

# USI Holdings Limited

Corporate Presentation  
Annual Results 2006



# Disclaimer

This presentation contains forward-looking statements that involve risks and uncertainties. These statements are generally indicated by the use of forward-looking terminology such as believe, expect, anticipate, estimate, plan, project, target, may, will or other similar words that express an indication of actions or results of actions that may or are expected to occur in the future. You should not place undue reliance on these forward-looking statements, which apply only as of the date of this presentation. These forward-looking statements are based on our own information and on information from other sources we believe to be reliable. Our actual results may be materially less favorable than those expressed or implied by these forward-looking statements which could affect the market price of our shares.



# Agenda

- 2006 Annual Results Highlights
- Business Update
- Future Plans & Strategies
- Open Forum



# 2006 Annual Results Highlights



# Results Summary

HK\$ mil	For the year ended 31 December		
	FY2006 <i>(audited)</i>	FY2005 <i>(audited)</i>	Change
Turnover	<b>2,699.4</b>	1,767.9	<b>+52.7%</b>
Gross profit	<b>1,126.3</b>	566.6	<b>+98.8%</b>
Profit from operations	<b>1,016.0</b>	529.3	<b>+92.0%</b>
Profit attributable to shareholders of the Company	<b>738.3</b>	368.5	<b>+100.4%</b>
Basic earnings per share <i>(HK cents)</i>	<b>140.0</b>	70.0	<b>+100%</b>
Total dividend per share <i>(HK cents)</i>	<b>11.5</b>	7.0	<b>+64.3%</b>

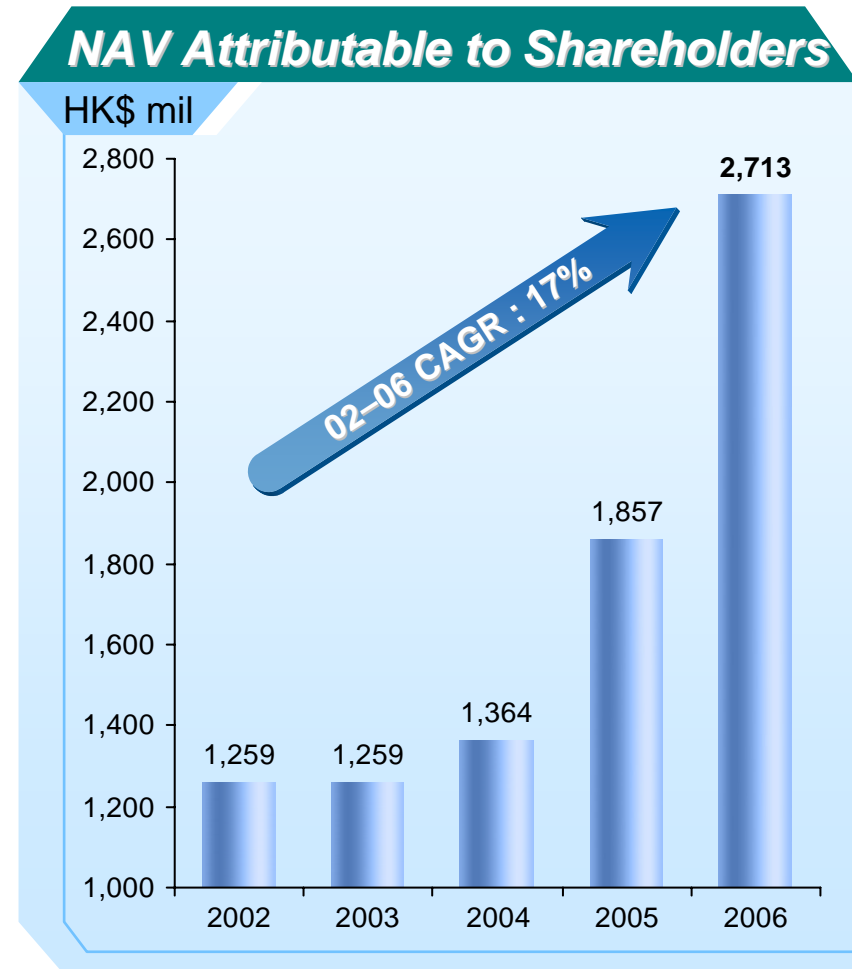
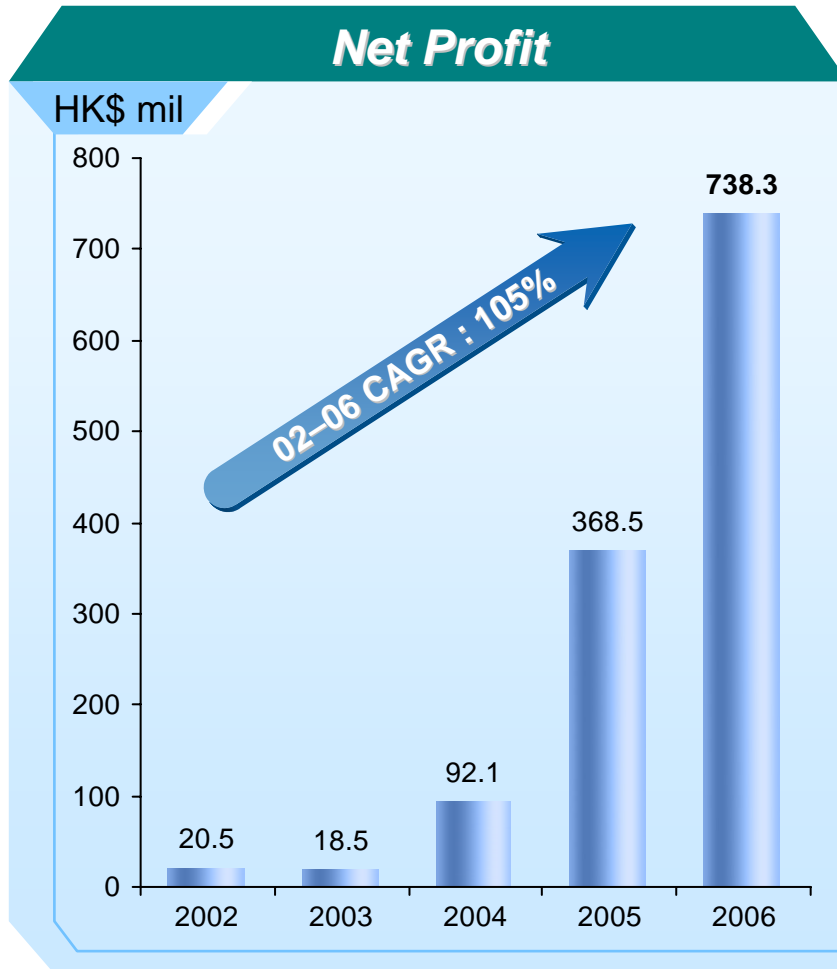


# Solid Balance Sheet

HK\$ mil	<b>31 December 2006</b> <i>(audited)</i>	<b>31 December 2005</b> <i>(audited)</i>
Total assets	<b>4,764.4</b>	4,768.1
Net assets	<b>2,928.0</b>	1,984.1
Investment properties	<b>1,563.1</b>	1,311.6
Properties under development	<b>128.7</b>	89.5
Stock of completed properties	<b>302.7</b>	803.2
Cash and cash equivalents	<b>400.6</b>	137.7
Interest in Winsor Properties	<b>541.7</b>	323.4



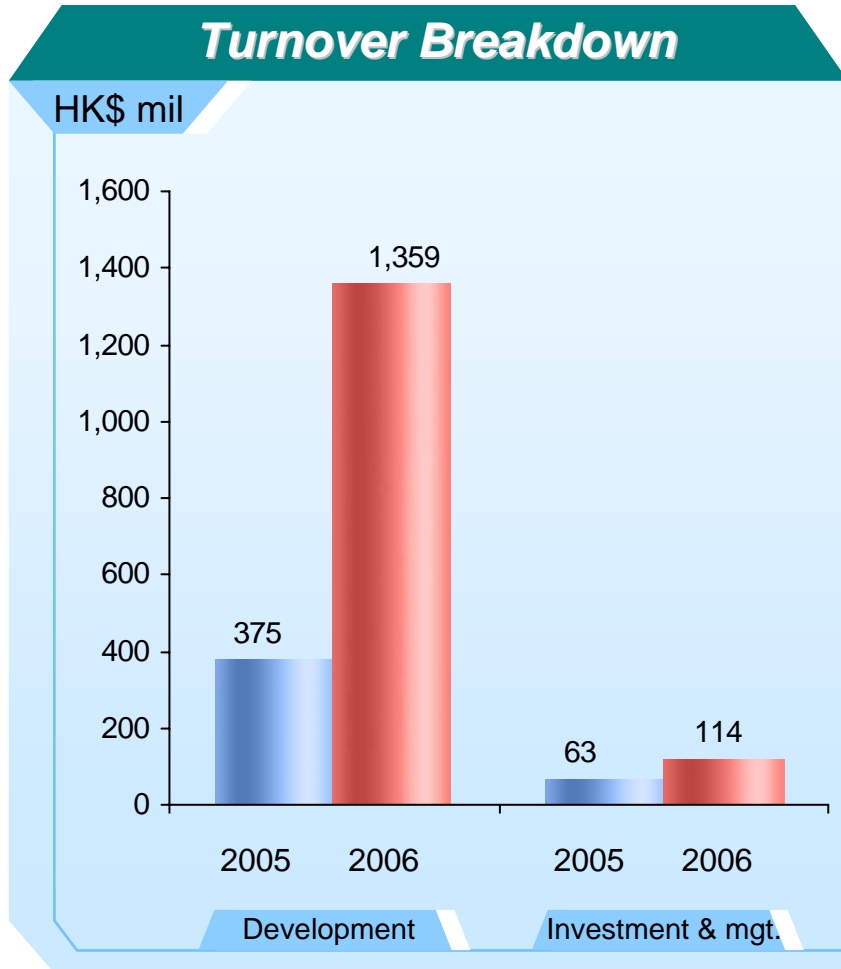
# Net Profit & Asset Growth



# Business Update



# Performance Analysis



## Property development

- Achieved a record high of HK\$1.36 bil sales in 2006, +262% yoy
- 2 folds increase in profit from operations in 2006 (2006: HK\$651 mil vs 2005: HK\$209 mil)

## Property investment & management

- Balanced & diversified portfolio contains quality commercial & industrial properties
- Steady income and cash flow

## Value creation & appreciation

- Recorded revaluation gain of HK\$336.3 mil (2005: 276.1 mil), mainly from LP Hotel HK
- Unlock true value by adopting value creation & enhancement initiatives



# The Grandville

## THE GRANDVILLE

### 晉名峰

九肚山畔耀目府邸

- Total sales to 31 Dec 2006: HK\$3,165 mil
- Only began to aggressively market the remaining units and the luxurious eight-house complex “Grand 8 on the Park” at the beginning of 2007 when the HK residential market witnessed healthy rebound
- All units are sold out as of 15 April 2007



# The Giverny

## THE 澹 春 GIVERNY

- Bid the land during 2001 at the low tide of the property market
- Executed our “disciplined buy, disciplined sell” approach
- Accumulative sales since 2005 launch to 31 Dec 2006: HK\$514 mil
- Captured the most favorable time to re-launch last week
- In a few days, sold 12 units generating HK\$300 mil sales revenue



# Hospitality Investment & Management

- Achieved remarkable results in hospitality business despite short operating history in Hong Kong and Shanghai
  - High and sustainable occupancy rate of approx. 90%
  - Reached an average rental for LP Jin Lin Tian Di Residences: US\$6,000 / month
- Award-winning with strong industry recognition
- Construction and renovation works in LP Central Park Beijing are in good progress



***“Small Luxury Hotels  
of the World”***



**StyleAwards**

***“Boutique Hotel  
of the Year”***



# Lanson Place – Satisfactory Operating Results

	Location	Total no. of apartments/ suites	Average occupancy rate in 2006	Current occupancy rate (Jan-Mar 2007)
<b>Lanson Place Boutique Hotels &amp; Residences #</b>	Causeway Bay, Hong Kong	194	67%	87%
<b>Lanson Place Jin Lin Tian Di Residences #</b>	Shanghai, the PRC	106	69%	94%
<b>Lanson Place Winsland</b>	Singapore	67	92%	95%
<b>Lanson Place Ambassador Row</b>	Kuala Lumpur, Malaysia	212	75%	76%
<b>Lanson Place Kondo 8</b>	Kuala Lumpur, Malaysia	132	96%	97%
<b>Lanson Place Central Park*</b>	Beijing, the PRC	105	n.a.	n.a.

# with one year or less than 12 months of operation only

\* Scheduled completion: March 2008, before 2008 Beijing Olympic Games



# Future Plans & Strategies



# Latest Development Project - Pak Shek Kok, Tai Po

- Formed consortium with Nan Fung Development, Sino Land and K. Wah International
- Co-develop a luxurious low-density residential project in Tai Po, NT
- An exceptional site with panoramic seaview
- Equal participation and, joint supervision and development
- Replicate the successful experience and marketing campaign of The Grandville in Shatin

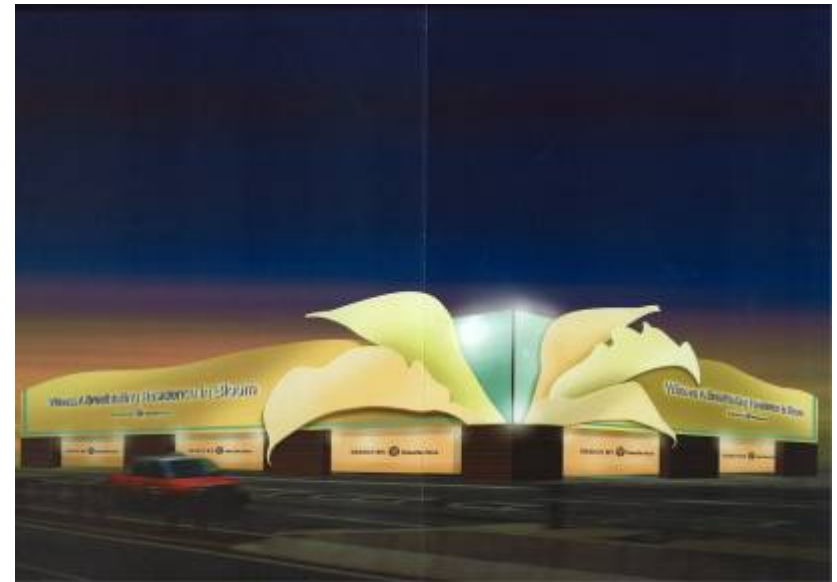
Pak Shek Kok, Tai Po	
Project type	Low density luxurious residential development
Total GFA	1.1 mil sq. ft.
Total land premium	HK\$ 5,610 mil
Group's interest	15%



# 157 Argyle Street Residential Development

## 157 Argyle Street, Homantin

- A high-rise residential development
- A traditional luxury residential location in Kowloon
- Expected GFA: ~90,000 sq. ft.
- Paid land premium HK\$414.25 mil in April 2007
- Site planning in progress
- Scheduled for completion in 2009



# 314 – 324 Hennessy Road Office and Commercial Building

## 314 - 324 Hennessy Road, Wanchai

(formerly known as The Bank of East Asia Building)

- First foray into the commercial property sector
- Refurbishment to provide Grade A office (GFA: 90,000 sq. ft.) and upscale retail space (GFA: 30,000 sq. ft.)
- Expected to be completed by 4Q2007
- International design to completely turnaround the old structure
- Explore potential tenants & leasing preparation in good progress



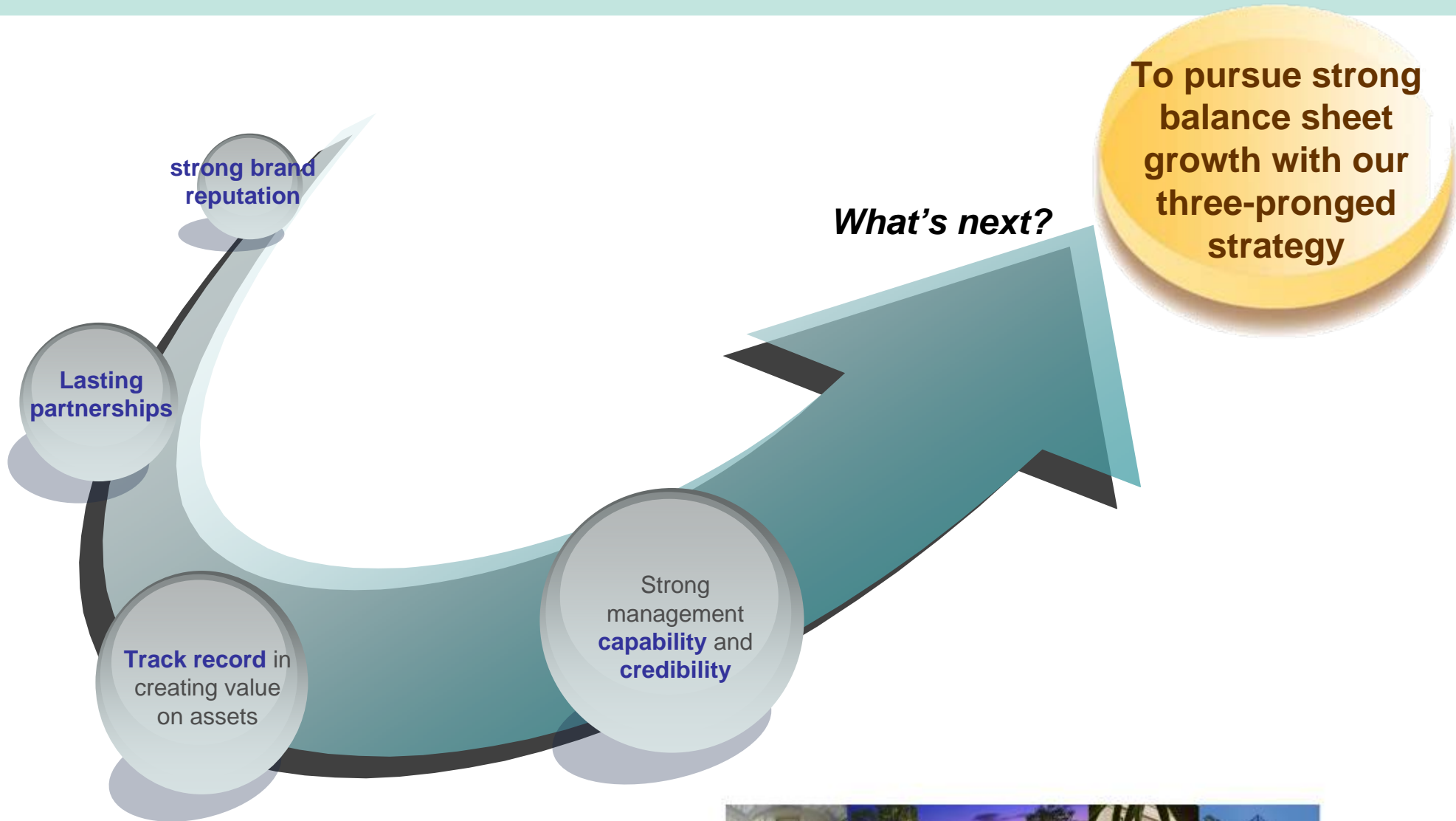
*The Future*



*The Past*



# Corporate Direction



# Three-pronged Strategy with Strong Focus on Property Development

## *Property Development*

- Continue to deliver attractive returns with USI's value creation ability
- Well-focus on luxury and high-end residential market
  - Re-launch the remaining units of The Giverny
  - 157 Argyle Street residential project in 2009
  - Replenish land reserve and co-develop luxury residential project in Pak Shek Kok, Tai Po
- Explore its first comprehensive development opportunity in China

## *Property Investment*

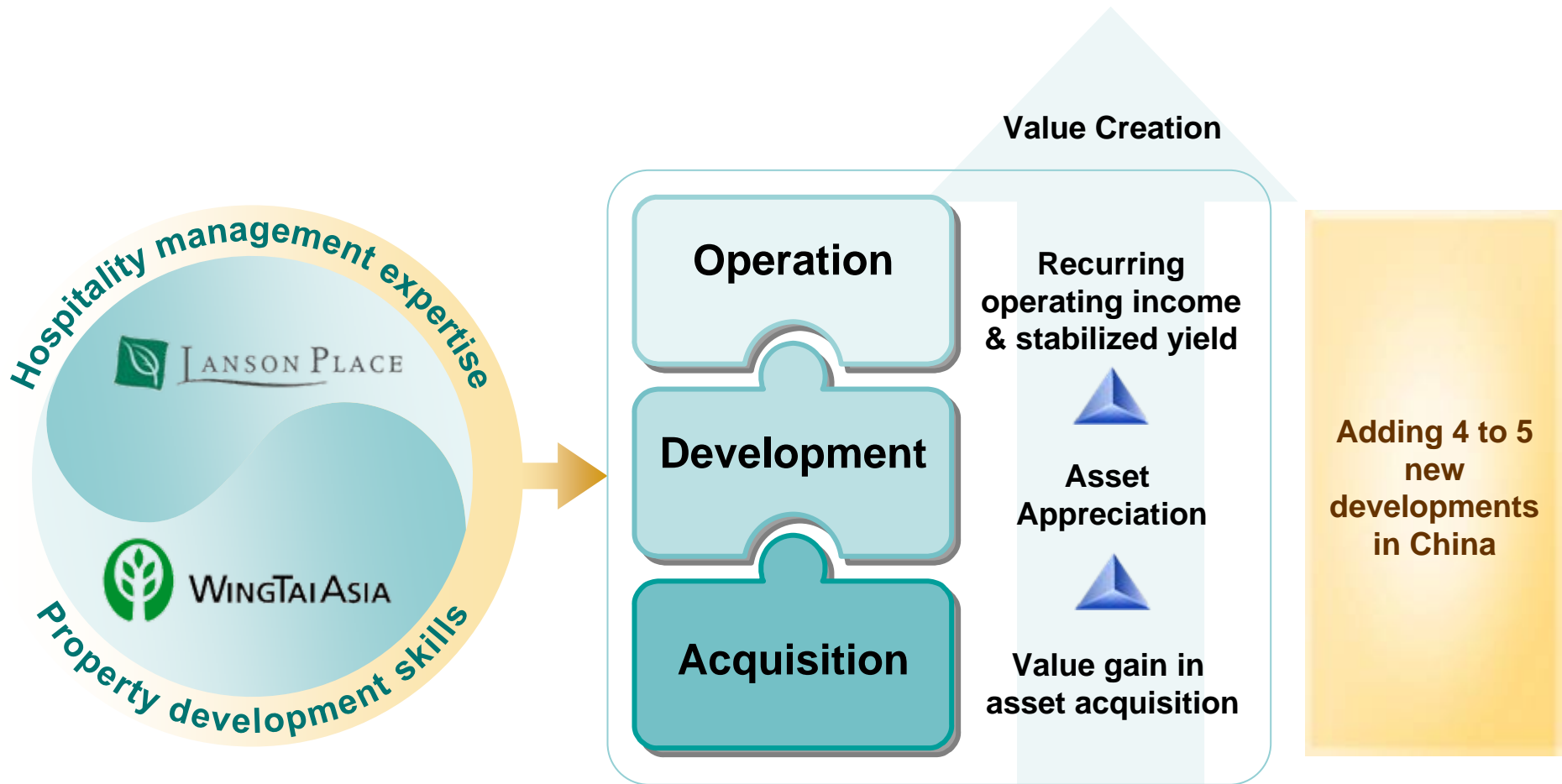
- Improve and enhance property value through renovation initiatives
  - 314-324 Hennessy Road project and infinity shopping mall in Huai Hai Road area in Shanghai
- Explore investment of quality commercial / retail properties in opportunistic manner

## *Hospitality Management*

- Promote "Lanson Place" and strengthen its position and competitiveness in existing markets
- Offer excellent and unique service standard, and maintain high occupancy
- Seek to expand in strategic locations in Greater China and other gateway cities in Asia



# Hospitality Business – Multiple Value Enhancement



# Group Restructuring of Wing Tai Holdings

- Intend to make a voluntary conditional offer to acquire Winsor Properties (HKEx:1036)
- Restructure the interests of USI and Wing Tai (SGX: Wing Tai) in Winsor
- 2.825 new USI shares for every one Winsor share
- Aims of restructuring:
  - Create enhanced value and streamline overall group structure
  - Leverage its strengthened shareholding relationship to capitalize growth opportunities in the property development and investment sector
  - Not to privatise Winsor Properties
- Estimated schedule of SGM in late May



# Open Forum

