



K. WAH INTERNATIONAL HOLDINGS LIMITED

嘉華國際集團有限公司

2010 Annual Results

29 March 2011

Excel
Through
穩行求拓 | 至精致遠
Enhancing
Exquisiteness

29.3.2010



Financial Highlights



Financial Performance

| | FY2010 (HK\$ million) | FY2009 (Restated) (HK\$ million) | Change |
|--|----------------------------------|---|---------------|
| | <i>For the year ended 31 Dec</i> | | |
| Revenue | 896 | 2,627 | -66% |
| Profit Attributable to Equity Holders | 193 | 919 | -79% |
| Total Comprehensive Income Attributable to Equity Holders | 1,385 | 1,244 | 11% |
| Basic EPS (HK cents) | 7.6 | 37.2 | -80% |
| DPS (HK cents) | 2 | 11 | -82% |

Sound Financial Position

| | FY2010 (HK\$ million) | FY2009 (Restated) (HK\$ million) | Change |
|-------------------------------|----------------------------------|---|---------------|
| | <i>For the year ended 31 Dec</i> | | |
| Total Assets | 23,258 | 18,166 | 28% |
| Cash and Bank Deposits | 3,235 | 2,274 | 42% |
| Gearing Ratio* | 29% | 21% | 8% pt |
| NAV per Share (HK\$) | HK\$4.0 | HK\$3.6 | 11% |

* The ratio of total loans outstanding less cash and bank deposits to total assets excluding cash and bank deposits

Prime Asset Replenishment

Tai Po Town Lot No. 201 大埔市地段201號

- GFA: 67,000 sqm
- Interest: 15%

Plot B3, B4, Zhujiajiao, Qingpu District Shanghai 上海市青浦區朱家角B3及B4地塊

- GFA: 70,000 sqm
- Interest: 100%

Shanghai K. Wah Centre 上海嘉華中心

- GFA: 72,000 sqm
- Effective interest: 69.6% (up from 39.6%)



Business Highlights - Building Excellence for Growth



Sales of Existing Projects

- Total property sales proceeds of HK\$631 million recognized in FY2010



■ Shanghai Westwood II 嘉寧薈(上海慧芝湖花園第二期)



■ The Great Hill 嘉御山

Big Success of New Launches in Shanghai

The Legend, Shanghai Westwood III 嘉悅天地(上海慧芝湖花園第三期)

- Type: Large-scale residential development
- GFA: 100,000 sqm
- No. of units: Approx. 1,100
- Nearly half of the offered units were sold on the first day of launch in Nov 2010
- More than 65% of units with total sales value of over RMB2.4 billion were sold as of late March 2011



Big Success of New Launches in Shanghai

嘉華上海投資進收成期 嘉悅天地開售個多月套17億



上海慧芝湖花園三期於兩小時售出首批217個單位。

滬慧芝湖銷情理想 首日售出450單位

【新報訊】由嘉華集團發展的上海慧芝湖花園三期「嘉悅天地」昨日首推第17座217個單位，於兩小時售罄，發展商即時加推，而截至昨午六時，共售出450個單位，平均呎價介乎每方呎3萬至4.1萬元(人民幣，下同)，套現約人民幣14億元。

嘉華國際董事(營業及市場策劃)陳玉成表示，嘉悅天地首推第十七座二百一十七伙，於兩小時內售罄，故即場加推第十五及十六座共二百八十三個單位，每方呎人民幣三萬至四萬一千元，截至下午六時，共售出四百五十個單位，佔推出單位九成。

嘉華國際董事(營業及市場策劃)陳玉成表示，嘉悅天地首推第十七座二百一十七伙，於兩小時內售罄，故即場加推第十五及十六座共二百八十三個單位，每方呎人民幣三萬至四萬一千元，截至下午六時，共售出四百五十個單位，佔推出單位九成。

嘉華上海項目日套14億

香港文匯報訊(記者 梁悅琴)由嘉華集團發展、位於上海大寧國際社區之慧芝湖花園三期「嘉悅天地」昨日起正式公開發售，吸引逾2,000人次到場參觀，部分客戶更在清晨6時便到售樓處外排隊準備認購單位，全日售出

陳玉成昨表示，於兩小時內極速售出283個單位，成交額約14億元(下同)。截至下午六時，共售出450個單位，佔推出單位九成。

慧芝湖三期嘉悅天地再开盘热销150套

2011-03-23 14:01:53 来源: 网易房产 跟贴 0 条 手机看新闻

限购、限贷，严厉的房地产调控政策已颁布逾2个月，期间上海成了这种市场情况下，大宁板块的明星项目——慧芝湖花园三期嘉悦天地，向市场推出其“精粹之座”T18幢的217套房源，开盘前一天，

滬嘉悅天地沽450伙

嘉華旗下上海大寧國際社區慧芝湖花園三期「嘉悅天地」，昨天公開發售，吸引逾二千人到場，截至下午六時，共售出四百五十個單位，佔推出單位九成。



嘉華旗下上海慧芝湖花園三期嘉悅天地昨天公開發售，共售出四百五十伙。

嘉華國際董事(營業及市場策劃)陳玉成表示，嘉悅天地首推第十七座二百一十七伙，於兩小時內售罄，故即場加推第十五及十六座共二百八十三個單位，每方呎人民幣三萬至四萬一千元，截至下午六時，共售出四百五十個單位，佔推出單位九成。

暫套現14億元

他補充說，部分買家於清晨六時，已前往售樓處外排隊，準備認購單位，該物業售價由人民幣二十萬至六百五十萬元，其中以優質南北通兩房單位最受歡迎，售價最高的單位為第十六座一高層相連單位，買家中以自住換樓客為多，約六成為自住買家，其中不少

嘉悅天地為慧芝湖花園最後一期項目，項目總樓面面積達十三萬平方米，提供四種住宅及一種服務式住宅，單位總數一千一百一十三伙，建築上延續了慧芝湖花園美式風格，由國際著名室內設計師陳志天主理。

換樓客買家佔多

會所「嘉悅會」設施完備，設二十五米星鑽恆溫泳池、紅酒雪茄房、健身房、瑜伽房、卡拉OK室及



大宁慧芝湖花园不止一次逆市开盘并取得良好佳绩。 陈亮/摄影

大宁慧芝湖花园开盘再热销

见习记者 刘娟

大宁板块的明星项目慧芝湖花园三期嘉

悦天地的户型更优化，设计更人性，几乎没有浪费的面积，所有的房间都能自然采光，还采用了空中花园的设计概念。以

Stable Income from Prime Property Investments



Shanghai K. Wah Centre

- Type : Grade A office
- Location : Shanghai CBD
- GFA : 72,000 sqm
- Occupancy : Approx. 95%
- Rental Income : RMB200 million p.a.

Major tenants:



Premium Projects Set for Launch

Driving for Long-Term Sustainable Growth





K. WAH INTERNATIONAL HOLDINGS LIMITED
嘉華國際集團有限公司

Hong Kong



Projects in Hong Kong

| | |
|---|---|
| 1 | Providence Bay Tai Po Town Lot No.186,188 & 201 大埔市地段186號、188號及201號 |
| 2 | The Great Hill, Shatin 沙田嘉御山 |
| 3 | 2 Grampian Road, Kowloon 九龍嘉林邊道2號 |
| 4 | Kowloon Inland Lot No. 11073, West Kowloon 西九龍內地段11073號 |
| 5 | 30 Po Shan Road, Mid-Levels 港島半山寶珊道30號 |
| 6 | J SENSES, Wanchai 灣仔嘉薈軒商場 |
| 7 | Chantilly, Stubbs Road, Hong Kong 港島司徒拔道嘉峇薈 |
| 8 | Aberdeen Inland Lot No. 451 香港仔惠福道內地段第451號 |



The Great Hill Penthouses & Houses

嘉御山獨立屋及特色單位

- No. of as-is units : 18 apartments & 7 houses (As of 31 December 2010)
- Remaining GFA : 8,000 sqm



Chantilly, Stubbs Road 港島司徒拔道嘉柏薈

- Type : Low rise luxury residential
- GFA : 6,340 sqm
- No. of units : 24
- Unit size : Over 3,600 sq ft



Aberdeen Inland Lot No. 451

香港仔惠福道內地段第451號

- Type: Luxurious sea view residence
- Unit Size: 1,000 to 5,000 sq ft
- GFA: 60,000 sqm (35% owned)



Providence Bay Tai Po Town Lot No. 186, 188 & 201 大埔市地段186號、188號及201號

- Type : Luxury residential
- GFA : 66,500 sqm (Lot No. 186 – 15% owned)
69,700 sqm (Lot No. 188 – 25% owned)
67,000 sqm (Lot No. 201 – 15% owned)

Lot No. 186



Lot No. 188, 201



Progress as of Feb 2011

Kowloon Inland Lot No. 11073, West Kowloon 西九龍內地段11073號

- Type : Luxury residential / Commercial
- GFA : 60,500 sqm (15% owned)



30 Po Shan Road, Mid-levels 半山寶珊道30號

- Type : Luxury residential
- GFA : 3,000 sqm (50% owned)



2 Grampian Road, Kowloon 九龍嘉林邊道2號

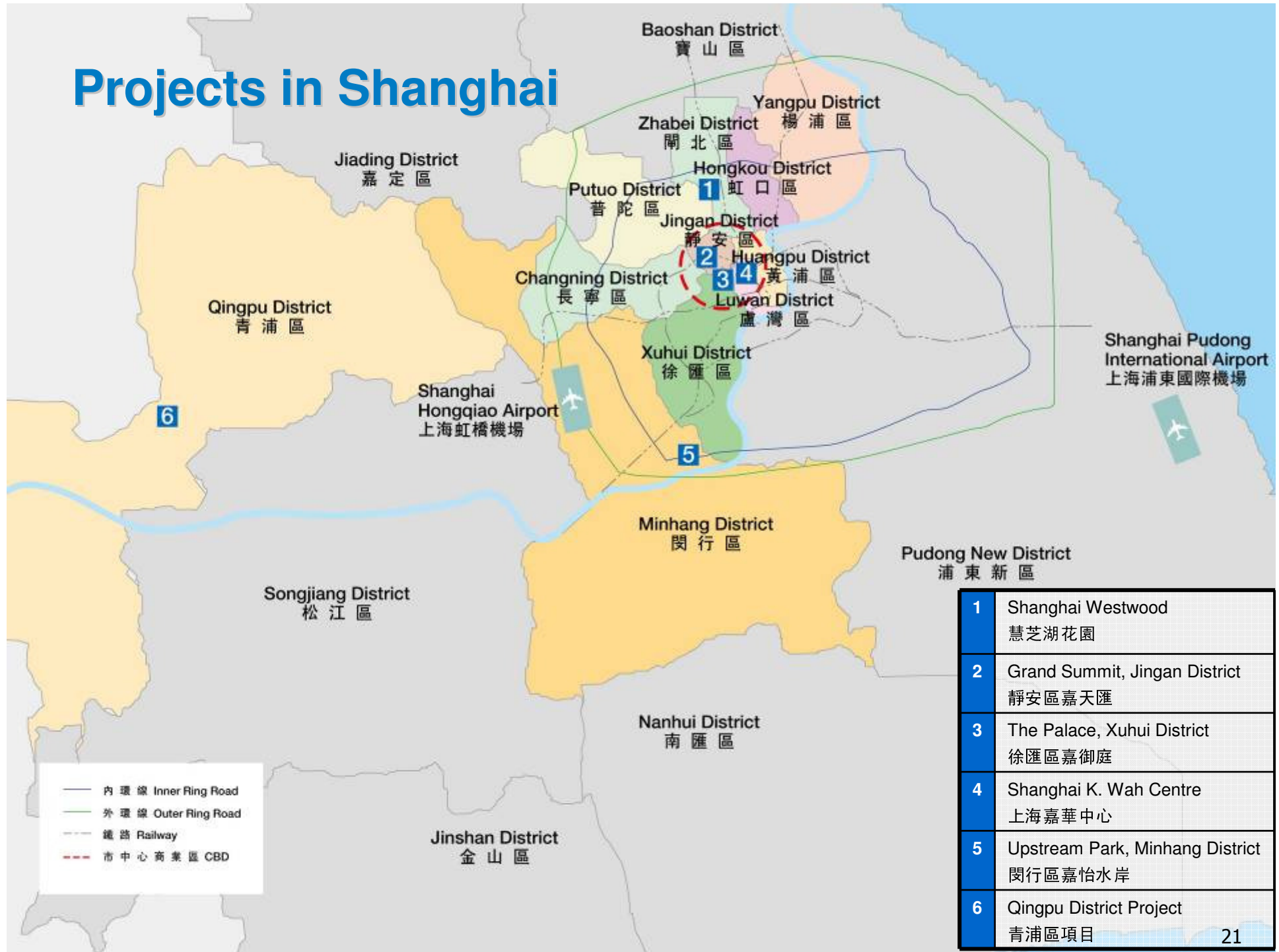
- Type : Luxury residential
- GFA : 6,100 sqm



Shanghai



Projects in Shanghai



| | |
|---|--|
| 1 | Shanghai Westwood 慧芝湖花園 |
| 2 | Grand Summit, Jingan District 靜安區嘉天匯 |
| 3 | The Palace, Xuhui District 徐匯區嘉御庭 |
| 4 | Shanghai K. Wah Centre 上海嘉華中心 |
| 5 | Upstream Park, Minhang District 閔行區嘉怡水岸 |
| 6 | Qingpu District Project 青浦區項目 |

The Legend, Shanghai Westwood III

嘉悅天地(慧芝湖花園第三期)



- Type: Large-scale residential development
- Location: Da Ning International Community
- GFA: 100,000 sqm
- No. of units: Approx. 1,100
- No. of remaining units: Approx. 400
- Remaining GFA: 33,000 sqm
(as of 27 March 2011)



Progress as of Feb 2011

The Palace, Xuhui District

徐匯區建國西路嘉御庭



Ten towers have been topped out as of Feb 2011

- Type: Luxury residential apartments and high-class commercial facilities
- Location: Jianguo Xi Road, Xuhui District
- Style: Pinnacle of French design embracing the ambience of old Shanghai
- GFA: 140,000 sqm



Grand Summit, Jingan District

靜安區嚴家宅嘉天匯

- Type: Contemporary luxury residential development
- Location: Urumqi Road, Jingan District
- Style: Glamorous façade and avant-garde for those with a taste for modern living
- GFA: 100,000 sqm



Six towers have been topped out as of March 2011

Upstream Park, Minhang District

閔行區嘉怡水岸

- Type: Integrated residential and commercial complex
- Location: Wujing, Minhang District
- GFA: 168,000 sqm



Qingpu District Project 青浦區項目

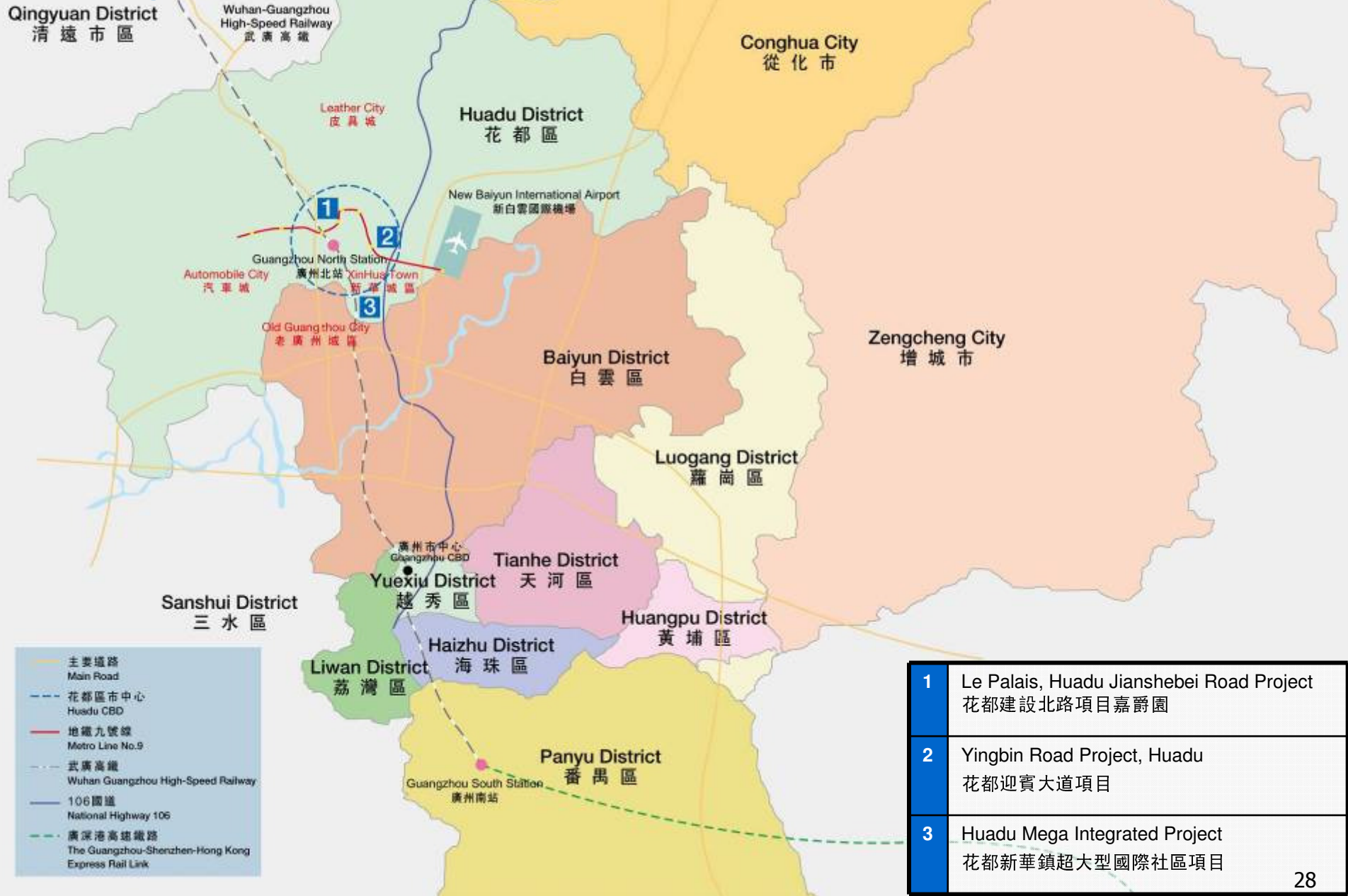
- Type: Low-rise residential with shopping and commercial facilities
- Location: Zhujiajiao, Qingpu District
- GFA: 70,000 sqm



Guangzhou



Projects in Guangzhou



Le Palais, Huadu 花都嘉爵園

- Type: Residential development
- Location: Jianshebei Road, Huadu District
- GFA: 46,000 sqm



Yingbin Road Project Phase 1, Huadu 花都迎賓大道項目第一期

- Type: Integrated development
- Location: Yingbin Road, Huadu District (close to the New Baiyun International Airport)
- GFA: 42,000 sqm

| Type | Facilities / Scale |
|--|--|
| 5-star business hotel (Crowne Plaza Guangzhou Huadu) | ■ Comprises of 300 rooms, 2,000 sqm of meeting space including a 1,200-seater ballroom, a fitness centre, an outdoor swimming pool and F&B outlets |
| Premium Office | ■ One block |



Huadu Mega Integrated Project Phase 1

花都新華鎮超大型國際社區項目第一期

- Type: Large-scale integrated community
- Location: Xinhua Zhen, Huadu District
- GFA: 77,000 sqm



Strategy & Outlook



Strategically Poised for Sustainable Growth





K. WAH INTERNATIONAL HOLDINGS LIMITED
嘉華國際集團有限公司

Thank You

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