



FEC遠東發展

(Incorporated in the Cayman Islands with limited liability)

(於開曼群島註冊成立之有限公司)

Stock Code 股份代號: 035

FY2019 Annual Results

June 2019

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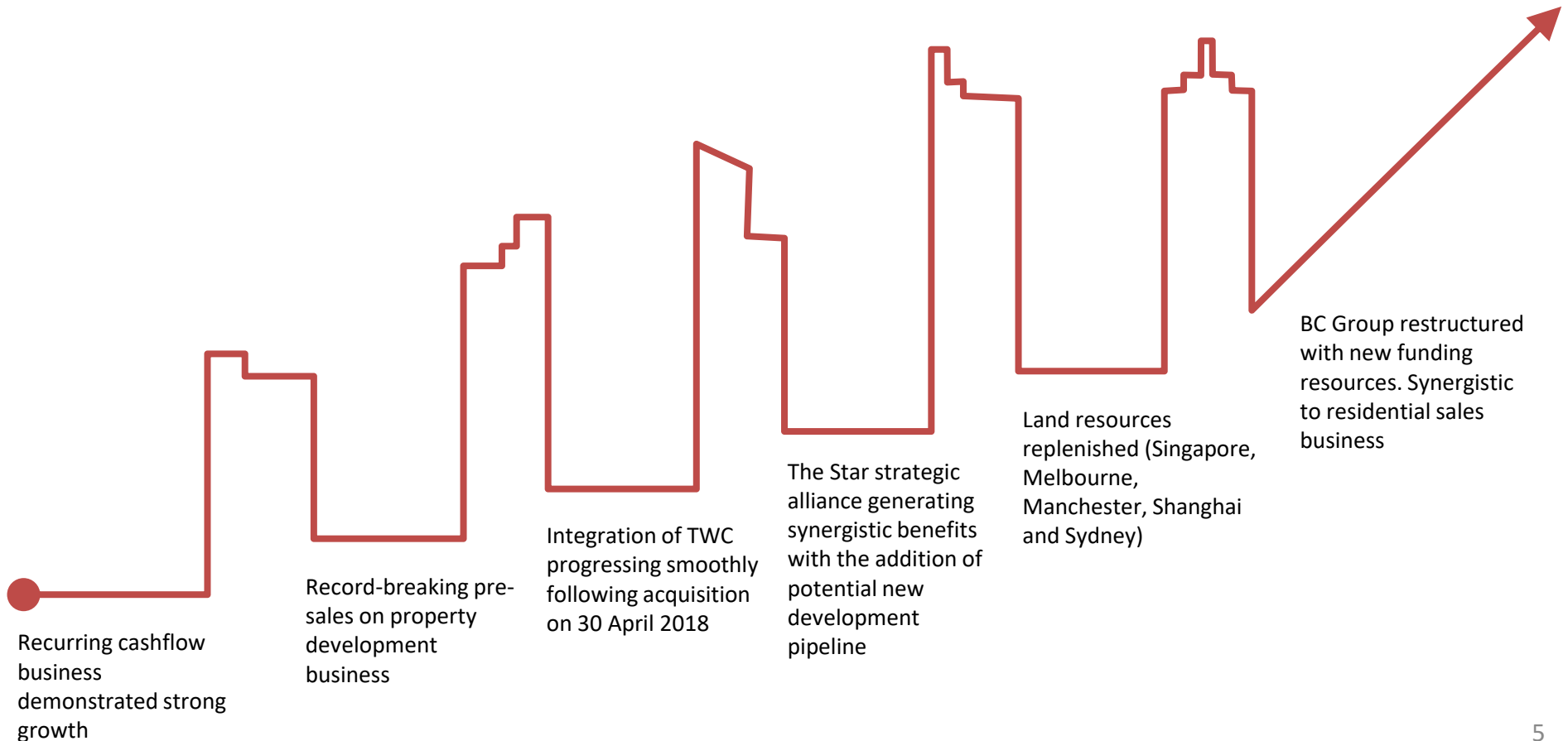
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1. FY2019 Annual Results Summary

FY2019: Key Achievements

FEC's Strategic Positioning to Become a Pre-eminent International Real Estate Specialist with Strong Hospitality DNA Targeting the "Asian Wallet" Yielding Encouraging Results

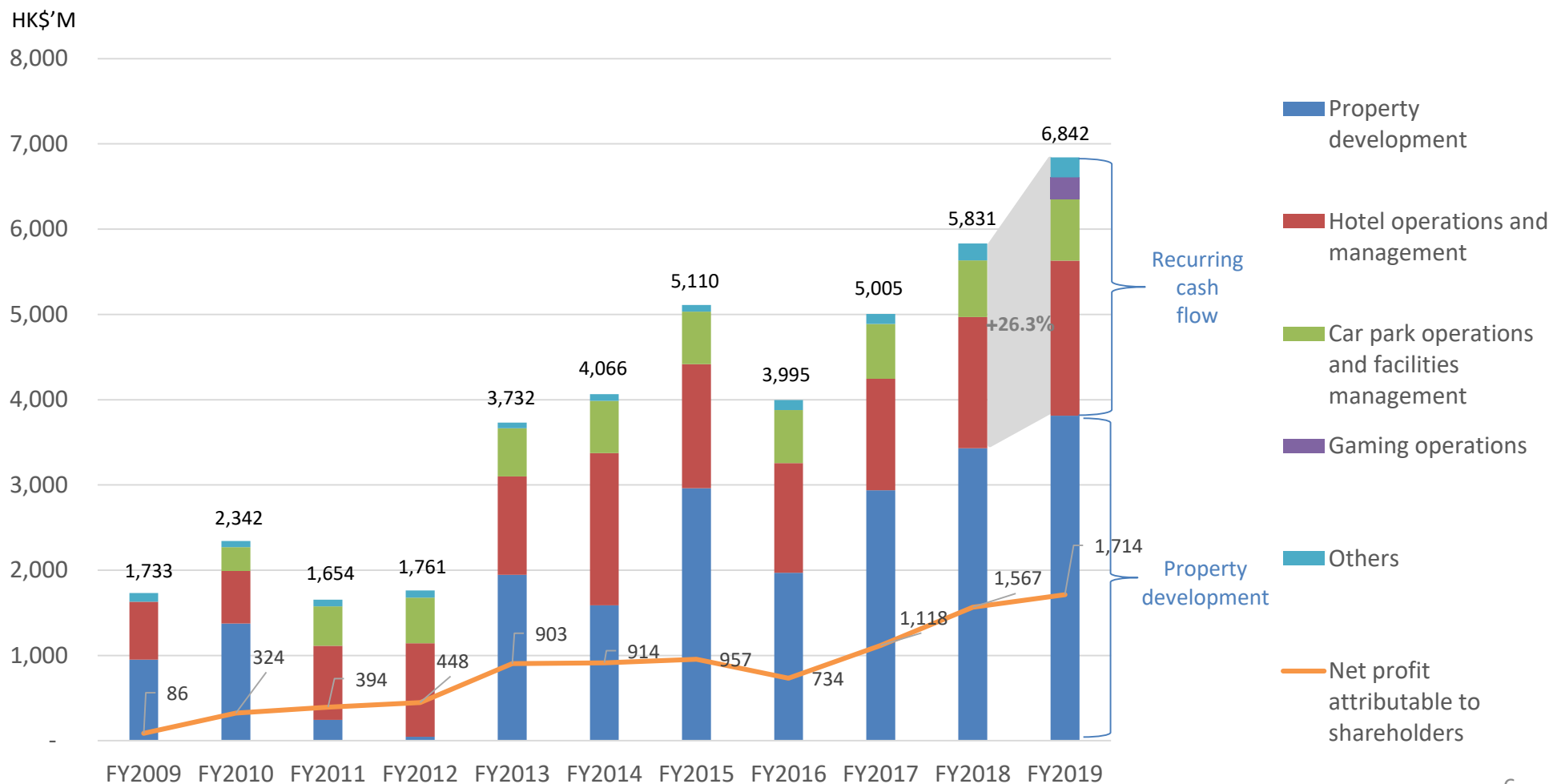


Long-term Growth Track Record Supported by Clear Strategy

10-Year CAGR :

Total revenue: 14.7%

Net profit attr. to shareholders : 34.9%



FY2019: Resilient Performance with Defensive Growth

	FY2019	FY2018	YoY
Revenue (HK\$'M)	6,842	5,831	+17.3%
Gross profit (HK\$'M)	2,610	2,634	-0.9%
Net profit attributable to shareholders (HK\$M)	1,714	1,567	+9.4%
Core cash profit ⁽¹⁾	1,457	1,329	+9.6%
EPS (HK cents)			
- Basic & Diluted	74.0	69.0	+7.2%
DPS (HK cents)	22.0	22.0	-
- Final	18.0	18.0	-
- Interim	4.0	4.0	-
	As at 31.3.2019	As at 31.3.2018	
Total cumulative attributable pre-sales (HK\$'M)	14,614	13,374	+9.3%
Total NAV attributable to shareholders (HK\$'M) ⁽²⁾	31,251	28,564	+9.4%
NAV per share (HK\$) ⁽²⁾	13.29	12.41	+7.1%

(1) Core cash profit is calculated by adding depreciation and amortization charges to, and subtracting post-tax fair value gain in investment properties and one-off gains from, net profit attributable to shareholders of the Company. The amounts are adjusted for minority interests.

(2) Including hotel revaluation surplus.

High Quality Core Cash Profit

HK\$'M	FY2019	FY2018	% change
Net profit attributable to shareholders	1,714	1,567	+9.4%
Adjustments:			
Gain on investment property revaluation (post tax)	(548)	(267)	
Gain on bargain purchase of TWC	(108)	-	
Depreciation and amortization	399	349	
Adjusted cash profit ⁽¹⁾	1,457	1,649	-11.6%
Gain on disposal of a hotel	-	(320)	
Core cash profit	1,457	1,329	+9.6%
Attributable to:			
Recurring cashflow businesses (hotel / car park / gaming / rental)	815	614	32.7%
Property development business	714	965	-26.0%
Unallocated costs/overheads (including interest)	(72)	(250)	+71.2%
Core cash profit	1,457	1,329	+9.6%

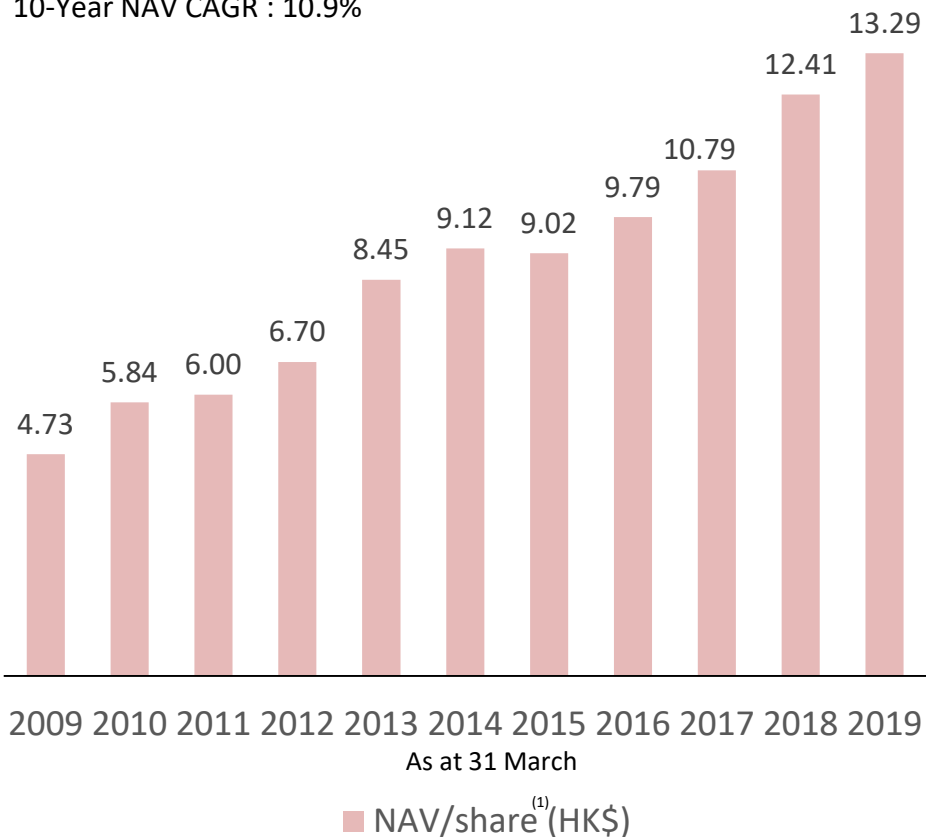
(1) Adjusted cash profit is calculated by adding depreciation and amortization charges to, and subtracting post-tax fair value gain in investment properties and gain on bargain purchase of TWC from, net profit attributable to shareholders of the Company. The amounts are adjusted for minority interests.

GP Margin Stays Healthy

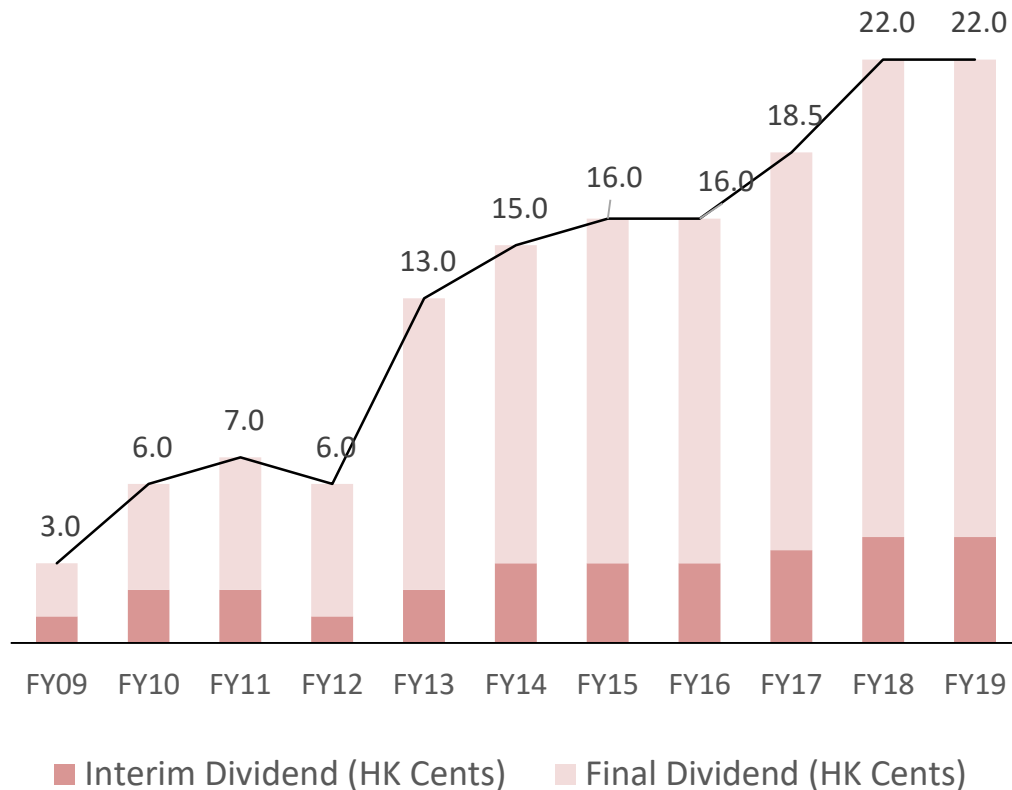
	FY2019					FY2018				
	Revenue	Gross profit (after depreciation)		Gross profit (before depreciation)		Revenue	Gross profit (after depreciation)		Gross profit (before depreciation)	
	HK\$ M	HK\$ M	Margin %	HK\$ M	Margin %	HK\$ M	HK\$ M	Margin %	HK\$ M	Margin %
Property development	3,811	1,356	35.6%	1,356	35.6%	3,431	1,705	49.7%	1,705	49.7%
Hotel operations and management	1,818	782	43.0%	1,126	61.9%	1,538	645	42.0%	959	62.3%
Car park operations and facilities management	720	116	16.1%	151	20.9%	666	122	18.3%	150	22.6%
Gaming operations	259	155	59.8%	173	66.6%	N/A	N/A	N/A	N/A	N/A
Others	234	201	86.1%	201	86.1%	196	162	82.5%	162	82.5%
Total	6,842	2,610	38.1%	3,007	43.9%	5,831	2,634	45.2%	2,976	51.0%

Consistent Dividend Policy Supported by Long Term NAV/Share Growth

10-Year NAV CAGR : 10.9%



10 Year DPS CAGR: 22.0%



(1) Adjusted for hotel revaluation surplus

- Dividend policy: 30% to 40% of net profit (subject to anticipated capital expenditures)

Share Buyback

- Targeting up to HK\$200M in FY2020

Total number of shares buyback by the Group for FY2019	Total value of shares buyback by the Group for FY2019	Total increase in shares through scrip dividend by substantial shareholder for FY2019	Total number of shares purchased by substantial shareholder for FY2019
12,719,000	HK\$52.5M	30,700,000	6,800,000

	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
Shares buyback by the Group									
No. of shares (mn)	1.82	230	-	-	-	29.6	-	0.9	12.7
Value of shares (HK\$'M)	4.2	283.0	-	-	-	81.7	-	0.3	52.5
Increase in shares by substantial shareholder⁽¹⁾									
- Scrip dividend (mn)	19.1	29.4	15.3	37.2	39.2	55.8 ⁽²⁾	56.0	19.3	30.7
- No. of share purchased (mn)	3.0	-	-	27.9	116.8	1.0	3.3	0.3	6.8

(1) Tan Sri Dato' David CHIU, his spouse and his controlling companies

(2) Including 43,175,009 shares received from the privatization of Dorsett

Property Development: A Busy Year

Manchester

New Launch: MeadowSide (Plot 5)
New Land: Victoria Riverside, Addington Street
Obtained master planning of Northern Gateway

Shanghai

New Land: Baoshan District site

London

New Launch: Hornsey Town Hall

Guangzhou

Completed: Royal Riverside (Towers 1 – 4)[#]
New Launch: Royal Riverside (Tower 5)^{*}

Hong Kong

Completed: Aspen Crest, Marin Point[#]
New Launch: The Garrison, Manor Parc^{*}

Singapore

Completed: Artra[#]
New Land: Holland Road, Cuscaden Road, 21 Anderson Road

Perth

Completed: The Towers of Elizabeth Quay[#]
New Launch: Perth Hub

Gold Coast

Obtained master planning for The Star Residences (Towers 2 – 5)
New Launch: The Star Residences- Epsilon[#]

Melbourne

New Launch: West Side Place (Tower 3)
New Land: Bourke Street site^{##}

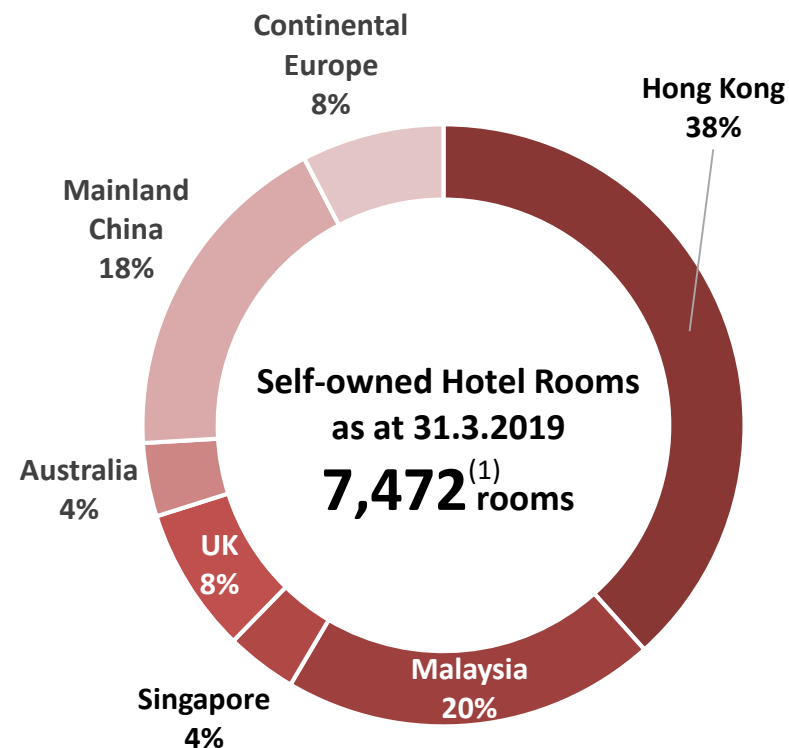
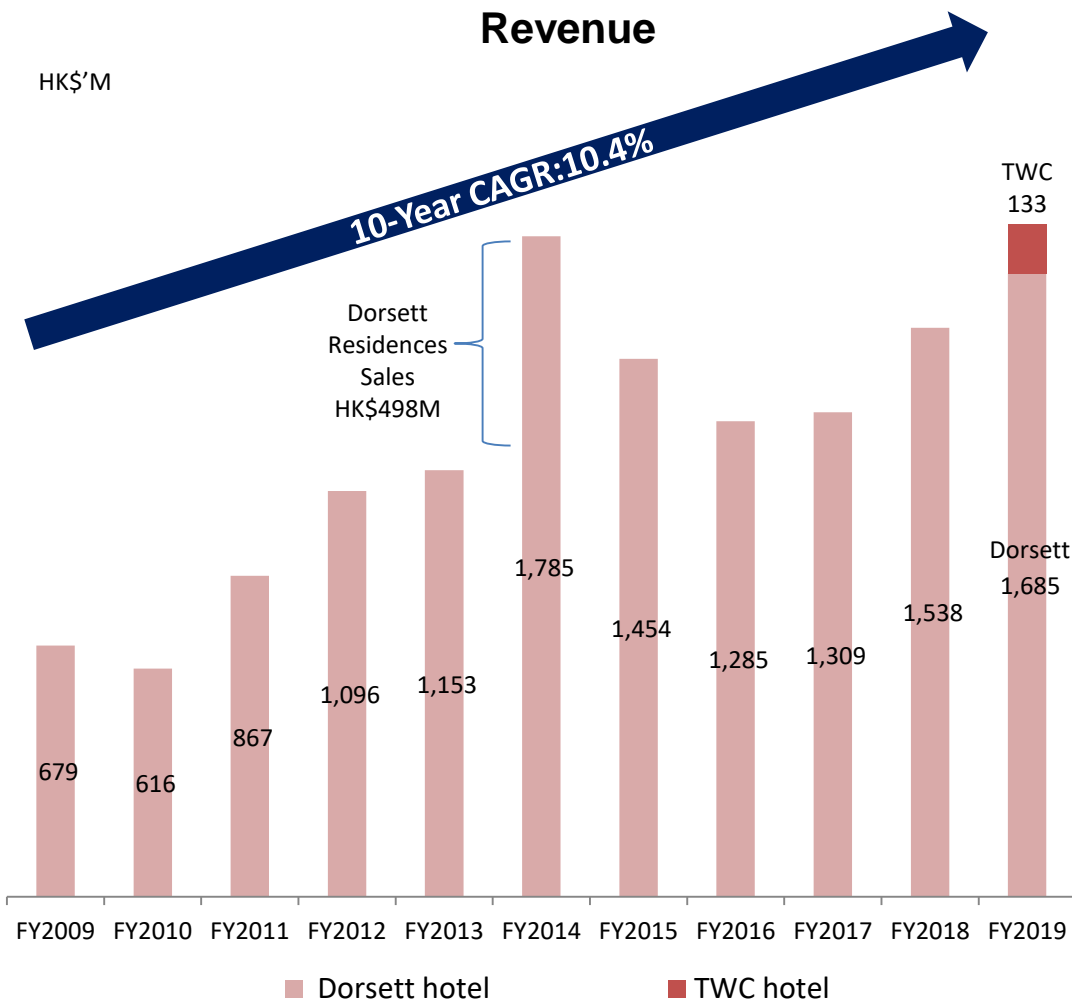
[#] Partially completed with remaining units to be delivered in subsequent years

^{##} Post 31.3.2019

^{*} Completed in the same year

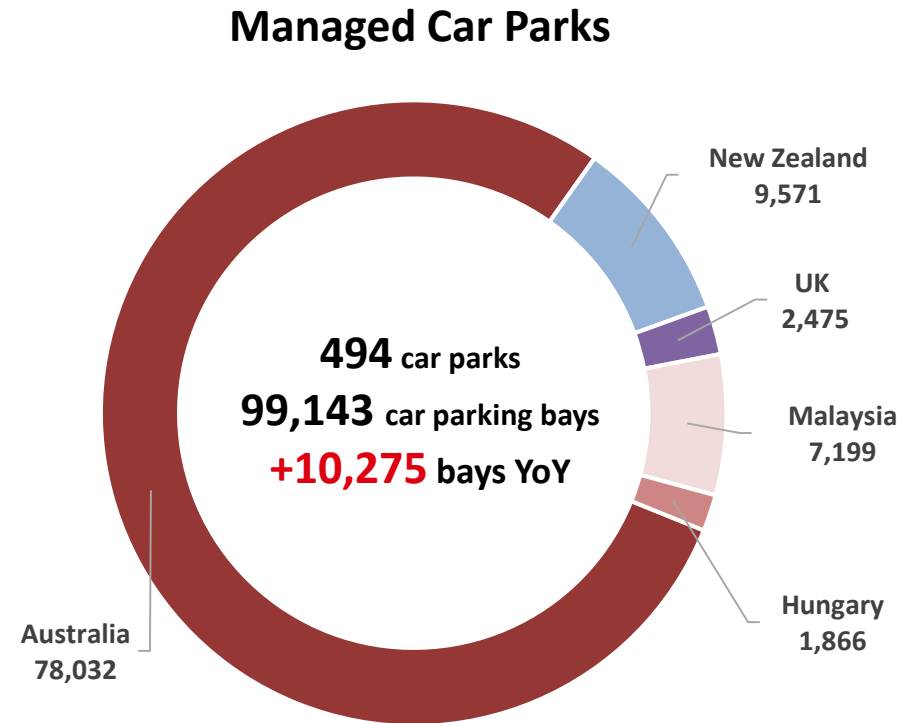
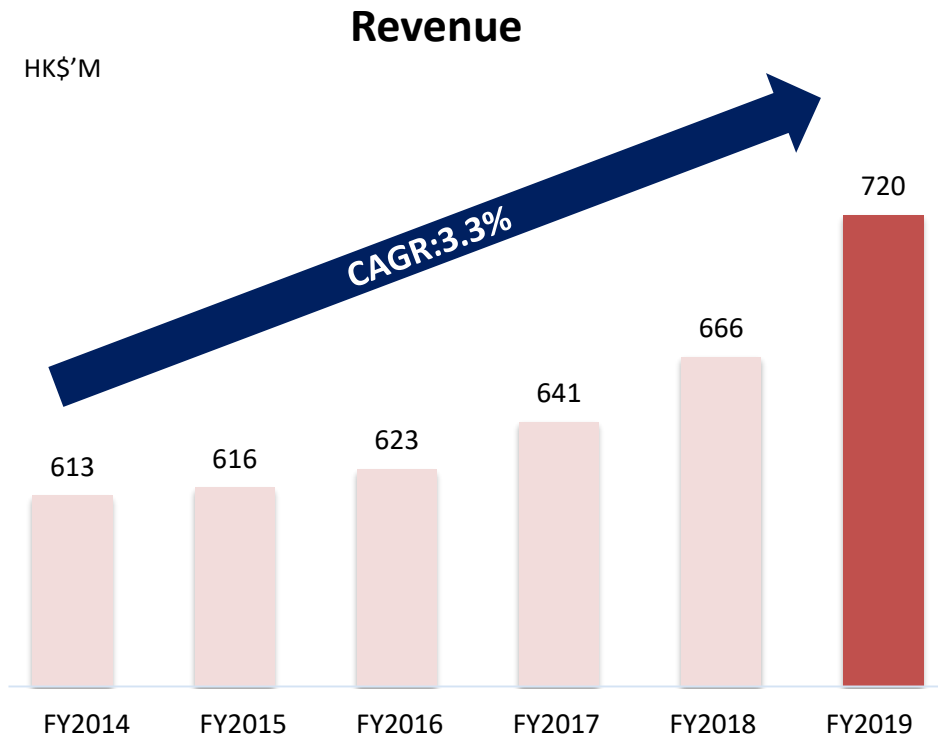
Hotel: Encouraging Growth Driven by Overall RevPAR Growth and Room Additions

FY2019 Hotel Revenue: HK\$1,818M



(1) Includes Sheraton Grand Mirage which is 25% owned

Car Park: Organic Growth and Regional Diversification



Gaming and Entertainment: New Income Contributor

- HK\$259M (net of gaming tax) in total revenue derived from gaming operations

TWC



- Completed acquisition of TWC
- HK\$197M gaming revenue generated from 11 months' contribution

The Star



- Completed 4.99% equity subscription
- HK\$62M dividend income

QWB Integrated Resort

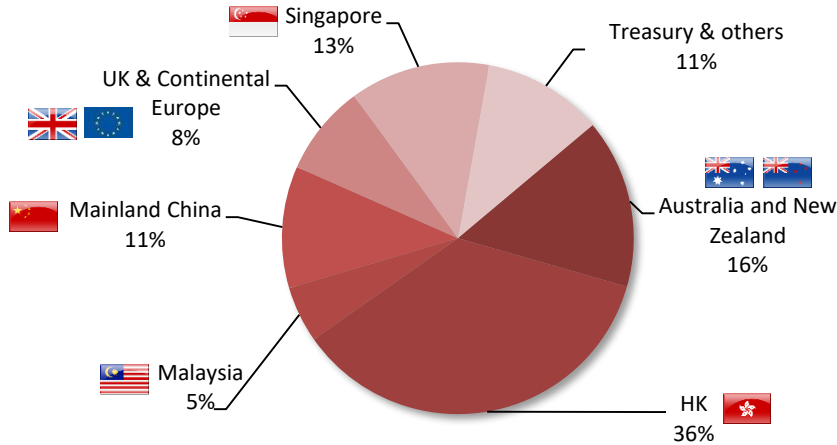


- Completed demolition with site excavation substantially completed
- First Phase (including casino) is expected to open in late 2022

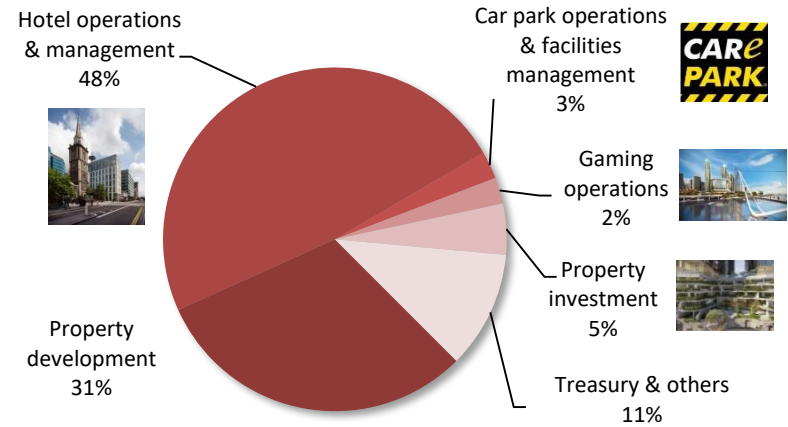
Well Balanced Portfolio

Diversification allows FEC to take advantage of property cycles in different countries

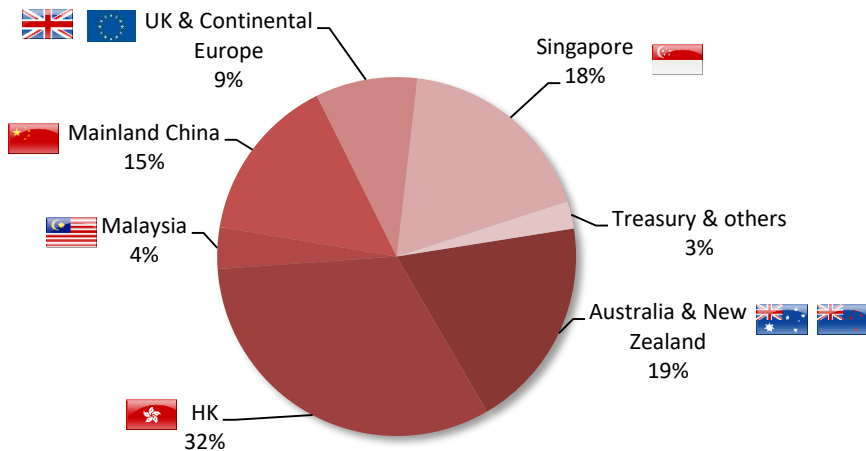
Total Assets by Geography⁽¹⁾



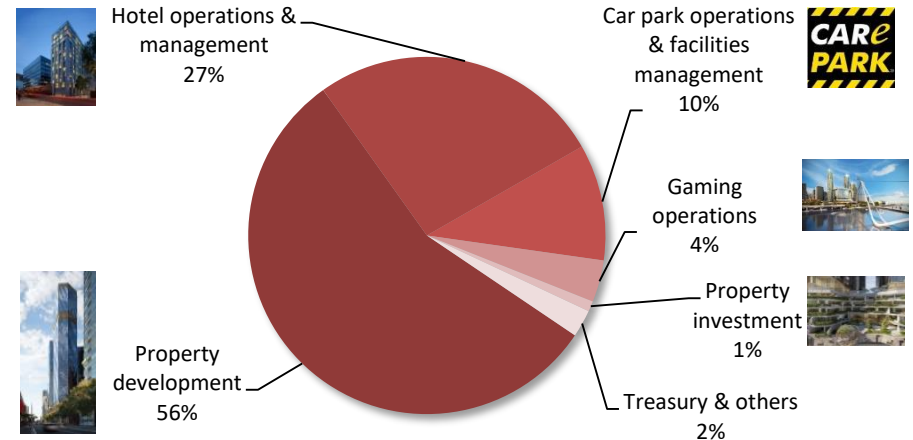
Total Assets by Business Segment⁽¹⁾



Total Revenue by Geography



Total Revenue by Business Segment



(1) As at 31 March 2019, adjusting for hotel revaluation surplus.

Suitably Geared Up to Support Future Growth

- Additional borrowing for land purchases and business acquisitions

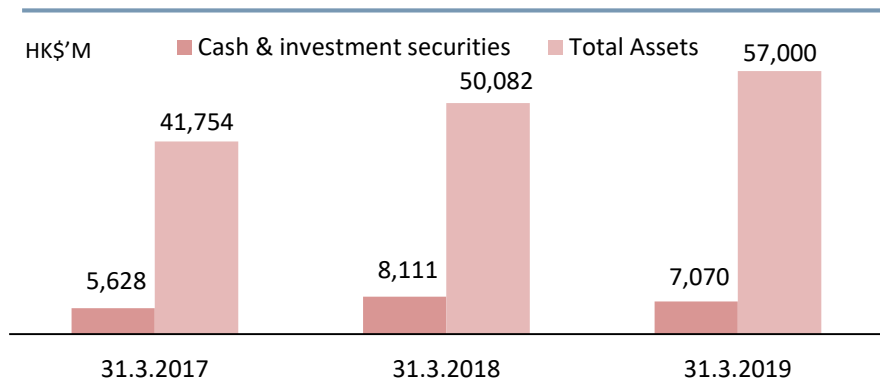
	31.3.2019	31.3.2018
	HK\$'M	HK\$'M
Bank loans, notes and bonds	21,367	16,372
Investment securities	4,422	3,520
Bank and cash balances ⁽¹⁾	2,648	4,591
Liquidity position	7,070	8,111
Net debts⁽²⁾	14,297	8,261
Carrying amount of the total equity	13,632	13,144
Add: hotel revaluation surplus	17,838	15,593
Total equity adjusting for hotel revaluation surplus	31,470	28,737
Net gearing ratio (net debts to total adjusted equity)	45.4%	28.7%

(1) The amount represents total restricted bank deposits, deposit in a financial institution, and bank balances and cash

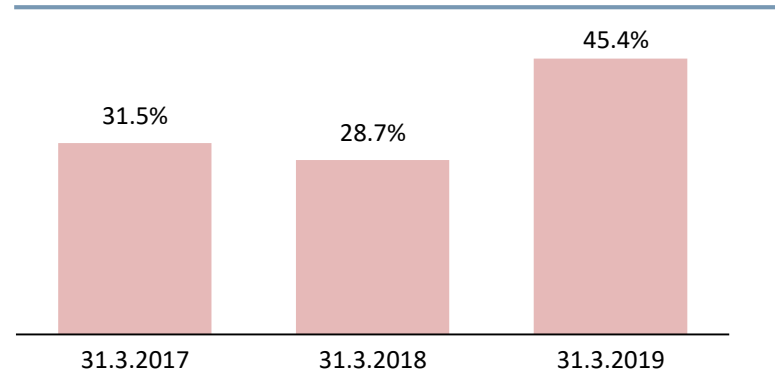
(2) Net debt represents total bank loans, notes and bonds less investment securities, bank and cash balances

Healthy Overall Credit Profile Despite Investment Phase in Certain Large Projects

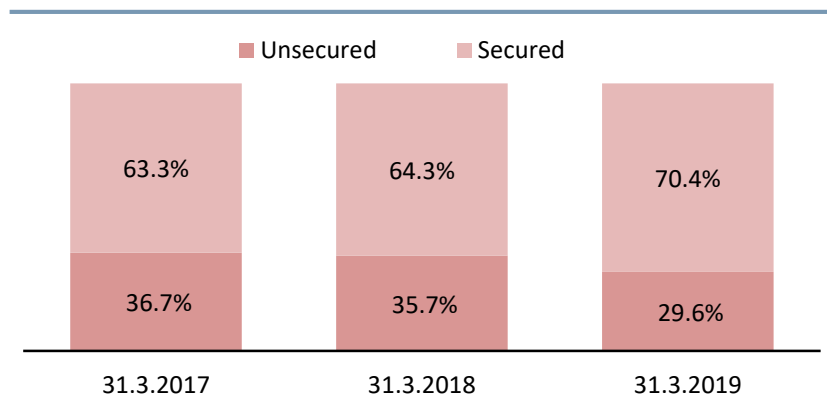
Liquidity Position and Total Assets⁽¹⁾



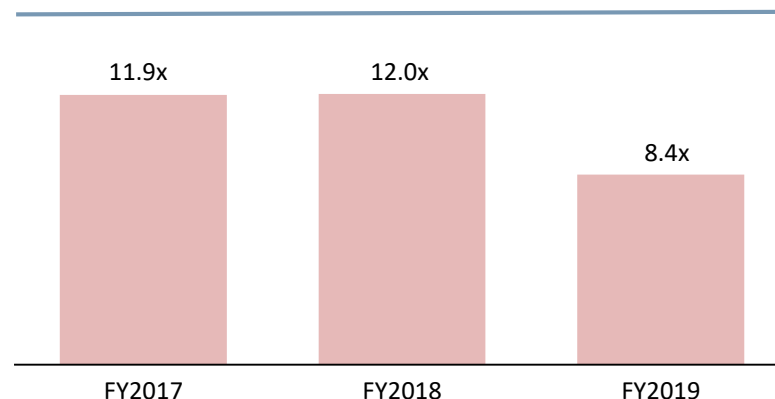
Net Gearing⁽²⁾



Secured and Unsecured Borrowings Mix



EBITDA⁽³⁾ / Finance Costs⁽⁴⁾

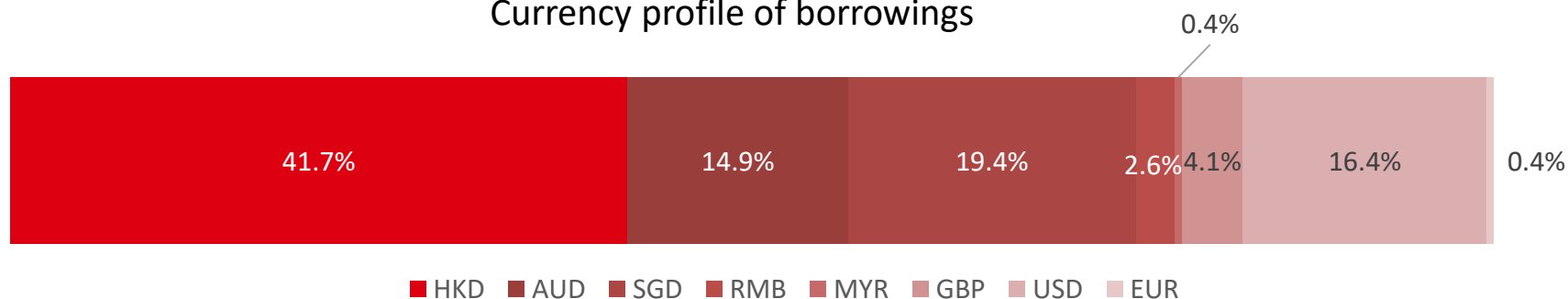


- (1) Liquidity position includes restricted bank deposits, deposit in a financial institution and investment securities. Investment securities mainly represents fixed income investments. Total assets includes revaluation surplus on hotel assets
- (2) Net gearing ratio represents total bank loans, notes and bonds less investment securities, bank and cash balances divided by carrying amount of total equity and hotel revaluation surplus.
- (3) EBITDA is defined as: profit before taxation + finance costs + depreciation and amortisation. EBITDA includes gain on disposals of the hotel
- (4) Finance costs does not include amounts capitalised for properties under development

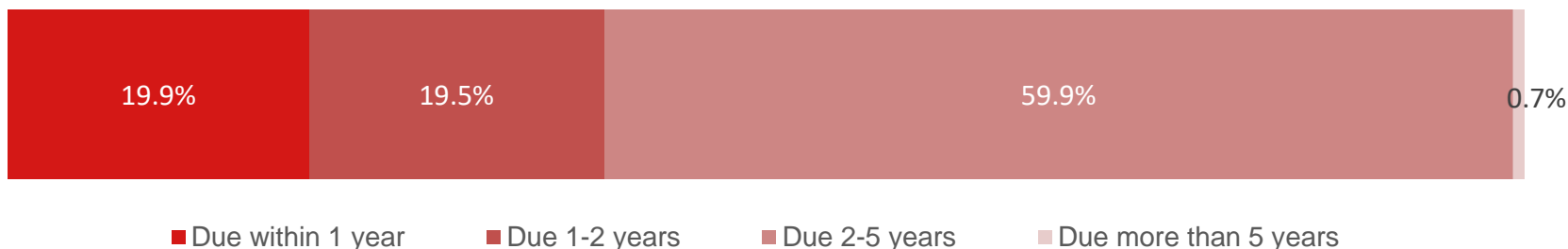
Balanced Debt Profile Mix

- Natural currency hedge
- Over 27% of debt related to construction supported by pre-sales

Currency profile of borrowings



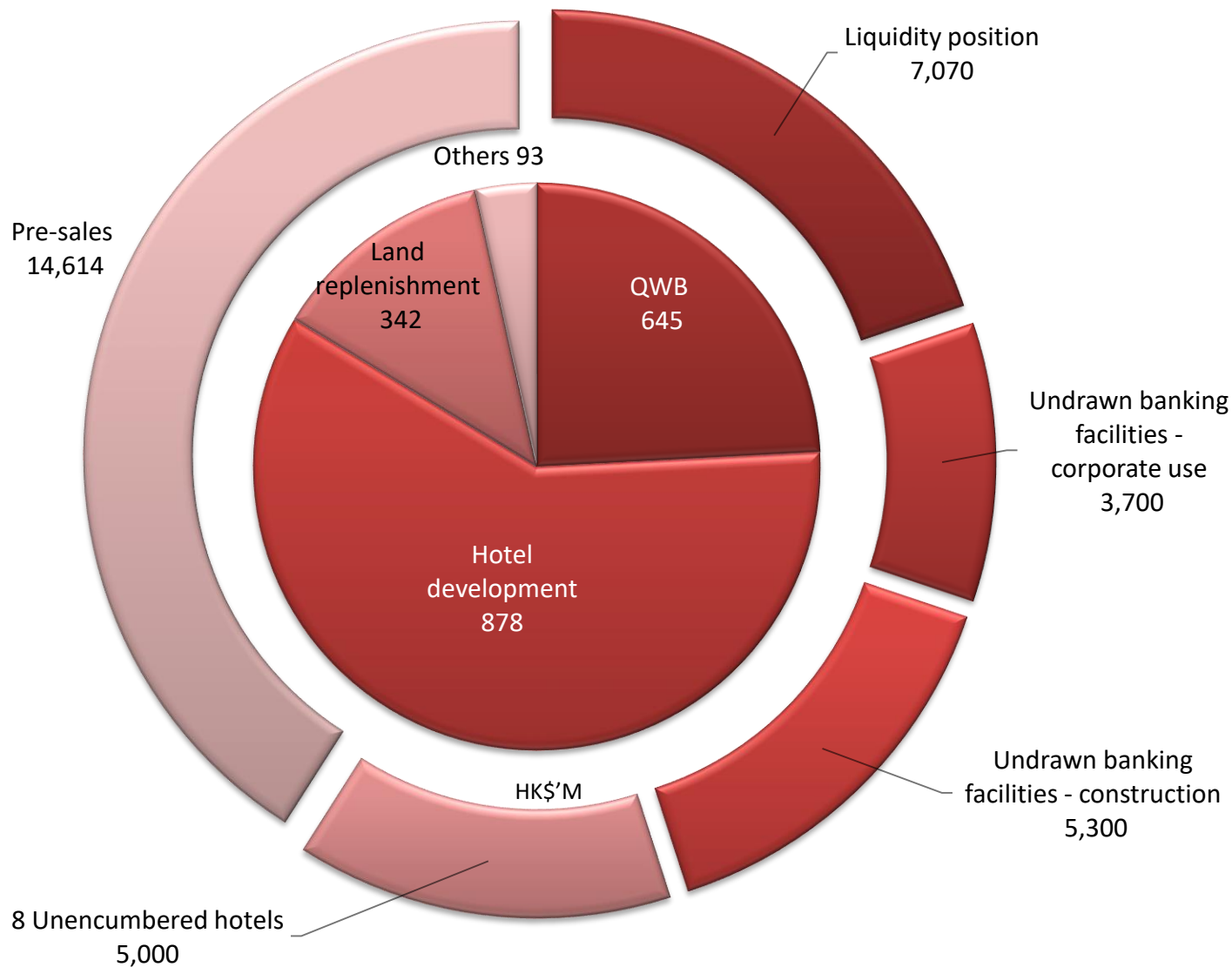
Maturity profile of borrowings



Note: Include an amount of approximately HK\$1,044 million which is reflected as liabilities due within one year even though such sum is not repayable within one year, as the relevant banks and/or financial institutions have discretionary rights to demand immediate repayment.

Substantial War Chest

- Existing war chest of HK\$16.1bn (cash position and undrawn facilities) far exceeds the committed capex of HK\$2.0bn
- Pre-sales provides a clear vision of future cash inflow stream
- War chest can be further enhanced by leveraging unencumbered hotels

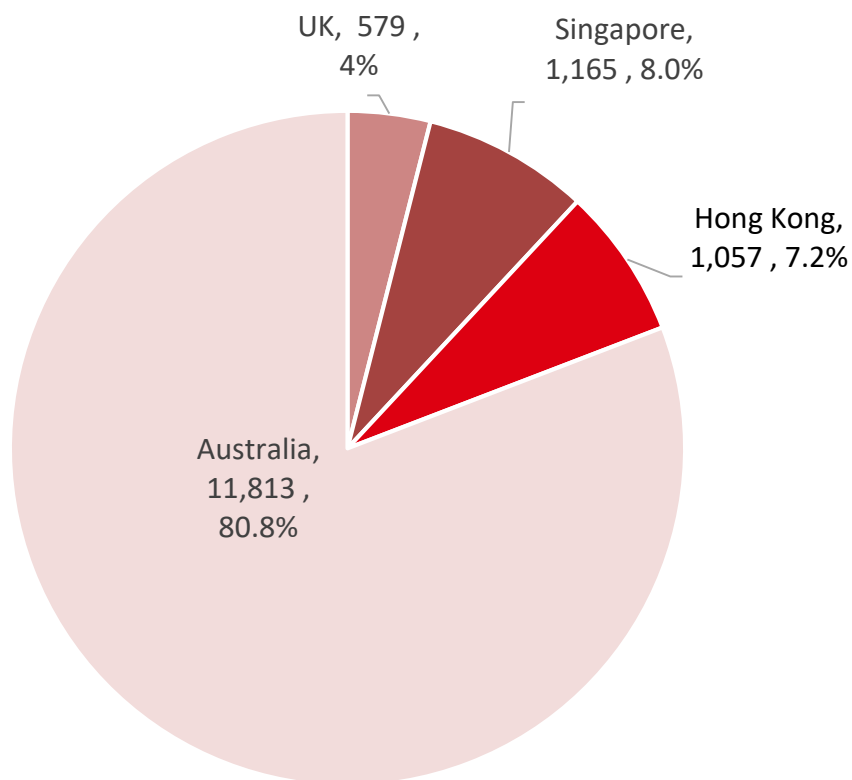


2. Review of Operations Property Development



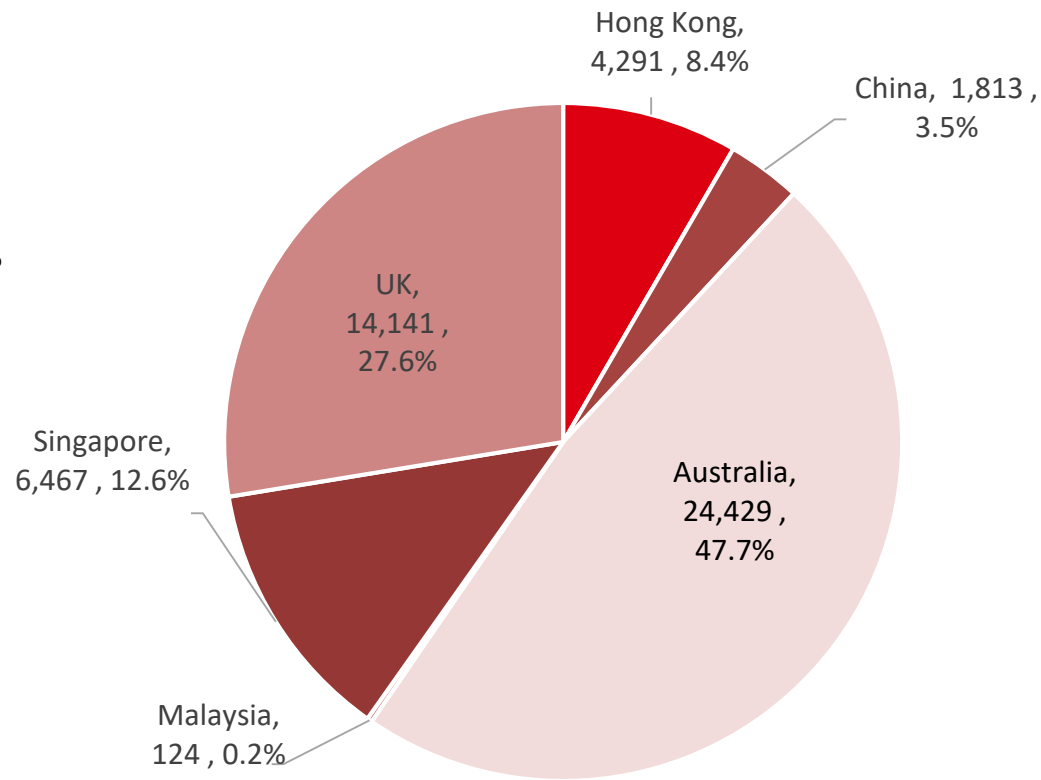
Strong Pipeline

Cumulative Attr. Pre-sales (HK\$'M)



Total: HK\$14,614M

Expected Attr. GDV of Pipeline (HK\$'M)



Total: HK\$51,265M⁽ⁱ⁾

(i) Includes inventories and projects replenished post year end

Expected New Launches Under Preparation

Hong Kong

- Shatin Heights



Australia

- The Star Residences – Epsilon, Gold Coast[#]
- Queen's Wharf Brisbane (Tower 4)
- Bourke Street, Melbourne



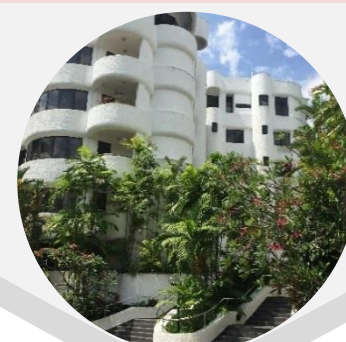
UK

- Consort Place, London
- Northern Gateway - Addington Street, Manchester



Singapore

- Holland Road
- Cuscaden Road



Total attributable GDV: HK\$15.4bn

Manchester: Northern Gateway Master Planning Approved



- | | | |
|-------------------|----------------------|--------------------------------|
| ① Town Hall | ④ Manchester Central | ⑦ Northern Gateway |
| ② Arndale | ⑤ Piccadilly Station | ⑧ Angel Square & Angel Meadows |
| ③ Spinning Fields | ⑥ Victoria Station | ⑨ Etihad Stadium |

First Major Milestone

Strategic Regeneration Framework (SRF) approved by the Council in February 2019

First Phases of the Scheme

- 530 family homes and first-time buyer apartments in the Collyhurst Village neighbourhood commencing in 2020
- More than 550 apartments at Victoria Riverside commencing in 2020
- A series of major infrastructure projects will unlock up to 5,500 new homes

Northern Gateway, Manchester

Largest residential opportunity for transformational change ever in Manchester

- ✓ New homes: approximately **15,000**
- ✓ Site area: **390 acres**
- ✓ Period: over the next fifteen to twenty years
- ✓ Major land acquired recently: Victoria Riverside and Addington Street



The Towers at Elizabeth Quay, Perth: Full Completion Soon



West Side Place, Melbourne: One of Best-Selling Projects in Australia



West Side Place, Tower 2



West Side Place



West Side Place

The Star Residences, Gold Coast: Moving on to Tower 2



Consort Place: A Mixed-use Development Site in London



Hong Kong Projects completing in FY2020

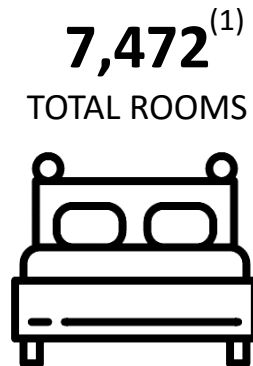


Artra – Construction Progressing as Planned



2. Review of Operations Hotel Operations & Management

One of Asia's Fastest-Growing Hotel Group



114,000 +⁽²⁾
DORSETT – YOUR REWARDS
LOYALTY PROGRAMME
MEMBERS

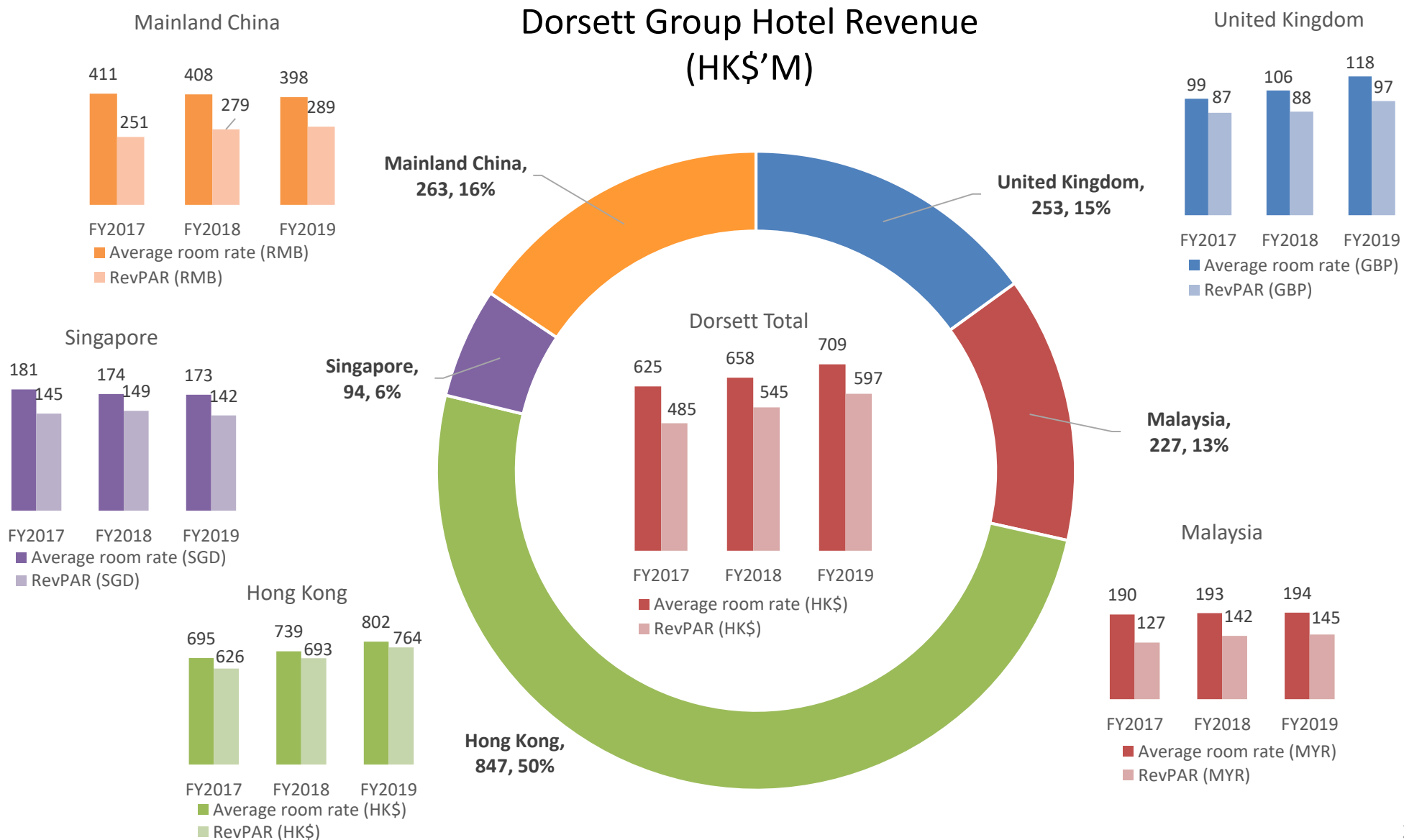


(1) Includes Sheraton Mirage which is 25% owned

(2) launched in 2018 Q4 and membership number as of 31 March 2019

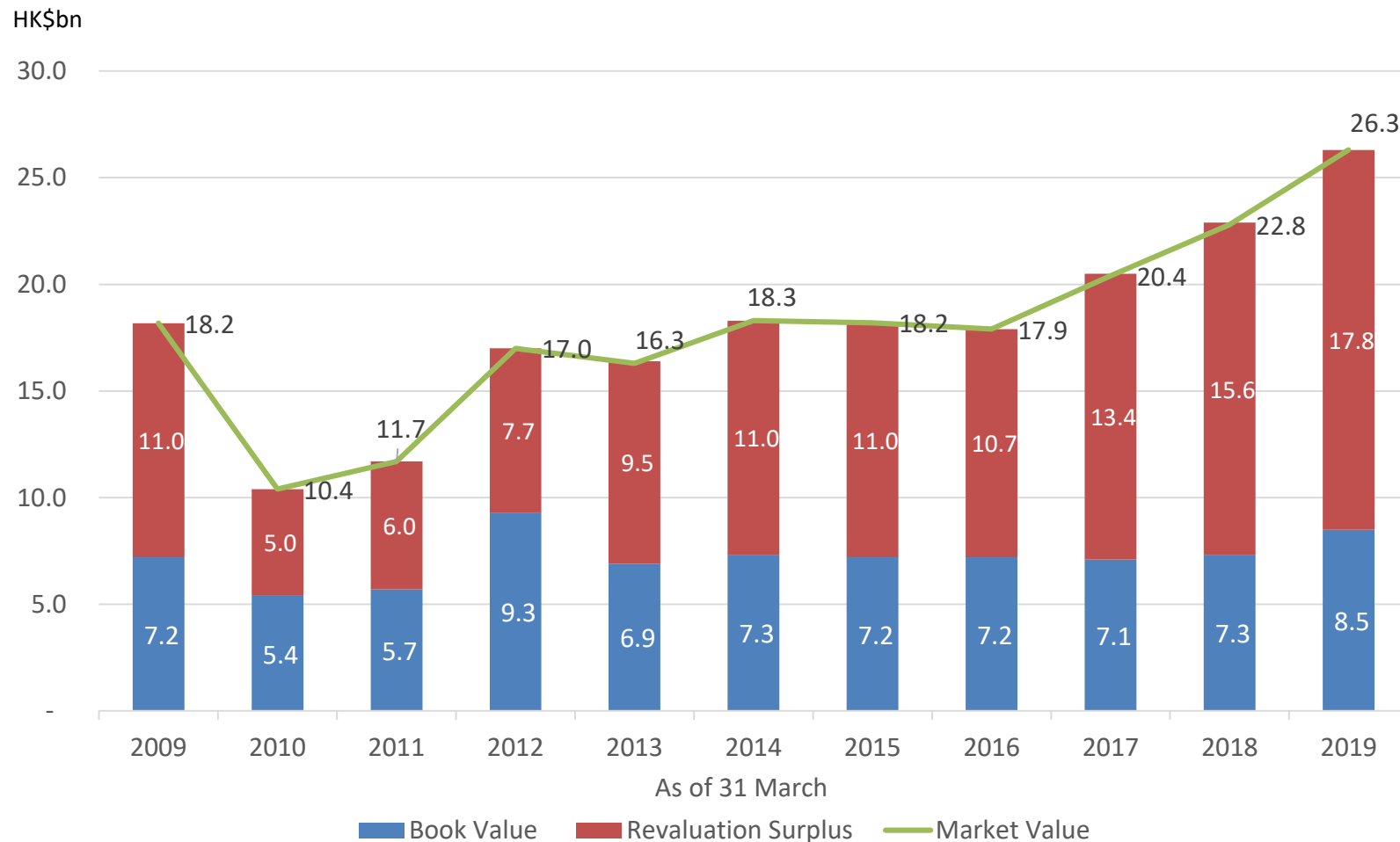


Dorsett: Strong Operating Performance with RevPAR Growth



Significant Hidden Value in Hotel Portfolio

- HK\$17.8bn of revaluation surplus not reflected on Balance Sheet

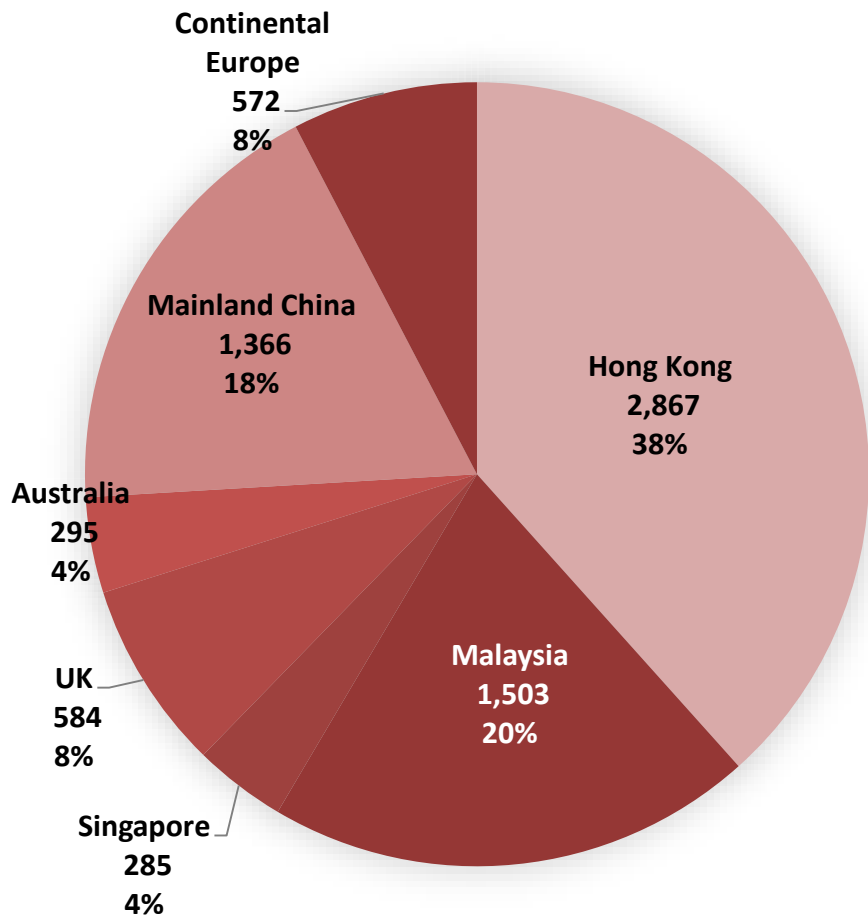


Clear Hotel Pipeline Targeting “Asia Wallet”

As at 31.3.2019

7,472⁽¹⁾

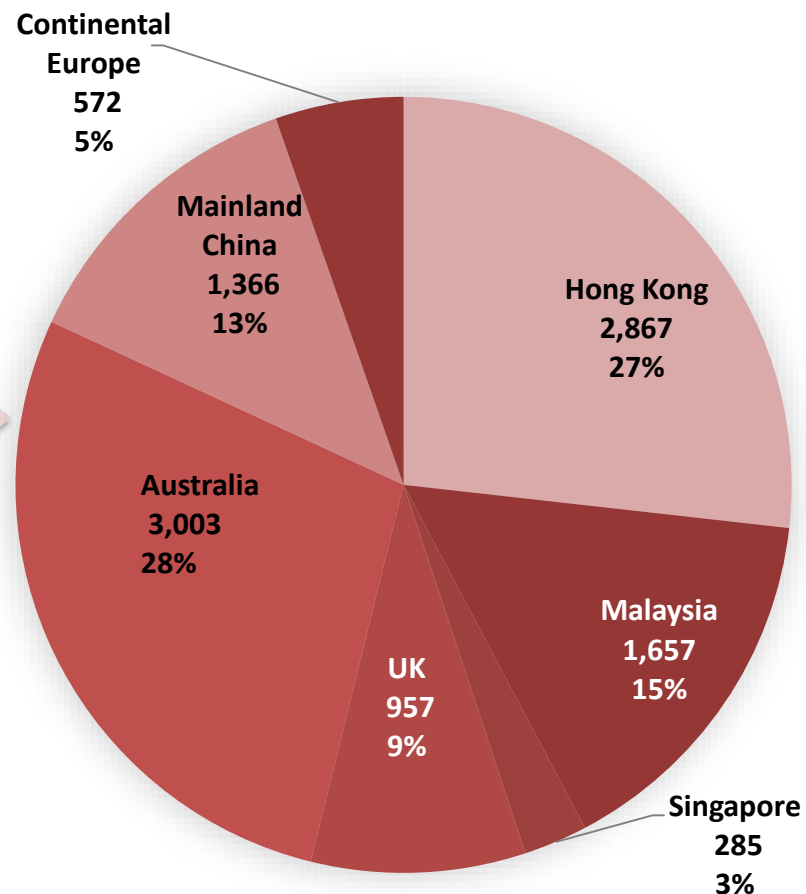
owned hotel rooms



As at 31.3.2024

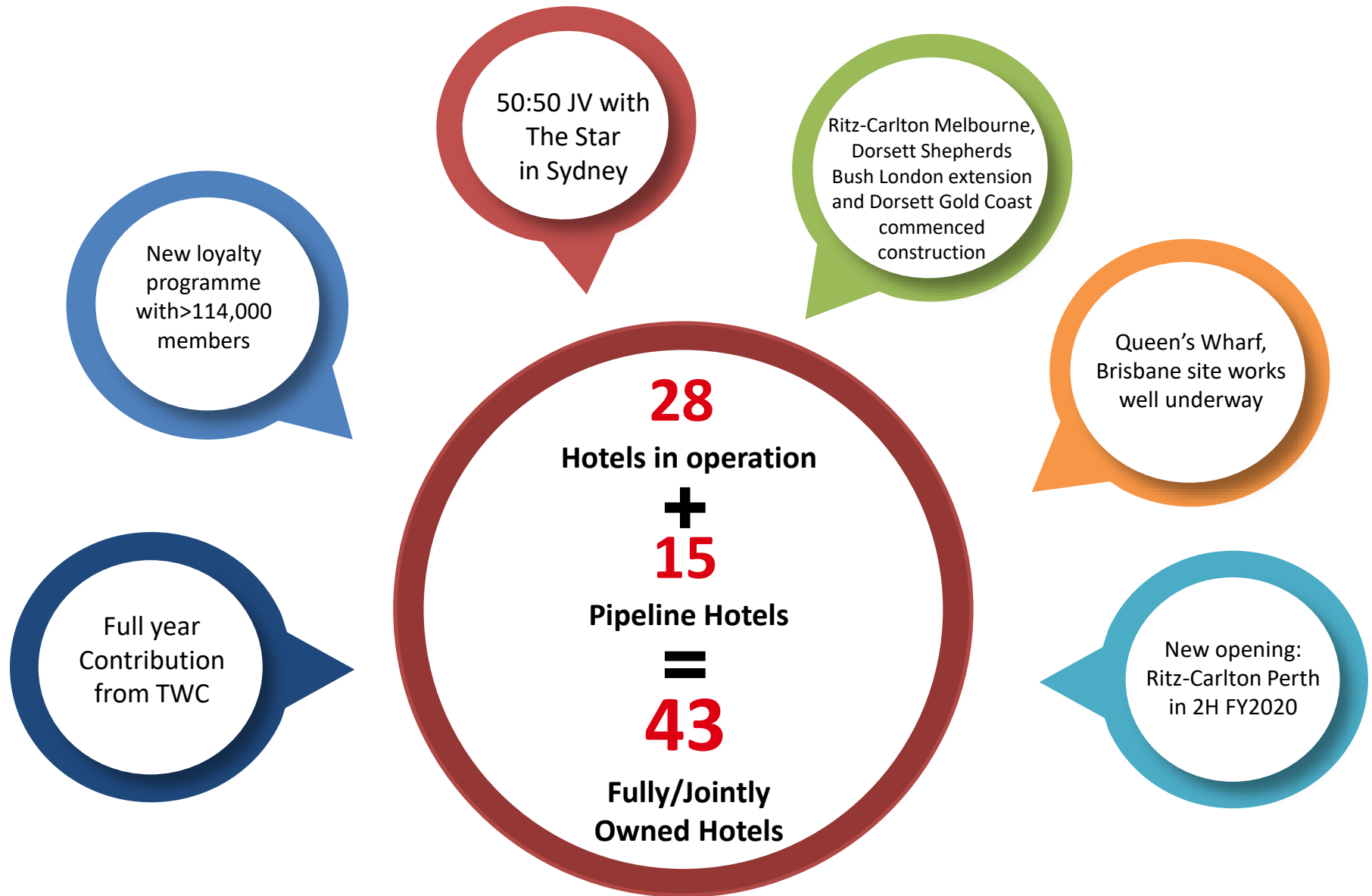
10,707⁽¹⁾

owned hotel rooms



(1) Included hotels not wholly-owned by the Group

Hotel Growth Path



Ritz-Carlton Perth Scheduled to Open in 2H FY2020

- 205 guest rooms together with 379 residential apartments
- Located at Elizabeth Quay, a landmark waterfront development that connects Perth city with the Swan River to create a dynamic new entertainment and leisure precinct
- FEC's first development project at Elizabeth Quay

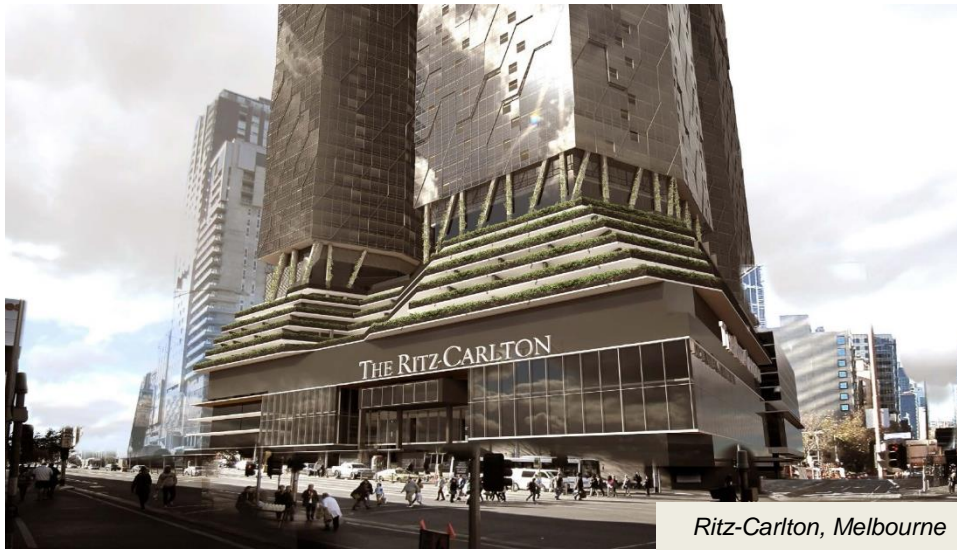


Artist Impression. Interior design and fittings may vary.



Ritz-Carlton Club Lounge

New Hotels Under Construction



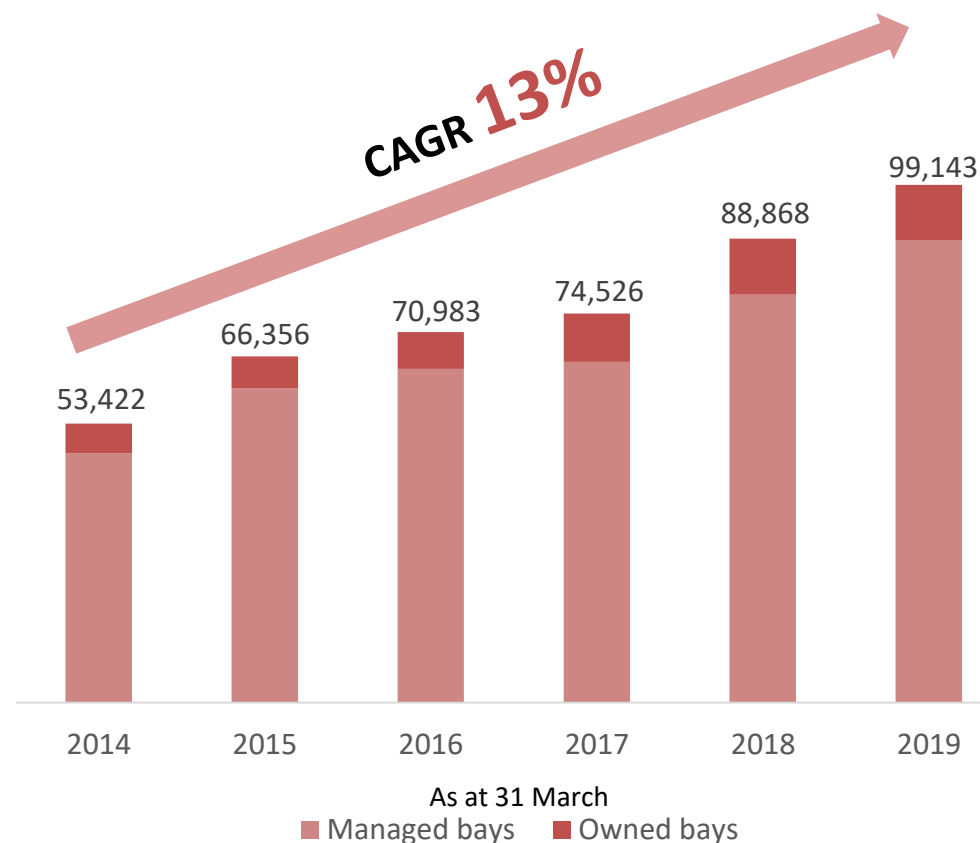
2. Review of Operations

Car park operations
& facilities management



Growth Supported by Australian & Europe Regional Expansion

	As at 31/3/2019		As at 31/3/2018	
	No. of Car Park	No. of Bays	No. of Car Park	No. of Bays
Australia				
Owned and managed	22	4,038	23	4,073
Managed only	404	73,611	362	68,102
Joint Venture owned ⁽¹⁾	1	383	1	383
New Zealand				
Owned and managed	3	970	3	970
Managed only	45	8,601	38	7,417
United Kingdom				
Owned and managed	1	1,800	1	1,800
Managed only	3	675	-	-
Malaysia				
Owned and managed	2	2,066	2	2,066
Managed only	5	5,133	4	2,571
Hungary				
Owned and managed	6	1,392	6	1,392
Managed only	2	474	1	94
Total	494	99,143	441	88,868



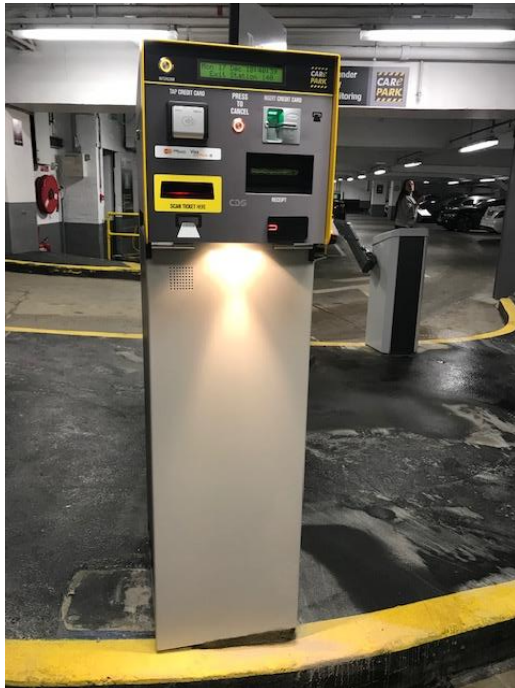
Care Assist – Deploying Car Park Management Technology

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PARKING RATES

0 - 30 MINUTES	\$5.00
30 MIN - 1 HOUR	\$9.00
2 - 4 HOURS	£18.00
4 - 8 HOURS	£28.00
6 - 24 HOURS	£38.00

ALL DAY EARLY BIRD SPECIAL £20
Monday - Friday if arriving before 8am

Sunday £18 all day

- To Enter - Take ticket from entry station or Scan access card to open security shutter
- Operating 24 hrs / 7 days
- 24 hour CCTV surveillance
- Fabulous facility
- Charging point available

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- TAURANGA
- PALMERSTON NORTH
- HAMILTON

AUSTRALIA

MELBOURNE	ADELAIDE	BRISBANE
BAIRNSDALE	NEWCASTLE	GOLD COAST
BALLARAT	COFFS HARBOUR	AIRLIE BEACH
BENDIGO	LISMORE	MORANBAH
GEELONG	LAUNCESTON	TOOWOOMBA
SHEPPARTON	HOBART	
SWAN HILL	BURNIE	
SYDNEY	DEVONPORT	

Steadily Growing Facilities Management Services



93
ACTIVE CONTRACTS
as at 31 March 2019



2. Review of Operations Gaming and Entertainment



New Contribution from TWC

- Growth expected with new initiatives
- Introduction of baccarat rolling program and Poker
- Asian premium customers and tourist groups

11 months ended/as at 31 March 2019	
Revenue ⁽¹⁾ (HK\$'M)	197
Revenue per slot machine per day (HK\$)	1,219
Table game win rate ⁽²⁾	17.2%
No. of slot machines	513
No. of tables	62

(1) After deduction of gaming tax
 (2) Table game win rate is defined as total win on the gaming table (being total bets received less payouts made) divided by total amount of drop



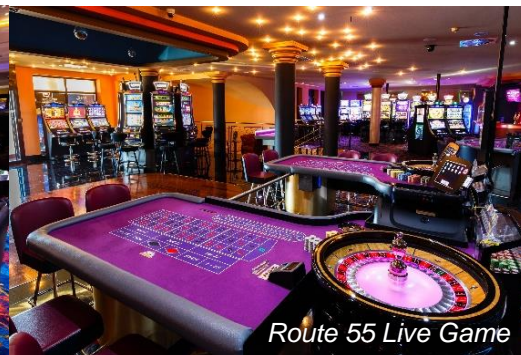
Ceska Live Game



Route 59 Live Game



Route 59 Live Game



Route 55 Live Game

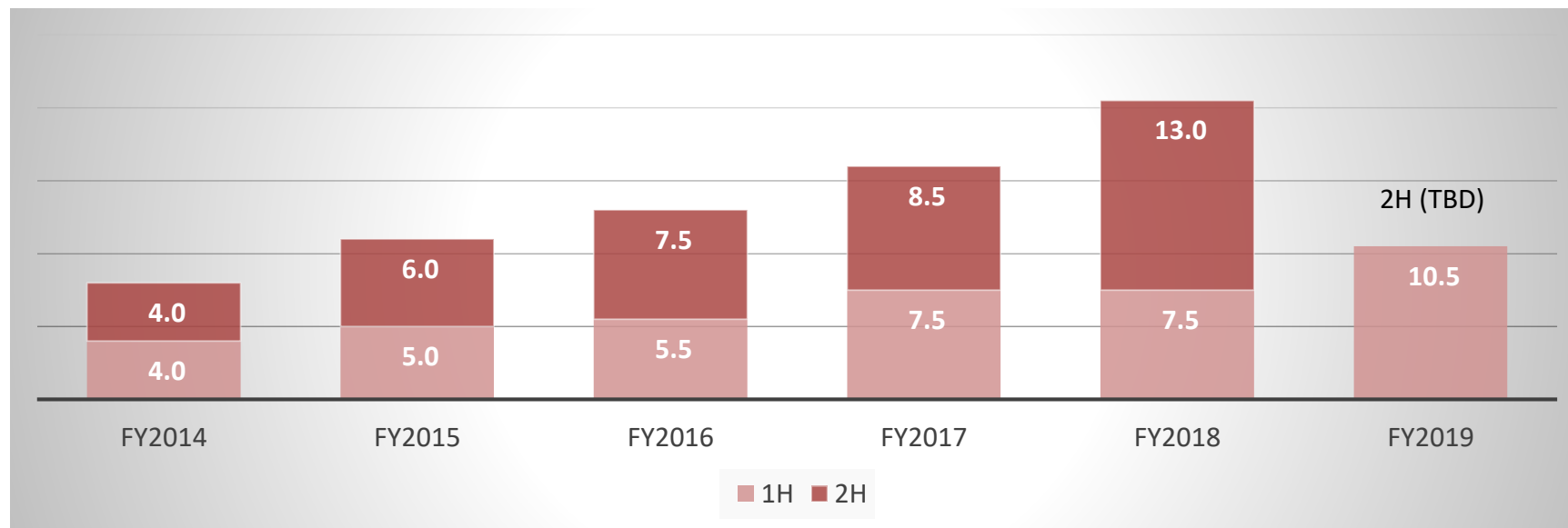
Strategic Alliance with The Star

Existing co-operations:

Queen's Wharf, Brisbane	The Star Gold Coast Precinct	The Star Sydney	Sheraton Grand Mirage, Gold Coast
World-class integrated resort destination	Two residential and hotel towers and three additional new towers adjacent to The Star Gold Coast resort	One landmark residential and hotel tower adjacent to The Star Sydney, to be operated by The Ritz-Carlton	Gold Coast's only beachfront resort featuring 295 luxurious rooms
FEC's stake: 25%	FEC's stake: 33.3%	FEC's stake: 33.3%	FEC's stake: 25%
Hotels/Retail/Casino	Hotel/Residential	Hotel/Residential	Hotel

A\$ Cents

The Star (Stock code: SGR.AX) DPS



Queen's Wharf Brisbane Casino Expected to Open in Late 2022

Queen's Wharf, Brisbane

FEC's stake: 25%

Hotels/Retail/Casino

2Q 2019
Commence
foundations

3Q 2019
Complete
excavation
Commence
basement

2020
Construction
progresses above
ground

2021
Commence
internal fit-out of
Integrated Resort

Late 2022
Casino opening

2023
Full
opening

Casino Licence Term

- 99 years with a 25-year casino exclusivity period within 60 kilometers from the Brisbane CBD
- 2,500 slots & unlimited gaming tables (including electronic derivations)

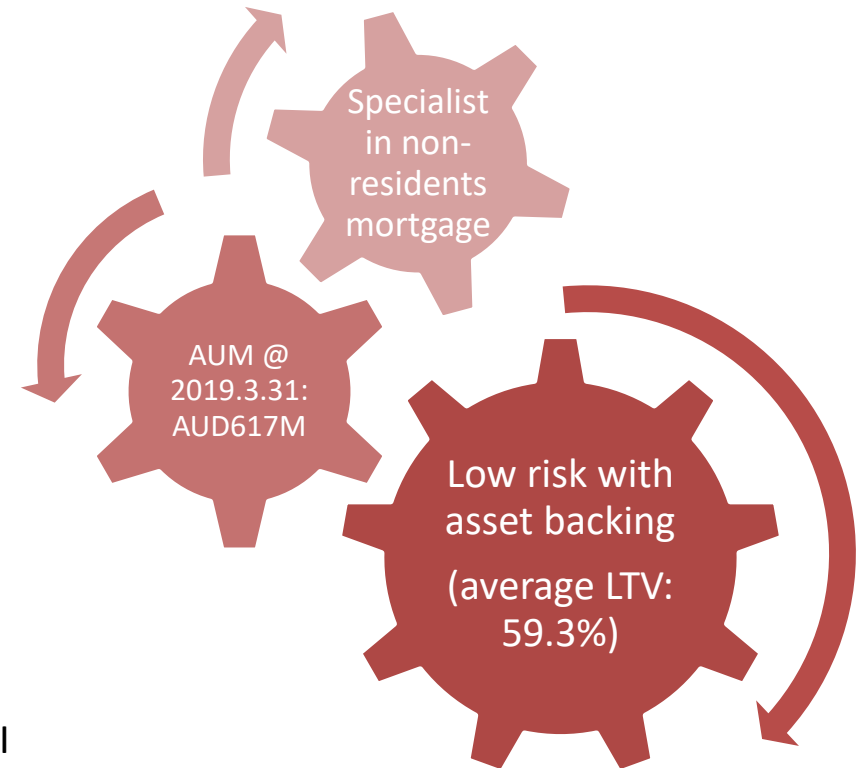


2. Review of Operations Mortgage Platform



BC Group: Mortgage Finance Platform

- Fast growing international mortgage lending platform
- Synergistic to the Group's property development business
 - An Australian Credit Licence holder to provide Australian regulated loans to residential property buyers
- Important milestone :
 - Completed restructuring and established BC Group, resulting in HK\$176M gain from restructuring
 - 2 prominent FI investors invested 25% stake in BC Group
 - HK\$70M profit contributed to the Group⁽¹⁾
- FEC holds 50.66% and committed up to AUD75M with balance supported by international investment banks and FI investors



(1) Including interest on debentures

3. Prospects



Positioning for the Next Growth Phase

Clear Visibility

- Total residential pipeline for sale of over **HK\$50 billion**
- Additional recurring revenue growth from new hotels
- Car Park organic growth
- Gaming synergetic growth
- New business contribution (Queens Wharf Brisbane, BC Group, etc.)

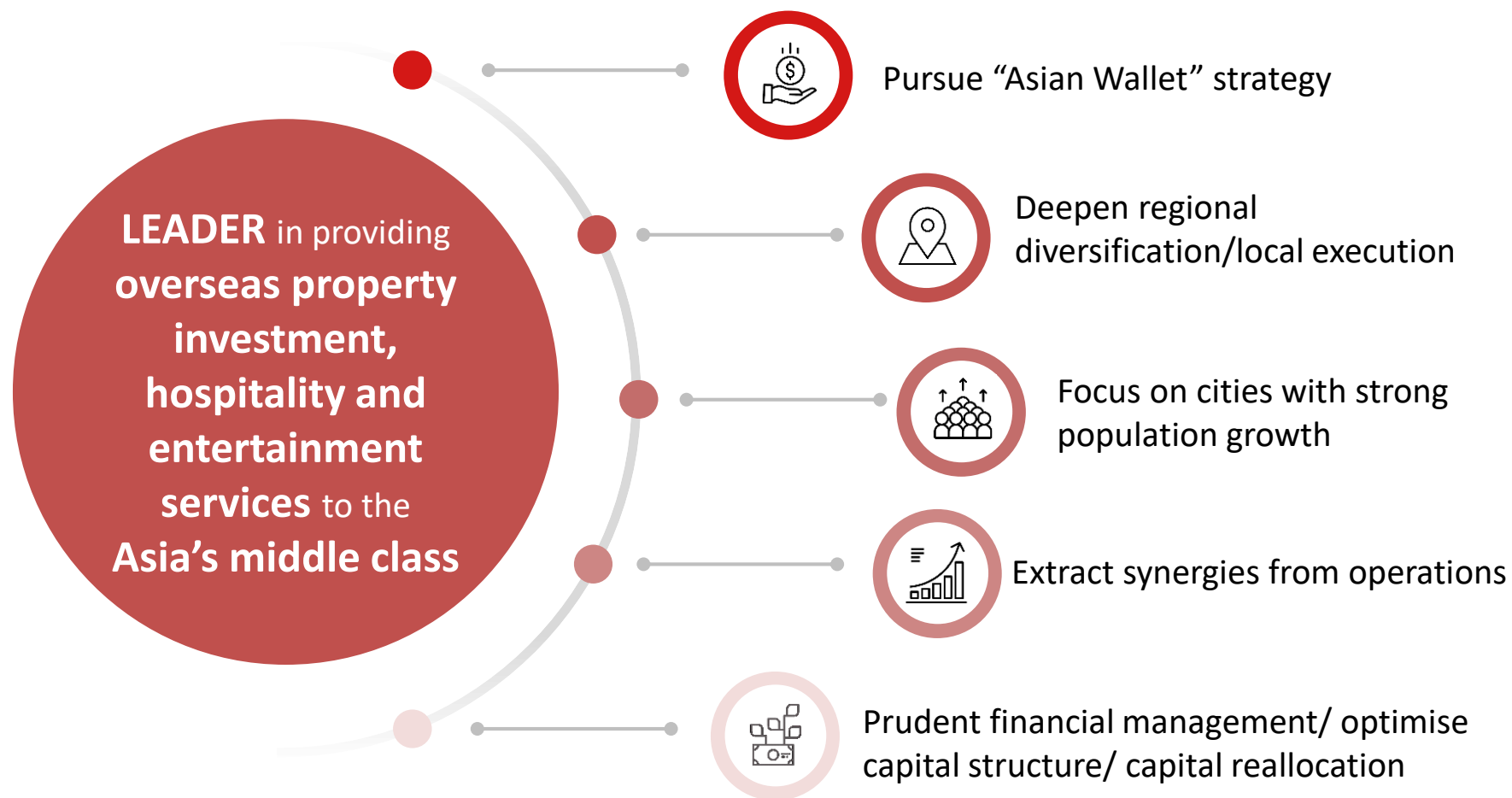
Clear Business Objective & Strategies

- Leader in providing overseas property investments / hospitality service

Clear Long-term Financial Goal

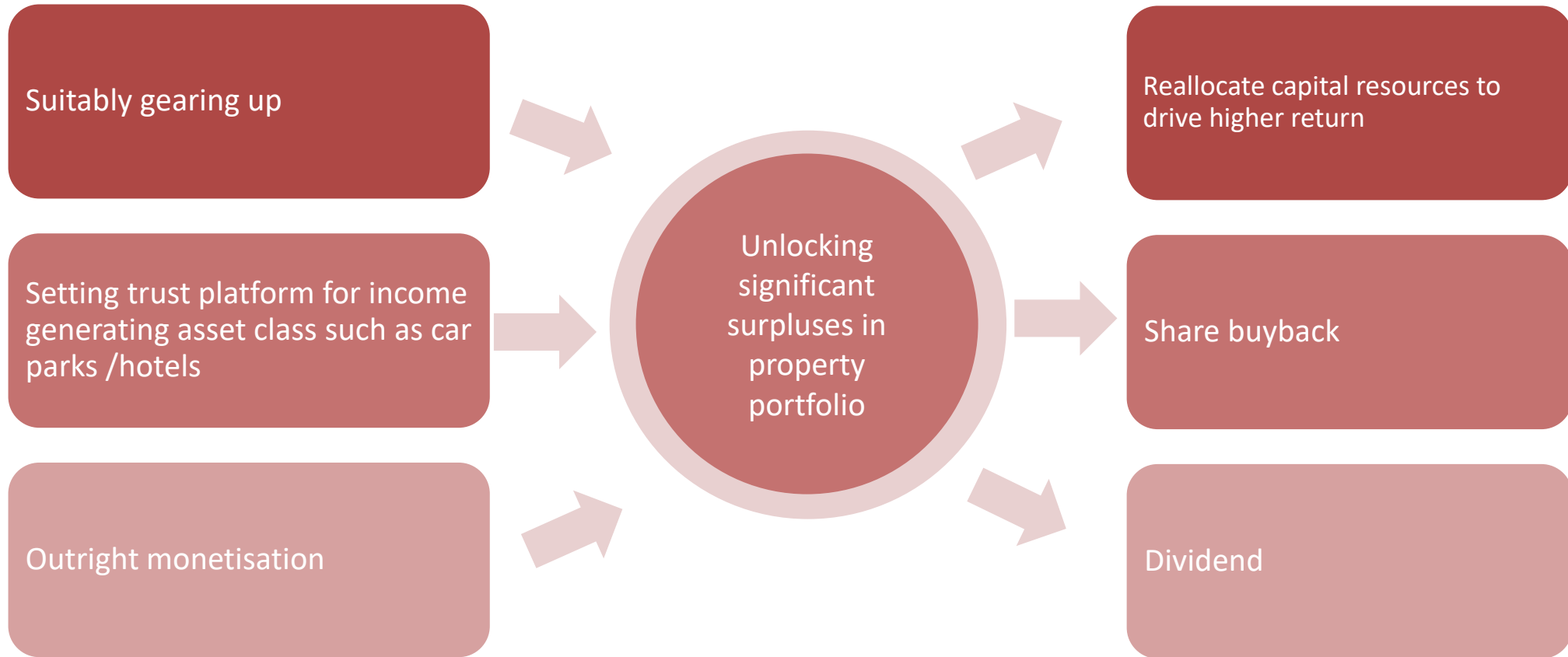
- Driving higher return on equity / return to shareholders

Our Strategy



Driving higher return on equity / return to shareholders

Options:



FY2020 Outlook

- Total pre-sales of HK\$**14.6** billion to be booked in coming 3 to 4 years
- **8** new planned launches with total attributable GDV of HK\$**15.4** billion
- long term rental operating business in Shanghai



- 15 hotels under construction
- Ritz-Carlton Perth opening in **2H 2020**

- Portfolio **continues growing**



- Grow our gaming business leveraging on our connections in **Asia**
- Extracting synergies through strategic alliance with **The Star** and from **TWC** business

Strengthen Sustainable Development Governance

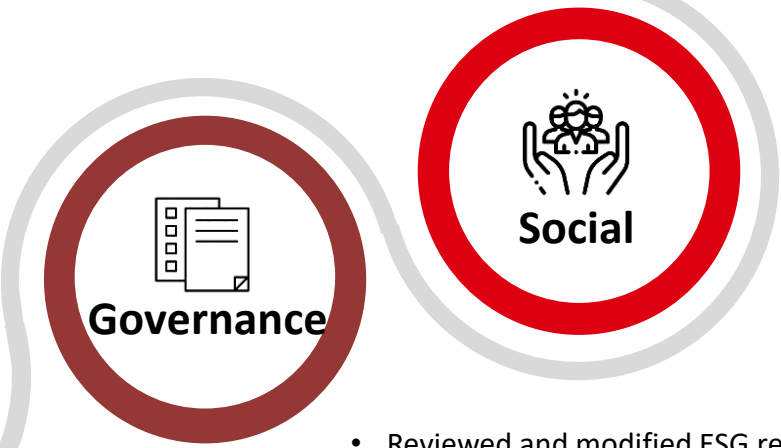


- **Property Development:** Incorporate waste management considerations and green building design into development project
- **Hotel Operations:** Reduce single-use items; Dorsett Ecovalue+ program



Our core strengths:

- Ensured service quality
- Strong governance mechanism
- Engage a diverse workplace
- Positive social impacts



- Community engagement and partnership
- Strategic giving and employee volunteering



- Reviewed and modified ESG related policies
- Expanded stakeholder engagement scale
- To integrate ESG factors into risk management framework



Corporate Governance and Corporate Social Responsibility

Organization	Winning awards	Name of awards
IR Magazine	IR Magazine Awards – Greater China 2018	Best use of multimedia for IR Best in sector: real estate
The Asset	The Asset Corporate Awards 2018	Platinum Award
The Asian Excellence Award	8 th Asian Excellence Award 2018	Best Investor Relations Company in Hong Kong Best IR Company
Hong Kong Investor Relations Association	Hong Kong Investor Relations Association 4th IR Awards	Best IR in Corporate Transactions Best Investor Meeting Best Digital IR
	Hong Kong Investor Relations Association 5th IR Awards	Overall Best IR Company (Small Cap) 3 Years IR Awards Winning Company Best IR Team Best Investor Presentation Material
	FinanceAsia	2019 Asia's Best Managed Companies



4. Appendices



Strong Pipeline for Sustainable Growth

Projects under presale @31.3.2019	Location	Cumulative presales (HK\$ M)	Expected attr. SFA ⁽¹⁾ (sq. ft.)	Expected attr. GDV ⁽¹⁾ (HK\$ M)	Expected Completion ⁽²⁾	Cumulative presale as % of GDV	Notes	
1 The Towers at Elizabeth Quay ⁽³⁾	Perth	1,619	306,000	2,224	FY2020	73%	(1) Approximate saleable residential floor areas and expected gross development value may vary subject to finalization of development plans	
2 West Side Place (Towers 1 and 2)	Melbourne	4,848	1,078,000	5,299	FY2021	92%		
3 West Side Place (Tower 3)	Melbourne	2,347	518,000	2,515	FY2022	93%		
4 West Side Place (Tower 4)	Melbourne	2,334	621,000	2,991	FY2023	78%		
5 Artra ⁽⁴⁾	Singapore	1,165	149,000	1,658	FY2021	70%		(2) Expected completion and launch time may vary subject to construction program and timing when relevant authority permits are obtained
6 The Star Residences(Tower 1) ⁽⁵⁾	Gold Coast	415	98,000	501	FY2022	83%		
7 MeadowSide (Plots 2 and 3)	Manchester	411	221,000	944	FY2021	43%		(3) This development was partially completed in FY2019. Amounts shown here represent the portion to be completed in FY2020
8 MeadowSide (Plots 5)	Manchester	16	99,000	415	FY2021	4%		
9 Astoria Crest	Hong Kong	422	20,000	422	FY2020	100%		
10 Hornsey Town Hall	London	152	108,000	962	FY2021	16%		(4) The total SFA is approx. 410,000 sq.ft. The Group has 70% interest in this development. Revenue is recognized based on a percentage of completion basis. Amounts shown here exclude the portion which has been recognized as revenue up to 31 March 2019
11 The Garrison	Hong Kong	635	29,000	678	FY2020	94%		
12 Perth Hub	Perth	250	230,000	866	FY2022	29%		
Total presales value		14,614	3,477,000	19,475		75%		
Other active development pipeline	Location	Expected presale launch time ⁽²⁾	Expected attr. SFA ⁽¹⁾ (sq. ft.)	Expected attr. GDV ⁽¹⁾ (HK\$ M)	Expected completion ⁽²⁾			
13 MeadowSide (Plot 4)	Manchester	Planning	238,000	1,132	Planning		(5) The Group has 33.3% interest in these developments	
14 Shatin Heights	Hong Kong	FY2020	84,000	1,671	Planning			
15-17 Queen's Wharf ⁽⁶⁾	Tower 4 Tower 5 Tower 6	FY2020	284,000	1,634	FY2022			
		Planning	280,000	1,609	Planning			
		Planning	223,000	1,282	Planning			
18 The Star Residences - Epsilon (Tower 2) ⁽⁵⁾	Gold Coast	FY2020	109,000	664	FY2023			(6) The total SFA is approx. 1,800,000 sq.ft. The Group has 50% interest in this development
19 The Star Residences (Towers 3 to 5) ⁽⁵⁾	Gold Coast	Planning	337,000	1,665	Planning			
20 Consort Place	London	FY2020	390,000	4,512	FY2023			(7) The saleable floor area and GDV figure is estimated based on land already acquired and expected number of units to be built. Further land acquisitions are expected which will increase both saleable floor area and GDV for this development
21 Northern Gateway-Addington Street	Manchester	FY2020	47,000	184	Planning			
22 Northern Gateway-Victoria Riverside	Manchester	FY2021	396,000	1,515	Planning			
23 Northern Gateway-Others ⁽⁷⁾	Manchester	Planning	1,202,000	4,477	Planning			(8) The total SFA is approx. 241,000 sq.ft. The Group has 80% interest in the development
24 Holland Road ⁽⁸⁾	Singapore	FY2020	192,000	3,176	FY2023			
25 Cuscaden Road ⁽⁹⁾	Singapore	FY2020	19,000	395	FY2023			
Subtotal (pipeline)			3,801,000	23,916				
Total (presales + pipeline)			7,278,000	43,391				
Completed development available for sale								
1 King's Manor	Shanghai		50,000	309			(9) The total SFA is approx. 190,000 sq.ft. The Group has 10% interest in this development	
2 Royal Crest II	Shanghai		57,000	366				
3 Dorsett Bukit Bintang	Kuala Lumpur		31,000	124				
4 Royal Riverside (Towers 1 to 5)	Guangzhou		292,000	1,138				
5 21 Anderson Road	Singapore		86,000	1,238				
6 Manor Parc	Hong Kong		50,000	641				
7 Marin Point	Hong Kong		80,000	843				
8 Others	Hong Kong		1,000	36				
Subtotal (completed development)			647,000	4,695				
Total (presales + pipeline + inventory) as at 31.3.2019			7,925,000	48,086				
Additional pipeline post 31.3.2019								
1 Bourke Street	Melbourne	FY2020	552,000	3,179	FY2024			
Subtotal (additional pipeline post 31.3.2019)			552,000	3,179				
Total (presales + pipeline + inventory)			8,477,000	51,265				

Pre-sales Hit A Record High

HK\$5.8bn of pre-sales recorded

	HK\$M
Cumulative attributable contracted pre-sales as at 31.3.2018	13,374
Adjustment to opening balance as a result of accounting rule change	(292)
During FY2019:	
- Pre-sales contracted during the year	5,796
- Pre-sales contracted for completed units transferred to inventories	(174)
- Recognized as revenue (excluding completed projects)	(3,215)
- Exchange rate impacts	(875)
Cumulative attributable contracted pre-sales as at 31.3.2019	14,614

Strong Revenue Growth Across All Divisions

Supported by recent acquisitions / investments and organic growth

HK\$M	FY2019	FY2018	YoY change
Recurring revenue			
Hotel operations	1,818	1,538	+18.2%
- Dorsett Group	1,685	1,538	+9.5%
- TWC Hotel Group	133	-	N/A
Car park operations	720	666	+8.1%
Gaming operations	259	-	N/A
- The Star	62	-	N/A
- TWC Casinos	197	-	N/A
Rental, Treasury Income and others	234	196	+19.2%
Total recurring revenue	3,031	2,400	+26.3%
Property development revenue	3,811	3,431	+11.1%
Total revenue	6,842	5,831	+17.3%

Strong Hotel Operating Performance

Dorsett Group	FY2019	FY2018	YoY change
Hong Kong			
Occupancy rate	95.3%	93.8%	+1.5 pts
Average room rate (HK\$)	802	739	+8.5%
RevPAR (HK\$)	764	693	+10.2%
Malaysia			
Occupancy rate	74.7%	73.9%	+0.8pts
Average room rate (MYR)	194	193	+0.5%
RevPAR (MYR)	145	142	+2.1%
Mainland China			
Occupancy rate	72.6%	68.4%	+4.2pts
Average room rate (RMB)	398	408	-2.5%
RevPAR (RMB)	289	279	+3.6%
Singapore			
Occupancy rate	82.0%	86.1%	-4.1pts
Average room rate (SGD)	173	174	-0.6%
RevPAR (SGD)	142	149	-4.7%
United Kingdom			
Occupancy rate	82.3%	82.9%	-0.7pts
Average room rate (GBP)	118	106	+11.3%
RevPAR (GBP)	97	88	+10.2%
Dorsett Group Total			
Occupancy rate	84.2%	82.8%	+1.4pts
Average room rate (HK\$)	709	658	+7.8%
RevPAR (HK\$)	597	545	+9.5%
Revenue (HK\$M)	1,685	1,538	+9.5%
TWC Group			
	11 Months Ended 31/3/2019		
Occupancy rate	57.1%		
Average room rate (HK\$)	600		
RevPAR (HK\$)	343		
Revenue(HK\$M)	133		
Total Revenue From Hotel Operations			
	1,818		

Note: This table includes only hotels owned by the Group. RevPAR = occupancy rate x average room rate

Significant Hidden Value in Hotel Portfolio

	City / Country	Description	Rooms	Capital Value @ 31.3.2019	Book Value @ 31.3.2019	Revaluation Surplus	(1) Acquisition completed on 30.4.2018
Hong Kong							
1 Dorsett Wanchai	Hong Kong	Near Wanchai and Causeway Bay	454	4,000	316	3,684	
2 Cosmo Hotel	Hong Kong	Hong Kong's prime business area	142	980	113	867	
3 Lan Kwai Fong Hotel @ Kau U Fong	Hong Kong	CBD & premiere dining and entertainment zone	162	1,500	162	1,338	
4 Silka Seaview	Hong Kong	Close to Yau Ma Tei station next to Jade market	268	1,140	360	780	
5 Silka Far East	Hong Kong	Easy access to commercial hubs of Central & TST	240	833	126	707	
6 Dorsett Mongkok	Hong Kong	Shopping neighbourhood of Mong Kok	285	1,370	221	1,149	
7 Dorsett Kwun Tong	Hong Kong	Located in the heart of Kowloon East	361	1,535	285	1,250	
8 Dorsett Tsuen Wan	Hong Kong	Easy access to airport	546	2,359	811	1,548	
9 Silka Tsuen Wan	Hong Kong	Densely populated Kwai Chung district	409	1,368	510	858	
Malaysia							
10 Dorsett Kuala Lumpur	Kuala Lumpur	Heart of Kuala Lumpur's Golden Triangle	322	499	106	393	
11 Dorsett Grand Subang	Subang Jaya	Commercial hub of Subang Jaya	478	778	210	568	
12 Dorsett Grand Labuan	Labuan	Revitalised business district of Labuan	178	321	82	239	
13 Silka Maytower Hotel & Serviced Residences	Kuala Lumpur	Central Kuala Lumpur	179	161	168	(7)	
14 Silka Johor Bahru	Johor	Gateway between Singapore and Malaysia	248	144	111	33	
15 Dorsett Residences Bukit Bintang	Kuala Lumpur	At tower of Dorsett Residences	98	359	149	210	
Mainland China							
16 Dorsett Wuhan	Wuhan	Heart of downtown	317	1,287	878	409	
17 Dorsett Shanghai	Shanghai	Heart of Pudong	264	934	282	652	
18 Dorsett Grand Chengdu	Chengdu	Famous historical Luoma Market	556	1,170	400	770	
19 Lushan Resort	Lushan	Well known tourist destination	229	269	169	100	
Singapore							
20 Dorsett Singapore	Singapore	Singapore's CBD	285	1,527	558	969	
United Kingdom							
21 Dorsett Shepherds Bush	London	Close to Westfield Shopping Centre and Earl's Court	317	921	445	476	
22 Dorsett City, London	London	Situated above the Aldgate tube station	267	1,381	573	808	
Australia							
23 Sheraton Grand Mirage (25% stake)	Gold Coast	Beach front property complementing Queen's Wharf Brisbane	295	n/a	n/a	n/a	
Europe							
24 Hotel Columbus ⁽¹⁾	Germany	4-star rated in Seligenstadt	117	51	52	(1)	
25 Hotel Freizeit Auefeld ⁽¹⁾	Germany	4-star rated in Hann Münden	93	45	44	1	
26 Hotel Kranichhöhe ⁽¹⁾	Germany	4-star rated in Much	107	69	62	7	
27 Hotel Donauwelle ⁽¹⁾	Austria	4-star rated in Linz	176	65	47	18	
28 Hotel Savannah ⁽¹⁾	Czech Republic	4-star rated at Czech-Austrian Border, adjacent to Route 59	79	119	107	12	
Subtotal of hotels in operation			7,472	25,185	7,347	17,838	
Owned hotels under development							
29 Hornsey Town Hall	London	Boutique hotel at Hornsey Townhall, North London	68	n/a	n/a	n/a	
30 Dorsett Shepherd's Bush II	London	Serviced apartment extension to Dorsett Shepherds Bush	74	131	131	-	
31 Consort Place	London	Mixed-used development including residential and retail units at Canary Wharf	231	n/a	n/a	n/a	
32 J Hotel	Kuala Lumpur	An artsy boutique hotel within the heart of Kuala Lumpur	154	n/a	n/a	n/a	
33 Ritz Carlton Hotel	Melbourne	Occupies the top 18 floors of West Side Place (Tower 1)	257	n/a	n/a	n/a	
34 Dorsett Melbourne	Melbourne	At Tower 3 of West Side Place	316	n/a	n/a	n/a	
35 Ritz Carlton Hotel	Perth	5-star hotel in Australia's best location adjacent to the Perth CBD	205	975	975	-	
36 Dorsett at Perth City Link	Perth	4 star stand-alone hotel in the Perth entertainment precinct adjacent to the Perth Arena entertainment center	263	n/a	n/a	n/a	
37 Dorsett Gold Coast (33% stake)	Gold Coast	JV with the Star and CTF	316	n/a	n/a	n/a	
38 The Star Residences - Epsilon (33% stake)	Gold Coast	5-star rated luxury hotel being built in Tower 2 on Broadbeach Island on the Gold Coast	210	n/a	n/a	n/a	
39 Dorsett Sydney (50% stake)	Sydney	Adjacent to both the Sydney CBD and Star Casino complex	276	n/a	n/a	n/a	
40-43 Destination Brisbane Consortium (25% stake)	Brisbane	3 world class hotels including Dorsett, The Grand and Rosewood incorporated into the newly constructed Brisbane casino and entertainment complex.	865	n/a	n/a	n/a	
Total as at 31.3.2019 (including pipeline hotels)			10,707	26,291	8,453	17,838	

Track Record of Extracting Value from Hotel Development

Flexible Capital Deployment

Provide additional cash flows to enable the Group to redeploy its resources to other investment opportunities

FY 2018

Silka West Kowloon

Disposal Date: May 2017
Sold Price: HK\$450 million
Return On Investment: 248%



141 Rooms
48 Anchor Street, Tai Kok Tsui,
Kowloon

FY 2013

Dorsett Regency Hotel

Disposal Date: Sep 2012
Sold Price: HK\$802 million
Return On Investment: 138%



209 Rooms
18 Davis Street, Kennedy Town,
Hong Kong

FY 2012

Central Park Hotel

Disposal Date: Nov 2011
Sold Price: HK\$515 million
Return On Investment: 243%



142 Rooms
263 Hollywood Road, Sheung Wan,
Hong Kong

FY 2011

The Mercer

Disposal Date: Mar 2011
Sold Price: HK\$290 million
Return On Investment: 38%



55 Rooms
29 Jervois Street, Sheung Wan,
Hong Kong

Details of Investment Properties

Current Investment Properties	Total GFA (sq. ft.)	Pipeline Investment Properties	Total GFA (sq. ft.)
FEC Building, Central, Hong Kong ⁽¹⁾	3,000	West Side Place, Melbourne	69,300
FEC Building, Nathan Road, Hong Kong ⁽¹⁾	38,200	Queen's Wharf Brisbane - residential ⁽²⁾	34,000
Basement to 5th floor, Silka Far East Hotel, Tsuen Wan, Hong Kong	37,300	Queen's Wharf Brisbane - integrated resort ⁽³⁾	187,300
Tsuen Wan Garden, Hong Kong	42,100	Perth Hub, Perth	7,500
Star Ruby, Hong Kong	13,200	The Garrison, Hong Kong	5,100
Xintiandi Shopping Mall, California Garden, Shanghai	252,400	Astoria Crest, Hong Kong	3,900
Rebecca Walk, Melbourne	8,700	Hornsey Town Hall, London	5,600
Upper West Side Stage 1-4, Melbourne	29,300	Consort Place, London	6,700
The FIFTH, Melbourne	3,200	Artra, Singapore ⁽⁴⁾	21,500
Elizabeth Quay, Perth	15,400		
Wuhan Shopping Mall	423,000	Total	340,900
Dorsett Singapore	6,900		
Dorsett Shanghai	17,100		
Aspen Crest, Hong Kong	9,000		
Marin Point, Hong Kong	6,800		
Total	905,600		

- (1) All investment properties are retail except (1) which are offices
- (2) FEC owns 50% stake of this project
- (3) FEC owns 25% stake of this project
- (4) FEC owns 70% stake of this project



Foreign Exchange Movement Analysis

Rates	31-Mar-19	31-Mar-18	Change
HKD/AUD	5.56	5.99	-7.2%
HKD/RMB	1.17	1.25	-6.4%
HKD/MYR	1.92	2.03	-5.4%
HKD/GBP	10.20	11.02	-7.4%
HKD/CZK	0.34	0.37 ⁽¹⁾	-8.1%
HKD/SGD	5.79	5.97	-0.3%

Average rates for	FY2019	FY2018	Change
HKD/AUD	5.78	5.96	-3.0%
HKD/RMB	1.21	1.19	1.7%
HKD/MYR	1.98	1.89	4.8%
HKD/GBP	10.61	10.35	2.5%
HKD/CZK	0.36	N/A	N/A
HKD/SGD	5.88	5.77	1.9%

(1) As at 30 April 2018

- Assuming constant exchange rate, net profit attributable to shareholders would have been HK\$11.7 million lower

Australian Casinos Comparison

City	Sydney	Melbourne	Brisbane	Gold Coast	Perth	Adelaide	Darwin	
City population('000)(2018 June)	5,230 (+1.8% yoy)	4,963 (+2.5% yoy)	2,463 (+2.1% yoy)	622 (+2.6% yoy)	2,059 (+1.1% yoy)	1,346 (+1.0%)	149 (-0.2% yoy)	
State/territory	New South Wales	Victoria	Queensland	Queensland	Western Aus.	South. Aus.	Northern Terr.	
Casino	The Star Sydney	Crown Melbourne	Queen's Wharf Brisbane	Treasury	The Star Gold Coast	Crown Perth	Adelaide Casino	SKYCITY Darwin
Owner	The Star	Crown	DBC	The Star	The Star	Crown	SKYCITY	SKYCITY
Licence expiry	2093	2050	2121	2070	Perpetual	2060	2085	2036
Current exclusivity period	Until 2019	n.a.	2047	n.a.	n.a.	n.a.	Until 2035	Until 2026
Revenue (FY18, A\$m) ⁽¹⁾	2,700	2,279	n.a.	n.a.	n.a.	845	149	112
EBITDA (FY18, A\$m) ⁽¹⁾	588	645	n.a.	n.a.	n.a.	249	24	27
Permitted tables	Unlimited (303 currently)	540	Unlimited	Unlimited (83 currently)	Unlimited (79 currently)	350	200	65 (currently)
Permitted EGMs	1,500	2,628	2,500	1,632 (1,450 currently installed)	1,651	2,500	1,500	633 (currently)
Permitted MTGMs	Unlimited (471 currently)	250	Unlimited	Under EGM licence cap (84 currently)	Under EGM licence cap (89 currently)	n.a.	300 ²	n.a.
Hotel rooms	1,382	1,604	>1,100	128	592	1,188	100	9
Food and Beverage venues	32	29	~50	13	14	12	150	13
EGM bet limits	\$10 (except 250 machines)	\$10 (except 1,000 machines)	No limit	No limit	No limit	\$5 (Range of limits depending on game)	\$10 (except premium room)	n.a.
EGM maximum note acceptors	\$100	\$50	\$100	\$100	\$100	\$100	"Coin in – Coin out"	\$100
Tax regime (% of gross gaming revenue)	VIP: 10% Non-VIP: 27.5% + super tax	VIP play: 10% Slots: 32.57% + super tax Tables: 22.25% + super tax	VIP: 10% Slots: 30% Tables: 20% (No super tax)	VIP: 10% Slots: 30% Tables: 20% (No super tax)	VIP: 10% Slots: 30% Tables: 20%	VIP: 12% Slots: 23.5% Tables: 19% MTGMs: 23%	Commission tables: 0.91% Slots: Clubs rate (max 41%) Tables: 3.41% MTGMs and commission slots: 10.91% ³	VIP: 9.09% Slots: 20% Tables: 12% ³

- (1) Normalised results calculated using an average win rate and average number of turns of front money experienced over the last 5 years in VIP Rebate business, calculated on a rolling basis ended 30 June;
- (2) 15 tables may be substituted for 300 MTGMs;
- (3) Adelaide tax regime based on gaming revenue after 10% GST(goods and services tax) and any rebate expenses, Darwin tax regime based on gross profit less GST

Thank You

Questions & Answers

FEC Official WeChat

