

#### **Company Presentation**

# **P&R Holdings Limited**

July 2020



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## **Company Overview**

**P&R Holdings Limited** ("**P&R**" or the "Company") is a major property developer in Hong Kong and China held by Paliburg Holdings Limited ("**Paliburg**", 617.HK) and Regal Hotels International Holdings Limited ("**Regal Hotels**", 78.HK)

**HK\$15** 5.5m+ 30.7% billion+ sqft Properties<sup>2</sup> Adjusted Net Assets<sup>1</sup>& External Gearing<sup>3</sup> Years of Excellence Loans from shareholders Corporate Structure (as at 30 June 2020) **Business Overview of P&R** P&R principally engages in the development of real estate projects for sale and/or leasing, and real estates related investment and financing Century City activities International Holdings Limited (355.HK) P&R also holds controlling shareholding interest<sup>4</sup> in Cosmopolitan International Holdings Limited ("Cosmopolitan", 120.HK) 62.3% Cosmopolitan principally focuses on property development and 9.1% investment in the PRC and other investment businesses. Paliburg Holdings 50.0% Limited (617.HK) **Revenue Breakdown of P&R** 1.1% 66.6% Sale of properties **FY2019** 50.0% **Regal Hotels** 2.2% Hotel operations International Holdings **P&R Holdings Limited** 3.9% Limited (78.HK) 0.29 .5% 18.1% Restaurant operations FY2018 74.6%  $44.1\%^{4}$ 2.6% Rental income from investment **Regal Real Estate** Cosmopolitan properties and others International Holdings 98.3% Investment Trust 82.9% Dividend income from listed (1881.HK) Limited (120.HK) investments Source: Company public info

Source: Company public info As of December 31, 2019

All shareholding percentages above represent direct interests or indirect interests held through wholly-owned subsidiaries of the relevant company.

1. After adjustments of certain properties and financial assets value as referenced on page 9

- 2. Including properties held through Cosmopolitan
- 3. External Gearing = Interest bearing bank borrowings / (Net Assets + Shareholder Loan), based on adjusted numbers

4. Apart from 44.1% of total issued ordinary shares of Cosmopolitan, P&R also indirectly holds approximately 2,295.5 million convertible preference shares of Cosmopolitan

### **Proven Track Record in Real Estate Development**



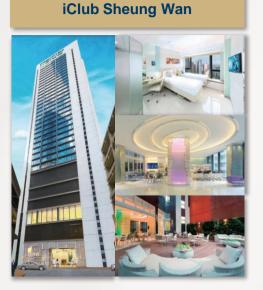
P&R together with its subsidiaries (the "P&R Group") has completed nine property development projects in Hong Kong, including five hotel projects, interests in four hotels have been successfully divested



Cosmopolitan has sold and contracted to sell close to 3,000 residential units in the PRC



Currently, P&R Group is developing or investing in 8 property projects in Hong Kong and 2 property projects in the PRC



- Completed in 2014
- Sold to Regal REIT in 2014 at decent profit
- A 34-storey hotel comprising 248 questrooms and suites
- Close by the Sheung Wan MTR station and Soho area
- Its proximity to Central makes it a popular accommodation choice among business travellers



iClub Fortress Hill

- Completed in 2014
- Sold to Regal REIT in 2014 at decent profit
- A 32-storey hotel comprising 338 questrooms
- Close by the Fortress Hill MTR station which is only two stations away from Causeway Bay

#### iClub Ma Tau Wai



- Completed in 2017
- Sold to Regal REIT in 2017 at decent profit
- A 22-storey hotel comprising 340 questrooms
- Close by the To Kwa Wan MTR station, part of the Shatin to Central Link expected to be opened by 2021



iClub Sheung Wan II



- Completed in 2019
- Sold 50% to AMTD in 2019 at decent profit
- A 22-storey hotel comprising 98 questrooms and suites (total 162 room bays)

# **Current Property Development and Investment Projects in Hong Kong**

#### Total contracted sales to be recognized: HK\$1.5b+\*

We Go MALL



Shopping mall with site area and GFA of 54,788 soft and 164.364 saft, respectively Year of completion: 2017

#### Casa Regalia / Domus

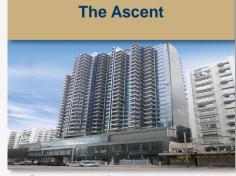


- Residential project with GFA of 120.470 saft.
- Year of completion: 2015



Mount Regalia

- Residential project with site area and GFA of 188.100 soft and 349.547 soft, respectively
- Valuation<sup>#</sup>: approximately HK\$7.9b
- Year of completion: 2018



- Commercial/residential project with site area and GFA of 8.879 sqft, and 77,059 sqft respectively
- Year of completion: 2018

#### iclub Mong Kok Hotel



Hotel development project with . site area, GFA, and covered floor area of 7,809 sqft, 70,278 sqft, and 100,697 sqft, respectively

Year of completion: 2018

Source: Company public info As of December 31, 2019 \* As at 30 June 2020

#### # Valuation for remaining GFA as at 31/12/2019 based on latest independent valuation report as referenced on page 8

#### iclub Sheung Wan II



- Hotel development project with site area, GFA, and covered floor area of 3,710 sqft, 56,360 sqft, and c.69,120 sqft, respectively
- Year of completion: 2019

# Nos 9-19 Kam Wa Street Kam Wa Street Heng Fa Chue

- Commercial/residential development project with site area and GFA of 5,580 sqft and 47,730 sqft, respectively
- Currently under development

# Nos.291-293 and 301-303 **Castle Peak Road**



- Commercial/residential development project with site area and GFA of 5,260 sqft and 47,304 sqft, respectively
- Currently under planning .

### **Overview of Current Property development projects in Mainland China**

#### **Regal Cosmopolitan City, Chengdu**

A mixed use development consisting of residential, hotel, commercial and office components

- Total GFA: approximately 495,000 m<sup>2</sup>
- Stage 1 & 2 : completed 9 residential towers (1,296 apartment units) in 2017 with majority of units sold and handed over
- Stage 3: Construction works of 10 residential towers (1,555 units) is targeted to be completed around mid-2021
- Presale of 7 residential towers in Stage 3 has been launched since 1Q2019, As at 30 June 2020, a total of 1,091 residential units have been contracted as sold at relatively attractive prices
- Presale of the remaining three residential towers (425 units) has been launched in July 2020
- Hotel is scheduled to open in phases from 3Q2021
- Other components comprising commercial, office and serviced apartments to be developed in stages

#### **Regal Renaissance, Tianjin**

A mixed use development comprising commercial, office and residential components

- Total GFA: about 145,000 m<sup>2</sup>
- Nearly all of the residential units have been sold
- Sale of commercial units and car parking spaces continues
- Constructions of 2 office towers are planned to be completed in 2022, presale of one office tower (137 units) is planned to be launched in 2H2020

#### Healthy cashflow generation

- Contracted presales of residential units in Chengdu exceeded HK\$1.5b\*, of which more than HK\$1.3b has already been paid to Cosmopolitan as deposits. Further presale in Chengdu and Tianjin is expected to launch later this year
- Additional cashflow to be generated from presales in 2020
- There is no external bank borrowings at Cosmopolitan in relation to its operation and development projects. As Cosmopolitan establishes itself with proven track record in property development, it is expected to be improved its financing capability and diversity going forward



Source: Company public info As of December 31, 2019 \* As at 30 June 2020

#### **Strategic Investment: AMTD International**

AMTD International, a subsidiary of AMTD Group, comprises the largest independent investment bank in Asia and one of Asia's largest independent asset management companies, and a leading investor in fintech and new economy sector. AMTD International is dual-listed on NYSE and SGX (NYSE: HKIB; SGX: HKB)

P&R Holdings holds 8.7%\* shareholding interest in AMTD International as at 30 June 2020





Investment Banking

No.1 independent investment banking firm in Asia Asset Management

Largest independent asset manager serving both PRC regional banks and new economy companies Strategic Investment

Leading investor focusing on new economy frontrunners and financial institutions

Source: AMTD International / SEC

\* Shareholding in the total ordinary shares of AMTD International assuming conversion of all outstanding Class B Ordinary Shares into the same number of Class A Ordinary Shares

## **Unlocking latent value in P&R's property assets**

#### **Project of P&R**

Project	Effective interest	Location	Category	Total GFA (m <sup>2</sup> )	Remaining GFA (m <sup>2</sup> )	Adjustment Amount (HK\$ mn) <sup>#</sup>
Casa Regalia/Domus	100%	HK	Residential	11,192	2,919	153.0
The Ascent	100%	HK	Commercial / Residential	7,159	998	-
We Go MALL	100%	HK	Commercial	15,270	15,270	-
Mount Regalia	100%	HK	Commercial / Residential	32,474	31,923	3,282.0
iclub Sheung Wan II <sup>1</sup>	50%	HK	Hotels	5,236	5,236	-
iclub Mong Kok	100%	НК	Hotels	6,529	6,529	529.2
Shau Kei Wan	100%	HK	Commercial / Residential	4,434	4,434	-
Castle Peak Road	Over 80%, 100% <sup>2</sup>	HK	Commercial / Residential	4,395	4,395	26.3
Total				86,689	71,704	3,990.5
					Book Value (HK\$ mn)	10,373.4
				Adjusted Market Value (HK\$ mn)		14,363.9

#### **Projects of Cosmopolitan**

Project	Effective interest <sup>3</sup>	Location	Category	Total GFA (m²)	Remaining GFA <sup>4</sup> (m <sup>2</sup> )	Adjustment Amount (HK\$ mn) <sup>#</sup>
Regal Cosmopolitan City	100%	Chengdu	Mixed Use	495,000	363,270	1,419.0
Regal Renaissance	100%	Tianjin	Mixed Use	145,000	81,833	79.3
Total				640,000	445,103	1,498.3
					Book Value (HK\$ mn)	3,698.5
Adjusted Market Value (HK\$ mn)			5,196.8			

#### Source: Company public info

As of December 31, 2019

1. Being the carrying value of the 50% equity in an associate company holding the hotel

2. Interests in over 80% undivided shares of Nos.291-293 Castle Peak

Road and 100% ownership interests of Nos.301-303 Castle Peak Road

3. Cosmopolitan's effective interest in the respective project

4. Adding back investment properties and hotels

# Adjustment remarks:

Casa Regalia: Based on independent valuation report at 18/6/2020 and adjusted for contracted sales scheduled to be completed after 2019 Mount Regalia: Based on independent valuation report at 15/11/2019 and adjusted for contracted sales scheduled to be completed after 2019 iclub Mong Kok: Based on independent valuation report at 30/9/2019.

Castle Peak Road: Based on independent valuation report at 28/4/2020 .

Regal Cosmopolitan City:

Hotel: gross development value based on independent valuation report at 31/12/2019 less estimated outstanding development cost

Properties under development for sale(residential and site 2 commercial): management estimates of sales value less estimated outstanding development cost

 Properties under development for sale(site 1 commercial): gross development value based on independent valuation report at 31/5/2020 less estimated outstanding development cost

Regal Renaissance:

Completed properties held for sale: management estimates of sales value

Investment properties: independent valuation report at 31/12/2019

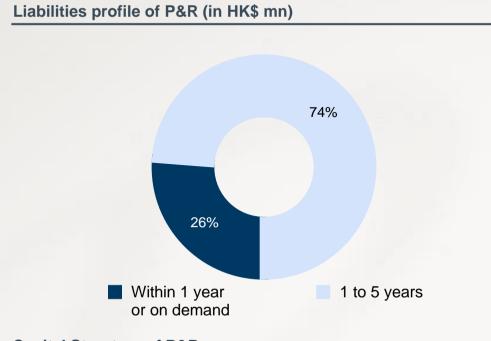
Commercial properties under development for sale: gross development value based on independent valuation report at 31/5/2020 less estimated outstanding development cost

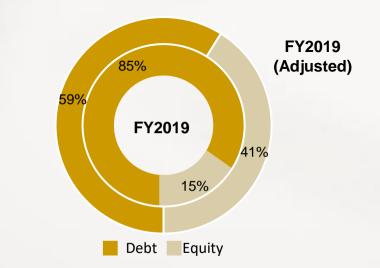
## Net assets adjusted for market valuation

	Net asset value (unaudited) (HK\$'000)
Net assets (As of 31 Dec 2019, audited)	2,776,215
Add: • Fair value adjustment relating to HK properties	3,990,480
Fair value adjustment relating to PRC properties	1,498,340
<ul> <li>Increase in Net Assets arising from 1<sup>st</sup> and 2<sup>nd</sup> Cosmo shares transfer and increase in fair value of AMTD shares</li> </ul>	1,418,087
Increase in Net Assets arising from CIDL disposal	162,295
Adjusted net assets	9,845,417
Loans from shareholders	5,451,254
Adjusted net assets + loans from shareholders	15,296,671

Source: Company public info CIDL disposal: as defined in the joint HKEX announcement made by Century City, Paliburg, Regal Hotels, RH International Finance Limited and Cosmopolitan on 2 Jan 2020

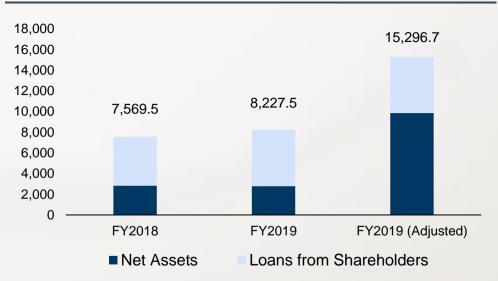
### **Prudent Financial Management and Capital Structure**





FY2019	
Cash and bank balances of P&R	HK\$ mn
Restricted cash	363.3
Pledged time deposits and bank balances	0.5
Time deposits	66.9
Cash and bank balances	383.0
Cash, bank balances and deposits	813.6





Source: Company public info As of December 31, 2019

### **Key credit metrics and financials**

Key credit metrics	FY 2018	FY 2019	FY 2019 (adjusted)
EBITDA / Interest expenses	3.2x	1.1x	1.1x
Net debt / EBITDA	14.8x	22.6x	22.6x
Net debt / Total assets	66.0%	63.3%	44.6%
External gearing (Interest bearing bank borrowings / (Net assets + Loans from Shareholders))	61.3%	57.0%	30.7%

Key financials (HK\$ mn)	FY 2018	FY 2019	FY 2019 (adjusted)
Revenue	3,278.7	668.3	668.3
Gross profit (% margin)	740.9 (22.6%)	270.4 (40.5%)	270.4 (40.5%)
EBITDA (% margin)	682.0 (20.8%)	472.4 (70.7%)	472.4 (70.7%)
Net profit (% margin)	376.5 (11.5%)	61.6 (9.2%)	61.6 (9.2%)
Total assets	15,257.5	16,893.0	23,962.2
Total liabilities	12,439.6	14,116.8	14,116.8
Net debt	10,077.6	10,692.4	10,692.4
Equity	2,818.0	2,776.2	9,845.4

Notes:

1. EBITDA for any period is calculated as net profit, deducting interest income, adding back interest expenses, income tax, depreciation and amortization

2. Cash and cash equivalent, which includes Restricted cash, Pledged bank balances, Time deposits, Cash and bank balances

3. Net debt is calculated by total bank loan and other borrowings less cash and cash equivalent

#### **Business Strategies**

P&R Group will continue to seek attractive acquisition of opportunities in the PRC Continue to diversify its funding sources and increase scale to become more self sufficient and improve its stand alone credit profile

P&R Group will continue to seek acquisition of opportunities to maintain its strong standing and proven track record in the local Hong Kong market

P&R Group will continue to invest in property projects and would fund expansion of its activities through the continuing gradual disposal of its properties at optimal prices Leverage the strong "Regal" name recognition and branding, as well as the network associated with the Regal group and enjoy strong support from shareholders

# **Selective Land Acquisition Strategy**

P&R Group focuses on maximizing profitability from projects instead of high turnover

It is achieved by selectively acquiring land with the ability to produce the level of profit margin we are looking for, at the same time maintaining prudent capital management

#### **P&R's advantages**

- State of the art design capabilities
- Premium building quality with first class materials and craftsmanship
- Well recognized brand equity

# Opportunistic reinvestment in China

- Remaining GFA in China to be gradually sold at optimal price
- Pacing sales against market condition and reinvestment opportunities



#### **Return driven investment**

- Focus on margin rather than volume
- Investment opportunities evaluated based on return given the land cost, location, and development prospect

#### Maintain prudent capital management

- Ensures no undue pressure to sell any asset or deploy capital to maximize return on the projects
- Ability to be selective and return focused

# **Specific Measures to Mitigate COVID-19 Impacts**

The group has actively taken action to mitigate COVID-19 impacts to protect and preserve the portfolio's performance



#### Streamlining & Optimization

- Centralized hotel and IT function
- Enhanced management oversight of all repair and maintenance expenses
- Review incentive payments
- Implemented unpaid leave
- Redundancy of unnecessary headcount
- Deferred non urgent marketing and IT projects



Repositioning & Revenue Opportunities

- Immediate refocus to long-stay and staycation packages for local guests
- Developed new packages to expand customer segment
- Leased a hotel to the Government to provide overnight accommodation for airport arrivals as holding facilities
- Obtained Government subsidies under Employment Support Scheme



Temporary Suspension of Operations

- Developed analysis and tools to determine consolidation / suspension of operations
- Minimal services and amenities
- Suspended certain F&B outlets



### **Residential Properties in Hong Kong**

Domus / Casa Regalia, Yuen Long (completed)



- Residential development project comprising apartments and houses in Tan Kwai Tsuen, Yuen Long
  - GFA of approximately 11,192 sq. m. (120,470 sq. ft.), comprising of a low-rise apartment block with 134 units (Domus) and 36 luxurious garden houses (Casa Regalia)
  - Completed with occupation permit issued in 2015 and the certificate of compliance was obtained in 2016
- 133 apartments has been sold; 27 houses had been sold or contracted to be sold with an aggregate gross consideration amounting to ~HK\$900 million\*
  - The 9 remaining houses would continue to be disposed of on a gradual basis but some of them might in the meantime be retained for rental income













Source: Company public info As of December 31, 2019 \* As at 30 June 2020

## **Residential Properties in Hong Kong (Cont'd)**

Mount Regalia, Kau To (completed)



- A luxury residential complex comprising 7 mid-rise apartment blocks with 136 units, 24 detached garden houses and 197 car parking spaces in Kau To
- GFA of approximately 32,474 sq. m (349,550 sq. ft.)
- The occupation permit was issued in September 2018, the certificate of compliance in February 2019 and the sale programme commenced in early 2019
- Up to 20 July 2020, 12 garden houses and 24 apartment units have been sold or contracted to be sold for an aggregate gross consideration of approximately HK\$2,160 million
  - As at 30 June 2020, the remaining HK\$1,570 million of these contracted sales are mostly scheduled for completion within the next two years
  - The sale of the remaining houses and apartment units is steadily continuing and upon their gradual sale and completion, they will generate further substantial profit and cash flow to P&R





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### **Residential Properties in Hong Kong (Cont'd)**

Mount Regalia, Kau To (completed)



## **Commercial/Residential Properties in Hong Kong**

The Ascent, Sham Shui Po (completed)



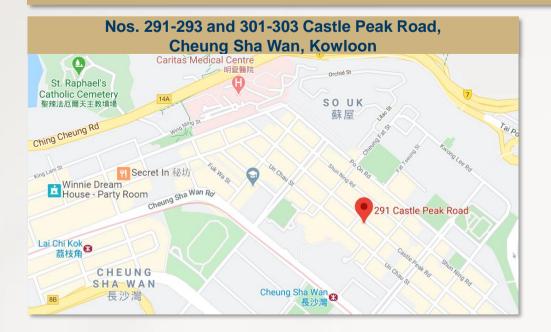
- Residential-cum-commercial development in cooperation with Urban Renewal Authority in Sham Shui Po
  - GFA of approximately 5,960 sq. m. (64,153 sq. ft.), (residential) and 1,200 sq. m. (12,920 sq. ft.), (commercial)
  - Comprising 157 residential units, 2 storeys of shops and 1 storeys of basement car parks
    - The occupation permit for the project was issued in 2018 and the certificate of compliance was obtained in 2018
    - Presale of the residential units was first launched in 2016 and all residential units have been sold, mostly handed over
      - The commercial units are planned to be tendered for sale in the second half of 2020



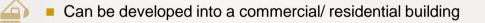
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## **Commercial/Residential Properties in Hong Kong (Cont'd)**

Other projects to begin construction/under construction



- The properties presently comprise interests in over 80 per cent. undivided shares of Nos.291-293 Castle Peak Road and 100 per cent. ownership interests of Nos.301-303 Castle Peak Road
- Site area of 488 sq.m. (5,260 sq. ft.)
- Total GFA: 4,395 m<sup>2</sup> (47,304 sq. ft.)





- The entire ownership interests in the subject properties have been acquired through private treaty transactions in 2019
  - Total site area: 518 sq.m. (5,580 sq. ft.)
  - Total GFA: 4,434 sq.m. (47,730 sq. ft.)
    - Intended for a commercial/ residential development
    - The demolition works of the existing buildings has recently been completed

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## **Commercial Properties in Hong Kong**

We Go MALL, Ma On Shan



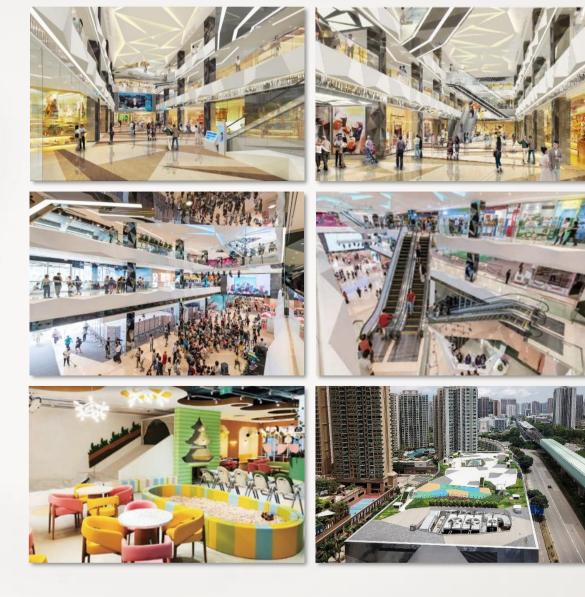
- In a densely populated area with scarce supply of large shopping malls
- GFA of approximately 15,270 sq. m. (164,364. sq. ft.), developed into a shopping mall in Ma On Shan
- Opened in May 2018

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#### **Diverse range of tenants**

As of December 31, 2019





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### **Hotel Development Projects in Hong Kong**

iclub Mong Kok Hotel (opened)

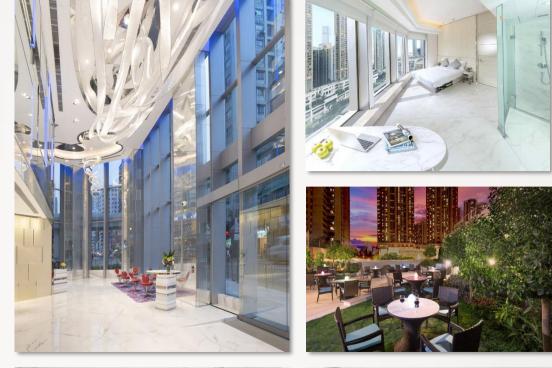




 A 20-storey hotel, comprising 288 guestrooms with ancillary facilities, presently managed by Regal Hotels Group



- Site area: 725.5 sq.m
- Total GFA: 6,529 sq.m
- Covered floor area: 9,355 sq.m
- Number of rooms: 288
- Soft opened in March 2019







### Hotel Development Projects in Hong Kong (Cont'd)

#### iclub Sheung Wan II Hotel (completed)





- A hotel with 98 guestrooms and suites (total 162 room bays), presently managed by Regal Hotels Group

- Site area: 345 sq.m
- Total GFA: 5,236 sq.m
- Covered floor area: 6,420 sq.m
- Number of rooms: 98
- Obtained hotel licence in May 2020, expected to open in the second half of 2020











### **Property project in Chengdu under Cosmopolitan**

Chengdu Project — Regal Cosmopolitan City



- A mixed use development consisting of residential, hotel, commercial and office components, located at the Xindu District in Chengdu

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- Total GFA: 495,000 sq.m
- The superstructure and fitting-out works for Stage 3 are in steady progress (consisting of 10 residential towers, about 4,100 sq.m of commercial accommodations and 1,941 car parking spaces)
  - Presale of 7 residential towers have been launched since March 2019, presale of the remaining 3 has been launched in July 2020



Source: Company public info As of December 31, 2019

### **Property project in Tianjin under Cosmopolitan**

Tianjin Project — Regal Renaissance



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- A mixed use development comprising commercial, office and residential components, located in Hedong District in Tianjin
- Total GFA: about 145,000 sq. m.
- Constructions of 2 office towers are planned to be completed in 2020, presale of one office tower is planned to be launched in 3Q2020

Nearly all of the residential units have been sold, Sale of the commercial complex is continuing steadily, certain parts have been leased out for rental income in the meantime





### Thank you