



遠東發展有限公司
Far East Consortium International Limited

Results Presentation
Financial Year Ended 31 March 2015



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1. Key Highlights



Key Highlights: Underlying Businesses Continue to Grow

	FY2015	FY2014	YoY change
Revenue (HK\$ M)	5,110	4,066	+25.7%
Gross profit (HK\$ M)	1,946	1,553	+25.3%
Net profit attributable to shareholders (HK\$ M)	957	914 ⁽¹⁾	+4.6%
Net profit adjusted for FY2014 one time compulsory acquisition gain (HK\$ M)	957	655	+46.1%
EPS (HK cents)			
- Basic	51	51	--
- Fully diluted	51	51	--
Dividend per share (HK cents)			
- Interim	3	3	--
- Final	13	12	--
- Total	16	15	+6.7%
	As at 31.3.15	As at 31.3.14	
Total cumulative presale (HK\$ M)	6,496⁽²⁾	4,703	+38.1%
Net asset value attributable to shareholder (HK\$ M)	9,144	8,750	+4.5%
Net asset value attributable to shareholder (adjusting for hotel revaluation surplus) (HK\$ M)	17,263	16,864	+2.4%
Group cash and investment securities (HK\$ M)	3,487	2,993	+16.5%
Net Gearing ratio	29.8%	32.6%	- 2.8ppts

(1) One time gain of HK\$259mn relating to a compulsory acquisition of a property in Singapore in the previous financial year which was not repeated in FY2015

(2) Comprises HK\$4.8bn contracted presales and HK\$1.7bn registered presale of The Towers at Elizabeth Quay, Perth, Australia. A registered presale is an expression of interest for an apartment where a booking fee has been paid to reserve that apartment. No sales and purchase agreement for that apartment has been entered into and there is no assurance that this expression of interest will lead to the eventual entering of a sale and purchase agreement for that reserved apartment

Business Update

- **5 new residential projects launched**
 - The FIFTH, Melbourne (402 apartments)
 - Eivissa Crest, Hong Kong (106 apartments)
 - Dorsett Bukit Bintang, Kuala Lumpur (252 apartments)
 - King's Manor, Shanghai (479 apartments, 90 town houses)
 - The Towers at Elizabeth Quay, Perth (400 apartments), soft launch
- **3 residential development sites acquired**
 - Tai Wai site, Hong Kong
 - Sham Shui Po Site, Hong Kong
 - Manilla Street site, London
- **2 new hotels opened**
 - Lushan Resort
 - Dorsett Shephard's Bush
- **Destination Brisbane Consortium shortlisted as final 2 proponents**
- **Possible Privatisation of Dorsett Hospitality (2266.hk)**

Possible Privatisation of Dorsett Hospitality

- Announcement made on 27 May, 2015 to privatise Dorsett (2266.hk) with an offer to buy approximately 26% of Dorsett not already owned by FEC
- Cancellation consideration to be satisfied by (i) a cash consideration of HK\$0.72; and (ii) 0.28125 FEC consideration share for each Scheme Share
- Based on the closing price of HK\$3.84 per FEC Share quoted on the Last Trading Day*, the value of the cancellation consideration represents a premium of approximately:
 - 32.4% over the closing price of Dorsett share quoted on the Last Trading Day*
 - 41.7% over the average closing price of Dorsett share based on the daily closing prices for the 30 trading days up to and including the Last Trading Day*
- Consideration shares represent approximately 7.44% of the enlarged share capital of FEC upon completion of the Proposal
- Reasons and expected benefit of the proposal:
 - For FEC
 - Elimination of the holding company discount
 - Better position to exploit potential business opportunities
 - Broaden shareholder base of FEC and add share trading liquidity
 - For Dorsett
 - Provide an opportunity to dispose shares at a consideration that represents a considerable premium
 - Retain an equity exposure in the hospitality business and benefit from the broader real estate business of the Company

* Last Trading Day: 20 May 2015, being the last trading day of Dorsett Shares and FEC Shares prior to the issuance of the privatisation announcement



2. Results Summary



Quality of Earnings Continue to Improve

	FY2015 HK\$m	FY2014 HK\$m	Growth
Sales of properties	2,962	2,087 ⁽¹⁾	41.9%
Hotel operations and management	1,454	1,287	13.0%
Car park operations and facilities management	616	613	0.5%
Leasing and others	78	79	-1.3%
Total revenue	5,110	4,066	25.7%
Gross profit	1,946	1,553	25.3%
Hotel recurring EBITDA⁽²⁾	541	503	7.6%
Net profit adjusting for one off gain	957	655 ⁽³⁾	46.1%

- Sales of properties: View Pavilion in Shanghai, Sevilla Crest and Star Ruby in Hong Kong and Upper West Side, Hudson (Stage 2) in Melbourne
- Hotel operations and management: The increase was attributable mainly to contribution from commencement of operations of 2 new owned hotels
- Car park and facilities management: Gross profit increase 12.4% assuming constant exchange rate due to increase in car park and facilities management portfolio

(1) The segment revenue for the year ended 31 March 2014 include the sales of properties in Singapore amounting to HK\$498mn

(2) Recurring EBITDA = earnings before taxation, interest income, dividend income, finance costs, treasury management expenses, depreciation and amortisation, pre-opening expenses, change in fair value of investment properties, change in fair value of derivative financial instruments, change in fair value of investment securities, provision for impairment loss on interest in an associate and other non-recurring items, including earnings before tax in relation to the sales of apartments in Singapore

(3) One off gain of HK\$259mn relating to a compulsory acquisition of a property in Singapore in the previous financial year which was not repeated in FY2015

GP Margin Analysis

	FY 2015				FY 2014			
	Revenue	Gross profit (before depreciation)		Gross profit (after depreciation)	Revenue	Gross profit (before depreciation)		Gross profit (after depreciation)
	HK'M	HK'M	%	HK'M	HK'M	HK'M	%	HK'M
Sales of properties	2,962	1,086	36.7%	1,086	2,087 ⁽¹⁾	729 ⁽¹⁾	34.9%	729 ⁽¹⁾
Hotel operation and management	1,454	951	65.4%	691	1,287 ⁽¹⁾	848 ⁽¹⁾	65.9%	652 ⁽¹⁾
Car park operations and facilities management	616	143	23.2%	124	613	148	24.1%	129
Leasing and others	78	45	57.7%	45	79	43	54.4%	43
	5,110	2,225	43.5%	1,946	4,066	1,768	43.5%	1,553

- Sales of properties: Margin increased mainly due to high profit margin in View Pavilion, Shanghai
- Hotel: Margin decreased mainly due to decline in RevPar in Hong Kong hotel operation
- Car park: Gross profit contribution decreased due to lower Australian dollar exchange rate against Hong Kong dollar

(1) Sales of properties for the financial year ended 31 March 2014 ("FY2014") was adjusted to include sale of Dorsett Residences Singapore amounting to HK\$498 million and gross profit of HK\$147 million which was part of Dorsett's revenue and gross profit in FY2014

Dual Engine Strategy & Balanced Regional Portfolio

➤ Dual Engine Strategy :

Residential property development: High growth potential

Hotel and Car Park and facilities management: Stable cash flow

➤ Regional approach:

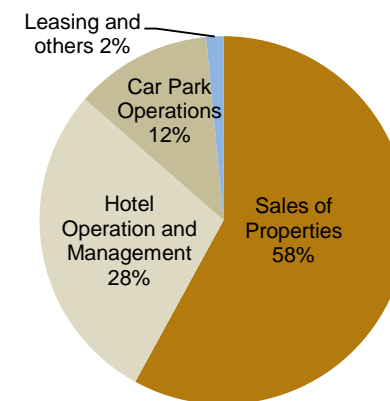
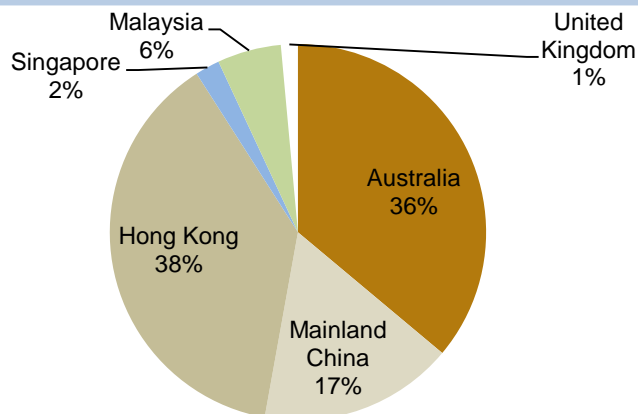
Risk diversification

Take advantage of different property cycles in the different markets

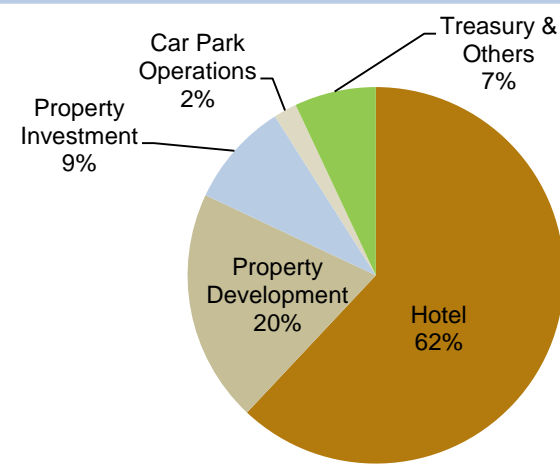
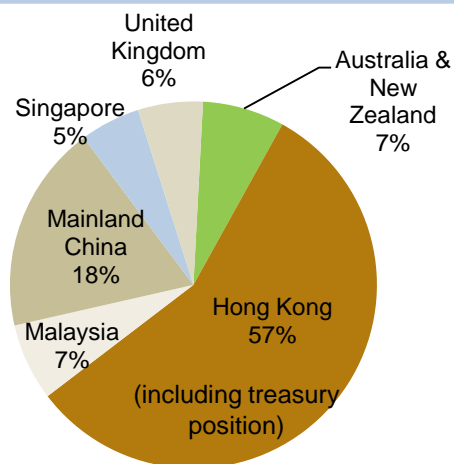
By Geography

By Business

Revenue Breakdown (FY2015)



Total Assets Breakdown (31.3.2015)⁽¹⁾



(1) Adjusted for hotel revaluation surplus

Prudent Capital Management

	Dorsett	FEC consolidated	
	As at	As at	As at
	31.3.2015	31.3.2015	31.3.2014
	HK\$ million	HK\$ million	HK\$ million
Bank loans and bonds ⁽¹⁾			
Due within 1 year	1,339	3,821	2,846
Due 1-2 years	179	530	2,716
Due 2-5 years	3,731	5,167	3,917
Due more than 5 years	230	301	337
	5,479	9,819	9,816
Investment securities	644	1,151	1,023
Bank and cash balances	667	2,336	1,970
Liquidity position	1,311	3,487	2,993
Net debts ⁽²⁾	4,168	6,332	6,823
Carrying amount of the total equity	3,829	10,261	9,951
Add: hotel revaluation surplus	10,976	10,976	10,954
Total equity adjusting for hotel revaluation surplus	14,805	21,237	20,905
Net gearing ratio (net debt to adjusted equity)	28.2%	29.8%	32.6%

Syndicate Loan: H+1.9% p.a (all-in) [HK\$ 1.7bn, 5-year, due Jun 2018]

FEC RMB Bond: 4.67 % p.a. (Equivalent USD rate) [RMB1bn, 3-year, coupon 5.875%, due Mar 2016]

Dorsett RMB Bond: 4.97% p.a. (Equivalent USD rate) [RMB850mn, 5-year, coupon 6%, due Apr 2018]

(1) The borrowings in the Company's consolidated statement of financial position include an amount of approximately HK\$521mn reflected as current liabilities as such sum is not repayable within one year. This sum is shown as current liabilities as the banks and/or financial institutions have discretionary rights to demand immediate repayment. There has been no demands for immediate repayment from any bank and/or financial institution

(2) Net debt represents total bank loans and bonds less bank and cash balances, and investment securities

Prudent Capital Management (Cont'd)

	As at 31.3.2015
	HK\$ million
Investment securities	1,151
Bank and cash balances	2,336
Liquidity position	3,487
Construction development	2,200
Corporate use	1,300
Undrawn banking facilities	3,500

- Capital expenditures were funded by bank borrowings and internal resources
- Substantial capacity to fund current and future projects
- To increase the financing flexibility for the Group, the Group intends to establish a Medium Term Note (“MTN”) programme in the near future. Further details will be issued upon the establishment of the MTN programme.

Healthy Interest Coverage

Financial year	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>
	HK\$m	HK\$m	HK\$m	HK\$m	HK\$m	HK\$m	HK\$m
Profit before tax	222	493	555	718	1,024	1,246	1,328
Finance cost	126	110	186	166	168	281	224
Depreciation and amortisation	79	84	129	152	181	234	297
EBITDA	427	687	870	1,036	1,373	1,761	1,849
Interest Coverage (EBITDA / finance cost)	3.4	6.2	4.7	6.2	8.2	6.3	8.3

Strong NAV Backing

	As at 31.3.2015 HK\$ million
Equity attributable to shareholders	9,144
Add: Hotel revaluation surplus (adjusted for minority interest) HK\$10,976 million @ 73.97%	8,119
Total net asset value	17,263
No. of shares issued ("million")	1,914
Adjusted net asset value per share	HK\$9.02

- Revaluation surplus of land for residential development was not factored in
- Valuation of each of Group properties to be included in privatisation circular

Proven Track Record

Financial Year ended 31 March

	2009	2010	2011	2012	2013	2014	2015	CAGR
Revenue (HK\$m)	1,733	2,342	1,654	1,761	3,732	4,066	5,110	19.8%
Gross profit (HK\$m)	728	799	756	848	1,027	1,553	1,946	17.8%
Profit before tax (HK\$m)	222	493	555	718	1,024	1,246	1,328	34.7%
Profit after tax (HK\$m)	105	358	446	615	1,078	1,026	998	45.5%
Net profit attributable to shareholders (HK\$m)	86	324	394	448	903	914	957	49.4%
Net assets value attributable to shareholders (HK\$m)	4,744	6,126	7,027	7,452	8,013	8,750	9,144	11.6%
Net assets value attributable to shareholder (HK\$m) (adjusting for hotel revaluation surplus)	7,671	11,126	11,397	13,117	14,942	16,864	17,263	14.5%
EPS (HK cents)								
- Basic	5	18	21	23	50	51	51	47.3%
- Diluted	2	18	21	23	50	51	51	71.6%
Dividend per share (HK cents)								
- Interim	1	2	2	1	2	3	3	
- Final	2	4	5	5	11	12	13	
- Total	3	6	7	6	13	15	16	32.2%

3. Review of Operations

Property Development



Summary of Project Presales/Pipeline

Projects under presale @31.3.2015	Location	Cumulative presale (HK\$m)	Expected sellable floor Area (sq. ft.)	Expected balance GDV (HK\$m)	Expected completion ⁽¹⁾	Cumulative presale as % of GDV	Launch Time
1 UWS stage 3 - Midtown	Melbourne	688	167,000	688	FY 2016	100%	FY2013
2 View Pavilion (remaining)	Shanghai	149	110,000	371	FY 2016	40%	FY2014
3 Eivissa Crest	Hong Kong	586	36,000	757	FY 2016	77%	FY2015
4 UWS stage 4 - Manhattan	Melbourne	1,738	388,000	1,738	FY 2017	100%	FY2014
5 King's Manor	Shanghai	176	712,000	2,652	FY 2017	7%	FY2015
6 Dorsett Bukit Bintang	Kuala Lumpur	397	215,000	953	FY 2017	42%	FY2015
7 The FIFTH	Melbourne	1,029	284,000	1,223	FY 2018	84%	FY2015
Sub-total: Cumulative contracted presales		4,763	1,912,000	8,382		57%	
8 The Towers at Elizabeth Quay	Perth	1,733 ⁽²⁾	320,000	2,762	FY 2019	63%	FY2015
Total presales value		6,496	2,232,000	11,144		58%	

Other development pipeline

Projects	Location	Expected Presale Launch Time	Expected sellable floor Area (sq. ft.)	Expected GDV (HK\$ M)	Expected completion
9 Tan Kwai Tsuen	Hong Kong	FY2016	48,000	800	FY 2016
10 Royal Riverside	Guangzhou	FY2016	688,000	2,150	FY 2017
11 Sha Tau Kok	Hong Kong	FY2017	99,000	795	FY 2018
12 The Royal Crest II	Shanghai	FY2016	259,000	938	FY 2018
13 Wong Tai Sin	Hong Kong	FY2016	67,000	1,073	FY 2019
14 Tai Wai	Hong Kong	FY2017/18	33,000	407	FY 2019
15 Sham Shui Po	Hong Kong	FY2017/18	28,000	497	FY 2019
16 West Side Place Phase 1	Melbourne	FY2016	524,000	3,027	Planning
17 West Side Place Phase 2		Planning	500,000	3,162	Planning
18 West Side Place Phase 3		Planning	400,000	2,530	Planning
19 West Side Place Phase 4		Planning	576,000	3,642	Planning
20 Alpha Square	London	FY2017/18	387,000	4,434	Planning
Sub total (pipeline)			3,609,000	23,455	
Total (presales+ pipeline)			5,841,000	34,599	

(1) Expected completion may vary which subject to construction program and relevant authority permits obtained

(2) The amount represents registered presales. A registered presales is an expression of interest for an apartment where a booking fee has been paid to reserve an apartment. No sale and purchase agreement has been entered into and there is no assurance that this expression of interest will lead to the eventual entering of a sale and purchase agreement for the reserved apartment

Clear Visibility of Cashflow Stream

Expected completion in FY2016

Under presale



Upper West Side Stage 3, Melbourne
282 apartments
167,000 sq. ft. SFA
100% pre-sold



View Pavilion, Shanghai
107 apartments
110,000 sq. ft. SFA
40% pre-sold



Eivissa Crest, Hong Kong
106 apartments
36,000 sq. ft. SFA
77% pre-sold

Other pipeline



Tan Kwai Tsuen, Hong Kong
24 town houses
48,000 sq.ft SFA
Expected launch in FY2016

Project under presale	Location	Expected sellable floor Area (sq. ft.)	Expected balance GDV (HK\$m)
UWS stage 3 - Midtown	Melbourne	167,000	688
View Pavilion(remaining)	Shanghai	110,000	371
Eivissa Crest	Hong Kong	36,000	757
Tan Kwai Tsuen	Hong Kong	48,000	800
Sub-total (FY2016)		361,000	2,616

Clear Visibility of Cashflow Stream

Expected completion in FY2017*

Under presale



Upper West Side Stage 4, Melbourne
641 apartments
388,000 sq. ft. SFA
100% pre-sold



King's Manor, Shanghai
479 apartments and 90 townhouses
712,000 sq. ft. SFA
7% pre-sold



Dorsett Bukit Bintang, Kuala Lumpur
252 apartments
215,000 sq. ft. SFA
42% pre-sold

Other pipeline



Royal Riverside, Guangzhou
5 residential tower
688,000 sq. ft., SFA
600 apartments
Expected launch in FY2016

Project under presale	Location	Expected sellable floor Area (sq. ft.)	Expected balance GDV (HK\$m)
UWS stage 4 - Manhattan	Melbourne	388,000	1,738
King's Manor	Shanghai	712,000	2,652
Dorsett Bukit Bintang	Kuala Lumpur	215,000	953
Royal Riverside	Guangzhou	688,000	2,150
Sub-total (FY2017)		2,003,000	7,493

Mid Term Pipeline is Robust

Expected completion in FY2018 and thereafter

Under presale



The Fifth, Melbourne
402 apartments
284,000 sq. ft. SFA
84% pre-sold
Expected completion in FY2018



The Towers at Elizabeth Quay, Perth
400 apartments,
320,000 sq. ft. SFA
63% registered pre-sold*
Expected completion in FY2019
Ritz Carlton Hotel with >200 rooms

Other pipeline



The Royal Crest II, Shanghai
180 apartments and 42 townhouses
259,000 sq.ft. SFA
Expected launch in FY2016



Wong Tai Sin, Hong Kong
234 apartments
67,000 sq.ft. SFA
Expected launch in FY2016



Sha Tau Kok, Hong Kong
263 apartments
99,000 sq.ft. SFA
Expected launch in FY2017

*The amount represents registered presales. A registered presales is an expression of interest for an apartment where a booking fee has been paid to reserve an apartment. No sale and purchase agreement has been entered into and there is no assurance that this expression of interest will lead to the eventual entering of a sale and purchase agreement for the reserved apartment

Mid Term Pipeline is Robust

Expected completion in FY2018 and thereafter (Cont'd)



Tai Wai, Hong Kong
Residential 33,000 sq.ft. SFA & Commercial
5,800 sq.ft. GFA
~118 apartments
Expected launch in FY2017/18



Sham Shui Po, Hong Kong
28,000 sq.ft., SFA
72 apartments
Expected launch in FY2017/18



West Side Place, Melbourne
Site acquisition completed in Apr 2014
~2,500 residential apartments and likely to
include 2 hotels
2,000,000 sq.ft. GFA
Expected launch (Phase 1) in FY2016



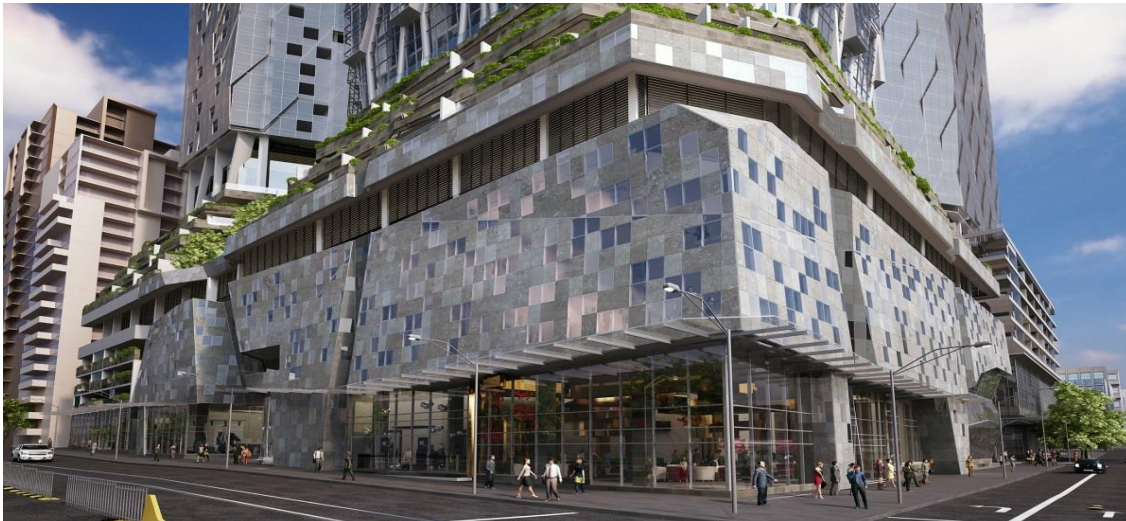
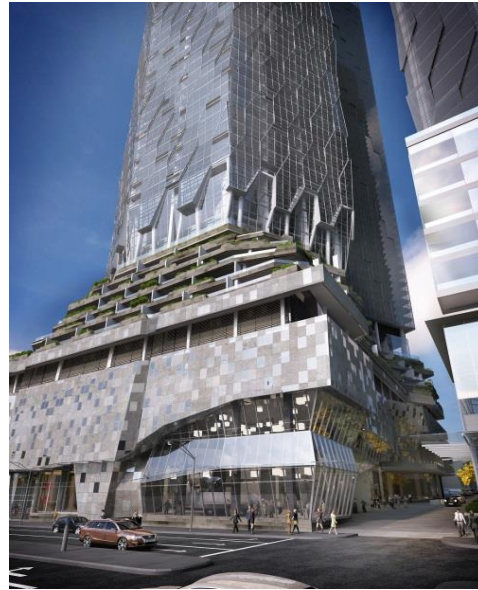
Alpha Square, London
Sites acquired in Feb 2014 and Jun 2014
Two sites combined to form Alpha Square
387,000 sq. ft. SFA,
Mixed use development
Expected launch in FY2017/18

	Total NIA ⁽¹⁾ sq.ft.
Residential	386,909
Hotel	51,625 (~300 rooms)
Retail	10,011
Other facilities	19,911
Affordable	101,161
	569,617

(1) Subject to planning approval

Project under presale	Location	Expected sellable floor Area (sq. ft.)	Expected balance GDV (HK\$m)
The FIFTH	Melbourne	284,000	1,223
The Towers at Elizabeth Quay	Perth	320,000	2,762
The Royal Crest II	Shanghai	259,000	938
Wong Tai Sin	Hong Kong	67,000	1,073
Sha Tau Kok	Hong Kong	99,000	795
Tai Wai	Hong Kong	33,000	407
Sham Shui Po	Hong Kong	28,000	497
West Side Place (4 phases)	Melbourne	2,000,000	12,361
Alpha Square	London	387,000	4,434
Sub-total (FY2018 and thereafter)		3,477,000	24,490

West Side Place – Melbourne



Land Bank

Land Bank	Location	Gross Floor Area (sq.ft.)
Fong Lok Wai	Hong Kong	410,000 ⁽¹⁾
California Garden - remaining	Shanghai	3,800,000 ⁽²⁾
Gangtonyuan	Guangzhou	500,000
New Times Plaza	Guangzhou	230,000
		<hr/> 4,940,000

(1) FEC has a 25.33% stake. Gross floor area indicated is the portion attributable to FEC

(2) Subject to planning permit approval

Growth in Rental / Investment Properties

Current Investment Properties	GFA (sq.ft.)	Pipeline Investment Properties	GFA (sq.ft.)
FEC Building, Central, Hong Kong (O)	16,000	UWS Stage 3-4, Melbourne (R)	15,000
FEC Building, Nathan Road, Hong Kong (O)	38,000	250 Spencer Street, Melbourne (R)	84,000
Basement to 5th floor, Silka Far East Hotel, Tsuen Wan, Hong Kong (R)	38,000	Elizabeth Quay, Perth (R)	18,000
Tsuen Wan Garden, Hong Kong (R)	41,000	Alpha Square, London (R)	10,000
Xintiandi Shopping Mall, California Garden, Shanghai (R)	250,000		
Rebecca Walk, Melbourne (R)	8,700		
Upper West Side Stage 1, Melbourne (R)	8,200		
Upper West Side Stage 2, Melbourne (R)	7,000		
Star Ruby retail, Hong Kong (R)	10,000		
Wuhan Shopping Mall (R)	386,000		
Dorsett, Singapore (R)	7,000		
Total	809,900		

Note: (R) – Retail

(O) – Office





3. Review of Operations

Hotel operations and management



Hotel Recurring EBITDA Continues to Rise

	Twelve months ended 31 March		
	2015 HK\$'000	2014 HK\$'000	Growth
Reported revenue	1,454,027	1,785,850	
Sales of apartment in Singapore	-	(498,392)	
Dividend / interest from securities and financial products investment	(21,823)	(17,024)	
Recurring revenue	1,432,204	1,270,434	12.7%
Profit before taxation	149,914	414,691	
Interest income	(2,870)	(2,588)	
Finance cost	164,481	167,261	
Depreciation and amortisation	259,850	196,474	
Reported EBITDA	571,375	775,838	
Pre-opening expenses	14,080	13,596	
Fair value gains of investment properties	(65,747)	-	
Fair value gain arising on transfers from completed properties for sale to investment properties	-	(130,870)	
Earnings before tax from sales of apartments in Singapore	-	(131,506)	
Dividend / interest from securities and financial products investment net of treasury management expenses	(21,823)	(17,024)	
Change in fair value of investment securities	14,879	18,242	
Change in fair value of derivative financial instrument	4,131	(676)	
Treasury management expenses	3,146	2,305	
Impairment loss on interest in an associate	20,631	-	
Gain on reclassification from hedge reserve to profit or loss upon recognition of the hedged item to profit or loss	-	(27,329)	
Recurring EBITDA	540,672	502,576	7.6%
Recurring EBITDA margin	37.8%	39.6%	

Growing Recurring Cash Flow Streams

Hotel Operating Statistics

	For the year	
	31.3.2015	31.3.2014
Hong Kong		
Occupancy rate ⁽ⁱ⁾	92.7%	93.9%
Average room rate (HK\$) ⁽ⁱ⁾	856	942
RevPAR (HK\$) ⁽ⁱ⁾	794	885
Malaysia		
Occupancy rate	64.7%	68.8%
Average room rate (HK\$)	491	519
RevPAR (HK\$)	318	357
Mainland China		
Occupancy rate	47.4%	54.3%
Average room rate (HK\$)	545	573
RevPAR (HK\$)	258	311
Singapore		
Occupancy rate	77.3%	67.2%
Average room rate (HK\$)	1,188	1,275
RevPAR (HK\$)	918	857
United Kingdom		
Occupancy rate	61.1%	NA
Average room rate (HK\$)	1,185	NA
RevPAR (HK\$)	724	NA
Group Total		
Occupancy rate	73.6%	76.7%
Average room rate (HK\$)	762	786
RevPAR (HK\$)	561	603

Noted:

(i) Included only hotels owned by the Group. RevPAR = Occupancy rate x average room rate

- During FY2015, 2 hotels commenced operations, namely Lushan Resort, Mainland China and Dorsett Shepherds Bush, London
- Increases in revenue due to contribution from newly opened hotels
- RevPAR for the Group decline mainly due to challenging conditions in a number of markets
- Short term conditions likely to remain challenging

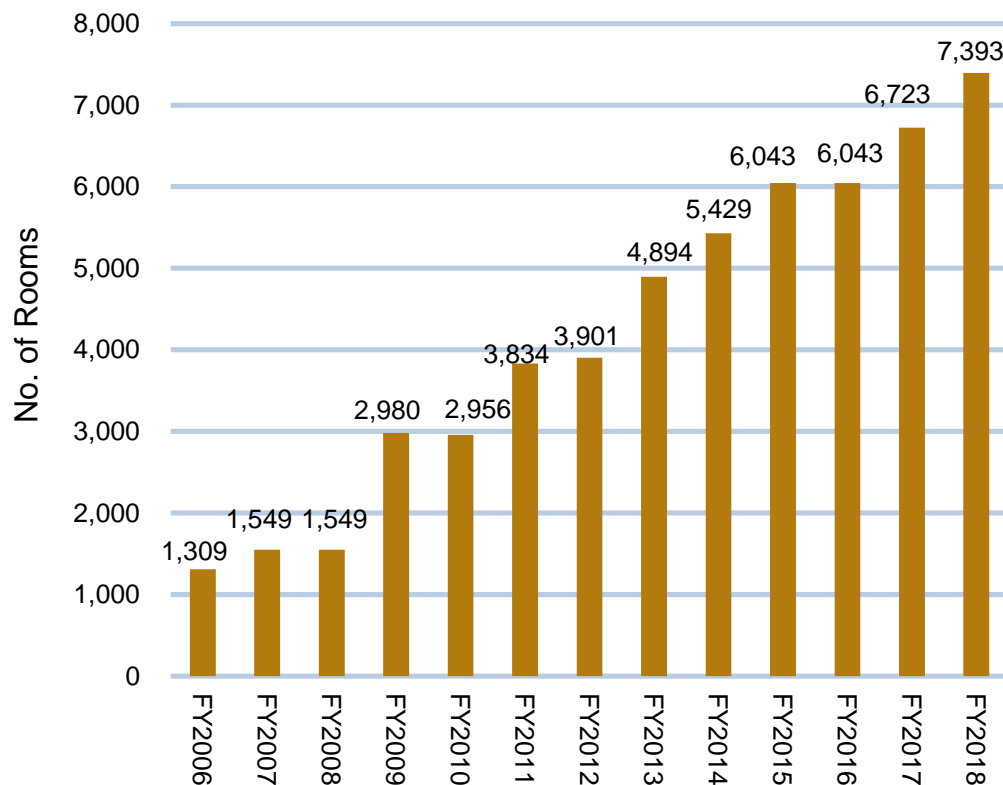


Substantial Development Profit Not on Balance Sheet

	City	Description	Rooms	Capital Value (HK\$m)	Book Value (HK\$m)	Revaluation Surplus (HK\$m)
Hotels in operation						
<u>Hong Kong</u>						
1 Cosmopolitan Hotel, Hong Kong	Hong Kong	Near Wanchai and Causeway Bay	454	2,623	359	2,264
2 Silka West Hong Kong, Hong Kong	Hong Kong	Booming new city in Hong Kong	141	427	112	315
3 Cosmo Hotel, Hong Kong	Hong Kong	Hong Kong's prime business area	142	683	127	556
4 Lan Kwai Fong Hotel@Kau U Fong	Hong Kong	CBD & premiere dining and entertainment zone	162	1,020	182	838
5 Silka Seaview, Hong Kong	Hong Kong	Close to Yau Ma Tei station next to Jade market	268	960	404	556
6 Silka Far East, Hong Kong	Hong Kong	Easy access to commercial hubs of Central & TST	240	656	149	507
7 Cosmo Hotel Mongkok	Hong Kong	Shopping neighbourhood of Mong Kok	285	1,085	243	842
8 Dorsett Kwun Tong, Hong Kong	Hong Kong	Located in the heart of Hong Kong East	361	1,120	326	794
9 Dorsett Tsuen Wan, Hong Kong	Hong Kong	Easy access to airport	547	1,505	923	582
<u>Malaysia</u>						
10 Dorsett Regency Kuala Lumpur	Kuala Lumpur	Heart of Kuala Lumpur's Golden Triangle	320	322	120	202
11 Grand Dorsett Subang	Subang Jaya	Commercial hub of Subang Jaya	478	723	259	464
12 Grand Dorsett Labuan	Labuan	Revitalised business district of Labuan	178	155	101	54
13 Silka Maytower Hotel & Serviced Residences	Kuala Lumpur	Central Kuala Lumpur	179	171	177	(6)
14 Silka Johor Bahru	Johor	Gateway between Singapore and Malaysia	252	167	115	52
<u>Mainland China</u>						
15 Dorsett Regency Wuhan	Wuhan	Heart of downtown	317	929	605	324
16 Dorsett Shanghai	Shanghai	Heart of Pudong	264	600	365	235
17 Dorsett Grand Chengdu	Chengdu	Famous historical Luoma Market	556	1,013	487	525
18 Lushan Resort	Lushan	Well know tourist destination	297	238	230	8
<u>Singapore</u>						
19 Dorsett Singapore	Singapore	Singapore's central business district	285	1,473	625	847
<u>United Kingdom</u>						
20 Dorsett Shepherd's Bush, London	London	Close to Westfield Shopping Centre, Earls Court and Olympia Exhibition Centres	317	822	571	250
Owned hotels under development						
21 Silka Tsuen Wan, Hong Kong	Hong Kong	Densely populated Kwai Chung district	410	520	295	225
22 Dorsett Grand Zhuji	Zhuji	Close to large pearl market outside of Hangzhou	200	-	-	-
23 Dorsett Zhongshan	Zhongshan	Heart of the business district	416	275	130	145
24 Dorsett City, London	London	Situated above the Aldgate tube station	270	379	208	171
25 Dorsett Shepherd's Bush, London II	London	Close to Westfield Shopping Centre, Earls Court and Olympia Exhibition Centres	54	306	82	223
Total as at 31.3.2015			7,393	18,170	7,194	10,976

Revaluation
surplus of
HK\$11.0bn in
hotel portfolio as
at 31.3.2015

Consistent Delivery of Room Growth



Currently Owns 20 Hotels with 5 Hotels in Pipeline

Number of hotel rooms is expected to grow by 22% over the next 3 years based on the existing pipeline

Region	No. of Owned and Operating Rooms as at 31.3.2015	No. of rooms in the pipeline for the next 3 yrs	Current Portfolio and Existing Pipeline no. of Rooms by 2018
Hong Kong	2,600	410	3,010
Malaysia	1,407	0	1,407
China	1,434	616	2,050
Singapore	285	0	285
UK	317	324	641
Total	6,043	1,350	7,393

- As at 31 March 2015, Dorsett operated 20 owned hotels (9 in Hong Kong, 5 in Malaysia, 4 in Mainland China, 1 in Singapore and 1 in London)
- 5 owned hotels in the development pipeline (1 in Hong Kong, 2 in Mainland China and 2 in London)

FEC Level Hotel Development Pipeline

Hotel Projects Under Development ⁽¹⁾	Location	Total no. of rooms ⁽¹⁾
Alpha Square	London	~300
Ritz Carlton Hotel	Melbourne	240
Ritz Carlton Hotel	Perth	>200
Sri Jati Service Apartment	Kuala Lumpur	>150
Total		>800

(1) The hotel names and the number of rooms may subject to change

New Hotels Opened Recently



Lushan Resort

- Midscale 4-star resort in Jiujiang
- 297 Guest Rooms
- 1 hour drive to Nanchang and 30-minute drive from Jiujiang Lushan Airport
- 5-minute drive to the magnificent famed Dong Lin Buddha statue



Dorsett Shepherd's Bush

- 8-storey hotel with 317 Guest Rooms
- Retain the building's historic facade, boasts modern architecture and design
- Located in the heart of vibrant Shepherds Bush in West London and close to Westfield London shopping centre

New Hotels Opened Recently (Cont'd)



Dorsett Shepherd's Bush

3. Review of Operations

Car park operations
and facilities management

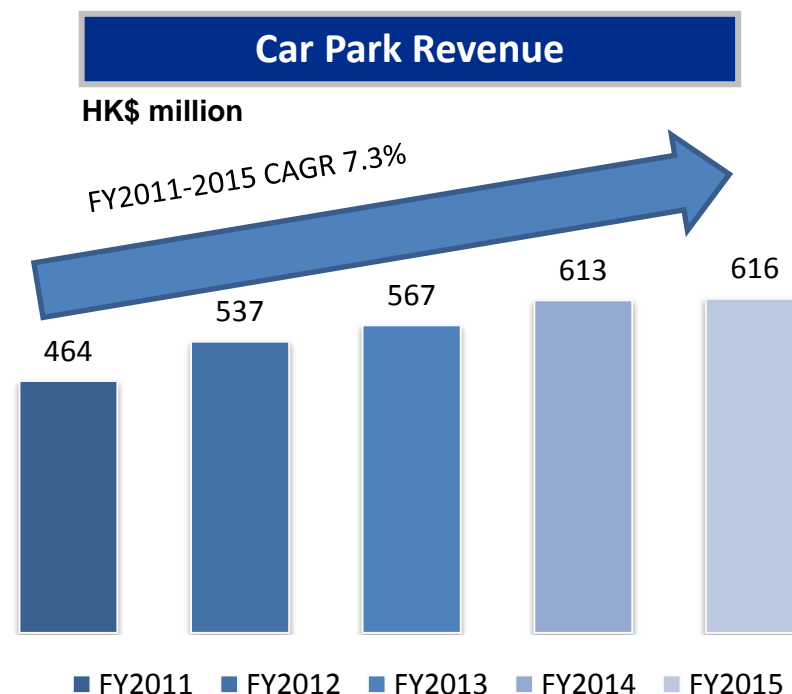


Steady Contribution from Car Park Business – Care Park

- Continue to generate steady recurring income
- In FY2015, 30 car parks and approx. 12,000 car parking bays added to portfolio
- Gross profit contribution increased by 12.4% (assuming constant exchange rate)



	As at 31 March 2015		As at 31 March 2014	
	No. of Car Park	No. of Bays	No. of Car Park	No. of Bays
Australia / New Zealand				
Owned and managed	21	4,008	19	3,521
Managed only	312	59,117	284	47,731
Malaysia				
Owned and managed	2	2,170	2	2,170
Total	335	65,295	305	53,422



Car Park Business – Care Park (Cont'd)

Advanced Technology

CARE ASSIST CONTROL ROOM SERVICES



AUTOMATION



Our Clients

MELBOURNE CRICKET CLUB Corporate Partner since 2010 Yarra Park / MCG Precinct parking operations 	READING ENTERTAINMENT Corporate Partner since 2000 3 sites operated throughout Australia and New Zealand 	CITY OF MELBOURNE Corporate Partner since 2011 Queen Victoria Market car park operation 
TAURANGA CITY COUNCIL Corporate Partner since 2009 2 sites operated throughout New Zealand 	VICTRACK Corporate Partner since 2007 8 sites operated throughout Victoria 	UNIVERSAL COLLEGE OF LEARNING Corporate Partner since 2014 UCOL car park operation 
MELBOURNE CONVENTION EXHIBITION CENTRE Corporate Partner since 2014 MCEC car park operation 	WINTERC Corporate Partner since 2014 2 sites operated throughout New Zealand 	CENTRO PROPERTIES GROUP Corporate Partner since 2006 2 sites operated throughout Australia 
DEPARTMENT OF HEALTH Corporate Partner since 2003 Launceston General Hospital car park operation 	SALTA PROPERTIES Corporate Partner since 2006 5 sites operated throughout Victoria 	HOBART CITY COUNCIL Corporate Partner since 2006 Cash collection contract 
ARCHDIOCESE OF WELLINGTON Corporate Partner since 2000 Hill Street car park operation 	OFFICEWORKS Corporate Partner since 2006 11 sites operated throughout Australia 	CENTREPORT Corporate Partner since 2006 3 sites operated throughout New Zealand 
LEND LEASE Corporate Partner since September 2012 EXO Docklands car park operation 	SPOTLIGHT GROUP Corporate Partner since July 2004 7 sites operated throughout Australia 	

Facilities Management Services - APM



- Asset light business model
- Expanded operation to include property management services in Australia (mainly in Brisbane, Melbourne and Adelaide) and Johor Babru, Malaysia
- Facilities management expected to grow steadily
- As at 31 March 2015, the Group has 35 contracts in relation to facilities management services under the brand of Australian Property Management (APM)
- Our clients:



NorthBank

- 188 apartments, 16 floors
- Services Provided: Building Management, Cleaning, Security & Car Park Management



Upper West Side

- "UWS" is a 2,200 apartment development located in the heart of Melbourne's CBD, situated between Spencer Street, Bourke Street and Lonsdale Streets



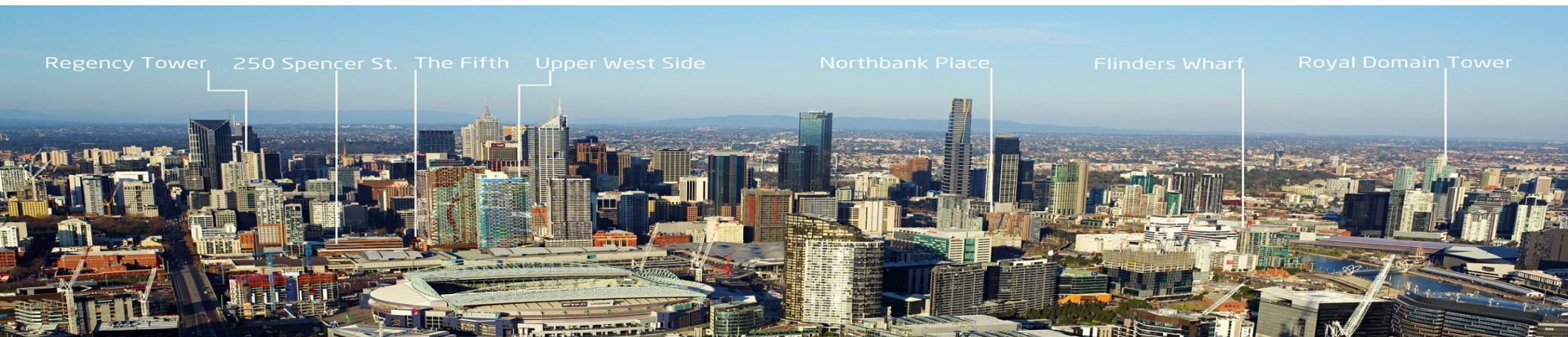
Vogue

- 505 apartments, 30 floors
- Services Provided: Building Management, Owners Corporation Management, Cleaning, Security, Car Park Management & Concierge Services

4. Prospects



Market Outlook



Australia

- Expected to remain buoyant due to the low interest rate environment and potential further interest rate cuts in the coming months, which will help affordability of Australian real estates among buyers

Mainland China

- The Central Government has been making an endeavour to facilitate the transformation of its economy into a sustainable “new normal” model
- Real estate market turning positive

Hong Kong

- Hong Kong’s low interest rate environment and strong domestic underlying demand should continue to support the residential market till the United States begins to enter into an upward interest rate cycle

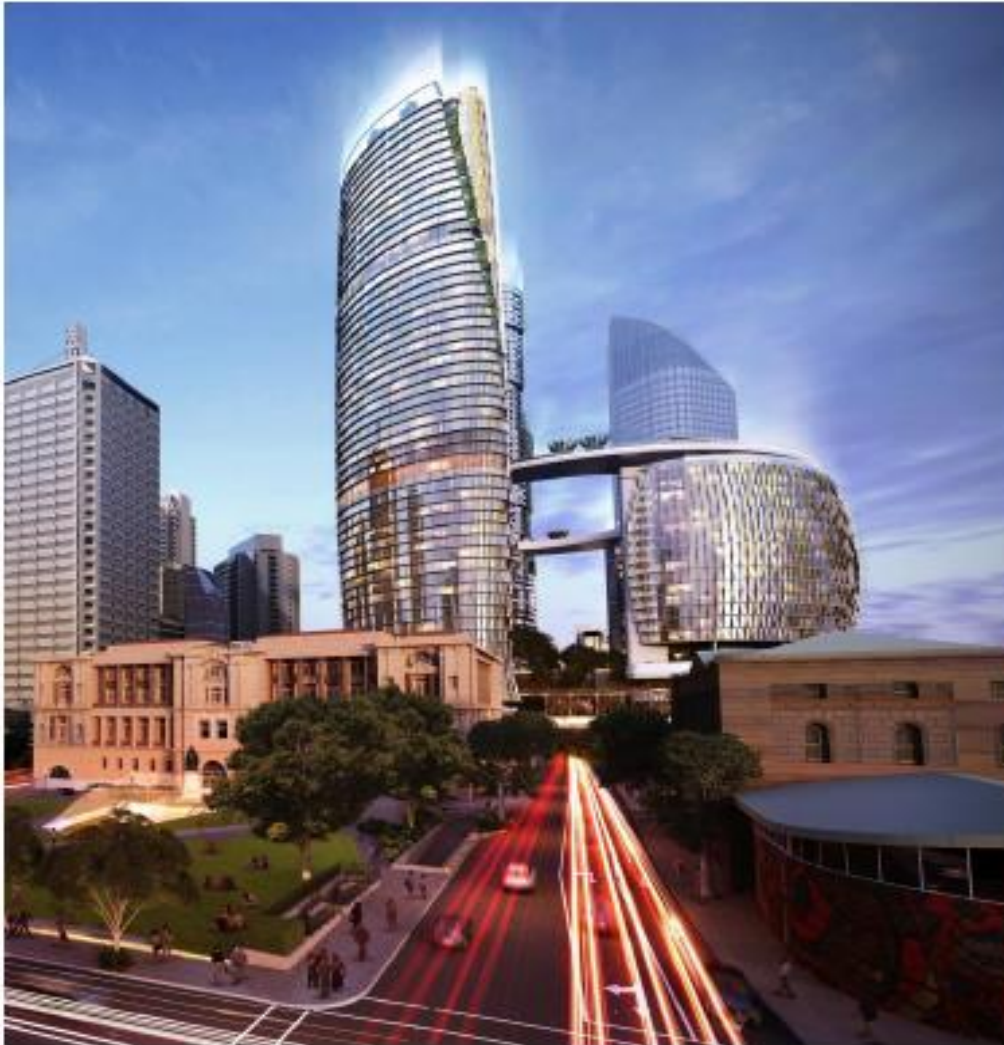
United Kingdom

- Expected that the overall macro-economic environment will continue to show positive signs
- The residential market within the United Kingdom should remain attractive to investors due to robust demands from local and foreign buyers

Company Outlook

- Maintain its regionalization strategy and continue to diversify its earnings stream to achieve sustainable growth
- Presales at **HK\$6.5bn** as at 31.3.2015
- **Clear visibility of revenue stream:** Pipeline development projects amounted to **~HK\$35bn**
- Liquidity at HK\$3.5bn and low net gearing at 29.8% provides substantial war chest
- **Recurring cashflow stream to grow:** Continue to develop its hotel operation in Asia and the United Kingdom and actively pursue suitable opportunities in different cities
- Queen's Wharf Project in Brisbane will transform the Group with additional recurring income source from the gaming industry

Queen's Wharf Brisbane Consortium Project – Potential Future Growth Driver



- Consortium to jointly develop proposal for the development of Queen's Wharf Brisbane site, Australia. Plan to include an integrated resort with a casino
- > 2,000 Residential Apartments: FEC and Chow Tai Fook Enterprises Limited contribute the required capital on 50:50 basis
- Integrated Resort: FEC, Chow Tai Fook Enterprises Limited and Echo Entertainment Group contribute the required capital on 25:25:50 basis
- Echo Entertainment Group will be the gaming operator. Echo currently is the incumbent operator/owner in Brisbane for the Treasury Casino
- Total site area 9.4 hectare
- One of the two shortlisted proponents
- For details: www.destinationbrisbaneconsortium.com.au

Queen's Wharf Brisbane Consortium Project – Potential Future Growth Driver

Our proposal includes :

- The iconic signature “Arc” building
- Five new premium hotel brands, three 6-star venues, including Ritz-Carlton and Rosewood
- 50 restaurants and bars
- Dozens of unique attractions, including a spectacular water and light show,
- Riverfront moonlight cinema
- 12 football fields of public event space
- Attract 1.39 million new tourist every year



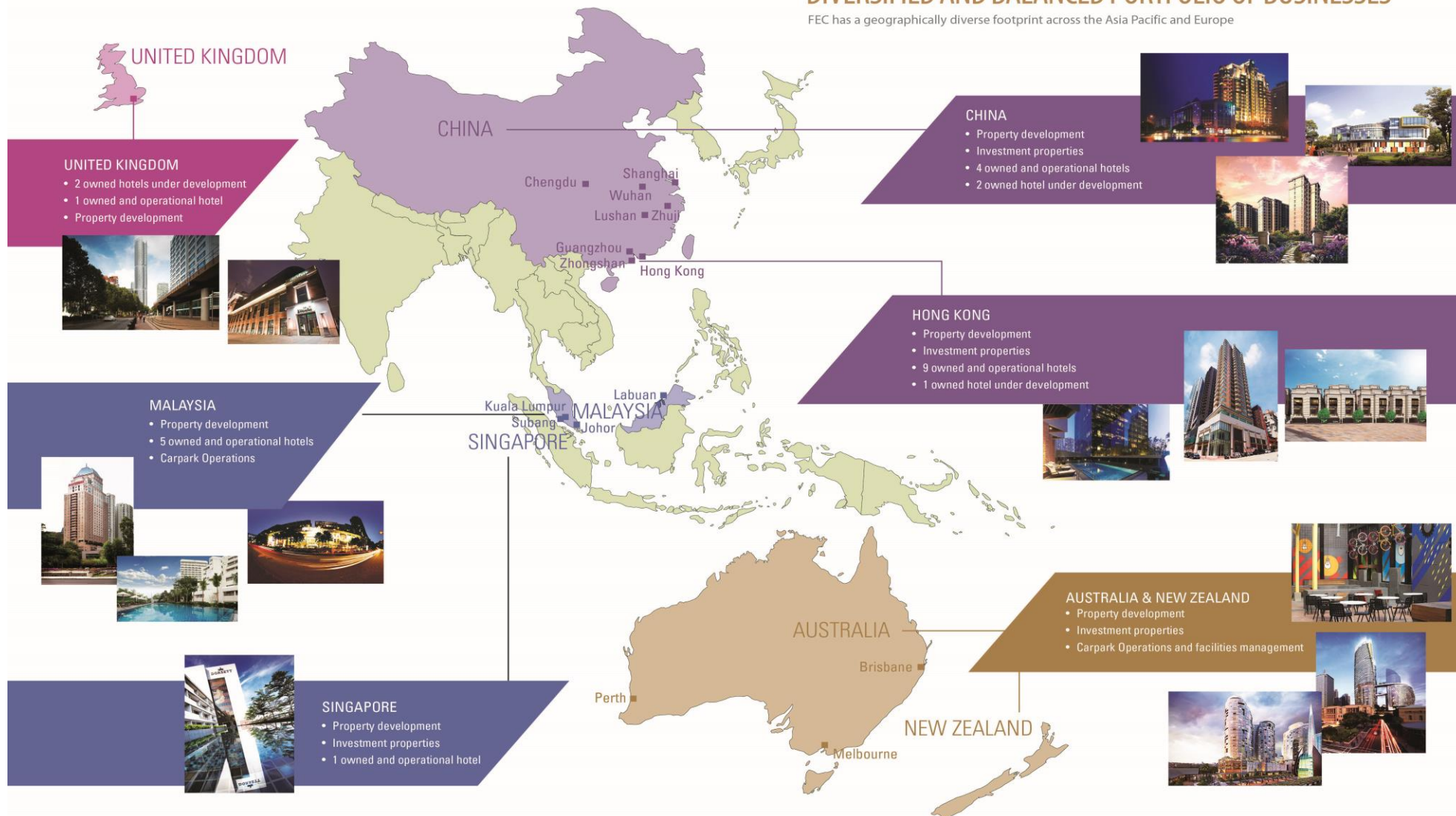


Thank You
Questions & Answers

Appendix I: Diversified and Balanced Portfolio

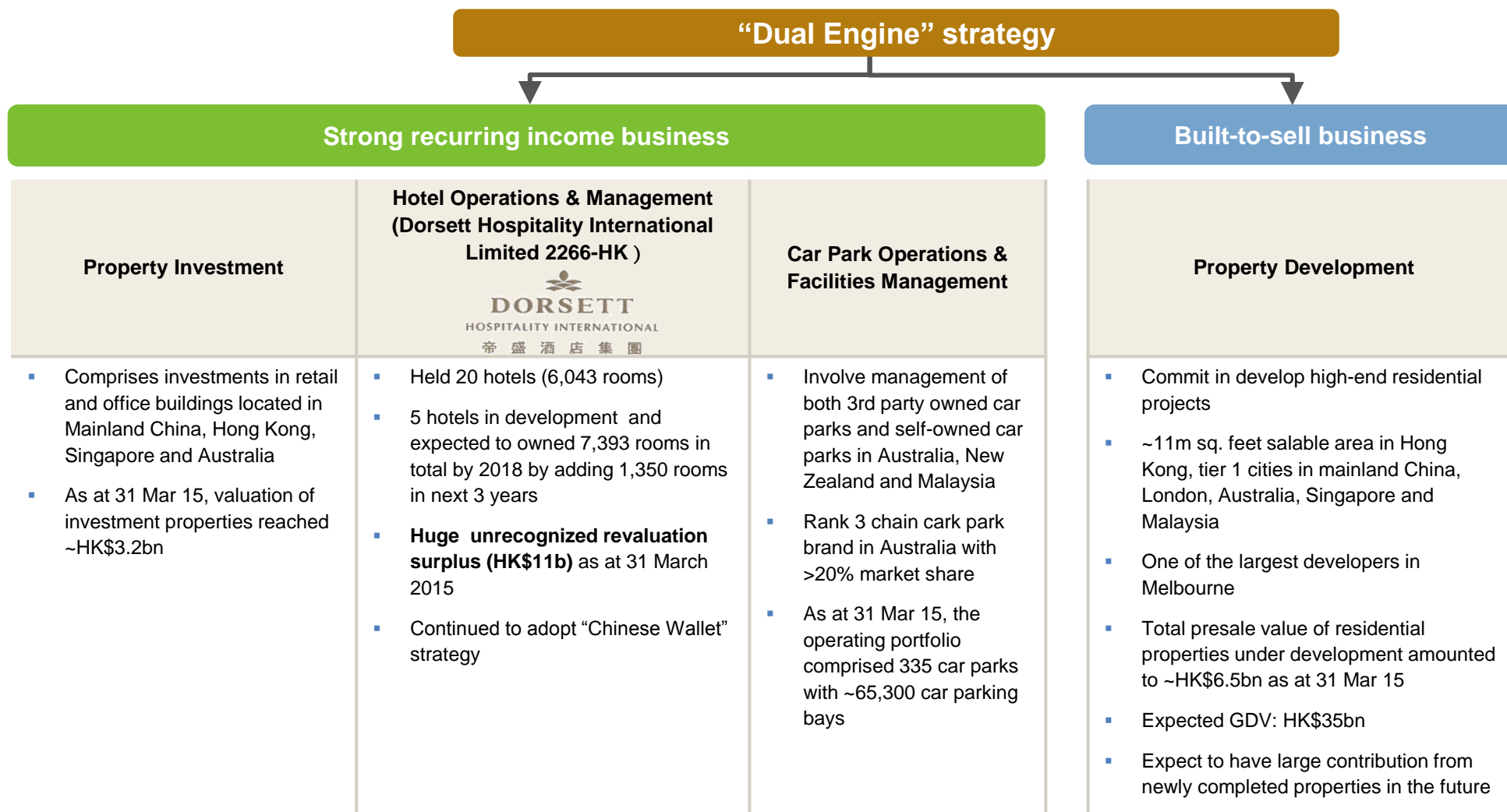
DIVERSIFIED AND BALANCED PORTFOLIO OF BUSINESSES

FEC has a geographically diverse footprint across the Asia Pacific and Europe

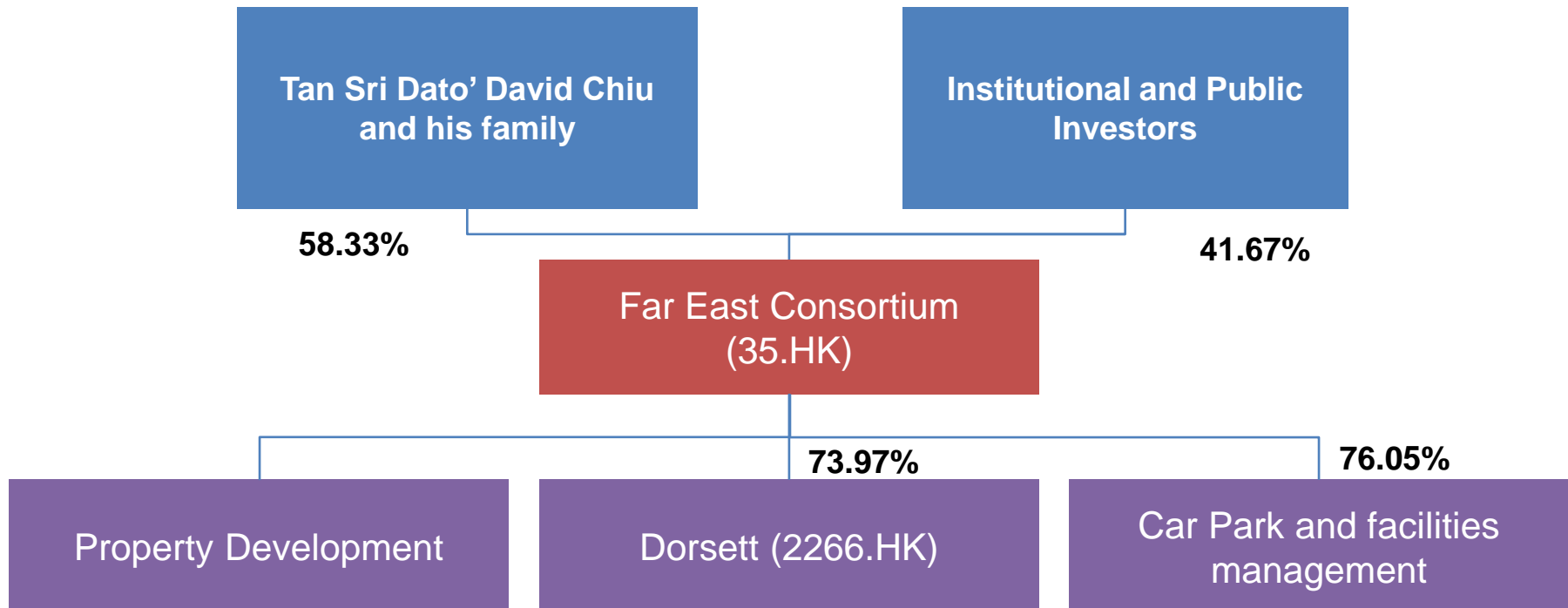


Appendix II: Business Overview

“Double Engine” strategy provide stable growth

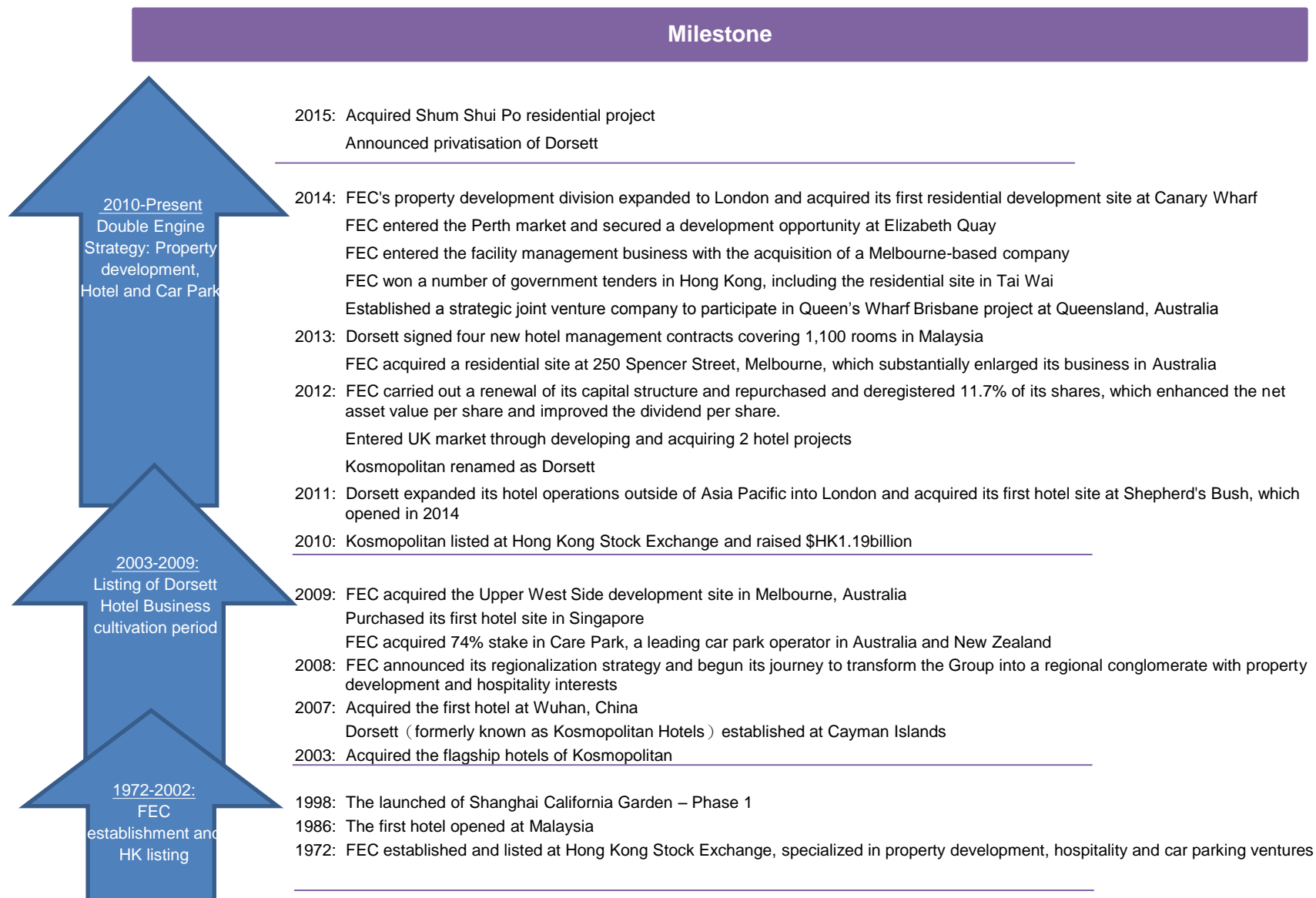


Appendix III: Shareholder Structure



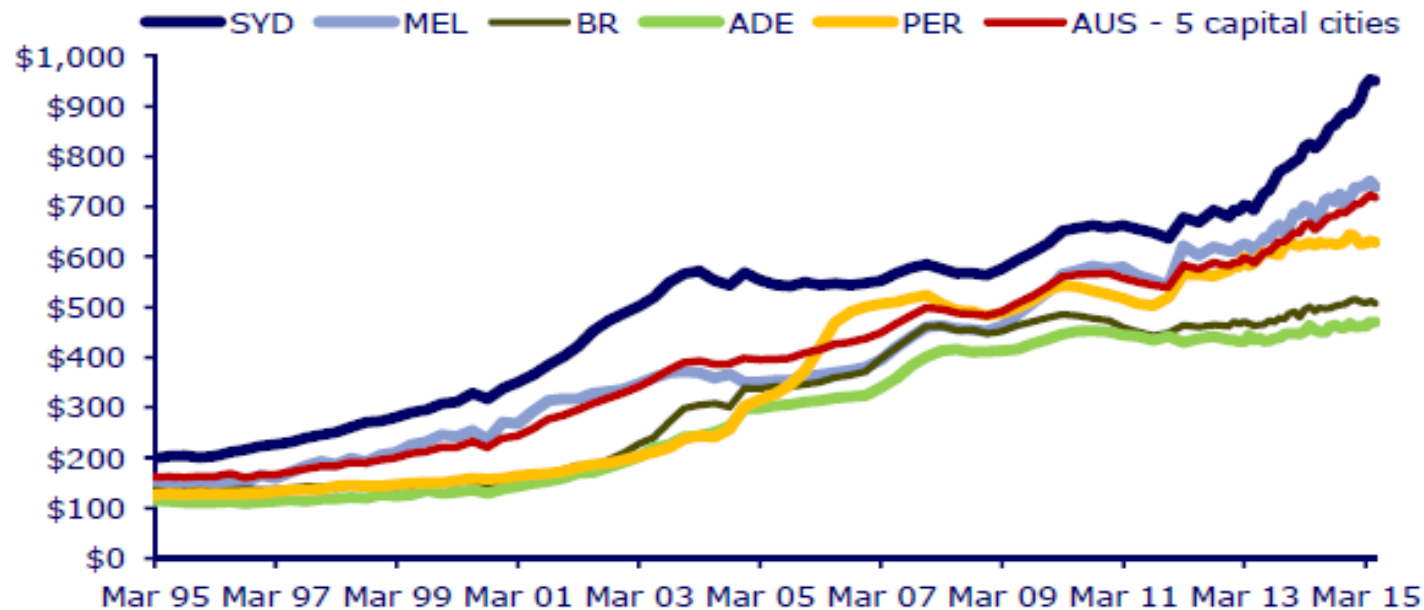
Note: As at 24th June 2015

Appendix IV: Company Milestone



Appendix V: Australia Residential Property Market Data

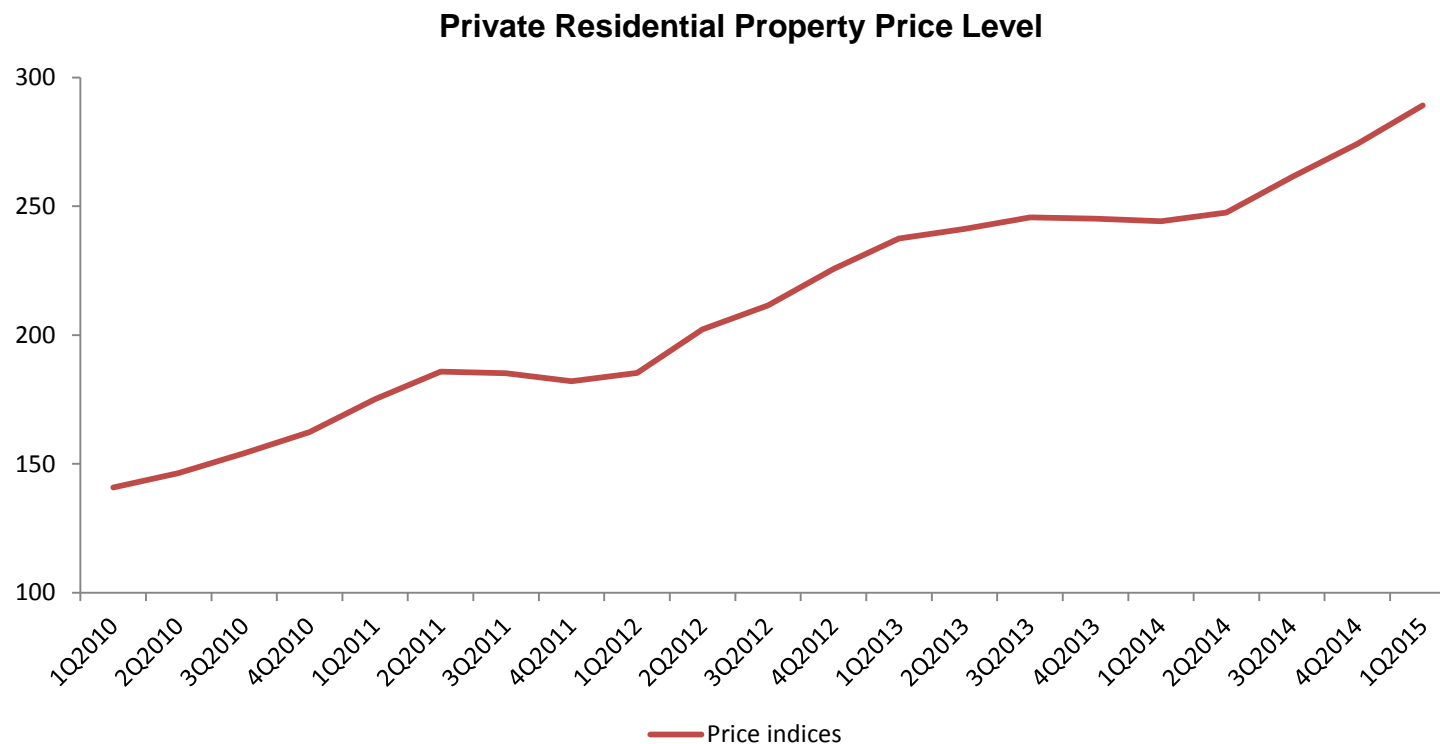
Australian Median House Prices (\$A' 000)



SYD: Sydney MEL: Melbourne BR: Brisbane ADE: Adelaide PER: Perth

Source: RP Data

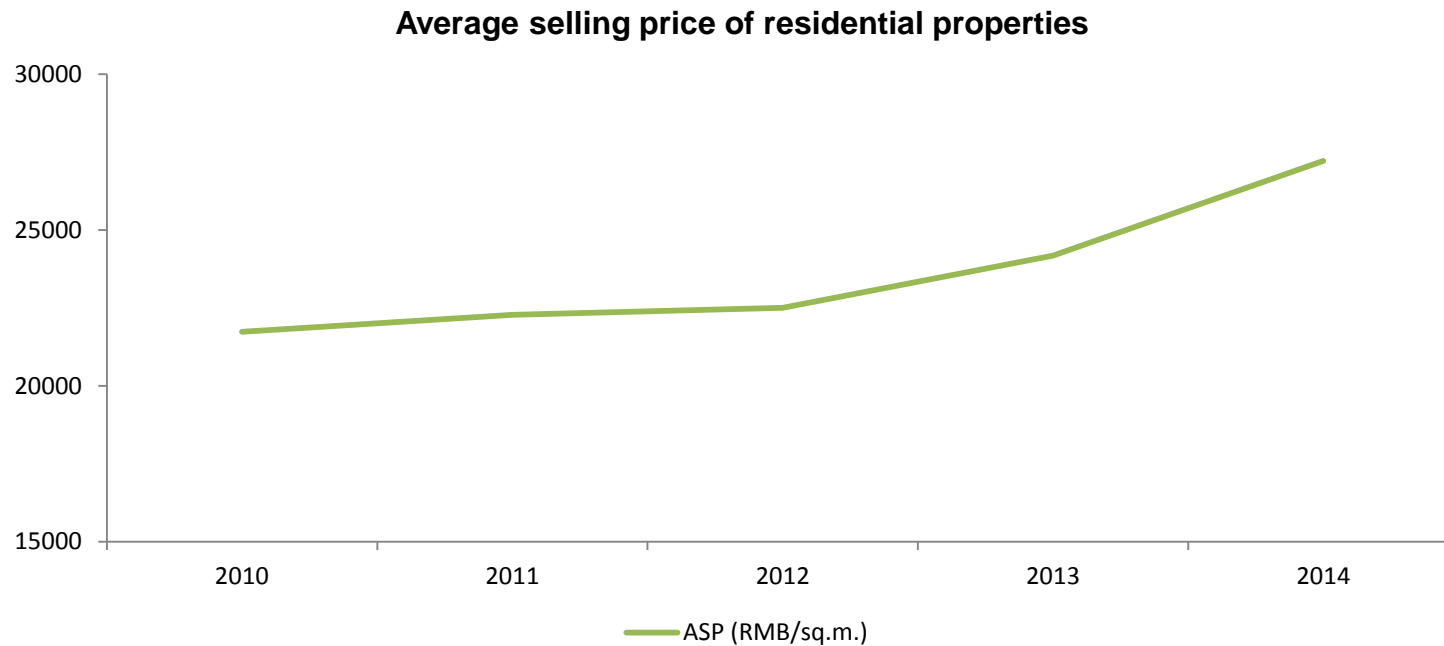
Appendix V: Hong Kong Residential Property Market Data



Price indices base year : 1999

Source: Rating and Valuation Department, HKSAR

Appendix V: Shanghai Residential Property Market Data



Source: CRIC