## Ten Year Financial Summary

|  | 2012            | 2011            | 2010            | 2009            | 2008            | 2007            | 2006            | 2005            | 2004            | 2003           |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|----------------|
| Consolidated Income<br>Statement (HK\$m)               |                 |                 |                 |                 |                 |                 |                 |                 |                 |                |
| Turnover   | 5,178           | 5,009           | 4,707           | 4,218           | 4,938           | 4,542           | 3,717           | 3,276           | 3,120           | 2,517          |
| EBITDA   | 1,201           | 1,211           | 1,143           | 924             | 1,425           | 1,510           | 1,275           | 1,092           | 992             | 726            |
| EBITDA margin %  | 23%             | 24%             | 24%             | 22%             | 29%             | 33%             | 34%             | 33%             | 32%             | 29%            |
| Operating profit                                       | 817             | 834             | 794             | 586             | 1,051           | 1,175           | 1,024           | 850             | 749             | 616            |
| Profit/(loss) attributable to shareholders             | 1,555           | 2,259           | 3,008           | 2,660           | (27)            | 4,002           | 2,350           | 2,830           | 3,218           | 351            |
| Underlying profit attributable to<br>shareholders*     | 439             | 464             | 408             | 323             | 808             | 906             | 787             | 638             | 381             | 285            |
| Dividends  | 210             | 208             | 177             | 132             | 246             | 259             | 228             | 199             | 168             | 112            |
| Earnings/(loss) per share (HK\$) Underlying earnings   | 1.04            | 1.52            | 2.04            | 1.82            | (0.02)          | 2.79            | 1.65            | 2.01            | 2.30            | 0.29           |
| per share (HK\$)*                                      | 0.29            | 0.31            | 0.28            | 0.22            | 0.56            | 0.63            | 0.55            | 0.45            | 0.27            | 0.24           |
| Dividends per share (HK cents)                         | 14¢             | 14¢             | 12¢             | 9¢              | 17¢             | 18¢             | 16¢             | 14¢             | 12¢             | 8¢             |
| Dividend cover (times)**                               | 2.1x            | 2.2x            | 2.3x            | 2.4x            | 3.3x            | 3.5x            | 3.5x            | 3.2x            | 2.3x            | 2.5x           |
| Interest cover (times)                                 | 9.6x            | 9.5x            | 7.4x            | 6.8x            | 15.5x           | 13.5x           | 8.6x            | 5.2x            | 3.1x            | 2.5x           |
| Consolidated Statement of Financial Position (HK\$m)   |                 |                 |                 |                 |                 |                 |                 |                 |                 |                |
| Fixed assets   | 34,123          | 32,482          | 30,690          | 28,339          | 26,368          | 26,895          | 22,951          | 20,561          | 20,058          | 19,068         |
| Other assets   | 3,499           | 3,767           | 3,239           | 2,698           | 1,243           | 1,210           | 1,211           | 1,110           | 741             | 771            |
| Cash and bank balances                                 | 2,185           | 1,984           | 2,658           | 1,835           | 1,995           | 1,414           | 447             | 301             | 262             | 217            |
| Total assets   | 39,807          | 38,233          | 36,587          | 32,872          | 29,606          | 29,519          | 24,609          | 21,972          | 21,061          | 20,056         |
| Interest-bearing borrowings                            | (4,174)         | (4,319)         | (4,332)         | (3,825)         | (3,193)         | (2,869)         | (2,523)         | (2,614)         | (4,536)         | (4,906)        |
| Derivative financial instruments                       | (88)            | (140)           | (200)           | (206)           | (281)           | (215)           | (214)           | (209)           | _               | -              |
| Other liabilities                                      | (2,112)         | (2,036)         | (1,971)         | (1,786)         | (1,741)         | (1,830)         | (1,684)         | (1,376)         | (1,568)         | (1,130)        |
| Net assets   | 33,433          | 31,738          | 30,084          | 27,055          | 24,391          | 24,605          | 20,188          | 17,773          | 14,957          | 14,020         |
| Non-controlling interests                              | (289)           | (283)           | (981)           | (908)           | (934)           | (891)           | (783)           | (710)           | (614)           | (579)          |
| Net assets attributable to shareholders                | 33,144          | 31,455          | 29,103          | 26,147          | 23,457          | 23,714          | 19,405          | 17,063          | 14,343          | 13,441         |
| Nish sasaha ya su ali aya waxay                        | ¢00.07          | Φ04.44          | Φ10.CC          | Ф17 7O          | Φ1C 1O          | Φ1C 4E          | Φ10 F0          | Φ10.04          | Φ10.00          | Φ0.50          |
| Net assets per share (HK\$) Net debt to EBITDA (times) | \$22.07<br>1.7x | \$21.11<br>1.9x | \$19.66<br>1.5x | \$17.79<br>2.2x | \$16.18<br>0.8x | \$16.45<br>1.0x | \$13.59<br>1.6x | \$12.04<br>2.1x | \$10.23<br>4.3x | \$9.59<br>6.5x |
| Net debt to equity                                     | 6%              | 7%              | 6%              | 8%              | 5%              | 6%              | 11%             | 14%             | 30%             | 35%            |
| Gearing  | 6%              | 7%              | 5%              | 7%              | 5%              | 6%              | 10%             | 12%             | 23%             | 26%            |
|  | 0,0             | 1 /3            |                 | . , , ,         |                 |                 | .0,0            | .270            |                 |                |
| Consolidated Statement of Cash Flows (HK\$m)           |                 |                 |                 |                 |                 |                 |                 |                 |                 |                |
| Net cash generated from                                |                 |                 |                 |                 |                 |                 |                 |                 |                 |                |
| operating activities                                   | 964             | 999             | 1,019           | 761             | 1,208           | 1,481           | 1,164           | 1,058           | 992             | 627            |
| Capital expenditure on                                 |                 |                 | •               |                 | •               | •               | *               | -               |                 |                |
| fixed assets   | (875)           | (312)           | (276)           | (269)           | (417)           | (808)           | (631)           | (344)           | (227)           | (432)          |
| Cash and cash equivalents                              | 1,682           | 1,963           | 1,644           | 1,380           | 1,979           | 1,398           | 433             | 285             | 243             | 203            |
| Share Information                                      |                 |                 |                 |                 |                 |                 |                 |                 |                 |                |
| Highest share price (HK\$)                             | \$11.92         | \$14.74         | \$14.90         | \$11.98         | \$14.50         | \$15.46         | \$13.50         | \$9.65          | \$7.50          | \$5.60         |
| Lowest share price (HK\$)                              | \$8.63          | \$8.10          | \$10.32         | \$4.26          | \$5.13          | \$10.90         | \$8.00          | \$6.40          | \$4.15          | \$2.78         |
| Year end closing share price (HK\$)                    | \$10.82         | \$8.61          | \$13.32         | \$11.36         | \$5.86          | \$13.70         | \$13.14         | \$8.50          | \$6.95          | \$4.53         |

<sup>\*</sup> Underlying profit attributable to shareholders and underlying earnings per share are calculated by excluding the post-tax effects of the property revaluation movements and other non-operating items.

<sup>\*\*</sup> Dividend cover is calculated based on underlying profit attributable to shareholders over dividends.