



新創建 NWS

FY2020 Annual Results

Analyst Presentation

30 September 2020



Table of Contents

NWS Core Competencies & Financial Summary

Section 1

Core Business & Strategic Portfolio Highlight

Section 2

Environment, Social & Governance

Section 3

Appendices

Core Competencies

Solid & Resilient Business with Visible Recovery Prospect

- ✓ No structural change in our resilient operations/assets
- ✓ Long term sustainable growth
 - Organic – Roads, Insurance, Construction
 - Opportunistic Acquisition – distressed roads, infra & logistics, insurtech & digitalization



Prudent Financial Policy Underpinning for Growth & External Shocks

- ✓ Well-managed financial profile & stable & manageable gearing at 31%
 - Agile responses to minimize impact of external shock
- ✓ Quality businesses/assets with strong recurring cashflow



Sustainable & Progressive Dividend Policy

- ✓ Strong balance sheet able to absorb any shock/uncertainty for shareholders
 - Maintain absolute DPS despite COVID-19



Strong Management Track Record with Meaningful Portfolio Restructuring Progress

- ✓ Material progress in last 2 years despite adverse market condition
 - BCIA, Bus, Ferry, Ports
 - Acquired FTLife Insurance, Changliu Expy, Sui-Yue Expy & Suiyuenan Expy



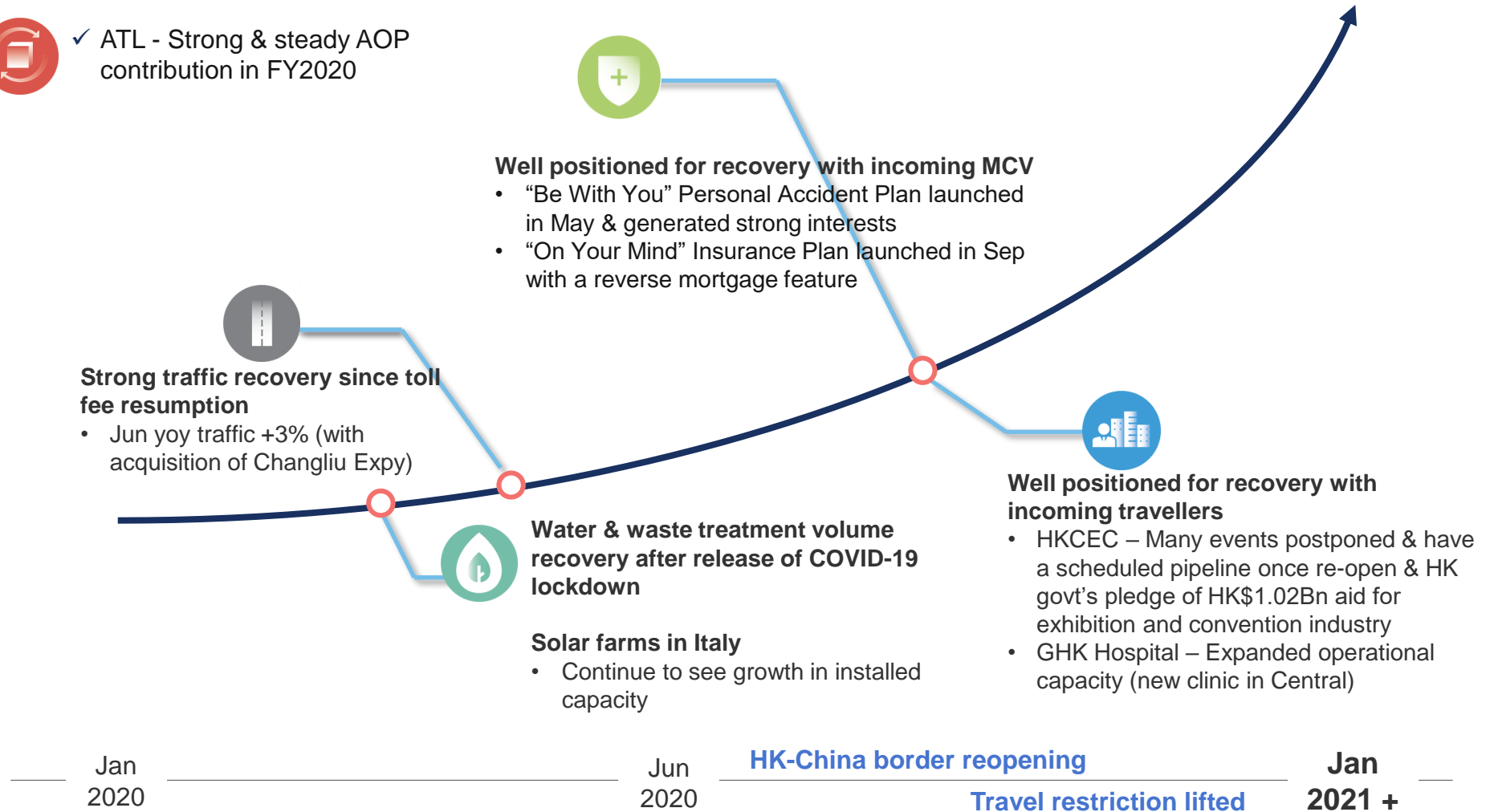
NWS Post- COVID-19 Recovery

Solid & Resilient Business with Visible Recovery Prospect



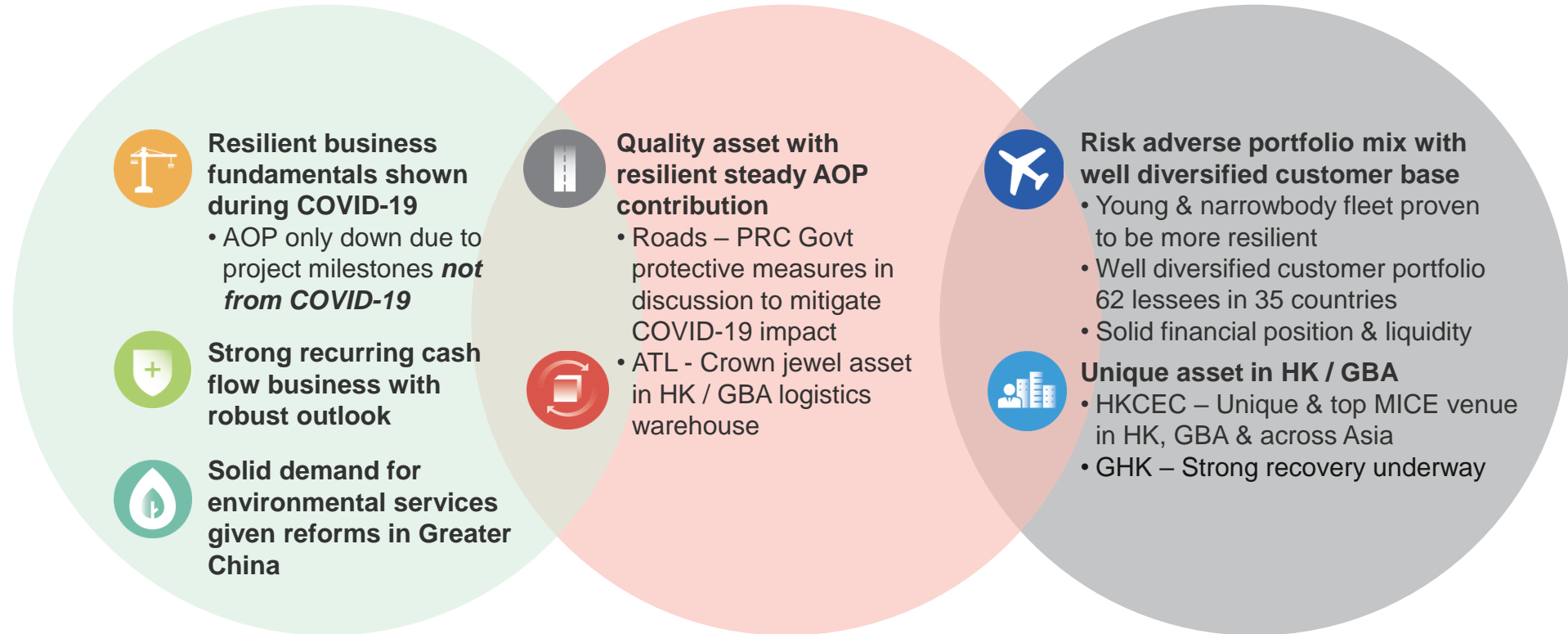
Steady & solid performance during COVID-19

- ✓ Capturing new premium projects in public & private sector – Kai Tak, Murray Road, etc
- ✓ ATL - Strong & steady AOP contribution in FY2020



Defensive nature of NWS business

Risk Management



Resilient AOP / Cash flow

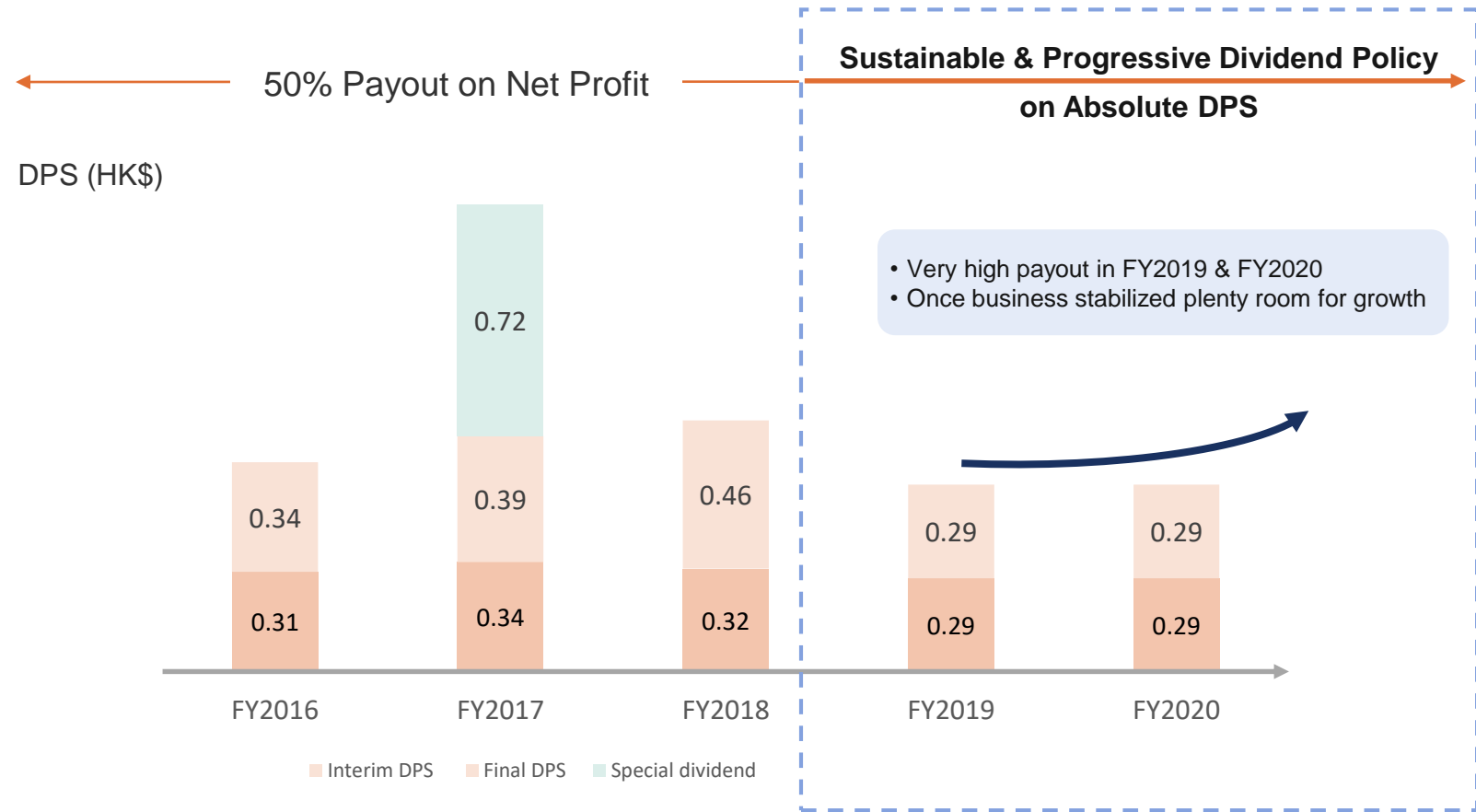
Solid & quality asset/business

Affected by COVID-19

Sustainable & Progressive Dividend Policy Supported by Strong Balance Sheet

Dividend Policy

17 Consecutive Years of Dividend & Counting



Non-core assets disposal
c.HK\$1.7Bn



Cash on hand
HK\$13.2Bn



Unutilized committed
banking facilities
c.HK\$14.6Bn

NWS Strategic Development



Strategic Roadmap

Disposals of non-core assets

- BCIA
- Hip Seng Group
- Tianjin Orient Container Terminals
- Tianjin Five Continents Int'l Container Terminal
- New World First Ferry (60%)
- NWS Transport Services Ltd (100%)

Senior Management addition

- Strengthen management team with the appointment of new executive members
- More capital market focused in-line with shareholders

Business portfolio revamp for growth – New business / asset

- FTLife Insurance
- Suiyuenan Expy, Sui-Yue Expy & Changliu Expy

Re-defining Core Business & Strategic Portfolio Sustainable & Progressive Dividend Policy

Jan 2018 — Jun 2018 — Jan 2019 — Jun 2019 — Jan 2020 — Jun 2020 — Jan 2021+ →

Rejuvenated & agile management to create & unlock value for shareholders

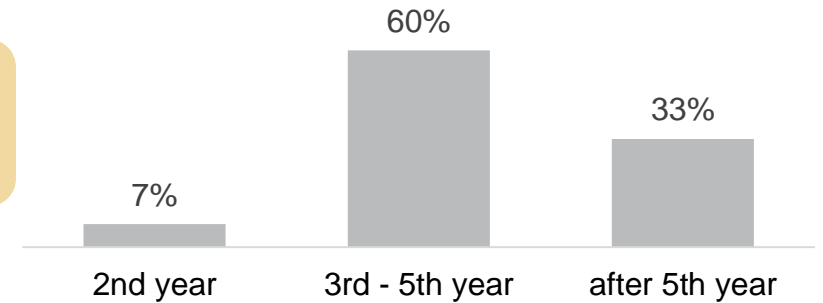
Prudent Financial Policy Underpinning for Growth & External Shocks

Financial Policy

Well-managed maturity profile allowing financial flexibility for operations, potential investments & growth plans

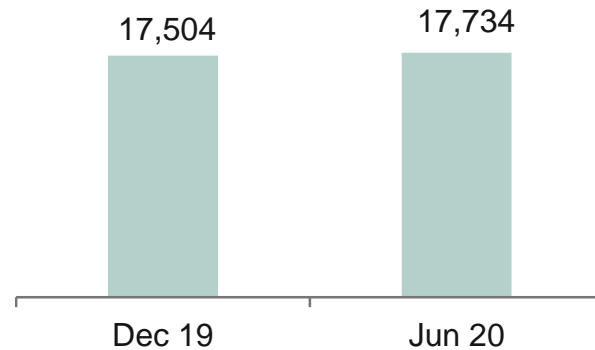


Debt Maturity Profile⁽¹⁾ (as of 30 Jun 2020)

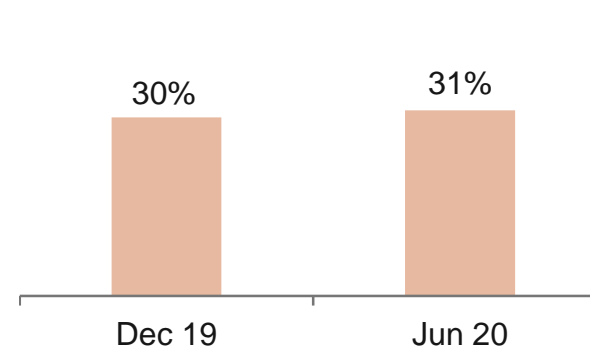


Current leverage as of 30 Jun 2020

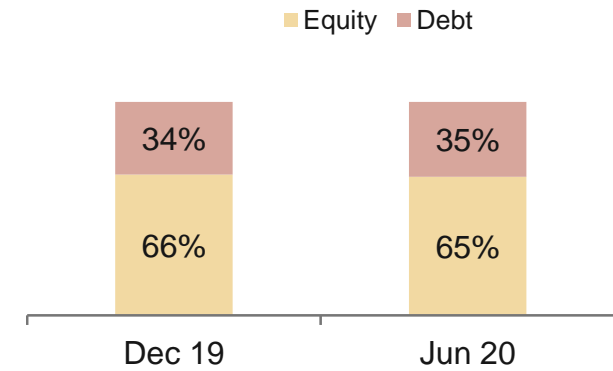
Net Debt⁽²⁾
HK\$MM



Net Gearing Ratio⁽³⁾
(%)



Capital Structure - Debt & Equity



Note:

1. Non-current portion
2. Net debt defined as total debt less cash & bank balances & short-term deposits
3. Net gearing ratio defined as net debt divided by total equity

Financial Summary

For the year ended 30 Jun	2019 (HK\$MM)	2020 (HK\$MM)	YoY change %
Revenue	26,833.5	25,920.5	(3)
Attributable Operating Profit (AOP)⁽¹⁾	4,707.4	3,514.3	(25)
<i>Non-operating gains/(losses)</i>	318.8	(1,631.3)	
Profit for the year⁽²⁾	4,230.1	835.1	(80)
Profit attributable to			
Shareholders of the Company	4,043.2	253.2	(94)
Holders of perpetual capital securities	186.9	581.9	
Basic Earnings per share (HK\$)	1.04	0.06	(94)
Dividend per share (HK\$)	0.58	0.58	
Adjusted EBITDA⁽³⁾	5,479.8	4,729.9	(14)
As at	31 Dec 2019 (HK\$MM)	30 Jun 2020 (HK\$MM)	
Total cash & bank balances	12,504.6	13,221.8	
Total debt	30,008.6	30,955.7	
Net debt position	17,504.0	17,733.9	
Net gearing ratio	30%	31%	

Impairment loss includes but not limited:

- Tharisa plc
- Chongqing Silian Optoelectronics Science & Tech Co Ltd,
- Provision for Free Duty business to meet obligation under committed contract
- Provision for Goshawk's assets impairment & provision on receivables
- Impairment loss for non-current assets of NWS Transport

Notes:

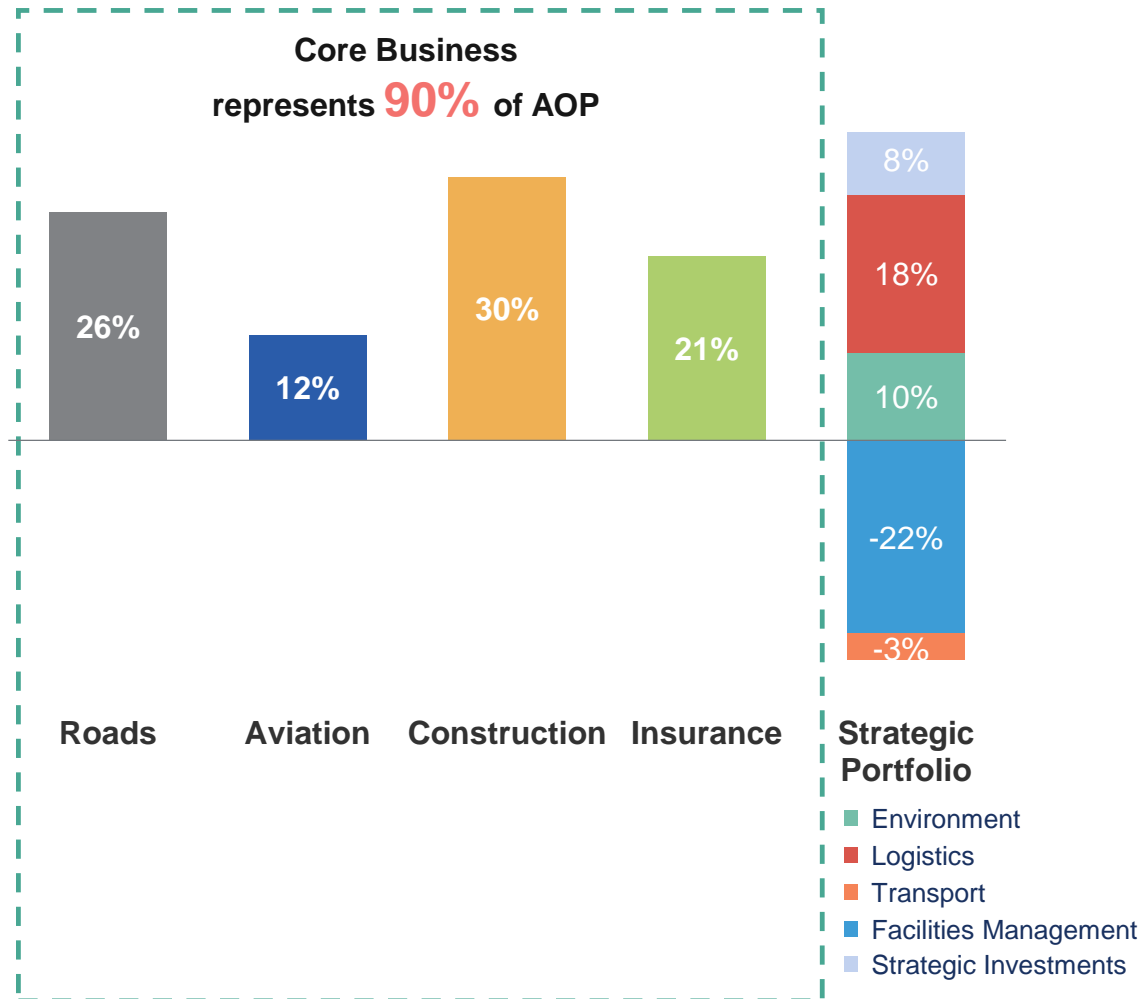
1. Attributable operating profit ("AOP") is defined as profit available for appropriation before corporate office & non-operating items

2. Profit for the year after non-controlling interest

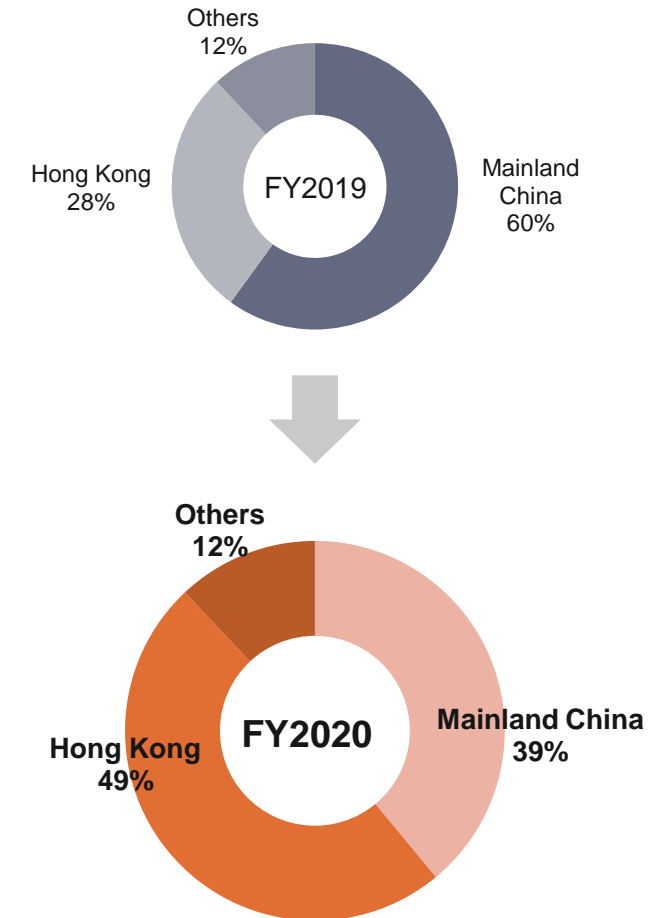
3. Adjusted EBITDA is calculated as gross profit minus general & administrative expenses, & selling & marketing expenses plus depreciation/amortization, dividends received from associated companies & joint ventures & interest income from financial assets at fair value through other comprehensive income (debt instruments)

AOP by Segment & Geography

AOP Contribution by Segment



AOP Contribution by Geography



Core Business





15 toll roads in PRC (c. 740km)

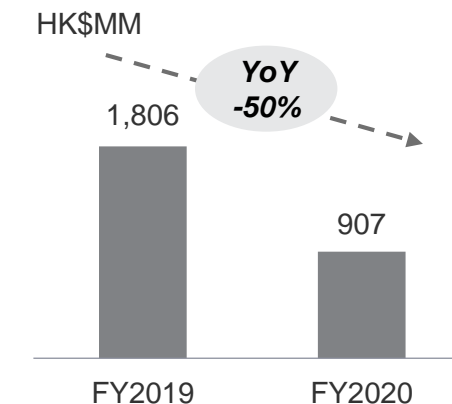
Overall traffic volume recovery in Jun 2020

- ▶ Together with new contribution from Changliu Expy, portfolio +3% yoy
- ▶ Excl. Beijing-Zhuhai Expy (GZ-ZH Section), the other 3 anchor expys overall +1% yoy

Expedited recovery

- ▶ Toll fee income for Jun 2020 almost reaching the same level as Dec 2019
- ▶ Protective measures for toll fee exemption in discussion with the PRC Govt
- ▶ Beijing-Zhuhai Expy (GZ-ZH Section) impacted by
 - traffic diversion of Nansha Bridge
 - prohibition of certain types of large size vehicles using Humen Bridge

Segment AOP



Toll fee exemption policy implemented by the PRC Govt from 17 Feb to 5 May 2020 (79 days) & RMB depreciation

Outlook

- Strong recovery post-COVID-19, underlying traffic remains solid
- Capitalize on distressed opportunities & continue to enrich our roads portfolio in China (esp. Central China & GBA)

Notes:

1. 4 anchor 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%)



Aviation

Goshawk
Aircraft leasing & management

Well positioned to weather the COVID-19

- ▶ US\$1.4Bn liquidity available
- ▶ Young & well-diversified portfolio with the most liquid narrowbody aircraft

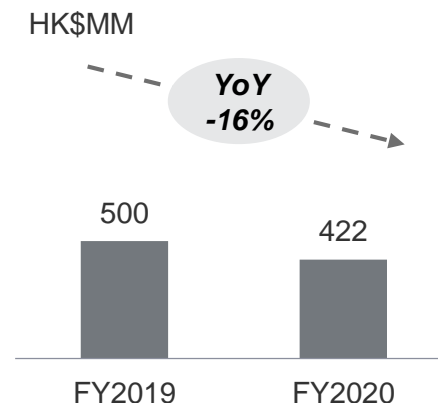
Sound financial position to defy headwinds

- ▶ Solid financial position & ample liquidity to weather crisis
- ▶ Rent deferrals granted to 9 customers (24 aircraft); aggregate rent represented 1% of Goshawk’s annual revenue
- ▶ Unfavourable interest rate swap contracts mark-to-market accounting loss HK\$146MM (FY2019: HK\$158MM)
- ▶ Collection rate from airline customers during 1H 2020 was 78%

Aircraft Leasing Portfolio

Fleet size⁽¹⁾	233 aircraft (incl. 40 direct orders)
Portfolio value	US\$11.7Bn
Narrowbody aircraft	c.80%
Diversified customer base⁽²⁾	62 airlines over 35 countries
Age⁽²⁾	Avg 4.4 years
Long remaining lease terms⁽²⁾	Avg 6.3 years

Segment AOP



Excl. BCIA dividend income recognized in FY2019 & reduced aircraft trading gains in FY2020, AOP +8%

Outlook

- Goshawk’s solid fundamental & sound financial position was well prepared to weather the crisis
- Despite uncertain industry outlook, young & narrowbody aircraft portfolio is less risky

Note:

- (1) Incl. owned, managed & committed
- (2) Based on 162 aircraft on book as at 30 Jun 2020

Construction



Hip Hing
Inv in Wai Kee (c. 23%)

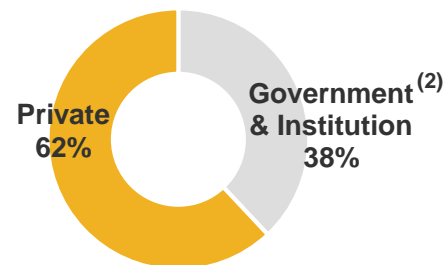
Ample business & strong pipeline

- ▶ **Contracts on hand**
HK\$53Bn
-5% yoy
- ▶ **Backlog**
HK\$36Bn
-13% yoy

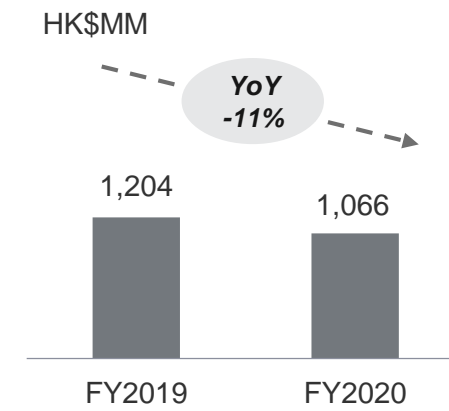
Stable & resilient despite volatility

- ▶ New contract awarded during FY2020: HK\$8.8Bn⁽¹⁾
- ▶ Proven track record & technical expertise set us apart from competition
- ▶ Well-balanced source of projects helps mitigate volatility in market
- ▶ InnoCell (1st project using Modular Integrated Construction (MiC) method in HK) expected to be completed by 2020

Types of projects (as at 30 June 2020)



Segment AOP



Less recognitions vs FY2019, challenging business environment & rising competition

Outlook

- Remain positive on the construction industry in HK over the medium to longer term underpinned by strong demand from both the govt & the private sector
- Industry/business environment remains challenging

Notes:

1. Incl. commercial development at Kai Tak Area, office development at Murray Road, foundation works for public housing development at Long Bin Phase 1, Yuen Long and foundation works in Ko Chiu Road, Yau Tong etc.
2. Incl. Kai Tak Sports Park

Insurance



FTLife Insurance
(wholly-owned subsidiary since 1 Nov 2019)

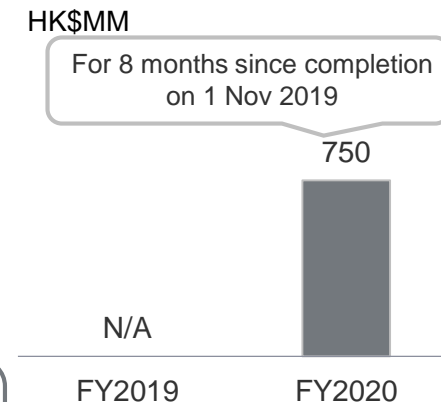
A new growth engine

- ▶ Market Rank #13⁽¹⁾ by APE
- ▶ APE in 1H 2020 -12%, outperformed HK overall industry's -44%

Untapped potential to be unveiled

- ▶ Delivered strong AOP of HK\$750MM for 8 months despite unfavorable market condition
- ▶ Balanced products portfolio with new innovative products roll out
 - “On Your Mind” Insurance Plan - unique product feature (reverse mortgage)

Segment AOP



Key figures (1H 2020 – from Jan to Jun 2020)

HK\$180MM VONB ⁽³⁾ 22% VONB Margin	HK\$70Bn^(1&4) Total Asset Value HK\$18Bn^(1&4) Net Asset Value	HK\$4,482MM Gross Written Premium	A- Fitch Ratings A3 Moody's
HK\$807MM (-12% yoy) APE ⁽²⁾	542%⁽¹⁾ Solvency Ratio (mini. requirement 150%)	HK\$18Bn⁽¹⁾ (as at 31 Dec 2019: HK\$17Bn) Embedded Value	3,100+ Tied Agents 290+ Brokers

Moody's upgraded Insurance Financial Strength rating from **Baa1 to A3** with stable outlook due to improving distribution strength, profitability over the past few years & with the stronger support from NWS

Outlook

- COVID-19 raised healthcare & insurance protection awareness
- PRC govt's support on financial reform & opening-up of GBA set to benefit HK insurance market
- Continue to expand distribution channel, innovate new products & explore any potential insurtech & digitalization opportunities

Notes:

1. As of 30 Jun 2020
2. Annual Premium Equivalent (APE)
3. Value of New Business (VONB)
4. Excl. goodwill arising from business combination

Strategic Portfolio





Gradual recovery in Jun 2020

► SUEZ NWS

- water vol. recovering
- hazardous waste vol. progressively catching up to FY2019 level

Resilient business

► SUEZ NWS

- Contributed >65% of Environment AOP
- Overall water & wastewater treatment volume largely stable
- Avg. daily waste treatment volume -6%

► Derun Environment

- Positive and stable AOP contribution
- In Jun 2020, Sanfeng Environment raised RMB2.5Bn growth capital with a valuation of PE 22.7x at IPO
- Sanfeng Environment A-share listing to further expand capacity in Chongqing, Guangdong & Shandong

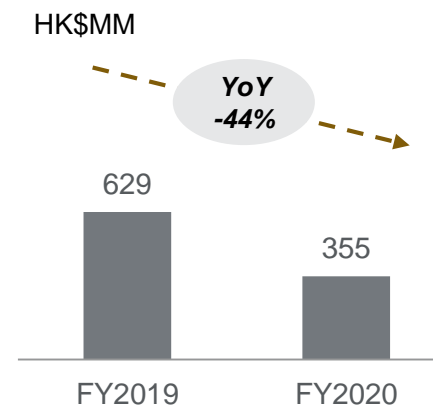
► ForVEI II S.r.l.

- Total installed capacity 49.12MW (+46.26MW yoy)
- Continue to expand & invest in solar farms

Outlook

- Continue to expand capacity to capture strong demand for environmental services

Segment AOP



Absence of one-off FV gain in FY2019 HK\$232.5MM; excluding one-off -15%.

Less industrial & commercial activities in the Greater China region due to COVID-19



Solid performance

- ▶ **ATL**
 - Avg. occupancy rate: 99.7%
 - Avg. rental: +4%

- ▶ **CUIRC**
 - Throughput 3.9MM TEUs +13% yoy

Delivered consistent performance

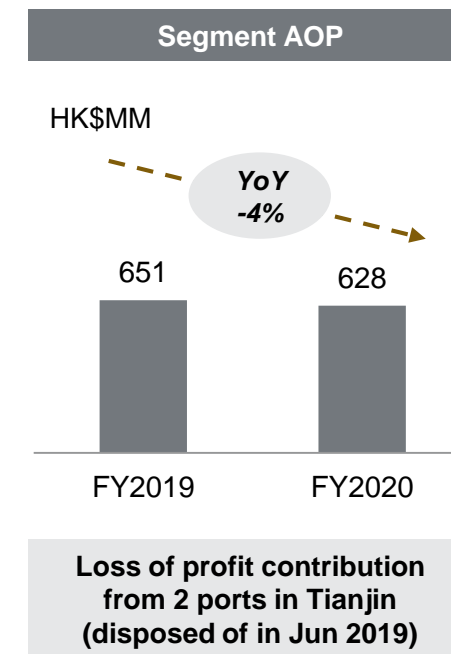
- ▶ **ATL Logistics Centre (ATL) (Contributed >70% of Logistics AOP)**
 - Leading market player in HK & crown jewel asset in logistics warehouse in GBA
 - Adopt flexible strategy in response to potential impact from COVID-19

- ▶ **CUIRC**
 - Slightly declined in AOP contribution yoy
 - Qinzhou terminal commenced operation; construction of Guangzhou terminal in progress
 - Doubled capacity at Xian and Qingdao terminals in FY2020
 - Expansion of logistics services

- ▶ **Xiamen Container Terminal Group (XCTG)**
 - Slightly affected by COVID-19
 - Throughput 8.5MM TEUs (-1% yoy)

Outlook

- ATL – continue to be leading market player in HK over the longer term
- CUIRC – expanding logistics services & new Guangzhou terminal in 2021 to benefit from the growing demand
- XCTG – consistent performance and recovering from COVID-19





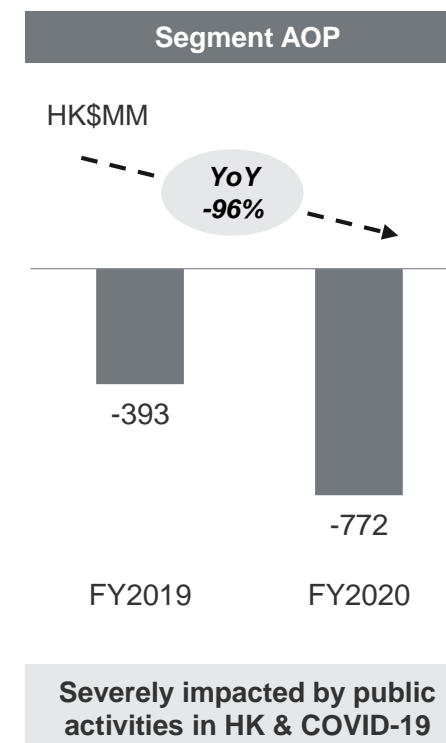
Facilities Management

Initiatives to revive businesses in progress

- ▶ Cost saving initiatives
- ▶ Streamlining business in Free Duty
- ▶ Steady operational expansion in GHK

Challenging business environment

- ▶ **HKCEC – Severely impacted by COVID-19**
 - No. of events held: 428 (-57% yoy)
 - Total patronage: 4.6M (-46% yoy)
- ▶ **Free Duty – Pending re-opening of borders**
 - No. of tourists drop triggered by public activities in 1H
 - Temporary closure of 3 outlets in Lo Wu, Hung Hom & Lok Ma Chau since late Jan/early Feb 2020 due to COVID-19
- ▶ **GHK Hospital – Stabilizing AOL with continuous operational ramp-up**
 - Outpatient & inpatient admission +8% & +2% yoy
 - Deepening collaboration with New World Group, FTLife Insurance & other major insurance companies in HK



Outlook

- HKCEC – proactively communicate with organizers of the exhibitions & conventions to reschedule their events & accommodate their needs flexibly
- Free Duty – continue to implement cost saving measures & explore new business opportunity to rejuvenate the business
- GHK Hospital – continue its operational ramp up positively



Challenging business environment

- ▶ Public activities & COVID-19 affected bus & ferry patronage
- ▶ Decline in patronage & escalating operating costs offset bus fare increase

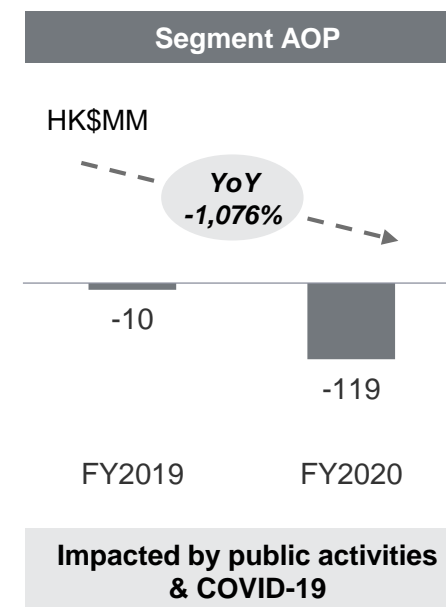
Business optimization to achieve long term sustainable growth

▶ Citybus (F1) & New World First Bus

- On 21 Aug 2020, announced disposal of 100% of NWFB & Citybus at a total consideration of HK\$3.2Bn
- Implied valuation of FY19⁽¹⁾ PE: 359.6x PB: 0.77x

▶ New World First Ferry (NWFF)

- Positive AOP contribution
- Divestment of 60% stake of NWFF in May 2020 (consideration: HK\$232.8MM)
- Re-classified as an associated company



Outlook

- NWFF - continue to cooperate closely with Chu Kong Shipping to improve both the service quality & business performance

Notes:

(1) Calculated based on NWS Transport Services Ltd FY2019 net profit & unaudited NAV as at 31 Dec 2019




Environment, Social & Governance (ESG)

NWS Achievements in ESG

Performance Highlights

ESG Ratings (as of 7 Sept 2020)



Hang Seng Corporate Sustainability Index Series Member 2019-2020

Overall Rating: **AA+**

- Up from AA in 2019
- Successfully listed on Hang Seng Corporate Sustainability and Hang Seng ESG50 Indices
- Listed on Hang Seng Corporate Sustainability Benchmark Index since 2013



SUSTAINALYTICS
a Morningstar company

Industrial Conglomerate :

Rank 4 out of 89

- up from 19 out of 89 in 2019

Awards



Outstanding Partnership Award 2019/20
Award won from The Hong Kong Council of Social Service in collaboration with Po Leung Kuk, Hong Kong Young Women's Christian Association and 10 schools in Tsuen Wan and Kwai Tsing District



Best Corporate Governance Award 2019
Commendation on Website Corporate Governance information



Sustainable Business Award 2019
Sustainable Leadership Award 2019



Hong Kong Sustainability Award 2018/19
Certificate of Excellence



HR Distinction Award 2019
Excellence in Workplace Wellbeing

Our Sustainability Approach

SDGs' Relevance to SV2030 and NWS Holdings' Business Strategy

17 Partnerships for the Goals

- Promote the development, transfer, and dissemination of environmentally sound technologies to communities in need
- Support effective and targeted capacity-building in communities for the implementation of SDGs
- Encourage and promote effective public, public-private and civil society partnerships



3 Good Health and Well Being

- Provide access to safe, effective and high-quality care and medical treatment
- Reduce environmental impacts through proper handling of emissions including hazardous chemicals, air and water pollution, etc.
- Enhance customer experiences by improving quality and wellness of our services



SUSTAINABLE DEVELOPMENT GOALS

Connecting lives and building a sustainable and inclusive future

Caring



Smart



Wellness



11 Sustainable Cities and Communities

- Provide safe, sustainable and quality transport networks for the wider community and improve road safety
- Enhance inclusive and sustainable urbanization, enabling people to feel a sense of community
- Support positive economic, social and environmental links between urban and rural areas by strengthening local and regional development planning
- Environmental conservation



8 Decent Work and Economic Growth

- Contribute to economic growth
- Enhance economic productivity through business diversification, technological upgrades and innovation
- Provide employment and decent work for women and men, including young people and those with disabilities, and provide equal opportunity and pay for work of equal value
- Protect labour rights and provide safe and secure working environments for all employees



NEW WORLD SUSTAINABILITY VISION 2030

Green



Smart



Wellness



Caring



NWS Achievements in ESG

Sustainability Financing

NWS First Sustainability-linked Loan

- On 29 June, NWS announced first sustainability-linked loan with Crédit Agricole Corporate and Investment Bank

Financial Implications



Electricity Use Reduction

- Year-on-year reduction on electricity expenses
HK\$10MM excluding HKCEC
(assumed unit cost of HK\$0.987/ kWh)



Waste to Landfill Reduction

- Year-on-year reduction on landfill disposal expenses
HK\$1.28MM (at unit cost of HK\$200/tonne)

Our Sustainability Approach

Quantifying our long term impacts



Energy Intensity

- FY2020: reduced 40%
- **On Track**



Carbon Intensity

- FY2020: reduced 38%
- **On Track**



Water Intensity

- FY2020: increased 7%
- **Behind Plan**



>90% reuse of Construction Wastes (annual)

- FY2020: >94%
- **Target Met**



Lost-time injury rate <3.0 per 100 employees

- FY2020: 1.7 per 100 employees
- **Target Met**



Improve well-being of >4MM beneficiaries

- Reached 1.38MM beneficiaries since 2015
- **On Track**



Enhance quality of life of >17MM beneficiaries

- Reached 2.05MM beneficiaries since 2015
- **On Track**




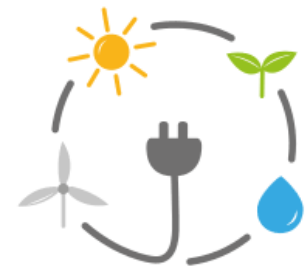
Accumulate 175,000 volunteer hours

- Accumulated >90,000 volunteering hours since 2015
- **On Track**

Climate Resilience Measures

Key initiatives

- Climate Change Policy established (along with Sustainability Policy)
- Set climate related targets (GHG⁽¹⁾ and Energy intensity reduction of 50% by 2030 
- Climate scenario planning study piloted to assess physical risks for HKCEC
- Signatory of BEC Low Carbon Charter
- BEC⁽²⁾ Climate Change Business Forum Advisory Group – Steering Committee member
- Sustainability Linked Loan amounting to HK\$1 billion
- As an investor:
 - Progressively phasing out investments relating to coal fired power
 - Adopting ESG considerations for future investments
 - Investment in infrastructure and service businesses that enhance lives



Notes:

1. GHG – Greenhouse Gas

2. BEC – Business Environment Council

Key initiatives (cont'd)

Climate Resilience Measures



○ Road Operator ○ Infrastructure Developer ○ Facilities Management ○ Transport Operator

Road Operator

- Use of technology to upgrade real-time surveillance on road performance, minimizing idling time and traffic congestion, reducing greenhouse gas emissions

Infrastructure Developer

- Piloted embedded carbon monitoring of seven construction projects
- Greener onsite plant and equipment use in construction

Facilities Management

- Installation of renewables: installed solar panels at roof of HKCEC (Feed-in Tariff)
- Retro-commissioning of HKCEC to improve energy efficiency along with data analytics



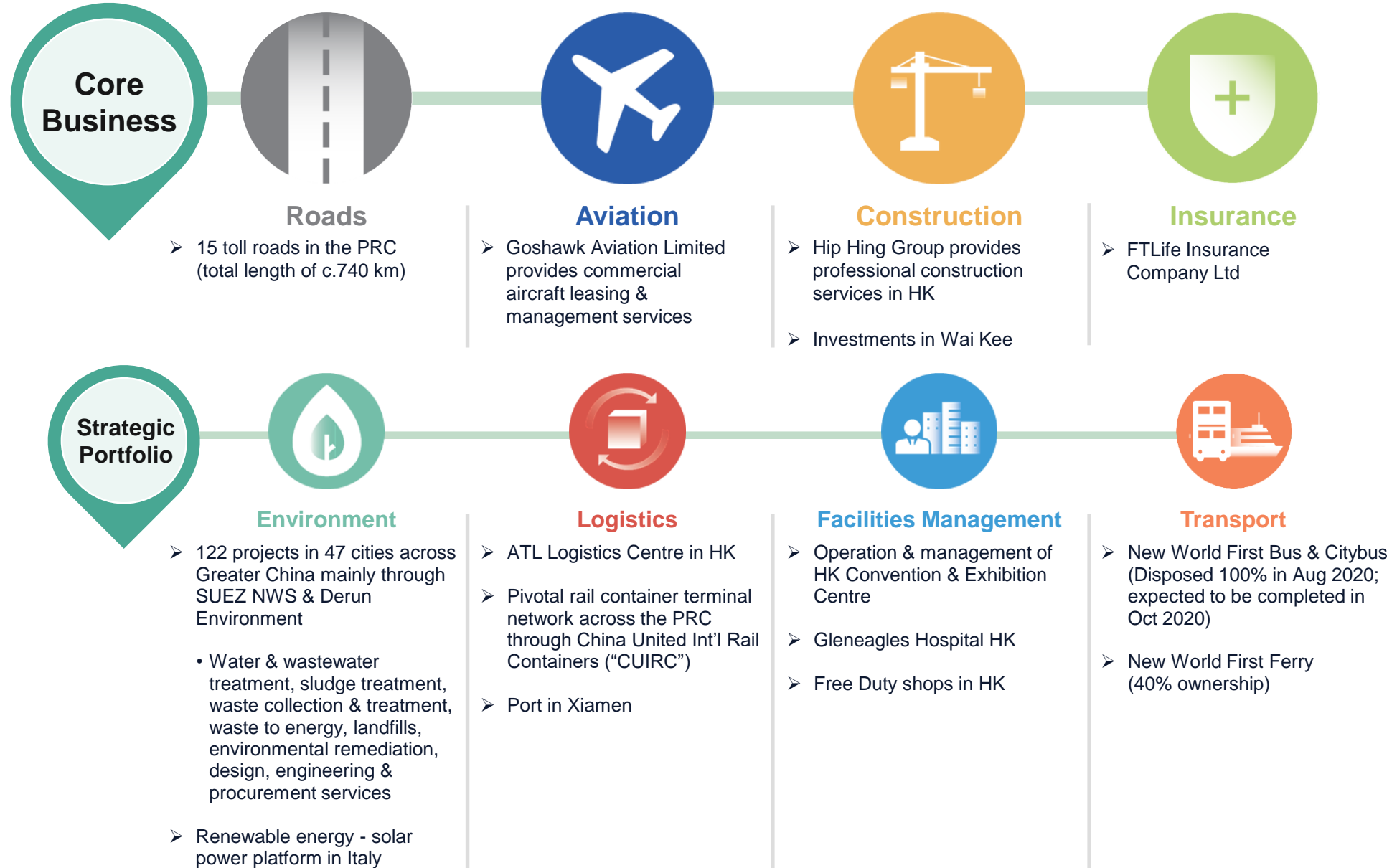
Appendices

Corporate Structure



Note: Market cap as at 29 Sep 2020

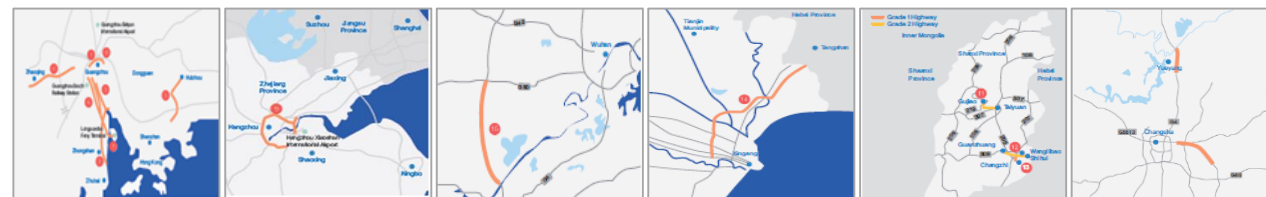
Business at a Glance



Portfolio of 15 toll roads in PRC c.740 km

Appendices

Roads



	Guangdong	Zhejiang	Hubei	Tianjin	Shanxi	Hunan
# of Roads	7	1	1	1	3	2
Length	313.9 km	103.4 km	98.06 km	60.67 km	76.52 km	89.08 km
Concession Expiry	2023–2035	2029	2040	2039	2023–2025	2038-2043
Cumulative Average Daily Traffic Flow ('000)⁽¹⁾	839	250	21	52	5	52 ⁽²⁾

- 4 anchor expys, namely Hangzhou Ring Road (100%), Tangjin Expy (Tianjin North Section) (60%), Guangzhou City Northern Ring Road (65.29%) & Beijing-Zhuhai Expy (Guangzhou-Zhuhai Section) (25%), contributed over 80% of Roads segment's AOP
- 3 acquisitions in Central China, namely Suiyuenan Expy (Jan 2018), Sui-Yue Expy (Dec 2018) & Changliu Expy (Jul 2019), contributed AOP of approx. HK\$100MM during FY2020

Notes:

1. Cumulative average daily traffic flow was adversely affected by toll fee exemption policy implemented for a period of 79 days between 17 Feb 2020 and 5 May 2020
2. Changliu Expy was acquired in Jul 2019, the cumulative average daily traffic flow only represented the data for the period from Aug 2019 to Jun 2020

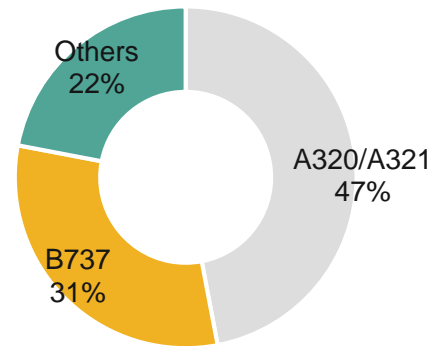
Appendices

Aviation

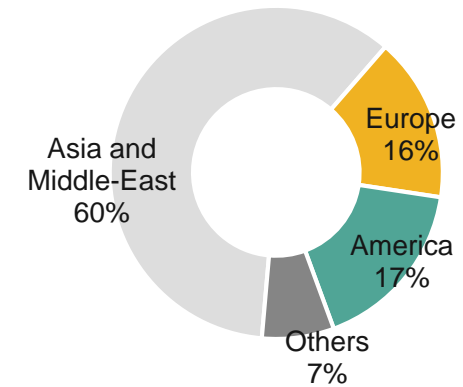


As at 30 June 2020, 162 aircraft on book⁽¹⁾

Aircraft Type



Geographical Spread



Aircraft Leasing Portfolio

Fleet size as of 30 Jun 2020⁽²⁾	233 aircraft (incl. 40 direct orders)
Portfolio value	US\$11.7Bn
Narrowbody aircraft	c. 80%
Diversified customer base⁽³⁾	62 airlines over 35 countries
Age⁽³⁾	Avg 4.4 years
Long remaining lease terms⁽³⁾	Avg 6.3 years

Note::

1. Based on the net book value
2. Incl. owned, managed & committed
3. Based on 162 aircraft on book as at 30 Jun 2020

Appendices

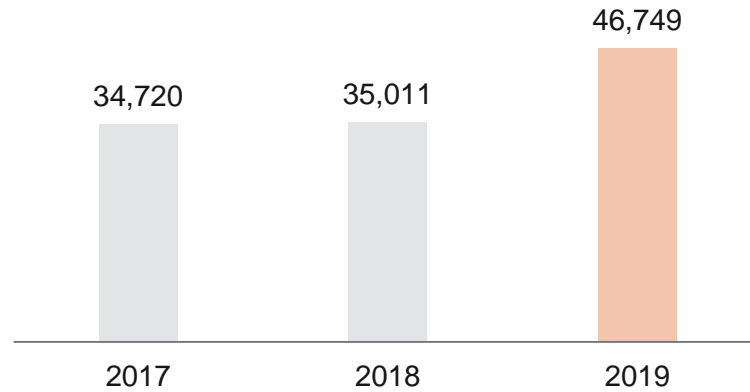
Insurance



FTLife Insurance Investment Portfolio (As of 31 Dec 2019)

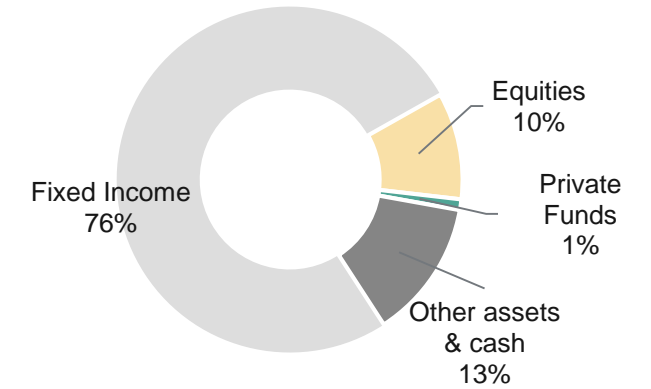


Investment Portfolio AUM* (HK\$'M)

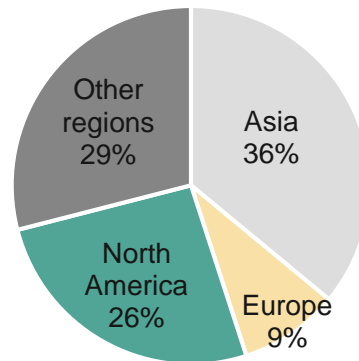


* Exclude Investment-Linked Assurance Scheme business

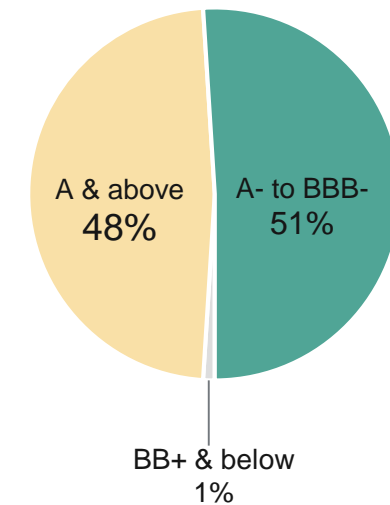
Asset Types



Geographical Distribution



Credit Rating Distribution





Environment business includes 122 projects spanning 47 cities across Greater China region mainly through two strategic platforms, SUEZ NWS Limited and Chongqing Derun Environment Co., Ltd.



Business updates

- Expanded the daily treatment capacity of the water treatment plant in Chongqing by 400,000 m³ (commenced operation in Jun 2020)

New projects

- Two industrial wastewater treatment projects in Shandong & Jiangsu
- Two hazardous waste treatment projects in Shandong & Shanghai

Nature of business	Total Design Capacity
Water & wastewater treatment	8.84 MM m ³ / day
Sludge treatment	2,140 tonnes / day
Waste collection & treatment	11,283 tonnes / day
Industrial & municipal waste incineration	848,300 tonnes / year
Landfill & landfill restoration	96MM m ³



New projects

- Commenced operation of two waste-to-energy plants in Guangdong & Xinjiang & total daily operating waste-to-energy capacity increased by 1,750 tonnes
- Three waste-to-energy contracts & three expansion of waste-to-energy plants with total daily treatment capacity of 2,850 tonnes in Chongqing, Gansu, Sichuan & Zhejiang
- Acquisition of a water treatment platform in Henan

Nature of business	Total Design Capacity
Water & wastewater treatment	6.16 MM m ³ / day
Municipal waste incineration	52,340 tonnes / day
Environmental remediation	47.68km (river) 1,037 mu (landfill)



Business updates

A total of 46.26MW installed capacity of solar plants were acquired in FY2020, with total installed capacity reaching 49.12MW as of Jun 2020

Appendices

Logistics



CUIRC

- JV with China State Railway Group, PSA, CIMC & Deutsche Bahn
- 12 large-scale rail container terminals in the PRC
- Development of rail intermodal transportation & expansion of logistics services
- New terminal in Qinzhou Guangxi to link up sea-rail transportation between Western China & Southeast Asia
- Guangzhou terminal at construction stage



CUIRC (Multiple locations across PRC)



Port

- 1 port project in Xiamen



Xiamen Container Terminal Group

ATL Logistics Centre

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



Disposal of 100% of NWS Transport Services Ltd Citybus & New World First Bus

Appendices

Transport



Transaction Date	21 Aug 2020 (FY2021)
Purchasers	Templewater Bravo Holdings Limited (90.8%), Hans Energy Company Limited (8.6%) & Ascendal Group Limited (0.6%)
Transaction Structure	<ul style="list-style-type: none"> • Disposal of 100% of NWS Transport Services Limited • After Completion, the Group no longer operates any bus business
Consideration & Use of Proceeds	<p>HK\$3.2Bn, by 4 instalment payments</p> <ul style="list-style-type: none"> • Initial Payment: HK\$2,490MM • Upon certain medium term milestones reached: Remaining portion to be paid by 3 instalment payments <ul style="list-style-type: none"> – On 3rd anniversary of completion date: HK\$355MM – On 5th anniversary of completion date: HK\$160MM – On 6th anniversary of completion date: HK\$195MM <p>Net proceeds will be applied towards the general working capital requirements</p>
Valuation⁽¹⁾	FY2019 PE: 359.6x PB: 0.77x

Notes:

(1) Calculated based on NWS Transport Services Ltd FY2019 net profit & unaudited NAV as at 31 Dec 2019

Disposal of 60% of New World First Ferry Services Ltd

Appendices

Transport



Transaction Date	4 May 2020
Purchasers	Chu Kong Shipping Enterprises (Group) Co., Ltd. (Stock code: 560.HK)
Transaction Structure	<ul style="list-style-type: none">• Disposal of 60% of New World First Ferry Services Limited (“NWFF”)• After Completion, the Group will continue to hold 40% of NWFF
Consideration	HK\$232.8MM
Valuation⁽¹⁾	FY2019 PE 15.2x PB 3.8x

Notes:

(1) Calculated based on NWFF FY2019 net profit & audited NAV as at 30 Jun 2019



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