



金朝陽集團有限公司
SOUNDWILL HOLDINGS LIMITED

Stock code: 878.HK

2016 Annual Results

COHO
THE SOHO STYLE IN CAUSEWAY BAY



Soundwill Plaza
金·朝·陽·中·心

尚
密
PARREN WOODS



—THE—
SHARP
CAUSEWAY BAY

M
MIDTOWN
Soundwill Plaza II

iPLACE

尚
密
PARK
HAVEN
NO. 34 HAVEN STREET





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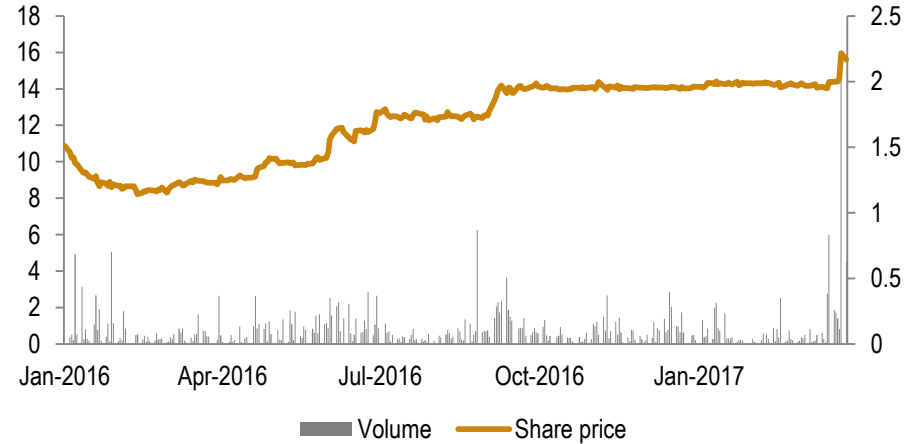


Company Overview

About Soundwill

Stock code	: 878.HK
Listing date	: March 1997
No. of issued share capital (as at 23 Mar 2017)	: 283,308,635 shares
Share price (as at 23 Mar 2017)	: HK\$14.56
Market cap (as at 23 Mar 2017)	: HK\$4.125 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 old buildings in premium areas of Hong Kong with potential redevelopment value

Property Investment



諾士佛臺 10 號
Knutsford

Commercial



Residential



Industrial





Milestone

Causeway Bay



1954



Soundwill Plaza I



2004



Soundwill Plaza II -Midtown



2010



Park Haven

Causeway Bay



2010



THE SHARP



2010



COHO



Jones Hive



Warren Woods

Tai Hang



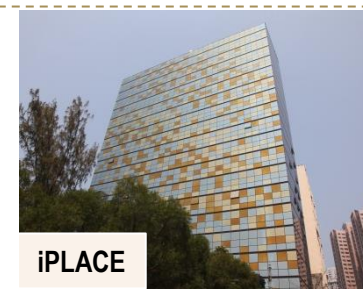
2014



iCITY



Kwai Chung



iPLACE

Soundwill's Footprint

Industrial



Residential



Commercial



Property Investment



Property Redevelopment Strategies

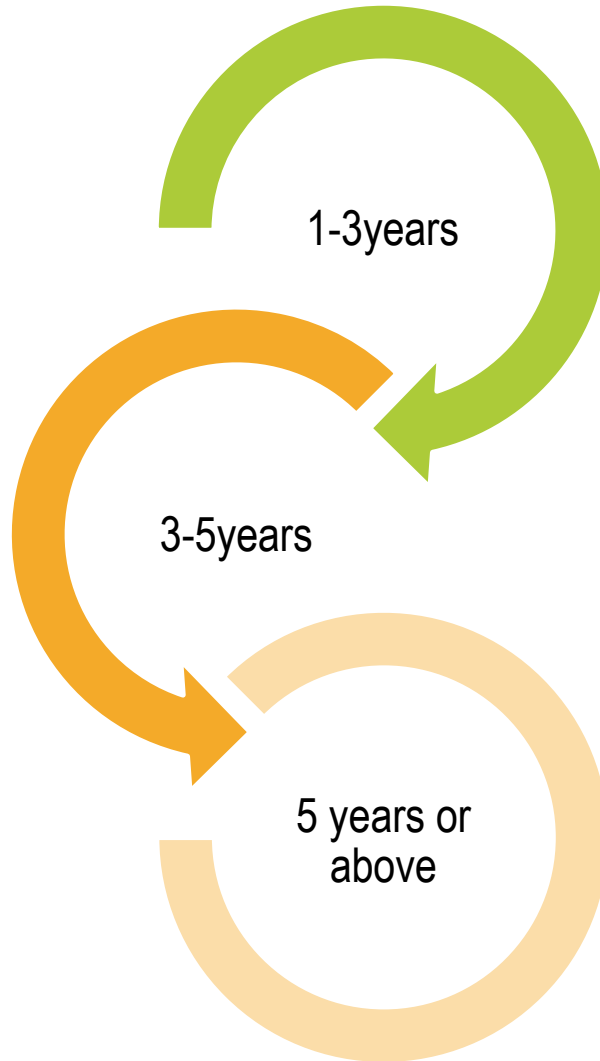
Lun Fat St. project	Hing Wan St. project	Mosque St. project
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Lin Fa Kung St. project	Tung Lo Wan Road project
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All projects sold out

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

Soundwill Plaza 金禧中心
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

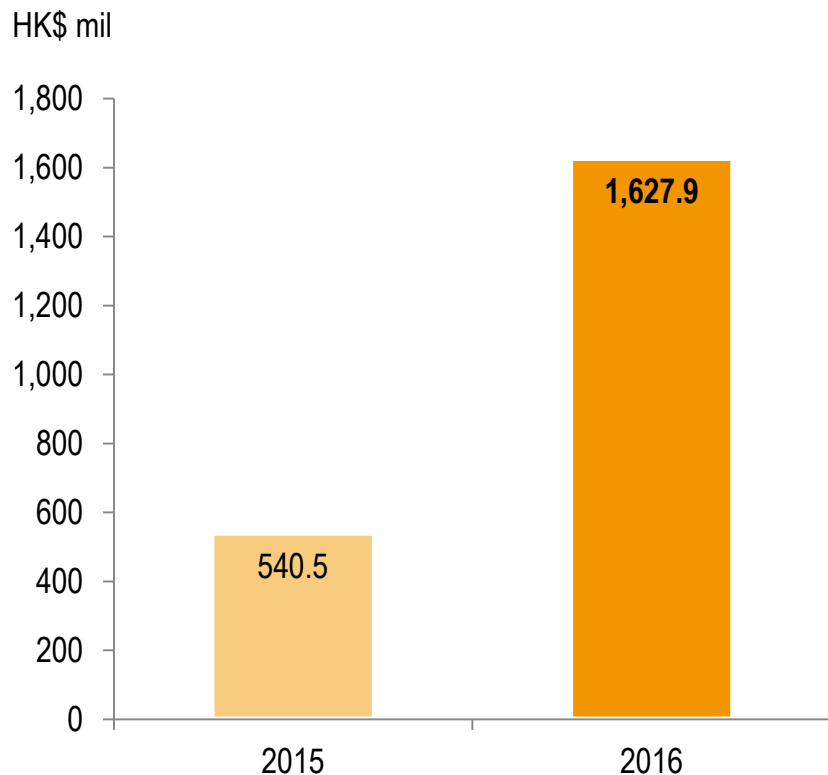


2016 Annual Results

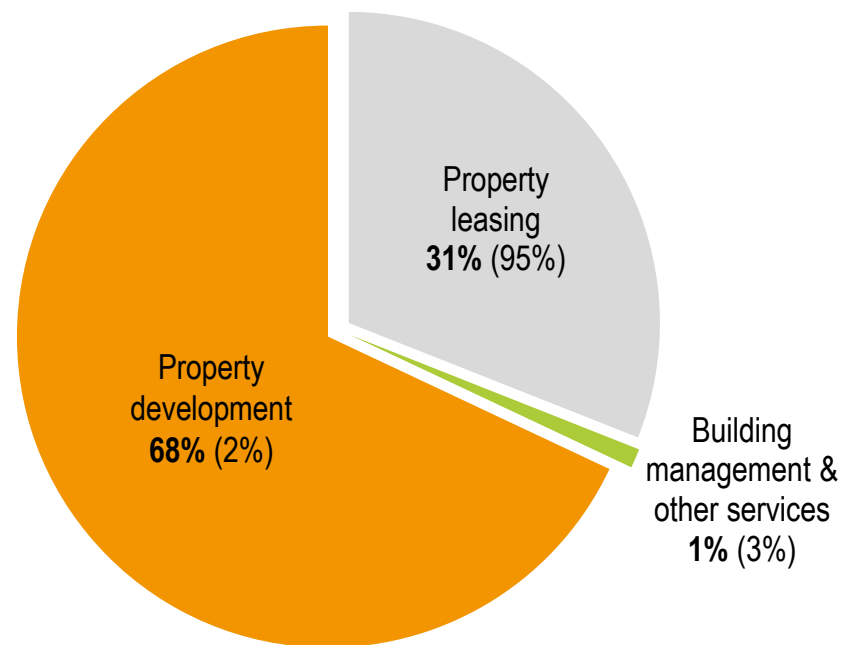


2016 Annual Results Highlights

Revenue



Revenue by business segments



(Comparative figures of 2015 in parentheses)

- The Group started the delivery of THE SHARP in March 2016 and recognised significant amount of revenue
- Soundwill Plaza and Midtown continued to maintain high occupancy rate at over 90%

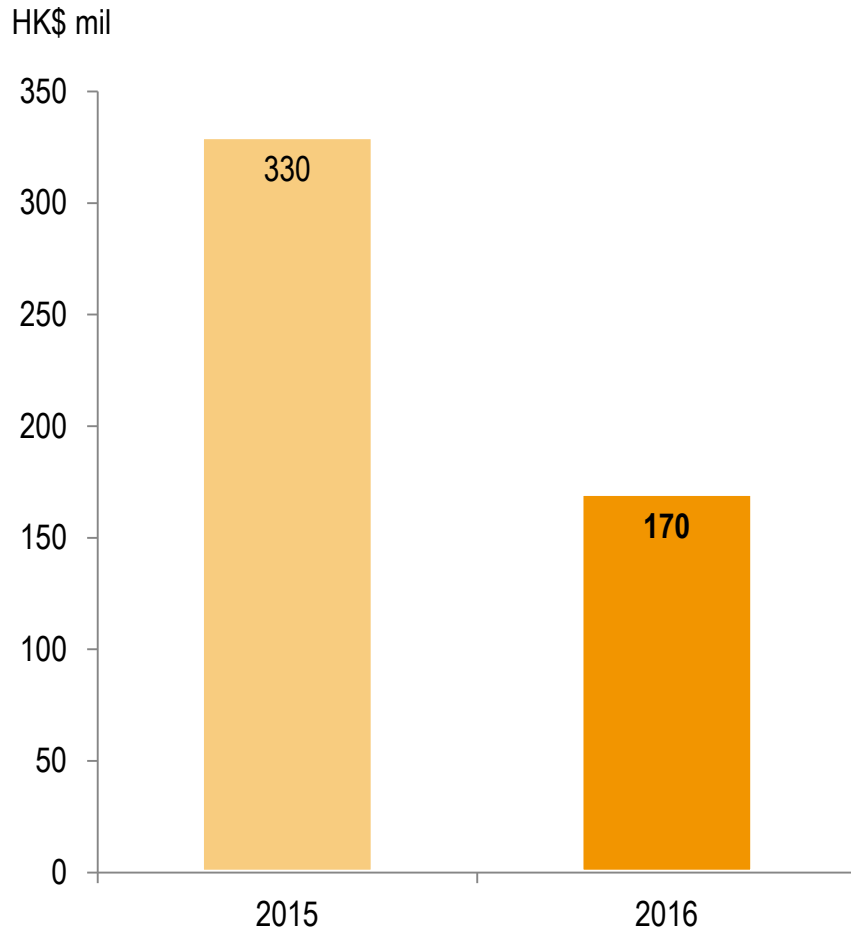
Revenue composition

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

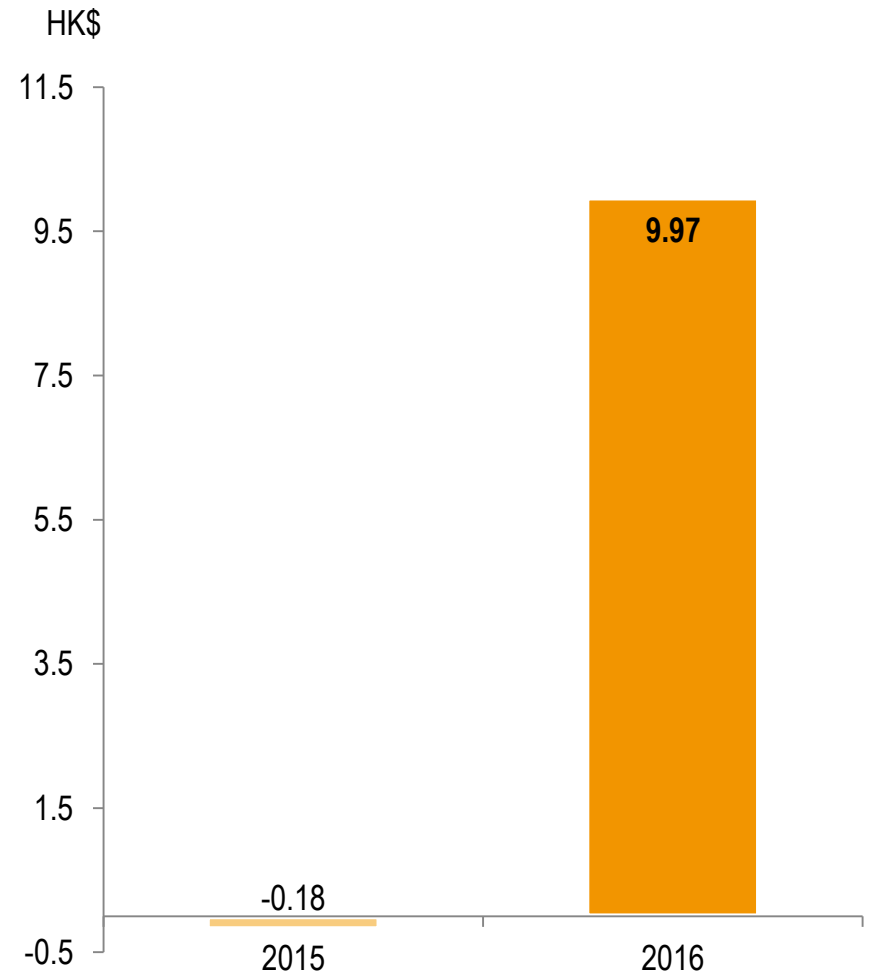


Earnings

Underlying profit *



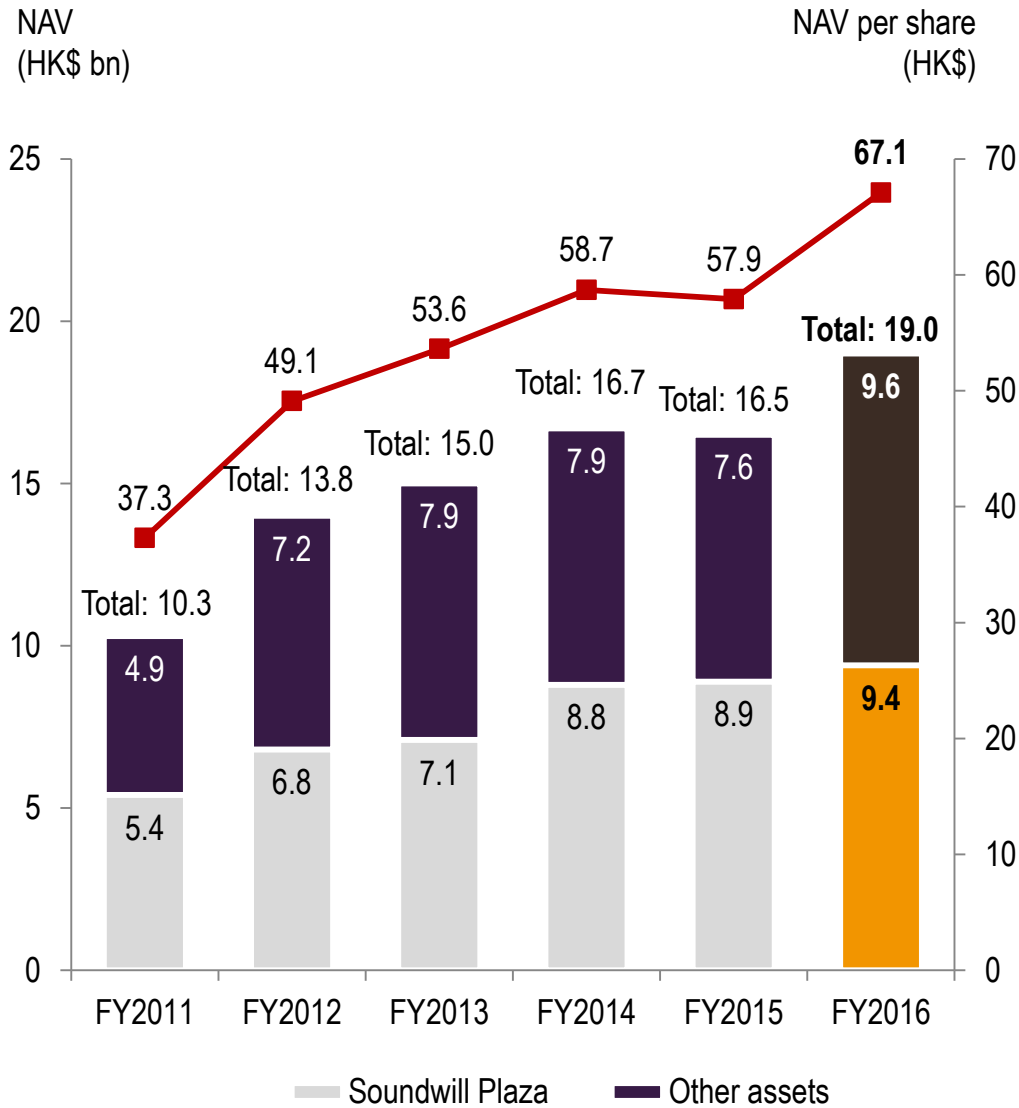
Basic earnings/(loss) per share



*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 31 Dec 2016)		HK\$
Soundwill Plaza		33.7
Soundwill Plaza II – Midtown		10.6
THE SHARP		1.9
10 Knutsford Terrace		3.3
Other assets – Residential		
<i>Park Haven</i>		0.8
<i>Others</i>		12.0
Other assets – Industrial		
<i>iPLACE</i>		1.9
<i>iCITY</i>		1.8
<i>Chai Wan Kok Street</i>		1.1
Total		67.1



Balance Sheet Highlights

<i>HK\$ mil</i>	As at 31 Dec 2015 (HK\$mil)	As at 31 Dec 2016 (HK\$mil)	Change
Total assets	19,963	22,343	↑12%
Net assets	16,531	19,003	↑15%
Cash and cash equivalents	374	1,592	↑326%
Bank deposit at escrow account	346	51	↓85%
Total borrowings	2,137	1,694	↓21%
Gearing ratio*	13%	9%	↓4p.p
Net of cash gearing ratio[#]	11%	0.5%	↓10.5p.p

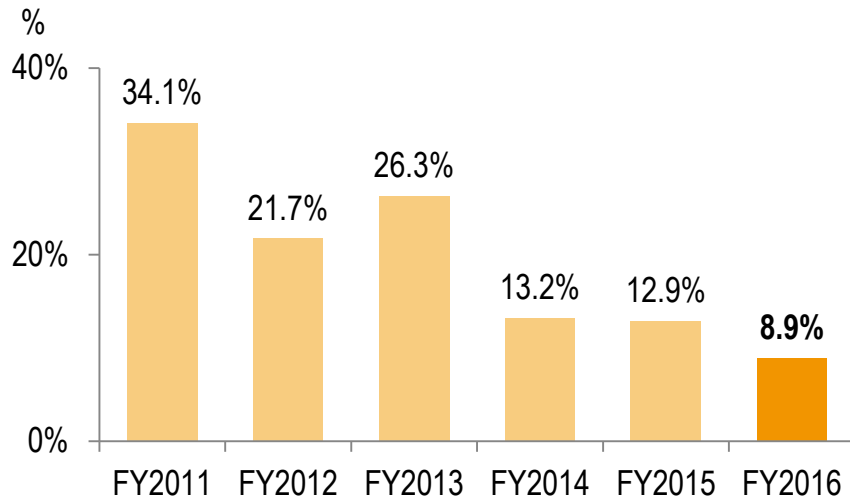
* Gearing ratio = Total debt / Total equity

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

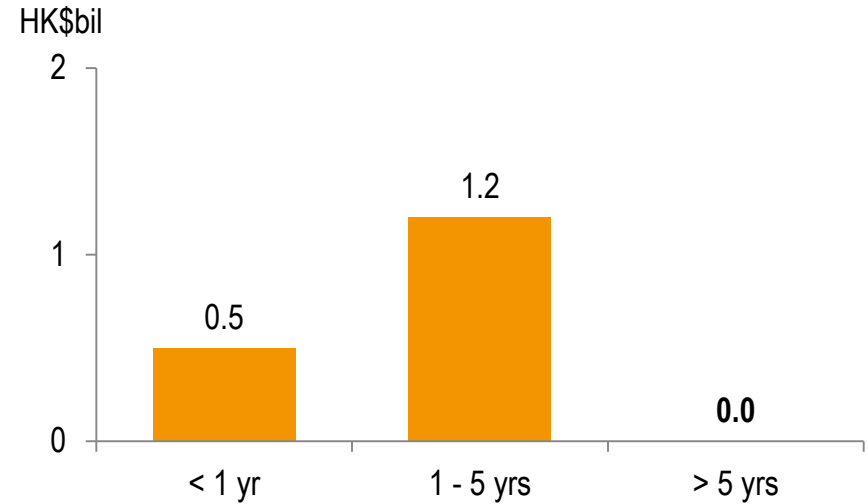


Financial Ratios

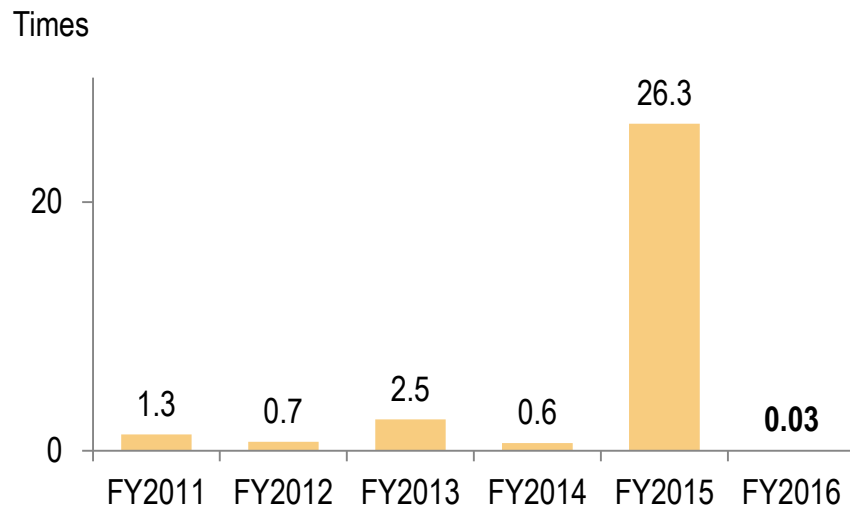
Total Debt / Total Equity



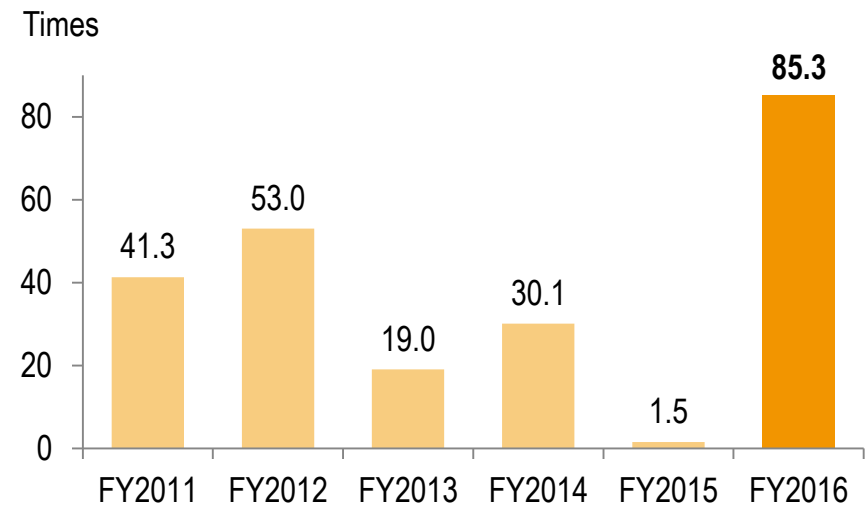
Debt Maturity (as at 31 Dec 2016)



Net Debt / EBITDA



Interest Cover





Business Overview

Grade-A Investment Portfolio – Commercial

Top class rental property in the prime location of Causeway Bay

Times Square
時代廣場

Russell St 羅素街

Soundwill Plaza
金·朝·陽·中·心

M
MIDTOWN
Soundwill Phase II

Tang Lung St 登龍街

Canal Road 聖拿道



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 31 Dec 2016)

Floor	GFA (sq. ft.)	Occupancy rate	Avg. rental increase (2015 vs 2016)
G/F & 1/F	18,269	100%	↓14.32%
Upper levels	226,836	95.48%	↑0.12%

SWP Current Tenants (as at 31 Dec 2016)



32-39/F



3-31/F



Street level



Grade-A Investment Portfolio – Commercial

Top class rental property in the prime location of Causeway Bay



Soundwill Plaza II Midtown, Causeway Bay

- Total leasing GFA : 218,000 sq. ft.
- Grand opening in Dec 2014
- Midtown POP on 17/F & 18/F – a 15,895 sq. ft. multi-purpose exhibition platform
E.g. Lamborghini Pop-Up Museum, Art Basel & Le French May
- Quality tenants:



Leasing status (as at 31 Dec 2016)

Floor	GFA (sq. ft.)	Occupancy rate
Non-dining	107,940	85%
Dining	110,060	86%
Total	218,000	86%



Grade-A Investment Portfolio – Commercial

New 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

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 (2015 vs 2016)
G/F – 3/F	20,000	100	↑7%
4/F – 23/F	94,000	86	-
Total	114,000	88	↑2%

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 : June 2014
- Pre-sold over 90% of units
- ASP : HK\$22,000 / sq. ft.
- Proceeds : over HK\$2.38 bil (recognized in 2H2014)

Status:

- Completed in 1H2014



COHO, Tai Hang

- Occupancy date : 4Q 2016







Status:

- Offer 46 residential units
 - 44 standard units & 2 specialty units with terraces
 - 43 units reserved for property investment and leasing





Land Bank & Est. Development Completion Timeline

Project location	Development plan	Est. year of completion		
		FY2016	FY2017	FY2018
 「COHO」 Tai Hang School St. 書館街	<ul style="list-style-type: none"> Commercial/residential complex GFA: 23,200 sq. ft. 	✓		
 「iPLACE」 Kwai Chung Castle Peak Road 青山公路	<ul style="list-style-type: none"> Industrial complex GFA: 126,000 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. 		✓	
 「Jones Hive」 Tai Hang No. 8 Jones St. 重士街8號	<ul style="list-style-type: none"> Residential development (co-develop with Henderson) GFA: 65,200 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 		✓	

Land bank : 597,500 sq. ft.

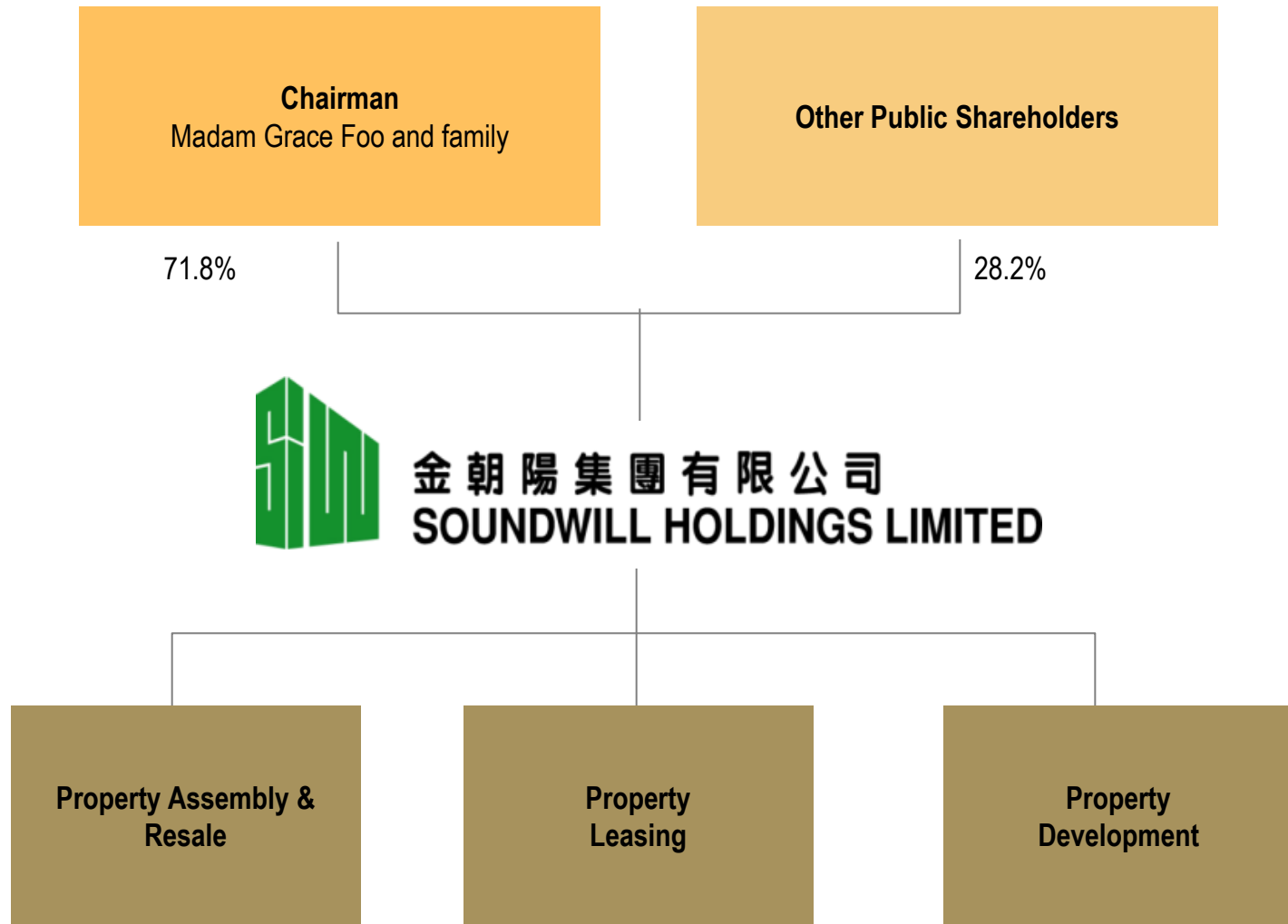


Appendix











Shareholding / Corporate Structure



No. of issued shares : 283,308,635 shares (as at 23 March 2017)



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 曠巒 (Haven St.)	2010	Completed in 2014
	THE SHARP (Sharp St. East & Yiu Wah St.)	2010	Completed in 2016
	COHO (School St.)	2011	For lease
	Jones Hive 雋瑠 (Lai Yin St. & Jones St.)	2013	Pre-sale commenced in 1H2015



Thank You