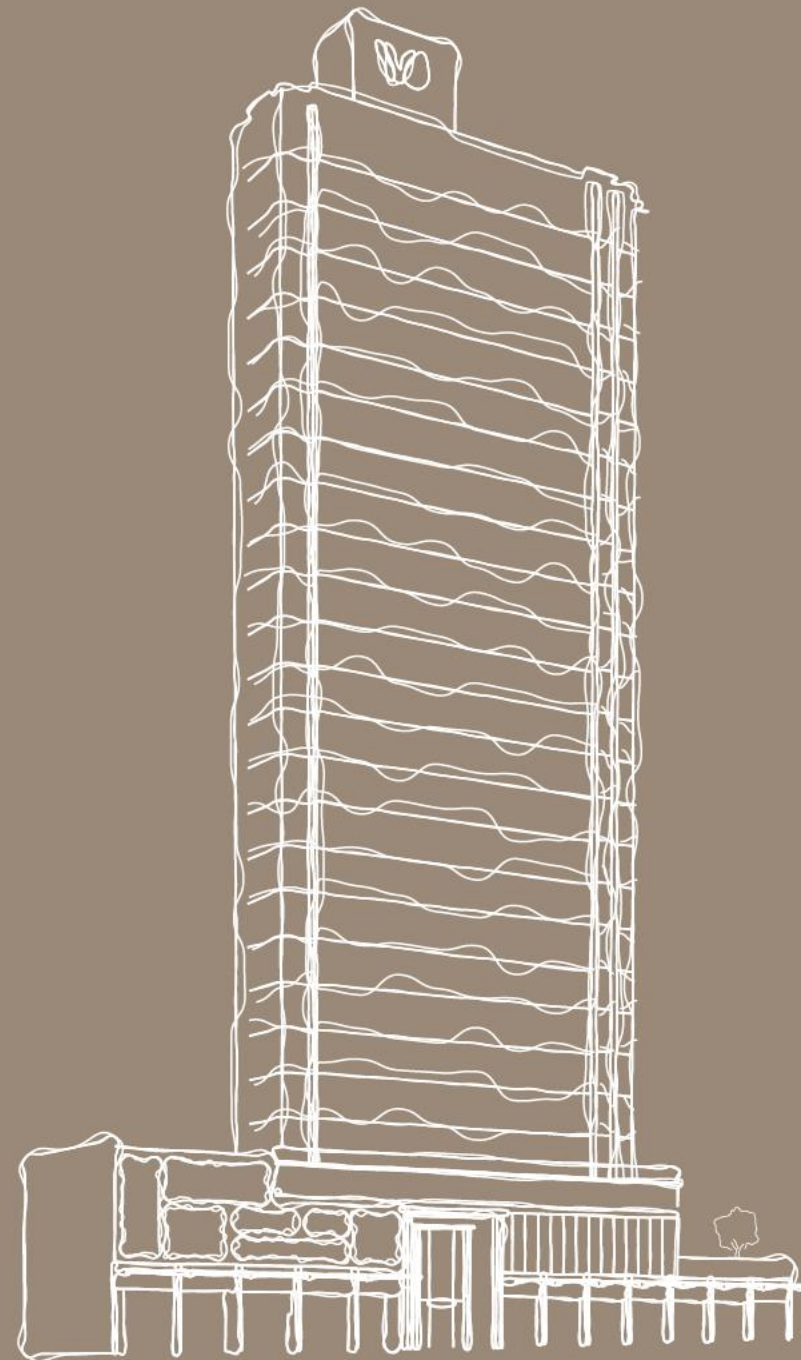




宏安地產
WANG ON PROPERTIES

於百慕達註冊成立之有限公司
Incorporated in Bermuda with limited liability
股份代號 Stock Code: 1243

Wang On Properties Investor Presentation 2023 Annual Results



Ming Fung Street Project

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1. Financial Highlights



2023 Annual Results Highlights

Major Acquisitions

- No.19 Luk Hop Street, Kowloon, Hong Kong (previously known as Pentahotel Hong Kong, Kowloon)
- 3-9 Finnie Street, Quarry Bay
- 18-20 Sze Shan Street, Yau Tong (remaining 19%)

Stable Recurring Income & Occupancy Rate

- Gross rental income increased by 11.8% yoy to HK\$122 Mn*;
- Average rent psf/month improved from HK\$74 to HK\$90 with occupancy rate of 99%

Three Pillars

- Residential Development
- Neighborhood Retails
- Hospitality

Asset Management

- New asset class : Student Housing
- Key partners : Angelo Gordon / APG asset management / KKR

Investment in JV projects

- The total investment in JV projects increased from HK\$2.1B (FY2020/21)
- to HK\$7.8B (FY2022/23).

* including JV projects

2023 Annual Results Highlights

	2022/23 (HK\$ Mn)	2021/22 (HK\$ Mn)	YoY%
Revenue ^①	1,992	39	5,007.7%
Gross profit	330	16	1,962.5%
Adjusted EBITDA ^②	467	456	2.4%
Profit Attributable to Shareholders	211	285	(26.0%)
EPS (HK cent)	1.39	1.88	(26.0%)

	As at 31 Mar 2023 (HK\$ Mn)	As at 31 Mar 2022 (HK\$ Mn)	YoY%
Cash & Bank Balance	869	831	4.6%
Bank Loans ^③	3,999	4,359	(8.3%)
Total Assets	9,746	10,606	(8.1%)
Net Assets	5,283	5,184	1.9%
Net Gearing (Net Debt/NAV) (%)	59.4	68.2	(12.9%)

Notes:

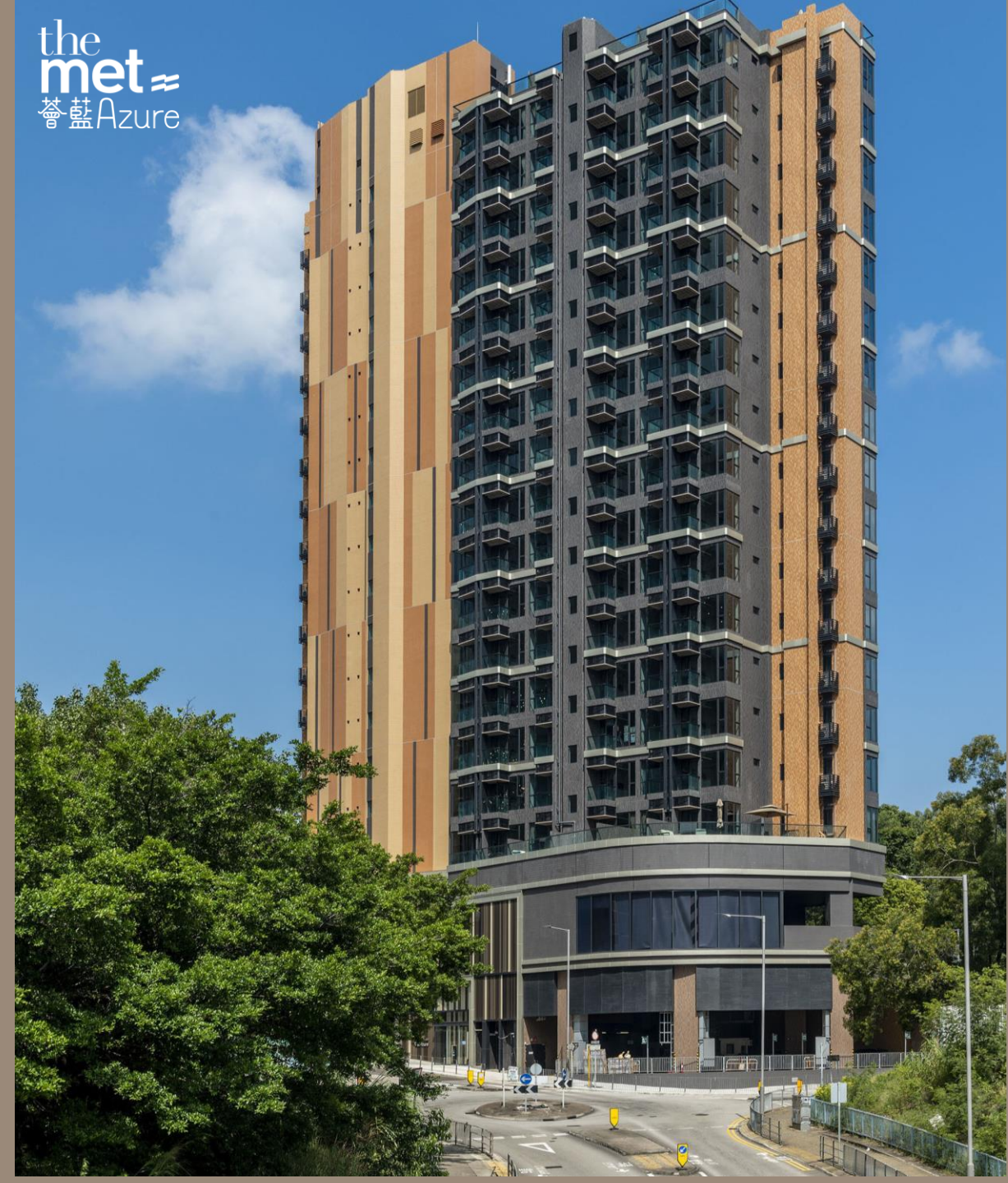
^① Revenue will increase by additional HK\$413 million & HK\$859 million if including revenue from Joint Ventures which dominate sales for the FY2023 & FY2022, respectively.

^② Not include fair value changes of investment properties and financial assets, disposal gain / loss of debt investments and impairment.

^③ Undrawn committed bank facilities as at 27 June 2023 amounted to approximately HK\$1,856mn.

2. Property Development

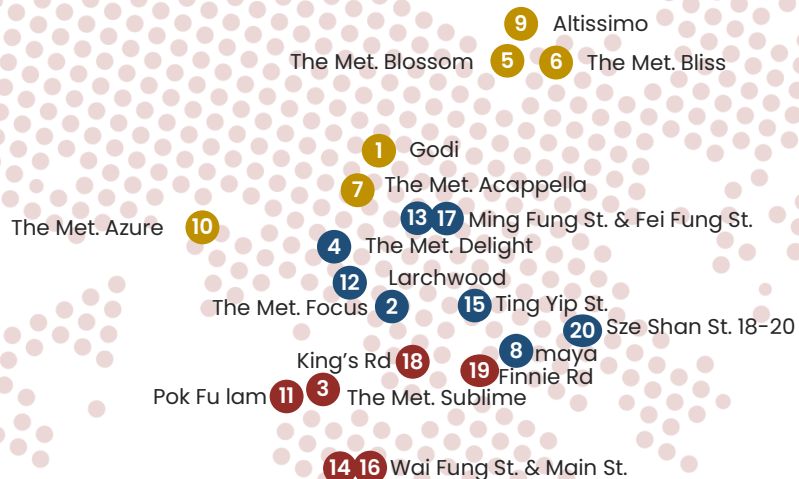
the
met \approx
薈藍 Azure



Proven Residential Development Track Record

- Focused on developing mass market residential, and also capable of building luxury properties
- Mainly located in Kowloon Peninsula & Hong Kong Island

>1.9 million sqft
Residential units developed



Located in Hong Kong Island Area

Located in Kowloon Area

Located in New Territories Area

	Projects	Est. SFA (sqft)
1	Godi (Shatin)	33,000
2	The Met. Focus (Hung Hom)	29,000
3	The Met. Sublime (Sai Ying Pun)	32,000
4	The Met. Delight (Cheung Sha Wan)	36,000
5	The Met. Blossom (Ma On Shan)	173,000
6	The Met. Bliss (Ma On Shan)	100,000
7	The Met. Acappella (Tai Wai)	130,000
8	maya (Yau Tong)	238,000
9	Altissimo (Ma On Shan)	358,000
10	The Met. Azure (Tsing Yi)	67,000
11	Pok Fu Lam project (Pok Fu Lam)	30,000*
12	Larchwood (Mong Kok)	42,000*
13	Ming Fung Street Project (Wong Tai Sin)	63,000*
14	Wai Fung Street Project (Ap Lei Chau)	27,000*
15	Ting Yip Street Project (Kwun Tong)	32,000*
16	Main Street Project (Ap Lei Chau)	59,000*
17	Fei Fung Street (Wong Tai Sin)	69,000*
18	King's Road project (North Point)	105,000*
19	Finnie Street project (Quarry Bay)	31,000^
20	Sze Shan Street 18-20 (Yau tong)	277,000^

Land Bank

Series	Project	WOP's interest	Usage ^①	Est. GFA (sq.ft)	Est. GDV (HK\$ Mn)	Pre-sale
The Met.	No. 34&36 Main St., Nos 5-9 Wai Fung St., ALC	50%	R&C	38,500	1,000	2023
The Met.	Nos. 26-48. Ming Fung St., WTS	50%	R&C	81,300	1,800	2023
Luxury	86A-D Pok Fu Lam Road	70%	R	28,500	2,400	2023
The Met.	120-130 Main Street, ALC	50%	R&C	74,200	2,000	2023
The Met.	Nos. 12-16, 18-20, 22 & 24 Ting Yip St., KT	50%	R&C	46,300	950	2023
Prestige	101 & 111 King's Road, NP	50%	R&C	131,600	3,900	2024
The Met.	Nos. 31-41 & 45 Fei Fung St, WTS	50%	R&C	93,700	2,000	2024
The Met.	3-9 Finnie street, Quarry Bay ^③	100%	R&C	39,100	1,000	2024
Prestige	18-20 Sze Shan Street, Yau Tong ^②	100%	R&C	269,000	6,500	2026
			Total	802,200	21,550	

Series	Acquired ownership > 90%	Usage	Est. GFA (sq.ft)
The Met.	17-23 Main St., 7-9 Ping Lan St. and 37-39 San Shi St., ALC ^④	R&C	64,500

①: R: Residential; C: Commercial.

②: Acquisition completed in May 2023

③: Acquisition completed in June 2023

④: Their ownership will be consolidated by proceeding to court for compulsory sale under the "Land Compulsory Sale for Redevelopment Ordinance". In the extent that no court order is granted, the Group may not be able to complete the consolidation % the ownership for development.

Contracted sales

Projects	WOP's Interest	Contracted sales FY 2023 (HK\$ Mn)	Contracted sales Apr-Jun 2023 (HK\$ Mn)	Recognized sales FY 2023 (HK\$ Mn)	Contracted sales to be Reconized (HK\$ Mn)
The Met. Azure	100%	537	7	1,506	116
Larchwood	100%	462	55	-	517
maya	50%	148	-	353	-
Altissimo	40%	386	625	549	1,113
Total		1,533	687	2,408	1,746



The Met. Azure 薈藍



Larchwood



maya 曦臺



Altissimo 泓碧

Completed Projects

	Completed Projects	GDV (HK\$ Mn)	GFA (sq.ft)	WOP's Interest
FY2013	The Met. Focus	460	42,700	100%
FY2014	The Met. Sublime	720	45,100	100%
FY2015	The Met. Delight	470	45,500	100%
FY2018	The Met. Bliss	1,580	115,000	60%
FY2019	The Met. Blossom	2,560	200,000	60%
FY2020	The Met. Acappella	2,680	148,000	100%
FY2021	maya	4,800*	272,000	50%
FY2021	Altissimo	7,680*	388,000	40%
FY2022	The Met. Azure	1,645*	89,700	100%
	Total	22,595	1,346,000	

*Estimated figures



The Met. Delight 薈悅



The Met. Bliss 薈晴



The Met. Blossom 薈朗



maya 曦臺



The Met. Azure 薈藍

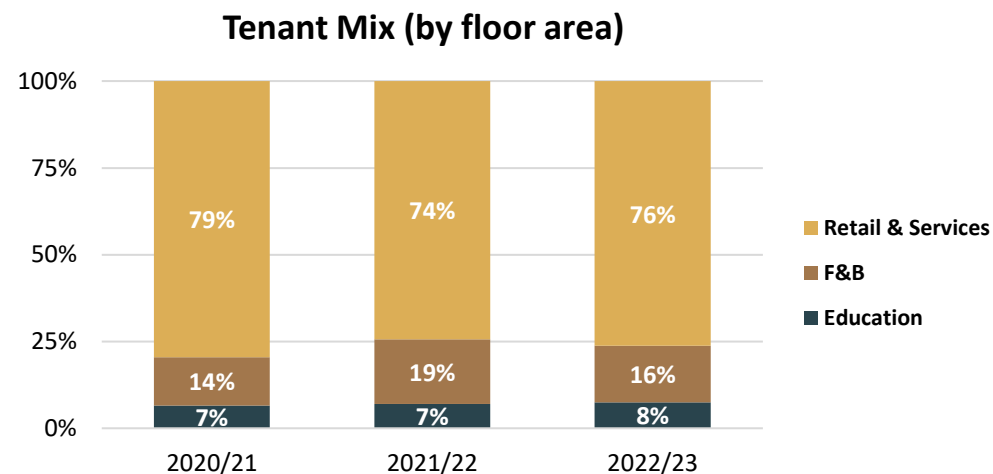
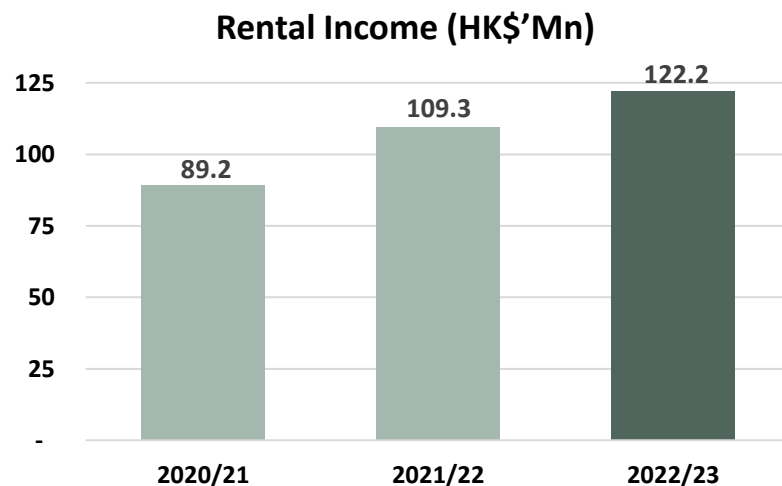


The Met. Acappella 薈菁



3. Commercial Investment

Commercial Investment



Property	WOP's interest	Acquired / Completed in	Approx. Floor Area (sq.ft)	Rent (psf/mth)		Occupancy	
				2023	2022	2023	2022
The Parkside	50%	7/2019	35,300	~HK\$90	~HK\$74	~99%	~98%
Lake Silver	50%	5/2019	31,400				
Parkville	64%	6/2021	10,900				
Jumbo Court	50%	9/2021	509 CPS*				
575 Nathan Road	100%	2/2018	4,150 [^]				
Others	100%		38,000				
Total			119,750				

*Car parking space

[^] All units sold, 5 units to be completed after 31 Mar 2023

Pentahotel
Hong Kong, Kowloon



4. Asset Management

Asset Management

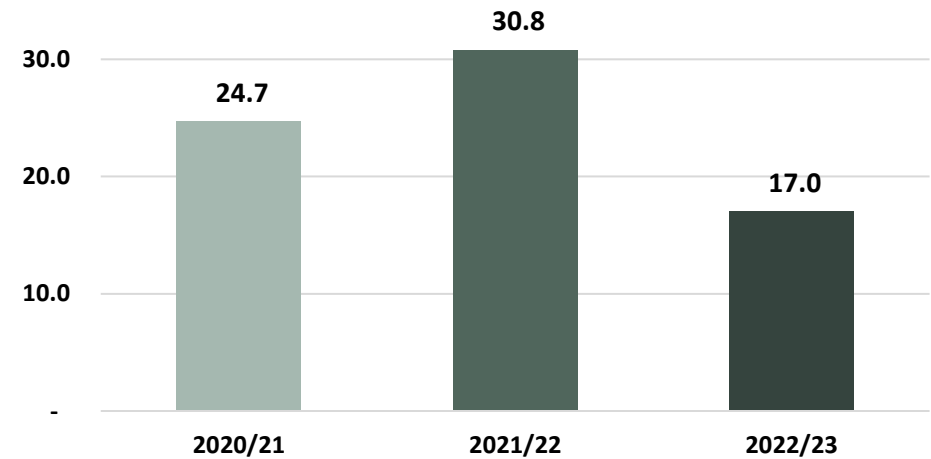
Assets under management

Property	Partner	JV set up @	WOP's interest	Approx. Floor Area (sq.ft)
6 Residential projects	APG	2021	50%	466,300 [^]
86A-D Pok Fu Lam Road	Kam Wah	2018	70%	28,500 [^]
The Parkside	KKR	2019	50%	35,300
Lake Silver	KKR	2019	50%	31,400
Parkville	Professional investors	2021	64%	10,900
Jumbo Court	Angelo Gordon	2021	50%	509 CPS
Pentahotel Hong Kong, Kowloon [#]	Angelo Gordon	2023	35%	285,000 [^] (~720 rooms)
Total				857,400

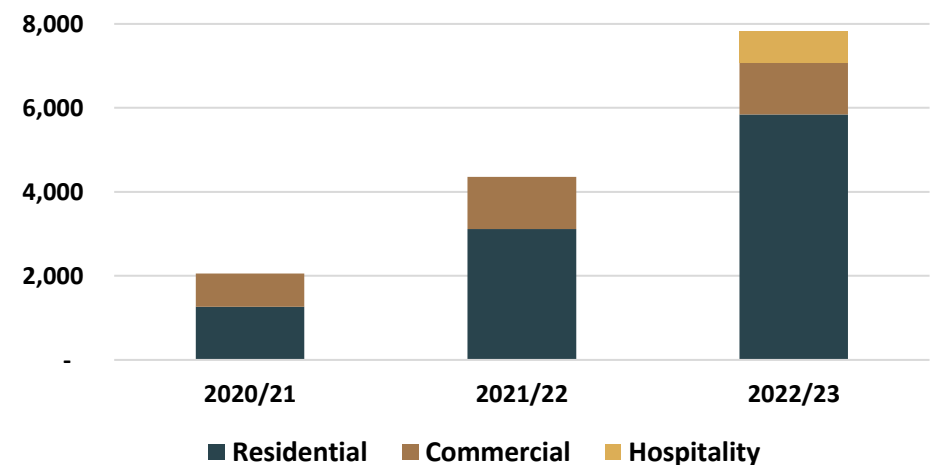
[^] GFA

[#] acquisition completed on 5 April 2023

Fee Income (HK\$'Mn)



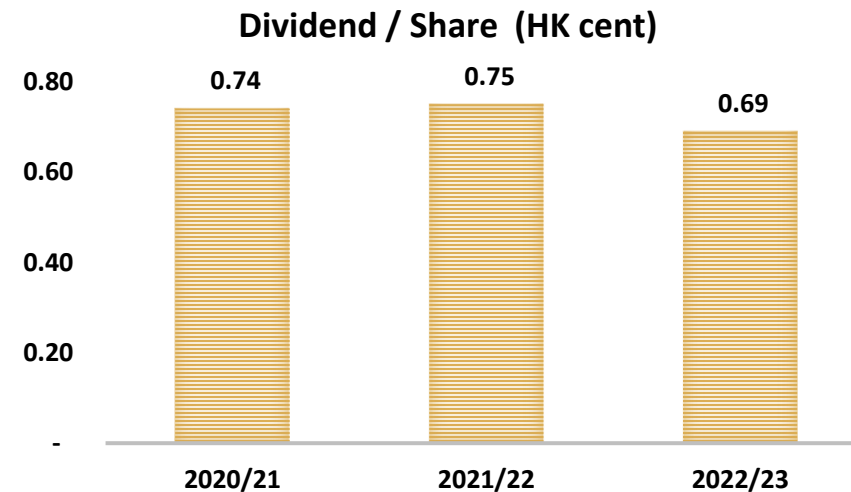
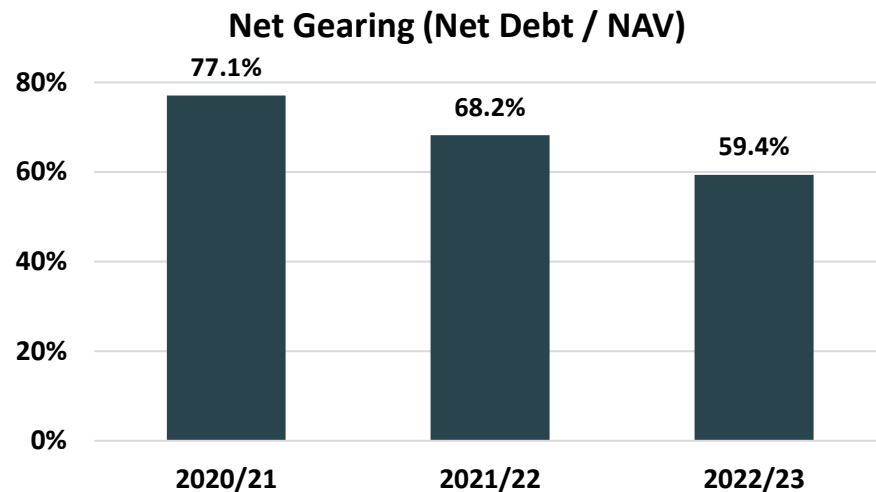
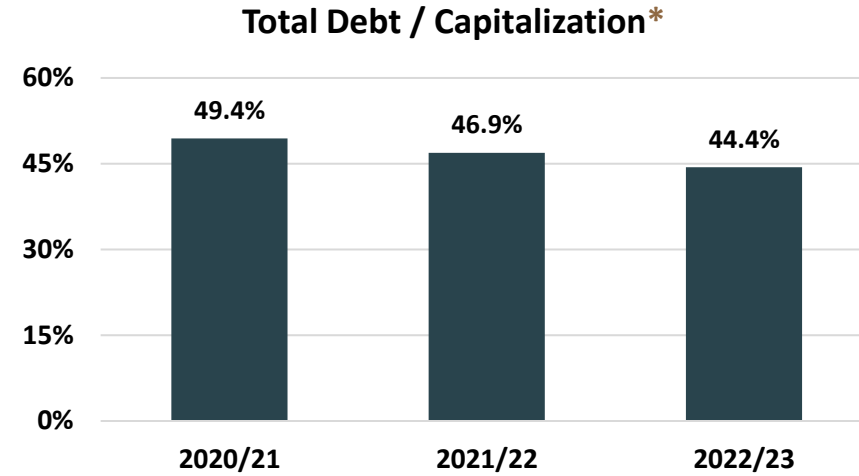
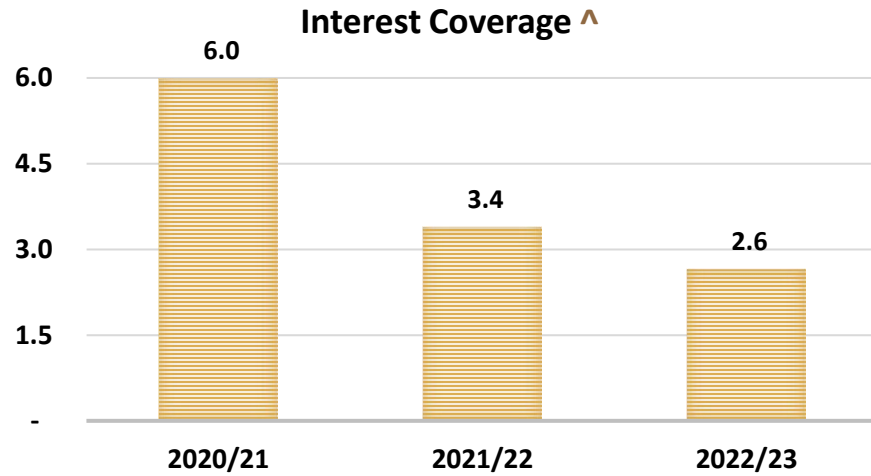
Total Investment (WOP% / HK\$'Mn)



5. Financials



Key Credit Metrics



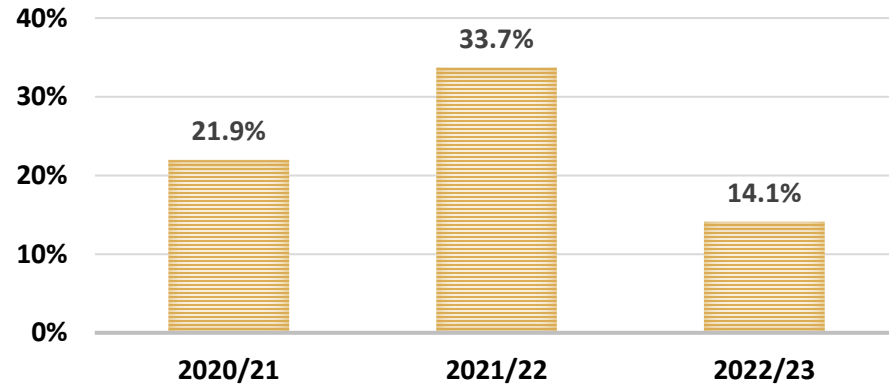
Notes:

[^] EBITDA / Interest expenses (including capitalized interest)

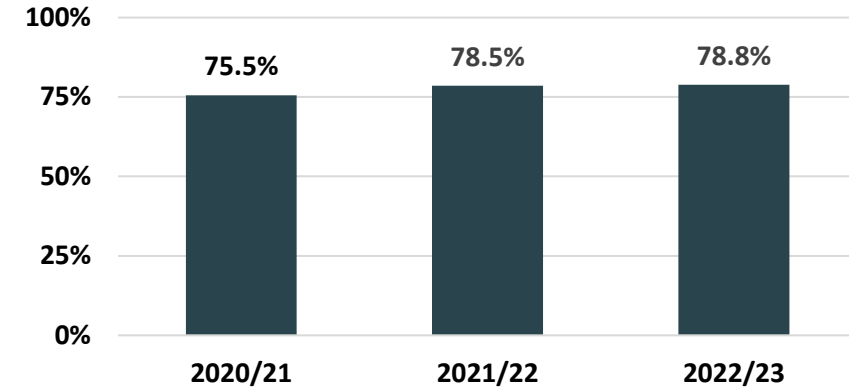
* Capitalization = Total Debt + Total Equity

Operating Margin / Cost of Funding / Loan Maturity

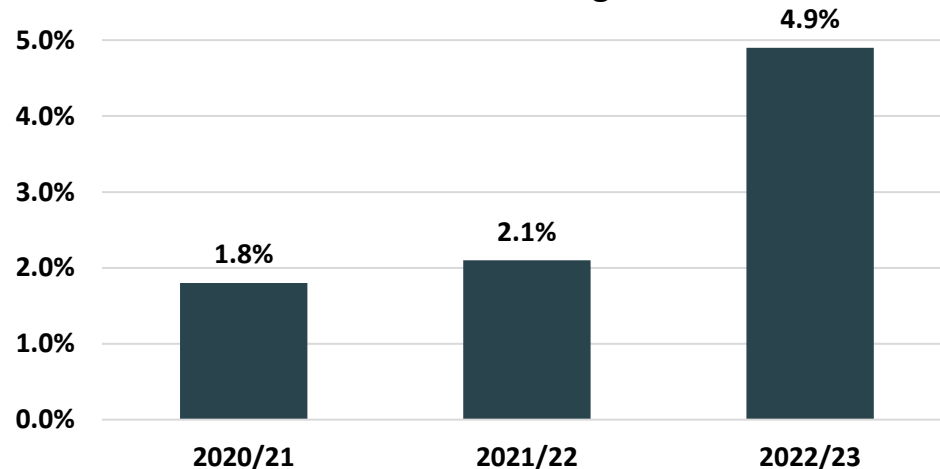
**Property Development
Operating Margin***



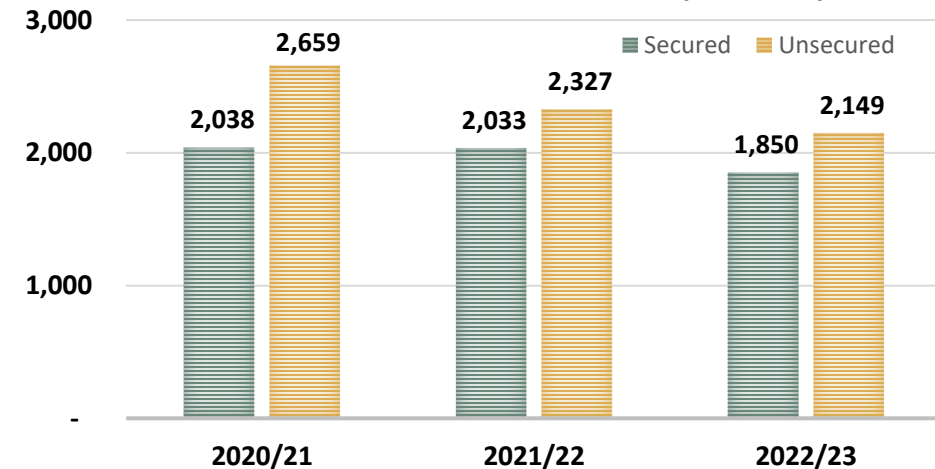
**Commercial Investment
Operating Margin***



Cost of Funding



Secured & Unsecured Bank Loans (HK\$'Mn)



* Operating Margin represents the Group's attributable share of profits before unallocated corporate expenses, finance costs and taxation from its subsidiaries and joint ventures and divided by corresponding Group's attributable share of revenue.



6. Sustainable Development

ESG Pillars

In June 2022, we announced our 5-year plan which covers corporate governance, sustainability in places, and people.
We support the United Nation's Sustainability Development Goals (SDG)
to advance sustainability development in our Group. Consistent indicators are used to monitor our progress.

Robust Governance



- ESG governance (MDR)
- Corporate governance (MDR, B8)

Sustainable Places



- Climate action and resilience (A1; A2, A4)
- Sustainable certifications (A1;A2;A3)
- Circular economy (A1; A2; A3)

Thriving People



- Driven employees (B1; B2; B3)
- Satisfied clients (B6)
- Healthy supply chains (B5)
- Prosperous communities (B8)

A Passion for Tomorrow



見愛 · 建明天



Environment

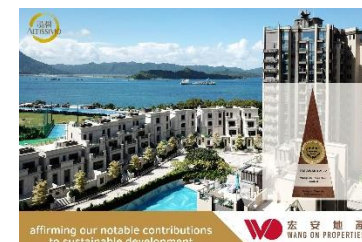
- Secured a **sustainability-linked loan of HK\$678.4 million** for an Ap Lei Chau Project to further integrate sustainability in this project.
- Participated in the annual **GRESB** (Global Real Estate Sustainability Benchmark) assessment.
- Received the **“ESG Prize” of the InnoESG Prize 2022**, affirming our notable contributions to sustainable development.
- **Developed a Net Zero Policy for its real estate operations** and the policy outlines our commitment to **achieving net-zero carbon emissions** to ensure we contribute to a sustainable future.

Social

- To care for the underprivileged and give back to society, we support the community by working with various local-community organizations and **donating goods and resources to people in need.**
- Continue to **establish scholarships for academically outstanding students** in Hang Seng University of Hong Kong and Hong Kong University.
- Arranged sales office **site visit for the students of HKU Master of Science in Real Estate [MSc(RE)]** to gain first-hand experience.
- **Donated approximately HK\$7.9 million** in FY2022.

Governance

- **Established ESG Committee.**
- **Announced 5-year ESG plan** which covers corporate governance, sustainability in places, and people.
- **Support the United Nation’s Sustainability Development Goals (SDG)** to advance sustainability development in our Group.
- **Partnered with ICAC and arranged Anti-Corruption Training for all staff** including directors and senior management.



affirming our notable contributions to sustainable development



has achieved Five Stars Residency for the year 2022

Building Our Future

WOP strives to incorporate sustainability into its business development and promote green living. **WOP has worked with CLP to develop The Met. Azure into an “all-electric home” in order to promote “low carbon living” and improve energy efficiency by installing all-rounded comprehensive intelligent technology.** The unit is designed to be more energy efficient with the ideology of “maintaining the health and wellbeing of the home owners” at heart.

the met. Living+
智能生活新體驗



WOP aims to utilize its corporate resources to support promising students of different backgrounds to pursue their education. We have invited a group of students of the University of Hong Kong (HKU) Master of Science in Real Estate [MSc(RE)] who applied WOP Talent Development Award to visit WOP’s sales office in Tsim Sha Shui.

WOP’s Sales & Marketing team toured the show flats of the Larchwood’s urban project and allowed students to gain more practical insights into Real Estate Management. WOP’s management have also shared their thoughts and experience which inspired the students to be more well prepared for their professional career path.

WOP regularly partnered with Hong Kong New Arrivals Services Foundations Limited to organize visits to families living in subdivision homes. The visits are organized to bring warmth and blessings to the families and their little ones.

During the visit in Christmas in 2022, we have prepared a Christmas bag for each family with anti-epidemic items, stationery, reading books, healthy snacks and food vouchers.





見愛 · 建明天

Thank You