

Landmark Riverside, a joint venture mixed-use development in Chongqing's Central Business District (front cover).

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# **Hongkong Land** is a listed leading property investment, management and development group. Founded in 1889, Hongkong Land's business is built on excellence, integrity and partnership.

The Group owns and manages almost 800,000 sq. m. of prime office and luxury retail property in key Asian cities, principally in Hong Kong and Singapore. Hongkong Land's properties attract the world's foremost companies and luxury brands.

Its Hong Kong Central portfolio represents some 450,000 sq. m. of prime property. It has a further 165,000 sq. m. of prestigious office space in Singapore mainly held through joint ventures, and a 50% interest in a leading office complex in Central Jakarta. The Group also has a number of high quality residential and mixed-use projects under development in cities across Greater China and Southeast Asia, including a luxury retail centre at Wangfujing in Beijing. In Singapore, its subsidiary, MCL Land, is a well-established residential developer.

Hongkong Land Holdings Limited is incorporated in Bermuda and has a standard listing on the London Stock Exchange, with secondary listings in Bermuda and Singapore. The Group's assets and investments are managed from Hong Kong by Hongkong Land Limited. Hongkong Land is a member of the Jardine Matheson Group.

# **Corporate Information**

#### Directors

Ben Keswick Chairman and Managing Director Robert Wong Chief Executive Charles Allen-Jones Simon Dixon Mark Greenberg Adam Keswick Sir Henry Keswick Simon Keswick Dr Richard Lee Anthony Nightingale Y.K. Pang Lord Powell of Bayswater, KCMG Lord Sassoon, Kt James Watkins Percy Weatherall Michael Wei Kuo Wu

## **Company Secretary**

Neil M. McNamara

## **Registered Office**

Jardine House 33-35 Reid Street Hamilton Bermuda

#### **Hongkong Land Limited**

Directors

Ben Keswick Chairman Robert Wong Chief Executive R.M.J. Chow Simon Dixon Chief Financial Officer K. Foo R.L. Garman Mark Greenberg D.P. Lamb Y.K. Pang Jeremy Parr J.A. Robinson John Witt

## Corporate Secretary

Neil M. McNamara

# Highlights

- Underlying profit down 6%
- Continued strong contribution from commercial portfolio
- Steady residential contribution from mainland China and Singapore
- Net assets per share up 9% on higher capital values

## Results

	2016 Us\$m	2015 Us\$m	Change %
Underlying profit attributable to shareholders*	848	905	(6)
Profit attributable to shareholders	3,346	2,012	66
Shareholders' funds	31,294	28,685	9
Net debt	2,008	2,341	(14)
	US¢	US¢	%
Underlying earnings per share*	36.03	38.44	(6)
Earnings per share	142.23	85.50	66
Dividends per share	19.00	19.00	
	US\$	US\$	%
Net asset value per share	13.30	12.19	9

\* The Group uses 'underlying profit attributable to shareholders' in its internal financial reporting to distinguish between ongoing business performance and non-trading items, as more fully described in Note 1 to the financial statements. Management considers this to be a key measure which provides additional information to enhance understanding of the Group's underlying business performance.

# Chairman's Statement

## Overview

Results from the Group's commercial portfolio continued to be strong due to largely positive rental reversions in Hong Kong and higher occupancy in both Hong Kong and Singapore. In the residential sector, while profits from mainland China were flat and profits from Singapore were only marginally lower in 2016, overall earnings declined in the absence of a gain recorded in the prior year on a redeveloped property in Hong Kong.

## Performance

Underlying profit attributable to shareholders in 2016 was US\$848 million, a 6% decrease compared to the prior year. After taking into account the net non-trading gains of US\$2,498 million recorded on the revaluation of the Group's investment properties, the profit attributable to shareholders for the year was US\$3,346 million. This compares to US\$2,012 million in 2015, which included net valuation gains of US\$1,107 million.

The net asset value per share at 31st December 2016 was US\$13.30, compared with US\$12.19 at the end of 2015.

The Directors are recommending a final dividend of US¢13.00 per share, providing a total dividend for the year of US¢19.00 per share, unchanged from the previous year.

## **Group Review**

## **Commercial Property**

In Hong Kong, the office leasing market in Central continues to benefit from limited supply. Vacancy in the Group's Central office portfolio at the end of 2016 was 2.2%, compared with 3.4% at the end of 2015. Office rental reversions continue to be positive, with the Group's average office rent increasing to HK\$103 per sq. ft from HK\$101 per sq. ft in 2015. The Group's Central retail portfolio remains fully occupied and base rental reversions continue to be largely positive. The impact of turnover rent, however, led to the average retail rent reducing to HK\$218 per sq. ft, compared with

HK\$221 per sq. ft in 2015. The value of the Group's commercial portfolio in Hong Kong increased by 12% when compared to the prior year, due to office capitalisation rates compressing on strong investment demand and rental growth.

In Singapore, vacancy in the Group's office portfolio reduced to 0.1% from 3.0% at the end of 2015 as previously committed space was taken up during the year. Average rent decreased slightly to S\$9.3 per sq. ft, compared to S\$9.5 per sq. ft in 2015.

In mainland China, the construction of the Group's luxury retail and hotel complex in Beijing, WF CENTRAL at Wangfujing, is progressing well with the retail component scheduled to open in late 2017 and the 74-room Mandarin Oriental Hotel scheduled to open in 2018. In Jakarta, the fifth tower at Jakarta Land, the Group's 50%-owned joint venture, is on schedule for completion in 2018.

## **Residential Developments**

As anticipated, the contribution from the Group's residential interests was lower in 2016, primarily due to the absence of a gain from the redevelopment of a residential property in Hong Kong recorded in 2015.

In mainland China, revenue recognised during the year, including the Group's attributable interest in joint ventures, increased by 34%. However, profits were flat primarily due to the product mix and the impact of a weaker Chinese Renminbi. The Group's attributable interest in contracted sales for 2016 was 38% higher at US\$1,105 million, compared to US\$802 million in 2015. At 31st December 2016, the Group had US\$1,083 million in sold but unrecognised contracted sales, compared with US\$821 million at the end of 2015. The construction of the 50%-owned New Bamboo Grove began in mid-2016 and is progressing well.

Results from the Group's residential business in Singapore declined marginally compared to the prior year due to lower provision writebacks on completed developments. The Group's wholly-owned subsidiary, MCL Land, completed the fully sold 738-unit J Gateway project. Presales continue at two projects scheduled for completion in 2017 and 2018, respectively, while construction began in July 2016 on a project due to complete in 2019. In December 2016, MCL Land won a tender to develop a residential site on Margaret Drive, which is expected to complete in 2020.

Of the Group's other residential interests, the development of two joint venture projects in Indonesia are advancing on schedule. In September 2016, the Group formed Astra Land, a 50:50 joint venture with Astra International in Indonesia, to pursue primarily residential trading opportunities. Astra Land subsequently announced that it will develop a 69 hectare site in Jakarta Garden City in joint venture with Modernland Realty. In the Philippines, the construction of a 40%-owned 182-unit luxury development in Manila and a 40%-owned mixed-use development in Cebu are also well underway.

## Financing

The Group's financial position remains strong with net debt of US\$2.0 billion at 31st December 2016, down from US\$2.3 billion at the end of 2015. Net gearing at the end of the year was 6%, compared with 8% at the end of 2015.

## People

On behalf of the Board, I would like to thank all of our staff for their dedication and professionalism in upholding our reputation of providing high quality offerings to our customers.

Y.K. Pang stepped down as Chief Executive in July, while remaining on the Board, and was succeeded by Robert Wong. John Witt stepped down as Chief Financial Officer in March and was succeeded by Simon Dixon.

Lord Leach passed away in June 2016. During his time on the Board, he made a significant contribution to the development and expansion of Hongkong Land. He will be fondly remembered and greatly missed.

## Outlook

A stable performance is anticipated from Hongkong Land's commercial property portfolio in 2017, while in the Group's residential business a higher contribution from mainland China is expected to be offset by lower profits from Singapore.

## **Ben Keswick**

Chairman 2nd March 2017

# **Chief Executive's Review**

Hongkong Land had a good year in 2016 with another strong contribution from its commercial property portfolio and a steady contribution from its residential property projects. There has also been a significant increase in the value of the Group's commercial property portfolio during 2016. The Group maintains a sound balance sheet with ample liquidity, is well positioned in its core markets in Greater China and Southeast Asia, and continues to seek development opportunities to further grow in these markets.

## Strategy

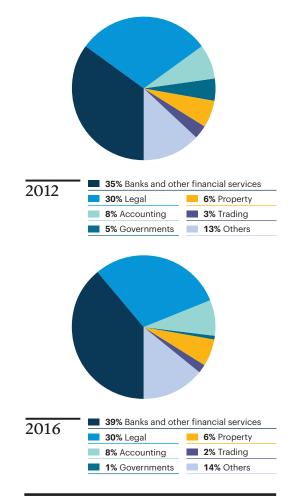
The Group develops prime commercial properties, which it retains and manages as long-term investments, and premium residential and accompanying commercial properties, which are developed for sale.

The Group's prime commercial properties are predominantly in core central business locations in Asian gateway cities, with a concentration in Hong Kong and Singapore. Returns principally arise from annual rental yields and long-term capital appreciation. The Group's Hong Kong and Singapore portfolios remain its most important investments as they provide a stable stream of earnings and balance sheet strength, which enables the Group to continue to invest and grow both its commercial and residential portfolios in its core markets in Greater China and Southeast Asia.

The Group's premium residential and accompanying commercial developments are primarily in mainland China and Singapore, with emerging businesses in the Philippines, Indonesia and Vietnam. Returns principally arise from short to medium-term trading profits. The consistency of earnings contributed from these developments continues to strengthen as the mainland China operations mature. The Group's attributable interest in the developable area of its residential projects in mainland China totals 4.6 million sq. m. Of this, construction of approximately 1.8 million sq. m., or 39%, had been completed at the end of 2016. In Singapore, MCL Land, the Group's wholly-owned residential developer, continues to be an important contributor to earnings and is working to maintain a steady pipeline of projects. In Indonesia and the Philippines, the Group's joint venture projects are progressing well and will provide additional sources of income as they mature in the coming years.

## Hong Kong's Central Portfolio

The portfolio in Hong Kong comprises 12 buildings that form the heart of the financial district in Central. These buildings are interlinked and represent over 450,000 sq. m. of Grade A office and luxury retail space. They are positioned as the pre-eminent office, retail, restaurant and hotel accommodation in Central. This integrated mixed-use development continues to attract both prime office tenants and luxury retailers. As a key financial and business hub in Asia, Hong Kong's economy is closely linked to the global economic environment. Despite current economic uncertainties, vacancy is low and rental reversions have remained positive, reflecting the unique positioning of the portfolio and the scarcity of supply of high quality space in core Central.





## Central portfolio top five office tenants (in alphabetical order)

in 2016 ANZ BNP Paribas JP Morgan KPMG PricewaterhouseCoopers

# Central portfolio top five retail tenants (in alphabetical order)

in 2016

Armani Group		
Dickson Concepts		
Kering		-
LVMH Group		-
Richemont Group		

The Group's retail portfolio in Hong Kong, the 54,000 sq. m. LANDMARK, is integrated with the office buildings and is a key component of the Group's unique and successful mixed-use business model. Its tenants include numerous luxury brand flagship stores, as well as leading restaurants that have collected a total of ten Michelin stars. LANDMARK is clearly established as the iconic shopping destination in Hong Kong.

## **Commercial Property Investments in Asia**

Outside Hong Kong, the Group has similarly established itself as a leading provider of office and retail space. In Singapore, Hongkong Land's attributable interests of 165,000 sq. m. includes some of the finest Grade A office space in the market, principally in the Marina Bay Area. In Indonesia, Jakarta Land, the Group's 50%-owned joint venture, is continuing to extend its 135,000 sq. m. office development, with construction progressing well on a 73,000 sq. m. fifth tower scheduled for completion in the first half of 2018. In Beijing, the Group's WF CENTRAL development, comprising a luxury retail complex and a prestigious Mandarin Oriental hotel, is scheduled for completion in the second half of 2017 and the first half of 2018, respectively. In Cambodia, the Group's 30,000 sq. m. prime mixed-use complex comprising office and retail components in the heart of Phnom Penh has recently been completed.

The performance of the Group's commercial portfolio is determined by supply and demand as well as macro-economic conditions in Asia. Nevertheless, the Group is committed to maintaining excellence in product quality and service to retain current tenants and attract new premium tenants and customers. It will seek to grow its exceptional portfolio of commercial properties in prime locations across the region by investing in new developments.

## **Residential Developments**

Based on the Group's experience and reputation, it has established a strong and profitable residential trading business focusing primarily on the premium market in Greater China and Southeast Asia. While the capital invested in this sector is significantly lower than the commercial business, the residential projects enhance the Group's overall profits and returns on capital.

Annual returns from residential developments fluctuate due to the nature of the projects and the Group's accounting policy of only recognising profits on sold properties on completion. Demand is also dependent on overall economic conditions, which can be significantly affected by government policies and the availability of credit. Ongoing land acquisitions are necessary to continue to build this income stream over the longer term.

## **Review of Commercial Property**

Profits from the Group's commercial business were marginally higher in 2016 than 2015, largely due to positive office rental reversions in Hong Kong and higher occupancy in both Hong Kong and Singapore.

## Hong Kong

Demand in the Hong Kong office leasing market remained strong in 2016, backed by the continued scarcity of Grade A office supply. The Group's vacancy was 2.2% at the end of 2016, compared to 3.4% at the end of 2015. Vacancy for the overall Central Grade A market was 1.7% at the end of 2016, compared to 1.2% in 2015. The Group's average office rent in 2016 was HK\$103 per sq. ft, an increase from last year's average of HK\$101 per sq. ft. This increase was predominantly due to positive rental reversions from existing tenants. Financial institutions, legal firms and accounting firms occupy 77% of the Group's total leased office space.

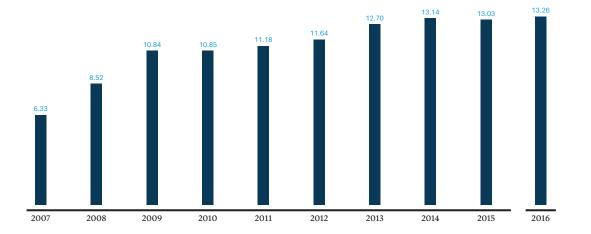
The Group's retail portfolio remained resilient amidst challenging conditions in the luxury retail sector in Hong Kong, and continued to be fully occupied. The average rent was HK\$218 per sq. ft in 2016, down slightly from HK\$221 per sq. ft in 2015, due to the impact of turnover rent. Base rental reversions remained largely positive, although the demand for retail space has moderated. The value of the Group's commercial portfolio in Hong Kong at 31st December 2016, based on independent valuations, increased by 12% to US\$26.1 billion when compared to the prior year, primarily due to office capitalisation rates compressing on strong investment demand and rental growth.

## **Central portfolio**

at 31st December 2016

	Office	Retail
Capital value (US\$m)	21,137	4,959*
Gross revenue (US\$m)	700	250*
Equivalent yield (%) - One and Two Exchange Square - The Landmark Atrium	3.50	4.50
Average unexpired term of leases (years)	3.8	2.8
Area subject to renewal/review in 2017 (%)	32	34

\* including hotel



Central portfolio average office effective rent (US\$/sq. ft per month)

### Singapore

Sentiment in the office leasing market in Singapore was slightly softer in 2016 compared to 2015 due to a projected surplus of supply. Vacancy in the Group's office portfolio was 0.1% at the year end, down from 3.0% at the end of 2015. The overall vacancy across the entire Grade A CBD market was 6.7% as at 31st December 2016, compared to 5.0% at the end of 2015. The Group's average rent was S\$9.3 per sq. ft, a slight decrease from S\$9.5 per sq. ft in the previous year, due to negative rental reversions. In line with the financial nature of the district in which the Group's portfolio is located, financial institutions, legal firms and accounting firms occupy 82% of the total leasable area.

#### **Other Commercial Property Investments**

In Beijing, the development of WF CENTRAL, the Group's retail and hotel project located in Wangfujing in the Dongcheng District, continues to make progress. This unique development will be an iconic lifestyle destination for shopping and dining in the capital for both local and international customers. The retail component is scheduled to open later in the second half of 2017. The complex will also include a 74-room Mandarin Oriental hotel, scheduled to open in the first half of 2018. In the CBD Core Area of Beijing's Chaoyang District, the Group's 30%-owned proposed office development project remains under planning. It will be developed as a prime Grade A office building of 120,000 sq. m.

In Shanghai, the agreement with the Lujiazui Group to develop a mixed-use project with both office and retail components in the Qiantan area of Pudong was finalised during the year, and is now subject to planning and regulatory approval. This prime site will have a developable area of 230,000 sq. m.

In One Central, Macau, occupancy in the retail portfolio remained high at 95%, marginally lower than the prior year. Amidst challenging market conditions, tenant sales were down 21%. In Jakarta, development of the fifth tower at the Group's 50%-owned joint venture, Jakarta Land, is progressing as scheduled. It is planned for completion in 2018. Occupancy across the portfolio was 90% at the year end, a modest decline from 93% at the end of 2015. The average gross rent in 2016 was US\$25.3 per sq. m., unchanged from the prior year.

In Cambodia, the Group's 30,000 sq. m. prime mixed-use complex, EXCHANGE SQUARE, comprising office and retail components in the heart of Phnom Penh's emerging financial district, has recently been completed and is in the process of being handed over to tenants.

Performances at the Group's other commercial investment properties in Bangkok, Hanoi and Bermuda were within expectations.

## **Review of Residential Property**

As expected, earnings from the Group's residential property business were lower in 2016 compared to 2015, primarily due to the absence of profits from a redeveloped property in Hong Kong.

## **Mainland China**

The Group's residential businesses in mainland China are situated across the cities of Beijing, Chengdu, Chongqing and Shanghai. These are predominantly long-term projects of different product types that are being developed in phases over time.

Despite cautious market conditions in Chongqing, the Group's largest market, the Group's sales performance improved against 2015. The Group's attributable interest in contracted sales was US\$1,105 million in 2016, compared with US\$802 million in the previous year.

The Group's attributable interest in revenue recognised was US\$676 million, compared with US\$505 million in 2015, an increase of 34%.

At 31st December 2016, the Group's attributable interest in sold but yet to be recognised contracted sales amounted to US\$1,083 million, an increase of 32% from US\$821 million at the end of 2015.

Chongqing, the largest city in western China, remains the Group's most significant residential market in the country. The city accounts for some 88% of the Group's total residential investments in mainland China. It consists of two wholly-owned projects, Yorkville South and the adjacent Yorkville North, and four 50%-owned joint ventures, being Bamboo Grove, New Bamboo Grove, Landmark Riverside, and Central Avenue.

Yorkville South and Yorkville North, at Zhaomushan near the core of the Two-River New Area of Chongqing, are being developed in six phases over nine years to 2020 and seven phases over ten years to 2022, respectively. Revenue recognised during 2016 amounted to US\$417 million, compared with US\$236 million in 2015. Yorkville South has a total developable area of approximately 880,000 sq. m., of which 58% has been completed, while Yorkville North has a total developable area of 1.1 million sq. m., of which 31% has been completed.

Construction at the Group's joint venture projects in Chongqing has progressed in accordance with development plans. Hongkong Land's attributable interest in sales recognised from these joint venture projects was US\$92 million, compared to US\$125 million in 2015, due to the timing of completed sales.

Bamboo Grove, the Group's first 50%-owned joint venture with Longfor Properties, is a 78 hectare site at Dazhulin in Chongqing. It is primarily a residential development with total developable area of approximately 1.5 million sq. m., of which 88% has already been developed.

New Bamboo Grove, the second 50%-owned joint venture with Longfor Properties and adjacent to Bamboo Grove, is also primarily a residential development with total developable area of approximately 600,000 sq. m. Construction commenced in mid-2016 and its first phase will be completed in 2017. Landmark Riverside, a 50%-owned joint venture with China Merchants Shekou Holdings, is a 22 hectare site at Dan Zishi in Chongqing. The project, which is primarily residential with some retail space, consists of a total developable area of approximately 1 million sq. m., of which approximately 31% has been completed.

Central Avenue, the Group's second 50%-owned joint venture with China Merchants Shekou Holdings, is a 40 hectare mixed-use development located next to the Central Park in the Airport New Town of Yubei District in Chongqing. The project is planned to be developed in eight phases to 2024. The first phase was completed in December 2016. The site consists of approximately 1.1 million sq. m. of developable area, of which 6% has been completed so far.

In Chengdu, the 50% joint venture with KWG Property Holding Group, WE City, is a 19 hectare mix-used development with total developable area of approximately 900,000 sq. m., of which around 34% has been completed. With the completion of phase 4, the Group's share of the sales recognised in 2016 reached US\$127 million, compared to US\$108 million in the prior year.

In Beijing, at the Group's 90%-owned Maple Place project, 31 units were sold and handed over during the year compared to 22 units in the prior year. Only two villas remain available for future sale.

Central Park in Beijing, a 40%-owned joint venture with Vantone Group, continues to hold 72 apartments which were operated as serviced apartments until June 2016. The joint venture has since taken vacant possession of all apartments and is preparing the apartments for sale.

In Shanghai, the Group holds a 50% interest in a joint venture with the CIFI Group to develop a prime residential project, Parkville, which is located in Pudong within Shanghai's inner-ring road. The project consists of residential and commercial space with total developable area of approximately 227,000 sq. m. The Group's share of contracted sales in 2016 was US\$248 million compared to US\$157 million in 2015. The residential component of the project is on schedule for completion in the first half of 2017.

### Singapore

MCL Land, the Group's wholly-owned subsidiary, completed one residential project during 2016, the 738-unit J Gateway project, which was fully sold.

Beyond 2016, MCL Land has one 100%-owned project scheduled for completion in each year from 2017 to 2020. The 699-unit LakeVille development, which is expecting to complete in 2017, was 99% pre-sold at the end of 2016. The 1,327-unit Sol Acres executive condominium development (previously known as Choa Chu Kang Grove), which is scheduled for completion in 2018, was 44% pre-sold. The 710-unit Lake Grande project, a residential site located adjacent to its LakeVille project, which is scheduled for completion in 2019, was 77% pre-sold. In December 2016, MCL Land won a tender to develop a residential site on Margaret Drive with a land cost of US\$165 million. The Project will yield up to 316 residential units over a developable area of 238,000 sq. ft. Construction will commence in 2017 and is expected to complete by 2020.

#### **Other Residential Developments**

In Indonesia, construction of the Group's two residential projects is progressing well. Nava Park, the Group's 49%-owned joint venture with Bumi Serpong Damai, is a 67 hectare site located southwest of central Jakarta. Upon completion in 2029, Nava Park will comprise a mix of landed houses, villas, mid-rise apartments and low-rise commercial components. Of the 471 units which have been launched for sale, 81% have been pre-sold as at the end of 2016. The first and second phases are scheduled for completion in 2017 and in 2018, respectively. At Anandamaya Residences, the 40%-owned joint venture project with affiliate Astra International, the construction work of the 509-unit luxury apartments is well underway and targeted to complete in 2018. At the end of 2016, 92% of the units have been pre-sold.

In September 2016, the Group entered into a 50%-owned joint venture arrangement with Astra International to form Astra Land in Indonesia, with the intention to jointly pursue primarily residential trading opportunities. Astra Land subsequently entered into a 50%-owned joint venture arrangement with Modernland Realty to co-develop a predominantly residential site of 69 hectare in Jakarta Garden City, east of central Jakarta. Construction of this project is expected to commence in 2017, and will be developed in multiple phases with total developable area of 940,000 sq. m.

In the Philippines, construction is continuing at Two Roxas Triangle, the 40%-owned luxury 182-unit residential condominium tower in Manila's central Makati area. The development is expected to complete in 2018. At the end of 2016, 99% of the units had been pre-sold. At Mandani Bay, a 40%-owned 20 hectare development comprising principally of residential units with some office and retail components in Cebu, construction began in the first half of 2016, and the project will be developed in multiple phases through to 2035. Since the first sales launch in early 2016, 43% of 1,226 units launched were pre-sold. Completion of these units is expected in 2020.

## Outlook

The Group's commercial portfolio is expected to continue generating stable returns in 2017. In the residential sector, higher completions should lead to improved profits from mainland China, but these are expected to be offset by lower contributions from other regions.

The foundation of Hongkong Land's continued success is in satisfying its tenants and customers' needs through the delivery of world-class services and products. By maintaining its focus on its values, Hongkong Land will further strengthen its market positions and achieve long-term success. Going forward, the Group's strong balance sheet, disciplined investment approach and well established market presence in Greater China and Southeast Asia position it well to take advantage of expansion opportunities.

**Robert Wong** 

Chief Executive 2nd March 2017

# **Financial Review**

## Accounting Policies

The accounting policies are consistent with those of the prior year. The Directors continue to review the appropriateness of the accounting policies adopted by the Group with regard to developments in International Financial Reporting Standards.

## Results

## **Underlying Profit**

The Group's underlying profit attributable to shareholders in 2016 was US\$848 million, down 6% from the prior year. This result can be analysed between the contribution from Commercial Property, Residential Property and unallocated expenses. Each of these items in the below table includes the Group's share of results from its associates and joint ventures. Given the significance of the Group's joint ventures, this provides the clearest summary of the Group's performance during the year.

	<b>2016</b> US\$m	2015 Us\$m
Commercial Property, underlying operating profit Residential Property, underlying	946	940
operating profit Corporate costs	293 (62)	354 (60)
Underlying operating profit Net financing charges and tax Non-controlling interests	1,177 (316) (13)	1,234 (316) (13)
Underlying profit attributable to shareholders	848	905
	US¢	US¢
Underlying earnings per share	36.03	38.44

The contribution from Commercial Property was US\$946 million, a 1% increase on the prior year. Improved results from the Hong Kong and Singapore office portfolios, on positive rental reversions and lower vacancies respectively, were largely offset by a lower contribution from the Hong Kong retail portfolio and higher pre-opening costs at WF CENTRAL in Beijing.

Another strong performance from the Hong Kong office portfolio, on higher average rents, was partially offset by a decline in contribution from the Group's retail portfolio due to the impact of turnover rent. The Hong Kong commercial portfolio generated 84% of the profit contributed by the Group's Commercial Property segment, marginally higher than the prior year.

In Singapore, the contribution to the Group's Commercial Property segment was marginally higher in 2016 than the prior year, with the benefit of higher occupancy offsetting the negative impact of slightly lower rents. Singapore contributed to 13% of the Group's Commercial Property segment, unchanged from the prior year.

In mainland China, pre-letting activities at WF CENTRAL have increased as construction work progresses, resulting in higher pre-opening expenses as compared to the prior year. The opening is scheduled for the second half of 2017.

The contribution from Residential Property was US\$293 million, a 17% decline on the prior year, predominately because of the absence of a US\$63 million gain from the redevelopment of a residential property in Hong Kong recorded in 2015. The contribution from mainland China was broadly in line with that of the prior year, despite lower margins and a weakening Renminbi, whilst Singapore's contribution was moderately lower, impacted by fewer completions, less provision write-backs, and a weaker Singapore dollar. In mainland China the Group's attributable interest in revenue, being the Group's share of completed units handed over to customers, increased by 34% compared to the prior year, though the impact of lower margins due to fewer high-rise apartments being handed over, and a weaker Renminbi, resulted in the earnings contribution being relatively flat as compared to the prior year. Revenue was recognised at 90%-owned Maple Place in Beijing with 31 units handed over (2015: 22 units); in Chongqing at 100%-owned Yorkville South with 1,155 units handed over (2015: 1,019 units), at 100%-owned Yorkville North with 767 units (2015: 724 units), at 50%-owned Bamboo Grove with 347 units (2015: 2,014 units), at 50%-owned Landmark Riverside with 216 units (2015: 161 units), for the first time at 50%-owned Central Avenue with 512 units; and at 50%-owned WE City in Chengdu with 1,069 units handed over (2015: 858 units).

At MCL Land in Singapore, 2016 results were marginally higher than the prior year despite fewer completions, fewer provision write-backs, and a weaker Singapore dollar, as margins improved. During the year, one project was completed, compared to three in 2015. This was J Gateway (738 units), which was fully sold and was completed in November 2016. In 2015 the Palms @ Sixth Avenue (32 units), Ripple Bay (679 units) and Hallmark Residence (73 units) were handed over. However the overall contribution from the Group's Singapore residential operations declined due to the absence of profits from the Marina Bay Suites development, of which all remaining units were handed over in 2015. Net financing charges of US\$102 million were 5% lower than the prior year primarily due to lower average net borrowings.

The tax charge, which includes Land Appreciation Tax at the Group's residential projects in mainland China, increased by 3% to US\$214 million, with the effective tax rate of 19.7% unchanged from the prior year. The higher tax charge on lower earnings in 2016 is mainly due to the non-taxable gain recorded in 2015 arising from the redevelopment of a residential property in Hong Kong.

### **Non-Trading Items**

In 2016, the Group had net non-trading gains of US\$2,498 million compared with US\$1,107 million in 2015. These arose principally on revaluations of the Group's investment properties, including its share of joint ventures, which were performed at 31st December 2016 by independent valuers.

The gains on valuation came predominately from the Group's Central office portfolio in Hong Kong due to a compression in capitalisation rates and an increase in open market rents. The Central portfolio increased in value by 12% to US\$26.1 billion.

## **Cash Flows**

The Group's consolidated cash flows are summarised as follows:

	<b>2016</b> US\$m	2015 US\$m
Operating activities		
Operating profit, excluding non-trading items	971	994
Net interest and tax paid	(216)	(253)
Payments for residential sites	(79)	(281)
Development expenditure on residential projects	(336)	(407)
Proceeds from residential sales	953	1,079
Dividends received from joint ventures	88	117
Others	(285)	(353)
	1,096	896
Investing activities		
Major renovations capex	(92)	(58)
Funding of joint ventures	(104)	(256)
Advances and loan repayments from joint ventures	103	391
Development expenditure	(148)	(152)
Payment of deposit for a joint venture	(4)	(71)
	(245)	(146)
Financing activities Dividends paid by the Company	(444)	(445)
Net drawdown/(repayment) of borrowings	26	(347)
Others	(24)	(047)
	(442)	(796)
Net increase/(decrease) in cash and cash equivalents	409	(46)
Cash and cash equivalents at 1st January	1,566	1,659
Effect of exchange rate changes	(77)	(47)
Cash and cash equivalents at 31st December	1,898	1,566

Cash flows from operating activities in 2016 were US\$1,096 million, an increase of 22%. The Group's operating profit from its subsidiaries (excluding non-trading items) was US\$971 million, 2% lower than the prior year. This was largely due to lower underlying profits, reflecting the absence of a gain from the redevelopment of a residential property in Hong Kong recorded in 2015. Net interest paid of US\$75 million was US\$3 million lower than in 2015 due to lower average net debt. Tax paid of US\$141 million was US\$34 million lower than the prior year principally as a result of timing differences. In 2016, US\$79 million was paid for residential development sites, being US\$13 million as a deposit payment for the Margaret Drive residential site in Singapore, and US\$66 million for the final payment for the Yorkville North residential site in China, compared to US\$281 million in 2015. In 2016, development expenditure on residential projects decreased by 17% to US\$336 million. Proceeds from residential sales were lower at US\$953 million in 2016 compared to US\$1,079 million in 2015. Dividends received from joint ventures in 2016 totalled US\$88 million, compared with US\$117 million in the prior year, primarily due to dividends received in 2015 in relation to the completion of Marina Bay Suites in Singapore. Under investing activities in 2016, the Group had outflows of US\$245 million, compared to outflows of US\$146 million in the prior year. Capital expenditure of US\$92 million related to major renovations, principally in respect of the Hong Kong Central portfolio. Funding of the Group's joint venture projects totalled US\$104 million. This included investments of US\$71 million in the 50%-owned WE City residential project in Chengdu, and US\$29 million in the 25%-owned Jakata Garden City residential project in Indonesia. Also, under investing activities in 2016, the Group received US\$103 million of advances and loan repayments from joint ventures, primarily from the Group's residential projects in mainland China. This compared to US\$391 million in 2015. Development expenditure of US\$148 million was principally for the WF CENTRAL project in Beijing.

Under financing activities, the Company paid dividends of US\$444 million, being the 2015 final dividend of US¢13.00 per share and the 2016 interim dividend of US¢6.00 per share. Also, the Group had a net drawdown of borrowings of US\$26 million.

The Group's year end cash and cash equivalents totalled US\$1.9 billion. At 31st December 2016, the Group's net debt was US\$2.0 billion, down from US\$2.3 billion at the beginning of the year.

### Year-end debt summary\*

	<b>2016</b> Us\$m	2015 US\$m
US\$ bonds/notes HK\$ bonds/notes HK\$ bank loans S\$ bonds/notes S\$ bank loans RMB bank loans PHP bank loans	1,507 1,248 675 139 78 265 5	1,510 1,253 575 141 257 174
Gross debt Cash Net debt	3,917 1,909 2,008	3,910 1,569 2,341

\* Before currency swaps

## Dividends

The Board is recommending a final dividend of US¢13.00 per share for 2016, providing a total annual dividend of US¢19.00 per share, unchanged from 2015. The final dividend will be payable on 11th May 2017, subject to approval at the Annual General Meeting to be held on 3rd May 2017, to shareholders on the register of members at the close of business on 17th March 2017. No scrip alternative is being offered in respect of the dividend.

## **Treasury Policy**

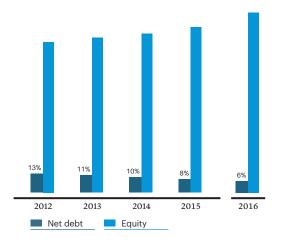
The Group manages its treasury activities within established risk management objectives and policies using a variety of techniques and instruments. The main objectives are to manage exchange, interest rate and liquidity risks and to provide a degree of certainty in respect of costs. The investment of the Group's cash balances is managed so as to minimise risk while seeking to enhance yield.

The Group's Treasury operations are managed as cost centres and are not permitted to undertake speculative transactions unrelated to underlying financial exposures. Appropriate credit guidelines are in place to manage counterparty credit risk.

When economically sensible to do so, borrowings are taken in local currencies to hedge foreign currency exposures on investments. A portion of borrowings is denominated in fixed rates. Adequate headroom in committed facilities is maintained to facilitate the Group's capacity to pursue new investment opportunities and to provide some protection against market uncertainties.

## Funding

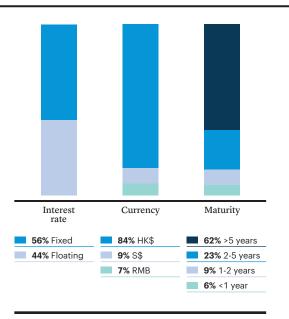
The Group is well financed with strong liquidity. Net gearing was 6% at 31st December 2016, down from 8% at the end of 2015. Interest cover, calculated as the underlying operating profits, including the Group's share of associates and joint ventures' operating profits, divided by net financing charges including the Group's share of associates and joint ventures' net financing charges, was 11.5 times, in line with 2015.



Net debt as a percentage of equity

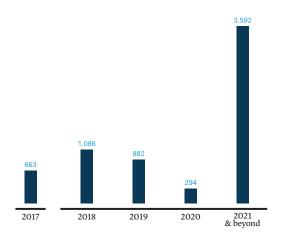
Both Moody's and Standard & Poor's have maintained their credit ratings of Hongkong Land Holdings Limited at A3 and A respectively.

The average tenor of the Group's debt was 6.4 years at 31st December 2016, down from 7.2 years at 2015 year end due to the absence of new long-dated financing. Approximately 44% of the Group's borrowings were at floating rates and the remaining 56% were either fixed rate borrowings or covered by interest rate hedges with major credit worthy financial institutions, in line with the end of 2015.



Debt profile at 31st December 2016

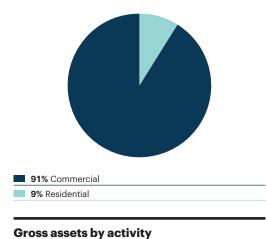
At 31st December 2016, the Group had total committed lines of approximately US\$6.5 billion. Of these lines, 56% were sourced from banks with the remaining 44% from the capital markets. At the end of 2016, the Group had drawn US\$3.9 billion of these lines leaving US\$2.6 billion of committed, but unused, facilities. Adding the Group's year end cash balances, the Group had overall liquidity at 31st December 2016 of US\$4.5 billion, up from US\$4.1 billion at the end of 2015.



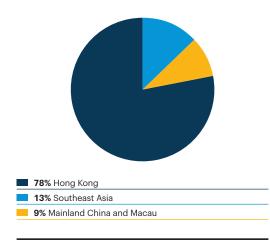
Committed facility maturity at 31st December 2016 (US\$m)

## **Gross Assets**

The Group's gross assets, including its share of joint ventures, (excluding cash balances) is analysed below, by activity and by location.



## Oross assets by activity



## **Gross assets by location**

## Principal Risks and Uncertainties

A review of the principal risks and uncertainties facing the Group is set out on page 74.

## **Simon Dixon**

Chief Financial Officer 2nd March 2017

# **Directors' Profiles**

Ben Keswick\* Chairman and Managing Director

Mr Ben Keswick joined the Board as Managing Director in 2012 and became Chairman in 2013. He has held a number of executive positions since joining the Jardine Matheson group in 1998, including finance director and then chief executive officer of Jardine Pacific between 2003 and 2007 and, thereafter, group managing director of Jardine Cycle & Carriage until 2012. He has an MBA from INSEAD. Mr Keswick is chairman of Jardine Matheson Limited and Jardine Cycle & Carriage and a commissioner of Astra. He is also chairman and managing director of Dairy Farm and Mandarin Oriental, managing director of Jardine Matheson and Jardine Strategic, and a director of Jardine Pacific and Jardine Motors.

## Robert Wong\* Chief Executive

Mr Wong joined the Board as Chief Executive in August 2016. He joined the Group in 1985 and has extensive experience in property management and development. As a director of Hongkong Land Limited since 1996, he had prime responsibility for the Group's residential property business. He is a member of both The Royal Institution of Chartered Surveyors and The Hong Kong Institute of Surveyors.

## Simon Dixon\* Chief Financial Officer

Mr Dixon joined the Board as Chief Financial Officer in April 2016. A Chartered Accountant, he joined the Jardine Matheson group in 2006 from PricewaterhouseCoopers. He was previously finance director of Astra, prior to which he was group treasurer of Jardine Matheson from 2006 to 2010.

## **Charles Allen-Jones**

Mr Allen-Jones joined the Board in 2001. He was formerly senior partner of Linklaters, where he had been a partner for 33 years until 2001. Mr Allen-Jones is a non-executive director of Jardine Strategic.

## Mark Greenberg

Mr Greenberg joined the Board in 2006. He is group strategy director of Jardine Matheson. He had previously spent 16 years in investment banking with Dresdner Kleinwort Wasserstein in London. He is also a director of Jardine Matheson Limited, Dairy Farm, Jardine Cycle & Carriage and Mandarin Oriental, and a commissioner of Astra and Bank Permata.

## Adam Keswick

Mr Adam Keswick joined the Board in 2012. Having joined Jardine Matheson in 2001, he was appointed to the board in 2007 and was deputy managing director from 2012 to 2016. Mr Keswick is also deputy chairman of Jardine Lloyd Thompson and a director of Dairy Farm, Jardine Matheson, Jardine Strategic and Mandarin Oriental. He is also a director of Ferrari, and a supervisory board member of Rothschild & Co.

## Sir Henry Keswick

Sir Henry first served on the Board of the Group's holding company between 1970 and 1975 and was re-appointed a Director in 1988. He is chairman of Jardine Matheson, having first joined the group in 1961, and is also chairman of Jardine Strategic. He is a director of Dairy Farm and Mandarin Oriental. He is also vice chairman of the Hong Kong Association.

## Simon Keswick

Mr Simon Keswick has been a Director of the Group's holding company since 1983. He was Chairman of the Company from 1983 to 1988 and from 1989 to 2013. He joined the Jardine Matheson group in 1962 and is a director of Dairy Farm, Jardine Matheson, Jardine Strategic and Mandarin Oriental.

## Dr Richard Lee

Dr Lee joined the Board in 2003. Dr Lee's principal business interests are in the manufacturing of textiles and apparel in Southeast Asia, and he is the honorary chairman of TAL Apparel. He is also a director of Jardine Matheson and Mandarin Oriental.

\* Executive Director

## Anthony Nightingale

Mr Nightingale joined the Board in 2006 and was Managing Director of the Company from 2006 to 2012. He is also a director of Dairy Farm, Jardine Cycle & Carriage, Jardine Matheson, Jardine Strategic, Mandarin Oriental, Prudential, Schindler, Shui On Land and Vitasoy, and a commissioner of Astra. Mr Nightingale also holds a number of senior public appointments, including acting as a non-official member of the Commission on Strategic Development, a Hong Kong representative to the Asia Pacific Economic Cooperation (APEC) Business Advisory Council and a director of the UK-ASEAN Business Council. He is chairman of The Sailors Home and Missions to Seamen in Hong Kong.

## Y.K. Pang

Mr Pang has been a Director of the Company since 2007. He was Chief Executive of the Group from 2007 to July 2016. He is deputy managing director of Jardine Matheson, chairman of Jardine Pacific, and chairman and chief executive of Jardine Motors. He previously held a number of senior executive positions in the Jardine Matheson group, which he joined in 1984. Mr Pang is also deputy chairman of Jardine Matheson Limited, and a director of Dairy Farm, Jardine Matheson (China), Jardine Strategic, Mandarin Oriental, Yonghui Superstores and Zhongsheng Group Holdings. He is chairman of the Employers' Federation of Hong Kong and a past chairman of the Hong Kong General Chamber of Commerce.

## Lord Powell of Bayswater, KCMG

Lord Powell rejoined the Board in 2008, having first served as a Director between 1992 and 2000. He was previously Private Secretary and adviser on foreign affairs and defence to British Prime Ministers, Baroness Thatcher and Rt Hon John Major. He is a director of LVMH Moët Hennessy Louis Vuitton, Matheson & Co, Mandarin Oriental, Northern Trust Corporation and Textron Corporation. Previously president of the China-Britain Business Council and chairman of the Singapore-British Business Council, he is currently a British Business Ambassador. He is an independent member of the House of Lords.

## Lord Sassoon, Kt

Lord Sassoon joined the Board in 2013. He began his career at KPMG, before joining SG Warburg (later UBS Warburg) in 1985. From 2002 to 2006 he was in the United Kingdom Treasury as a civil servant, where he had responsibility for financial services and enterprise policy. Following this, he chaired the Financial Action Task Force; and conducted a review of the UK's system of financial regulation. From 2010 to 2013 Lord Sassoon was the first Commercial Secretary to the Treasury and acted as the Government's Front Bench Treasury spokesman in the House of Lords. He is a director of Dairy Farm, Jardine Lloyd Thompson, Jardine Matheson and Mandarin Oriental. He is also chairman of the China-Britain Business Council.

## James Watkins

Mr Watkins joined the Board in 2009. He was a director and group general counsel of Jardine Matheson from 1997 to 2003. Mr Watkins qualified as a solicitor in 1969 and was formerly a partner of Linklaters. He is also a director of Asia Satellite Telecommunications Holdings, IL&FS India Realty Fund II, Jardine Cycle & Carriage and Mandarin Oriental.

## Percy Weatherall

Mr Weatherall joined the Board in 1994 and was Managing Director from 2000 to 2006. He first joined the Jardine Matheson group in 1976 and retired from executive office in 2006. He is also a director of Dairy Farm, Jardine Matheson, Jardine Strategic and Mandarin Oriental. He is chairman of Corney & Barrow and the Nith District Salmon Fishery Board.

## Michael Wei Kuo Wu

Mr Wu joined the Board in 2012. He is chairman and managing director of Maxim's Caterers in Hong Kong. He is also a non-executive director of Hang Seng Bank and Jardine Matheson, a council member of the Hong Kong University of Science and Technology and a member of the court of the University of Hong Kong.

# **Consolidated Profit and Loss Account**

for the year ended 31st December 2016

	Note	Underlying business performance US\$m	2016 Non- trading items US\$m	Total US\$m	Underlying business performance US\$M	2015 Non- trading items US\$m	Total US\$m
Revenue Net operating costs	5 6	1,993.9 (1,023.3)	-	1,993.9 (1,023.3)	1,932.1 (938.3)	-	1,932.1 (938.3)
Change in fair value of investment properties Asset impairment reversals	11 11	970.6 _ _	- 2,549.9 1.2	970.6 2,549.9 1.2	993.8 - -	- 999.9 13.9	993.8 999.9 13.9
Operating profit		970.6	2,551.1	3,521.7	993.8	1,013.8	2,007.6
Net financing charges – financing charges – financing income	7	(110.4) 41.5		(110.4) 41.5	(114.8) 40.4		(114.8) 40.4
Share of results of associates and joint ventures	8	(68.9)	-	(68.9)	(74.4)	-	(74.4)
<ul> <li>before change in fair value of investment properties</li> <li>change in fair value of investment properties</li> </ul>	11	117.0 -	- (57.9)	117.0 (57.9)	140.5	0.2 69.0	140.7 69.0
		117.0	(57.9)	59.1	140.5	69.2	209.7
Profit before tax Tax	9	1,018.7 (168.1)	2,493.2 0.8	3,511.9 (167.3)	1,059.9 (150.8)	1,083.0 13.6	2,142.9 (137.2)
Profit after tax		850.6	2,494.0	3,344.6	909.1	1,096.6	2,005.7
Attributable to: Shareholders of the Company Non-controlling interests		847.8 2.8 850.6	2,498.5 (4.5) 2,494.0	3,346.3 (1.7) 3,344.6	904.5 4.6 909.1	1,107.2 (10.6) 1,096.6	2,011.7 (6.0) 2,005.7
		US¢		US¢	US¢		US¢
Earnings per share (basic and diluted)	10	36.03		142.23	38.44		85.50

# Consolidated Statement of Comprehensive Income

for the year ended 31st December 2016

	Note	2016 Us\$m	2015 US\$m
Profit for the year Other comprehensive income/(expense)		3,344.6	2,005.7
Items that will not be reclassified to profit or loss:			
Remeasurements of defined benefit plans		(1.2)	(3.4)
Tax on items that will not be reclassified	9	0.2	0.5
		(1.0)	(2.9)
Items that may be reclassified subsequently to profit or loss:			
Net exchange translation differences		(172.1)	(193.4)
Revaluation of other investments		(9.1)	8.3
Cash flow hedges			
– net gain/(loss) arising during the year		41.8	(32.2)
- transfer to profit and loss		(2.5)	(2.5)
		39.3	(34.7)
Tax relating to items that may be reclassified	9	(6.5)	5.8
Share of other comprehensive expense of associates			
and joint ventures		(144.9)	(214.4)
		(293.3)	(428.4)
Other comprehensive expense for the year, net of tax		(294.3)	(431.3)
Total comprehensive income for the year		3,050.3	1,574.4
Attributable to:			
Shareholders of the Company		3,055.2	1,583.2
Non-controlling interests		(4.9)	(8.8)
		3,050.3	1,574.4

# **Consolidated Balance Sheet**

at 31st December 2016

	Note	2016 Us\$m	2015 Us\$m
Net operating assets			
Tangible fixed assets		44.9	34.0
Investment properties	12	27,712.3	24,957.3
Associates and joint ventures	13	4,460.7	4,617.6
Other investments	14	52.2	61.3
Non-current debtors	15	60.1	41.2
Deferred tax assets	16	8.7	13.1
Pension assets		-	0.5
Non-current assets		32,338.9	29,725.0
Properties for sale	17	2,217.4	2,713.9
Current debtors	15	480.3	355.7
Current tax assets		9.2	8.3
Bank balances	18	1,908.9	1,569.2
Current assets		4,615.8	4,647.1
Current creditors	19	(1,490.3)	(1,483.8)
Current borrowings	20	(220.7)	(168.9)
Current tax liabilities		(80.0)	(69.0)
Current liabilities		(1,791.0)	(1,721.7)
Net current assets		2,824.8	2,925.4
Long-term borrowings	20	(3,695.7)	(3,740.8)
Deferred tax liabilities	16	(121.5)	(102.0)
Pension liabilities		(1.8)	(0.2)
Non-current creditors	19	(30.3)	(87.0)
		31,314.4	28,720.4
Total equity			
Share capital	21	235.3	235.3
Revenue and other reserves		31,059.1	28,449.7
Shareholders' funds		31,294.4	28,685.0
Non-controlling interests		20.0	35.4
		31,314.4	28,720.4

Approved by the Board of Directors on 2nd March 2017

Ben Keswick Robert Wong

Directors

# **Consolidated Statement of Changes in Equity**

for the year ended 31st December 2016

	Note	Share capital US\$M	Share premium US\$M	Revenue reserves US\$M	Hedging reserves US\$ <b>m</b>	Exchange reserves US\$M	Attributable to shareholders of the Company US\$M	Attributable to non- controlling interests US\$M	Total equity US\$M
2016									
At 1st January		235.3	386.9	28,205.8	(9.1)	(133.9)	28,685.0	35.4	28,720.4
Total comprehensive income Dividends paid by		-	-	3,336.2	27.7	(308.7)	3,055.2	(4.9)	3,050.3
the Company Dividends paid to non-controlling	22	-	-	(447.0)	-	-	(447.0)	-	(447.0)
shareholders		-	-	-	-	-	-	(4.2)	(4.2)
Unclaimed dividends forfeited		-	-	0.5	-	-	0.5	-	0.5
Change in interests in subsidiaries	_	-		(1.9)	_	2.6	0.7	(6.3)	(5.6)
At 31st December	_	235.3	386.9	31,093.6	18.6	(440.0)	31,294.4	20.0	31,314.4
2015									
2010									
At 1st January		235.3	386.9	26,635.0	17.5	273.4	27,548.1	50.3	27,598.4
		235.3 -	386.9 -	26,635.0 2,017.1	17.5 (26.6)	273.4 (407.3)	27,548.1 1,583.2	50.3 (8.8)	27,598.4 1,574.4
At 1st January Total comprehensive income	22	235.3 - -	386.9 - -						
At 1st January Total comprehensive income Dividends paid by	22	235.3 - -	386.9 - -	2,017.1			1,583.2	(8.8)	1,574.4
At 1st January Total comprehensive income Dividends paid by the Company Dividends paid to non-controlling shareholders	22	235.3 - -	386.9 - -	2,017.1 (447.0)			1,583.2 (447.0)	(8.8)	1,574.4 (447.0) (6.1)
At 1st January Total comprehensive income Dividends paid by the Company Dividends paid to non-controlling	22	235.3 - - -	386.9 - - -	2,017.1			1,583.2 (447.0)	(8.8)	(447.0)

Total comprehensive income included in revenue reserves mainly comprises profit attributable to shareholders of the Company of US\$3,346.3 million (2015: US\$2,011.7 million) and a fair value loss on other investments of US\$9.1 million (2015: gain of US\$8.3 million). The cumulative fair value gain on other investments amounted to US\$14.4 million (2015: US\$23.5 million).

# **Consolidated Cash Flow Statement**

for the year ended 31st December 2016

	Note	2016 Us\$m	2015 US\$m
Operating activities			
Operating profit		3,521.7	2,007.6
Depreciation	6	3.1	2.9
Reversal of writedowns on properties for sale	6	(3.2)	(21.4)
Gain on reclassification of a trading property to investment property		-	(63.2)
Change in fair value of investment properties	12	(2,549.9)	(999.9)
Asset impairment reversals		(1.2)	(13.9)
Decrease in properties for sale		392.4	45.2
Increase in debtors		(131.7)	(13.3)
(Decrease)/increase in creditors		(7.5)	88.0
Interest received		36.4	41.2
Interest and other financing charges paid		(111.4)	(118.9)
Tax paid		(140.6)	(174.8)
Dividends from associates and joint ventures		88.1	116.7
Cash flows from operating activities		1,096.2	896.2
Investing activities			
Major renovations expenditure		(91.3)	(57.8)
Developments capital expenditure	23a	(148.2)	(152.3)
Investments in and loans to associates and joint ventures		(104.2)	(255.8)
Advances and repayments from associates and joint ventures		102.8	390.9
Payment of deposit for a joint venture		(4.2)	(70.9)
Cash flows from investing activities		(245.1)	(145.9)
Financing activities			
Drawdown of borrowings		266.7	229.1
Repayment of borrowings		(240.6)	(575.7)
Dividends paid by the Company		(443.8)	(444.9)
Dividends paid to non-controlling shareholders		(4.2)	(4.4)
Change in interests in subsidiaries		(20.2)	_
Cash flows from financing activities		(442.1)	(795.9)
Net cash inflow/(outflow)		409.0	(45.6)
Cash and cash equivalents at 1st January		1,565.9	1,658.6
Effect of exchange rate changes		(76.5)	(47.1)
Cash and cash equivalents at 31st December	23b	1,898.4	1,565.9

# Notes to the Financial Statements

## **1** Principal Accounting Policies

## **Basis of preparation**

The financial statements have been prepared in accordance with International Financial Reporting Standards ('IFRS'), including International Accounting Standards ('IAS') and Interpretations adopted by the International Accounting Standards Board. The financial statements have been prepared on a going concern basis and under the historical cost convention except as disclosed in the accounting policies below.

#### Amendments effective in 2016 which are relevant to the Group's operations

Amendments to IFRS 11	Accounting for Acquisitions of Interests in Joint Operations
Amendments to IAS 1	Disclosure Initiative: Presentation of Financial Statements
Amendments to IAS 16 and IAS 38	Clarification of Acceptable Methods of Depreciation and Amortisation
Annual Improvements to IFRSs	2012 - 2014 Cycle

The adoption of these amendments does not have a material impact on the Group's accounting policies and disclosures.

#### New standards and amendments effective after 2016 which are relevant to the Group's operations and yet to be adopted

Certain new standards and amendments, which are effective after 2016, have been published and will be adopted by the Group from their effective dates. The Group is currently assessing the potential impact of these standards and amendments but expects their adoption will not have a significant effect on the Group's consolidated financial statements except as set out below.

IFRS 9 'Financial Instruments' (effective for accounting periods beginning on or after 1st January 2018), which replaces IAS 39 'Financial Instruments: Recognition and Measurement', addresses the classification and measurement of financial assets and liabilities and includes a new expected credit losses model for financial assets that replaces the incurred loss impairment model used today. A substantially-reformed approach to hedging accounting is introduced. It also carries forward the guidance on recognition and derecognition of financial instruments from IAS 39. The Group does not expect the new guidance to have a significant impact on the classification and measurement of its financial assets and financial liabilities. While the Group is still assessing the impact of how its impairment provisions would be affected by the new impairment model, it may result in an earlier recognition of credit losses. The new hedge accounting rules will align the accounting for hedging instruments closely with the Group's risk management practices. Nevertheless, the Group does not expect a significant impact on the accounting for its hedging relationships.

IFRS 15 'Revenue from Contracts with Customers' (effective for accounting periods beginning on or after 1st January 2018), establishes a comprehensive framework for determining when to recognise revenue and how much revenue to recognise. IFRS 15 replaces IAS 11 'Construction Contracts' and IAS 18 'Revenue' which covers contracts for goods and services. The core principle in that framework is that revenue is recognised when control of a good or service transfers to a customer. The new standard will also result in new disclosure requirements on revenue, provide guidance for transactions that were not previously addressed comprehensively (for example, service revenue) and improve guidance for multiple-element arrangements. The new standard may change the revenue recognition on certain property sales from completion method to percentage of completion method. At this stage, the Group is still assessing the impact of the new rules on the Group's financial statements.

IFRS 16 'Leases' (effective for accounting periods beginning on or after 1st January 2019) replaces IAS 17 'Leases' and related interpretations. It will result in lessees bringing almost all their leases onto the balance sheet as the distinction between operating leases and finance leases is removed. The model requires a lessee to recognise a right-of-use asset (the right to use the underlying leased asset) and a lease liability (the obligation to make lease payments) except for leases with a term of less than 12 months or with low-value. The accounting for lessors will not change significantly. IFRS 16 will affect primarily the accounting for the Group's operating leases. The Group is yet to undertake a detailed assessment on how the new lease model will affect the Group's profit, classification of cash flows and balance sheet position.

The principal operating subsidiaries, associates and joint ventures have different functional currencies in line with the economic environments of the locations in which they operate. The functional currency of the Company is United States dollars. The consolidated financial statements are presented in United States dollars.

The Group's reportable segments are set out in Note 4.

## 1 Principal Accounting Policies continued Basis of consolidation

- i) The consolidated financial statements include the financial statements of the Company, its subsidiaries, and the Group's interests in associates and joint ventures.
- ii) A subsidiary is an entity over which the Group has control. The Group controls an entity when the Group is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity.

The purchase method of accounting is used to account for the acquisition of subsidiaries by the Group. The cost of an acquisition includes the fair value at the acquisition date of any contingent consideration. The Group recognises the non-controlling interest's proportionate share of the recognised identifiable net assets of the acquired subsidiary. In a business combination achieved in stages, the Group remeasures its previously held interest in the acquiree at its acquisition-date fair value and recognised the resulting gain or loss in profit and loss. Changes in a parent's ownership interest in a subsidiary that do not result in the loss of control are accounted for as equity transactions. When control over a previous subsidiary is lost, any remaining interest in the entity is remeasured at fair value and the resulting gain or loss is recognised in profit and loss.

All material intercompany transactions, balances and unrealised surpluses and deficits on transactions between Group companies have been eliminated.

iii) An associate is an entity, not being a subsidiary or joint venture, over which the Group exercises significant influence. A joint venture is a type of joint arrangement whereby the parties that have joint control of the arrangement have rights to the net assets of the joint venture. Joint control is the contractually agreed sharing of control of an arrangement, which exists only when decisions about the relevant activities require unanimous consent of the parties sharing control.

Associates and joint ventures are included on the equity basis of accounting.

Profits and losses resulting from upstream and downstream transactions between the Group and its associates and joint ventures are recognised in the consolidated financial statements only to the extent of unrelated investor's interests in the associates and joint ventures.

- iv) Non-controlling interests represent the proportion of the results and net assets of subsidiaries and their associates and joint ventures not attributable to the Group.
- v) The results of subsidiaries, associates and joint ventures are included or excluded from their effective dates of acquisition or disposal respectively. The results of entities other than subsidiaries, associates and joint ventures are included to the extent of dividends received when the right to receive such dividend is established.

## **Foreign currencies**

Transactions in foreign currencies are accounted for at the exchange rates ruling at the transaction dates.

Assets and liabilities of subsidiaries, associates and joint ventures, together with all other monetary assets and liabilities expressed in foreign currencies, are translated into United States dollars at the rates of exchange ruling at the year end. Results expressed in foreign currencies are translated into United States dollars at the average rates of exchange ruling during the year, which approximate the exchange rates at the dates of the transactions.

Exchange differences arising from the retranslation of the net investment in foreign subsidiaries, associates and joint ventures, and of financial instruments which are designated as hedges of such investments, are recognised in other comprehensive income and accumulated in equity under exchange reserves. On the disposal of these investments, such exchange differences are recognised in profit and loss. Exchange differences on available-for-sale investments are recognised in other comprehensive income as part of the gains and losses arising from changes in their fair value. Exchange differences relating to changes in the amortised cost of monetary securities classified as available-for-sale and all other exchange differences are recognised in profit and loss.

Goodwill and fair value adjustments arising on acquisition of a foreign entity after 1st January 2003 are treated as assets and liabilities of the foreign entity and translated into United States dollars at the rate of exchange ruling at the year end.

## Impairment of non-financial assets

Assets that have indefinite useful lives are not subject to amortisation and are tested for impairment annually and whenever there is an indication that the assets may be impaired. Assets that are subject to amortisation are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. For the purpose of assessing impairment, assets are grouped at the lowest level for which there is separately identifiable cash flows. Cash-generating units or groups of cash-generating units to which goodwill has been allocated are tested for impairment annually and whenever there is an indication that the units may be impaired. An impairment loss is recognised for the amount by which the carrying amount of the asset exceeds its recoverable amount, which is the higher of an asset's fair value less costs to sell and value in use. Non-financial assets other than goodwill that suffered an impairment are reviewed for possible reversal of the impairment annually.

## Goodwill

Goodwill represents the excess of the sum of the consideration transferred, the amount of any non-controlling interests in the acquiree, and the acquisition-date fair value of any previously held equity interest in the acquiree over the acquisition-date fair value of the Group's share of the net identifiable assets acquired. Non-controlling interests are measured at their proportionate share of the net identifiable assets at the acquisition date. If the cost of acquisition is less than the fair value of the net assets acquired, the difference is recognised directly in profit and loss. Goodwill on acquisitions of subsidiaries is included in intangible assets. Goodwill on acquisitions of associates and joint ventures is included in investment in associates and joint ventures. Goodwill is allocated to cash-generating units or groups of cash-generating units for the purpose of impairment testing and is carried at cost less accumulated impairment loss.

The profit or loss on disposal of subsidiaries, associates and joint ventures includes is stated after deducting the carrying amount of goodwill relating to the entity sold.

### **Leasehold land**

Leasehold land represents payments to third parties to acquire short-term interests in property. These payments are stated at cost and are amortised over the useful life of the lease which includes the renewal period if the lease can be renewed by the Group without significant cost.

## Tangible fixed assets and depreciation

Long-term interests in leasehold land are classified as finance leases and grouped under tangible fixed assets if substantially all risks and rewards relating to the land have been transferred to the Group, and are amortised over the useful life of the lease. Grants related to tangible assets are deducted in arriving at the carrying amount of the assets. The building component of owner-occupied leasehold properties are stated at cost less accumulated depreciation and impairment. Other tangible fixed assets are stated at cost less are stated at cost less amounts provided for depreciation.

Depreciation of tangible fixed assets is calculated on the straight line basis to allocate the cost or valuation of each asset to its residual value over its estimated useful life. The residual values and useful lives are reviewed at each balance sheet date. The estimated useful lives are as follows:

Furniture, equipment and motor vehicles	3 – 10 years
Leasehold land	period of the lease

Where the carrying amount of a tangible fixed asset is greater than its estimated recoverable amount, it is written down immediately to its recoverable amount.

The profit or loss on disposal of tangible fixed assets is recognised by reference to their carrying amount.

#### **Investment properties**

Properties including those under operating leases which are held for long-term rental yields or capital gains are classified and accounted for as investment properties, but the business model does not necessarily envisage that the properties will be held for their entire useful life. Investment properties are carried at fair value, representing estimated open market value determined annually by independent qualified valuers who have recent experience in the location and category of the investment property being valued. The market value of commercial properties are calculated on the discounted net rental income allowing for reversionary potential. The market value of residential properties are arrived at by reference to market evidence of transaction prices for similar properties. Changes in fair value are recognised in profit and loss.

#### Investments

Investments are classified by management as available for sale or held to maturity on initial recognition. Available-for-sale investments are shown at fair value. Gains and losses arising from changes in the fair value are recognised in other comprehensive income and accumulated in equity. On the disposal of an investment or when an investment is determined to be impaired, the cumulative gain or loss previously deferred in equity is recognised in profit and loss. Held-to-maturity investments are shown at amortised cost. Investments are classified under non-current assets unless they are expected to be realised within 12 months after the balance sheet date.

At each balance sheet date, the Group assesses whether there is objective evidence that an investment is impaired. In the case of equity securities classified as available for sale, a significant or prolonged decline in the fair value of the security below its cost is considered as an indicator that the securities are impaired and are recognised in profit and loss.

All purchases and sales of investments are recognised on the trade date, which is the date that the Group commits to purchase or sell the investment.

#### Leases

Leases are classified as finance leases when the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

Payments made under operating leases (net of any incentives received from the lessor) are charged to profit and loss on a straight line basis over the period of the lease. When a lease is terminated before the lease period has expired, any payment required to be made to the lessor by way of penalty is recognised as an expense in the year in which termination takes place.

#### **Properties for sale**

Properties for sale, which comprise land and buildings held for resale, are stated at the lower of cost and net realisable value. The cost of properties for sale comprises land cost, and construction and other development costs.

#### **Debtors**

Debtors, excluding derivative financial instruments, are measured at amortised cost except where the effect of discounting would be immaterial. Provision for impairment is established when there is objective evidence that the outstanding amounts will not be collected. Significant financial difficulties of the debtor, probability that the debtor will enter bankruptcy or financial reorganisation, and default or delinquency in payments are considered indicators that the debtor is impaired. The carrying amount of the asset is reduced through the use of an allowance account and the amount of the loss is recognised in arriving at operating profit. When a debtor is uncollectible, it is written off against the allowance account. Subsequent recoveries of amount previously written off are credited to profit and loss.

Debtors with maturities greater than 12 months after the balance sheet date are classified under non-current assets.

#### **Cash and cash equivalents**

For the purposes of the cash flow statement, cash and cash equivalents comprise deposits with banks and financial institutions, and bank and cash balances, net of bank overdrafts. In the balance sheet, bank overdrafts are included in current borrowings.

#### **Provisions**

Provisions are recognised when the Group has present legal or constructive obligations as a result of past events, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligations, and a reliable estimate of the amount of the obligations can be made.

#### **Borrowings and borrowing costs**

Borrowings are initially recognised at fair value, net of transaction costs incurred. In subsequent periods, borrowings are stated at amortised cost using the effective interest method.

Borrowing costs relating to major development projects are capitalised until the asset is substantially completed. Capitalised borrowing costs are included as part of the cost of the asset. All other borrowing costs are expensed as incurred.

Borrowings are classified as current liabilities unless the Group has an unconditional right to defer settlement of the liability for at least 12 months after the balance sheet date.

## **Current and deferred tax**

The tax expense for the year comprises current and deferred tax. Tax is recognised in profit and loss, except to the extent that it relates to items recognised in other comprehensive income or direct in equity. In this case, the tax is also recognised in other comprehensive income or directly in equity, respectively.

The current income tax charge is calculated on the basis of the tax laws enacted or substantively enacted at the balance sheet date in the countries where the Group operates and generates taxable income. Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax regulation is subject to interpretation. It establishes provisions where appropriate on the basis of amounts expected to be paid to the tax authorities.

Deferred tax is provided, using the liability method, for all temporary differences arising between the tax bases of assets and liabilities and their carrying values. Deferred tax is determined using tax rates and laws that have been enacted or substantially enacted by the balance sheet date and are expected to apply when the related deferred tax asset is realised or the deferred tax liability is settled.

Provision for deferred tax is made on the revaluation of certain non-current assets and, in relation to acquisitions, on the difference between the fair value of the net assets acquired and their tax base. Deferred tax is provided on temporary differences associated with investments in subsidiaries, associates and joint ventures, except where the Group is able to control the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future. Deferred tax assets relating to the carry forward of unused tax losses are recognised to the extent that it is probable that future taxable profit will be available against which the unused tax losses can be utilised.

#### **Pension obligations**

The Group operates a number of defined benefit and defined contribution plans, the assets of which are held in trustee administered funds.

Pension accounting costs for defined benefit plans are assessed using the projected unit credit method. Under this method, the costs of providing pensions are charged to profit and loss spreading the regular cost over the service lives of employees in accordance with the advice of qualified actuaries, who carry out a full valuation of major plans every year. The pension obligations are measured as the present value of the estimated future cash outflows by reference to market yields on high quality corporate bonds which have terms to maturity approximating the terms of the related liability. Plan assets are measured at fair value.

Actuarial gains and losses arising from experience adjustments and changes in actuarial assumptions are recognised in other comprehensive income in the year in which they occur. Past service costs are recognised immediately in profit and loss.

The Group's total contributions relating to the defined contribution plans are charged to profit and loss in the year to which they relate.

## **Derivative financial instruments**

The Group only enters into derivative financial instruments in order to hedge underlying exposures. Derivative financial instruments are initially recognised at fair value on the date a derivative contract is entered into and are subsequently remeasured at their fair value. The method of recognising the resulting gain or loss is dependent on the nature of the item being hedged. The Group designates certain derivatives as a hedge of the fair value of a recognised asset or liability (fair value hedge), or a hedge of a forecast transaction or of the foreign currency risk on a firm commitment (cash flow hedge), or a hedge of a net investment in a foreign entity.

Changes in the fair value of derivatives that are designated and qualify as fair value hedges and that are highly effective, are recognised in profit and loss, along with any changes in the fair value of the hedged asset or liability that is attributable to the hedged risk. When a hedging instrument expires or is sold, or when a hedge no longer meets the criteria for hedge accounting, the cumulative adjustment to the carrying amount of a hedged item for which the effective interest method is used is amortised to profit and loss over the residual period to maturity.

Changes in the fair value of derivatives that are designated and qualify as cash flow hedges and that are highly effective, are recognised in other comprehensive income and accumulated in equity under hedging reserves. Changes in the fair value relating to the ineffective portion is recognised immediately in profit and loss. Where the forecast transaction or firm commitment results in the recognition of a non-financial asset or of a non-financial liability, the gains and losses previously deferred in hedging reserves are transferred from hedging reserves and included in the initial measurement of the cost of the asset or liability. Otherwise, amounts deferred in hedging reserves are transferred to profit and loss. When a hedge firm commitment or forecast transaction affects profit and loss. When a hedging instrument expires or is sold, or when a hedge no longer meets the criteria for hedge accounting, any cumulative gain or loss existing in hedging reserves at that time remains in the hedging reserves and is recognised when the committed or forecast transaction ultimately is recognised in profit and loss. When a committed or forecast transaction is no longer expected to occur, the cumulative gain or loss that was reported in hedging reserves is immediately transferred to profit and loss.

Certain derivative transactions, while providing effective economic hedges under the Group's risk management policies, do not qualify for hedge accounting under the specific rules in IAS 39. Changes in the fair value of any derivative instruments that do not qualify for hedge accounting under IAS 39 are recognised immediately in profit and loss.

Hedges of net investments in foreign entities are accounted for on a similar basis to that used for cash flow hedges. Any gain or loss on the hedging instrument relating to the effective portion of the hedge is recognised in other comprehensive income and accumulated in exchange reserves; the gain or loss relating to the ineffective portion is recognised immediately in profit and loss.

The fair value of derivatives which are designated and qualify as effective hedges are classified as non-current assets or liabilities if the remaining maturities of the hedged assets or liabilities are greater than 12 months after the balance sheet date.

## **Offsetting financial instruments**

Financial assets and liabilities are offset and the net amount reported in the balance sheet when there is a legally enforceable right to offset the recognised amounts and there is an intention to settle on a net basis or realise the asset and settle the liability simultaneously. The legally enforceable right must not be contingent on future events and must be enforceable in the normal course of business and in the event of default, insolvency or bankruptcy of the company or the counterparty.

#### **Non-trading items**

Non-trading items are separately identified to provide greater understanding of the Group's underlying business performance. Items classified as non-trading items include fair value gains or losses on revaluation of investment properties; gains and losses arising from the sale of businesses, investments and investment properties; impairment of non-depreciable intangible assets and other investments; provisions for the closure of businesses; acquisition-related costs in business combinations; and other credits and charges of a non-recurring nature that require inclusion in order to provide additional insight into underlying business performance.

#### **Earnings per share**

Earnings per share are calculated on profit attributable to shareholders and on the weighted average number of shares in issue during the year.

#### **Dividends**

Dividends proposed or declared after the balance sheet date are not recognised as a liability at the balance sheet date.

#### **Revenue recognition**

Revenue is measured at the fair value of the consideration received and receivable and represents amounts receivable for goods and services provided in the normal course of business, net of discounts and sales related taxes.

- Revenue from sale of properties is recognised on the transfer of significant risks and rewards of ownership, which generally coincides with the time when the properties are delivered to customers.
- ii) Receipts under operating leases are accounted for on an accrual basis over the lease terms.
- iii) Revenue from rendering of services is recognised when services are performed, provided that the amount can be measured reliably.
- iv) Dividend income is recognised when the right to receive payment is established.
- Interest income is recognised on a time proportion basis taking into account the principal amounts outstanding and the interest rates applicable.

#### **Pre-operating costs**

Pre-operating costs are expensed as they are incurred.

#### 2 Financial Risk Management

#### **Financial risk factors**

The Group's activities expose it to a variety of financial risks: market risk (including foreign exchange risk, interest rate risk and price risk), credit risk and liquidity risk.

The Group's treasury function co-ordinates, under the directions of the board of Hongkong Land Limited, financial risk management policies and their implementation on a group-wide basis. The Group's treasury policies are designed to manage the financial impact of fluctuations in interest rates and foreign exchange rates and to minimise the Group's financial risks. The Group uses derivative financial instruments, principally interest rate swaps, cross-currency swaps and forward foreign exchange contracts as appropriate for hedging transactions and managing the Group's assets and liabilities in accordance with the Group's financial risk management policies. Financial derivative contracts are executed between third party banks and the Group entity that is directly exposed to the risk being hedged. Certain derivative transactions, while providing effective economic hedges under the Group's risk management policies, do not qualify for hedge accounting under the specific rules in IAS 39. Changes in the fair value of any derivative instruments that do not qualify for hedge accounting under IAS 39 are recognised immediately in profit and loss account. It is the Group's policy not to enter into derivative transactions for speculative purposes. The notional amounts and fair values of derivative financial instruments at 31st December 2016 are disclosed in Note 24.

## 2 Financial Risk Management continued

#### Financial risk factors continued

#### i) Market risk

#### Foreign exchange risk

Entities within the Group are exposed to foreign exchange risk from future commercial transactions, net investments in foreign operations and net monetary assets and liabilities that are denominated in a currency that is not the entity's functional currency.

Entities in the Group use cross-currency swaps and forward foreign exchange contracts in a consistent manner to hedge firm and anticipated foreign exchange commitments and manage their foreign exchange risk arising from future commercial transactions. The Group does not usually hedge its net investments in foreign operations except in circumstances where there is a material exposure arising from a currency that is anticipated to be volatile and the hedging is cost effective. Group entities are required to manage their foreign exchange risk against their functional currency. Foreign currency borrowings are swapped into the entity's functional currency using cross-currency swaps except where the foreign currency borrowings are repaid with cash flows generated in the same foreign currency. The purpose of these hedges is to mitigate the impact of movements in foreign exchange rates on assets and liabilities and the profit and loss account of the Group.

Currency risks as defined by IFRS 7 arise on account of monetary assets and liabilities being denominated in a currency that is not the functional currency. At 31st December 2016, there are no significant monetary balances held by group companies that are denominated in a non-functional currency other than the cross-currency swap contracts with contract amounts of US\$1,637 million (2015: US\$1,640 million). Differences resulting from the translation of financial statements into the Group's presentation currency are not taken into consideration.

Since the Group manages the interdependencies between foreign exchange risk and interest rate risk of foreign currency borrowings using cross-currency swaps, the sensitivity analysis on financial impacts arising from cross-currency swaps is included in the sensitivity assessment on interest rates under the interest rate risk section.

#### Interest rate risk

The Group is exposed to interest rate risk through the impact of rate changes on interest bearing liabilities and assets. These exposures are managed partly by using natural hedges that arise from offsetting interest rate sensitive assets and liabilities, and partly through fixed rate borrowings and the use of derivative financial instruments such as interest rate swaps. The Group monitors interest rate exposure on a monthly basis by currency and business unit, taking into consideration proposed financing and hedging arrangements. The Group's guideline is to maintain 40% to 60% of its gross borrowings in fixed rate instruments. At 31st December 2016, the Group's interest rate hedge was 56% (2015: 56%) with an average tenor of eight years (2015: nine years). The interest rate profile of the Group's borrowings after taking into account hedging transactions are set out in Note 20.

Cash flow interest rate risk is the risk that changes in market interest rates will impact cash flows arising from variable rate financial instruments. Borrowings at floating rates therefore expose the Group to cash flow interest rate risk. The Group manages this risk by using forward rate agreements to a maturity of one year, and by entering into interest rate swaps for a maturity of generally up to five years or longer to match the maturity of the underlying exposure. Forward rate agreements and interest rate swaps have the economic effect of converting borrowings from floating rates to fixed rates.

Fair value interest rate risk is the risk that the value of a financial asset or liability and derivative financial instrument will fluctuate because of changes in market interest rates. The Group manages its fair value interest rate risk by entering into interest rate swaps which have the economic effect of converting borrowings from fixed rates to floating rates, to maintain the Group's fixed rate instruments within the Group's guideline.

## 2 Financial Risk Management continued

#### Financial risk factors continued

#### i) Market risk continued

#### Interest rate risk continued

At 31st December 2016, if interest rates had been 100 basis points higher/lower with all other variables held constant, the Group's profit after tax would have been US\$8 million (2015: US\$3 million) higher/lower and hedging reserve would have been US\$59 million (2015: US\$73 million) higher/lower, as a result of fair value changes to cash flow hedges. The sensitivity analysis has been determined assuming that the change in interest rates had occurred at the balance sheet date and had been applied to the exposure to interest rate risk for both derivative and non-derivative financial instruments in existence at that date. The 100 basis point increase or decrease represents management's assessment of a reasonably possible change in those interest rates which have the most impact on the Group, specifically the United States, Hong Kong and Singapore rates, over the period until the next annual balance sheet date. In the case of effective fair value hedges, changes in fair value of the hedged item caused by interest rate movements balance out in profit and loss account against changes in the fair value of the hedging instruments. Changes in market interest rates affect the interest income or expense of non-derivative variable-interest financial instruments, the interest payments of which are not designated as hedged items of cash flow hedges against interest rate risks. As a consequence, they are included in the calculation of profit after tax sensitivities. Changes in the market interest rate of financial instruments that were designated as hedging instruments in a cash flow hedge to hedge payment fluctuations resulting from interest rate movements affect the hedging reserves and are therefore taken into consideration in the equity-related sensitivity calculations.

#### Price risk

The Group is exposed to securities price risk because of listed investments which are available for sale and held by the Group at fair value. Gains and losses arising from changes in the fair value of available-for-sale investments are recognised in other comprehensive income. The performance of the Group's listed and unlisted available-for-sale investments are monitored regularly, together with an assessment of their relevance to the Group's long term strategic plans. Details of the Group's available-for-sale investments are contained in Note 14.

Available-for-sale investments are unhedged. At 31st December 2016, if the price of listed available-for-sale investments had been 25% higher/lower with all other variables held constant, total equity would have been US\$13 million (2015: US\$15 million) higher/lower unless impaired. The sensitivity analysis has been determined based on a reasonable expectation of possible valuation volatility over the next 12 months.

#### ii) Credit risk

The Group's credit risk is primarily attributable to deposits with banks, credit exposures to customers and derivative financial instruments with a positive fair value. The Group has credit policies in place and the exposures to these credit risks are monitored on an ongoing basis.

The Group manages its deposits with banks and financial institutions and transactions involving derivative financial instruments by monitoring credit ratings and capital adequacy ratios of counterparties, and limiting the aggregate risk to any individual counterparty. The utilisation of credit limits is regularly monitored. At 31st December 2016, 83% (2015: 82%) of deposits and balances with banks and financial institutions were made to institutions with Moody's credit ratings of no less than A3, 11% (2015: 16%) at Baa1 and 6% (2015: 2%) at Baa2 or below. Similarly transactions involving derivative financial instruments are with banks with sound credit ratings and capital adequacy ratios. In developing countries it may be necessary to deposit money with banks that have a lower credit rating, however the Group only enters into derivative transactions with counterparties which have credit ratings of at least investment grade. Management does not expect any counterparty to fail to meet its obligations.

In respect of credit exposures to customers, the Group has policies in place to ensure that investment properties are leased principally to corporate companies with appropriate credit history, and rental deposits in the form of cash or bank guarantee are usually received from tenants. The Group receives progress payments from sales of residential properties to individual customers prior to the completion of transactions. In the event of default by customers, the Group undertakes legal proceedings to recover the property. Amounts due from associates and joint ventures are generally supported by the underlying assets.

The maximum exposure to credit risk is represented by the carrying amount of each financial asset in the balance sheet after deducting any impairment allowance.

## 2 Financial Risk Management continued

#### Financial risk factors continued

#### iii) Liquidity risk

Prudent liquidity risk management includes managing the profile of debt maturities and funding sources, maintaining sufficient cash and marketable securities, and ensuring the availability of funding from an adequate amount of committed credit facilities and the ability to close out market positions. The Group's ability to fund its existing and prospective debt requirements is managed by maintaining diversified funding sources with adequate committed funding lines from high quality lenders, and by monitoring rolling short-term forecasts of the Group's cash and gross debt on the basis of expected cash flows. In addition long-term cash flows are projected to assist with the Group's long-term debt financing plans.

At 31st December 2016, total committed and uncommitted borrowing facilities amounted to US\$6,662 million (2015: US\$6,606 million) of which US\$3,917 million (2015: US\$3,910 million) was drawn down. Undrawn committed facilities, in the form of revolving credit and term loan facilities, totalled US\$2,607 million (2015: US\$2,554 million).

The following table analyses the Group's non-derivative financial liabilities, net-settled derivative financial liabilities and gross-settled financial instruments into relevant maturity groupings based on the remaining period at the balance sheet date to the contractual maturity date. Derivative financial liabilities are included in the analysis if their contractual maturities are essential for an understanding of the timing of the cash flows. The amounts disclosed in the table are the contractual undiscounted cash flows.

	Within one year US\$M	Between one and two years US\$m	Between two and three years US\$M	Between three and four years US\$M	Between four and five years US\$M	Beyond five years US\$M	Total undiscounted cash flows US\$m
2016							
Borrowings	374.0	486.5	559.2	474.7	240.8	2,788.6	4,923.8
Creditors	508.9	8.9	10.3	1.7	0.2	3.3	533.3
Gross settled derivative							
financial instruments							
– inflow	74.0	74.0	150.9	132.9	68.0	1,655.0	2,154.8
- outflow	63.6	63.6	137.7	122.1	59.4	1,643.9	2,090.3
2015							
Borrowings	317.1	350.3	411.1	546.1	475.0	2,922.8	5,022.4
Creditors	482.3	7.1	7.3	4.3	0.2	45.1	546.3
Gross settled derivative							
financial instruments							
– inflow	74.0	74.0	74.0	150.9	132.9	1,724.0	2,229.8
– outflow	60.6	60.6	60.6	136.3	120.1	1,691.5	2,129.7

## 2 Financial Risk Management continued

#### **Capital management**

The Group's objectives when managing capital are to safeguard the Group's ability to continue as a going concern whilst seeking to maximise benefits to shareholders and other stakeholders. Capital is equity as shown in the consolidated balance sheet plus net debt.

The Group actively and regularly reviews and manages its capital structure to ensure optimal capital structure and shareholder returns, taking into consideration the future capital requirements of the Group and capital efficiency, prevailing and projected profitability, projected operating cash flows, projected capital expenditures and projected strategic investment opportunities. In order to maintain or adjust the capital structure, the Group may adjust the amount of dividends paid to shareholders, purchase Group shares, return capital to shareholders, issue new shares or sell assets to reduce debt.

The Group monitors capital on the basis of the Group's consolidated gearing ratio and consolidated interest cover. The gearing ratio is calculated as net debt divided by total equity. Net debt is calculated as total borrowings less bank balances. Interest cover is calculated as underlying operating profit and the Group's share of underlying operating profit of associates and joint ventures divided by net financing charges including the Group's share of net financing charges within associates and joint ventures. The Group does not have a defined gearing or interest cover benchmark or range.

The ratios at 31st December 2016 and 2015 are as follows:

	2016	2015
Gearing ratio (%)	6	8
Interest cover (times)	12	12

#### Fair value estimation

i) Financial instruments that are measured at fair value

For financial instruments that are measured at fair value in the balance sheet, the corresponding fair value measurements are disclosed by level of the following fair value measurement hierarchy:

- a) Quoted prices (unadjusted) in active markets for identical assets or liabilities ('quoted prices in active markets')
   The fair value of listed securities, which are classified as available-for-sale, is based on quoted prices in active markets at the balance sheet date. The quoted market price used for listed investments held by the Group is the current bid price.
- b) Inputs other than quoted prices in active markets that are observable for the asset or liability, either directly or indirectly ('observable current market transactions')

The fair values of derivative financial instruments are determined using rates quoted by the Group's bankers at the balance sheet date. The rates for interest rate swaps and forward foreign exchange contracts are calculated by reference to market interest rates and foreign exchange rates.

There were no changes in valuation techniques during the year.

## 2 Financial Risk Management continued

#### Fair value estimation continued

#### i) Financial instruments that are measured at fair value continued

The table below analyses financial instruments carried at fair value, by the levels in the fair value measurement hierarchy.

	Quoted	Observable	
	prices in	current	
	active	market	
	markets	transactions	Total
	US\$m	US\$m	US\$m
2016			
Assets			
Available-for-sale financial assets			
- listed securities	50.0		50.0
	52.2	-	52.2
Derivative designated at fair value			
<ul> <li>through other comprehensive income</li> </ul>	-	28.0	28.0
- through profit and loss		16.5	16.5
	52.2	44.5	96.7
Liabilities			
Derivative designated at fair value			
- through profit and loss	_	(7.6)	(7.6)
through pront and 1033		(7.0)	(7.0)
2015			
Assets			
Available-for-sale financial assets			
<ul> <li>listed securities</li> </ul>	61.3		61.3
	01.5	_	01.5
Derivative designated at fair value			
- through other comprehensive income	-	4.4	4.4
- through profit and loss		22.3	22.3
	61.3	26.7	88.0
Liabilities			
Derivative designated at fair value			
- through other comprehensive income	-	(18.0)	(18.0)
– through profit and loss	_	(6.8)	(6.8)
	-	(24.8)	(24.8)

There were no transfers among the two categories during the year ended 31st December 2016.

## 2 Financial Risk Management continued

#### Fair value estimation continued

#### ii) Financial instruments that are not measured at fair value

The fair values of current debtors, bank balances, current creditors and current borrowings are assumed to approximate their carrying amounts due to the short-term maturities of these assets and liabilities.

The fair values of long-term borrowings are based on market prices or are estimated using the expected future payments discounted at market interest rates.

#### Financial instruments by category

The fair values of financial assets and financial liabilities, together with carrying amounts as at 31st December 2016 and 2015 are as follows:

	Loans and receivables US\$m	Derivatives used for hedging US\$ <b>m</b>	Available- for-sale US\$m	Other financial instruments at amortised cost US\$ <b>m</b>	Other financial instruments at fair value through profit and loss US\$m	Total carrying amount US\$m	Fair value US\$m
<b>2016</b> Assets							
Other investments	-	-	52.2	-	-	52.2	52.2
Debtors	276.3	44.5	-	-	11.8	332.6	332.6
Bank balances	1,908.9		_	_		1,908.9	1,908.9
	2,185.2	44.5	52.2		11.8	2,293.7	2,293.7
Liabilities							
Borrowings	-	-	-	(3,916.4)	-	(3,916.4)	(3,988.3)
Creditors		(7.6)		(533.3)		(540.9)	(540.9)
		(7.6)	_	(4,449.7)		(4,457.3)	(4,529.2)
2015							
Assets							
Other investments	-	-	61.3	-	-	61.3	61.3
Debtors Bank balances	151.9	26.7	-	-	11.4	190.0 1,569.2	190.0
Darik Dalarices	1,569.2					1,569.2	1,569.2
	1,721.1	26.7	61.3	_	11.4	1,820.5	1,820.5
Liabilities							
Borrowings	-	-	-	(3,909.7)	_	(3,909.7)	(4,019.9)
Creditors	-	(24.8)	-	(546.3)	-	(571.1)	(571.1)
		(24.8)		(4,456.0)		(4,480.8)	(4,591.0)

#### **3** Critical Accounting Estimates and Judgements

Estimates and judgements used in preparing the financial statements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable. The resulting accounting estimates will, by definition, seldom equal the related actual results. The estimates and assumptions that have a significant effect on the carrying amounts of assets and liabilities are discussed below.

#### Acquisition of subsidiaries, associates and joint ventures

The initial accounting on the acquisition of subsidiaries, associates and joint ventures involves identifying and determining the fair values to be assigned to the identifiable assets, liabilities and contingent liabilities of the acquired entities. The fair values of leasehold land, tangible assets and investment properties are determined by independent valuers by reference to market prices or present value of expected net cash flows from the assets. Any changes in the assumptions used and estimates made in determining the fair values, and management's ability to measure reliably the contingent liabilities of the acquired entity will impact the carrying amount of these assets and liabilities.

On initial acquisition or acquisition of further interests in an entity, an assessment of the level of control or influence exercised by the Group is required. For entities where the Group has a shareholding of less than 50%, an assessment of the Group's level of voting rights, board representation and other indicators of influence is performed to consider whether the Group has de facto control, requiring consolidation of that entity, or significant influence, requiring classification as an associate.

#### Investment properties

The fair values of investment properties are determined by independent valuers on an open market for existing use basis calculated on the discounted net income allowing for reversionary potential. For investment properties in Hong Kong and Singapore, capitalisation rates in the range of 3.20% to 3.85% for office (2015: 3.50% to 4.20%) and 4.50% to 5.50% for retail (2015: 4.50% to 5.50%) are used in the fair value determination.

Considerations have been given to assumptions that are mainly based on market conditions existing at the balance sheet date and appropriate capitalisation rates. These estimates are regularly compared to actual market data and actual transactions entered into by the Group.

#### Impairment of assets

The Group tests annually whether goodwill and other assets that have indefinite useful lives suffered any impairment. Other assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of the asset exceeds its recoverable amount. The recoverable amount of an asset or a cash generating unit is determined based on the higher of its fair value less costs to sell and its value-in-use, calculated on the basis of management's assumptions and estimates. Changing the key assumptions, including the discount rates or the growth rate assumptions in the cash flow projections, could materially affect the value-in-use calculations.

In determining when an available-for-sale equity investment is impaired, significant judgement is required. In making this judgement, the Group evaluates, among other factors, the duration and extent to which the fair value of an investment is less than its cost; and the financial health of and near-term business outlook for the investee, including factors such as industry and sector performance, changes in technology and operational and financial cash flows.

#### **Income taxes**

The Group is subject to income taxes in numerous jurisdictions. Significant judgement is required in determining the worldwide provision for income taxes. There are many transactions and calculations for which the ultimate tax determination is uncertain during the ordinary course of business. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will impact the income tax and deferred tax provisions in the period in which such determination is made.

Provision of deferred tax follows the way management expects to recover or settle the carrying amount of the related assets or liabilities, which the management may expect to recover through use, sale or combination of both. Accordingly, deferred tax will be calculated at income tax rate, capital gains tax rate or combination of both. There is a rebuttable presumption in International Financial Reporting Standards that investment properties measured at fair value are recovered through sale. Thus deferred tax on revaluation of investment properties held by the Group are calculated at the capital gain tax rate.

Recognition of deferred tax assets, which principally relate to tax losses, depends on the management's expectation of future taxable profit that will be available against which the tax losses can be utilised. The outcome of their actual utilisation may be different.

## 3 Critical Accounting Estimates and Judgements continued

#### **Non-trading items**

The Group uses underlying business performance in its internal financial reporting to distinguish between the underlying profits and non-trading items. The identification of non-trading items requires judgement by management, but follows the consistent methodology as set out in the Group's accounting policies.

## **4** Segmental Information

Operating segments are identified on the basis of internal reports about components of the Group that are regularly reviewed by the executive directors of the Company for the purpose of resource allocation and performance assessment. The Group has two operating segments, namely Commercial Property and Residential Property. No operating segments have been aggregated to form the reportable segments. Set out below is an analysis of the Group's underlying profit and total equity by reportable segment.

	Commercial Property	20 Residential Property	16 Corporate	Total	Commercial Property	20 Residential Property	15 Corporate	Total
	US\$m	US\$m	US\$m	US\$m	US\$m	US\$m	US\$m	US\$m
Revenue Net operating costs Share of operating profit of	986.3 (183.2)	1,007.6 (778.6)	_ (61.5)	1,993.9 (1,023.3)	973.2 (172.9)	958.9 (705.6)	- (59.8)	1,932.1 (938.3)
associates and joint ventures	142.9	63.5		206.4	139.4	100.4	_	239.8
Underlying operating profit	946.0	292.5	(61.5)	1,177.0	939.7	353.7	(59.8)	1,233.6
Net financing charges – subsidiaries – share of associates and				(68.9)	]			(74.4)
joint ventures				(33.2)				(32.8)
				(102.1)	_		-	(107.2)
Tax – subsidiaries – share of associates and				(168.1)	]			(150.8)
joint ventures				(46.4)				(58.2)
				(214.5)	_		L	(209.0)
Non-controlling interests – subsidiaries – share of associates and				(2.8)	]			(4.6)
joint ventures				(9.8)				(8.3)
				(12.6)				(12.9)
Underlying profit attributable to shareholders Non-trading items: – change in fair value of				847.8				904.5
investment properties			[	2,497.3	]		ſ	1,093.1
– asset impairment reversals				1.2				14.1
				2,498.5				1,107.2
Profit attributable to shareholde	rs			3,346.3				2,011.7

# 4 Segmental Information continued

	Reve	enue	Under operatin		Underlyir attribut shareh	able to
	2016 US\$m	2015 US\$m	2016 US\$m	2015 US\$m	2016 US\$m	2015 US\$m
By geographical location						
Greater China	1,396.7	1,218.3	975.7	1,028.4	959.0	1,014.3
Southeast Asia and others	597.2	713.8	262.8	265.0	261.5	263.6
Corporate, net financing charges and tax			(61.5)	(59.8)	(372.7)	(373.4)
	1,993.9	1,932.1	1,177.0	1,233.6	847.8	904.5

	Se	gment assets			Unallocated	Total
	Investment properties US\$M	Properties for sale US\$M	Others US\$m	Segment liabilities US\$m	assets and liabilities US\$m	assets and liabilities US\$m
By business 2016						
Commercial Property	31,550.7	-	384.7	(647.2)	-	31,288.2
Residential Property	340.9	4,052.9	460.3	(2,189.7)	-	2,664.4
Unallocated assets and liabilities			_		(2,638.2)	(2,638.2)
	31,891.6	4,052.9	845.0	(2,836.9)	(2,638.2)	31,314.4
2015						
Commercial Property	28,925.7	-	352.3	(542.8)	-	28,735.2
Residential Property	327.6	4,484.8	359.1	(1,923.8)	-	3,247.7
Unallocated assets and liabilities		_	_		(3,262.7)	(3,262.7)
	29,253.3	4,484.8	711.4	(2,466.6)	(3,262.7)	28,720.2
By geographical location						
<b>2016</b> Greater China	27,893.7	2,587.6	436.4	(1,867.2)	-	29,050.5
Southeast Asia and others	3,997.9	1,465.3	408.6	(969.7)	-	4,902.1
Unallocated assets and liabilities	-	-	-	-	(2,638.2)	(2,638.2)
	31,891.6	4,052.9	845.0	(2,836.9)	(2,638.2)	31,314.4
2015						
Greater China	25,203.3	2,784.5	465.2	(1,630.3)	-	26,822.7
Southeast Asia and others	4,050.0	1,700.3	246.2	(836.3)	-	5,160.2
Unallocated assets and liabilities	_	_		_	(3,262.7)	(3,262.7)
	29,253.3	4,484.8	711.4	(2,466.6)	(3,262.7)	28,720.2

Unallocated assets and liabilities include tax assets and liabilities, bank balances and borrowings.

## 5 Revenue

	2016 Us\$m	2015 US\$m
Rental income Service income Sales of properties	858.8 130.8 	851.1 126.1 954.9
	1,993.9	1,932.1

Service income includes service and management charges and hospitality service income.

Total contingent rents included in rental income amounted to US\$10.4 million (2015: US\$10.5 million).

	2016 Us\$m	2015 Us\$m
The future minimum rental payments receivable under non-cancellable leases are as follows:		
Within one year	766.7	764.9
Between one and two years	525.0	543.9
Between two and five years	579.4	501.7
Beyond five years	341.2	362.1
	2,212.3	2,172.6

Generally the Group's operating leases are for terms of three years or more.

# 6 Net Operating Costs

	2016 Us\$m	2015 Us\$m
Cost of sales Gain on reclassification of a trading property to investment property Other income Administrative expenses	(923.0) - 11.7 (112.0)	(904.6) 63.2 10.0 (106.9)
	(1,023.3)	(938.3)
The following credits/(charges) are included in net operating costs:		
Cost of properties for sale recognised as expense Operating expenses arising from investment properties	(756.0) (170.2)	(762.1) (163.9)
Reversal of writedowns on properties for sale	3.2	21.4
Depreciation of tangible fixed assets Employee benefit expense	(3.1)	(2.9)
- salaries and benefits in kind	(106.4)	(102.3)
- defined contribution pension plans	(1.5)	(1.6)
- defined benefit pension plans	(1.5)	(1.4)
	(109.4)	(105.3)
Auditors' remuneration		
– audit	(1.5)	(1.4)
– non-audit services	(0.4)	(0.4)
	(1.9)	(1.8)

The number of employees at 31st December 2016 was 1,621 (2015: 1,503).

# 7 Net Financing Charges

	2016 US\$m	2015 US\$m
Interest expense		
– bank loans and overdrafts	(24.2)	(24.6)
– other borrowings	(106.9)	(112.0)
Total interest expense	(131.1)	(136.6)
Interest capitalised	34.1	36.2
	(97.0)	(100.4)
Commitment and other fees	(13.4)	(14.4)
Financing charges	(110.4)	(114.8)
Financing income	41.5	40.4
	(68.9)	(74.4)

Financing charges and financing income are stated after taking into account hedging gains or losses.

## 8 Share of Results of Associates and Joint Ventures

	2016 Us\$m	2015 US\$m
By business		
Commercial Property	86.6	84.8
Residential Property	30.4	55.7
Underlying business performance	117.0	140.5
Non-trading items:		
Change in fair value of investment properties		
– Commercial Property	(60.9)	63.2
- Residential Property	3.0	5.8
	(57.9)	69.0
Asset disposals	-	0.2
	(57.9)	69.2
	59.1	209.7

Results are shown after tax and non-controlling interests in the associates and joint ventures.

The Group's share of revenue of associates and joint ventures was US\$538.5 million (2015: US\$554.0 million).

## 9 Tax

Tax charged to profit and loss is analysed as follows:

	2016 Us\$m	2015 US\$m
Current tax Deferred tax	(149.3)	(148.0)
<ul> <li>changes in fair value of investment properties</li> <li>other temporary differences</li> </ul>	0.8 (18.8)	13.6 (2.8)
	(18.0)	10.8
	(167.3)	(137.2)
Reconciliation between tax expense and tax at applicable tax rate:		
Tax at applicable tax rate Change in fair value of investment properties not taxable	(580.5)	(318.6)
in determining taxable profit Asset impairment reversals not taxable in determining	419.0	166.5
taxable profit	-	2.3
Income not subject to tax	24.6	32.0
Expenses not deductible in determining taxable profit	(8.4)	(7.9)
Withholding tax	(8.8)	(6.5)
Overprovision in prior years	-	0.1
Land appreciation tax in mainland China	(13.8)	(5.5)
Others	0.6	0.4
	(167.3)	(137.2)
Tax relating to components of other comprehensive income is analysed as follows:		
Remeasurements of defined benefit plans	0.2	0.5
Cash flow hedges	(6.5)	5.8
	(6.3)	6.3

The applicable tax rate for the year of 16.8% (2015: 16.5%) represents the weighted average of the rates of taxation prevailing in the territories in which the Group operates. The increase in the applicable tax rate was caused by a change in the geographic mix of the Group's profits.

Share of tax charge of associates and joint ventures of US\$47.4 million (2015: US\$62.7 million) is included in share of results of associates and joint ventures.

## **10 Earnings per Share**

Earnings per share are calculated on profit attributable to shareholders of US\$3,346.3 million (2015: US\$2,011.7 million) and on the weighted average number of 2,352.8 million (2015: 2,352.8 million) shares in issue during the year.

Earnings per share are additionally calculated based on underlying profit attributable to shareholders. A reconciliation of earnings is set out below:

	2016		2015	
	US\$m	Earnings per share US¢	US\$m	Earnings per share US¢
Underlying profit attributable to shareholders Non-trading items (see Note 11)	847.8 2,498.5	36.03	904.5 1,107.2	38.44
Profit attributable to shareholders	3,346.3	142.23	2,011.7	85.50

## **11** Non-trading Items

An analysis of non-trading items after interest, tax and non-controlling interests is set out below:

	2016 Us\$m	2015 US\$m
Change in fair value of investment properties	2,549.9	999.9
Deferred tax on change in fair value of investment properties	0.8	13.6
Asset impairment reversals Share of results of associates and joint ventures	1.2	13.9
<ul> <li>change in fair value of investment properties</li> </ul>	(56.9)	73.5
– deferred tax	(1.0)	(4.5)
	(57.9)	69.0
– asset disposals	-	0.2
	(57.9)	69.2
Non-controlling interests	4.5	10.6
	2,498.5	1,107.2

#### **12 Investment Properties**

	Completed commercial properties US\$m	Under development commercial properties US\$ <b>m</b>	Completed residential properties US\$m	Total US\$m
2016				
At 1st January	23,984.7	741.4	231.2	24,957.3
Exchange differences	(25.4)	(45.0)	(0.6)	(71.0)
Additions	132.6	143.4	0.1	276.1
Increase/(decrease) in fair value	2,573.7	(35.6)	11.8	2,549.9
At 31st December	26,665.6	804.2	242.5	27,712.3
Freehold properties				157.3
Leasehold properties				27,555.0
				27,712.3
2015				
At 1st January	22,797.7	754.7	144.9	23,697.3
Exchange differences	(20.1)	(35.7)	(2.9)	(58.7)
Additions	87.1	154.8	76.9	318.8
Increase/(decrease) in fair value	1,120.0	(132.4)	12.3	999.9
At 31st December	23,984.7	741.4	231.2	24,957.3
Freehold properties				132.4
Leasehold properties				24,824.9
				24,957.3

The Group measures its investment properties at fair value. The fair values of the Group's investment properties at 31st December 2016 and 2015 have been determined on the basis of valuations carried out by independent valuers who hold a recognised relevant professional qualification and have recent experience in the locations and segments of the investment properties valued. The Group employed Jones Lang LaSalle to value its commercial investment properties in Hong Kong, mainland China, Singapore, Vietnam and Cambodia which are either freehold or held under leases with unexpired lease terms of more than 20 years. The valuations, which conform to the International Valuation Standards issued by the International Valuation Standards Council and the HKIS Valuation Standards issued by the Hong Kong Institute of Surveyors, were arrived at by reference to the net income, allowing for reversionary potential, of each property. The Report of the valuers is set out on page 77. The valuations are comprehensively reviewed by the Group.

At 31st December 2016, investment properties of US\$676.1 million (2015: US\$638.2 million) were pledged as security for borrowings (see Note 20).

#### Fair value measurements of residential properties using no significant non-observable inputs

Fair values of completed residential properties are generally derived using the direct comparison method. This valuation method is based on comparing the property to be valued directly with other comparable properties, which have recently transacted. However, given the heterogeneous nature of real estate properties, appropriate adjustments are usually required to allow for any qualitative differences that may affect the price likely to be achieved by the property under consideration.

#### 12 Investment Properties continued

#### Fair value measurements of commercial properties using significant unobservable inputs

Fair values of completed commercial properties in Hong Kong and Singapore are generally derived using the income capitalisation method. This valuation method is based on the capitalisation of the net income and reversionary income potential by adopting appropriate capitalisation rates, which are derived from analysis of sale transactions and valuers' interpretation of prevailing investor requirements or expectations. The prevailing market rents adopted in the valuation have reference to valuers' view of recent lettings, within the subject properties and other comparable properties.

Fair values of completed commercial properties in Vietnam and Cambodia are generally derived using the discounted cash flow method. The net present value of the income stream is estimated by applying an appropriate discount rate which reflects the risk profile.

Fair values of under development commercial properties are generally derived using the residual method. This valuation method is essentially a means of valuing the land by reference to its development potential by deducting development costs together with developer's profit and risk from the estimated capital value of the proposed development assuming completion as at the date of valuation.

The Group's policy is to recognise transfers between fair value measurements as of the date of the event or change in circumstances that caused the transfer.

Information about fair value measurements using significant unobservable inputs at 31st December 2016:

			Range of significant unobservable inputs			
	Fair value US\$m	Valuation method	Prevailing market rent per month US\$	Capitalisation/ discount rate %		
	US\$III		034	/0		
Completed properties						
Hong Kong	26,096.2	Income capitalisation	4.8 to 39.1 per square foot	3.20 to 5.50		
Singapore	518.2	Income capitalisation	5.4 to 7.9 per square foot	3.50 to 5.50		
Vietnam and Cambodia	51.2	Discounted cash flow	21.0 to 50.9 per square metre	13.00 to 15.00		
Tatal						
Total	26,665.6					
Drenerties under development						
Properties under development	070 4	Desided		6.00		
Mainland China	676.1	Residual	104.7 per square metre	6.00		
Cambodia	128.1	Residual	30.0 to 59.0 per square metre	10.50		
Total	804.2					

Prevailing market rents are estimated based on independent valuers' view of recent lettings, within the subject properties and other comparable properties. The higher the rents, the higher the fair value.

Capitalisation and discount rates are estimated by independent valuers based on the risk profile of the properties being valued. The lower the rates, the higher the fair value.

# **13** Associates and Joint Ventures

	2016 Us\$m	2015 US\$m
Unlisted associates Unlisted joint ventures	69.9 4,390.8	42.3 4,575.3
Share of attributable net assets	4,460.7	4,617.6
<b>By business</b> Commercial Property Residential Property	3,313.7 1,147.0	3,437.1 1,180.5
	4,460.7	4,617.6

	Associates		Joint ventures	
	2016	2015	2016	2015
	US\$m	US\$M	US\$m	US\$M
Movements of associates and joint ventures during the year:				
At 1st January	42.3	45.7	4,575.3	4,858.4
Exchange differences	(0.1)	(0.4)	13.9	(45.8)
Share of results after tax and non-controlling interests	0.6	1.5	58.5	208.2
Share of other comprehensive expenses after tax and				
non-controlling interests	(0.6)	(2.8)	(144.3)	(211.6)
Dividends received and receivable	(1.2)	(1.2)	(85.9)	(111.3)
Investments in and loans to associates and joint ventures	29.1	-	75.1	254.4
Advances/repayments from associates and joint ventures	(0.2)	(0.5)	(102.6)	(390.4)
Asset impairment reversal	-	-	-	13.9
Others	-	-	0.8	(0.5)
At 31st December	69.9	42.3	4,390.8	4,575.3

The material joint ventures of the Group are listed below. These joint ventures have share capital consisting solely of ordinary shares, which are held directly by the Group.

Nature of investments in material joint ventures in 2016 and 2015:

Name of entity	Nature of business	Country of incorporation/ principal place of business	% of owners intere 2016	hip
			2010	2010
Properties Sub F, Ltd	Property investment	Macau	49.0	49.0
BFC Development LLP	Property investment	Singapore	33.3	33.3
Central Boulevard Development Pte Ltd	Property investment	Singapore	33.3	33.3
One Raffles Quay Pte Ltd	Property investment	Singapore	33.3	33.3

## 13 Associates and Joint Ventures continued

## Summarised financial information for material joint ventures

Set out below are the summarised financial information for the Group's material joint ventures.

Summarised balance sheet at 31st December:

	Properties Sub F, Ltd US\$M	BFC Development LLP US\$M	Central Boulevard Development Pte Ltd US\$m	One Raffles Quay Pte Ltd US\$m
<b>2016</b> Non-current assets Current assets	1,373.7	3,301.5	2,546.9	2,526.1
Cash and cash equivalents Other current assets	43.7 32.0	10.9 3.5	32.0 8.9	15.0 0.5
Total current assets	75.7	14.4	40.9	15.5
Non-current liabilities Financial liabilities (excluding trade payables) Other non-current liabilities (including trade payables)	(15.4) (143.8)	(1,175.1) _	(1,118.4) (19.6)	(717.1) (183.6)
Total non-current liabilities	(159.2)	(1,175.1)	(1,138.0)	(900.7)
Current liabilities Financial liabilities (excluding trade payables) Other current liabilities (including trade payables)	(0.4) (41.7)	(0.8) (63.6)	(5.6) (31.4)	(3.3) (47.3)
Total current liabilities	(42.1)	(64.4)	(37.0)	(50.6)
Net assets	1,248.1	2,076.4	1,412.8	1,590.3
2015 Non-current assets Current assets	1,573.5	3,373.0	2,605.3	2,580.6
Non-current assets	1,573.5 19.8 47.8	3,373.0 8.6 4.9	2,605.3 40.8 14.1	2,580.6 10.5 1.1
Non-current assets Current assets Cash and cash equivalents	19.8	8.6	40.8	10.5
Non-current assets Current assets Cash and cash equivalents Other current assets	19.8 47.8	8.6 4.9	40.8	10.5 1.1
Non-current assets Current assets Cash and cash equivalents Other current assets Total current assets Non-current liabilities Financial liabilities (excluding trade payables)	19.8 47.8 67.6 (34.6)	8.6 4.9 13.5	40.8 14.1 54.9 (1,134.8)	10.5 1.1 11.6 (727.6)
Non-current assets Current assets Cash and cash equivalents Other current assets Total current assets Non-current liabilities Financial liabilities (excluding trade payables) Other non-current liabilities (including trade payables)	19.8 47.8 67.6 (34.6) (166.5)	8.6 4.9 13.5 (1,196.2) -	40.8 14.1 54.9 (1,134.8) (18.9)	10.5 1.1 11.6 (727.6) (187.7)
Non-current assets Current assets Cash and cash equivalents Other current assets Total current assets Non-current liabilities Financial liabilities (excluding trade payables) Other non-current liabilities (including trade payables) Total non-current liabilities Current liabilities Financial liabilities (excluding trade payables)	19.8 47.8 67.6 (34.6) (166.5) (201.1) (0.9)	8.6 4.9 13.5 (1,196.2) - (1,196.2) (0.9)	40.8 14.1 54.9 (1,134.8) (18.9) (1,153.7) (6.2)	10.5 1.1 11.6 (727.6) (187.7) (915.3) (3.1)

## 13 Associates and Joint Ventures continued

Summarised statement of comprehensive income for the year ended 31st December:

	Properties Sub F, Ltd US\$M	BFC Development LLP US\$M	Central Boulevard Development Pte Ltd US\$M	One Raffles Quay Pte Ltd US\$m
2016				
Revenue	86.1	168.5	105.7	121.1
Depreciation and amortisation	(7.5)	(0.1)	(0.1)	-
Interest income	-	0.1	0.2	0.1
Interest expense	(0.9)	(45.8)	(29.2)	(22.3)
Profit from underlying business performance	45.1	85.1	51.2	70.9
Income tax expense	(4.9)	(14.2)	(8.5)	(11.9)
Profit after tax from underlying business performance	40.2	70.9	42.7	59.0
Loss after tax from non-trading items	(169.1)	(3.8)	(3.6)	(3.0)
Profit/(loss) after tax	(128.9)	67.1	39.1	56.0
Other comprehensive expense	(0.9)	(33.3)	(36.9)	(36.5)
Total comprehensive income/(expense)	(129.8)	33.8	2.2	19.5
Group's share of dividends received and receivable				
from joint ventures	11.7	27.2	17.2	19.6
2015				
Revenue	93.9	161.0	191.8	119.6
Depreciation and amortisation	(6.7)	(0.1)	(0.1)	-
Interest income	-	-	0.2	-
Interest expense	(1.5)	(52.4)	(24.2)	(22.2)
Profit from underlying business performance	47.5	69.9	90.2	63.4
Income tax expense	(6.2)	(11.8)	(14.7)	(10.9)
Profit after tax from underlying business performance	41.3	58.1	75.5	52.5
Profit after tax from non-trading items	1.7	42.7	113.0	30.2
Profit after tax	43.0	100.8	188.5	82.7
Other comprehensive income/(expense)	1.2	(148.2)	(96.8)	(109.7)
Total comprehensive income/(expense)	44.2	(47.4)	91.7	(27.0)
Group's share of dividends received and receivable	_	-		_
from joint ventures	26.2	19.8	42.3	17.6

The information above reflects the amounts presented in the financial statements of the joint ventures adjusted for differences in accounting policies between the Group and the joint ventures, and fair value of the joint ventures at the time of acquisition.

# 13 Associates and Joint Ventures continued

#### Reconciliation of summarised financial information

Reconciliation of the summarised financial information presented to the carrying amount of the Group's interest in the material joint ventures for the year ended 31st December:

	Properties Sub F, Ltd US\$M	BFC Development LLP US\$M	Central Boulevard Development Pte Ltd US\$m	One Raffles Quay Pte Ltd US\$m
2016				
Net assets Shareholders' loans	1,248.1 15.8	2,076.4 1,175.1	1,412.8	1,590.3 93.3
Adjusted net assets	1,263.9	3,251.5	1,412.8	1,683.6
Interest in joint ventures (%)	49.0	33.3	33.3	33.3
Group's share of net assets in joint ventures	619.3	1,083.8	470.9	561.2
2015				
Net assets	1,401.6	2,124.1	1,462.1	1,629.7
Shareholders' loans	35.5	1,196.2		95.3
Adjusted net assets	1,437.1	3,320.3	1,462.1	1,725.0
Interest in joint ventures (%)	49.0	33.3	33.3	33.3
Group's share of net assets in joint ventures	704.3	1,106.7	487.4	575.0

The Group has interests in a number of individually immaterial joint ventures. The following table analyses, in aggregate, the share of profit and other comprehensive income and carrying amount of these joint ventures.

	2016 US\$m	2015 US\$m
Share of profit Share of other comprehensive expense	67.4 (108.4)	63.8 (94.8)
Share of total comprehensive expense	(41.0)	(31.0)
Carrying amount of interests in these joint ventures	1,655.6	1,701.9

At 31st December 2016, the Group's commitments to provide funding to its joint ventures, if called, amounted to US\$404.5 million (2015: US\$446.0 million).

There were no contingent liabilities relating to the Group's interest in the joint ventures at 31st December 2016 and 2015.

#### **14 Other Investments**

	2016 US\$m	2015 US\$m
Available-for-sale financial assets - listed securiites	52.2	61.3

### **15 Debtors**

2016	2015
US\$m	US\$m
176.0	83.9
170.5	05.9
323.6	279.9
39.9	33.1
540.4	396.9
60.1	41.2
480.3	355.7
540.4	396.9
255.0	239.9
285.4	157.0
540.4	396.9
	US\$m 176.9 323.6 39.9 540.4 60.1 480.3 540.4 255.0 285.4

Trade and other debtors excluding derivative financial instruments are stated at amortised cost. The fair value of these debtors approximates their carrying amounts, as the impact of discounting is not significant. Derivative financial instruments are stated at fair value.

An allowance for impairment of trade debtors is made based on the estimated irrecoverable amount. Significant financial difficulties of the debtor, probability that the debtor will enter bankruptcy or financial reorganisation, and default or delinquency in payment are considered indicators that the debt is impaired.

At 31st December 2016, trade debtors of US\$5.9 million (2015: US\$5.9 million) were past due but not impaired. The ageing analysis of these trade debtors is as follows:

	2016 Us\$m	2015 US\$m
Below 30 days Between 31 and 60 days Between 61 and 90 days Over 90 days	5.1 0.4 0.3 0.1	4.8 0.6 0.3 0.2
	5.9	5.9

The risk of trade and other debtors that are neither past due nor impaired at 31st December 2016 becoming impaired is low as they have a good track record with the Group. Based on past experience, management believes that no impairment allowance is necessary in respect of these balances as there has not been a significant change in credit quality and the balances are still considered fully recoverable.

### **15 Debtors** continued

Other debtors are further analysed as follows:

	2016 Us\$m	2015 US\$m
Prepayments	207.9	206.9
Derivative financial instruments	44.5	26.7
Amounts due from associates and joint ventures	39.9	33.1
Others	71.2	46.3
	363.5	313.0

## **16 Deferred Tax Assets and Liabilities**

	Tax losses US\$m	Accelerated capital allowances US\$m	Revaluation surpluses of investment properties US\$m	Other temporary differences US\$m	Total US\$m
2016					
At 1st January	0.5	(70.3)	(2.5)	(16.6)	(88.9)
Exchange differences	_	_	_	0.4	0.4
Credited/(charged) to profit and loss	(0.4)	(5.1)	0.8	(13.3)	(18.0)
Charged to other comprehensive income	-	-	-	(6.3)	(6.3)
At 31st December	0.1	(75.4)	(1.7)	(35.8)	(112.8)
Deferred tax assets	0.1	_	_	8.6	8.7
Deferred tax liabilities		(75.4)	(1.7)	(44.4)	(121.5)
	0.1	(75.4)	(1.7)	(35.8)	(112.8)
2015					
At 1st January	0.3	(64.5)	(17.2)	(25.7)	(107.1)
Exchange differences	_	_	1.1	-	1.1
Credited/(charged) to profit and loss	0.2	(5.8)	13.6	2.8	10.8
Credited to other comprehensive income	-		-	6.3	6.3
At 31st December	0.5	(70.3)	(2.5)	(16.6)	(88.9)
Deferred tax assets	0.5			12.6	13.1
Deferred tax liabilities		(70.3)	(2.5)	(29.2)	(102.0)
	0.5	(70.3)	(2.5)	(16.6)	(88.9)

Deferred tax balances predominantly comprise non-current items. Deferred tax assets and liabilities are netted when the taxes relate to the same taxation authority and where offsetting is allowed.

Deferred tax assets of US\$0.9 million (2015: US\$1.0 million) arising from unused tax losses of US\$5.0 million (2015: US\$5.6 million) have not been recognised in the financial statements. Included in the unused tax losses, US\$5.0 million (2015: US\$4.8 million) have no expiry date.

## **17 Properties for Sale**

	2016 Us\$m	2015 US\$m
Properties under development Completed properties	1,968.2 262.7	2,628.5
Provision for impairment	2,230.9 (13.5)	2,730.7 (16.8)
	2,217.4	2,713.9

At 31st December 2016, properties under development which were not scheduled for completion within the next 12 months amounted to US\$1,386.4 million (2015: US\$2,018.1 million).

At 31st December 2016, there were no properties for sale or pledged as security for borrowings (2015: US\$795.6 million) (see Note 20).

## **18 Bank Balances**

	2016 US\$m	2015 US\$m
Deposits with banks and financial institutions Bank balances	994.3 914.6	1,399.9 169.3
	1,908.9	1,569.2

Deposits and bank balances of certain subsidiaries amounting to US\$122.7 million (2015: US\$77.5 million) are held under the Housing Developers (Project Account) Rules in Singapore, withdrawals from which are subject to the provision of these Rules.

The weighted average interest rate on deposits with banks and financial institutions is 1.2% (2015: 1.3%) per annum.

# **19 Creditors**

	2016 US\$m	2015 US\$m
Trade creditors	403.0	424.1
Other creditors	130.3	122.2
Tenants' deposits	222.6	223.2
Derivative financial instruments	7.6	24.8
Rent received in advance	19.9	11.9
Proceeds from properties for sale received in advance	737.2	764.6
	1,520.6	1,570.8
Non-current	30.3	87.0
Current	1,490.3	1,483.8
	1,520.6	1,570.8
By geographical area of operation		
Greater China	854.8	951.4
Southeast Asia and others	665.8	619.4
	1,520.6	1,570.8

Derivative financial instruments are stated at fair value. Other creditors are stated at amortised cost. The fair value of these creditors approximates their carrying amounts.

# 20 Borrowings

	2016		201	5
	Carrying amount US\$M	Fair value US\$m	Carrying amount US\$M	Fair value US\$m
Current				
Bank overdrafts	10.5	10.5	3.3	3.3
Current portion of long-term borrowings				
- bank loans	175.1	175.1	165.6	165.6
- notes	35.1	35.1	-	-
	220.7	220.7	168.9	168.9
Long-term				
Bank loans	838.0	838.0	836.7	836.7
Notes	2,857.7	2,929.6	2,904.1	3,014.3
	3,695.7	3,767.6	3,740.8	3,851.0
	3,916.4	3,988.3	3,909.7	4,019.9
Secured	264.7		195.4	
Unsecured	3,651.7		3,714.3	
	3,916.4		3,909.7	

#### 20 Borrowings continued

The fair values are based on market prices or are estimated using the expected future payments discounted at market interest rates ranging from 1.4% to 6.2% (2015: 1.4% to 6.2%) per annum. This is in line with the definition of 'observable current market transactions' under the fair value measurement hierarchy. The fair value of current borrowings approximates their carrying amounts, as the impact of discounting is not significant.

Secured borrowings at 31st December 2016 and 2015 were certain subsidiaries' bank borrowings which were secured against their properties for sale and investment properties.

The borrowings are further summarised as follows:

	Fixed rate borrowings				
	Weighted average	Weighted average period		Floating rate	
	interest rates	outstanding		borrowings	Total
	%	Years	US\$m	US\$m	US\$m
By currency					
2016					
Hong Kong dollar	3.5	8.6	1,996.4	1,288.1	3,284.5
Singapore dollar	2.8	3.2	181.0	180.6	361.6
Chinese renminbi	5.0	-	-	264.7	264.7
Vietnam dong	6.2	-	-	0.6	0.6
Philippines peso	2.5	-	-	5.0	5.0
			2,177.4	1,739.0	3,916.4
2015					
Hong Kong dollar	3.4	9.6	1,997.2	1,194.0	3,191.2
Singapore dollar	3.1	4.2	183.2	361.5	544.7
Chinese renminbi	6.2	-	-	173.5	173.5
Vietnam dong	5.7	-	-	0.3	0.3
			2,180.4	1,729.3	3,909.7

The weighted average interest rates and period of fixed rate borrowings are stated after taking into account hedging transactions.

The exposure of the Group's borrowings to interest rate changes and the contractual repricing dates at 31st December after taking into account hedging transactions are as follows:

	2016 Us\$m	2015 US\$m
Within one year Between two and three years	1,739.0 103.1	1,729.2
Between three and four years Between four and five years	232.3	103.1 234.5
Beyond five years	1,842.0	1,842.9
	3,916.4	3,909.7

# 20 Borrowings continued

An analysis of the carrying amount of notes at 31st December is as follows:

		2016		2015
	Maturity	Current US\$m	Non-current US\$M	Non-current US\$M
Medium term notes				
S\$50m 8-year notes at 3.86%	2017	35.1	-	35.8
HK\$200m 10-year notes at 4.135%	2019	-	25.7	25.7
HK\$300m 10-year notes at 4.1875%	2019	-	38.7	38.7
HK\$300m 10-year notes at 4.25%	2019	-	38.7	38.7
HK\$500m 10-year notes at 4.22%	2020	-	67.3	69.2
HK\$500m 10-year notes at 4.24%	2020	_	64.4	64.4
S\$150m 10-year notes at 3.43%	2020	_	103.6	105.8
HK\$500m 10-year notes at 3.95%	2020	_	64.3	64.3
HK\$500m 12-year notes at 4.28%	2021	-	66.8	69.8
HK\$410m 10-year notes at 3.86%	2022	_	52.6	52.6
US\$500m 10-year notes at 4.50%*	2022	-	487.7	487.6
HK\$305m 10-year notes at 3.00%	2022	-	39.1	39.1
HK\$200m 10-year notes at 2.90%	2022	-	25.7	25.7
HK\$1,100m 10-year notes at 3.95%	2023	-	141.0	141.0
HK\$300m 10-year notes at 3.95%	2023	-	38.5	38.4
US\$400m 10-year notes at 4.625%*	2024	-	405.5	407.7
HK\$300m 15-year notes at 4.10%	2025	-	38.5	38.6
US\$600m 15-year notes at 4.50%*	2025	-	613.3	614.6
HK\$302m 15-year notes at 3.75%	2026	-	38.6	38.6
HK\$785m 15-year notes at 4.00%	2027	-	99.6	99.6
HK\$473m 15-year notes at 4.04%	2027	-	60.8	60.9
HK\$200m 15-year notes at 3.95%	2027	-	25.7	25.7
HK\$300m 15-year notes at 3.15%	2028	-	38.1	38.1
HK\$325m 15-year notes at 4.22%	2028	-	41.6	41.6
HK\$400m 15-year notes at 4.40%	2029	-	50.9	50.9
HK\$800m 20-year notes at 4.11%	2030	-	103.2	103.2
HK\$200m 20-year notes at 4.125%	2031	-	25.4	25.4
HK\$240m 20-year notes at 4.00%	2032	-	30.3	30.3
HK\$250m 30-year notes at 5.25%	2040		32.1	32.1
		35.1	2,857.7	2,904.1

\* Listed on the Singapore Exchange.

## 21 Share Capital

	Ordinary share	es in millions 2015	2016 US\$m	2015 US\$m
Authorised Shares of US\$0.10 each	4,000.0	4,000.0	400.0	400.0
<b>Issued and fully paid</b> At 1st January and 31st December	2,352.8	2,352.8	235.3	235.3

# 22 Dividends

	2016 Us\$m	2015 Us\$m
Final dividend in respect of 2015 of US¢13.00 (2014: US¢13.00) per share Interim dividend in respect of 2016 of US¢6.00 (2015: US¢6.00) per share	305.8 141.2	305.8 141.2
	447.0	447.0

A final dividend in respect of 2016 of US¢13.00 (2015: US¢13.00) per share amounting to a total of US\$305.8 million (2015: US\$305.8 million) is proposed by the Board. The dividend proposed will not be accounted for until it has been approved at the Annual General Meeting. The amount will be accounted for as an appropriation of revenue reserves in the year ending 31st December 2017.

## 23 Notes to Consolidated Cash Flow Statement

- a) Developments capital expenditure in 2016 included US\$110.3 million (2015: US\$101.9 million) for property developments in mainland China.
- b) Cash and cash equivalents

	2016 Us\$m	2015 US\$m
Bank balances Bank overdrafts (see Note 20)	1,908.9 (10.5)	1,569.2 (3.3)
	1,898.4	1,565.9

# 24 Derivative Financial Instruments

The fair values of derivative financial instruments at 31st December are as follows:

	2016		2015	
	Positive fair value US\$m	Negative fair value US\$m	Positive fair value US\$M	Negative fair value US\$M
Designated as cash flow hedges – cross currency swaps	28.0		4.4	18.0
Designated as fair value hedges – interest rate swaps – cross currency swaps	2.9 13.6	7.6	5.7 16.6	6.8

#### Interest rate swaps

The notional principal amounts of the outstanding interest rate swap contracts at 31st December 2016 were US\$99.1 million (2015: US\$99.9 million).

The fair values of interest rate swaps are based on the estimated cash flows discounted at market rates ranging from 1.02% to 2.3% (2015: 0.39% to 2.06%) per annum.

#### Cross currency swaps

The contract amounts of the outstanding cross currency swap contracts at 31st December 2016 were US\$1,636.9 million (2015: US\$1,639.9 million).

## **25 Commitments**

	2016 Us\$m	2015 US\$m
Capital commitments		
Authorised not contracted	81.8	155.4
Contracted not provided		
– joint ventures	404.5	446.0
– others	136.7	201.5
	541.2	647.5
	623.0	802.9
Operating lease commitments		
Due within one year	2.6	3.3
Due between one and two years	1.5	1.2
Due between two and five years	1.3	0.4
	5.4	4.9

#### **26 Contingent Liabilities**

Various Group companies are involved in litigation arising in the ordinary course of their respective businesses. Having reviewed outstanding claims and taking into account legal advice received, the Directors are of the opinion that adequate provisions have been made in the financial statements.

### 27 Related Party Transactions

The parent company of the Group is Jardine Strategic Holdings Limited and the ultimate holding company is Jardine Matheson Holdings Limited ('JMH'). Both companies are incorporated in Bermuda.

In the normal course of business, the Group has entered into a variety of transactions with the subsidiaries, associates and joint ventures of JMH ('Jardine Matheson group members'). The more significant of these transactions are described below:

#### Management fee

The management fee payable by the Group, under an agreement entered into in 1995, to Jardine Matheson Limited ('JML') in 2016 was US\$4.2 million (2015: US\$4.5 million), being 0.5% per annum of the Group's underlying profit in consideration for management consultancy services provided by JML, a wholly-owned subsidiary of JMH.

#### Property and other services

The Group rented properties to Jardine Matheson group members. Gross rents on such properties in 2016 amounted to US\$20.2 million (2015: US\$19.1 million).

The Group provided project consultancy services to Jardine Matheson group members in 2016 amounting to US\$0.4 million (2015: US\$0.4 million).

Jardine Matheson group members provided property maintenance and other services to the Group in 2016 in aggregate amounting to US\$53.7 million (2015: US\$50.7 million).

#### Hotel management services

Jardine Matheson group members provided hotel management services to the Group in 2016 amounted to US\$2.4 million (2015: US\$2.8 million).

#### Outstanding balances with associates and joint ventures

Amounts of outstanding balances with associates and joint ventures are included in debtors and creditors as appropriate (see Notes 15 and 19). The amounts are not material.

#### **Directors' emoluments**

Details of Directors' emoluments (being the key management personnel compensation) are shown on page 69 under the heading of 'Directors' Appointment, Retirement, Remuneration and Service Contracts'.

## 28 Summarised Balance Sheet of the Company

Included below is certain summarised balance sheet information of the Company disclosed in accordance with Bermuda law.

	2016 US\$m	2015 US\$m
Net operating assets		
Investments at cost		
Unlisted shares in subsidiaries	4,481.7	4,481.7
Net amounts due from subsidiaries	1,371.4	1,238.1
	5,853.1	5,719.8
Creditors and other accruals	(23.7)	(20.9)
	5,829.4	5,698.9
Total equity		
Share capital (see Note 21)	235.3	235.3
Revenue and other reserves		
Contributed surplus	2,249.6	2,249.6
Share premium	386.9	386.9
Revenue reserves	2,957.6	2,827.1
	5,594.1	5,463.6
Shareholders' funds	5,829.4	5,698.9

Subsidiaries are shown at cost less amounts provided.

The contributed surplus was set up on the formation of the Company in 1989 and, under the Bye-laws of the Company, is distributable.

## 29 Principal Subsidiaries, Associates and Joint Ventures

The principal subsidiaries, associates and joint ventures of the Group at 31st December 2016 are set out below.

	Attribu inter 2016 %		Issued share capital		Main activities	Place of incorporation
Subsidiaries						
Hongkong Land China Holdings Ltd*	100	100	USD	200,000,000	Investment holding	Bermuda
Hongkong Land International Holdings Ltd*	100	100	USD	200,000,000	Investment holding	Bermuda
Hongkong Land Ltd*	100	100	USD	12,000	Group management	Bermuda
The Hongkong Land Company, Ltd	100	100	HKD 1,293,180,006		Property investment	Hong Kong
* Owned directly						

# 29 Principal Subsidiaries, Associates and Joint Ventures continued

	Attribu inter 2016 %		Issued share capital		Main activities	Place of incorporation	
Subsidiaries continued							
The Hongkong Land Property Company, Ltd	100	100	HKD	200	Property investment	Hong Kong	
HKL (Chater House) Ltd	100	100	HKD	1,500,000	Property investment	Hong Kong	
HKL (Landmark Hotel) Ltd	100	100	HKD	2	Hotel investment	Hong Kong	
HKL (Prince's Building) Ltd	100	100	HKD	200	Property investment	Hong Kong	
Mulberry Land Company Ltd	100	100	HKD	200	Property investment	Hong Kong	
Hongkong Land (Chongqing) Development Co Ltd	100	100	USD	479,990,000	Property development	Mainland China	
Hongkong Land (Chongqing North) Development Co Ltd	100	100	HKD	3,980,000,000	Property development	Mainland China	
Wangfu Central Real Estate Development Co Ltd	84	90	RMB	3,500,000,000	Property development	Mainland China	
HKL (Esplanade) Pte Ltd	100	100	SGD	150,000,000	Property investment	Singapore	
HKL Treasury (Singapore) Pte Ltd	100	100	SGD	2	Finance	Singapore	
The Hongkong Land Treasury Services (Singapore) Pte Ltd	100	100	SGD	2	Finance	Singapore	
MCL Land Limited	100	100	SGD	511,736,041	Investment holding	Singapore	
MCL Land (Brighton) Pte Ltd	100	100	SGD	1,000,000	Property development	Singapore	
MCL Land (Prestige) Pte Ltd	100	100	SGD	1,000,000	Property development	Singapore	
MCL Land (Vantage) Pte Ltd	100	100	SGD	1,000,000	Property development	Singapore	
MCL Land (Pantai View) Sdn Bhd	100	100	MYR	2,260,000	Property investment	Malaysia	
Central Building Ltd	65	65	USD	1,991,547	Property investment	Vietnam	
Doan Ket International Co Ltd	73.9	73.9	USD	7,291,500	Property investment	Vietnam	
HKL (Treasury Services) Ltd	100	100	USD	1	Finance	British Virgin Islands	
The Hongkong Land Notes Co Ltd	100	100	USD	2	Finance	British Virgin Islands	
The Hongkong Land Finance (Cayman Islands) Co Ltd	100	100	USD	2	Finance	Cayman Island	
King Kok Investment Ltd	90	90	USD	10,000	Property investment	Mauritius	

# 29 Principal Subsidiaries, Associates and Joint Ventures continued

	Attribu inter 2016 %		Issued share capital		Main activities	Place of incorporation
Associates and joint ventures						
Normelle Estates Ltd	50	50	HKD	10,000	Property investment	Hong Kong
Properties Sub F, Ltd	49	46.6	MOP	1,000,000	Property investment	Macau
Beijing Landmark Trinity Real Estate Development Co Ltd	30	30	RMB	2,800,000,000	Property development	Mainland China
Beijing Premium Real Estate Ltd	40	40	USD	12,000,000	Property development	Mainland Chin
Chengdu Premium Property Development Co Ltd	50	50	USD	699,980,000	Property development	Mainland Chin
China West Premier Housing Development Co Ltd	50	50	USD	569,960,000	Property development	Mainland Chin
Chongqing Central Park Co Ltd	50	50	HKD	4,640,000,000	Property development	Mainland Chin
Longfor Hongkong Land (Chongqing) Development Co Ltd	50	50	USD	200,000,000	Property development	Mainland Chir
Longhu Land Ltd	50	50	USD	27,000,000	Property development	Mainland Chin
Shanghai Xujing Property Co Ltd	50	50	RMB	4,200,000,000	Property development	Mainland Chir
BFC Development LLP	33.3	33.3	SGD	6	Property investment	Singapore
Central Boulevard Development Pte Ltd	33.3	33.3	SGD	6	Property investment	Singapore
One Raffles Quay Pte Ltd	33.3	33.3	SGD	6	Property investment	Singapore
PT Brahmayasa Bahtera	40	40	IDR	166,000,000,000	Property development	Indonesia
PT Bumi Parama Wisesa	49	49	IDR ´	1,950,000,000,000	Property development	Indonesia
PT Jakarta Land	50	50	IDR	3,320,000,000	Property investment	Indonesia
Golden Quantum Acres Sdn Bhd	50	50	MYR	2,764,210	Property development	Malaysia
MSL Properties Sdn Bhd	50	50	MYR	3,000,000	Property development	Malaysia
Sunrise MCL Land Sdn Bhd	50	50	MYR	2,000,000	Property development	Malaysia
NorthPine Land Inc	40	40	Peso	1,224,635,200	Property investment	The Philippine
Gaysorn Land Co Ltd	49	49	THB	61,250,000	Property investment	Thailand
Nassim JV Co Ltd	50	50	VND	286,200,000,000	Property development	Vietnam
Jardine Gibbons Properties Ltd	40	40	BD	600,000 'A' 400,000 'B'	Property investment	Bermuda

# Independent Auditors' Report

## To the members of Hongkong Land Holdings Limited

## **Report on the Consolidated Financial Statements**

#### Our opinion

In our opinion, Hongkong Land Holdings Limited's consolidated financial statements (the 'financial statements'):

- present fairly, in all material respects, the financial position of the Group as at 31st December 2016 and its financial performance and its cash flows for the year then ended; and
- have been properly prepared in accordance with International Financial Reporting Standards ('IFRSs') and The Companies Act 1981 (Bermuda).

#### What we have audited

The financial statements, included within the Annual Report, comprise:

- the Consolidated Balance Sheet as at 31st December 2016;
- the Consolidated Profit and Loss Account and the Consolidated Statement of Comprehensive Income for the year then ended;
- the Consolidated Cash Flow Statement for the year then ended;
- the Consolidated Statement of Changes in Equity for the year then ended; and
- the notes to the financial statements, which include a summary of significant accounting policies and other explanatory information.

The financial reporting framework that has been applied in the preparation of the financial statements is applicable law in Bermuda and IFRSs as issued by the International Accounting Standards Board (IASB).

In applying the financial reporting framework, the Directors have made a number of subjective judgements, for example in respect of significant accounting estimates. In making such estimates, they have made assumptions and considered future events.

## **Responsibilities for the Financial Statements and the Audit**

#### Our responsibilities and those of the Directors

As explained more fully in the Responsibilities Statement set out on page 67, the Directors are responsible for the preparation and fair presentation of the financial statements in accordance with IFRSs and The Companies Act 1981 (Bermuda).

Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland) ('ISAs (UK & Ireland)'). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

This report, including the opinion, has been prepared for and only for the Company's members as a body in accordance with Section 90 of The Companies Act 1981 (Bermuda) and for no other purpose. We do not, in giving this opinion, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come, including without limitation under any contractual obligations of the Company, save where expressly agreed by our prior consent in writing.

#### What an audit of financial statements involves

We conducted our audit in accordance with ISAs (UK & Ireland). An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of:

- whether the accounting policies are appropriate to the Group's circumstances and have been consistently applied and adequately disclosed;
- the reasonableness of significant accounting estimates made by the Directors; and
- the overall presentation of the financial statements.

We primarily focus our work in these areas by assessing the Directors' judgements against available evidence, forming our own judgements, and evaluating the disclosures in the financial statements.

We test and examine information, using sampling and other auditing techniques, to the extent we consider necessary to provide a reasonable basis for us to draw conclusions. We obtain audit evidence through testing the effectiveness of controls, substantive procedures or a combination of both.

In addition, we read all the financial and non-financial information in the Annual Report to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

# PricewaterhouseCoopers LLP

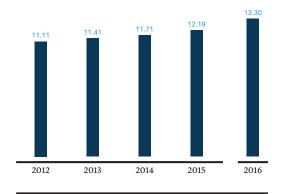
Chartered Accountants London United Kingdom 2nd March 2017

- (a) The maintenance and integrity of the Hongkong Land Holdings Limited website is the responsibility of the Directors; the work carried out by the auditors does not involve consideration of these matters and, accordingly, the auditors accept no responsibility for any changes that may have occurred to the financial statements since they were initially presented on the website.
- (b) Legislation in Bermuda governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

# **Five Year Summary**

	2012 US\$m	2013 Us\$m	2014 US\$m	2015 US\$m	2016 US\$m
Profit attributable to shareholders	1,438	1,190	1,327	2,012	3,346
Underlying profit attributable to shareholders	776	935	930	905	848
Investment properties	23,494	23,583	23,697	24,957	27,712
Net debt	3,273	3,025	2,657	2,341	2,008
Shareholders' funds	26,148	26,857	27,548	28,685	31,294
	US\$	US\$	US\$	US\$	US\$
Net asset value per share	11.11	11.41	11.71	12.19	13.30





Underlying earnings/dividends per share (US $\phi$ )

Net asset value per share (US\$)

# **Responsibility Statement**

The Directors of the Company confirm to the best of their knowledge that:

- a. the consolidated financial statements have been prepared in accordance with International Financial Reporting Standards, including International Accounting Standards and Interpretations adopted by the International Accounting Standards Board; and
- b. the sections of this Report, including the Chairman's Statement, Chief Executive's Review and Principal Risks and Uncertainties, which constitute the management report include a fair review of all information required to be disclosed by the Disclosure Guidance and Transparency Rules 4.1.8 to 4.1.11 issued by the Financial Conduct Authority in the United Kingdom.

For and on behalf of the Board

Robert Wong Simon Dixon Directors 2nd March 2017

# **Corporate Governance**

Hongkong Land Holdings Limited is incorporated in Bermuda. The Company's property interests are almost entirely in Asia. The Company's equity shares have a standard listing on the Main Market of the London Stock Exchange, and secondary listings in Bermuda and Singapore. The Disclosure Guidance and Transparency Rules (the 'DTRs') issued by the Financial Conduct Authority in the United Kingdom (the 'FCA') require that this Report address all relevant information about the corporate governance practices applied beyond the requirements under Bermuda law.

The Company attaches importance to the corporate stability and opportunities that result from it being part of the Jardine Matheson Holdings Limited ('Jardine Matheson') group, which is considered to be fundamental to the Company's ability to pursue a long-term strategy in Asian markets. By coordinating objectives, establishing common values and standards, and sharing experience, contacts and business relationships, Jardine Matheson helps the Group to optimise its opportunities in the countries in which it operates.

The Group is committed to high standards of governance. The system of governance it has adopted is based on a well-tried approach to oversight and management that has been developed over many years by the members of the Jardine Matheson group. It enables the Group to benefit from Jardine Matheson's strategic guidance and professional expertise, while at the same time the independence of the Board is respected and clear operational accountability rests with the Company's executive management team.

## The Management of the Group

The Company has its dedicated executive management under the Chief Executive. The Memorandum of Association of the Company, however, provides for the chairman of Jardine Matheson to be, or to appoint, the Managing Director of the Company. Reflecting this, and the Jardine Matheson group's 50% interest in the Company's share capital, the Chief Executive and the Managing Director meet regularly. Similarly, the board of the Hong Kong-based Group management company, Hongkong Land Limited ('HKL'), and its finance committee are chaired by the Managing Director and include Group executives as well as Jardine Matheson's deputy managing director, group finance director, group strategy director and group general counsel.

The presence of Jardine Matheson representatives on the Board and on the board of HKL, as well as on its audit and finance committees, provides an added element of stability to the Company's financial planning and supervision, enhancing its ability to raise finance and take a long-term view of business development. It also eases the ability of management to work effectively together in exploiting the full range of the Jardine Matheson group's commercial strengths.

The Directors of the Company retain full power to manage the business affairs of the Company, other than matters reserved to be exercised by the Company in general meeting under Bermuda legislation or the Company's Bye-laws. Among the matters on which the Board decides are the Group's business strategy, its annual budget, dividends and major corporate activities.

## The Board

The Company currently has a Board of 16 Directors. Their names and brief biographies appear on pages 18 and 19 of this Report. The Chairman has been appointed in accordance with the provisions of the Bye-laws of the Company, which provide that the chairman of Jardine Matheson, or any Director nominated by him, shall be the Chairman of the Company. The Board composition and operation helps to provide the Company with the necessary stability as it seeks to grow its business.

The role of the Chairman is to lead the Board as it oversees the Group's strategic and financial direction, while the principal role of the Managing Director is to act as chairman of HKL and of its finance committee. Ben Keswick is currently appointed to both positions. The responsibility for running the Group's business and all the executive matters affecting the Group rests with the Chief Executive, Robert Wong. The implementation of the Group's strategy is delegated to the Company's executive management, with decision-making authority within designated financial parameters delegated to the HKL finance committee.

The Board is scheduled to hold four meetings in 2017 and ad hoc procedures are adopted to deal with urgent matters. In 2016 one meeting was held in Bermuda and three were held in Asia. The Board receives high quality, up to date information for each of its meetings. In addition, certain Directors of the Company who do not serve on the board of HKL and who are based outside Asia regularly visit Asia and Bermuda to discuss the Group's business, as well as to participate in the four strategic reviews that precede the regular Board meetings. These Directors are not directly involved in the operational management of the Group's business activities, but their knowledge and close oversight of the Group's affairs reinforces the process by which business is reviewed before consideration at Board meetings.

### **Directors' Appointment, Retirement, Remuneration and Service Contracts**

Candidates for appointment as executive Directors of the Company, as executive directors of HKL or as senior executives elsewhere in the Group may be sourced internally, or from the Jardine Matheson group or externally, including by using the services of specialist executive search firms. The aim is to appoint individuals who combine international best practice with familiarity of or adaptability to Asian markets. When appointing non-executive Directors, the Board pays particular attention to the Asian business experience and relationships that they can bring.

Each new Director is appointed by the Board and, in accordance with the Company's Bye-laws, each new Director so appointed is subject to retirement at the first annual general meeting after appointment. Thereafter, Directors are subject to retirement by rotation under the Bye-laws whereby one-third of the Directors retire at the annual general meeting each year. These provisions apply to both executive and non-executive Directors, but the requirement to retire by rotation does not extend to the Chairman or Managing Director.

On 31st March 2016 John Witt stepped down as Chief Financial Officer and Simon Dixon joined the Board in his place on 28th April 2016. Y.K. Pang stepped down as Chief Executive on 31st July 2016 and Robert Wong joined the Board in his place on 1st August 2016. Y.K. Pang remains as a non-executive Director.

In accordance with Bye-law 85, Charles Allen-Jones, Sir Henry Keswick, Simon Keswick and Y.K. Pang retire by rotation at this year's Annual General Meeting and, being eligible, offer themselves for re-election. In accordance with Bye-law 92, Robert Wong will also retire and, being eligible, offers himself for re-election. Robert Wong has a service contract with a subsidiary of the Company that has a notice period of six months. None of the other Directors proposed for re-election has a service contract with the Company or its subsidiaries.

Lord Leach of Fairford, who had been a Director of the Company since 1989, passed away on 12th June 2016.

The Company's policy is to offer competitive remuneration packages to its senior executives. It is recognised that, due to the nature of the Group and its diverse geographic base, a number of its senior executives are required to be offered international terms and the nature of the remuneration packages is designed to reflect this. Executive Directors joining from outside the Group may be offered an initial fixed-term service contract to reflect any requirement for them to relocate.

Recommendations and decisions on remuneration and other benefits payable or made available to executive Directors result from consultations between the Chairman and other Directors as he considers appropriate. Directors' fees, which are payable to all Directors other than the Chief Executive and the Chief Financial Officer, are decided upon by shareholders in general meeting as provided for by the Company's Bye-laws. A motion to increase the Directors' fees to US\$60,000 each per annum and the fee for the Chairman and Managing Director to US\$85,000 per annum with effect from 1st January 2017 will be proposed at the forthcoming Annual General Meeting.

For the year ended 31st December 2016, the Directors received from the Group US\$7.7 million (2015: US\$7.6 million) in Directors' fees and employee benefits, being US\$0.8 million (2015: US\$0.8 million) in Directors' fees, US\$6.6 million (2015: US\$6.6 million) in short-term employee benefits including salary, bonuses, accommodation and deemed benefits in kind and US\$0.3 million (2015: US\$0.2 million) in post-employment benefits. The information set out in this paragraph forms part of the audited financial statements.

The Company has in place notional share option plan under which cash bonuses are paid based on the performance of the Company's share price over a period. The notional plan was established to provide longer-term incentives for executive Directors and senior managers. Notional share options are granted after consultation between the Chairman and the Chief Executive as well as other Directors as they consider appropriate.

The Company purchases insurance to cover its Directors against their costs in defending themselves in civil proceedings taken against them in that capacity and in respect of damages resulting from the unsuccessful defence of any proceedings. To the extent permitted by law, the Company also indemnifies its Directors. Neither the insurance nor the indemnity provides cover where the Director has acted fraudulently or dishonestly.

### **Audit Committee**

The Board has established within HKL an audit committee (the 'Audit Committee'), the current members of which are Y.K. Pang, Mark Greenberg, Jeremy Parr and John Witt; they have extensive knowledge of the Group while at the same time not being directly involved in operational management. The chairman, chief executive and chief financial officer of HKL, together with representatives of the internal and external auditors, also attend the Audit Committee meetings by invitation. The Audit Committee meets and reports to the Board semi-annually.

Prior to completion and announcement of the half-year and year-end results, a review of the financial information and of any issues raised in connection with the preparation of the results, including the adoption of new accounting policies, is undertaken by the Audit Committee with the executive management and a report is received from the external auditors. The external auditors also have access to the full Board, in addition to the Chief Executive, Chief Financial Officer and other senior executives.

The Audit Committee keeps under review the nature, scope and results of the audits conducted by the internal audit function. The Audit Committee's responsibilities extend to reviewing the effectiveness of both the internal and external audit functions; considering the independence and objectivity of the external auditors; and reviewing and approving the level and nature of non-audit work performed by the external auditors.

The terms of reference of the Audit Committee can be found on the Company's website at www.hkland.com.

## **Risk Management and Internal Control**

The Board has overall responsibility for the Group's systems of risk management and internal control. The Board has delegated to the Audit Committee responsibility for providing oversight in respect of risk management activities. The Audit Committee considers the Group's principal risks and uncertainties and potential changes to the risk profile, and reviews the operation and effectiveness of the Group's systems of internal control and the procedures by which these risks are monitored and mitigated. The Audit Committee considers the systems and procedures on a regular basis, and reports to the Board semi-annually. The systems of internal control are designed to manage, rather than eliminate, business risk; to help safeguard the Group's assets against fraud and other irregularities; and to give reasonable, but not absolute, assurance against material financial misstatement or loss.

Executive management is responsible for the implementation of the systems of internal control throughout the Group. The internal audit function also monitors the effectiveness of the systems of internal control and the approach taken by the business units to risk. The internal audit function is independent of the operating businesses and reports its findings, and recommendations for any corrective action required, to the Audit Committee.

The Group has in place an organisational structure with defined lines of responsibility and delegation of authority. There are established policies and procedures for financial planning and budgeting; for information and reporting systems; for assessment of risk; and for monitoring the Group's operations and performance. The information systems in place are designed to ensure that the financial information reported is reliable and up to date.

The Company's policy on commercial conduct underpins the Group's internal control process, particularly in the area of compliance. The policy is set out in the Group's Code of Conduct, which is a set of guidelines to which every employee must adhere, and is reinforced and monitored by an annual compliance certification process.

The Audit Committee has also been given the responsibility to oversee the effectiveness of the formal procedures for employees to raise any matters of serious concern, and is required to review any reports made under those procedures that are referred to it by the internal audit function.

The principal risks and uncertainties facing the Company are set out on page 74.

#### **Directors' Responsibilities in respect of the Financial Statements**

The Directors are required under the Bermuda Companies Act to prepare financial statements for each financial year and to present them annually to the Company's shareholders at the annual general meeting. The financial statements are required to present fairly in accordance with International Financial Reporting Standards ('IFRS') the financial position of the Group at the end of the year and the results of its operations and its cash flows for the year then ended. The Directors consider that applicable accounting policies under IFRS, applied on a consistent basis and supported by prudent and reasonable judgements and estimates, have been followed in preparing the financial statements. The financial statements have been prepared on a going concern basis.

#### **Code of Conduct**

The Group conducts business in a professional, ethical and even-handed manner. Its ethical standards are clearly set out in its Code of Conduct, which is modelled on the Jardine Matheson group's code of conduct. The Code of Conduct requires that all Group companies comply with all laws of general application, all rules and regulations that are industry specific and proper standards of business conduct. The Code of Conduct prohibits the giving or receiving of illicit payments, and requires all employees to be treated fairly, impartially and with respect. It also requires that all managers must be fully aware of their obligations under the Code of Conduct and establish procedures to ensure compliance at all levels within their organisations. The Group has in place procedures by which employees can raise, in confidence, matters of serious concern in areas such as financial reporting or compliance.

#### **Directors' Share Interests**

The Directors of the Company in office on 2nd March 2017 had interests (within the meaning of the EU Market Abuse Regulation ('MAR'), which applies to the Company as it is listed on the London Stock Exchange) as set out below in the ordinary share capital of the Company. These interests include those notified to the Company in respect of the Directors' closely associated persons (as that term is used under MAR).

Charles Allen-Jones	60,000
Dr Richard Lee	3,678,685
Anthony Nightingale	2,184
Y.K. Pang	38,000

In addition, Robert Wong held share options in respect of 710,000 ordinary shares issued pursuant to the Company's notional share option plan.

#### **Substantial Shareholders**

As a non-UK issuer, the Company is subject to the DTRs pursuant to which a person must in certain circumstances notify the Company of the percentage of voting rights attaching to the share capital of the Company that he holds. The obligation to notify arises if that person acquires or disposes of shares in the Company which results in the percentage of voting rights which he holds reaching, exceeding, or falling below, 5%, 10%, 15%, 20%, 25%, 30%, 50% and 75%.

The Company has been informed of the holding of voting rights of 5% or more attaching to the Company's issued ordinary share capital by Jardine Strategic Holdings Limited ('Jardine Strategic'), which is directly interested in 1,176,616,646 ordinary shares carrying 50.01% of the voting rights. By virtue of its interest in Jardine Strategic, Jardine Matheson is also interested in the same ordinary shares. Apart from this shareholding, the Company is not aware of any holders of voting rights of 5% or more attaching to the issued ordinary share capital of the Company as at 2nd March 2017.

There were no contracts of significance with corporate substantial shareholders during the year under review.

#### **Governance Principles**

The Company's primary listing on the London Stock Exchange is a standard listing on the Main Market. Under a standard listing, the Company is subject to the UK Listing Rules (other than those which apply only to companies with a premium listing), the DTRs, the UK Prospectus Rules and MAR. The Company, therefore, is bound by the rules in relation to continuous disclosure, periodic financial reporting, disclosure of interests in shares and market abuse, including the rules governing insider dealing, market manipulation and the disclosure of inside information. The Company is also subject to regulatory oversight from the FCA, as the Company's principal securities regulator, and is required to comply with the Admission and Disclosure Standards of the Main Market of the London Stock Exchange.

When shareholders approved the Company's move to a standard listing from a premium listing in 2014, the Company stated that it intended to maintain certain governance principles on the same basis as was then applicable to the Company's premium listing, as follows:

- 1. When assessing a significant transaction, being a larger transaction which would be classified as a class 1 transaction under the provisions of the UK Listing Rules, the Company will engage an independent financial adviser to provide a fairness opinion on the terms of the transaction.
- 2. In the event of a related party transaction, being a transaction with a related party which would require a sponsor to provide a fair and reasonable opinion under the provisions of the UK Listing Rules, the Company will engage an independent financial adviser to confirm that the terms of the transaction are fair and reasonable as far as the shareholders of the Company are concerned.
- 3. Further, as soon as the terms of a significant transaction or a related party transaction are agreed, an announcement will be issued by the Company providing such details of the transaction as are necessary for investors to evaluate the effect of the transaction on the Company.
- 4. At each annual general meeting, the Company will seek shareholder approval to issue new shares on a non-pre-emptive basis for up to 33% of the Company's issued share capital, of which up to 5% can be issued for cash consideration.
- 5. The Company will continue to adhere to its Securities Dealing Rules. These rules, which were based on the UK Model Code, have since been revised to follow the provisions of MAR with respect to market abuse and disclosure of interests in shares.
- 6. The Company will continue its policies and practices in respect of risk management and internal controls.

#### **Related Party Transactions**

Details of transactions with related parties entered into by the Company during the course of the year are included in Note 27 to the financial statements on page 60.

#### **Securities Purchase Arrangements**

The Directors have the power under the Bermuda Companies Act and the Company's Memorandum of Association to purchase the Company's shares. Any shares so purchased shall be treated as cancelled and, therefore, reduce the issued share capital of the Company. When the Board reviews the possibility for share repurchases, it will take into consideration the potential for the enhancement of earnings or asset values per share. When purchasing such shares, the Company is subject to the provisions of MAR.

#### **Takeover Code**

The Company is subject to a Takeover Code, based on London's City Code on Takeovers and Mergers. The Takeover Code provides an orderly framework within which takeovers can be conducted and the interests of shareholders protected. The Takeover Code has statutory backing, being established under the Acts of incorporation of the Company in Bermuda.

#### **Annual General Meeting**

The 2017 Annual General Meeting will be held at Rosewood Tucker's Point, Bermuda on 3rd May 2017. The full text of the resolutions and explanatory notes in respect of the meeting are contained in the Notice of Meeting which accompanies this Report. A corporate website is maintained containing a wide range of information of interest to investors at www.hkland.com.

#### **Power to Amend Bye-laws**

The Bye-laws of the Company can be amended by the shareholders by way of a special resolution at a general meeting of the Company.

# **Principal Risks and Uncertainties**

The Board has overall responsibility for risk management and internal control. The process by which the Group identifies and manages risk is set out in more detail on page 70 of the Corporate Governance section of this Report. The following are the principal risks and uncertainties facing the Company as required to be disclosed pursuant to the Disclosure Guidance and Transparency Rules issued by the Financial Conduct Authority in the United Kingdom and are in addition to the matters referred to in the Chairman's Statement and Chief Executive's Review.

#### **Economic Risk and Financial Risk**

The Group is exposed to the risk of negative developments in global and regional economies, and financial and property markets, either directly or through the impact on the Group's joint venture partners, bankers, suppliers or tenants. These developments can result in:

- recession, inflation, deflation and currency fluctuations;
- restrictions in the availability of credit, increases in financing and construction costs and business failures; and
- reductions in office and retail rents, office and retail occupancy and sales prices of, and demand for, residential developments.

Such developments might increase costs of sales and operating costs, reduce revenues, increase net financing charges, or result in reduced valuations of the Group's investment properties or in the Group being unable to meet in full its strategic objectives.

The steps taken by the Group to manage its exposure to financial risk are set out in the Financial Review on page 15 and Note 2 to the financial statements on pages 31 to 37.

#### **Commercial Risk**

Risks are an integral part of normal commercial practices, and where practicable steps are taken to mitigate such risks. These risks are further pronounced when operating in volatile markets.

The Group makes significant investment decisions in respect of commercial and residential development projects that take time to come to fruition and achieve the desired returns and are, therefore, subject to market risks. These risks are further pronounced when operating in volatile markets.

The Group operates in areas that are highly competitive, and failure to compete effectively in terms of price, tender terms, product specification or levels of service can have an adverse effect on earnings or market share, as can construction risks in relation to new developments. Significant pressure from such competition may also lead to reduced margins. The quality and safety of the products and services provided by the Group are important and there is an associated risk if they are below standard, while the potential impact of cyber-crime may be significant.

#### **Regulatory and Political Risk**

The Group is subject to a number of regulatory environments in the territories in which it operates. Changes in the regulatory approach to such matters as foreign ownership of assets and businesses, exchange controls, planning controls, tax rules and employment legislation have the potential to impact the operations and profitability of the Group. Changes in the political environment in such territories can also affect the Group.

#### **Terrorism, Pandemic and Natural Disasters**

A number of the Group's interests are vulnerable to the effects of terrorism, either directly through the impact of an act of terrorism or indirectly through the impact of generally reduced economic activity in response to the threat of or an actual act of terrorism.

The Group would be impacted by a global or regional pandemic which could be expected to seriously affect economic activity and the ability of our business to operate smoothly. In addition, many of the territories in which the Group is active can experience from time to time natural disasters such as earthquakes and typhoons.

# Shareholder Information

#### **Financial Calendar**

Shares quoted ex-dividend on the Singapore Exchange Shares quoted ex-dividend on the London Stock Exchange Chare register alread	15th March 2017 16th March 2017 20th to 24th March 2017
	20th to 24th March 2017
Share registers closed	2011102411101012017
Annual General Meeting to be held	3rd May 2017
2016 final dividend payable	11th May 2017
2017 half-year results to be announced	3rd August 2017*
Shares quoted ex-dividend on the Singapore Exchange	23rd August 2017*
Shares quoted ex-dividend on the London Stock Exchange	24th August 2017*
Share registers to be closed	28th August to 1st September 2017*
2017 interim dividend payable	19th October 2017*

\* Subject to change

#### **Dividends**

Shareholders will receive their cash dividends in United States dollars, unless they are registered on the Jersey branch register where they will have the option to elect for sterling. These shareholders may make new currency elections for the 2016 final dividend by notifying the United Kingdom transfer agent in writing by 21st April 2017. The sterling equivalent of dividends declared in United States dollars will be calculated by reference to a rate prevailing on 26th April 2017. Shareholders holding their shares through CREST in the United Kingdom will receive their cash dividends in sterling only. Shareholders holding their shares through The Central Depository (Pte) Limited ('CDP') in Singapore will receive their cash dividends in United States dollars unless they elect, through CDP, to receive Singapore dollars.

#### **Registrars and Transfer Agent**

Shareholders should address all correspondence with regard to their shareholdings or dividends to the appropriate registrar or transfer agent.

#### **Principal Registrar**

Jardine Matheson International Services Limited P.O. Box HM 1068 Hamilton HM EX Bermuda

#### Jersey Branch Registrar

Capita Registrars (Jersey) Limited 12 Castle Street St Helier, Jersey JE2 3RT Channel Islands

#### **United Kingdom Transfer Agent**

Capita Asset Services The Registry 34 Beckenham Road Beckenham, Kent BR3 4TU United Kingdom

#### **Singapore Branch Registrar**

M & C Services Private Limited 112 Robinson Road #05-01 Singapore 068902

Press releases and other financial information can be accessed through the internet at www.hkland.com.

# Offices

#### Offices

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#### Hongkong Land (Asia Management) Limited

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#### **MCL Land Limited**

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# PT Hongkong Land Consultancy and Management

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# **Report of the Valuers**

#### **To Hongkong Land Holdings Limited**

Dear Sirs

Revaluation of investment Properties Held under Freehold and Leasehold

Further to your instructions, we have valued in our capacity as external valuers the investment properties held under freehold and leasehold as described in the consolidated financial statements of Hongkong Land Holdings Limited. We are of the opinion that the market value of the investment properties held under freehold in Cambodia and leasehold in China, Hong Kong, Singapore and Vietnam as at 31st December 2016, totalled US\$27,700,300,000 (United States Dollars Twenty Seven Billion Seven Hundred Million and Three Hundred Thousand).

Our valuations were prepared in accordance with the International Valuation Standards by the International Valuation Standards Council and The HKIS Valuation Standards by The Hong Kong Institute of Surveyors.

We have inspected the properties without either making structural surveys or testing the services. We have been supplied with details of tenure, tenancies and other relevant information.

In arriving at our opinion, each property was valued individually, on market value basis, calculated on the net income allowing for reversionary potential, however no allowance has been made for expenses of realisation or for taxation which might arise in the event of disposal.

Yours faithfully

#### Jones Lang LaSalle Limited

Hong Kong, 1st February 2017

# Major Property Portfolio

at 31st December 2016

### **Commercial Investment Property**

	Attributable		Lettable area	<b>D</b> . 1
Completed development	interests %	Total	Office nousands of square metres)	Retail
Hong Kong	70	(iii u	iousanus or square metres/	
Alexandra House	100	35	30	5
Chater House	100	43	39	4
Exchange Square	100	139		
One Exchange Square			53	-
Two Exchange Square			47	-
Three Exchange Square Podium			30	- 5
The Forum			- 4	-
Jardine House	100	63	59	4
Gloucester Tower	100	44	44	_
Landmark Atrium	100	24	_	24
Edinburgh Tower	100	44	31	13
York House	100	10	10	-
Prince's Building	100	51	38	13
		453	385	68
Масаи				
One Central	49	20		20
Singapore				
One Raffles Link	100	29	23	6
One Raffles Quay	33.3	123		
North Tower			71	-
South Tower			52	-
Marina Bay Financial Centre	33.3	286		
Tower 1			57	2
Tower 2 Tower 3			95 117	7
Tower 3				8
		438	415	23
Jakarta, Indonesia				
World Trade Centre 1	50	42	37	5
World Trade Centre 2	50	59	56	3
World Trade Centre 5	50	15	14	1
World Trade Centre 6	50	19	17	2
		135	124	11
Departurale Theiland				
Bangkok, Thailand	40	47	_	10
Gaysorn	49	17	5	12
Hanoi, Vietnam				
Central Building	65	4	4	-
63 Ly Thai To	73.9	7	6	1
		11	10	1

### **Residential Development Property for Sale**

Completed development	Attributable interests %	Location	Available units
Mainland China			
Maple Place	90	Beijing	2
Central Park	40	Beijing	72

	Attributable		
Under development	interests	Location	Site area
	%		(in square metres)
Mainland China	50		4 40 4 47
Bamboo Grove	50	Chongqing	142,147
Landmark Riverside	50	Chongqing	171,716
Yorkville South	100	Chongqing	176,428
Yorkville North	100	Chongqing	425,347
Central Avenue	50	Chongqing	370,517
New Bamboo Grove	50	Chongqing	348,370
WE City	50	Chengdu	113,403
Parkville	50	Shanghai	87,180
Singapore			
LakeVille	100	Jurong West Street 41	22,357
Sol Acres	100	Choa Chu Kang Grove	32,909
Lake Grande	100	Jurong West Street 41	17,804
Indonesia			
Anandamaya Residences	40	Jakarta	13,150
Nava Park	49	Serpong, Greater Jakarta	653,500
The Philippines			
Two Roxas Triangle	40	Manila	3,719
Mandani Bay	50	Cebu	195,915
Pampanga Property	40	Pampanga	249,304
Greenwoods Village	40	Cavite	136,473
Kahaya Place	40	Cavite	58,596
Kohana Grove	40	Cavite	23,213
Vietnam			
The Nassim	50	Ho Chi Minh City	4,448



# Singapore



\* This rendering is for reference only, subject to change and government approval.



Indonesia



Cambodia

Philippines



Vietnam



# Beijing, China



Beijing, China

Chongqing, China



Chongqing, China



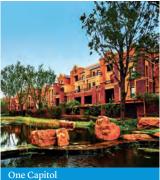
Chengdu, China



Shanghai, China

Shenyang, China





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