



 **新世界發展有限公司**
New World Development Company Limited

FY2024
INTERIM PRESENTATION
ANALYST BRIEFING

29 February 2024



HK PROPERTY MARKET EXPECTED TO REVIVE

On the Back of Scrapping ALL Property Cooling Measures

IMPROVED SENTIMENT & INTERESTS
with increasing sales enquiries & releasing pent-up demand



TRANSACTION VOLUME TO INCREASE
supported by local end users, investment and incoming talents & professionals' demand



SIGNIFICANT CASH FLOW EXPECTED FOR NWD
with accelerated projects sales arrangement: ~2,500 units in next 6 months

Delivering Resilient Results in a Challenging Environment...

...With Lights Seen at the End of the Tunnel

MAINTAIN OVERALL STABLE PROFITABILITY
from rising core profit margin and improved IP contributions

REDUCING DEBT, ENSURING LIQUIDITY & FINANCIAL FLEXIBILITY
with capital resources exceeding short-term debt obligations

SOLID BUSINESS FUNDAMENTALS & EARNINGS POTENTIAL
as mega IPs completing and robust DP pipeline contributing

SECTION I

FINANCIAL HIGHLIGHTS



DELIVERING RESILIENT RESULTS IN A CHALLENGING ENVIRONMENT

Core Profit ^{(1) (2)}	Profit/(loss) for the Period	Capital Resources
<p style="text-align: center;">HK\$4,866M</p> <p style="text-align: center;">+12% YoY</p> <p style="text-align: center;">Core profit margin: 29%</p> <p style="text-align: center;">+9.5 p.p YoY</p>	<p style="text-align: center;">HK\$1,543M (+16% YoY) From continuing operations (Excl. NWS)</p> <p style="text-align: center;">HK\$502M Profit attri. to shareholders From continuing operations (Excl. NWS)</p> <hr style="border-top: 1px dashed black;"/> <p style="text-align: center;">HK\$(5,701)M Non-equity impact of NWS disposal loss ⁽³⁾</p>	<p style="text-align: center;">HK\$52.0B</p> <p style="text-align: center;">HK\$39.0b cash & bank balances HK\$13.0b undrawn lines</p>
OPEX ⁽¹⁾	CAPEX ⁽¹⁾	Net Gearing
<p style="text-align: center;">HK\$2.0B</p> <p style="text-align: center;">-16% YoY</p>	<p style="text-align: center;">HK\$7.5B</p> <p style="text-align: center;">-21% YoY</p>	<p style="text-align: center;">49.9%</p> <p style="text-align: center;">30 June 2023 48.7%</p>
		Dividend
		<p style="text-align: center;">Interim DPS: HK\$0.20</p> <p style="text-align: center;">1HFY23 HK\$0.46/share</p>

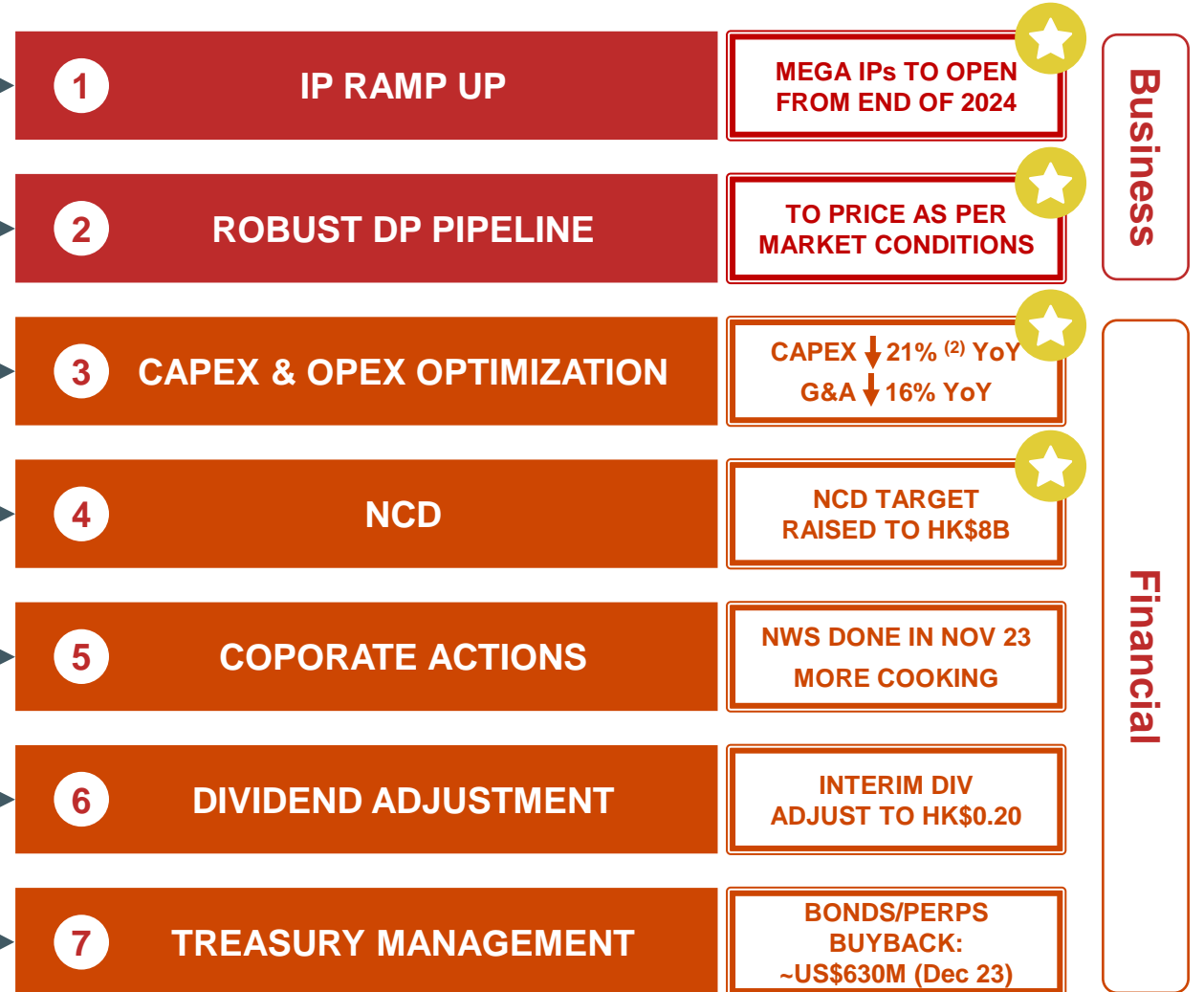
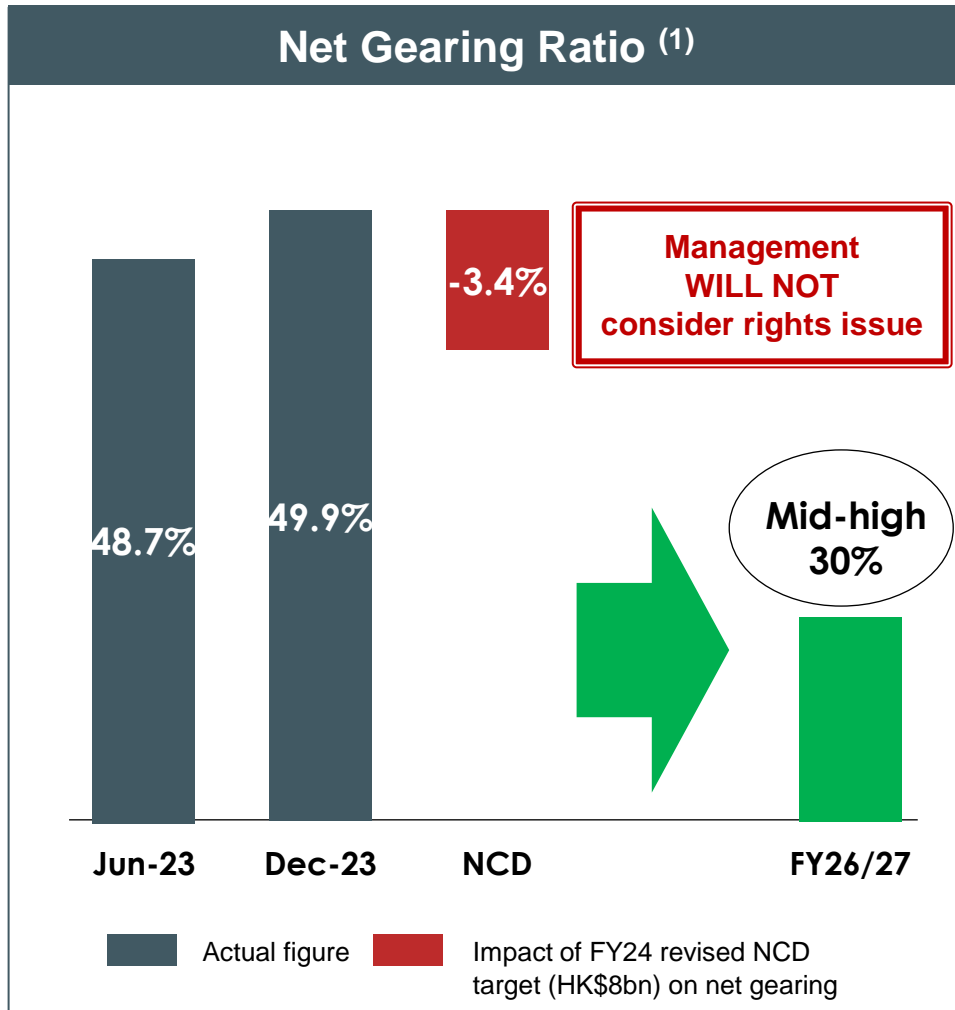
1. From continuing operations
2. CORE PROFIT = Earning before Net Finance Costs, Tax, IP Fair Value Changes & Other Non-Cash / Exceptional Items
3. Out of the NWS disposal loss of HK\$8.3b, the financial impact to equity was HK\$2.6b while the remaining HK\$5.7b had no equity impact

A photograph of a modern building at dusk. The building features a prominent glass facade with a curved, cantilevered walkway on the upper levels. The ground floor is illuminated from within, showing a brightly lit interior. In the background, a cityscape is visible under a twilight sky. The overall scene is a mix of architectural detail and urban environment.

SECTION II

OUR DELEVERAGING STRATEGY

ADDRESSING DEBT WHILE ENSURING LIQUIDITY AND FINANCIAL FLEXIBILITY



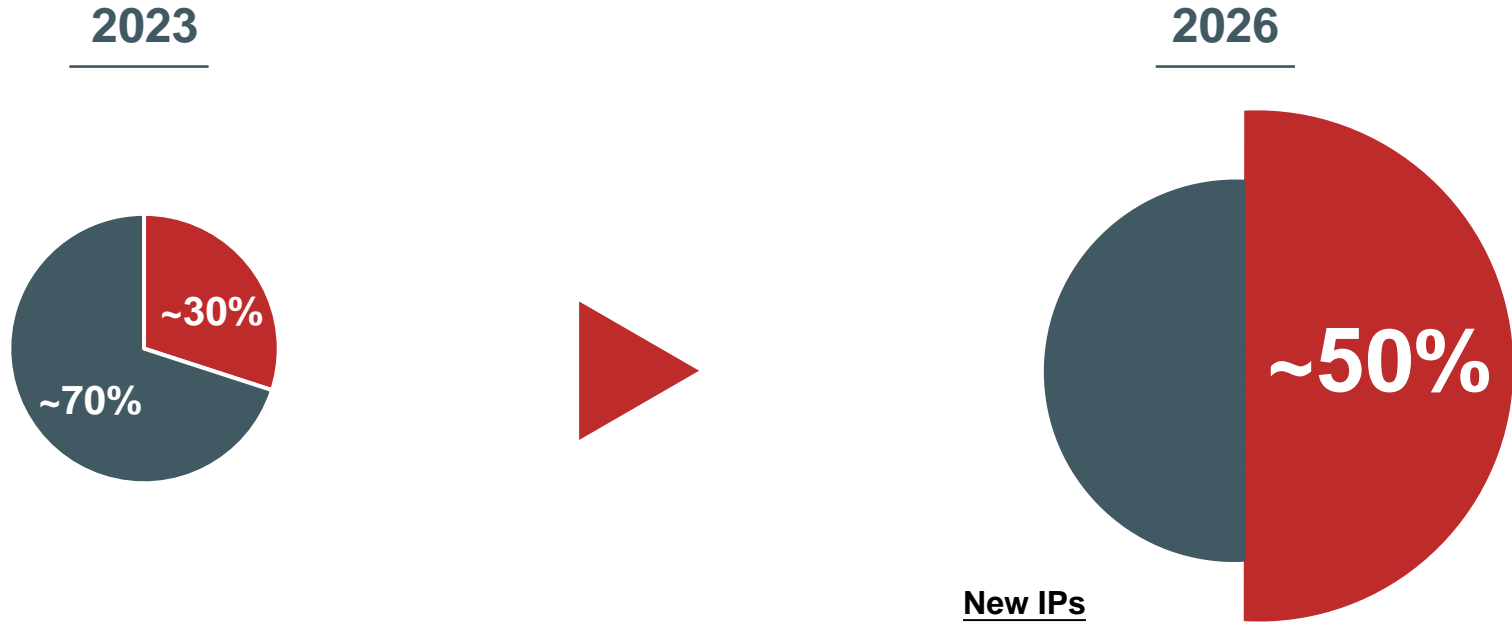
1. Net gearing ratio = Net debt divided by total equity

2. Excluding NWS capex in both periods

RECURRING BUSINESS TO CONTRIBUTE **~50% PROFIT** BY 2026

Improved earnings stability as a result of strong rental income growth from IP pipeline

- Recurring core profit
- Non-recurring core profit



Existing IPs

Major IPs



Victoria Dockside
~ 3.0m FT²



K11 Art Mall
~ 0.4m FT²



Shanghai K11
~ 1.3m FT²

+ Others

New IPs



11 SKIES, Skycity Project
~ 3.8m FT²



Kai Tak Sports Park
~ 0.7m FT²

Retail pre-lease rate: ~70%

HK IP (Gross GFA)
~60%



Shenzhen K11 Ecoast¹
~ 2.5m FT²

+ Others

1. The total GFA of the project is ~228k m² while New World Development has 51% equity interest
 2. ft² = m² * 10.764

KAI TAK SPORTS PARK: THE LARGEST SPORTS VENUE IN HONG KONG

Retail pre-lease rate: ~70%



The **Largest** “Sportainment” Retail Experience Landmark
Completion in 2H 2024

GFA
700k FT²

No. of stores
Over 200



Kai Tak Sports Park

Completion in 2024

Opening in 2025 (Host the 15th National Games in 2025)

Main Stadium	+	Indoor Sports Center	+	Public Sports Ground
50,000		10,000		5,000
Seats				

HK BUDGET 2024 REMOVED ALL PROPERTY DEMAND SUPPRESSION POLICIES

With other property related restrictions relaxed by HKMA, such as mortgage ratios and stress test requirements

POTENTIAL BUYERS:

Investment demand

- Removal purchase restrictions significantly **reduce the transaction costs & improve investment returns**
- This together with rate cuts will **unlock meaningful demand**

Local structural demand

- Structural demand currently dampened due to poor sentiment & outlook property prices
- **Increased transaction volume** from property demand will **revive structural demand**

Local upgrade demand

- Removal of property purchase restrictions will **reduce transaction costs** for making upgrade decisions easier

Talents & Professionals' demand

- **Full unlock of pent up demand** from new talents residing in Hong Kong



ROBUST DP PIPELINE SUPPORTING CONTINUOUS GROWTH



(selective projects)

Hong Kong



• Kai Tak 6591



• Kai Tak Mansion



• WCH Phase 5



• State Theatre



• 4A-4P Seymour Road



• JV with CR Land

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China



• Guangzhou The Sillage 白鹅潭



• Shenzhen Longgang 188



• Shenzhen Guangqiao



• Shenzhen Xili

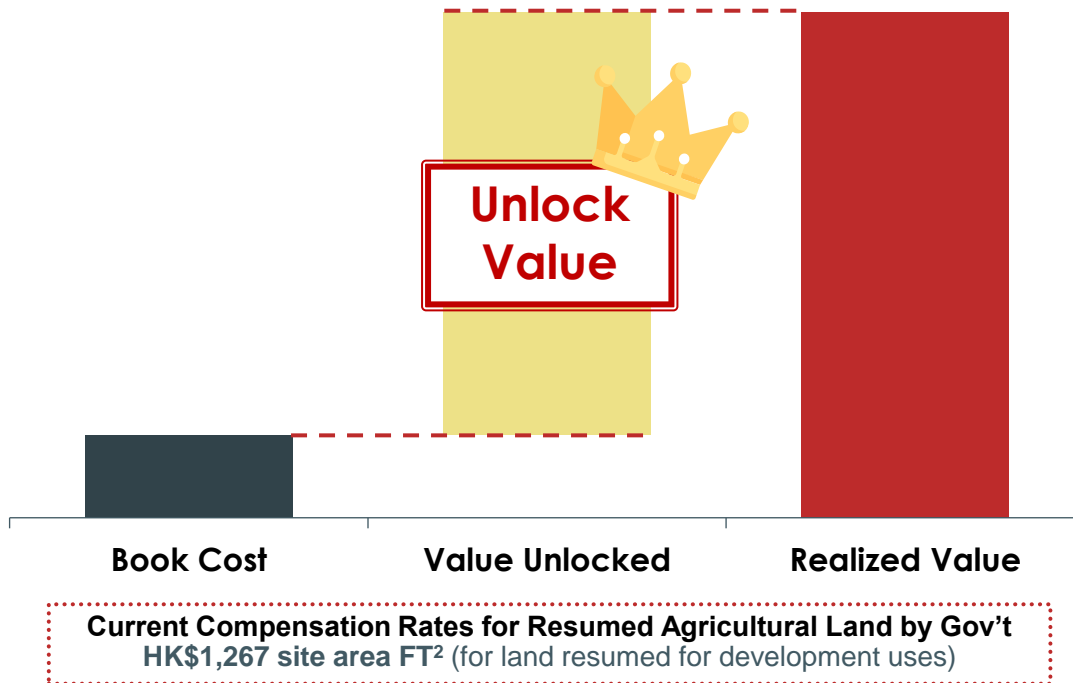
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TO PRICE ACCORDING TO MARKET CONDITIONS

FIRST NORTHERN METROPOLIS COOPERATION AGREEMENT IN HK



Strategic cooperation agreement signing with CR Land in Dec 2023



Site Area (FT²) **~150,000** × Plot Ratio **~5x** = GFA (FT²) **~720,000**

No. of units to build
~1,800

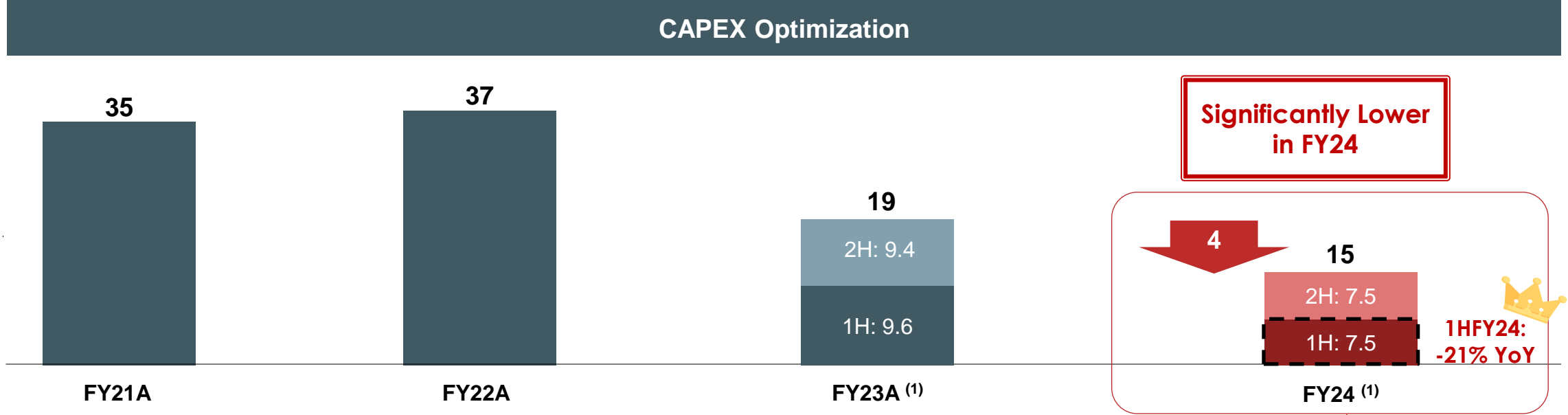
Location (zone)
Yuen Long South
(High-End Professional Services & Logistics Hub)

Oct 2022
MOU signed

Dec 2023
Cooperation Agreement signed

2024 →
More to come

SIGNIFICANTLY LOWER CAPEX IN FY24



Note: (1) All figures in HK\$b

CAPEX Optimization Initiatives



JV partner



Earlier designs



Centralized procurement



Landbank strategy

More disciplined land acquisition due to stricter IRR hurdle amidst higher interest rate environment



11 SKIES

K11 ECOAST

Large-scale projects construction entering into final stage (e.g. 11 SKIES, K11 ECOAST), incurring significantly less capex in FY24 and beyond

OPEX OPTIMIZATION TO REDUCE G&A

A Group-wide Continuous Improvement Program to drive down G&A cost

OPEX Optimization

1HFY24
G&A expenses
(Excl. NWS)

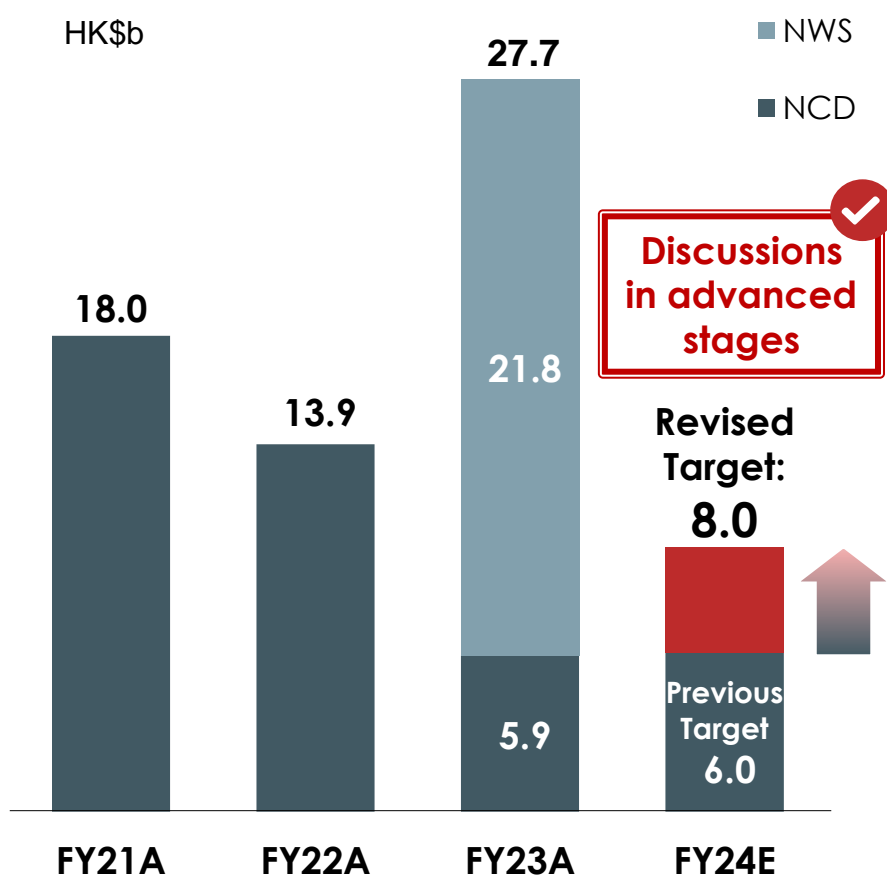
HK\$2.0b
-16% YoY

- ✓ Corporate function optimization
- ✓ Restructuring of business units
- ✓ Stringent hiring policy
- ✓ Significant reduction in in-house IT and operating costs

NON-CORE + OTHER DISPOSALS

Non-core disposals to i) optimize portfolio mix; ii) accelerate deleveraging ;iii) increase financial flexibility

Non-core + other disposals ahead of market



Progress update

- ✓ NWD has been actively disposing non-core assets since FY2019 for capital recycling
- ✓ FY24 target increase from HK\$6b to **HK\$8b**: Discussions in advance stages
- ✓ Disposal of NWS to **CTFE** completed in Nov 2023

Non-core disposals criteria



Low IRR businesses and assets → Recycle capital for higher IRR projects

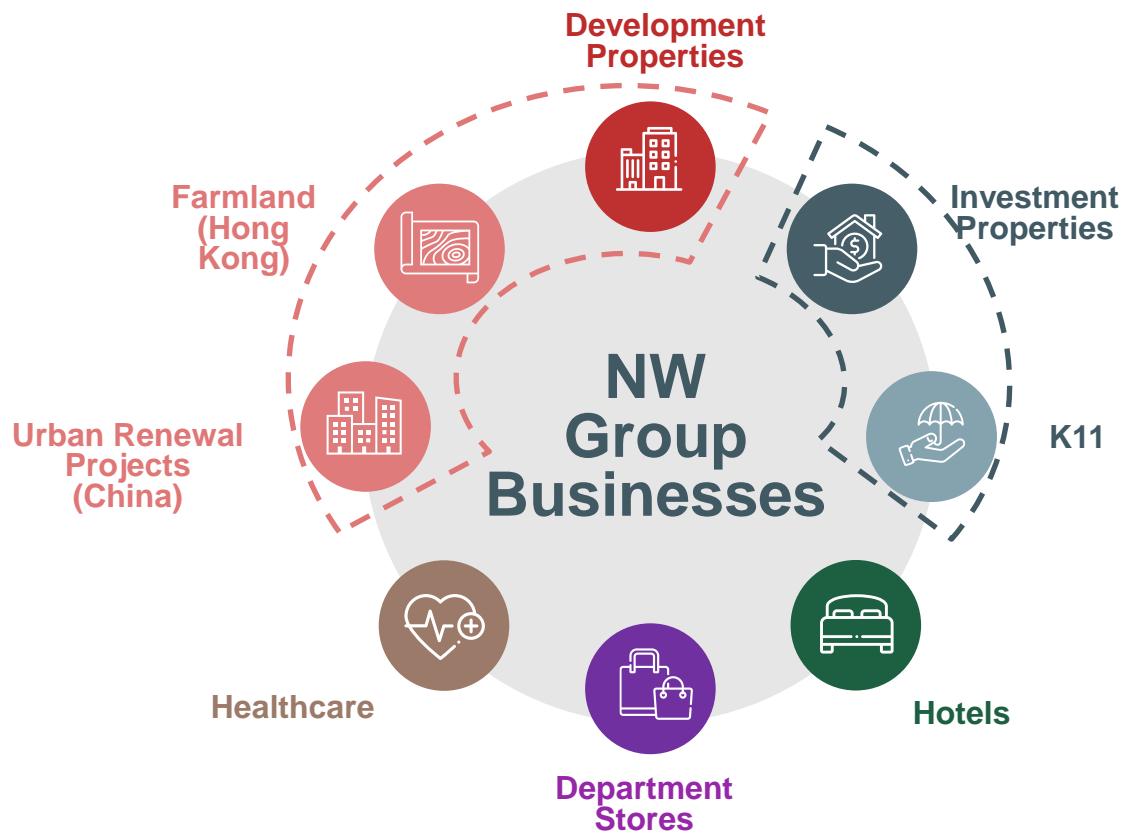


Minority stake → Simplify corporate structure and narrow holdco discount



Little synergy to NWD

EXPLORE CORPORATE ACTIONS FOR VARIOUS BUSINESSES TO UNLOCK VALUE AND MAXIMIZE SHAREHOLDER RETURN



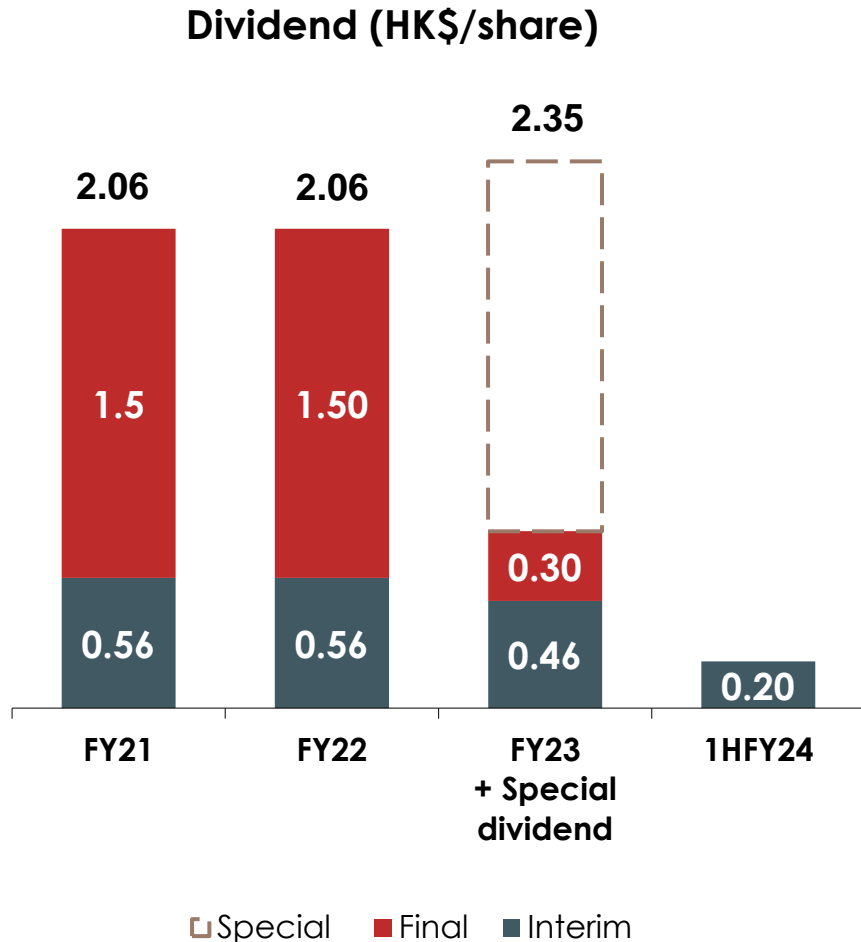
Actively exploring strategic options for various businesses in order to:

- ✓ **Unlock value** of individual business units
- ✓ Sharpen respective **strategic focus** of our group companies
- ✓ **Narrow** holdco discount
- ✓ **Maximize return** for shareholders



DIVIDEND ADJUSTMENT FOR BETTER ALLOCATION OF CAPITAL

Remain committed to returning capital as part of creating long-term shareholder value



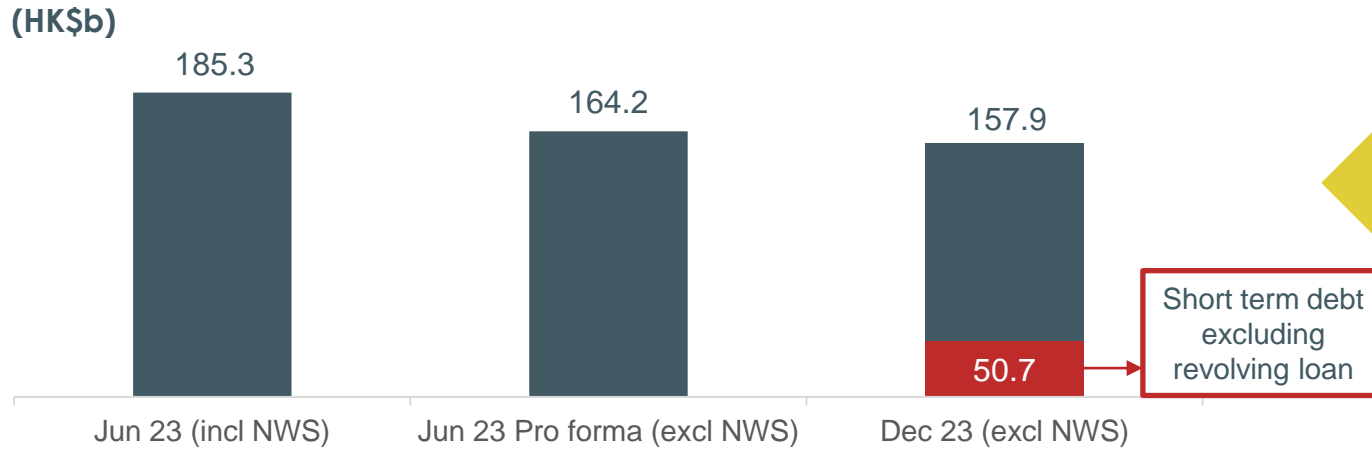
Rationale for dividend adjustment

- ✓ DPS with reference to core profit and profit attributable to shareholders
- ✓ Prudent capital management in high interest environment
- ✓ Improve financial flexibility in high interest environment

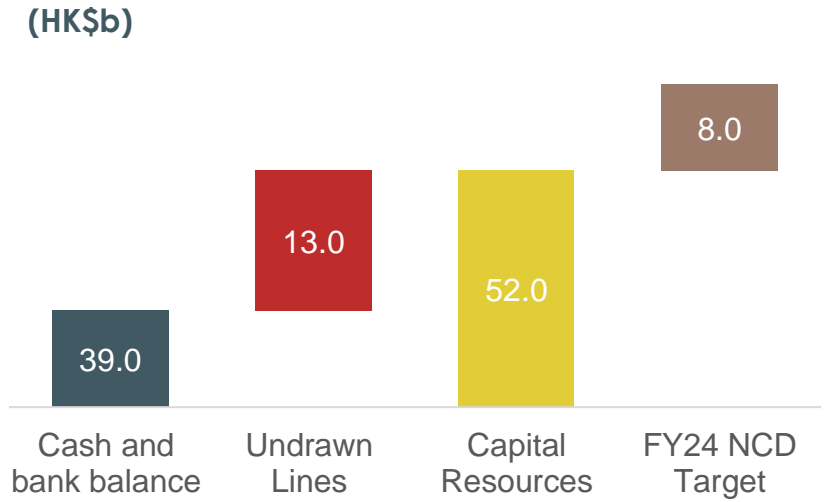
SIGNIFICANT PROGRESS IN OVERALL DEBT REDUCTION; COMMITTED TO FURTHER REDUCTIONS

Total capital resources exceeded short-term debt obligations

Total Debt Trending Down



Capital Resources as of Dec 2023



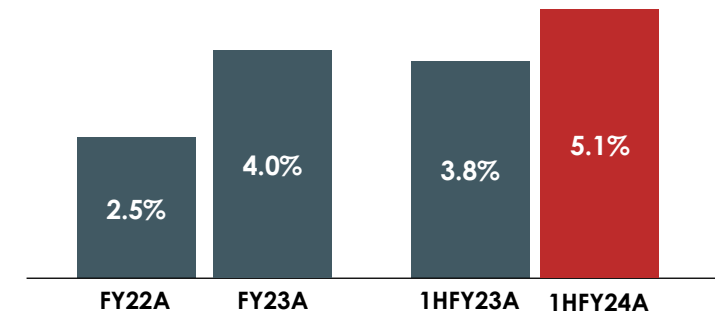
Offshore Borrowings – HKD/USD

- ✓ Proactively manage debt and repaid **HK\$10.2b** offshore bond and **HK\$9.9b** offshore loan
- ✓ Refinanced **HK\$5.3b** bank loans
- ✓ Average loan cost @ **HIBOR+1.1%**

Onshore Borrowings – RMB

- ✓ Repaid **HK\$510m** construction loan as project completed
- ✓ **HK\$910m** bank loans done with low interest rate @ **2.8% to 3.6%**

Average Interest Rate



BOND AND PERP REPAYMENT & BUYBACK (PRINCIPAL OF HK\$11B) TO ACHIEVE LEVERAGE REDUCTION & EARNINGS ACCRETION

Securities under tender offer in December 2023		
Securities	Principal amt. (US\$M)	Proceeds (US\$M)
Senior notes		
USD600M 4.75% notes (Jan27)	95.8	86.2
USD200M 5.875% notes (Jun27)	28.0	25.5
USD950M 4.125% notes (Jul29)	222.0	179.8
USD600M 4.50% notes (May30)	111.0	88.8
USD200M 3.75% notes (Jan31)	51.8	39.4
	508.6	419.7
Perps		
USD1,200M 4.125% (Mar28)	55.6	33.4
USD500M 6.15% (Mar25)	46.1	40.4
	101.7	73.8

Profit booked ~HK\$700m



On-market purchase in December 2023-January 2024		
Securities	Principal amt. (US\$M)	Proceeds (US\$M)
Senior notes		
USD950M 4.125% notes (2029)	10.201	
USD600M 4.50% notes (2030)	9.23	
Perps		
USD1,000M 5.25% (2020)	1.00	
	20.431	0.7802 (avg. price)
		Proceeds: 15.94

Profit booked ~HK\$35m



Repayment of bond due in 1HFY24
~HK\$6.3bn



Total bonds & perps repayment & buyback:
Principal HK\$11bn

- Benefit to us**
- ✓ Proactive liability management
 - ✓ Optimized capital allocation
 - ✓ Bond market support

- Continue to create value for our shareholders**
- ✓ On-market repurchase, or
 - ✓ Tender offer

SECTION III

BUSINESS AND FINANCIAL REVIEW

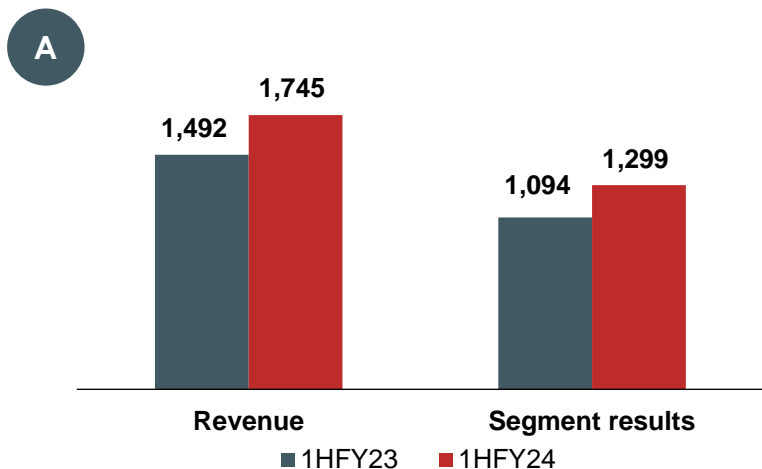


DP AND IP RESULTS UNDER CHALLENGING ENVIRONMENT

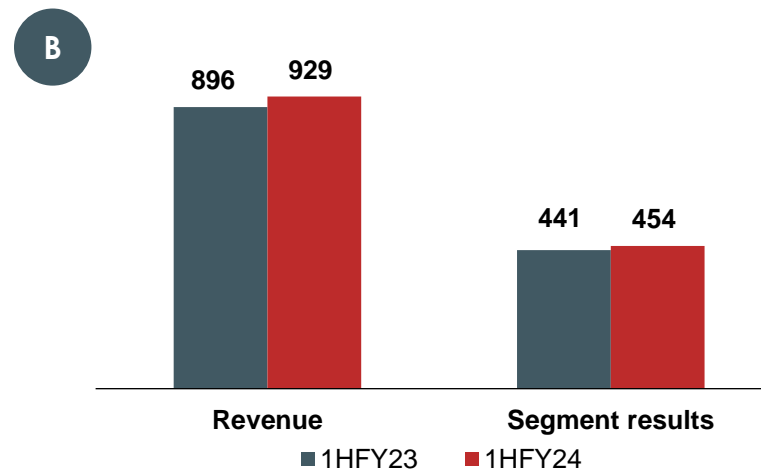
HK\$m

Investment Properties

Hong Kong

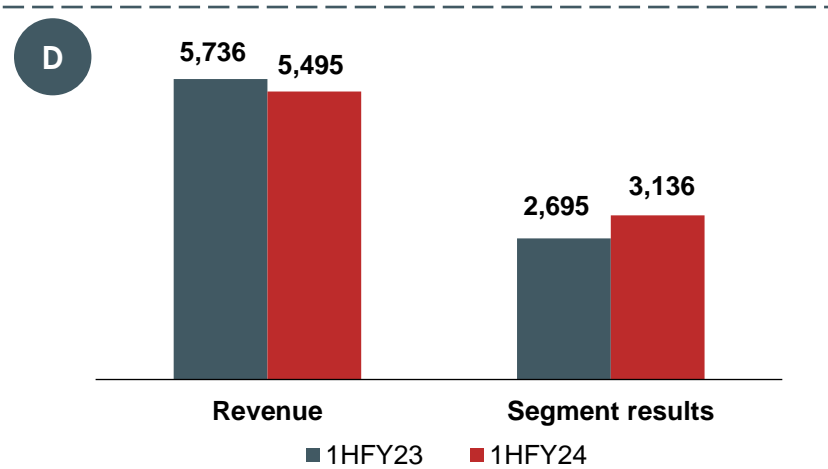
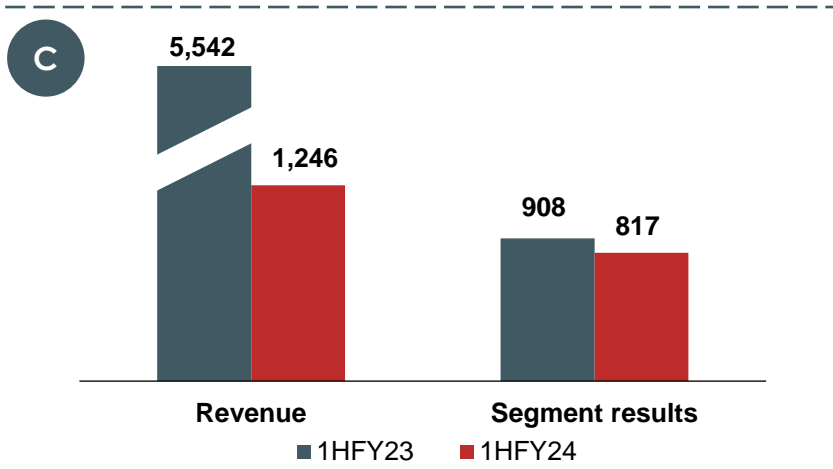


Mainland China



IP
Revenue: HK\$2.7bn (+12.0%)
Segment results: HK\$1.8bn (+14.3%)

Development Properties



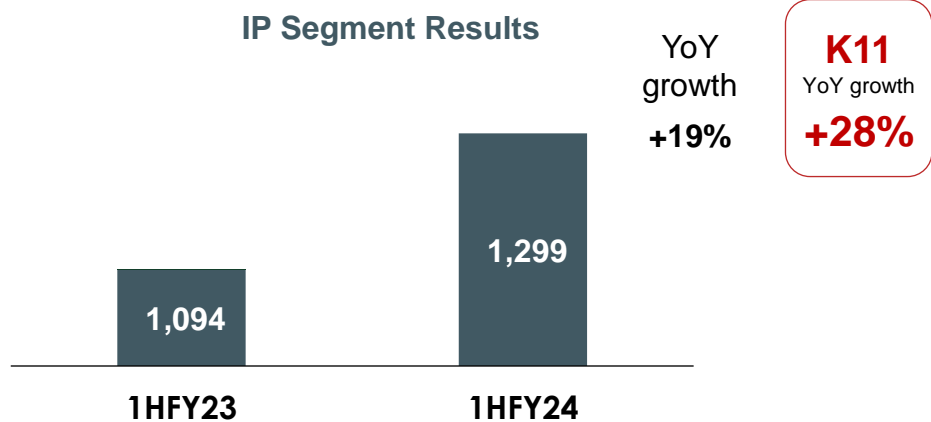
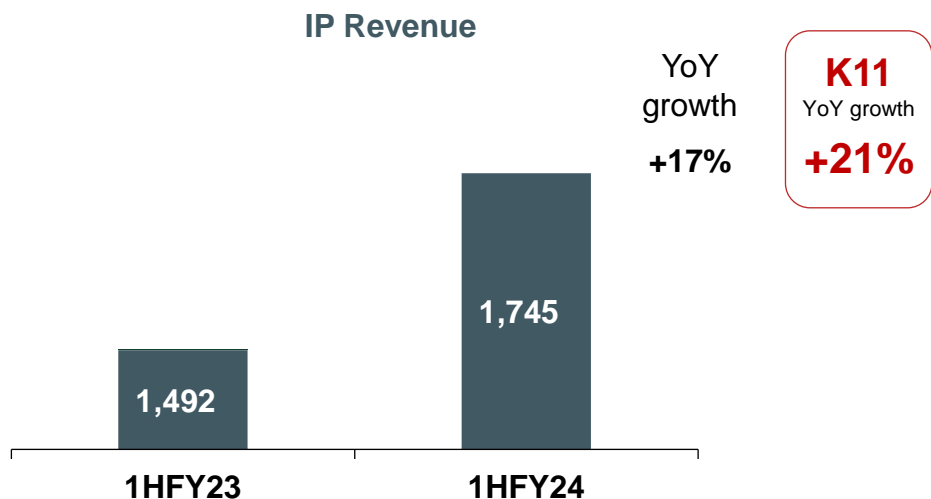
DP
Revenue: HK\$6.7bn (-40.2%)
Segment results: HK\$4.0bn (+9.7%)

Hong Kong
Revenue: HK\$3.0bn (-57.5%)
Segment results: HK\$2.1bn (+5.7%)

Mainland China
Revenue: HK\$6.4bn (-3.1%)
Segment results: HK\$3.6bn (+14.5%)

1. SEGMENT RESULTS = Earning before Net Finance Costs, Tax, IP Fair Value Changes, Unallocated Corporate expenses, Other Gain/ (Loss) on major items & Other Non-Cash / Exceptional Items

SOLID K11 RESULTS BENEFITTING FROM CITY REOPENING & STRATEGY ON COLLABORATION WITH DIFFERENT BRANDS



Favorable HK policy

Night Market at Hong Kong's Waterfronts

Flight Tickets Giveaway

HK Tourism Development Blueprint 2.0
(to be released in 2024)

Massive Publicity Campaign

HONG KONG WELCOMES ALL TALENTS TO CREATE A BETTER FUTURE
香港潛力無限 聚人才 創未來

Top Talent Pass Scheme

SKYCITY: Transformation from a "city airport" to an "Airport City"

Domestic "Happy" Scheme

行業輸入勞工計劃
建造業

Introduction of Labour Importation

12 佳動高鐵短途「地鐵化」
構建灣區便捷生活圈

Connection with Mainland

1. All chart figures in HK\$M

K11 PIPELINE: ENTERING A “HARVESTING PHASE” BEGINNING THE LONGER-TERM PROCESS OF REALIZING RETURNS ON PAST INVESTMENTS

11 SKIES & KAI TAK SPORTS PARK: Newest landmarks at the heart of GBA

11 SKIES One-Stop Largest Entertainment, Retail and Commerce Landmark



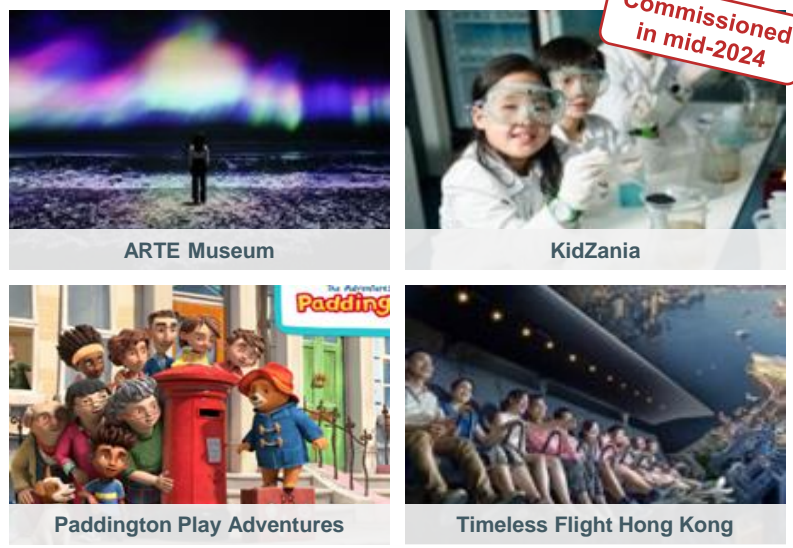
Easy access to key transportation hubs

- | | |
|--|---|
| Direct footbridge | <ul style="list-style-type: none"> • HK Airport Terminal 2 • Asia World-Expo • Airport Express Station |
| Airportcity Link (autonomous train) | <ul style="list-style-type: none"> • HK-Zhuhai-Macao Bridge (with new parking facility being built) |
| Others key facilities nearby | <ul style="list-style-type: none"> • SkyPier Terminal • Three Five-Star hotels |

Total GFA **3.8M FT²** | Over **800** shops

HK's Biggest Indoor Entertainment Hub for All Ages

570,000 FT²



Commissioned in mid-2024

Kai Tak Sports Park

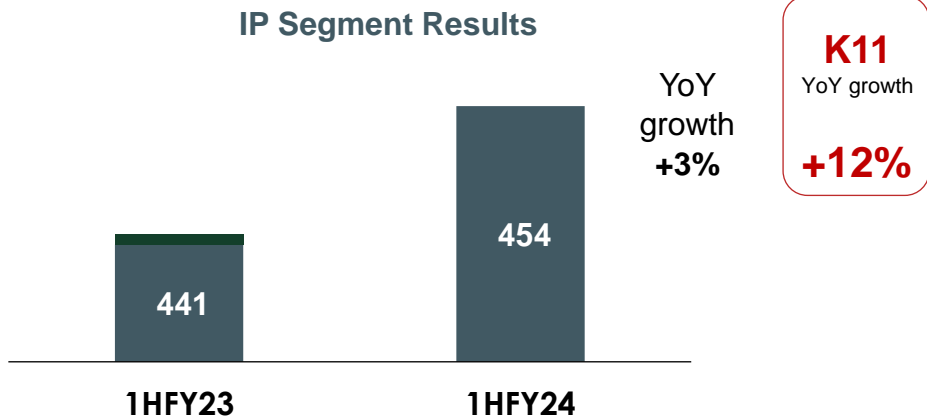
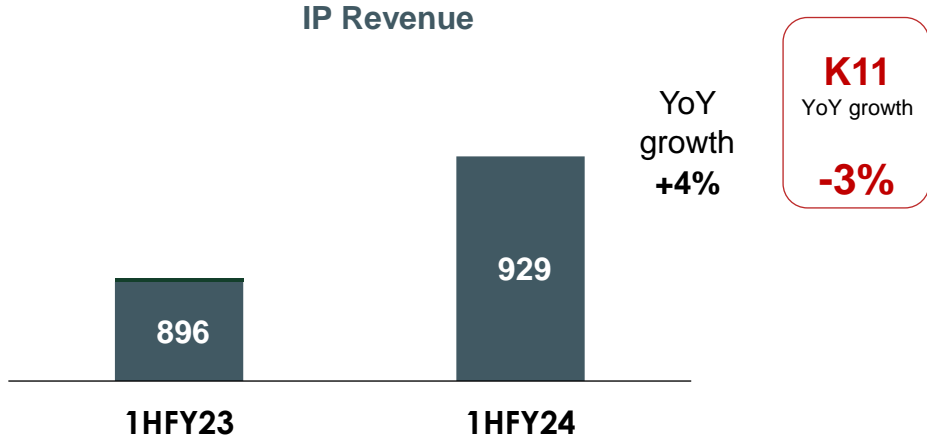


Retail pre-lease rate: ~70%

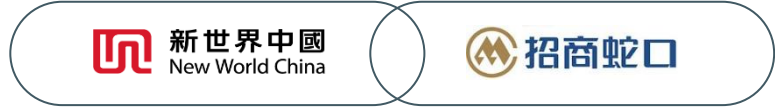
The **Largest** Sports Venue in Hong Kong
Completion by end of 2024
Host the 15th National Games in 2025

Main Stadium	“Sportainment” retail experience
50,000 seats	700k FT²

RESILIENT K11 MARGIN RESULTING FROM GOOD COST CONTROL MEASURES



Pipeline: K11 ECOAST in Shenzhen Prince Bay (深圳太子灣)



K11's inaugural flagship project in mainland China

Opening in phases from 2024

**Total GFA
~228k M²**

Geographical Advantage

- ✓ Spectacular coastal landscape
- ✓ Adjacent to Shekou Cruise Centre and Marine World

1. All chart figures in HK\$M
2. New World Development has 51% equity interest in the project

HONG KONG STEADY PIPELINE LAUNCHING IN COMING YEARS

Initial Launch *(selective projects)*

FY24

- Kai Tak 6591
- 4A-4P Seymour Road
- Kai Tak 6576
- Kai Tak Mansion

FY25

- WCH Phase 5
- The Pavilia Farm III
- State Theatre

FY26+

- 530-538 Canton Road
- 3-13 Nga Tsin Long Road
- Pak Shing Kok Ventilation Building
- Yau Tong Bay

Ongoing Projects *(selective projects)*

Residential Projects

- The Pavilia Farm I&II
- Miami Quay
- The Knightsbridge



Commercial Projects

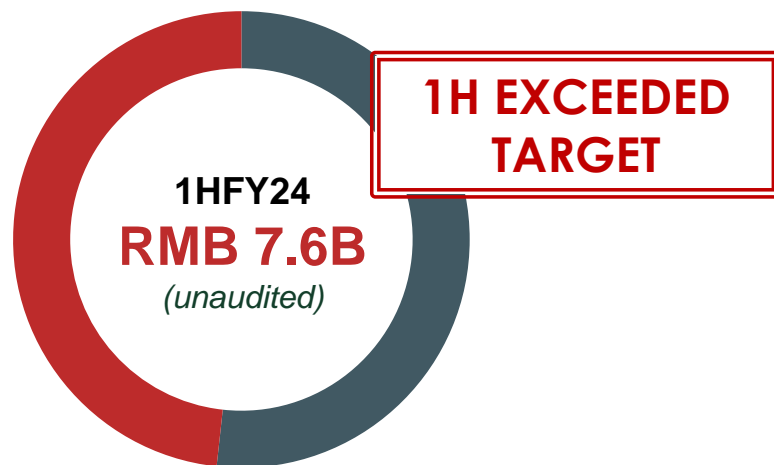
- NCB Innovation Centre (888 LCK Road)
- Wing Hong Street Project
- 83 King Lam Street Project



MAINLAND CHINA SALES EXCEEDED TARGET

Abundant saleable resources of RMB57b+ in GBA and YRD tier-one cities

Contracted sales



Favourable Guangzhou Property Policy Update (27 Jan 2024)

Remove housing purchase restrictions for units
>120m² (1,293ft²) GFA

Change ownership recognition for units **<120m²** GFA by excluding those **rented-out** (“租一買一”) or **listed-for-sale** (“賣一買一”)

First Tier 1 city to relax home purchase restrictions

Recent key projects launched



GUANGZHOU THE SILLAGE

To be launched in 2024

- Housing purchase restrictions lifted in Guangzhou on 27 Jan 2024
- Homebuyer visits increased after announcement of the policy
 - ✓ **4** NWD projects currently for sale are covered by the Policy
 - ✓ No. of units with GFA >120M² accounts for **>40%** of the total units available to sell

Note:
1. NWD has 100% equity interest



SHENYANG PARK VILLE

~RMB1.0b

sales subscriptions since July 2023

- **1,000+** prospective homebuyers visiting each month
- **100+** units sold each month
- Continues to top the Residential Property Sales List

Note:
1. NWD has 100% equity interest

MAINLAND CHINA UNIQUE URBAN RENEWAL PROJECTS (“URP”) APPROACH

Focus on URP with less upfront capex, lower land premium and shorter execution process

Urban Renewal Projects

Deeply involved in PRC >40 years

New World China moved its headquarters to Guangzhou in 2022

3 urban renewal projects in SZ entered development stage

8 Projects in progress

~2.0 mil. sqm Saleable area RMB80-100b Saleable resources

**All located in GBA
Guangzhou, Shenzhen**

Longgang District 188 Industrial Zone Project

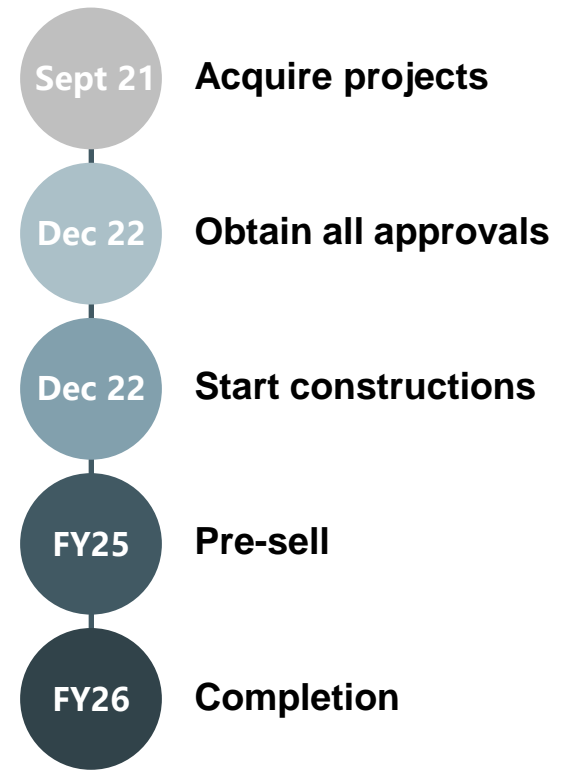


Residential + Commercial

Total GFA up to ~628,000 sqm

RMB21b Saleable resources Atop Metro station

Project timeline



APPENDIX

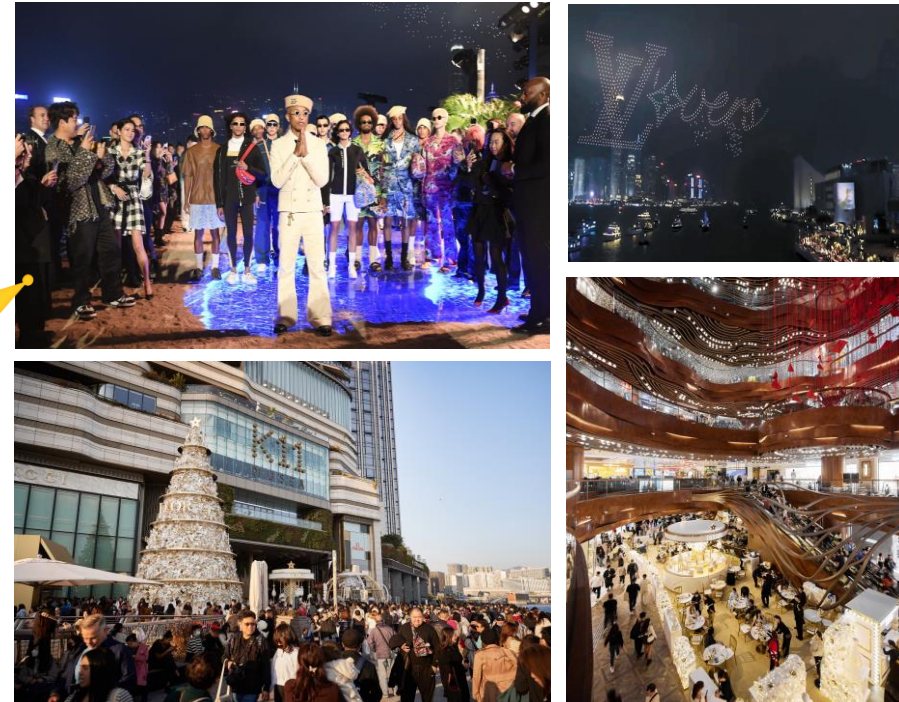


SOLID K11 RESULTS BENEFITTING FROM ICONIC BRANDING AND COMPETITIVE MARKET POSITION

Management Alpha



K11 MUSEA



K11 packed with exclusive events and pop-up stores

1HFY2024

Mall Sales YoY

Footfall YoY

Occupancy

MUSEA **41%**
Art Mall **29%**

MUSEA **39%**
Art Mall **19%**

MUSEA **98%**
Art Mall **99%**

Lunar New Year Holidays (3rd to 13th February 2024)

	YoY
K11 Footfall	+50%
KLUB 11 Black Card Members Sales	+40%
Sales in K11 MUSEA:	
- Jewellery & watches and international luxury brands	+80%
- Cultural and artistic boutiques	+40%

~40 new fashion brands & restaurants in Q4 2023

CONTINUOUS PIPELINE GROWTH OF K11

38 K11 projects upon completion with ~3.0M sqm in portfolio

K11 projects								
Status	Site	Type	GFA ¹ (sqm)	Status	Site	Type	GFA ¹ (sqm)	
Current	Hong Kong	K11	34,000	FY2024	Shenzhen (Qianhai) ³	K11 ATELIER	100,000	
	Hong Kong	D · PARK	60,000		Shenzhen (Qianhai) ³	Retail	27,000	
	Hong Kong Victoria Dockside	K11 MUSEA	104,000	FY2025	Hong Kong Kai Tak Sports Center	Retail	65,000	
	Hong Kong Victoria Dockside	K11 ATELIER	40,000		Hong Kong 11 SKIES	Retail	298,000	
	Hong Kong Victoria Dockside	K11 ARTUS	36,000		Shenzhen (Prince Bay)	K11 ECOAST	193,000	
	Hong Kong King's Road	K11 ATELIER	47,000		Shenzhen (Prince Bay)	K11 ATELIER	25,000	
	Guangzhou (CTF) ²	K11	70,000		Shenzhen (Prince Bay)	Cultural Retail Space	9,000	
	Guangzhou (CTF) ²	K11 ATELIER	215,000		Guangzhou (Hanxi)	K11 Select	81,000	
	Wuhan (Guanggu)	K11 Select	51,000		Beijing (K11) ³	K11	52,000	
	Shanghai	K11	38,000		FY2026 and beyond	Hangzhou	K11	83,000
	Shanghai	K11 ATELIER	81,000	Hangzhou		K11 ATELIER	50,000	
	Shenyang	K11	259,000	Hangzhou		K11 ARTUS	27,000	
	Wuhan (Hankou 2)	K11	40,000	Hangzhou		Art & Cultural Space	6,000	
	Wuhan (Hankou 1)	K11	43,000	Shanghai Middle Huaihai Road		K11	53,000	
	Wuhan (Hankou 1)	K11 ATELIER	51,000	Shanghai Middle Huaihai Road		K11 ATELIER	40,000	
	Tianjin (CTF) ²	K11 ATELIER	141,000	Shanghai Jinqiao ²		Asset Light	K11 Select	106,000
	Tianjin (CTF) ²	K11 Select	46,000	Xiamen Wuyuanwan ²		Asset Light	K11 Select	95,000
	Hong Kong 11 SKIES	K11 ATELIER	53,000	Wuxi International Convention Centre ²		Asset Light	K11 Select	80,000
			Wuhan (CTF) ²	K11		K11	93,000	
			Huzhou ²	Asset Light	K11 Select	77,000		
Total (18 Projects)			1,409,000	TOTAL (38 Projects)			2,969,000	

~30% CAGR rental income
from FY23 – FY27

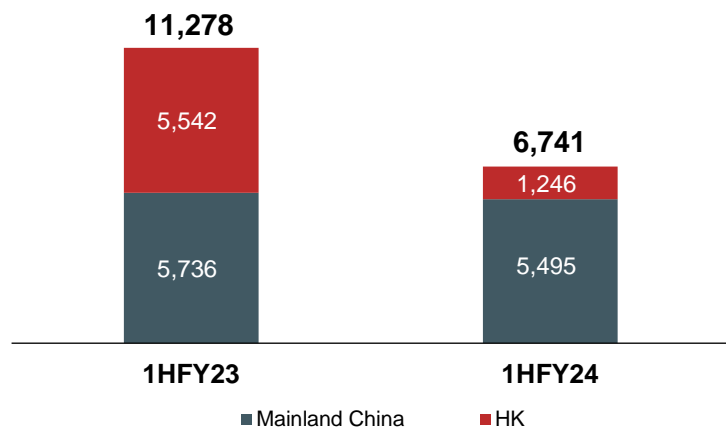
Latest initiative

1. Refers to accountable GFA including above and below ground, and excluding carpark areas
2. Asset owned by other party and managed by NWD
3. Asset owned in form of JV between NWD and other parties

STABLE RESULTS DESPITE CAUTION AMONGST BUYERS

Strong mainland profit compensates for sluggish sales in Hong Kong

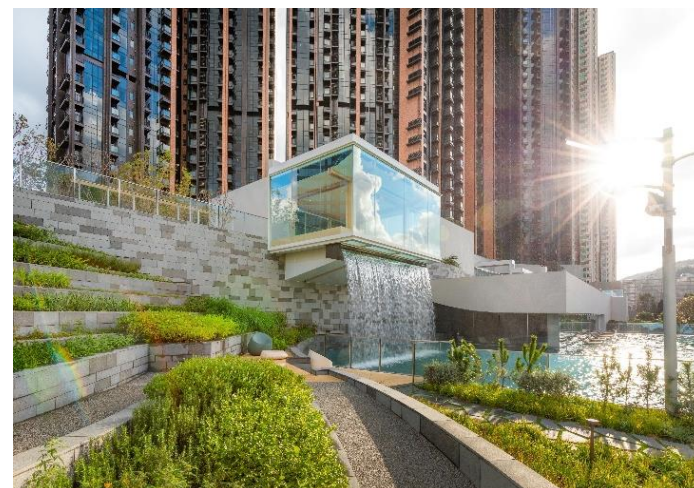
DP Revenue by Region



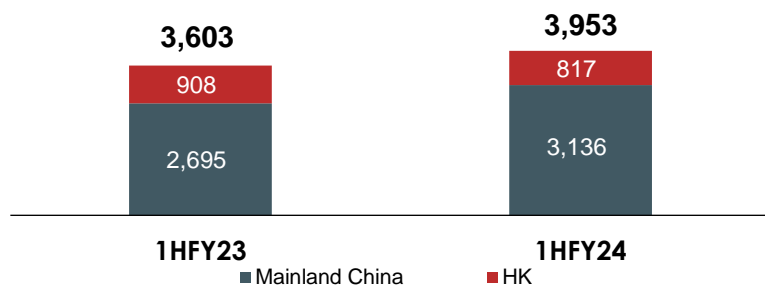
Revenue decrease
-40% YoY

Major booking in 1HFY24

-  Mount Pavilia
-  GBA projects, e.g. 廣州嶺南新世界、瀋陽新世界花園



DP Segment Results by Region



PRC segment results increase
+16% YoY

Strong PRC profit contributing from
廣州嶺南新世界

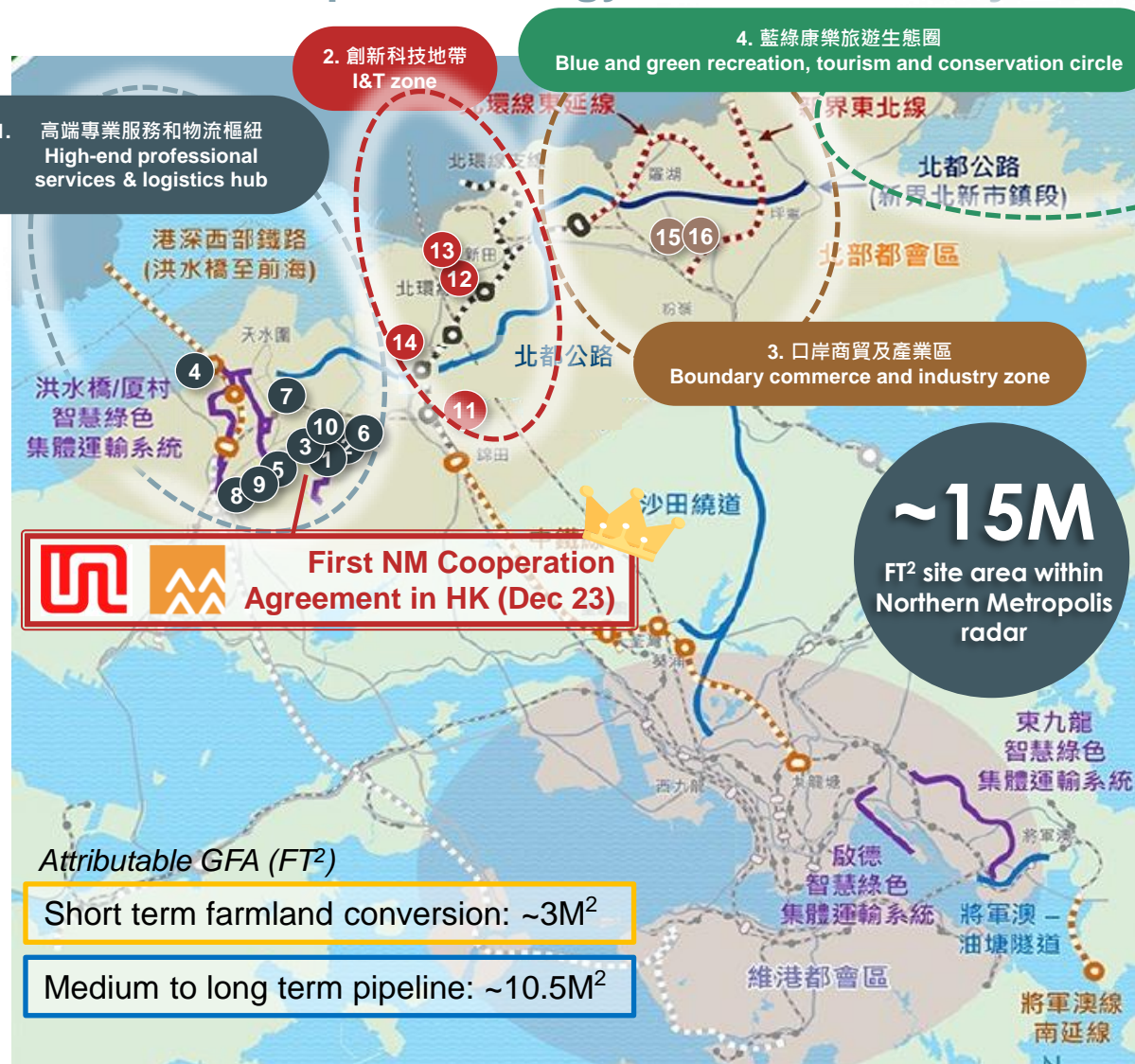
GBA projects account for
c.60% of results in PRC



Note: (1) All chart figures in HK\$ M

NWD PROJECTS KEY BENEFICIARY OF POLICY ADDRESS

Northern Metropolis Strategy: Increased clarity and certainty solidify value of NWD's farmland resources



Note: (1) All figures rounded to thousand unit
(2) 3M FT² GFA from short term farmland conversion, 10.5M FT² GFA from medium to long term pipeline, 8M FT² GFA from high-end professional services and logistics hub, 4M FT² GFA from I&T zone and 13.5M FT² GFA comprise other farmland projects which are not included in the table

1. High-end professional services and logistics hub As of 31 Dec 2023

Farmland	Status	Proposed Plot Ratio	Attr. GFA (FT ²)	Total attr. GFA (FT ²)
Yuenlong Lungtin Tsuen (Phase 4) 元朗龍田村四期	1 Short term farmland conversion: Land Exchange	5.0	280,000	~8M²
Yuenlong Lungtin Tsuen (Phase 2) 元朗龍田村二期	2 Short term farmland conversion: Land Exchange	5.0	441,000	
Lam Hau Tsuen 欄口村	3 Short term farmland conversion: Land Exchange	3.5	530,000	
Lau Fau Shan 流浮山	4 Medium to long term pipeline	3.0	661,000	
Tong Yan San Tsuen 4 唐人新村 4	5 Medium to long term pipeline	3.6	743,000	
Hang Heung 恆香	6 Medium to long term pipeline	6.0	240,000	
Wing Ning Tsuen 永寧村	7 Medium to long term pipeline (private portion)	6.0	859,000	
Tong Yan San Tsuen (Mountain) (Site A) 唐人新村(山頭)(地盤A)	8 Medium to long term pipeline	3.6	1,597,000	
Tong Yan San Tsuen (Mountain) (Site B) 唐人新村(山頭)(地盤B)	9 Medium to long term pipeline	3.6	1,417,000	
Lung Tin 5 龍田5	10 Medium to long term pipeline	6.0	366,000	

2. I&T zone

Farmland	Status	Proposed Plot Ratio	Attr. GFA (FT ²)	Total attr. GFA (FT ²)
Tsat Sing Kong, Kam Tin, Yuenlong 元朗錦田七星崗	11 Short term farmland conversion: Land Exchange	0.4	67,000	~4M²
Ngau Tam Mei 牛潭尾	12 Medium to long term pipeline	5	1,090,000	
Lin Barn Tsuen 纜板村	13 Medium to long term pipeline	1.5	1,418,000	
Wing Kei Tsuen 榮基村	14 Medium to long term pipeline	0.4 → 1.5 +275%	1,051,000	- Application for up-zoning was approved by TPB on 10 Nov 2023 - Near Au Tau Station (北環線 gazetted in Oct 2023) - No. of units to be built: ~2,000

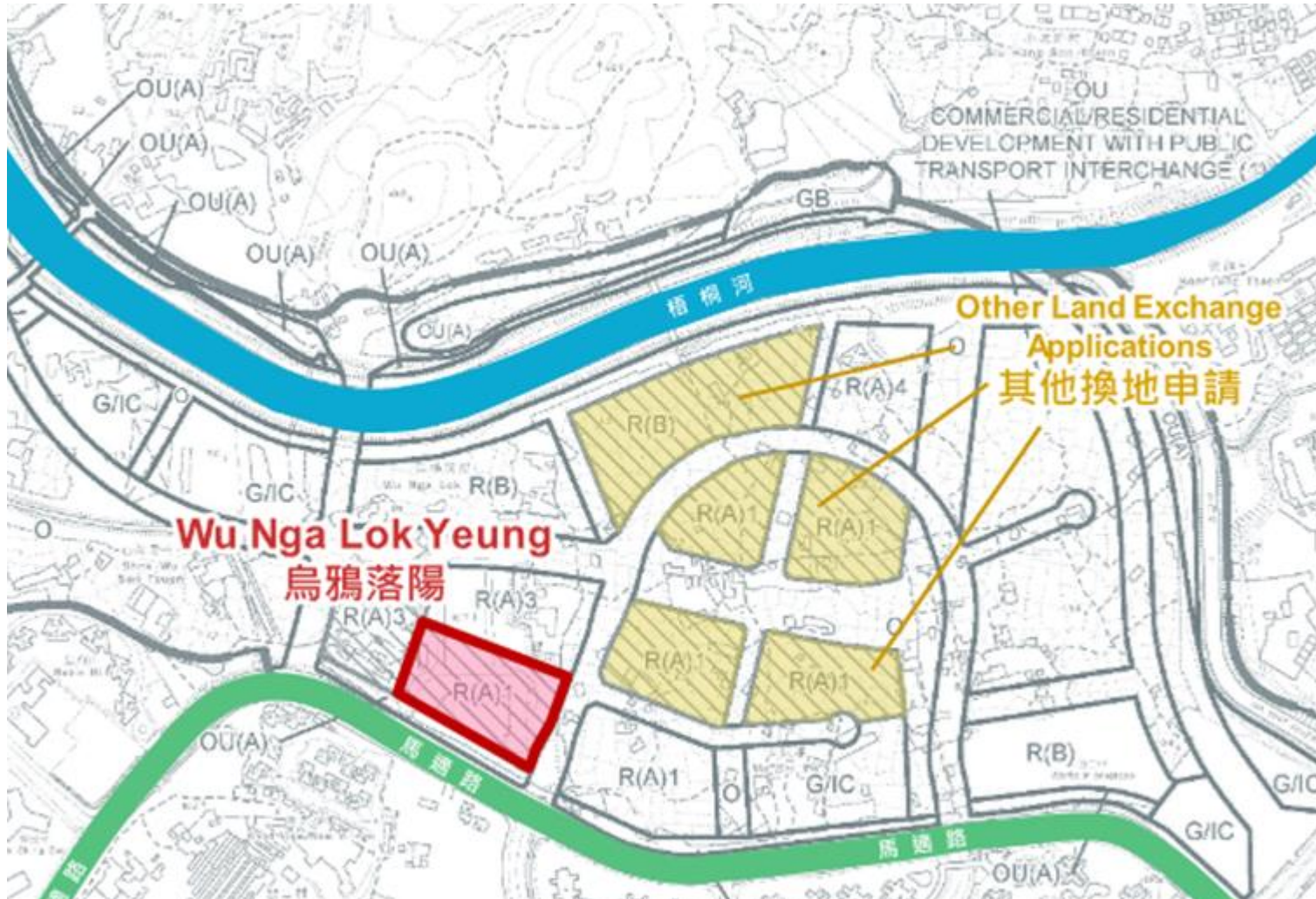
3. Boundary commerce and industry zone

Farmland	Status	Proposed Plot Ratio	Attr. GFA (FT ²)	Total attr. GFA (FT ²)
Wu Nga Lok Yeung Fanling 粉嶺烏鴉落陽	15 Short term farmland conversion: Land Exchange	7.2	559,000	~1M
Ma Shi Po Fanling 粉嶺馬屎埔	16 Short term farmland conversion: Land Exchange	7.2	132,000	

Total **3X** of existing DP landbank **~13.5M²**

FANLING NORTH NEW DEVELOPMENT AREAS POISED FOR RAPID DEVELOPMENT

Farmland holdings will benefit from Northern Metropolis Strategy



Easy access to Ma Sik Road 馬適路

- Road connections in place

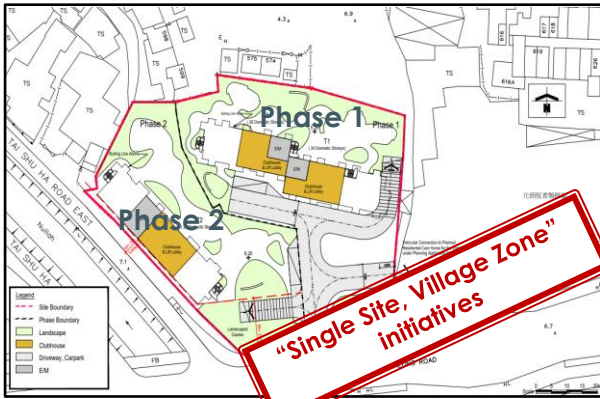
Previously loaned to govt for free to build temporary isolation/quarantine facilities



MASSIVE VALUE RE-CREATION ON AGRICULTURAL LAND

Abundant resources from farmland conversion

6 恆香



Domestic Plot Ratio

0 (Now) → 6 (Proposed)

NWD Att. GFA ~0.2M
No. of Units ~600

Progress :

Rezoning Application submitted to TPB Jan 2023
Earliest TPB Consideration End 2024

7 永寧村



Domestic Plot Ratio

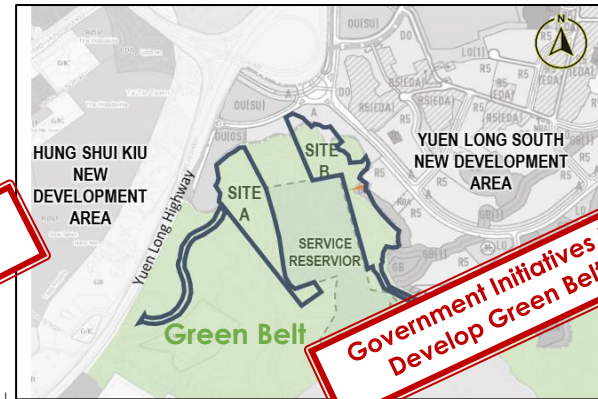
0 (Now) → 6 (Proposed)

NWD Att. GFA ~0.9M
No. of Units ~1,600

Progress :

Earliest OZP Land Use Amendment Q2 2024
Land Exchange Completion Early 2026

8
9 唐人新村山頭



Domestic Plot Ratio

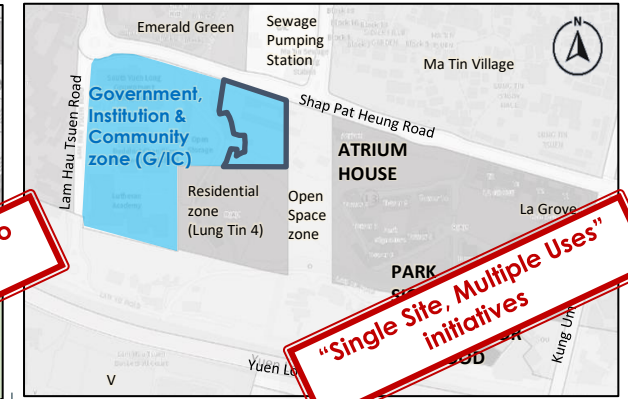
0 (Now) → 3.6 (Proposed)

NWD Att. GFA ~3.0M
No. of Units ~5,600

Progress :

Rezoning Application submitted to TPB Dec 2022
Earliest TPB Consideration Mid 2024

10 龍田村五期



Domestic Plot Ratio

0 (Now) → 6 (Proposed)

NWD Att. GFA ~0.4M
No. of Units ~950

Progress :

Rezoning Application submitted to TPB Jun 2023
Earliest TPB Consideration Mid 2024

ESG INTEGRATION – RECENT ACHIEVEMENTS

Environment

Completed preliminary **physical climate risk assessments** across 100% of NWD asset portfolio, including property development projects and existing properties



Strategic **energy efficiency and waste audits** conducted in select assets to inform investment and operational decision-making

Launched **live performance dashboards** across 100+ NWD operations to drive efficiency improvements

Social

Investing in **pilot mental health and wellbeing programmes** supporting 500+ staff. Programmes include Friends in Need Network and Mental Health First Aid Training

Developed and launched **Group-wide sustainability interactive training module** to build staff sustainability capacity and ownership

35.3% of NWD Board seats are held by women

NWD is committed to achieving and maintaining a diverse Board and workforce

Awards & Accolades



K11 ATELIER 11 SKIES

GRAND AWARD

New Buildings Category: Completed Projects – Commercial

Performance in international ESG ratings



BBB



Low ESG risk



G R E S B
★★★★★ 2023

5-star rating

**Sustainability
Yearbook Member**

S&P Global Corporate Sustainability
Assessment (CSA) Score 2023

《可持续发展年鉴（中国版）》
入选企业

中国企业标普全球 ESG 评分 2022
Included in S&P Global's
Sustainability Yearbook (China)



Climate Change: **B**
Water Security: **B**

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