



金朝陽集團有限公司
SOUNDWILL HOLDINGS LIMITED
Stock Code: 878.HK



2017 Annual Results



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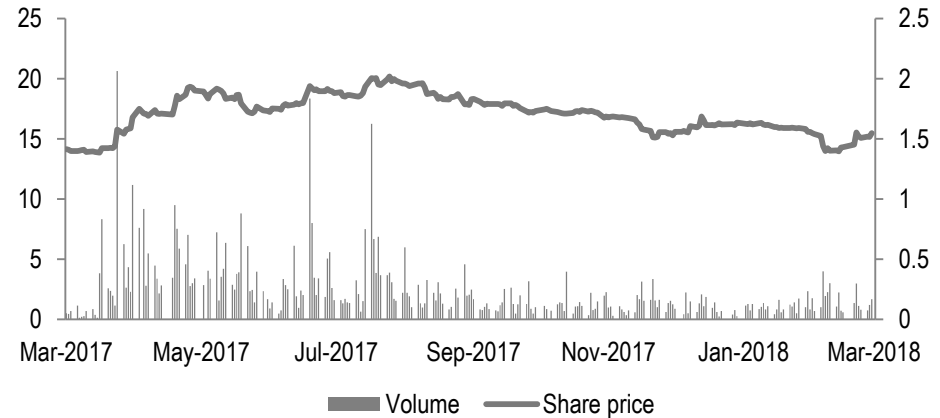
Company Overview



About Soundwill

Stock code	: 878.HK
Listing date	: March 1997
No. of issued shares (as at 28 Mar 2018)	: 283,308,635 shares
Share price (as at 28 Mar 2018)	: HK\$14.6
Market cap (as at 28 Mar 2018)	: HK\$4.1billion

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



諾士佛臺 10 號
Knutsford

Kai Kwong
Commercial
Building

Commercial



Residential



Industrial





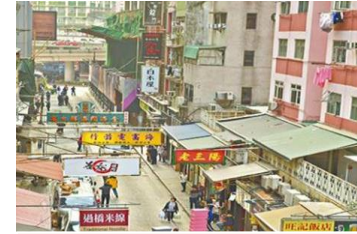
Causeway Bay



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



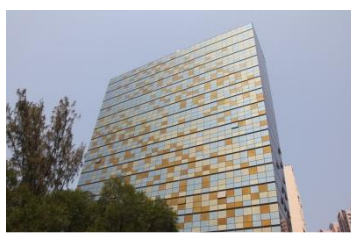
2014



iCITY



Kwai Chung



iPLACE

Soundwill's Footprint



Industrial



Residential



Commercial



Property Investment



Property Redevelopment Strategies



5 years or above

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



Kai Kwong Commercial Building



3-5years

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



Chai Wan Kok St. project

1-3years

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

Project sold:

Lun Fat St. project	Hing Wan St. project	Mosque St. project
Lin Fa Kung St. project	Tung Lo Wan Road project	



Soundwill's property expertise:

1. Active exploration of high potential old properties
2. Purchase premium properties at opportunity times
3. Raise property quality

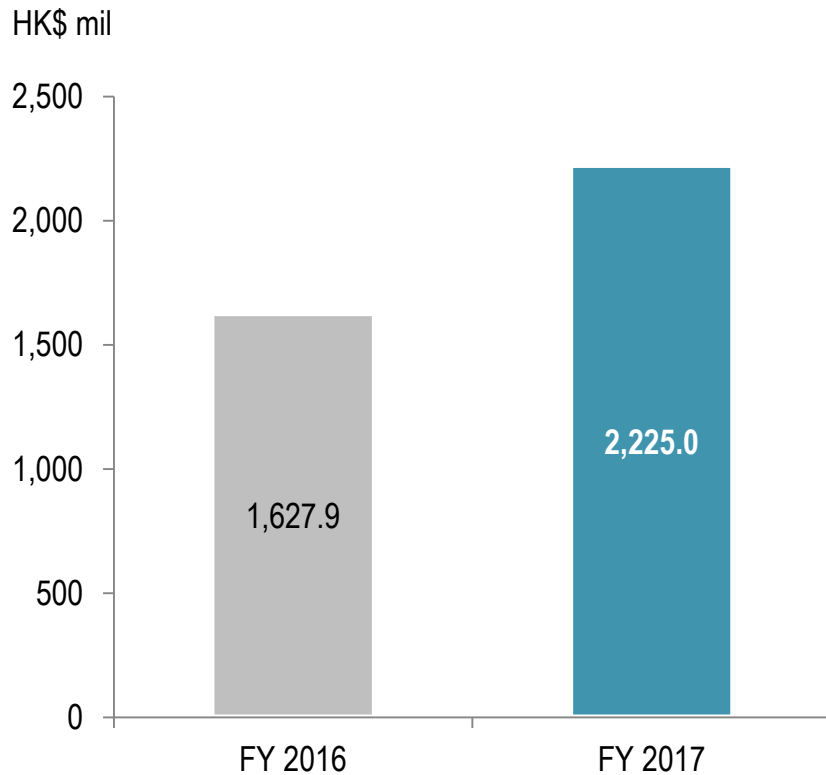
2017 Annual Results

The slide features a complex background. On the left, there is a light gray area with a low-poly, geometric pattern. A large, dark gray chevron shape points downwards from the top center. To the right of this chevron is a bright yellow diagonal stripe. The rightmost portion of the slide shows a low-angle photograph of a modern glass skyscraper against a clear blue sky. The building's windows reflect the sky and some interior lights are visible at the bottom.

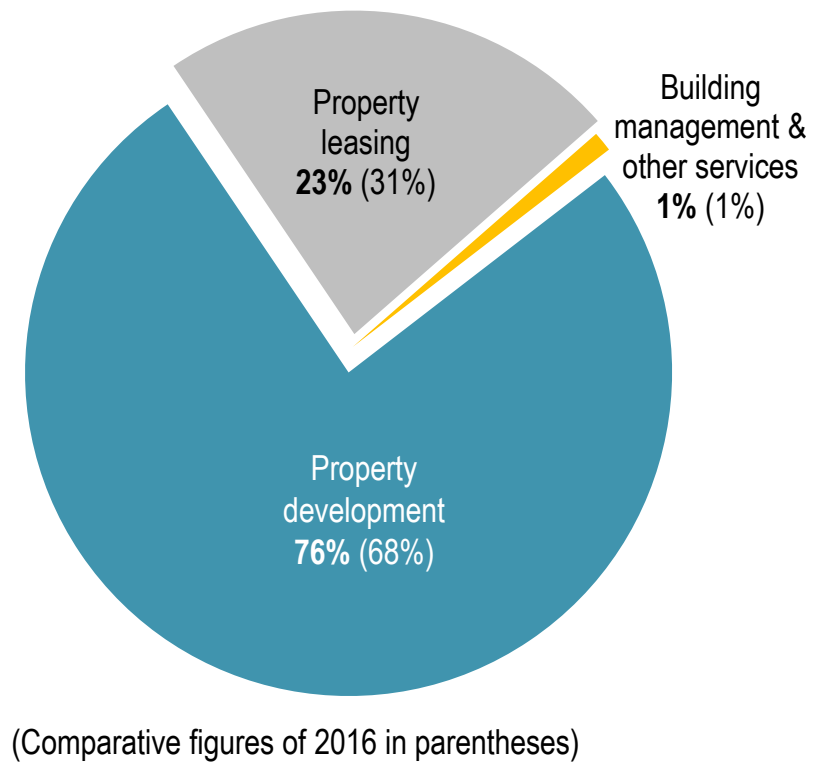
2017 Annual Results Highlights



Revenue



Revenue by business segments



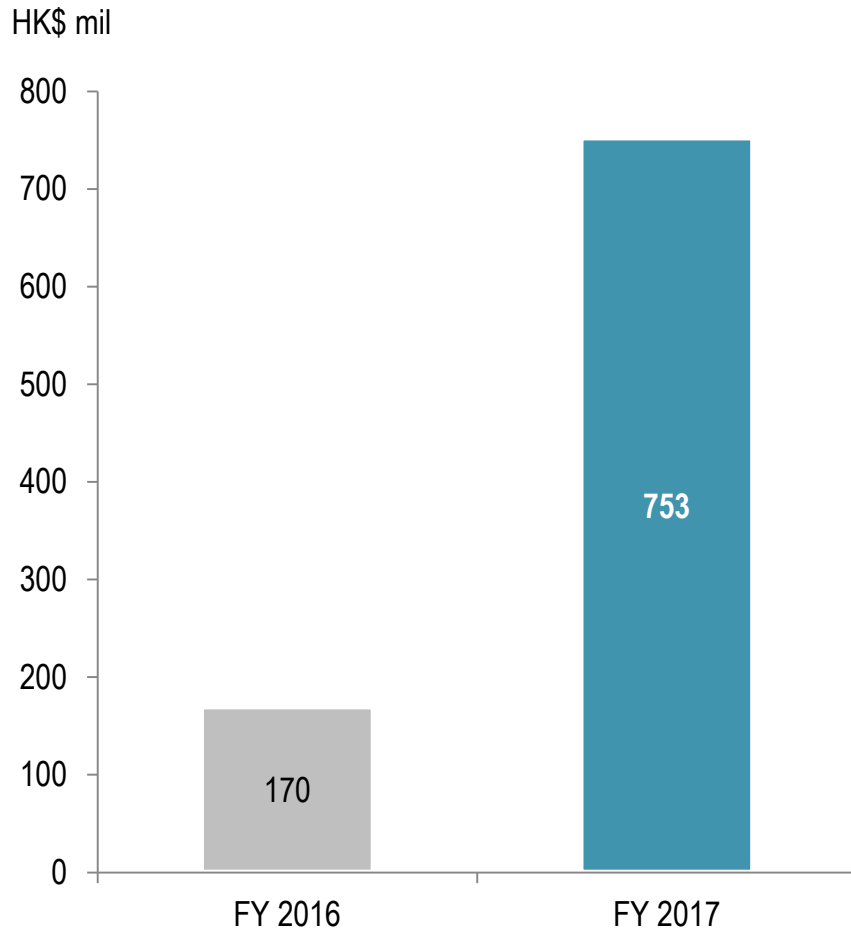
- The Group started the revenue recognition of iPLACE and Jones Hive in 2017.
- Soundwill Plaza and Midtown continued to maintain high occupancy rate

Revenue composition

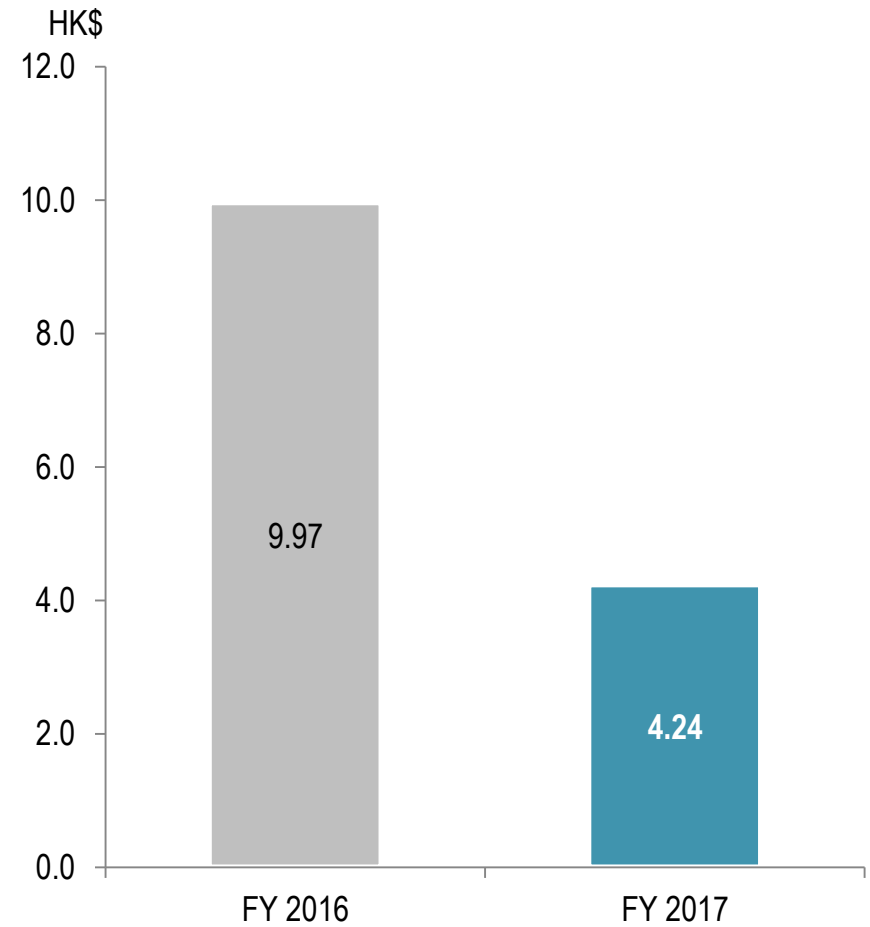
- Property development: Sales of properties under development
- Property leasing: Rental and signage rental income
- Building management and other services



Underlying profit *



Basic earnings per share

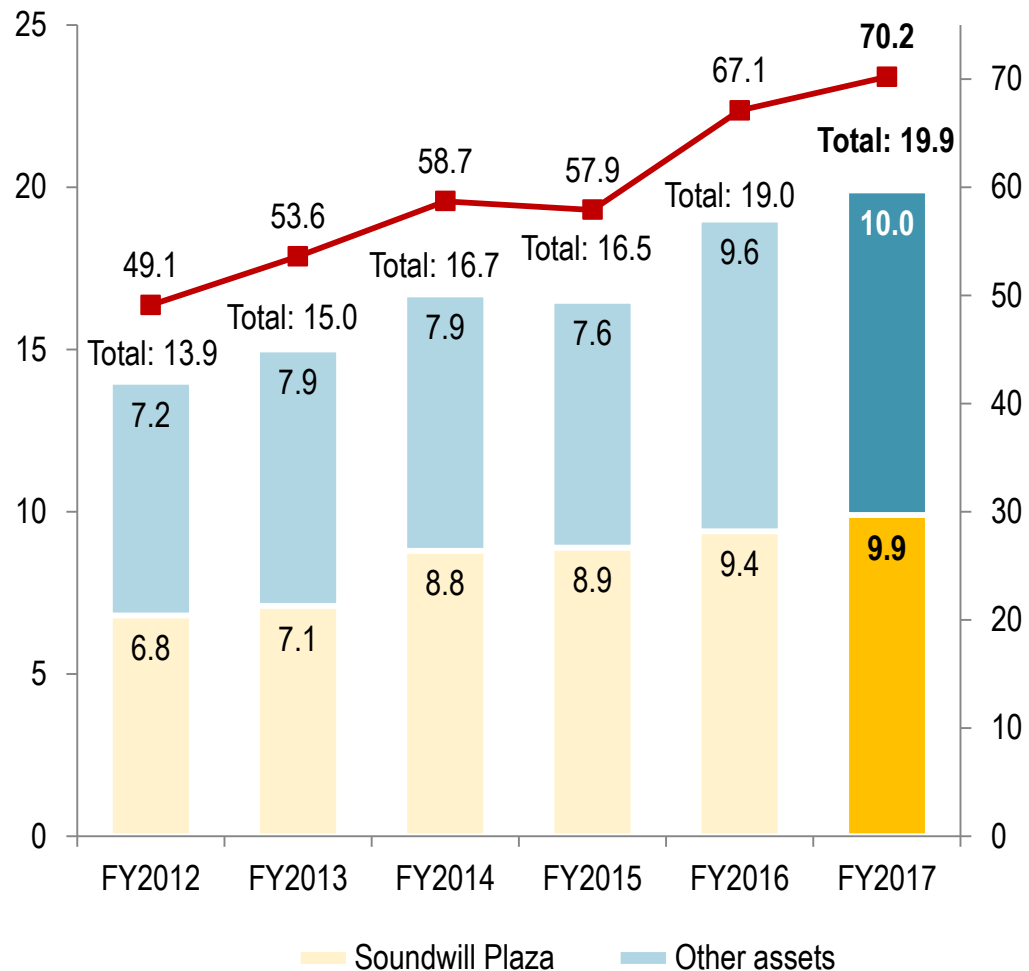


*Exclude net gain/(loss) on fair value adjustments on investment properties and gain/(loss) on disposal of subsidiaries

Net Asset Overview



NAV (HK\$ bil) NAV per share (HK\$)



NAV per share breakdown

(as at 31 Dec 2017)

	HK\$
Soundwill Plaza	35.0
Soundwill Plaza II – Midtown	11.1
THE SHARP	1.1
10 Knutsford Terrace	3.6
Kai Kwong Commercial Building	1.5
Other assets – Residential	
Park Haven	0.6
Others	14.0
Other assets – Industrial	
iPLACE	0.4
iCITY	1.9
Chai Wan Kok Street	1.0
Total	70.2

Balance Sheet Highlights



	As at 31 Dec 2016 (HK\$ mil)	As at 31 Dec 2017 (HK\$ mil)	Change
Total assets	22,343	22,552	↑1%
Net assets	19,003	19,894	↑5%
Cash and bank deposit	1,524	1,254	↓18%
Bank deposit at escrow account / Restricted bank deposits	119	60	↓50%
Total borrowings	1,694	1,528	↓10%
Gearing ratio*	9.0%	8.0%	↓1.0p.p.
Net of cash gearing ratio[#]	0.5%	1.1%	↑0.6p.p.

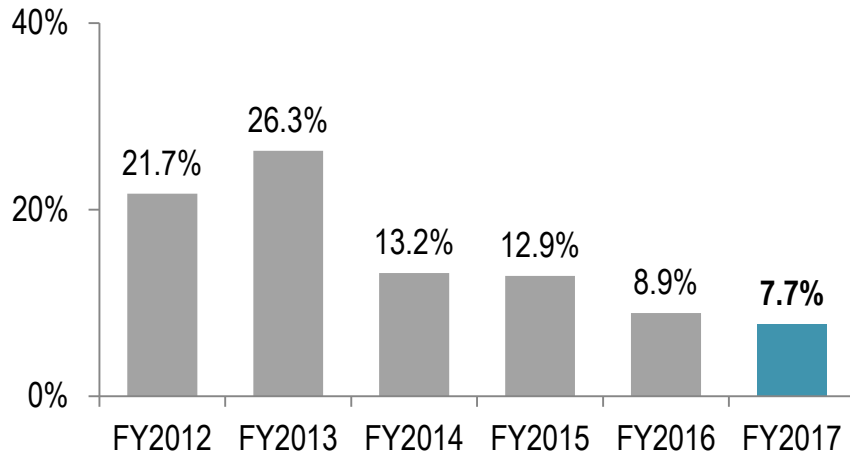
* Gearing ratio = Total debt / Total equity

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

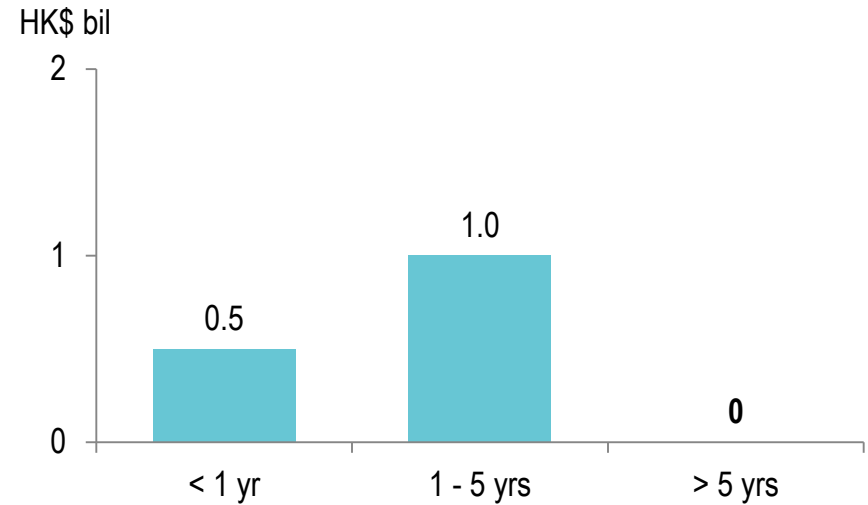
Financial Ratios



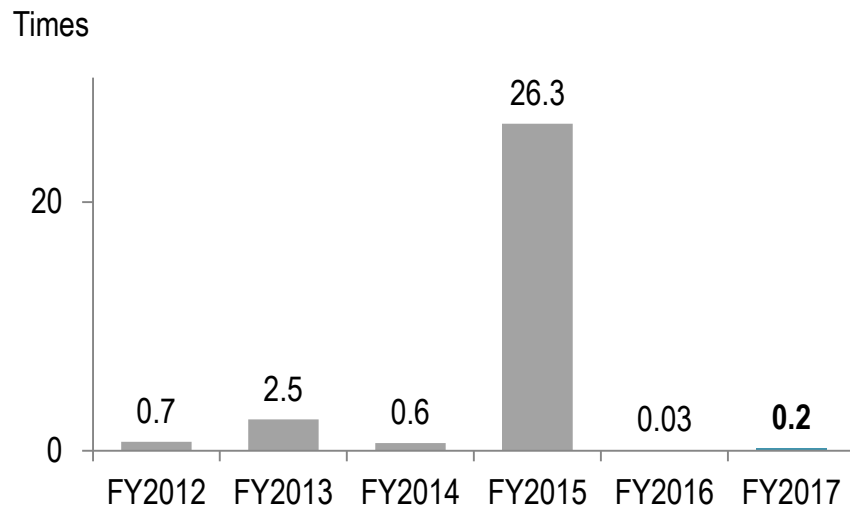
Total Debt / Total Equity



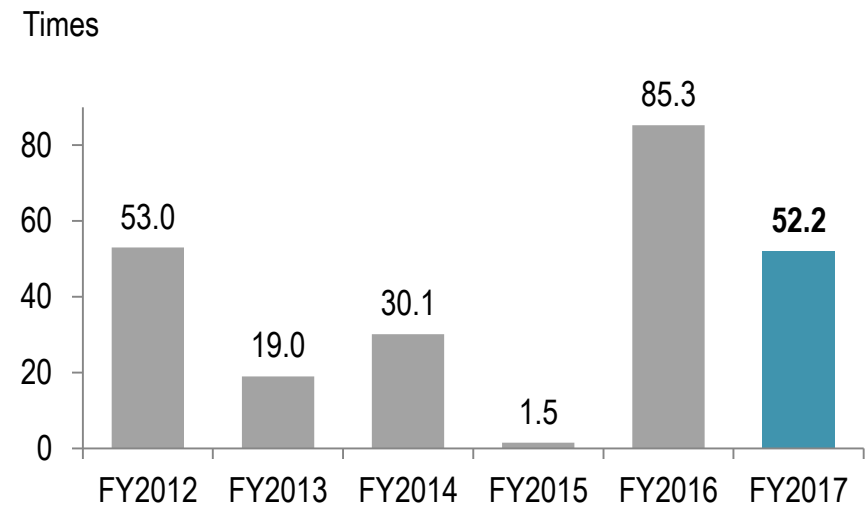
Debt Maturity (as at 31 Dec 2017)



Net Debt / EBITDA



Interest Cover



Business Overview





Top class rental property in the prime location of Causeway Bay

Times Square
時代廣場

Russell St 羅素街

Soundwill
金·朝·陽·中·心
Plaza

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 2017)

Floor	GFA (sq. ft.)	Occupancy rate	Avg. rental change (2016 vs 2017)
G/F & 1/F	18,269	100%	0 %
Upper levels	226,836	85%	↑9.73%

SWP Current Tenants (as at 31 Dec 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+

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
(expired on Nov 17)

夢想成真
DREAM OPTICAL CITY

MIOGGÍ

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
(expired on Sep 17)

TO·KIO
DATE APPOINTING

INGRID MILLET
PARIS

PURE
YOGA

MUSÉE PLATINUM
— TOKYO —

MUSÉE
Medical Beauty Centre

DBS Finance
星展財務

李居明文曆象館
LEE KEE WEN LUN YIM TAI PAU

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 OPTIC

BEAUTYPLACE

OASIS
medical

OSCAR
Beauty Spa Slim

baby FACE
嬰兒中心

Street level

OMEGA

BURBERRY

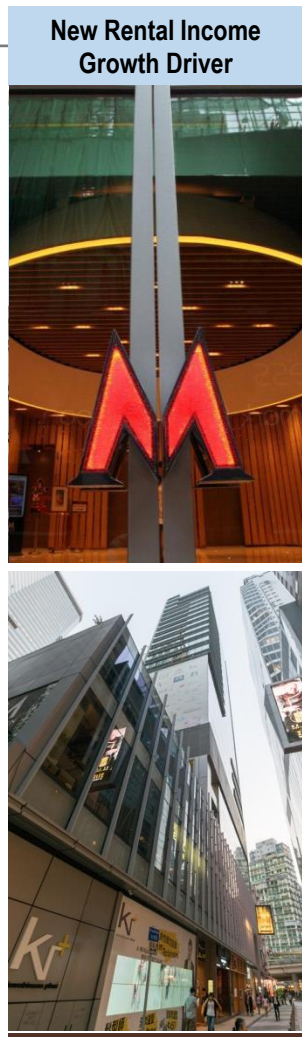
RADO
SWITZERLAND

AUDEMARS PIGUET
Le Brassus

Grade-A Investment Portfolio – Commercial



Top class rental property in the prime location of Causeway Bay



Soundwill Plaza II - Midtown, Causeway Bay

- Total leasing GFA : 218,000 sq. ft.
- Quality tenants:



Leasing status (as at 31 Dec 2017)

Floor	GFA (sq. ft.)	Occupancy rate
Non-dining	107,940	95%
Dining	110,060	92%
Total	218,000	93%



Investment property



10 Knutsford Terrace, Tsim Sha Tsui

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

諾士佛臺 10 號
Knutsford

Floor	GFA (sq. ft.)	Occupancy rate	Avg. rental change (2016 vs 2017)
G/F – 3/F	20,000	100%	0%
4/F – 23/F	94,000	91.21%	↑21.10%
Total	114,000	92.75%	↑12.71%



Kai Kwong Commercial Building, Wan Chai

- Total leasing GFA : approx.33,000 sq. ft.
- New leasing specification

Kai Kwong
Commercial Building

Floor	GFA (sq. ft.)	Occupancy rate	Avg. rental change (May 2017 vs 2017)
G/F – 3/F	9,600	75%	↑0.44%
4/F – 21/F	23,580	75%	↓19.77%
Total	33,000	75.4%	↓3.89%

Grade-A Investment Portfolio – Commercial



Investment property



THE SHARP, Causeway Bay

(G/F retail space retained for investment purpose)





- Total leasing GFA : approx.5,968 sq. ft.
- New leasing specification

— THE —
SHARP
CAUSEWAY BAY

Floor	GFA (sq. ft.)	Occupancy rate	Avg. rental change (2016 vs 2017)
G/F – 2/F Shops 1-3	4,570	100%	↑100%
G/F Shop A	1,398	100%	0%

Land Bank & Development Timeline



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

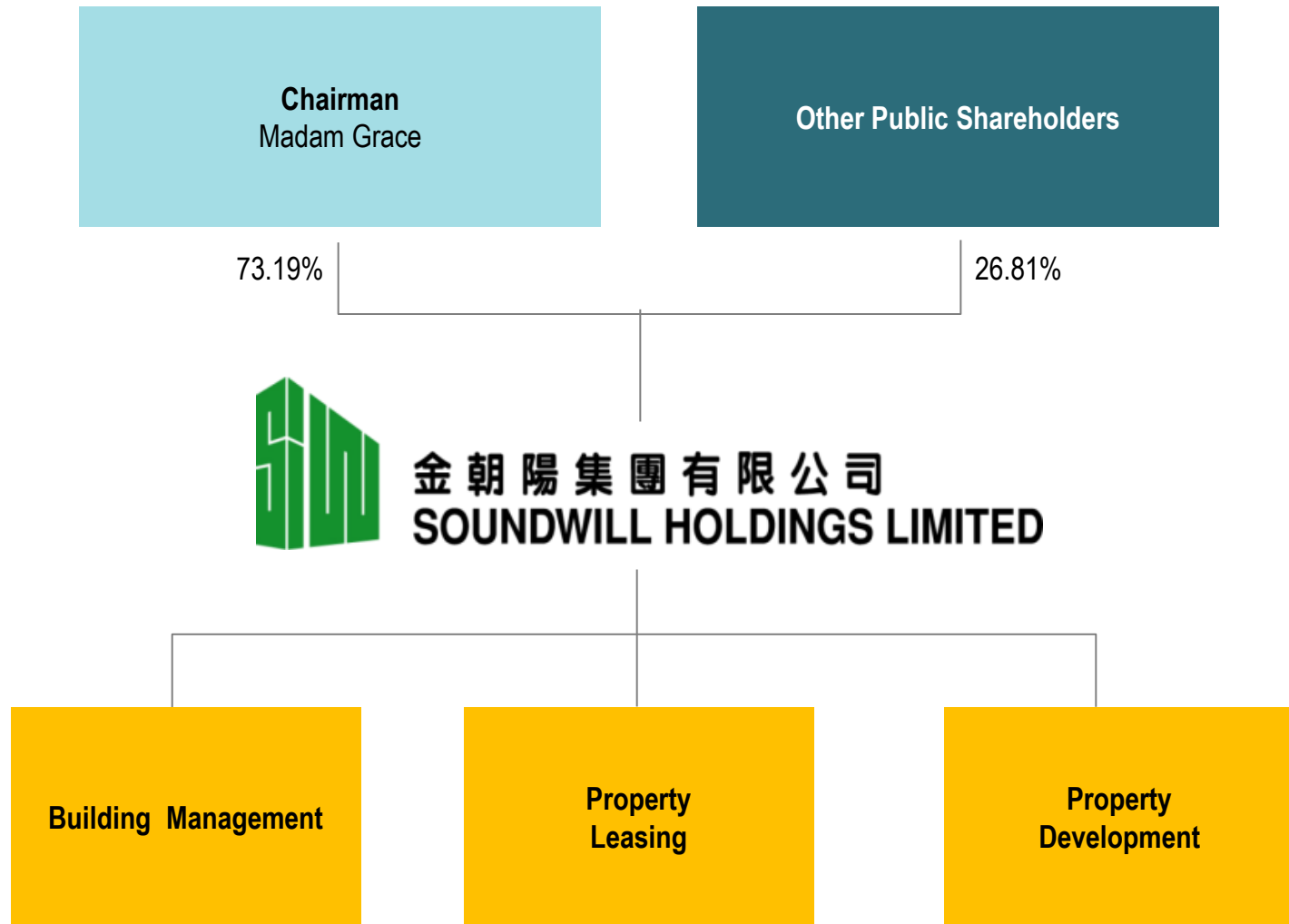
Unified Projects Overview



	Project	Year unified	Project status
	Soundwill Plaza II – Midtown (Tang Lung St.)	2010	For lease
	THE SHARP (Sharp St. East & Yiu Wa St.)	2010	Completed in 2016
	Jones Hive 雋瓏 (Lai Yin St. & Jones St.)	2013	Completed in 2017

Appendix





No. of issued shares : 283,308,635 shares (as at 28 Mar 2018)