



新創建 NWS

New World Group Member



FY2022 Analyst Presentation

30 September 2022

Strengthening Portfolio for Tomorrow's Success



Roads

- Acquisition of 40% stake in Guigang-Wuzhou Expressway¹ (“Guiwu Expressway” 貴梧高速公路)
- Acquisition of at least 25%² stake in Laogu Expressway (老谷高速公路)

**Road portfolio
extended to
c.1,000km
in length**



Logistics

- Acquisition of 6 logistics properties in Chengdu & Wuhan
- Formation of an operating manager JV (50/50) with Goodman Group

**Important step for
strategic expansion
in logistics sector**



Aviation

- Goshawk Aviation Limited's timely disposal of entire aircraft leasing business at good valuation

**Further derisk
business portfolio &
redeploy capital to
assets with better
growth trajectory**

1. Completion of the acquisition of Guiwu Expressway is subject to the satisfaction of certain conditions precedent stated in the Sale and Purchase Agreement as per the Company's announcements dated 26 Apr & 5 Sep 2022

2. Includes acquisition of 1% equity interest in Mar 2022 and the provision of an interest-bearing convertible shareholder's loan that enables the Group to increase its stake at later stage

Optimization of Portfolio to Drive Business Growth

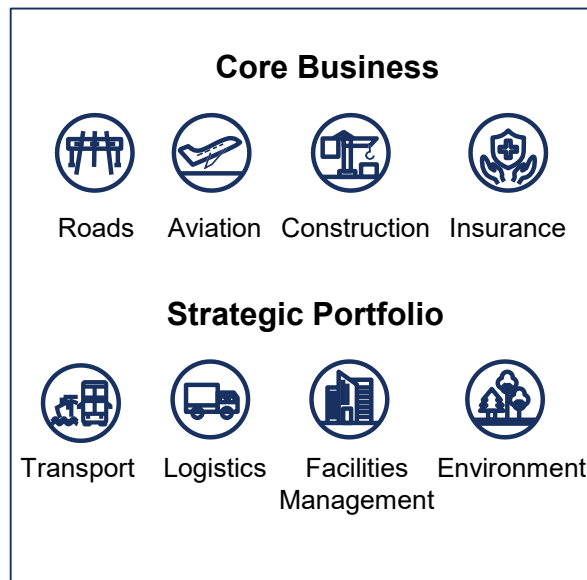
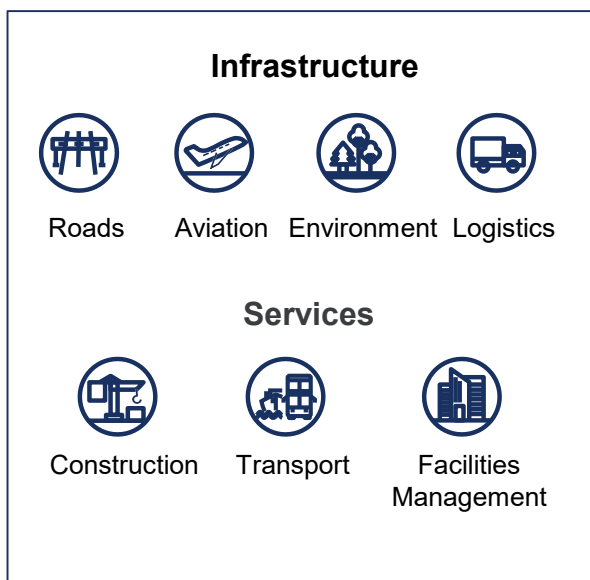
FY2018

FY2019

FY2022

FY2023

- Future Investment Targets:**
- ✓ Roads
 - ✓ Modern Logistics
 - ✓ FTLife's expansion in the Mainland




Sustainable & Progressive Dividend Policy

* Pending completion of disposal of Goshawk Management Limited


Simplified Portfolio with Improved Earnings Quality & Visibility




- ✓ Sustainable AOP & cashflow contribution driven by positive long-term economy & sector outlook
- ✓ New acquisition with immediate AOP & cash flow contribution for growth



- ✓ Strong contracts backlog with steady completion
- ✓ Increase in public & private housing supply by government supports growth
- ✓ Expanding income stream to civil-related projects

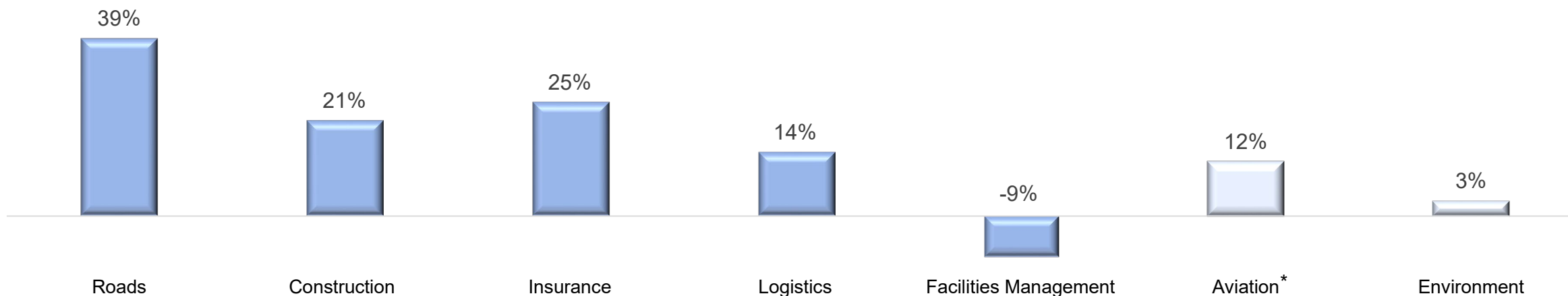


- ✓ Broad policyholders base built over the years with strong recurring income & cashflow
- ✓ Innovative products, pent-up demand from Mainland visitors to create strong potential demand for FTLife
- ✓ Mainland License to fuel long-term growth



- ✓ Target opportunities with immediate cashflow & earnings
- ✓ Expansion in modern logistics & synergies generated from the ecosystem built within the Logistics segment foster positive growth prospect

Contribution to Group's AOP in FY2022

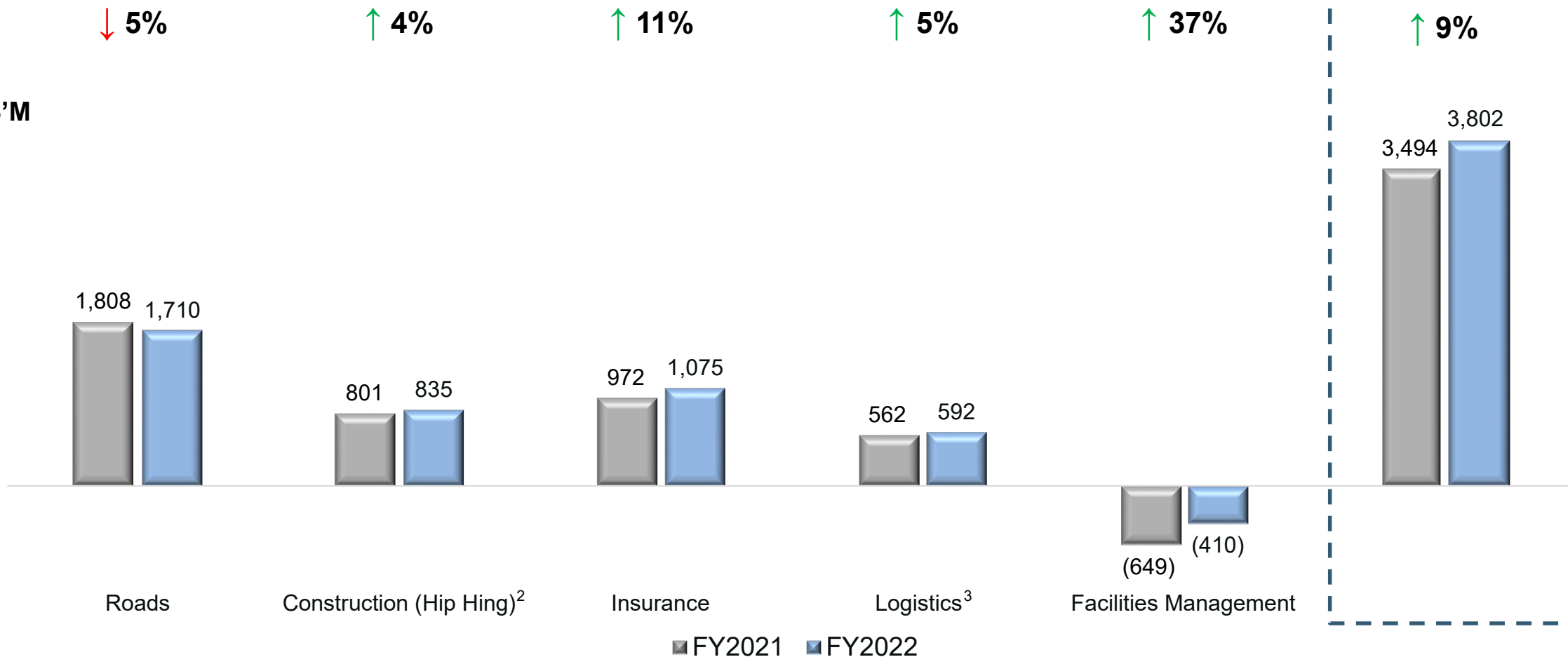


* Aviation – only 11 months contribution & pending completion of disposal of Goshawk Management Limited

Resilient Recurring Business

Recurring businesses AOP¹ (excluding Strategic Investments & Aviation) = **↑ 9%**

HK\$'M



Notes:

1. Excl. Disposed/Held-for-Sale Assets (Environment segment, Xiamen Container Terminal Group & Transport segment) & Wai Kee

2. Construction segment excl. Wai Kee

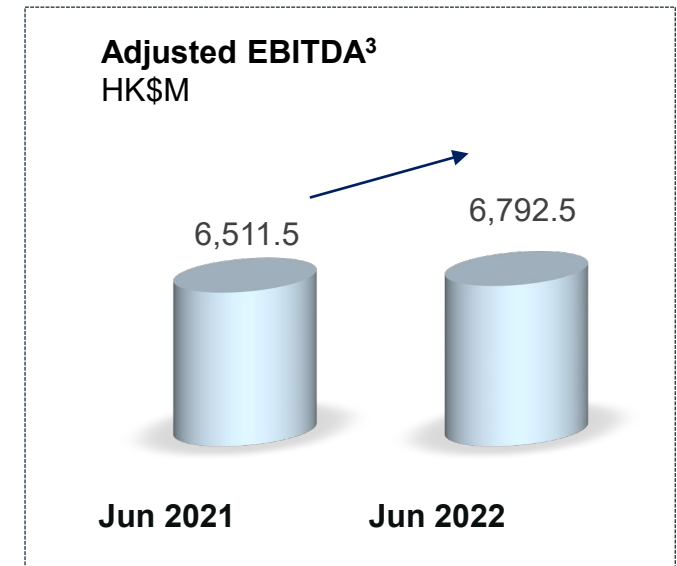
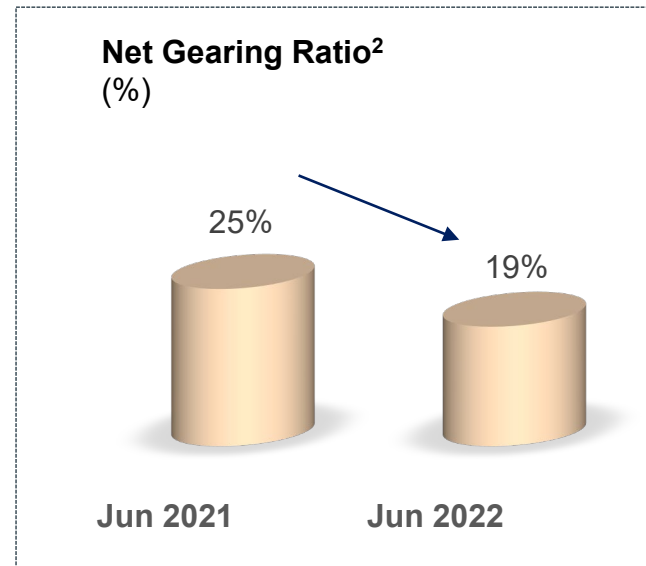
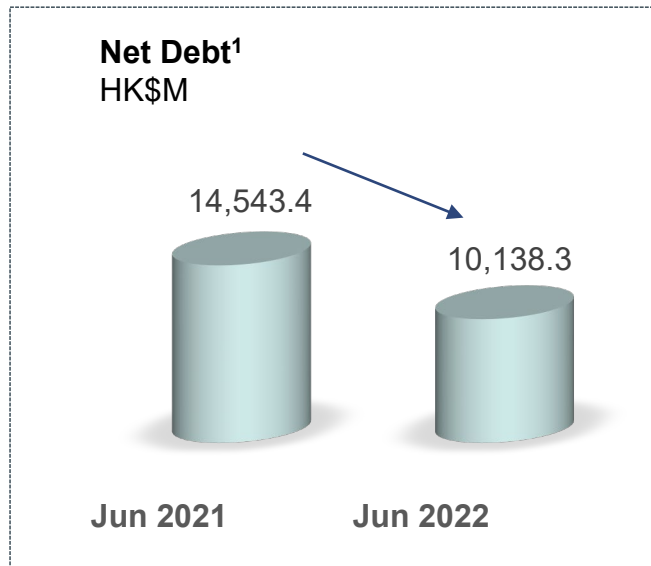
3. Logistics segment excl. Xiamen Container Terminal Group

Strong Balance Sheet & Stable Cash Flow for Future Investments

NWS Financial Position

- Ample cash on balance sheet with HK\$13.5Bn as at 30 Jun 2022
- Well supported by local and international banks with approx. HK\$11.0Bn of unutilized committed banking facilities as at 30 Jun 2022

Current leverage as of 30 Jun 2022



Note:

1. Net debt defined as total debt less cash and bank balances and short-term deposits

2. Net gearing ratio defined as net debt divided by total equity

3. Adjusted EBITDA is calculated as operating profit excluding depreciation/amortization and other non-cash items, plus dividends received from associated companies and joint ventures, and any other relevant adjustments.

Thrive with Shareholders via Buyback & DPS growth

- 19 consecutive years of dividend & counting
- Continue to deliver value to shareholders & uphold our sustainable & progressive dividend policy

Sustainable & progressive dividend policy on absolute DPS



Share Repurchase Program

Period (12 months):
18 May 2022 to 17 May 2023

Amount:
Up to US\$300M (c.HK\$2,340M)

Financial Highlights

For the year ended 30 June	2021 (HK\$M) (restated)	2022 (HK\$M)	YoY change %
Revenue¹	28,197	31,139	↑ 10
Attributable Operating Profit (AOP)²	5,249	4,371	↓ 17
<i>Core Business</i>	4,247	4,209	↓ 1
<i>Strategic Portfolio</i>	1,002	162	↓ 84
Non-operating gains/(losses)³	(2,612)	(1,573)	
Finance costs	(483)	(425)	↓ 12
Expenses and others	(436)	(429)	↓ 2
Profit for the year⁴	1,697	2,170	↑ 28
Profit attributable to			
Shareholders of the Company	1,114	1,587	↑ 43
Holders of perpetual capital securities	583	583	-
Basic Earnings per share (HK\$)	0.29	0.41	↑ 43
Dividend per share (HK\$)	0.59	0.61	↑ 3
Adjusted EBITDA⁵	6,512	6,793	↑ 4

• Impact of COVID-19 variants outbreak on Roads and Insurance segments in 2H FY22

• Significant reduction in AOL of Facilities Management
• Decline in AOP contribution of Strategic Investments (FY21: AOP HK\$739.4M vs FY22: AOL HK\$141.7M)

• FY22 non-operating losses mainly included share of remeasurement loss, assets impairments, provisions for expected credit loss and aircraft repossession/recovery costs from Goshawk HK\$1,897.1M, partially offset by the gain on disposal of SUEZ NWS & Derun Environment HK\$181M

Lower average loan balance driven by:
(i) deleveraging through utilizing some of the proceeds from the non-core asset disposals
(ii) redeemed US\$300M of 4.25% US\$650M senior notes due 2029 in Jun 2022

Recurring businesses AOP (excl. Strategic Investments, Aviation, Wai Kee & Disposed/Held-for-Sale Assets)

↑ 9%

Notes:

1. Excluding revenue from discontinued operations

2. Attributable operating profit ("AOP") is defined as profit available for appropriation before corporate office & non-operating items

3. Non-operating gains/(losses) included remeasurement, impairments & provisions (net), fair value change of investment properties, and net gain/(loss) on disposal of projects

4. Profit for the year after tax & non-controlling interests

5. Adjusted EBITDA is calculated as operating profit excluding depreciation/amortization and other non-cash items, plus dividends received from associated companies and joint ventures, and any other relevant adjustments.

Performance by Segment

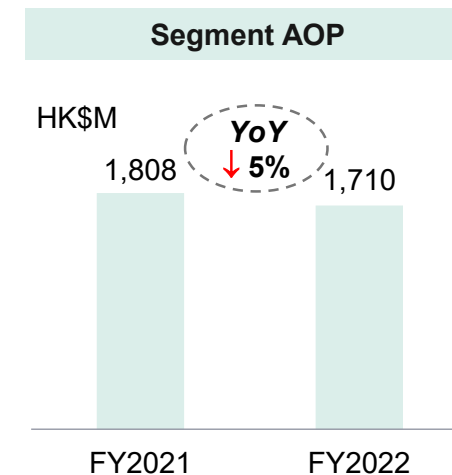
For the year ended 30 Jun		2021 (HK\$M) (restated)	2022 (HK\$M)	YoY change %	
Core Business	Roads	1,807.5	1,709.9	(5)	<ul style="list-style-type: none"> Outbreak of COVID-19 variants in the Mainland in 2H FY22 Temporary partial prohibition of type 5 & 6 trucks on Hangzhou Ring Road & power crunch
	Aviation (only 11 months)	496.0	511.5	3	Decline in AOP contribution from Wai Kee following the partial disposal of shares during FY2021
	Construction	972.0	912.2	(6)	
	Insurance	971.7	1,074.9	11	Enhance product mix & controlling expenses
	<i>Subtotal</i>	<i>4,247.2</i>	<i>4,208.5</i>	<i>(1)</i>	
Strategic Portfolio	<i>Continuing Operations</i>				Lack of profit contribution from XCTG after its disposal (FY21: HK\$101M)
	Logistics	663.0	592.6	(11)	<ul style="list-style-type: none"> GHK continued to ramp up & improvement in AOL HKCEC AOL narrowed (c.40% of segment AOL) Free Duty AOL continued to narrow due to profits increase from the only operating HK-Zhuhai-Macao Bridge outlet & other new business initiatives
	Facilities Management	(649.3)	(409.5)	37	
	Strategic Investments	739.4	(141.7)	(119)	
	<i>Discontinued Operations</i>				<ul style="list-style-type: none"> Lack of significant net fair value gain due to market condition Net fair value loss & expected credit loss provision on a few investments Negative impact of global economic slowdown on the operating environment of certain businesses within the segment
	Environment	244.3	121.0	(50)	
	Transport	4.8	-	(100)	
<i>Subtotal</i>	<i>1,002.2</i>	<i>162.4</i>	<i>(84)</i>		
Grand Total	5,249.4	4,370.9	(17)		

Core Business



Value Accretive Acquisitions & Positive Long-Term Growth Prospects

- ▶ Acquisition of 2 expressways with **immediate AOP** and cash flow to the Group brings total portfolio to reach **c.1,000km in length**
 - ✓ At least 25% stake in **Laogu Expressway¹** (老谷高速公路) in Hubei;
 - ✓ 40% stake in **Guiwu Expressway²** (貴梧高速公路) in Guangxi (pending completion);
- ▶ Overall average remaining concession period of our roads portfolio extended to c.11 years
- ▶ Overall portfolio traffic volume & toll revenue -5% & -8% yoy respectively, mainly attributed to the outbreak of COVID-19 variants in the Mainland in 2H FY22, power crunch & temporary partial prohibition of type 5 & 6 trucks using Hangzhou Ring Road³
- ▶ Major expressways⁴ contributed c.90% of Roads AOP, overall traffic volume of the major expressways -6% yoy



COVID-19 resurgence in 2H FY22 negatively impacted performance despite relatively stable 1H FY22

Notes:

1. Laogu Expy - 39.3 km, remaining concession c.28 years (includes acquisition of 1% equity in Mar 2022 & the provision of an interest-bearing convertible shareholder's loan that enables the Group to increase its stake at later stage)
2. Guiwu Expy - 198 km, remaining concession c.23 years
3. Ended by end of Jun 2022
4. Major expys: Hangzhou Ring Road (100%), Tangjin Expy (TJ North Section) (60%), Guangzhou City Northern Ring Road (65.29%) & Beijing-Zhuhai Expy (GZ-ZH Section) (25%) & 3 expys in Central region (namely Suiyuanan Expy (30%), Sui-Yue Expy (40%) & Changliu Expy (100%) excl. the financial incentives associated with the investments in Changliu Expy & Sue-Yue Expy

Outlook

- Actively targeting value-adding investment opportunities for our road portfolio to enjoy long-term growth potential
- New source of income stream such as opening of Zhiyi West Lake Service Area in Hangzhou in 2H 2022, which incorporated AI technology such as un-manned hotels and convenience stores and use of renewable energy technologies to reduce carbon footprints
- Compensation measures for toll fee exemption period are still in discussion stage - Hunan, Hubei, Guangdong & Shanxi provinces have already had compensation policies to extend concession period for at least 79 days while other provinces are still under discussion

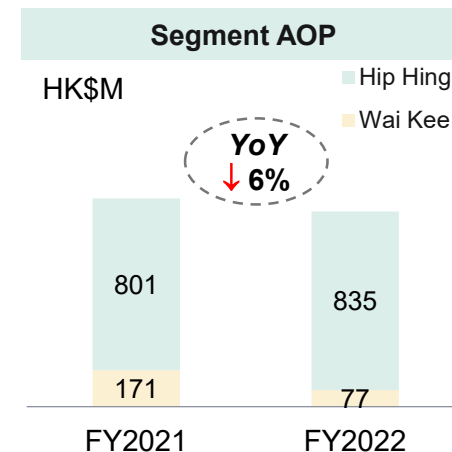


Prime Contractor Defying Challenges with Sanguine Outlook



Kai Tak Sports Park (3D Rendering)

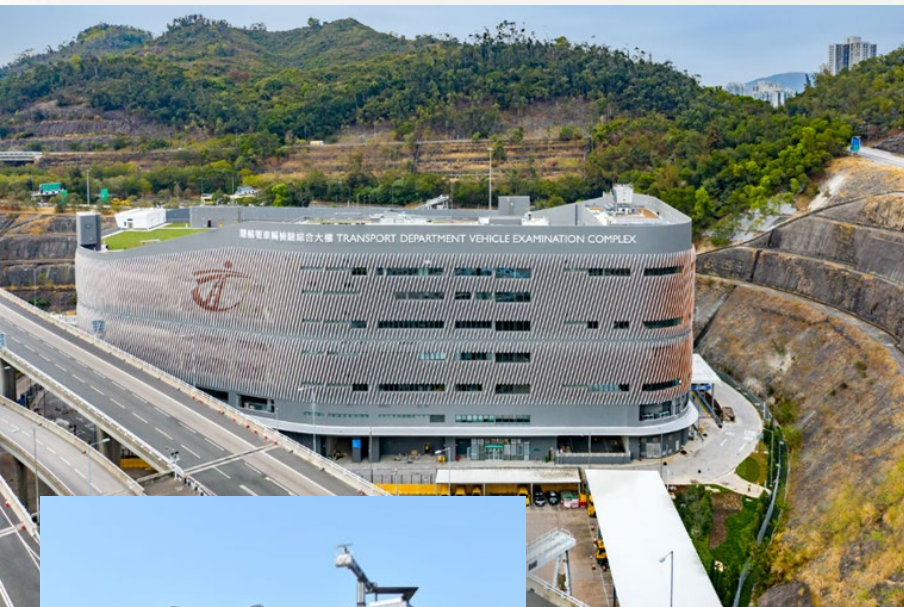
- ▶ Hip Hing Group AOP **+4%** to **HK\$834.5M** yoy, mainly due to increase in profit recognition of govt projects with price fluctuation clauses
- ▶ No. of new tenders offering in market continued to rise
FY22 **New contract awarded** to Hip Hing Group: **HK\$23.8Bn¹ (+239% yoy)**
- ▶ Contracts on hand: **c.HK\$62.2Bn (+26% yoy)**
Backlog: **c.HK\$37.1Bn (+31% yoy)**
- ▶ Type of projects (as at 30 Jun 2022)
 - ✓ 69% Private (both commercial and residential)²
 - ✓ 31% Government³ & Institution
- ▶ Investment in Wai Kee was reclassified from an asset held-for-sale to an associated company



Hip Hing's AOP remained solid. Wai Kee's AOP declined following the partial disposal of the shares held by the Group during FY21

Notes:

1. Incl. commercial/residential development projects at Kai Tak, design & construction of District Court Building at Caroline Hill Road, Causeway Bay, piling works for integrated basement & underground road at The West Kowloon Cultural District, foundation works for development at New Central Harbourfront, & development of a Micro-Electronics Centre at Yuen Long
2. All are external/third parties' projects
3. Incl. Kai Tak Sports Park



▶ Innocell at HKSP
received >30 awards

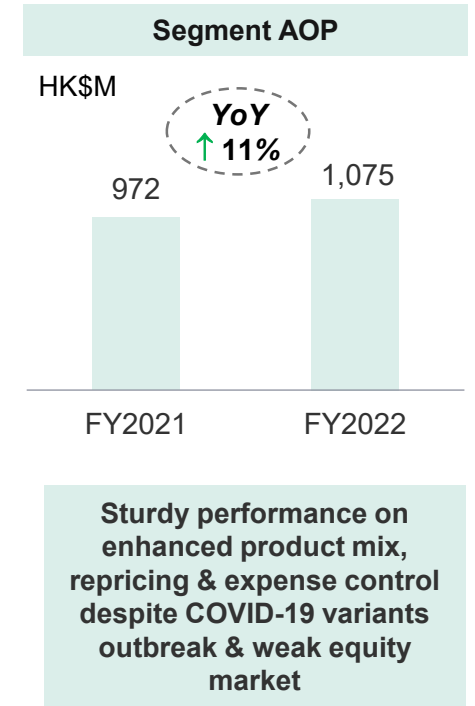
Outlook

- HK Govt pledged to resolve housing supply shortage via increase in public & private housing supply and develop Northern Metropolis which would bolster the mid- to long-term supply of contracts from Govt and the private sector.
- Use of various innovative measures such as continuous optimization in building procedure (eg. BIM), adoption of construction technologies (eg. MiC) and use of robotics in construction procedures to improve construction efficiency, reduce onsite construction energy and waste consumption and mitigate cost pressure
- Expanding scope of business to civil-related projects such as site formation & deep excavation works

Products & Innovation Propelling Growth



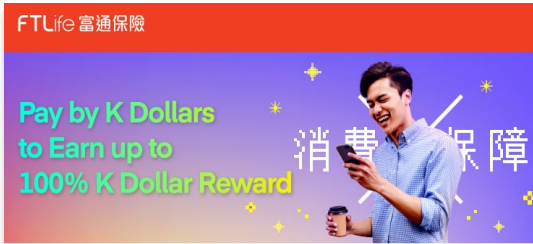
- ▶ Continued to fortify insurance product offerings¹ with improved health protection, profitability and social elements to cater to the needs of people in HK market
- ▶ Gross written premium +30% to HK\$13,316.8M, with gross new business written premium +77% to HK\$5,851.7M
- ▶ Enhanced product mix and product re-pricing drove VONB margin to reach 30% (FY21: 25%)
- ▶ Embedded value -17% yoy to HK\$17.7Bn due to spike in interest rate, credit spread widening and unfavourable equity market performance. Policy liability is not on fully mark-to-market basis based on current HKFRS/HKIO
- ▶ Launched “FTLife 360° Power Up” to provide customers with comprehensive health protection, rewards and offers & life experiences through a wide range of products and services in NW Group’s ecosystem



FY22 Key figures	HK\$524.8M VONB 30% VONB Margin	5.2% Overall investment return ² (FY21: 4.3%)	HK\$13,316.8M Gross Written Premium	A- Fitch Ratings A3/Stable Moody's
	HK\$1,752.2M (-10% yoy) APE Market Rank ³ : 12th	342%³ Solvency Ratio (min. requirement 150%)	HK\$17.7Bn³ (-17% yoy) Embedded Value	2,800+ Tied Agents 300+ Brokers

Notes:

- Incl. enhanced version of Fortune Saver, ComboPro Insurance Plan, Regent 3 - Prestige Version and FlexiCare
- Overall investment return of FTLife’s investment portfolio includes interest/dividend and realized gain/loss on disposal
- As at 30 June 2022



Outlook

- Increasing demand for higher level of health & protection coverage and strong pent-up demand from Mainland visitors are set to create strong potential demand
- Leverage technology & innovation to improve customer experience, explore new distribution channel and deepen collaboration with the NW Group to drive growth
- Solvency regime will be changed from HKIO¹ basis to HKRBC² basis in 2024. Embedded value would be improved when HKRBC is effective as there will be release of additional resilience margins from the current basis
- Implementation of HKFRS 17 for our fiscal financial year ending 30 June 2024 is expected to have impacts on FTLife's revenue and results. The Group is taking steps to get ready for the new standard

Notes:

1. Hong Kong Insurance Ordinance
2. Hong Kong Risk Based Capital

Strategic Portfolio



New Acquisitions Lay Strong Foundation for Future Expansion

▶ Expanding footprint in Logistics via acquisitions

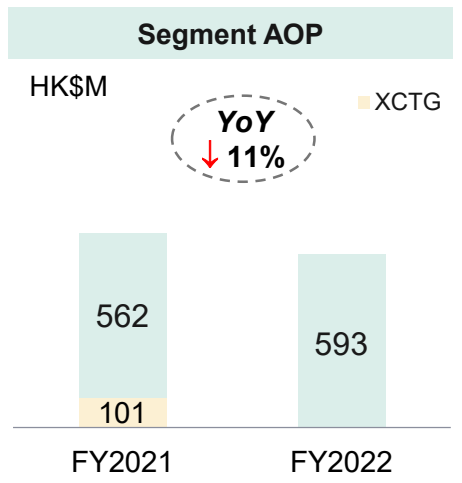
- Acquisition of a portfolio of 6 logistics properties in Chengdu & Wuhan for RMB2,290M (c.HK\$2,663M) & formation of an 50/50 operating manager JV with Goodman Group
- The 6 logistics properties and ATL Logistics Centre (ATL) are grouped under Logistics Asset & Management (“LA&M”)

▶ LA&M

- **ATL maintained solid growth (Contributed c.80% of Logistics’ AOP)**
 - ✓ Strong demand for quality warehouse space from renowned quality tenants
 - ✓ Average rent +2%; Occupancy rate maintained at c.99.4%
 - ✓ Reclassified as an investment property in 1H FY22, revaluation gain (difference between fair value & carrying value) amounted to HK\$6.3Bn (net of tax) dealt with in the reserve

▶ 6 new logistics properties in Chengdu & Wuhan (Total gross leasable area 531,000 sqm)

- ✓ 5 out of 6 properties were **completed in Jun 2022** & provided **immediate AOP contribution**; 6th property will come on stream in 2H 2022
- ✓ Diversified tenant portfolio with a mix of **blue-chip tenants** including MNCs, e-commerce giants & top logistics players; average occupancy rate of 5 operating logistics properties 87%



Lack of profit contribution from XCTG after its reclassification to asset held-for-sale as at 30 Jun 2021

Excl. XCTG, AOP ↑5% yoy

New Acquisitions Lay Strong Foundation for Future Expansion



▶ **CUIRC grew remarkably**

- AOP +16% yoy, fuelled by service diversification, strong demand for cross-border logistics and sound operating network
- Throughput continued to improve by 4% yoy in 2H FY22 (vs. 1H FY22 -8% yoy) despite resurgence of COVID-19 & geopolitical tension. Overall throughput drop in FY22 narrowed to 2% yoy to 4.8M TEUs
- Bright outlook drives continuous expansion
 - ✓ New Guangzhou terminal commenced operation in late Dec 2021
 - ✓ Doubling of handling capacity of Wuhan terminal was completed in 1H FY22
 - ✓ Doubling of handling capacity of Zhengzhou terminal capacity to be completed in 1H FY23
 - ✓ Xi'an terminal's handling capacity expansion is underway

▶ **Building an ecosystem within Logistics, synergies generated will benefit the whole segment**

- Along with newly acquired logistics properties, ATL, CUIRC & other logistics-related investments including ANE (Cayman) Inc.¹ and Worldex (全球捷運)²

Notes:

1. Currently included under Strategic Investments segment

2. An integrated logistics service provider with network covering major ports in the Mainland including Qingdao, Shanghai, Ningbo, Shenzhen & Guangzhou



Outlook



- **ATL** – remain as the preferred storage facilities for current & potential tenants & bolster its positive rental outlook

- **Newly acquired logistics properties** - further ramp up of occupancy rate of the 5 operating logistics properties & the 6th property (operational in 2H 2022) will add further growth impetus and AOP contribution to the Group

- Leveraging on operating manager JV with Goodman Group for new collaboration opportunities and expand into logistics asset management business

- **CUIRC** – Govt support on the sector, post-COVID-19 logistics demand, contribution from the full operation of Guangzhou and Zhengzhou terminals & upcoming completion of expansion of Xi'an terminal will continue to prompt CUIRC's sustainable growth & improvement in profitability

- Continue to invest in modern logistics sector to further capture this market potential, targeting quality logistics assets and technology-related and/or services based projects



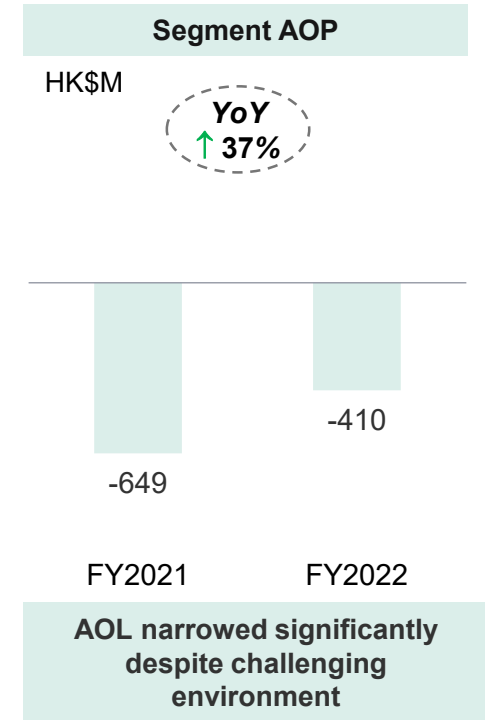


Continuous Improvement in Performance

- ▶ **GHK Hospital – Maintained a strong revenue growth trajectory & AOL further improved**
 - Outpatient & inpatient admission +26% & +14% yoy
 - Regularly utilized beds increased to 264 (FY21: 210)
 - Average occupancy rate in FY22: 61%
 - Support HK public & Govt initiatives, eg. participating in Hong Kong Govt’s COVID-19 Vaccination Programme to provide vaccination service, collaborating with Hospital Authority to take up non-COVID-19 patients to relieve patient load in the public hospitals since March 2022 and etc.

- ▶ **HKCEC – AOL remarkably narrowed (c.40% of segment AOL)**
 - Continued to recover in Q4 FY22 following the relaxation of social-distancing measures in HK
 - No. of events held: 420 (+79% yoy)
 - Total patronage: c.3.0M (+191% yoy)
 - Provided over half a million square feet of space at HKCEC Phase 2 as storage and logistics centre for COVID-19-related supplies to support Hong Kong Govt to fight COVID-19

- ▶ **Free Duty**
 - 3 outlets at Lo Wu, Hung Hom & Lok Ma Chau remained closed
 - AOP of the only operating outlet at Hong Kong-Zhuhai-Macao Bridge increased >100 folds
 - Positive contributions from other new business initiatives, such as pop-up stores at D•Park and THE FOREST and e-commerce website, FDMALL





Outlook



- **GHK** – keen demand for quality healthcare service in HK, continuous ramp up & further exploration of collaboration & business opportunities within NW Group’s ecosystem are set to create additional growth potential
- **HKCEC** – continual resumption of regional expos & local events will continue to drive the improvement in business performance. Reopening of border and restart of international travel are essential for full recovery
- **Free Duty** – ready for reopening of the closed outlets and continue to explore other income streams

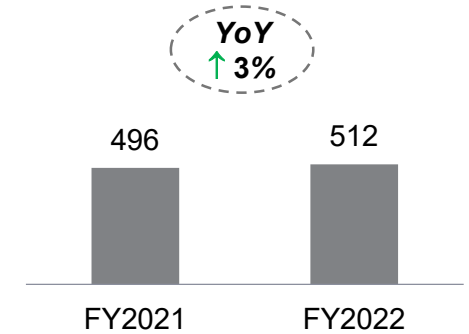


Disposal of Commercial Aircraft Leasing Business

Transaction	Goshawk Aviation Ltd (“GAL”) announced on 16 May 2022 to dispose of all of its aircraft leasing business via the sale of Goshawk Management Ltd (“GML”) (except for the 6 aircraft leased to Russian airlines)
Fleet size	The Transaction involves a fleet of 216 aircraft (owned, managed and committed aircraft, excl. the 6 aircraft leased to Russian airlines)
Total consideration	US\$1,575M/ c.HK\$12,285M (incl. base consideration + ticking fee) NWS’ attributable portion: US\$787.5M/ c.HK\$6,142.5M
Enterprise value	US\$6.7Bn (100% cash consideration of c.US\$1.6Bn will be received by Goshawk upon completion)

Segment AOP (11 months in FY2022)

HK\$M



Share of interest rate swap contracts mark-to-market accounting gain HK\$124.8M (FY21: HK\$51.1M)

Non-operating losses
Remeasurement loss, Impairments, expected credit loss & aircraft repossession/ recovery costs c.HK\$1,897.1M* (FY21: HK\$553.3M)

Notes:

* Mainly attributable to GAL’s remeasurement loss in relation to GAL’s reclassification of GML as an asset held-for-sale and a full provision of impairment charge in respect of the six aircraft with Russian lessees totalling HK\$1,745.3M. Such remeasurement, impairments and provisions will not have impact on the consideration receivable by GAL from the disposal.



Environment, Social & Governance (ESG)

ESG Ratings and Recognitions (as of Jun 2022)



Overall Rating: AA+

Listed on Hang Seng Corporate Sustainability Benchmark Index for 12th consecutive year since 2011



Upgrade to “A” from “BBB”



Sector ranking 35 out of 298



- Sustainable Business Award
- Sustainable Leadership Award 2021



- Employer of Choice Award
- Corporate Social Responsibility (CSR) Award

FTSE ESG Rating 3.0 out of 5



- The Institute of ESG & Benchmark - ESG Benchmark Awards (Diamond)
- Outstanding Performance in Corporate Governance
- FTLife Insurance - Outstanding ESG Performer of the Year (Large Enterprise) – Gold



Hong Kong Sustainability Award - Certificate of Excellence 2021



- Capital ESG Award 2021
- The Listed Enterprise Excellence Awards 2021- Outstanding Corporate Strategy Awards



Racial Diversity & Inclusion Charter for Employers 2021

Vigeo Eiris Sector ranking: 4 out of 24

Climate Resilience Measures



Key Initiatives in place in FY22

- Became one of the 1st batch of signatories of the **Carbon Neutrality Partnership** of HKSAR in Oct 2021
- NWS' sustainability financial transactions totalled >**HK\$4.49Bn** as of 30 Jun 2022
- Sustainability Forum conducted “**Embrace Innovation Technologies to Accelerate Climate Actions**”
- Progress of climate related targets: GHG¹ and Energy intensity reduction of 50% by 2030 (**on track**)
- TCFD²:
 - Physical risks: Climate scenario planning study piloted to assess **2 toll roads in Mainland China**
 - Transition risks: Reviewed and updated transition risks assessed back in FY21 as part of the ERM assessment

Note:

1. Greenhouse Gas (Scope 1 & 2)
2. Task Force on Climate-related Financial Disclosure

Community Support during 5th Wave of COVID-19 Outbreak

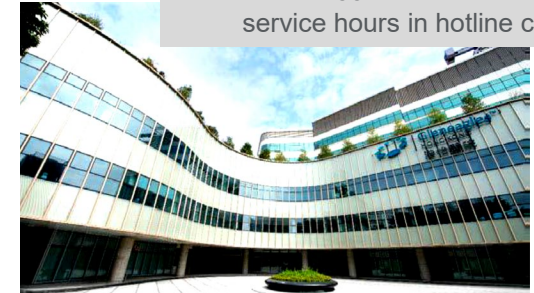


Leveraged the network and resources of NWS against COVID-19

- Donated >10,000 anti-epidemic items, e.g. Oximeters/ PPEs through Hong Kong's first crowd-donation platform "SHARE FOR GOOD" from New World Group
- Gleneagles Hospital provided a series of medical service to the public such as free video medical consultations for 1,250 patients with COVID-19, participating in Hong Kong Govt's COVID-19 Vaccination Programme to provide vaccination service and collaborating with Hospital Authority to take up non-COVID-19 patients to relieve patient load in the public hospitals
- FTLife offered free COVID-19 insurance coverage to the 800 taxi and mini-bus drivers
- Hip Hing constructed nearly 120 fully serviced quarantine units at Penny's Bay by Modular Integrated Construction ("MiC") in <63 days
- HML supported the HKSAR Government to set up a free storage and logistics centre for pandemic-related supplies



Recruited 400 volunteers with >2,700 service hours in hotline center



Gleneagles provided free virtual consultation service



Hip Hing constructed 120 quarantine units

Sustainability-linked Financing

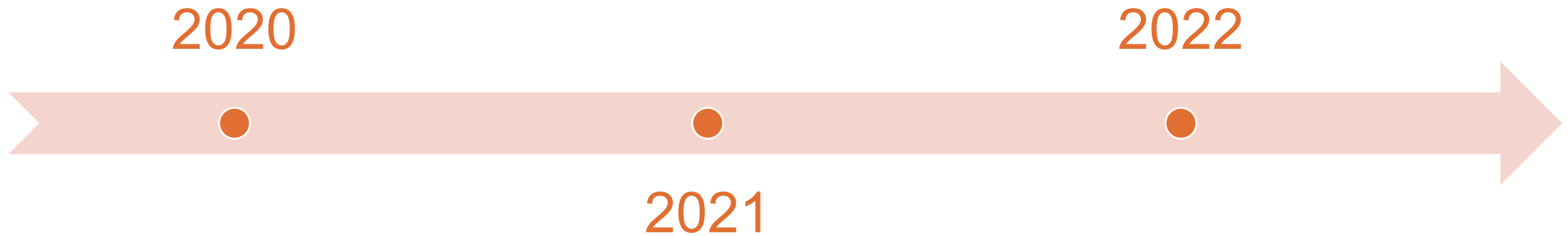


NWS First Sustainability-linked Loan

HK\$1.0Bn with Crédit Agricole Corporate and Investment Bank



Total amount of sustainability-linked financing as of 30 June 2022
c.HK\$4.5Bn



Five additional sustainability-linked financing products in 2021

- Totaled HK\$3.0Bn in 2021
- SLL & green performance bond

Environmental Targets

(Baseline: FY2013)



↓ 50%

Carbon Intensity



↓ 50%

Energy Intensity



↓ 30%

Water Intensity



≥ 90%

Construction Waste Reuse

Y-o-Y↓ (vs. FY21)	10%	19%	27%	Achieved
	On Track	On Track	On Track	On Track

Social Targets

(Since FY2015)

Wellness

Promoting health in body and mind



Maintain Lost-Time Injury Rate ("LTIR") below 3.0 per 100 Employees

On Track

Improve the well-being of >4 million beneficiaries

On Track

Caring

Nurturing our communities and culture



Enhance quality of life of >17 million beneficiaries

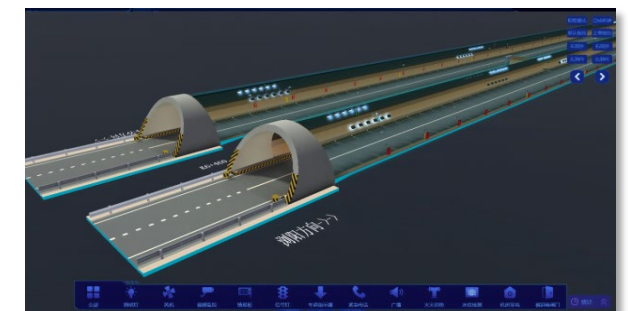
On Track

Accumulate 175,000 hours of voluntary service to the Community

On Track

Climate Actions in Road Operation

- MOU with PowerChina and CHN Energy
 - Accelerate R&D in New Energy Applications
 - Developed patent in Anti Glare Solar Panel, noise barrier
- Hangzhou West Lake Service Area
 - Aspiring to be the first LEED certified of service area in Mainland
 - Highlight of other sustainability features:
 - Renewable energy from solar panels with estimated energy generation of 440,000 kWh/year (equivalent to 94 households annual energy use in HK)
 - Zero Wastewater Discharge Design
 - EV Chargers etc.
- Automatic high traffic volume forecasting alert system
 - AI technology detect traffic congestion and road incidents that alerts road users



FTLife ESG Journey Framework

- Formulated ESG Framework
- Sustainable Finance:
 - **Investment screening and exclusion guidelines** –scrutinize the securities in the actively managed portfolios and exclude the companies whose 70% or more of their revenues coming from coal mining, weaponry, or tobacco.
 - **Influencing the investee companies** by exercising proxy voting and maintaining dialogues, taking into account **sustainability factors**.



ESG ACHIEVEMENT AWARDS

**Outstanding ESG Performer of
the Year (Large Enterprise) –
Gold**

Climate Action in Facility Management of HML

Decarbonisation Strategy

5- Year Advancement Project (since 2019)

- Replacement of Chillers
- Boiler Replacement
- Lighting Replacement
- Water Pumps



Smart Building Management System,
e.g. Chiller

Infrastructure Upgrade

- Revamp of smart Building Energy System
- Installation of power/water meter



Installation solar power panels for feed-in
tariff

On-going Practises

- Installation of solar power for feed-in Tariff
- Net zero carbon event pledge
- Demand Control Ventilation (DCV) Technology for Kitchens



Introducing cleaning robots, 80%
less water usage for floor cleaning

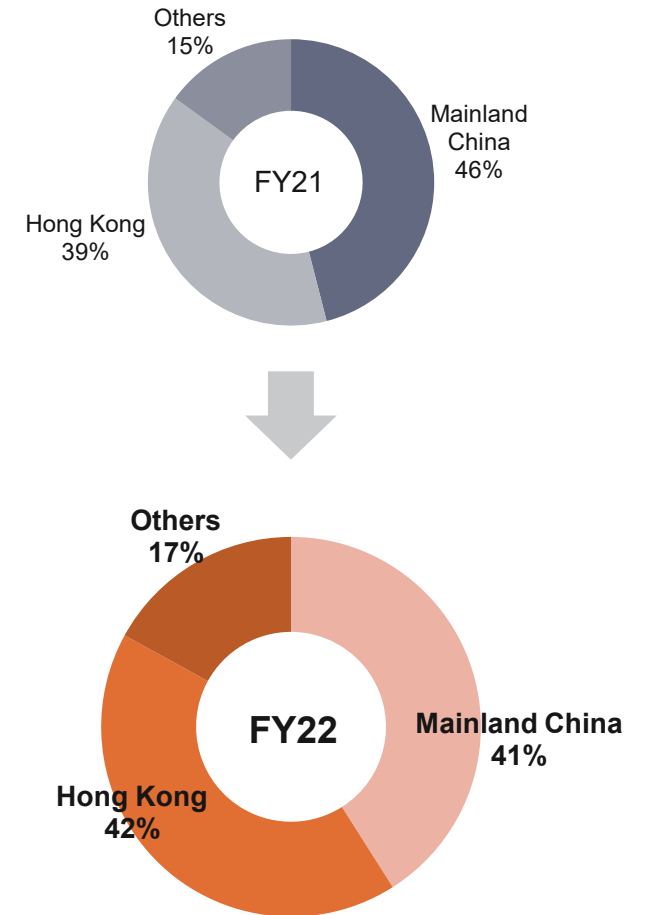
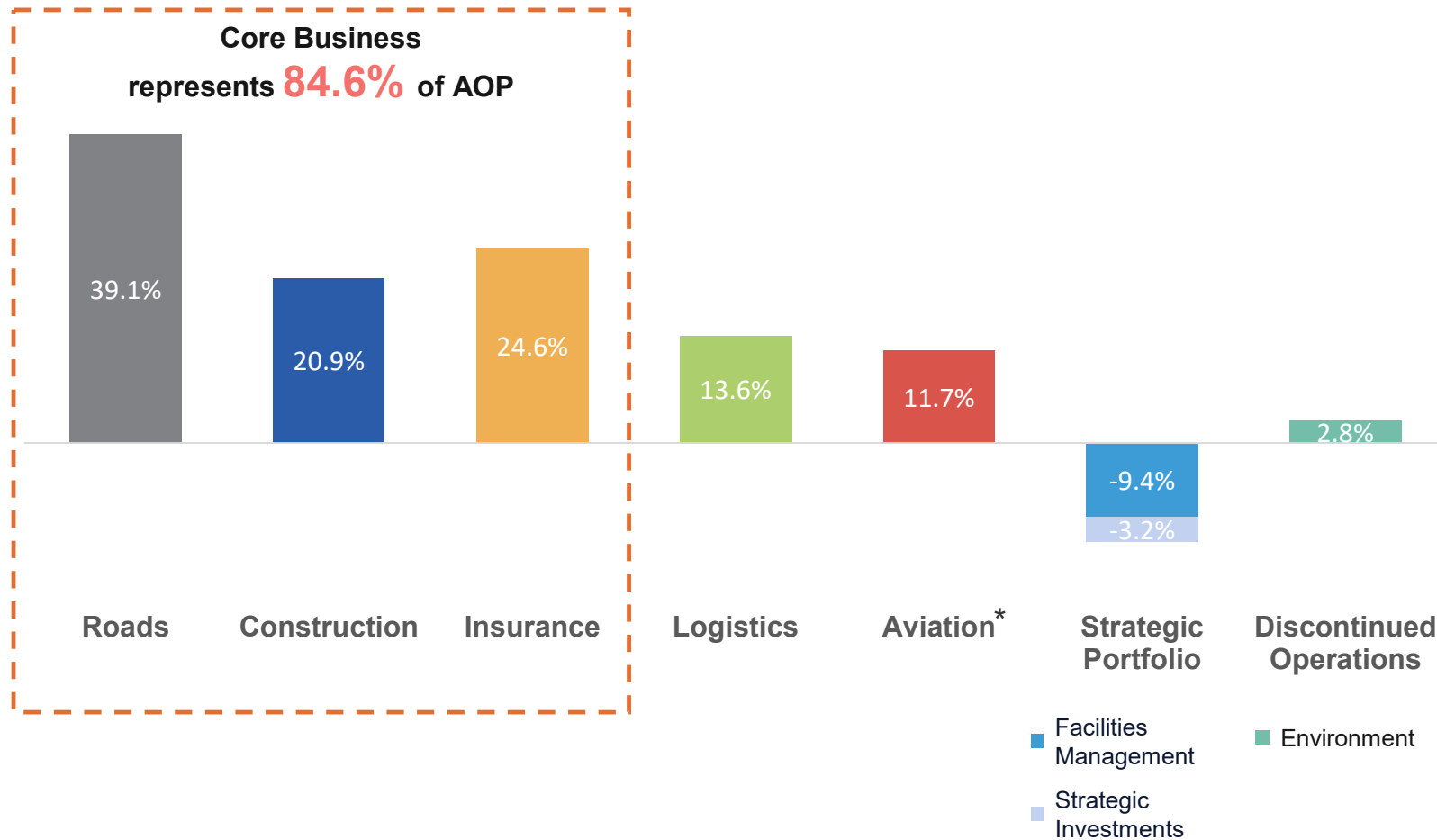


Appendices

Corporate Structure



AOP by Segment and Geography

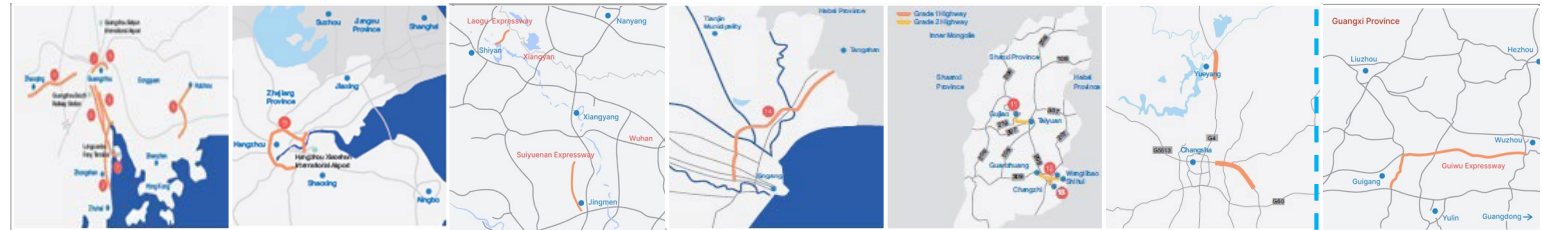


*Aviation – only 11 months contribution in FY2022



ROADS

Roads Portfolio to Reach c.1,000km¹



	Guangdong	Zhejiang	Hubei	Tianjin	Shanxi	Hunan	Guangxi
# of Roads	7	1	2	1	3	2	1
Length	313.9 km	103.4 km	137.36 km	60.67 km	76.52 km	89.08 km	198 km
Concession Expiry	2023–2035	2029	2040-2050	2039	2023–2025	2039-2043	2045
FY22 Cumulative Average Daily Traffic Flow ('000)	1,183	301	35 ²	68	6	78	N/A ¹

Pending completion

- Major expys: Hangzhou Ring Road (100%), Tangjin Expy (TJ North Section) (60%), Guangzhou City Northern Ring Road (65.29%), Beijing-Zhuhai Expy (GZ-ZH Section) (25%) & 3 expys in Central region

1. Completion of the acquisition of Guiwu Expressway is subject to the satisfaction of certain conditions precedent stated in the Sale and Purchase Agreement as per the Company's announcements dated 26 Apr & 5 Sep 2022
 2. Acquisition of Laogu Expressway was completed in Mar 2022, the cumulative ADTF only represented the data for the period from Mar to Jun 2022



Prime Construction Company in HK

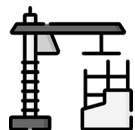
CONSTRUCTION



Areas of Expertise



Building

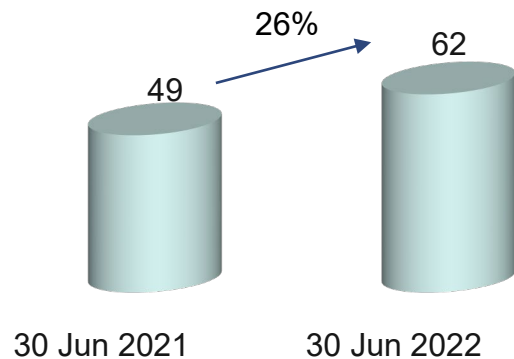


Foundation

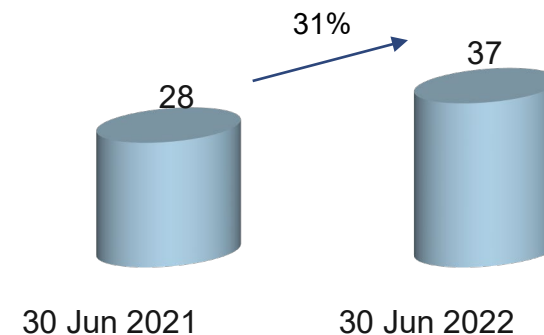


Civil Engineering

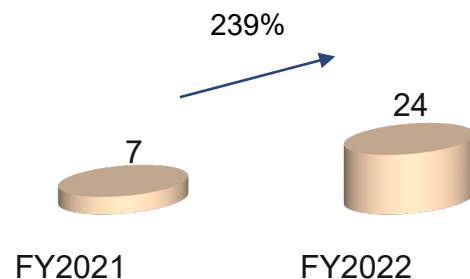
Contracts On Hand (HK\$Bn)



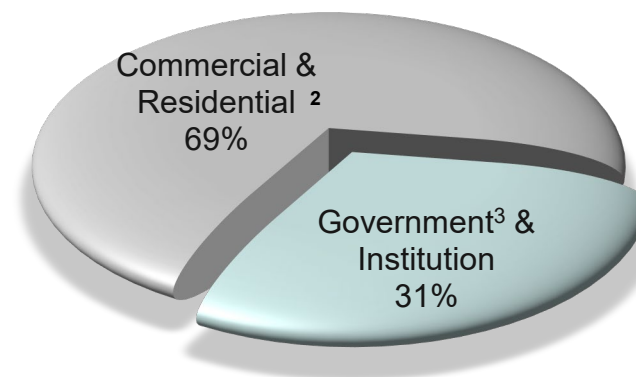
Construction Backlog (HK\$Bn)



New Contract Awarded (HK\$Bn)



Type of Projects¹



Note:

1. Based on backlog projects as at 30 Jun 2022
2. All are external/third parties' projects
3. Incl. Kai Tak Sports Park

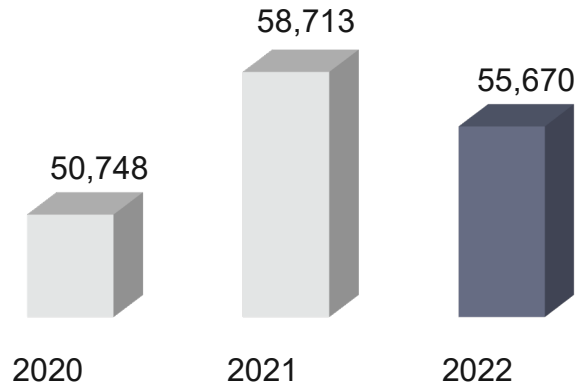


INSURANCE

Investment Portfolio (As of 30 Jun 2022)

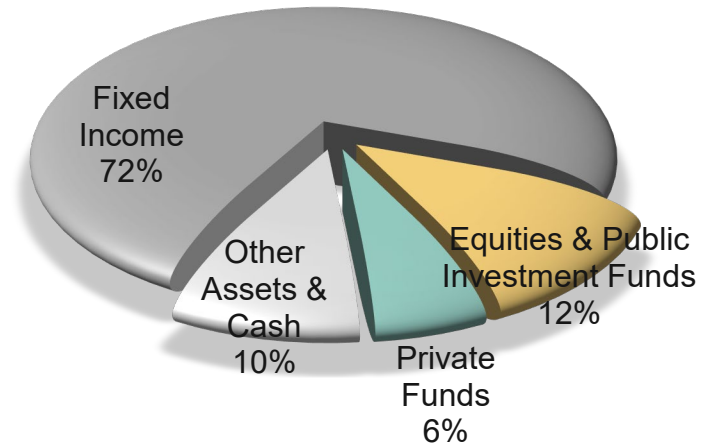


Investment Portfolio AUM* (HK\$'M)

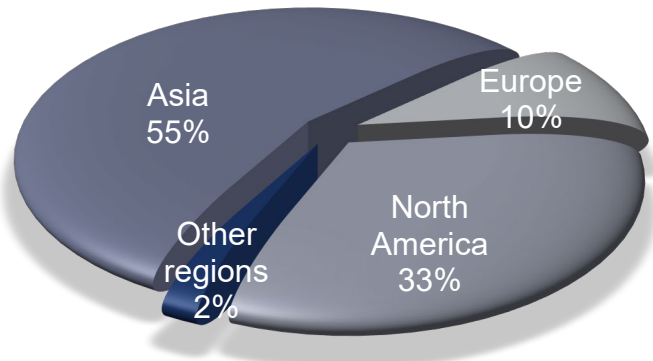


* Exclude Investment-Linked Assurance Scheme business

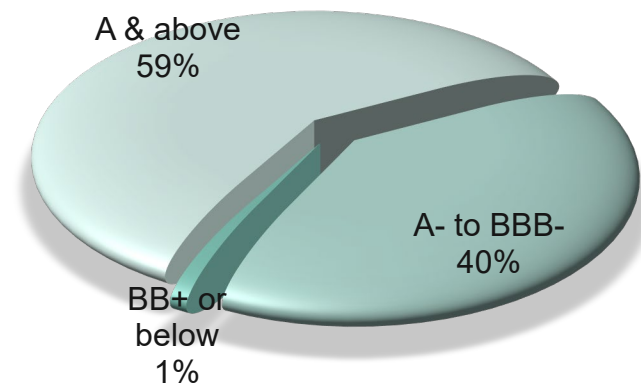
Asset Types



Geographical Distribution



Credit Rating Distribution of Fixed Income Assets



Appendix



LOGISTICS

Investments in Logistics in Greater China

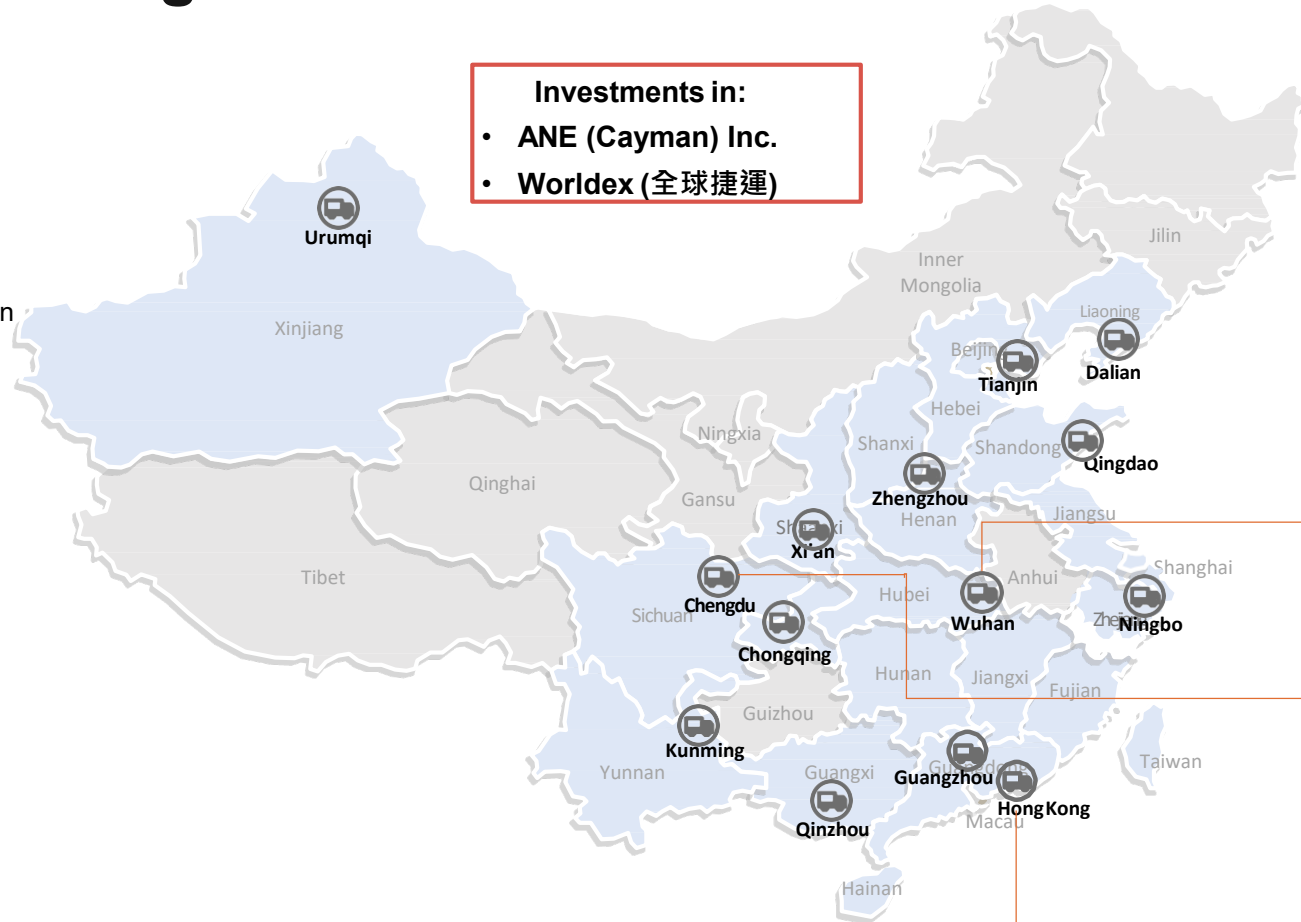
CUIRC

- JV with China State Railway Group, PSA, CIMC & Deutsche Bahn
- 13 large-scale rail container terminals in the Mainland
- Rail intermodal & international transportation
- New Guangzhou terminal commenced operation in late December 2021
- Expansion of handling capacity of Zhengzhou & Xi'an terminals is underway
- Completion of doubling of handling capacity of Wuhan terminal



CUIRC (Multiple locations across the Mainland)

- Investments in:
- ANE (Cayman) Inc.
 - Worldex (全球捷運)



6 logistics properties in Chengdu & Wuhan

- Total gross leasable area: 531,000 sqm
- 5 out of 6 properties were completed in Jun 2022 & 6th property will come on stream in 2H 2022



ATL Logistics Centre

- Located in HK - Largest logistics centre with ramp access in the world
- Total leasable area: 5.9M sqft





新創建 NWS

Thank you



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