



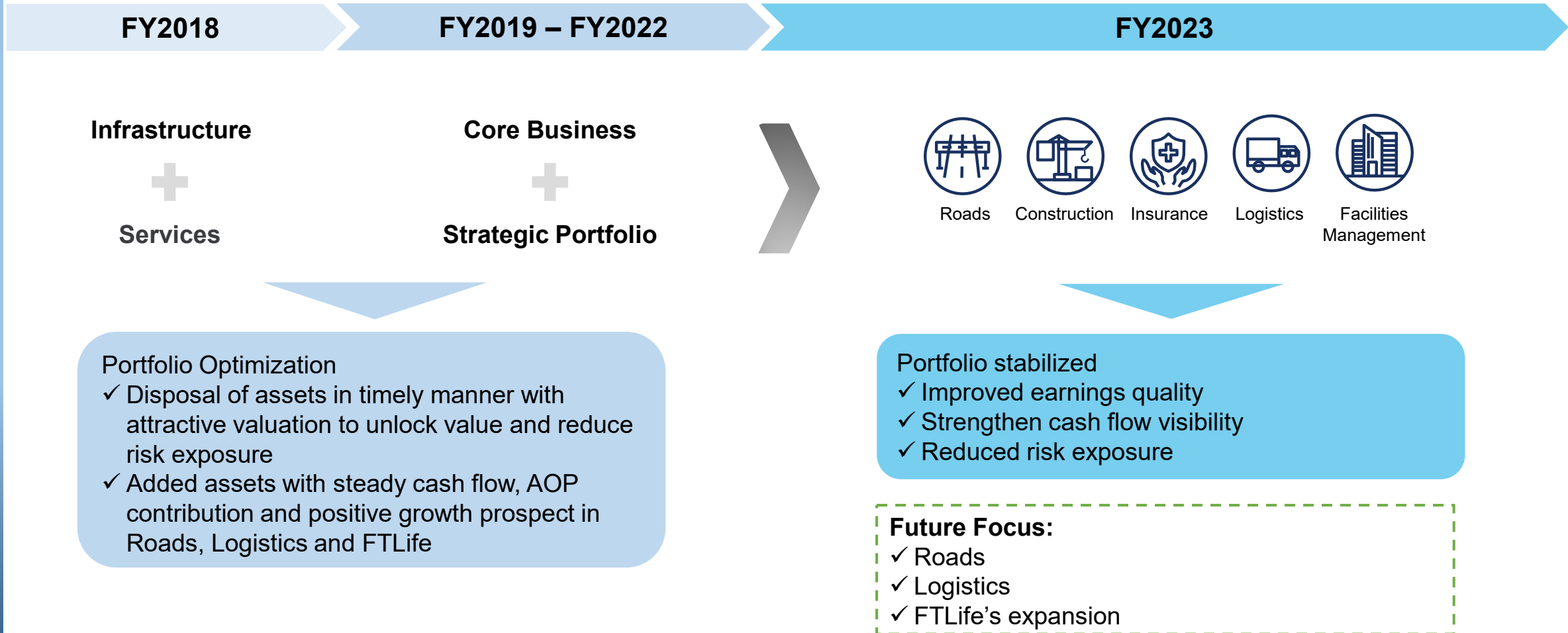
新創建 NWS

New World Group Member






FY2023 Annual Results Analyst Presentation
29 September 2023

Portfolio optimization in times of challenges bearing fruits



Resilient business portfolio registering noticeable recovery in FY2023-2H

<p>Strong recovery upon exit of COVID-19 containment measures in the Mainland & gradual economic recovery</p>	<div style="text-align: center;"> Roads</div> <p>AOP</p> <ul style="list-style-type: none"> • FY2023 vs FY2022: -10% • FY2023-2H vs FY2022-2H: +14% <p>Overall like-for-like traffic flow</p> <ul style="list-style-type: none"> • FY2023-2H vs FY2022-2H: +19% • Exceeded pre-COVID-19-level <p>Overall like-for-like toll income</p> <ul style="list-style-type: none"> • FY2023-2H vs FY2022-2H: +17% • Exceeded pre-COVID-19-level 	<div style="text-align: center;"> Insurance</div> <p>APE</p> <ul style="list-style-type: none"> • FY2023-2H vs FY2022-2H: +162% • Almost doubled vs pre-COVID-19 level <p>Mainland visitors (% of overall APE)</p> <ul style="list-style-type: none"> • c.30% in FY2023 comparable to pre-COVID-19 level¹ • Reached >50% in Jun 2023 <p>Market Ranking (Jan-Jun 2023) improved to 9th from 12th a year ago</p>	<p>Strong pent-up demand released from Mainland visitors after border between HK & the Mainland reopened</p>
	<p>- Scale of events gradually recovering - Enquiries for events improving - Regional & international events moving back to HK</p>	<div style="text-align: center;"> Facilities Management</div> <p>HKCEC</p> <ul style="list-style-type: none"> • Turned around to AOP in FY2023 from AOL in FY2022 • No. of events in FY2023-2H: +319% yoy • No. of patronage in FY2023-2H: +410% yoy 	

Notes:

1. APE in Jan-Jun 2019, before completion of acquisition of FTLife by NWS in Nov 2019

Operating businesses remain solid

Operating businesses AOP¹

FY2023
vs
FY2022

↓ 10%

↓ 7%

↑ 12%

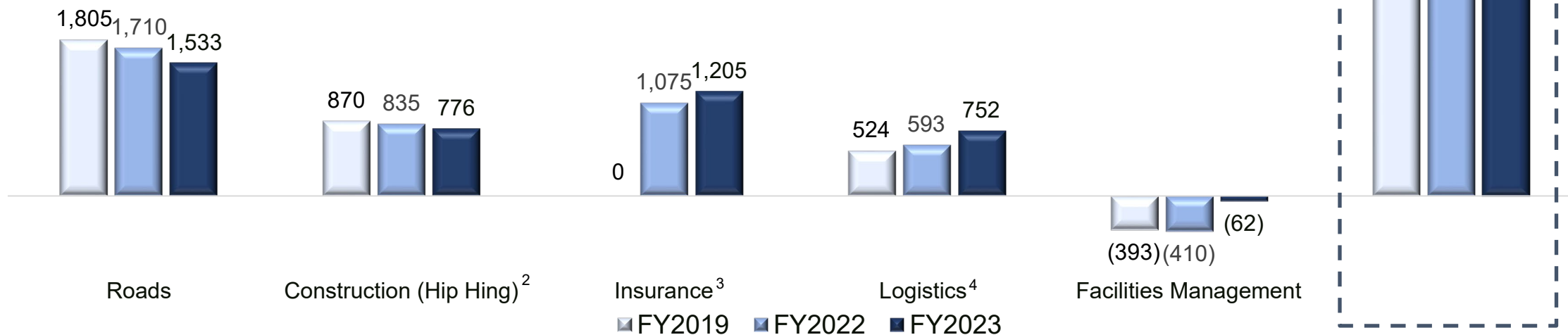
↑ 27%

↑ 85%

Overall

↑ 11%

HK\$'M



Notes:

1. Operating businesses include Roads, Construction (excluding Wai Kee Holdings Limited), Insurance, Logistics and Facilities Management

2. Construction segment excl. Wai Kee

3. Completion of acquisition of FTLife by NWS took place in Nov 2019 (i.e. FY2020)

4. Logistics segment excl. disposed ports projects and incl. newly acquired logistics properties in Chengdu & Wuhan near the end of FY2022 and in FY2023

Positive secular industry growth supports business outlook



Roads

- Growth in Mainland economy, car ownership & logistics sector supports organic growth
- China's automobiles sales increased 9.8% yoy for 2023-1H*
- Further enriching portfolio stands to generate sustainable income & cash flow



Construction

- HK Government policy to increase land & housing supply
- Expected increase in HK government projects secures positive industry outlook over the next few years (e.g. Northern Metropolis)



Insurance

- Rising awareness of healthcare protection & asset diversification as well as pursuance of higher return create solid industry demand
- Product innovation & channel enhancement to meet demand
- Continuous strong demand from Mainland visitors



Logistics

- Economic development & government support to drive logistics sector growth
- Further investment in the Logistics segment to grasp growth opportunities



Facilities Management

GHK

- Gaining traction for its superior healthcare services among the public
- Public pursuance of high quality healthcare service creates sustainable demand

HKCEC

- Return of international exhibitions & conventions
- Anticipated continuous recovery with the help of increase in GBA attendees and ramp up of regional and international capacity of airlines

Free Duty

- Continuous resumption of visitor arrivals from the Mainland to support business recovery
- HK tourism traffic recovery >60% vs 2019 monthly average

*Source: China Association of Automobile Manufacturers

Optimization of capital structure

- Strengthened balance sheet + healthy financial position



Savings from redemption of senior notes & perpetual securities at discount to par

- ✓ Further redeemed US\$92.3M senior notes (at 13.5% discount to par value) (Outstanding amount: US\$243.6M)
- ✓ Redeemed US\$280.9M senior perpetual capital securities (at 4.5% discount to par value) (Outstanding amount: US\$1,019.1M)



1st HK conglomerate to successfully register with the National Association of Financial Market Institutional Investors to issue on-shore RMB bonds (“Panda Bonds”) in May 2023

- ✓ Credit Rating AAA obtained
- ✓ Aggregate amount: not more than RMB5Bn
- ✓ 1st tranche RMB1.5Bn, 3.9% coupon, 3-year tenor
- ✓ Use of proceeds to repay HK\$ loans with higher interest costs & act as natural hedge of our RMB assets



Continue to optimize capital structure & cost of financing

- ✓ Increase proportion of borrowing dominated in RMB
RMB debt to total debt: 43% (30 Jun 2022: 14%)
- ✓ Mitigate risk of escalating interest rate of HKD/USD borrowing and minimize negative impact on Group’s equity due to depreciation of RMB

Proactive capital management & strong balance sheet to meet capital needs & maintain flexibility

- Cash on hand: HK\$19.3Bn
- Net gearing ratio: 9%
- Committed undrawn banking facilities: HK\$11.4Bn

Continuous return to shareholders

- 20 consecutive years of dividend & counting
- Continue to crystalize & deliver value for shareholders
- Uphold our sustainable & progressive dividend policy

Sustainable & progressive dividend policy on absolute DPS



Financial highlights

For the year ended 30 Jun	2022 (HK\$'M)	2023 (HK\$'M)	Fav./(Unfav.) change %
Revenue	31,139	45,214	45
Attributable Operating Profit (AOP)¹	4,371	4,097	(6)
of which: Operating businesses AOP ²	3,803	4,204	11
Non-operating losses³	(1,573)	(550)	65
Net finance costs	(375)	(539)	(44)
Expenses and others⁴	(253)	(369)	(46)
Profit for the year⁵	2,170	2,639	22
Profit attributable to			
Shareholders of the Company	1,587	2,027	28
Holder of perpetual capital securities	583	612	5
Basic Earnings per share (HK\$)	0.41	0.55	36
Dividend per share (HK\$)	0.61	0.61	-
Adjusted EBITDA⁶	6,793	6,566	(3)

- Decline in AOP of the Roads segment due to RMB depreciation, drop in traffic flow & toll revenue in FY2023-1H owing to the containment measures against COVID-19
- Fall in contribution from Construction segment (AOL in Wai Kee)
- Absence of AOP contributions from both Aviation segment and SUEZ NWS Limited due to the disposal/discontinuation of the respective businesses

- Loss on disposal of a legacy project related to coal trading in the Mainland & impairment loss from certain investments

- Higher finance costs due to elevated interest rates of HKD loans, partly mitigated by interest savings from the Group's active management of debt mix through increase in RMB debt exposure

AOP of Operating businesses²
↑ 11%

Notes:

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

2. Operating businesses include Roads, Construction (excl. Wai Kee), Insurance, Logistics & Facilities Management

3. FY23 including net gain on fair value of investment properties HK\$5.2M, impairments (HK\$490.8M) & net loss on disposal of projects (net of tax) (HK\$64.6M)

4. FY23 including net gain on fair value of derivative financial instruments HK\$67.9M, net gain on redemption of senior notes HK\$88.6M, share-based payment (HK\$51.8M), net exchange loss (HK\$45.5M)

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

6. 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	2022 (HK\$'M)	2023 (HK\$'M)	Fav./((Unfav.) change %	
Roads	1,709.9	1,532.8	(10)	<ul style="list-style-type: none"> • RMB depreciation, COVID-19 containment measures in the Mainland in FY2023-1H & cut in toll fee for trucks by 10% in Q4 22 • Strong recovery in FY2023-2H following the relaxation of COVID-19 containment measures & gradual economic recovery in the Mainland • If excl. RMB depreciation & financial incentives, AOP declined by 2%
Construction	912.2	745.5	(18)	<ul style="list-style-type: none"> • AOL attributable to our interest held in Wai Kee Holdings Limited • Hip Hing – AOP declined by 7% due to lower gross margin recognized
Insurance	1,074.9	1,204.5	12	<ul style="list-style-type: none"> • Rebound in business performance, effective expense control & change in valuation interest rate used in response to the increase in market interest rate, partially offset by the increase in expected credit loss related to certain bond investments
Logistics	592.6	752.0	27	<ul style="list-style-type: none"> • ATL – maintained steady growth trajectory in FY2023 • CUIRC – strong demand for multimodal transportation service & increase in terminal capacity from new GZ terminal • Full year contribution from 5 logistics properties in Chengdu & Wuhan & new contribution from the 6th newly completed logistics property in Chengdu since Jan 2023
Facilities Management	(409.5)	(61.9)	85	<ul style="list-style-type: none"> • HKCEC – turned around from AOL to AOP • GHK – continuous growth & EBITDA improvement • Free Duty – turned around from AOL to AOP
Strategic Investments	(141.7)	(75.7)	47	
<i>Disposed/discontinued Businesses</i>				
Aviation	511.5	-	(100)	<ul style="list-style-type: none"> • Absence of AOP contributions from both Aviation segment and SUEZ NWS Limited due to the disposal/discontinuation of the respective businesses
Environment	121.0	-	(100)	
Total	4,370.9	4,097.2	(6)	



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Rapid recovery in FY2023-2H and exceeded pre-COVID-19 level

- ▶ AOP drop mainly attributed to 1) RMB depreciation; 2) COVID-19 containment measures in the Mainland in FY2023-1H; & 3) cut in toll fee for trucks by 10% by the Mainland Gov't in Q4 2022; partly offset by the strong recovery in FY2023-2H

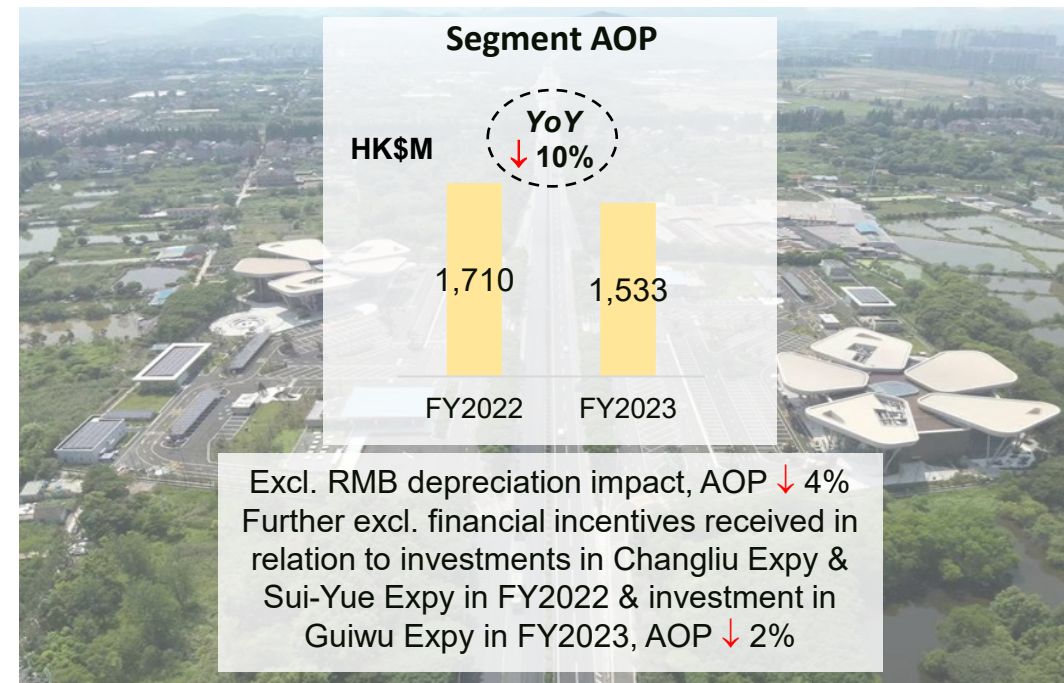
	Overall like-for-like traffic flow (yoy Δ)	Overall like-for-like toll revenue (yoy Δ)
FY2023-2H	+19%	+17%
FY2023 (Full year)	+3%	+4%

both exceeded pre-COVID-19 level (FY2019-2H)

- ▶ Major expressways¹ contributed c.90% of Roads AOP, overall like-for-like traffic flow +2% yoy
- ▶ Overall average remaining concession period of our roads portfolio as at 30 Jun 23 +c.5% to c.11 years
- ▶ Actively strengthening our road portfolio:
 - ✓ Completed acquisition of 40% stake in Guiwu Expy in Nov 22
 - ✓ Completed acquisition of the remaining 60% interest in Sui-Yue Expy completed in Apr 23
 - ✓ Expansion works of Beijing-Zhuhai Expy (GZ-ZH Section) from dual 2-3 lanes to dual 3-5 lanes commenced in Nov 22
 - ✓ Extension of concession period of Shenzhen-Huizhou Expressway (Huizhou Section) by 13 years & increased its stake by c.5.2% to 38.5% in Sep 23

Notes:

1. 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 (100%) & Changliu Expy (100%))



Outlook

- Long-term positive outlook maintained
- Continue to explore attractive acquisition opportunities and other means to extend overall average remaining concession
 - ✓ acquire remaining stakes of existing roads
 - ✓ expand existing roads & extend concession
 - ✓ acquire new toll roads
- Expansion works of Beijing-Zhuhai Expy (GZ-ZH Section) is expected to complete in late 2027, which will enable the expressway to apply for extension of concession period
- Application for widening of Guangzhou Northern Ring Road is underway with a view to extending its concession period

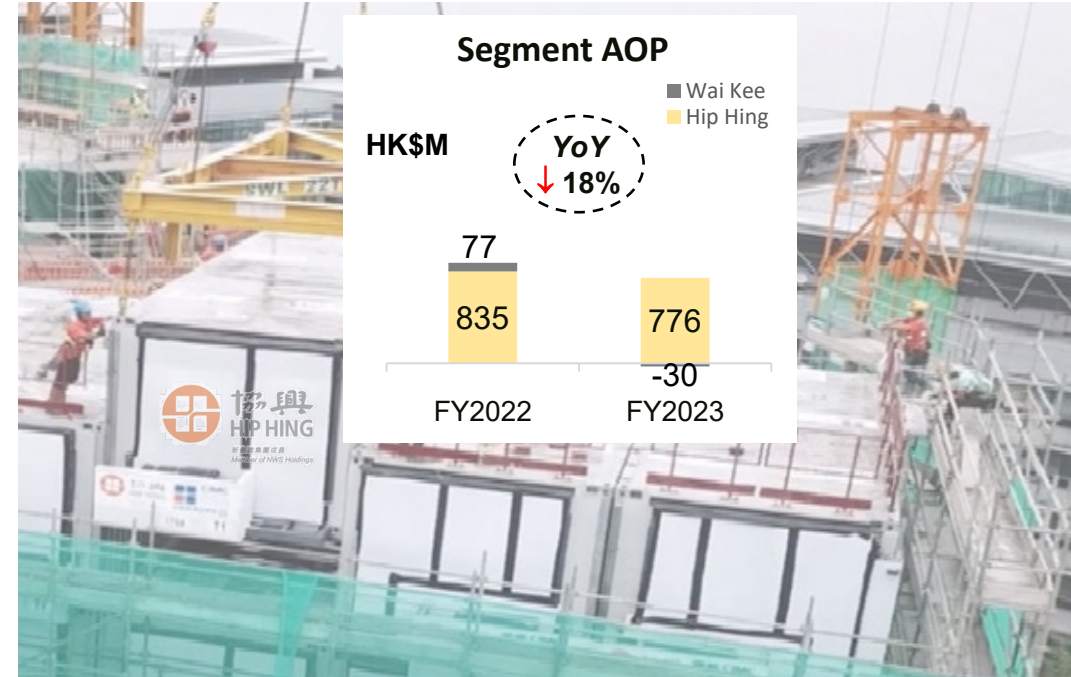


Ample opportunities for long-term growth in HK construction sector

- ▶ Hip Hing Group's AOP declined 7% yoy to HK\$776.4M due to lower gross margin recognized
- ▶ FY2023 New contract awarded to Hip Hing Group amounted to HK\$5.2Bn¹
- ▶ Contracts on hand: **c.HK\$56.5Bn (-9% yoy)**
Backlog: **c.HK\$25.4Bn (-32% yoy)**
- ▶ Type of projects (as at 30 June 2023)
 - ✓ 68% Private (both commercial and residential)²
 - ✓ 32% Government³ & Institution

Notes:

1. Incl. design and construction of expansion of the Legislative Council Complex, main contract works for office development at 20 Des Voeux Road Central , main contract works for composite development at 350 and 352 Nathan Road, design and construction of a new public market in Tin Shui Wai
2. Incl. Kai Tak Sports Park



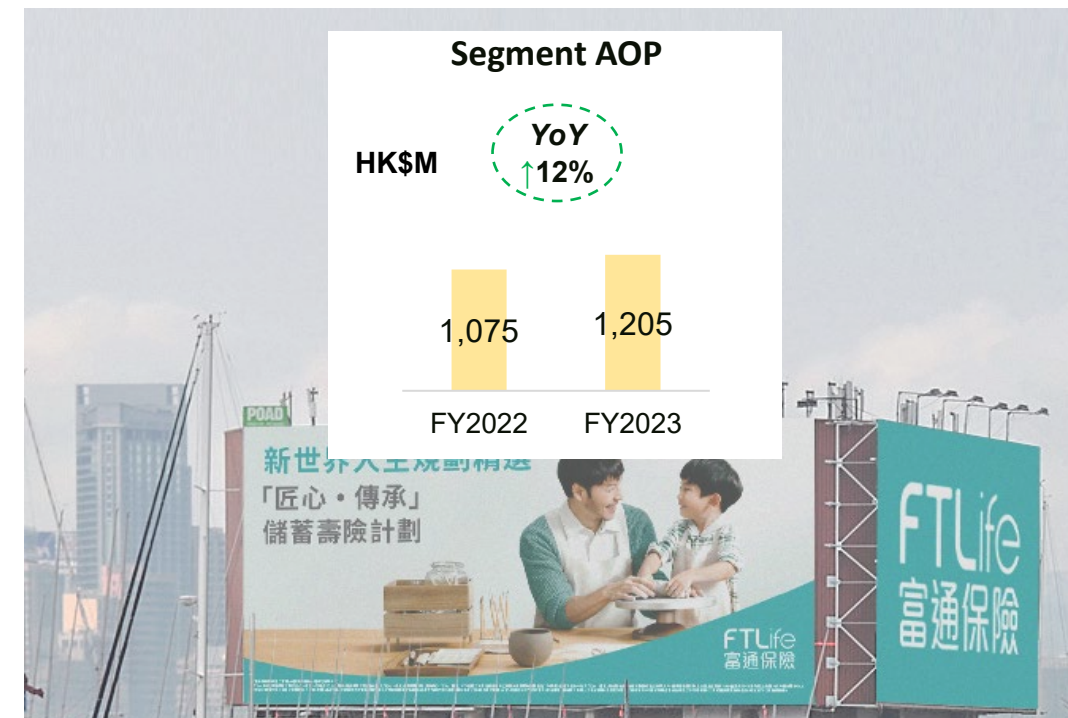
Outlook

- HK Government's policy to increase land & housing supply in Hong Kong
- HK Government's effort to launch light public housing using MiC approach is set to expedite the housing supply in the near- to medium-term and benefits Hip Hing Group
- Use of digitalization and BIM to further improve efficiency & productivity which facilitate the mitigation of cost pressures
- Adoption of various measures such as safety system, dedicated Apps, workshops and new technologies to strengthen the safety awareness from the top management to onsite staff and labours



Border reopening as a booster for the industry

- ▶ Overall APE
 - FY2023-2H: **+162% yoy to HK\$1,841.0M**, almost doubled that of pre-COVID-19 level (FY2019-2H)
 - Full year: **+47% yoy to HK\$2,567.9M**, a reverse from -31% yoy in FY2023-1H
- ▶ Ranking improved to 9th among HK life insurance companies by APE in 2023-1H
- ▶ VONB **+71% yoy to HK\$899.5M** propelled by the growth in APE and improvement in VONB margin to 35% (FY2022: 30%), which was mainly prompted by the favourable product mix
- ▶ Mainland visitors: **c.30% of the overall APE**, comparable to pre-COVID-19 level. June 2023 alone reaching >50%
- ▶ **Embedded value +9% yoy to HK\$19.3Bn**, prompted by strong VONB and expected return on existing business, despite challenges from interest rate hikes and unfavourable equity performance
- ▶ Continues to offer innovative insurance products. FY2023 new insurance products include “Your Choice 2”, “Value Plus”, “Protect Starter” Critical Illness Protector, “Everglow 128”, “Legend 2” & “MediChamp”

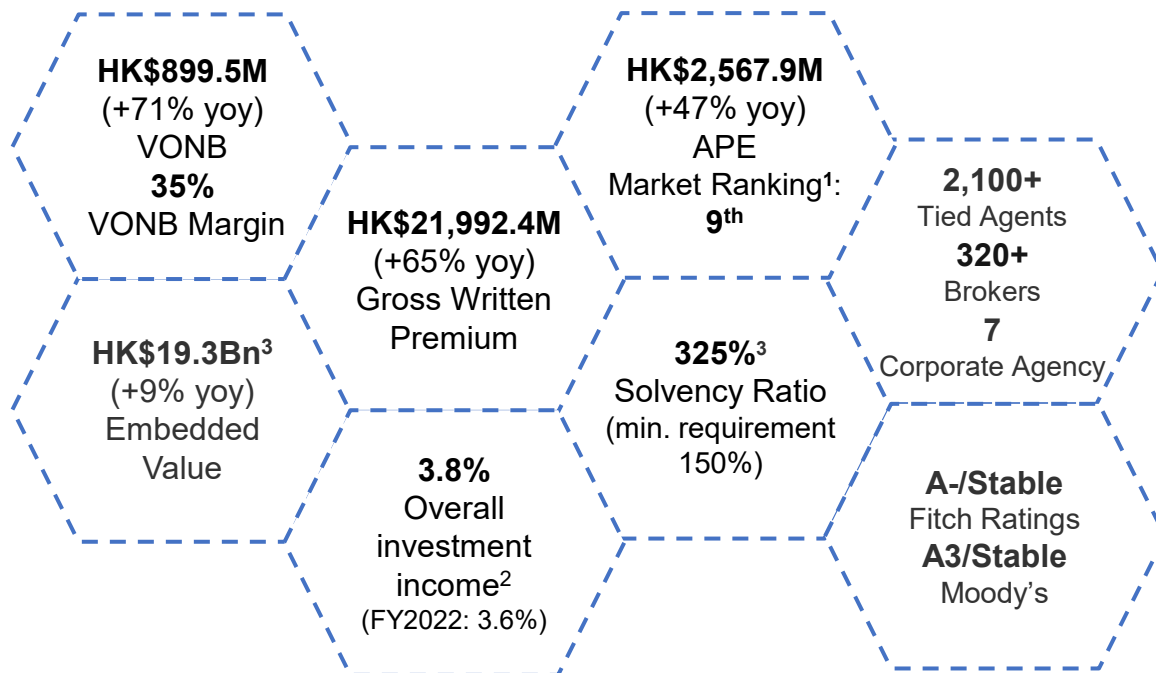


Outlook

- Solid demand from Mainland visitors and demand driven by the rising awareness of healthcare protection and asset diversification as well as pursuance of higher return
- FTLife Insurance will persistently innovate its product offerings in an effort to stand out from the competition



FY2023 Key figures



HKFRS 17 update (adoption on 1 Jul 2023)	RBC update
<ul style="list-style-type: none"> • HKFRS 17 Total equity ↑ • For illustrative purpose, HKFRS 17 AOP for FY2023 ↓ vs current accounting policy • HKFRS 17 Insurance segment revenue ↓ 	<ul style="list-style-type: none"> • HKRBC solvency ratio of c.260%, well above Prescribed Capital Requirement

Notes:

1. In 2023-1H
2. Overall investment income of FTLife's investment portfolio takes into account only dividend and interest income
3. As at 30 Jun 2023

財富健康 豐盛人生 FTLife 富通保險
GROWealth
 金融 財 進

寓學於玩 童趣童樂 FTLife 富通保險
EDucainment
 童 學 童 玩

療癒身心 圓滿充實 FTLife 富通保險
PowerUp
 身心 動力

獨具匠心 體驗同樂 FTLife 富通保險
FAMmunity
 爸媽 Teen 地



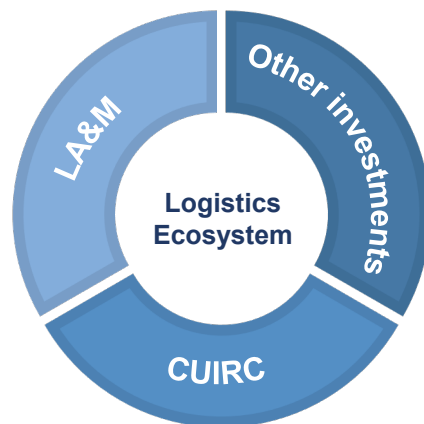
Resilient business performance and fresh contributions from logistics properties spurred growth

- ▶ **Logistics Asset & Management (“LA&M”) - Total gross leasable c.12.4M sqft**
 - **ATL - Total gross leasable area c.5.9M sqft**
 - ✓ Contributed over 70% of Logistics segment’s AOP
 - ✓ Keen demand for quality warehouse space fuelled steady rental growth
 - ✓ Average rent +2%; occupancy rate remained at almost fully let level of 99.8%
 - **Logistics properties in Chengdu, Wuhan & Suzhou - Total gross leasable area c.6.5M sqft**
 - ✓ Occupancy of the 5 logistics properties Chengdu & Wuhan was 90.1% as at 30 Jun 2023 (30 Jun 2022: 86.7%)
 - ✓ The 6th newly completed logistics property in Chengdu started operation in Jan 2023 with 51.2% occupancy as at 30 Jun 2023
 - ✓ Acquisition of 90% interest in a logistics property in Suzhou completed in Jun 2023 with 100% occupancy as at 30 Jun 2023
 - ✓ Logistics properties in the Mainland altogether accounted for >10% of Logistics segment’s AOP
 - A revaluation gain of less than 1% of the total valuation of properties under LA&M was shared by the Group in FY2023 & such revaluation gain (net of tax) accounted for c.10% of the Logistics segment’s AOP





- ▶ **CUIRC – AOP grew noticeably by 28% yoy**
 - Throughput grew by 17% yoy to 5.5M TEUs in FY2023
 - Continued to benefit from the strong demand for multimodal transportation service & increase in capacity from the new Guangzhou terminal
 - Besides doubling the handling capacity of Zhengzhou terminal, the expansion of Xi'an terminal handling capacity is targeted to complete in 2024-1H
- ▶ **Other logistics-related investments**
 - Acquisition of 12% stake in Jiangsu JD-Link Int'l Logistics Co., Ltd. (“JD-Link”), which provides supply chain logistics services to customers in pan-IC manufacturing, new energy and health
 - Acquired 10% stake in Zhejiang Tangshi Supply Chain Mgt Co., Ltd (“Tangshi Supply Chain”), which provides full track loading services to customers in fast-moving consumer goods and infrastructure development



Outlook

- Resiliency of the logistics sector in the Mainland underpinned by the economic development and the support from the Mainland Government bolsters our confidence & drives our proactive search for new investment opportunities in this sector
- **Logistics properties in the Mainland** – occupancy rate of the 5 logistics properties in Chengdu & Wuhan continues to grow, the 6th newly completed logistics property in Chengdu & the logistics property in Suzhou support earnings growth
- **CUIRC** – solid demand, favourable government policies and expansion of handling capacity of terminals will continue to foster resilient growth outlook and profitability



Turnaround of HKCEC and Free Duty, plus continuing ramping up in GHK, fostered improvement in performance

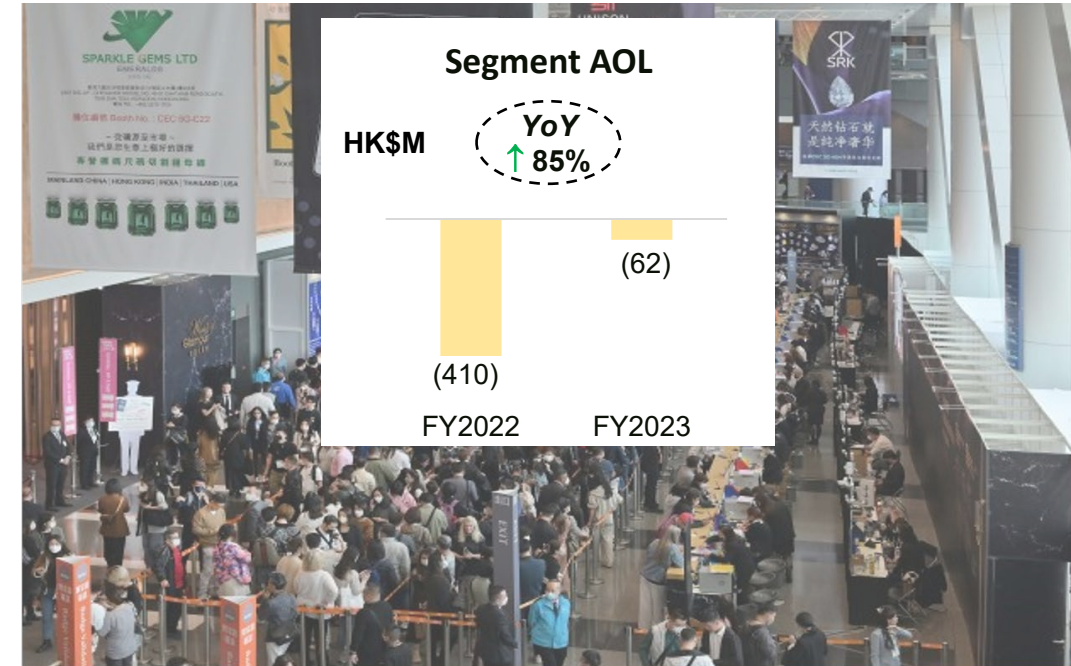
▶ HKCEC – return to profitability in FY2023

- Strong rebound in FY2023-2H upon border reopening
- Scale of events gradually recovering, enquires for events continued to improve & some of the events that previously moved to other countries are also planning to move back to Hong Kong

	No. of events	Total patronage
FY2023-2H	356 (+319% yoy)	2.0M (+410% yoy)
FY2023 (Full year)	765 (+82% yoy)	5.3M (+74% yoy)

▶ Free Duty – turned around from AOL to AOP in FY2023

- Significant turnaround after recording AOL for 5 years since FY2018
- Resumption of operations of Lok Ma Chau & Lo Wu outlets in Jan & Feb 2023, respectively, collectively provided a strong boost to the business performance in FY2023-2H
- HK-Zhuhai-Macao Bridge outlet's AOP grew >6 folds yoy





▶ **GHK Hospital – EBITDA increased 759% & further improvement in AOL**

- EBITDA margin continued to improve
- Inpatients, outpatients & day cases +19%, +7% & +3% yoy, respectively
- Regularly utilized beds increased to 276 (30 Jun 22: 264)
- Average occupancy rate in FY2023: 67% (FY2022: 61%)

Active expansion of service offerings to facilitate ramp up of GHK Hospital:

- Opened the Gleneagles Pro-HEART Cardiac Centre at New World Tower in Aug 2022 specializing in cardiology
- Commenced the provision of management services for Humansa from Oct 2022
- To support growth of GHK, the Group formed a business venture with IHH (“Parkway Medical”) to provide ancillary healthcare services to the public. Opened Parkway Laboratory Services Central in Jun 2023 to provide accurate, high-quality and efficient laboratory testing and pathology services to the public



Outlook

- **HKCEC**
 - Return of international exhibitions and conventions, helped by the ramp up of international capacity of airlines, will continue to propel the continual recovery of HKCEC
- **Free Duty**
 - Free Duty’s performance to gain further momentum as border traffic further improves
- **GHK**
 - Parkway Medical’s first Gleneagles Healthcare clinic in Wong Chuk Hang opening in Q4 2023 will further expand our service network
 - Further enrichment of service offerings and expansion of network will lay a strong foundation for GHK to maintain a sustainable growth path



Environment, Social & Governance (ESG)

Awards and recognitions

ESG RATING PERFORMANCE *



Hang Seng Corporate Sustainability Index Series Member 2023-2024

“AA+” rating

Best overall score in the conglomerate category



Ranked “A” over “AAA”

S&P Global Corporate Sustainability Assessment

Scored 43, 76 percentile among industry peers



26.7 (Medium Risk), Ranked top 10% of industry ranking

AWARDS & RECOGNITION *



Hong Kong Sustainability Award - Certificate of Excellence



Best Corporate Governance and ESG Awards 2022



Sustainable Business Award Sustainable Leadership Award



Asia Corporate Excellence & Sustainability Awards – Top Sustainability Advocates in Asia



Job Market Employer of Choice Award 2022
CTgoodjobs Best HR Awards 2022

*As of Aug 2023

Act with Integrity

Our Sustainability Governance

Our commitment

- 1 Aspire to cultivate an environment of accountability and responsibility, fostering trust among stakeholders
- 2 Integrate sustainability into our strategies, decision-making processes, and operational endeavours

Monitor

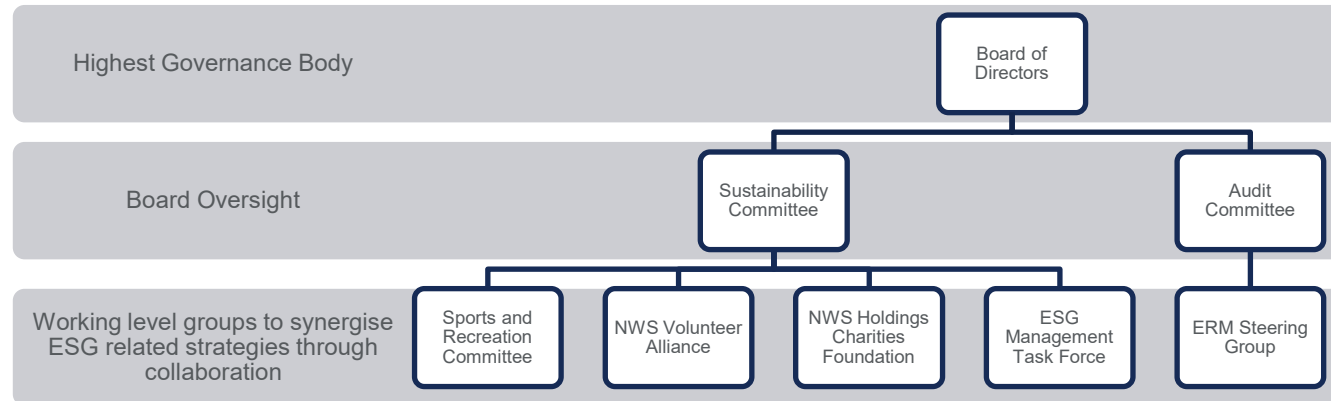
Sustainability Committee, as mandated by the Board, undertakes the review and evaluation of the adequacy and effectiveness of the Group's sustainability framework

Manage

ESG Management Task Force support the Sustainability Committee to formulate and execute the Group's sustainability and ESG strategies, policies, and practices.

Collaborate

Business units across the Group foster synergies and strategic partnerships with both internal and external stakeholders



Raising Awareness

Two training sessions hosted by the Independent Commission Against Corruption (ICAC) pertaining to Ethical Business Practices in July 2022 and June 2023, aiming to enhance our staff's understanding about the Prevention of Bribery Ordinance and how to navigate situations involving conflicts of interest.

Advance with Agility

Turning Sustainability Risks into Opportunities

INNOVATION AND DIGITALISATION



AI Life Sense Alert System by HKCEC

- Identifies accidents and distress signals, triggering alerts within 5 seconds
- facilitates provision of assistance to visitors in need

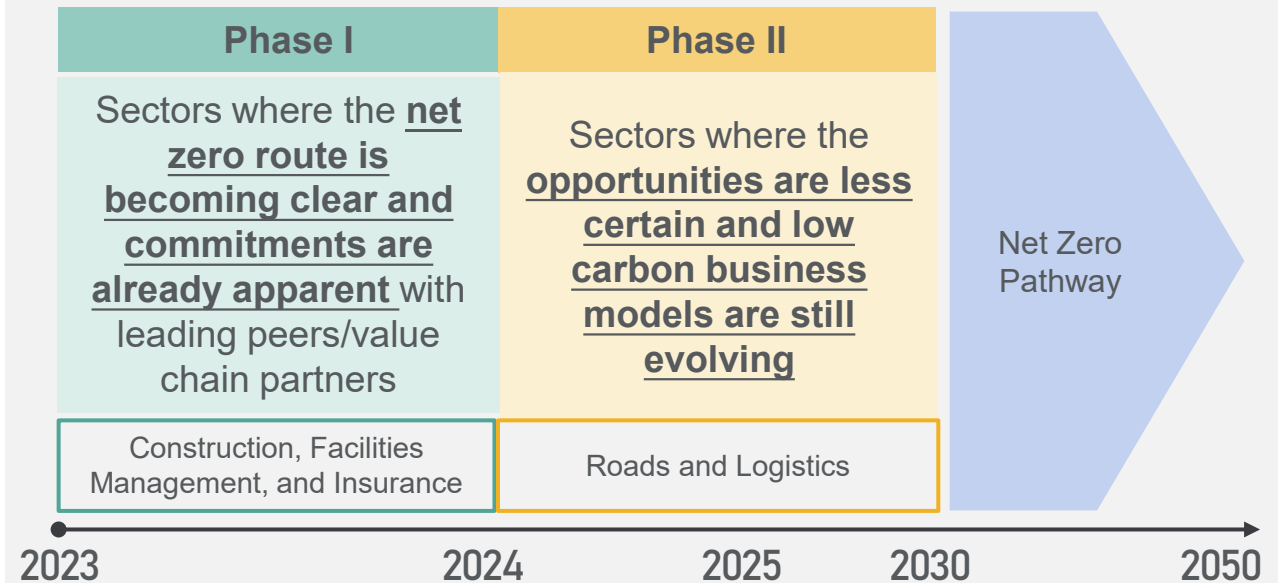
Hip Hing Connect by Hip Hing

- Empowers workers to digitize their information and complete site access registration using their personal mobile devices
- Facilitates the monitoring and analysis of safety performance and records



ACCELERATING TO NET ZERO

NWS has a clear roadmap prioritizing tasks and goals, ensuring transparent progress toward a net-zero future. We aim for net-zero emissions by 2050 by adopting the segmented approach



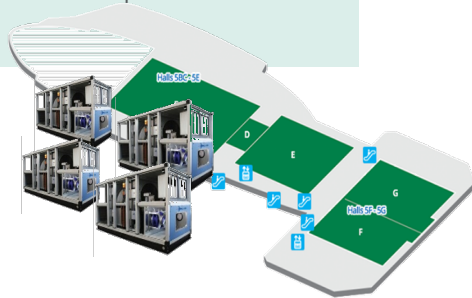
Evolve Sustainably

Highlights of Green Operation in FY2023

Save

200,000 kWh/year

after replaced twelve sets of air handling units (AHU) across four exhibition halls in HKCEC with advanced electronically commutated (EC) plug fans equipped with energy balance valves, resulting in cost savings of HK\$0.4 million



Shorten

~40% construction time

by integrating BIM, 3D scanning, and 3D printing with MiC in the construction process

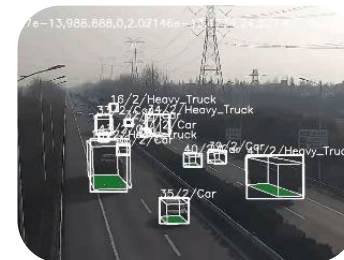


Reduce

5,040 Hrs of congestion (compared to 2021)



Hangzhou Ring Road adopted the Supremind system. By enabling rapid responses to traffic congestion, the system significantly diminishes fuel consumption caused by idling vehicles.



Achieve



6 Grade 1 China Green Warehousing Certificate

The assessment process evaluated various aspects, including land use and planning, land conservation, energy efficiency, water conservation, waste management, and resources management.



Evolve Sustainably

Investing for the Future

We acknowledge the significant role that our investment strategies play in mitigating climate-related risks and facilitating the transition to a low-carbon economy.

NWS Group introduced the ESG Due Diligence Guideline for Investment in FY2023

Process for proposing a new investment*



- For each identified risk, mitigation plans are devised as part of the evaluation process.
- During the investment holding period, NWS Holdings actively monitors the progress of portfolio companies in their sustainability endeavours in line with the Group Sustainability Strategy

*The ESG Due Diligence applies to direct investment over 50% of equity control or with operational control

Greening the investment portfolio



- FTLife acknowledges their Scope 3 emissions, encompassing financed emissions and insurance-related emissions (Category 15), constitute a substantial portion of their indirect greenhouse gas inventory.
- FTLife introduced the first Responsible Investment Standard, covers all asset classes including cash, equity investment, debt instrument, investment funds and alternative investments, to decarbonize their investment portfolio
- FTLife is going to review their carbon performance of their investment portfolio in FY2024

Grow As One

Recognizing the needs for the Future Workforce

Our Aspiration

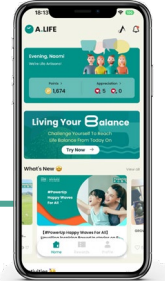
- 1 Foster an inclusive, diverse, and supportive organizational culture for our colleagues, extending the reach to their families
- 2 Strive to engage workforce and robust community by upholding values of integrity, collaboration, accountability, innovation and respect



5-day work week in Construction

- Implementing a five-day work week complemented by flexible working hours, a transition that commenced in March 2023.
- Introduced a comprehensive two-day family care leave policy and rolled out a suite of employee wellness initiatives.
- By advocating for heightened work flexibility and fostering a healthful work-life balance, Hip Hing aspires to cultivate an environment that resonates with and retains younger professionals within the construction industry.

Connect in the Digital Era



- FTLife and NWS Corporate Office introduced the innovative "A.LIFE" app—an internal digital interactive platform meticulously crafted to amplify staff connectivity, collaboration, and engagement in an efficient and interactive manner.
- The A.LIFE app presents a user-friendly interface, accompanied by an array of 8 interactive features tailored to facilitate seamless communication, robust collaboration, meaningful recognition, and expedient information sharing among colleagues.
- Our intention is to extend the app's utility across all NWS business units, fostering amplified cross-business unit synergies and nurturing a culture of cohesion and unity.

Create Shared Value

Our Approach

- 1 Enhance the company's competitiveness while simultaneously fostering economic and social advancement within the communities
- 2 Collaborating with community and business partners to foster economic prosperity by meeting community needs, but also cultivate scalable and self-sustaining solutions that align with our operations.

Enhancing the Wellbeing of Our Workforce

- Hip Hing has collaborated with Wada Bento, a local start-up, to introduce hot-chain vending machines at remote project sites where lunch options are limited.
- Leveraging proprietary heat-chain technology, Wada Bento maintains meal temperatures above 60°C, ensuring food safety.
- The use of non-toxic, biodegradable sugarcane pulp containers for lunchboxes further minimizes environmental impact.



Fostering an Inclusive Community

NWS's fundamental community investment strategy is founded upon three essential pillars: Empowering the Next Generations, Cultivating a Volunteer Culture, and Advocating Environmental Sustainability

Overview of the social impacts in FY2023

No. of collaborative partners	No. of activities organized	No. Of voluntary hours	No. of beneficiaries
45	370+	18,200+	22,800+



Empowering the Next Generation



Cultivating a Culture of Volunteerism



Advocating Environmental Responsibility

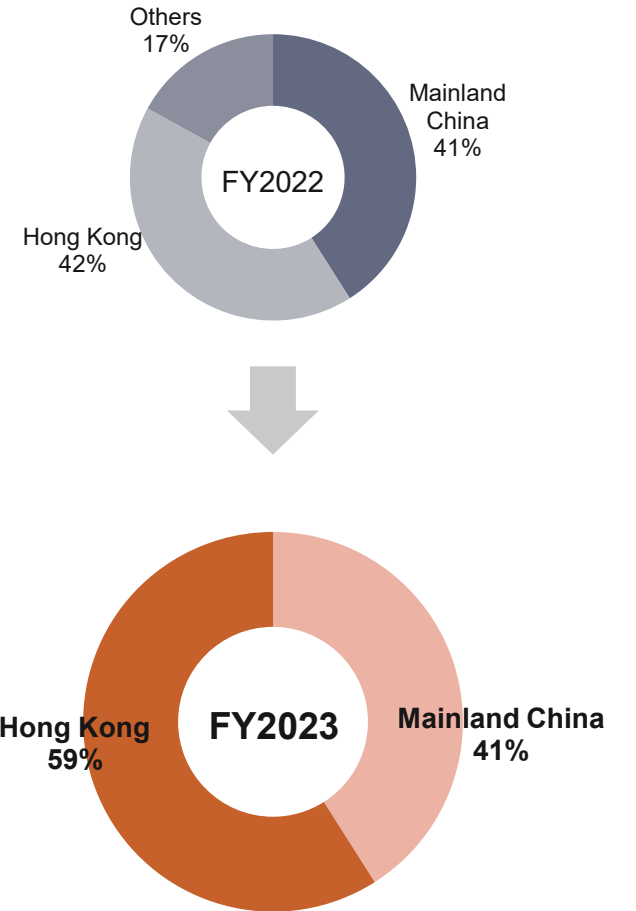
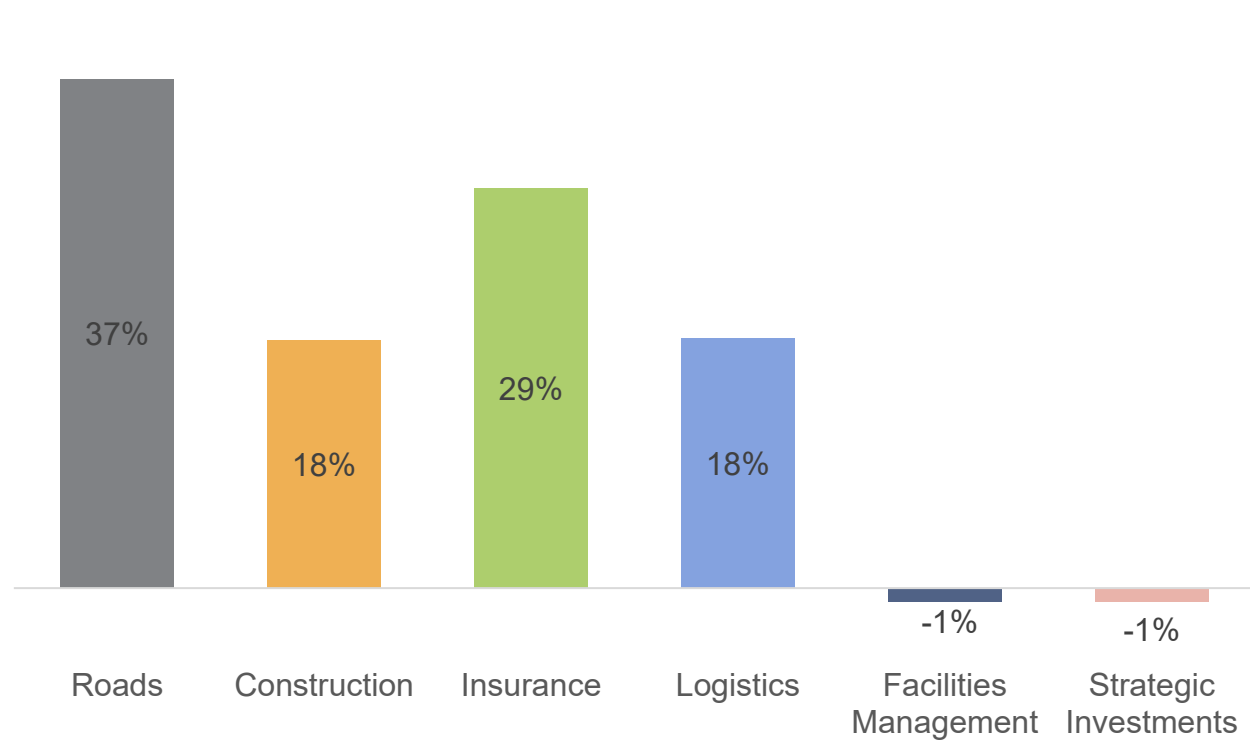


Appendices

Corporate structure



AOP by segment and geography



Portfolio of 17 toll roads in the Mainland c.1,000km



	Guangdong	Zhejiang	Hubei	Tianjin	Shanxi	Hunan	Guangxi
# of Roads	7	1	2	1	3	2	1
Length	313.9 km	103.4 km	137.34 km	60.67 km	76.52 km	89.08 km	198 km
Concession Expiry	2023–2036	2029	2040–2050	2040	2023–2025	2039–2044	2045
FY23 Cumulative Average Daily Traffic Flow ('000)	1,192	322	39	75	7	79	41 ¹

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 Suiyuenan Expy (30%), Sui-Yue Expy (100%) & Changliu Expy (100%))

1. Acquisition of Guiwu Expressway was completed in Nov 2022, the cumulative ADTF only represented the data for the period from Nov 2022 to Jun 2023

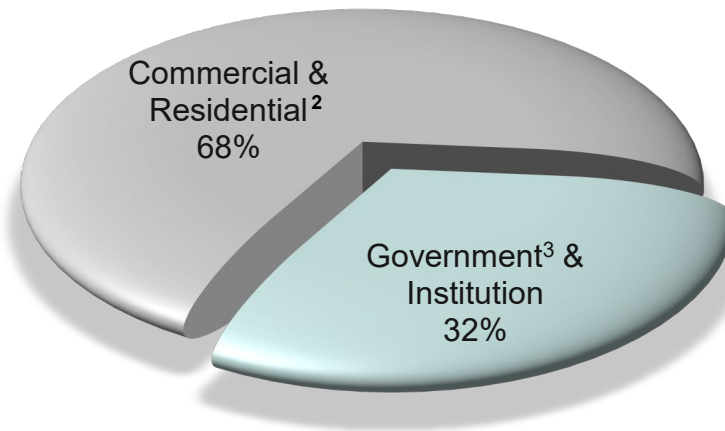


Prime construction company in HK

CONSTRUCTION



Type of Projects¹



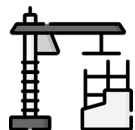
Note:

1. Based on backlog projects as at 30 June 2023
2. All are external/third parties' projects
3. Incl. Kai Tak Sports Park

Areas of Expertise



Building

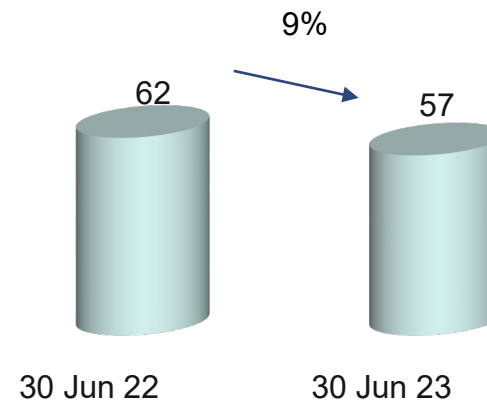


Foundation

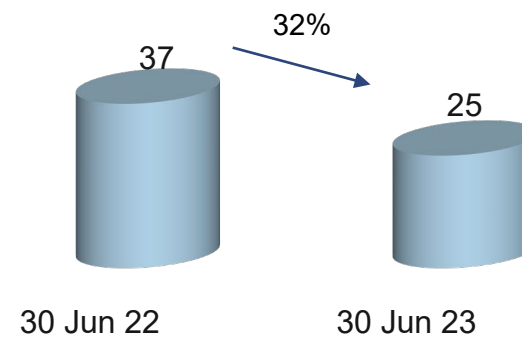


Civil Engineering

Contracts On Hand (HK\$'Bn)



Construction Backlog (HK\$'Bn)





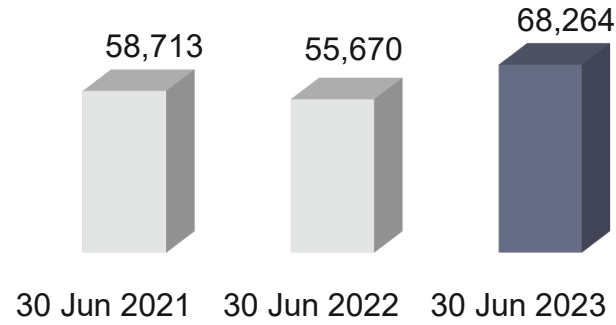
INSURANCE

FTLife
富通保險
新世界集團成員

Investment portfolio (as of 30 Jun 2023)

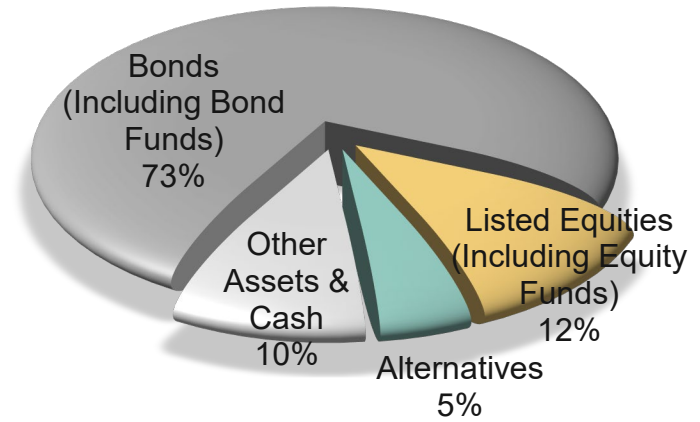


Investment Portfolio AUM* (HK\$'M)

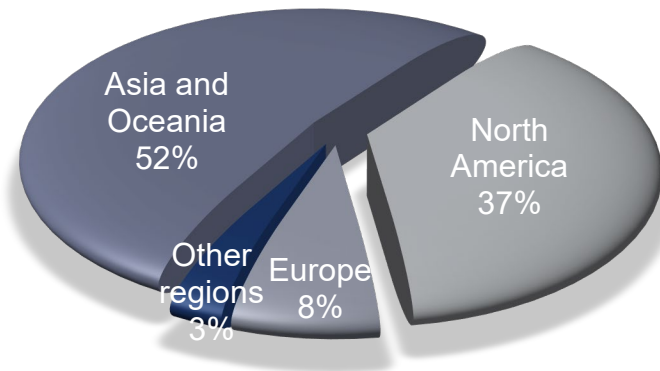


* Exclude Investment-Linked Assurance Scheme business

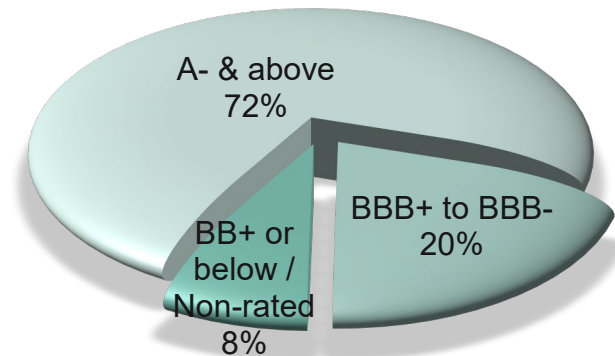
Asset Types



Geographical Distribution



Bond Portfolio Credit Rating Distribution





Investments in Logistics in Greater China

LOGISTICS

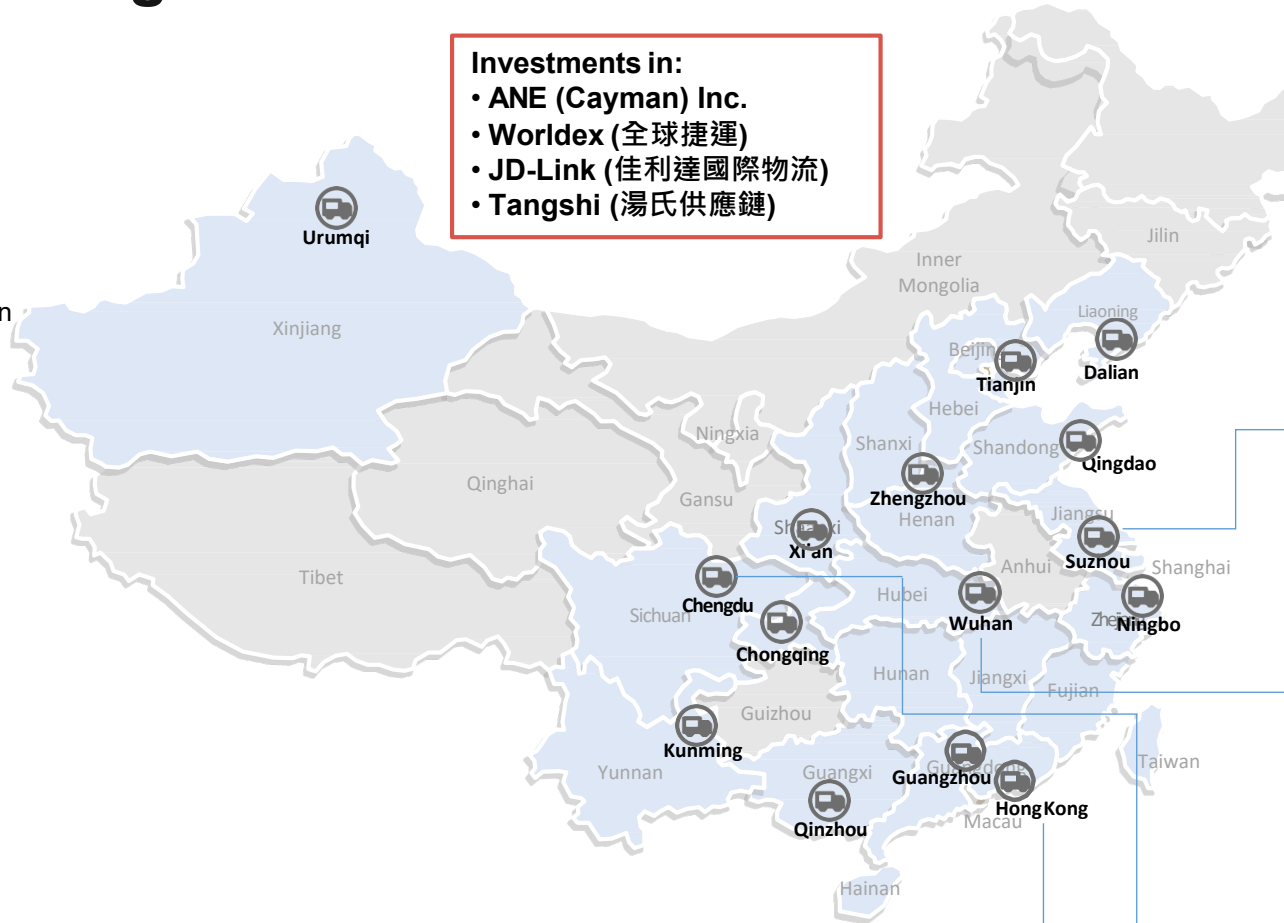
CUIRC

- JV with China State Railway Group, PSA, CIMC & Deutsche Bahn
- 13 large-scale rail container terminals in the Mainland
- Rail intermodal & international transportation
- Doubling of handling capacity of Zhengzhou terminal is completed
- Expansion of Xi'an terminal's handling capacity is targeted to complete in 2024-1H



CUIRC (Multiple locations across the Mainland)

- Investments in:
- ANE (Cayman) Inc.
 - Worldex (全球捷運)
 - JD-Link (佳利達國際物流)
 - Tangshi (湯氏供應鏈)



7 logistics properties in Chengdu, Wuhan & Suzhou

- Total gross leasable area: 6.5M sqft



ATL Logistics Centre

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



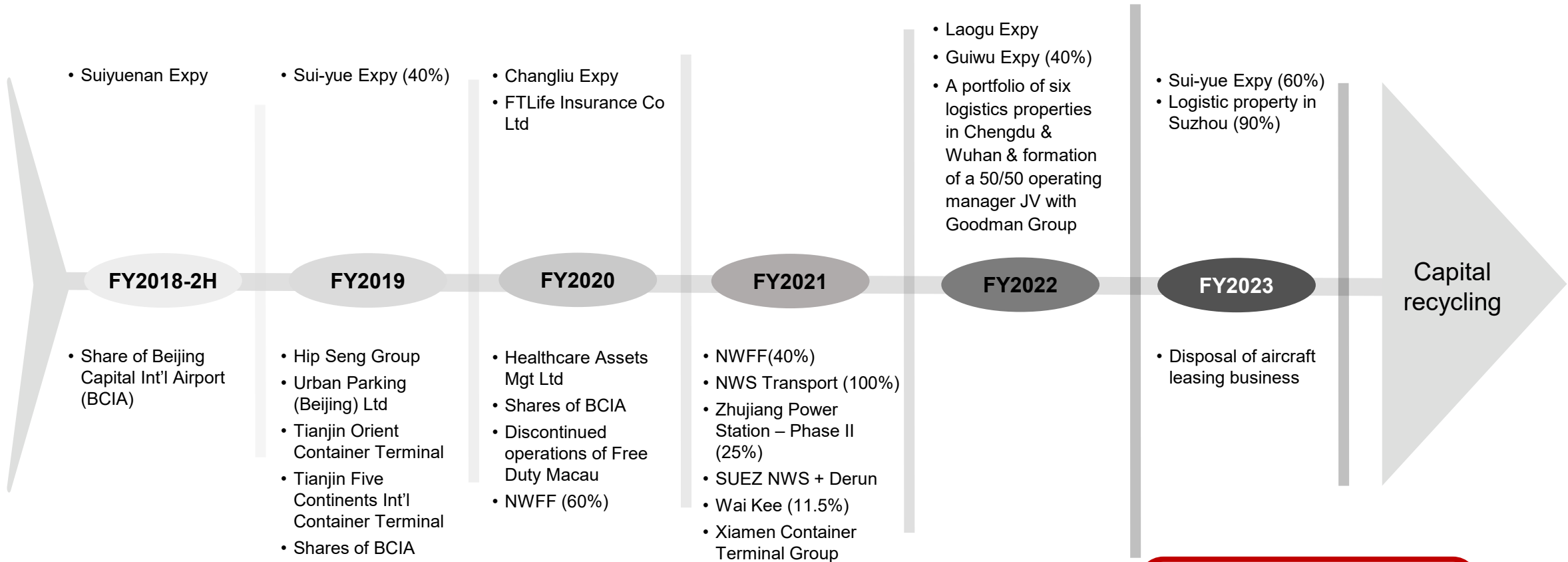


Optimization of business portfolio

FY2018-2H to FY2023
Investments in Roads,
Insurance & Logistics
segments >HK\$35Bn



Key Acquisitions



Key Disposals

**FY2018-2H to FY2023
Total Disposal
considerations
>HK\$30Bn**



新創建 NWS

Thank you



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