



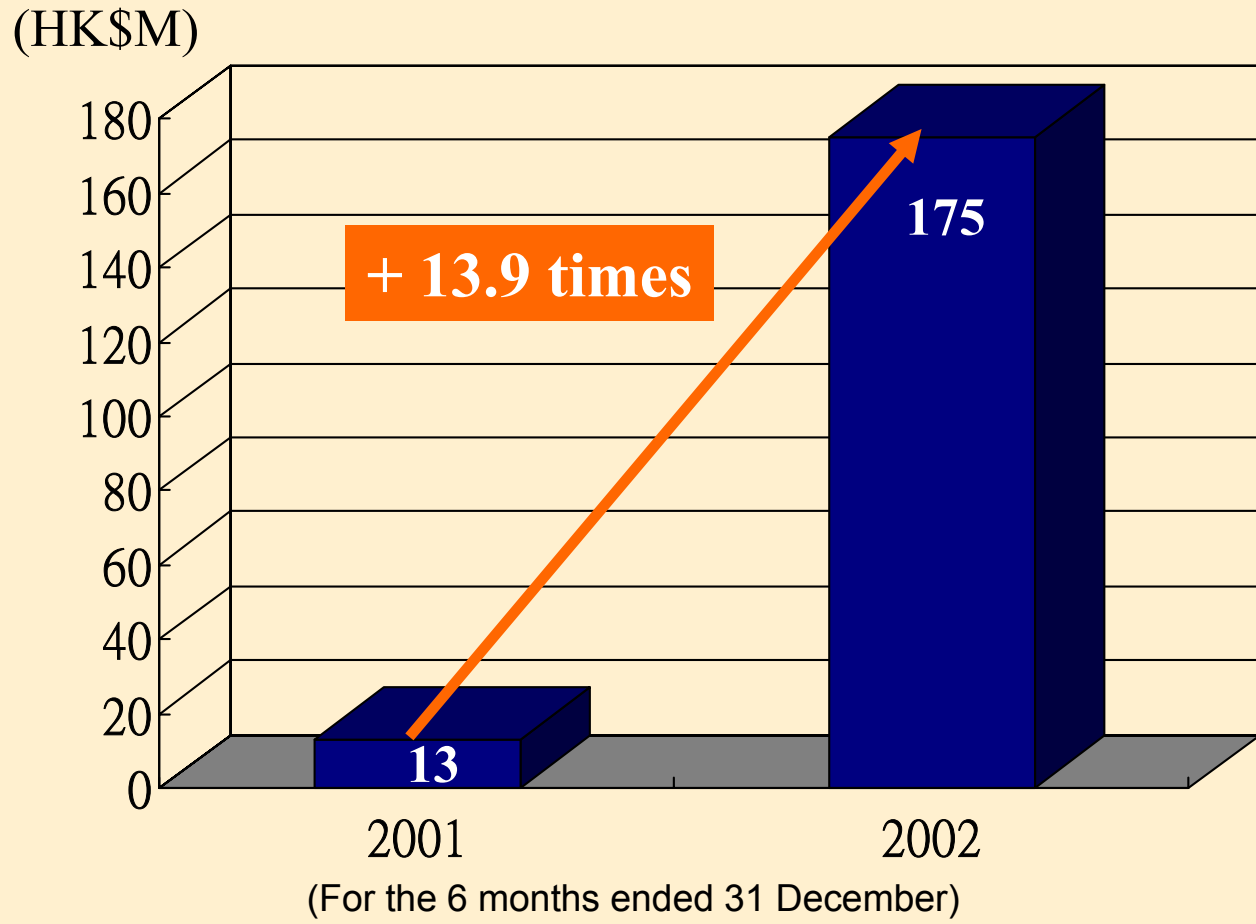
# **NWS Holdings Limited**

**Interim Results Presentation  
2002/03**

# **Content**

- Financial Highlights - Ports
- Operational Review - Ports
- A New Era
- Unleash Market Potential
- Outlook

## Profit Attributable to Shareholders - Ports



## Financial Highlights- Ports

For the 6 months ended 31 December	2002 (HK\$M)	2001 (HK\$M)
Turnover	6	73
Earnings/ (Loss) Per Share*	HK 7.93 cents	HK (2.67 cents)
Dividend per Share (HK\$)#	(-)	0.02
Total Assets	3,927	3,817
Shareholders Equity	3,882	3,717

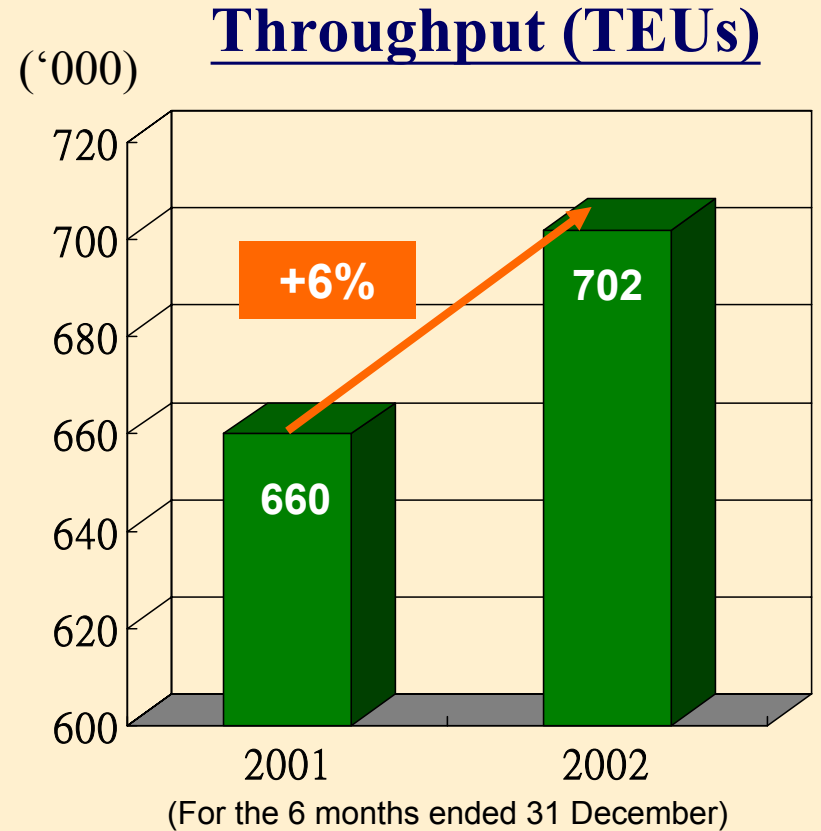
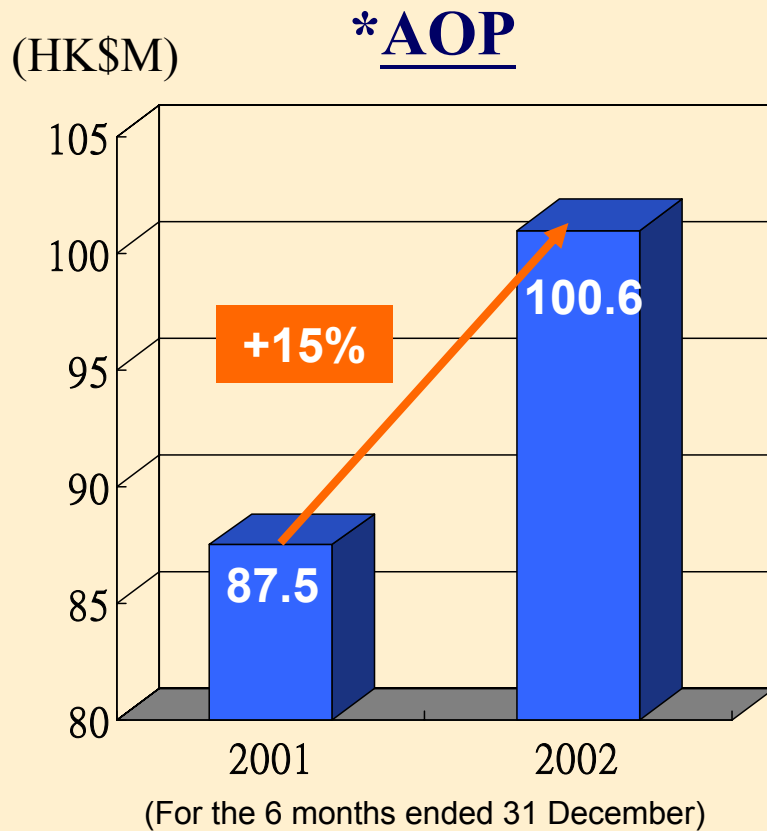
\* Figures represent Basic EPS

# Preference Share Dividend is not considered for the calculation of Dividend per Share



# Operational Review - Ports

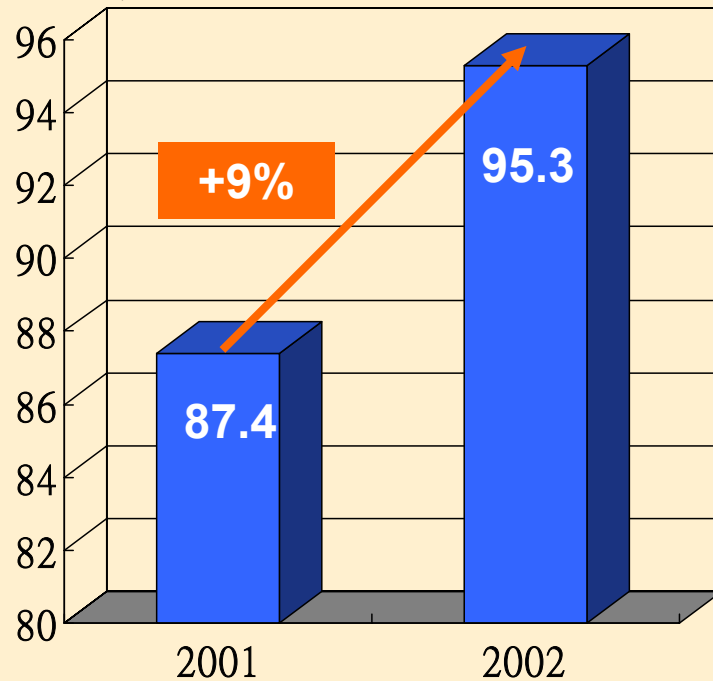
## CSX World Terminals HK (環球貨櫃香港)



## ATL Logistics Centre (亞洲貨櫃物流)

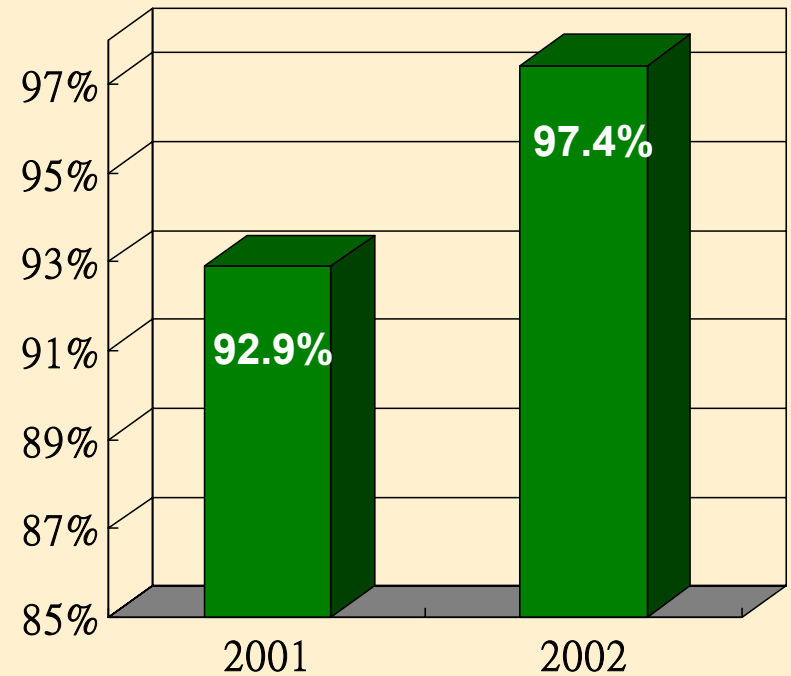
### \*AOP

(HK\$M)



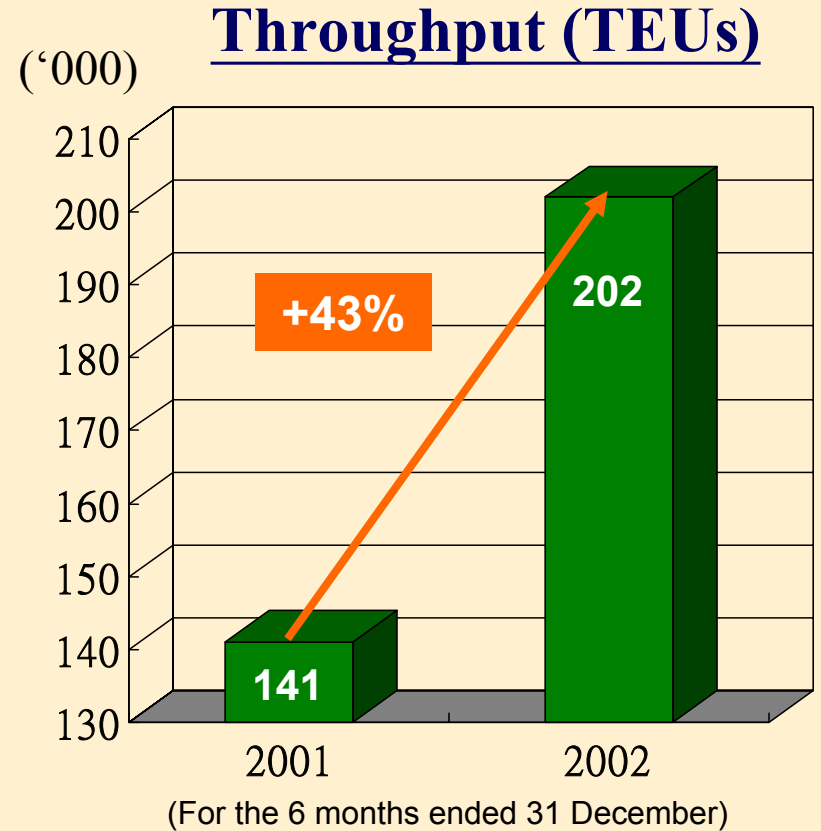
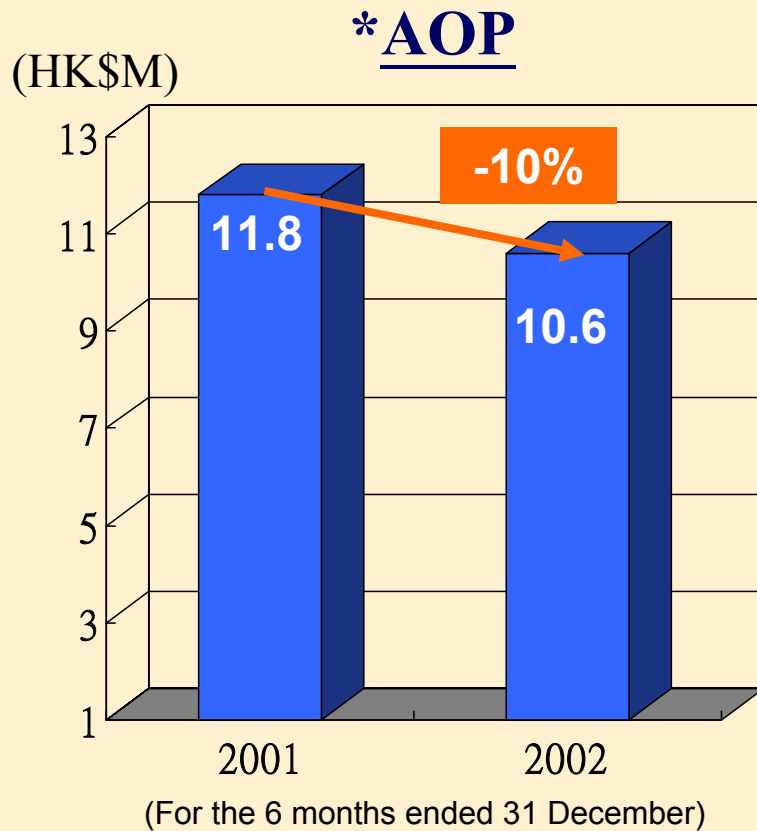
(For the 6 months ended 31 December)

### Occupancy



(For the 6 months ended 31 December)

## Xiamen Xiang Yu Quay (廈門象嶼碼頭)

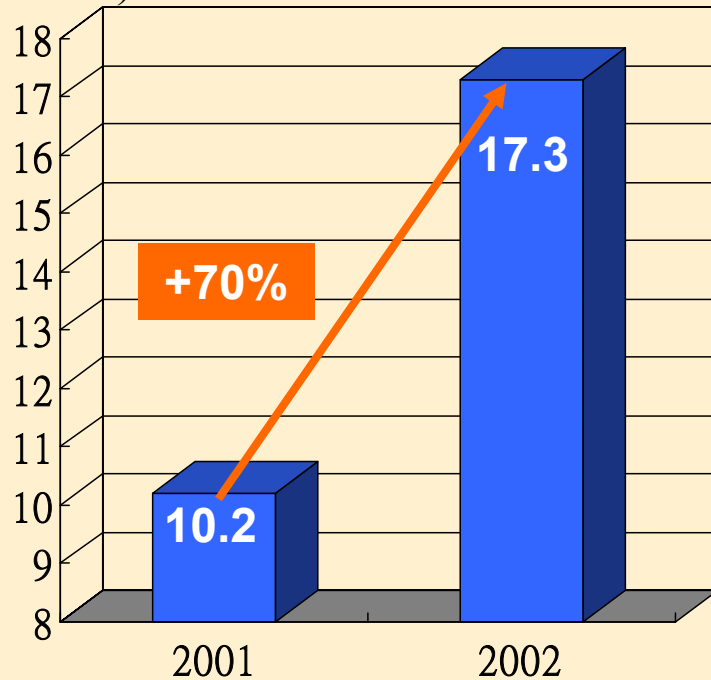




## CSX Orient (Tianjin) (天津東方海陸)

### \*AOP

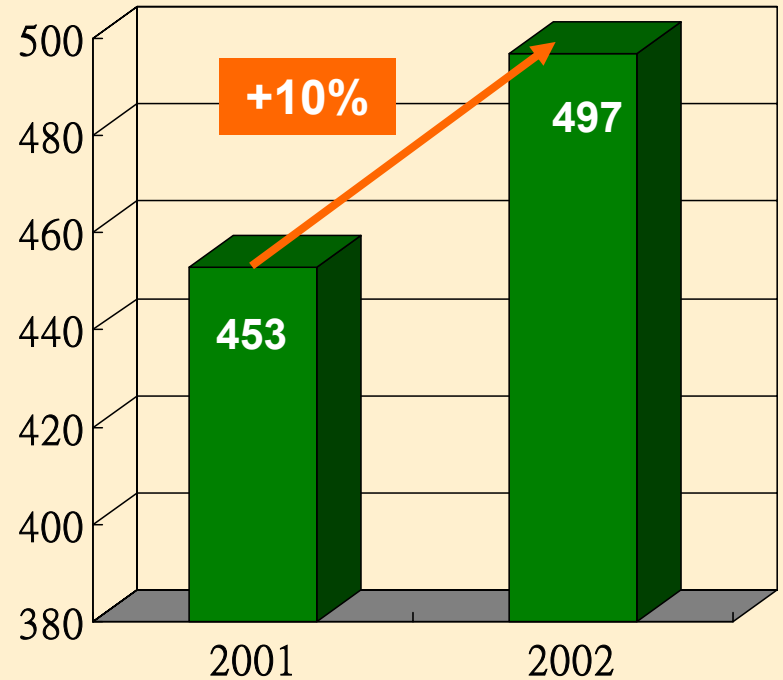
(HK\$M)



(For the 6 months ended 31 December)

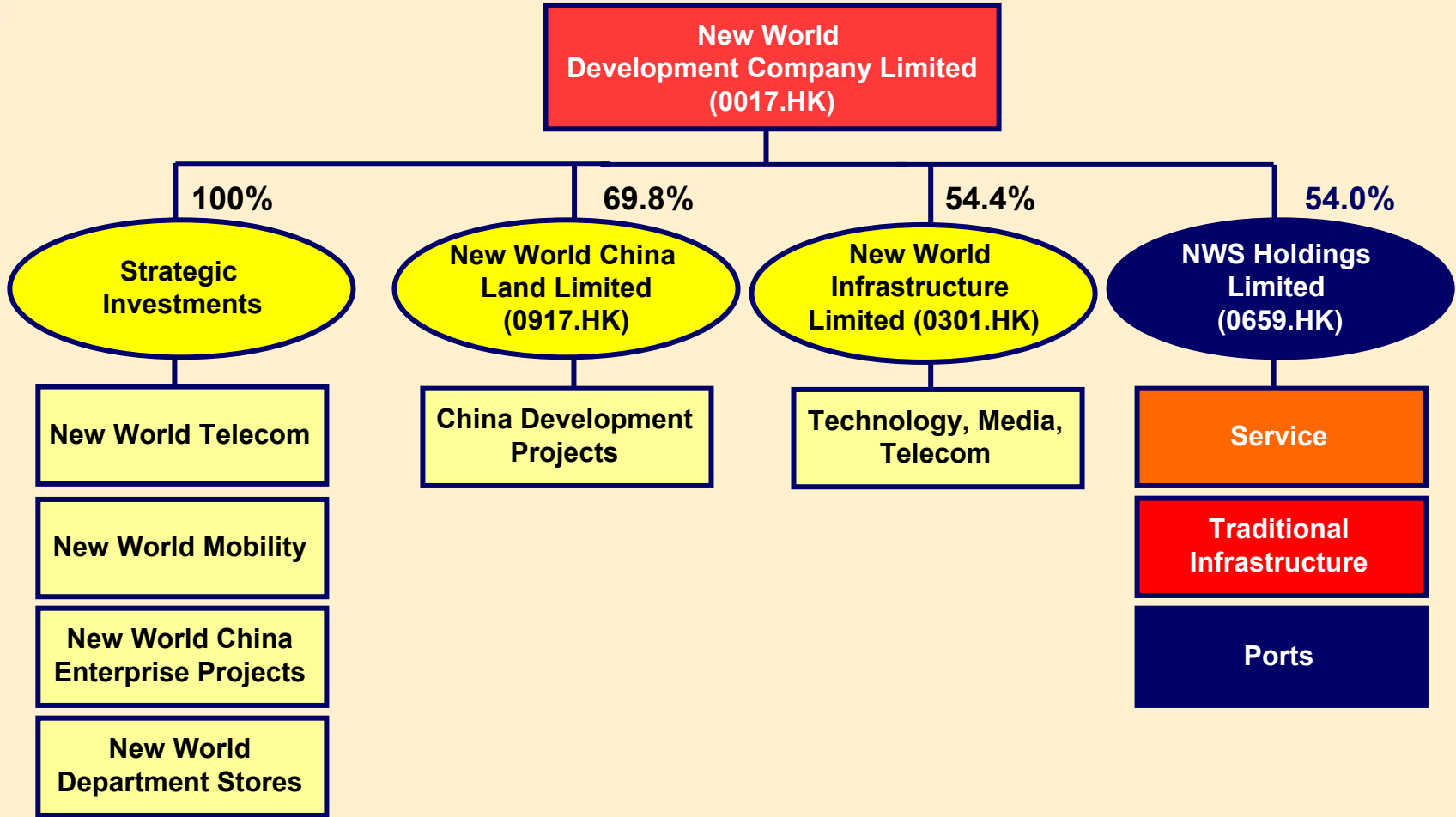
### Throughput (TEUs)

(‘000)



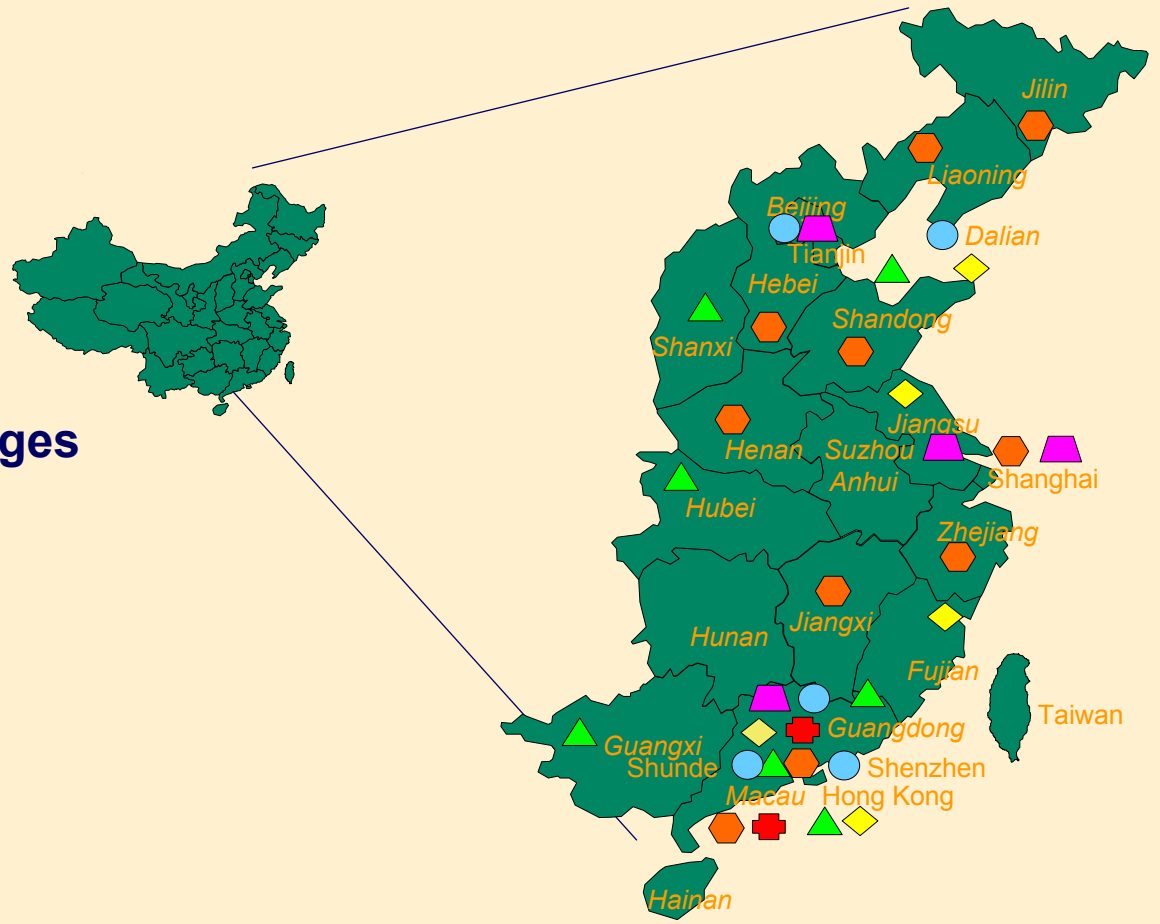
(For the 6 months ended 31 December)

# A New Era



# Geographic Locations

-  Facilities
-  Contracting
-  Roads and Bridges
-  Water Projects
-  Ports
-  Energy



# Core Businesses

## Infrastructure Management

- 32 Roads
- 17 Water Projects
- 5 Power Plants
- 4 Bridges Projects
- 1 Toll Tunnel
- 1 Waste Incineration Plant

## Service Management

Facilities

Contracting

Transport

Financial

Environmental

## Ports Management

11 Ports and  
Cargo Handling Projects

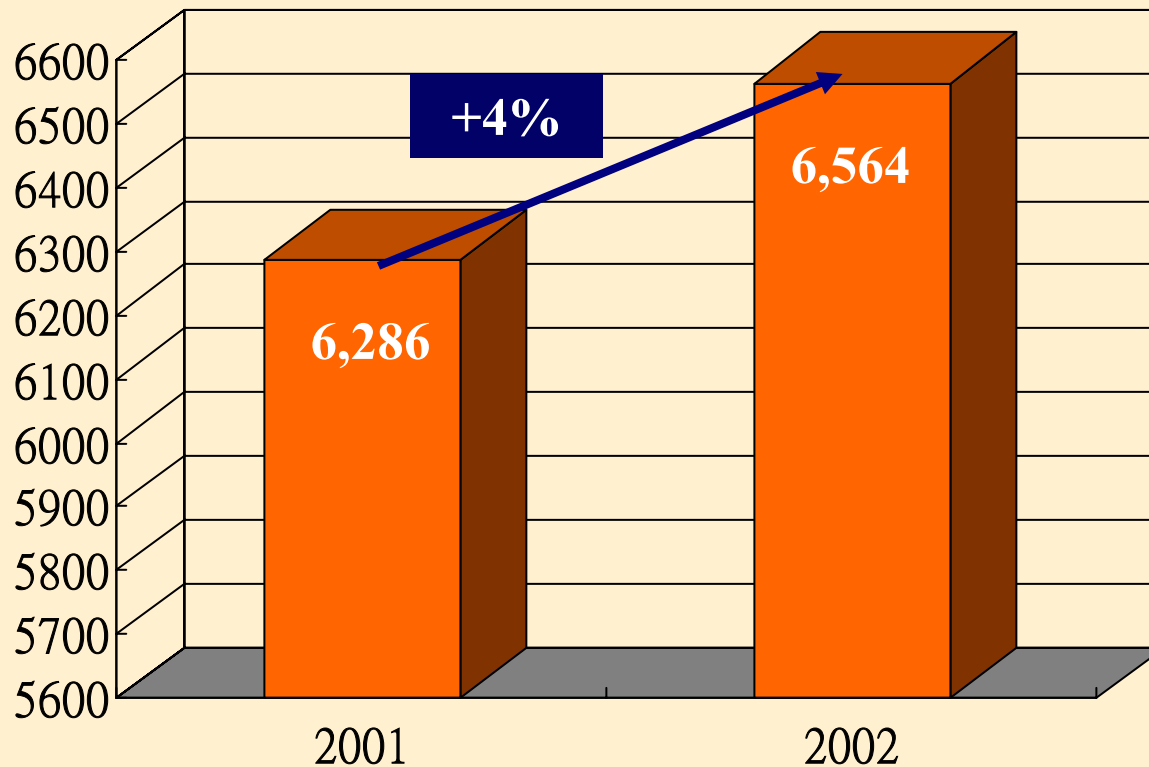


# **Financial Highlights - Service**

# Financial Highlights - Service

## Turnover

(HK\$M)

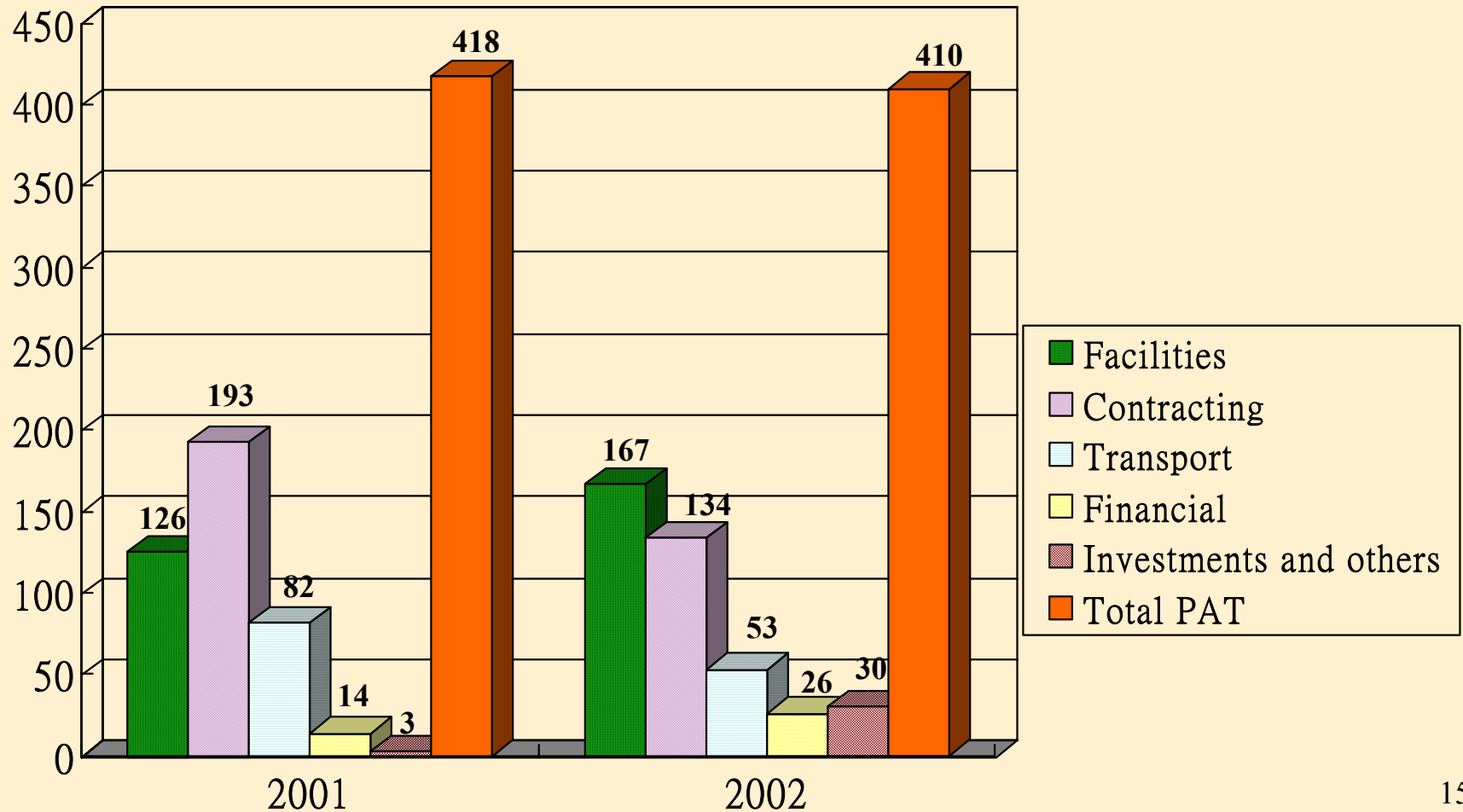


(For the 6 months ended 31 December)

# Financial Highlights - Service

## PAT

(HK\$M)



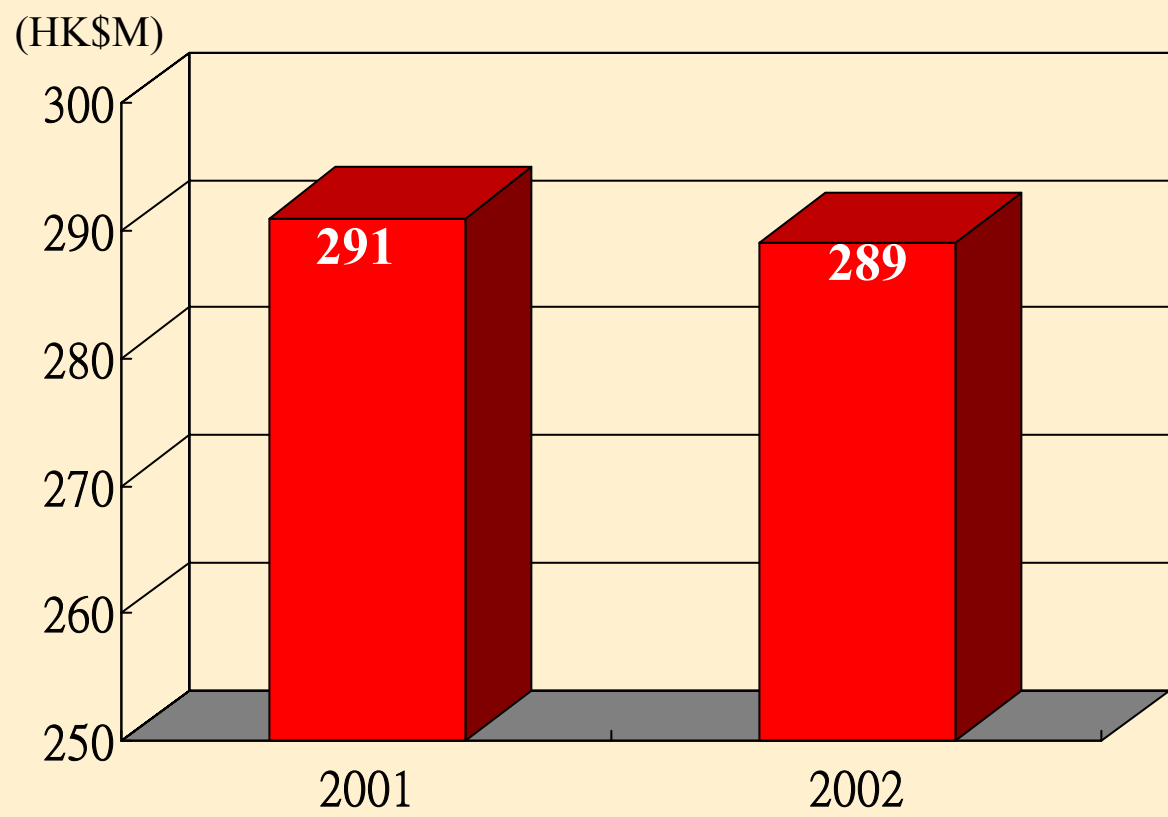
(For the 6 months ended 31 December)

# **Financial Highlights - Infrastructure**



# Financial Highlights - Infrastructure

## Turnover

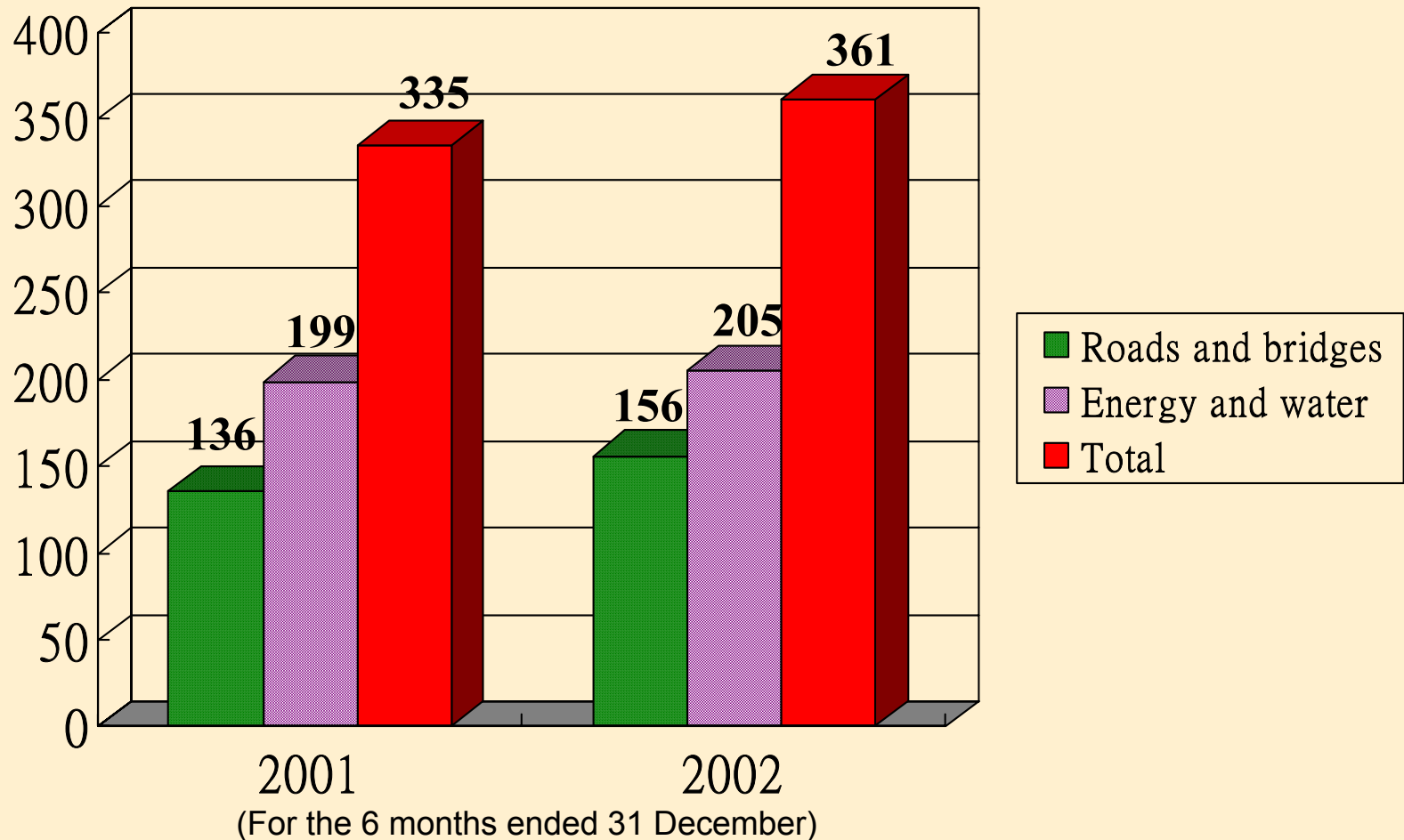


(For the 6 months ended 31 December)

# Financial Highlights - Infrastructure

## AOP

(HK\$M)



## **Unleash Market Potential - HK**

- **Business Strategies**
  - Maintain profit by expanding market share
  - Control cost to remain competitive
  - Uphold excellent service standard

## **Unleash Market Potential – Mainland China**

- **Business Strategies**
  - Consolidate projects and maximize efficiency
  - Control cost
  - Explore new investment opportunities

## **Service Management Outlook**

- **Facilities**
  - HKCEC enjoys healthy growth
  - Property management, guarding and cleaning stable
- **Contracting**
  - Speed up presence in the enormous PRC market
  - Diversify to civil works

## **Service Management Outlook (Cont'd)**

- **Transport**
  - Bus: faces stiff competition, profit declines
  - Ferry: expects better results in 2<sup>nd</sup> half
- **Environmental and Financial**
  - Stable growth
  - New World Insurance and Tricor perform well
- **Strategic investment**
  - Contributes satisfactory return

## **Infrastructure Management Outlook**

- Growth in automobile ownership and reduction in imported car tariff generate more traffic flow for toll roads and bridges
- State policy stimulates water treatment prospect
- Power plants located in high economic growth regions face tariff pressure but compensated by growth in consumption

## **Ports Management Outlook**

- Benefit from strong growth in HK and Mainland China import/export
- Surge in Kwai Chung container throughput  
18.5% y-o-y growth (Jan 2003)
- Xiamen and Tianjin expect double digit throughput growth in 2003



## **Corporate Goals**

- Early repayment of HK\$1 billion debt by June 2003
- Reducing debt of another HK\$5 billion over 3 years from 2003/04
- Explore new business opportunities
- Dividend payout policy
- Corporate governance and transparency
- Staff development