

USI Holdings Limited (369.hk)

Annual Results 2007

April 2008



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

- Major Accomplishments in 2007
- Financial Review
- Business Review
- Future Plans & Strategies
- Appendices
- Open Forum



Major Accomplishments in 2007



Highlights of the year

- Year 2007 is a year of transformation of the Group:
 - We have achieved yet another year of record profit at HK\$1.7 billion
 - Our net assets nearly tripled to HK\$8.5 billion
- Captured the most favourable time for each property launch and achieved overwhelming and strong property sales of over HK\$1.6 billion
- Accumulated 450,000 square feet of prime residential land bank in Hong Kong
- Formed a strategic platform to capture comprehensive development opportunities in China and also made our first acquisition



Financial Review



Results Highlights

HK\$ M	For the year ended 31 December		
	2007# (audited)	2006* (audited)	Change
Turnover	2,210	2,699	-18%
Gross profit	917	1,126	- 19%
Profit from operations	2,042	1,016	+101%
Profit attributable to equity holders of the Company	1,736	738	+135%
Basic earnings per share (HK cents)	232	140	+66%
Final dividend per share (HK cents)	6.5	6.5	0%

Note:

* No consolidation of Winsor Properties

Consolidation of Winsor Properties accounts for the 6-month from 1 July 2007 to 31 December 2007



Turnover Breakdown

HK\$ M	For the year ended 31 December		
	2007# (audited)	2006* (audited)	Change
Property development	769	1,359	- 43%
Property investment & management	137	58	+136%
Hospitality investment & management	97	61	+59%
Garment manufacturing & trading	919	947	- 3%
Others	287	274	+5%
Total	2,209	2,699	- 18%

Note:

* No consolidation of Winsor Properties

Consolidation of Winsor Properties accounts for the 6-month from 1 July 2007 to 31 December 2007



Solid Balance Sheet

HK\$ M	31 December 2007# <i>(unaudited)</i>	31 December 2006* <i>(audited)</i>
Total assets	14,836	4,784
Net assets	8,493	2,928
Investment properties	3,463	1,563
Leasehold land & land use right	5,772	776
Properties under development	1,176	129
Stock of completed properties	62	303

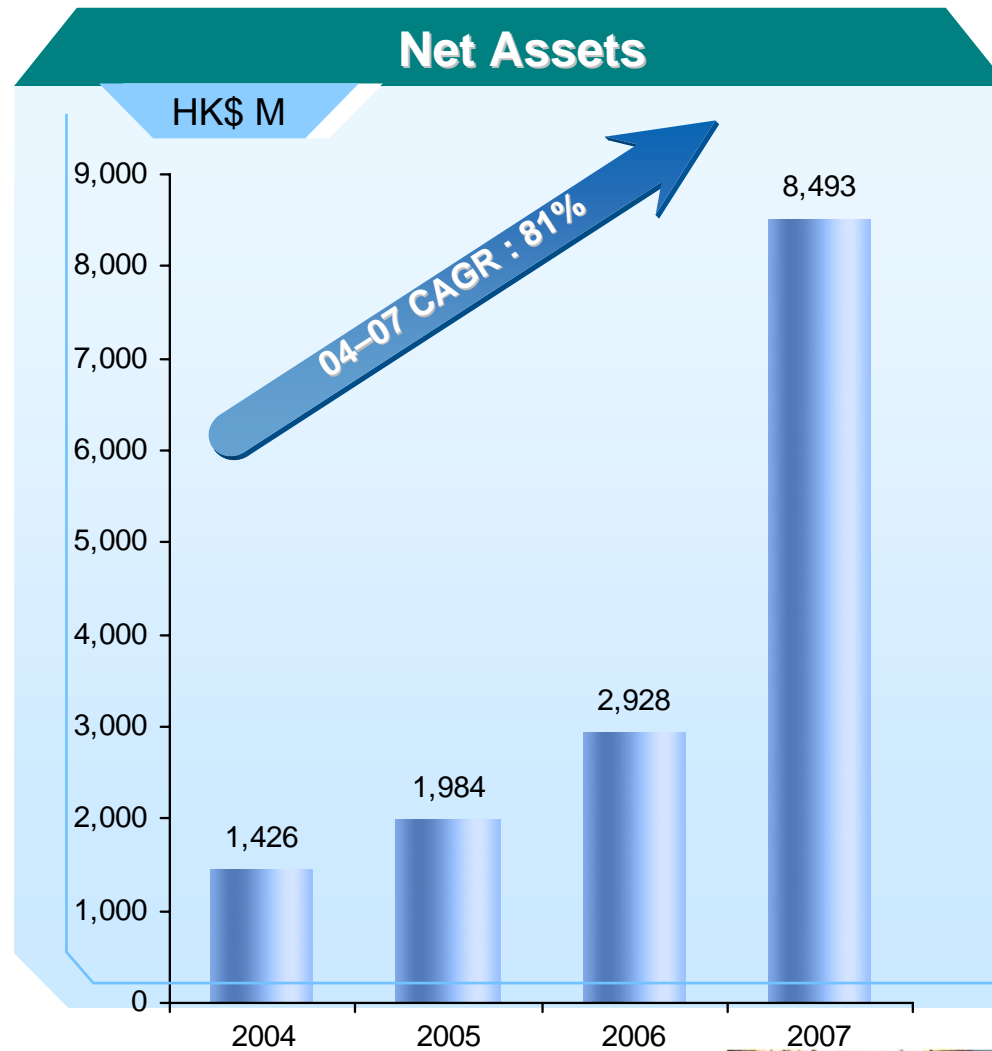
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Net Asset Growth



Key Financial Indicators

	31 December 2007# (unaudited)	31 December 2006* (audited)
Current ratio	1.30	2.13
Gearing ratio <i>(net borrowings to total equity)</i>	27.8%	28.9%
Bank balances and cash	1,806	404

Note:

* No consolidation of Winsor Properties

Consolidation of Winsor Properties accounts for the 6-month from 1 July 2007 to 31 December 2007



Business Review



Corporate Reorganisation

General offer for shares of Winsor Properties and injection of 3 quality investment properties

- Unlocked the value of the assets in Winsor Properties, generating a gain of approximately HK\$1.2 billion
- Near tripled balance sheet with net assets increases to HK\$8.5 billion
- Secured stable and growing recurring income
- Bigger platform for more and bigger property deals
- Forged a more defined role for USI (development focused) and Winsor Properties (investment focused)



Property Development

- Formed consortia with Nan Fung, Sino Land and K. Wah to co-develop 2 sites at Pak Shek Kok, Tai Po in April 2007
- The same consortia further won the land auction of the adjacent site in October 2007
- The Group has a 15% interest in each site and the aggregate attributable floor area is approximately 300,000 square feet
- Formed joint venture with Wachovia Securities to redevelop a premier residential site at Seymour Road, the Mid-Levels in November 2007
- The Group has a 30% interest of the project which has a developable area of approximately 165,000 square feet
- Successful sales of the Giverny and the Grandville generating HK\$769 million turnover and HK\$500 million profit before taxation attributable to the Group
- Construction of the residential development at 157 Argyle Street is proceeding according to plan and is scheduled for completion in 2009



Property Investment

- W Square has obtained occupation permit in January 2008 and is approximately 30% leased to date
- Landmark East is expected to obtain occupation permit in Q3 2008. Marketing and pre-leasing are in good progress
- The Group now holds 3.5 million square feet of investment properties with estimated GDV of approximately HK\$10 billion
- Balanced and diversified investment portfolio generating stable recurring income and cash flow which is expected to grow substantially as a result of W Square and Landmark East



Hospitality Investment & Management

- Quality management with diversified skills, expertise and commitment
- Strong reputation in the industry despite short operating history in Hong Kong and Shanghai. Lanson Place Hong Kong recently topped the list of the Most Popular City Centre Hotel by Small Luxury Hotels of the World.
- Promising occupancy of over 90% throughout the period and recording continued growth in rates
- Lanson Place Central Park Residences is scheduled to soft launch in May 2008 and pre-launch marketing campaigns are in good progress
- A handful of projects have been identified in Asia, covering Kuala Lumpur and first tier cities in China



*"Small Luxury Hotels
of the World"*



StyleAwards

*"Boutique Hotel
of the Year"*



First Property Development JV in Mainland China

- Entered into a joint venture agreement with Hongkong Land Group, creating a strong business platform for future expansion in China in October 2007
- The JV announced its first comprehensive property development in Shenyang of China, in collaboration with a local developer in December 2007
- Focus in first-tier cities and fast growing second-tier cities in China, particularly those in the Pan Bohai Rim Region, the Yangtze River Delta and South Western China
- Well-established and experienced PRC team with good local network



Apparel Business

- Restructured apparel business into a platform for sustainable profitability
- Closed down unprofitable business lines and focus resources on business lines with good potential and high profitability
- Due to closing down of unprofitable operations, substantial provision for restructuring of HK\$88 million was made in 2007 and the restructuring is expected to complete by third quarter of 2008



Future Plans & Strategies



Corporate Profile



Core Philosophy

- *Value Creation*
- *Commitment to Quality*
- *Extensive Partnership Network*
- *Insightful and Effective Management*

Three-pronged Strategy

- *Property development & investment in HK*
- *Hospitality investment & management in Asia*
- *Comprehensive Property Development in China*

***A Fully Fledged Property Developer
with Strong Asian Presence
and China Focus***

Two Listed Platforms

- *Enlarged Balance Sheet*
- *Higher Financial Capacity and Flexibility*



Three-pronged Strategy with Clear Business Roles & Expansion Plans



WINGTAI ASIA Development Focused

- Focusing on value creation and development gain
- Acquiring projects in disciplined and strategic manner
- Riding on partnership to develop luxury residential property project



WINSOR PROPERTIES HOLDINGS LIMITED
南聯地產控股有限公司

Investment Focused

- Growing asset portfolio and enhancing yield
- Generating strong and growing recurring income



LANSON PLACE Value Driven

- Merging development skill with operational expertise
- Focusing on recurring income and asset enhancement through hospitality operation
- Emphasizing on expansion in gateway cities in Asia

Comprehensive Property Development Strong Platform

- Riding on the JV with HKL to develop large scale projects comprising residential, retail, commercial and hospitality in 1st and fast-growing 2nd - tier cities in China
- Planning to invest up to 30% of resources and balance sheet in China market via HKL and own Lanson Place



Appendices



Property Investment

- 100% owned by Winsor Properties as of 31 Dec 2007

	Property	Location	Total GFA (sq. ft) (31 Dec 2007)	Average occupancy in 2007 (sq. ft)	Average occupancy rate in 2007 (%)
Grade A Office	W Square	Wanchai	129,000	N/A	N/A
	Landmark East	Kwun Tong	1,300,000	N/A	N/A
Industrial Building	Regent Centre	Kwai Chung	659,000	622,000	94%
	Winner Godown Building	Tsuen Wan	497,000	497,000	100%
	Unimix Industrial Centre	San Po Kong	391,000	324,000	83%
	Lucky Industrial Building	Kwai Chung	293,000	293,000	100%
	Shui Hing Centre	Kowloon Bay	187,000	166,000	89%
			<u>3,456,000</u>		



Satisfactory Operating Results

- 5 serviced apartments and 1 boutique hotel offer 816 apartments/ suites in total

	Location	No. of apartments/ suites	Average occupancy rate in 2007	Average occupancy rate In 2006
Lanson Place Boutique Hotels & Residences	Causeway Bay, Hong Kong	194	90%	67%#
Lanson Place Jin Lin Tian Di Residences	Shanghai, China	106	96%	69%#
Lanson Place Winsland	Singapore	67	91%	92%
Lanson Place Ambassador Row	Kuala Lumpur, Malaysia	212	78%	75%
Lanson Place Kondo 8	Kuala Lumpur, Malaysia	132	96%	96%
Lanson Place Central Park Residences*	Beijing, China	105	N/A	N/A

816

First year of operation

* Scheduled to soft launch in May 2008



Open Forum

