



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

2018 Interim Results

* For identification purpose only

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This document (and the information contained herein) is not for publication or distribution to any person(s) except as permitted by us.

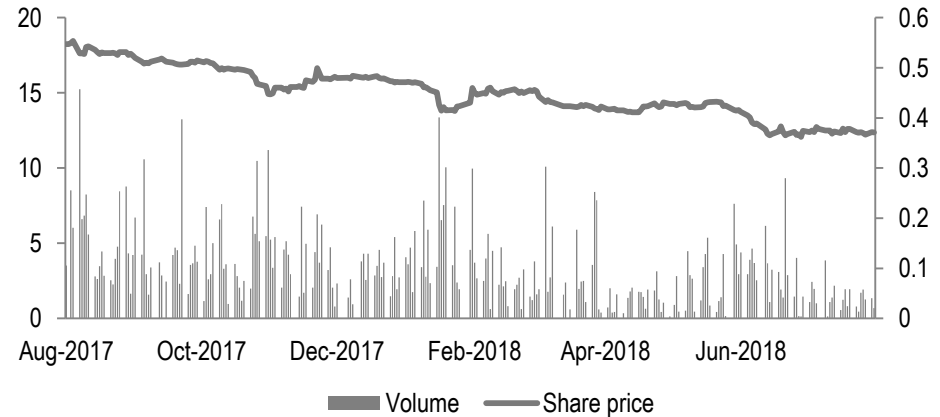
Company Overview



About Soundwill

Stock code	: 878.HK
Listing date	: March 1997
No. of issued shares (as at 22 Aug 2018)	: 283,308,635 shares
Share price (as at 22 Aug 2018)	: HK\$ 12.4
Market cap (as at 22 Aug 2018)	: HK\$3.51 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



諾士佛臺 10 號
Knutsford

Kai Kwong
Commercial
Building

Commercial



Residential



Industrial



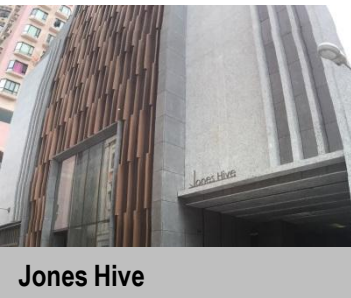
Causeway Bay



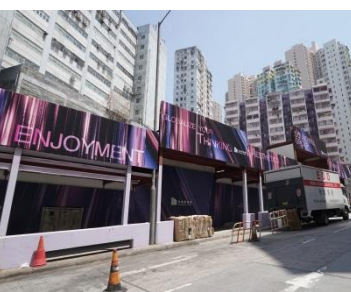
Causeway Bay



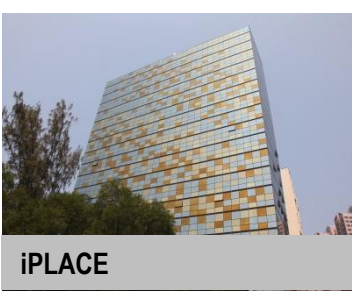
Wan Chai



Tai Hang



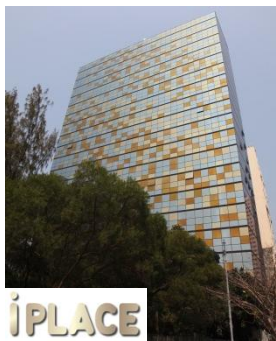
Kwai Chung



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



3-5 years

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



1-3 years

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

Project sold:

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



Soundwill's property expertise:

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

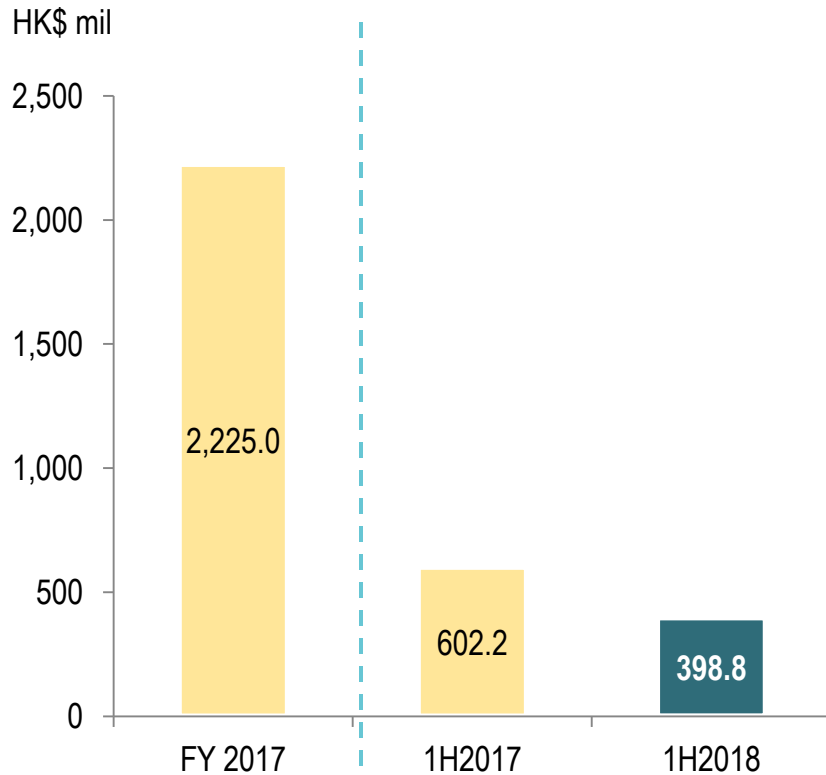
2018 Interim Results



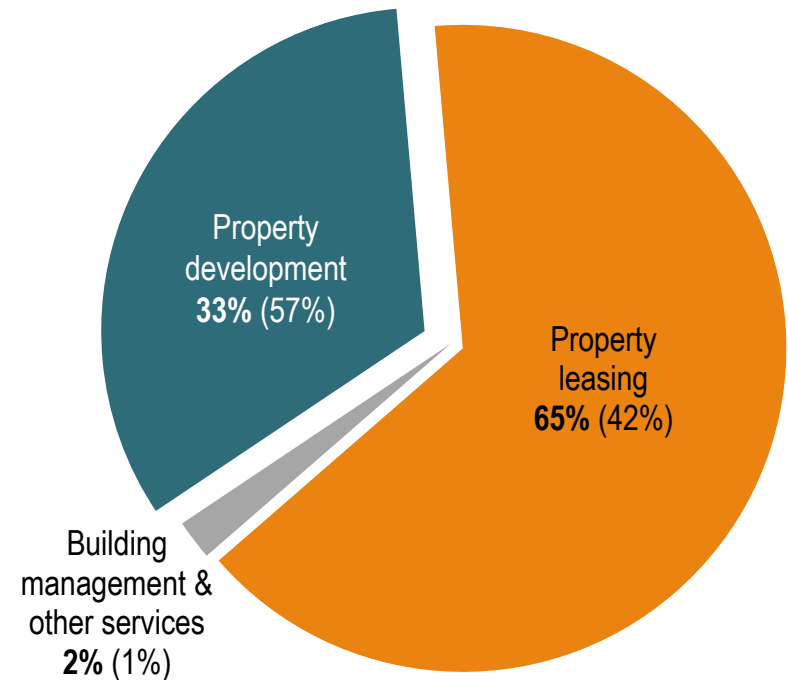
2018 Interim Results Highlights



Revenue



Revenue by business segments



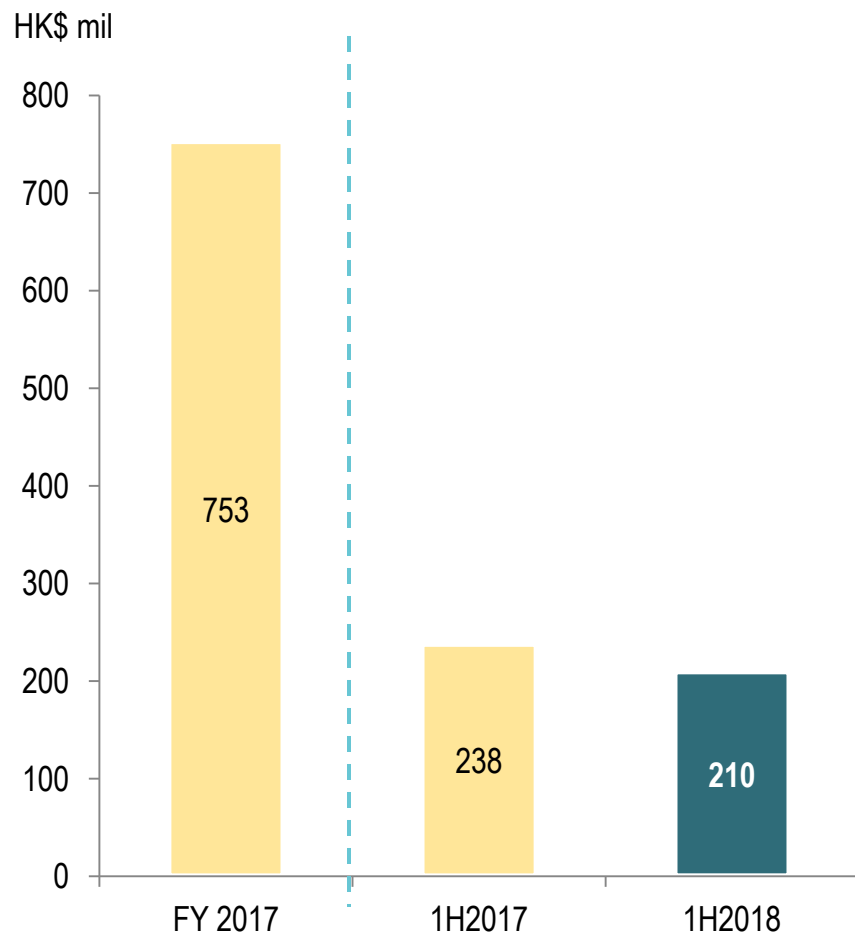
(Comparative figures of 1H2017 in parentheses)

- Decrease in revenue was mainly attributable to the decrease from property sales in Hong Kong
- Soundwill Plaza and Midtown continued to maintain high occupancy rate

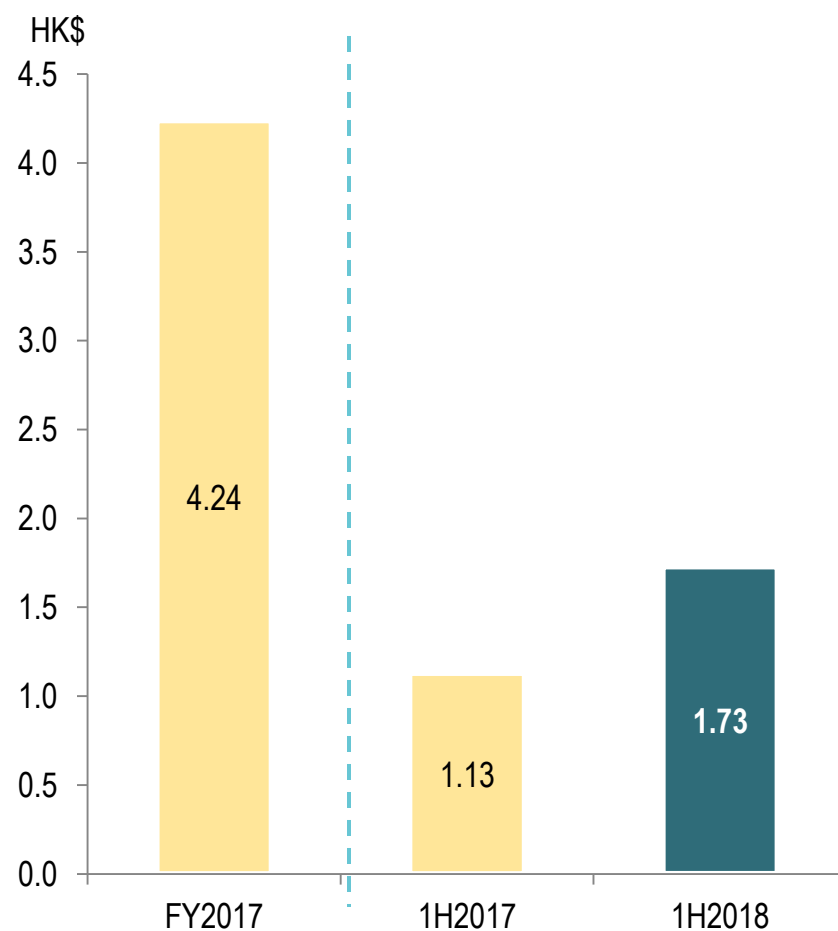
Revenue composition

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

Underlying profit *

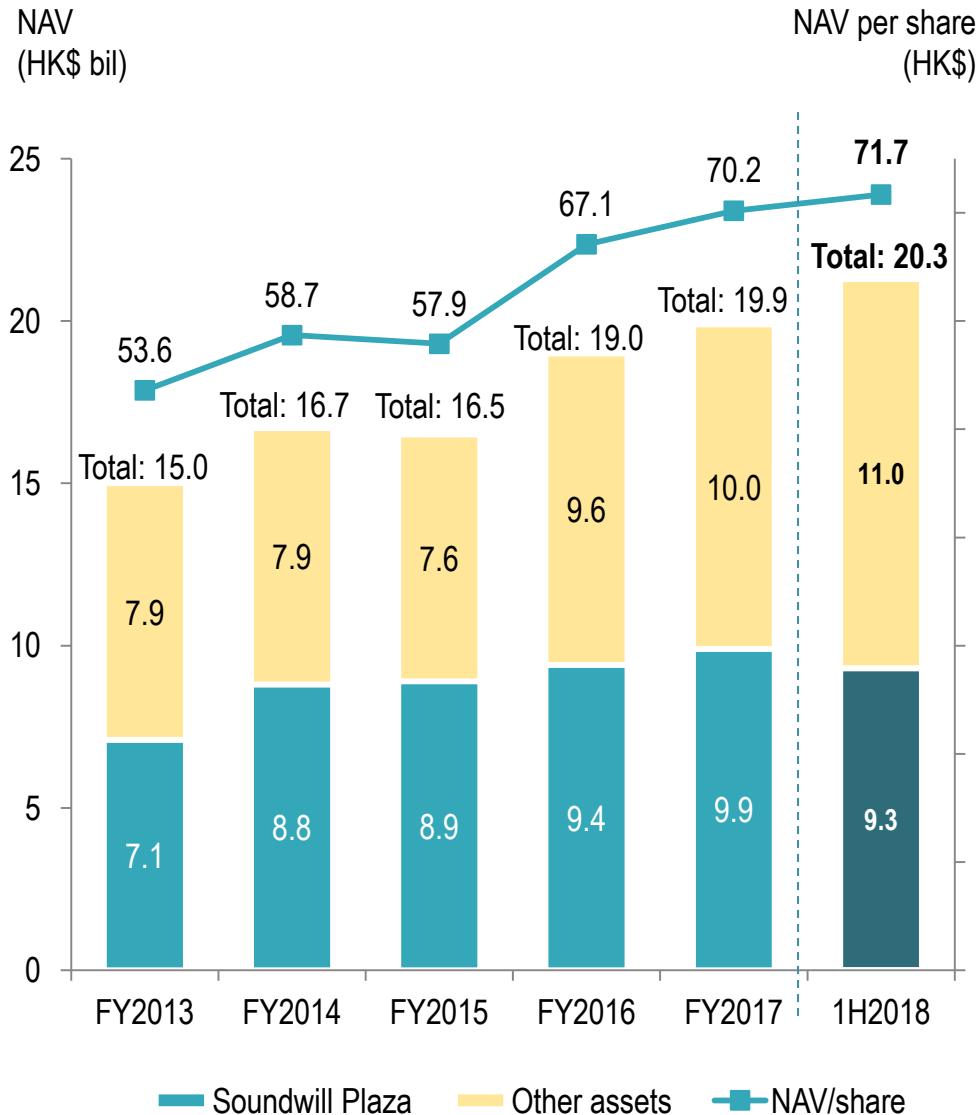


Basic earnings per share



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

Net Asset Overview



NAV per share breakdown

(as at 30 Jun 2018)	HK\$
Soundwill Plaza	33.0
Soundwill Plaza II – Midtown	11.1
THE SHARP	0.9
10 Knutsford Terrace	3.5
Kai Kwong Commercial Building	1.5
Other assets – Residential	
<i>Park Haven</i>	0.9
<i>Others</i>	17.9
Other assets – Industrial	
<i>iPLACE</i>	0.3
<i>iCITY</i>	1.7
<i>Chai Wan Kok Street</i>	0.9
Total	71.7

Balance Sheet Highlights



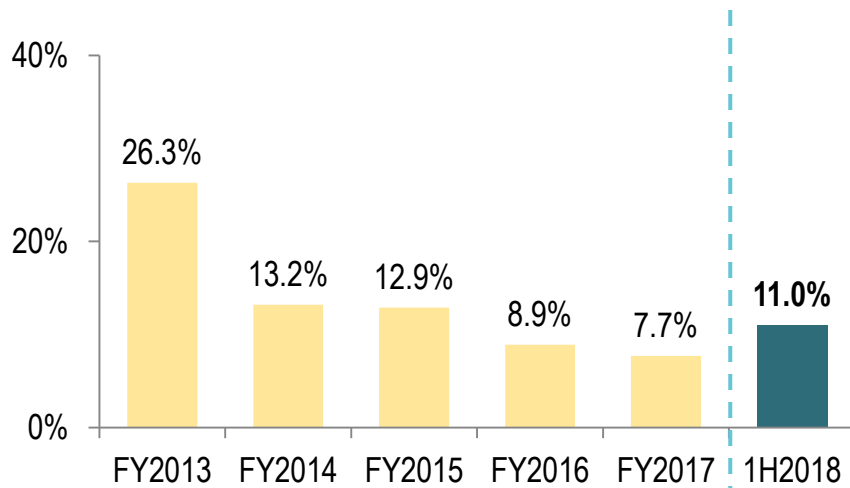
	As at 31 Dec 2017 (HK\$ mil)	As at 30 Jun 2018 (HK\$ mil)	Change
Total assets	22,552	23,782	↑5%
Net assets	19,894	20,319	↑2%
Cash and bank deposit	1,254	1,556	↑24%
Bank deposit at escrow account and Restricted bank deposits	60	61	↑2%
Total borrowings	1,528	2,238	↑46%
Gearing ratio*	8.0%	11.0%	↑3.0 p.p.
Net of cash gearing ratio[#]	1.1%	3.1%	↑2.0 p.p.

* Gearing ratio = Total debt / Total equity

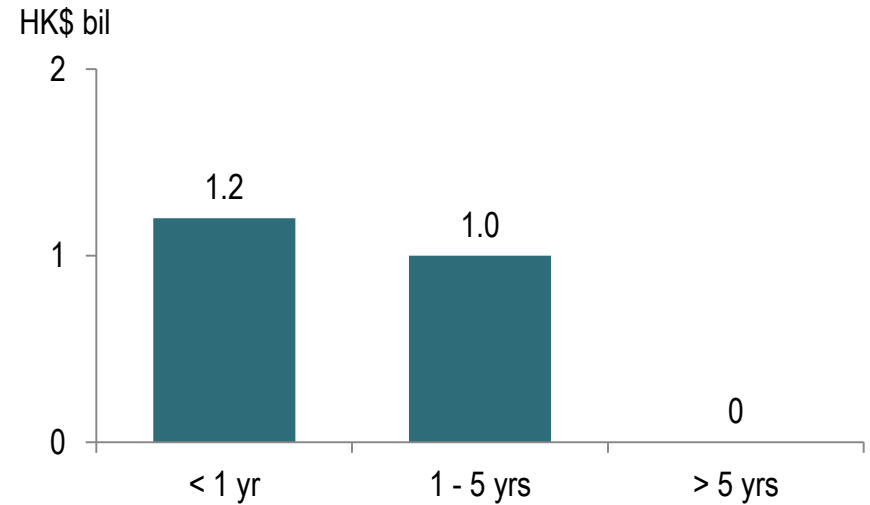
[#] Net of cash gearing ratio = (Total borrowings – Cash and bank deposit) / Total equity



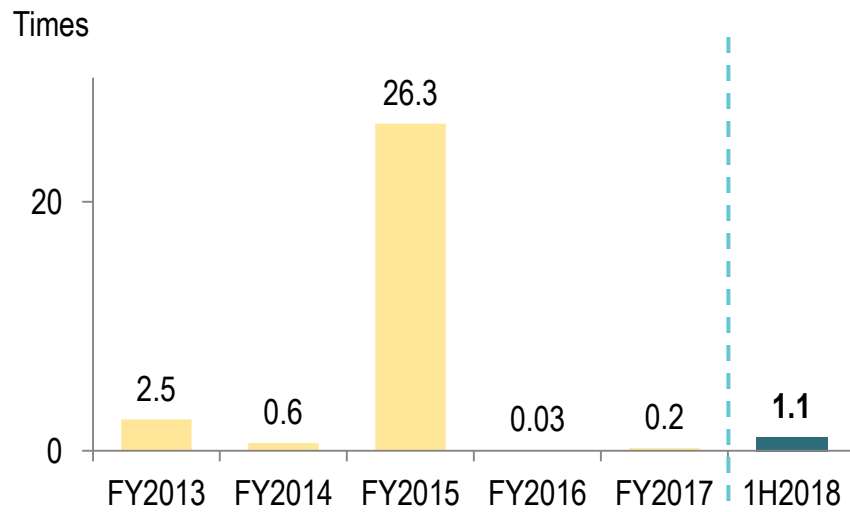
Total Debt / Total Equity



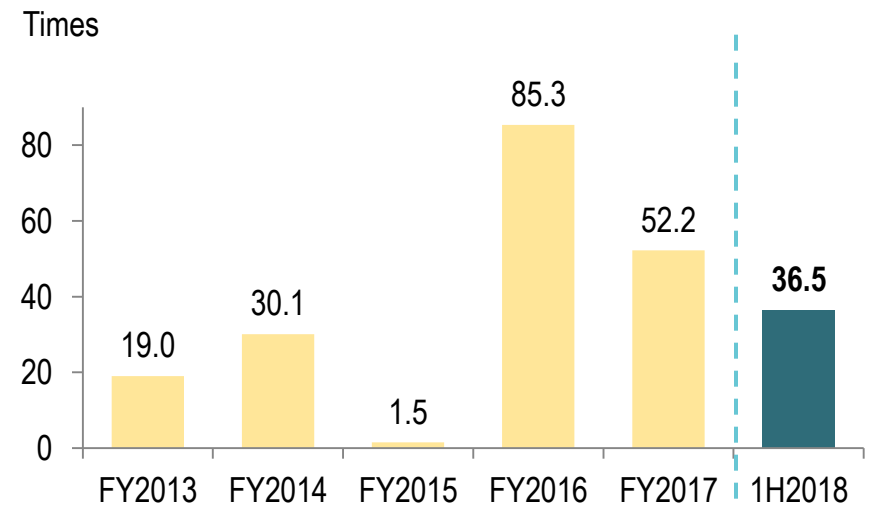
Debt Maturity (as at 30 June 2018)



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 Plaza
金·朝·陽·中·心

M
MIDTOWN
Soundwill Plaza II

Tang Lung St 登龍街

Canal Road 堅拿道



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 30 Jun 2018)

Floor	GFA (sq. ft.)	Occupancy rate	Avg. rental change (1H2017 vs 1H2018)
G/F & 1/F	18,269	100%	0%
Upper levels	226,836	88.06% *	↓5.01%

*95.48% from 1 July 2018

SWP Current Tenants (as at 30 Jun 2018)



Soundwill Plaza
金·朝·關·中·心

3-39/F

GLAMSMILE
愛威白 全球瓷貼面專家

LightMAC
Medical Skincare Centre

新星茶莊
ROYAL TEA HOUSE

CosMax+

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

dermes
專業永久脫毛專家

SmaTone

+medispa®
激光脫毛及祛斑中心

夢想成真
DREAM OPTICAL CITY

MIOGGI Dondi

Long Benefit Enterprises Ltd
長安企業有限公司

OASIS spa

DermaGram SWISS
— INSTITUT —

PLURECIL

AEON
CREDIT SERVICE

SPA by mtm

BERTAGNE
BEAUTY LABS

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 CULTURAL MUSEUM

marier
SKINCARE

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
BEAUTY CENTRE

BEAUTYPLACE

OASIS
medical

OSCAR
Beauty Spa Slim

baby FACE
嬰兒中心

Street level

OMEGA

BURBERRY

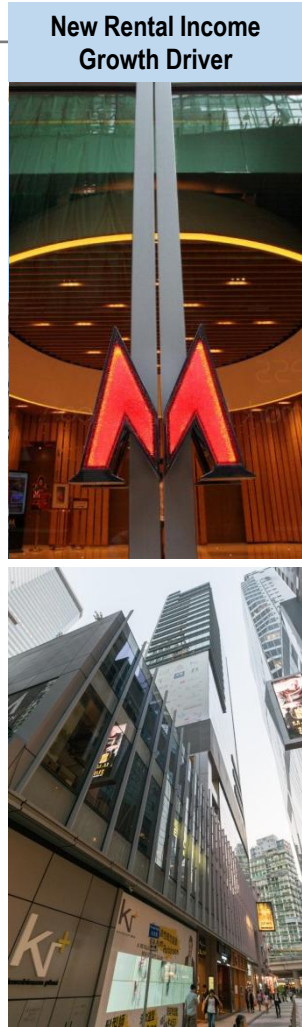
RADO
SWITZERLAND

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 30 Jun 2018)

Floor	GFA (sq. ft.)	Occupancy rate
Non-dining	107,940	94.67%
Dining	110,060	100%
Total	218,000	97.36%

Grade-A Investment Portfolio – Commercial



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 (1H2017 vs 1H2018)
G/F – 3/F	20,000	100%	↑3%
4/F – 23/F	94,000	87.5%	↓9%
Total	114,000	90.3%	↓3%



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 (1H2017 vs 1H2018)
G/F – 3/F	9,600	75%	0%
4/F – 21/F	23,580	81%	↑11%
Total	33,000	79%	↑9%



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
G/F – 2/F Shops 1-3	4,570	100%
G/F Shop A	1,398	100%

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"> Commercial development GFA: 44,000 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. 		✓

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 雋瑯 (Lai Yin St. & Jones St.)	2013	Completed in 2017

Appendix



Shareholding / Corporate Structure



No. of issued shares : 283,308,635 shares (as at 22 Aug 2018)

* For identification purpose only