

# USI Holdings Limited

2006 Interim Results  
Corporate Presentation



# 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 Interim Results Highlights
- Strengths, Accomplishment & Future
- Appendix



# 2006 Interim Results Highlights



# 2006 Interim Results

<i>(HK\$ mil)</i>	1H 2006	1H 2005	Change
Turnover	1,861	552	237% ▲
Gross Profit	880	131	572% ▲
Operating Profit	712	65	995% ▲
Net Profit after MI	585	72	713% ▲
Basic EPS (HK cents)	111.0	13.7	710% ▲
Dividend (HK cents)	5.0	1.5	233% ▲



# Solid Balance Sheet

*(HK\$ mil)*

As at  
30 Jun 2006

As at  
31 Dec 2005

Cash & cash equivalents

341

138

Current ratio

2.27 times

1.02 times

Gearing ratio

39.2%

48.6%

Net assets

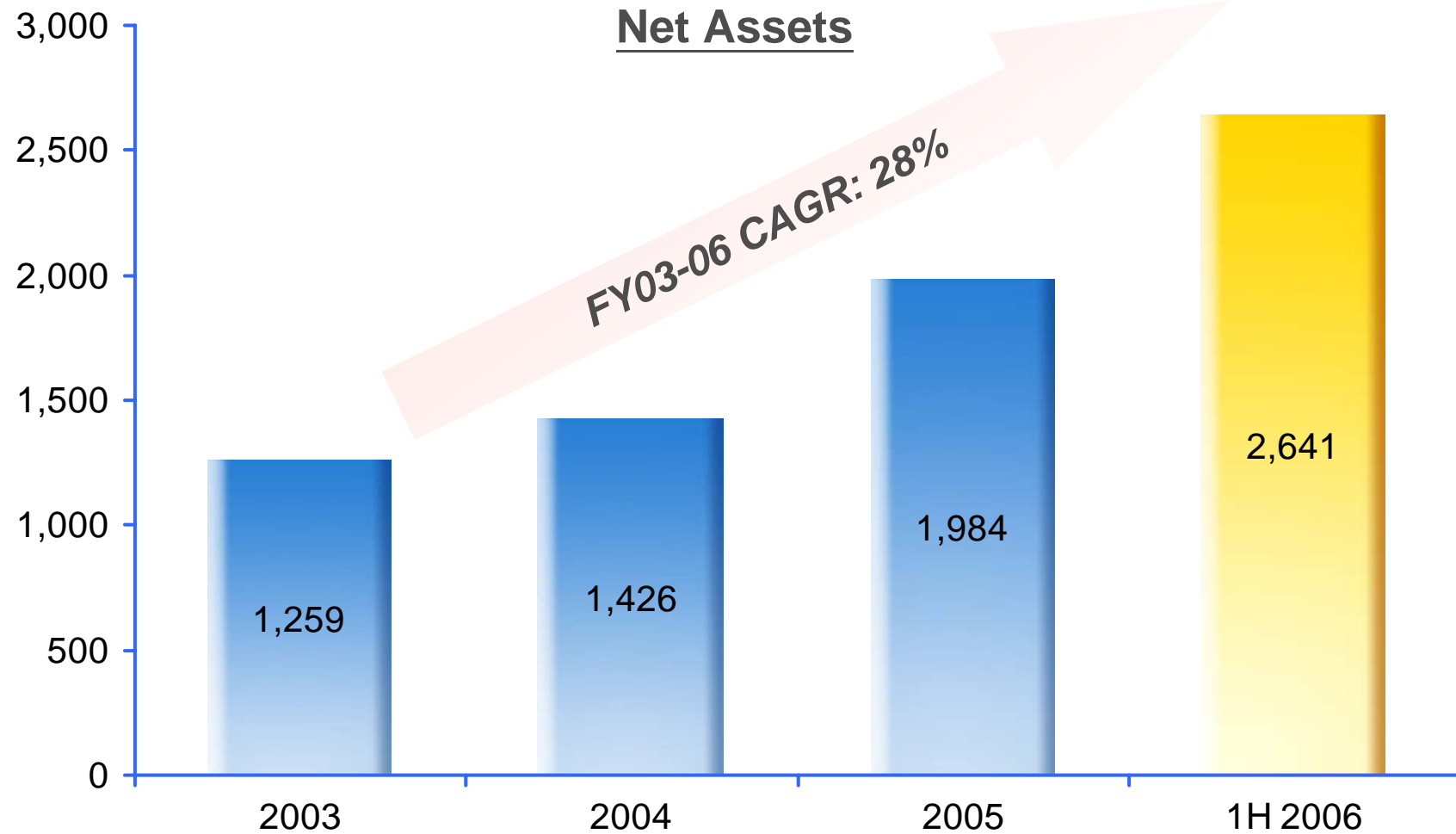
2,641

1,984



# Healthy Asset Growth

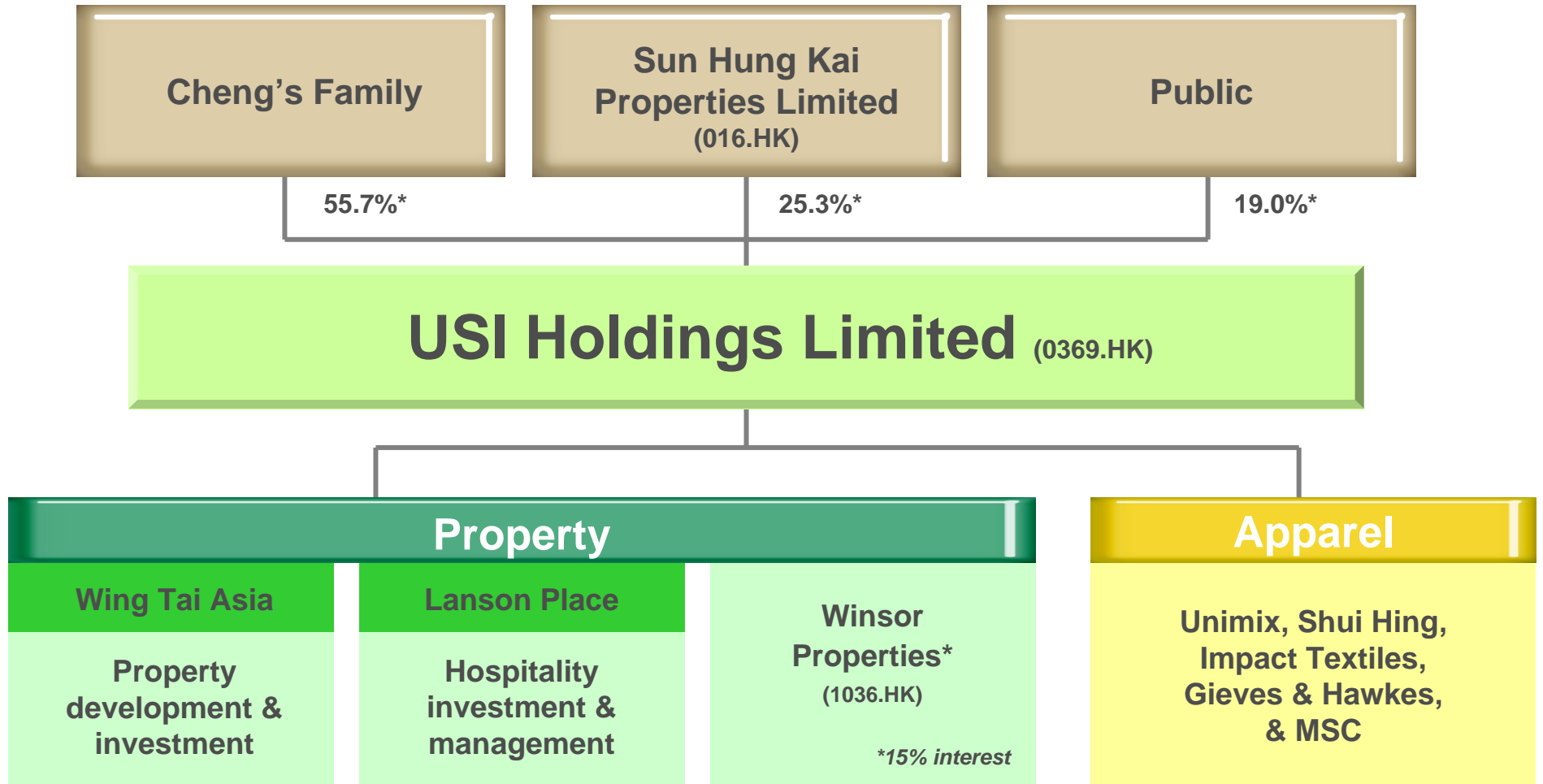
(HK\$ mil)



# Strengths, Accomplishment & Future



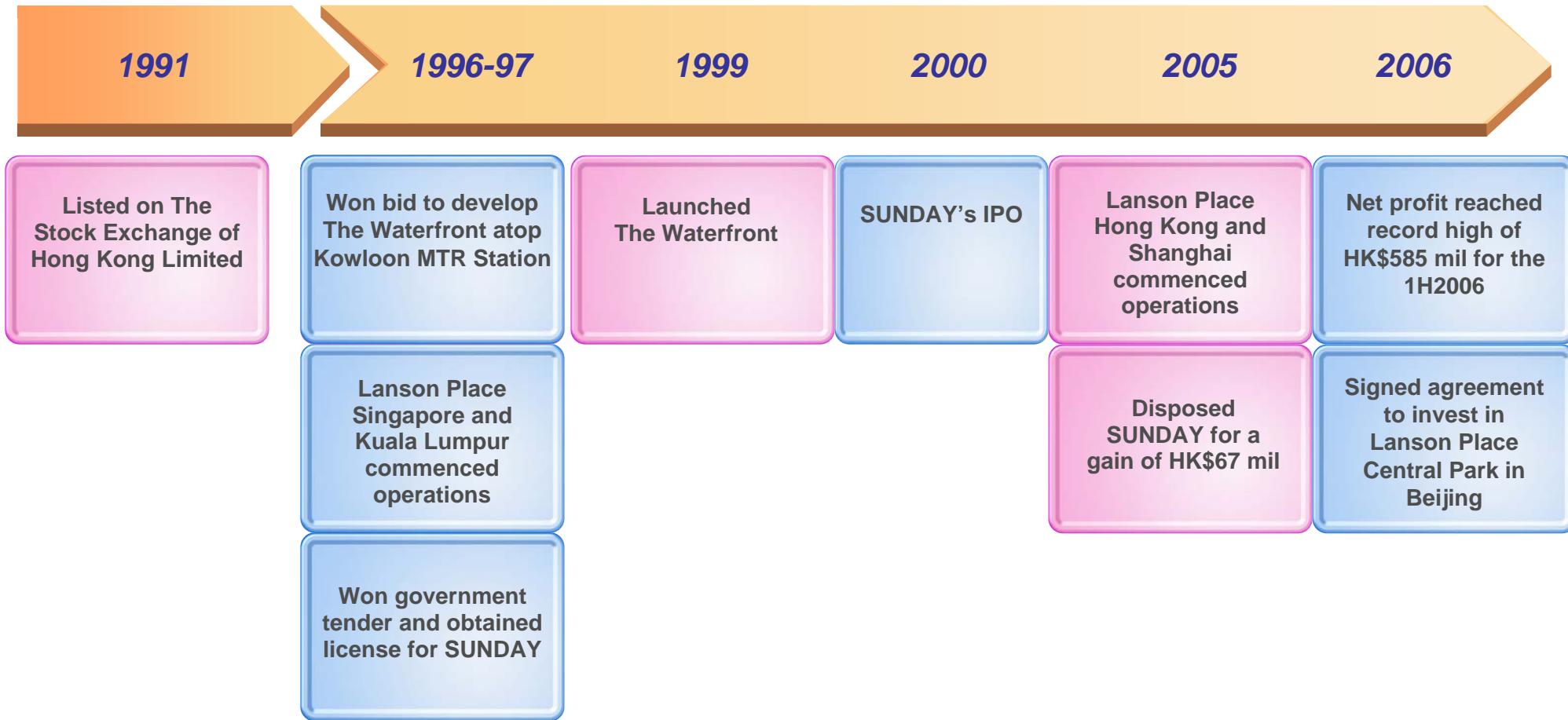
# Shareholding Structure



\* As at 25 September 2006



# Corporate Milestones



# Experienced & Professional Management Team

## Professional qualification & experience

<p><b>Mr. Christopher Cheng</b> <i>Chairman</i></p>	<ul style="list-style-type: none"> <li>• MBA degree from Columbia University and BBA degree from University of Notre Dame</li> <li>• Chairman of the Standing Committee on Judicial Salaries &amp; Conditions of Service, member of the Exchange Fund Advisory Committee of HKSAR</li> </ul>
<p><b>Mr. Edward Cheng</b> <i>Chief Executive</i></p>	<ul style="list-style-type: none"> <li>• Master degree from Oxford University</li> <li>• Chairman of the Urban Renewal Authority, member of the HKSAR Government's Commission on Strategic Development</li> </ul>
<p><b>Mr. Dennis Au</b> <i>Executive Director</i> <i>Managing Director - Properties</i></p>	<ul style="list-style-type: none"> <li>• Over 12 years with USI</li> <li>• MBA and Bachelor degree holder</li> <li>• Fellow member of the Association of Chartered Certified Accountants</li> </ul>
<p><b>Mr. Frederick Ng</b> <i>Executive Director</i></p>	<ul style="list-style-type: none"> <li>• MBA degree from Columbia University and BSBA degree from Georgetown University</li> <li>• Director of The Federation of Hong Kong Garment Manufacturers</li> </ul>
<p><b>Mrs. Karen Li</b> <i>Executive Director - Lanson Place</i></p>	<ul style="list-style-type: none"> <li>• Over 12 years with USI</li> <li>• MBA degree from George Washington University, BBA degree from University of Hawaii</li> <li>• Over 18 years of experience in strategic planning and hotel operations</li> </ul>
<p><b>Mr. Andrew Leung</b> <i>Executive Director - China</i> <i>Investment</i></p>	<ul style="list-style-type: none"> <li>• Honours Bachelor degree in Laws from the University of Hong Kong</li> <li>• Over 17 years of experience in investment projects including direct investment activities for the Worldwide Investment Group founded by Sir Y.K. Pao</li> </ul>



# Asian Presence in Key Markets



Property development & investment:



Hospitality investment & management:



# Prestigious Partners

Hongkong Land



- Central Park, Beijing

MSREF



- Lanson Place Boutique Hotel & Residences, Hong Kong
- Lanson Place Jin Lin Tian Di Residences, Shanghai

Nan Fung Group



- The Grandville, Hong Kong
- The Giverny, Hong Kong

Sun Hung Kai Properties



- Currently owns 25.3%\* interest in USI

MTRC



- The Waterfront, Hong Kong

Temasek



- The Waterfront, Hong Kong

Winsor Properties



- 102 How Ming Street, Hong Kong
- The Group holds 15% interest in Winsor Properties

\* As at 25 September 2006



# Proven Track Record in Property Development

USI's effective interests:

7.5%

95% sold  
Sales: HK\$10.5B  
GFA: 1,700,000 sq. ft.



33.3%

Sales: HK\$900M  
GFA: 263,000 sq. ft.



87.5%

Sales: HK\$430M  
GFA: 80,000 sq. ft.



40.0%

90% sold  
Sales: HK\$3.2B  
GFA: 492,000 sq. ft.



50.0%

25% sold  
Sales: HK\$700M  
GFA: 160,000 sq. ft.



As of June 30, 2006, achieved total sales of approx. HK\$15.7 billion



# Hospitality Investment & Management at a Glance

	Location	Total no. of apartments/ suites	Current occupancy rate (as of Aug 2006)
<b>Lanson Place, The Waterfront<sup>^</sup></b>	Western Kowloon, Hong Kong	164	n.a.
<b>Lanson Place Boutique Hotels &amp; Residences</b>	Causeway Bay, Hong Kong	194	86%
<b>Lanson Place Jin Lin Tian Di Residences</b>	Shanghai, the PRC	106	81%
<b>Lanson Place Winsland</b>	Singapore	67	97%
<b>Lanson Place Ambassador Row</b>	Kuala Lumpur, Malaysia	212	86%
<b>Lanson Place Kondo 8</b>	Kuala Lumpur, Malaysia	132	92%
<b>Lanson Place Central Park<sup>*</sup></b>	Beijing, the PRC	105	n.a.

<sup>^</sup> Renamed as Tower V & in sale now

<sup>\*</sup> Scheduled completion: March 2008



# Properties Available for Sale

	Group's interest	Total GFA available for sale (sq. ft.)	Total no. of units available for sale
The Grandville, Hong Kong	40%	52,300	30
The Giverny, Hong Kong	50%	112,000	42
The Waterfront, Hong Kong	7.5%	81,000	45
Kovan Melody, Singapore	12%	276,000	214



# Latest Acquisitions

Project name	Acquisition date	Acquisition cost	Value Creation Strategy
133 Leighton Road	December 2003	HK\$495 mil	<ul style="list-style-type: none"> <li>Refurbished and renovated the building to Lanson Place Boutique Hotels &amp; Residences, a quality boutique hotel in Causeway Bay with 194 suites</li> </ul>
157 Argyle Street	January 2005	HK\$262 mil	<ul style="list-style-type: none"> <li>Proposed to build a 90,000 sq. ft. luxury high-rise residential tower</li> </ul>
Xintiandi District	April 2005	HK\$488 mil	<ul style="list-style-type: none"> <li>Refurbished and renovated the building to Lanson Place Jin Lin Tian Di Residences, located in an eye-catching landmark district of Shanghai</li> </ul>
314-324 Hennessy Road	July 2005	HK\$550 mil	<ul style="list-style-type: none"> <li>Proposed to offer a 120,000 sq. ft. top grade commercial and upscale retail space after refurbishment</li> </ul>
Tower 15, Central Park, Beijing	September 2006	HK\$195 mil	<ul style="list-style-type: none"> <li>Proposed to renovate the building to serviced apartment tower under Lanson Place brand</li> </ul>



# Corporate Strategies

## Property Development & Investment

- Consolidate the market presence of “Wing Tai Asia” brand as quality property developer in Hong Kong, focusing on high-end residential property projects
- Expand into investment of commercial/ retail properties

## Hospitality Investment & Management

- Promote “Lanson Place” and strengthen its position and competitiveness in existing markets
- Seek to expand in strategic locations in Greater China and other gateway cities in Asia

## Comprehensive Development

- With hospitality investment and management as a spearhead, USI will seek to develop itself into a comprehensive property developer with an Asian presence and China focus



# Appendix



# The Waterfront



- Formed consortium with Temasek, Wing Tai Holdings, Keppel Land, Lai Sun, etc.
- Various sales launch, including Tower V at end of 2004
- Total sales: HK\$10,500 million



# The Hillgrove



- Sales launch: December 2001
- Achieved average selling price of HK\$3,400/ sq. ft. vs HK\$2,600 market average
- Total sales: HK\$900 million



# The Bloomsville

## 陶源 THE BLOOMSVILLE

- Sales launch: January 2002 at average price of HK\$5,400/ sq. ft. compared to market average of HK\$3,700/ sq. ft. of Majestic Park (帝庭豪園) and HK\$4,400 by Regalia (爵士花園)
- Total sales: HK\$430 million



# The Grandville

## THE GRANDVILLE

### 晉名峰

九肚山畔耀目府邸

- Land auction: April 2002
- Land cost: HK\$660 million
- Sales launch: December 2004; sold 90% in a month's time achieving an average price of HK\$7,500/ sq. ft.
- Special luxurious units commands higher prices averaging up to HK\$13,000/ sq. ft.
- Total sales to-date: HK\$3,200 million
- Total GFA: 492,000 sq. ft.
- Remaining GFA: 53,600 sq. ft.



# The Giverny

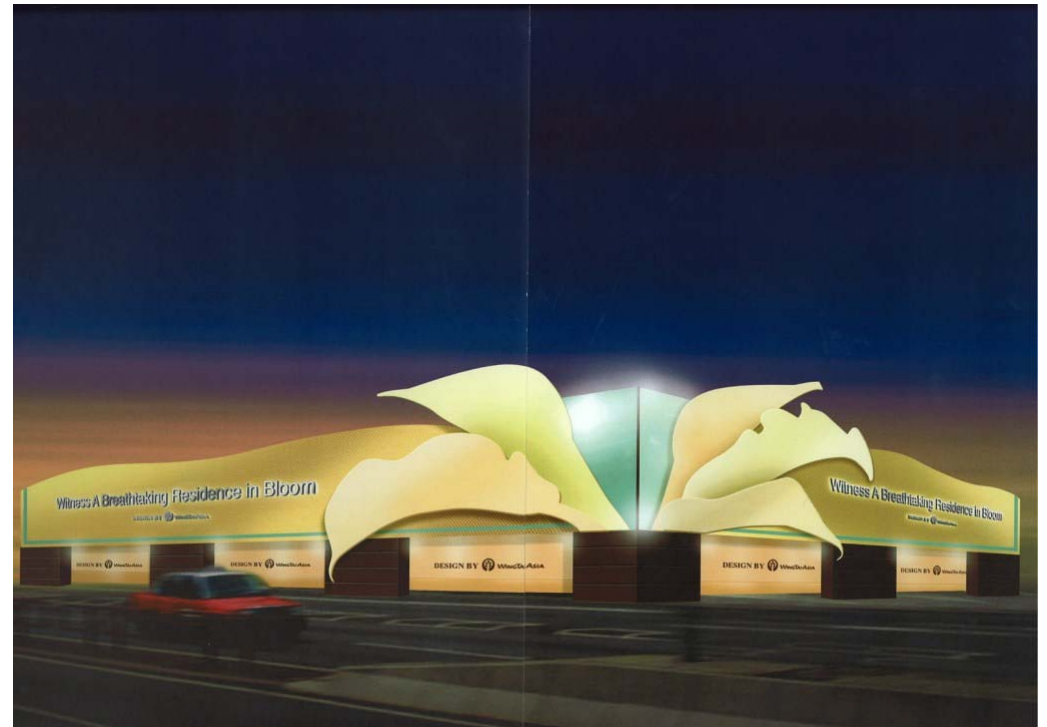
## THE 泰喬 GIVERNY

- Land auction: August 2001
- Land cost: HK\$148 million
- Sales launch: October 2005; sold one-third in a month's time achieving an average price of HK\$14,000/ sq. ft.
- Total sales to-date: HK\$700 million
- Total GFA: 160,000 sq. ft.
- Remaining GFA: 120,000 sq. ft.



# 157 Argyle Street

- A high-rise residential development
- Expected GFA: ~90,000 sq. ft.
- Agreed with the Government on the basic terms of the lease modification
- Currently in negotiation on the land premium



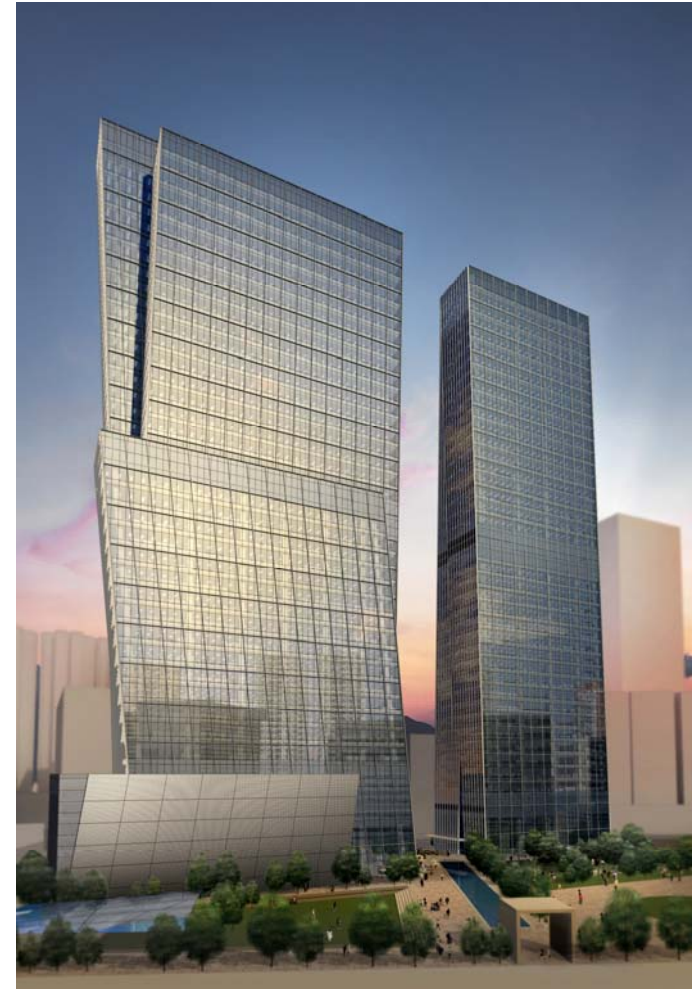
# 314 - 324 Hennessy Road, Wanchai

- Won the bid for the former Bank of East Asia Building
- Total GFA: ~120,000 sq. ft.
- Refurbishment to provide Grade A office and upscale retail space
- Expected to be completed by 2007



# 102 How Ming Street, Eastern Kowloon

- One of the key assets held by Winsor Properties
- A prime office site with GFA of ~1.3 million sq. ft.
- USI is the project manager
- Will be developed into two Grade A office towers



# Lanson Place, The Waterfront – *Hong Kong*



# Lanson Place Boutique Hotels & Residences – *Hong Kong*

Before renovation (2004)



After renovation



# Lanson Place Boutique Hotels & Residences - *Hong Kong*



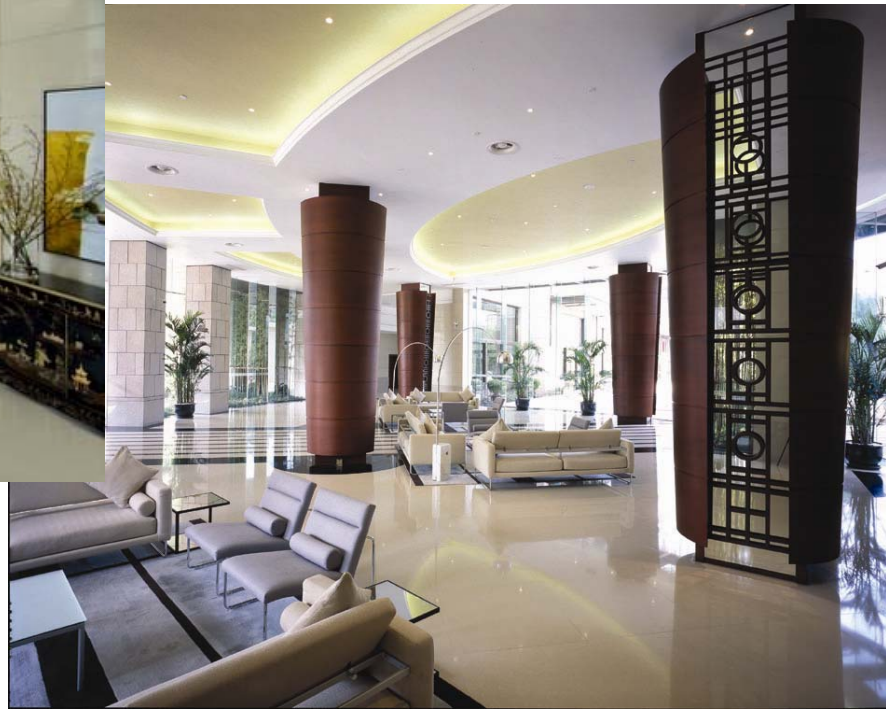
- Occupancy rate: 88% (Sept 2006)
- Room rate: HK\$1,600/ night
- 8 months into operation



# Lanson Place Jin Lin Tian Di Residences - *Shanghai*



- Occupancy rate: 87% (Sept 2006)
- Room rate: USD\$6,700/ month
- 8 months into operation



# Lanson Place Winsland - Singapore



# Lanson Place Kondo 8 – *Kuala Lumpur*



# Lanson Place Central Park - Beijing

