
<b>Site 3</b> of New Central Harbourfront <sup>(G)</sup>	2021	100%	1,614,585 sq. ft.
@HK\$50,800mn (Approx. HK\$31,553 psf)			
<b>The Henderson</b> , Central <sup>(G)</sup>	2017	100%	465,000 sq. ft.^
@HK\$23,280mn (Approx. HK\$50,065 psf)			
<b>H Zentre</b> , Tsim Sha Tsui <sup>(G)</sup>	2014	100%	339,711 sq. ft.
@HK\$4,688mn (Approx. HK\$13,800 psf)			

**2.42mn sq.ft. attri. GFA of Commercial Sites acquired since 2014**

 in Kowloon  On Hong Kong Island

NKIL: New Kowloon Inland Lot

\* The Group is only entitled to the certain residential portion of this project

(G) Acquired via Government Public Tender (URA) Acquired via URA Public Tender

^ Including a public car park which provides 102 car parking spaces and 69 motorcycle parking spaces





# Annex 2.1.1:

## Inventories from major launched projects for sale



		Usage*	HLD interest	No. of unsold units as at 30 Jun 2023	Saleable area attri. to HLD (sq. ft.)
1	The Henley (Phases 1-3), 7 Muk Tai Street, Kai Tak	C/R	100%	601	314,923
2	Eden Manor, 88 Castle Peak Road, Kwu Tung	R	100%	103	114,538
3	The Knightsbridge, 22 Shing Fung Road, Kai Tak	C/R	18%	543	89,684
4	Miami Quay I, 23 Shing Fung Road, Kai Tak	R	29.3%	598	75,630
5	The Holborn, 1 Shau Kei Wan Road, Quarry Bay	R	100%	283	72,619
6	One Innovalle (Phases 1-3), 8 Ma Sik Road, Fanling	R	100%	110	52,538
7	Baker Circle (Phase 1), 38 Gillies Avenue South, Hung Hom	C/R	100%	183	47,499
8	The Quinn-Square Mile, 5 Sham Mong Road, Mong Kok	C/R	100%	153	43,588
9	Baker Circle (Phase 2), 33 Whampoa Street, Hung Hom	C/R	100%	94	26,174
10	Wellesley, 23 Robinson Road, Mid-Levels West	R	50% <sup>#</sup>	28	23,602
11	The Harmonie, 233 Castle Peak Road, Cheung Sha Wan	C/R	100%	62	21,522
12	Caine Hill, 73 Caine Road, Mid-Levels	C/R	100%	50	11,576
13	The Upper South, 71 Main Street, Ap Lei Chau	C/R	100%	47	9,509
14	Aquila-Square Mile, 38 Fuk Chak Street, Mong Kok	C/R	100%	30	9,460
15	Cetus-Square Mile, 18 Ka Shin Street, Mong Kok	C/R	100%	29	8,188
16	The Royale – Phases 1-3, 8 Castle Peak Road - Castle Peak Bay, Tuen Mun	R	16.705%	35	4,284
17	Arbour, 2 Tak Shing Street, Tsim Sha Tsui	C/R	100%	7	4,235
18	The Hampstead Reach, 8 Ping Kin Lane, Yuen Long	R	100%	2	3,602
19	South Walk-Aura, 12 Tin Wan Street, Aberdeen	C/R	100%	14	3,443
20	The Addition, 350 Un Chau Street, Cheung Sha Wan	C/R	100%	7	2,536
21	The Richmond, 62C Robinson Road, Mid-Levels West	C/R	100%	5	2,328
22	Two-Artlane, 1 Chung Ching Street, Sai Ying Pun	C/R	100%	8	1,676
23	The Vantage, 63 Ma Tau Wai Road, Hung Hom	C/R	100%	3	1,275
24	PARKER33, 33 Shing On Street, Shau Kei Wan	C/R	100%	2	1,134
25	Global Gateway Tower, 61A-61E and 63 Wing Hong Street, Cheung Sha Wan	I	100%	n.a.	75,693
26	E-Trade Plaza, 24 Lee Chung Street, Chai Wan	O	100%	n.a.	58,935
27	Mega Cube, 8 Wang Kwong Road, Kowloon Bay	O	100%	n.a.	48,622
<b>Total (Project no. 1-27)</b>				<b>2,997</b>	<b>1,128,813</b>

\*C = Commercial; R = Residential; O = Office; I = Industrial.

<sup>#</sup> The Group's interest represents 25.07% of the development. After the allocation of the residential units, the Group holds jointly with one developer a 50/50 interest in the residential units so allocated.

For projects no. 25-27, the area represents the project's office, industrial or shop area.



# Annex 2.1.2:

## Newly-acquired Urban Redevelopment Projects with 80% to 100% ownership



Hong Kong	With 100% ownership secured		With 80% or above but < 100% ownership secured		Total attri. GFA (sq. ft.)
	Site area (sq. ft.)	Expected attri. GFA upon redevelopment (sq. ft.)	Site area (sq. ft.)	Expected attri. GFA upon redevelopment (sq. ft.)	
(1) 8 Castle Road, Mid-Levels (formerly known as 4A-4P Seymour Road, Mid-Levels, 65% stake held by HLD)	52,453	306,850			306,850
(2) 88 Robinson Road, Mid-Levels	10,361	51,805			51,805
(3) 94-100 Robinson Road, Mid-Levels	12,160	60,783			60,783
(4) 105 Robinson Road, Mid-Levels	27,530	137,644			137,644
(5) 33-39 Elgin Street, Mid-Levels	4,944	42,497		692,199 sq.ft. @ Mid-Levels	42,497
(6) 41-47A Elgin Street, Mid-Levels	7,457	65,462			65,462
(7) 1-4 Ladder Street Terrace, Mid-Levels	2,859	13,907			13,907
(8) 63 Macdonnell Road, Mid-Levels	3,155	13,251			13,251
(9) 13-21 Wood Road and 22-30 Wing Cheung Street, Wanchai	8,600	76,798			76,798
(10) 9-13 Sun Chun Street, Tai Hang			2,019	18,171	18,171
(11) 17-25 Sun Chun Street, Tai Hang	4,400	47,739			47,739
(12) 83-95 Shek Pai Wan Road and 2 Tin Wan Street, Aberdeen	4,950	42,075	1,128	10,716	52,791
(13) 4-6 Tin Wan Street, Aberdeen			1,740	14,790	14,790
(14) 983-987A King's Road and 16-22 and 24-94 Pan Hoi Street, Quarry Bay (50% stake held by HLD)			42,018	220,345	220,345
<b>Sub-total(Hong Kong):</b>	<b>138,869</b>	<b>858,811</b>	<b>46,905</b>	<b>264,022</b>	<b>1,122,833</b>

\* their ownership will be consolidated by proceeding to court for compulsory sale under the "Land (Compulsory Sale for Redevelopment) Ordinance". In the event that no court order is granted, the Group may not be able to complete the consolidation of the ownership for development.



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# Annex 2.1.2:

## Newly-acquired Urban Redevelopment Projects with 80% to 100% ownership (cont'd)



Kowloon and New Territories	With 100% ownership secured		With 80% or above but < 100% ownership secured		Total attri. GFA (sq. ft.)
	Site area (sq. ft.)	Expected attri. GFA upon redevelopment (sq. ft.)	Site area (sq. ft.)	Expected attri. GFA upon redevelopment (sq. ft.)	
(15) 16 Kimberly Road, Tsim Sha Tsui (Block B, Champagne Court)			12,283	147,396	147,396
(16) Various projects spanning Man On Street and Tai Kok Tsui Road, Tai Kok Tsui	6,419	57,767	15,745	141,705	199,472 @ Tai Kok Tsui
(17) 24-30 Fuk Chak Street, Tai Kok Tsui (50% stake held by the Group)			5,600	23,800	23,800
(18) Phase 2, 1-27 Berwick Street, 202-220 Nam Cheong Street and 1-14 Yiu Tung Street, Shek Kip Mei	9,530	119,482			119,482
(19) Various projects spanning Gillies Avenue South, Baker Street and Whampoa Street, Hung Hom	75,337	693,977			693,977 @ Hung Hom
(20) 68A-70C To Kwa Wan Road, 58-70 Lok Shan Road, 14-20 Ha Heung Road, 1-7 Lai Wa Street and 1-9 and 2-8 Mei Wa Street, To Kwa Wan	42,467	382,205			382,205
(21) Bailey Street / Wing Kwong Street Development Project in To Kwa Wan (acquired via URA public tender, 50% stake held by HLD)	79,718	358,732			358,732
(22) 4 Liberty Avenue, Ho Man Tin			4,882	39,933	39,933
(23) 280 Tung Chau Street, Cheung Sha Wan (This project was awarded by the URA to Hong Kong Ferry)	16,038	33,643			33,643
(23) 11-19 Wing Lung Street, Cheung Sha Wan (Note 1)	6,510	58,300			58,300
(24) 4-24 Nam Kok Road, Kowloon City (76.468% stake held by HLD)	13,113	90,239			90,239
(25) 67-83 Fuk Lo Tsun Road, Kowloon City (Note 1)	10,954	92,425			92,425
(26) 3 Mei Sun Lane, Tai Po	7,976	49,006			49,006
<b>Sub-total(Kowloon and New Territories):</b>	<b>268,062</b>	<b>1,935,776</b>	<b>38,510</b>	<b>352,834</b>	<b>2,288,610</b>
<b>Total:</b>	<b>406,931</b>	<b>2,794,587</b>	<b>85,415</b>	<b>616,856</b>	<b>3,411,443</b> (End of 2022: 3,333,485)

Note 1: Developable area may be subject to payment of land premium.

\* their ownerships will be consolidated by proceeding to court for compulsory sale under the "Land (Compulsory Sale for Redevelopment) Ordinance". In the event that no court order is granted, the Group may not be able to complete the consolidation of the ownership for development.



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# Annex 2.1.3:

## Summary of All Development Land Resources in Hong Kong (as of 30 Jun 2023)



Summary of all the different categories of Development Land Resources in Hong Kong		Attri. GFA/ saleable area (Note 1) (mn sq. ft.)	Remarks
(A) Area available for sale:			
1	Unsold units from major launched projects	1.1	
2	Projects pending sale in 2H 2023	1.5	
Sub-total		2.6	
(B) Projects in Urban Areas:			
3	Existing urban redevelopment projects	0.9	Date of sales launch are not yet fixed and one of them is pending finalization of land premium with the Government
4	Newly-acquired urban redevelopment projects – ownership fully consolidated	2.8	Most of them are expected to be available for sale or lease in 2024 – 2025
5	Newly-acquired urban redevelopment projects – with 80% or above ownership secured	0.6	Most of them are expected to be available for sale or lease in 2025 – 2027
6	Newly-acquired urban redevelopment projects – with over 20% but less than 80% ownership secured (Note 2)	0.7	Redevelopments of these projects are subject to acquisition of full ownerships
7	The Henderson Murray Road, Central	0.5	To be held for rental purposes upon completion
8	Site 3 of New Central Harbourfront	1.6	To be held for rental purposes upon completion
9	Miami Quay (Phase 2), 23 Shing Fung Road, Kai Tak	0.1	
Sub-total		7.2	
Total of Sections (A) and (B)		9.8	

### Notes:

- GFA is calculated on the basis of the Buildings Department's approved plans or the Government's latest town planning parameters, as well as the Group's development plans. For certain projects, it may be subject to change depending on the actual needs in the future.
- The 29 projects have a total estimated attributable GFA of ~1.83 mn sq. ft. based on the Government's latest town planning and upon successful consolidation of ownership. The Group's total attributable GFA based on the respective ownership currently secured for each project: ~0.66 million sq. ft. Such acquisitions bear uncertainty and the Group may not be able to consolidate ownerships of all projects. Redevelopments can only be implemented upon acquisition of the full ownership of the relevant projects.





# Annex 2.1.3 & 2.1.4:

## Summary of All Development Land Resources in Hong Kong (as of 30 Jun 2023) (cont'd)



Summary of all the different categories of Development Land Resources in Hong Kong (Cont'd)	Attri. GFA/ saleable area (Note1) (mn sq. ft.)	Remarks
(C) Major development projects in New Territories:		
• Fanling North "NM"	4.3	Developable area is subject to finalization of land premium
• Fanling Sheung Shui Town Lot No. 263, Kwu Tung "NM"	0.3	The Group finalized in-situ land exchange with land premium settled for this land lot in 2017
• Others	0.4	Developable area is subject to finalization of land premium
<b>Sub-total</b>	<b>5.0</b>	
<b>Total for Sections (A), (B) and (C)</b>	<b>14.8</b>	

**Note:** 1. GFA is calculated on the basis of the Buildings Department's approved plans or the Government's latest city planning parameters, as well as the Group's development plans. For certain projects, it may be subject to change depending on the actual needs in the future.

## Urban Redevelopment Projects Pipeline

	Project	Site area (sq. ft.)	Expected GFA upon redevelopment (sq. ft.)	HLD's interest	Expected attributable GFA upon redevelopment (sq. ft.)
					For sale
1	Yau Tong Bay, Kowloon (Note 1)	808,398	3,981,712	22.8%	907,830
2	29A Lugard Road, The Peak, Hong Kong	23,653	11,709	100%	11,709
<b>Total</b>		<b>832,051</b>	<b>3,993,421</b>		<b>919,539</b>

**Note:**  
1. The Government's provisional basic terms were accepted in April 2022. The amount of land premium is under appeal and it is pending the review by the Government.

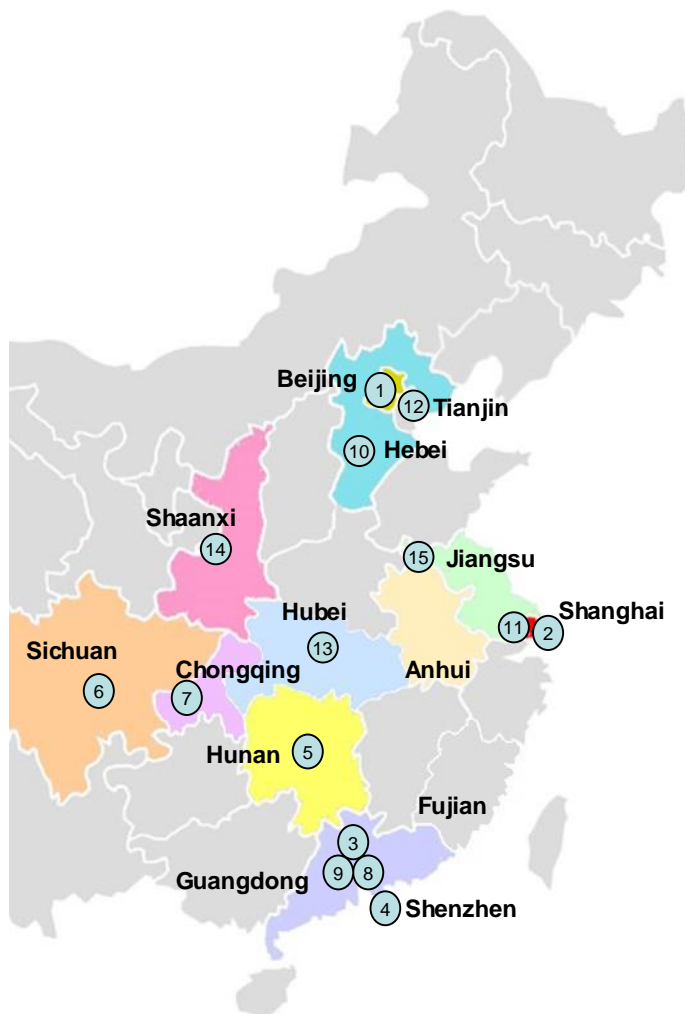


# Annex 3.1:

## Development Landbank in Mainland China



Land bank under/held for development as of 30 June 2023



A “Two-pronged” strategy

	No. of Projects	Attributable GFA* (mn sq. ft.)
1. Beijing	2	0.52
2. Shanghai	1	0.42
3. Guangzhou	2	1.65
4. Shenzhen	1	0.21
5. Changsha, Hunan	1	0.89
6. Chengdu, Sichuan	4	6.48
7. Chongqing	1	0.83
8. Dongguan, Guangdong	1	0.43
9. Foshan, Guangdong	1	0.71
10. Shijiazhuang, Hebei	1	3.60
11. Suzhou, Jiangsu	3	1.17
12. Tianjin	1	0.95
13. Wuhan, Hubei	1	0.70
14. Xian, Shaanxi	1	2.04
15. Xuzhou, Jiangsu	1	0.06
<b>TOTAL at 30 Jun 2023</b>	<b>22</b>	<b>20.66</b>
TOTAL at 31 Dec 2022	27	21.78

**Prime cities:**  
2.80 mn sq. ft.

**2nd-tier cities:**  
17.86 mn sq. ft.

\*Excluding basement areas and car parking spaces



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# Annex 3.2:

## Residential Project Sales in Mainland China



- Residential projects with debut launch or new phase launched for sale/ pre-sale and other projects with significant sales / pre-sales in **1H 2023**

City	Project name and location	Interest (%)
Beijing	Phase 1, Chaoyang Development (恒匯雅苑)	100%
Chengdu	Phase 2, CIFI Centre (旭輝中心)	50%
Foshan	Phase 2, Chancheng Development (東平家園)	50%
Shijiazhuang	Phase 5 (Zone 1-5), Shijiazhuang Development (恒基濱河江來)	100%
Suzhou	Wujiang Economic Development Zone Development (溪里雅苑)	50%
Tianjin	Phase 2, Dongli Development (都會江來)	50%
Xian	Phase 4R2 and 1-R1, La Botanica (御錦城)	50%

- Residential projects (including some with ancillary commercial components) with debut launch or new phase launched for sale/ pre-sale and other projects with significant sales / pre-sales in **2H 2023**

City	Project name and location	Interest (%)
Beijing	Phase 1, Chaoyang Development (恒匯雅苑)	100%
Guangzhou	Phase 1-2, Panyu Development (江薈花園)	50%
Shijiazhuang	Phase 3 (Zone 1-5), Shijiazhuang Development (恒基濱河江來)	100%
Suzhou	Phase F1F2-1B1C, Riverside Park (水漾花城)	100%
Xian	Phase 4R2 and 1-R1, La Botanica (御錦城)	50%



# Annex 3.3.1:

## Completion Schedule in Mainland China



- As of 30 June 2023, the Group had holding of about 0.9 mn sq. ft. in attributable GFA of completed inventories in Mainland China.
- Projects completed in 1H 2023:

City	Project name and location	Project type	GFA (sq. ft.) <sup>#</sup>	GFA attributable to HLD (sq. ft.) <sup>#</sup>
Beijing	Sunhe Development (恒合佳苑)	Residential & Commercial	516,000	258,000
Guangzhou	Zengcheng Development (潤悅花園)	Residential	300,000	30,000
Nanjing	Emerald Valley (玲瓏翠谷), Xianlin District	Recreational	19,000	19,000
Suzhou	Phase 2, Wujiang Economic Development Zone Development (溪里雅苑)	Residential	896,000	448,000
Suzhou	Xiangcheng Development (湖前雅院)	Residential	516,000	178,000
Xiamen	Phase 1, Huli Development (鉞悅五緣灣上庭)	Residential	686,000	343,000
Xian	Phase 3R5 & 1S1, La Botanica (御錦城)	Residential & School	1,332,000	666,000
		<b>Total</b>	<b>4,265,000</b>	
	<b>Total estimated GFA attributable to HLD</b>			<b>1,942,000</b>

# Annex 3.3.2:

## Completion Schedule in Mainland China (Cont'd)



### ■ Completion schedule for 2H 2023

City	Project name and location	Project type	Estimated GFA (sq. ft.) <sup>#</sup>	Estimated GFA attributable to HLD (sq. ft.) <sup>#</sup>
Beijing	Lakeside Mansion (祥雲賦), Shunyi District	Commercial	224,000	55,000
Beijing	Phase 1 & 2, Chaoyang Development (恒匯雅苑)	Residential	467,000	467,000
Changsha	Phase 1, 3 - 5, The Landscape (湖山賦), Kaifu District	Residential & Commercial & School	1,800,000	900,000
Chengdu	Lot B-T1 (B01), ICC (成都環貿廣場), Dongda Road Commercial and Financial Area	Office & Commercial	1,417,000	425,000
Chengdu	Phase 1 & 4, CIFI Centre (旭輝中心)	Residential & Commercial	1,802,000	901,000
Chongqing	Phase 1, Yubei Development (鉞宸中央)	Residential & Commercial	362,000	181,000
Dongguan	Phase 1, Shijie Development (江山閱花園)	Residential & Commercial	394,000	197,000
Foshan	Phase 1, Chancheng Development (東平家園)	Residential	456,000	228,000
Guangzhou	Zengcheng Development (潤悅花園)	Commercial	20,000	2,000
Guangzhou	Phase 1, Panyu Development (江薈花園)	Residential	1,640,000	820,000
Suzhou	Phase G3-T3T4, Suzhou Riverside Park (水漾花城)	Residential & Commercial	550,000	385,000
Suzhou	Phase 1 & 3, Wujiang Economic Development Zone Development (溪里雅苑)	Residential	866,000	433,000
Suzhou	Phase 1, Xiangcheng Development (春和萬象雅苑)	Residential	1,455,000	160,000
Tianjin	Phase 1, Dongli Development (都會江來)	Residential & Commercial	616,000	308,000
Wuhan	Phase 1, Dongxihu Development (鉞悅園著)	Residential	614,000	307,000
Xian	Phase 3R1, La Botanica (御錦城)	Residential	1,188,000	594,000
		<b>Total</b>	<b>13,871,000</b>	
	<b>Total estimated GFA attributable to HLD</b>			<b>6,363,000</b>

<sup>#</sup>Excluding basement areas and car parking spaces





# Annex 3.3.2:

## Completion Schedule in Mainland China (Cont'd)



### ■ Completion schedule for 2024

City	Project name and location	Project type	Estimated GFA (sq. ft.) <sup>#</sup>	Estimated GFA attributable to HLD (sq. ft.) <sup>#</sup>
Chengdu	Phase 2, Xindu Development (江與山府)	Residential	1,454,000	727,000
Chengdu	Phase 4, CIFI Centre (旭輝中心)	Commercial & Office	1,080,000	540,000
Chengdu	Xinjin Development (江山府)	Residential	1,026,000	513,000
Dongguan	Phase 2, Shijie Development (江山閣花園)	Residential & Commercial	470,000	235,000
Foshan	Phase 2, Chancheng Development (東平家園)	Residential & Commercial	422,000	211,000
Shenzhen	Nanshan Project (雲峯大廈)	Residential, Commercial & Office	424,000	212,000
Shijiazhuang	Phase 5 (Zone 1-5), Shijiazhuang Development (恒基濱河江來)	Residential & Commercial	641,000	641,000
Suzhou	Phase 2, Xiangcheng Development (春和萬象雅苑)	Residential & Commercial	1,736,000	191,000
Tianjin	Phase 2, Dongli Development (都會江來)	Residential & Commercial	570,000	285,000
Xian	Phase 4R2, La Botanica (御錦城)	Residential	1,794,000	897,000
		<b>Total</b>	<b>9,617,000</b>	
	<b>Total estimated GFA attributable to HLD</b>			<b>4,452,000</b>











<sup>#</sup>Excluding basement areas and car parking spaces



# Annex 3.4:

## Rental Portfolio in Mainland China

Major completed investment properties in Mainland China as of 30 June 2023

										
Project Name	World Financial Centre	Grand Gateway Office Tower II	Skycity	Centro	Greentech Tower	Henderson Metropolitan	Henderson 688	Lumina Shanghai (Phase 1&2)	Hengbao Plaza	Lumina Guangzhou
Location	Beijing	Shanghai							Guangzhou	
HLD's interest	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Usage	Office & Retail	Office	Office & Retail	Office & Retail	Office & Retail	Office & Retail	Office & Retail	Office & Retail	Retail	Office
Acquisition Year	1994	1997	1992	1992	1992	2007	1994	2015/2017	1995	Since 1993
Completion Year	2009	2005	1998	2010	2012	2010	2014	2022	2001	2022
GFA^ (sq. ft.)	2,212,591	687,981	436,849	434,125	408,804	834,598	710,636	3,090,057	609,550	1,900,671
• Office	1,999,947	687,981	143,401	368,658	355,882	427,980	660,829	2,666,216	--	927,946
• Commercial	212,644	--	293,448	65,467	52,922	406,618	49,807	423,841	609,550	927,725
• No. of Car park	1,163	--	272	186	163	272	404	1,931	326	901
Occupancy • 30 Jun 2023	~85% (Office) ~97% (Retail)	~92%	~70% (Office) ~ N.A. (Retail) Leasing in Progress	~73% (Office) ~88% (Retail)	~88% (Office) ~97% (Retail)	~89% (Office) ~90% (Retail)	~95% (Office) ~100% (Retail)	Leasing in Progress	~80% (excl. basement retail)	~80% (Office) ~50% (Retail)

^Including lettable areas at basement







# Annex 4:

## ESG Highlights

### Henderson's refreshed Sustainability Strategy

- Henderson Land is committed to embedding sustainability as an integral part of our business. The Group strongly believes that the consideration of ESG factors in our decision-making process helps to enhance the sustainability of our business and drives business growth.
- We integrate sustainability into corporate business strategy to combat climate change, create a sustainable and resilient environment for the well-being of the people, community and the planet, embracing innovation for a sustainable future.


**GREEN FOR PLANET**




**Building a Green Portfolio**  
 Reducing our impact on the environment

**Focus areas:**

**Climate Resilience**  
 Adopt smart and climate-resilient building designs to enhance the adaptability of properties to the adverse effects of climate change

**Environmental Impact**  
 Reduce the environmental impact and carbon footprint of our business model


**INNOVATION FOR FUTURE**



**Shaping a Smarter Future**  
 Creating a smart built environment enabled by innovation and technology

**Focus areas:**

**Technology Innovation**  
 Create new ways of living and working with technology

**Social Innovation**  
 Innovate to better serve our stakeholders and enhance living quality


**VALUE FOR PEOPLE**



**Creating a Caring Culture**  
 Being a caring employer who looks after our people and our partners

**Focus areas:**

**Health and Wellness**  
 Ensure the health and well-being of stakeholders through our building designs, operations and services

**Our People, Partners and Customers**  
 Actively engage with our people, partners and customers to address their needs


**ENDEAVOUR FOR COMMUNITY**



**Establishing a Liveable Community**  
 Providing a more liveable environment that enhances well-being and quality of life

**Focus areas:**

**Sustainable Community and Liveable Community**  
 Enhance the living standards and proactively address stakeholders' needs



# Annex 4:

## ESG Highlights (cont'd)

Our cumulative achievements of local, regional and international green building

- **63** BEAM Plus  
↑13 compared to 2021
- **19** BEAM
- **16** LEED Gold or above certifications  
↑1 compared to 2021
- **10** China Green Building Design Labels  
↑2 compared to 2021
- **1** China Green Building Label  
 (new project accreditation)

and the healthy building certifications:

- **13** WELL project accreditations  
↑7 compared to 2021
- **4** China Healthy Building Design Label  
↑1 compared to 2021

### New Project Achievement

#### The Henderson:

- BEAM Plus Provisional Platinum
- LEED Platinum Pre-certification (Core & Shell), *achieved in 2019*
- WELL Platinum Level Pre-certification, *achieved in 2019*
- China Green Building Design Label – 3-Star Highest Rating
- China Healthy Building Design Label – 3-Star Highest Rating
- WiredScore Platinum certification
- SmartScore Platinum certification
- MIPIM Asia Awards 2020: Best Futura Project – Silver Winner
- A&D Awards 2020
  - Architecture - Future Development – Commercial – Gold Award
- Asia Property Awards 2020
  - Best Office Architectural Design (Asia) – 5-star Winner
  - Best Office Architectural Design (Hong Kong) – Winner
  - Best Office Interior Design (Hong Kong) – Winner
- Build4Asia Awards 2020: Outstanding Future Project
- Outstanding Property Award London 2020
  - Architectural Design – Platinum Winner
  - Interior Design – Platinum Winner
  - Architectural Design Commercial, High-Rise – Winner
- The Hong Kong openBIM / openGIS Award 2022
  - Project Category Grand Award
- Real Estate Asia Awards 2021
  - Office Development of the Year
  - Sustainable Development of the Year
- Asia Pacific Property Awards 2021-2022
  - Best Commercial High-Rise Architecture Hong Kong -5-Star Winner
- The Hong Kong openBIM / openGIS Award 2022
  - Project Category Grand Award

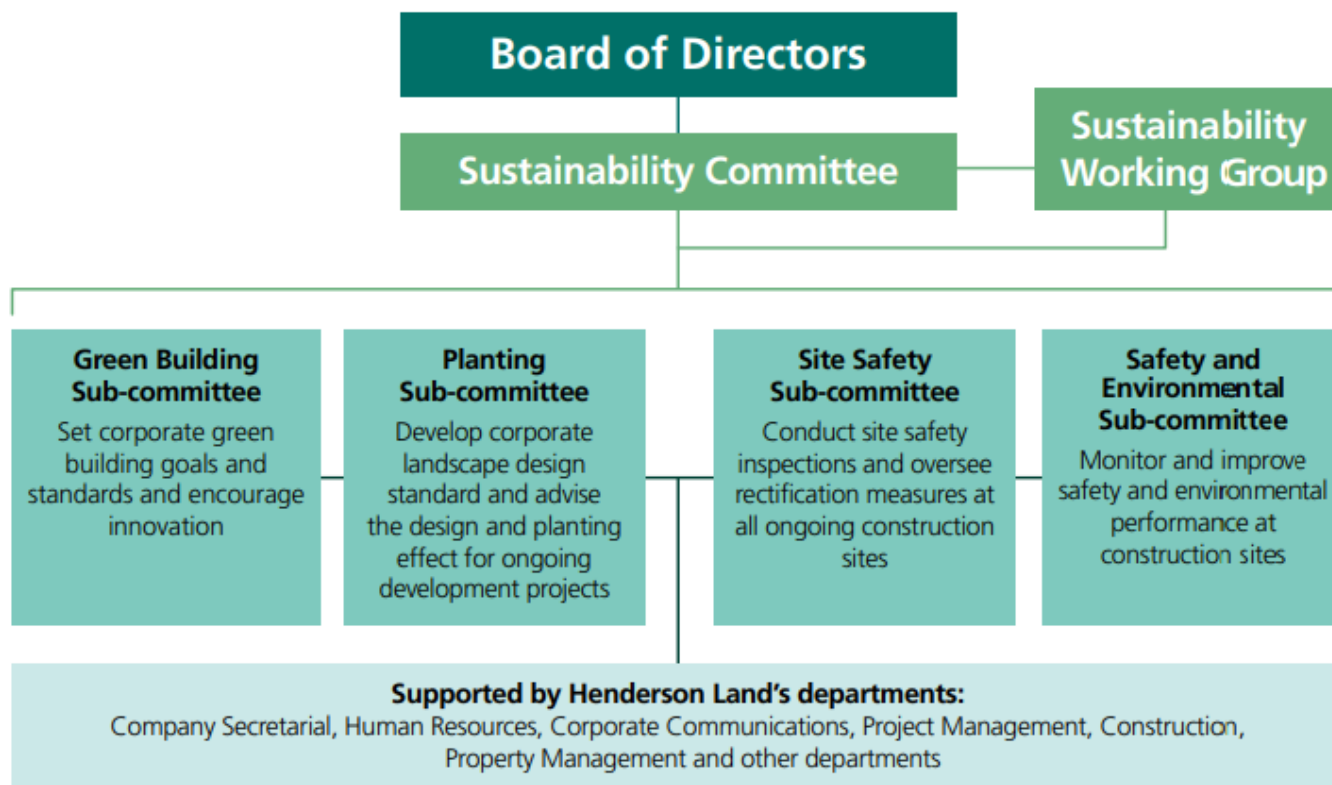


HENDERSON LAND  
恒基兆業地產

# Annex 4:

## ESG Highlights (cont'd)

- This year we enhanced our sustainability corporate governance.
- We established new and updated ESG policies and enhanced the Terms of Reference of the Sustainability Committee.
- Sustainability Working Group comprises dedicated team members who serve as sustainability champions and ambassadors to lead the planning, execution and evaluation of the sustainability initiatives.





# Annex 4:

## ESG Highlights (cont'd)

- To view these policies, please refer to our website: <https://www.hld.com/en/corporate-governance/group-policies>

### Environmental



- Biodiversity Policy **REVISED**
- Climate Change Policy
- Corporate Social Responsibility Policy
- Environmental Policy **REVISED**
- Sustainable Procurement Policy **REVISED**

### Social



- Anti-Corruption and Bribery Policy
- Anti-Discrimination Policy
- Business Ethics and Code of Business Conduct Policy **REVISED**
- Customer Services Code of Conduct Policy
- Director and Employee Remuneration Policy
- Health and Safety Policy **REVISED**
- Human Rights and Equal Employment Opportunity Policy **REVISED**
- Supplier Code of Conduct Policy **NEW**

### Governance



- Anti-Money Laundering and Counter-Terrorist Financing Policy
- Board Diversity Policy
- Dividend Policy
- Inside Information Policy
- Nomination Policy
- Risk Management Policy
- Shareholders Communication Policy

# Annex 4: ESG Highlights (cont'd)

## Timeline (Jan – Jun):

### S&P Global Sustainability Yearbook 2023

Within each industry, companies within the top 15% of their industry by number and that achieved a score within 30% of their industry's top performing company.

Henderson Land Signs a **RMB30 Billion Green and Sustainability Strategic Partnership Agreement** with Industrial Bank

Pilot Hong Kong's Industry-leading Menu Carbon Labelling Programme



Publication of Sustainability Report 2022

### Sustainability Yearbook (China) 2023

Only companies with ESG scores ranking in **the top 15% within the industry** and with a difference of less than 30% compared to the industry's highest score, are eligible for selection. The companies that perform the best within the industry will receive special recognition.



January

February

March

April

May

June

### WGBC Partner of its Asia Pacific Regional Network (APN)

Henderson Land now supports WorldGBC's Asia Pacific Regional Network of 16 Green Building Councils (GBCs). The Regional Networks are powerful, collaborative platforms where GBCs can effectively exchange knowledge, generate new ideas and design solutions that promote green building in their own markets and across the regions.



The Group supports the pilot scheme by engaging and facilitating the participation of F&B establishments, which form a key component of the Carbon Labelling Programme.



SUSTAINABILITY REPORT 2022



### Two-person Yoga Wheel created a World Record

"Youth We GO and the Yau Tsim Mong District Office jointly organized the "Yau Tsim Mong Community Health Tour" outdoor event a two person yoga wheel exercise held at the West Kowloon Cultural District Art Park

### "Developer of the Year" Award at Real Estate Asia Awards 2023 and Multiple Sustainability Accolades and Green Building Certifications

A total of **20 awards and accolades** for its achievements in Asia real estate and sustainable development



# Annex 4:

## ESG Highlights (cont'd)

### Sustainability Advocacy

#### • TVB Financial Forum



- One Innovale Site Visit
- ESG x Art Circle



#### • International Green Building Conference in Singapore



As a regional partner of the WGBC, we had the opportunity to meet Ms. Cristina Gamboa, CEO of the World Green Building Council, and Mr. Lim, Executive Director at AGC. We had a discussion on the WGBC framework and shared experiences.



#### • GBA Low Carbon Buildings TOP 100 Photobook launch & Awardees Sharing



#### • InvestHK's Smart Green Building Summit



#### • Support Hong Kong Green Building Week 2023

The clubhouses of One ArtLane and Two ArtLane were opened on 8 July for participants to explore and film video footage of the green building features for joining the "Let's Unite! Green Building KOL Video Competition".



- HKU Buiness School's ESG Forum
- ESG Elite Sharing at HKMU– Sustainable Career and Society
- Lingnan University - GBA Youth Forum

# Annex 4: ESG Highlights (cont'd)

## 2023 Achievement & Awards



**Sustainability Yearbook (China) 2023 -**  
The most advanced enterprise in the industry  
Yearbook Selected Enterprises



**Real Estate Asia Awards 2023 –**  
Developer of the Year



**Ming Pao ESG Award 2023-**  
Excellence in ESG Innovation Award  
Excellence in Decarbonisation Award  
Excellence in Caring Award  
Elite of Sustainability Performance Award



**HK01 -**  
Excellent ESG and Smart Living Enterprise 2023



**Southern Finance Omnimedia Corp. -**  
The GBA Outstanding Brand Awards 2023

# Annex 4:

## ESG Highlights (cont'd)

### Recognitions from sustainability indices and ratings



Previous rating:  
'AA' (2021)



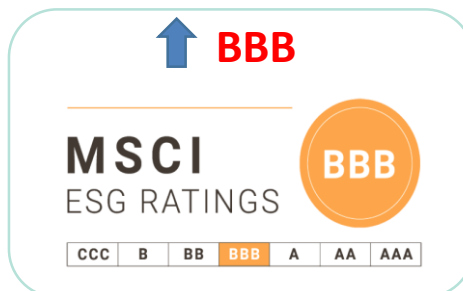
Previous rating:  
3-star (2021)



Previous rating:  
'Medium Risk' (2021)



Previous rating:  
'(Top 20) Achiever' (2020)



Previous rating:  
'BB' (2021)



Previous scoring:  
'46' (2021)





**HENDERSON LAND**

恒基兆業地產

**Hong Kong Head Office**

**Address:**

72-76/F, Two International Finance Centre

8 Finance Street, Central

Hong Kong

**Telephone:** (852) 2908 8888

**Fax:** (852) 2908 8838

**Website:** [www.hld.com](http://www.hld.com)

**Investor Contact:**

**Mr. Patrick Kwok**

Executive Director

Direct line: (852) 2908 8373

Email: [patrick.kwok@hld.com](mailto:patrick.kwok@hld.com)

**Mr. Kelvin Chi**

Assistant General Manager

(Investor Relations & Project Analysis)

Direct line: (852) 2908 8392

Email: [kelvin.chi@hld.com](mailto:kelvin.chi@hld.com)

