



金朝陽集團有限公司
SOUNDWILL HOLDINGS LIMITED

Stock Code: 878.HK



2017 Interim Results



Disclaimer

This presentation has been prepared by **Soundwill Holdings Limited** (the “Company”) solely for information purposes and does not constitute an offer, recommendation or invitation to subscribe for or purchase any securities and nothing contained herein shall form the basis of any contract or commitment whatsoever.

The information contained in this presentation has been taken from sources deemed reliable by the Company. However, no representation or warranty (express or implied) is given as to the accuracy or completeness of the information contained herein and none of the Company and/or its affiliated companies and/or their respective employees and/or agents accepts any responsibility or liability as to, or in relation to, the accuracy or completeness of the information and opinions contained in this presentation or as to any information contained in this presentation remaining unchanged after the issue thereof.

This document may contain statements that constitute “forward-looking statements”, including, but not limited to, statements relating to the implementation of strategic initiatives, and other statements relating to our future business development and economic performance. While these forward-looking statements represent our judgments and future expectations concerning the development of our business, a number of risks, uncertainties and other statutory requirements may render actual developments and results to differ materially from our expectations.

The Company and/or its affiliated companies and/or their respective employees and/or agents will not assume the liabilities arising from the usage and explanation of the information contained in this document or the actions or claims in respect thereof (including, without limitations for any claim, proceedings, action, losses, expenses, damages or costs).

This document (and the information contained herein) is not for publication or distribution to any person(s) except as permitted by us.

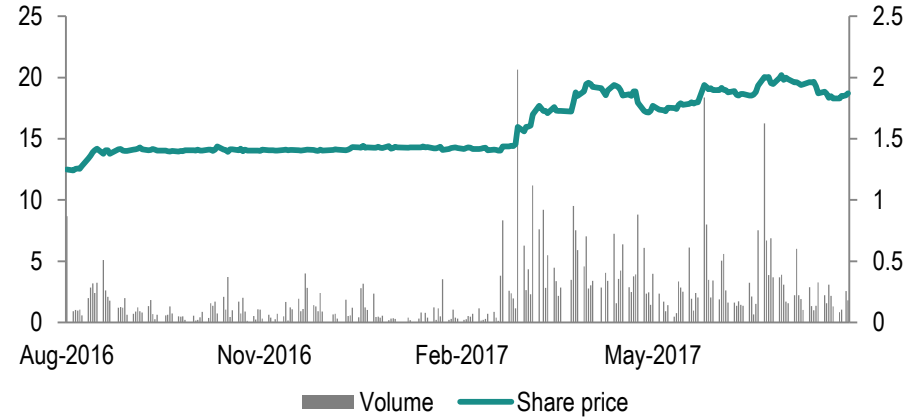


Company Overview

About Soundwill

Stock code	: 878.HK
Listing date	: March 1997
No. of issued share capital (as at 25 Aug 2017)	: 283,308,635 shares
Share price (as at 25 Aug 2017)	: HK\$18.72
Market cap (as at 25 Aug 2017)	: HK\$5.30 billion

Stock Price Performance



A niche property play in Hong Kong with proven track record in property redevelopment

- Completed more than 100 redevelopment projects since its inception 30 years ago
- Mainly focused on buildings with high potential redevelopment value in Hong Kong
- Actively participated in urban redevelopment

Property Investment



Kai Kwong Commercial Building

Commercial



Residential



Industrial





Milestone

Causeway Bay



1954



Soundwill Plaza



2004



Soundwill Plaza II -Midtown



2010



Park Haven

Causeway Bay



2010



THE SHARP



Kai Kwong Commercial Building

Wan Chai



Jones Hive



WarrenWoods

Tai Hang



2014



iCITY



Kwai Chung



iPLACE

Soundwill's Footprint

Industrial



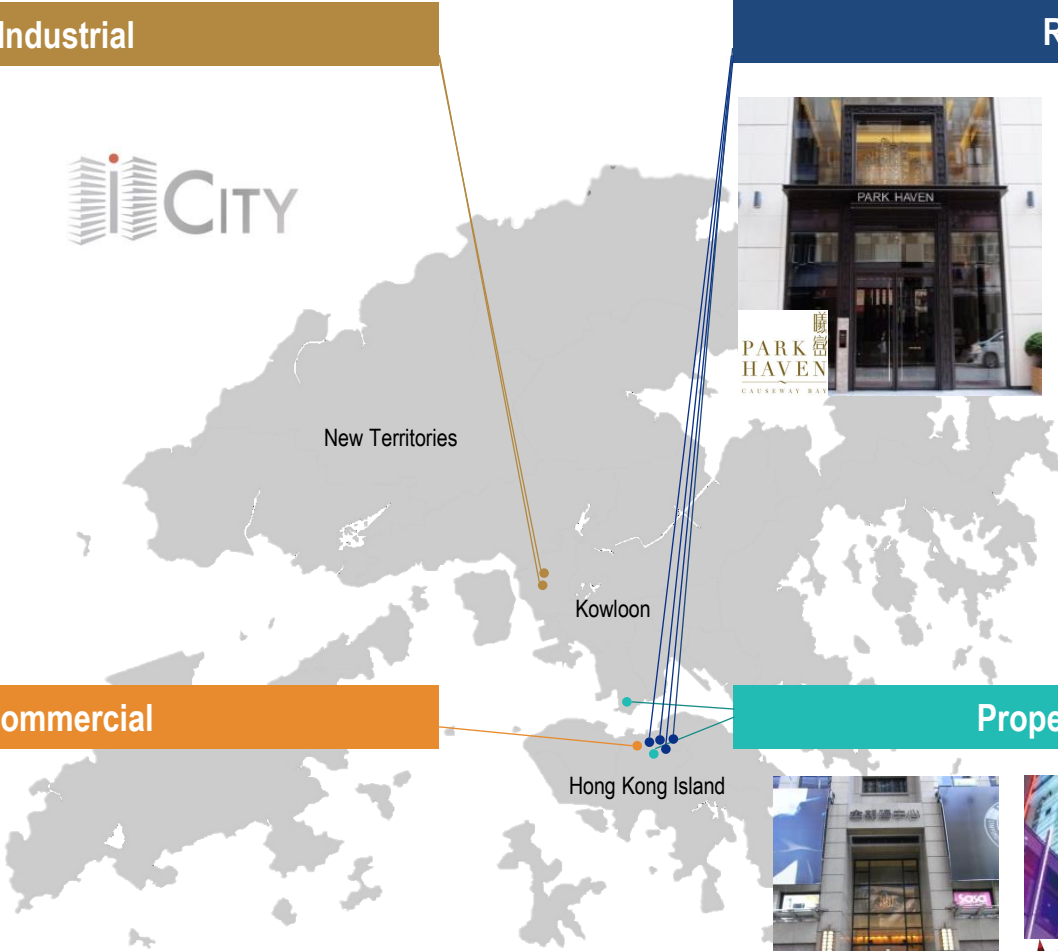
Residential



Commercial



Property Investment



Property Redevelopment Strategies

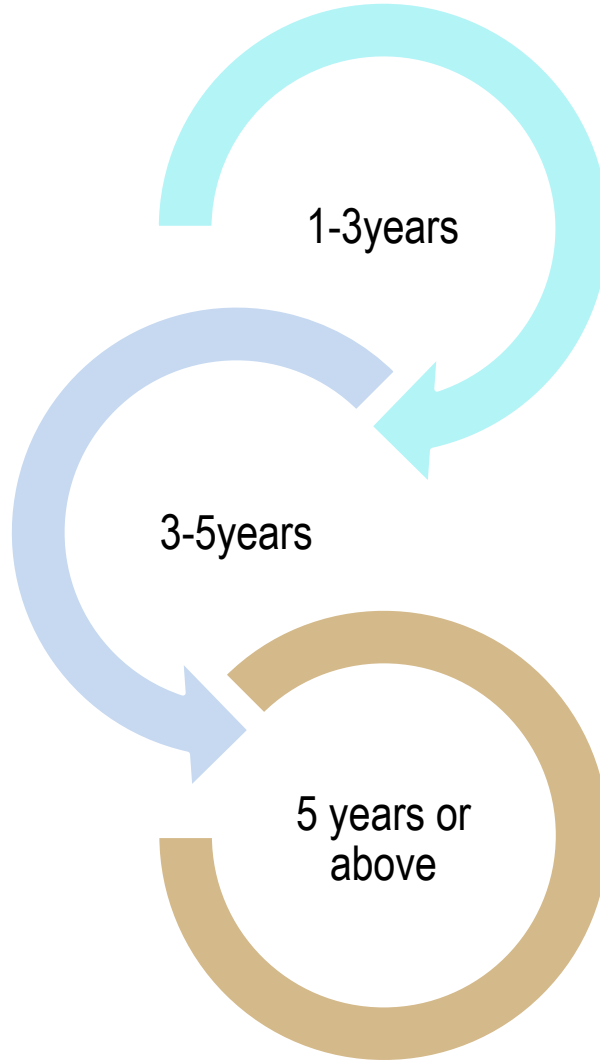
Lun Fat St. project	Hing Wan St. project	Mosque St. project
---------------------	----------------------	--------------------

Lin Fa Kung St. project	Tung Lo Wan Road project
-------------------------	--------------------------

All projects sold out

2 Property development – self-development of residential / commercial properties for resale

Soundwill Plaza 金皇禧中心
 MIDTOWN
 諾士佛臺 10 號 Knutsford



1 Sale of un-developed land sites after site re-zoning & modifying building plan

COHO THE SOHO STYLE IN CAUSEWAY BAY
 -THE- SHARP CAUSEWAY BAY
 iPLACE
 Jones HIVE 街源
 PARK HAVEN 曉營 CAUSEWAY BAY
 CITY

Chai Wan Kok St. project

3 Property investment & leasing – self-development of commercial properties in prime areas

Soundwill's property expertise: - Active exploration of high potential old properties
 - Purchase premium properties at opportunity times
 - Raise the quality of the properties

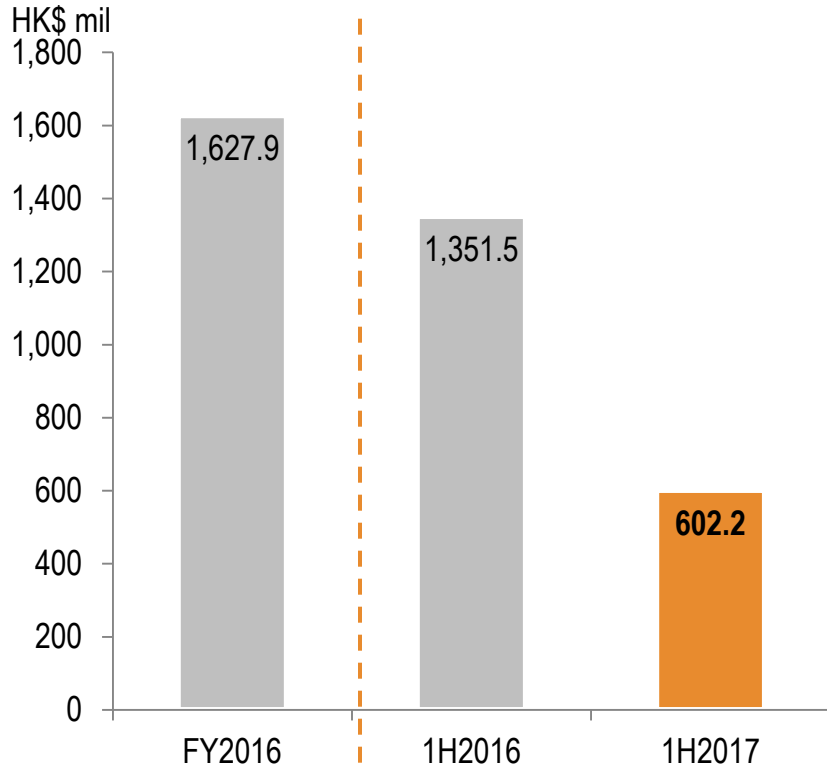
2017 Interim Results



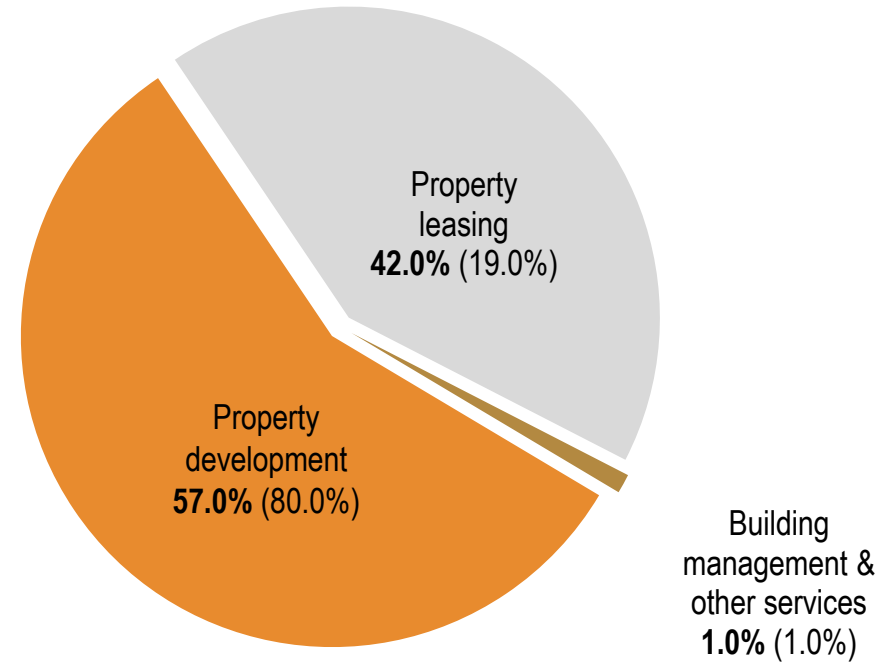


2017 Interim Results Highlights

Revenue



Revenue by business segments



(Comparative figures of 1H2016 in parentheses)

- The Group started the revenue recognition of Jones Hive in first half of 2017.
- Soundwill Plaza and Midtown continued to maintain high occupancy rate.

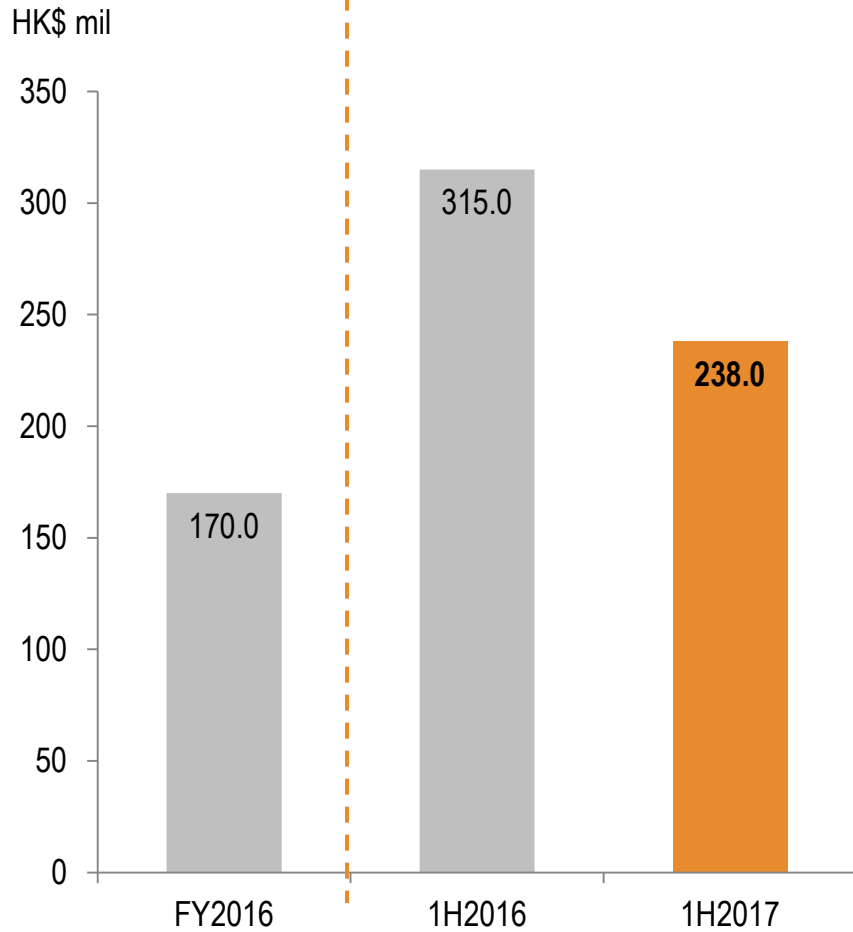
Revenue composition

- Property development: Sales of properties under development
- Property leasing: Rental and signage rental income
- Building management and other services

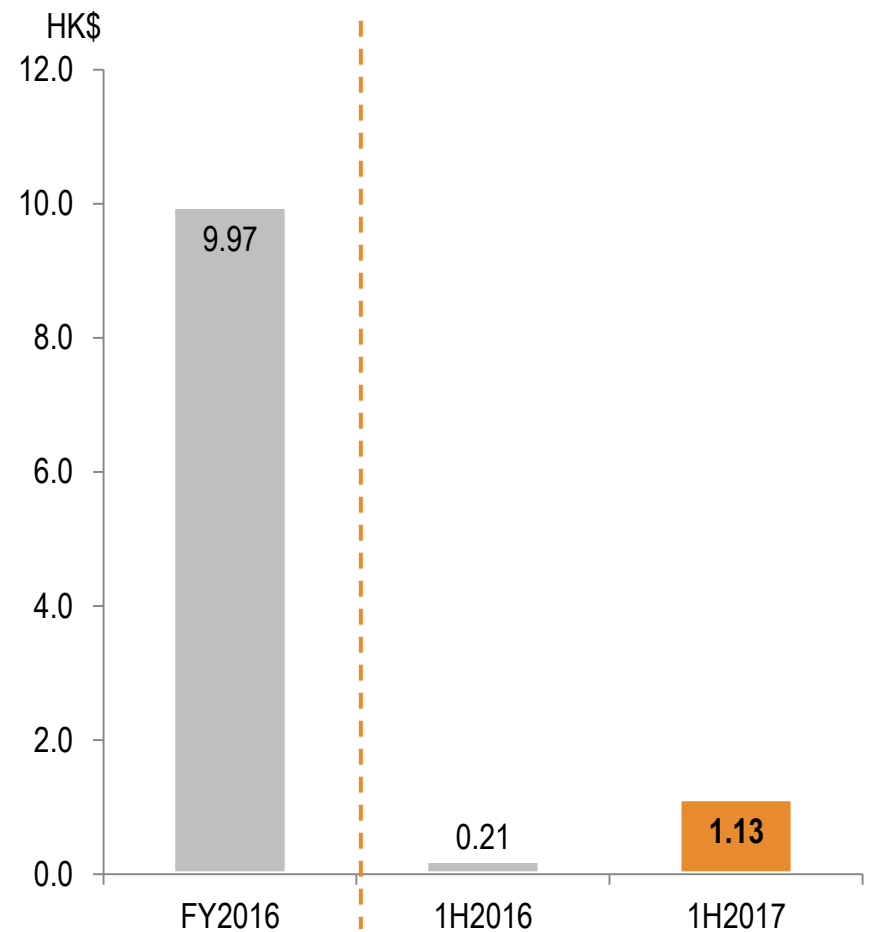


Earnings

Underlying profit *



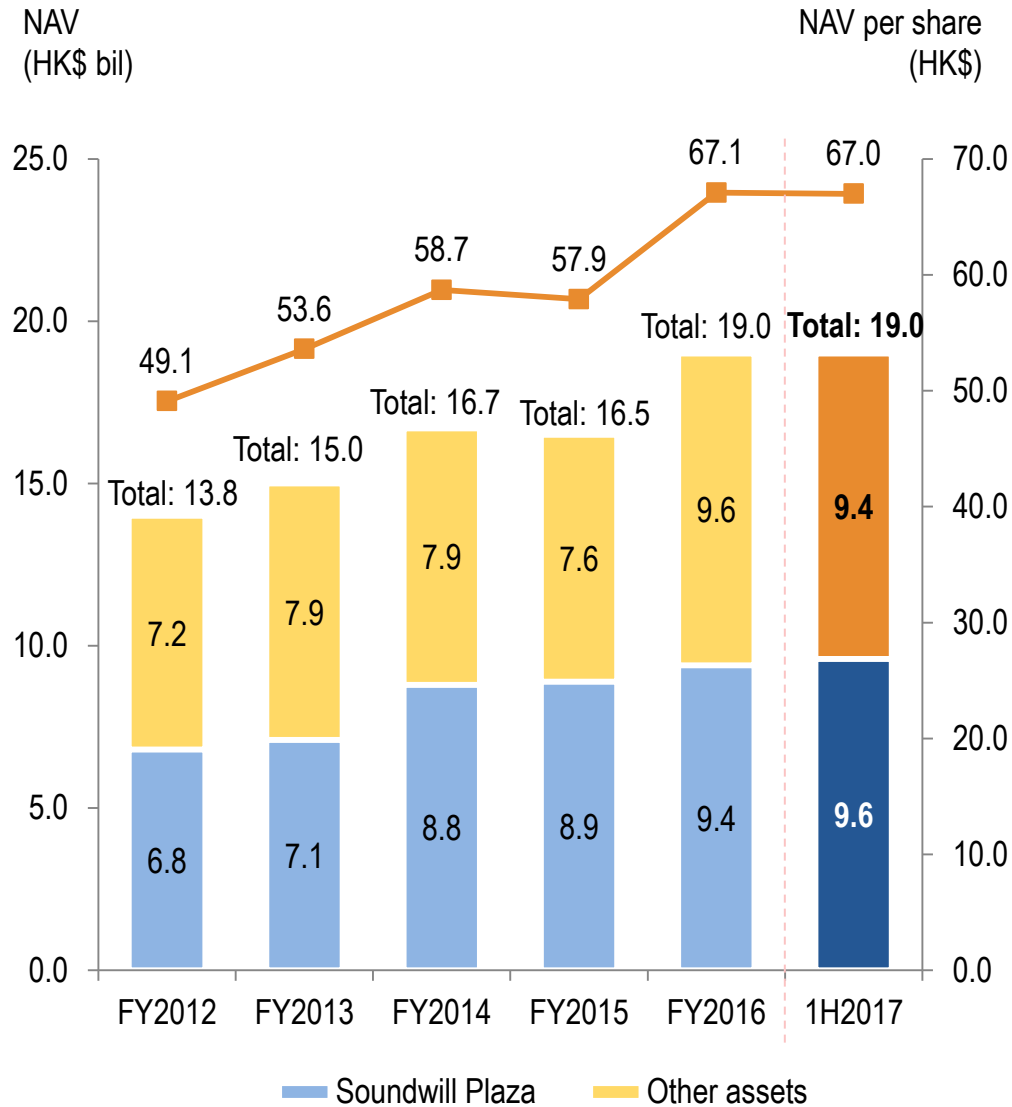
Basic earnings per share



*Exclude net gain/(loss) on fair value adjustments on investment properties and gain on disposal of subsidiaries



Net Asset Overview



NAV per share breakdown

(as at 30 Jun 2017)	HK\$
Soundwill Plaza	33.1
Soundwill Plaza II – Midtown	10.7
THE SHARP	0.8
10 Knutsford Terrace	3.3
Other assets – Residential	
<i>Park Haven</i>	0.5
<i>Others</i>	13.4
Other assets – Industrial	
<i>iPLACE</i>	2.3
<i>iCITY</i>	1.8
<i>Chai Wan Kok Street</i>	1.1
Total	67.0



Balance Sheet Highlights

<i>HK\$ mil</i>	As at 31 Dec 2016 (HK\$ mil)	As at 30 Jun 2017 (HK\$ mil)	Change
Total assets	22,343	22,472	↑0.6%
Net assets	19,003	18,990	↓0.1%
Cash and cash equivalents	1,592	794	↓50.0%
Bank deposit at escrow account	51	100	↑96.0%
Total borrowings	1,694	1,819	↑7.0%
Gearing ratio*	9.0%	10.0%	↑1.0p.p.
Net of cash gearing ratio[#]	0.5%	5.4%	↑4.9p.p.

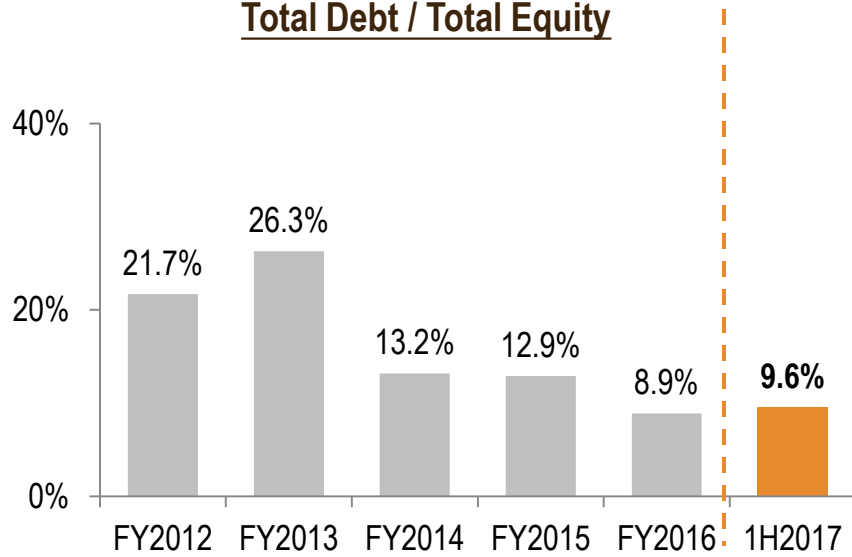
* Gearing ratio = Total debt / Total equity

[#] Net of cash gearing ratio = (Total borrowings – Cash and cash equivalents) / Total equity

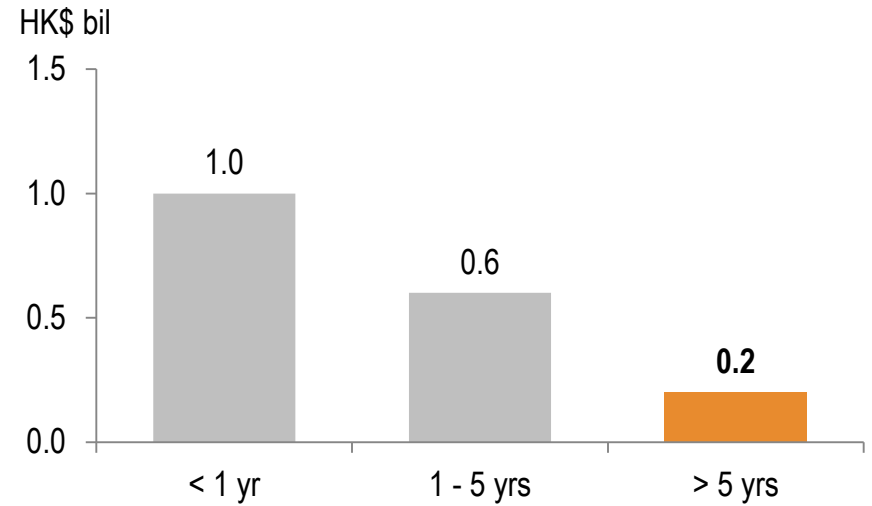


Financial Ratios

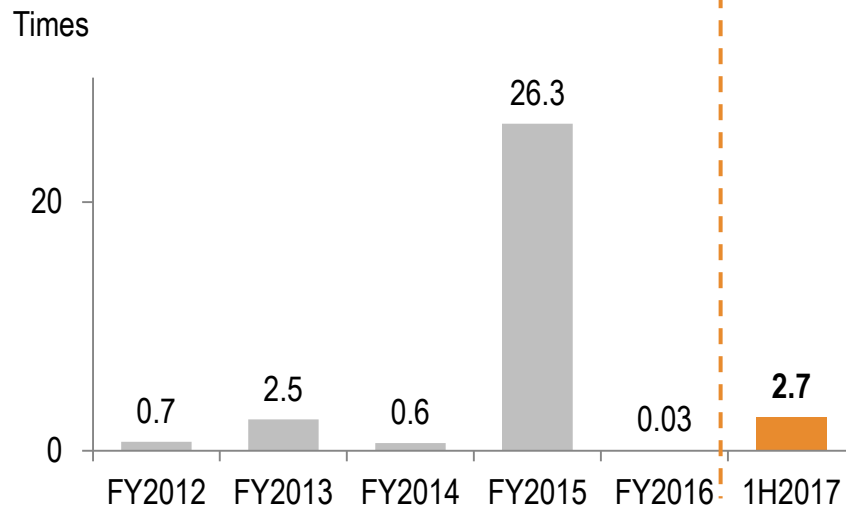
Total Debt / Total Equity



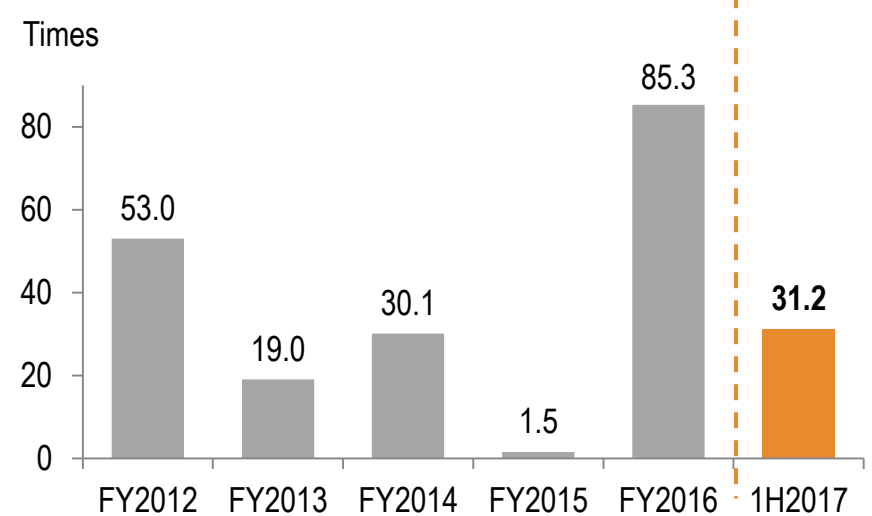
Debt Maturity (as at 30 Jun 2017)



Net Debt / EBITDA



Interest Cover

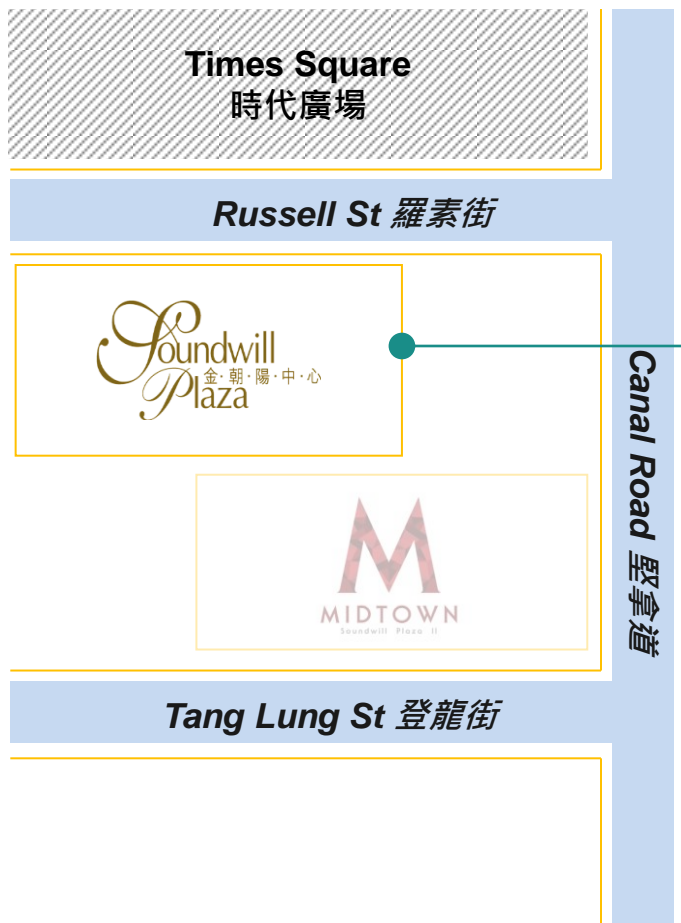


Business Overview



Grade-A Investment Portfolio – Commercial

Top class rental property in the prime location of Causeway Bay



Soundwill Plaza, Causeway Bay

- Total leasing GFA : 245,105 sq. ft.
- Prime location in one of the world's most expensive districts
- Destination of choice for international brands

Leasing status (as at 30 Jun 2017)

Floor	GFA (sq. ft.)	Occupancy rate	Avg. rental increase (1H2016 vs 1H2017)
G/F & 1/F	18,269	100%	↓5.8%
Upper levels	226,836	98.27%	↑6.6%

SWP Current Tenants (as at 30 Jun 2017)



3-39/F

GLAMSMILE
愛威白 全球瓷貼面專家

LightMAC
Medical Skincare Centre

新星茶莊
WWW.SUNSHINEHOTEL.COM.HK

CosMax+
www.cosmax.com.hk

collagen+
MEDICAL LAYER SKIN CARE CENTRE
醫學激光皮膚護理中心

dermes
永久

SmaTone

YM
YAMADA MIYURA
natural japan

夢想成真
DREAM OPTICAL CITY

MIOGGI

MB
Marjorie
Bertagne
PARIS

Long Benefit Enterprises Ltd
長安企業有限公司

OASIS
spa

DermaGram
SWISS
— INSTITUT —

PLURECIL

AEON
CREDIT SERVICE

SPA by mtm

樓上®

TO·KIO
DATE APPOINTING

INGRID MILLET
PARIS

PURE
YOGA

MUSÉE
PLATINUM
— TOKYO —

DBS Finance
星展財務

李居明文曆象館
LEE KEE HING CULTURE MUSEUM

marier
SKIN CARE

謝沈鎮 豐胸纖體
Josephine Bust & Slimming

LUMIÈRE
肌源再生專家

MediLASE
全球 No.1 激光永久脫毛科技

大眾財務有限公司
PUBLIC FINANCE LIMITED

BEIJING
BEIJING COSMETICS

BEAUTYPLACE

OASIS
medical

OSCAR
Beauty Spa Slim

Street level

OMEGA

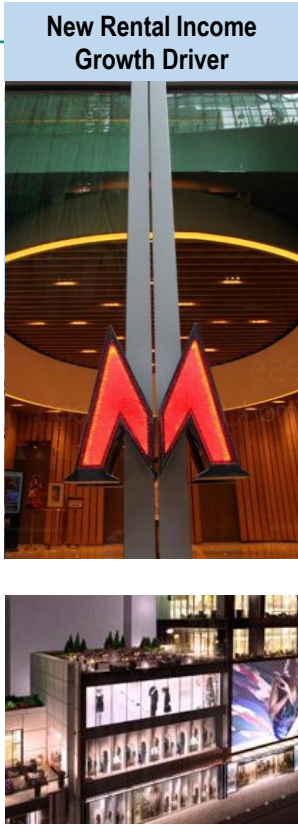
BURBERRY

RADO
SWITZERLAND

AUDEMARS PIGUET
Le Brassus

Grade-A Investment Portfolio – Commercial

Top class rental property in the prime location of Causeway Bay



New Rental Income Growth Driver

Soundwill Plaza II - Midtown, Causeway Bay

- Total leasing GFA : 218,000 sq. ft.
- Grand opening in Dec 2014
- Midtown POP on 27/F & 28/F – a 14,860 sq. ft. multi-purpose exhibition platform
- Quality tenants:



Leasing status (as at 30 Jun 2017)

Floor	GFA (sq. ft.)	Occupancy rate
Non-dining	107,940	93.0%
Dining	110,060	72.0%
Total	218,000	82.0%



Grade-A Investment Portfolio – Commercial

Investment property



10 Knutsford Terrace, Tsim Sha Tsui

- Total leasing GFA : 114,000 sq. ft.
- New leasing specifications

諾士佛臺 10 號
Knutsford

Floor	GFA (sq. ft.)	Occupancy rate	Avg. rental increase (1H2016 vs 1H2017)
G/F – 3/F	20,000	100.0%	-
4/F – 23/F	94,000	84.0%	↑2.0%
Total	114,000	86.0%	↑1.0%



Kai Kwong Commercial Building, Wan Chai

- Total leasing GFA : 30,989 sq. ft.
- New leasing specification

Kai Kwong
Commercial Building

Floor	GFA (sq. ft.)	Occupancy rate	Avg. rental increase (1H2016 vs 1H2017)
G/F – 3/F	8,749	100.0%	↑12.0%
4/F – 21/F	22,240	79.0%	-
Total	30,989	86.0%	↑5.0%



Grade-A Investment Portfolio – Commercial

Retail complex



THE SHARP, Causeway Bay

- Total leasing GFA : 4,800 sq. ft.
(G/F retail space retained for investment purposes)
- Pre-sold all 29 floors on 3 Jan 2013
 - GFA : 45,900 sq. ft.
 - ASP : HK\$33,600 / sq. ft.
- Status
 - Delivered in March 2016 and the revenue booked accordingly

—THE—
SHARP
CAUSEWAY BAY



Grade-A Investment Portfolio – Residential

Boutique residences in premium locations



WarrenWoods 尚巒, Tai Hang

- Occupancy date : Oct 2012
- 162 out of 163 units sold
- Proceeds : HK\$1,212 mil (recognized in FY2012)

Status:

- Skyline penthouse was sold on 2 January 2016
- Proceeds : HK\$143,630,000 (recognized in 1H2016)



Park Haven 曦巒, Causeway Bay

- Occupancy date : Jun 2014
- Pre-sold over 90.0% of units
- ASP : HK\$22,000 / sq. ft.
- Proceeds : over HK\$2.38 bil (recognized in 2H2014)





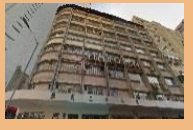
Status:

- Completed in 1H2014





Land Bank & Est. Development Completion Timeline

Project location	Development plan	Est. year of completion		
		FY2017	FY2018	FY2019
 Causeway Bay Yiu Wa St. and Canal Road East 耀華街及堅拿道東	<ul style="list-style-type: none"> Residential development GFA: 44,000 sq. ft. 			✓
 North Point Kin Wah St. & Fort St. 建華街及堡壘街	<ul style="list-style-type: none"> Residential development GFA: 30,000 sq. ft. 			✓
 「iPLACE」 Kwai Chung Castle Peak Road 青山公路	<ul style="list-style-type: none"> Industrial complex GFA: 126,400 sq. ft. 	✓		
 「iCITY」 Ta Chuen Ping Street 打磚坪街	<ul style="list-style-type: none"> Industrial complex GFA: 190,000 sq. ft. 			✓
 Tsuen wan Chai Wan Kok Street 柴灣角街	<ul style="list-style-type: none"> Industrial complex GFA: 114,000 sq. ft. 85% acquisition on 30 Jun 2016 			✓



Unified Projects Overview

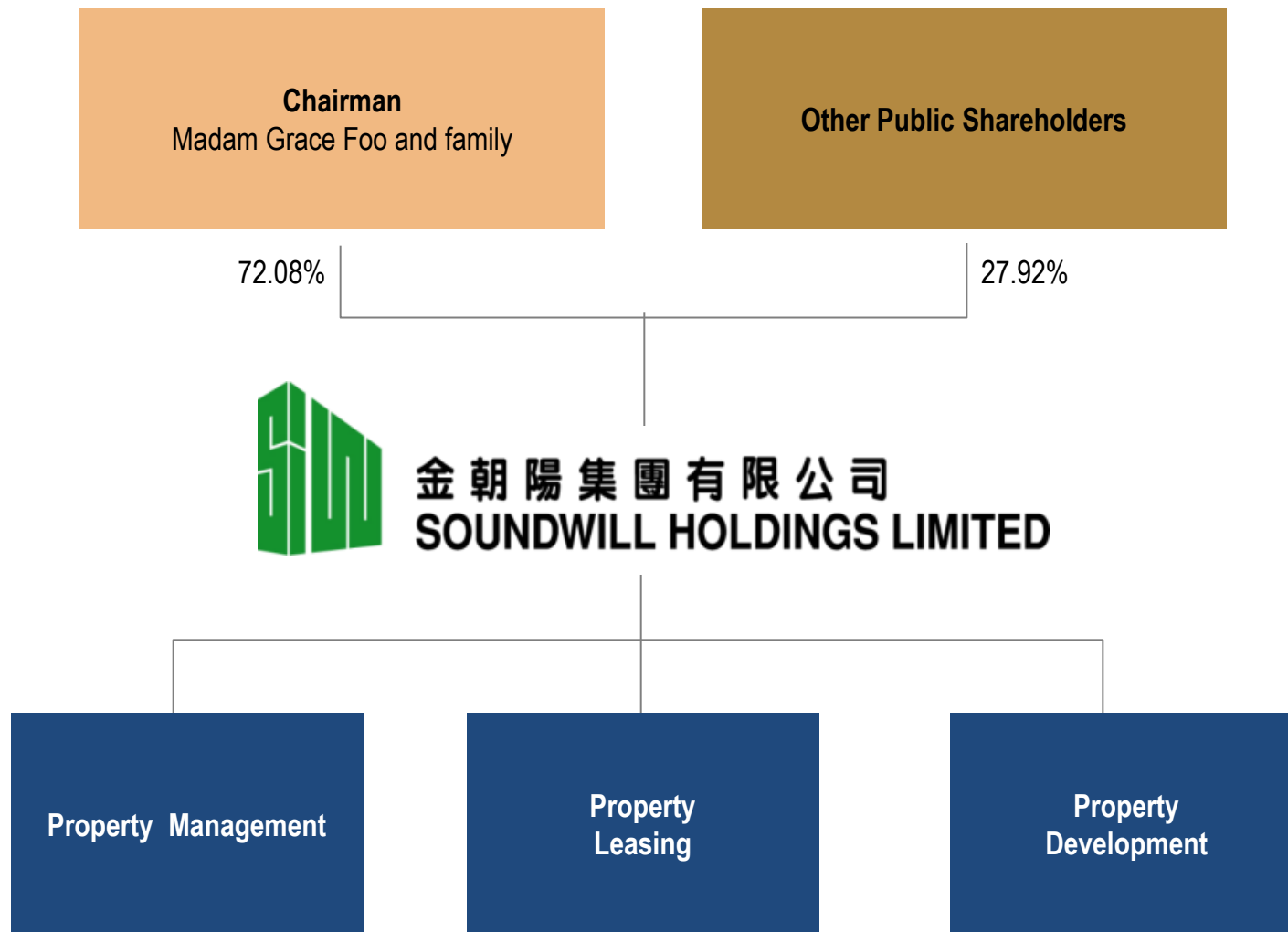
Project	Year unified	Project status
 WarrenWoods 尚巒 (Warren St.)	2009	Completed in 2012
 Soundwill Plaza II – Midtown (Tang Lung St.)	2010	For lease
 Park Haven 曦巒 (Haven St.)	2010	Completed in 2014
 THE SHARP (Sharp St. East & Yiu Wah St.)	2010	Completed in 2016
 Jones Hive 雋瑤 (Lai Yin St. & Jones St.)	2013	Completed in 2017

Appendix





Shareholding / Corporate Structure



No. of issued shares : 283,308,635 shares (as at 25 Aug 2017)